

**ASX Announcement: P2P****31 August 2019****APPENDIX 4E****PRELIMINARY FINAL REPORT FOR YEAR ENDED 30 JUNE 2019**

P2P Transport Limited (ASX: P2P) (**P2P** or the **Company**) today released its Appendix 4E Preliminary Financial Report for year ended 30 June 2019 (unaudited). The Company will host a conference call on Tuesday 3 September 2019 at 10.30am AEST to discuss the Financial Report. Refer dial-in details at the end of this announcement.

**RESULTS**

- Proforma revenue of \$79.1m – is consistent with prior guidance
- Proforma EBITDA \$5.63m – is consistent with prior guidance
- Statutory revenue – \$63.6m up 94% on FY18
- Statutory EBITDA \$0.8m compared to loss of (-\$5.1m) FY18
- Statutory Net Loss after tax is (-\$19.8m)
- Cash Flow from operations is \$5.75m compared to (-\$8.77m) FY18

**KEY ITEMS**

- The Appendix 4E Preliminary Financial Report for FY19 released today is unaudited. The Financial Reports are in their final stages of audit and an audited Financial Report will be released in late September 2019 in accordance with ASX requirements;
- The Company has assessed profitability and the market value of its assets. This assessment was then compared to the Company's carrying value resulting in asset impairments which are stated in the Appendix 4E. The impairments totalling \$8.5m relate to goodwill and the value of Adflow's Digital Taxi Tops (DTT). The company has also provided for an earnout of \$3.6m associated with the BWC acquisition;
- The Directors regularly assess the Groups ability to continue as a going concern and the current strategic review is also focusing on ensuring this. All aspects of the business are being scrutinised and a number of initiatives that will strengthen the capital position of P2P have been identified. The Company continues to have a good working relationship with all its financiers and is pleased to report a continuation of our finance facility with Westpac Bank including an agreement that covenant testing will commence once the 31 December 2019 half year audited financial statements are available.
- Whilst the Strategic Review of the P2P Group led by interim CEO Greg Webb continues, there have been operational turnaround achievements already. They relate to headcount reductions, business integration of the Group's accounting and marketing teams, settlement of legal & operational disputes, recruitment of a new CFO in June 2019 and resolution of Adflow DTT technical issues and subsequently completing the DTT rollout.

- What's to come – Finalise the Groups audit and release the Audited Financial Report for FY19 in late September 2019, completion of the Strategic review with its outcomes being announced which will include a balance sheet restructure with improvements to the capital position and debt structure of the Group, continued business integration, strong organic growth leveraging the scale of our national platform and a continued focus to reduce overheads.

## **BOARD AND MANAGEMENT**

Chip Beng Yeoh, a non-executive director of P2P continues as interim Chairman and overseeing the P2P turnaround plan. Chip was appointed to the Board of P2P in 2017. Among other senior executive roles, he was previously CFO of Cabcharge (2007 to 2015) and worked with ComfortDelGro (one of the world's largest land transport companies).

Greg Webb continues as Interim CEO and the stewardship of the P2P turnaround plan. Greg is an executive Director of P2P. Greg was Managing Director and the largest shareholder of the Black & White Cabs Group prior to its acquisition by P2P.

John Dickson was appointed CFO in June 2019.

## **CONFERENCE CALL DETAILS**

A conference call will be Tuesday 3 September 2019 at 10.30am AEST.

Conference ID: 780744

Participant Dial in numbers:

Australia (toll free) 1800 558 698

New Zealand (toll free) 0800 453 055

Singapore (toll free) 800 101 2785

Hong Kong (toll free) 800 966 806

UK (toll free) 0800 051 8245

US (855) 881 1339

Any other country or mobile phone: +61 2 9007 3187.

An RSVP for the teleconference is not required. It is recommended that participants dial in 5 minutes prior to the teleconference commencement time.



