

1 May 2018

## Appendix 4C and Market Update

The Directors of Site Group International Limited ("Site", ASX:SIT) release the Appendix 4C quarterly cash flow for the period to 31 March 2018.

The results for the quarter saw revenues of \$7.1m and an EBITDA loss of \$787k. This includes the results of the discontinued Productivity Partners (PP) business being a cost in excess of \$400k. Operating cash flow for the quarter was an outflow of \$2.4m with a closing cash balance of \$1.8m. The operating cash flow is worse in the March quarter due to the working capital impact of the quieter seasonal training months of December and January.

Shareholders will be aware of the dispute with ASQA over registration of Site Skills Group ("SSG") and the pending appeal to the AAT.

Site has a significant industry client base and expects to train between 25-30,000 Australians this calendar year in a variety of courses and disciplines. Some of these courses are ASQA accredited therefore some may be affected going forward by the forthcoming appeal.

This has caused several of our Australian based customers to postpone training until the outcome of the appeal process is finalised. Accordingly Site has reviewed the potential impact and therefore updates its gross revenue statement to reduce its possible gross revenues from all operations from \$36m to \$30m with an EBITDA target of circa \$1m including discontinued operations for the full financial year without any impairment allowances.

### International

Site is pleased to announce it has completed its 8<sup>th</sup> cohort of OceanaGold underground mining training for the Didipio mine in its Clark, Philippines facility. The 14 week course brings the number of mining graduates to 84 and a total of over 400 students who have trained at Clark for Mining, Operator and Safety Skills. All candidates have gained full time employment on leaving Clark as Oceana Gold continues its remarkable commitment to skilling locals for local jobs.

The Underground Mine training facility, which cost over \$1.5m to construct, continues to gain significant support from vendors such as Orica, MineArk and Sandvik.

The underground mine is part of the Site Skills training facility at Clark where other significant global companies work with Site such as GE through subsidiary FieldCore (stage 6b turbine training).



*Underground mining graduates with representative of Site, OceanaGold and Philippine officials*



*Training conducted at Site's Clark Campus.*

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## About Site

Site Group International Limited ("Site") operates several businesses specialising in the delivery of education, training and labour services. Services are delivered to government, corporate and individual clients, predominately operating in energy, mining, construction, oil and gas and industrial sectors.

Site Group International Limited is an emerging company with a strategic business model pursuing earnings-accretive growth based on previous acquisitions along with organic growth.

### Wild Geese International

*Site operate a Perth based specialist Oil and Gas Competency Development and Design consultancy business unit, out of Perth, and had been operating for ~15 years prior to joining Site.*

*An Australian Registered Training Organisation, Wild Geese have integrated in to Site's broader national and international service capability.*

### Site Skills Training

*An Australian Registered Training Organisation, Site Skills Training delivers Accredited and Non-Accredited High Risk Licence, Health and Safety and industry programs extensively throughout Australia and internationally. Site deliver ~25,000 short course programs in Australia each year including delivery of Apprenticeships and Traineeships, and VET in Schools programs.*

### Site Institute

*Site Institute is an Australian Registered Training Organisation and International CRICOS education provider. Site Institute has students studying in Australia from countries including Argentina, Brazil, Chile, Colombia, Mexico, Peru and South Korea, with additional networks being established in other countries.*

### Site Online

*Site established an online learning, learning software and platform development business. Site Online services and hosts Site's learning, student and competency management systems across its businesses, develops online learning programs, and converts existing learning content in to online programs.*

*Site Online is also established to service requirements of clients including those of other business units.*

### Site Group International Pte Ltd

*The Site Group International business division builds immersive training environments for the purposes of undertaking competency development, specifically the Engineering, Procurement, Construction and Commissioning of Safe Live Process Plant environments.*

*SGL is based in Singapore and Malaysia and services predominately oil and gas industry clients throughout the world, utilising industry best practice and international standards for the development of competency frameworks and implementation of training programs.*

