

Results Presentation

Half Year Ended
June 2009

Clive Rabie – Group CEO
Chris Hagglund – Group CFO
Brian Armstrong – CEO Professional Division
Gavin Dixon – CEO Business Division

Overview

- Reckon is taking strong strides towards achieving its mission: “to be the leading Australian provider of best of Class”:
 - Accounting Software Solutions
 - Personal wealth management solutions
 - Practice Management Solutions for professionals
 - Content and service provider for the professionals
 - Expense Management Solutions
- Our results and balance sheet testify to the success of our ongoing strategy:
 - To build on our organic growth
 - To expand our product and service offering to existing clients
 - To grow by acquisition

Performance Highlights – 6 months to June 2009

Reckon Group

Operating revenue **up 39% to \$43.3m**
EBITDA* **up 37% to \$12.9m****
NPAT* **up 25% to \$7.0m**

Business Division

Operating revenue **up 25% to \$25.7m**
EBITDA* **up 23% to \$7.5m**

Professional Division

Operating revenue **up 36% to \$14.4m**
EBITDA* **up 31% to \$6.1m**

BillBack USA

Operating revenue **\$3.2m**
EBITDA* **\$0.9m**

* Excludes restructure costs (all pages)

**Includes central administration costs of \$1.6M

Performance Highlights – 6 months to June 2009

- Operating cash flow \$9.8m (+19%)
- Operating cash flow before restructure costs and tax payments (+43%)
- Balance sheet effectively not geared
- Interim dividend of **3.0 cents** per share (+20%)
- Dividend franked to **100%**
- Dividend payout ratio is **65%**
- EPS **growth up 25%** to 5.2 cents (excl restructure costs)

Major focus on expense management – 6 months to June 2009

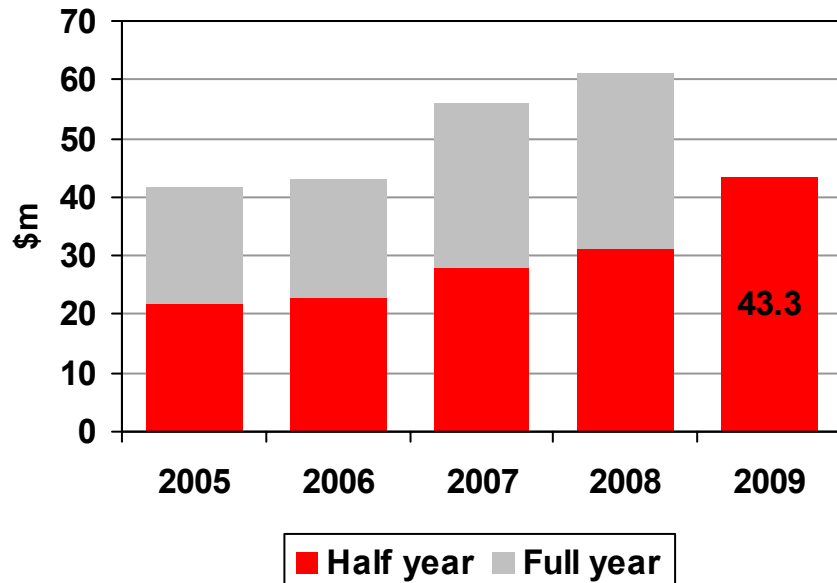
	Marketing	Staff costs & other overheads	
Half year ended June 2008	\$3.0m	\$13.7m	
Acquired – Corporate Services & Billback	\$0.4m	\$5.7m	
Impact of exchange rates	\$0.1m	\$0.3m	
Half year ended June 2008 restated	\$3.5m	\$19.7m	
Cost reductions	(\$1.4m)	(\$1.0m)	-10%
Half year ended June 2009	\$2.1m	\$18.7m	