For further information, contact:

**Greg Webb**

Interim CEO  
P2P Transport Limited  
gwebb@bwcabs.com.au  
+61 418 721 265

**About P2P Transport Limited**

P2P Transport is one of Australia's largest fleet management businesses focussed on the point-to-point passenger transport industry, with 2650 vehicles across Australia.

P2P Transport's fleet includes a range of taxis, corporate and rental vehicles servicing each segment of the point-to-point passenger transport industry.

Zevra, Black & White Cabs, Adflow, and Australia Wide Chauffeur Cars are amongst some of the brands managed by P2P Transport.

P2P Transport's business model is premised on the control of all key stages of the fleet management lifecycle, from vehicle acquisition, in-house customization and vehicle servicing, driver support, and fleet management and administration.

[www.p2ptransport.com.au](http://www.p2ptransport.com.au)

# Appendix 4E

(unaudited)

For the year ended 30 June 2019

**P2P Transport Limited and Controlled Entities**  
**ABN: 77 617 760 899**

This report is provided to the Australian Stock Exchange (ASX) under the ASX Listing Rule 4.3A.

## P2P Transport Limited (ABN 77 617 760 899) and Controlled Entities

### Financial report for the year ended 30 June 2019

#### APPENDIX 4E – PRELIMINARY FINAL REPORT FOR THE YEAR ENDED 30 JUNE 2019

##### Results for Announcement to the Market

##### Report for the year ended 30 June 2019

This statement includes the results for P2P Transport Limited and controlled entities, for the year ended 30 June 2019 (current period) compared with the year ended 30 June 2018 (prior period). The financial results of P2P Transport Limited and controlled entities are prepared in accordance with Australian International Financial Reporting Standards (AIFRS).

To comply with Regulatory Guide 230 issued by ASIC in December 2011, P2P Transport is required to make a clear statement about whether information disclosed in documents other than the financial report has been audited or reviewed in accordance with Australian Auditing Standards.

The Preliminary Final Report has been prepared in accordance with ASX Listing Rule 4.3A and has been derived from the unaudited Annual Financial Report. In accordance with the Corporations Act 2001, the Preliminary Final Report is unaudited and contains disclosures which are extracted or derived from the Annual Financial Report for the year ended 30 June 2019. The Annual Financial Report is being audited and is expected to be made available in late September 2019. The Annual Financial Report will contain disclosures regarding the Group's ability to continue as a going concern and the audit report will be modified in relation to this matter.

## 1. Key Information

### 1.1 Results for Announcement to the Market

| Key Information                                                          |    | 2019<br>\$000 | 2018<br>\$000 | % Change |
|--------------------------------------------------------------------------|----|---------------|---------------|----------|
| Revenue from ordinary activities                                         | UP | 63,592        | 32,711        | 94%      |
| (Loss)/Profit after tax from ordinary activities attributable to members | UP | (19,811)      | (37,862)      | 48%      |
| Net (loss)/profit attributable to members*                               | UP | (19,811)      | (37,862)      | 48%      |
| Pro forma EBITDA*                                                        | UP | 5,636         | 3,951         | 43%      |

\*Refer to pages below for pro forma EBITDA reconciliation to statutory net profit after tax.

## 1.2 Explanation of Key Information

P2P completed its IPO in on 11 December 2017 and proceeded to undertake a number of strategic acquisitions that has seen P2P build a platform that makes one of the largest vertically integrated passenger transport fleet managers in Australia with 3 divisions: Fleet Services, Network Services and Adflow.

Revenue has increased by close to \$31m when compared to FY18 primarily as a result of (1) acquisitions made in FY18 contributing a full year's revenue and (2) the impact of further acquisitions made in the current year. The major contribution in FY19 was the acquisition of Black & White Cabs (BWC) effective 1 August 2018. BWC had a network of over 1,400 vehicles which has subsequently grown to 2,040 vehicles under P2P ownership. The company also acquired Non-Stop Media effective 1 December 2018 and used this business as a foundation to launch the Adflow Digital taxi top offering to compliment static backs and wrap advertising.

