

**Photon Group Limited**  
**And its controlled entities**  
**ABN 97 091 524 515**

**Half Year Financial Report**  
**For the six months ended 31 December 2004**

**Photon Group Limited**  
**ABN 97 091 524 515**

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**Photon Group Limited**  
**ABN 97 091 524 515**

**Directors' Report**

The directors present their report together with the consolidated financial report for the half-year ended 31 December 2004 and the review report thereon.

**Directors**

The directors of the Company at any time during or since the end of the financial half-year are:

*Tim Hughes- Executive chairman*

Tim is the Executive Chairman of Regional Media Pty Limited and is also a Director of Carinya Investment Management and the Sporting Chance Cancer Foundation. Tim Hughes has had a 20 year business career in television production and distribution, television broadcasting, radio, investment management and marketing services. Tim has a Bachelor of Business from UTS. He was appointed as a director of the Company on 2 June 2000 and is a member of the Remuneration Committee.

*Matthew Bailey- Chief executive officer/ Director*

Matthew joined Photon as CEO in 2004. In addition to this role he is responsible for the Photon subsidiary, The Bailey Group. Matthew has 16 years experience as CEO of The Bailey Group with extensive experience in retail selling, sales force strategy and brand development. Matthew has a Bachelor of Business from Swinburne University. He was appointed as a Director of the Company on 25 March 2004.

*Siimon Reynolds- Executive director*

Siimon is Executive Chairman and Creative Director of Love Communications and is one of Australia's best known advertising experts. Siimon has over 20 years of experience in the marketing services sector. He has won many major global awards for creativity and has won 'Agency of the Year' twice. Siimon has lectured on marketing to over 50,000 business people and was previously a director of John Singleton Advertising Group Limited (now part of STW Communications Group Limited). He was appointed as a director of the Company on 1 July 2000.

*Anthony Armstrong- Non- executive director*

Anthony has extensive experience in the marketing services industry having previously been Vice President International for the J Walter Thompson Co, Managing Director of J. Walter Thompson in Australia and Managing Director of J Walter Thompson Hong Kong. Anthony has been a director of WPP Australia and is currently a director of the National Trust of Australia and the Juvenile Diabetes Research Foundation. Anthony has a Master of Commerce from UNSW and Bachelor of Economics from University of Sydney. He was appointed as a director of the Company on 1 July 2000.

*Susan McIntosh- Non-executive director*

Susan is a Chartered Accountant with over 20 years experience in television production and distribution and radio broadcasting. Susan is currently Managing Director of RG Capital Holdings (Australia) Pty Limited. She was appointed as a director of the Company on 2 June 2000 and is a member of the Audit Committee.

*Brian Bickmore- Non-executive director*

Brian joined Austereo Limited in 1980 as a founding executive and recently resigned from Austereo Limited after 24 years. Brian served initially as Austereo's Finance Director and from 1997 was Group General Manager. In 2003 Brian was appointed as Managing Director Corporate Development and International Media. Brian was instrumental in the merger of the Triple M and Austereo businesses, a core element of Austereo's success. He also directed Austereo's international expansion. He was appointed as a director of the Company on 25 March 2004 and is Chairman of the Audit Committee.

**Photon Group Limited**  
**ABN 97 091 524 515**

## **Directors' Report (continued)**

### *Directors (continued)*

#### *Tim Tighe - Non-executive director*

Tim is a Business Leader with extensive international experience. Tim is Managing Director of Hungry Jacks Australia. He was appointed as a director of the Company on 25 March 2004 and is Chairman of the Remuneration Committee.

#### *Paul Gregory - Non-executive director*

Paul is currently providing management services to Beachculture Aust Pty Ltd, a major national and international retailer of iconic international surf and street wear labels. Previously Paul has led a diversity of medium sized private retail companies, including Australian Geographic Pty Ltd and Red Earth Australia Pty Ltd, and has overseen the expansion of these companies at both a domestic and international level. He was appointed as a director of the Company on 25 March 2004 and is a member of the Audit Committee and the Remuneration Committee.

### **Review and result of operations**

The consolidated entity during the course of the financial half-year continued to provide integrated marketing services, specialising in retail marketing and merchandising, advertising, public relations, graphic design, digital printing, production sales of promotion material and Point of Sales (POS), Point of Production (POP) media planning and communications, e-mail marketing, events management, direct marketing and market research services.

