# PRELIMINARY INTERIM YEAR REPORT ANNOUNCEMENT (UNAUDITED)

# **Solution Dynamics Limited**

(Name of Listed Issuer)

### For Half Year Ended 31 December 2016

(referred to in this report as the "interim year")

Preliminary interim year report on consolidated results (including the results for the previous corresponding period) in accordance with Listing Rule 10.4.2. This report has been prepared in a manner which complies with generally accepted accounting practice and gives a true and fair view of the matters to which the report relates and is based on unaudited financial statements.

The Listed Issuer does not have a formally constituted Audit Committee of the Board of Directors.

#Items marked in this way need to be shown only there their inclusion as revenue or exclusion from expenses has had a material effect on reported \*surplus (deficit)

[PLEASE REFER TO ATTACHED NOTES WHEN COMPLETING THIS FORM]

		*Consolidated Statement		
		Financial Performance		
1	CONSOLIDATED STATEMENT OF FINANCIAL	Current	*Up/Down	Previous
	PERFORMANCE	half Year	%	half year
		\$NZ'000		\$NZ'000
1.1	OPERATING REVENUE			
	(a) Trading Revenue	10,146	31.1%	7,742
	(b) Other Revenue	41	127.8%	18
	(c) Total Operating Revenue	10,187	31.3%	7,760
1.2	OPERATING *SURPLUS (DEFICIT) BEFORE TAXATION	937	16.5%	804
	(a) Less taxation on operating result	(233)		(217)
1.3	OPERATING *SURPLUS (DEFICIT) AFTER TAX	704	19.9%	587
	(a) Extraordinary Items after Tax [detail in Item 3]	7	n/a	8
	(b) Unrealised net change in value of investment properties	-	-	-
1.4	NET *SURPLUS (DEFICIT) FOR THE PERIOD	711	19.5%	595
	(a) Net *Surplus (Deficit) attributable to minority interests	-		-
1.5	NET SURPLUS (DEFICIT) ATTRIBUTABLE TO MEMBERS	711	19.5%	595
	OF THE LISTED ISSUER			

	OF THE LISTED ISSUER		
		*Consolidated	
			erformance
2	DETAILS OF SPECIFIC RECEIPTS/OUTLAYS, REVENUES/	Current	Previous
	EXPENSES FOR REPORTING PERIOD	half year	half year
		\$NZ'000	\$NZ'000
2.1	INCLUDED IN CONSOLIDATED STATEMENT OF FINANCIAL		
	PERFORMANCE		
	(a) Interest revenue included in Item 1.1(b)		
	(b) # Unusual items for separate disclosure (gain/loss) (detail - Item 3)		
	(c) Equity earnings (gain/loss) (detail - Item 16)		
	(d) Interest expense included in Item 1.2 (include all forms of interest, etc)	2	( 6)
	(e) Leasing and renting expenses	341	448
	(f) Depreciation	107	128
	(g) Diminuton in the value of assets (other than depreciation)	-	-
	(h) Amortisation of goodwill		
	(i) Amortisation of other intangible assets	32	5
	(j) Impairment of goodwill	-	-
	(k) Impairment of other intangible assets	-	-
		Consolidated	Statement of
		Financial Pe	erformance
			Previous
		Current	corresponding
2.2	SUPPLEMENTARY ITEMS	half Year \$NZ'000	half Year \$NZ'000
<b>4.4</b>	(a) # Interest costs excluded from Item 2.1(d) and capitalised	φιν <u>ζ</u> 000	φιν∠ 000
	(b) # Outlays (other than those arising from the acquisition of an existing		
	business) capitalised in intangibles	-	
	(c) Unrecognised differences between the carrying value and market value		-
	of publicly traded investments	-	
	Of publicity traded investments		

3	DISCONTINUED, UNUSUAL (INCLUDING NON RECURRING), AND	Group -	
	EXTRAORDINARY ITEMS OF THE GROUP		Year
		Operating Revenue	Operating Surplus
	DETAILS AND COMMENTS	\$NZ'000	\$NZ'000
	Discontinued Activities:	=	-
	(Disclose Operating Revenue and Operating Surplus)	-	-
	TOTAL DISCONTINUED ACTIVITIES	-	-
	Material Unusual (including Non Recurring) Items (included in 1.2)	-	-
	Description:		
	Exchange adjustment on international subsidiary	7	8
		-	-
	TOTAL MATERIAL NON RECURRING ITEMS		
	Extraordinary Items (Ref. Item 1.3(a))	-	-
	Description:		
	TOTAL EVEDAODDINADVITEMO	7	0
	TOTAL EXTRAORDINARY ITEMS	7	8

