

NETSOL TECHNOLOGIES INC

Form 424B1

February 04, 2004

**Table of Contents**

**This filing is made pursuant  
to Rule 424(B)(1) under  
the Securities Act of  
1933 in connection with  
Registration No. 333-109703**

**PROSPECTUS**

**1,067,963 SHARES OF COMMON STOCK  
OF  
NETSOL TECHNOLOGIES, INC.**

This prospectus relates to the offering for resale of NetSol Technologies, Inc. common stock by certain selling stockholders, who will use this prospectus to resell their shares of common stock. The shares of common stock being offered were acquired by the selling stockholders in a private placement. In addition, certain shares of common stock underlying warrants were acquired pursuant to consulting agreements with the warrant holders. In this prospectus, we sometimes refer to the common stock as the securities. In this prospectus, the terms NetSol, we, or us will each refer to NetSol Technologies, Inc.

We will not receive any proceeds from sales by the selling stockholders.

Our common stock is traded on the NASDAQ Small Cap Market under the symbol NTWK. The closing price of our common stock on January 5, 2004, was \$2.22.

We will bear all expenses, other than selling commissions and fees, in connection with the registration and sale of the shares being offered by this prospectus.

**INVESTING IN OUR SECURITIES INVOLVES A HIGH DEGREE OF RISK. SEE RISK  
FACTORS BEGINNING ON PAGE 3**

**NEITHER THE SECURITIES AND EXCHANGE COMMISSION NOR ANY STATE SECURITIES COMMISSION HAS  
APPROVED OR DISAPPROVED OF THESE SECURITIES OR DETERMINED IF THIS PROSPECTUS IS TRUTHFUL OR  
COMPLETE. ANY REPRESENTATION TO THE CONTRARY IS A CRIMINAL OFFENSE.**

February 4, 2004

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**TABLE OF CONTENTS**

PROSPECTUS SUMMARY

RISK FACTORS

SPECIAL NOTE REGARDING FORWARD-LOOKING STATEMENTS

USE OF PROCEEDS

SELLING STOCKHOLDERS

PLAN OF DISTRIBUTION

LEGAL PROCEEDINGS

DIRECTORS, EXECUTIVE OFFICERS, PROMOTERS AND CONTROL PERSONS

SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT

DESCRIPTION OF SECURITIES TO BE REGISTERED

DISCLOSURE OF COMMISSION POSITION OF INDEMNIFICATION FOR SECURITIES ACT

LIABILITIES

DESCRIPTION OF BUSINESS

MANAGEMENT'S DISCUSSION AND ANALYSIS AND PLAN OF OPERATIONS

DESCRIPTION OF PROPERTY

CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS

MARKET FOR COMMON EQUITY AND RELATED STOCKHOLDER MATTERS

EXECUTIVE COMPENSATION

FINANCIAL STATEMENTS

CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS

WHERE YOU CAN FIND MORE INFORMATION

---

**Table of Contents**

**TABLE OF CONTENTS**

|   |            |
|---|------------|
| <b>PROSPECTUS SUMMARY</b>   | <b>1</b>   |
| <b>RISK FACTORS</b>   | <b>3</b>   |
| <b>SPECIAL NOTE REGARDING FORWARD LOOKING STATEMENTS</b>                                    | <b>8</b>   |
| <b>USE OF PROCEEDS</b>  | <b>8</b>   |
| <b>SELLING STOCKHOLDERS</b>   | <b>9</b>   |
| <b>PLAN OF DISTRIBUTION</b>   | <b>11</b>  |
| <b>LEGAL PROCEEDINGS</b>  | <b>13</b>  |
| <b>DIRECTORS, EXECUTIVE OFFICERS, PROMOTERS AND CONTROL PERSONS</b>                         | <b>14</b>  |
| <b>SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT</b>                       | <b>17</b>  |
| <b>DESCRIPTION OF SECURITIES TO BE REGISTERED</b>   | <b>18</b>  |
| <b>DISCLOSURE OF COMMISSION POSITION OF INDEMNIFICATION FOR SECURITIES ACT LIABILITIES</b>  | <b>18</b>  |
| <b>DESCRIPTION OF BUSINESS</b>  | <b>19</b>  |
| <b>MANAGEMENT'S DISCUSSION AND ANALYSIS AND PLAN OF OPERATIONS</b>                          | <b>32</b>  |
| <b>DESCRIPTION OF PROPERTY</b>  | <b>39</b>  |
| <b>CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS</b>                                       | <b>40</b>  |
| <b>MARKET FOR COMMON EQUITY AND RELATED STOCKHOLDER MATTERS</b>                             | <b>40</b>  |
| <b>EXECUTIVE COMPENSATION</b>   | <b>41</b>  |
| <b>FINANCIAL STATEMENTS</b>   | <b>F-1</b> |
| <b>CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE</b> | <b>44</b>  |
| <b>WHERE YOU CAN FIND MORE INFORMATION</b>  | <b>44</b>  |
| <b>EXHIBITS</b>   | <b>47</b>  |
| <b>UNDERTAKING</b>  | <b>49</b>  |

---

**Table of Contents**

**PROSPECTUS SUMMARY**

The following summary contains basic information about NetSol and this prospectus. Because it is a summary, it does not contain all of the information that you should consider before investing in this offering. For a more complete understanding of this offering, you should read the entire prospectus carefully, including the Risk Factors starting on page 3.

We are an end-to-end information technology ( IT ) and business consulting services provider for the lease and finance, banking and financial services industries. We operate on a global basis with locations in the U.S., Europe, East Asia and Asia Pacific. We help our clients identify, evaluate, and implement technology solutions to meet their most critical business challenges and maximize their bottom line. Our products include sophisticated software applications for the asset-based lease and finance industry. By utilizing our worldwide resources, we believe we are able to deliver high quality, cost-effective IT services, ranging from consulting and application development to systems integration and outsourcing. We have achieved the ISO 9001 and SEI (Software Engineering Institute) Capable Maturity Model Level 3 certifications. Additionally, through our IP Backbone, located in Karachi, Pakistan, we offer a package of wireless broadband services, which include high-speed Internet access, support and maintenance.

Our subsidiary, Network Technologies Pvt. Ltd., a Pakistan Limited Company, ( NetSol PK ) develops the majority of our software. NetSol PK was the first company in Pakistan to achieve the ISO 9001 and Software Engineering Institute Capability Maturity Model Level 3 software development assessment. As maintained by the SEI, maturity levels measure the maturity of a software company s methodology that in turn ensures enhanced product quality resulting in faster project turn-around and a shortened time to market.

During recent years, we have focused on developing software applications for the leasing and financial service industries. In late 2002, we launched a new suite of software products under the name LeaseSoft. The LeaseSoft suite is comprised of four major integrated asset based leasing/financing software applications. The suite, consisting of a Credit Application Creation System (LeaseSoft.CAC), a Credit Application Processing System (LeaseSoft.CAP), a Contract Activation & Management System (LeaseSoft.CAM) and a Wholesale Finance System (LeaseSoft.WFS), whether used alone or together, provides the user with an opportunity to address specific sub-domains of the leasing/financing cycle from the credit approval process through the tracking of the finance contract and asset.

We recently acquired Pearl Treasury System Ltd., a United Kingdom company. Pearl Treasury Systems has developed the PTS system for use by financial institutions and customers. The system is designed to seamlessly handle foreign exchange and money market trading, trading in derivative products, risk management, credit control, pricing and various interfaces for rate feeds, with one system platform. The system platform, modular in design, also allows financial institutions to purchase only the modules they require. The PTS system was developed over five years with a \$4 million investment by a group of visionaries in the U.K. This group completed nearly 80% of the product and needed a stronger development and business partner who could take over completion and marketing. With the acquisition, NetSol believes we have become that partner.

We market our software products worldwide to companies primarily in the automobile finance, leasing and banking industries. In February 2003, we successfully implemented our LeaseSoft.CAM for Daimler Chrysler Singapore and received a fee in excess of \$2 million. Some of our other customers include: Mercedes Benz Finance Japan; Yamaha Motors Finance Australia; Tung-Yang Leasing Company Taiwan; Debis Portfolio Systems UK; DaimlerChrysler Services Australia;

**Table of Contents**

DaimlerChrysler Leasing Thailand; DaimlerChrysler Services Korea; UMF Leasing Singapore; and, DaimlerChrysler Services New Zealand. In addition, NetSol provides offshore development and customized I/T solutions to blue chip customers such as Citibank Pakistan, DCD Holding UK and Habib Allied Bank UK. With the acquisition of Altvia Technologies, Inc. (now NetSol USA) in June 2003, we believe we acquired, as clients, some of the most well known higher education and telecommunications associations based on the east coast of the United States. We are also a strategic business partner for DaimlerChrysler Services Asia Pacific, which consists of a group of many companies, including some of the ones referred to above.

We were incorporated under the laws of the State of Nevada on March 18, 1997. Our principal executive offices are located at 23091 Calabasas Road, Suite 2072, Calabasas, CA 91302. Our telephone phone number is (818) 222-9195 and our website address is <http://www.netsoltek.com>.

This prospectus relates to the offering for resale of NetSol Technologies, Inc. common stock by certain selling stockholders, who will use this prospectus to resell their shares of common stock. The majority of the shares of common stock being offered were acquired by the selling stockholders in a private placement. The remaining shares being offered underly warrants provided to consultants for business services provided to NetSol and to the placement agent as compensation for services provided to NetSol in the private placement. We will not receive any proceeds from sales by the selling stockholders. For further information about the selling stockholders, see Selling Stockholders.

**THE OFFERING**

|                          |  |
|--------------------------|--|
| Common Stock Offered     | The selling stockholders are offering up to 1,067,963 shares of our common stock. The selling stockholders will determine when they will sell their shares.  |
| Common Stock outstanding | We have 7,830,212 shares of common stock issued and outstanding as of January 5, 2004.   |
| Use of Proceeds          | We will not receive any of the proceeds from sale of shares of common stock offered by the selling stockholders.   |
| Trading Market           | Our common stock is currently listed on the NASDAQ SmallCap Market under the trading symbol NTWK.  |
| Risk Factors             | Investment in our common stock involves a high degree of risk. You should carefully consider the information set forth in the Risk Factors section of this prospectus as well as other information set forth in this prospectus, including our financial statements and related notes. |

**Table of Contents**

**RISK FACTORS**

An investment in our securities is extremely risky. You should carefully consider the following risks, in addition to the other information presented in this prospectus, before deciding to buy our securities. If any of the following risks actually materialize, our business and prospects could be seriously harmed, the price and value of our securities could decline and you could lose all or part of your investment. The risks and uncertainties described below are intended to be the material risks that are specific to us and to our industry.

**RISKS RELATED TO OUR BUSINESS**

**We Have Received A Going Concern Opinion From Our Auditors Indicating That There Is Substantial Doubt As To Whether We Can Remain In Business.**

In an audit report dated August 11, 2003, Kabani & Company, Certified Public Accountants, our auditors, indicated that there was substantial doubt as to our ability to continue as a going concern. Our ability to continue as a going concern is dependant upon our obtaining sufficient additional financing for our operations or reaching profitability. We cannot assure you that we will be able to either generate funds internally or raise sufficient funds to continue our operations, or that our auditors will not issue another going concern opinion. Our failure to raise sufficient additional funds, either through additional financing or continuing operations, will have a material adverse effect on our business and financial condition and we may be forced to curtail operations.

**We Will Require Additional Financing; We May Not Achieve Profitability; We Anticipate Continued Losses; Current Liabilities Exceed Current Assets.**

As of the fiscal year ended June 30, 2003, we had a current working capital deficit of \$759,061, and at September 30, 2003, it was \$743,696. We have a current short-term liability to three banks in the amount of \$348,426, which needs to be satisfied by April 15, 2004. We had a net loss of \$2,137,506 in fiscal 2003 and a net loss of \$868,350 in the first quarter of fiscal 2004, ended September 30, 2003. In addition, we continue to operate at a deficit on a monthly basis, which is not expected to change in the foreseeable future, even with the implementation of our current business plan. See Management's Discussion and Analysis and Plan of Operations on page 32 of this prospectus for further information about our current business plan. Notwithstanding that we raised \$1,215,000 in July 2003, we will need to raise additional funds in the amount of at least \$2,000,000 to continue operations for the next year. We anticipate that current funds are sufficient to operate our business for 6 months. If we ever do achieve profitability, we cannot assure you that we can sustain or increase profitability. If revenues grow slower than we anticipate, or if operating expenses exceed our expectations or cannot be adjusted accordingly, our business, results of operations and financial condition will be materially and adversely affected. No assurance can be given that the we will improve our financial condition.

**We May Have Difficulty Raising Needed Capital in the Future, Which Could Significantly Harm Our Business.**

We will require additional financing in order to support further expansion, develop new or enhanced services or products, respond to competitive pressures, acquire complementary businesses or technologies or take advantage of unanticipated opportunities. Our ability to arrange such financing in the future will depend in part upon the prevailing capital market conditions, as well as our business performance. There can be no assurance that we will be successful in our efforts to arrange additional financing on

**Table of Contents**

satisfactory terms. If additional financing is raised by the issuance of our shares, control of NetSol may change and stockholders may suffer additional dilution. If adequate funds are not available, or are not available on acceptable terms, we may not be able to take advantage of opportunities, or otherwise respond to competitive pressures and remain in business.

**We May Not Be Able To Realize The Benefits Of Our Strategic Plan.**

As discussed in Description of Business starting on page 39, after the restructuring undertaken in fiscal year 2002 and part of fiscal year 2003, we have undertaken a business plan designed to optimize this restructuring. Although our management is confident about our ability to realize some benefits from the restructuring, the level of benefits to be realized could be affected by a number of factors including, without limitation, (a) our ability to raise sufficient funds, (b) our ability to continue to operate as planned without further stockholder hostile takeover attempts, (c) our ability to prosper given the current uncertainty in the US technology industry; and, (c) our ability to react effectively to the global political and business effects of the political events around the world and particularly in Pakistan.

**We Depend Heavily On A Limited Number Of Client Projects And The Loss Of Any Such Projects Would Adversely Affect Our Operating Results.**

As of the fiscal year ended June 30, 2003, and the quarter ended September 30, 2003, we derived approximately 20% of our net revenues from DaimlerChrysler Asia Pacific Services (which consists of a group of companies and clients). DaimlerChrysler Asia Pacific Services consists of a number of companies, each of which are uniquely different customers and none of which represents greater than 10% of our net revenues. We also have other significant clients whose business is critical to our success. The loss of any of our principal clients for any reason, including as a result of the acquisition of that client by another entity, could have an adverse effect on our business, financial condition and results of operations.

**If Any Our Clients Terminate Their Contracts With Us, Our Business Could Be Adversely Affected.**

Many of our clients have the ability to cancel certain of their contracts with us with limited advance notice and without significant penalty. Any such termination could result in a loss of expected revenues related to that client's project. A cancellation or a significant reduction in the scope of a large project could have a material adverse effect on our business, financial condition and results of operations.

**If We Are Unable To Protect Our Proprietary Software, Our Business Could Be Adversely Affected.**

Our success as a company depends, in part, upon our work product being deemed proprietary software, along with other intellectual property rights. While both the LeaseSoft and NetSol trade names and marks are copyrighted and trademarked in Pakistan, we have not registered any trademarks or filed any copyrights in any other jurisdictions. We rely on a combination of nondisclosure and other contractual arrangements, and common law intellectual property, trade secret, copyright and trademark laws to protect our proprietary rights. As a matter of course, we generally enter into confidentiality agreements with our employees, and require that our consultants and clients enter into similar agreements. We also limit access to our proprietary information. There can be no assurance that these steps will be adequate to deter misappropriation of proprietary information or that we will be able to detect unauthorized use and take appropriate steps to enforce our intellectual property rights. In addition, although we believe that our



## **Table of Contents**

services and products do not infringe on the intellectual property rights of others, there can be no assurance that infringement claims will not be asserted against us in the future, or that if asserted, any such infringement claim will be successfully defended. A successful claim against us could materially adversely affect our business, financial condition and results of operations.

### **We May Not Have The Right To Resell Or Reuse Software Developed For Specific Clients.**

A portion of our business involves the development of software for specific client engagements. Ownership of these solutions is the subject of negotiation and is frequently assigned to the client, although we may retain a license for certain uses. Some clients have prohibited us from marketing the software developed for them for specified periods of time or to specified third parties. There can be no assurance that our clients will not demand similar or other restrictions in the future. Issues relating to the ownership of and rights to use our software solutions can be complicated and there can be no assurance that potential disputes will not affect our ability to resell or reuse these software solutions. While we have not incurred such expense in the past, limitations on our ability to resell or reuse software solutions could require us to incur additional expenses to develop new solutions for future projects.

### **International Expansion Of Our Business Could Result In Financial Losses Due To Changes In Foreign Political And Economic Conditions Or Fluctuations In Currency And Exchange Rates.**

We expect to continue to expand our international operations. As well as the two offices in the United States, we currently have offices in Pakistan, the UK and Australia. In fact, approximately 80% of our revenue is generated by non-U.S. sources. Our international operations are subject to other inherent risks, including:

- political uncertainty in Pakistan and the South-East Asian Region, particularly in light of the United States war on terrorism and the Iraq war.

- recessions in foreign countries;

- fluctuations in currency exchange rates;

- difficulties and costs of staffing and managing foreign operations;

- reduced protection for intellectual property in some countries;

- political instability or changes in regulatory requirements or the potential overthrowing of the current government in certain foreign countries; and,

- U.S. imposed restrictions on the import and export of technologies.

- U.S. imposed restrictions on the issuances of business and travel visas to foreign workers primarily those from Middle Eastern or East Asian countries.

### **We Are Controlled By and Are Dependent On Our Key Personnel.**

Our management is currently controlled and operated by various members of the Ghauri family. Our success will depend in large part upon the continued services of those individuals including Messrs. Salim Ghauri, Najeeb Ghauri and Naeem Ghauri. The death or loss of the services of any one of them or of any

**Table of Contents**

one or more of our other key personnel could have a material adverse effect on our business, financial condition and results of operations. We do not have key man life insurance on these individuals. In addition, if one or more of our key employees resigns to join a competitor or to form a competing company, the loss of such personnel and any resulting loss of existing or potential clients to any such competitor could have a material adverse effect on our business, financial condition and results of operations. In the event of the loss of any key personnel, there can be no assurance that we will be able to prevent the unauthorized disclosure or use of our technical knowledge, practices or procedures by such personnel. We entered into employment agreements with Messrs. Salim, Najeeb and Naeem Ghauri on April 22, 2002, for a period of three (3) years. Messrs. Salim, Najeeb and Naeem Ghauri have non-competition and anti-raid clauses in their employment agreements with us.

**Certain Of Our Management Team Have Relationships Which May Potentially Result In Conflicts Of Interests.**

In fiscal year 2003 certain of our management team loaned funds to our company for operating costs. Similar transactions occurred in fiscal year 2004. While these transactions were approved by the board of directors, and we deem such transactions to be fair in their terms, and such transactions have not resulted in the management team choosing personal gain over company gain, such transactions constitute a potential conflict of interest between our management members' personal interest and the interest of our company in that management could be motivated to repay debts owed to the management team rather than using that money for the company growth. See Certain Relationships and Related Transactions on page 40 for information about relationships between our officers and/or directors which could result in a Conflict of Interest.

**We Face Significant Competition In Markets That Are New And Rapidly Changing.**

The markets for the services we provide are highly competitive. We principally compete with strategy consulting firms, Internet professional services firms, systems integration firms, software developers, technology vendors and internal information systems groups. Many of the companies that provide services in the markets we have targeted have significantly greater financial, technical and marketing resources than we do, have greater name recognition and generate greater revenues. Potential customers may also have in house employees that can compete with or replace us. In addition, there are relatively low barriers to entry into these markets and we expect to continue to face competition from new entrants into these same markets. We believe that the principal competitive factors in these markets include:

our ability to integrate strategy, experience modeling, creative design and technology services;

quality of service, speed of delivery and price;

industry knowledge;

sophisticated project and program management capability; and

Internet technology expertise and talent.

We believe that our ability to compete also depends on a number of competitive factors outside our control, including:

**Table of Contents**

ability of our competitors to hire, retain and motivate professional staff;

development by others of Internet services or software that is competitive with our solutions; and

extent of our competitors' responsiveness to client needs.

There can be no assurance that we will be able to compete successfully in these markets.

**RISKS RELATED TO INVESTING IN THIS OFFERING**

**Our Stock Price Has Historically Been Volatile; Our Stock Price After This Offering Will Be Subject To Market Factors. Investing In Our Stock May Result In Substantial Losses for Investors.**

The trading price of our common stock has historically been volatile. The future trading price of our common stock could be subject to wide fluctuations in response to:

quarterly variations in operating results and achievement of key business metrics;

changes in earnings estimates by securities analysts, if any;

any differences between reported results and securities analysts' published or unpublished expectations;

announcements of new contracts or service offerings by the Company or competitors;

market reaction to any acquisitions, joint ventures or strategic investments announced by the Company or competitors;

demand for our services and products;

changes of shares being sold pursuant to Rule 144 or upon exercise of the warrants; and

general economic or stock market conditions unrelated to the Company's operating performance.

**Potential Future Sales Pursuant To Rule 144 May Have A Depressive Effect On The Trading Price Of Our Securities.**

Certain shares of common stock presently held by officers, directors and certain others are restricted securities as that term is defined in Rule 144, promulgated under the Act. Under Rule 144, a person (or persons whose shares are aggregated) who has satisfied a one year holding period, may, under certain circumstances sell within any three month period a number of shares which does not exceed the greater of 1% of the then outstanding shares of common stock, or the average weekly trading volume during the four calendar weeks prior to such sale. Rule 144 also permits, under certain circumstances, including a two-year holding period, the sale of shares by a person without any quantity limitation. Such holding periods have already been satisfied in many instances. Therefore, actual sales or the prospect of sales of such shares under Rule 144 in the future may depress the prices of our common stock.

**Table of Contents**

**SPECIAL NOTE REGARDING FORWARD-LOOKING STATEMENTS**

Some of the statements under Prospectus Summary, Risk Factors, Management's Discussion and Analysis of Financial Condition and Plan of Operation, Description of Business in this prospectus are forward-looking statements. These statements involve known and unknown risks, uncertainties, and other factors that may cause our or our industry's actual results, levels of activity, performance, or achievements to be materially different from any future results, levels of activity, performance, or achievements expressed or implied by forward-looking statements. Such factors include, among other things, those listed under Risk Factors and elsewhere in this prospectus.

In some cases, you can identify forward-looking statements by terminology such as may, will, should, expects, plans, anticipates, believe, estimates, predicts, potential, proposed, intended, or continue or the negative of these terms or other comparable terminology. You should read these statements that contain these words carefully, because they discuss our expectations about our future operating results or our future financial condition or state other forward-looking information. There may be events in the future that we are not able to accurately predict or control. Before you invest in our securities, you should be aware that the occurrence of any of the events described in these risk factors and elsewhere in this prospectus could substantially harm our business, results of operations and financial condition, and that upon the occurrence of any of these events, the trading price of our securities could decline and you could lose all or part of your investment. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, growth rates, levels of activity, performance, or achievements. We are under no duty to update any of the forward-looking statements after the date of this prospectus to conform these statements to actual results.

**USE OF PROCEEDS**

We will not receive any of the proceeds from the offering of common stock for sale by the selling stockholders. Proceeds received by us as a result of the exercise of the warrants will be used for working capital purposes.

**Table of Contents****SELLING STOCKHOLDERS**

The following table and notes set forth, the name of each selling stockholder, the nature of any position, office, or other material relationship, if any, which the selling stockholder has had, within the past three years, with NetSol or with any of our predecessors or affiliates, the amount of shares of NetSol common stock that are beneficially owned by such stockholder, the amount to be offered for the stockholder's account and the amount to be owned by such stockholder upon completion of the offering.

| Name of Selling<br>Stockholder(1)   | Number of Shares<br>of<br>NetSol Common<br>Stock<br>Beneficially Owned<br>Prior<br>to the Offering | Number of Shares of<br>NetSol Common<br>Stock<br>Being Offered Hereby | Number of Shares of<br>NetSol Common<br>Stock to be<br>Beneficially Owned<br>Upon Completion of<br>the Offering(2) |
|-------------------------------------|--|---|--|
| Maxim Group LLC(3)                  | 81,000   | 81,000  | 0  |
| Richard E. Kent                     | 70,145   | 70,145  | 0  |
| Emeric Holderith                    | 7,794  | 7,794   | 0  |
| The Russell Family Investment(4)    | 311,757  | 311,757   | 0  |
| SA Properties Co., LP(5)            | 187,054  | 187,054   | 0  |
| Carlsbad Industrial Assoc., L.P.(6) | 46,764   | 46,764  | 0  |
| Leo Long                            | 233,818  | 233,818   | 0  |
| Jane O Connor                       | 3,897  | 3,897   | 0  |
| John O Johnston                     | 7,794  | 7,794   | 0  |
| Bradford Gerber                     | 38,970   | 38,970  | 0  |
| Thomas Fischetti                    | 3,897  | 3,897   | 0  |
| Peter J. Jegou(7)                   | 59,485   | 19,485  | 40,000   |
| Lola D. Carson                      | 15,588   | 15,588  | 0  |
| Hugh Duddy(8)                       | 160,000  | 40,000  | 120,000  |
| <b>TOTAL</b>                        | <b>1,227,963</b>   | <b>1,067,963</b>  | <b>160,000</b>   |

- (1) None of the Selling Stockholders has held an employment, officer or director position with NetSol within the past three years. Maxim Group LLC, Mr. Jegou and Mr. Duddy have agreements with NetSol whereby these selling stockholders provide services to NetSol.
- (2) Based on 7,830,212 shares of common stock issued and outstanding as of January 5, 2004, and, assuming that all shares being registered hereby will be sold only Mr. Duddy, with 1.6%, will hold a greater than 1% interest in the shares of NetSol. Based on these assumptions, no other selling stockholder will hold a percentage interest in the shares of the company in excess of 1 percent at the completion of the offering.
- (3) Anthony Sarkis is a beneficial owner of Maxim Group LLC.
- (4) The Russell Family Investment is beneficially owned by John Russell.
- (5) SA Properties Co., L.P. is beneficially owned by John Russell.
- (6) Carlsbad Industrial Association L.P. is beneficially owned by John Russell.

**Table of Contents**

- (7) Peter J. Jegou is the beneficial holder of 19,485 shares of NetSol Technologies, Inc. stock through his acquisition of these shares in the 2003 private offering and 40,000 shares of NetSol Technologies, Inc. stock through his ownership of warrants to purchase 40,000 shares of common stock. Mr. Jegou's warrants were granted to him as compensation under the terms of a consulting agreement with NetSol. Mr. Jegou may exercise warrants to exercise 20,000 shares of common stock at the price of \$1.75 per share until May 31, 2004. He may also exercise warrants to exercise 20,000 shares of common stock at the price of \$3.75 per share until May 31, 2004.
- (8) Hugh Duddy is the beneficial holder of 160,000 shares of NetSol Technologies, Inc. stock through his ownership of options to purchase 160,000 shares of common stock. Mr. Duddy's options entitle him to acquire up to 40,000 shares of common stock at the exercise price of \$1.00 per share; 40,000 shares of common stock at the exercise price of \$2.50 per share; 40,000 shares at the exercise price of \$3.75 per share; and 40,000 shares at the exercise price of \$5.00 per share. Each option may be exercised from the date of grant until November 14, 2007 or as otherwise limited by NetSol's nonstatutory stock option plan.

The majority of the selling stockholders received their shares in a private placement offering which closed prior to the reverse stock split in August 2003, in which the Company sold approximately 946,963, post-reverse split, shares of its restricted common stock to 12 accredited investors for total consideration of \$1,215,000 in reliance on an exemption from registration available under Rule 506 of Regulation D of the Securities Act of 1933, as amended. This offering originally provided units consisting of shares of common stock and warrants to acquire common stock but was amended in August 2003 to remove the provision of warrants and adjust the number of shares consistent with NASDAQ compliance requirements. Once the private placement had taken place in July 2003, the Company realized that the shares and warrants issued under the private placement represented in excess of 20% of the issued and outstanding shares of common stock, and that such issuance had occurred without first obtaining shareholders' approval which is contrary to NASDAQ compliance requirements. The Company took steps to resolve this matter by amending the Summary Memorandum ( PPM ) and Subscription Agreement. The placement agent for this offering, Maxim Group LLC, received as compensation for their participation in the offering 81,000 shares of our common stock. Mr. Jegou received his warrants as compensation for the provision of business consulting services to NetSol. Such services included introduction to financial advisors and identification of potential merger and acquisition targets. Mr. Duddy also received options as compensation for business consulting services provided to NetSol. Mr. Duddy's services consisted of: identifying potential financial advisors, assisting in the preparation of press releases, assisting with the implementation and presentation of road shows, and identifying and introducing potential merger opportunities to NetSol. Mr. Jegou and Mr. Duddy's services are unrelated to the private placement conducted by Maxim Group, LLC as placement agent for NetSol.

Because the selling stockholders may, under this prospectus, sell all or some portion of their NetSol common stock, only an estimate can be given as to the amount of NetSol common stock that will be held by the selling stockholders upon completion of the offering. In addition, the selling stockholders identified above may have sold, transferred or otherwise disposed of all or a portion of their NetSol common stock after the date on which they provided information regarding their shareholdings.

**Table of Contents**

**PLAN OF DISTRIBUTION**

Selling stockholders may offer and sell, from time to time, the shares of our common stock covered by this prospectus. The term selling stockholders includes donees, pledgees, transferees or other successors-in-interest selling securities received after the date of this prospectus from a selling stockholder as a gift, pledge, partnership distribution or other non-sale related transfer. The selling stockholders will act independently of us in making decisions with respect to the timing, manner and size of each sale. Sales may be made on one or more exchanges or in the over-the-counter market or otherwise, at prices and under terms then prevailing or at prices related to the then current market price or in negotiated transactions. The selling stockholders may sell their securities by one or more of, or a combination of, the following methods:

purchases by a broker-dealer as principal and resale by the broker-dealer for its own account pursuant to this prospectus;

ordinary brokerage transactions and transactions in which the broker solicits purchasers;

block trades in which the broker-dealer so engaged will attempt to sell the securities as agent but may position and resell a portion of the block as principal to facilitate the transaction;

an over-the-counter sale;

in privately negotiated transactions; and

in options transactions.