During the half-year ended 31 December 2004 Photon Group Limited acquired 100% of the issued capital of The Leading Edge Marketing Research Consultants Pty Limited, a company that provides market research consultancy services including building brand and category value and targeting and identifying new category and product opportunities for clients.

The consolidated earnings before interest, tax, depreciation and amortisation (EBITDA) grew 273% to \$7,022,000 (December 2003: \$1,885,000). Net profit from ordinary activities after income tax and before goodwill amortisation (NPATA) grew 420% to \$3,554,000 (December 2003: \$684,000). Net profit from ordinary activities after income tax (NPAT) grew 219% to \$1,184,000 (December 2003: \$371,000) which was impacted by goodwill amortisation charges together with the non-cash interest charge to the profit and loss account incurred for the difference between the nominal and the present value of the deferred portion of the consideration payable to The Leading Edge Market Research Consultants Pty Limited (TLE). Growth during the half year ended 31 December 2004 was attributable from a combination of acquisition and organic growth in existing companies.

Refer note 6 for further information concerning the acquisition of TLE.

Refer note 7 for further detail concerning the non-cash interest charge to the profit and loss account incurred for the difference between the nominal and the present value of the deferred portion of the consideration payable to TLE.

### **Events subsequent to balance date**

Subsequent to balance date, the Company acquired 100% of the issued share capital of Orchard National Pty Limited and Orchard National (Southern) Pty Limited, companies which offer a broad and flexible service mix, including national merchandising, key accounts management and data analysis, in January 2005. The purchase price was \$700,000 cash plus additional deferred cash payments to be tied to the earnings of both companies in the period through to 30 June 2006. The initial payment for the acquisition was funded using existing cash reserves.

The financial effects of the transaction have not been brought to account in the financial statements for the half-year ended 31 December 2004.

### *Dividend*

For dividends proposed after 31 December 2004, see note 5.

**Photon Group Limited**  
ABN 97 091 524 515

## **Directors' Report (continued)**

### **Events subsequent to balance date (continued)**

#### *International Financial Reporting Standards*

For reporting periods starting on or after 1 July 2005, the consolidated entity must comply with Australian equivalents to International Financial Reporting Standards (AIFRS) as issued by the Australian Accounting Standards Board. For further discussion concerning the process of assessment and implementation, see Note 10.

Other than the matters discussed above, there has not arisen in the interval between the end of the financial half-year and the date of this report any item, transaction or event of a material and unusual nature likely, in the opinion of the directors of the company, to affect significantly the operations of the consolidated entity, the results of those operations, or the state of affairs of the consolidated entity, in future financial years.

### **Rounding Off**

The company is of a kind referred to in ASIC Class Order 98/100 dated 10 July 1998 and in accordance with that Class Order, amounts in the financial report and directors' report have been rounded off to the nearest thousand dollars, unless otherwise stated.

This report is made in accordance with a resolution of the directors.

Dated at Sydney this 23<sup>rd</sup> day of February 2005.



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Tim Hughes  
Director



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## **Lead auditors Independence Declaration under Section 307C of the Corporations Act 2001 to the directors of Photon Group Limited**

I declare that, to the best of my knowledge and belief, during the half-year ended 31 December 2004 there have been:

- (i) no contraventions of the auditor independence requirements as set out in the Corporations Act 2001 in relation to the review; and
- (ii) no contraventions of any applicable code of professional conduct in relation to the review.

