DIGITAL RIVER INC /DE Form 8-K/A November 21, 2001

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Securities and Exchange Commission

Washington, D.C. 20549

FORM 8-K/A

Current Report Pursuant to Section 13 or 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of Earliest Event Reported): March 20, 2001

DIGITAL RIVER, INC.

(Exact name of Registrant as specified in its charter)

Delaware

(State or other jurisdiction of incorporation or organization)

000-24643 (Commission File No.)

(I.R.S. Employer Identification No.)

41-1901640

9625 W. 76th Street, Suite 150 Eden Prairie, Minnesota 55344

(Address of principal executive offices) (Zip code)

(952) 253-1234

(Registrant's telephone number, including area code)

EXPLANATORY NOTE TO FILING

This amendment to the Registrant's Current Report on Form 8-K first filed March 26, 2001, as later amended June 4, 2001, and as later amended August 10, 2001, further revises this Current Report on Form 8-K/A to revise the Pro Forma Unaudited Condensed Consolidated Balance Sheet as of December 31, 2000 and the Pro Forma Unaudited Condensed Consolidated Statement of Operations for the year ended December 31, 2000, to reflect a change in the valuation of the Registrant's common stock issued in the transaction and to revise the disclosure to note 1 to the Registrant's pro forma unaudited condensed consolidated financial statements as of December 31, 2000. With the exception of the inclusion of such information as noted, all information contained in this Current Report on Form 8-K/A has not been revised, and was current as of the date of the previous filing on August 10, 2001.

Item 2. Acquisition or Disposition of Assets

On March 20, 2001, pursuant to an Asset Purchase Agreement dated as of March 20, 2001 (the "Purchase Agreement") by and between the Registrant, Calico Commerce, Inc., a Delaware corporation ("Calico"), and ConnectInc.com, Co., a Delaware corporation and a wholly-owned subsidiary of Calico ("ConnectInc"), the Registrant purchased those assets and assumed those liabilities of ConnectInc related to ConnectInc's Market Maker product line, in exchange for approximately 1.63 million shares of the Registrant's common stock. These assets primarily consist of ConnectInc's Market Maker software product and the related intellectual property rights. The Purchase Agreement includes a contingent earnout whereby ConnectInc can receive additional shares of the Registrant's common stock based upon the revenue generated by the Market Maker product, from sales by the Registrant and Calico, over the 13 months following the closing.

(a)

Financial Statements of Businesses Acquired.

Included herein are the audited financial statements of ConnectInc as at December 31, 2000 and 1999 and for the period from February 1, 2000 to December 31, 2000, the period from January 1, 2000 to January 31, 2000 and for the year ended December 31, 1999.

REPORT OF INDEPENDENT ACCOUNTANTS

To the Board of Directors and Stockholders of Calico Commerce, Inc.

In our opinion, the accompanying balance sheets and the related statements of operations, of equity/stockholders' equity and of cash flows present fairly, in all material respects, the financial position of ConnectInc.com (formerly Connect, Inc.) at December 31, 2000 and 1999, and the results of its operations and its cash flows for the period from February 1, 2000 to December 31, 2000, for the period from January 1, 2000 to January 31, 2000 and for the year ended December 31, 1999 in conformity with accounting principles generally accepted in the United States of America. These financial statements are the responsibility of the Company's management; our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits of these statements in accordance with auditing standards generally accepted in the United States of America, which 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 financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

As discussed in Note 1 to the financial statements, on January 31, 2000, Calico Commerce Inc. acquired the outstanding stock of ConnectInc.com. The financial statements for the period subsequent to January 31, 2000 have been prepared on the basis of accounting arising from the acquisition (successor period.) The financial statements for the period from January 1, 1999 to January 31, 2000 are presented on ConnectInc.com's previous basis of accounting (predecessor period.)

/s/ PricewaterhouseCoopers LLP

San Jose, California May 31, 2001

CONNECTINC.COM (formerly CONNECT, INC.)

