## Class Limited Appendix 4D Half-year report



Amount per

security

Cents

2.50

amount per

security

Cents

2.50

## 1. Company details

Name of entity: Class Limited ABN: 70 116 802 058

Reporting period: For the half-year ended 31 December 2020 Previous period: For the half-year ended 31 December 2019

#### 2. Results for announcement to the market

			\$'000
Revenues from ordinary activities	up	26.1% to	25,832
Profit from ordinary activities after tax attributable to the owners of Clas Limited	s up	5.1% to	3,218
Profit for the half-year attributable to the owners of Class Limited	up	5.1% to	3,218
Dividends			Franked

Final dividend for the year ended 30 June 2020 paid on 18 September 2020

On 16 February 2021, the Directors declared a fully franked interim dividend for the year ending 30 June 2021 of 2.5 cents per ordinary share with a record date of 26 February 2021 to be paid on 19 March 2021.

## Comments

Refer to 'Review of operations' in the Directors' Report for detailed commentary.

## 3. Net tangible assets

	Reporting period Cents	Previous period Cents
Net tangible assets per ordinary security	3.98	7.77

The net tangible assets per ordinary share is calculated based on 123,438,682 (30 June 2020: 122,307,803) ordinary shares on issue as at 31 December 2020 excluding 320,152 (30 June 2020: 450,604) treasury shares.

## 4. Control gained over entities

On 20 August 2020, the Group acquired 100% of the shares in Assuriti Pty Ltd. Refer to note 11 of the Interim Financial Report for further details.

## 5. Audit qualification or review

Details of audit/review dispute or qualification (if any):

The financial statements were subject to a review by the auditors and the review report is attached as part of the Interim Report.

## Class Limited Appendix 4D Half-year report



## 6. Attachments

Details of attachments (if any):

The Interim Report of Class Limited for the half-year ended 31 December 2020 is attached.

## 7. Signed

As authorised by the Board of Directors

Signed \

Matthew Quinn

Chairman

Sydney

Date: 16 February 2021



# **Class Limited**

ABN 70 116 802 058

**Interim Report - 31 December 2020** 

## Class Limited Directors' report 31 December 2020



The Directors present their report, together with the financial statements, on the consolidated entity (referred to hereafter as the 'Group') consisting of Class Limited (referred to hereafter as the 'Company' or 'parent entity') and the entities it controlled at the end of, or during, the half-year ended 31 December 2020.

#### **Directors**

The following persons were Directors of Class Limited during the whole of the financial half-year and up to the date of this report, unless otherwise stated:

Matthew Quinn - Chairman Andrew Russell Robert Bazzani Kathryn Foster Simon Martin Nicolette Rubinsztein

#### **Principal activities**

During the financial half-year, the principal continuing activities of the Group were to develop and distribute cloud-based technology solutions to automate and simplify complex administration at scale in the financial services and professional services sector.

The Group's software solutions assist its customers in automating key processes, reducing operating costs for their back office, improving data accuracy and reducing their compliance risk accounting. The Group provides technology solutions for:

- Investment reporting and administration software, namely Class Super, Class Portfolio and the new Class Trust product; and
- Integrated solutions to simplify the management of entities and registers via the NowInfinity suite.

#### Significant changes in the state of affairs

On 20 August 2020, the Group acquired 100% of the ordinary shares of Assuriti Pty Ltd ('Smartcorp') for the total consideration of \$4,355,000. Refer to note 11 of the financial report for further details of the acquisition.

There were no other significant changes in the state of affairs of the Group during the financial half-year.

## **Review of operations**

The Group is executing successfully the three-year reimagination strategy to transform the business to become a world class technology solutions business.

EBITDA ('earnings before interest, taxation, depreciation and amortisation') is a financial measure not prescribed by Australian Accounting Standards ('AAS') and represents the profit under AAS adjusted for non-cash items, interest revenue, finance costs and tax expenses. The following table summarises key reconciling items between statutory profit after tax and EBITDA. The Directors consider EBITDA to reflect the core earnings of the Group.

	31 Dec 2020 \$'000	31 Dec 2019 \$'000	Change \$'000	Change %
Operating revenue	25,828	20,397	5,431	27%
Other income	84	67	17	25%
Cost of undertaking business	(15,265)	(11,893)	(3,372)	28%
Acquisition and corporate advisory costs	(234)	(509)	275	(54%)
EBITDA	10,413	8,062	2,351	29%
Interest revenue	4	93	(89)	(96%)
Depreciation and amortisation	(5,040)	(3,622)	(1,418)	39%
Finance costs	(191)	(4)	(187)	4675%
Tax expense	(1,968)	(1,468)	(500)	34%
Statutory net profit after tax	3,218	3,061	157	5%

1

## Class Limited Directors' report 31 December 2020



Operating revenue grew by 27% to \$25,828,000. This growth was driven primarily by the NowInfinity (including Smartcorp) business.

Costs of undertaking business increased by \$3,372,000 with increased investment in people and product to deliver on the Group's reimagination strategy.

EBITDA for the half-year grew by 29% to \$10,413,000 (31 December 2019: \$8,062,000).

