



Notification to the ASX

Monday 10 March 2003

Reckon Limited (RKN)

Appendix 4B Preliminary Final Report

RECKON LIMITED, TRADING AS QUICKEN AUSTRALIA, DECLARES ITS MAIDEN ANNUAL PROFIT

- * Profit from operations of \$2.274 million for the 12 months to 31 December 2002 – a turnaround of \$3.059 million
- * Revenue increased by 24.10% to \$23.54 million – up from \$18.89 million in 2001
- * Cash held at the end of the financial year increased by 23.1% to \$12.07 million – compared with \$9.80 million in 2001
- * Payment of \$0.01 per share to each shareholder as a result of a reduction of capital

"This turnaround in performance is a vindication of the strategies pursued and can be attributed to the commitment of Quicken Australia's management, staff and members of our sales channels," says Greg Wilkinson, CEO of Quicken Australia.

He specifically cited a better than 150% increase in sales via Quicken Australia's channel of 5,000 plus accountancy firms who recommend QuickBooks to their clients as just one factor in the improved performance of the company.

Quicken Australia's relationship with Intuit Inc. had also played its part in this performance.

"Each year Intuit invests around 20% of its revenues into research and development of the Quicken range of products. In 2002 this represented a development spend of over US\$200million."

"This relationship with Intuit means our customers benefit directly from this spend which gives us a compelling strategic advantage in the Australian market."

Mr Wilkinson said that at the end of 2002, Quicken Australia had:

- * over 320,000 customers in the small-to-medium enterprise (SME) sector
- * 150,000 personal customers
- * 40,000 registered users of Quicken's online financial services.

Looking ahead, Mr Wilkinson said Quicken Australia planned to continue to grow its share of the Australian market by:

- * targeting small businesses once they had embraced technology
- * educating accountancy practices of the very real the benefits both to themselves and to the clients by recommending Quicken products
- * launching QuickBooks 2003 in the first quarter of 2003
- * launching the new QuickBooks Enterprise product – designed specifically for medium-sized enterprises of up between 20 and 150 employees - in the second half of 2003.

"According to Taxpayers Australia there are over 600,000 small and home-based businesses that are yet to introduce computerised systems to help handle their BAS and their invoicing as well as to manage their overall finances – we aim to continue to grow our market share by targeting this businesses through existing channels."

Appendix 4B

Half yearly/preliminary final report

Introduced 30/6/2002.

Name of entity

Reckon Limited

ABN or equivalent company reference

14 003 348 730

Half yearly (tick)

Preliminary final (tick)

Half year/financial year ended ('current period')

31 December 2002

For announcement to the market

Extracts from this report for announcement to the market (see note 1).

SA'000

| | | | | |
|--|----------------|----------------------------|----|------------------------------------|
| Revenues from ordinary activities (item 1.1) | up/down | 24.10% | to | 23,540 |
| Profit (loss) from ordinary activities after tax attributable to members (item 1.22) | up/down | N/A% | to | 2,274 |
| Profit (loss) from extraordinary items after tax attributable to members (item 2.5(d)) | gain (loss) of | N/A | | N/A |
| Net profit (loss) for the period attributable to members (item 1.11) | up/down | N/A% | to | 2,274 |
| Dividends (distributions) | | Amount per security | | Franked amount per security |
| Final dividend (Preliminary final report only - item 15.4) | | NIL¢ | | NIL¢ |
| Interim dividend (Half yearly report only - item 15.6) | | | | |
| Previous corresponding period (Preliminary final report - item 15.5; half yearly report - item 15.7) | | NIL¢ | | NIL¢ |
| +Record date for determining entitlements to the dividend, (in the case of a trust, distribution) (see item 15.2) | N/A | | | |
| Brief explanation of any of the figures reported above (see Note 1) and short details of any bonus or cash issue or other item(s) of importance not previously released to the market: | | | | |

If this is a half yearly report it is to be read in conjunction with the most recent annual financial report.

+ See chapter 19 for defined terms.

Condensed consolidated statement of financial performance

| | Current period - \$A'000 | Previous corresponding period - \$A'000 |
|---|-----------------------------|--|
| 1.1 Revenues from ordinary activities (<i>see items 1.23 -1.25</i>) | 23,540 | 18,968 |
| 1.2 Expenses from ordinary activities (<i>see items 1.26 & 1.27</i>) | (21,268) | (19,753) |
| 1.3 Borrowing costs | - | - |
| 1.4 Share of net profits (losses) of associates and joint venture entities (<i>see item 16.7</i>) | - | - |
| 1.5 Profit (loss) from ordinary activities before tax | 2,272 | (785) |
| 1.6 Income tax on ordinary activities (<i>see note 4</i>) | - | - |
| 1.7 Profit (loss) from ordinary activities after tax | 2,272 | (785) |
| 1.8 Profit (loss) from extraordinary items after tax (<i>see item 2.5</i>) | - | - |
| 1.9 Net profit (loss) | 2,272 | (785) |
| 1.10 Net (loss) attributable to outside [†] equity interests | 2 | - |
| 1.11 Net profit (loss) for the period attributable to members | 2,274 | (785) |
| Non-owner transaction changes in equity | | |
| 1.12 Increase (decrease) in revaluation reserves | | |
| 1.13 Net exchange differences recognised in equity | | |
| 1.14 Other revenue, expense and initial adjustments recognised directly in equity (attach details) | | |
| 1.15 Initial adjustments from UIG transitional provisions | | |
| 1.16 Total transactions and adjustments recognised directly in equity (items 1.12 to 1.15) | | |
| 1.17 Total changes in equity not resulting from transactions with owners as owners | 2,274 | (785) |

| Earnings per security (EPS) | Current period | Previous corresponding period |
|------------------------------------|----------------|-------------------------------|
| 1.18 Basic EPS | 1.8 | (0.7) |
| 1.19 Diluted EPS | 1.8 | (0.7) |

[†] See chapter 19 for defined terms.