Business acquisition restructure costs – 6 months to June 2009

	2009
Surplus premises	\$0.5m
Staff redundancy and other staff costs	\$0.6m
Other residual costs	\$0.1m
TOTAL	\$1.2m

6 month trends over last 5 years

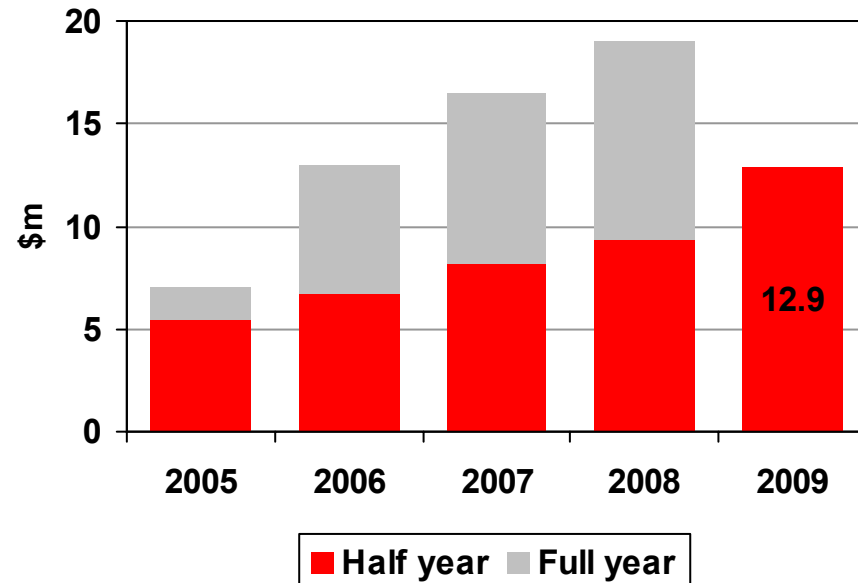
Operating revenue



Cumm Growth

99%

EBITDA

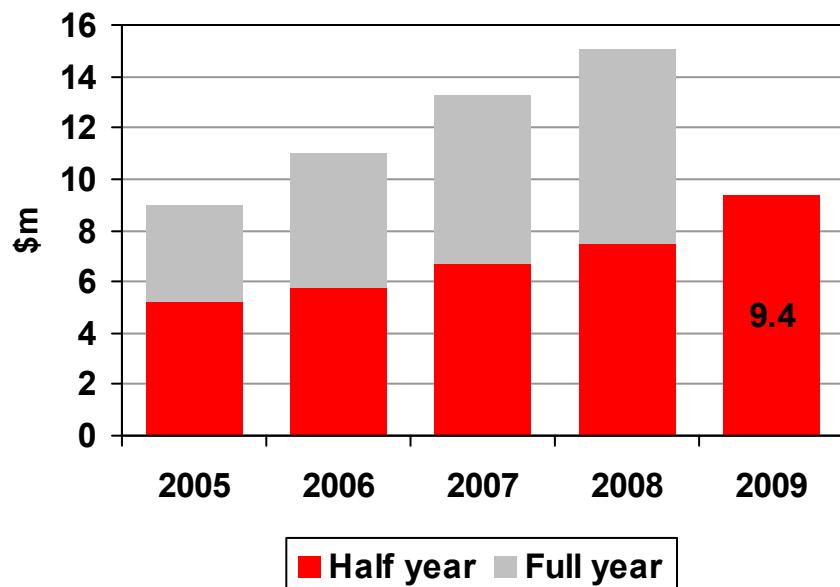


Cumm Growth

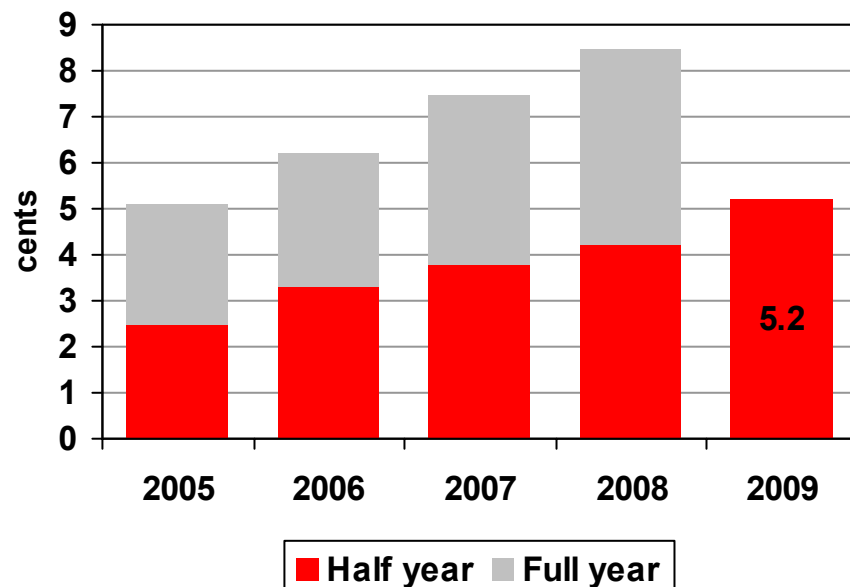
132%

6 month trends over last 5 years

NPBT



EPS



Margin trends – 6 months to June 2009