As highlighted previously, the Group required a step-change in investment to deliver on the Group's reimagination strategy. The FY21 investment is focusing on maintaining Super leadership, Trust development, upgrading the Group's technology platform and integrating NowInfinity into the business and meeting the super compliance requirements. This additional investment and amortisation on product investment business combinations, and the increase in base tax rate has resulted in the Group posting a 5% increase in statutory net profit on the prior corresponding period, to \$3,218,000 for the half-year ended 31 December 2020.

#### Matters subsequent to the end of the financial half-year

On 16 February 2021, the Group announced the acquisition of all the assets of the ReckonDocs business. The business purchase agreement was executed on 15 February 2021 with an expected effective date of 1 March 2021 and an enterprise value of \$13,000,000 adjusted for working capital. The purchase consideration is expected to be settled by an upfront cash payment. The acquisition will be partly funded through an increase to the existing bank debt facility.

The business will continue to monitor the potential impact of the Coronavirus (COVID-19) pandemic on the customers and the Group. The pandemic has not had a significant impact for the business for the financial half-year ended 31 December 2020. The Directors and management will continue to monitor the dynamic situation.

Apart from the above acquisition, and the dividend declared, no other matter or circumstance has arisen since 31 December 2020 that has significantly affected, or may significantly affect the Group's operations, the results of those operations, or the Group's state of affairs in future financial years.

## **Rounding of amounts**

The Company is of a kind referred to in Corporations Instrument 2016/191, issued by the Australian Securities and Investments Commission, relating to 'rounding-off'. Amounts in this report have been rounded off in accordance with that Corporations Instrument to the nearest thousand dollars, or in certain cases, the nearest dollar.

### **Auditor's independence declaration**

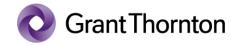
A copy of the auditor's independence declaration as required under section 307C of the Corporations Act 2001 is set out immediately after this Directors' report.

This report is made in accordance with a resolution of Directors, pursuant to section 306(3)(a) of the Corporations Act 2001.

On behalf of the Directors

Matthew Quinn Chairman

16 February 2021 Sydney



Level 17, 383 Kent Street Sydney NSW 2000

Correspondence to: Locked Bag Q800 QVB Post Office Sydney NSW 1230

T +61 2 8297 2400 F +61 2 9299 4445 E <u>info.nsw@au.gt.com</u> W www.grantthornton.com.au

## **Auditor's Independence Declaration**

## To the Directors of Class Limited

In accordance with the requirements of section 307C of the *Corporations Act 2001*, as lead auditor for the review of Class Limited for the half-year ended 31 December 2020, I declare that, to the best of my knowledge and belief, there have been:

- a no contraventions of the auditor independence requirements of the Corporations Act 2001 in relation to the review; and
- b no contraventions of any applicable code of professional conduct in relation to the review.

Grant Thornton Audit Pty Ltd

want Thomton

Chartered Accountants

C F Farley

Partner - Audit & Assurance

Sydney, 16 February 2021

## Class Limited Contents 31 December 2020



Statement of profit or loss and other comprehensive income	5
Statement of financial position	6
Statement of changes in equity	7
Statement of cash flows	8
Notes to the financial statements	9
Directors' declaration	17
Independent auditor's review report to the members of Class Limited	18

## **General information**

These financial statements represent the consolidated financial statements of the Group consisting of Class Limited (the Company) and its subsidiaries. The financial statements are presented in Australian dollars, which is the Company's functional and presentation currency.

Class Limited is a listed public company limited by shares, incorporated and domiciled in Australia. Its registered office and principal place of business is:

Level 3, 228 Pitt Street Sydney, NSW 2000

A description of the nature of the Group's operations and its principal activities are included in the Directors' report, which is not part of the financial statements.

The financial statements were authorised for issue, in accordance with a resolution of Directors, on 16 February 2021.