*KPMG*

KPMG

Peter Done

Partner

Sydney,

23 February 2005

**Photon Group Limited**  
**ABN 97 091 524 515**

**Statement of financial performance**  
**for the half year ended 31 December 2004**

|   | Consolidated                  |                               |
|---|-------------------------------|-------------------------------|
|   | 31 December<br>2004<br>\$'000 | 31 December<br>2003<br>\$'000 |
| Revenue from rendering of services  | 36,586                        | 12,896                        |
| Other revenues from ordinary activities   | 267                           | 405                           |
| <b>Total revenue from ordinary activities</b>   | <b>36,853</b>                 | <b>13,301</b>                 |
| Employee expenses   | (24,011)                      | (8,853)                       |
| Borrowing costs   | (1,009)                       | (94)                          |
| Occupancy costs   | (1,760)                       | (761)                         |
| Depreciation and amortisation expenses  | (2,986)                       | (474)                         |
| Insurance expense   | (197)                         | (107)                         |
| Consultancy fees  | (738)                         | (263)                         |
| Equipment hire charges  | (322)                         | (160)                         |
| Travel expense  | (445)                         | (215)                         |
| Communication expense   | (671)                         | (301)                         |
| Other expenses from ordinary activities   | (1,709)                       | (918)                         |
| Share of net profit of associates and joint ventures accounted for using the equity method  | 8                             | 246                           |
| Present value interest charges with respect to the deferred consideration of acquisitions   | 7                             | -                             |
| <b>Profit from ordinary activities before related income tax expense</b>  | <b>2,716</b>                  | <b>1,401</b>                  |
| Income tax expense relating to ordinary activities  | (1,652)                       | (481)                         |
| <b>Net profit</b>   | <b>1,064</b>                  | <b>920</b>                    |
| Net (profit)/loss attributable to outside equity interests  | 120                           | (549)                         |
| <b>Net profit attributable to members of the parent entity</b>  | <b>1,184</b>                  | <b>371</b>                    |
| <b>Non-owner transaction changes in equity</b>  |                               |                               |
| Net exchange difference relating to self-sustaining foreign operations  | 2                             | 2                             |
| <b>Total changes in equity from non-owner related transactions attributable to members of the parent entity recognised directly in equity</b> | <b>1,186</b>                  | <b>373</b>                    |
| Basic earnings per share (cents):   |                               |                               |
| Ordinary shares   | 2.41                          |                               |
| Diluted earnings per share (cents):   |                               |                               |
| Ordinary shares   | 2.38                          |                               |

The statement of financial performance is to be read in conjunction with the notes to the half-year financial statements as set out on pages 8 to 15.

**Photon Group Limited**  
**ABN 97 091 524 515**

**Statement of financial position**  
**as at 31 December 2004**

|   | Note | Consolidated                  |                           |
|---|------|-------------------------------|---------------------------|
|   |      | 31 December<br>2004<br>\$'000 | 30 June<br>2004<br>\$'000 |
| <b>Current assets</b>                             |      |                               |                           |
| Cash assets                                       |      | 6,023                         | 5,994                     |
| Receivables                                       |      | 20,728                        | 13,866                    |
| Other   |      | 3,849                         | 1,571                     |
| <b>Total current assets</b>                       |      | <b>30,600</b>                 | <b>21,431</b>             |
| <b>Non-current assets</b>                         |      |                               |                           |
| Investments accounted for using the equity method |      | 431                           | 485                       |
| Other financial assets                            |      | 104                           | 179                       |
| Intangible assets                                 |      | 88,728                        | 67,733                    |
| Property, plant and equipment                     |      | 4,408                         | 2,772                     |
| Deferred tax assets                               |      | 2,037                         | 888                       |
| Other   |      | 317                           | 236                       |
| <b>Total non-current assets</b>                   |      | <b>96,025</b>                 | <b>72,293</b>             |
| <b>Total assets</b>                               |      | <b>126,625</b>                | <b>93,724</b>             |
| <b>Current liabilities</b>                        |      |                               |                           |
| Payables  |      | 21,106                        | 12,450                    |
| Interest bearing liabilities                      |      | 5,664                         | 2,498                     |
| Current tax liabilities                           |      | 2,588                         | 3,059                     |
| Provisions  |      | 2,553                         | 1,741                     |
| <b>Total current liabilities</b>                  |      | <b>31,911</b>                 | <b>19,748</b>             |
| <b>Non-current liabilities</b>                    |      |                               |                           |
| Payables  |      | 6,152                         | -                         |
| Interest bearing liabilities                      |      | 25,035                        | 12,468                    |
| Deferred tax liabilities                          |      | 1,591                         | 113                       |
| Provisions  |      | 771                           | 246                       |
| <b>Total non-current liabilities</b>              |      | <b>33,549</b>                 | <b>12,827</b>             |
| <b>Total liabilities</b>                          |      | <b>65,460</b>                 | <b>32,575</b>             |
| <b>Net assets</b>                                 |      | <b>61,165</b>                 | <b>61,149</b>             |
| <b>Equity</b>                                     |      |                               |                           |
| Contributed equity                                | 3    | 62,157                        | 62,190                    |
| Accumulated losses                                | 4    | (4,105)                       | (4,308)                   |
| Reserves  |      | 12                            | 10                        |
| <b>Total parent entity interest</b>               |      | <b>58,064</b>                 | <b>57,892</b>             |
| Outside equity interests                          |      | 3,101                         | 3,257                     |
| <b>Total equity</b>                               |      | <b>61,165</b>                 | <b>61,149</b>             |