Margins increased substantially from less than 10% to over 40% due to the scale achieved from the acquisitions made and in particular to the margins achieved from the BWC business.

Having built an East Coast platform, P2P encountered a number of headwinds which were fully documented in its Quarterly Cashflow Statement on 23 April 2019. These included:

- **Fleet Services** – As P2P consolidated a significant vertical platform in the taxi industry its competitors responded in Melbourne and Gold Coast Cabs. This impacted P2P's key metrics of utilisation per vehicle revenue thus impacting revenues. It also incurred significant legal and staff costs dealing with these issues. These issues have now been largely resolved.
- **Digital Taxi Top Units** – P2P encountered technical issues that impacted unit performance and resulted in considerable once off costs and delayed the roll out thus impacting projected revenues. Costs incurred in solving the technical issues combined with delayed roll-out had an adverse impact in FY19.
- **Network Services** – has performed to expectations albeit is below the anticipated forecasts.

As a result of the above issues, guidance was revised downwards in April 2019. P2P's Chair and CEO resigned at the time of the downgrade and subsequently the CFO resigned and left in July 2019. Chip Beng Yeoh, Non Executive Director and existing Board member took over as interim Chair. Greg Webb, Executive Director and founder of BWC took over as Interim CEO. John Dickson was subsequently appointed CFO in June 2019.

Notwithstanding P2P was able to record a positive EBITDA (adjusted for Impairment and Earn Outs) of \$0.8m being a major improvement on the loss recorded in the previous year. The Company, however, has had to write down assets at 30 June totalling \$8.5m and provide for additional earn out cost for the BWC acquisition. Together with depreciation and amortisation and finance costs the NPBT is a \$21.5m loss. A tax credit of \$1.7m improves this marginally to \$19.8m.

### 1.3 Dividends

No dividends were paid during the Reporting Period nor are any proposed.

### 2. Dividend Reinvestment Plan

There was no dividend reinvestment plan in operation during the financial year.

### 3. Net Tangible Assets per Share

|                                                           | 2019            | 2018            |
|-----------------------------------------------------------|-----------------|-----------------|
|                                                           | cents per share | cents per share |
| <b>Net tangible assets per ordinary share<sup>1</sup></b> | (\$0.04)        | \$0.23          |

<sup>1</sup>Calculated using the weighted average number of ordinary shares on issue during the year ended 30 June 2019.

### 4. Control Gained or Lost over Entities in the Year

Control gained: Refer to Note 14 of the preliminary financial report.

Control lost: None.

### 5. Associates and Joint Ventures

Name: My Taxi Manager Pty Ltd

Holding: 33%

Name: iHail Pty Ltd

Holding: 20%

Name: Taxi Industry (Australia) Insurance Brokers Pty Ltd

Holding: 27%

## 6. Commentary on the Results for the Year

Reconciliation of pro forma net profit after tax to statutory net profit after tax is summarised below:

|                                    | Statutory<br>Actual<br>FY2019 | Pro Forma<br>FY2019 | Pro Forma<br>Forecast<br>FY2019 |
|------------------------------------|-------------------------------|---------------------|---------------------------------|
| <b>Total Revenue (\$'000)</b>      | 63,592                        | 78,100              | 77,000-80,000                   |
| <b>EBITDA (\$'000)</b>             | 800                           | 5,636               | 5,600-5,800                     |
| <b>EBITDA Margin</b>               | 1.3%                          | 7.1%                | 7.3%                            |
| <b>Net Profit/(Loss) After Tax</b> | (19,811)                      | n/a                 | n/a                             |

Notes:

1. Pro forma figures represent non-IFRS financial information that has not been subject to audit or review but have been determined using information presented in the Company's ASX announcements and financial statements. Refer to the table below for a reconciliation of pro forma amounts to IFRS amounts.
2. Statutory results do not include the first month of performance of Network business, the first five month of Non Stop Media and the first ten months of the Perth based fleet services business.