### TESOL Asia

*TESOL Asia is a training and industry focussed organisation for Teachers in the English as a Second Language (ESL) sector. It provides access to training, consulting, industry conferences and academic journals around the world.*

*Teaching English to Speakers of Other Languages (TESOL) focusses on bringing English language acquisition academics together with professional teachers to support and develop the industry globally.*

## Appendix 4C

### Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

**Name of entity**

Site Group International Limited

**ABN**

73 003 201 910

**Quarter ended ("current quarter")**

31 March 2018

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	6,178	25,861
1.2 Payments for		
(a) research and development		
(b) product manufacturing and operating costs		
(c) advertising and marketing	(152)	(469)
(d) leased assets	(24)	(63)
(e) staff costs	(3,382)	(11,229)
(f) administration and corporate costs	(4,766)	(14,326)
1.3 Dividends received (see note 3)		
1.4 Interest received	6	11
1.5 Interest and other costs of finance paid	(16)	(79)
1.6 Income taxes paid	(245)	(668)
1.7 Government grants and tax incentives		
1.8 Other (provide details if material)		
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(2,401)</b>	<b>(962)</b>

<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	(335)	(910)
(b) businesses (see item 10)	-	-
(c) investments		

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
	(d) intellectual property		
	(e) other non-current assets		
2.2	Proceeds from disposal of:		
	(a) property, plant and equipment	27	61
	(b) businesses (see item 10)		
	(c) investments		
	(d) intellectual property		
	(e) other non-current assets		
2.3	Cash flows from loans to other entities		
2.4	Dividends received (see note 3)		
2.5	Other (cash securing bank guarantees)	(5)	(11)
2.6	<b>Net cash from / (used in) investing activities</b>	<b>(313)</b>	<b>(860)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of shares	-	2,254
3.2	Proceeds from issue of convertible notes		
3.3	Proceeds from exercise of share options		
3.4	Transaction costs related to issues of shares, convertible notes or options	-	(158)
3.5	Proceeds from borrowings	-	225
3.6	Repayment of borrowings	-	(225)
3.7	Transaction costs related to loans and borrowings		
3.8	Dividends paid		
3.9	Other (provide details if material)		
3.10	<b>Net cash from / (used in) financing activities</b>	<b>-</b>	<b>2,096</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of quarter/year to date	4,519	1,529
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(2,401)	(962)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(313)	(860)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	2,096

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	4	6
4.6	<b>Cash and cash equivalents at end of quarter</b>	<b>1,809</b>	<b>1,809</b>

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	1,809	4,519
5.2	Call deposits		
5.3	Bank overdrafts		
5.4	Other (provide details)		
5.5	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>1,809</b>	<b>4,519</b>

**6. Payments to directors of the entity and their associates**

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

Current quarter  
\$A'000

149

The payments at 6.1 are for directors fees

**7. Payments to related entities of the entity and their associates**

- 7.1 Aggregate amount of payments to these parties included in item 1.2
- 7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2

Current quarter  
\$A'000

8. <b>Financing facilities available</b> <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	1,323	262
8.2 Credit standby arrangements		
8.3 Other (please specify)		
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

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9. <b>Estimated cash outflows for next quarter</b>	\$A'000
9.1 Research and development	
9.2 Product manufacturing and operating costs	
9.3 Advertising and marketing	(150)
9.4 Leased assets	(24)
9.5 Staff costs	(3,500)
9.6 Administration and corporate costs	(4,000)
9.7 Other (provide details if material)	
<b>9.8 Total estimated cash outflows</b>	<b>(7,674)</b>

10. <b>Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	Acquisitions	Disposals
10.1 Name of entity		
10.2 Place of incorporation or registration		
10.3 Consideration for acquisition or disposal		
10.4 Total net assets		
10.5 Nature of business		



### Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Sign here:



(Director/Company secretary)

Date: ..30 April 2018 .....

Print name: ...Vernon Wills.....

### Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.