

New Zealand Domain Name Registry Limited Financial Statements For the Quarter Ended 30th September 2008

Prepared By

Curtis McLean Limited Chartered Accountants Wellington NZ



New Zealand Domain Name Registry Limited Exclusion of Liability Statement For the Quarter Ended 30th September 2008

We have compiled the Financial Statements comprising Statement of Financial Performance, Statement of Movements in Equity and Statement of Financial Position of New Zealand Domain Name Registry Limited for the period ended 30th September 2008.

A compilation is limited primarily to the collection, classification and summarisation of financial information supplied by the client. A compilation does not involve the verification of that information.

We have not carried out an audit or review engagement of the Financial Statements and therefore neither we nor any of our employees accept any responsibility for the accuracy of the material from which the Financial Statements have been prepared. Further, the Financial Statements have been prepared at the request of and for the purpose of the client only and neither we nor any of our employees accept any responsibility on any ground whatsoever, including liability in negligence, to any other person.

Curtis McLean Limited Chartered Accountants Wellington NZ

New Zealand Domain Name Registry Limited Statement of Financial Performance For the Quarter Ended 30th September 2008

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| | This Quarter | | Year to Da te | | | Full Year | | |
|----------------------------------|--------------|-----------|---------------|-----------|-----------|-----------|-----------|-----------|
| | Actual | Budget | Variance | Actual | Budget | Variance | Budget | Last Year |
| Registry Fees | 1,573,295 | 1,562,499 | 10,796 | 3,131,142 | 3,064,248 | 66,894 | 6,371,496 | 6,072,686 |
| Less Direct Expenses | | | | | | | | |
| DNC Management Fee | 273,900 | 273,900 | _ | 547,800 | 547,800 | - | 1,095,600 | 996,000 |
| DNS Expenses | 70,032 | 93,500 | (23,468) | 137,598 | 174,160 | (36,562) | 422,620 | 256,146 |
| SRS Expenses | 120,286 | 105,960 | 14,326 | 237,328 | 232,920 | 4,408 | 444,840 | 350,714 |
| Other IT | 25,785 | 39,025 | (13,240) | 43,207 | 85,153 | (41,946) | 174,205 | 129,226 |
| TBSR | 36,976 | 36,000 | 976 | 75,944 | 72,000 | 3,944 | 144,000 | 169,356 |
| Total Direct Expenses | 526,979 | 548,385 | (21,406) | 1,041,877 | 1,112,033 | (70,156) | 2,281,265 | 1,901,442 |
| Gross Profit | 1,046,316 | 1,014,114 | 32,202 | 2,089,265 | 1,952,215 | 137,050 | 4,090,231 | 4,171,244 |
| Less Other Expenses | | | | | | | | |
| Depreciation & Amortisation | 40,500 | 62,984 | (22,484) | 76,019 | 106,243 | (30,225) | 284,886 | 162,591 |
| Overhead Expenses | 326,901 | 352,520 | (25,620) | 583,527 | 677,305 | (93,778) | 1,400,094 | 1,119,654 |
| Total Other Expenses | 367,401 | 415,504 | (48,104) | 659,546 | 783,548 | (124,003) | 1,684,980 | 1,282,245 |
| | 678,915 | 598,610 | 80,306 | 1,429,719 | 1,168,667 | 261,053 | 2,405,251 | 2,888,999 |
| Plus: Other Income | | | | | | | | |
| Interest | 164,815 | 163,972 | 843 | 297,635 | 315,296 | (17,661) | 655,910 | 567,650 |
| Rent Received | 40,720 | 40,719 | 1 | 81,440 | 81,438 | 2 | 157,089 | 165,781 |
| Tenants Share of Expenses | 11,530 | 7,485 | 4,045 | 21,277 | 14,970 | 6,307 | 30,276 | 39,788 |
| Net Profit Before Tax | 895,980 | 810,786 | 85,195 | 1,830,071 | 1,580,371 | 249,701 | 3,248,526 | 3,662,218 |



