



For ASX Release
31 January 2019

Q2 FY'19 Appendix 4C Cash Flow Statement & Update

Key highlights:

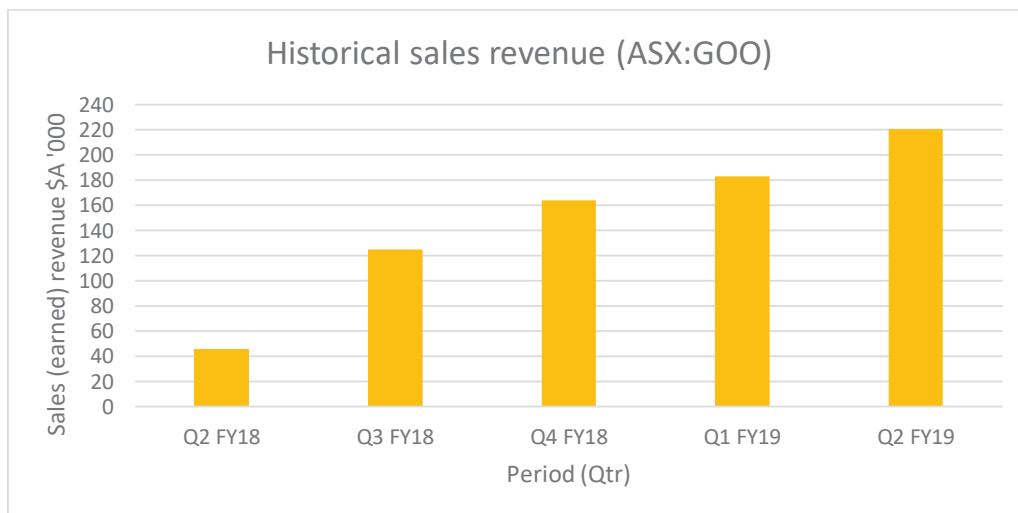
- Quarterly customer revenue growth up 20% on prior quarter
- Operating expenses expected to reduce by 10% in Q3
- Completed placement raises \$550k
- 1 for 8 non-renounceable rights issue to raise (up to) a further \$518k from eligible shareholders – offer closes 7 February 2019
- PeoplePlus implementation kicks-off

The Board of Gooroo Ventures Limited (“Gooroo” or “the Company”) is pleased to share with investors the following update for Q2 FY'19.

Investors are encouraged to watch the investor video update by Founder & CEO, Mr Greg Muller at <https://www.goorooventures.com/blog/2019/1/31/q2-fy19-ceo-video-update-for-investors>.

Revenue growth & expenses

As reported, the Company delivered a further 20% growth in revenue for Q2 FY'19 compared to Q1 FY'19. This represents a 385% increase on the revenue reported in the same period last year (Q2 FY'18).



The Company expects that with the growth in existing accounts, recent contract signings and pending contracts, the Company will deliver continued strong levels of revenue growth over the coming quarters.

Operating expenses remained reasonably flat for Q2 and management is projecting a reduction in operating expense in Q3 FY'19. Management is focused on containing costs as we move toward cash flow positivity.



Placement & rights issue

In December the Company announced the completion of a \$550,000 placement through the issue of 11,000,000 fully paid ordinary shares at \$0.050 per share. This placement was made to sophisticated investors eligible under section 708 of the Corporations Act (Cth).

An additional 1 for 8 non-renounceable, pro-rata entitlement at a price of \$0.05 per share has been offered to eligible shareholders to raise up to \$518,000. The offer closes on 7 February 2019.

Investors are encouraged to review the offer booklet ([click here](#)) and complete their entitlement acceptances by logging on to Computershare (<http://www.investorcentre.com/au>) using their Holder ID and postcode or username and password. Once logged in, Investors should select 'Statements and Documents' and click to view the form via 'Entitlement Acceptances' dated 21 December 2018.

PeoplePlus implementation kicks-off

As announced on 3 December, Gooroo and PeoplePlus entered a pilot program where Gooroo technology is being used to improve the quality and effectiveness of outcomes delivered for Australia's long-term unemployed and employers. While Australia's seasonally adjusted unemployment rate is at 5% (Dec 2018), the long-term unemployed number remains high.