BALANCE SHEET (IN THOUSANDS, EXCEPT SHARE AMOUNTS)

	Succ	Successor		Predecessor	
		December 31, 2000			
ASSETS					
Current Assets:					
Cash and cash equivalents	\$		\$	3,871	
Accounts receivable, net		504		858	
Prepaid expenses and other current assets		483		40	
Total current assets		987		4,769	
Property and equipment, net		607		294	
Goodwill and other intangible assets, net		63,817			
Total assets	\$	65,411	\$	5,063	

LIABILITIES AND EQUITY/STOCKHOLDERS' EQUITY

	S	Successor		Predecessor	
Current Liabilities:	.		.		
Accounts payable	\$	545	\$	563	
Other accrued liabilities		2,175		1,043	
Deferred revenue		701		556	
Current portion of capital lease obligations		97	_	155	
Total current liabilities		3,518		2,317	
Capital lease obligations, net of current portion				114	
Total liabilities		3,518		2,431	
Commitments and contingencies (Note 9)					
Equity/Stockholders' equity:					
Common stock: \$.001 par value. Authorized shares 60,000,000 Issued and outstanding shares 14,894,308 at December 31, 1999				15	
Additional paid-in capital				75,737	
Unearned compensation				(17)	
Accumulated deficit				(73,103)	
Equity		61,893		(75,105)	
Total equity/stockholders' equity		61,893		2,632	
Total liabilities and equity/stockholders' equity	\$	65,411	\$	5,063	

The accompanying notes are an integral part of these financial statements

CONNECTINC.COM (formerly CONNECT, INC.)

STATEMENT OF OPERATIONS (IN THOUSANDS)

	from F to Dec	e period ebruary 1, ember 31, 000	For the period from January 1, to January 31, 2000	For the year ended December 31, 1999
Revenue:				
License	\$	5,403	\$	\$ 2,515
Service		3,152	139	3,234
Total revenue		8,555	139	5,749
Cost of revenue:				
License		1,918	74	562
Service		3,202	178	2,464
Total cost of revenue		5,120	252	3,026
Gross profit (loss)		3,435	(113)	2,723

	For the period from February 1, to December 31, 2000	For the period from January 1, to January 31, 2000	For the year ended December 31, 1999
Operating expenses:			
Sales and marketing	7,235	1,089	1,080
Research and development	4,064	137	2,030
General and administrative	1,494	794	3,533
Acquired in-process research and development	230		
Amortization of goodwill and other intangible assets	26,552		
Total operating expenses	39,575	2,020	6,643
Loss from operations	(36,140)	(2,133)	3,920
Interest expense Interest and other income, net		(7)	(87) 365
Net loss before income taxes	(36,140)	(2,140)	(3,642)
Provision for income taxes	107		
Net loss	\$ (36,247)	\$ (2,140)	\$ (3,642)

The accompanying notes are an integral part of these financial statements

CONNECTINC.COM (formerly CONNECT, INC.)

STATEMENT OF EQUITY/STOCKHOLDERS' EQUITY (IN THOUSANDS, EXCEPT SHARE AMOUNTS)

	Common	Stock					
	Shares	Amount	Additional Paid-In	Unearned Compensation	Accumulated Deficit	Equity	Total Equity/ Stockholders'
PREDECESSOR							
Balances at December 31, 1998 Exercise of stock options	13,213,801 142,045	\$ 13	\$ 71,454 190		\$ (69,461) \$		\$
Issuance of common stock	1,538,462	2					3,998
Amortization of unearned compensation				43			43
Warrants granted to non-employees			97				97
Net Loss					(3,642)		(3,642)
Balances at December 31, 1999	14,894,308	\$ 15	\$ 75,737	\$ (17)	\$ (73,103) \$		\$ 2,632
SUCCESSOR							
Balances at January 31, 2000		\$	\$	\$	\$\$		\$
						90,480	90,480

	Common Sto	ck					
Calico Commerce Inc.'s							
investment for the							
Acquisition of Connect							
Permanent advance from							
Calico Commerce Inc.					7,6	60	7,660
Net loss					(36,2	47)	(36,247)
				 		_	
Balances at December 31,							
2000	\$	\$	9	\$ \$	\$ 61,8	93 \$	61,893
						_	

The accompanying notes are an integral part of these financial statements

CONNECTINC.COM

(formerly CONNECT, INC.)

