



24 June 2005

## **MYOB Strengthens Mid-Market Position by Investing in NetReturn**

MYOB Limited (ASX: MYO) has invested in and entered a strategic relationship with NetReturn to further strengthen its position as a supplier to medium-sized businesses in Australia and New Zealand. The relationship builds on MYOB's leadership position in the delivery of innovative business management systems for small-medium businesses and accountants.

NetReturn is the exclusive distributor of the NetSuite range of integrated on-demand mid-market ERP, CRM and eCommerce solutions, in Australia and New Zealand. NetSuite is the global leader in providing hosted business management systems, with more than 7,500 customers worldwide.

MYOB Chief Executive Officer, Craig Winkler stated, "We're excited to forge this relationship, as we have complementary offerings and great opportunities together. In partnership we will deliver an outstanding scalable mid-market solution for fast growing Australasian businesses."

NetReturn CEO, Mason Little, added "We believe that there is a lot to gain for both companies from this relationship. MYOB is investing in the future of integrated hosted applications, a market led by NetSuite. For NetReturn this alliance will take NetSuite to a whole new level in Australasia. Gaining the support of MYOB and expanding our distribution channels will bring the integrated ASP model into mainstream Australasian business."

NetReturn has a rapidly growing customer base in Australia and New Zealand. The company forecasts revenue of more than A\$7 million for the year ending 30 June 2005 and is expected to become profitable in the 2006 financial year. MYOB's investment is A\$7 million for 35 percent of the equity in NetReturn. MYOB has an option to acquire the remaining equity in NetReturn in either 2007 or 2008.

MYOB CEO, Craig Winkler continued, "As businesses grow, their needs change. Through this partnership we can provide an excellent solution for businesses challenged by multiple branches, a desire for integrated applications including eCommerce and for any mid-sized business that wants to focus on their business, not their IT infrastructure."

NetSuite competes strongly against mid-market systems such as Microsoft Great Plains, SAP Business One and Sage AccPac. NetSuite excels through offering complete front-office to back-office integration and by delivering lower total cost of ownership (TCO). As a hosted on-demand system, NetSuite eliminates the traditional time and cost of building and maintaining IT infrastructure.

In a recent report the Yankee Group did a complete costing comparison of a 20 user site, comparing an implementation using NetSuite versus an implementation using a Sage ERP system and a Sage CRM system. Over the five year analysis period Yankee reported that NetSuite delivered a TCO which was less than half of the Sage cost. This equates to savings of A\$318/month/user over five years.

NetSuite becomes MYOB's preferred mid-range ASP business management and CRM solution. MYOB will work with its professional partners and accounting practice clients to build awareness of NetSuite and an understanding of its suitability to their clients.

With the relationship now in place, further detail will follow in coming weeks.

Businesses interested in evaluating NetSuite should visit [www.netsuite.com.au](http://www.netsuite.com.au) or contact NetReturn in Australia on 1 300 738 879 or in New Zealand on 0800 543 371.

- ENDS -

**For further information please contact:**

**Shareholders/Analysts**

Barry Brott  
General Manager, Corporate Development  
MYOB Limited  
Tel: +61 3 9222 9875  
E-mail: [barry.brott@myob.com](mailto:barry.brott@myob.com)

**Media**

Paul Goldsmith, NetReturn  
Public Relations Manager  
Tel: +61 2 9779 0131 or 0404 871 220  
E-mail: [paul.goldsmith@netsuite.com.au](mailto:paul.goldsmith@netsuite.com.au)  
**OR**  
Caroline Jackson, MYOB Limited  
Corporate Relations Manager  
Tel: +61 3 9222 9741 or 0423 602 632

---

**About MYOB**

MYOB is a global provider of solutions that liberate business owners and accountants from the burden of day to day administration, empowering them to achieve business success. MYOB develops and delivers award-winning software, services and support for more than 500,000 businesses and over 10,000 accounting practices worldwide.

Owner-operated businesses are the most dynamic force in the world economy and yet they are universally challenged by limited resources. MYOB uses its knowledge, expertise and scale to help them build better businesses.

MYOB also works directly with accounting practices to streamline their processes and maximise their productivity. MYOB solutions are used by leading accounting practices from tax agents and sole practitioners to the 'Big 4' firms.

Through its understanding and partnership with both business owners and accountants, MYOB strives to further enhance the links between them for their mutual benefit. MYOB Limited is a public company listed on the Australian Stock Exchange (ASX symbol 'MYO').

**About NetReturn and NetSuite**

NetReturn is the exclusive Australasian distributor of the NetSuite range of integrated online business applications. NetReturn Pty Ltd is a privately held company with investors including MYOB Limited, Saltbush Annuity Growth Management and the David Shein consortium.

NetSuite is the world's leading integrated online business application with more than 7,500 customers worldwide. Products include NetSuite, NetSuite CRM, and NetSuite Small Business Suite. NetSuite products have won many industry awards, including PC Magazine Technical Excellence Award in 2005, PC Magazine Australia 'Recommended' 2004, eWeek - No.1 Enterprise CRM product 2004, PC Magazine USA Editor's Choice Award 2003, Forbe's Best of the Web 2003.

NetReturn also provides online services to corporations and governments to develop integrated and effective online solutions that deliver a measurable return. NetReturn's clients include: AGL, AMP, AusAID, Australian National Training Authority, News Limited and Commonwealth Bank of Australia.