The shares of our common stock will be listed, and may be traded, on the NASDAQ Small Cap Market under the symbol NTWK . In addition, the selling stockholders may sell pursuant to Rule 144 under the Securities Act or pursuant to an exemption from registration. We have received confirmation from all selling stockholders that they do not have any short positions and have reviewed Regulation M.

To the extent required, we may amend or supplement this prospectus to describe a specific plan of distribution. In connection with distributions of the securities or otherwise, the selling stockholders may enter into hedging transactions with broker-dealers or other financial institutions. In connection with those transactions, broker-dealers or other financial institutions may engage in short sales of shares of our common stock in the course of hedging the positions they assume with selling stockholders. The selling stockholders may also sell shares of our common stock short and redeliver the securities to close out their short positions. The selling stockholders may also enter into option or other transactions with broker-dealers or other financial institutions that require the delivery to the broker-dealer or other financial institution of securities offered by this prospectus, which securities the broker-dealer or other financial institution may resell pursuant to this prospectus, as supplemented or amended to reflect the transaction. The selling stockholders may also pledge securities to a broker-dealer or other financial institution, and, upon a default, the broker-dealer or other financial institution, may affect sales of the pledged securities pursuant to this prospectus, as supplemented or amended to reflect the transaction.

In effecting sales, broker-dealers or agents engaged by the selling stockholders may arrange for other broker-dealers to participate. Broker-dealers or agents may receive commissions, discounts or concessions from the selling stockholders in amounts to be negotiated immediately prior to the sale.

**Table of Contents**

In offering the securities covered by this prospectus, the selling stockholders and any broker-dealers who execute sales for the selling stockholders may be treated as underwriters within the meaning of the Securities Act in connection with sales. Any profits realized by the selling stockholders and the compensation of any broker-dealer may be treated as underwriting discounts and commissions.

The selling stockholders and any other person participating in a distribution will be subject to the Securities and Exchange Act of 1934, as amended (the Exchange Act). The Exchange Act rules include, without limitation, Regulation M, which may limit the timing of purchases and sales of any of the securities by the selling stockholders and other participating persons. In addition, Regulation M may restrict the ability of any person engaged in the distribution of the securities to engage in market-making activities with respect to the particular security being distributed for a period of up to five business days prior to the commencement of the distribution. This may affect the marketability of the securities and the ability of any person or entity to engage in market-making activities with respect to the securities. We have informed the selling stockholders that the anti-manipulation rules of the SEC, including Regulation M promulgated under the Exchange Act, may apply to their sales in the market.

Additionally, we have informed the Selling Stockholders involved in the private placement, through the offering documents of the following Telephone Interpretation in the SEC Manual of Publicly Available Telephone Interpretations (July 1997):

A.65. Section 5

An issuer filed a Form S-3 registration statement for a secondary offering of common stock which is not yet effective. One of the selling shareholders wanted to do a short sale of common stock against the box and cover the short sale with registered shares after the effective date. The issuer was advised that the short sale could not be made before the registration statement becomes effective, because the shares underlying the short sale are deemed to be sold at the time such sale is made. There would, therefore, be a violation of Section 5 if the shares were effectively sold prior to the effective date.

Each Selling Stockholder represented and warranted that he/she/it had complied with all applicable provisions of the Act, the rules and regulations promulgated by the SEC thereunder, including Regulation M, and the applicable state securities laws.

In addition to the investors in the offering who were made aware of the requirements of Regulation M and the above-referenced telephone interpretation, both Mr. Jegou and Mr. Duddy have been made aware of the above.

We will make copies of this prospectus available to the selling stockholders for the purpose of satisfying the prospectus delivery requirements of the Securities Act, which may include delivery through the facilities of the NASDAQ Small Cap Market pursuant to Rule 153 under the Securities Act. The selling stockholders may indemnify any broker-dealer that participates in transactions involving the sale of the securities against certain liabilities, including liabilities arising under the Securities Act.

At the time a particular offer of securities is made, if required, a prospectus supplement will be distributed that will set forth the number of securities being offered and the terms of the offering, including the name of any underwriter, dealer or agent, the purchase price paid by any underwriter, any discount, commission and other item constituting compensation, any discount, commission or concession allowed or reallocated or paid to any dealer, and the proposed selling price to the public.



**Table of Contents**

**LEGAL PROCEEDINGS**

On May 23, 2002, Allied Interstate, Inc. filed a complaint seeking damages from the Company for breach of contract, open book account, account stated and reasonable value in the Superior Court of California, County of Los Angeles. This dispute arose out of the purchase of a German ISP provider. A settlement agreement was entered into by and between Allied and Allied's principals whereby 200,000 pre-reverse split shares of the Company's common stock were issued to the principals as full and complete settlement.

On July 26, 2002, the Company was served with a Request for Entry of default by Surrey Design Partnership Ltd. (Surrey). Surrey's complaint for damages sought \$288,743.41 plus interest at the rate of 10% above the Bank of England base rate from January 12, 2002 until payment in full is received, plus costs. The parties agreed to entry of a Consent Order whereby NetSol agreed to make payments according to a payment schedule. NetSol made payments up to May of 2002 but was unable to make payments thereafter. On September 25, 2002, the parties signed an Agreement to stay Enforcement of Judgment whereby NetSol will make further payments to Surrey until the entire sum is paid. The current terms of the payments schedule require the payment of 4,000 pounds sterling for a period of 24 months commencing March 31, 2003 and ending 24 months thereafter.

On July 31, 2002, Herbert Smith, a law firm in England, which represented NetSol in the Surrey matter filed claim for the sum of approximately \$248,871 (which represents the original debt and interest thereon) in the High Court of Justice Queen's Bench Division. On November 28, 2002, a Consent Order was filed with the Court agreeing to a payment plan, whereby the Company paid \$10,000 on execution, \$4,000 a month for one year and \$6,000 per month thereafter until the debt is paid. During the year ended June 30, 2003, the Company has paid \$26,000 as part of this settlement.

On March 27, 2003, Arab Commerce Bank (ACB) filed a complaint in the Supreme Court of the State of New York (Index No. 600709/03) seeking damages for breach of a Note Purchase Agreement and Note. ACB alleged that NetSol did not issue stock in a timely manner in December 2000 resulting in compensatory damages in the amount of \$146,466.72. The litigation arises out of a transaction from late 1999 in which Arab Commerce Bank invested \$100,000 in the Company's securities through a private placement. ACB claimed that the removal of the legend on its shares of common stock took longer than contractually permitted. During this purported delay, the market value of the Company's common shares decreased. Essentially, the ACB complaint sought the lost value of its shares. In the event ACB was unable to collect the amount sought, the complaint requested that NetSol repay the principal sum of the Note of \$100,000 and interest at the rate of 9% per annum based on the maturity date of December 10, 2000. This matter has been settled pursuant to the terms of a settlement agreement whereby NetSol agreed to issue to ACB shares of common stock of the Company equal in value to \$100,000 plus interest as of the effective date of the agreement.

**Table of Contents****DIRECTORS, EXECUTIVE OFFICERS, PROMOTERS AND CONTROL PERSONS**

The following table sets forth the names and ages of the current directors and executive officers of the Company, the principal offices and positions with the Company held by each person and the date such person became a director or executive officer of the Company. The Board of Directors elects the executive officers of the Company annually. Each year the stockholders elect the Board of Directors. The executive officers serve terms of one year or until their death, resignation or removal by the Board of Directors. In addition, there was no arrangement or understanding between any executive officer and any other person pursuant to which any person was selected as an executive officer.

The directors and executive officers of the Company are as follows:

| <b>Name</b>        | <b>Year First Elected As an Officer Or Director</b> | <b>Age</b> | <b>Position Held with the Registrant</b>                  | <b>Family Relationship</b>         |
|--------------------|---|------------|---|------------------------------------|
| Najeeb Ghauri      | 1997  | 49         | Chief Financial Officer, Secretary, Director and Chairman | Brother to Naeem and Salim Ghauri  |
| Salim Ghauri       | 1999  | 48         | President and Director                                    | Brother to Naeem and Najeeb Ghauri |
| Naeem Ghauri       | 1999  | 46         | Chief Executive Officer and Director                      | Brother to Najeeb and Salim Ghauri |
| Irfan Mustafa      | 1997  | 52         | Director  | None                               |
| Shahid Javed Burki | 2000  | 65         | Director  | None                               |
| Eugen Beckert      | 2001  | 56         | Director  | None                               |
| Jim Moody          | 2001  | 63         | Director  | None                               |
| Shabir Randeree    | 2003  | 43         | Director  | None                               |
| Mark Caton         | 2003  | 52         | Director  | None                               |

**Business Experience of Officers and Directors:**

NAJEEB U. GHAURI has been a Director of the Company since 1997. Mr. Ghauri served as the Company's CEO from 1999-2001. Currently, he is the Chief Financial Officer, Secretary and Chairman of the Company. During his tenure as CEO, Mr. Ghauri was responsible for managing the day-to-day operations of the Company, as well as the Company's overall growth and expansion plan. As the CFO of the Company, Mr. Ghauri seeks financing for the Company as well as oversees the day-to-day financial position of the Company. Prior to joining the Company, Mr. Ghauri was part of the marketing team of Atlantic Richfield Company (ARCO), a Fortune 500 company, from 1987-1997. Mr. Ghauri received his Bachelor of Science degree in Management/Economics from Eastern Illinois University in 1979, and his M.B.A. in Marketing Management from Claremont Graduate School in California in 1983. Mr. Ghauri serves on the boards of the US Pakistan Business Council and Pakistan Human Development Fund, a non-profit organization. Mr. Ghauri is the Chairman of the Board of Directors.

SALIM GHAURI has been with the Company since 1999 as the President and Director of the Company. Mr. Ghauri is also the CEO of Network Technologies (Pvt.) Ltd., (F/K/A/ Network Solutions (Pvt.) Ltd.), a wholly owned subsidiary of the Company located in Lahore, Pakistan. Mr. Ghauri received his Bachelor of Science degree in Computer Science from University of Punjab in Lahore, Pakistan. Before Network Technologies (Pvt.) Ltd., Mr. Ghauri was employed with BHP in Sydney, Australia from 1987-1995, where he commenced his employment as a consultant. Mr. Ghauri was the original founder of Network

**Table of Contents**

Solutions, Pvt. Ltd in Pakistan founded in 1996. Built under Mr. Ghauri's leadership Network Solutions (Pvt) Ltd. gradually built a strong team of I/T professionals and infrastructure in Pakistan and became the first software house in Pakistan certified as ISO 9001 and CMM Level 3 assessed.

NAEEM GHAURI has been the Company's CEO since August 2001. Mr. Ghauri has been a Director of the Company since 1999. Mr. Ghauri serves as the Managing Director of NetSol (UK) Ltd., a wholly owned subsidiary of the Company located in London, England. Mr. Ghauri was responsible for the launch of NetSolConnect in Pakistan. Prior to joining the Company, Mr. Ghauri was Project Director for Mercedes-Benz Finance Ltd., a subsidiary of DaimlerChrysler, Germany from 1994-1999. Mr. Ghauri supervised over 200 project managers, developers, analysts and users in nine European Countries. Mr. Ghauri earned his degree in Computer Science from Brighton University, England.

IRFAN MUSTAFA has been a Director of NetSol since the inception of the Company in April 1997. Mr. Mustafa has an M.B.A. from IMD (formerly Imede), Lausanne, Switzerland (1975); an M.B.A. from the Institute of Business Administration, Karachi, Pakistan (1974); and a B.S.C. in Economics, from Punjab University, Lahore, Pakistan (1971). Mr. Mustafa began his 14-year career with Unilever, Plc where he was one of the youngest senior management and board members. Later, he was employed with Pepsi International from 1990 to 1997 as a CEO in Pakistan, Bangladesh, Sri Lanka and Egypt. He spent two years in the US with Pepsi in their Executive Development Program from 1996-97. Mr. Mustafa was relocated to Dubai as head of TRICON (now YUM Restaurant Services Group, Inc.) Middle East and North African regions. Pepsi International spun off TRICON in 1997. Mr. Mustafa has been a strategic advisor to NetSol from the beginning and has played a key role in every acquisition by the company. His active participation with NetSol management has helped the Company to establish a stronger presence in Pakistan. Mr. Mustafa is a member of NetSol's Compensation and Audit Committees.

EUGEN BECKERT was appointed to the Board of Directors in August 2001. A native of Germany, Mr. Beckert has been with Mercedes-Benz AG/Daimler Benz AG since 1973, working in technology and systems development. In 1992, he was appointed director of Global IT (CIO) for Debis Financial Services, the services division of Daimler Benz. In 1996 he was appointed director of Processes and Systems (CIO) for Financial Services of DaimlerChrysler in Asia-Pacific. His office is now based in Tokyo, Japan.

JIM MOODY was appointed to the Board of Directors in 2001. Mr. Moody served in the United States Congress from 1983-1993 where he was a member of the Ways & Means, Transportation and Public Works committees. Congressman Moody also served on the subcommittees of Health, Social Security, Infrastructure and Water Resources. After his tenure with the U.S. Congress, he was appointed Vice President and Chief Financial Officer of International Fund for Agriculture Development in Rome, Italy from 1995-1998 where he was responsible for formulating and administering \$50 million operating budget in support of \$500 million loan program as well as managing a \$2.2 billion reserve fund investment portfolio. From 1998-2000, Congressman Moody served as the President and CEO of InterAction, a coalition of 165 U.S. based non-profit organizations in disaster relief, refugee assistance and economic development located in Washington, D.C. Since April 2000, Congressman Moody has served as a Financial Advisor to Morgan Stanley in Alexandria, VA where he is responsible for bringing institutional, business and high net-worth individuals' assets under management. Mr. Moody also represents Morgan Stanley on the ATC Executive Board. Mr. Moody received his B.A. from Haverford College; his M.P.A. from Harvard University and his Ph.D. in Economics from U.C. Berkeley. Mr. Moody is the Chairman of the Audit Committee and a member of the Compensation committee.

**Table of Contents**

SHAHID JAVED BURKI was appointed to the Board of Directors in February 2003. Mr. Burki is also a member of the Audit and Compensation Committees. He had a distinguished career with World Bank at various high level positions from 1974 to 1999. He was a Director of Chief Policy Planning with World Bank from 1974-1981. He was also a Director of International Relations from 1981-1987. Mr. Burki served as Director of China Development from 1987-1994 and Vice President of Latin America with World Bank from 1994-1999. In between, he briefly served as the Finance Minister of Pakistan from 1996-1997. Mr. Burki also served as the CEO of the Washington based investment firm EMP Financial Advisors from 1992-2002. Presently, he is the Chairman of Pak Investment & Finance Corporation. He was awarded a Rhodes Scholarship in 1962 and M.A in Economics from Oxford University in 1963. He also earned a Master of Public Administration degree from Harvard University, Cambridge, MA in 1968. Most recently, he attended Harvard University and completed an Executive Development Program in 1998. During his lifetime, Mr. Burki has authored many books and articles including: *China's Commerce* (Published by Harvard in 1969) and *Accelerated Growth in Latin America* (Published by World Bank in 1998). Mr. Burki is a member of the Compensation and Audit Committee.

SHABIR RANDEREE, was appointed to the Board of Directors in February 2003. Mr. Randeree is a Group Managing Director of DCD London and Mutual Plc, a position he has held since 1990. DCD L&M is the UK arm of the DCD Group. The DCD Group, with offices in the UK, United States, UAE, India and South Africa has core businesses in finance, property and investments. From 1988 to 1990, Mr. Randeree served as Managing Director of Warranty Limited, a business initiated to provide an alternate approach to international trade finance and real estate investments in the U.K. From 1986 to 1988, Mr. Randeree was Sales and Financial Director of Dominion Clothing Distributors Limited. Mr. Randeree received his B.A. in 1984 in Accounting and Finance from Kingston University in Surrey and his MBA in 1985 from Schiller International University in London. Mr. Randeree is a director of various U.K. companies including: Bradensbury Park Hotel Ltd.; Collins Leisure Ltd.; DCD Factors PLC; DCD Properties Ltd.; Pelham Incorporated Ltd.; Redbush Tea Company Ltd.; Wimbledon Bear Company Ltd.; Tarhouse Management Ltd.; Thornbury Estates Ltd.; and; the Support Store Ltd. He is a trustee and advisor to various educational trusts and Director of Albarka Bank Limited of South Africa.

MARK CATON, was appointed to the Board of Directors in February 2003. Mr. Caton was later appointed President of NetSol USA, Inc., and a wholly owned subsidiary of NetSol Technologies, Inc. Joining the Company in April 2002 as V.P Sales, Mr. Caton has over all 25 years of marketing and sales experience in business development, technology, and corporate finance, having held positions with AT&T Capital, Memorex Corporation, Sprint and Entertainment Systems Technology. He has a B.A in Psychology from UCLA (University of California, Los Angeles) and currently serves on the Board of Directors of the UCLA Alumni Association. Mr. Caton is the Chairman of the Compensation Committee.

**Table of Contents****SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT**

The following table sets forth certain information regarding the beneficial ownership of the Company's Common Stock, its only class of outstanding voting securities as of January 5, 2004, by (i) each person who is known to the Company to own beneficially more than 5% of the outstanding Common Stock with the address of each such person, (ii) each of the Company's present directors and officers, and (iii) all officers and directors as a group:

| Name and Address                                     | Number of Shares(1)(2) | Percentage Beneficially owned |
|--|------------------------|-------------------------------|
| Najeeb Ghauri (3)                                    | 537,850                | 6.87%                         |
| Naeem Ghauri (3)                                     | 331,090                | 4.23%                         |
| Irfan Mustafa (3)                                    | 108,703                | 1.39%                         |
| Salim Ghauri (3)                                     | 469,916                | 6.00%                         |
| Jim Moody (3)  | 2,000                  | *                             |
| Eugen Beckert (3)                                    | 34,000                 | *                             |
| Shahid Javed Burki                                   | 35,000                 | *                             |
| Shabir Randeree (3)(5)                               | 470,000                | 6.00%                         |
| Mark Caton(3)  | 106,000                | 1.35%                         |
| All officers and directors as a group (nine persons) | 2,094,559              | 26.75%                        |

\* Less than one percent

(1) Except as otherwise indicated, the Company believes that the beneficial owners of the common stock listed below, based on information furnished by such owners, have sole investment and voting power with respect to such shares, subject to community property laws where applicable. Beneficial ownership is determined in accordance with the rules of the Securities and Exchange Commission and generally includes voting or investment power with respect to securities.

(2) Beneficial ownership is determined in accordance with the rules of the Commission and generally includes voting or investment power with respect to securities. Shares of common stock relating to options currently exercisable or exercisable within 60 days of November 20, 2003 are deemed outstanding for computing the percentage of the person holding such securities but are not deemed outstanding for computing the percentage of any other person. Except as indicated by footnote, and subject to community property laws where applicable, the persons named in the table above have sole voting and investment power with respect to all shares shown as beneficially owned by them.

(3) Address c/o NetSol Technologies, Inc. at 24011 Ventura Blvd., Suite 101, Calabasas, CA 91302.

(4) As managing director of DCD Holdings Ltd.

(5) Mark Caton was granted options to purchase 40,000 shares of common stock of NetSol under our 2002 Nonstatutory and Incentive Stock Option Plan, in July 2003. The terms of his grant permit him to acquire up to 20,000 shares at the exercise price of \$3.00 per share and 20,000 shares at the exercise price of \$5.00 per share.

**Table of Contents**

**DESCRIPTION OF SECURITIES TO BE REGISTERED**

The selling stockholders are offering for sale shares of our common stock, par value \$0.001 per share. We only have one class of common stock. Each share of common stock is entitled to one vote at annual or special stockholders meetings. There are no pre-emption rights. We have never declared or paid any dividends on our common stock or other securities and we do not intend to pay any cash dividends with respect to our common stock in the foreseeable future. For the foreseeable future, we intend to retain any earnings for use in the operation of our business and to fund future growth.

**EXPERTS**

The audited financial statements for our company as of the year ended June 30, 2003, and the unaudited financial statements for our company as of the quarter ended September 30, 2003, included in this prospectus are reliant on the reports of Kabani & Company, Inc., independent certified public accountants, as stated in their reports therein, upon the authority of that firm as experts in auditing and accounting.

Malea Farsai, Esq., counsel for our Company, has passed on the validity of the securities being offered hereby.

Kabani & Company, Inc. was not hired on a contingent basis, or will it receive a direct or indirect interest in the business of the issuer. Neither Kabani & Company, Inc. nor its principals are, or will be, a promoter, underwriter, voting trustee, director, officer or employee of NetSol. Malea Farsai, Esq. is an employee of NetSol. She has received, as part of her compensation with NetSol, options to purchase and grants of shares of common stock. As of November 20, 2003, Ms. Farsai is the holder of 49,120 shares of common stock of NetSol and options to purchase 35,000 shares of common stock at the exercise price of \$.75 per share. These options expire on February 16, 2007. Ms. Farsai is not nor is it intended that she will be a promoter, underwriter, voting trustee, director or officer of NetSol.

**DISCLOSURE OF COMMISSION POSITION OF  
INDEMNIFICATION FOR SECURITIES ACT LIABILITIES**

We have indemnified each member of the board of directors and our executive officers to the fullest extent authorized, permitted or allowed by law. Insofar as indemnification for liabilities arising under the Securities Act of 1933 (the "Act") may be permitted to directors, officers and controlling persons of the small business issuer pursuant to the foregoing provisions, or otherwise, the small business issuer has been advised that in the opinion of the Securities and Exchange Commission such indemnification is against public policy as expressed in the Act and is, therefore, unenforceable.

For the purpose of determining any liability under the Act, each post-effective amendment that contains a form of prospectus shall be deemed to be a new registration statement relating to the securities offered therein, and the offering of such securities at that time shall be deemed to be the initial bona fide offering thereof.

**Table of Contents**

**DESCRIPTION OF BUSINESS**

**GENERAL**

NetSol Technologies, Inc. (f/k/a NetSol International, Inc.) ( NetSol ) is in the business of information technology ( I/T ) services. Since we were founded in 1997, we have developed enterprise solutions that help clients use I/T more efficiently in order to improve their operations and profitability and to achieve business results. Our focus has remained the lease and finance, banking and financial services industries. We operate on a global basis with locations in the U.S., Europe, East Asia and Asia Pacific. By utilizing our worldwide resources, we believe we have been able to deliver high quality, cost-effective I/T services. NetSol Technologies Pvt. Ltd. ( NetSol PK ) develops the majority of the software for us. NetSol PK was the first company in Pakistan to achieve the ISO 9001 accreditation. This year, we also obtained the Carnegie Mellon 's Software Engineering Institute ( SEI ) Capable Maturity Model ( CMM ) Level 3 assessment. According to the SEI website, the CMM is a model for judging the maturity of the software process of an organization and for identifying the key practices that are required for the maturity of these processes. The software CMM has been developed by the software community with stewardship by the SEI. There are only a few software companies worldwide that have achieved SEI CMM Level 3 as of April 2003. NetSol obtained SEI CMM Level 2 assessment in 2002. According to the SEI website, [www.sei.cmu/sema/pdf/sw-cmm/2003apr.pdf](http://www.sei.cmu/sema/pdf/sw-cmm/2003apr.pdf), the CMM levels developed by SEI in conjunction with the software industry are the highest levels of recognition for quality and best practices a software company can achieve.

**COMPANY BUSINESS MODEL**

Our business model has evolved over the past six years. NetSol now offers a broad spectrum of I/T products and I/T services that deliver a high return on investment for its customers. NetSol has perfected its delivery capabilities by continuously investing in its software development and Quality Assurance ( QA ) processes. NetSol believes its key competitive advantage is its ability to build high quality enterprise applications using its offshore development facility in Lahore, Pakistan. In fact, over 80% of NetSol 's revenue is generated in US Dollars and 80% of its overhead is incurred in Rupees, providing NetSol with a distinct cost arbitrage business model.

*Achieving Software Maturity and Quality Assurance.*

NetSol, from the outset, invested heavily in creating a state of the art, world-class software development capability. A series of QA initiatives have delivered to NetSol the ISO 9001 certification as well as the CMM level 3 assessment. Achieving this CMM level 3 required dedication at all our corporate levels.

SEI 's CMM, which is organized into five maturity levels, has become a de facto standard for assessing and improving software processes. Through the CMM, SEI and the software development community have established an effective means for modeling, defining, and measuring the maturity of the processes used by software professionals. The CMM for software describes the principles and practices underlying software process maturity and is intended to help software organizations improve the maturity of their software processes in terms of an evolutionary path from ad hoc, chaotic processes to mature, disciplined software processes. Mature processes meet standardized software engineering methods and integrable into a customer 's system. Mature processes ensure enhanced product quality resulting in faster project turn around and a shortened time-to-market. In short, a mature process would, ideally, have fewer bugs and integrate better into the customer 's system.

## **Table of Contents**

We have always strived to improve quality in every aspect of its business. This quality drive, based on our vision, trickles from the top to the lowest levels in the organization. We believe that it is this quality focus that enabled our software development facility to become the first ISO 9001 certified software development facility in Pakistan in 1999. This accomplishment marked the beginning of our 3-year program towards achieving the higher challenges of CMM (Software Engineering Institute).

The first step of the program was to launch a dedicated Quality Engineering team mandated with software process improvement and achieving CMM ratings. The department was provided every facility, from overseas training to complete commitment of higher management, to enable it to achieve the desired goals. Our management also made sure that everybody in NetSol was committed to achieving CMM. The whole organization went through a comprehensive transformation cycle. The process included, but was not limited to, the hiring and training of key personnel in the U.S. and Pakistan, and following the standards and processes designed and instituted by the SEI. The extreme focus and a major team effort resulted in a CMM level 2 assessment in March 2002. We were the first in Pakistan to achieve this distinction. While proud of this accomplishment, all our levels continued to strive towards CMM level 3. The quality-engineering department in specific, and we in general, started implementing Level 3 Key Processes Areas ( KPA's ) in a methodical and structured manner. There were training programs conducted by in-house personnel, local experts and foreign consultants on various topics related to defining goals, processes, interpreting KPA's and implementing them. This focus and commitment resulted in us achieving the CMM Level 3 in 16 months compared to the world average of 21 months. Upon passing the rigorous, nearly two week final assessment, conducted by Rayney Wong, SEI CMM Lead Assessor from Xerox Singapore Software Centre, Fuji Xerox Asia Pacific Pte. Ltd., our development facility was granted the CMM Level 3. This is notable in that, according to SEI CMM-CBA IPI and SPA Appraisal Results, Maturity Profile April 2003, there are only 164 software development facilities in the world with software -CMM Level 3 ratings.

### *Professional Services.*

We offer a broad array of professional services to clients in the global commercial markets and specialize in the application of advanced and complex I/T enterprise solutions to achieve its customers strategic objectives. Our service offerings include outsourcing, systems integration, customized I/T solutions, project/program management and I/T management consultancy, as well as other professional services, including e-business solutions.

Outsourcing involves operating all or a portion of a customer s technology infrastructure, including systems analysis, system design and architecture, change management, enterprise applications development, network operations, desktop computing and data center management.

Systems integration encompasses designing, developing, implementing and integrating complete information systems.

I/T and management consulting services include advising clients on the strategic acquisition and utilization of I/T and on business strategy, operations, change management and business process reengineering.

The experience gained by us through its own software quality endeavors, has enabled us to offer consultancy services in the areas of Software Quality, Process Improvement, ISO Certification and SW-CMM Implementation. ISO certification and CMM services include, but are not limited to GAP Analysis against the standard ISO/CMM; Orientation Workshops; Guiding the Implementation of the plan



## **Table of Contents**

developed after the GAP Analysis; Training on Standard Processes; Process implementation support off-site and on-site; assessment training; and assistance through the final assessment (Certification Audit for ISO).

### **LeaseSoft**

We also develop advanced software systems for the asset based lease and finance industries. We have developed LeaseSoft a complete integrated lease and finance package. LeaseSoft, a robust suite of four software applications, is an end-to-end solution for the lease and finance industry. The four applications under LeaseSoft have been designed and developed for a highly flexible setting and are capable of dealing with multinational, multi-company, multi-asset, multi-lingual, multi-distributor and multi-manufacturer environments.

LeaseSoft is a result of more than 6 years of effort resulting in over 60 modules grouped in four comprehensive applications. These four applications are complete systems in themselves and can be used independently to exhaustively address specific sub-domains of the leasing/financing cycle. And, if used together, they fully automate the entire leasing / financing cycle.

The constituent software applications are:

Credit Application Creation System (CAC). LeaseSoft.CAC is a web-based point of sale system for the use of dealers, brokers, agents and sales officers to initiate credit applications. It is a web-based system and, though it can be used with equal efficiency on an intranet, the real ability is to harness the power of the Internet to book sales. LeaseSoft.CAC users create quotations and financing applications (Proposals) for their customers using predefined financial products. The application is submitted to the back office system [such as LeaseSoft.CAP] for approval. After analysis, the application is sent back to the LeaseSoft.CAC system with a final decision.

Credit Application Processing System (CAP). LeaseSoft.CAP provides companies in the financial sector an environment to handle the incoming credit applications from dealers, agents, brokers and the direct sales force. LeaseSoft.CAP automatically gathers information from different interfaces like credit rating agencies, evaluation guides, contract management systems and scores the applications against defined scorecards. All of this is done in a mechanized workflow culminating with credit team members making their decisions more quickly and accurately. Implementation of LeaseSoft.CAP dramatically reduces application-processing time in turn resulting in greater revenue through higher number of applications finalized in a given time. LeaseSoft.CAP is also an excellent tool to reduce probability of a wrong decision thus again providing a concrete business value through minimizing the bad debt portfolio.