The statement of financial position is to be read in conjunction with the notes to the half-year financial statements set out on pages 8 to 15.



**Photon Group Limited**  
**ABN 97 091 524 515**

**Statement of cash flows**  
**for the half year ended 31 December 2004**

|  | Consolidated                  |                               |
|--|-------------------------------|-------------------------------|
|  | 31 December<br>2004<br>\$'000 | 31 December<br>2003<br>\$'000 |
| <b>Cash flows from operating activities</b>                      |                               |                               |
| Cash receipts in the course of operations                        | 40,306                        | 16,052                        |
| Cash payments in the course of operations                        | (34,027)                      | (13,182)                      |
| Interest received  | 79                            | 84                            |
| Dividends received   | 155                           | -                             |
| Borrowing costs paid   | (1,008)                       | (94)                          |
| Income taxes paid  | (2,290)                       | (489)                         |
| <b>Net cash provided by operating activities</b>                 | <b>3,215</b>                  | <b>2,371</b>                  |
| <b>Cash flows from investing activities</b>                      |                               |                               |
| Payments for property, plant & equipment                         | (2,355)                       | (448)                         |
| Payments for investments (net of cash acquired)                  | (13,828)                      | (366)                         |
| Proceeds from disposal of non-current assets                     | -                             | 2                             |
| <b>Net cash used in investing activities</b>                     | <b>(16,183)</b>               | <b>(812)</b>                  |
| <b>Cash flows from financing activities</b>                      |                               |                               |
| Proceeds from issue of shares                                    | -                             | 15                            |
| Transaction costs from issue of shares                           | (33)                          | -                             |
| Proceeds from borrowings   | 15,000                        | -                             |
| Repayment of borrowings  | (427)                         | (298)                         |
| Dividends paid to outside equity interest in controlled entities | (563)                         | (408)                         |
| Dividends paid to shareholders                                   | (980)                         | -                             |
| <b>Net cash provided by/(used in) financing activities</b>       | <b>12,997</b>                 | <b>(691)</b>                  |
| <b>Net increase in cash held</b>                                 | <b>29</b>                     | <b>868</b>                    |
| <b>Cash at the beginning of the financial period</b>             | <b>5,994</b>                  | <b>5,542</b>                  |
| <b>Cash at the end of the financial period</b>                   | <b>6,023</b>                  | <b>6,410</b>                  |

The statement of cash flows is to be read in conjunction with the notes to the half-year financial statements set out on pages 8 to 15.

**Photon Group Limited**  
**ABN 97 091 524 515**

**Notes to the financial statements**  
**for the half-year ended 31 December 2004**

**1 Statement of significant accounting policies**

**(a) Basis of preparation**

The half-year consolidated financial report is a general purpose financial report which has been prepared in accordance with Accounting Standard AASB 1029 "Interim Financial Reporting", the recognition and measurement requirements of applicable AASB standards, Urgent Issues Group Consensus Views, other authoritative pronouncements of the Australian Accounting Standards Board and the Corporations Act 2001. This half-year financial report is to be read in conjunction with the 30 June 2004 Annual Financial Report and any public announcements by Photon Group Limited and its Controlled Entities during the half-year in accordance with continuous disclosure obligations arising under the Corporations Act 2001.

It has been prepared on the basis of historical costs and, except where stated, does not take into account changing money values or fair values of non-current assets.

These accounting policies have been consistently applied by each entity in the consolidated entity and, are consistent with those applied in the 30 June 2004 Annual Financial Report.

The half-year report does not include full note disclosures of the type normally included in an annual financial report.