Notes to the condensed consolidated statement of financial performance

Profit (loss) from ordinary activities attributable to members

| | Current period - \$A'000 | Previous corresponding period - \$A'000 |
|---|-----------------------------|---|
| 1.20 Profit (loss) from ordinary activities after tax (item 1.7) | 2,272 | (785) |
| 1.21 Less (plus) outside ⁺ equity interests | 2 | - |
| 1.22 Profit (loss) from ordinary activities after tax, attributable to members | 2,274 | (785) |

Revenue and expenses from ordinary activities

(see note 15)

| | Current period - \$A'000 | Previous corresponding period - \$A'000 |
|--|-----------------------------|---|
| 1.23 Revenue from sales or services | 22,583 | 18,205 |
| 1.24 Interest revenue | 472 | 456 |
| 1.25 Other relevant revenue: Other income | 485 | 307 |
| TOTAL REVENUE | 23,540 | 18,968 |
| 1.26 Details of relevant expenses | | |
| Product Costs | (2,858) | (2,535) |
| Royalties | (3,046) | (2,966) |
| Employee Benefits Expenses | (7,587) | (6,359) |
| Employee Related Expenses | (363) | (509) |
| Marketing Expenses | (2,169) | (1,835) |
| Premises and Establishment Expenses | (636) | (1,021) |
| Depreciation & Amortisation | (1,669) | (1,910) |
| Telecommunications | (489) | (512) |
| Legal and Professional Fees | (643) | (685) |
| Other Expenses | (1,808) | (1,421) |
| 1.27 Depreciation and amortisation excluding amortisation of intangibles (see item 2.3) | (1,070) | (1,410) |
| Capitalised outlays | | |
| 1.28 Interest costs capitalised in asset values | - | - |
| 1.29 Outlays capitalised in intangibles (unless arising from an ⁺ acquisition of a business) | - | - |

⁺ See chapter 19 for defined terms.

Consolidated retained profits

| | Current period - \$A'000 | Previous corresponding period - \$A'000 |
|---|-----------------------------|--|
| 1.30 Retained profits (accumulated losses) at the beginning of the financial period | (40,034) | (39,249) |
| 1.31 Net profit (loss) attributable to members (<i>item 1.11</i>) | 2,274 | (785) |
| 1.32 Net transfers from (to) reserves (<i>details if material</i>) | - | - |
| 1.33 Net effect of changes in accounting policies | - | - |
| 1.34 Dividends and other equity distributions paid or payable | - | - |
| 1.35 Retained profits (accumulated losses) at end of financial period | (37,759) | (40,034) |

Intangible and extraordinary items

| <i>Consolidated - current period</i> | | | | |
|--|-----------------------|------------------------|--|---|
| | Before tax \$A'000 | Related tax \$A'000 | Related outside + equity interests \$A'000 (c) | Amount (after tax) attributable to members \$A'000 (d) |
| | (a) | (b) | | (d) |
| 2.1 Amortisation of goodwill | - | - | - | - |
| 2.2 Amortisation of other intangibles | 599 | - | - | 599 |
| 2.3 Total amortisation of intangibles | 599 | - | - | 599 |
| 2.4 Extraordinary items (details) | - | - | - | - |
| 2.5 Total extraordinary items | - | - | - | - |

Comparison of half year profits

(Preliminary final report only)

| | Current year - \$A'000 | Previous year - \$A'000 |
|---|------------------------|-------------------------|
| 3.1 Consolidated profit (loss) from ordinary activities after tax attributable to members reported for the <i>1st</i> half year (item 1.22 in the half yearly report) | 1,247 | (244) |

+ See chapter 19 for defined terms.

| | | |
|---|-------|-------|
| 3.2 Consolidated profit (loss) from ordinary activities after tax attributable to members for the 2nd half year | 1,027 | (541) |
|---|-------|-------|

