

ASX: TTV

# ASX RELEASE 27 February 2009

# Half Year Financial Report

Two Way Limited today released its financial report and accounts for the six month period ending 31 December 2008 (1H09). Actual results are unchanged from the preliminary results announced on 17 February 2009.

# **Key Financial Information**

-OL DELZONAI USE ONIM

Operating revenue for the period was \$703,120, a 30% increase on the comparable figure for the previous corresponding period (1H08: \$540,392). This was driven by growth in the Company's flagship TV wagering service, together with strong growth in its Way2Bet online and mobile portal.

Interest revenue for the period was \$34,166, which was substantially below the figure for the previous corresponding period (1H08: \$134,959) as a result of the Company's reduced cash holdings.

Total revenue from ordinary activities for the period was \$737,286, representing a 9% increase on the previous corresponding period (1H08: \$675,351).

Total expenses, excluding depreciation and amortisation (discussed below), were \$1,538,070. This was a 50% improvement on the previous corresponding period (1H08: \$3,079,135). This reflects a downward trend as the Company continues to implement effective and long term cost saving initiatives. Of particular note were savings in licence fees, as a result of successful negotiations to either terminate or significantly reduce these fees. Staff cost savings also continue to be made; as do travel, administration and external consultants' costs. Marketing and telecommunication costs have increased as expected, in line with the launch and growth of the TV wagering service in Victoria and NSW.

Total depreciation and amortisation expense was \$616,312. The majority of this (\$559,998) related to the progressive amortisation of the upfront wagering fee (totaling \$5.6m) paid in June and December 2007. The upfront fee is amortised on a straight line basis over the five year life of the contract, commencing from the launch of the TV wagering service in Victoria on 28 April 2008.

Apart from this significant amortisation expense, total D&A was \$56,315, which represents a 48% improvement on the previous corresponding period (1H08: \$107,531). The reduction was due to the Board's conservative approach of ceasing to capitalise all development expenses, as noted in the FY08 full year results announcement.



There were no abnormal items during the half year to 31 December 2008.

The net loss for the period was (\$1,417,096), which is an improvement of 44% on the previous corresponding period (1H08: (\$2,511,315)).

The Company's cash balance at 31 December 2008 was \$562,408, a substantial improvement on the previous corresponding period (1H08: \$185,602).

### **Operational Highlights**

The Company's principal focus in the six month period to 31 December 2008 was to continue to grow its TV wagering service. Specifically, the major event during the half year was the successful launch of the service in NSW in October 2007. The Company then initiated the first major marketing campaign to promote the service during the Spring Racing Carnival.

The TV wagering service is available to viewers of the Sky Racing Channel on the Foxtel and Optus TV platforms. It provides detailed race and wagering information for all thoroughbred, harness and greyhound race meetings being held around Australia each day. All of this information is updated automatically in real time. The service also enables holders of TAB wagering accounts to use their remote control to place bets, including all bet types offered by Tabcorp.

The Company continues to implement its plan to roll out the service across Australia, including regional centres and country areas. The recent signing of a non-binding Memorandum of Understanding to expand the TV wagering service to Queensland and South Australia, subject to regulatory approval, reflects this aim. The parties to the MOU are Two Way, UNiTAB Limited (the operator of the TAB wagering business in Queensland, South Australia and the Northern Territory), FOXTEL and Sky Channel Pty Ltd.

In November 2008, the Company was granted an Australian innovation patent for its TV wagering technology.

During the reporting period, the Company also continued to promote its Way2Bet online and mobile wagering portal. Revenues from this service during 1H09 increased by 125% over the previous corresponding period. All major online bookmakers in Australia are represented on the portal.

# Rights Issue

LOL DELSOUSI MSE OUIM

As disclosed earlier today, the Company announced that it would seek to raise approximately \$1.09 million in new equity via a 1-for-2 non-renounceable, fully underwritten rights issue to existing, eligible shareholders. The offer price is \$0.02 per share and is fully underwritten by Bell Potter Securities. E.L. & C. Baillieu Stockbroking Limited has taken a major sub-underwriting position. The proceeds of the rights issue is to be used for general working capital purposes.



# For further information:

Ben Reichel

MIUO BSM IBUOSIBÓ JO-

Chief Executive Officer and Managing Director Phone: +612 9017 7000 or 0412 060 281

# **ABOUT TWO WAY LIMITED (ASX: TTV)**

Two Way creates advanced interactive media and gambling applications. Our competitive strengths include our specialised expertise, patented technology, and library of interactive applications, which can be deployed on TV, mobile or internet.