		Statement of Movements	
		In Equity	
4	STATEMENT OF MOVEMENTS IN EQUITY	Current half year \$NZ'000	Previous half year \$NZ'000
4.1	*NET SURPLUS (DEFICIT) ATTRIBUTABLE TO MEMBERS OF LISTED ISSUER	711	595
	(a) *Net Surplus (Deficit) attributable to minority interest	-	-
4.2	OTHER RECOGNISED REVENUE AND EXPENSES		
	(a) *Increases (decreases) in revaluation reserves	-	-
	(b) Current Translation Differences	-	-
	(c) Minority interest in other recognised revenue and expenses	-	-
4.3	TOTAL RECOGNISED REVENUES AND EXPENSES	711	595
4.4	OTHER MOVEMENTS		
	(a) Contributions by Owners		
	(b) Distributions to Owners	( 316)	( 211)
	(c) Other (Employee Share Plan / Currency Translation Reserve)	18	18
4.5	EQUITY AT BEGINNING OF FULL YEAR	2,980	2,529
4.6	EQUITY AT END OF FULL YEAR	3,393	2,931

			Earnings Per Security			
5	EARNINGS PER SECURITY		Current		Previous	
	Calculation of basic and fully diluted, EPS in accordance with IAS33: Earnings Per Share		half year \$NZ'000		half year \$NZ'000	
	(a) Basic EPS	\$	0.050	\$	0.042	
	(b) Diluted EPS	\$	0.048	\$	0.040	

6	MATERIAL ACQUISITIONS OF SUBSIDIARIES (See Note (VII) attached):	
	<ul> <li>(a) Name of subsidiary or group of subsidiaries</li> <li>(b) Percentage of ownership acquired</li> <li>(c) Contribution to consolidated net *Surplus (Deficit) (Item 1.4)</li> <li>(d) Date from which such contribution has been calculated</li> </ul>	n/a - \$ -
7	MATERIAL DISPOSALS OF SUBSIDIARIES (See Note (VII) attached)	
	(a) Name of subsidiary or group of subsidiaries	n/a
	(b) Contribution to consolidated net *Surplus (Deficit) (Item 1.4)	\$
	(c) Date from which such contribution has been calculated	
	(d) Contribution to consolidated net *Surplus (Deficit) (Item 1.4) for the	
	previous corresponding full year	
	(e) Contribution to consolidated net *Surplus (Deficit) (Item 1.4) from sale	
	of subsidiary	\$

#### 8 REPORTS FOR INDUSTRY AND GEOGRAPHICAL SEGMENTS

Information on the industry and geographical segments of the Listed Issuer is to be reported for the full year in accordance with the provisions of SSAP:23: Financial Reporting for Segments. Because of the differing nature and extent of segments among Listed Issuers, no complete proforma is provided, and the segment information should be completed separately and attached to this report. However, the following shows a suitable list of items for presentation and indicates which amounts should agree with items included elsewhere in the full year report:

#### **SEGMENTS**

Solution Dynamics offers clients a range of integrated document management solutions separated into three revenue streams; outsource services, software & technology services and digital printing & document handling services. Specific elements of these service streams are as follows:

<u>Software & Technology</u>, Solution Dynamics owns the intellectual property in three products,;

**Dejar**, an Online digital archival and retrieval system sold stand-alone under licence agreements and also as a hosted service in New Zealand and Internationally.

**Bremy**, Digital asset management, workflow and multichannel publishing software sold as a licenced product and also as a hosted service in New Zealand, Australia and the UK.

**DejarMail,** a secure web based application that takes small quantities of documents, normally uneconomic for mail-house processing, then prepares and consolidates them for bulk postal delivery or email and subsequent archiving. This improves governance and brand management and reduces costs.

Composer, "On-Demand" Content creation software.

In addition to owning the intellectual property for the above products, Solution Dynamics provides programming, consulting and design services that help clients to distribute marketing and essential communications by mail and electronically. The provision of these services is covered under this category. <a href="Digital Printing & Document Handling Services">Digital Printing & Document Handling Services</a>, the printing of client's information digitally using high speed laser printers and frequently followed by the lodgement and distribution of those documents using a variety of machine and other processes.

<u>Outsourced Services</u>, not all components of Solution Dynamics' solutions are produced internally. External elements such as post, freight, paper and envelopes are sourced from external suppliers and included in this service stream. Solution Dynamics has long term arrangements with a number of key suppliers such as NZ Post for the provision of these services.

An overhead structure including sales, marketing and administration departments provides services for all of the above revenue streams.