Contract Activation & Management System (CAM). LeaseSoft.CAM provides comprehensive business functionality that enables its users to effectively and smoothly manage and maintain a contract with the most comprehensive details throughout its life cycle. It also provides interfaces with company banks and accounting systems. LeaseSoft.CAM also effectively maintains details of all business partners that do business with the company including, but not limited to, customers, dealers, debtors, guarantors, insurance companies and banks. A number of leasing consultants have provided their business knowledge to make this product a most complete lease and finance product. NetSol's LeaseSoft.CAM provides business functionality for all areas that are required to run an effective, efficient and customer oriented lease and finance business.

## **Table of Contents**

Wholesale Finance System (WFS). LeaseSoft.WFS automates and manages the floor plan/bailment activities of dealerships through a finance company. The design of the system is based on the concept of one asset/one loan to facilitate asset tracking and costing. The system covers credit limit, payment of loan, billing and settlement, stock auditing, online dealer and auditor access and ultimately the pay-off functions.

Typically, NetSol's sales cycle for these products ranges between six to twelve months. We derive our income both from selling the license to use the products as well as from related software services. The related services include extensive customization, implementation, and post deployment support. License fees can vary generally between \$75,000 up to \$1,000,000 per license depending upon the size of the customer and the complexity of the customization. The revenue for the license and the customization flows in several phases and could take from six months to two years before it is fully recognized as income in accordance with generally accepted accounting principles. The post implementation support which usually is an agreed upon percentage of overall monetary value of the implementation then becomes an ongoing revenue stream realized on a yearly basis.

NetSol manages this sale cycle by having two specialized pools of resources for each of the four products under LeaseSoft. One group focuses on software development required for customization and enhancements. The second group comprises of LeaseSoft consultants concentrating on implementation and onsite support.

NetSol also maintains a LeaseSoft specific product website [www.leasesoft.biz](http://www.leasesoft.biz)

## **Status of New Products and Services**

Effective October 14, 2003, we acquired Pearl Treasury System Ltd., in exchange for the issuance of up to 60,000 shares of common stock of NetSol. With this acquisition, we are expanding our menu of software into banking and other financial areas.

### *Pearl Treasury System (PTS)*

PTS was founded in 2000, and designed for use by financial institutions with treasury departments. Treasury department transactions are high revenue generating with individual deal values in the range of \$10 million to over \$1 billion. According to IBS Publishing, over 80 contracts for treasury systems were signed in 2002, representing approximately \$155 million in revenues.

The PTS system will seamlessly handle foreign exchange and money market trading, trading in derivative products, risk management, credit control, pricing, and various interfaces for rate feeds, with one system platform. The system platform, modular in design, also allows financial institutions to purchase only the modules they require. The PTS system was developed over five years with a \$4 million investment by a group of visionaries in the U.K. This group completed nearly 80% of the product and needed a stronger development and business partner who could take over completion and marketing. With the acquisition, NetSol believes that it has become that partner.

Pearl Banking Solutions (PBS) (a component of PTS) provides a complete but modular solution for front, middle and back office treasury requirements, incorporating all of the following instruments: foreign exchange; money market; long term securities; financial futures; over-the-counter derivatives; OTC options; and, exchange traded options. In addition to this total coverage, a unique selling point of PTS is the flexibility of incorporating new instruments as they arise. PTS is a highly sophisticated, totally integrated treasury product operating in real time. It has been specified and designed by Noel Thurlow, a

## **Table of Contents**

leading authority in investment banking, to provide total treasury management. Advanced technology and innovative architecture provide the system with a comprehensive set of functions and complete flexibility. In the past, NetSol has developed and marketed smaller banking solutions to Citibank in Pakistan. While there are no assurances, Management hopes to couple the sophistication of PTS with its own experience in developing and marketing banking solutions to our advantage.

### *Growth Through Acquisition*

After a period of consolidation and disposals, we believe it is the right time to look at M&A opportunities again. With the technology downturn, valuations have become more realistic and many smaller private companies have found raising capital for growth a major challenge.

With this backdrop, NetSol identified Altvia Technologies Inc. of the Maryland/Washington D.C. area as a potential acquisition. In order to benefit from the recent turnaround in technology spending which has focused on off-shore outsourcing of software engineering and customer service, NetSol acquired Altvia Technologies, Inc. which had a successful offshore model. Altvia provides the platform to take advantage of this out-sourcing, as it uses a similar methodology as NetSol.

Altvia provides NetSol with an immediate presence, processes, high-level sales and marketing resources and existing customers to offer its array of products and services to the mainstream US markets.

We will continue to explore merger and acquisition opportunities, which will benefit us by providing market opportunities or economies of scale.

### *Growth through Establishing Partners Network*

NetSol is well aware that market reach is essential to effectively market I/T products and services around the globe. For this purpose, we are looking forward to establishing a network of partners worldwide. These companies will represent NetSol in their respective countries and will develop business for NetSol.

We hope to initially find partners in Denmark, for the Scandinavian markets, and Holland, for the Benelux countries.

## **Strategic Alliances**

Making well thought out strategic alliances result in corporate synergies enabling accomplishments otherwise unattainable. NetSol has recently made such an alliance with Hyundai Information Technology Co., Ltd. ( HIT ) of South Korea. HIT has had a successful experience in implementing a \$25 Million I/T project for the State Bank of Pakistan. As per the mandate of this alliance, NetSol and HIT anticipate to bid work as a team on all potential infrastructure development and defense related projects within Pakistan. These projects will primarily involve the public sector and Pakistan's armed forces. Despite the alliance, no assurances can be given that any project will be awarded to the NetSol-HIT team.

With the recent deregulation of Pakistan's telecommunications sector and the government's desire to attract investors to the country, while experiencing an unprecedented increase in exports, Pakistan is keen to build a solid technology infrastructure to support the growth expected over the next several years. The areas within Pakistan expected to receive major information technology investments by the government are education, public sector automation, railways and the country's armed forces.

## **Table of Contents**

NetSol Connect, Pvt. Ltd., a wholly owned IP backbone and broadband subsidiary of ours, has recently forged a partnership with UK based computer company, Akhtar Computers of U.K. Pursuant to this agreement, NetSol has retained control of them with ownership of 50.1% to Akhtar's 49.9%. This alliance is designed to permit NetSol to benefit from the potentially high growth of the telecommunications market by bringing in new technology, new resources and capital while permitting NetSol to focus on its core competencies of developing and marketing software.

NetSol and Intel Corporation recently announced a strategic relationship that would potentially permit NetSol to market its core product, LeaseSoft, through Intel websites. In a joint press release made recently by both NetSol and Intel, both companies agreed that they would deliver a new Solution Blueprint for its core leasing solution. With the collaboration to create a world-class blueprint for the leasing and finance industry, deployment should become even faster and smoother for our customers. This alliance is discussed at [www.Intel.com/ebusiness/Solutions/finance.htm](http://www.Intel.com/ebusiness/Solutions/finance.htm).

## **Technical Affiliations**

We currently have technical affiliations as: a MicroSoft Certified Partner; a member of the Intel Early Access Program; and, an Oracle Certified Partner.

## **Marketing and Selling**

### **The Marketing Program**

While affiliations and partnering result in potential growth for us, marketing and selling remain essential to building our revenue. The objective of our marketing program is to create and sustain preference and loyalty for NetSol as a leading provider of enterprise solutions, e-services consulting and software solutions. Marketing is performed at the corporate and business unit levels. The corporate marketing department has overall responsibility for communications, advertising, public relations and the website and also engineers and oversees central marketing and communications programs for use by each of the business units.

Our dedicated marketing personnel within the business units undertake a variety of marketing activities, including sponsoring focused client events to demonstrate our skills and products, sponsoring and participating in targeted conferences and holding private briefings with individual companies. We believe that the industry focus of our sales professionals and our business unit marketing personnel enhances their knowledge and expertise in these industries and will generate additional client engagements. With the US technology market slow down, NetSol marketing teams are concentrating on the overseas markets with gradual and cautious entry into the US market.

We generally enter into written commitment letters with clients at or around the time it commences work on a project. These commitment letters typically contemplate that NetSol and the client will subsequently enter into a more detailed agreement, although the client's obligations under the commitment letter are not conditioned upon the execution of the latter agreement. These written commitments and subsequent agreements contain varying terms and conditions and we do not generally believe it is appropriate to characterize them as consisting of backlog. In addition, because these written commitments and agreements often provide that the arrangement can be terminated with limited advance notice or penalty, we do not believe the projects in process at any one time are a reliable indicator or measure of expected future revenues.

**Table of Contents****The Markets**

NetSol provides its services primarily to clients in global commercial industries. In the global commercial area, our service offerings are marketed to clients in a wide array of industries including, automotive; chemical; tiles/ceramics; Internet marketing; software; medical; banks; U.S. higher education and telecommunication associations and, financial services.

Geographically, NetSol has operations on the West and East Coast of the United States, Central Asia, Europe, and Asia Pacific regions.

During the last two fiscal years ended June 30, 2003, the Company's revenue mix by major markets was as follows:

|   | <u>2003</u> | <u>2002</u> |
|---|-------------|-------------|
| North American (NetSol USA, Intereve)   | 15%         | 41%         |
| Europe (NetSol Technologies, UK Ltd.)   | 5%          | 0%          |
| Other International (Abraxas, NetSol Technologies Pvt. Ltd., NetSol Pvt., Ltd., NetSol Connect) | 80%         | 59%         |
| Total Revenues  | 100%        | 100%        |

**Fiscal Year 2003 Performance Overview**

We have effectively expanded our development base and technical capabilities by training our programmers to provide customized I/T solutions in many other sectors and not limiting ourselves to the lease and finance industry. We believe that the offshore development concept has been successful as evidenced by several companies in India, which according to the recent statistics by the Indian I/T agency, NASSCOM, showed software exports exceeding \$9.5 billion in the year 2002-2003 as opposed to \$7 billion in 2001. This upward growth, though not phenomenal anymore, is expected to remain unchanged for the next few years.

NetSol Technologies PVT Ltd.

Our subsidiary in Pakistan continues to perform strongly and has enhanced its capabilities and expanded its sales and marketing activities. The Lahore operation supports our worldwide customer base of the LeaseSoft suite of products and all other product offerings. NetSol has continued to lend support to the Lahore subsidiary to further develop its quality initiatives and infrastructure. The major initiative in this area is the final stage of phase 1 of the development of the technology campus. The development facility in Pakistan, being the engine, which drives NetSol, continues to be the major source of revenue generation. The Pakistan operation has contributed nearly 43% of 2003 revenues primarily through export of I/T Services and product licensed to the overseas markets. NetSol Pakistan has signed on new customers such as Mercedes Benz Finance Japan, DaimlerChrysler Finance Korea and, DaimlerChrysler Leasing Thailand. It also recently signed development contracts with Yamaha Motors of Australia with the marketing and customer support provided by NetSol's subsidiary in Adelaide, Australia.

**Table of Contents**

NetSol Technologies UK Ltd

We launched our UK subsidiary in Fiscal 2003. The UK company is resourced with experts from the financial services industry. The senior executives joining our UK group brings substantial experience gained from CitiGroup as well as academic excellence from the world's renowned IIT of India. The main focus of this entity is to market the array of banking and leasing solutions in the heart of the financial district in London and the rest of Europe. The UK company has grown completely organically to a business expected to produce over \$0.5 Million in revenue by the end of the current fiscal year.

The UK company will shortly launch the marketing of the LeaseSoft suite of products. A comprehensive benchmarking of the LeaseSoft Suite will precede the launch. We have retained a consultancy firm to conduct a Gap Analysis for the European market. This exercise will help the UK subsidiary position LeaseSoft as a solution that provides a core set of functionality for the European markets. In addition, the pending acquisition of PTS is designed to create incremental business and new revenue base by penetrating into the UK and European banking segments. Most recently, the UK operations entered into agreements with Citibank Bahrain, DCD Group UK and Habib Allied Bank in the UK.

NetSol-Abraxas

The Australian market continues to be active as NetSol maintains its customers such as Yamaha Motors, GMAC Australia, St. George Bank and Volvo Australia. We continue to pursue new customers and new business from its existing customers for its core product lines.

We signed Yamaha Motors in Australia and DaimlerChrysler Finance in New Zealand as new customers of the LeaseSoft suite. There are a number of new prospects that are in varying degrees of the decision-making process. The Australian subsidiary contributed over 12% of our revenues in fiscal year 2003.

NetSol CONNECT

In August 2003, NetSol entered into an agreement with United Kingdom based Akhtar Group PLC (Akhtar). Under the terms of the agreement, Akhtar Group acquired 49.9 percent of our subsidiary, Pakistan based NetSol Connect PTV Ltd., an Internet service provider (ISP) in Pakistan. As part of this Agreement, NetSolCONNECT changed its name to NetSol Akhtar.

NetSol CONNECT was launched in early 2000 in Karachi, Pakistan's largest city. Prior to NetSol CONNECT's technology being brought to Karachi, the concept of high speed ISP backbone infrastructure was new in Pakistan. NetSol was the first company to turn such concept into reality. In the past two years, NetSol CONNECT has become the second largest high speed and fast access ISP in Karachi. NetSol believes the ISP space is still in its infancy and the growth prospects are extremely good. By the end of Fiscal year 2002, the direct membership was over 40,000 subscribers. The main competitor of NetSol CONNECT has a subscriber base in the range of 40,000-50,000 in Karachi and has been in business for over 7 years. NetSol CONNECT has been able to attract a number of local and multi-national corporate clients in addition to individual retail customers. *NetSol IR*, a brand of NetSol Connect, was ranked by Pakistan's Ministry of Science & Technology as one of the leading brands in the regional markets of Karachi, Pakistan with respect to high-speed connectivity and service. *NetSol IR*'s rapid growth has contributed over 25% to NetSol's revenue. The retail business continues to hold steady accounting for close to 60% of NetSol CONNECT's revenue while corporate clients accounted for 40%. The new partnership with Akhtar Computers is designed to rollout the services of connectivity and wireless to the Pakistani national market.

## **Table of Contents**

Akhtar, one of the oldest established computer companies in the UK, is well recognized as a provider of managed Internet services, integrated networks, both local area networks and wide area networks, as well as metropolitan area networks within the UK.

Akhtar's proprietary broadband technologies and solutions will provide NetSol CONNECT a technologically strong platform for strengthening its telecommunications infrastructure within Pakistan with a goal of becoming a leading provider of broadband Internet access to both residential and commercial users.

The initial stage of the agreement provides NetSol with an investment of up to \$1 million in early 2004 in cash to launch a broadband infrastructure in Karachi, the largest business hub in Pakistan. The initial infrastructure will provide a 155MB backbone and a 5MB broadband to customer premises using a proprietary broadband technology and an infrastructure consisting of 20 hubs. After the successful launch of the initial six-month beta program to Karachi's residential and commercial customers, additional rollouts of the hubs are scheduled in Lahore and Islamabad within a 12-month period.

The second investment into the program could provide up to \$20 million to create the first Terabit backbone in Pakistan. This will allow NetSol to provide data, voice, video and other multi-media services to major cities within Pakistan.

NetSol Akhtar Pvt Ltd. shall continue to aggressively seek revenues to growth.

### NetSol USA

In May 2003, NetSol acquired the assets of Altvia Technologies, Inc. ( Altvia ). Altvia provided NetSol an experienced management team familiar with the offshore software development model. From 2000 - 2003, Altvia maintained an offshore development team in Islamabad, Pakistan. Altvia's clients included major member-based higher education and telecommunications trade associations in the Washington, D.C. and Baltimore area. The acquisition allows NetSol to extend its business presence in the United States, specifically in the high-growth, greater-Washington, D.C. market. NetSol USA functions as the service provider for the US based customers both in the consulting services area as well as project management. The office provides greater access to the emerging East Coast markets.

### LeaseSoft Sales

LeaseSoft is establishing itself as a dependable and preferred system in the niche market of asset based lease and finance. In 2002-2003, NetSol was able to sell a number of LeaseSoft licenses in Asia, details of which are as follows:

LeaseSoft.WFS at Yamaha Motors Finance Australia ( YMF ). This was an implementation carried out in only 10 weeks. A pilot project within the client organization, YMF has recommended this software for future implementations wherever YMF may start a wholesale lease and finance business.

LeaseSoft.CAP DaimlerChrysler Leasing Thailand ( DCLT ). DCLT was already using LeaseSoft.WFS for managing their wholesale finance business and as soon as they decided to aggressively follow retail side leasing in Thailand they opted for NetSol's Credit Application Processing System. LeaseSoft.CAP will enable DCLT to process larger numbers of applications per given period of time while simultaneously providing the functionalities to reduce the probability of default per approved loan.

**Table of Contents**

LeaseSoft.CAP at UMF Leasing Singapore. UMF Leasing Singapore was already using LeaseSoft.CAM and opted for another application from the LeaseSoft suite, LeaseSoft.CAP. Both the applications (LeaseSoft.CAM and LeaseSoft.CAP) seamlessly integrate to provide back office automated processing of credit applications and comprehensive management of the resulting contracts.

LeaseSoft.CAP at DaimlerChrysler Services New Zealand. DaimlerChrysler was already using this system in Australia and opted for this system as they started their operations in New Zealand.

Management believes this highlights that the LeaseSoft system has satisfied and built a brand loyal customer base.

Shin DB (Database Model of retail side LeaseSoft) at Mercedes Benz Finance Japan ( MBFJ ). MBFJ has acquired an integrated Database Model of LeaseSoft.CAP and LeaseSoft.CAM.

LeaseSoft.WFS at DaimlerChrysler Services South Korea. Looking at the success of this software in Thailand, DaimlerChrysler purchased and implemented this software while establishing their operations in South Korea.

Pay per use Pricing Strategy for LeaseSoft

NetSol understands that the high upfront cost of acquiring LeaseSoft can be barrier to entry for some medium to small size companies. To continue to aggressively broaden the client base, NetSol has been innovative in this regard and plans to introduce PAY PER USE pricing strategy for all LeaseSoft constituent applications. According to this strategy, small and medium scale clients will only pay for the system for the amount of time they use it or the number of transactions they carry out through it. NetSol plans to introduce this novel pricing by end of first quarter 2004.

Technology Campus

We broke ground for our Technology Campus in January 2000 with a three-phase plan of completion. Initially, we anticipated the completion of Phase One by fall 2001, but due to the delay in financing, and other challenges we faced, the completion was delayed. However, Phase One is nearly complete and the Lahore operation is expected to be moved to the Technology Campus before February 2004. By relocating the entire Lahore operation from its current leased premises to the Campus, we will save approximately \$150,000 annually, in rent and rent or other facility related expenses. Once fully operational and completed, the campus is expected to house over 2,500 I/T professionals in approximately three acres of land. The campus site is located in Pakistan's second largest city, Lahore, with a population of six million. An educational and cultural center, the city is home to most of the leading technology oriented academia of Pakistan including names like LUMS, NU-FAST and UET. These institutions are also the source of quality I/T resources for us. Lahore is a modern city with very good communication infrastructure and road network, The Technology campus is located at about a 5-minute drive from the newly constructed advanced and high-tech Lahore International Airport. This campus will be the first purpose built software building with state of the art technology and communications infrastructure in Pakistan. We have made this investment to attract contracts and projects from blue chip customers from all over the world.



## **Table of Contents**

### **Employees**

We believe we have developed a strong corporate culture that is critical to our success. Our key values are delivering world-class quality software, client-focused timely delivery, leadership, long-term relationships, creativity, openness and transparency and professional growth. The services provided by NetSol require proficiency in many fields, such as computer sciences, programming, mathematics, physics, engineering, and communication and presentation skills. Almost every one of our software developers is proficient in the English language. English is the second most spoken language in Pakistan and is mandatory in middle and high schools.

To encourage all employees to build on our core values, we reward teamwork and promote individuals who demonstrate these values. NetSol offers all of its employees the opportunity to participate in its stock option program. Also, we have an intensive orientation program for new employees to introduce our core values and a number of internal communications and training initiatives defining and promoting these core values. We believe that our growth and success are attributable in large part to the high caliber of our employees and our commitment to maintain the values on which our success has been based. NetSol worldwide is an equal opportunity employer. NetSol attracts professionals not just from Pakistan, where it is very well known, but also I/T professionals living overseas.

NetSol believes it has gathered, over the course of many years, a team of very loyal, dedicated and committed employees. Their continuous support and belief in the management has been demonstrated by their further investment of cash. Most of these employees have exercised their stock options during very difficult times for us. Management believes that its employees are the most valuable asset of NetSol.

There is significant competition for employees with the skills required to perform the services we offer. We believe that we have been successful in our efforts to attract and retain the highest level of talent available, in part because of the emphasis on core values, training and professional growth. We intend to continue to recruit, hire and promote employees who share this vision.

As of September 30, 2003, we had 253 full-time employees; comprised of 173 I/T project personnel, 54 employees in general and administration and 26 employees in sales and marketing. There are 8 employees in the United States, 235 employees in Pakistan, 5 in Australia and 5 in the United Kingdom. None of our employees are subject to a collective bargaining agreement.

### **Competition**

Neither a single company nor a small number of companies dominate the I/T market in the space in which we compete. A substantial number of companies offer services that overlap and are competitive with those offered by NetSol. Some of these are large industrial firms, including computer manufacturers and computer consulting firms that have greater financial resources than NetSol and, in some cases, may have greater capacity to perform services similar to those provided by NetSol.

Some of our competitors are International Decisions Systems, Inc., McHugh Systems, Ltd., Data Scan, Inc., KPMG, CresSoft Pvt Ltd., Systems Limited, Cybernet Pvt. Ltd., Tenhill Plc, and SouthPac Australia. These companies are scattered worldwide geographically. In terms of offshore development, we are in competition with some of the Indian companies such as Wipro, HCL, TCS, InfoSys, Satyam Infoway and others. Many of the competitors of NetSol have longer operating history, larger client bases, and longer relationships with clients, greater brand or name recognition and significantly greater

## **Table of Contents**

financial, technical, and public relations resources than NetSol. Existing or future competitors may develop or offer services that are comparable or superior to ours at a lower price, which could have a material adverse effect on our business, financial condition and results of operations.

### **Customers**

Some of the customers of NetSol include: DaimlerChrysler Services Asia Pacific - Singapore; Mercedes Benz Finance Japan; Yamaha Motors Finance Australia; Tung-Yang Leasing Company Taiwan; Debis Portfolio Systems UK; DaimlerChrysler Services Australia; DaimlerChrysler Leasing Thailand; DaimlerChrysler Services Korea; UMF Leasing Singapore; and, DaimlerChrysler Services New Zealand. In addition, NetSol provides offshore development and customized I/T solutions to blue chip customers such as Citibank Pakistan, DCD Holding UK, and, Habib Allied Bank UK. With the Altvia acquisition, NetSol has acquired, as clients, some of the most well known higher education and telecommunications associations based in the United States. NetSol is also a strategic business partner for DaimlerChrysler Services Asia Pacific (which consists of a group of many companies), which accounts for approximately 20% of our revenue. No other individual client represents more than 10% of the revenue for the fiscal year ended June 30, 2003.

### **The Internet**

We are committed to regaining and extending the advantages of our direct model approach by moving even greater volumes of product sales, service and support to the Internet. The Internet provides greater convenience and efficiency to customers and, in turn, to us. We receive 150,000 hits per month to [www.netsoltek.com](http://www.netsoltek.com). We also maintain a product specific website for LeaseSoft at [www.leasesoft.biz](http://www.leasesoft.biz).

Through our Web sites, customers, potential customers and investors can access a wide range of information about our product offerings, can configure and purchase systems on-line, and can access volumes of support and technical information about us.

### **Operations**

Our headquarters are in Calabasas, California. Nearly 75% of the production and development is conducted at NetSol PK in Lahore, Pakistan. The other 25% of development is conducted in the Proximity Development Center or PDC in Adelaide, Australia. The majority of the marketing is conducted through NetSol USA, NetSol Abraxas Australia, and NetSol UK.

NetSol UK services and supports the clients in the UK and Europe. NetSol PK services and supports the customers in the Asia and South Asia regions.

A significant portion of our software is developed in Pakistan. Despite global unrest, regional tension and downturn in the US markets, the economy of Pakistan is bouncing back. For the first time in the history of Pakistan, the foreign exchange reserve has exceeded \$11.0 billion in comparison with just below \$2.0 billion in 2000. The stock market in Pakistan is the most bullish in the Asia Pacific region with market growth over 300% year to date (Karachi Stock Exchange on October 18, 2001 was at 1,103 points vs. 4,500 points on September 1, 2003). Pakistan, now a close US ally, is recognized by the western world as becoming a very conducive and attractive country for foreign collaboration and investments. We believe that we are in a strong position to continue to use this offshore model, which includes competitive price advantage, to serve our customers. Just recently Moody's International assessed Pakistan as less vulnerable than many countries in the Asia Pacific region. Also, Standard & Poor's rating on Pakistan

## **Table of Contents**

has been improved to positive. The present government has taken major bold steps to attract new foreign investment and bolster the local economy.

NetSol USA functions as the service provider for US based customers both in the consulting services area as well as in the project management. In addition, the Maryland office provides greater access to the emerging markets on the East Coast. NetSol USA is exploring opportunities for marketing alliances with local companies to further enhance its marketing capabilities.

### **Organization**

NetSol Technologies, Inc. (formerly NetSol International, Inc.) was founded in 1997 and is organized as a Nevada corporation. We amended our Articles of Incorporation on March 20, 2002 to change our name to NetSol Technologies, Inc.

Our success, in the near term, will depend, in large part, on our ability to: (a) minimize additional losses in our operations; (b) raise funds for continued operations and growth; and, (c) enhance and streamline sales and marketing efforts in the United States, Asia Pacific region, Pakistan, Europe, Japan and Australia. However, management's outlook for the continuing operations, which has been consolidated and has been streamlined, remains optimistic and bullish. With continued emphasis on a shift in product mix towards the higher margin consulting services, we anticipate to be able to continue to improve operating results at its core by reducing costs and improving gross margins.

### **Intellectual Property**

We rely upon a combination of nondisclosure and other contractual arrangements, as well as common law trade secret, copyright and trademark laws to protect our proprietary rights. We enter into confidentiality agreements with our employees, generally requires its consultants and clients to enter into these agreements, and limits access to and distribution of its proprietary information. The NetSol logo and name, as well as the LeaseSoft logo and product name have been copyrighted and trademark registered in Pakistan.

### **Governmental Approval and Regulation**

Our current operations do not require specific governmental approvals. Like all companies, including those with multinational subsidiaries, we are subject to the laws of the countries in which we maintain subsidiaries and conduct operations. Pakistani law allows a 15-year tax holiday on exports of I/T products and services. There are no State Bank restrictions on profits and dividends repatriation. Accordingly, foreign-based companies are free to invest safely in Pakistan and at the same time transfer their investment out of Pakistan without any approvals or notices. The present Pakistani government has effectively reformed the policies and regulations effecting foreign investors and multinational companies thus, making Pakistan an attractive and friendly country in which to do business.

**Table of Contents**

**MANAGEMENT'S DISCUSSION AND ANALYSIS AND PLAN OF OPERATIONS**

Our management and global team of engineers have set clear goals and objectives to transform NetSol into a profitable enterprise. Management believes that we have turned the corner by reaching the significant milestone of preserving its NASDAQ SmallCap Market listing with the approval by the stockholders of a 1 for 5 stock split in June 2003, thus removing a major distraction for its key executives. After successful recapitalization of share structure, management is re-focused on the fundamentals. Execution of a revised marketing plan, aligned with an increased awareness and demand for its product and services, will play a key role in improvement of fundamentals as incremental top line growth is beginning to demonstrate.

Going forward, management has set new goals to achieve over the next two quarters.

Initiatives and Investment to Grow Capabilities.

Achieve CMM Level 4 Accreditation

Enhance Software Design and Engineering Capabilities by increasing investment in training

Embark on a program of recruiting the best available talent in Project and Program Management

Complete the first phase of its dedication and fully owned Technology Campus

Increase Capex, enhance Communications and Development Infrastructure

Further enhance the development and outsourcing capabilities in regional South East Asian markets

Top Line Growth through Investment in Marketing and Positioning.

Launch LeaseSoft into new markets

Product Positioning through alliances and partnership

Event participation

Joint Ventures

Direct Marketing of Services

Embark on aggressive M&A activities broadly in the software development domain

NetSol-Intel Corporation. NetSol forged what management believes to be a very important and strategic alliance with Intel Corporation to develop a blue print that would give broader exposure and introduction to NetSol's Lease Soft products to a global market.

NetSol-Hyundai IT. NetSol collaborated with Hyundai IT Group, from South Korea, as a local development partner. By virtue of this relationship, NetSol and Hyundai as a partner will bid in major public sector and infrastructure projects in Pakistan,

Funding and Investor Relations.

Grow its relationships with new Investment Banking Partners

Continue to raise capital at attractive terms through private placements, convertible debt debentures and as needed new public offerings, for its many initiatives and programs

Infuse new capital from potential exercise of outstanding investors warrants and employees options for business development and enhancement of infrastructures

Re-write its Investor Relations plan and share our turnaround with the investment community

## **Table of Contents**

Improving the Bottom Line.

Continue to review costs at every level

Grow process automation

Profit Centric Management Incentives

More local empowerment and P&L Ownership in each Country Office

In summary, the drive for consolidation and cost cutting continued in fiscal year 2003. From the biggest loss in the history in fiscal year 2001 of \$14 million, the loss in fiscal year 2003 was reduced to \$2,600,000 and we believe NetSol is now well positioned to achieve profitability based on trends and initiatives taken by the management. The parent company took a major step by terminating its previous office lease in September 2002. Just in rent and related expenses, it saved over \$130,000 approximately in one year. In addition, a number of senior positions were eliminated saving another \$250,000 annually.