**2 Segment reporting**

*Business segments*

The consolidated entity has one business segment, being specialist marketing services.

**Photon Group Limited**  
**ABN 97 091 524 515**

**Notes to the financial statements**  
**for the half-year ended 31 December 2004**

**3 Contributed equity**

|   | Consolidated                  |                           |
|---|-------------------------------|---------------------------|
|   | 31 December<br>2004<br>\$'000 | 30 June<br>2004<br>\$'000 |
| <b>Share capital</b>  |                               |                           |
| 49,036,632 (June 2004: 49,036,632) ordinary shares,<br>fully paid   | 62,157                        | 62,190                    |
| <b>Ordinary shares</b>  |                               |                           |
| <p>           Holders of ordinary shares are entitled to receive<br/>           dividends as declared from time to time and are<br/>           entitled to one vote per share at shareholder meetings.         </p> |                               |                           |
| <b>Ordinary shares</b>  |                               |                           |
| <i>Movements during the half-year / year</i>  |                               |                           |
| Balance at beginning of half-year / year<br>49,036,632 (June 2004: 21,149,722) shares   | 62,190                        | 17,928                    |
| Shares issued:  |                               |                           |
| -4,000,000 shares issued for the exercise of options:<br>January 2006 options at \$0.75   |                               |                           |
| January 2006 options at \$1.00  | -                             | 2,250                     |
|   | -                             | 1,000                     |
| -8,498,850 shares issued pursuant to acquisition of<br>Barimos ("the Bailey Group") for \$1.80 per share  | -                             | 15,298                    |
| -5,373,060 shares issued pursuant to acquisition<br>agreements for the minority interests in controlled<br>entities for \$1.80 per share  | -                             | 9,671                     |
| -10,000,000 shares issued for cash pursuant to<br>prospectus for \$1.80 per share   | -                             | 18,000                    |
| - 15,000 shares issued for cash<br>for \$1 per share  | -                             | 15                        |
| Transaction costs arising from share issue under<br>Prospectus and shares issued for acquisition of<br>minority interests in controlled entities  | (33)                          | (1,972)                   |
| Balance at end of half-year / year  | 62,157                        | 62,190                    |

Notes to the financial statements  
 for the half-year ended 31 December 2004

4 Accumulated Losses

|   | Consolidated                  |                               |
|---|-------------------------------|-------------------------------|
|   | 31 December<br>2004<br>\$'000 | 31 December<br>2003<br>\$'000 |
| Accumulated losses at beginning of the half-year        | (4,308)                       | (5,595)                       |
| Net profit attributable to members of the parent entity | 1,184                         | 371                           |
| Dividends recognised during the half-year               | (981)                         | -                             |
| Accumulated losses at end of the half-year              | (4,105)                       | (5,224)                       |

5 Dividends

Dividends paid or provided in the current financial period by Photon Group Limited (prior comparative period: Nil) are:

|   | Cents per share | Total amount<br>\$'000 | Date of payment | Franked/ unfranked |
|---|-----------------|------------------------|-----------------|--------------------|
| Final – Ordinary shares   | 2.0c            | 981                    | 11 October 2004 | Franked            |
| Franked dividends were franked at a rate of 30%                                       |                 |                        |                 |                    |
| <b>Subsequent events</b>  |                 |                        |                 |                    |
| Since the end of the financial period, the directors proposed the following dividend: |                 |                        |                 |                    |
| Interim – Ordinary shares   | 3.0c            | 1,471                  | 4 April 2005    | Franked            |

The financial effect of this dividend has not been brought to account in the consolidated entity financial statements for the half-year ended 31 December 2004 and will be recognised in subsequent financial reports.