| Condensed consolidated statement of financial position | | At end of current period \$A'000 | As shown in last annual report \$A'000 | As in last half yearly report \$A'000 |
|---|--|-------------------------------------|---|--|
| Current assets | | | | |
| 4.1 | Cash | 12,074 | 9,805 | 10,683 |
| 4.2 | Receivables | 1,278 | 796 | 1,730 |
| 4.3 | Investments | - | - | - |
| 4.4 | Inventories | 207 | 218 | 225 |
| 4.5 | Tax assets | - | - | - |
| 4.6 | Other (provide details if material) | 175 | 112 | 56 |
| 4.7 | Total current assets | 13,734 | 10,931 | 12,694 |
| Non-current assets | | | | |
| 4.8 | Receivables | - | - | - |
| 4.9 | Investments (equity accounted) | - | - | - |
| 4.10 | Other investments | 414 | 448 | 448 |
| 4.11 | Inventories | - | - | - |
| 4.12 | Exploration and evaluation expenditure capitalised (see para .71 of AASB 1022) | - | - | - |
| 4.13 | Development properties (+ mining entities) | - | - | - |
| 4.14 | Other property, plant and equipment (net) | 819 | 2,142 | 1,630 |
| 4.15 | Intangibles (net) | 698 | 1,000 | 750 |
| 4.16 | Tax assets | - | - | - |
| 4.17 | Other (provide details if material) | - | - | - |
| 4.18 | Total non-current assets | 1,931 | 3,590 | 2,828 |
| 4.19 | Total assets | 15,665 | 14,521 | 15,522 |
| Current liabilities | | | | |
| 4.20 | Payables | 1,254 | 1,236 | 1,684 |
| 4.21 | Interest bearing liabilities | - | - | - |
| 4.22 | Tax liabilities | - | - | - |
| 4.23 | Provisions exc. tax liabilities | 705 | 815 | 962 |
| 4.24 | Other (provide details if material) Deferred revenue | 1,012 | 1,824 | 1,226 |
| 4.25 | Total current liabilities | 2,971 | 3,875 | 3,872 |
| Non-current liabilities | | | | |
| 4.26 | Payables | - | - | - |
| 4.27 | Interest bearing liabilities | - | - | - |
| 4.28 | Tax liabilities | - | - | - |
| 4.29 | Provisions exc. tax liabilities | 44 | 563 | 320 |

+ See chapter 19 for defined terms.

| | | | | |
|------|--------------------------------------|-----------|------------|------------|
| 4.30 | Other (provide details if material) | - | - | - |
| 4.31 | Total non-current liabilities | 44 | 563 | 320 |

Condensed consolidated statement of financial position continued

| | | | | |
|------|--|---------------|---------------|---------------|
| 4.32 | Total liabilities | 3,015 | 4,438 | 4,192 |
| 4.33 | Net assets | 12,650 | 10,083 | 11,330 |
| | Equity | | | |
| 4.34 | Capital/contributed equity | 50,411 | 50,117 | 50,117 |
| 4.35 | Reserves | - | - | - |
| 4.36 | Retained profits (accumulated losses) | (37,759) | (40,034) | (38,787) |
| 4.37 | Equity attributable to members of the parent entity | 12,652 | 10,083 | 11,330 |
| 4.38 | Outside ⁺ equity interests in controlled entities | (2) | - | - |
| 4.39 | Total equity | 12,650 | 10,083 | 11,330 |
| 4.40 | Preference capital included as part of 4.37 | - | - | - |

Notes to the condensed consolidated statement of financial position

Exploration and evaluation expenditure capitalised

(To be completed only by entities with mining interests if amounts are material. Include all expenditure incurred.)

| | Current period \$A'000 | Previous corresponding period - \$A'000 |
|-----|------------------------|---|
| 5.1 | -- | -- |
| 5.2 | -- | -- |
| 5.3 | -- | -- |
| 5.4 | -- | -- |
| 5.5 | -- | -- |
| 5.6 | -- | -- |
| | | |

+ See chapter 19 for defined terms.

Development properties

(To be completed only by entities with mining interests if amounts are material)

| | Current period \$A'000 | Previous corresponding period - \$A'000 |
|---|------------------------|---|
| 6.1 Opening balance | - | - |
| 6.2 Expenditure incurred during current period | - | - |
| 6.3 Expenditure transferred from exploration and evaluation | - | - |
| 6.4 Expenditure written off during current period | - | - |
| 6.5 Acquisitions, disposals, revaluation increments, etc. | - | - |
| 6.6 Expenditure transferred to mine properties | - | - |
| 6.7 Closing balance as shown in the consolidated balance sheet (item 4.13) | - | - |

Condensed consolidated statement of cash flows

| | Current period \$A'000 | Previous corresponding period - \$A'000 |
|---|---------------------------|---|
| Cash flows related to operating activities | | |
| 7.1 Receipts from customers | 22,867 | 17,544 |
| 7.2 Payments to suppliers and employees | (20,882) | (19,751) |
| 7.3 Dividends received from associates | - | - |
| 7.4 Other dividends received | - | - |
| 7.5 Interest and other items of similar nature received | 472 | 456 |
| 7.6 Interest and other costs of finance paid | - | - |
| 7.7 Income taxes paid | - | - |
| 7.8 Other (provide details if material) | - | - |
| 7.9 Net operating cash flows | 2,457 | (1,751) |
| Cash flows related to investing activities | | |
| 7.10 Payment for purchases of property, plant and equipment | (219) | (256) |
| 7.11 Proceeds from sale of property, plant and equipment | - | 43 |
| 7.12 Payment for purchases of intellectual property | (3) | - |
| 7.13 Proceeds from sale of equity investments | - | - |
| 7.14 Loans to other entities | - | (100) |
| 7.15 Loans repaid by other entities | - | 69 |
| 7.16 Other (provide details if material) | 34 | - |