New Zealand Domain Name Registry Limited Statement of Financial Performance For the Quarter Ended 30th September 2008

| | This Quarter | | | Year to Da te | | | Full Year | |
|------------------------|--------------|---------|----------|---------------|-----------|----------|-----------|-----------|
| | Actual | Budget | Variance | Actual | Budget | Variance | Budget | Last Year |
| | | | | | | | | |
| Net Profit Before Tax | 895,980 | 810,786 | 85,195 | 1,830,071 | 1,580,371 | 249,701 | 3,248,526 | 3,662,218 |
| Less: Interest Expense | _ | _ | _ | 5,974 | | 5,974 | _ | |
| Less. Interest Expense | <u> </u> | | <u> </u> | | | | <u> </u> | <u> </u> |
| | 895,980 | 810,786 | 85,195 | 1,824,097 | 1,580,371 | 243,727 | 3,248,526 | 3,662,218 |
| Provision For Tax | 268,793 | 243,236 | 25,557 | 547,229 | 474,112 | 73,117 | 974,558 | 1,211,390 |
| | , | , | , | , | , | , | , | , , |
| Net Profit (Loss) | 627,187 | 567,550 | 59,638 | 1,276,868 | 1,106,259 | 170,610 | 2,273,968 | 2,450,828 |
| | | | | | | | | |

New Zealand Domain Name Registry Limited Statement of Movements in Equity For the Quarter Ended 30th September 2008



| | | This Year | Last Year |
|--|-----------|-------------|-------------|
| Share Capital | | | |
| Opening Share Capital | 30,000 | | 30,000 |
| Share Capital as at 30th September 2008 | | 30,000 | 30,000 |
| Retained Earnings | | | |
| Opening Retained Earnings | 3,563,670 | | 2,812,843 |
| Plus: Net Tax Paid Profit (Loss) for Year | 1,276,868 | | 2,450,828 |
| Less: Dividend Declared | 704,000 | | 1,700,000 |
| Retained Earnings as at 30th September 2008 | | 4,136,538 | 3,563,671 |
| Equity as at 30th September 2008 | | \$4,166,538 | \$3,593,671 |

New Zealand Domain Name Registry Limited Statement of Financial Position As At 30th September 2008

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| | | End of Quarter | | | End of Year | | |
|--|-----------|----------------|--------------|-----------|-------------|-----------|--|
| | Actual | Budget | Variance | LY Actual | Budget | LY Actual | |
| Equity | | | | | | | |
| Share Capital | 30,000 | 30,000 | - | 30,000 | 30,000 | 30,000 | |
| Retained Earnings | 4,136,538 | 3,970,079 | 166,459 | 3,417,375 | 3,729,788 | 3,563,671 | |
| Total Equity | 4,166,538 | 4,000,079 | 166,459 | 3,447,375 | 3,759,788 | 3,593,671 | |
| Liabilities: | | | | | | | |
| Creditors & Accruals | 223,994 | 382,483 | (158,489) | 207,151 | 379,859 | 317,371 | |
| Provision For Tax Deferred Income - | 78,814 | 88,459 | (9,645) | 142,621 | 264,047 | (58,571) | |
| Registry Fees | 4,433,643 | 4,593,567 | (159,924) | 4,205,656 | 5,046,831 | 4,175,133 | |
| Rent in Advance | 16,540 | 49,620 | (33,080) | 14,412 | 49,620 | 49,620 | |
| Redeemable Preference | , | , | 、 , , | , | , | , | |
| Shares | - | - | - | 400,000 | - | - | |
| Total Liabitities | 4,752,991 | 5,114,129 | (361,138) | 4,969,840 | 5,740,357 | 4,483,553 | |
| Funds Employed | 8,919,529 | 9,114,208 | (194,679) | 8,417,215 | 9,500,145 | 8,077,224 | |
| Represented By: | | | | | | | |
| Current Assets | | | | | | | |
| Funds Held | 7,800,219 | 7,664,296 | 135,923 | 7,485,551 | 7,744,827 | 6,915,407 | |
| Debtors & Prepayments | 808,652 | 844,469 | (35,817) | 684,473 | 894,518 | 835,132 | |
| | 8,608,871 | 8,508,765 | 100,106 | 8,170,024 | 8,639,345 | 7,750,539 | |
| Non Current Assets | | | | | | | |
| Fixed Assets | 309,672 | 604,453 | (294,781) | 244,967 | 860,426 | 325,080 | |
| Intangible Assets | 986 | 990 | (4) | 2,224 | 374 | 1,605 | |
| Total Non Current Assets | 310,658 | 605,443 | (294,785) | 247,191 | 860,800 | 326,685 | |
| Total Assets | 8,919,529 | 9,114,208 | (194,679) | 8,417,215 | 9,500,145 | 8,077,224 | |
| | | | | | | | |