After streamlining key operations, Management believes that NetSol is in a position to derive higher productivity based on current capital employed.

Management continues to be focused on building its delivery capability and has achieved key milestones in that respect. Generally, key projects are being delivered on time and on budget, quality initiatives are succeeding, especially in maturing internal processes. Management believes that further leverage was provided by the development engine of NetSol, which became CMM Level 2 in early 2002. In a quest to continuously improve the quality standards, NetSol's reached CMM Level 3 assessment in July 2003. According to the website of SEI of Carnegie Mellon University, USA, only a few software companies in the world have announced their assessment of level 3. As a result of achieving CMM level 3, we are experiencing a growing demand for its products and alliances from the blue chip companies worldwide. NetSol is now aiming for CMM level 4 in 2004 and potentially CMM level 5, the highest CMM level, in 2005. NetSol plans to further enhance its capabilities by creating similar development engines in other Southeast Asian countries with CMM levels quality standards. We believe this would make NetSol much more competitive in the industry and provide the capabilities for development in multiple locations. Increases in the number of development locations with these CMM levels of quality standards will provide customers with options and flexibility based on costs and broader access to skills and technology.

## **CASH RESOURCES**

We were successful in improving our cash position by the end of our fiscal year, June 30, 2003, and as of the end of the first quarter of fiscal 2004, September 30, 2003. In addition to \$809,566 injected by the exercise of options by several employees in 2003, we also entered into a financing deal with a UK based institution, DCD Group Ltd. This agreement was reached in February 2003 by which a first tranche of \$257,000 was raised through equity placement. We also offered a substantial number of warrants to DCD Group. If exercised, these are potentially valued over \$1.7 million with exercise prices ranging from \$1.75, \$2.50 and \$5.00 per share. There is also a standing line of credit of \$1 million with DCD Group to fund new development related projects.

On May 5, 2003, we entered into an investment banking relationship with Maxim Group LLC, a New York based investment bank. In July, we closed the first Private Placement Offering with Maxim as the placement agent for approximately \$1.2 million for 946,963 shares. We are registering the shares of these shareholders in this Registration Statement. We may explore new financing once this registration is effective, based on its capital needs.

**Table of Contents**

Early in the second quarter of 2003, we were successful in getting a release of a \$500,000 performance bond from one of its biggest customers, Daimler Chrysler-Singapore. This bond was posted by NetSol upon request of the customer in 2000. The release of this bond not only helped us financially, but it also reflected the confidence of the customer in our deliverability and capabilities.

In October 2002, NetSol terminated its rental lease agreement with Kilroy Realty for the office space it occupied from 2000. We were able to recover over \$200,000 cash from the letter of credit it provided to Kilroy in 2000.

As a result of stock price recovery and stability, we have witnessed employees willing to exercise their stock options and inject cash into us. Unexercised options and warrants, if exercised in full, represent an approximate \$3 million addition of capital to the Company and are detailed in other sections. Continued exercise of options our employees could result in an increased cash flow for us.

**CHANGE IN MANAGEMENT AND BOARD OF DIRECTORS**

During the fiscal year 2002, Syed Husain, the Chief Operating Officer ( COO ) and Rick Poole, the Chief Financial Officer ( CFO ) left the Company. Najeeb Ghauri was appointed CFO and secretary in addition to his role of Chairman of the Board of Directors. Mark Caton joined the Company as a President of NetSol USA, Inc., a subsidiary of NetSol. He is employed as a consultant and is responsible for sales and marketing for North America.

**Board of Directors**

At the 2003 Annual Shareholders Meeting in January, the board was expanded to nine members. The shareholders voted in an overwhelming majority for the new slate of directors. The board now consists of: Mr. Najeeb U. Ghauri; Mr. Jim Moody; Mr. Salim Ghauri; Mr. Eugen Beckert; Mr. Naeem U. Ghauri; Mr. Shahid Burki; Mr. Irfan Mustafa; Mr. Mark Caton; and, Mr. Shabir Randeree.

**Committees**

Our Audit Committee consists of Mr. Jim Moody, Chairman, Mr. Shahid Burki, member, and Mr. Irfan Mustafa, member. The Compensation committee consists of Mr. Mark Caton, Chairman, Mr. Shahid Burki, member, and Mr. Irfan Mustafa, member.

**RESULTS OF OPERATIONS****The Year Ended June 30, 2003 Compared To The Year Ended June 30, 2002**

Net revenues for the year ended June 30, 2003 were \$3,745,386 as compared to \$3,578,112 for the year ended June 30, 2002. Net revenues are broken out among the subsidiaries as follows:

|                          | <u>2003</u>        | <u>2002</u>        |
|--------------------------|--------------------|--------------------|
| Netsol USA               | \$ 467,662         | \$1,453,819        |
| Netsol - Altiva          | 41,206             |                    |
| Netsol TECH and Private  | 1,581,012          | 1,931,639          |
| Netsol Connect           | 1,185,162          |                    |
| Netsol UK                | 83,737             |                    |
| Netsol-Abraxas Australia | 386,607            | 192,655            |
|                          | <u>          </u>  | <u>          </u>  |
| Total Net Revenues       | <u>\$3,745,386</u> | <u>\$3,578,113</u> |

**Table of Contents**

The total consolidated net revenue for fiscal year 2003 was \$3,745,386 compared to \$3,578,112 in fiscal year 2002. This is a nearly 5% increase in revenue, which could be directly attributed to an increased demand of LeaseSoft products and services. The operating loss from operations in fiscal year 2003 was \$2,265,491 including a depreciation and amortization charge of \$1,576,890. The loss also includes settlement expenses of \$202,759 for the UK and German entities. The total loss from operations including the above mentioned non-cash charges was \$2,615,581, which is a significant reduction of 63% from \$5,229,134 in fiscal year 2002. The net loss in fiscal year 2003 was \$2,615,581 compared to \$5,998,864 in fiscal year 2002 or 57% reduction. Similarly the net loss per share dropped to \$0.47 in 2003 compared to \$2.00 in 2002. The total weighted average of shares outstanding basic and diluted was 4.5 million against 3.0 million in 2002.

We experienced a revenue decrease from the prior year for its North American operations. We are aligning ourselves with the current reduction in demand for its services in the US markets. This has been achieved by laying off 10 employees from its US operations and by downsizing our office space in Virginia and Calabasas, resulting in major cost reductions. Since August 1999, NetSol USA has generated a total of \$3,876,561 of revenues.

Operating expenses were \$4,231,884 for the year ended June 30, 2003 compared to \$5,845,567 for the year ended June 30, 2002. During the years ended June 30, 2003 and 2002, we issued 93,400 and 163,000 restricted common shares, respectively, in exchange for services rendered. We recorded this non-cash compensation expense of \$39,200 and \$116,995 for the years ended June 30, 2003 and 2002, respectively. Total professional service expense, including non-cash compensation, was \$272,447 and \$964,508 for the years ended June 30, 2003 and 2002, respectively. During the years ended June 30, 2003 and 2002, we recorded depreciation and amortization expense of \$1,576,890 and \$2,115,399. Operating expenses in total, including all general and administrative expenses, have also decreased as a result of reduction in salaries and related costs primarily due to reduction in staff at all levels of Netsol and the continuing monitoring of our infrastructure, both at the parent and the subsidiary levels. We believe that the accounts receivable balance as of June 30, 2003 will provide a good source of working capital for fiscal 2004. Salaries and wages expenses were \$934,383 and \$1,461,157 for the years ended June 30, 2003 and 2002, respectively. This reduction was due in part to the elimination of higher salaried positions. General and administrative expenses were \$956,644 and \$1,135,560 for the years ended June 30, 2003 and 2002, respectively. The decrease was due in part to the cost savings actions taken by us. Gross Profit was 47.5% of revenues for fiscal 2003, compared to 17.23% of revenues in fiscal 2002. Net loss was \$2,137,506 or \$0.47 per share (basic and diluted) for the year ended June 30, 2003 as compared to \$5,998,864 or \$2.00 per share (basic and diluted) for the year ended June 30, 2002. This resulted in a loss per share, basic and diluted, from continuing operations of \$0.57 for fiscal 2003 as compared with \$2.00 for fiscal 2002. The loss per share for discontinued operations was \$0.11 for fiscal 2003. Our United Kingdom and German operations were discontinued in 2002 and the early part of 2003.

Our cash position was \$214,490 at June 30, 2003. After year-end June 30, 2003, in July 2003, we closed a private placement financing of more than \$1.2 million through the sale of 946,963 shares of our common stock. In this private placement, the placement agent received a warrant to purchase 81,000 shares of our common stock.

**Three Month Period Ended September 30, 2003 Compared To The Three Month Period Ended September 30, 2002:**

Net revenues were \$972,612 and \$653,331 for the three-month periods ended September 30, 2003 and September 30, 2002, respectively. This reflects an increase of \$319,281 (48%) in the three month period

**Table of Contents**

ended September 30, 2003. This increase is attributable to new license sales and an increase in services business, including additional maintenance work.

We added a few new customers such as Habib Allied Bank, enhancement in the Yamaha Motors project, DaimlerChrysler New Zealand and a few local customers in Pakistan. Due to successful implementations of some of our current systems with DaimlerChrysler we are noticing an increasing demand for Lease Soft. Although the sales cycle for Lease Soft is rather long, we are experiencing 100% increase from 2002 in product demonstration, evaluation and assessment by blue chip companies in the UK, Australia, Japan, Europe and Pakistan. The crown jewel of our product line CMS (Contract Management System) which was sold to three companies of DaimlerChrysler Asia Pacific Region in 2001 for a combined value in excess of \$2 million is being implemented and delivered to customer in 2003. Maturity of our key products has given rise to a positive interest by many new blue chip customers globally. We believe a number of large leasing companies will be looking to renew legacy applications. This places NetSol in a very strong position to capitalize on any upturn in IT spending by these companies. We believe that we are well positioned to sell several new licenses in fiscal year 2003-2004 that could potentially increase the sales and bottom line. As we sell more of these licenses, management believes it is possible that the margins could increase to upward of 70%. The License prices of these products vary from \$100,000 to \$1,000,000 with additional charges for customization and maintenance of between 20%-30% each year. We, in parallel, have developed banking applications software to boost its product line and these systems were sold to Citibank and Askari Banks in Pakistan in 2002. New customers in the banking sector are also growing and we expect substantial growth in this area in the coming year.

The gross profit was \$512,235 in the quarter ending September 30, 2003 as compared with \$323,296 for the same quarter of the previous year. The gross profit percentage has increased modestly to approximately 52% in the quarter ended September 30, 2003 from approximately 49% for the quarter ended September 30, 2002 as a result of us reducing cost across the board without compromising on its delivery capabilities. Whilst the cost of sales and the cost of delivery of projects have both been reduced in the quarter, we maintained all its delivery commitments and have won new business from existing and new customers. While management is striving to negotiate better pricing on new agreements, we have been required to react to overall general economic factors in determining its present pricing structure. The gross profit margin was also improved due to improved quality standards such as achieving the assessment of CMM Level 3 in 2003.

Operating expenses were \$1,342,333 for the three-month period ending September 30, 2003 as compared to \$1,454,554, for the corresponding period last year. The decrease in the current fiscal year is largely attributable to the focus on reduction of all non-essential costs. We have streamlined its operations by consolidation, divestment and enhanced operating efficiencies. Depreciation and amortization expense amounted to \$412,801 and \$457,162 for the three-month period ended September 30, 2003 and September 30, 2002, respectively. This decrease was attributable to selling of assets by our subsidiaries. Combined salaries and wage costs were \$315,540 and \$258,500 for the three month period ended September 30, 2003 and 2002, respectively, or an increase of \$57,040 from the corresponding period last year. While we reduced operation expenses overall, the addition of new management level employees and consultants from the Altvia acquisition and new employees at our UK subsidiary, resulted in an overall increase.

Selling and marketing expenses decreased to \$19,222 in the three-month period ended September 30, 2003 as compared to \$41,714 in the three-month period ended September 30, 2002. We wrote-off as uncollectible bad debts of \$52,318 in the current quarter compared to \$81,312 for the comparable prior period. Professional services expense decreased to \$29,801 in the three-month periods ended September 30, 2003, from \$201,482 in the corresponding periods last year.



## **Table of Contents**

Loss from continued operations was \$830,098 in the three month period ended September 30, 2003 as compared to \$1,131,258 for the corresponding periods last year. This represents a reduction of \$301,160 for the three-month period compared to prior year. This reduction is attributable to improved operating margins.

Net Losses were \$868,350 in the three-month period ended September 30, 2003 as compared to \$1,146,787 for the corresponding period last year. The current period amount includes \$35,309 add-back for the 49.9% minority interest in NetSol Connect owned by another party. This is reduction of 24.2% compared to prior year. Net loss per share, basic and diluted, was \$0.13 for the three month periods ended September 30, 2003 as compared with \$0.30 for the corresponding period last year.

### Income Taxes

Deferred income taxes are reported using the liability method. Deferred tax assets are recognized for deductible temporary differences and deferred tax liabilities are recognized for taxable temporary differences. Temporary differences are the differences between the reported amounts of assets and liabilities and their tax bases. Deferred tax assets generated by us or any of its subsidiaries are reduced by a valuation allowance when, in the opinion of management, it is more likely than not that some portion or all of the deferred tax assets will not be realized. Deferred tax assets and liabilities are adjusted for the effects of changes in tax laws and rates on the date of enactment. Deferred tax assets resulting from the net operating losses are reduced in part by a valuation allowance.

### Going Concern Qualification

Our independent auditors have included an explanatory paragraph in their report on the June 30, 2003 consolidated financial statements discussing issues which raise substantial doubt about our ability to continue as a going concern. The going concern qualification is attributable to our historical operating losses, our lack of cash reserves and capital, and the amount of capital which we project our needs to satisfy existing liabilities and achieve profitable operations. In positive steps, we have closed down our loss generating businesses, and continue to evaluate and implement cost cutting measures at every entity level. We are optimistic that the remaining entities can become profitable in fiscal 2004. For the year ended June 30, 2003, we continued to experience a negative cash flow from consolidated operations, and projects that it will need certain additional capital to enable it to continue operations at its current level beyond the near term. We believe that certain of this needed capital will result from the successful collection of our accounts receivable balances as projects are completed during the coming fiscal year. We believe we can raise additional funds through private placements of its common stock.

### Liquidity And Capital Resources

#### **Three Month Period Ended September 30, 2003 Compared to the Three Month Period Ended September 30, 2002.**

Net cash used for operating activities amounted to \$1,086,059 for the three months ended September 30, 2003, as compared to \$290,469 for the three months ended September 30, 2002, mainly due to an increase in accounts receivable.

Net cash used by investing activities amounted to \$268,004 for the three months ended September 30, 2003, as compared to providing \$258,853 for the three months ended September 30, 2002. The difference

## **Table of Contents**

is mainly in the net purchase of \$520,000 in certificates of deposits and proceeds of \$200,000 from the sale of a minority interest in our subsidiary NetSol Connect. The cash position is projected to improve in the current and future quarters due to new business signed up in the last quarter. We anticipate substantial exercises of investor warrants and employee stock options in the current and subsequent quarters.

Net cash provided by financing activities amounted to \$1,491,711 for the three months ended September 30, 2003 compared to net cash used of \$5,150 for the three months ended September 30, 2002. The three-month period ended September 30, 2003 included the cash inflow of \$1,112,050 from issuance of equity, \$238,250 from the exercising of stock options and \$500,000 from proceeds of loans as compared to \$34,596 from proceeds of loans in the quarter ended September 30, 2002. Our cash position was \$292,528 at September 30, 2003. In addition we had \$520,000 in certificates of deposit.

As of September 30, 2003, we had an accumulated deficit of \$29,273,605 and a working capital deficit of approximately \$743,696.

### **Year Ended June 30, 2003 compared to Year Ended June 30, 2002.**

As of June 30 our working capital (current assets less current liabilities) totaled a deficit of \$1.2 million, a decrease in deficit from \$2.7 million, as of June 30, 2002. In Fiscal 2003, we raised capital of \$257,000 from DCD Group, UK. Ltd. In addition, there are approximately \$1.7 million worth of outstanding warrants with DCD Group that could potentially be exercised in Fiscal Year 2004. We also secured a line of credit for \$1 million from DCD Group. This line of credit has not yet been utilized. The financing with Maxim Group LLC of approximately \$1.2 million was closed in July 2003. We have over \$1.2 million in accounts receivable and revenues in excess of billings. We will be pursuing various and feasible means of raising new funding to expand its infrastructure, enhance product offerings and beef up marketing and sales activities in strategic markets.

During the fiscal years 2003 and 2002, we raised a total of \$708,400 and \$461,249 in cash, respectively, by way of management and employees exercise of stock options. In the first fiscal quarter of 2004, we raised a total of \$208,250 in cash by way of management and employee exercise of stock options. This will continue to be an important source of raising cash for us. We will continue to inject new cash through the employees exercise of options and warrants from some investors. There is a considerable amount of stock options and warrants outstanding that could potentially be exercised in Fiscal Year 2004. Management believes it will be able to eventually secure cash reserves for at least 6 months based on projected Fiscal Year 2004 revenue.

Additionally, in fiscal 2003 and fiscal 2002 we issued 1,205,400 and 163,000 restricted common shares, respectively, in exchange for services rendered. This further reduced cash needs and compensated for some of the cash shortfall for the years.

### **Dividends and Redemption**

It has been our policy to invest earnings in the growth of our rather than distribute earnings as dividends. This policy, under which dividends have not been paid since our inception and is expected to continue, but is subject to regular review by the Board of Directors.

### **Forward-Looking Statements**

All statements contained in this prospectus, or in any document filed by us with the Securities and Exchange Commission, or in any press release or other written or oral communication by or on our

**Table of Contents**

behalf, that do not directly and exclusively relate to historical facts constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements represent our expectations and beliefs, and no assurance can be given that the results described in such statements will be achieved.

These statements are subject to risks, uncertainties and other factors, many of which are outside of our control that could cause actual results to differ materially from the results described in such statements. These Factors include, without limitation, the following: (i) competitive pressures; (ii) our ability to consummate strategic acquisitions and alliances; (iii) our ability to attract and retain key personnel; (iv) changes in the demand for information technology outsourcing and business process outsourcing; (v) changes in U.S. federal government spending levels for information technology services; (vi) our ability to continue to develop and expand its service offerings to address emerging business demands and technological trends; (vii) changes in the financial condition of our commercial customers; (viii) the future profitability of our customer contracts, and (ix) general economic conditions and fluctuations in currency exchange rates in countries in which we do business.

**DESCRIPTION OF PROPERTY****Company Facilities**

As of December of 2003, we moved from its corporate headquarters in California to one with approximately 1,919 rentable square feet and a monthly rent of \$3,933.95. The previous location had a monthly rent of \$2,993 per month. The lease is a two year and one-half month lease expiring in December 2005. Our current facilities are located at 23091 Calabasas Road, Suite 2072, Calabasas, California, 91302.

Other leased properties as of the date of this report are as follows:

| <b>Location/Approximate Square Feet</b> | <b>Purpose/Use</b> | <b>Monthly Rental Expense</b> |           |
|---|--------------------|-------------------------------|-----------|
| Australia                               | 1,140              | Computer and General Office   | \$ 1,380  |
| Pakistan                                | 30,000             | Computer and General Office   | \$ 10,000 |
| United Kingdom                          | 378                | General Office                | \$ 3,000  |
| Maryland                                | 165                | General Office                | \$ 1,200  |

The Australian lease is a three year lease that expires in September 2007. It is rented at the rate of \$1,380 per month. The Pakistani facility is on a month-to-month basis and is currently rented at the rate of approximately \$10,000 per month. Our move into the Technology Campus, expected in spring 2004, will result in a cost savings of \$150,000 per year from the savings of monthly rental costs and related leasing expenses. UK operations are currently conducted in leased premises operating on a month-to-month basis with current rental costs of approximately \$3,000 per month. The facilities in Maryland are subject to a six-month lease, which expires in December 2003 and thereafter operates on a month-to-month basis rented at the rate of \$1,200 per month.

**Table of Contents**

Upon expiration of its leases, the Company does not anticipate any difficulty in obtaining renewals or alternative space.

**CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS**

In February 2003, DCD Holdings, Ltd. signed a \$2 million investment agreement with NetSol and is one of NetSol's largest Investors. Shabir Randeree, managing director of DCD Holdings was appointed director of NetSol in 2003, filling a vacancy on the board. A subsidiary of DCD Holdings, DCD Trade Services Ltd., has recently provided a \$1 million revolving line of credit to support and launch new customer projects requiring initial investment. In November 2003, DCD Holdings, Ltd., exercised warrants for 200,000 shares of our common stock for \$350,000 or \$1.75 per share.

Management believes that the terms of these transactions are no less favorable to us than would have been obtained from an unaffiliated third party in similar transactions. All future transactions with affiliates will be on terms no less favorable than could be obtained from unaffiliated third parties, and will be approved by a majority of the disinterested directors.

**MARKET FOR COMMON EQUITY AND RELATED STOCKHOLDER MATTERS**

MARKET INFORMATION - Common stock of NetSol Technologies, Inc. is listed and traded on the NASDAQ SmallCap Market under the ticker symbol NTWK.

The table shows the high and low intra-day prices of our common stock as reported on the composite tape of the NASDAQ for each quarter during the last two fiscal years. Per share stock prices have been adjusted to reflect the 1 for 5 reverse stock split which occurred in August 2003.

|                                     | 2001-02 |      | 2002-03 |     | 2003-04 |         |
|-------------------------------------|---------|------|---------|-----|---------|---------|
|                                     | High    | Low  | High    | Low | High    | Low     |
| 1st (ended September 30)            | 11.25   | .85  | .80     | .35 | \$ 5.50 | \$ 1.94 |
| 2 <sup>nd</sup> (ended December 31) | 2.30    | 1.71 | 1.30    | .25 | 3.16    | 2.05    |
| 3rd (ended March 31)                | 2.05    | 1.20 | 1.24    | .75 |         |         |
| 4th (ended June 30)                 | 1.35    | .55  | 3.50    | .95 |         |         |

RECORD HOLDERS - As of January 5, 2004, the number of holders of record of our common stock was 81 and there were 7,830,212 shares of common stock issued and outstanding.

DIVIDENDS - We have not paid dividends on its Common Stock in the past and do not anticipate doing so in the foreseeable future. We currently intend to retain future earnings, if any, to fund the development and growth of its business.

**Table of Contents****EXECUTIVE COMPENSATION**

The Summary Compensation Table shows certain compensation information for services rendered in all capacities during each of the last three fiscal years by the executive officers of NetSol who received compensation of, or in excess of, \$100,000 during the fiscal year ended June 30, 2003. The following information for the officers includes the dollar value of base salaries, bonus awards, the number of stock options granted and certain other compensation, if any, whether paid or deferred.

**SUMMARY COMPENSATION TABLE**

| Name and Principal Position  | Fiscal Year Ended | Annual Compensation(1) |       | Long Term Compensation                                       |   |
|--|-------------------|------------------------|-------|--|---|
|  |                   | Salary                 | Bonus | Long Term Compensation Awards (2) Restricted Stock Awards(3) | Securities Underlying Options/ SARs (4) |
| Najeeb U. Ghauri, Chief Financial Officer, Secretary, Chairman, Director | 2003              | \$ 120,000             | -0-   | -0-  | -0-                                     |
|  | 2002              | \$ 100,000             | -0-   | -0-  | 85,000(5)                               |
|  |                   |                        |       |  | 100,000(6)                              |
| 2001   | \$ 100,000        | -0-                    | -0-   | 20,000(7)  |   |
| Naeem Ghauri, CEO, Director  | 2003              | \$ 125,000             | -0-   | -0-  | -0-                                     |
|  | 2002              | \$ 100,000             | -0-   | -0-  | 70,000(8)                               |
|  |                   |                        |       |  | 100,000(6)                              |
| 2001   | \$ 125,000        | -0-                    | -0-   | 20,000(7)  |   |
| Salim Ghauri, President, Director  | 2003              | \$ 100,000             | -0-   | -0-  | -0-                                     |
|  | 2002              | \$ 100,000             | -0-   | -0-  | 70,000(8)                               |
|  |                   |                        |       |  | 100,000(6)                              |
| 2001   | \$ 100,000        | -0-                    | -0-   | 20,000(7)  |   |

(1) No officers received any bonus or other annual compensation other than salaries during fiscal 2003 or any benefits other than those available to all other employees that are required to be disclosed. These amounts are not inclusive of automobile allowances, where applicable.

(2) No officers received any long-term incentive plan (LTIP) payouts or other payouts during fiscal years

**Table of Contents**

2003, 2002 or 2001.

(3) All stock awards are shares of our Common Stock.

(4) All securities underlying options are shares of our Common Stock. We have not granted any stock appreciation rights. No options were granted to the named executive officers in fiscal year 2003. Options are reflected in post-reverse split numbers. All options are currently exercisable or may be exercised within sixty (60) days of the date of this prospectus and are fully vested.

(5) Includes options to purchase 85,000 shares of our common stock granted on February 16, 2002 at the exercise price of \$.75 per share. Options must be exercised within five years after the grant date.

(6) Includes options to purchase 100,000 shares of our common stock granted on February 16, 2002 at the exercise price of \$1.25 per share.

(7) Includes options to purchase 200,000 shares of our common stock granted on February 16, 2002 at the exercise price of \$2.50 per share.

(8) Includes options to purchase 70,000 shares of our common stock granted on February 16, 2002 at the exercise price of \$.75 per share. Options must be exercised within five years after the grant date.

**AGGREGATED OPTION/SAR EXERCISES IN LAST FISCAL YEAR AND FY-END OPTION/SAR VALUES**

| Name   | Shares Acquired<br>on<br>Exercise (#) | Value Realized<br>(1)(\$) | Number of<br>Unexercised<br>Options/SARs at<br>fiscal year end (##) | Value of unexercised<br>in-the-money at fiscal<br>year end |
|--|---------------------------------------|---------------------------|---|--|
|  |                                       |                           | Exercisable (2) /<br>Unexercisable                                  | (\$)<br>Exercisable (2) /<br>Unexercisable                 |
| Najeeb Ghauri, CFO Secretary,<br>Director , Chairman | 200,000                               | \$ 8,000                  | 436,115/0   | \$ 305,280.50/0  |
| Salim Ghauri, President, Director                    | 211,112                               | \$ 8,445                  | 388,888/0   | \$ 272,221.60/0  |
| Naeem Ghauri, CEO, Director                          | 328,332                               | \$ 13,133                 | 321,668/0   | \$ 225,167.60/0  |

(1) The closing price of the stock at the June 30, 2003, Fiscal Year End was \$0.74.

(2) All options are currently exercisable.

**EMPLOYMENT AGREEMENTS**

Effective October 2002, we entered into a Consulting Agreement with Mark Caton. The Agreement was for one year with a consulting fee of \$60,000 and a stock option package consisting of options to purchase 40,000 shares of common stock as the exercise price of \$.75, all of which are vested, for an additional one year term at a fee of \$60,000 and a stock option package consisting of options to purchase 20,000 shares of common stock at the exercise price of \$2.50. These options vest quarterly.

**Table of Contents**

Effective April 22, 2002, we entered into an employment agreement with Naeem Ghauri as our Chief Executive Officer. The agreement is for a base term of three years, and continues thereafter on an at will basis until terminated by either NetSol or Mr. Ghauri. The agreement provides for a yearly salary of \$125,000. The salary shall increase to \$150,000 per year at the time we reach profitability for a full fiscal year. The agreement also provides for such additional compensation as the Board of Directors determines is proper in recognition of Mr. Ghauri's contributions and services to the us. In addition, the agreement provides for option grants under our employee stock option plan of 100,000 options (post-reverse split) granted on April 2002, 25% of which vest at the beginning of each quarter. Further, 40,000 additional options are to be granted upon our achievement of \$9,500,000 in revenues and \$50,000 EBITDA for the calendar year 2002.

Effective April 22, 2002, we entered into an employment agreement with Najeeb Ghauri as Corporate Secretary. The agreement is for a base term of three years, and continues thereafter on an at will basis until terminated by either NetSol or Mr. Ghauri. The agreement provides for a yearly salary of \$125,000. In June 2002, Mr. Ghauri's responsibilities were increased when he was appointed Chief Financial Officer and elected Chairman of the Board. The salary is to increase to \$150,000 per year at the time we reach profitability for a full fiscal year. The agreement also provides for such additional compensation as the Board of Directors determines is proper in recognition of Mr. Ghauri's contributions and services to NetSol. In addition, the agreement provides for option grants under the Company's employee stock option plan of 100,000 options (post-reverse split) granted on April 2002, 25% of which vest at the beginning of each quarter. Further, 40,000 additional options are to be granted upon our achievement of \$9,500,000 in revenues and \$50,000 EBITDA for the calendar year 2002.

Effective April 22, 2002, we entered into an employment agreement with Salim Ghauri as the President and Chief Executive Officer our Pakistan subsidiary. The agreement is for a base term of three years, and continues thereafter on an at will basis until terminated by either us or Mr. Ghauri. The agreement provides for a yearly salary of \$100,000. The salary is to increase to \$150,000 per year at the time we reach profitability for a full fiscal year. The agreement also provides for such additional compensation as the Board of Directors determines is proper in recognition of Mr. Ghauri's contributions and services to NetSol. In addition, the agreement provides for option grants under our employee stock option plan of 100,000 options (post-reverse split) granted on April 2002, 25% of which vest at the beginning of each quarter. Further, 40,000 additional options are to be granted upon our achievement of \$9,500,000 in revenues and \$50,000 EBITDA for the calendar year 2002.

All of the above agreements provide for certain paid benefits such as employee benefit plans and medical care plans at such times as we may adopt them. The agreements also provide for reimbursement of reasonable business-related expenses and for two weeks of paid vacation. The agreements also provide for certain covenants concerning non-competition, non-disclosure, indemnity and assignment of intellectual property rights.