	2005	2006	2007	2008	2009
EBITDA	5.5m	6.7m	8.2m	9.4m	12.9m
Margin	25%	29%	29%	30%	30%

The current year has been impacted by:

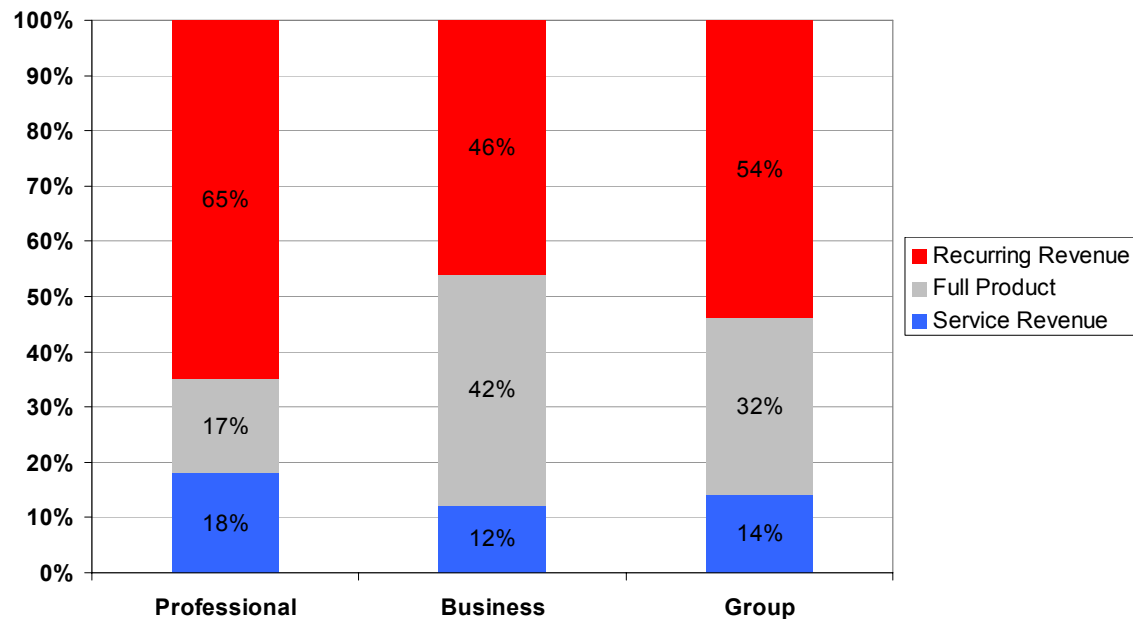
- The inclusion of the Corporate Services business. This business incurs a proportionately higher level of COGs due to the fees paid to ASIC for new company registrations.
- The inclusion of the Billback business. This business also supplies hardware and consequently it too incurs a higher level of COGs than the existing APS business.

