



29 April 2025

**Trading update,  
Quarterly Activities Report and ASX Appendix 4C For the Quarter Ended 31 March 2025**

**Sydney, 29 April 2025:** BSA Limited today publishes its quarterly activities report, trading update and the related Appendix 4C statement of cashflows for the quarter ending 31 March 2025 (Q3 FY2025):

**Business Update:**

- BSA delivers Q3 FY2025 revenue of \$74.0 million, an improvement of 12.3% versus prior comparative period (pcp).
- Q3 FY2025 EBITDA (incl. restructure costs) of \$7.4m increased by 26.6% versus pcp, with EBITDA margin of 10.0% for the quarter also increasing vs pcp.
- Q3 FY2025 operating cashflow of \$9.4m. Net cash position of \$11.4m as at 31 March 2025, with \$16.5m of undrawn banking facilities available.
- Key contract updates:
  - BSA unsuccessful in new NBN Co Field Module contract bid. The existing Unified Field Operations (Services) contract does not guarantee any volumes, it is however expected that the volume of work orders issued to BSA will progressively decrease from around May 2025, and it is expected that new work orders will stop being issued to BSA from about mid-July 2025.
  - BSA has been notified of changes to expected volumes for its existing smart metering contracts with Intellihub and Bluecurrent. Due to the evolving retail landscape both packages of work are expected to reduce significantly with no material revenue expected in FY26. These evergreen contracts contributed approximately \$15m in annual revenues, however carry no volume guarantees.
- BSA expects to incur restructure costs of approximately \$7.0m in the current financial year in order to reduce operating costs in connection with the revenue decline of which \$1.2m was incurred in Q3 FY2025. The cash flow impact is expected to be approximately \$10.5m once employee entitlements are also included.

**Trading update:**

BSA releases an unaudited trading update for the quarter ended 31 March 2025:

Financial Performance \$'m	Q3 FY2025	Q3 FY2024	Var	YTD FY2025	YTD FY2024	Var
<b>Revenue</b>	<b>74.0</b>	<b>65.9</b>	<b>8.1</b>	<b>222.3</b>	<b>187.1</b>	<b>35.2</b>
<b>EBITDA</b>	<b>8.6</b>	<b>5.8</b>	<b>2.8</b>	<b>22.7</b>	<b>15.9</b>	<b>6.8</b>
Restructure costs	(1.2)	-	(1.2)	(1.2)	-	(1.2)
<b>EBITDA incl. restructure costs</b>	<b>7.4</b>	<b>5.8</b>	<b>1.5</b>	<b>21.4</b>	<b>15.9*</b>	<b>5.5</b>
<b>EBITDA margin %</b>	<b>10.0%</b>	<b>8.8%</b>	<b>1.1%</b>	<b>9.6%</b>	<b>8.5%</b>	<b>1.1%</b>

\*prior comparative period excluding discontinued operations EBITDA loss of (\$6.8m).

- Q3 YTD FY2025 revenue of \$222.3 million was an improvement of 18.8% vs. pcp. The increase in revenue was due to improved volumes and favourable work mix in fixed line platforms.



- Q3 YTD FY2025 EBITDA (incl. restructure costs) of \$21.4 million (an improvement of 34.6% vs. pcp) was driven by the Group's continued focus on improving profitability through driving greater operational efficiencies.

Commenting on the performance for Q3 FY2025, the Joint CEO's Arno Becker and Richard Bartley said:

*"The Group achieved very strong Q3 results across all key financial metrics of revenue, EBITDA and cash. Our focus now shifts to an orderly demobilisation of key contracts prioritising our people and clients. Concurrently our operating model will be adapted to address these changes. BSA continues to assess strategic options and reset the business to match go forward customer portfolio".*

### Financial Position

Net Cash/(Debt)* \$'m	Mar-25	Dec-24
Cash	11.4	2.2
Borrowings	-	-
<b>Net Cash</b>	<b>11.4</b>	<b>2.2</b>

\*Net Cash excludes Insurance Funding

The Group's profitability and associated positive operating cash flows for FY25 have resulted in a net cash position of \$11.4m as at Q3 FY2025 (Q2 FY2025 net cash of \$2.2m). The Group has no external debt drawn with the full \$16.5m financing facilities available as at 31 March 2025.