### Pro forma – Statutory profit and loss reconciliation

|                                                                        |                 |
|------------------------------------------------------------------------|-----------------|
|                                                                        | <b>FY19</b>     |
|                                                                        | <b>\$'000</b>   |
| <b>Statutory NPAT – P2P Group – Loss</b>                               | <b>(19,811)</b> |
| Impairment loss on Goodwill                                            | 4,471           |
| Impairment                                                             | 4,074           |
| Earn out cost                                                          | 3,640           |
| Increased provisioning for doubtful debts and at fault motor accidents | 1,503           |
| Costs relating to acquisitions                                         | 841             |
| Finance cost                                                           | 1,797           |
| Depreciation & amortisation                                            | 8,606           |
| Tax expense                                                            | (1,771)         |
| Annualised realised cost savings                                       | 894             |
| EBITDA trading for acquired entities (annualising performance)         | 1,392           |
| <b>Pro forma EBITDA – P2P Group – Profit**</b>                         | <b>5,636</b>    |

\*\* The pro forma financial information has been derived from the financial report to illustrate the net results of the Group, adjusted for the annualised impact of acquired entities and cost savings initiatives; the impact of the one off costs relating to the acquisitions including earn out not capitalised; and impairment losses.

## **6. Commentary on the Results for the Year (continued)**

A commentary has been provided for the statutory loss recorded in FY19 and this has been reconciled to the Proforma result that shareholders have become familiar with during the year.

Guidance was first revised downwards in April 2019. At this time proforma revenues for FY19 were first advised to be in a range of \$77m to \$80m and proforma EBITDA, previously advised in a range of \$16.1m to \$16.8m was revised downwards to a range of \$7.8m to \$8.2m.

Subsequently on 24 June the Company further revised down its proforma EBITDA to a range of \$5.6m to \$5.8m as a result of additional provisions for doubtful debts and at fault motor vehicle costs totalling c\$1.2m. The fuel tax credit rebates were reduced from \$0.95m to zero following an ATO tribunal ruling. It is the later guidance numbers that are provided in the table above as Proforma forecast FY2019.

Based on unaudited accounts at 30 June 2019, the company has recorded proforma revenues of \$78.1m consistent with revised guidance. Proforma EBITDA was also consistent with revised guidance at \$5.63m

**Consolidated Statement of Profit or Loss and  
Other Comprehensive Income  
For the year ended 30 June 2019**



|                                                                                                                          | Note | 2019<br>\$000's | 2018<br>\$000's |
|--------------------------------------------------------------------------------------------------------------------------|------|-----------------|-----------------|
| Revenue                                                                                                                  | 1    | 63,592          | 32,711          |
| Cost of sales                                                                                                            |      | (37,055)        | (25,866)        |
| Gross profit                                                                                                             |      | <u>26,537</u>   | <u>6,845</u>    |
| Employee benefits expense                                                                                                |      | (17,635)        | (6,411)         |
| Other operating expenses                                                                                                 |      | (8,102)         | (5,573)         |
| Total operating expenses                                                                                                 |      | <u>(25,737)</u> | <u>(11,984)</u> |
| <b>Operating (loss)/profit before initial public offer expenses,<br/>finance costs and depreciation and amortisation</b> |      | 800             | (5,139)         |
| Initial public offer expenses                                                                                            | 2    | -               | (11,801)        |
| Impairment loss on goodwill                                                                                              | 2    | (4,471)         | (2,700)         |
| Gain on bargain purchase                                                                                                 |      | 206             | -               |
| Finance costs                                                                                                            | 2    | (1,797)         | (14,476)        |
| Impairment                                                                                                               |      | (4,074)         | -               |
| Earn-out expense                                                                                                         |      | (3,640)         | -               |
| Depreciation and amortisation                                                                                            | 2    | (8,606)         | (3,678)         |
| (Loss)/Profit before income tax                                                                                          |      | <u>(21,581)</u> | <u>(37,794)</u> |
| Income tax (expense)/benefit                                                                                             | 3    | 1,771           | (68)            |
| <b>(Loss)/Profit for the year attributable to members of the parent</b>                                                  |      | <u>(19,811)</u> | <u>(37,862)</u> |
| <b>Other comprehensive income, net of tax</b>                                                                            |      |                 |                 |
| <i>Items that will not be reclassified subsequently to profit or loss:</i>                                               |      |                 |                 |
| Gain on revaluation of plant and equipment                                                                               |      | -               | -               |
| <b>Other comprehensive income for the year, net of income tax</b>                                                        |      | -               | -               |
| <b>Total comprehensive (loss)/income for the year attributable to<br/>members of the parent</b>                          |      | <u>(19,811)</u> | <u>(37,862)</u> |
| <b>(Loss)/Earnings per Share</b>                                                                                         | 4    |                 |                 |
| Basic (loss)/profit per share (cents per share)                                                                          |      | (23.78)         | (64.40)         |
| Diluted (loss)/profit per share (cents per share)                                                                        |      | (23.78)         | (64.40)         |