STATEMENT OF CASH FLOWS (IN THOUSANDS)

	Successor			Pre	Predecessor			
	from	the period February 1, ecember 31, 2000	from	the period January 1, nuary 31, 2000		For the year ended December 31, 1999		
Cash flows from operating activities:								
Net loss	\$	(36,247)	\$	(2,140)	\$	(3,642)		
Adjustments to reconcile net loss to net cash used in operating activities:								
Provision for doubtful accounts		264				(118)		
Depreciation and write-off of tangible assets		175		133		597		
Amortization of goodwill and intangible assets		28,148		33		20		
Write-off of in process research & development		230						
Warrants granted to non-employees						97		
Amortization of unearned compensation Changes in operating assets and liabilities:				4		43		
Accounts receivable		(102)		108		(126)		
Other current assets		(519)		25		172		
Other assets						20		
Accounts payable		476		(360)		(198)		
Accrued liabilities		(2,480)		1,086		(264)		
Deferred revenue		466		(122)		141		
Net cash used in operating activities		(9,589)		(1,233)		(3,258)		
Cash flows from investing activities:								
Purchase of property and equipment	_	(538)				(267)		
Net cash used in investing activities		(538)				(267)		
Cash flows from financing activities:								
Proceeds from issuance of common stock						4,188		
Repayment of notes payable				(27)		(687)		

	Successor	Pr	edecessor
Principal payments under capital lease obligations	(133)	(11)	(70)
Permanent advance from Calico	7,660		
Net cash provided by (used in) financing activities	7,527	(38)	3,431
Net decrease in cash and cash equivalents	(2,600)	(1,330)	(94)
Cash and cash equivalents at beginning of period	2,600	3,871	3,965
Cash and cash equivalents at end of period	\$	\$ 2,600	\$ 3,871
Supplemental information:			
Cash paid for interest	\$ 9	\$ 3	\$ 72

The accompanying notes are an integral part of these financial statements.

CONNECTINC.COM (formerly CONNECT, INC.)

NOTES TO FINANCIAL STATEMENTS

NOTE 1 THE COMPANY AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

THE COMPANY

Connectinc.com (the "Company" or "Connect") is a wholly owned subsidiary of Calico Commerce Inc. ("Calico"). The Company, formerly a publicly traded company, was acquired by Calico on January 31, 2000 (see Note 2 for discussion of acquisition of Connect by Calico).

The Company is a provider of technology and services that dynamically connect buying and selling companies over the Internet. The Market Maker product provides customers with the ability to automatically update their sales force with the latest information. To date, sales have been primarily within the computer hardware and network and telecommunications equipment industries. Prior to acquisition by Calico, the Company has derived revenue from the license of Market Maker product as a standalone product and the delivery of associated implementation and support services. For the period from February 1, 2000 to December 31, 2000, Market Maker product was also sold as a component of the Calico eSales Suite of products.

On March 20, 2001, Digital River, Inc. ("Digital River") entered into an asset purchase agreement with Calico and its wholly owned subsidiary, Connect to acquire certain assets of Connect related to Connect's Market Maker business. The assets of the business being acquired are mainly composed of intellectual property rights including the Market Maker software application and specified computer equipment.

BASIS OF PRESENTATION

SUCCESSOR

The accompanying financial statements for the period from February 1, 2000 to December 31, 2000 reflect the carve-out historical results of operations and financial position of Connect as if Connect had been operating as a separate business (successor period).

The carve-out financial statements for the period from February 1, 2000 to December 31, 2000 include the assets, liabilities, operating results, and cash flows of Connect and have been prepared using Calico's historical basis in the assets and liabilities and the historical results of operations of Calico. Changes in equity represent increases or decreases in Calico's net investment in Connect, after giving effect to the net losses of Connect.

From the acquisition by Calico to the acquisition by Digital River, Connect did not maintain separate corporate support, sales, marketing or engineering functions. For the purpose of preparing the accompanying financial statements, these costs were allocated to Connect using the allocation methods described in Note 3. Calico management believes that the allocation methods used are reasonable and reflective of Connect's

proportionate share of such expenses. However, the financial information included herein may not reflect the financial position, operating results, changes in equity and cash flows of the Company in the future or what they would have been had Connect been a separate, standalone entity from February 1, 2000 to December 31, 2000.