The Company currently has two Incentive and Nonstatutory stock option plans in force for 2001 and 2002 and two other plans from 1997 and 1999. No options have been issued under the 1997 and 1999 plans in the past two fiscal years.

The 2001 plan authorizes the issuance of up to 2,000,000 options to purchase common stock of which 1,717,000 have been granted. The average price of grants is \$1.17.

The 2002 plan authorizes the issuance of up to \$2,000,000 options to purchase common stock of which 553,083 options have been granted. The average price of these grants is \$1.70.

**Table of Contents**

**FINANCIAL STATEMENTS**

NETSOL TECHNOLOGIES, INC. AND SUBSIDIARIES

INDEX TO CONSOLIDATED FINANCIAL STATEMENTS

| Description  |     |
|--|-----|
| Independent Auditor's Report   | F-2 |
| Consolidated Balance Sheet as of June 30, 2003   | F-3 |
| Consolidated Statements of Operations for the Years Ended June 30, 2003 and 2002           | F-4 |
| Consolidated Statements of Stockholders' Equity for the Years Ended June 30, 2003 and 2002 | F-5 |
| Consolidated Statements of Cash Flows for the Years Ended June 30, 2003 and 2002           | F-6 |
| Notes to Consolidated Financial Statements   | F-9 |

F-1

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**Table of Contents**

INDEPENDENT AUDITORS REPORT

Board of Directors

NetSol Technologies, Inc. and subsidiaries

Calabasas, California

We have audited the accompanying consolidated balance sheet of NetSol Technologies, Inc. and subsidiaries as of June 30, 2003, and the related consolidated statements of operations, stockholders' equity and cash flows for the years ended June 30, 2003 and 2002. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We did not audit the financial statements of Network Solutions (PVT) Limited, NetSol (PVT) Limited and NetSol Connect (PVT) Limited, whose statements reflect combined total assets of approximately \$4,233,424 as of June 30, 2003 and combined total net revenues of \$2,766,174 and \$1,932,000 for the years ended June 30, 2003 and 2002, respectively. Those statements were audited by other auditors whose reports have been furnished to us, and in our opinion, insofar as it relates to the amounts included for Network Solutions (PVT) Limited, NetSol (PVT) Limited, NetSol Connect (PVT) Limited for the years ended June 30, 2003 and 2002, is based solely on the report of the other auditors.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, based on our audits and the reports of other auditors, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of NetSol Technologies, Inc. and subsidiaries as of June 30, 2003 and the results of its consolidated operations and its cash flows for the years ended June 30, 2003 and 2002 in conformity with accounting principles generally accepted in the United States of America.

The accompanying consolidated financial statements have been prepared assuming that the Company will continue as a going concern. As shown in the financial statements, the Company has accumulated deficit, has negative cash flows from operations, and has a net working capital deficit. These factors raise substantial doubt about the Company's ability to continue as a going concern. Management's plans in regard to these matters are also described in Note 2. The financial statements do not include any adjustments that might result from the outcome of these uncertainties.

/s/ Kabani & Company, Inc.

CERTIFIED PUBLIC ACCOUNTANTS

Fountain Valley, California

August 11, 2003

F-2

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**Table of Contents**

| <b>ASSETS</b>   |              |
|---|--------------|
| <b>Current assets:</b>  |              |
| Cash and cash equivalents   | \$ 214,490   |
| Accounts receivable, net of allowance of allowance for doubtful debts of \$80,000             | 627,900      |
| Revenues in excess of billings  | 603,647      |
| Other current assets  | 328,516      |
|   | <hr/>        |
| Total current assets  | 1,774,553    |
| <b>Property and equipment</b> , net of accumulated depreciation and amortization              | 2,037,507    |
| <b>Intangibles:</b>   |              |
| Product licenses, renewals, enhancements, copyrights, trademarks, and tradenames, net         | 2,603,035    |
| Customer lists, net   | 957,234      |
| Goodwill, net   | 1,369,922    |
|   | <hr/>        |
| Total intangibles   | 4,930,191    |
|   | <hr/>        |
|   | \$8,742,251  |
|   | <hr/>        |
| <b>LIABILITIES AND STOCKHOLDERS EQUITY</b>  |              |
| <b>Current liabilities:</b>   |              |
| Accounts payable and accrued expenses   | \$ 2,090,159 |
| Current portion of notes and obligations under capitalized leases                             | 760,786      |
| Billings in excess of revenues  | 104,079      |
| Loan payable, bank  | 578,590      |
|   | <hr/>        |
| Total current liabilities   | 3,533,614    |
| <b>Obligations under capitalized leases</b> ,   |              |
| less current maturities   | 7,111        |
| <b>Loans payable</b>  | 126,674      |
|   | <hr/>        |
| <b>Total liabilities</b>  | 3,667,399    |
| <b>Commitments and contingencies</b>  |              |
| <b>Stockholders equity:</b>   |              |
| Common stock, \$.001 par value; 25,000,000 share authorized; 5,757,175 issued and outstanding | 5,757        |
| Additional paid-in-capital  | 33,409,953   |
| Accumulated deficit   | (28,405,255) |
| Stock subscription receivable   | (84,900)     |
| Other comprehensive income  | 149,297      |
|   | <hr/>        |
| <b>Total stockholders equity</b>  | 5,074,852    |
|   | <hr/>        |
|   | \$8,742,251  |
|   | <hr/>        |

See accompanying notes to consolidated financial statements.

**Table of Contents**NETSOL TECHNOLOGIES INC AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF OPERATIONS

|  | For the Year Ended<br>June 30, |                |
|--|--------------------------------|----------------|
|  | 2003                           | 2002           |
| <b>Net revenues</b>  | \$ 3,745,386                   | \$ 3,578,113   |
| <b>Cost of revenues</b>  | 1,778,993                      | 2,961,680      |
| <b>Gross profit</b>  | 1,966,393                      | 616,433        |
| <b>Operating expenses:</b>   |                                |                |
| Selling and marketing  | 76,136                         | 168,840        |
| Depreciation and amortization                                      | 1,576,890                      | 2,115,399      |
| Bad debt expense   | 415,384                        |                |
| Salaries and wages   | 934,383                        | 1,461,157      |
| Professional services, including non-cash compensation             | 272,447                        | 964,508        |
| General and administrative   | 956,644                        | 1,135,663      |
| <b>Total operating expenses</b>                                    | 4,231,884                      | 5,845,567      |
| <b>Loss from operations</b>  | (2,265,491)                    | (5,229,134)    |
| <b>Other expenses</b>  |                                |                |
| Settlement expenses  | (202,759)                      | (549,860)      |
| Loss on sale of assets   | (5,464)                        |                |
| Interest expense   | (135,243)                      | (113,005)      |
| Miscellaneous  | (6,624)                        | (106,865)      |
| <b>Total other expenses</b>  | (350,090)                      | (769,730)      |
| <b>Loss from continuing operations</b>                             | (2,615,581)                    | (5,998,864)    |
| <b>Gain from discontinuation of a subsidiary</b>                   | 478,075                        |                |
| <b>Net loss</b>  | \$ (2,137,506)                 | \$ (5,998,864) |
| Other comprehensive (loss)/gain - Translation adjustment           | (380,978)                      | 380,516        |
| <b>Comprehensive loss</b>  | \$ (2,518,484)                 | \$ (5,618,348) |
| <b>Net loss per share - basic and diluted:</b>                     |                                |                |
| Continued operations   | \$ (0.57)                      | \$ (2.00)      |
| Discontinued operations  | \$ 0.11                        | \$             |
| <b>Net loss</b>  | \$ (0.47)                      | \$ (2.00)      |
| Weighted average number of shares outstanding - basic and diluted* | 4,512,203                      | 3,006,042      |

\*( The basic and diluted net loss per share has been retroactively restated to effect a 5:1 reverse stock split on August 18, 2003

**Table of Contents**

NETSOL TECHNOLOGIES INC AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY  
FOR THE YEARS ENDED JUNE 30, 2002 AND 2003

|  | Common Stock* |         | Additional<br>Paid-in<br>Capital | Stock<br>Subscriptions<br>Receivable | Other<br>Comprehensive<br>Income/(Loss) | Accumulated<br>Deficit | Total<br>Stockholders<br>Equity |
|--|---------------|---------|----------------------------------|--------------------------------------|---|------------------------|---------------------------------|
|  | Shares        | Amount  |                                  |                                      |   |                        |                                 |
| Balance at June 30,<br>2001                                      | 2,343,438     | \$2,343 | \$30,052,835                     | \$(43,650)                           | \$ 149,759                              | \$(20,268,885)         | \$ 9,892,402                    |
| Common stock sold<br>through private<br>placements               | 403,436       | 403     | 324,447                          |                                      |   |                        | 324,850                         |
| Issuance of common<br>stock in exchange for<br>settlement        | 130,000       | 130     | 103,870                          |                                      |   |                        | 104,000                         |
| Issuance of common<br>stock in exchange for<br>services rendered | 163,000       | 163     | 116,832                          |                                      |   |                        | 116,995                         |
| Exercise of common<br>stock options                              | 825,718       | 826     | 861,469                          |                                      |   |                        | 862,295                         |
| Common stock<br>options granted for<br>services                  |               |         | 338,007                          |                                      |   |                        | 338,007                         |
| Short swing profit<br>contribution                               |               |         | 9,650                            |                                      |   |                        | 9,650                           |
| Foreign currency<br>translation<br>adjustments                   |               |         |                                  |                                      | 380,516                                 |                        | 380,516                         |
| Net loss for the year  |               |         |                                  |                                      |   | (5,998,864)            | (5,998,864)                     |
| Balance at June 30,<br>2002                                      | 3,865,592     | 3,865   | 31,807,110                       | (43,650)                             | 530,275                                 | (26,267,749)           | 6,029,851                       |

Continued

F-5

**Table of Contents**

NETSOL TECHNOLOGIES INC AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF STOCKHOLDERS EQUITY - Continued  
FOR THE YEARS ENDED JUNE 30, 2002 AND 2003

|   | Common Stock* |         | Additional<br>Paid-in<br>Capital | Stock<br>Subscriptions<br>Receivable | Other<br>Comprehensive<br>Income/(Loss) | Accumulated<br>Deficit | Total<br>Stockholders<br>Equity |
|---|---------------|---------|----------------------------------|--------------------------------------|---|------------------------|---------------------------------|
|   | Shares        | Amount  |                                  |                                      |   |                        |                                 |
| Balance at June 30, 2002                                      | 3,865,593     | 3,865   | 31,807,110                       | (43,650)                             | 530,275                                 | (26,267,749)           | 6,029,851                       |
| Common stock sold through private placements                  | 459,770       | 460     | 364,759                          |                                      |   |                        | 365,219                         |
| Issuance of common stock in exchange for services             | 48,400        | 48      | 16,652                           |                                      |   |                        | 16,700                          |
| Issuance of common stock in exchange for accrued compensation | 45,000        | 45      | 22,455                           |                                      |   |                        | 22,500                          |
| Exercise of common stock options                              | 954,983       | 955     | 849,861                          | (41,250)                             |   |                        | 809,566                         |
| Exercise of common stock warrants                             | 60,000        | 60      | 35,940                           |                                      |   |                        | 36,000                          |
| Issuance of common stock in exchange for notes payable        | 71,429        | 71      | 24,929                           |                                      |   |                        | 25,000                          |
| Issuance of common stock in exchange for settlement           | 40,000        | 40      | 49,960                           |                                      |   |                        | 50,000                          |
| Issuance of common stock in exchange for purchase of Altiva   | 212,000       | 212     | 211,788                          |                                      |   |                        | 212,000                         |
| Common stock options granted for services                     |               |         | 26,500                           |                                      |   |                        | 26,500                          |
| Foreign currency translation adjustments                      |               |         |                                  |                                      | (380,978)                               |                        | (380,978)                       |
| Net loss for the year   |               |         |                                  |                                      |   | (2,137,506)            | (2,137,506)                     |
| Balance at June 30, 2003                                      | 5,757,175     | \$5,756 | \$33,409,954                     | \$(84,900)                           | \$ 149,297                              | \$(28,405,255)         | \$ 5,074,852                    |

\*All share amounts have been retro-actively restated to reflect the reverse stock split of 5:1 effected on August 18, 2003.

**Table of Contents**NETSOL TECHNOLOGIES INC AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF CASH FLOWS

|   | For the Years<br>Ended June 30, |                    |
|---|---------------------------------|--------------------|
|   | 2003                            | 2002               |
| <b>Cash flows from operating activities:</b>                                |                                 |                    |
| Net loss from continuing operations   | \$(2,137,506)                   | \$(5,998,864)      |
| Adjustments to reconcile net loss to net cash Used in operating activities: |                                 |                    |
| Depreciation and amortization   | 1,576,890                       | 2,115,399          |
| Provision for uncollectible accounts  | 80,000                          |                    |
| Gain on discontinued operations   | (478,075)                       |                    |
| Loss on disposal of assets  | 5,464                           |                    |
| Fair market value of stock options granted                                  | 26,500                          |                    |
| Stock issued for accrued compensation                                       | 25,000                          |                    |
| Stock issued for services   | 39,200                          | 856,048            |
| Stock issued for settlement costs   | 50,000                          | 104,000            |
| <b>Changes in operating assets and liabilities:</b>                         |                                 |                    |
| <b>(Increase) decrease in assets:</b>                                       |                                 |                    |
| Accounts receivable   | 464,634                         | 1,004,375          |
| Other current assets  | (585,145)                       | (58,074)           |
| Other assets  | (347,743)                       | (126,257)          |
| <b>(Decrease) increase in liabilities:</b>                                  |                                 |                    |
| Accounts payable and accrued expenses                                       | (899,734)                       | 971,461            |
| <b>Net cash used in operating activities</b>                                | <b>(2,180,515)</b>              | <b>(1,131,912)</b> |
| <b>Cash flows from investing activities:</b>                                |                                 |                    |
| Purchase of fixed assets  | (127,822)                       | (126,283)          |
| Sales of fixed assets   | 92,271                          |                    |
| Proceeds from sale of certificates of deposit                               | 714,334                         | 35,666             |
| <b>Net cash provided by (used in) investing activities</b>                  | <b>678,783</b>                  | <b>(90,617)</b>    |
| <b>Cash flows from financing activities:</b>                                |                                 |                    |
| Proceeds from sale of common stock  | 365,219                         | 324,850            |
| Proceeds from the exercise of stock options & warrants                      | 845,566                         | 461,249            |
| Proceeds from loans   | 351,868                         |                    |
| Payments on capital lease obligations                                       | (132,972)                       | (163,476)          |
| Short swing profit contribution   |                                 | 9,650              |
| Proceeds from convertible notes   |                                 | 371,045            |
| <b>Net cash provided by financing activities</b>                            | <b>1,429,681</b>                | <b>1,003,318</b>   |
| <b>Effect of exchange rate changes in cash</b>                              | <b>199,627</b>                  |                    |
| <b>Net increase (decrease) in cash</b>                                      | <b>127,576</b>                  | <b>(219,211)</b>   |
| Cash and cash equivalents, beginning of period                              | 86,914                          | 306,125            |
| <b>Cash and cash equivalents, end of period</b>                             | <b>\$ 214,490</b>               | <b>\$ 86,914</b>   |

**Table of Contents**

NETSOL TECHNOLOGIES INC AND SUBSIDIARIES  
 CONSOLIDATED STATEMENTS OF CASH FLOWS  
 Continued

|   |                   |                   |
|---|-------------------|-------------------|
| <b>SUPPLEMENTAL DISCLOSURES:</b>  |                   |                   |
| Cash paid during the period for:  |                   |                   |
| Interest  | \$ 135,243        | \$ 74,722         |
|   | <u>          </u> | <u>          </u> |
| Taxes   | \$ 10,344         | \$ 4,000          |
|   | <u>          </u> | <u>          </u> |
| <b>NON-CASH INVESTING AND FINANCING ACTIVITIES:</b>   |                   |                   |
| Common stock issued for services and accrued compensation   | \$ 39,200         | \$ 116,995        |
|   | <u>          </u> | <u>          </u> |
| Granting of common stock options in exchange for services received (including exercise of options for services) | \$ 26,500         | \$ 739,053        |
|   | <u>          </u> | <u>          </u> |
| Common stock issued for notes payable   | \$ 25,000         | \$                |
|   | <u>          </u> | <u>          </u> |
| Common stock issued for legal settlement  | \$ 50,000         | \$ 104,000        |
|   | <u>          </u> | <u>          </u> |
| Common stock issued for acquisition of subsidiary   | \$ 212,000        | \$                |
|   | <u>          </u> | <u>          </u> |

See accompanying notes to these consolidated financial statements.

**Table of Contents**

**NOTE 1 - BUSINESS AND CONTINUED OPERATIONS**

NetSol Technologies, Inc. and subsidiaries (the Company), formerly known as Netsol International, Inc. and Mirage Holdings, Inc., was incorporated under the laws of the State of Nevada on March 18, 1997. During November of 1998, Mirage Collections, Inc., a wholly owned and non-operating subsidiary, was dissolved.

During April 1999, February 2000 and March 2000, the Company formed NetSol USA, Inc., NetSol eR, Inc. and NetSol (PVT), Limited, respectively, as wholly owned subsidiaries.

**Business Combinations Accounted for Under the Purchase Method:**

Network Solutions PVT, Ltd. and NetSol UK, Limited

On September 15, 1998 and April 17, 1999, the Company purchased from related parties, 51% and 49%, respectively, of the outstanding common stock of Network Solutions PVT, Ltd., a Pakistani Company, and 43% and 57% of the outstanding common stock of NetSol UK, Limited, a United Kingdom Company, for the issuance of 938,000 restricted common shares of the Company and cash payments of \$775,000, for an aggregate purchase price of approximately \$12.9 million. These acquisitions were accounted for using the purchase method of accounting, and accordingly, the purchase price was allocated to the assets purchased and liabilities assumed based upon their estimated fair values on the date of acquisition, which approximated \$300,000. Included in the accompanying consolidated financial statements are other assets acquired at fair market value consisting of product licenses, product renewals, product enhancements, copyrights, trademarks, trade names and customer lists. At the date of acquisition, the management of the Company allocated approximately \$6.3 million to these assets, based on independent valuation reports prepared for the Company. The excess of the purchase prices over the estimated fair values of the net assets acquired, was recorded as goodwill, and was being amortized by using the straight-line method from the date of each purchase. Effective April 1, 2001, the management determined that the remaining useful life of all its acquired intangible assets to be approximately five years, and accordingly, accelerated the amortization of these intangibles. During June 2001, the management decided to close its operations in the United Kingdom, and accordingly, the Company recognized a loss from impairment of various intangible assets related to NetSol UK, as recoverability of these assets (measured by a comparison of the carrying amount of an asset to future net cash flows expected to be generated by the asset) seemed highly unlikely. On March 18, 2002, the final Winding-up Order was made relating to the liquidation of for NetSol UK on the petition of a creditor in respect of services supplied presented to the Court.

Mindsources, Inc.

On August 13, 1999, the Company through its wholly owned subsidiary, NetSol USA, Inc. acquired 100% of the outstanding capital stock of Mindsources, Inc., a Virginia and US based Company, through the issuance of 50,000 shares of Rule 144 restricted common shares of the Company for an aggregate purchase price of approximately \$1,260,000. This acquisition was accounted for using the purchase method of accounting under APB Opinion No. 16, and accordingly, the purchase price was allocated to the assets purchased and liabilities assumed based upon their estimated fair values as determined by management on the date of acquisition, which approximated \$900,000. The management of the Company allocated the entire purchase price to customer lists acquired, and is being amortized by using the straight-line method from the date of acquisition. The excess of the purchase prices over the estimated fair values of the net assets acquired, approximately \$360,000, was recorded as goodwill and is being amortized using the straight-line method from the date of purchase. Effective April 1, 2001, the management determined that the remaining useful life of all its acquired intangible assets to be approximately five years, and accordingly, accelerated the amortization of these intangibles.

Network Solutions Group Limited and Subsidiaries

On August 18, 1999, the Company acquired 100% of the outstanding capital stock of Network Solutions Group Limited and Subsidiaries, a United Kingdom Company, through the issuance of 31,000 shares of Rule 144 restricted common shares of the Company for an aggregate purchase price of approximately \$940,000. This acquisition was accounted for using the purchase method of accounting under APB Opinion No. 16, and accordingly, the purchase



**Table of Contents**

price was allocated to the assets purchased and liabilities assumed based upon their estimated fair values on the date of acquisition, which approximated a deficit of \$700,000. The management of the Company allocated approximately \$600,000 to customer lists, which are being amortized by using the straight-line method from the date of acquisition. The excess of the purchase price over the estimated fair values of the net assets acquired, approximately \$1,040,000, was recorded as goodwill, and was being amortized by using the straight-line method over the estimated useful life from the date of acquisition. Effective April 1, 2001, the management determined that the remaining useful life of all its acquired intangible assets to be approximately five years, and accordingly, accelerated the amortization of these intangibles. During June 2001, the management decided to close its operations in the United Kingdom, and accordingly, the Company recognized a loss from impairment of various intangible assets related to these entities, as recoverability of these assets (measured by a comparison of the carrying amount of an asset to future net cash flows expected to be generated by the asset) seemed highly unlikely.

**Intereve Corporation**

During March 2001, the Company acquired 100% of the outstanding capital stock of Intereve Corporation for an aggregate purchase price of \$245,000. This acquisition was accounted for using the purchase method of accounting under APB Opinion No. 16, and accordingly, the purchase price was allocated to the assets purchased and liabilities assumed based upon their estimated fair values on the date of acquisition, which equaled to zero. The management of the Company allocated the entire purchase price of \$245,000 to customer lists. During June 2001, the management ceased operations of this entity and consequently, the Company recognized an impairment loss of \$245,000 to customer list, as recoverability of these assets (measured by a comparison of the carrying amount of an asset to future net cash flows expected to be generated by the asset) seemed highly unlikely.

**Altiva Corporation**

On May 20, 2003, the Company acquired 100% of the outstanding capital stock of Altiva Technologies, Inc. for an aggregate purchase price of \$257,000. This acquisition was accounted for using the purchase method of accounting under APB Opinion No. 16, and accordingly, the purchase price was allocated to the assets purchased and liabilities assumed based upon their estimated fair values on the date of acquisition, which equaled to \$257,000. The management of the Company allocated \$30,000 of the purchase price to customer lists & \$23,688 to property and equipment. The excess of the purchase price over the estimated fair values of the net assets acquired of \$203,312, was recorded as goodwill.

**Business Combinations Accounted for Under the Pooling of Interest Method:**

**Abraxas Australia Pty, Limited**

On January 3, 2000, the Company issued 30,000 Rule 144 restricted common shares in exchange for 100% of the outstanding capital stock of Abraxas Australia Pty, Limited, an Australian Company. This business combination was accounted for using the pooling of interest method of accounting under APB Opinion No. 16.

**Winding-up order:**

Effective November 26, 2001, Network Solutions Ltd., the operating subsidiary of Network Solutions Group Ltd., entered into a Winding-up Order with The Insolvency Service in the United Kingdom ( UK ). The Insolvency Service is an executive agency within the Department of Trade and Industry in the UK. The Company also placed NetSol UK Ltd, Network Solutions Group Ltd. and Network Solutions Northern Ltd. (non-operating entities) into the Winding-up Order status. None of the UK entities have had any operations for the year ended June 30, 2003 and 2002. NetSol Technologies negotiated a settlement agreement with the largest creditor of Network Solutions Ltd. NetSol Technologies has now assumed this debt of approximately \$188,500 (See Note 8). This settlement was reached to remove the personal guarantee of a prior director of NetSol Technologies, subject to the terms of the agreement being satisfied.

On March 18, 2002, the final Winding-up Order was made relating to the liquidation of this subsidiary on the petition of a creditor in respect of services supplied presented to the Court. During the six month period ending

**Table of Contents**

December 31, 2002, the Company wrote-off debts of NetSol (UK) Ltd. in the amount of \$478,075, based upon the Company's counsel that the creditors have no standing to enforce their claims on the Parent Company in the United States. The Company has reflected such write-off as a gain from discontinuation of subsidiary in the accompanying statements of operation.

**Formation of Subsidiary:**

During the period ended December 31, 2002, the Company formed a subsidiary in the UK, NetSol Technologies Ltd., as a wholly-owned subsidiary of NetSol Technologies, Inc. This entity is planned to serve as the main marketing and delivery arm for services and products sold and delivered in the UK and mainland Europe.

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Principles of Consolidation:**

The accompanying consolidated financial statements include the accounts of the Company and its wholly owned subsidiaries, NetSol Technologies (Pvt), Ltd., NetSol (Pvt), Limited, NetSol Connect (Pvt), Ltd., NetSol Technologies Limited, Network Solutions Group Ltd. and Subsidiaries, NetSolAbraxas Australia Pty Ltd., NetSol eR, Inc., Intereve Corporation (dormant in 2003), Supernet AG (dormant in 2002), NetSol USA, Inc., and NetSol Altiva, Inc. All material inter-company accounts have been eliminated in consolidation.

**Company name change:**

Effective February 8, 2002, the Company changed its name from NetSol International, Inc. to NetSol Technologies, Inc. The name change was approved by a majority of shareholders at the Company's annual shareholders meeting held on January 25, 2002.

**Business Activity:**

The Company designs, develops, markets, and exports proprietary software products to customers in the automobile finance and leasing industry worldwide. The Company also provides consulting services in exchange for fees from customers.

**Use of Estimates:**

The preparation of consolidated financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Effective April 1, 2001, the management determined that the remaining useful life of all its acquired intangible assets to be approximately five years, and accordingly, accelerated the amortization of these intangibles. This change in estimate increased the depreciation and amortization expense by approximately \$700,000 for the year ended June 30, 2002 and \$400,000 during the three months ended June 30, 2001. Due to impairment losses recognized to intangibles, the remaining net intangible balance of approximately \$6,860,000 (including goodwill of \$1,950,000) at the date of change in estimation in 2001 has been amortized over the remaining life of 57 months. The Company evaluates, on on-going basis, the accounting effect arising from the recently issued SFAS No. 142, Goodwill and Other Intangibles which becomes effective to the Company's financial statements beginning July 1, 2002.

**Cash and Cash Equivalents:**

**Equivalents**

For purposes of the statement of cash flows, cash equivalents include all highly liquid debt instruments with original maturities of three months or less which are not securing any corporate obligations.

## **Table of Contents**

### Concentration

The Company maintains its cash in bank deposit accounts, which, at times, may exceed federally insured limits. The Company has not experienced any losses in such accounts.

### **Accounts Receivable:**

The Company's customer base consists of a geographically dispersed customer base. The Company maintains reserves for potential credit losses on accounts receivable. Management reviews the composition of accounts receivable and analyzes historical bad debts, customer concentrations, customer credit worthiness, current economic trends and changes in customer payment patterns to evaluate the adequacy of these reserves. Reserves are recorded primarily on a specific identification basis.

### **Property and Equipment:**

Property and equipment are stated at cost. Expenditures for maintenance and repairs are charged to earnings as incurred; additions, renewals and betterments are capitalized. When property and equipment are retired or otherwise disposed of, the related cost and accumulated depreciation are removed from the respective accounts, and any gain or loss is included in operations. Depreciation is computed using various methods over the estimated useful lives of the assets, ranging from three to seven years.

The Company accounts for the costs of computer software developed or obtained for internal use in accordance with Statement of Position 98-1, Accounting for the Costs of Computer Software Developed or Obtained for Internal Use. The Company capitalizes costs of materials, consultants, and payroll and payroll-related costs for employees incurred in developing internal-use computer software. These costs are included with Computer equipment and software. Costs incurred during the preliminary project and post-implementation stages are charged to general and administrative expense.

### **Intangible Assets:**

Intangible assets consist of product licenses, renewals, enhancements, copyrights, trademarks, trade names, customer lists and goodwill. The Company evaluates intangible assets, goodwill and other long-lived assets for impairment, at least on an annual basis and whenever events or changes in circumstances indicate that the carrying value may not be recoverable from its estimated future cash flows. Recoverability of intangible assets, other long-lived assets and goodwill is measured by comparing their net book value to the related projected undiscounted cash flows from these assets, considering a number of factors including past operating results, budgets, economic projections, market trends and product development cycles. If the net book value of the asset exceeds the related undiscounted cash flows, the asset is considered impaired, and a second test is performed to measure the amount of impairment loss. Potential impairment of goodwill after July 1, 2002 is being evaluated in accordance with SFAS No. 142. The SFAS No. 142 is applicable to the financial statements of the Company beginning July 1, 2002.

As part of intangible assets, the Company capitalizes certain computer software development costs in accordance with SFAS No. 86, Accounting for the Costs of Computer Software to be Sold, Leased, or Otherwise Marketed. Costs incurred internally to create a computer software product or to develop an enhancement to an existing product are charged to expense when incurred as research and development expense until technological feasibility for the respective product is established. Thereafter, all software development costs are capitalized and reported at the lower of unamortized cost or net realizable value. Capitalization ceases when the product or enhancement is available for general release to customers.

The Company makes on-going evaluations of the recoverability of its capitalized software projects by comparing the amount capitalized for each product to the estimated net realizable value of the product. If such evaluations indicate that the unamortized software development costs exceed the net realizable value, the Company writes off the amount which the unamortized software development costs exceed net realizable value. Capitalized and purchased computer software development costs are being amortized ratably based on the projected revenue associated with the related software or on a straight-line basis over three years, whichever method results in a higher level of amortization.

**Table of Contents****Going Concern:**

The Company's consolidated financial statements are prepared using the accounting principles generally accepted in the United States of America applicable to a going concern, which contemplates the realization of assets and liquidation of liabilities in the normal course of business. As of June 30, 2003, the Company had an accumulated deficit of \$28,405,255 and a working capital deficit of approximately \$1,759,061. Without realization of additional capital, it would be unlikely for the Company to continue as a going concern. This factor raises substantial doubt about the Company's ability to continue as a going concern.