# Industry

- \* Software & Technology
- \* Digital printing & Document Handling
- \* Outsourced Services

Total revenue [consolidated total equal to Item 1.1(c) above]

- Less cost of sales
  - Gross margin
- Selling General & Administrations Overheads

Earnings before interest, tax, depreciation & amortisation Less:

- Restructuring
- Depreciation
- Amortisation
- Interest
- Tax

Operating surplus (Deficit) after tax (Item 1.3)

# **Geographical Information**

- \* New Zealand
- \* Australia
- \* UK & Europe
- Total revenue [consolidated total equal to Item 1.1(c) above]

6-mths	Dec '16	6-mths Dec '15			
\$NZ'000	%	\$NZ'000	%		
2,424	24%	2,038	26%		
3,398	33%	3,088	40%		
4,365	43%	2,634	34%		
10,187	100%	7,760	100%		
6,348	62%	4,411	57%		
3,839	38%	3,349	43%		
2,761	27%	2,418	31%		
1,078	11%	931	12%		
	0%		0%		
107	1%	128	2%		
32	0%	5	0%		
2	0%	(6)	0%		
233	2%	217	3%		
704	7%	587	8%		
Reve	enue	Non-curre	ent Assets		
6-mths Dec '16	6-mths Dec '15	6-mths Dec '16	6-mths Dec '15		
\$NZ'000	\$NZ'000	\$NZ'000	\$NZ'000		
8,747	7,300	2,105	1,993		
183	254				
1,257	206				
10,187	7,760	2,105	1,993		
	•	•	· · · · · · · · · · · · · · · · · · ·		

		Consolidated 9	Statement of Fina	ncial Position
(Note (VIII)	attached has particular relevance for the preparation	At end of	As shown in	If half yearly
	9 CURRENT ASSETS:	current half Year		as shown in last
	9 CURRENT ASSETS:	\$NZ'000	\$NZ'000	half yearly report \$NZ'000
	(a) Trade receivables & other current assets	1,841	1,422	1,483
	(b) Cash	1,858	2,071	1,370
	(c) Inventories	149	109	124
	(d) Prepayments	120	76	101
	TOTAL CURRENT ASSETS	3,968	3,678	3,078
9.1	NON-CURRENT ASSETS			
	(a) Trade receivables	-	-	-
	(b) Investments	-	-	-
	(c) Inventories	-	-	-
	(d) Property, plant and equipment	833	764	727
	(e) Goodwill	938	938	938
	(f) Deferred Taxation Assets	76	85	68
	(g) Other Intangible Assets	258	278	260
	(h) Other assets, non current		-	-
9.2	TOTAL NON-CURRENT ASSETS	2,105	2,065	1,993
9.3	TOTAL ASSETS	6,073	5,743	5,071
9.4	CURRENT LIABILITIES			
	(a) Finance facility (b) Trade Creditors	1 200	1.001	004
	(b) Trade Creditors	1,398 115	1,081 333	924 113
	<ul><li>(c) Income in advance</li><li>(d) Borrowings</li></ul>	113	10	20
	<ul><li>(d) Borrowings</li><li>(e) Other non-financial liabilities</li></ul>	312	357	277
	(f) Employee benefit liabilities	431	384	341
	(g) Other liabilities, current	424	598	465
	TOTAL CURRENT LIABILITIES	2,680	2,763	2,140
9.5	NON-CURRENT LIABILITIES		_,. 00	
	(a) Accounts payable, non-current			
	(b) Secured loans	-		-
	(c) Unsecured loans	-	-	-
	(d) Provisions, non-current	-	-	-
	(e) Deferred Taxation Liability, non-current	-	-	-
	(f) Other liabilities, non-current	-	-	-
9.6	TOTAL NON-CURRENT LIABILITIES	-	-	-
9.7	TOTAL LIABILITIES	2,680	2,763	2,140
9.8	NET ASSETS	3,393	2,980	2,931
9.9	SHAREHOLDERS' EQUITY			
	(a) Share capital (optional)	5,169	5,169	5,169
	(b) Reserves (optional) (i) Currency translation reserve	7		(22)
	(ii) Other reserves (Employee Share Plan)	95	77	57
0.40	(c) Retained Surplus (accumulated Deficit) (optional)	(1,878)	(2,266)	(2,273)
9.10	SHAREHOLDERS' EQUITY ATTRIBUTABLE TO MEMBERS OF THE LISTED ISSUER	3,393	2,980	2,931
9.11	(a) Minority equity interests in subsidiaries  TOTAL SHAREHOLDERS' EQUITY	3,393	2,980	2,931
9. <b>1</b> 1	(a) Returns on Assets (%) (EBIT divided by Total Assets)	15.46%	2,980	2,931 15.74%
	(b) Return on Equity (%) (Net Income divided by Shareholders'	13.4070	24.00%	15.7 470
	Equity)	22.31%	36.89%	21.79%
	(c) Debt to Equity Ratio (%) (Total Liabilities divided by	78.99%	92.72%	73.01%
	Shareholders' Equity)			
n/a	TANGIBLE ASSETS	4,877	4,527	3,873