+ See chapter 19 for defined terms.

| | | | |
|-------------|---|---------------|--------------|
| 7.17 | Net investing cash flows | (188) | (244) |
| | Cash flows related to financing activities | | |
| 7.18 | Proceeds from issues of ⁺ securities (shares, options, etc.) | - | 3,000 |
| 7.19 | Proceeds from borrowings | - | - |
| 7.20 | Repayment of borrowings | - | (43) |
| 7.21 | Dividends paid | - | - |
| 7.22 | Other (provide details if material) | - | - |
| 7.23 | Net financing cash flows | - | 2,957 |
| 7.24 | Net increase (decrease) in cash held | 2,269 | 962 |
| 7.25 | Cash at beginning of period <i>(see Reconciliation of cash)</i> | 9,805 | 8,843 |
| 7.26 | Exchange rate adjustments to item 7.25. | - | - |
| 7.27 | Cash at end of period <i>(see Reconciliation of cash)</i> | 12,074 | 9,805 |

Non-cash financing and investing activities

Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows are as follows. *(If an amount is quantified, show comparative amount.)*

| |
|-----|
| N/A |
|-----|

Reconciliation of cash

| Reconciliation of cash at the end of the period (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows. | Current period \$A'000 | Previous corresponding period - \$A'000 |
|--|------------------------|---|
| 8.1 Cash on hand and at bank | 12,074 | 9,805 |
| 8.2 Deposits at call | - | - |
| 8.3 Bank overdraft | - | - |
| 8.4 Other (provide details) | - | - |
| 8.5 Total cash at end of period (item 7.27) | 12,074 | 9,805 |

Other notes to the condensed financial statements

Ratios

| | Current period | Previous corresponding period |
|---|----------------|-------------------------------|
| Profit before tax / revenue | | |
| 9.1 Consolidated profit (loss) from ordinary activities before tax <i>(item 1.5)</i> as a percentage of revenue <i>(item 1.1)</i> | 9.7% | (4.2 %) |

+ See chapter 19 for defined terms.

| | | | |
|-----|--|-------|---------|
| 9.2 | Profit after tax /⁺equity interests Consolidated net profit (loss) from ordinary activities after tax attributable to members (<i>item 1.11</i>) as a percentage of equity (similarly attributable) at the end of the period (<i>item 4.37</i>) | 18.0% | (7.8 %) |
|-----|--|-------|---------|

Earnings per security (EPS)

10. Details of basic and diluted EPS reported separately in accordance with paragraph 9 and 18 of *AASB 1027: Earnings Per Share* are as follows.

| | |
|---|-------------|
| Calculation of the following in accordance with AASB 1027 : Earnings per Share | |
| a) Basic EPS | 1.8 cents |
| b) Diluted EPS (if materially different from (a)) | 1.8 cents |
| c) Weighted average number of ordinary shares outstanding during the period used in the calculation of the Basic EPS. | 124,793,501 |
| d) Weighted average number of ordinary shares outstanding during the period used in the calculation of the Diluted EPS. | 127,585,315 |

| NTA backing (see note 7) | Current period | Previous corresponding Period |
|--|----------------|-------------------------------|
| 11.1 Net tangible asset backing per ⁺ ordinary security | 9.6 cents | 7 cents |

Discontinuing Operations

(Entities must report a description of any significant activities or events relating to discontinuing operations in accordance with paragraph 7.5 (g) of *AASB 1029: Interim Financial Reporting*, or, the details of discontinuing operations they have disclosed in their accounts in accordance with *AASB 1042: Discontinuing Operations* (see note 17).)

12.1 Discontinuing Operations

| |
|-----|
| N/A |
|-----|

⁺ See chapter 19 for defined terms.

Control gained over entities having material effect

| | |
|--|-------|
| 13.1 Name of entity (or group of entities) | N/A |
| 13.2 Consolidated profit (loss) from ordinary activities and extraordinary items after tax of the controlled entity (or group of entities) since the date in the current period on which control was ⁺ acquired | \$NIL |
| 13.3 Date from which such profit has been calculated | N/A |
| 13.4 Profit (loss) from ordinary activities and extraordinary items after tax of the controlled entity (or group of entities) for the whole of the previous corresponding period | \$NIL |

Loss of control of entities having material effect

| | |
|---|-------|
| 14.1 Name of entity (or group of entities) | N/A |
| 14.2 Consolidated profit (loss) from ordinary activities and extraordinary items after tax of the controlled entity (or group of entities) for the current period to the date of loss of control | \$NIL |
| 14.3 Date to which the profit (loss) in item 14.2 has been calculated | N/A |
| 14.4 Consolidated profit (loss) from ordinary activities and extraordinary items after tax of the controlled entity (or group of entities) while controlled during the whole of the previous corresponding period | \$NIL |
| 14.5 Contribution to consolidated profit (loss) from ordinary activities and extraordinary items from sale of interest leading to loss of control | \$NIL |

Dividends (in the case of a trust, distributions)

| | |
|---|-----|
| 15.1 Date the dividend (distribution) is payable | N/A |
| 15.2 ⁺ Record date to determine entitlements to the dividend (distribution) (ie, on the basis of proper instruments of transfer received by 5.00 pm if ⁺ securities are not ⁺ CHESS approved, or security holding balances established by 5.00 pm or such later time permitted by SCH Business Rules if ⁺ securities are ⁺ CHESS approved) | N/A |
| 15.3 If it is a final dividend, has it been declared? <i>(Preliminary final report only)</i> | N/A |

⁺ See chapter 19 for defined terms.