## Class Limited Statement of profit or loss and other comprehensive income For the half-year ended 31 December 2020



Revenue         31 Dec 2020 \$ \$000         31 Dec 2020 \$ \$000           Other income Interest revenue calculated using the effective interest method         84 67           Interest revenue calculated using the effective interest method         84 67           Expenses         (11,312)         (9,077)           Depreciation and amortisation expense         (11,312)         (9,077)           Depreciation and amortisation expense         (408)         (832)           Selling and marketing expenses         (408)         (832)           Occupancy expenses         (114)         (19)           Technology, product and data costs         (1360)         (707)           Acquisition and corporate advisory costs         (234)         (509)           Other expenses         (2,071)         (1,258)           Finance costs         (2,071)         (4,288)           Income tax expense         (1,968)         (1,468)           Profit before income tax expense for the half-year attributable to the owners of Class Limited         3,218         3,061           Other comprehensive income for the half-year attributable to the owners of Class Limited         2,218         3,061           Other comprehensive income for the half-year attributable to the owners of Class Limited         2,218         3,061           Expensive state		Consolidated		
Other income Interest revenue calculated using the effective interest method         84         67           Interest revenue calculated using the effective interest method         4         93           Expenses         Semployee benefits expense         (11,312)         (9,077)           Depreciation and amortisation expense         (5,040)         (3,622)           Selling and marketing expenses         (408)         (832)           Occupancy expenses         (114)         (19           Technology, product and data costs         (1,360)         (707)           Acquisition and corporate advisory costs         (234)         (509)           Other expenses         (2,071)         (1,258)           Finance costs         (191)         (4)           Profit before income tax expense         5,186         4,529           Income tax expense         (1,968)         (1,468)           Profit after income tax expense for the half-year attributable to the owners of Class Limited         3,218         3,061           Other comprehensive income for the half-year attributable to the owners of Class Limited         6,000         3,218         3,061           Expenses         6,000         6,000         6,000         6,000         6,000           Cents         6,000         6,000 <td< th=""><th></th><th>Note</th><th></th><th></th></td<>		Note		
Interest revenue calculated using the effective interest method	Revenue	3	25,828	20,397
Expenses         (11,312)         (9,077)           Employee benefits expense         (5,040)         (3,622)           Selling and marketing expenses         (408)         (832)           Occupancy expenses         (114)         (19)           Technology, product and data costs         (1,360)         (707)           Acquisition and corporate advisory costs         (2,34)         (509)           Other expenses         (2,071)         (1,258)           Finance costs         (191)         (4)           Profit before income tax expense         5,186         4,529           Income tax expense         (1,968)         (1,468)           Profit after income tax expense for the half-year attributable to the owners of Class Limited         3,218         3,061           Other comprehensive income for the half-year attributable to the owners of Class Limited         3,218         3,061           Total comprehensive income for the half-year attributable to the owners of Class Limited         2,218         3,061           Basic earnings per share         12         2.61         2.62			84	_
Employee benefits expense   (11,312)   (9,077)     Depreciation and amortisation expense   (5,040)   (3,622)     Selling and marketing expenses   (408)   (832)     Occupancy expenses   (114)   (19)     Technology, product and data costs   (1,360)   (707)     Acquisition and corporate advisory costs   (234)   (509)     Other expenses   (2,071)   (1,258)     Finance costs   (191)   (4)     Profit before income tax expense   (1,968)   (1,468)     Profit after income tax expense for the half-year attributable to the owners of Class Limited   (1,968)   (1,468)     Other comprehensive income for the half-year attributable to the owners of Class Limited   (1,968)   (1,968)     Other comprehensive income for the half-year attributable to the owners of Class Limited   (1,968)   (1,968)     Other comprehensive income for the half-year attributable to the owners of Class Limited   (1,968)   (1,968)     Other comprehensive income for the half-year attributable to the owners of Class Limited   (1,968)   (1,968)   (1,968)     Other comprehensive income for the half-year attributable to the owners of Class Limited   (1,968)   (1,96	Interest revenue calculated using the effective interest method		4	93
Depreciation and amortisation expense   (5,040) (3,622)     Selling and marketing expenses   (408) (832)     Occupancy expenses   (114) (19)     Technology, product and data costs   (1,360) (707)     Acquisition and corporate advisory costs   (234) (509)     Other expenses   (2,071) (1,258)     Finance costs   (191) (4)     Profit before income tax expense   (1,968) (1,468)     Profit after income tax expense   (1,968) (1,468)     Profit after income tax expense for the half-year attributable to the owners of Class Limited   3,218   3,061     Other comprehensive income for the half-year attributable to the owners of Class Limited   3,218   3,061     Cents   Cents     Basic earnings per share   12   2.61   2.62	Expenses			
Selling and marketing expenses         (408)         (832)           Occupancy expenses         (114)         (19)           Technology, product and data costs         (1,360)         (707)           Acquisition and corporate advisory costs         (234)         (509)           Other expenses         (2,071)         (1,258)           Finance costs         (191)         (4)           Profit before income tax expense         5,186         4,529           Income tax expense         (1,968)         (1,468)           Profit after income tax expense for the half-year attributable to the owners of Class Limited         3,218         3,061           Other comprehensive income for the half-year attributable to the owners of Class Limited         3,218         3,061           Total comprehensive income for the half-year attributable to the owners of Class Limited         2,218         3,061           Basic earnings per share         12         2.61         2.62	Employee benefits expense		(11,312)	(9,077)
Occupancy expenses         (114)         (19)           Technology, product and data costs         (1,360)         (707)           Acquisition and corporate advisory costs         (234)         (509)           Other expenses         (2,071)         (1,258)           Finance costs         (191)         (4)           Profit before income tax expense         5,186         4,529           Income tax expense         (1,968)         (1,468)           Profit after income tax expense for the half-year attributable to the owners of Class Limited         3,218         3,061           Other comprehensive income for the half-year attributable to the owners of Class Limited         3,218         3,061           Total comprehensive income for the half-year attributable to the owners of Class Limited         Cents         Cents           Basic earnings per share         12         2.61         2.62	Depreciation and amortisation expense		(5,040)	(3,622)
Occupancy expenses         (114)         (19)           Technology, product and data costs         (1,360)         (707)           Acquisition and corporate advisory costs         (234)         (509)           Other expenses         (2,071)         (1,258)           Finance costs         (191)         (4)           Profit before income tax expense         5,186         4,529           Income tax expense         (1,968)         (1,468)           Profit after income tax expense for the half-year attributable to the owners of Class Limited         3,218         3,061           Other comprehensive income for the half-year attributable to the owners of Class Limited         3,218         3,061           Total comprehensive income for the half-year attributable to the owners of Class Limited         Cents         Cents           Basic earnings per share         12         2.61         2.62	Selling and marketing expenses			(832)
Technology, product and data costs         (1,360)         (707)           Acquisition and corporate advisory costs         (234)         (509)           Other expenses         (2,071)         (1,258)           Finance costs         (1911)         (4)           Profit before income tax expense         5,186         4,529           Income tax expense         (1,968)         (1,468)           Profit after income tax expense for the half-year attributable to the owners of Class Limited         3,218         3,061           Other comprehensive income for the half-year attributable to the owners of Class Limited         3,218         3,061           Total comprehensive income for the half-year attributable to the owners of Class Limited         2,218         3,061           Basic earnings per share         12         2.61         2.62				
Acquisition and corporate advisory costs Other expenses Finance costs  (234) (509) Other expenses Finance costs (191) (4)  Profit before income tax expense 5,186 4,529  Income tax expense (1,968) Profit after income tax expense for the half-year attributable to the owners of Class Limited Other comprehensive income for the half-year, net of tax  Total comprehensive income for the half-year attributable to the owners of Class Limited  Cents Cents  Basic earnings per share 12 2.61 2.62				
Other expenses Finance costs  (2,071) (1,258) Finance costs  (191) (4)  Profit before income tax expense  5,186 4,529  Income tax expense  (1,968) (1,468)  Profit after income tax expense for the half-year attributable to the owners of Class Limited  Other comprehensive income for the half-year, net of tax  Total comprehensive income for the half-year attributable to the owners of Class Limited  Cents  Cents  Cents  Basic earnings per share				
Profit before income tax expense 5,186 4,529 Income tax expense (1,968) (1,468)  Profit after income tax expense for the half-year attributable to the owners of Class Limited 3,218 3,061  Other comprehensive income for the half-year, net of tax  Total comprehensive income for the half-year attributable to the owners of Class Limited 3,218 3,061  Cents Cents  Basic earnings per share 12 2.61 2.62				
Profit before income tax expense 5,186 4,529 Income tax expense (1,968) (1,468)  Profit after income tax expense for the half-year attributable to the owners of Class Limited 3,218 3,061  Other comprehensive income for the half-year, net of tax  Total comprehensive income for the half-year attributable to the owners of Class Limited 3,218 3,061  Cents Cents  Basic earnings per share 12 2.61 2.62				, ,
Income tax expense (1,968) (1,468)  Profit after income tax expense for the half-year attributable to the owners of Class Limited 3,218 3,061  Other comprehensive income for the half-year, net of tax  Total comprehensive income for the half-year attributable to the owners of Class Limited 3,218 3,061  Cents Cents  Basic earnings per share 12 2.61 2.62	Finance costs		(191)	(4)
Profit after income tax expense for the half-year attributable to the owners of Class Limited  Other comprehensive income for the half-year, net of tax  Total comprehensive income for the half-year attributable to the owners of Class Limited  Cents  Cents  Basic earnings per share	Profit before income tax expense		5,186	4,529
Class Limited 3,218 3,061  Other comprehensive income for the half-year, net of tax  Total comprehensive income for the half-year attributable to the owners of Class Limited	Income tax expense		(1,968)	(1,468)
Total comprehensive income for the half-year attributable to the owners of Class Limited  Cents  Cents  Cents  12 2.61 2.62			3,218	3,061
Class Limited         3,218         3,061           Cents         Cents           Basic earnings per share         12         2.61         2.62	Other comprehensive income for the half-year, net of tax			
Basic earnings per share 12 2.61 2.62			3,218	3,061
			Cents	Cents
	Basic earnings per share	12	2.61	2.62
	· ·	12	2.60	2.62

