



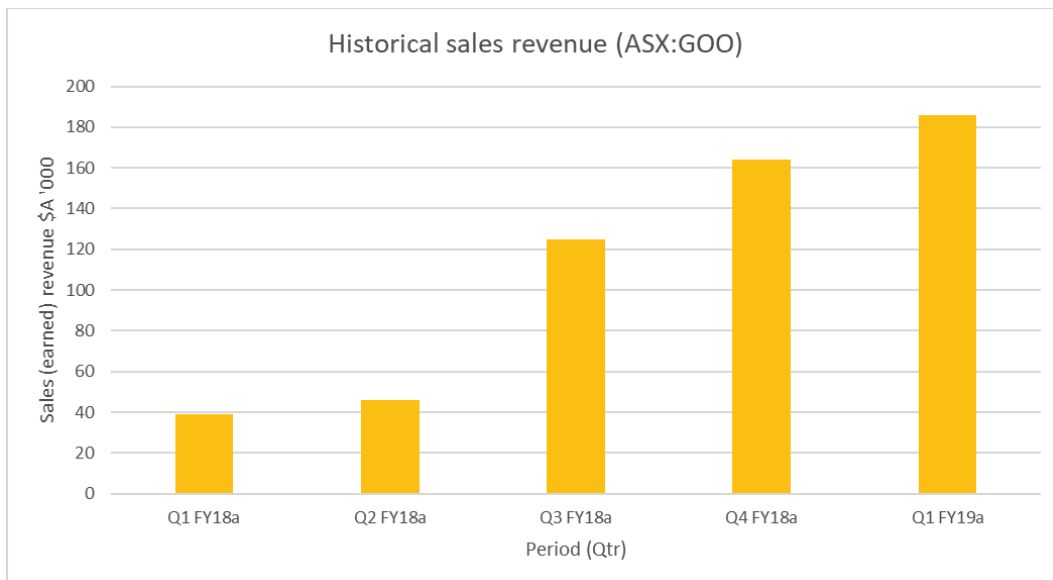
For ASX Release
31 October 2018

Q1 FY19 Appendix 4C Cash Flow Statement & Update

Please find attached the Gooroo Ventures Limited (ASX:GOO, "Company" or "Gooroo") Appendix 4C cash flow report (unaudited) for the quarter ending 30 September 2018.

Key highlights:

- **13% quarterly revenue growth & up 370% from Q1FY18**
- **15% growth in customer receipts to \$228,000**
- **\$584,775 R&D claim submitted & tax refund banked in October**



The Company's commercialisation program passed the first 12 month mark and continues to gain traction and build sales momentum in the Australian market. The Board is encouraged by the expansion of earned revenue from within existing accounts as adoption increases and broadens. The signing of distribution partners is also expected to deliver new scalable, accelerating and global revenue streams; positioning Gooroo for strong growth this coming year.

Despite some delays experienced with new contract signings in Q1, the recent signings of accounts such as Amrop Carmichael Fisher, Slade Group, Catalyst Global and Davidson, coupled with the growth within existing accounts such as Kinetic IT and KPMG will see revenue continue to grow in the upcoming quarters. By the end of Q1 FY19 the Company also started promoting its Marketing Solutions capabilities and expects new contract signings and a progressively increasing revenue contribution over the same periods.

A negative net operating cashflow of c\$85,000 is estimated for Q2 HY19.

Investors are encouraged to watch and read latest updates at www.goorooventures.com.

- ENDS

**Investor Enquiries**

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About Gooroo

Gooroo technology maps how different people think and make decisions in their lives and at work. Gooroo applies this technology in the areas of Human Capital, Marketing and Careers.

Gooroo powers transformation by helping customers:

- Understand the capability and potential of existing staff and where best to deploy, develop or retire
- Identify their future managers and leaders
- Evaluate and monitor culture; highlighting the priority steps to better balance and harmony
- Design more collaborative and higher performing teams
- Achieve better fit in hiring by matching people to roles and teams
- Build talent pools of skilled workers and contractors
- Understand how people are likely to engage with their product and brand
- Influence individuals or groups of people through tailored, personalised messaging
- Deliver career solutions for both students and transitioning workers that predict career pathways and connect them to learning and jobs.

Gooroo uses a partner network to distribute its technology to organisations around the world. Gooroo customers are management consultancies, medium-large enterprises and government.

In October 2018, Gooroo won the APSCo Excellence Award in Creativity & Innovation.

In October 2017, Gooroo lodged a patent application on the process of human thinking and how human beings make decisions and choices.

In June 2017, Gooroo was awarded Innovation of the Year in the Big Data / Machine Learning category at the AIIA iAwards (Vic).

In January 2016, Gooroo announced a global alliance with Microsoft.

For more information on Gooroo, visit:

Investor Hub: www.goorooventures.com

Investor Blog: www.goorooventures.com/blog

Website: www.gooroo.io



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

GOOROO VENTURES LIMITED

ABN

96 613 924 744

Quarter ended ("current quarter")

30 September 2018

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	228	228
1.2 Payments for		
(a) research and development	(71)	(71)
(b) product manufacturing and operating costs	(167)	(167)
(c) advertising and marketing	(55)	(55)
(d) leased assets	-	-
(e) staff costs	(354)	(354)
(f) administration and corporate costs	(368)	(368)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	4	4
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	(783)	(783)

2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(11)	(11)
(b) businesses (see item 10)	-	-
(c) investments	-	-

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) property, plant and equipment	-	-
(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 (provide details if material)	-	-
2.6 Net cash from / (used in) investing activities	(11)	(11)

3. Cash flows from financing activities		
3.1 Proceeds from issues of shares	-	-
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	-	-
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings	-	-
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Other (provide details if material)	-	-
3.10 Net cash from / (used in) financing activities	-	-

4. Net increase / (decrease) in cash and cash equivalents for the period		
4.1 Cash and cash equivalents at beginning of quarter/year to date	1,511	1,511
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(783)	(783)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(11)	(11)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of quarter	717	717

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	717	1,511
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	717	1,511

6.	Payments to directors of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to these parties included in item 1.2	188
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	
6.1	Directors' remuneration	

7.	Payments to related entities of the entity and their associates	Current quarter \$A'000
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	

8. Financing facilities available <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		
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.		

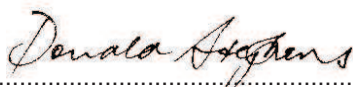
9. Estimated cash outflows for next quarter	\$A'000
9.1 Research and development	8
9.2 Product manufacturing and operating costs	53
9.3 Advertising and marketing	74
9.4 Leased assets	-
9.5 Staff costs	569
9.6 Administration and corporate costs	237
9.7 Other (provide details if material)	-
9.8 Total estimated cash outflows	941

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

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:



(Company Secretary)

Date: 31 October 2018

Print name:

.....DONALD STEPHENS.....

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.