Amount per security

| | | Amount per security | Franked amount per security at % tax (see note 4) | Amount per security of foreign source dividend |
|------|---|---------------------|---|--|
| 15.4 | <i>(Preliminary final report only)</i> Final dividend: Current year | N/A¢ | N/A ¢ | N/A¢ |
| 15.5 | Previous year | N/A¢ | N/A ¢ | N/A¢ |
| 15.6 | <i>(Half yearly and preliminary final reports)</i> Interim dividend: Current year | N/A¢ | N/A¢ | N/A¢ |
| 15.7 | Previous year | N/A¢ | N/A¢ | N/A¢ |

Total dividend (distribution) per security (interim plus final)

(Preliminary final report only)

| | Current year | Previous year |
|---|--------------|---------------|
| 15.8 ⁺ Ordinary securities | N/A¢ | N/A¢ |
| 15.9 Preference ⁺ securities | N/A¢ | N/A¢ |

Half yearly report - interim dividend (distribution) on all securities or

Preliminary final report - final dividend (distribution) on all securities

| | Current period \$A'000 | Previous corresponding period - \$A'000 |
|---|------------------------|---|
| 15.10 ⁺ Ordinary securities <i>(each class separately)</i> | NIL | NIL |
| 15.11 Preference ⁺ securities <i>(each class separately)</i> | NIL | NIL |
| 15.12 Other equity instruments <i>(each class separately)</i> | NIL | NIL |
| 15.13 Total | NIL | NIL |

The ⁺dividend or distribution plans shown below are in operation.

| |
|-----|
| N/A |
|-----|

The last date(s) for receipt of election notices for the ⁺dividend or distribution plans

| |
|-----|
| N/A |
|-----|

Any other disclosures in relation to dividends (distributions). *(For half yearly reports, provide details in accordance with paragraph 7.5(d) of AASB 1029 Interim Financial Reporting)*

| |
|-----|
| N/A |
|-----|

⁺ See chapter 19 for defined terms.

Details of aggregate share of profits (losses) of associates and joint venture entities

| Group's share of associates' and joint venture entities': | Current period \$A'000 | Previous corresponding period - \$A'000 |
|---|---------------------------|---|
| 16.1 Profit (loss) from ordinary activities before tax | N/A | N/A |
| 16.2 Income tax on ordinary activities | N/A | N/A |
| 16.3 Profit (loss) from ordinary activities after tax | N/A | N/A |
| 16.4 Extraordinary items net of tax | N/A | N/A |
| 16.5 Net profit (loss) | N/A | N/A |
| 16.6 Adjustments | N/A | N/A |
| 16.7 Share of net profit (loss) of associates and joint venture entities | N/A | N/A |

Material interests in entities which are not controlled entities

The economic entity has an interest (that is material to it) in the following entities. *(If the interest was acquired or disposed of during either the current or previous corresponding period, indicate date of acquisition ("from dd/mm/yy") or disposal ("to dd/mm/yy").)*

| Name of entity | Percentage of ownership interest held at end of period or date of disposal | | Contribution to net profit (loss) (item 1.9) | |
|--|--|-------------------------------------|---|--|
| | Current period | Previous corresponding period | Current period \$A'000 | Previous corresponding period - \$A'000 |
| 17.1 Equity accounted associates and joint venture entities | N/A | N/A | N/A | N/A |
| 17.2 Total | N/A | N/A | N/A | N/A |
| 17.3 Other material interests | N/A | N/A | N/A | N/A |
| 17.4 Total | N/A | N/A | N/A | N/A |

+ See chapter 19 for defined terms.

Issued and quoted securities at end of current period

(Description must include rate of interest and any redemption or conversion rights together with prices and dates)

| Category of ⁺ securities | Total number | Number quoted | Issue price per security (see note 14) (cents) | Amount paid up per security (see note 14) (cents) |
|---|------------------|------------------|--|---|
| 18.1 Preference ⁺securities <i>(description)</i> | NIL | NIL | NIL | NIL |
| 18.2 Changes during current period (a) Increases through issues (b) Decreases through returns of capital, buybacks, redemptions | NIL | NIL | NIL | NIL |
| 18.3 ⁺Ordinary securities | 124,842,816 | 124,842,816 | | |
| 18.4 Changes during current period (a) Increases through issues (b) Decreases through returns of capital, buybacks | 2,000,000 NIL | 2,000,000 NIL | 14.7 NIL | 14.7 NIL |
| 18.5 ⁺Convertible debt securities <i>(description and conversion factor)</i> | NIL | NIL | NIL | NIL |
| 18.6 Changes during current period (a) Increases through issues (b) Decreases through securities matured, converted | NIL NIL | NIL NIL | NIL NIL | NIL NIL |
| 18.7 Options <i>(description and conversion factor)</i> | | | <i>Exercise Price</i> | <i>Expiry date (if any)</i> |
| Senior Executive | 53,333 | NIL | \$1.050 | Aug '04 to Jan'05 |
| Executive Plan No 2 | 631,345 | NIL | \$0.672 | 19/7/05 |
| “ | 668,726 | NIL | \$0.198 | 12/2/06 |
| “ | 1,754,081 | NIL | * \$0.222 | ** |
| * Average Exercise Price | | | | |
| ** Various expiry dates being 5 years from date of grant | | | | |