## **Class Limited** Statement of financial position As at 31 December 2020



			lidated
	Note	31 Dec 2020 \$'000	30 Jun 2020 \$'000
Assets			
Current assets			
Cash and cash equivalents		14,062	16,488
Trade and other receivables Other assets		4,378 1,745	4,018 1,107
Total current assets		20,185	21,613
Total Gallon decode		20,100	
Non-current assets			
Investments	4	3,360	3,276
Property, plant and equipment	_	925	1,004
Intangibles  Right of use assets	5	40,865 769	35,133 973
Right-of-use assets Other assets		2,003	2,078
Total non-current assets		47,922	42,464
Total assets		68,107	64,077
Liabilities			
Current liabilities			
Trade and other payables		5,435	4,897
Contract liabilities		739	610
Borrowings	6	2,910	1,000
Lease liabilities		611	832
Income tax provision		951	735
Provisions Deferred consideration		1,503	1,345 500
Total current liabilities		12,149	9,919
Non-current liabilities	c	0.500	0.000
Borrowings Lease liabilities	6	9,592 111	9,000 97
Deferred tax		2,284	2,971
Provisions		479	425
Total non-current liabilities		12,466	12,493
Total liabilities		24,615	22,412
Net assets		43,492	41,665
Equity			
Issued capital	7	35,922	34,414
Reserves	8	1,717	1,522
Retained earnings		5,853	5,729
Total equity		43,492	41,665