Two Way has developed an interactive TV wagering service with Tabcorp Holdings Limited (ASX:TAH) and FOXTEL, with the potential to establish similar relationships with other wagering and broadcasting partners throughout Australia and overseas.

Our interactive wagering technology offers advanced betting features and related information, and utilises the latest synchronisation techniques to enhance the user experience. This technology can be applied to both racing and sports betting applications.

Our Way2Bet portal offers an extensive range of information resources to help punters bet better. These services are available via online and mobile platforms at <a href="https://www.way2bet.com.au">www.way2bet.com.au</a> and way2bet.mobi.

Two Way's products are currently being deployed by leading wagering and interactive TV operators in Australia and New Zealand. Our clients include Tabcorp, Foxtel, Austar and Sky New Zealand.

To learn more about Two Way visit <a href="www.twowaytv.com.au">www.twowaytv.com.au</a>



# **Consolidated Income Statement** Half Year Ended 31 December 2008

	Half Year Ended 31 December 2008				
	Summary Results				
	Consolidated Results	31/12/2008 \$A	31/12/2007 \$A	Change \$A	e %
	Revenue from ordinary activities	737,286	675,351	61,934	9%
	Net pofit (loss) from ordinary activities after tax attributable to members	(1,417,096)	(2,511,315)	1,094,218	(44%)
(15)	Net profit (loss) attributable to members	(1,417,096)	(2,511,315)	1,094,218	(44%)
	Previous Corresponding Period				
	The comparison is to the period ending 31 December 2006				
	Net Tangible Assets per Security	2008	2007		

Net Tangible Assets per Security	2008	2007
Net tangible asset backing per ordinary security (cents)	4.8	8.2

# **Dividends (distributions)**

No dividend payments are proposed and none were paid during the period.

# **Key Developments**

A commentary on the results for the period is contained in the press release dated 27th February 2009 accompanying this statement.

ABN 28 007 424 777

Half-Year Financial Report

**31 December 2008** 

# Corporate Information (as at 31 December 2008)

# ABN 28 007 424 777

# **Directors**

Mr Stuart James McGregor (Chairman)
Mr Benedict Paul Reichel (Managing Director)
Mr Christopher Roberts Grant-Foster (Non-Executive Director)
Mr Craig Francis Connelly (Non-Executive Director)

# **Company Secretary**

Mr Rointon Nugara

# **Registered Office**

Suite 2.05 55 Miller Street Pyrmont NSW 2009

# **Principal Place of Business**

Suite 2.05 55 Miller Street Pyrmont NSW 2009

#### **Bankers**

Bankwest

# **Share Register**

Registries Limited Level 7, 207 Kent Street Sydney NSW 2000

### **Auditors**

William Buck Chartered Accountants

Contents	
	Page
Directors' Report	3
Auditor's Independence Declaration	5
Consolidated Income Statement	6
Consolidated Balance Sheet	7
Consolidated Statement of Changes in Equity	8
Consolidated Cash Flow Statement	9
Notes to the Half-Year Financial Statements	10
Directors' Declaration	12
Independent Audit Report	13

# **Directors' Report**

The Directors present their report on the consolidated entity consisting of Two Way Limited (the Company) and its controlled entities for the half-year ended 31 December 2008.

# **Directors**

The names of Directors in office at any time during the half-year and up to the date of this report are:

Mr Stuart James McGregor
Mr Benedict Paul Reichel
Mr Christopher Roberts Grant-Foster
Mr Craig Francis Connelly
Chairman
Managing Director
Non-Executive Director
Non-Executive Director

# **Review of operations**

The Company's principal focus in the six month period to 31 December 2008 was to continue to grow its TV wagering service. Specifically, the major event during the half year was the successful launch of the service in NSW in October 2008. The Company then initiated the first major marketing campaign to promote the service during the Spring Racing Carnival.

The TV wagering service is available to viewers of the Sky Racing Channel on the Foxtel and Optus TV platforms. It provides detailed race and wagering information for all thoroughbred, harness and greyhound race meetings being held around Australia each day. All of this information is updated automatically in real time. The service also enables holders of TAB wagering accounts to use their remote control to place bets, including all bet types offered by Tabcorp.