**Notes to the financial statements**  
**for the half-year ended 31 December 2004**

**6 Acquisition of controlled entities**

*Acquisition of entities*

During the financial half-year the consolidated entity purchased all the issued capital in the following entities:

|  | Acquisition date | Shares<br>acquired | Business activities  |
|--|------------------|--------------------|--|
| The Leading Edge Market Research Consultants Pty Limited (i) | 1 July 2004      | 100%               | Market research consulting services  |
| The Leading Edge Market Research Consultants Limited (i)     | 1 July 2004      | 100%               | Market research consulting services (currently a dormant company incorporated in the UK) |

- (i) All the issued capital of The Leading Edge Market Research Consultants Pty Limited and its controlled entity, The Leading Edge Market Research Consultants Limited were acquired by Photon Group Limited on 1 July 2004 (transaction settled 11 August 2004), for an initial cash payment of \$15,000,000. Additional consideration is payable based on the EBITDA of the acquired entities in the years ending 30 June 2005, 2006 and 2007. A reasonable estimate has been made of such deferred payments and these have been discounted to present value as at acquisition date and included as current and non-current payables in the statement of financial position of the consolidated entity at 31 December 2004.

The operating results of the above entities have been included in the consolidated operating profit from the date of acquisition.

The consolidated entity did not gain control over any entities during the prior corresponding half-year period.

**7 Deferred consideration on acquisition of controlled entities**

AASB 1015, Acquisition of Assets requires that the fair value of any deferred cash consideration be included in the cost of the acquisition when the amount(s) of same can be reliably measured and that such consideration must be discounted back to present value as at the date of acquisition. Such accounting treatment as prescribed by AASB 1015 results in the difference between the present value and the nominal value of deferred consideration being amortised to the statement of financial performance on a straight line basis over the settlement term up to the settlement date.

The effect of the above described accounting treatment on the consolidated entity's profit before tax is \$390,000. This treatment does not impact the cashflow of the consolidated entity.

**8 Associate entities**

*Interest in associates*

| Name  | Ownership Interest<br>(consolidated) |                          | Share of net profits<br>(consolidated) |                               |
|---|--------------------------------------|--------------------------|--|-------------------------------|
|   | 31 December<br>2004<br>%             | 31 December<br>2003<br>% | 31 December<br>2004<br>\$'000          | 31 December<br>2003<br>\$'000 |
| Bellamyhayden Pty Limited                                       | 40                                   | 50                       | 101                                    | 158                           |
| Returnity Pty Limited   | -                                    | 50                       | -                                      | 88                            |
| Total share of associates accounted for using the equity method |                                      |                          | 101                                    | 246                           |

**Notes to the financial statements**  
**for the half-year ended 31 December 2004**

**9 Contingent liabilities and contingent assets**

There were no material changes in the contingent liabilities or contingent assets of the consolidated entity since 30 June 2004.

**10 Events subsequent to balance date**

*Acquisition of entity*

Subsequent to balance date, the Company acquired 100% of the issued share capital of Orchard National Pty Limited and Orchard National (Southern) Pty Limited, companies which offer a broad and flexible service mix, including national merchandising, key accounts management and data analysis, in January 2005. The purchase price was \$700,000 cash plus additional deferred cash payments to be tied to the earnings of both companies in the period through to 30 June 2006. The initial payment for the acquisition was funded using existing cash reserves.

The financial effects of the transaction have not been brought to account in the financial statements for the half-year ended 31 December 2004.

*Dividend*

For dividends proposed after 31 December 2004, see note 5.

*Australian equivalents to International Financial Reporting Standards*

For reporting periods beginning on or after 1 January 2005, the consolidated entity must comply with Australian equivalents to International Financial Reporting Standards (AIFRS) as issued by the Australian Accounting Standards Board.

This half-year financial report has been prepared in accordance with Australian Accounting Standards and other financial reporting requirements (Australian GAAP) applicable for reporting periods ending on 31 December 2004.

*Implementation project*

The consolidated entity has put a project plan in place to assess the impact of transition to AIFRS and to achieve compliance with AIFRS reporting for the financial year commencing 1 July 2005. The consolidated entity's implementation project consists of three phases as described below:

*Assessment and planning phase*

The assessment and planning phase generated a high level overview of the impacts of conversion to IFRS reporting on existing accounting and reporting policies and procedures, systems and processes, business structures and staff.

This phase included:

- high level identification of the key differences in accounting policies and disclosures that are expected to arise from adopting IFRS;

**Notes to the financial statements**  
**for the half-year ended 31 December 2004**

**10 Events subsequent to balance date (continued)**

*International Financial Reporting Standards (continued)*

*Assessment and planning phase (continued)*

- assessment of new information requirements affecting management information systems, as well as the impact on the business and its key processes;
- evaluation of the implications for staff, for example training requirements; and
- preparation of a conversion plan for expected changes to accounting policies, reporting structures, systems, accounting and business processes and staff training.