The year ended December 31, 2000 is presented in two separate periods in these financial statements due to the acquisition of Connect on January 31, 2000, which established a new basis of accounting for certain assets and liabilities of Connect. The purchase method of accounting was used to record assets acquired and liabilities assumed by Calico. Such accounting generally results in increased amortization reported in future periods. Accordingly, the accompanying financial statements for the period ended January 31, 2000 and for the period from February 1, 2000 to December 31, 2000 are not comparable in all material respects, since those financial statements report financial position, results of operations, and cash flows on a different basis of accounting.

PREDECESSOR

The financial statements for the period from January 1, 2000 to January 31, 2000 and for year ended December 31, 1999 reflect Connect as a standalone public company.

USE OF ESTIMATES

The preparation of financial statements in conformity with generally accepted accounting principles requires the Company's 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 reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

CASH AND CASH EQUIVALENTS

For the period from January 1, 2000 to January 31, 2000 and for the year ended December 31, 1999, the Company considers all highly liquid investments with an original maturity or remaining maturity at the date of purchase of three months or less to be cash equivalents.

From February 1, 2000 to December 31, 2000, Calico has managed cash and cash equivalents on a centralized basis. Cash receipts associated with the Company are collected by Calico and Calico has funded all disbursements of the Company. All changes in cash and cash equivalents have been included as a permanent advance from Calico in equity.

CONCENTRATION OF CREDIT RISK AND BUSINESS RISK

Financial instruments, which potentially subject the Company to a concentration of credit risk consist principally of accounts receivable. The Company generally requires no collateral from its customers. To reduce its risk, the Company periodically reviews the creditworthiness of its customers and establishes reserves for potential credit losses. To date such losses have been within management's estimations.

At December 31, 2000 three customers represented 20%, 18%, and 12%, respectively, of gross accounts receivable. At December 31, 1999, four customers represented 30%, 22%, 14% and 11%, respectively, of gross accounts receivable. At December 31, 2000, one customer accounted for 11% of total revenues. At December 31,1999 no customer accounted for more than 10% of total revenues.

FAIR VALUE OF FINANCIAL INSTRUMENTS

The financial instruments of the Company, including accounts receivable and accounts payable are carried at cost, which approximates their fair value because of the short-term maturity of these instruments.

PROPERTY AND EQUIPMENT

Property and equipment are stated at cost. Depreciation is computed using the straight-line method over the estimated useful lives of the assets; generally three to seven years for the predecessor period and two to five years for the successor period. The cost of equipment acquired under a capital lease is amortized over the shorter of the life of the lease, or the estimated useful life of the assets. Maintenance and repairs are charged to operations as incurred and major improvements are capitalized. The cost of assets retired or otherwise disposed of and the accumulated depreciation thereon are removed from the accounts with any gain or loss realized upon sale or disposal credited or charged to operations, respectively.

INTANGIBLE ASSETS

Goodwill represents the excess of the purchase price of the acquired business over the fair value of the identifiable net assets acquired and is amortized using the straight-line method over an estimated

useful life of three years. Acquired in-place workforce and customer base is amortized over the benefit of three years. Acquired existing products and core technology are being amortized over the period of benefit of three years and are classified as a component of cost of license revenue.

VALUATION OF LONG-LIVED ASSETS

The Company periodically evaluates the carrying value of its long-lived assets, including, but not limited to, property and equipment, goodwill, and other assets. The carrying value of a long-lived asset is considered impaired when the undiscounted cash flow from such asset is separately identifiable and is estimated to be less than its carrying value. In that event, a loss is recognized based on the amount by which the carrying value exceeds the fair market value of the long-lived asset. Fair market value is determined primarily using the anticipated cash flows discounted at a rate commensurate with the involved asset. Losses on long-lived assets to be disposed of would be determined in a similar manner, except that fair market values would be reduced by the cost of disposal.