The Company continues to implement its plan to roll out the service across Australia, including regional centres and country areas. The recent signing of a non-binding Memorandum of Understanding to expand the TV wagering service to Queensland and South Australia, subject to regulatory approval, reflects this aim. The parties to the MOU are Two Way, UNITAB Limited (the operator of the TAB wagering business in Queensland, South Australia and the Northern Territory), FOXTEL and Sky Channel Pty Ltd.

In November 2008, the Company was granted an Australian innovation patent for its TV wagering technology.

During the reporting period, the Company also continued to promote its Way2Bet online and mobile wagering portal. Revenues from this service increased by 125% over the previous corresponding period. All major online bookmakers in Australia are represented on the portal.

# **Auditor's Declaration**

The lead auditor's independence declaration under section 307C of the *Corporations Act* 2001 is set out on page 5 of this half-year ended 31 December 2008 report.

Signed in accordance with a resolution of the Directors:

Mr S. J. McGregor

Director

Dated 27th February 2009

S. T. Mulyeger





# **Auditor's Independence Declaration**

# To the Directors of Two Way Limited:

I declare that, to the best of my knowledge and belief, in relation to the review for the half-year ended 31 December 2008, 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.

William Buck

**Chartered Accountants** 

Neil Esho Partner

Sydney, 27 February 2009

5



# Consolidated Income Statement Half-Year ended 31 December 2008

	Economic Entity		
	31/12/2008	31/12/2007	
	\$	\$	
Revenue	737,286	675,351	
Gross Profit	737,286	675,351	
Employee benefits expense	949,909	1,203,927	
Depreciation and amortisation	616,312	107,531	
Professional and consulting fees	31,296	308,455	
Travel	14,452	27,808	
Licence fees	137,064	509,727	
Administration expenses	86,527	198,136	
Telecommunication costs	155,227	46,877	
Marketing costs	115,516	11,402	
Borrowing costs	40.070	-	
Other expenses from ordinary activites  Loss on sale of deposits at call	48,079	64,986	
Impairment loss on investment	- -	357,818 350,000	
Loss before tax	(1,417,096)	(2,511,315)	
Income tax expense	-	_	
Net Loss	(1,417,096)	(2,511,315)	
Basic earnings per share (cents per share)	-1.30	-2.79	
Diluted earnings per share (cents per share)	-1.30	-2.79	

The Consolidated Income Statement is to be read in conjunction with the Notes to the Financial Statements.

# Consolidated Balance Sheet As at 31 December 2008

	Economic Entity		
	31.12.2008	30.06.2008	
	\$	\$	
Current Assets			
Cash	562,408	1,540,339	
Trade & other receivables	217,641	137,218	
Other	89,211	54,029	
Total Current Assets	869,260	1,731,586	
Non-Current Assets			
Plant & equipment	179,442	235,138	
Other - prepaid wagering fee	4,853,336	5,413,333	
Total Non-Current Assets	5,032,778	5,648,471	
Total Assets	5,902,038	7,380,057	
Current Liabilities			
Payables	450,394	530,596	
Provisions	166,853	136,507	
Total Current Liabilities	617,247	667,103	
Non-Current Liabilities			
Provisions	36,235	27,193	
Total Non-Current Liabilities	36,235	27,193	
Total Liabilities	653,482	694,296	
Net Assets	5,248,556	6,685,761	
Equity  Contributed equity	46,220,607	46,220,607	
Reserves	89,401	109,510	
Accumulated losses	(41,061,452)	(39,644,356)	
Total Equity	5,248,556	6,685,761	

The Consolidated Balance Sheet is to be read in conjunction with the Notes to the Financial Statements.

# Consolidated Statement of Changes in Equity Half-Year ended 31 December 2008

	Contributed Equity \$	Retained Profits	Share Issue Expense Reserve \$	Employee Options Reserve \$	Total \$
Balance at 1.7.2007	52,908,875	(35,059,180)	(7,674,698)	602,762	10,777,759
Profit/(loss) attributable to members of parent entity Employee share options issued	-	(2,511,315) -	- -	- (100,805)	(2,511,315) (100,805)
Balance at 31.12.2007	52,908,875	(37,570,495)	(7,674,698)	501,957	8,165,639
Balance at 1.7.2008	53,958,950	(39,644,356)	(7,738,343)	109,510	6,685,761
Profit/(loss) attributable to members of parent entity Employee share options issued	-	(1,417,096)	-	- (20,109)	(1,417,096) (20,109)
Balance at 31.12.2008	53,958,950	(41,061,452)	(7,738,343)	89,401	5,248,556

The Consolidated Statement of Changes in Equity is to be read in conjunction with the Notes to the Financial Statements.