## Class Limited Statement of changes in equity For the half-year ended 31 December 2020



Consolidated	Issued capital \$'000	Reserves \$'000	Retained earnings \$'000	Total equity \$'000
Balance at 1 July 2019	22,507	1,490	4,900	28,897
Profit after income tax expense for the half-year Other comprehensive income for the half-year, net of tax	<u> </u>	<u>-</u>	3,061	3,061
Total comprehensive income for the half-year	-	-	3,061	3,061
Transactions with owners in their capacity as owners: Contributions of equity, net of transaction costs Share plan settlement Share-based payment Dividends paid (note 9)	808 1,091 - -	(791) 506	- - - (2,942)	808 300 506 (2,942)
Balance at 31 December 2019	24,406	1,205	5,019	30,630
Consolidated	Issued capital \$'000	Reserves \$'000	Retained earnings \$'000	Total equity \$'000
Consolidated Balance at 1 July 2020	capital		earnings	
	capital \$'000	\$'000	earnings \$'000	\$'000
Balance at 1 July 2020  Profit after income tax expense for the half-year	capital \$'000	\$'000	earnings \$'000 5,729	<b>\$'000</b> 41,665
Balance at 1 July 2020  Profit after income tax expense for the half-year Other comprehensive income for the half-year, net of tax	capital \$'000	\$'000	earnings \$'000 5,729 3,218	\$'000 41,665 3,218

## **Class Limited Statement of cash flows** For the half-year ended 31 December 2020



	Note	Conso 31 Dec 2020 \$'000	
Cash flows from operating activities Receipts from customers (inclusive of GST) Payments to suppliers and employees (inclusive of GST) Interest received Other revenue Interest and other finance costs paid Income taxes paid		28,043 (18,118) 4 7 (191) (2,103)	21,917 (14,771) 97 220 (4) (780)
Net cash from operating activities		7,642	6,679
Cash flows from investing activities  Payment for purchase of subsidiary, net of cash acquired  Payment for prior year business combinations  Payments for investments	11	(2,504) (500)	- - (800)
Payments for property, plant and equipment Payments for intangibles Payments for security deposits	5	(183) (5,183) (20)	(223) (3,632)
Net cash used in investing activities		(8,390)	(4,655)
Cash flows from financing activities Payments for share purchase by employee share trust - treasury shares Proceeds received on exercise of employee share options Proceeds from borrowings Repayment of borrowings Dividends paid Repayment of lease liabilities	9	(769) 174 2,730 (228) (3,094) (491)	808 - - (2,942) (364)
Net cash used in financing activities		(1,678)	(2,498)
Net decrease in cash and cash equivalents Cash and cash equivalents at the beginning of the financial half-year		(2,426) 16,488	(474) 17,464
Cash and cash equivalents at the end of the financial half-year		14,062	16,990



## Note 1. Significant accounting policies

These general purpose financial statements for the interim half-year reporting period ended 31 December 2020 have been prepared in accordance with Australian Accounting Standard AASB 134 'Interim Financial Reporting' and the Corporations Act 2001, as appropriate for for-profit oriented entities. Compliance with AASB 134 ensures compliance with International Financial Reporting Standard IAS 34 'Interim Financial Reporting'.

These general purpose financial statements do not include all the notes of the type normally included in annual financial statements. Accordingly, these financial statements are to be read in conjunction with the annual report for the year ended 30 June 2020 and any public announcements made by the Company during the interim reporting period in accordance with the continuous disclosure requirements of the Corporations Act 2001.

The principal accounting policies adopted are consistent with those of the previous financial year and corresponding interim reporting period, unless otherwise stated.

#### New or amended Accounting Standards and Interpretations adopted

The Group has adopted all of the new or amended Accounting Standards and Interpretations issued by the Australian Accounting Standards Board ('AASB') that are mandatory for the current reporting period. The adoption of these Accounting Standards and Interpretations did not have any significant impact on the financial performance or position of the Group during the financial half-year ended 31 December 2020 and are not expected to have any significant impact for the full financial year ending 30 June 2021.

Any new or amended Accounting Standards or Interpretations that are not yet mandatory have not been early adopted.

#### Note 2. Operating segments

The Group's operating segments are based on the internal reports that are reviewed and used by the Board of Directors (who are identified as the Chief Operating Decision Makers ('CODM')) in assessing performance and in determining the allocation of resources.

The Directors have determined that there is one operating segment identified and located in Australia. The information reported to the CODM is the consolidated results of the Group.

The segment results are as shown in the statement of profit or loss and other comprehensive income. Refer to the statement of financial position for segment assets and liabilities. Information about revenue from products and services is disclosed in note 3.

#### Major customers

There are no major customers that contributed more than 10% of revenue to the Group.