REVENUE RECOGNITION

Revenues are derived from software licenses and related services, which include implementation and integration, technical support, training and consulting. For contracts with multiple elements, and for which vendor-specific objective evidence of fair value for the undelivered elements exists, revenue is recognized for the delivered elements based upon the residual contract value as prescribed by Statement of Position No. 98-9, "Modification of SOP No. 97-2 with Respect to Certain Transactions".

Revenue from license fees is recognized when persuasive evidence of an agreement exists, delivery of the product has occurred, no Company obligations with regard to installation exist, the fee is fixed or determinable and collectibility is probable.

Services revenue primarily comprises revenue from consulting fees, maintenance contracts and training. Services revenue from consulting and training is recognized as the service is performed.

Maintenance contracts include the right to unspecified upgrades and ongoing support. Maintenance revenue is deferred and recognized on a straight-line basis as services revenue over the life of the related contract, which is typically one year.

Customer billing occurs in accordance with contract terms. Customer advances and amounts billed to customers in excess of revenue recognized are recorded as deferred revenue.

RESEARCH AND DEVELOPMENT COSTS

Expenditures for research and development are charged to expense as incurred. Under Statement of Financial Accounting Standards No. 86, "Accounting for the Costs of Computer Software to be Sold, Leased or Otherwise Marketed" certain software development costs are required to be capitalized after technological feasibility has been established. Development costs incurred in the period between achievement of technological feasibility, which the Company defines as the establishment of a working model and until the general availability of such software to customers, have been insignificant. Accordingly, the Company has not capitalized any software development costs to date.

STOCK-BASED COMPENSATION

Connect accounts for stock-based employee compensation arrangements in accordance with the provisions of Accounting Principles Board Opinion No. 25, "Accounting for Stock Issued to Employees" ("APB No. 25") and complies with the disclosure provisions of Statement of Financial Accounting Standards No. 123, "Accounting for Stock-Based Compensation" ("SFAS No. 123"). Under APB No. 25, compensation expense is based on the difference, if any, on the date of the grant, between the fair value of the stock and the exercise price. Unearned compensation is amortized over the vesting period of the option.

ADVERTISING EXPENSE

Advertising costs are expensed as incurred and totaled \$942,000, \$5,000 and \$48,000 during the period from February 1, 2000 to December 31, 2000, from the period from January 1, 2000 to January 31, 2000, and for the year ended December 31, 1999, respectively.

INCOME TAXES

Income taxes are accounted for using an asset and liability approach, which requires the recognition of taxes payable or refundable for the current year and deferred tax liabilities and assets for the future tax consequences of events that have been recognized in the Company's financial statements or tax returns. The measurement of current and deferred tax liabilities and assets are based on provisions of the enacted tax law; the effects of future changes in tax laws or rates are not anticipated. The measurement of deferred tax assets is reduced, if necessary, by the amount of any tax benefits that, based on available evidence, are not expected to be realized.

As of December 31, 2000, Connect was not a separate taxable entity for federal, state or local income tax purposes and its operations are included in the consolidated Calico income tax returns.

COMPREHENSIVE EARNINGS

Connect has no material components of other comprehensive earnings and, accordingly, comprehensive earnings are the same as net earnings for the period presented.

RECENT ACCOUNTING PRONOUNCEMENTS

In June 1998, the Financial Accounting Standards Board issued SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities" ("SFAS 133"). SFAS 133, as amended, established accounting and reporting standards for derivative instruments, including certain derivative instruments embedded in other contracts, and for hedging activities. Connect adopted SFAS 133, as amended, on January 1, 2001. Connect has not engaged in hedging activities or invested in derivative instruments and accordingly, the adoption of SFAS 133 did not have a material effect on its financial statements.

NOTE 2 ACQUISITION OF CONNECTINC.COM BY CALICO

On January 31, 2000, Calico completed the acquisition of Connect. Under the terms of the Agreement and Plan of Merger dated November 19,1999, among Connect and Calico Acquisition Corporation, approximately 1.4 million shares of Calico Common Stock were issued or reserved for issuance for all outstanding shares, options and warrants of Connect. The acquisition was accounted for using the purchase method of accounting.