# Consolidated Cash Flow Statement Half-Year ended 31 December 2008

	Economic Entity	
	31.12.2008 \$	31.12.2007 \$
Cash Flows from Operating Activities		
Receipts from customers	658,249	513,579
Payments to suppliers and employees	(1,676,355)	(2,894,274)
Upfront Wagering fee	-	(2,800,000)
Interest received	40,761	143,547
Net cash provided by (used in) operating activities	(977,345)	(5,037,148)
Cash Flows from Investing Activities		
Purchase of plant and equipment	(586)	(180,770)
Short term investment (reclassification) <sup>a</sup>	-	(6,000,000)
Proceeds from realisation of short term investments	-	3,642,181
Cash paid for non-current assets	-	(20,049)
Net cash provided by (used in) investing activities	(586)	(2,558,638)
Cash Flows from Financing Activities		
Proceeds from borrowings	<u>-</u>	427,631
Net increase (decrease) in cash held	(977,931)	(7,168,155)
Cash at 1 July	1,540,339	7,353,757
Cash at 31 December	562,408	185,602

(a) The 31 December 2007 closing cash balance reflects the reclassification of the Company's Floating Rate Note (FRN) investments from cash or cash equivalent, to short term investments.

The Consolidated Cash Flow Statement is to be read in conjunction with the Notes to the Financial Statements.

# Notes to the Half-Year Financial Statements 31 December 2008

# **Note 1: Significant Accounting Policies**

# **Reporting Entity**

Two Way Limited (the "Company") is a company domiciled in Australia. The consolidated half-year financial report of the Company as at and for the six months ended 31 December 2008 comprises the Company and its controlled entities (together referred to as the "Group" or "Consolidated Entity").

# **Statement of Compliance**

The consolidated half-year financial report is a general purpose financial report prepared in accordance with the requirements of the *Corporations Act 2001*, Accounting Standard AASB 134: Interim Financial Reporting, Urgent Issues Group Interpretations and other authoritative pronouncements of the Australian Accounting Standards Board.

The consolidated half-year financial report does not include notes of the type normally included in an annual financial report and should be read in conjunction with the annual financial report for the year ended 30 June 2008 and any public announcements made by Two Way Limited and its controlled entities during the half year in accordance with the continuous disclosure obligations arising under the *Corporations Act 2001*.

This consolidated half-year financial report was approved by the Board of Directors on 26<sup>th</sup> February 2009.

# **Going Concern**

The Consolidated entity incurred a loss of \$1,417,096 for the 6 months to 31 December 2008.

Notwithstanding this, the Directors believe that the consolidated entity will be able to generate sufficient revenue and/or access sufficient sources of funds where needed and, accordingly, have prepared the half year financial report on a going concern basis. At this time, the Directors are of the opinion that no asset is likely to be realised for an amount less than the amount at which it is recorded in the half year financial report at 31 December 2008.

Accordingly, no adjustments have been made to the half year financial report relating to the recoverability and classification of the asset carrying amounts or the amount and classification of liabilities.

The Directors believe this basis continues to be appropriate given the following:

- the recent announcement of a non-renounceable, fully underwritten rights issue to existing eligible shareholders, to raise approximately \$1.09 million to fund working capital;
- the successful launch of the Company's TV wagering service in Victoria and NSW, and the continued focus to expand the service throughout Australia on a best endeavours basis, and in due course to deploy the technology overseas;
- there being no further upfront fees to be paid with regard to further deployment of the TV wagering service;
- ongoing savings accrued from the restructure or termination of licence agreements with third parties; and
- continued costs savings in staff costs and other overhead and discretionary lines.

# Note 1: Significant Accounting Policies (con't)

Apart from that noted below, the accounting policies applied in preparing the financial statements for the half-year ended 31 December 2008, are consistent with those applied in preparing the comparative information presented in these financial statements and are the same as those applied by the consolidated entity in its consolidated financial report as at and for the year ended 30 June 2008.