#### Note 3. Revenue

	Consolidated		
	31 Dec 2020	31 Dec 2019	
	\$'000	\$'000	
Revenue from contracts with customers			
Software subscription license fees	23,484	19,194	
Service fees	76	91	
Commission and partner fees	977	892	
Document sales	1,284	-	
	25,821	20,177	
Other revenue			
Other revenue	7	220_	
Revenue	25,828	20,397	



40,865

35,133

## Note 3. Revenue (continued)

## Disaggregation of revenue

The revenue from contracts with customers is substantially all in Australia. Software subscription license fees and service fees are recognised over time. Commission and partner fees and document sales are recognised at a point in time.

## Note 4. Investments

	Conso 31 Dec 2020 \$'000	lidated 30 Jun 2020 \$'000
Non-current assets Convertible notes at fair value through profit or loss	3,360	3,276
Refer to note 10 for further information on fair value measurement.		
Note 5. Intangibles		
	Conso 31 Dec 2020 \$'000	lidated 30 Jun 2020 \$'000
Non-current assets Goodwill - at cost	20,855	16,520
Trademark and domain names - at cost	60	49
Software development - at cost Less: Accumulated amortisation	43,879 (27,182) 16,697	38,590 (23,478) 15,112
Computer software - at cost Less: Accumulated amortisation	198 (198) 	198 (192) 6
Contractual rights - at cost Less: Accumulated amortisation	700 (433) 267	362 (267) 95
Customer relationships Less: Accumulated amortisation	3,656 (670) 2,986	3,656 (305) 3,351



## Note 5. Intangibles (continued)

#### Reconciliations

Reconciliations of the written down values at the beginning and end of the current financial half-year are set out below:

Consolidated	Goodwill \$'000	Trademark and domain names \$'000	Software develop- ment \$'000	Computer software \$'000	Contractual rights \$'000	Customer relation- ships \$'000	Total \$'000
Balance at 1 July 2020 Additions Additions through business	16,520 -	49 -	15,112 4,845	6 -	95 338	3,351 -	35,133 5,183
combinations (note 11) Amortisation expense	4,335	11 	(3,260)	(6)	(166)	(365)	4,346 (3,797)
Balance at 31 December 2020	20,855	60	16,697		267	2,986	40,865

## **Note 6. Borrowings**

	Consol	Consolidated		
	31 Dec 2020 \$'000	30 Jun 2020 \$'000		
Current liabilities Bank loans	2,910	1,000		
Non-current liabilities Bank loans	9,592	9,000		
	12,502	10,000		

## Total secured liabilities

Additional facilities during the financial half-year

The Group increased the borrowings by \$2,730,000 during the financial half-year to fund the acquisition of Assuriti Pty Ltd. The new facility is subject to a variable rate of 1.9% per annum. Interest plus a quarterly principal repayment of \$228,000 are payable from 20 August 2020 for 3 years. The banking facility matures on 19 August 2023. The facilities are secured by fixed and floating charges over the Group's assets.



## Note 6. Borrowings (continued)

Financing arrangements
Unrestricted access was available at the reporting date to the following lines of credit:

			Consolidated	
			31 Dec 2020 \$'000	30 Jun 2020 \$'000
Total facilities				
Bank loans			12,502	10,000
Business overdraft			2,000	2,000
			14,502	12,000
Used at the reporting date Bank loans Business overdraft			12,502	10,000
Business everaran			12,502	10,000
Unused at the reporting date Bank loans			-	-
Business overdraft			2,000	2,000
			2,000	2,000
Note 7. Issued capital				
		Conso	lidated	
	31 Dec 2020 Shares	30 Jun 2020 Shares	31 Dec 2020 \$'000	30 Jun 2020 \$'000
Ordinary shares - fully paid Less: Treasury shares	123,758,834 (320,152)	122,758,407 (450,604)	36,624 (702)	35,154 (740)
	123,438,682	122,307,803	35,922	34,414
Movements in ordinary share capital				
Details	Date		Shares	\$'000
Balance	1 July 2020		122,758,407	35,154
Issue of shares on acquisition of Assuriti Pty Ltd (note 11)	20 Augus		1,000,427	1,470
Balance	31 December 2020		123,758,834	36,624
Movements in treasury shares				
Details	Date		Shares	\$'000
Balance	1 July 20	120	(450,604)	(740)
Purchase of shares by Employee Share Trust	Various		(350,004)	
Less: allocation of shares on exercise of options (note 8)	Various		480,452	633
Payments from option holders on exercise of options				174
Balance	31 Dece	mber 2020	(320,152)	(702)
	3.2300			(. 5=)



## Note 8. Reserves

	Conso	Consolidated	
	31 Dec 2020 \$'000	30 Jun 2020 \$'000	
Share-based payments reserve Employee share acquisition reserve Acquisition reserve	3,470 (1,700) (53)	2,833 (1,258) (53)	
	1,717	1,522	

### Movements in reserves

Movements in each class of reserve during the current financial half-year are set out below:

Consolidated	Share-based payment reserve \$'000	Share option purchase reserve \$'000	Acquisition reserve \$'000	Total \$'000
Balance at 1 July 2020 Transfer from treasury shares Tax effect on settlement Share-based payment	2,833 - - - 637	(1,258) (633) 191	(53) - - - -	1,522 (633) 191 637
Balance at 31 December 2020	3,470	(1,700)	(53)	1,717

## Note 9. Dividends

Dividends paid during the financial half-year were as follows:

Dividends paid during the infancial fiant-year were as follows.		
	Consolidated	
	31 Dec 2020 \$'000	31 Dec 2019 \$'000
Final dividend for the year ended 30 June 2020 of 2.5 cents per ordinary share (2019: 2.5 cents)	3,094	2,942

On 16 February 2021, the Directors declared a fully franked interim dividend for the year ending 30 June 2021 of 2.5 cents per ordinary share, to be paid on 19 March 2021 to eligible shareholders on the register as at 26 February 2021. This equates to a total estimated distribution of \$3,094,000, based on the number of ordinary shares on issue as at 31 December 2020. The financial effect of dividends declared after the reporting date are not reflected in the 31 December 2020 financial statements and will be recognised in subsequent financial reports.



#### Note 10. Fair value measurement

#### Fair value hierarchy

The following tables detail the Group's assets and liabilities, measured or disclosed at fair value, using a three level hierarchy, based on the lowest level of input that is significant to the entire fair value measurement, being:

Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date

Level 2: Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly

Level 3: Unobservable inputs for the asset or liability

Consolidated - 31 Dec 2020	Level 1	Level 2	Level 3	Total
	\$'000	\$'000	\$'000	\$'000
Assets Convertible notes at fair value through profit or loss Total assets	<u>-</u>	<u>-</u>	3,360 3,360	3,360 3,360
Consolidated - 30 Jun 2020	Level 1	Level 2	Level 3	Total
	\$'000	\$'000	\$'000	\$'000
Assets Convertible notes at fair value through profit or loss Total assets			3,276 3,276	3,276 3,276

There were no transfers between levels during the financial half-year.

Unless otherwise stated, the carrying amounts of financial instruments reflect their fair value. The carrying amounts of trade and other receivables and trade and other payables approximate their fair values due to their short-term nature. The fair value of financial liabilities is estimated by discounting the remaining contractual maturities at the current market interest rate that is available for similar financial liabilities.

## Valuation techniques for fair value measurements categorised within level 2 and level 3

Convertible note receivables are held at fair value through profit or loss as the convertible feature does not meet the requirements of being held to collect solely payment of principal and interest and therefore cannot be carried at amortised cost or at fair value through other comprehensive income. The coupon rate received periodically over the term of the notes is classified as part of the fair value gain or loss in other income. The valuation technique used for fair value measurements categorised within level 3 was based upon a Discounted Cash Flow model. The convertible notes measured within this category are held for the purpose of converting the notes into equity of Philo Capital Holdings in the future. If the notes are converted into equity then changes in fair value in future years will be assessed based upon forecast cash flows, revenue and Funds Under Administration ('FUA') targets.

## Level 3 assets and liabilities

Movements in level 3 assets and liabilities during the current financial half-year are set out below:

Consolidated	Convertible notes at fair value through profit or loss \$'000
Balance at 1 July 2020 Gains recognised in profit or loss	3,276 84
Balance at 31 December 2020	3,360



## Note 11. Business combinations

On 20 August 2020, the Group acquired 100% of the ordinary shares of Assuriti Pty Ltd ('Smartcorp') for the total consideration of \$4,355,000. Smartcorp was founded in 1979 and in 2003 launched Australia's first online company ordering and ASIC compliance system. Smartcorp is expected to complement the Group's NowInfinity business and will help in growing the Group's footprint in the document and corporate compliance market. The goodwill of \$4,335,000 represents the profitability of the acquired business and the synergistic opportunities that will arise from the acquisition.

The acquired business contributed revenues of \$692,000 and profit after tax of \$136,000 to the Group for the period from 20 August 2020 to 31 December 2020. If the acquisition occurred on 1 July 2020, the half-year contributions would have been revenues of \$1,077,000 and profit after tax of \$253,000. The values identified in relation to the acquisition of Smartcorp are provisional as at 31 December 2020.

Details of the acquisition are as follows:

	Fair value \$'000
Cash and cash equivalents Trade receivables Prepayments Other current assets Plant and equipment Patents and trademarks Deferred tax asset Trade payables Other payables and accruals Contract liabilities Provision for income tax Employee benefits	381 73 28 67 46 11 56 (19) (188) (202) (72) (161)
Net assets acquired Goodwill	20 4,335
Acquisition-date fair value of the total consideration transferred	4,355
Representing: Cash paid or payable to vendor Class Limited shares issued to vendor	2,885 1,470 4,355
Acquisition costs expensed to profit or loss	181
Cash used to acquire business, net of cash acquired: Cash paid to vendor Less: cash and cash equivalents acquired	2,885 (381)
Net cash used	2,504



## Note 12. Earnings per share

	Conso 31 Dec 2020 \$'000	lidated 31 Dec 2019 \$'000
Profit after income tax attributable to the owners of Class Limited	3,218	3,061
	Number	Number
Weighted average number of ordinary shares used in calculating basic earnings per share Adjustments for calculation of diluted earnings per share:	123,206,907	116,671,079
Options over ordinary shares	-	119,641
Performance rights over ordinary shares	422,961	224,835
Weighted average number of ordinary shares used in calculating diluted earnings per share	123,629,868	117,015,555
	Cents	Cents
Basic earnings per share	2.61	2.62
Diluted earnings per share	2.60	2.62

## Note 13. Events after the reporting period

On 16 February 2021, the Group announced the acquisition of all the assets of the ReckonDocs business. The business purchase agreement was executed on 15 February 2021 with an expected effective date of 1 March 2021 and an enterprise value of \$13,000,000 adjusted for working capital. The purchase consideration is expected to be settled by an upfront cash payment. The acquisition will be partly funded through an increase to the existing bank debt facility.