The purchase consideration included 1,206,363 shares of Common Stock valued at approximately \$79,741,000. In addition, all of the outstanding stock options granted under the Connect Stock Option Plans were converted at the ratio of 0.081 into stock options to purchase 219,717 shares of the Calico's Common Stock. The Black-Scholes option pricing model was used to determine the fair value of the converted options. The fair value of the stock options, of approximately \$10,772,000, was included as a component of the purchase price. Calico also incurred approximately \$2,000,000 in acquisition expenses. The assumptions used in the calculation of fair value of the options were: risk free interest rate, 5.6%; average expected life, 2.5 years; volatility, 75% and; 0% dividend yield.

The total purchase price of \$90,480,000 was allocated to assets acquired, including tangible and intangible assets, and liabilities assumed, based on their respective estimated fair values at the acquisition date. The estimate of fair value of the net assets acquired is based on an independent appraisal and management estimates.

The total purchase price was allocated as follows (in thousands):

Fair value of tangible assets	\$ 3,648
Fair value of existing products and core technology	5,000
Acquired in-process research and development	230
Goodwill, customer base and in-place workforce	86,965
Fair value of liabilities assumed	(5,363)
	\$ 90,480

ACQUIRED IN-PROCESS RESEARCH AND DEVELOPMENT

In connection with the acquisition, Calico acquired one existing product and three in process projects. The existing product (MarketMaker) provides customers with the ability to automatically update their sales force with the latest information. The three projects are developing additional features to be added to the MarketMaker product; \$230,000 were ascribed to the three specific in-process research and development projects which was charged to operations in the quarter ended March 31, 2000.

To value the in-process technology, an independent third party appraiser used the income approach. Management estimated revenue that each in-process product will generate over its economic life. From this amount, a deduction was made for the revenue that is attributable to the previously existing technology. The result is the revenue attributable to in-process technology for each in-process product, which the Company used to apply the income approach. Cost of goods sold and estimated operating expenses were then deducted, a 40% corporate tax rate applied and finally the present value of the cash flow stream was calculated using a 35% discount rate.

NOTE 3 TRANSACTIONS WITH CALICO

REVENUES AND COSTS

As discussed in Note 1, for the period from February 1, 2000 to December 31, 2000, the Company has derived revenue from the license of the Market Maker product either as a standalone product or as a component of the Calico eSales Suite ("Suite") of products and the delivery of associated implementation and support services. The revenue from Suite sales has been allocated to Connect as a percentage of the total Suite price based on allocation to the component products per Calico's price book as established by Calico's management. Had Connect been an independent entity the prices for sale of its products may have been different.

The following summarizes the revenues of Connect for the 11 months ended December 31, 2000:

License:		
Market Maker Standalone sales	\$	3,696,000
Market Maker as a component of eSales Suite	\$	1,707,000
Services:		
Market Maker Standalone sales	\$	2,234,000
Market Maker as a component of eSales Suite	\$	918,000
vranses include allocations from Calico for logal human resources	administrative and	other Colice

Connect costs and expenses include allocations from Calico for legal, human resources, administrative and other Calico corporate services and infrastructure costs. The corporate costs allocated to Connect for shared administrative functions were \$1,351,000, included in the caption General and administrative line in the statement of operations for the period from February 1, 2000 to December 31, 2000. In addition, Connect's sales and marketing, engineering and product services functions were integrated with that of Calico for the period from February 1, 2000 through December 31, 2000. Certain costs related to these functions were incurred at a corporate level and

have been allocated to Connect. These allocations have been determined on the basis that management considers to be reasonable reflections of the utilization of services provided or the benefits received by Connect. The allocations and charges are based on costs of discrete personnel assigned to the Company, as well as a percentage of total corporate costs for the services provided, based on factors such as headcount, revenue or the specific level of activity directly related to such costs.

The following summarizes the corporate costs allocated to Connect for the period from February 1, 2000 to December 31, 2000:

Cost of revenues	\$ 1,763,000
Research and Development	\$ 1,820,000
Sales and Marketing	\$ 3,378,000

Included within revenue for the year ended December 31, 1999 is \$189,000 in connection with sales to Calico. Included with accounts receivable as at December 31, 1999 is \$122,000 due from Calico.

NOTE 4 BALANCE SHEET COMPONENTS:

Successor	Predecessor
2000	1999