

April 2005 – Eduss makes 29<sup>th</sup> in BRW UpStart listing for 2005



BRW, March 31-April 6, 2005

SAP 37

# UPSTARTS

RANK	COMPANY	FOUNDERS	FOUNDERS' AGE	INDUSTRY	YEAR FOUNDED	REVENUE (2003-04) (\$000)
1	Bevlie Foods Australia	Tim Pothack	43	Fruit juice	2003	12,000
2	Pubby	Mark Alexander Erbe	36	Hotels/pubs	2004	9,010
3	ETN Group of Companies	David Hammetts, Leon Gorman	32, 34	Travel & events	2001	7,808*
4	Business Strategies International	Kevin Kopp	44	Business services	1991	5,500
5	Wagamea	Stewart Kozlowski	35	Hospitality	2002	5,000
6	Optix Consulting	Richard Pearce	39	Business	2002	3,200
7	Sales Marketing and Real Technology	William Scott	25	Marketing	1990	3,190
8	VisionBytes	Peter Fan	41	Digital media	2001	2,701
9	SmartCafe	Liam Doyle, James Miller	38, 30	Food retail	2003	2,718
10	RedBuller Bars	Nancy Simon	40	Gift experiences	2003	2,500
11	Electron Keying Australia	Steven Fine, Geoffrey Plummer	34, 36	Security	2001	2,000
12	Colibon Instruments	Chris Fenton	37	Manufacturing	1997	1,960
13	BodyDance	Greg Richard	55	Health care	2001	1,026
14	Steve Watson & Partners	Steve Watson	31	Construction consulting	2001	1,830
15	Calypso	John Maher	30	Technology	2000	1,800
16	ICM International Communications	Chris Gray	44	Public relations	1999	1,800
17	Calypso Technologies	Mark Rheinlander	41	Software	2001	1,501
18	Vision Define	Ian Johnston, Matt Connolly	38, 37	IT & gas drilling technology	2000	1,500
19	NanoMedia Studios	Steve Fawcett	35	Digital media	2000	1,450
20	Objectix	Karenne Hewitt, David Buty	34, 37	Software	1991	1,321
21	Law & Finance	Russell Tucker	36	Education	2000	1,320
22	Liquid Ideas	Angie Matthews, Stuart Grigg	31, 36	Marketing	2001	1,300
23	NetMagna	Henry Okraglik, Magnus Cameron	44, 37	Software	2000	1,220
24	ARK Consulting Group	Earl Ewing	37	Risk management	2001	1,201
25	The CFO Solution	Philip Harris	45	Accounting	2001	1,100
26	Carerra Australia	Diana Firth	36	Recruitment	2001	1,050
27	Symbio Networks	Andy Fung, Rose Suga	33, 32	Telecommunications	2002	1,045
28	Plastic Technologies	David Mackenzie	52	Biomaterials packaging	1987	1,040
29	Edusa	Tim Scherman	39	Education	2001	1,036
30	Marketix	Anna Wittich	30	Insurance	2003	1,034**
31	Eyecare Plus	Tony Harris	54	Health care	2001	984
32	Loaded Footwear	Brendan McKeown	28	Fashion	2003	830
33	Australian Celebrations Training	Estelle O'Brien	47	Education	2003	818
34	Neuroonics	Peter Hardy	41	Health care	2001	812**
35	Wireless IP Technology	George Skelpanonidis	35	Telecommunications	2001	670
36	Picbel	Mario Tapia	47	Business services	2002	664
37	Aussieham.com	Charlie Cunningham	41	Real estate	2000	645
38	Wise People Management	Ian Wilson	38	Recruitment	2002	550
39	Cruz Cybernetics	Maarten Verij	46	Software	2000	527
40	Ginger & Smart	Alexandra Smart, Gemma Smart	34, 32	Fashion	1982	500

\* Revenue does not include gross profit value on travel products. Total transaction value for ETN Group of Companies was \$25.4 million. \*\* Revenue is for calendar year 2004.