The business will continue to monitor the potential impact of the Coronavirus (COVID-19) pandemic on the customers and the Group. The pandemic has not had a significant impact for the business for the financial half-year ended 31 December 2020. The Directors and management will continue to monitor the dynamic situation.

Apart from the above acquisition, and dividend declared as disclosed in note 9, no other matter or circumstance has arisen since 31 December 2020 that has significantly affected, or may significantly affect the Group's operations, the results of those operations, or the Group's state of affairs in future financial years.

# Class Limited Directors' declaration 31 December 2020



## In the Directors' opinion:

- the attached financial statements and notes comply with the Corporations Act 2001, Australian Accounting Standard AASB 134 'Interim Financial Reporting', the Corporations Regulations 2001 and other mandatory professional reporting requirements;
- the attached financial statements and notes give a true and fair view of the Group's financial position as at 31 December 2020 and of its performance for the financial half-year ended on that date; and
- there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

Signed in accordance with a resolution of Directors made pursuant to section 303(5)(a) of the Corporations Act 2001.

On behalf of the Directors

Matthew Quinn Chairman

16 February 2021 Sydney



Level 17, 383 Kent Street Sydney NSW 2000

Correspondence to: Locked Bag Q800 QVB Post Office Sydney NSW 1230

T+61 2 8297 2400 F+61 2 9299 4445 E info.nsw@au.gt.com W www.grantthornton.com.au

# **Independent Auditor's Report**

## To the Members of Class Limited

#### Report on the review of the half year financial report

#### Conclusion

We have reviewed the accompanying half year financial report of Class Limited (the Company) and its subsidiaries (the Group), which comprises the consolidated statement of financial position as at 31 December 2020, and the consolidated statement of profit or loss and other comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the half year ended on that date, a description of accounting policies, other selected explanatory notes, and the directors' declaration.

Based on our review, which is not an audit, nothing has come to our attention that causes us to believe that the half year financial report of Class Limited does not give a true and fair view of the financial position of the Group as at 31 December 2020, and of its financial performance and its cash flows for the half year ended on that date, in accordance with the *Corporations Act 2001*, including complying with Accounting Standard AASB 134 *Interim Financial Reporting*.

#### **Basis for conclusion**

We conducted our review in accordance with ASRE 2410 Review of Financial Report Performance by the Independent Auditor of the Entity. Our responsibilities are further described in the Auditor's Responsibilities for the Review of the Financial Report section of our report. We are independent of the Company in accordance with the auditor independence requirements of the Corporations Act 2001 and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants (including Independence Standards) (the Code) that are relevant to audit of the annual financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code. We confirm that the independence declaration required by the Corporations Act 2001 which has been given to the directors of the Company, would be in the same terms if given to the directors as at the time of this auditor's review report.

## Directors' responsibility for the half year financial report

The Directors of the Company are responsible for the preparation of the half year financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal control as the Directors determine is necessary to enable the preparation of the half year financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

Grant Thornton Audit Pty Ltd ACN 130 913 594 a subsidiary or related entity of Grant Thornton Australia Ltd ABN 41 127 556 389 www.grantthornton.com.au

'Grant Thornton' refers to the brand under which the Grant Thornton member firms provide assurance, tax and advisory services to their clients and/or refers to one or more member firms, as the context requires. Grant Thornton Australia Ltd is a member firm of Grant Thornton International Ltd (GTIL). GTIL and the member firms are not a worldwide partnership. GTIL and each member firm is a separate legal entity. Services are delivered by the member firms. GTIL does not provide services to clients. GTIL and its member firms are not agents of, and do not obligate one another and are not liable for one another's acts or omissions. In the Australian context only, the use of the term 'Grant Thornton' may refer to Grant Thornton Australia Limited ABN 41 127 556 389 and its Australian subsidiaries and related entities. GTIL is not an Australian related entity to Grant Thornton Australia Limited.



#### Auditor's responsibility

Our responsibility is to express a conclusion on the half year financial report based on our review. We conducted our review in accordance with Auditing Standard on Review Engagements ASRE 2410 *Review of a Financial Report Performed by the Independent Auditor of the Entity*, in order to state whether, on the basis of the procedures described, we have become aware of any matter that makes us believe that the half year financial report is not in accordance with the *Corporations Act 2001* including giving a true and fair view of the Group's financial position as at 31 December 2020 and its performance for the half year ended on that date, and complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*. As the auditor of Class Limited, ASRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial report.

A review of a half year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Grant Thornton Audit Pty Ltd Chartered Accountants

Court Thomton

C F Farley

Partner - Audit & Assurance

Sydney, 16 February 2021