+ See chapter 19 for defined terms.

| | | | | | |
|--------------|---|----------------------|----------------|----------------------|---------------|
| 18.8 | Issued during current period Senior Executive Executive Plan No.2 * Average Strike Price ** Various expiry dates being 5 years from date of grant | NIL 341,329 | NIL NIL | N/A * \$0.160 | N/A ** |
| 18.9 | Exercised during current period | NIL | NIL | NIL | NIL |
| 18.10 | Expired during current period Senior Executive Executive Plan No.2 * Average Strike Price ** Various expiry dates being 5 years from date of grant | 1,005,002 448,867 | NIL NIL | \$1.050 * \$0.329 | 18/7/04 ** |
| 18.11 | Debentures (description) | | | | |
| 18.12 | Changes during current period (a) Increases through issues (b) Decreases through securities matured, converted | NIL NIL | NIL NIL | | |
| 18.13 | Unsecured notes (description) | | | | |
| 18.14 | Changes during current period (a) Increases through issues (b) Decreases through securities matured, converted | NIL NIL | NIL NIL | | |

Segment Information

The consolidated entity operates predominantly in Australia and in one industry.

Segment reporting

(Information on the business and geographical segments of the entity must be reported for the current period in accordance with *AASB 1005: Segment Reporting* and for half year reports, *AASB 1029: Interim Financial Reporting*. Because entities employ different structures a pro forma cannot be provided. Segment information in the layout employed in the entity's ⁺accounts should be reported separately and attached to this report.)

Comments by directors

(Comments on the following matters are required by ASX or, in relation to the half yearly report, by *AASB 1029: Interim Financial Reporting*. The comments do not take the place of the directors' report and statement (as required by the Corporations Act) and may be incorporated into the directors' report and statement. For both half yearly and preliminary final reports, if there are no comments in a section, state NIL. If there is insufficient space to comment, attach notes to this report.)

Basis of financial report preparation

19.1 *If this report is a half yearly report, it is a general purpose financial report prepared in accordance with the listing rules and AASB 1029: Interim Financial Reporting. It should be read in conjunction with the last ⁺annual report and any announcements to the market made by the entity during the period. The financial statements in this report are "condensed financial statements" as defined in AASB 1029: Interim Financial Reporting. This report does not include all the notes of the type normally included in an annual financial report. [Delete if preliminary final report.]*

⁺ See chapter 19 for defined terms.

- 19.2 Material factors affecting the revenues and expenses of the economic entity for the current period. In a half yearly report, provide explanatory comments about any seasonal or irregular factors affecting operations.

Refer 19.5

- 19.3 A description of each event since the end of the current period which has had a material effect and which is not already reported elsewhere in this Appendix or in attachments, with financial effect quantified (if possible).

N/A

- 19.4 Franking credits available and prospects for paying fully or partly franked dividends for at least the next year.

.

- 19.5 Unless disclosed below, the accounting policies, estimation methods and measurement bases used in this report are the same as those used in the last annual report. Any changes in accounting policies, estimation methods and measurement bases since the last annual report are disclosed as follows. (Disclose changes and differences in the half yearly report in accordance with *AASB 1029: Interim Financial Reporting*. Disclose changes in accounting policies in the preliminary final report in accordance with *AASB 1001: Accounting Policies-Disclosure*).

+ See chapter 19 for defined terms.

Change in Accounting Policy for the Recognition of Revenue

The consolidated entity has reviewed its policy of income recognition and deferred costs associated with the sale of Advantage products.

Previously 100% of the revenue from the sale of Advantage products was deferred with an estimate of costs associated with those sales also deferred at the time of the sale. Both the revenue and costs from Advantage sales were released each month to the Statement of Financial Performance over the Advantage contract period, normally 12 months.

The consolidated entity has reassessed this policy and believe that the sale of the upgrade software and joining fee included in the Advantage products, should be recognised as revenue immediately and that no costs relating to these sales should be deferred. The Auditors support this view.

The deferred revenue should relate solely to the maintenance and support services provided with the Advantage products. This will be released each month to the Statement of Financial Performance over the Advantage contract period, normally 12 months.

As at 1 January 2002 the deferred revenue and deferred costs relating to the Advantage products were restated based on the consolidated entity's revised policy.

The financial effect on the reported results of 31 December 2002 following this change in accounting policy is \$1,094,358 before tax calculated as follows:

| | |
|--|------------------|
| Increase in Revenue recognised | 1,978,265 |
| Increase in costs recognised | (883,907) |
| Net effect on reported profit before tax | <u>1,094,358</u> |

There is no income tax effect due to significant carry forward tax losses that have not been recognised as an asset by the consolidated entity.