The assessment and planning phase is completed in most respects as at 31 December 2004.

*Design phase*

The design phase aims to formulate the changes required to existing accounting policies and procedures and systems and processes in order to transition to AIFRS. The design phase has commenced with work progressing in each of the areas detailed below which incorporate:

- formulating revised accounting policies and procedures for compliance with AIFRS requirements;
- identifying potential financial impacts as at the transition date and for subsequent reporting periods prior to adoption of AIFRS;
- developing revised AIFRS disclosures;
- designing accounting and business processes to support AIFRS reporting obligations;
- identifying and planning required changes to financial reporting and business source systems; and
- developing training programs for staff.

The design phase is expected to be completed by 30 June 2005.

*Implementation phase*

The implementation phase will include implementation of identified changes to accounting and business procedures, processes and systems and operational training for staff. It will enable the consolidated entity to generate the required disclosures of AASB 1 as it progresses through its transition to AIFRS.

Except for certain training that has been given to operational staff, the consolidated entity has not yet commenced the implementation phase. However, the consolidated entity expects this phase to be substantially complete by 30 June 2005.

The key potential implications of the conversion to AIFRS on the consolidated entity are as follows:

**Intangibles (including goodwill) and impairment testing**

Under AIFRS goodwill will not be systematically amortised on a straight-line basis over the period which the benefits are expected to be arise being a period no longer than 20 years, as currently required under Australian GAAP. Instead the carrying value of the group's assets including goodwill will be reviewed at each balance date to determine whether there is any indication of impairment. If any such indication exists, the asset's recoverable amount is estimated. An impairment loss is recognised whenever the carrying value of an asset, or in certain circumstances the asset's related cash generating unit, exceeds its recoverable amount. The full amount of impairment loss will be recognised in the statement of financial performance in the year the impairment arises.

**Notes to the financial statements**  
**for the half-year ended 31 December 2004**

**10 Events subsequent to balance date (continued)**

*International Financial Reporting Standards (continued)*

**Intangibles (including goodwill) and impairment testing (continued)**

AIFRS requires goodwill and other relevant assets should be allocated on a reasonable and consistent basis to the cash generating units of the business to the extent possible. The extent to which goodwill is allocated to these cash generating units will determine the strict test applied to determine whether goodwill and cash generating operations have been impaired. Under AIFRS, when determining whether an asset is impaired, estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

Where intangibles are assessed as having infinite useful lives, amortisation charges will be reduced but additional write downs may be required due to annual impairment tests. Impairment testing under AIFRS is more rigorous than under Australian GAAP and may result in additional writedowns either on transition or during future financial periods.

**Income tax**

The conversion to AIFRS will change from an income statement liability approach to a balance sheet approach which may result in more deferred tax assets and liabilities, and as tax effects follow the underlying transaction, they can be recognised in equity as well as income tax expense. Additional deferred tax assets may be recognised as a result of the change in recognition criteria to "probable" rather than "virtually certain" or "beyond reasonable doubt".

**Equity-based compensation**

AIFRS will require expensing of equity-based compensation in the form of shares and options over the period of service by the employee to which the options relate. As a result, under the AIFRS regime, employee benefit expense increases due to the expensing of the fair value of options and shares over the vesting period.

For equity settled share based payment plans, the fair value of the options are measured at grant date and expensed over the vesting period. The expense recognised is adjusted through the income statement for forfeiture due to non-market or service conditions not being met. The fair value includes an adjustment for market conditions.

**Foreign Currency**

Exchange rate differences in relation to foreign operations are recognised in a separate component of equity. Individual entities maintain their ledgers in their functional currency and are translated to the consolidated entity's presentation currency for reporting purposes.

Goodwill and fair value adjustments recognised on acquisition are treated as assets of the acquired entity and are therefore translated at the spot rate at each reporting date. This will impact the consolidated goodwill balance and reserves.