		Consolidated	
	(See Note (IX) attached )	of cashflows Current	for half year Previous
10	CASH FLOWS RELATING TO OPERATING ACTIVITIES	half year	half year
		\$NZ'000	\$NZ'000
	(a) Receipts from customers	11,526	8,893
	(b) Interest received		
	(c) Dividends received	-	-
	(d) Payments to suppliers and employees	(10,495)	(8,099)
	(e) Interest paid		
	(f) Income taxes paid	(118)	(118)
	(g) Other cash flows relating to operating activities	41	18
	NET OPERATING FLOWS	954	694
11	(See Note (IX) attached )  CASH FLOWS RELATING TO INVESTING ACTIVITIES		
	(a) Cash proceeds from sale of property, plant and equipment	-	-
	(b) Cash proceeds from sale of equity investments	-	-
	(c) Loans repaid by other entities	-	-
	(d) Cash paid for purchases of property, plant and equipment & software	(190)	(482)
	(e) Interest paid - capitalised	-	-
	(f) Cash paid for purchases of equity investments - Bremy NZ & UK	-	-
	(g) Loans to other entities	-	-
	(h) Other cash flows relating to operating activities	- (100)	- (400)
	NET INVESTING CASH FLOWS	(190)	(482)
	(See Note (IX) attached )		
12	CASH FLOWS RELATED TO FINANCING ACTIVITIES		
	(a) Cash proceeds from issue of shares, options, etc & interest income	_	9
	(b) Borrowings	-	-
	(c) Repayment of borrowings	(10)	(10)
	(d) Dividends paid	(316)	(211)
	(e) Other cash flows relating to financing activities - interest on financing	(2)	(3)
	NET FINANCING CASH FLOWS	(328)	(215)
	(See Note (IX) attached )		
13	NET INCREASE (DECREASE IN CASH HELD)		
	(a) Cash at beginning of full year	1,422	1,373
	(b) Exchange rate adjustments to Item 12.3(a) above	-	-
	(c) CASH AT END OF PERIOD	1,858	1,370
14	NON-CASH FINANCING AND INVESTING ACTIVITIES  Provide details of financing and investing transactions which have had a material effect on group accept and		
	Provide details of financing and investing transactions which have had a material effect on group assets and and liabilities but did not involve cash flows:		
	and habilities but did not involve easin nows.		
15	RECONCILIATION OF CASH		
	For the purposes of the above Statement of cash flows, cash includes:	Current	Previous
	Bank, Petty Cash and NZAX Deposit	half Year	half Year
		NZ\$'000	NZ\$'000
	Cash at the end of the full year as shown in the statement of cash flows is		
	reconciled to the related items in the financial statements as follows:		
	Cash on hand and at bank	1,858	1,370
	Deposits at call	_	-
	Bank overdraft (ANZ)		
	Other - NZAX Deposit		
	Total = Cash at End of Period (Item 13(c) above)	1,858	1,370

# 16 EQUITY ACCOUNTED INVESTMENTS IN ASSOCIATES

Information attributable to the reporting group's share of investments in associates and other material interests is to be disclosed by way of separate note below (refer FRS-38 Accounting for Investments in Associates).

### 16.1 GROUP SHARE OF RESULTS OF ASSOCIATES

- (a) OPERATING \*SURPLUS (DEFICIT) BEFORE TAX
- (b) Less tax
- (c) OPERATING \*SURPLUS (DEFICIT) AFTER TAX
  - (i) Extraordinary items
- (d) NET \*SURPLUS (DEFICIT) AND EXTRAORDINARY ITEMS AFTER TAX

Equity Earnings					
Current	Previous				
half year	half year				
\$NZ'000	\$NZ'000				
n/a	n/a				

### 16.2 MATERIAL INTERESTS IN CORPORATIONS NOT BEING SUBSIDIARIES

(a) The group has a material (from group's viewpoint) interest in the following corporations:

	Percentage of ordinary shares held at end of		Contribut	ion to net
Name			*surplus (deficit)	
	Full	Year	(Item 1.5)	
Equity Accounted	Current	Previous	Current	Previous
Associates	Full Year	half Year	half Year	half Year
			NZ\$'000	NZ\$'000
			Equity Accounte	d in current year
	n/a	n/a	n/a	n/a
Other Material Interests			Not Equity Accoun	ted in current year
	n/a	n/a	n/a	n/a