The effect of the change on the current period results and previously reported period are as follows:

| | 12 Months to 31/12/02 \$'000 | 12 Months to 31/12/01 \$'000 | 12 Months to 31/12/00 \$'000 |
|--|------------------------------------|------------------------------------|------------------------------------|
| Previously reported Profit/(Loss) | - | (785) | (27,251) |
| Profit for 12 months to 31/12/02 on previous basis | 1,180 | - | - |
| Effect of change in accounting policy | 92 | 862 | 140 |
| Result adjusted for change in accounting policy | 1,272 | 77 | (27,111) |

Had the change in policy not been effected, the reported results would have been:

| | 12 Months to 31/12/02 \$'000 | 12 Months to 31/12/01 \$'000 | 12 Months to 31/12/00 \$'000 |
|--|------------------------------------|------------------------------------|------------------------------------|
| Reported Profit/(Loss) | 2,274 | (785) | (27,251) |
| Adjustment required to reflect previous accounting policy | (1,094) | - | - |
| Result adjusted to reflect previously used accounting policy | 1,180 | (785) | (27,251) |

19.6 Revisions in estimates of amounts reported in previous interim periods. For half yearly reports the nature and amount of revisions in estimates of amounts reported in previous +annual reports if those revisions have a material effect in this half year.

+ See chapter 19 for defined terms.

NIL

19.7 Changes in contingent liabilities or assets. For half yearly reports, changes in contingent liabilities and contingent assets since the last ⁺ annual report.

NIL

Additional disclosure for trusts

20.1 Number of units held by the management company or responsible entity or their related parties.

N/A

20.2 A statement of the fees and commissions payable to the management company or responsible entity.

N/A

Identify:

- ? initial service charges
- ? management fees
- ? other fees

Annual meeting

(Preliminary final report only)

The annual meeting will be held as follows:

Place

Level 2, 35 Saunders St, Pyrmont, Sydney

Date

8 May 2003

Time

10:00 AM

Approximate date the ⁺ annual report will be available

28 March 2003

⁺ See chapter 19 for defined terms.

Compliance statement

- 1 This report has been prepared in accordance with AASB Standards, other AASB authoritative pronouncements and Urgent Issues Group Consensus Views or other standards acceptable to ASX (see note 12).

Identify other standards used

| |
|------|
| None |
|------|

- 2 This report, and the ⁺accounts upon which the report is based (if separate), use the same accounting policies.

- 3 This report does give a true and fair view of the matters disclosed (see note 2).

- 4 This report is based on ⁺accounts to which one of the following applies.

(Tick one)



The ⁺accounts have been audited.



The ⁺accounts have been subject to review.



The ⁺accounts are in the process of being audited or subject to review.



The ⁺accounts have *not* yet been audited or reviewed.

- 5 If the audit report or review by the auditor is not attached, details of any qualifications are attached/will follow immediately they are available* (*delete one*). (*Half yearly report only - the audit report or review by the auditor must be attached to this report if this report is to satisfy the requirements of the Corporations Act.*)

- 6 The entity has a formally constituted audit committee.

Sign here:Date:
(~~Director/Company Secretary~~)

Print name:

⁺ See chapter 19 for defined terms.

Notes

1. **For announcement to the market** The percentage changes referred to in this section are the percentage changes calculated by comparing the current period's figures with those for the previous corresponding period. Do not show percentage changes if the change is from profit to loss or loss to profit, but still show whether the change was up or down. If changes in accounting policies or procedures have had a material effect on reported figures, do not show either directional or percentage changes in profits. Explain the reason for the omissions in the note at the end of the announcement section. Entities are encouraged to attach notes or fuller explanations of any significant changes to any of the items in page 1. The area at the end of the announcement section can be used to provide a cross reference to any such attachment.
2. **True and fair view** If this report does not give a true and fair view of a matter (for example, because compliance with an Accounting Standard is required) the entity must attach a note providing additional information and explanations to give a true and fair view.
3. **Condensed consolidated statement of financial performance**
 - Item 1.1 The definition of "revenue" and an explanation of "ordinary activities" are set out in *AASB 1004: Revenue*, and *AASB 1018: Statement of Financial Performance*.
 - Item 1.6 This item refers to the total tax attributable to the amount shown in item 1.5. Tax includes income tax and capital gains tax (if any) but excludes taxes treated as expenses from ordinary activities (eg, fringe benefits tax).
4. **Income tax** If the amount provided for income tax in this report differs (or would differ but for compensatory items) by more than 15% from the amount of income tax *prima facie* payable on the profit before tax, the entity must explain in a note the major items responsible for the difference and their amounts. The rate of tax applicable to the franking amount per dividend should be inserted in the heading for the column "Franked amount per security at % tax" for items 15.4 to 15.7.
5. **Condensed consolidated statement of financial position**

Format The format of the consolidated statement of financial position should be followed as closely as possible. However, additional items may be added if greater clarity of exposition will be achieved, provided the disclosure still meets the requirements of *AASB 1029: Interim Financial Reporting*, and *AASB 1040: Statement of Financial Position*. Also, banking institutions, trusts and financial institutions may substitute a clear liquidity ranking for the Current/Non-Current classification.

