



Tattersall's Signs Contract With Cognos For ReportNet

Sydney, July 13, 2004 – Cognos, (Nasdaq: COGN; TSX: CSN), the world leader in business intelligence (BI) and corporate performance management, today announced that Tattersall's Holdings Pty Ltd has standardised on Cognos ReportNet as its enterprise reporting standard.

The new reporting infrastructure will provide for consistent reporting across the business and replace several querying, reporting and analysis tools to enable more consistent and timely information.

Lesley French, National Sales Director, Cognos, said, "Defining the criteria for its solution required Tattersall's to establish several priorities, including a reporting infrastructure which could handle mission-critical data and deliver reliable and accurate pre-designed reports to a variety of internal and external users using information from the company's operational systems and the data warehouse. Tattersall's also required a solution which would provide a platform in the long term for a web-based financial reporting infrastructure across the organisation."

Mr Geert de Vries, Business Systems Manager, Tattersall's, said, "We recognised that Cognos ReportNet could easily migrate information from our existing Cognos Impromptu and PowerPlay environment to a Web-based infrastructure which would provide us with a platform to enhance and grow our business as a leading domestic and international gaming operator.

"Having reviewed other solutions, we calculated that ReportNet would result in a lower total cost of ownership over the next five years".

Phase one is underway now with product, sales and financial management reports for the company's lottery division being developed at the company's headquarters in Melbourne in preparation for a complete roll out in phase two to around one-third of Tattersall's staff

Previously, many of these product, sales and analysis reports for its range of popular lottery games including Saturday Tattslotto, Wednesday Tattslotto, Powerball, Oz Lotto, Super 66, The Pools and Tatts Keno as well its Instant Scratchie and Tatts TipStar products, were generated using internal developed software populating Microsoft® Word® templates .

During phase two, Tattersall's will also migrate to new reports for the gaming side of the business and roll out end user ad hoc reporting, including reports on product sales and revenue, enabling the company's business analysts to view which parts of the business are performing best at any point in time.

ReportNet's combination of personalised, managed reports and multidimensional cubes will assist Tattersall's to report the results of lotteries and build the reports in a specialised layout providing immediacy of information to consumers, the media and state lottery authorities.

The organisation will also be able to better distribute information, including financial management reports, government duty statements, media faxes, price pool information and footy tipping reports to retail outlets, consumers and Government with the power of immediacy and accuracy. Once live, important sales and profitability metrics will be instantly updated and made available allowing the company to be more responsive to immediate business needs.

ReportNet will draw information from a central Lottery system using an Oracle RDB database and a Teradata data warehouse, which currently holds up to ten Gigabytes of data and is growing.

"ReportNet will enable us to deliver more information more quickly to the market while making our end users more self sufficient in their IT support requirements," concluded Mr de Vries.

About Cognos:

Cognos, the world leader in business intelligence and corporate performance management, delivers software that helps companies drive, monitor and understand corporate performance.

Cognos delivers the next level of competitive advantage - Corporate Performance Management (CPM) - achieved through the strategic application of BI on an enterprise scale. Our integrated CPM solution helps customers drive performance through planning; monitor performance through scorecarding; and understand performance through business intelligence.

Cognos serves more than 22,000 customers in over 135 countries. Cognos enterprise business intelligence solutions and services are also available from more than 3,000 worldwide partners and resellers. For more information, visit the Cognos Web site at <http://www.cognos.com>.

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