*The above statement should be read in conjunction with the accompanying notes.*

*The financial statements are in the process of being audited.*

**Consolidated Statement of Financial Position**  
**For the year ended 30 June 2019**



|                                      | Note | 2019<br>\$000's | 2018<br>\$000's |
|--------------------------------------|------|-----------------|-----------------|
| <b>ASSETS</b>                        |      |                 |                 |
| <b>CURRENT ASSETS</b>                |      |                 |                 |
| Cash and cash equivalents            | 5    | 1,806           | 3,618           |
| Trade and other receivables          | 6    | 8,081           | 3,764           |
| Inventories                          | 7    | 1,275           | 491             |
| Other current assets                 | 8    | 3,299           | 3,032           |
| <b>TOTAL CURRENT ASSETS</b>          |      | <b>14,461</b>   | <b>10,905</b>   |
| <b>NON-CURRENT ASSETS</b>            |      |                 |                 |
| Plant and equipment                  | 9    | 17,339          | 14,581          |
| Intangible assets and goodwill       | 10   | 7,900           | 4,486           |
| Right to use asset                   |      | 5,559           | -               |
| Investments in associates            |      | 476             | 100             |
| Deferred tax assets                  | 3.4  | 3,360           | 1,207           |
| <b>TOTAL NON-CURRENT ASSETS</b>      |      | <b>34,634</b>   | <b>20,374</b>   |
| <b>TOTAL ASSETS</b>                  |      | <b>49,095</b>   | <b>31,279</b>   |
| <b>LIABILITIES</b>                   |      |                 |                 |
| <b>CURRENT LIABILITIES</b>           |      |                 |                 |
| Trade and other payables             | 11   | 22,420          | 4,248           |
| Borrowings                           | 12   | 8,090           | 3,078           |
| Lease liabilities                    |      | 3,680           | -               |
| Current tax liabilities              | 3.3  | -               | 185             |
| Provisions                           | 13   | 1,585           | 973             |
| <b>TOTAL CURRENT LIABILITIES</b>     |      | <b>35,775</b>   | <b>8,484</b>    |
| <b>NON-CURRENT LIABILITIES</b>       |      |                 |                 |
| Borrowings                           | 12   | 3,800           | 3,666           |
| Lease liabilities                    |      | 2,161           | -               |
| Trade and other payables             | 11   | 2,500           | -               |
| Provisions                           | 13   | 274             | 145             |
| Deferred tax liabilities             | 3.4  | 1,545           | 699             |
| <b>TOTAL NON-CURRENT LIABILITIES</b> |      | <b>10,280</b>   | <b>4,510</b>    |
| <b>TOTAL LIABILITIES</b>             |      | <b>46,055</b>   | <b>12,994</b>   |
| <b>NET ASSETS</b>                    |      | <b>3,040</b>    | <b>18,285</b>   |
| <b>EQUITY</b>                        |      |                 |                 |
| Issued capital                       | 15   | 59,454          | 54,086          |
| Asset revaluation reserve            | 16   | 790             | 790             |
| Other reserves                       | 16   | 418             | 726             |
| Accumulated (losses)/profits         |      | (57,622)        | (37,317)        |
| <b>TOTAL EQUITY</b>                  |      | <b>3,040</b>    | <b>18,285</b>   |