Cash Flow Highlights – 6 months to June 2009

	2009	2008	
Cash/(Borrowings) at June 2009 / Dec 2008	(\$0.6m)	\$16.1m	
Operating cash flow	\$9.8m	\$8.2m	+19%
Operating cash flow before restructure costs	\$10.3m	\$8.2m	+25%
Operating cash flow before restructure costs & tax paid	\$12.2m	\$8.5m	+43%
Acquisitions	\$18.5m	\$0.1m	
Development Cost Expenditure ¹	\$3.2m	\$2.3m	
Fixed Asset Acquisitions	\$0.5m	\$0.3m	
Dividends Paid	\$4.6m	\$4.0m	

1 Higher costs reflect additional expenditure on APS tax product, company secretarial software and Billback

Revenue Breakdown – 6 months to June 2009



Prior year recurring revenue	59%	58%	58%
------------------------------	-----	-----	-----

Business Division



Business Division – 6 months to June 2009

	2009	2008
Operating revenue	\$25.7m	\$20.6m
Operating revenue growth	25%	
Underlying business revenue decline	(6%)	
EBITDA	\$7.5m	\$6.1m
EBITDA growth	23%	
Underlying business EBITDA growth	1%	

Business Division – 6 months to June 2009

	Reckon	Market
Underlying business revenue decline	(6%)	
QuickBooks Enterprise	24%	
Elite	21%	
Direct revenue growth	7%	
QuickBooks (excl Enterprise)	4%	
Retail revenue decline	(34%)	
GFK - Retail Sell Thru Units	(16%)	(17%)
GFK – Mix and Easystart impact	(10%)	(7%)
Estimated effect of destocking	(8%)	

Business Division (Corporate Services) – 6 months to June 2009

	2009
Operating revenue	\$6.3m
EBITDA	\$1.4m
New company formations (ASIC)	(8%)

Business Division - 2009 Highlights

- Release of QuickBooks 2009 QBⁱ Series
 - Consolidating 2008 QBⁱ release
 - Scalable to mid-size enterprises
 - Enhanced security to enable QuickBooks Online release
- Strong growth from QuickBooks customer base especially Enterprise
 - Revenue Growth 24%
- Continued success with Elite products
 - Revenue Growth 21%
 - 90% net promoter score
- Espreon Corporate Services fully integrated into Australian operations by mid February
 - Launch of Reckon Docs Online (April) and Reckon Docs Desktop (June)
- Launch of QuickBooks Online in Aust & NZ



Key 2009 Strategies

- Leverage QuickBooks 2009 QBⁱ Series release
- Leverage scalability of QuickBooks Enterprise Edition
- Leverage launch of QuickBooks Online service
- Continue to grow Espreon Corporate Services market share
 - Complete branding change to Reckon Docs
- Launch Quicken 2010
 - Provide smooth upgrade path for Microsoft Money users



Professional Division (excludes BB USA)



Professional Division – 6 months to June 2009

	2009	2008
Operating revenue	\$14.4m	\$10.6m
Operating revenue growth	36%	
Underlying business revenue growth	8%	
EBITDA	\$6.1m	\$4.6m
EBITDA growth	31%	
Underlying business EBITDA growth	8%	