**Notes to the financial statements**  
**for the half-year ended 31 December 2004**

**10 Events subsequent to balance date (continued)**

*International Financial Reporting Standards (continued)*

**Financial Instruments**

The recognition of hedge instruments and related debt must be recorded at fair value. Photon Group Limited has hedging instruments in place to mitigate interest rate risk and exposures. AASB 1 provides an election whereby the requirements of AASB 132 and AASB 139 are not required to be applied in the first comparative year under AIFRS. It is expected that the first time adoption of these standards will apply at 1 July 2005.

**Business Combinations**

In accounting for business combinations, the identifiable assets, liabilities and contingent liabilities of the acquiree are recognised at their fair value. AASB 3 requires items meeting the definition of an intangible asset to be separately identified, provided their fair values can be reliably measured. This will increase intangible assets and associated amortisation charges, and reduce the amount of goodwill.

An election is available under AASB 1 which provides the ability to choose whether the acquisition accounting of business combinations prior to transition date are restated under AIFRS. Entities can choose to restate all prior business combinations, only those after a certain date or none.

It is likely that Photon Group Limited will take advantage of the election available and not restate business combinations prior to transition date.

**Photon Group Limited**  
**ABN 97 091 524 515**

## **Directors' Declaration**

In the opinion of the directors of Photon Group Limited ("the Company"):

- (a) the financial statements and notes, set out on pages 8 to 15, are in accordance with the Corporations Act 2001, including:
  - (i) giving a true and fair view of the financial position of the consolidated entity as at 31 December 2004 and of its performance, as represented by the results of its operations and its cash flows, for the half-year ended on that date; and
  - (ii) complying with Australian Accounting Standard AASB 1029 "Interim Financial Reporting" and the Corporations Regulations 2001; and
- (b) there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

Dated at Sydney this 23<sup>rd</sup> day of February 2005.

Signed in accordance with a resolution of the directors:



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Tim Hughes  
*Director*

## **Independent review report to the members of Photon Group Limited**

### *Scope*

#### *The financial report and directors' responsibility*

The financial report comprises the statement of financial position, statement of financial performance, statement of cash flows, accompanying notes 1 to 10 to the financial statements and the directors' declaration (set out on pages 5 to 16) for the Photon Group Limited Consolidated Entity ("the consolidated entity"), for the half-year ended 31 December 2004. The consolidated entity comprises Photon Group Limited ("the company") and the entities it controlled during that half-year.

The directors of the company are responsible for the preparation and true and fair presentation of the financial report in accordance with the Corporations Act 2001. This includes responsibility for the maintenance of adequate accounting records and internal controls that are designed to prevent and detect fraud and error, and for the accounting policies and accounting estimates inherent in the financial report.

#### *Review approach*

We conducted an independent review in order for the results of the company to be included in the consolidated result of Photon Group Limited financial report to be lodged with the Australian Securities and Investments Commission. Our review was conducted in accordance with Australian Auditing Standards applicable to review engagements.

We performed procedures in order to state whether on the basis of the procedures described anything has come to our attention that would indicate the financial report does not present fairly, in accordance with the Corporations Act 2001, Australian Accounting Standard AASB 1029 "Interim Financial Reporting" and other mandatory financial reporting requirements in Australia, a view which is consistent with our understanding of the consolidated entity's financial position, and of its performance as represented by the results of its operations and cash flows.

We formed our statement on the basis of the review procedures performed, which were limited primarily to:

- enquiries of company personnel; and
- analytical procedures applied to the financial data.

While we considered the effectiveness of management's internal controls over financial reporting when determining the nature and extent of our procedures, our review was not designed to provide assurance on internal controls.

The procedures do not provide all the evidence that would be required in an audit, thus the level of assurance is less than given in an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.

A review cannot guarantee that all material misstatements have been detected.

#### *Independence*

In conducting our review, we followed applicable independence requirements of Australian professional ethical pronouncements and the Corporations Act 2001.


*Statement*

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe the half-year financial report of Photon Group Limited is not in accordance with:

- (a) the Corporations Act 2001, including:
  - (i) giving a true and fair view of the consolidated entity's financial position as at 31 December 2004 and of its performance for the half-year ended on that date; and
  - (ii) complying with Australian Accounting Standard AASB 1029 "Interim Financial Reporting" and the Corporations Regulations 2001; and
- (b) other mandatory financial reporting requirements in Australia.

KPMG

KPMG



Peter Doherty

Partner

Sydney

23 February 2005