Gooroo management is pleased to report that the implementation of this program is on-track and has now kicked-off in Ballarat.

As reported, Gooroo will now share in 40% of the revenue generated by PeoplePlus via their jobactive contract with the Australian Government. The pilot will include over 200 people during the initial 6 month period, and Gooroo expects to earn many hundreds of dollars per job seeker processed.

Over the coming 12-24 months, The Company's goal is to expand the program to numerous thousands of job seekers each year, grow our returns per job seeker, and proactively explore new opportunities with PeoplePlus. The Australian Federal Government Department of Jobs and Small Business has asked to be advised on the outcomes achieved as they are interested in solutions that are considered to be more effective.

To review the outcome payments offered under the jobactive contract, please read pages 130 and 131 of the Australian Government's jobactive Deed (Tables 1A and 1B). The contract with PeoplePlus is focused on all job seeker unemployment profiles in Streams B and C.

To read more about how Gooroo is commercially positioned, visit: www.gooroox.com.

Investor Enquiries

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About Gooroo

To watch Gooroo's Chairman & CEO discuss the Company's value proposition, click this link: www.youtube.com/watch?v=iX7ea43OWDs

To watch CEO Greg Muller's Q2 FY '19 investor update, click this link: www.goorooventures.com/blog/2019/1/31/q2-fy19-ceo-video-update-for-investors.

To watch CEO Greg Muller's AGM Address (Nov '18), click this link: www.goorooventures.com/blog/2018/11/27/ceo-address-annual-general-meeting

Gooroo's globally unique technology maps how different people think and make decisions in their life and at work. Gooroo applies this enterprise-grade capability in the areas of Human Capital, Marketing and Careers.

With a scientific understanding of people, both individuals and organisations use Gooroo to transform and equip themselves to be more culturally and customer-aligned, competitive, agile and productive in the future.

Gooroo technology, using patent-pending neuroscience and artificial intelligence:

- Maps the mindset of everyone within an organisation to identify the firm's readiness for growth, capability to change and willingness to take on new challenges
- Understands the capability and potential of existing staff and where best to redeploy, develop or retire
- Identifies the future managers and leaders that already exist in the organisation, and what's needed to develop them
- Evaluates and monitors culture; highlighting the priority steps to achieve better balance and alignment
- Informs the design of teams that work more collaboratively and with higher performance
- Achieves better fit in hiring by matching people to roles and teams
- Builds talent pools of skilled workers and contractors
- Understands how customer are likely to engage with their product and brand, and informs communications strategies
- Delivers personalised career solutions for both students and transitioning workers that predict career pathways and connect them to learning and jobs.

Gooroo:

- Increases the output of each staff member
- Improves the speed and quality of decisions at all levels of an organisation
- Reduces the number of bad hires and costly churn
- Increases the return on advertising spend
- Improves an individual's self-awareness, confidence and motivation.

Gooroo is building a partner network to distribute its technology to organisations around the world. Gooroo customers are typically 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
Customer Website: www.gooroox.com



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")

31 December 2018

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (6 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	165	393
1.2 Payments for		
(a) research and development	(45)	(116)
(b) product manufacturing and operating costs	(143)	(310)
(c) advertising and marketing	(57)	(112)
(d) leased assets	-	-
(e) staff costs	(447)	(801)
(f) administration and corporate costs	(295)	(662)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	3	7
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	585	585
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	(233)	(1,016)

2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(15)	(26)
(b) businesses (see item 10)	-	-
(c) investments	-	-

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (6 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	(15)	(26)

3. Cash flows from financing activities		
3.1 Proceeds from issues of shares	550	550
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	(24)	(24)
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	526	526

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	717	1,511
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(233)	(1,016)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(15)	(26)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	526	526

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of quarter	995	995

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	995	717
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)	995	717

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	185
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	

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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	15
9.2 Product manufacturing and operating costs	53
9.3 Advertising and marketing	88
9.4 Leased assets	-
9.5 Staff costs	561
9.6 Administration and corporate costs	155
9.7 Other (provide details if material)	-
9.8 Total estimated cash outflows	872

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: 
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(Company Secretary)

Date: 31 January 2019
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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.