# Prepaid wagering fee

The Company commenced to progressively write off the prepaid wagering fee upon the commercial launch of the Sky Racing Active service 28 April 2008. The fee is amortised straight line over the term of the Sky Racing Active agreement, which expires in April 2013. The fee, which was disclosed as cost of sales in the June 2008 annual report, has been reclassified to amortisation expense in the half year to 31 December 2008 income statement. The impact of this change on the comparative balances is an increase in retained losses of \$169,995 at 30 June 2008.

# **Note 2: Segment Reporting**

- i. Primary Reporting Business Segments
   The economic entity operates in a single business segment, being the management and development of interactive applications.
- ii. Secondary Reporting Geographical Segments
   The economic entity operates in a single geographic segment, being Australia.

#### **Note 3: Subsequent Events**

MIUO BSN IBUOSIBQ JO-

In February 2009, the Company announced that it would seek to raise \$1.09 million in new equity via a 1-for-2 non-renounceable, fully underwritten rights issue to its existing shareholders. The proceeds from the rights issue is to be used for general working capital purposes, including the continued roll out of the Company's TV wagering service across Australia. The offer price is 2c per share and is underwritten by Bell Potter Securities. E.L & C. Baillieu Stockbroking has taken a major sub-underwriting position.

# **Directors' Declaration**

The directors of the company declare that:

- **1.** The financial statements and notes as set out on pages 6 11:
  - (a) comply with Accounting Standard AASB 134: Interim Financial Reporting and the Corporations Regulations; and
  - **(b)** Give a true and fair view of the economic entity's financial position as at 31 December 2008 and of its performance for the half-year ended on that date.
- In the Director's opinion there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Board of Directors.

Director

S. J. McGregor

S. J. Mulyeger

Dated this

27<sup>th</sup> day of February 2009



#### INDEPENDENT AUDITOR'S REVIEW REPORT

To the members of Two Way Limited

# Report on the Half-Year Financial Report

We have reviewed the accompanying consolidated half-year financial report of Two Way Limited, which comprises the condensed balance sheet as at 31 December 2008, and the condensed income statement, condensed statement of changes in equity and condensed cash flow statement, selected explanatory notes and the directors' declaration.

Directors' Responsibility for the Half-Year Financial Report

The directors of the company are responsible for the preparation and fair presentation of the half-year financial report in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations) and the *Corporations Act 2001*. This responsibility includes designing, implementing and maintaining internal control relevant to the preparation and fair presentation of the half-year financial report that is free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

# Auditor's Responsibility

Our responsibility is to express a conclusion on the half-year financial report based on our review. We conducted our review in accordance with Auditing Standard on Review Engagements ASRE 2410 Review of an Interim Financial Report Performed by the Independent Auditor of the Entity, in order to state whether, on the basis of the procedures described, we have become aware of any matter that makes us believe that the financial report is not in accordance with the Corporations Act 2001 including: giving a true and fair view of the company's financial position as at 31 December 2008 and its performance for the half-year ended on that date; and complying with Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001. As the auditor of Two Way Limited, ASRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial report.

A review of a half-year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### Independence

In conducting our review, we have complied with the independence requirements of the *Corporations Act 2001*.

13



Level 29, 66 Goulburn Street, Sydney NSW 2000

T (61 2) 8263 4000 F (61 2) 8263 4111 E info@williambucknsw.com.au W www.williambuck.com.au

William Buck is an association of independent firms, each trading under the name of William Buck in Melbourne, Sydney, Brisbane, Adelaide and Perth • Affiliated with AGN International Liability limited by a scheme approved under Professional Standards Legislation

# Conclusion

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the half-year financial report of Two Way Limited is not in accordance with the *Corporations Act 2001* including:

- (a) giving a true and fair view of the consolidated entity's financial position as at 31 December 2008 and of its performance for the half-year ended on that date; and
- (b) complying with Accounting Standard AASB 134 Interim Financial Reporting and Corporations Regulations 2001.

Material Uncertainty Regarding Continuation as a Going Concern

Without qualification to the conclusion expressed above, attention is drawn to the following matter. The matters described in Note 1 in the half year financial report indicate that further working capital may be required within the next 12 months if revenues from the company's TV Wagering Service are insufficient to meet the company's working capital requirements. Accordingly, there exists material uncertainty which may cast significant doubt about the consolidated entity's ability to continue as a going concern and whether it will realise its assets and extinguish its liabilities in the normal course of business and at the amounts stated in the half year financial report.

William Buck Chartered Accountants

Neil Esho

Partner

Sydney, 27 February 2009