Management recognizes that the Company must generate additional resources to enable it to continue operations. Management has closed down its loss generating UK entities, disposed of its German subsidiary, and is continually evaluating cost cutting measures at every entity level. Additionally, management's plans also include the sale of additional equity securities and debt financing from related parties and outside third parties (note 13). However, no assurance can be given that the Company will be successful in raising additional capital. Further, there can be no assurance, assuming the Company successfully raises additional equity, that the Company will achieve profitability or positive cash flow. If management is unable to raise additional capital and expected significant revenues do not result in positive cash flow, the Company will not be able to meet its obligations and may have to cease operations.

**Uncertainties:**

On September 11, 2001, the United States was the target of terrorist attacks of unprecedented scope. These attacks have caused major instability in the U.S. and other financial markets. Leaders of the U.S. government have announced their intention to actively pursue those behind the attacks and to possibly initiate broader action against global terrorism. Due to these attacks, any response may lead to armed hostilities or to further acts of terrorism in the United States or elsewhere, and such developments would likely cause further instability in financial markets. In addition, armed hostilities and further acts of terrorism may directly impact the Company's physical facilities and operations, which are located in North America, Australia, England, and the Southeast Asian Region (including collectively significant subsidiaries located in Pakistan), or those of their customers. Furthermore, the recent terrorist attacks and future developments may result in reduced demand from customers for services or may negatively impact the clients' ability to outsource. Currently, there are tensions involving Afghanistan, a neighbor of Pakistan. These hostilities and tensions could lead to political or economic instability in Pakistan and a possible adverse effect on operations and future financial performance. The war in Iraq and a poor economy may also have a material adverse effect on the Company's operations and future financial performance. These developments will subject the Company's worldwide operations to increased risks and, depending on their magnitude, could have a material adverse effect on the Company's financial position, results of operations or liquidity.

**Statement of Cash Flows:**

In accordance with Statement of Financial Accounting Standards No. 95, Statement of Cash Flows, cash flows from the Company's operations is calculated based upon the local currencies. As a result, amounts related to assets and liabilities reported on the statement of cash flows will not necessarily agree with changes in the corresponding balances on the balance sheet.

**Revenue Recognition:**

The Company recognizes its revenue in accordance with the Securities and Exchange Commissions (SEC) Staff Accounting Bulletin No. 101, Revenue Recognition in Financial Statements (SAB 101) and The American Institute of Certified Public Accountants (AICPA) Statement of Position (SOP) 97-2, Software Revenue Recognition, as amended as amended by SOP 98-4 and SOP 98-9. The Company's revenue recognition policy is as follows:

*License Revenue.* The Company recognizes revenue from license contracts when a non-cancelable, non-contingent license agreement has been signed, the software product has been delivered, no uncertainties exist surrounding product acceptance, fees from the agreement are fixed and determinable and collection is probable. Any revenues from software arrangements with multiple elements are allocated to each element of the arrangement based on the relative fair values using specific objective evidence as defined in the SOPs. If no such objective evidence exists, revenues from the arrangements are not recognized until the entire arrangement is completed and accepted by the customer. Once the amount of the revenue for each element is determined, the Company recognizes revenues as each

## **Table of Contents**

element is completed and accepted by the customer. For arrangements that require significant production, modification or customization of software, the entire arrangement is accounted for by the percentage of completion method, in conformity with Accounting Research Bulletin ( ARB ) No. 45 and SOP 81-1.

*Services Revenue.* Revenue from consulting services is recognized as the services are performed for time-and-materials contracts and contract accounting is utilized for fixed-price contracts. Revenue from training and development services is recognized as the services are performed. Revenue from maintenance agreements is recognized ratably over the term of the maintenance agreement, which in most instances is one year.

### **Fair Value:**

Unless otherwise indicated, the fair values of all reported assets and liabilities, which represent financial instruments, none of which are held for trading purposes, approximate carrying values of such amounts.

### **Advertising Costs:**

The Company expenses the cost of advertising as incurred or, as appropriate, the first time the advertising takes place. Advertising costs for the years ended June 30, 2003 and 2002 were insignificant.

### **Net Loss Per Share:**

Net loss per share is calculated in accordance with the Statement of financial accounting standards No. 128 (SFAS No. 128), Earnings per share. Basic net loss per share is based upon the weighted average number of common shares outstanding. Diluted net loss per share is based on the assumption that all dilutive convertible shares and stock options were converted or exercised. Dilution is computed by applying the treasury stock method. Under this method, options and warrants are assumed to be exercised at the beginning of the period (or at the time of issuance, if later), and as if funds obtained thereby were used to purchase common stock at the average market price during the period.

The weighted average number of shares used to compute basic and diluted loss per share is the same in these financial statements since the effect of dilutive securities is anti-dilutive.

### **Reverse stock split:**

On August 18, 2003, the Company effected a 1 for 5 reverse stock split for all the issued and outstanding shares of common stock. All historical share and per share amounts in the accompanying consolidated financial statements have been restated to reflect the 5:1 reverse stock split.

### **Other Comprehensive Income & Foreign Currency Translation:**

SFAS 130 requires unrealized gains and losses on the Company's available for sale securities, currency translation adjustments, and minimum pension liability, which prior to adoption were reported separately in stockholders' equity, to be included in other comprehensive income. The accounts of NetSol UK, Limited use British Pounds, NetSol Technologies (Pvt) Ltd., NetSol (Pvt), Ltd., and NetSol Connect Pvt, Ltd. use Pakistan Rupees, NetSol Abraxas Australia Pty, Ltd. uses the Australian dollar as the functional currencies. NetSol Technologies, Inc., NetSol USA, Inc., Intereve Corporation and NetSol eR, Inc., and NetSol Altiva, Inc., use U.S. dollars as the functional currencies. Assets and liabilities are translated at the exchange rate on the balance sheet date, and operating results are translated at the average exchange rate throughout the period. During the year ended June 30, 2003 and 2002, comprehensive income included net translation loss and translation gain of \$380,978 and \$380,516, respectively. Other comprehensive income, as presented on the accompanying consolidated balance sheet in the stockholders' equity section amounted to \$149,297 as of June 30, 2003.

### **Accounting for Stock-Based Compensation:**

The Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 123, Accounting for Stock-Based Compensation, which applies the fair-value method of accounting for stock-based compensation plans. In accordance with this standard, the Company accounts for stock-based compensation in accordance with Accounting Principles Board Opinion No. 25, Accounting for Stock Issued to Employees.

**Table of Contents**

In March 2000, the Financial Accounting Standards Board (FASB) issued FASB Interpretation No. 44 (Interpretation 44), Accounting for Certain Transactions Involving Stock Compensation. Interpretation 44 provides criteria for the recognition of compensation expense in certain stock-based compensation arrangements that are accounted for under APB Opinion No. 25, Accounting for Stock-Based Compensation. Interpretation 44 became effective July 1, 2000, with certain provisions that were effective retroactively to December 15, 1998 and January 12, 2000. Interpretation 44 did not have any material impact on the Company's financial statements.

**Income Taxes:**

Deferred income taxes are reported using the liability method. Deferred tax assets are recognized for deductible temporary differences and deferred tax liabilities are recognized for taxable temporary differences. Temporary differences are the differences between the reported amounts of assets and liabilities and their tax bases. Deferred tax assets are reduced by a valuation allowance when, in the opinion of management, it is more likely than not that some portion or all of the deferred tax assets will not be realized. Deferred tax assets and liabilities are adjusted for the effects of changes in tax laws and rates on the date of enactment.

As of June 30, 2003, the Company had net federal and state operating loss carry forwards expiring in various years through 2023. During the year ended June 30, 2003, the valuation allowance increased by \$855,000; primarily due to the net operating loss carry forward. Deferred tax assets resulting from the net operating losses are reduced by a valuation allowance, when in the opinion of management, utilization is not reasonably assured.

A summary at June 30, 2003 is as follows:

|   | <u>Federal</u> | <u>State</u> | <u>Total</u> |
|---|----------------|--------------|--------------|
| Net operating loss carry forward                                      | \$ 16,137,500  | \$ 9,212,500 |              |
| Effective tax rate  | 32%            | 8%           |              |
| Deferred tax asset  | 5,164,000      | 737,000      | 5,901,000    |
| Valuation allowance   | (3,604,000)    | (347,000)    | (3,951,000)  |
| Net deferred tax asset  | 1,560,000      | 390,000      | 1,950,000    |
| Deferred tax liability arising from non-taxable business combinations | 1,560,000      | 390,000      | 1,950,000    |
| Net deferred tax liability  | \$             | \$           | \$           |

The following is a reconciliation of the provision for income taxes at the U.S. federal income tax rate to the income taxes reflected in the Consolidated Statements of Operations:

|  | <u>June 30,<br/>2003</u> | <u>June 30,<br/>2002</u> |
|--|--------------------------|--------------------------|
| Tax expense (credit) at statutory rate-federal | (32)%                    | (32)%                    |
| State tax expense net of federal tax           | (8)                      | (8)                      |
| Permanent differences                          | 1                        |                          |
| Valuation allowance                            | 39                       | 39                       |
| Tax expense at actual rate                     | —                        | —                        |

## **Table of Contents**

### **Derivative Instruments:**

In June 1998, the Financial Accounting Standards Board issued SFAS No. 133, Accounting for Derivative Instruments and Hedging Activities. SFAS No. 133, as amended by SFAS No. 137, is effective for fiscal years beginning after June 15, 2000. SFAS No. 133 requires the Company to recognize all derivatives as either assets or liabilities and measure those instruments at fair value. It further provides criteria for derivative instruments to be designated as fair value, cash flow and foreign currency hedges and establishes respective accounting standards for reporting changes in the fair value of the derivative instruments. After adoption, the Company is required to adjust hedging instruments to fair value in the balance sheet and recognize the offsetting gains or losses as adjustments to be reported in net income or other comprehensive income, as appropriate. The Company has complied with the requirements of SFAS 133 in fiscal year 2003 and 2002, the effect of which was not material to the Company's financial position or results of operations as the Company does not participate in such activities.

### **Impairment of Long-Lived Assets and Long-Lived Assets to be Disposed of:**

The Company adopted the provision of FASB No. 121, Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to be Disposed Of. This statement requires that long-lived assets and certain identifiable intangibles be reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to future net cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amounts of the assets exceed the fair values of the assets. In assessing the impairment of these identifiable intangible assets, identifiable goodwill will be allocated on a pro rata basis using fair values of the assets at the original acquisition date. In estimating expected future cash flows for determining whether an asset is impaired and if expected future cash flows are used in measuring assets that are impaired, assets will be grouped at the lowest level (entity level) for which there are identifiable cash flows that are largely independent of the cash flows of other groups of assets. Assets to be disposed of are reported at the lower of the carrying amount or fair value less costs to sell. In recording an impairment loss, related goodwill would be reduced to zero before reducing the carrying amount of any identified impaired asset.

For goodwill not identifiable with an impaired asset, the Company establishes benchmarks at the lowest level (entity level) as its method of assessing impairment. In measuring impairment, unidentifiable goodwill is considered impaired if the fair value at the lowest level is less than its carrying amount. The fair value of unidentifiable goodwill is determined by subtracting the fair value of the recognized net assets at the lowest level (excluding goodwill) from the value at the lowest level. The amount of the impairment loss is equal to the difference between the carrying amount of goodwill and the fair value of goodwill. In the event that impairment is recognized, appropriate disclosures are made.

As of June 30, 2003, the Company determined the fair value of goodwill was equal to its carrying value.

### **Reporting segments:**

Statement of financial accounting standards No. 131, Disclosures about segments of an enterprise and related information (SFAS No. 131), which superceded statement of financial accounting standards No. 14, Financial reporting for segments of a business enterprise, establishes standards for the way that public enterprises report information about operating segments in annual financial statements and requires reporting of selected information about operating segments in interim financial statements regarding products and services, geographic areas and major customers. SFAS No. 131 defines operating segments as components of an enterprise about which separate financial information is available that is evaluated regularly by the chief operating decision maker in deciding how to allocate resources and in assessing performances. The Company allocates its resources and assesses the performance of its sales activities based upon geographic locations of its subsidiaries (note 12).

### **New Accounting Pronouncements:**

SFAS No. 144, Accounting for the Impairment or Disposal of Long-Lived Assets, was issued in August 2001. SFAS No. 144 is effective for fiscal years beginning after December 15, 2001, and addresses financial accounting and reporting for the impairment or disposal of long-lived assets. This statement supersedes SFAS No. 121 Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to Be Disposed Of, and the accounting and reporting provisions of APB Opinion No. 30, Reporting the Results of Operations - Reporting the Effects of Disposal

**Table of Contents**

of a Segment of a Business, and Extraordinary, Unusual and Infrequently Occurring Events and Transactions, for the disposal of a segment of a business. The adoption of SFAS 144 does not have a material effect on the earnings or financial position of the Company.

In May 2002, the Board issued SFAS No. 145, Rescission of FASB Statements No. 4, 44, and 64, Amendment of FASB Statement No. 13, and Technical Corrections ( SFAS 145 ). SFAS 145 rescinds the automatic treatment of gains or losses from extinguishments of debt as extraordinary unless they meet the criteria for extraordinary items as outlined in APB Opinion No. 30, Reporting the Results of Operations, Reporting the Effects of Disposal of a Segment of a Business, and Extraordinary, Unusual and Infrequently Occurring Events and Transactions. SFAS 145 also requires sale-leaseback accounting for certain lease modifications that have economic effects that are similar to sale-leaseback transactions and makes various technical corrections to existing pronouncements. The provisions of SFAS 145 related to the rescission of FASB Statement 4 are effective for fiscal years beginning after May 15, 2002, with early adoption encouraged. All other provisions of SFAS 145 are effective for transactions occurring after May 15, 2002, with early adoption encouraged. The adoption of SFAS 145 does not have a material effect on the earnings or financial position of the Company.

In June 2002, the FASB issued SFAS No. 146, Accounting for Costs Associated with Exit or Disposal Activities. This statement addresses financial accounting and reporting for costs associated with exit or disposal activities and nullifies Emerging Issues Task Force ( EITF ) Issue No. 94-3, Liability Recognition for Certain Employee Termination Benefits and Other Costs to Exit an Activity (including Certain Costs Incurred in a Restructuring). This statement requires that a liability for a cost associated with an exit or disposal activity be recognized when the liability is incurred. Under EITF Issue 94-3, a liability for an exit cost, as defined, was recognized at the date of an entity's commitment to an exit plan. The provisions of this statement are effective for exit or disposal activities that are initiated after December 31, 2002 with earlier application encouraged. The adoption of SFAS 146 does not have a material effect on the earnings or financial position of the Company.

On January 1, 2002, the Company adopted Financial Accounting Standards Board Emerging Issues Task Force No. 01-14, Income Statement Characterization of Reimbursements Received for Out-of-Pocket Expenses Incurred, ( EITF 01-14 ). EITF 01-14 requires companies to characterize reimbursements received for out-of-pocket expenses incurred as revenue and to reclassify prior period financial statements to conform to current year presentation for comparative purposes. The Company's Services revenues now include reimbursable out-of-pocket expenses and Cost of services expenses include the costs associated with reimbursable out-of-pocket expenses. Prior to the adoption of EITF 01-14 the Company's historical financial statements recorded these expenses as net amounts in Cost of services. The adoption of EITF 01-14 did not have a significant impact on the services gross margin percentage and had no effect on net loss.

In November 2002, the FASB issued Interpretation No. 45, Guarantors Accounting and Disclosure Requirements for Guarantees, Including Indirect Guarantees of Indebtedness of Others ( FIN 45 ). FIN 45 elaborates on the existing disclosure requirements for most guarantees, including loan guarantees such as standby letters of credit. It also requires that at all times a company issues a guarantee, ANZA must recognize an initial liability for the fair market value of the obligations it assumes under that guarantee and must disclose that information in its interim and annual financial statements. The initial recognition and measurement provisions of FIN 45 apply on a prospective basis to guarantees issued or modified after December 31, 2002. The adoption of this requirement has not had a material effect on its financial position or results of operations.

In January 2003, the FASB issued Interpretation No. 46, Consolidation of Variable Interest Entities ( FIN 46 ). FIN 46 clarifies the application of Accounting Research Bulletin No. 51 for certain entities in which equity investors do not have the characteristics of a controlling financial interest or do not have sufficient equity at risk for the entity to finance its activities without additional subordinated financial support from other parties. FIN 46 applies to variable interest entities created after January 31, 2003, and to variable interest entities in which an enterprise obtains an interest after that date. The Company believes that the adoption of the disclosure provisions of this statement will not have a material effect on its financial position or results of operations.

In March 2003, the FASB issued SFAS No. 148, Accounting for Stock-Based Compensation Transition and Disclosure. This Statement amends SFAS No. 123, Accounting for Stock-Based Compensation, to provide alternative methods of transition for a voluntary change to the fair value based method of accounting for stock-based employee compensation. In addition, SFAS No. 148 amends the disclosure requirements of SFAS No. 123 to require prominent disclosures in both annual and interim financial statements about the method of accounting for stock-based employee compensation and the effect of the method used on reported results. The Company does not expect to adopt



**Table of Contents**

SFAS No. 123. The additional presentation requirements are not meaningful since few employee options were granted during the periods presented. The proforma information regarding net loss and loss per share, pursuant to the requirements of FASB 123 for the years end June 30, 2003 and 2002 have been presented in the note 10.

On April 30, the FASB issued FASB Statement No. 149 (SFAS 149), *Amendment of Statement 133 on Derivative Instruments and Hedging Activities*. SFAS 149 amends and clarifies the accounting guidance on (1) derivative instruments (including certain derivative instruments embedded in other contracts) and (2) hedging activities that fall within the scope of FASB Statement No. 133 (SFAS 133), *Accounting for Derivative Instruments and Hedging Activities*. SFAS 149 also amends certain other existing pronouncements, which will result in more consistent reporting of contracts that are derivatives in their entirety or that contain embedded derivatives that warrant separate accounting. SFAS 149 is effective (1) for contracts entered into or modified after June 30, 2003, with certain exceptions, and (2) for hedging relationships designated after June 30, 2003. The guidance is to be applied prospectively. The adoption of SFAS 149 does not have a material effect on the earnings or financial position of the Company.

In May 2003, the FASB issued SFAS No. 150, *Accounting for Certain Financial Instruments with Characteristics of Both Liabilities and Equity*, ( SFAS No. 150 ). SFAS No. 150 establishes standards for how an issuer classifies and measures in its statement of financial position certain financial instruments with characteristics of both liabilities and equity. In accordance with SFAS No. 150, financial instruments that embody obligations for the issuer are required to be classified as liabilities. SFAS No. 150 shall be effective for financial instruments entered into or modified after May 31, 2003, and otherwise shall be effective at the beginning of the first interim period beginning after June 15, 2003. The adoption of SFAS 150 does not have a material effect on the earnings or financial position of the Company.

**Reclassifications:**

For comparative purposes, prior year s consolidated financial statements have been reclassified to conform with report classifications of the current year.

**NOTE 3 MAJOR CUSTOMERS**

Included in accounts receivable as of June 30, 2002 is approximately \$761,000 due from one major customer. During the years ended June 30, 2002, one major customer accounted for approximately 11% of net revenues. The Company did not have a major customer with over 10% of net revenue, in the year ended June 30, 2003.

**NOTE 4 OTHER CURRENT ASSETS**

Other current assets comprise of the following as of June 30, 2003:

|                    |            |
|--------------------|------------|
| Prepaid Expenses   | \$ 153,239 |
| Advance Income Tax | 50,185     |
| Employee Advances  | 6,134      |
| Security Deposits  | 18,837     |
| Other Receivables  | 100,121    |
|                    | <hr/>      |
| Total              | \$328,516  |
|                    | <hr/>      |

**Table of Contents****NOTE 5 - PROPERTY AND EQUIPMENT**

Property and equipment, net, consist of the following at June 30, 2003:

|   |              |
|---|--------------|
| Office furniture and equipment          | \$ 418,612   |
| Computer equipment                      | 1,767,168    |
| Web-site development                    | 181,499      |
| Assets under capital leases             | 664,322      |
| Construction in process                 | 614,639      |
| Land                                    | 179,903      |
| Autos                                   | 133,220      |
| Improvements                            | 188,516      |
|   | <hr/>        |
| Subtotal                                | 4,147,879    |
| Accumulated depreciation & amortization | (2,110,372)  |
|   | <hr/>        |
|   | \$ 2,037,507 |
|   | <hr/>        |

For the years ended June 30, 2003 and 2002, depreciation and amortization expense totaled \$187,362 and \$779,587, respectively. Accumulated depreciation and amortization for assets under capital leases amounted to \$372,623 and \$348,791 at June 30, 2003 and 2002, respectively.

**NOTE 6 - INTANGIBLE ASSETS**

Intangible assets consist of the following at June 30, 2003:

|                          | <u>Product Licenses</u> | <u>Customer Lists</u> | <u>Goodwill</u> | <u>Total</u> |
|--------------------------|-------------------------|-----------------------|-----------------|--------------|
| Intangible asset         | \$ 4,894,838            | \$ 1,977,877          | \$ 2,153,311    | \$ 9,026,026 |
| Accumulated amortization | (2,291,803)             | (1,020,643)           | (783,389)       | (4,095,835)  |
|                          | <hr/>                   | <hr/>                 | <hr/>           | <hr/>        |
|                          | \$ 2,603,035            | \$ 957,234            | \$ 1,369,922    | \$ 4,930,191 |
|                          | <hr/>                   | <hr/>                 | <hr/>           | <hr/>        |
| Amortization expense:    |                         |                       |                 |              |
| Year ended June 30, 2003 | \$ 680,125              | \$ 316,015            | \$ 393,388      | \$ 1,389,528 |
| Year ended June 30, 2002 | \$ 680,125              | \$ 265,687            | \$ 390,000      | \$ 1,335,812 |

At June 30, 2003, product licenses, renewals, enhancements, copyrights, trademarks, and trade names, included unamortized software development and enhancement costs of \$562,659 as the development and enhancement is yet to be completed.

Effective July 1, 2002, the Company adopted Statement of Financial Accounting Standards No. 142, Goodwill and Other Intangible Assets, ( SFAS 142 ). SFAS 142 requires that goodwill no longer be amortized and that it be assessed for impairment on an annual basis. The Company is evaluating any accounting effect, if any, arising from the recently issued SFAS No. 142, Goodwill and Other Intangibles on the Company's financial position or results of operations.

**NOTE 7 - LETTER OF CREDIT****Letter of Credit**

During September 2000, the Company opened a certificate of deposit with Merrill Lynch Bank USA in the amount of \$500,000, as security for an Irrevocable Standby Letter of Credit for the benefit of one of its customers. The customer, Daimler Chrysler Singapore released the letter of credit performance bond in September 2002. The company was able to utilize the cash of \$500,000 in five months starting from September 2002. As of June 30, 2003,

**Table of Contents**

the Company has no letter of credit outstanding.

**NOTE 8 NOTES PAYABLE**

In December 2001, as part of the winding up of Network Solutions Ltd. the parent agreed to assume the note payable of one of the major creditors, Barclay's Bank PLC of £130,000 or \$188,500 USD (see Note 1). In November 2002, the parties agreed upon a settlement agreement whereby the Company would pay £1,000 per month for twelve months and £2,000 per month thereafter until paid. During the fiscal years ended June 30, 2003 and 2002, the Company paid approximately £2,000 (\$3,336) and £0, respectively. The balance owing at June 30, 2003 was \$185,164. The entire balance has been classified as current and is included in Current maturities of notes and obligations under capitalized leases in the accompanying financial statements.

In June 2002, the Company signed a settlement agreement with a former consultant for payment of past services rendered. The Company agreed to pay the consultant a total of \$75,000. The agreement calls for monthly payments of \$1,500 per month until paid. During the current fiscal year the Company paid \$21,700. The balance owing at June 30, 2003 was \$53,300, of this amount, \$18,000 has been classified as a current liability in the accompanying financial statements.

On September 25, 2002 the Company signed a settlement agreement with Adrian Cowler ( Cowler ) and Surrey Design Partnership Ltd. (see Note 11). The Company agreed to pay Cowler £218,000 pound sterling or approximately \$285,860USD plus interest, which the Company has recorded as a note payable in the accompanying consolidated financial statements. The agreement calls for monthly payments of £3,000 until March 2004 and then £4,000 per month until paid. During the fiscal years ended June 30, 2003 and 2002, the Company paid £48,731 and £24,815 or \$76,248 and \$35,000, respectively and accrued \$10,812 in interest. As of June 30, 2003, the balance was \$185,424, of this amount, \$94,050 has been classified as a current liability in the accompanying financial statements.

In November 2002, the Company signed a settlement agreement with Herbert Smith for £171,733 or approximately \$248,871, including interest (see Note 11). The Company agreed to pay \$10,000 upon signing of the agreement, \$4,000 per month for twelve months, and then \$6,000 per month until paid. During the fiscal years ended June 30, 2003 and 2002, the Company paid \$26,000 and \$58,000, respectively. The balance owing at June 30, 2003 was \$164,871. The entire balance has been classified as current and is included in Current maturities of notes and obligations under capitalized leases in the accompanying financial statements.

The current maturity of notes payable, including capital lease obligations, is as follows:

|                          |            |
|--------------------------|------------|
| Year ended June 30, 2003 | \$ 760,786 |
| Year ended June 30, 2004 | 97,200     |
| Year ended June 30, 2005 | 29,474     |
|                          | <hr/>      |
| Total                    | \$ 887,460 |
|                          | <hr/>      |

**NOTE 9 STOCKHOLDERS EQUITY****Initial Public Offering:**

On September 15, 1998, the Company completed the sale of its minimum offering of shares in its initial public offering which generated gross proceeds of \$1,385,647 from the sale of 50,200 shares of common stock and 929,825 warrants, each warrant to purchase one share of the Company's common stock at an exercise price of \$6.50 for a term of five years. The total number of warrants outstanding at June 30, 2003 is 51,890 with exercise prices ranging from approximately \$4.50 to \$7.00 per warrant.

## **Table of Contents**

### **Business Combinations:**

Altiva Technologies, Inc.

On May 20, 2003, the Company issued 212,000 Rule 144 restricted common shares in exchange for all the assets and certain liabilities of Altiva Technologies, Inc., a Delaware corporation in an Asset Purchase Agreement. The shares were valued at the time of the purchase at \$212,000 or \$0.20 per share. Proforma financial statements are not presented, as the net assets and the operations of Altiva Technologies, Inc. were insignificant prior to the merger.

### **Private Placements**

During the years ended June 30, 2003 and 2002, the Company sold 459,770 and 403,436 shares of common stock for \$365,219 and \$324,850, respectively, through private placement offerings pursuant to Rule 506 of Regulation D of the Securities and Exchange Act of 1933. The private placements were intended to be exempt from the registration provisions of the Securities and Exchange Commission Act of 1933 under Regulation D.

### **Services**

During the years ended June 30, 2003 and 2002, the Company issued 93,400 and 163,000 restricted Rule 144 common shares in exchange for accrued compensation and services rendered, respectively. The Company recorded compensation expense of \$39,200 and \$116,995 for the years ended June 30, 2003 and 2002, respectively. Compensation expense was calculated based upon the fair market value of the freely trading shares as quoted on NASDAQ through 2003 and 2002, over the service period.

### **Issuance of shares for Conversion of Debt and Settlement of Litigation**

During the year ended June 30, 2003, the outstanding balance of \$25,000 was converted into 71,429 restricted Rule 144 common shares.

During the year ended June 30, 2003 and 2002, the Company issued 40,000 and 130,000 shares of common stock in settlement of litigation, respectively. The shares were valued at \$50,000 and \$104,000, respectively.

### **Short Swing Profits**

During the year ending June 30, 2002, a principal stockholder, purchased and sold shares of the Company's common stock on the public market within a six-month period and failed to make adequate disclosures, which constituted a violation of the federal securities statute. Profits of \$9,650 arising from the sale of these shares of common stock were contributed to the Company in June 2002.

### **Options Exercised**

During the years ended June 30, 2003 and 2002, the Company issued 954,983 and 825,718 shares of its common stock upon the exercise of stock options. The Company received proceeds of \$809,566 and \$862,295, respectively.

### **NOTE 10 - INCENTIVE AND NON-STATUTORY STOCK OPTION PLAN**

#### **The 1997 Plan**

On April 1, 1997, the Company adopted an Incentive and Non-statutory Stock Option Plan (the 1997 Plan) for its employees and consultants under which a maximum of 100,000 options may be granted to purchase common stock of the Company. Two types of options may be granted under the Plan: (1) Incentive Stock Options (also known as Qualified Stock Options) which may only be issued to employees of the Company and whereby the exercise price of the option is not less than the fair market value of the common stock on the date it was reserved for issuance under the Plan; and (2) Non-statutory Stock Options which may be issued to either employees or consultants of the Company and whereby the exercise price of the option is less than the fair market value of the common stock on the date it was reserved for issuance under the plan. Grants of options may be made to employees and consultants without regard to any performance measures. All options listed in the summary compensation table ( Securities Underlying Options ) were issued pursuant to the Plan. An additional 4,000 Incentive Stock Options were issued to a non-officer-stockholder of the Company. All options issued pursuant to the Plan vest over an 18 month period from the date of the grant per the

F-21

**Table of Contents**

following schedule: 33% of the options vest on the date which is six months from the date of the grant; 33% of the options vest on the date which is 12 months from the date of the grant; and 34% of the options vest on the date which is 18 months from the date of the grant. All options issued pursuant to the Plan are nontransferable and subject to forfeiture.