Basis of revaluation If there has been a material revaluation of non-current assets (including investments) since the last ⁺annual report, the entity must describe the basis of revaluation adopted. The description must meet the requirements of *AASB 1010: Accounting for the Revaluation of Non-Current Assets*. If the entity has adopted a procedure of regular revaluation, the basis for which has been disclosed and has not changed, no additional disclosure is required.
6. **Condensed consolidated statement of cash flows** For definitions of "cash" and other terms used in this report see *AASB 1026: Statement of Cash Flows*. Entities should follow the form as closely as possible, but variations are permitted if the directors (in the case of a trust, the management company) believe that this presentation is inappropriate. However, the

⁺ See chapter 19 for defined terms.

presentation adopted must meet the requirements of *AASB 1026*. ⁺Mining exploration entities may use the form of cash flow statement in Appendix 5B.

7. **Net tangible asset backing** Net tangible assets are determined by deducting from total tangible assets all claims on those assets ranking ahead of the ⁺ordinary securities (ie, all liabilities, preference shares, outside ⁺equity interests etc). ⁺Mining entities are *not* required to state a net tangible asset backing per ⁺ordinary security.
8. **Gain and loss of control over entities** The gain or loss must be disclosed if it has a material effect on the ⁺accounts. Details must include the contribution for each gain or loss that increased or decreased the entity's consolidated profit (loss) from ordinary activities and extraordinary items after tax by more than 5% compared to the previous corresponding period.
9. **Rounding of figures** This report anticipates that the information required is given to the nearest \$1,000. If an entity reports exact figures, the \$A'000 headings must be amended. If an entity qualifies under ASIC Class Order 98/0100 dated 10 July 1998, it may report to the nearest million dollars, or to the nearest \$100,000, and the \$A'000 headings must be amended.
10. **Comparative figures** Comparative figures are to be presented in accordance with *AASB 1018* or *AASB 1029 Interim Financial Reporting* as appropriate and are the unadjusted figures from the latest annual or half year report as appropriate. However, if an adjustment has been made in accordance with an accounting standard or other reason or if there is a lack of comparability, a note explaining the position should be attached. For the statement of financial performance, *AASB 1029 Interim Financial Reporting* requires information on a year to date basis in addition to the current interim period. Normally an Appendix 4B to which *AASB 1029 Interim Financial Reporting* applies would be for the half year and consequently the information in the current period is also the year to date. If an Appendix 4B Half yearly version is produced for an additional interim period (eg because of a change of reporting period), the entity must provide the year to date information and comparatives required by *AASB 1029 Interim Financial Reporting*. This should be in the form of a multi-column version of the consolidated statement of financial performance as an attachment to the additional Appendix 4B.
11. **Additional information** An entity may disclose additional information about any matter, and must do so if the information is material to an understanding of the reports. The information may be an expansion of the material contained in this report, or contained in a note attached to the report. The requirement under the listing rules for an entity to complete this report does not prevent the entity issuing reports more frequently. Additional material lodged with the ⁺ASIC under the Corporations Act must also be given to ASX. For example, a director's report and declaration, if lodged with the ⁺ASIC, must be given to ASX.
12. **Accounting Standards** ASX will accept, for example, the use of International Accounting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if one exists) must be complied with.
13. **Corporations Act financial statements** This report may be able to be used by an entity required to comply with the Corporations Act as part of its half-year financial statements if prepared in accordance with Australian Accounting Standards.
14. **Issued and quoted securities** The issue price and amount paid up is not required in items 18.1 and 18.3 for fully paid securities.

⁺ See chapter 19 for defined terms.

- 15 Details of expenses** *AASB 1018* requires disclosure of expenses from ordinary activities according to either their nature or function. For foreign entities, there are similar requirements in other accounting standards accepted by ASX. *AASB ED 105* clarifies that the disclosures required by *AASB 1018* must be either *all* according to nature or *all* according to function. Entities must disclose details of expenses using the layout (by nature or function) employed in their ⁺accounts.

The information in lines 1.23 to 1.27 may be provided in an attachment to Appendix 4B.

Relevant Items *AASB 1018* requires the separate disclosure of specific revenues and expenses which are not extraordinary but which are of a size, nature or incidence that disclosure is *relevant* in explaining the financial performance of the reporting entity. The term “relevance” is defined in *AASB 1018*. There is an equivalent requirement in *AASB 1029: Interim Financial Reporting*. For foreign entities, there are similar requirements in other accounting standards accepted by ASX.

- 16 Dollars** If reporting is not in A\$, all references to \$A must be changed to the reporting currency. If reporting is not in thousands of dollars, all references to “000” must be changed to the reporting value.

17. Discontinuing operations

Half yearly report

All entities must provide the information required in paragraph 12 for half years beginning on or after 1 July 2001.

Preliminary final report

Entities must either provide a description of any significant activities or events relating to discontinuing operations equivalent to that required by paragraph 7.5 (g) of *AASB 1029: Interim Financial Reporting*, or, the details of discontinuing operations they are required to disclose in their ⁺accounts in accordance with *AASB 1042 Discontinuing Operations*.

In any case the information may be provided as an attachment to this Appendix 4B.

18. Format

This form is a Word document but an entity can re-format the document into Excel or similar applications for submission to the Companies Announcements Office in ASX.

⁺ See chapter 19 for defined terms.