

Results for Announcement to the Market

Trading Results

Non- IFRS*	2014 Result	2013 Result	% Change	Amount Change
Revenue	\$100.8 million	\$98.1 million	3% increase	\$2.7 million
EBITDA excluding profit on sale of investment	\$37.1 million	\$33.9 million	10% increase	\$3.2 million
NPAT excluding profit on sale of investment	\$17.6 million	\$16.7 million	5% increase	\$0.9million
EPS excluding profit on sale of investment	14.2 cents per share	12.8 cents per share	11% increase	1.4 cents per share

* 2013 statutory results included the profit on sale of the investment in Connect2Field Holdings Pty Ltd of \$1,414 thousand. The impact of this sale has been removed from the 2013 results in the above table.

Statutory	2014 Result	2013 Result	% Change	Amount Change
Revenue	\$100.8 million	\$98.1 million	3% increase	\$2.7 million
EBITDA	\$37.1 million	\$35.3 million*	5% increase	\$1.8 million
NPAT	\$17.6 million	\$18.2 million*	3% decrease	\$0.6million
EPS	14.2 cents per share	13.9 cents per share*	2% increase	0.3 cents per share

* 2013 statutory results in the table above include the profit on sale of the investment in Connect2Field Holdings Pty Ltd of \$1,414 thousand (after tax impact was also \$1,414 thousand).

Dividends

The Board has declared a final dividend of 4.75 cents per share (2013: final dividend of 4.75 cents per share). The dividend will be franked to 60%.

The final dividend will be paid to shareholders recorded on the Company's Register as at record date of 20 February 2015 (see following announcement).

Net tangible assets

The net tangible assets per security as at 31 December 2014 is negative 46.8 cents per share (2013: negative 25.3 cents per share), the increase reflecting the increased debt taken on to accommodate the Intuit share buyback.

Acquisitions and disposals

A further 20% of Linden House Software Limited was acquired effective 2 July 2004 for \$2.4 million.

Audit

This report is based on accounts which are in the process of being audited.

Commentary

Business Group

The Business Group has continued to generate volume growth, but has been predominantly focussed on de-risking the existing customer base by moving a substantial portion of customers to a subscription revenue model, thereby adversely affecting revenue growth in the short-term. This division has benefited from the termination of the Intuit agreement, and the subsequent royalty saving. A substantial portion of the royalty saving has been reinvested into the business in the form of increased cloud infrastructure and sales capability as well as product development.

Accountants Group

The Accountants Group has increased the number of practice management seats by 9%, but revenue has in a similar vein to the Business Group, been adversely impacted by a concerted push towards moving the business to a subscription model. Revenue in the ReckonDocs business has also increased by 9% reflecting another very strong performance from this business.

International Group

Another impressive performance from the Virtual Cabinet business together with favourable exchange rates has seen revenue growth of 9% and EBITDA growth of 19% in the International Division. The nQueueBillback business has experienced a solid year in the USA, but has been impacted by weaker results in the UK following large contract wins in the prior year.

Corporate

Net central administration costs were higher in 2014 as the prior year included \$0.8 million of exchange gains.

Interest costs in 2014 are higher due to the additional debt taken on to buy back the Intuit shareholding.

Amortisation cost increases reflect the incremental investment in product development in 2014 and prior years.

Clive Rabie
 Director, Group CEO
 10 February 2015