Professional Performance – 6 months to June 2009

Software revenue

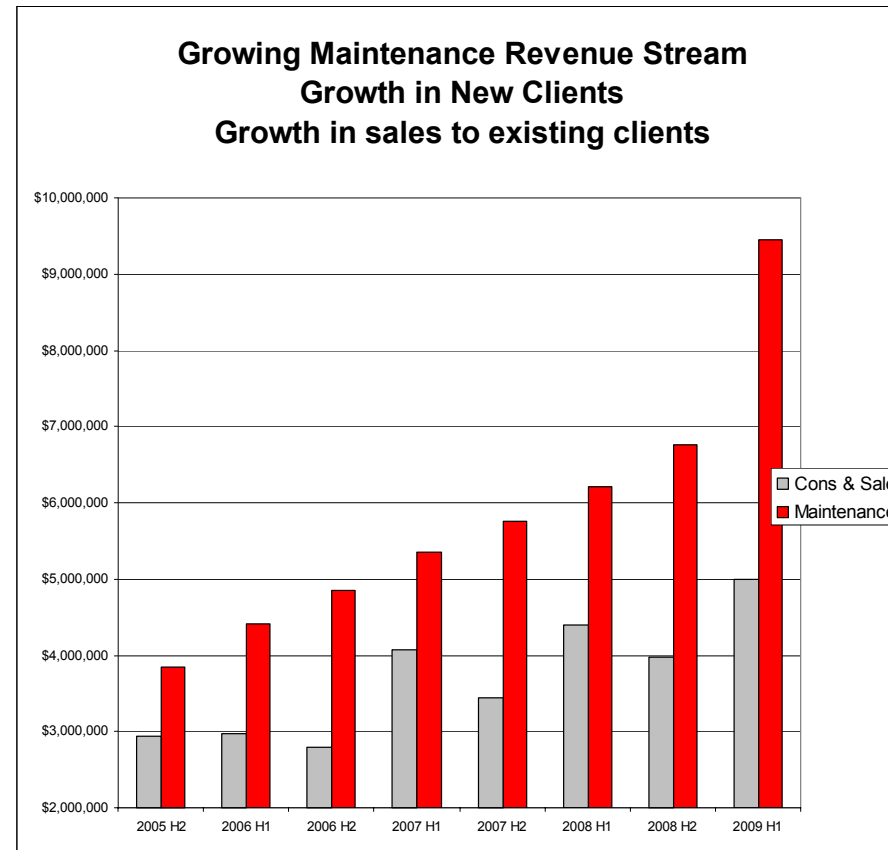
- Reflects impact of continued new business growth
- Maintained a strong pipeline
- Reflects success of adding new products
- Addition of BB UK and BB Aust

Consulting revenue

- Reflects exclusivity of consulting services
- Reflects new business growth and high take up of compliance and productivity software and services

Maintenance revenue

- Addition of BB UK and BB Aust
- Reflects continued strong new business sales



Professional Division - 2009 Highlights

- Continued success with high demand for new products
- Continued strong pipeline and order book
- Supplier of choice to leading firms – continue to win majority of leading firms' considering a solution or platform change
- Significant growth in client base – high demand for additional services
- Client relationship management strategy implemented for Billback
- Integration of Billback Australia and UK into APS operations
- Integration of Solutions 2001 (Imaging & Scanning) into APS operations



Key 2009 Strategies

- Further expansion of integrated product suite
- Further growth in market share
- Leverage APS & Billback opportunities in all countries
- Continue focus on existing clients
- New Products available in 2009
 - Advance Company Register
 - Net Tax
 - Billback Expense Management & Print solutions
 - Workflow & Resource Planning
 - Digital imaging
 - Workpaper management





BillBack USA – 6 months to June 2009

	2009
Operating revenue	\$3.2m
EBITDA	\$0.9m
Maintenance Revenue	\$1.9m
New Revenue	\$1.3m

On 1st July BB USA merged with NQ USA. Reckon owns 67% of JV

Rationale:

- Merged 3rd & 4th largest players
- Best of breed product with desktop and embedded solution for cost management and cost recovery
- Established management team in USA
- Focused on the US legal industry

Future Opportunities

- Continued organic growth
- Professional division – leverage full product suite including cost management solution opportunities
- Business division – continue to leverage enterprise and online offerings
- Further roll out of integrated compliance and secretarial offerings
- Bed down US JV
- Seek out other suitable acquisitions
- Take advantage of ungeared balance sheet

Questions

Thank you