Investments in Associates	Current	Previous
	half Year	half Year
	\$NZ'000	\$NZ'000
Carrying value of investments in associates beginning of full year	n/a	n/a
Share of changes in associates' post acquisition surpluses/and reserves:		
- Retained surplus		
·		
- NESELVES		
Net goodwill amortisation and impairment adjustments in the period		
Less Dividends received in the period		
Equity carrying value of investments at the end of full year		
Amount of goodwill included in carrying value at end of that full year		
	Carrying value of investments in associates beginning of full year  Share of changes in associates' post acquisition surpluses/and reserves:  Retained surplus Reserves  Net goodwill amortisation and impairment adjustments in the period  Less Dividends received in the period  Equity carrying value of investments at the end of full year	Carrying value of investments in associates beginning of full year  Share of changes in associates' post acquisition surpluses/and reserves:  Retained surplus Reserves  Net goodwill amortisation and impairment adjustments in the period  Less Dividends received in the period  Equity carrying value of investments at the end of full year

	Number		Number Paid-Up Value			
Category of Securities	Issued		Quoted		(If not halfy paid	
PREFERENCE SHARES:						
# (Description)			n/a		n/a	
Issued during current full year						
ODDINADY CHARGO						
ORDINARY SHARES:		44.050.040	ф. <u>Б. 460,000</u>	4.4.050.040	<b>*</b> 5.460.000	
		14,059,810	\$ 5,169,000	14,059,810	\$ 5,169,000	
Issued during current full year			\$ -	0	0	
issued during current run year			Ψ -	O		
CONVERTIBLE NOTES						
# (Description)			n/a		n/a	
Issued during current full year						
OPTIONS:			le sue d	0	Francisco Deice	Funita - Data
OPTIONS:			Issued	Quoted	Exercise Price	Expiry Date
Issued during current full year			-		\$ -	
			-		\$ -	
DEBENTURES - Totals only:			\$		n/a	
UNSECURED NOTES - Totals	only:		\$		n/a	
OTHER SECURITIES			\$		n/a	
Description includes rate of dividend or in	terest and any redemption o	r conversion rights together with	the prices and dates the	ereof.		
OMMENTS BY DIRECTORS						
		below, provide details in				

#### 18 CON

If no to this report.

(a) Material factors affecting the revenues and expenses of the group for the current full year

Refer NZX release date 16 February 2017

(b) Significant trends or events since end of current full year

Refer NZX release date 16 February 2017

- (c) Changes in accounting policies since last Annual Report and/or last Half Yearly to be disclosed
- (d) Critical Accounting Policies Management believes the following to be critical accounting policies. That is they are both important to the portrayal of the Issuer's financial condition and results, as they require management to make judgments and estimates about matters that they are inherently uncertain
  - Estimated Impairment of Goodwill and Intangible Assets

The test for impairment of goodwill and intangible assets is undertaken on an anual basis at financial year end. No impairment test has been performed at Interim balance date.

- Useful lives of Property, Plant & Equipment

As described at 2.1 above, the Company reviews the estimated useful lives of property, plant and equipment at the end of each annual reporting period. In assessing the useful lives of property, plant & equipment the Company makes reference to tax rates and these are used where they approximate estimates of useful lives. The carrying amount as at 31 December 2016 was \$833,000.

- Contingent Consideration in Respect to Business Combinations Not applicable

\*Delete as required

	(e)	Management's discussion and analysis of financial condition, result and/or operations (optio	nal) - this section	on			
		should contain forward looking statements that should outline where these involve risk and u	uncertainty				
		Refer NZX release date 16 February 2017					
	<b>(f</b> )	Other commonts					
	(f)	Other comments					
		Refer NZX release date 16 February 2017					
19	DIV	/IDEND					
	(a)	Dividend Yield as at balance date (%) (Annual dividend per share divided by price per share					
		2.21%					
	(b)	Tax Adjusted Dividend Yield as at balance date (%) (Annual net dividend per share divided by	price per share	9)			
		2.21%					
20	AN	NUAL MEETING (if full year report)					
	(a)	n/a					
	<b>(b)</b>	n/a	Time	n/a			
	(c)	Approximate date of availability of Annual Report					
	If th	is full year report was approved by resolution of the Board of Directors, please indicate date of meeting:					
		Chair Bale					
				16-Feb-17			
		(signed by) Authorised Officer of Listed Issuer		(date)			