The number and weighted average exercise prices of options granted under the 1997 Plan for the years ended June 30, 2003 and 2002 are as follows:

|  | 2003   |                        | 2002   |                        |
|--|--------|------------------------|--------|------------------------|
|  | Number | Average Exercise Price | Number | Average Exercise Price |
| Outstanding at the beginning of the year | 9,000  | \$ 7.20                | 9,000  | \$ 7.20                |
| Outstanding at the end of the year       | 9,000  | \$ 7.20                | 9,000  | \$ 7.20                |
| Granted during the year                  |        | \$                     |        | \$                     |
| Exercised during the year                |        | \$                     |        | \$                     |
| Exercisable at the end of the year       | 9,000  | \$ 7.20                | 9,000  | \$ 7.20                |
| Canceled/forfeited during the year       |        | \$                     |        | \$                     |
| Weighted average remaining life (years)  | .5     |                        | 1.5    |                        |

During the year ended June 30, 2001, 40,000 options were exercised by related parties into 40,000 shares of common stock for total consideration of \$29,000. There was no activity during the year ended June 30, 2002.

**The 1999 Plan**

On May 18, 1999, the Company enacted an Incentive and Non-statutory Stock Option Plan (the 1999 Plan) for its employees, directors and consultants under which a maximum of 1,000,000 options may be granted to purchase common stock of the Company. Two types of options may be granted under the Plan: (1) Incentive Stock Options (also known as Qualified Stock Options) which may only be issued to employees of the Company and whereby the exercise price of the option is not less than the fair market value of the common stock on the date it was reserved for issuance under the Plan; and (2) Non-statutory Stock Options which may be issued to either employees or consultants of the Company and whereby the exercise price of the option is less than the fair market value of the common stock on the date it was reserved for issuance under the plan. Grants of options may be made to employees, directors and consultants without regard to any performance measures. All options issued pursuant to the Plan are nontransferable and subject to forfeiture.

Any Option granted to an Employee of the Corporation shall become exercisable over a period of no longer than ten (10) years and no less than twenty percent (20%) of the shares covered thereby shall become exercisable annually. No Incentive Stock Option shall be exercisable, in whole or in part, prior to one (1) year from the date it is granted unless the Board shall specifically determine otherwise, as provided herein. In no event shall any Option be exercisable after the expiration of ten (10) years from the date it is granted, and no Incentive Stock Option granted to a Ten Percent Holder shall, by its terms, be exercisable after the expiration of ten (10) years from the date of the Option. Unless otherwise specified by the Board or the Committee in the resolution authorizing such option, the date of grant of an Option shall be deemed to be the date upon which the Board or the Committee authorizes the granting of such Option.

The number and weighted average exercise prices of options granted under the 1999 Plan for the year ended June 30, 2003 and 2002 are as follows:

|  | 2003    |                        | 2002    |                        |
|--|---------|------------------------|---------|------------------------|
|  | Number  | Average Exercise Price | Number  | Average Exercise Price |
| Outstanding at the beginning of the year | 631,890 | \$ 24.75               | 598,450 | \$ 26.55               |
| Outstanding at the end of the year       | 631,890 | \$ 24.75               | 631,890 | \$ 24.75               |
| Granted during the year                  |         | \$                     | 421,866 | \$ 1.25                |

**Table of Contents**

|   | 2003    |                        | 2002    |                        |
|---|---------|------------------------|---------|------------------------|
|   | Number  | Average Exercise Price | Number  | Average Exercise Price |
| Exercised during the year               |         | \$                     | 340,426 | \$ 1.25                |
| Exercisable at the end of the year      | 631,890 | \$24.75                | 631,890 | \$24.75                |
| Canceled/forfeited during the year      |         | \$                     | 48,000  | \$11.25                |
| Weighted average remaining life (years) | 3.5     |                        | 4.5     |                        |

There were no options granted, exercised, cancelled, or expired under this plan during the year ended June 30, 2003. During the year ended June 30, 2002, 340,426 options were exercised into 340,426 shares of common stock for total consideration of \$425,533 including 251,466 options exercised by Directors and officers of the Company.

Pro forma information regarding the effect on operations is required by SFAS 123, and has been determined as if the Company had accounted for its employee stock options under the fair value method of that statement. Pro forma information using the Black-Scholes method at the date of grant based on the following assumptions:

|                         |            |
|-------------------------|------------|
| Expected life (years)   | 5-10 years |
| Risk-free interest rate | 6.0%       |
| Dividend yield          |            |
| Volatility              | 1.14       |

**The 2001 Plan**

On March 27, 2002, the Company enacted an Incentive and Non-statutory Stock Option Plan (the 2001 Plan) for its employees and consultants under which a maximum of 2,000,000 options may be granted to purchase common stock of the Company. Two types of options may be granted under the Plan: (1) Incentive Stock Options (also known as Qualified Stock Options) which may only be issued to employees of the Company and whereby the exercise price of the option is not less than the fair market value of the common stock on the date it was reserved for issuance under the Plan; and (2) Non-statutory Stock Options which may be issued to either employees or consultants of the Company and whereby the exercise price of the option is less than the fair market value of the common stock on the date it was reserved for issuance under the plan. Grants of options may be made to employees and consultants without regard to any performance measures. All options issued pursuant to the Plan are nontransferable and subject to forfeiture.

Any Option granted to an Employee of the Corporation shall become exercisable over a period of no longer than ten (10) years and no less than twenty percent (20%) of the shares covered thereby shall become exercisable annually. No Incentive Stock Option shall be exercisable, in whole or in part, prior to one (1) year from the date it is granted unless the Board shall specifically determine otherwise, as provided herein. In no event shall any Option be exercisable after the expiration of ten (10) years from the date it is granted, and no Incentive Stock Option granted to a Ten Percent Holder shall, by its terms, be exercisable after the expiration of ten (10) years from the date of the Option. Unless otherwise specified by the Board or the Committee in the resolution authorizing such option, the date of grant of an Option shall be deemed to be the date upon which the Board or the Committee authorizes the granting of such Option.

The number and weighted average exercise prices of options granted under the 2001 Plan for the years ended June 30, 2003 and 2002 are as follows:

|  | 2003    |                        | 2002      |                        |
|--|---------|------------------------|-----------|------------------------|
|  | Number  | Average Exercise Price | Number    | Average Exercise Price |
| Outstanding at the beginning of the year | 887,908 | \$0.90                 |           | \$                     |
| Outstanding at the end of the year       | 398,408 | \$1.10                 | 887,908   | \$0.90                 |
| Granted during the year                  | 389,083 | \$1.30                 | 1,373,200 | \$0.90                 |
| Exercised during the year                | 878,583 | \$ .90                 | 485,292   | \$0.90                 |
| Exercisable at the end of the year       | 398,408 | \$1.10                 | 887,908   | \$0.90                 |

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|   |     |    |        |    |
|---|-----|----|--------|----|
| Canceled/forfeited during the year      |     | \$ | 48,000 | \$ |
| Weighted average remaining life (years) | 8.4 |    | 9.4    |    |

Under the 2001 Plan, during the year ended June 30, 2003 and 2002, 878,583 options were exercised into 878,583 shares of common stock for total consideration of \$733,166 and \$436,762.

F-23

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**Table of Contents**

During the year ended June 30, 2003, non-cash compensation included in the options exercised was \$135,166 for 164,083 shares of common stock. Of this amount, \$75,000 or 60,000 shares of common stock was issued to officers of the Company. Included in the options exercised was non-cash compensation of \$401,046 for 2,045,342 shares of common stock to officers of the Company, in the year ended June 30, 2002.

**The 2002 Plan**

On January 2003, the Company enacted an Incentive and Non-statutory Stock Option Plan (the 2002 Plan ) for its employees and consultants under which a maximum of 2,000,000 options may be granted to purchase restricted Rule 144 common stock of the Company. Two types of options may be granted under the Plan: (1) Incentive Stock Options (also known as Qualified Stock Options) which may only be issued to employees of the Company and whereby the exercise price of the option is not less than the fair market value of the common stock on the date it was reserved for issuance under the Plan; and (2) Non-statutory Stock Options which may be issued to either employees or consultants of the Company and whereby the exercise price of the option is less than the fair market value of the common stock on the date it was reserved for issuance under the plan. Grants of options may be made to employees and consultants without regard to any performance measures. All options issued pursuant to the Plan are nontransferable and subject to forfeiture.

Any Option granted to an Employee of the Corporation shall become exercisable over a period of no longer than ten (10) years and no less than twenty percent (20%) of the shares covered thereby shall become exercisable annually. No Incentive Stock Option shall be exercisable, in whole or in part, prior to one (1) year from the date it is granted unless the Board shall specifically determine otherwise, as provided herein. In no event shall any Option be exercisable after the expiration of ten (10) years from the date it is granted, and no Incentive Stock Option granted to a Ten Percent Holder shall, by its terms, be exercisable after the expiration of ten (10) years from the date of the Option. Unless otherwise specified by the Board or the Committee in the resolution authorizing such option, the date of grant of an Option shall be deemed to be the date upon which the Board or the Committee authorizes the granting of such Option.

The number and weighted average exercise prices of options granted under the 2002 Plan for the year ended June 30, 2003 are as follows:

|  | 2003    |                        |
|--|---------|------------------------|
|  | Number  | Average Exercise Price |
| Outstanding at the beginning of the year |         |                        |
| Outstanding at the end of the year       | 93,600  | \$ 1.00                |
| Granted during the year                  | 170,000 | \$ 1.13                |
| Exercised during the year                | 76,400  | \$ 1.00                |
| Exercisable at the end of the year       | 93,600  | \$ 1.13                |
| Canceled/forfeited during the year       |         |                        |
| Weighted average remaining life (years)  | 9.4     |                        |

Under the 2002 Plan, during the year ended June 30, 2003, 76,400 options were exercised into 76,400 shares of common stock for total consideration of \$76,400.

Proforma information regarding net loss and loss per share, pursuant to the requirements of FASB 123 for the years ended June 30, 2003 and 2002 are as follows:

|  | 2003        |             | 2002        |             |
|--|-------------|-------------|-------------|-------------|
|  | Historical  | Proforma    | Historical  | Proforma    |
| Net loss                               | \$2,137,506 | \$7,242,796 | \$5,998,864 | \$7,242,796 |
| Net loss per share - basic and diluted | \$ .47      | \$ 0.48     | \$ 2.00     | \$ 2.40     |





**Table of Contents****NOTE 11 COMMITMENTS AND CONTINGENCIES****Leases**

As of October of 2002, the Company moved its headquarters from its previous facility to one with approximately 1,575 rentable square feet and a monthly rent of \$2,993.00 per month. The previous location had a monthly rent of over \$13,000 per month. The lease is on a month-to-month basis. The facilities in Maryland are subject to a six month lease which expires in December 2003 and thereafter operates on a month-to-month basis rented at the rate of \$1,200 per month. The Australia lease is a four-year lease that expires in September 2003 and currently is rented at the rate of \$1,380 per month. The Pakistani facility is on a month-to-month basis and is currently rented at the rate of approximately \$10,000 per month. UK operations are currently conducted in leased premises operating on a month-to-month basis with current rental costs of approximately \$3,000 per month.

The Company entered in to a lease agreement for its corporate office in the US beginning September 23, 2002. The term of the lease is on month-to-month basis with either party entitled to terminate it after February 20, 2003. Rent for the period from September 23, 2002 to September 30, 2002 was \$630 and thereafter it was raised to \$2,365 per month. In September 2002, the Company paid a sum of \$17,167 which constitutes a prorata rent payment for September, six months rent in advance and a security deposit of \$2,362.

Rent expense amounted to \$215,000 and \$419,004 for the years ended June 30, 2002 and 2001, respectively.

**Employment Agreements**

Effective October 2002, the Company entered into a Consulting Agreement with Mark Caton. The Agreement was for one year with a consulting fee of \$60,000 and a stock option package consisting of options to purchase 200,000 (40,000 post-reverse split) shares of common stock as the exercise price of \$.015 (\$.75 post reverse split), all of which are vested, for an additional one year term at a fee of \$60,000 and a stock option package consisting of options to purchase 20,000 shares of common stock at the exercise price of \$2.50. These options vest quarterly.

Effective April 22, 2002, the Company entered into an employment agreement with Naeem Ghauri as Chief Executive Officer of the Company. The agreement is for a base term of three years, and continues thereafter on an at will basis until terminated by either the Company or Mr. Ghauri. The agreement provides for a yearly salary of \$125,000. The salary shall increase to \$150,000 per year at the time the Company reaches profitability for a full fiscal year. The agreement also provides for such additional compensation as the Board of Directors of the Company determines is proper in recognition of Mr. Ghauri's contributions and services to the Company. In addition, the agreement provides for option grants under the Company's employee stock option plan of 100,000 options (post-reverse split) granted on April 2002, 25% of which vest at the beginning of each quarter. Further, 40,000 additional options are to be granted upon the Company's achievement of \$9,500,000 in revenues and \$50,000 EBITDA for the calendar year 2002.

Effective April 22, 2002, the Company entered into an employment agreement with Najeeb Ghauri as Corporate Secretary. The agreement is for a base term of three years, and continues thereafter on an at will basis until terminated by either the Company or Mr. Ghauri. The agreement provides for a yearly salary of \$125,000. In June 2002, Mr. Ghauri's responsibilities were increased when he was appointed Chief Financial Officer and elected Chairman of the Board. The salary is to increase to \$150,000 per year at the time the Company reaches profitability for a full fiscal year. The agreement also provides for such additional compensation as the Board of Directors of the Company determines is proper in recognition of Mr. Ghauri's contributions and services to the Company. In addition, the agreement provides for option grants under the Company's employee stock option plan of 100,000 options (post-reverse split) granted on April 2002, 25% of which vest at the beginning of each quarter. Further, 40,000 additional options are to be granted upon the Company's achievement of \$9,500,000 in revenues and \$50,000 EBITDA for the calendar year 2002.

Effective April 22, 2002, the Company entered into an employment agreement with Salim Ghauri as the President of the Company and Chief Executive Officer of the Company's Pakistan subsidiary. The agreement is for a base term of three years, and continues thereafter on an at will basis until terminated by either the Company or Mr. Ghauri. The agreement provides for a yearly salary of \$125,000. The salary is to increase to \$150,000 per year at the time the Company reaches profitability for a full fiscal year. The agreement also provides for such additional compensation as

## **Table of Contents**

the Board of Directors of the Company determines is proper in recognition of Mr. Ghauri's contributions and services to the Company. In addition, the agreement provides for option grants under the Company's employee stock option plan of 100,000 options (post-reverse split) granted on April 2002, 25% of which vest at the beginning of each quarter. Further, 40,000 additional options are to be granted upon the Company's achievement of \$9,500,000 in revenues and \$50,000 EBITDA for the calendar year 2002.

All of the above agreements provide for certain Company-paid benefits such as employee benefit plans and medical care plans at such times as the Company may adopt them. The agreements also provide for reimbursement of reasonable business-related expenses and for two weeks of paid vacation. The agreements also provide for certain covenants concerning non-competition, non-disclosure, indemnity and assignment of intellectual property rights.

## **Litigation**

Herbert Smith, a former attorney representing the Company, commenced a collection proceeding against the Company in the High Court of Justice, Queen's Bench Division, on July 31, 2002, claiming the Company owed a sum certain to it. The Company had signed an engagement letter dated October 18, 2000. Herbert Smith (HS) was hired to proceed against Surrey Design Partnership Ltd. HS claimed the Company owed 171,733 pounds sterling or approximately \$248,871 USD. This sum includes interest in the amount of 8% per annum and has been recorded as a note payable on the accompanying consolidated financial statements (see note 8). On November 28, 2002, a Consent Order was filed with the Court agreeing to a payment plan, whereby the Company is to pay \$10,000 USD upon signing of the agreement, \$4,000 USD a month for one year and \$6,000 USD, per month thereafter until the debt is paid. During the year ended June 30, 2003 the Company paid \$26,000 on this note.

On April 29, 2002, Kilroy Realty L.P filed an unlawful detainer action against the Company for unpaid rent. The parties entered a Stipulation to Entry of Judgment on July 10, 2002 whereby the rent owed by the Company would be taken out of a Letter of Credit held by Kilroy and the rent from August 2002 to February 2003 would be paid from the letter of credit with a promise by the Company to replenish the letter of credit in February. Kilroy did not draw on the letter of credit and on September 26, 2002, the Parties agreed to terminate the lease and NetSol agreed to pay \$70,000 for the back rent owed to Kilroy. The settlement amount of \$70,000 has been accrued in the accompanying consolidated financial statements. On October 10, 2002, the Company paid Kilroy the \$70,000 due.

On May 23, 2002, Allied Interstate Inc. filed a lawsuit for breach of contract, open book account, account stated, and reasonable value against the Company. Allied was assigned the claim from SuperNet AG, a subsidiary of NetSol which was acquired from Florian Zgunea and Leonard Metesh in Frankfurt Germany in May 2000. After almost two years, SuperNet failed to produce any revenues and the Company's board of directors agreed with the management to sell back SuperNet to Florian and Leonard and divest itself from the ISP business in Germany. The price of \$120,000 was agreed upon and \$40,000 was wired to Florian and Leo. Subsequently, the proxy battle with Shareholders Group LLC ensued whereby a Receiver was in place until August 2001. Once the Company's management was placed back in control, discussion with Florian and Leo commenced. Again, the Company agreed to make four payments of \$80,000 and a promise to cooperate by providing all the books and records of SuperNet to the Company. In August 2001, the Company sent another payment of \$20,000 as agreed upon. However, soon thereafter, the Company received an electronic correspondence from Florian that if the Company wanted all the books and records full payment was to be made. The Company did not make full payment and obtained books and records from alternate sources. Allied's position is that the Company breached its agreement with Florian and Leo, the Company's position is that because they refused to provide access to the books and records, they breached a covenant of the Agreement. The parties agreed on a settlement and on May 5, 2003, Florian and Leo were issued 160,000 and 40,000, respectively, shares of the Company's restricted Rule 144 stock, with a total value of \$50,000 in settlement of this claim.

The Company is currently involved in proceedings with Adrian Cowler and The Surrey Design Partnership Limited, the former owners of Network Solutions Group Limited (NSGL). On October 2, 2000, the Claimants filed its Particulars of Claim and NetSol served its Defense and Counterclaim on 13th December 2000. The Parties reached a settlement on January 29, 2002 with the following terms I) NetSol to pay 50,000 pounds sterling; II) 3,000 pounds sterling to be paid for 24 months beginning 31, March 2002; III) 4,000 pounds sterling to be paid for 24 months beginning March 31, 2004; IV) NetSol to release 155,000 shares in escrow; V) 650,000 144 shares to be issued to Surrey Design. NetSol made some of the payments and issued all the shares. On June 11, 2002, Plaintiff filed an enforcement of judgment in California Superior Court of Los Angeles to enforce the judgment. A request for Entry of Default was filed on July 30, 2002. On September 10, 2002 NetSol filed its Opposition to Plaintiff's request for Entry

**Table of Contents**

of Judgment and on September 16, 2002, Plaintiff filed its Motion to Strike NetSol's Opposition. On September 25, 2002, the Company and Surrey Design entered into an Agreement to Stay Enforcement of Judgment. The terms of the Agreement included (i) NetSol to pay 25,000 pounds sterling upon execution of this Agreement; (ii) By February 20, 2003, NetSol to pay an addition 25,000 pounds sterling; (iii) From October 31, 2002 to February 28, 2003, NetSol to pay 3,000 pounds sterling; and (iv) from March 31, 2003 for a period of 24 months, NetSol to pay 4,000 pounds sterling. The settlement amount has been recorded in the accompanying consolidated financial statements as a note payable (see Note 8). As of June 30, 2003, the Company has paid approximately 73,546 pounds sterling or \$111,248 USD.

On March 27, 2003, Arab Commerce Bank filed a complaint in the Supreme Court of the State of New York (Index No. 600709/03) seeking damages for breach of a Note Purchase Agreement and Note. Plaintiff alleges that NetSol did not issue stock in a timely manner in December 2000 resulting in compensatory damages in the amount of \$146,466.72. The litigation arises out of a transaction from late 1999 in which Arab Commerce Bank invested \$100,000 in the Company's securities through a private placement. Plaintiff claims that the removal of the legend on its shares of common stock longer than contractually required. During this purported delay, the market value of the Company's common shares decreased. The Plaintiff is essentially seeking the lost value of its shares. In the event the Plaintiff is unable to collect the amount sought, the complaint requests that NetSol repay the principal sum of the Note of \$100,000 and interest at the rate of 9% per annum based on the maturity date of December 10, 2000. The Company is in the process of negotiating a settlement on this matter.

In addition, the Company and its subsidiaries have been named as a defendant in legal actions arising from its normal operations, and from time-to-time, are presented with claims for damages arising out of its actions. The Company anticipates that any damages or expenses it may incur in connection with these actions, individually and collectively, will not have a material adverse effect on the Company.

F-27

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**Table of Contents****NOTE 12 SEGMENT AND GEOGRAPHIC AREAS**

The following table presents a summary of operating information and certain year-end balance sheet information for the years ended June 30:

|  | <u>2003</u>          | <u>2002</u>          |
|--|----------------------|----------------------|
| <b>Revenues from unaffiliated customers:</b> |                      |                      |
| North America                                | \$ 508,868           | \$ 1,453,819         |
| International                                | 3,236,518            | 2,124,294            |
|  | <u>3,745,386</u>     | <u>3,578,113</u>     |
| <b>Operating loss:</b>                       |                      |                      |
| North America                                | \$(2,644,712)        | \$(4,648,129)        |
| International                                | 176,462              | (1,130,865)          |
|  | <u>\$(2,468,250)</u> | <u>\$(5,778,994)</u> |
| <b>Identifiable assets:</b>                  |                      |                      |
| North America                                | \$ 4,689,560         | \$ 5,888,343         |
| International                                | 4,052,691            | 4,541,842            |
|  | <u>\$ 8,742,251</u>  | <u>\$10,430,185</u>  |
| <b>Depreciation and amortization</b>         |                      |                      |
| North America                                | \$ 1,440,686         | \$ 2,031,472         |
| International                                | 136,204              | 83,927               |
|  | <u>\$ 1,576,890</u>  | <u>\$ 2,115,399</u>  |
| <b>Capital expenditure</b>                   |                      |                      |
| North America                                | \$ 23,688            | \$                   |
| International                                | 127,822              | 90,172               |
|  | <u>\$ 151,510</u>    | <u>\$ 90,172</u>     |

**NOTE 13 SUBSEQUENT EVENTS**

On May 5, 2003, the Company entered into an investment banking relationship with a New York based bank; Maxim Group LLC. In July, the Company closed the first Private Placement Offering with Maxim as the placement agent for \$1.2MN. The Company is required to register these shareholders shares on a Selling Shareholders registration statement. The Company may explore new financing once this registration is effective, based on its capital needs.

On August 18, 2003, the Company effected a 1 for 5 reverse stock split for all the issued and outstanding shares of common stock, approved by the shareholders on August 15, 2003. The reverse stock split was affected to create a capital structure that met with the minimum bid requirements of NASDAQ Small Cap and to ensure that the Company's shares are traded at a price that is consistent with the expectations of the investment community.

In an offering closing prior to the reverse stock split in August 2003, the Company sold approximately 946,963, post-reverse split, shares of restricted Common Stock to 12 accredited investors for total consideration of \$1,215,000 in reliance on an exemption from registration available under Rule 506 of Regulation D of the Securities Act of 1933, as amended. This offering originally provided units consisting of shares of common stock and warrants to acquire common stock but was amended to adjust the number of shares consistent with NASDAQ compliance requirements.



**Table of Contents**

On August 20, 2003, the Company entered into a loan agreement with an accredited non-U.S. investor. Under the terms of the loan, the Company borrowed \$500,000 from the investor. The note has an interest rate of 8% per annum. The note is due on a date that is one hundred (120) days from the issuance date. In the event of default by the Company only, the note is convertible into shares of common stock at \$1.75 per share, and 100,000 warrants at the exercise price of \$3.25 which expire one year from the conversion date, and 100,000 warrants at an exercise price of \$5.00 per share which expire two years from the conversion date. The convertible debenture was issued in reliance on an exemption available from registration under Regulation S of the Securities Act of 1933, as amended.

In August 2003, Netsol entered into an agreement with United Kingdom based Akhtar Group PLC (Akhtar). Under the terms of the agreement, Akhtar Group acquired 49.9 percent of the Company's subsidiary, Pakistan based Netsol Connect PTV Ltd. (NC), an Internet service provider (ISP) in Pakistan. As part of this Agreement, NC changed its name to NetSol Akhtar. The new partnership with Akhtar Computers is designed to rollout the services of connectivity and wireless to the Pakistani national market. On signing of this Agreement, the Shareholders agreed to make the following investment in the Company against issuance of shares:

|             |              |
|-------------|--------------|
| Akhtar      | US\$ 190,000 |
| The Company | US\$ 60,000  |

Per the agreement, it was envisaged that NC will require a maximum US\$ 500,000 for expansion of its business. Akhtar will meet the initial financial requirements of the Company up til November 1, 2003. 50.1% of the aforesaid investment by Akhtar shall be reimbursed by the Company to ACL within 180 days of the said investment. In case of default in payment, the Company shall transfer its shares in the Company equivalent to the amount of default. For purposes of determining the value of such shares it is hereby agreed between the Shareholders that the fair value of the NC stands at US\$ 1,000,000.

The following is the proforma financial information of the Company assuming as if the transaction was consummated from the beginning of the periods presented in the accompanying consolidated financial statements.

|   | 2003                        | 2002                        |
|---|-----------------------------|-----------------------------|
| <b>Statements of operations:</b>                    |                             |                             |
| Net loss before allocation of minority shareholders | (2,116,818)                 | (5,998,864)                 |
| Minority allocation                                 | (8,041)                     | 273,363                     |
|   | <u>                    </u> | <u>                    </u> |
| Net Loss  | (\$ 2,124,859)              | (\$ 5,725,501)              |
|   | <u>                    </u> | <u>                    </u> |
| Basic and diluted loss per share                    | (\$ 0.09)                   | (\$ 0.38)                   |
|   | <u>                    </u> | <u>                    </u> |
| Balance Sheet items as of June 30, 2003:            |                             |                             |
| Total assets  | \$ 8,932,251                |                             |
| Shareholders' equity                                | \$ 5,264,852                |                             |

**Table of Contents**

NETSOL TECHNOLOGIES, INC. AND SUBSIDIARIES

INDEX TO CONSOLIDATED FINANCIAL STATEMENTS

|  |      |
|--|------|
| Consolidated Unaudited Balance Sheet as of September 30, 2003  | ff-2 |
| Comparative Unaudited Consolidated Statements of Operations for the three Months Ended September 30, 2003 and 2002 | ff-3 |
| Comparative Unaudited Consolidated Statements of Cash Flow for the three Months Ended September 30, 2003 and 2002  | ff-4 |
| Notes to the Unaudited Consolidated Financial Statements   | ff-6 |





**Table of Contents****NETSOL TECHNOLOGIES, INC. AND SUBSIDIARIES****CONSOLIDATED BALANCE SHEET SEPTEMBER 30, 2003****(UNAUDITED)**

| <b>ASSETS</b>   |                    |
|---|--------------------|
| <b>Current assets:</b>  |                    |
| Cash and cash equivalents   | \$ 292,528         |
| Certificates of deposits  | 520,000            |
| Accounts receivable, net of allowance of \$80,000   | 1,102,923          |
| Revenues in excess of billings  | 527,943            |
| Other current assets  | 356,091            |
|   | <hr/>              |
| Total current assets  | 2,799,485          |
| <b>Property and equipment</b> , net of accumulated depreciation                               | 1,951,461          |
| <b>Intangibles:</b>   |                    |
| Product licenses, renewals, enhancements, copyrights, trademarks, and tradenames, net         | 2,433,486          |
| Customer lists, net   | 878,318            |
| Goodwill, net   | 1,262,258          |
|   | <hr/>              |
| Total intangibles   | 4,574,062          |
|   | <hr/>              |
| <b>Total assets</b>   | <b>\$9,325,008</b> |
|   | <hr/>              |
| <b>LIABILITIES AND STOCKHOLDERS EQUITY</b>  |                    |
| <b>Current liabilities:</b>   |                    |
| Accounts payable and accrued expenses   | \$ 2,017,628       |
| Current portion of notes and obligations under capitalized leases                             | 1,126,024          |
| Billings in excess of revenues  | 51,103             |
| Loan payable, bank  | 348,426            |
|   | <hr/>              |
| Total current liabilities   | 3,543,181          |
| <b>Obligations under capitalized leases, less current maturities</b>                          | 5,670              |
| <b>Loans payable</b>  | 134,452            |
|   | <hr/>              |
| <b>Total liabilities</b>  | 3,683,303          |
| <b>Minority interest in subsidiary</b>  | 164,691            |
| <b>Contingencies</b>  |                    |
| <b>Stockholders equity:</b>   |                    |
| Common stock, \$.001 par value; 25,000,000 share authorized; 6,769,174 issued and outstanding | 6,769              |
| Additional paid-in-capital  | 34,717,991         |
| Accumulated deficit   | (29,273,605)       |
| Stock subscription receivable   | (43,650)           |
| Other comprehensive income  | 69,509             |
|   | <hr/>              |
| <b>Total Stockholder s Equity</b>   | 5,477,014          |
|   | <hr/>              |
| <b>Total Liabilities and Stockholder s Equity</b>   | <b>\$9,325,008</b> |
|   | <hr/>              |

See accompanying notes to consolidated financial statements.



