

| | | |
|--|-------|-------|
| Non controlling interests | | |
| | 5,867 | 5,202 |
| Earnings per share | | |
| Total basic earnings per share (cents/share) | 18.1 | 16.0 |
| Total diluted earnings per share (cents/share) | 18.0 | 16.0 |

| Consolidated Statement of Changes in Equity | | |
|--|------------------------------|--|
| | Reporting Period \$NZ'000 | Previous Corresponding Period \$NZ'000 |
| Equity at beginning of period | 36,274 | 35,931 |
| Profit for the period | 5,867 | 5,202 |
| Dividends paid | (5,286) | (5,052) |
| Recognition of share-based payments | 80 | 193 |
| Equity at end of period | 36,935 | 36,274 |

2.3(b)

| Consolidated Balance Sheet | | |
|---|------------------------------|--|
| | Reporting Period \$NZ'000 | Previous Corresponding Period \$NZ'000 |
| Assets | | |
| Non-current assets | | |
| Property, plant and equipment | 3,348 | 1,922 |
| Goodwill | 38,620 | 30,784 |
| Other intangible assets | 18,314 | 14,191 |
| | 60,282 | 46,897 |
| Current assets | | |
| Trade and other receivables | 45,533 | 33,117 |
| Cash and cash equivalents | 1,225 | 0 |
| | 46,758 | 33,117 |
| Total assets | 107,040 | 80,014 |
| Equity and liabilities | | |
| Capital and reserves | | |
| Share capital | 27,624 | 27,946 |
| Treasury account | (319) | (641) |
| Retained earnings | 450 | 370 |
| Equity-settled employee benefits reserve | 9,180 | 8,599 |
| Equity attributable to equity holders of the parent | 36,935 | 36,274 |
| Total equity | 36,935 | 36,274 |
| Non-current liabilities | | |
| Borrowings | 33,500 | 18,500 |
| Deferred tax Liabilities | 3,117 | 2,281 |
| | 36,617 | 20,781 |
| Current liabilities | | |
| Trade and other payables | 28,107 | 18,818 |
| Bank Overdraft | 108 | 870 |
| Borrowings | 0 | 2,500 |
| Taxation payable | 1,636 | 326 |
| Provisions | 217 | 445 |
| Acquisition Earn Out Provision | 3,420 | 0 |
| | 33,488 | 22,959 |
| Total liabilities | 70,105 | 43,740 |
| Total equity and liabilities | 107,040 | 80,014 |

2.3(c)

| Consolidated Cash Flow Statement | | |
|---|------------------|----------------------------------|
| | Reporting Period | Previous Corresponding Period |

| | \$NZ'000 | \$NZ'000 |
|---|-----------------|----------------|
| Cash flows from operating activities | | |
| Receipts from customers | 251,434 | 210,112 |
| Interest Received | 2 | 35 |
| Payments to suppliers and employees | (240,074) | (203,444) |
| Net cash generated from operations | 11,362 | 6,703 |
| Income taxes paid | (2,543) | (3,356) |
| Interest paid | (1,193) | (1,289) |
| Net cash from operating activities | 7,626 | 2,058 |
| Cash flows from investing activities | | |
| Proceeds on disposal of property, plant and equipment | 186 | 75 |
| Payments for property, plant and equipment | (2,032) | (299) |
| Payments for other intangible assets | (1,104) | 0 |
| Acquisition | (9,903) | 0 |
| Net cash from/(used in) investing activities | (12,853) | (224) |
| Cash flows from financing activities | | |
| Dividends paid | (5,286) | (5,052) |
| Proceeds from borrowings | 33,500 | 0 |
| Repayment of borrowings | (21,000) | (803) |
| Net cash from financing activities | 7,214 | (5,855) |
| Net increase in cash and cash equivalents | 1,987 | (4,021) |
| Cash and cash equivalents at the beginning of the year | (870) | 3,151 |
| Cash and cash equivalents at the end of the year | | |
| Bank balances and cash | 1,117 | (870) |

2.3(d)

| Final Dividend | | |
|--|------------------|-------------------------------|
| | Reporting Period | Previous Corresponding Period |
| Payment Date | 4 July 2017 | 4 July 2016 |
| Number of shares on issue (ordinary plus restricted) | 33,086,193 | 33,114,593 |
| Dividend per share | \$ 0.082 | \$ 0.080 |
| Total dividend monies | \$2,713,068 | \$2,649,167 |

2.3(e) There are no dividend or distribution reinvestment plans in operation.

2.3(f)

| Net Tangible Assets per Security | | |
|---|------------------|-------------------------------|
| | Reporting Period | Previous Corresponding Period |
| Net Tangible Assets | (16,882) | (6,420) |
| Net Tangible Assets per Security | (0.51) | (0.19) |

2.3(g)

| Acquisitions/Disposals | | |
|---------------------------------|---------------------|-------------------------------|
| Acquisition | | |
| Entity name | Absolute IT Limited | |
| Control gained or lost | 100% | |
| Date of gain or loss of control | 1-Nov-16 | |
| | Reporting Period | Previous Corresponding Period |
| | \$NZ'000 | \$NZ'000 |
| Contribution to profit | 809 | 0 |
| Disposal | | |
| Entity name | | |
| Control gained or lost | | |
| Date of gain or loss of control | | |
| | Reporting Period | Previous Corresponding Period |
| | \$NZ'000 | \$NZ'000 |
| Contribution to profit | | |

2.3(h) There are no associate or joint venture entities at the reporting date.