### Cashflow Performance

Cashflow \$'m	Q3 FY2025	YTD FY2025
Receipts from customers	81.4	243.1
Payments to suppliers	(71.8)	(224.9)
Interest	(0.2)	(0.9)
<b>Net cash flow generated from operations</b>	<b>9.4</b>	<b>17.3</b>
Net payments for equipment and software	-	(0.1)
<b>Net cash used in investing activities</b>	<b>-</b>	<b>(0.1)</b>
Proceeds from options exercised	0.1	1.7
Net repayments of borrowings	-	(8.0)
Lease payments	(0.3)	(1.1)
<b>Net cash used in financing activities</b>	<b>(0.2)</b>	<b>(7.4)</b>
<b>Net Cashflow for the period</b>	<b>9.2</b>	<b>9.8</b>

Subject to rounding

Operating cash flow for the quarter was \$9.4m. The improvement in cash flow generated from operations is due to the overall improved financial performance of the group and release of working capital. The Group closed Q3 FY2025 in a net cash position with no external borrowing utilised.



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Authorised for release by the Board of Directors.

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### **About BSA**

BSA (ASX: BSA) is an Australian-owned and operated ASX-listed company with over 25 years' experience delivering fixed-line and wireless Telco services, smart metering services and premium EV charging solutions. BSA provides services to Australia's household brands, including nbn, Foxtel and Telstra. The BSA team is comprised of over 250 employees and over 1000 skilled field technicians focused on building strong, long-term relationships with customers and partners in the Telco, Smart Energy and EV sectors. <https://www.bsa.com.au/>

## Appendix 4C

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

**Name of entity**

BSA Limited

**ABN**

50 088 412 748

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

31 March 2025

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
<b>1.</b>	<b>Cash flows from operating activities</b>		
1.1	Receipts from customers	81,427	243,071
1.2	Payments for		
	(a) research and development	-	-
	(b) product manufacturing and operating costs	(57,299)	(182,007)
	(c) advertising and marketing	(16)	(81)
	(d) leased assets (disclosed in section 3.9)	-	-
	(e) staff costs	(8,432)	(28,161)
	(f) administration and corporate costs	(6,126)	(14,604)
	(g) legal settlements	-	-
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	-	-
1.5	Interest and other costs of finance paid	(242)	(885)
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	-	-
1.8	Other (provide details if material)	-	-
<b>1.9</b>	<b>Net cash from / (used in) operating activities</b>	<b>9,362</b>	<b>17,333</b>
<b>2.</b>	<b>Cash flows from investing activities</b>		
2.1	Payments to acquire or for:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	(50)
	(d) investments	-	-

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) 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)	-	-
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>-</b>	<b>(50)</b>
<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	138	1,658
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	(8,000)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (lease repayments)	(288)	(1,083)
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>(150)</b>	<b>(7,425)</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 period	2,213	1,567
4.2	Net cash from / (used in) operating activities (item 1.9 above)	9,362	17,333

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	(50)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(150)	(7,425)
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>11,425</b>	<b>11,425</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	11,425	2,213
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>11,425</b>	<b>2,213</b>

<b>6.</b>	<b>Payments to related parties of the entity and their associates</b>	<b>Current quarter \$A'000</b>
6.1	Aggregate amount of payments to related parties and their associates included in item 1	83
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-

*Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.*

The payments to Related Parties shown at Section 6.1 in the Appendix 4C related to fee payments to directors in the normal course of business during the quarter.

<b>7. Financing facilities</b> <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	<b>Total facility amount at quarter end</b> <b>\$A'000</b>	<b>Amount drawn at quarter end</b> <b>\$A'000</b>	
7.1 Loan facilities	16,500	-	
7.2 Credit standby arrangements	-	-	
7.3 Other (please specify)	-	-	
<b>7.4 Total financing facilities</b>	<b>16,500</b>	<b>-</b>	
<b>7.5 Unused financing facilities available at quarter end</b>		<b>16,500</b>	
7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.			
<b>Facility</b>	<b>Facility Limit</b>	<b>Drawn</b>	<b>Interest Rate</b>
CBA Borrowing Base	\$16.5m	\$0.0m	6.3875%

<b>8. Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1 Net cash from / (used in) operating activities (item 1.9)	9,362
8.2 Cash and cash equivalents at quarter end (item 4.6)	11,425
8.3 Unused finance facilities available at quarter end (item 7.5)	16,500
8.4 Total available funding (item 8.2 + item 8.3)	<b>27,925</b>
8.5 <b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	N/A
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
Not applicable.	
8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
Not applicable.	

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Not applicable.

*Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.*

### **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.

Date: 29 April 2025

Authorised by: the Board