**Table of Contents****NETSOL TECHNOLOGIES, INC. AND SUBSIDIARIES****CONSOLIDATED STATEMENTS OF OPERATIONS****(UNAUDITED)**

|  | <b>For the Three Month Periods<br/>Ended September 30,</b> |                  |
|--|--|------------------|
|  | <b>2003</b>  | <b>2002</b>      |
| <b>Net revenues</b>  | \$ 972,612   | \$ 653,331       |
| <b>Cost of revenues</b>  | 460,377  | 330,035          |
| <b>Gross profit</b>  | 512,235  | 323,296          |
| <b>Operating expenses:</b>   |  |                  |
| Selling and marketing  | 19,222   | 41,714           |
| Depreciation and amortization                                      | 412,801  | 457,162          |
| Bad debt expense   | 52,318   | 81,312           |
| Salaries and wages   | 315,540  | 258,500          |
| Professional services, including non-cash compensation             | 29,801   | 201,482          |
| General and administrative   | 512,651  | 414,384          |
| <b>Total operating expenses</b>                                    | <b>1,342,333</b>   | <b>1,454,554</b> |
| <b>Loss from operations</b>  | (830,098)  | (1,131,258)      |
| <b>Other income and (expenses):</b>                                |  |                  |
| Loss on sale of assets   | (36,988)   |                  |
| Other income and (expenses)  | (36,573)   | (15,529)         |
| <b>Minority interest in subsidiary</b>                             | 35,309   |                  |
| <b>Net loss</b>  | \$ (868,350)   | \$ (1,146,787)   |
| Other comprehensive (loss)/gain:                                   |  |                  |
| Translation adjustment   | (79,788)   | (277,462)        |
| <b>Comprehensive loss</b>  | \$ (948,138)   | \$ (1,424,249)   |
| <b>Net loss per share - basic and diluted:</b>                     |  |                  |
| Net loss   | \$ (0.13)  | \$ (0.30)        |
| Weighted average number of shares outstanding - basic and diluted* | 6,577,913  | 3,881,658        |

\*( The basic and diluted net loss per share has been retroactively restated to effect a 5:1 reverse stock split on August 18, 2003

See accompanying notes to consolidated financial statements.

**Table of Contents****NETSOL TECHNOLOGIES, INC. AND SUBSIDIARIES****CONSOLIDATED STATEMENTS OF CASH FLOWS****(UNAUDITED)**

|   | <b>For the Three Months<br/>Ended September 30,</b> |                  |
|---|---|------------------|
|   | <b>2003</b>   | <b>2002</b>      |
| <b>Cash flows from operating activities:</b>                                |   |                  |
| Net loss from continuing operations   | \$ (868,350)  | \$(1,146,787)    |
| Adjustments to reconcile net loss to net cash used in operating activities: |   |                  |
| Depreciation and amortization   | 412,801   | 457,162          |
| Loss on disposal of assets  | 36,988  |                  |
| Minority interest in subsidiary   | (35,309)  |                  |
| Stock issued for compensation   |   | 6,200            |
| <b>Changes in operating assets and liabilities:</b>                         |   |                  |
| <b>(Increase) decrease in assets:</b>                                       |   |                  |
| Accounts receivable   | (475,023)   | 558,395          |
| Other current assets  | 48,129  | (51,116)         |
| Other assets  |   | (219,646)        |
| <b>(Decrease) increase in liabilities:</b>                                  |   |                  |
| Accounts payable and accrued expenses                                       | (205,295)   | 105,323          |
| <b>Net cash used in operating activities</b>                                | <b>(1,086,059)</b>                                  | <b>(290,469)</b> |
| <b>Cash flows from investing activities:</b>                                |   |                  |
| Purchases of property & equipment   | (78,189)  | (41,147)         |
| Disposal of property & equipment  | 130,185   |                  |
| Purchases of certificates of deposit  | (920,000)   |                  |
| Proceeds from sale of certificates of deposit                               | 400,000   | 300,000          |
| Proceeds from sale of subsidiary stock to minority interest                 | 200,000   |                  |
| <b>Net cash provided by (used in) investing activities</b>                  | <b>(268,004)</b>                                    | <b>258,853</b>   |
| <b>Cash flows from financing activities:</b>                                |   |                  |
| Proceeds from sale of common stock  | 1,112,050   |                  |
| Proceeds from the exercise of stock options and warrants                    | 238,250   |                  |
| Proceeds from loans   | 500,000   | 34,596           |
| Payments on capital lease obligations & loans                               | (358,589)   | (39,746)         |
| <b>Net cash provided by (used in) financing activities</b>                  | <b>1,491,711</b>                                    | <b>(5,150)</b>   |
| <b>Effect of exchange rate changes in cash</b>                              | <b>(59,610)</b>                                     |                  |
| <b>Net increase (decrease) in cash</b>                                      | <b>78,038</b>                                       | <b>(36,766)</b>  |
| Cash and cash equivalents, beginning of period                              | 214,490   | 86,914           |
| <b>Cash and cash equivalents, end of period</b>                             | <b>\$ 292,528</b>                                   | <b>\$ 50,148</b> |

See accompanying notes to consolidated financial statements.

**Table of Contents**

**NETSOL TECHNOLOGIES, INC. AND SUBSIDIARIES**

**CONSOLIDATED STATEMENTS OF CASH FLOWS (CONTINUED)  
(UNAUDITED)**

|   | <b>For the Three Months<br/>Ended September 30,</b> |              |
|---|---|--------------|
|   | <b>2003</b>   | <b>2002</b>  |
| <b>SUPPLEMENTAL DISCLOSURES:</b>                    |   |              |
| Cash paid during the period for:                    |   |              |
| Interest  | \$ 37,169   | \$ 25,551    |
|   | <b>_____</b>  | <b>_____</b> |
| Taxes   | \$  | \$           |
|   | <b>_____</b>  | <b>_____</b> |
| <b>NON-CASH INVESTING AND FINANCING ACTIVITIES:</b> |   |              |
| Common stock issued for services and compensation   | \$  | \$ 6,200     |
|   | <b>_____</b>  | <b>_____</b> |

See accompanying notes to consolidated financial statements.

**Table of Contents**

**NETSOL TECHNOLOGIES, INC. AND SUBSIDIARIES**

**NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

**(1) BASIS OF PRESENTATION AND PRINCIPLES OF CONSOLIDATION**

The Company designs, develops, markets, and exports proprietary software products to customers in the automobile finance and leasing, banking and financial services industries worldwide. The Company also provides consulting services in exchange for fees from customers.

The consolidated condensed interim financial statements included herein have been prepared by the Company, without audit, pursuant to the rules and regulations of the Securities and Exchange Commission. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to such rules and regulations, although the Company believes that the disclosures are adequate to make the information presented not misleading.

These statements reflect all adjustments, consisting of normal recurring adjustments, which, in the opinion of management, are necessary for fair presentation of the information contained therein. It is suggested that these consolidated condensed financial statements be read in conjunction with the financial statements and notes thereto included in the Company's annual report on Form 10-KSB for the year ended June 30, 2003. The Company follows the same accounting policies in preparation of interim reports. Results of operations for the interim periods are not indicative of annual results.

The accompanying consolidated financial statements include the accounts of the Company and its wholly owned subsidiaries, NetSol Technologies (PVT), Ltd., NetSol (PVT), Limited, NetSolCONNECT (PVT), Ltd. (now, NetSol Akhtar Pvt. Ltd.), NetSol Abraxas Australia Pty Ltd., NetSol USA and NetSol Technologies UK, Ltd. All material intercompany accounts have been eliminated in consolidation.

For comparative purposes, prior year's consolidated financial statements have been reclassified to conform with report classifications of the current year.

**(2) USE OF ESTIMATES:**

The preparation of financial statements in conformity with generally accepted accounting principles in the United States, requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

**(3) NEW ACCOUNTING PRONOUNCEMENTS:**

On April 30 2003, the FASB issued FASB Statement No. 149 (FAS 149), *Amendment of Statement 133 on Derivative Instruments and Hedging Activities*. FAS 149 amends and clarifies the accounting guidance on (1) derivative instruments (including certain derivative instruments embedded in other contracts) and (2) hedging activities that fall within the scope of FASB Statement No. 133 (FAS 133), *Accounting for Derivative Instruments and Hedging Activities*. FAS 149 also amends certain other existing pronouncements, which will result in more consistent reporting of contracts that are derivatives in their entirety or that contain embedded derivatives that warrant separate accounting. FAS 149 is effective (1) for contracts entered into or modified after June 30, 2003, with certain exceptions, and (2) for hedging relationships designated after June 30, 2003. The guidance is to be applied prospectively. The adoption of SFAS 148 does not have a material effect on the earnings or financial position of the Company.

In May 2003, the FASB issued SFAS No. 150, *Accounting for Certain Financial Instruments with Characteristics of Both Liabilities and Equity*, ( SFAS No. 150 ). SFAS No. 150 establishes standards for how an issuer classifies and measures in its statement of financial position certain financial instruments with characteristics of both liabilities and equity. In accordance with SFAS No. 150, financial instruments that embody obligations for the issuer are required to be classified as liabilities. SFAS No. 150 shall be effective for financial instruments entered into or modified after May 31, 2003, and

## **Table of Contents**

otherwise shall be effective at the beginning of the first interim period beginning after June 15, 2003. The adoption of SFAS 150 does not have a material effect on the earnings or financial position of the Company.

### **(4) NET LOSS PER SHARE:**

Net loss per share is calculated in accordance with the Statement of financial accounting standards No. 128 (SFAS No. 128), Earnings per share. Basic net loss per share is based upon the weighted average number of common shares outstanding. Diluted net loss per share is based on the assumption that all dilutive convertible shares and stock options were converted or exercised. Dilution is computed by applying the treasury stock method. Under this method, options and warrants are assumed to be exercised at the beginning of the period (or at the time of issuance, if later), and as if funds obtained thereby were used to purchase common stock at the average market price during the period.

Weighted average number of shares used to compute basic and diluted loss per share is the same in these financial statements since the effect of dilutive securities is anti-dilutive.

### **(5) FOREIGN CURRENCY:**

The accounts of NetSol Technologies UK, Ltd. use the British Pound; NetSol Technologies, (PVT), Ltd, NetSol (Pvt), Limited and NetSol Connect PVT, Ltd. use Pakistan Rupees; NetSol Abraxas Australia Pty, Ltd. uses the Australian dollar as the functional currencies. NetSol Technologies, Inc. and subsidiary NetSol USA, Inc. use the U.S. dollars as the functional currencies. Assets and liabilities are translated at the exchange rate on the balance sheet date, and operating results are translated at the average exchange rate throughout the period. Translation gains of \$69,509 at September 30, 2003 is classified as an item of other comprehensive income in the stockholders' equity section of the consolidated balance sheet. During the three month period ended September 30, 2003 and 2002, comprehensive loss in the consolidated statements of operation included translation loss of \$79,788 and \$277,462, respectively.

### **(6) DEBTS**

#### **NOTES PAYABLE**

In December 2001, as part of the winding up of Network Solutions Ltd. the Company, as the parent of Network Solutions Ltd., agreed to assume the note payable of one of the major creditors, Barclays Bank PLC of £130,000 or \$188,500 USD. In November 2002, the parties entered into a settlement agreement whereby the Company would pay £1,000 per month for twelve months and £2,000 per month thereafter until paid. The balance owing at June 30, 2003 was \$185,164. During the three months ended September 30, 2003, the Company paid approximately £2,000 (\$3,336). The balance owing at September 30, 2003 was \$181,828. The entire balance has been classified as current and is included in Current maturities of notes and obligations under capitalized leases in the accompanying financial statements.

In June 2002, the Company signed a settlement agreement with a former consultant for payment of past services rendered. The Company agreed to pay the consultant a total of \$75,000. The agreement calls for monthly payments of \$1,500 per month until paid. The balance owing at June 30, 2003 was \$53,300. During the current fiscal quarter the Company paid \$4,000. The balance owing at September 30, 2003 was \$49,300, of this amount, \$18,000 has been classified as a current liability and \$31,300 as long-term in the accompanying financial statements.

On September 25, 2002 the Company signed a settlement agreement with Adrian Cowler (Cowler) and Surrey Design Partnership Ltd. (see Note 9). The Company agreed to pay Cowler £218,000 pound sterling or approximately \$285,860USD plus interest, which the Company has recorded as a note payable in the accompanying consolidated financial statements. The agreement calls for monthly payments of £3,000 until March 2004 and then £4,000 per month until paid. As of June 30, 2003, the balance was \$185,424. During the fiscal quarter ended September 30, 2003, the Company paid £14,821 or \$25,035 and accrued \$2,163 in interest. As of September 30, 2003, the balance was \$162,552. Of this amount, \$59,400 has been classified as a current liability and \$103,152 as long-term in the accompanying financial statements.

In November 2002, the Company signed a settlement agreement with Herbert Smith for £171,733 or approximately \$248,871, including interest (see Note 9). The Company agreed to pay \$10,000 upon signing of the agreement, \$4,000 per month for twelve months, and then \$6,000 per month until paid. The balance owing at June 30, 2003 was \$164,871.



**Table of Contents**

During the fiscal quarter ended September 30, 2003, the Company paid \$12,000. The balance owing at September 30, 2003 was \$152,871. The entire balance has been classified as current and is included in Current maturities of notes and obligations under capitalized leases in the accompanying financial statements.

In January 2003, the Company entered into an agreement with Canawill Insurance Company to finance the director's and officer's liability insurance. The amount financed was \$155,338 with monthly payments of \$14,662, including interest. The balance at June 30, 2003 was \$100,092. During the fiscal quarter ended September 30, 2003, the Company paid \$42,355. As of September 30, 2003, the balance was \$57,735. The entire balance has been classified as current and is included in Current maturities of notes and obligations under capitalized leases in the accompanying financial statements.

As part of the purchase of Altiva in May 2003, the Company was required to pay \$45,000 as a note payable. During the fiscal quarter ended September 30, 2003, the Company paid \$30,000. As of September 30, 2003, the balance was \$15,000. The entire balance has been classified as current and is included in Current maturities of notes and obligations under capitalized leases in the accompanying financial statements.

On August 20, 2003, the Company entered into a loan agreement with an accredited non-U.S. investor. Under the terms of the loan, the Company borrowed \$500,000 from the investor. The note has an interest rate of 8% per annum. The note is due on a date that is one hundred (120) days from the issuance date. In the event of default by the Company only, the principal of the note is convertible into shares of common stock at \$1.75 per share, and 100,000 warrants at the exercise price of \$3.25 which expire one year from the conversion date, and 100,000 warrants at an exercise price of \$5.00 per share which expire two years from the conversion date. The convertible debenture was issued in reliance on an exemption available from registration under Regulation S of the Securities Act of 1933, as amended. The balance owing at September 30, 2003 was \$500,000. The entire balance has been classified as current and is included in Current maturities of notes and obligations under capitalized leases in the accompanying financial statements.

A former officer of NetSol USA loaned funds to the subsidiary totaling \$104,088. The loans are due-on-demand, carry no interest and are unsecured. As of September 30, 2003, the balance was \$104,088. The entire balance has been classified as current and is included in Current maturities of notes and obligations under capitalized leases in the accompanying financial statements.

In addition, the various subsidiaries had current notes payable of \$37,102 as of September 30, 2003.

The current maturity of notes payable, including capital lease obligations, is as follows:

|                          |              |
|--------------------------|--------------|
| Year ended June 30, 2004 | \$ 1,126,024 |
| Year ended June 30, 2005 | 77,400       |
| Year ended June 30, 2006 | 57,052       |
|                          | <hr/>        |
| Total                    | \$ 1,260,476 |
|                          | <hr/>        |

**BANK LOAN**

The Company's Pakistan subsidiary, NetSol Technologies (Private) Ltd, has three loans with a bank, secured by the Company's assets. These notes consist of the following as of September 30, 2003:

**Table of Contents**

| TYPE OF<br>LOAN  | MATURITY<br>DATE | INTEREST<br>RATE | BALANCE<br>USD |
|------------------|------------------|------------------|----------------|
| Export Refinance | Every 6 months   | 3%               | \$258,398      |
| Term Loan        | April 15, 2004   | 12%              | 54,780         |
| Line of Credit   | On Demand        | 16%              | 35,248         |
|                  |                  |                  | <hr/>          |
| Total            |                  |                  | \$348,426      |
|                  |                  |                  | <hr/>          |

**(7) STOCKHOLDERS EQUITY:****REVERSE STOCK SPLIT:**

On August 18, 2003, the Company effected a 1 for 5 reverse stock split for all the issued and outstanding shares of common stock. All historical share and per share amounts in the accompanying consolidated financial statements have been restated to reflect the 5:1 reverse stock split.

**EQUITY TRANSACTIONS:**

In July 2003, the Company completed a private placement transaction. Maxim Group LLC in New York acted as the placement agent for the transaction. The total funds raised were \$1,215,000 with approximately \$102,950 in placement fees and commissions reimbursed to the placement agent. The outside lawyers were paid \$50,000 to assist in preparing and filing the SB-2 registration statement for the selling shareholders in this transaction. The investors included 12 individual accredited investors with no prior ownership of the Company's common stock.

During the quarter ended September 30, 2003, the Company issued 162,000 shares of common stock for the exercise of stock options valued at \$208,250. The exercise price ranged from \$0.75 and \$1.25 per share. The Company also issued 40,000 shares valued at \$30,000 for the exercise of warrants.

**(8) INTANGIBLE ASSETS:**

Intangible assets consist of product licenses, renewals, enhancements, copyrights, trademarks, trade names, customer lists and goodwill. The Company evaluates intangible assets, goodwill and other long-lived assets for impairment, at least on an annual basis and whenever events or changes in circumstances indicate that the carrying value may not be recoverable from its estimated future cash flows. Recoverability of intangible assets, other long-lived assets and goodwill is measured by comparing their net book value to the related projected undiscounted cash flows from these assets, considering a number of factors including past operating results, budgets, economic projections, market trends and product development cycles. If the net book value of the asset exceeds the related undiscounted cash flows, the asset is considered impaired, and a second test is performed to measure the amount of impairment loss. Potential impairment of goodwill after July 1, 2002 is being evaluated in accordance with SFAS No. 142. The SFAS No. 142 is applicable to the financial statements of the Company beginning July 1, 2002.

As part of intangible assets, the Company capitalizes certain computer software development costs in accordance with SFAS No. 86, Accounting for the Costs of Computer Software to be Sold, Leased, or Otherwise Marketed. Costs incurred internally to create a computer software product or to develop an enhancement to an existing product are charged to expense when incurred as research and development expense until technological feasibility for the respective product is established. Thereafter, all software development costs are capitalized and reported at the lower of unamortized cost or net realizable value. Capitalization ceases when the product or enhancement is available for general release to customers.

The Company makes on-going evaluations of the recoverability of its capitalized software projects by comparing the amount capitalized for each product to the estimated net realizable value of the product. If such evaluations indicate that the unamortized software development costs exceed the net realizable value, the Company writes off the amount by which the unamortized software development costs exceed net realizable value. Capitalized and purchased computer software development costs are being amortized ratably based on the projected revenue associated with the related software or on a straight-line basis over three years, whichever method results in a higher level of amortization.

**Table of Contents**

Intangible assets consist of the following as of September 30, 2003:

|                                  | <u>Product Licenses</u> | <u>Customer Lists</u> | <u>Goodwill</u>     | <u>Total</u>        |
|----------------------------------|-------------------------|-----------------------|---------------------|---------------------|
| Intangible asset - June 30, 2003 | \$ 4,894,838            | \$ 1,977,877          | \$ 2,153,311        | \$ 9,026,026        |
| Additions during the quarter     |                         |                       |                     |                     |
| Effect of translation adjustment | 483                     |                       |                     | 483                 |
| Accumulated amortization         | <u>(2,461,834)</u>      | <u>(1,099,559)</u>    | <u>(891,054)</u>    | <u>(4,452,447)</u>  |
| Net balance - Sept. 30, 2003     | <u>\$ 2,433,487</u>     | <u>\$ 878,318</u>     | <u>\$ 1,262,257</u> | <u>\$ 4,574,062</u> |
| Amortization expense:            |                         |                       |                     |                     |
| Quarter ended Sept. 30, 2003     | \$ 170,031              | \$ 78,916             | \$ 107,666          | \$ 356,613          |
| Quarter ended Sept 30, 2002      | \$ 170,031              | \$ 77,417             | \$ 97,500           | \$ 344,948          |

**(9) LITIGATION:**

On May 23, 2002, Allied Interstate, Inc. filed a complaint seeking damages from the Company for breach of contract, open book account, account stated and reasonable value in the Superior Court of California, County of Los Angeles. This dispute arose out of the purchase of a German ISP provider. A settlement agreement was entered into by and between Allied and Allied's principals whereby 200,000 pre-reverse split shares of the Company's common stock were issued to the principals as full and complete settlement.

On July 26, 2002, the Company was served with a Request for Entry of default by Surrey Design Partnership Ltd. (Surrey). Surrey's complaint for damages sought \$288,743.41 plus interest at the rate of 10% above the Bank of England base rate from January 12, 2002 until payment in full is received, plus costs. The parties agreed to entry of a Consent Order whereby NetSol agreed to make payments according to a payment schedule. NetSol made payments up to May of 2002 but was unable to make payments thereafter. On September 25, 2002, the parties signed an Agreement to stay Enforcement of Judgment whereby NetSol will make further payments to Surrey until the entire sum is paid. The current terms of the payments schedule require the payment of 4,000 pounds sterling for a period of 24 months commencing March 31, 2003 and ending 24 months thereafter.

On July 31, 2002, Herbert Smith, a law firm in England, which represented NetSol in the Surrey matter filed claim for the sum of approximately \$248,871 USD (which represents the original debt and interest thereon) in the High Court of Justice Queen's Bench Division. On November 28, 2002, a Consent Order was filed with the Court agreeing to a payment plan, whereby the Company paid \$10,000 USD on execution \$4,000 USD a month for one year and \$6,000 USD per month thereafter until the debt is paid. During the year ended June 30, 2003 the Company has paid \$26,000 as part of this settlement.

**(10) GOING CONCERN:**

The Company's consolidated financial statements are prepared using the accounting principles generally accepted in the United States of America applicable to a going concern, which contemplates the realization of assets and liquidation of liabilities in the normal course of business. As of September 30, 2003, the Company had an accumulated deficit of \$29,273,605 and a working capital deficit of approximately \$743,696. Without realization of additional capital, it would be unlikely for the Company to continue as a going concern. This factor raises substantial doubt about the Company's ability to continue as a going concern.

Management recognizes that the Company must generate additional resources to enable it to continue operations. Management has closed down its loss generating UK entities, disposed of its German subsidiary, and is continually evaluating cost cutting measures at every entity level. Additionally, management's plans also include the sale of additional equity securities and debt financing from related parties and outside third parties. However, no assurance can be given that the Company will be successful in raising additional capital. Further, there can be no assurance, assuming the Company successfully raises additional equity, that the Company will achieve profitability or positive cash flow. If management is unable to raise additional capital and expected significant revenues do not result in positive cash flow, the Company will not be able to meet its obligations and may have to cease operations.

**Table of Contents****(11) SEGMENT INFORMATION**

The following table presents a summary of operating information and certain year-end balance sheet information for the three-month periods ended September 30:

|                                       | 2003              | 2002              |
|---------------------------------------|-------------------|-------------------|
| Revenues from unaffiliated customers: |                   |                   |
| North America                         | \$ 80,348         | \$ 150,503        |
| International                         | 892,264           | 502,828           |
|                                       | <u>          </u> | <u>          </u> |
| Consolidated                          | \$ 972,612        | \$ 653,331        |
|                                       | <u>          </u> | <u>          </u> |
| Operating loss:                       |                   |                   |
| North America                         | \$ (841,189)      | \$ (1,041,278)    |
| International                         | 11,091            | (89,980)          |
|                                       | <u>          </u> | <u>          </u> |
| Consolidated                          | \$ (830,098)      | \$ (1,131,258)    |
|                                       | <u>          </u> | <u>          </u> |
| Identifiable assets:                  |                   |                   |
| North America                         | \$4,790,055       | \$ 5,386,479      |
| International                         | 4,534,952         | 4,004,483         |
|                                       | <u>          </u> | <u>          </u> |
| Consolidated                          | \$9,325,007       | \$ 9,390,962      |
|                                       | <u>          </u> | <u>          </u> |
| Depreciation and amortization:        |                   |                   |
| North America                         | \$ 371,667        | \$ 236,523        |
| International                         | 41,134            | 84,639            |
|                                       | <u>          </u> | <u>          </u> |
| Consolidated                          | \$ 412,801        | \$ 321,162        |
|                                       | <u>          </u> | <u>          </u> |
| Capital expenditures:                 |                   |                   |
| North America                         | \$ 19,019         | \$                |
| International                         | 59,170            | 41,887            |
|                                       | <u>          </u> | <u>          </u> |
| Consolidated                          | \$ 78,189         | \$ 41,887         |
|                                       | <u>          </u> | <u>          </u> |

**(12) MINORITY INTEREST IN SUBSIDIARY**

In August 2003, the Company entered into an agreement with United Kingdom based Akhtar Group PLC (Akhtar). Under the terms of the agreement, Akhtar Group acquired 49.9 percent of the Company's subsidiary; Pakistan based Netsol Connect PVT Ltd. (NC), an Internet service provider (ISP), in Pakistan through the issuance of additional NC shares. As part of this Agreement, NC changed its name to NetSol Akhtar. The new partnership with Akhtar Computers is designed to rollout connectivity and wireless services to the Pakistani national market. On signing of this Agreement, the Shareholders agreed to make the following investment in the Company against issuance of shares of NC.

|             |              |
|-------------|--------------|
| Akhtar      | US\$ 200,000 |
| The Company | US\$ 50,000  |

During the quarter ended September 30, 2003, the funds were received by NC and a minority interest of \$200,000 was recorded for Akhtar's portion of the subsidiary. The subsidiary had net losses of \$212,281, of which \$35,309 was recorded against the minority interest. The balance of the minority interest at September 30, 2003 was \$164,691.

**Table of Contents**

Per the agreement, it was envisaged that NC would require a maximum US\$ 500,000 for expansion of its business. Akhtar will meet the initial financial requirements of the Company until November 1, 2003.

**(13) SUBSEQUENT EVENTS**

On October 14, 2003, the Company announced the execution of an agreement to acquire the Pearl Treasury System Ltd, ( Pearl ) a United Kingdom company. This acquisition requires the Company to issue up to 60,000 shares of common stock to the shareholders of Pearl Treasury System, Ltd. The shares used to acquire this asset were issued in reliance on an exemption available from registration under Regulation S of the Securities Act of 1933, as amended. The financial statements of Pearl are insignificant to the consolidated financials, and therefore, have not been presented.

On March 27, 2003, Arab Commerce Bank ( ACB ) filed a complaint in the Supreme Court of the State of New York (Index No. 600709/03) seeking damages for breach of a Note Purchase Agreement and Note. ACB alleged that NetSol did not issue stock in a timely manner in December 2000 resulting in compensatory damages in the amount of \$146,466.72. The litigation arises out of a transaction from late 1999 in which Arab Commerce Bank invested \$100,000 in the Company s securities through a private placement. ACB claimed that the removal of the legend on its shares of common stock longer than contractually required. During this purported delay, the market value of the Company s common shares decreased. Essentially, the ACB complaint sought the lost value of its shares. In the event ACB was unable to collect the amount sought, the complaint requested that NetSol repay the principal sum of the Note of \$100,000 and interest at the rate of 9% per annum based on the maturity date of December 10, 2000. Subsequent to September 30, 2003, this matter was been settled pursuant to the terms of a settlement agreement whereby NetSol agreed to issue to ACB shares of common stock of the Company equal in value to \$100,000 plus interest as of the effective date of the agreement.

**Table of Contents**

**CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS**

On July 9, 2002, NetSol changed accountants beginning with the audit of the financial statements for the fiscal year ended June 30, 2002, from Stonefield Josephson, Certified Public Accountants ( SJ ) to Kabani & Company, Certified Public Accountants ( Kabani & Company ). NetSol dismissed SJ as the Company s accountant on or about July 9, 2002 (see Item 13 concerning filing of Form 8-K in connection with change of accountants). The Board of Directors of NetSol approved the change in auditors at a special meeting of the Board of Directors.

Kabani & Company s report on the Company s financial statements for the fiscal years ended June 30, 2002 and June 30, 2003, did not contain an adverse opinion or disclaimer of opinion, and was not qualified or modified as to uncertainty, audit scope, or accounting principles, except for a going concern uncertainty.

In connection with the audit of the Company s financial statements for the fiscal years ended June 30, 2001 and June 30, 2000, there were no disagreements, disputes, or differences of opinion with SJ on any matters of accounting principles or practices, financial statement disclosure, or auditing scope and procedures, which, if not resolved to the satisfaction of SJ would have caused SJ to make reference to the matter in its report.

In connection with the audit of the Company s financial statements for the fiscal years ended June 30, 2002 and June 30, 2003 there were no disagreements, disputes, or differences of opinion with Kabani & Company on any matters of accounting principles or practices, financial statement disclosure, or auditing scope and procedures, which, if not resolved to the satisfaction of Kabani & Company would have caused Kabani & Company to make reference to the matter in its report.

**WHERE YOU CAN FIND MORE INFORMATION**

We have filed with the Securities and Exchange Commission a registration statement on Form SB-2 under the Securities Act, and the rules and regulations promulgated thereunder, with respect to the common stock offered hereby. This prospectus, which constitutes a part of the registration statement, does not contain all of the information set forth in the registration statement and the exhibits thereto. Statements contained in this prospectus as to the contents of any contract or other document that is filed as an exhibit to the registration statement are not necessarily complete and each such statement is qualified in all respects by reference to the full text of such contract or document. For further information with respect to us and the common stock, reference is hereby made to the registration statement and the exhibits thereto, which may be inspected and copied at the principal office of the Commission, 450 Fifth Street, N.W., Washington, D.C. 20549, and copies of all or any part thereof may be obtained at prescribed rates from the Commission s Public Reference Section at such addresses. Also, the Commission maintains a World Wide Web site on the Internet at <http://www.sec.gov> that contains reports, proxy and information statements and other information regarding registrants that file electronically with the Commission.

We are in compliance with the information and periodic reporting requirements of the Exchange Act and, in accordance therewith, will file periodic reports, proxy and information statements and other information with the Commission. Such periodic reports, proxy and information statements and other information will be available for inspection and copying at the principal office, public reference facilities and Web site of the Commission referred to above.