*The above statement should be read in conjunction with the accompanying notes.*

*The financial statements are in the process of being audited.*

**Consolidated Statement of Change in Equity**  
**For the year ended 30 June 2019**



|                                                                            | Issued<br>Capital<br>\$'000 | Asset<br>reval.<br>reserve<br>\$'000 | Other<br>reserves<br>\$'000 | Accumulated<br>Profits/<br>(Losses)<br>\$'000 | Total<br>\$'000 |
|----------------------------------------------------------------------------|-----------------------------|--------------------------------------|-----------------------------|-----------------------------------------------|-----------------|
| <b>Balance at 1 July 2017</b>                                              | <b>4,777</b>                | <b>790</b>                           | <b>-</b>                    | <b>545</b>                                    | <b>6,112</b>    |
| Loss for the year                                                          | -                           | -                                    | -                           | (37,862)                                      | (37,862)        |
| Other comprehensive income for the year                                    | -                           | -                                    | -                           | -                                             | -               |
| Total comprehensive loss for the year                                      | -                           | -                                    | -                           | (37,862)                                      | (37,862)        |
| Shares issued: initial public offer                                        | 20,000                      | -                                    | -                           | -                                             | 20,000          |
| Share issued on conversion of convertible notes                            | 19,796                      | -                                    | -                           | -                                             | 19,796          |
| Shares issued in exchange for services received                            | 10,160                      | -                                    | -                           | -                                             | 10,160          |
| Share options and rights granted                                           | -                           | -                                    | 526                         | -                                             | 526             |
| Shares issued as consideration for business combinations                   | 750                         | -                                    | -                           | -                                             | 750             |
| Equity instruments to be issued as consideration for business combinations | -                           | -                                    | 200                         | -                                             | 200             |
| Share issue transaction costs, net of tax                                  | (1,397)                     | -                                    | -                           | -                                             | (1,397)         |
| <b>Balance at 30 June 2018</b>                                             | <b>54,086</b>               | <b>790</b>                           | <b>726</b>                  | <b>(37,317)</b>                               | <b>18,285</b>   |
| <b>Balance at 1 July 2018</b>                                              | <b>54,086</b>               | <b>790</b>                           | <b>726</b>                  | <b>(37,317)</b>                               | <b>18,285</b>   |
| Adjustments                                                                | -                           | -                                    | -                           | (494)                                         | (494)           |
| <b>Balance at 1 July 2018</b>                                              | <b>54,086</b>               | <b>790</b>                           | <b>726</b>                  | <b>(37,811)</b>                               | <b>17,791</b>   |
| Loss for the year                                                          | -                           | -                                    | -                           | (19,811)                                      | (19,811)        |
| Other comprehensive income for the year                                    | -                           | -                                    | -                           | -                                             | -               |
| Total comprehensive loss for the year                                      | -                           | -                                    | -                           | (19,811)                                      | (19,811)        |
| Share issued on conversion of convertible notes                            | 290                         | -                                    | -                           | -                                             | 290             |
| Shares issued in exercise of share rights                                  | 400                         | -                                    | (400)                       | -                                             | -               |
| Shares issued in exchange for services received                            | 174                         | -                                    | -                           | -                                             | 174             |
| Share options and rights granted                                           | -                           | -                                    | 92                          | -                                             | 92              |
| Shares issued as consideration for business combinations                   | 4,504                       | -                                    | -                           | -                                             | 4,504           |
| <b>Balance at 30 June 2019</b>                                             | <b>59,454</b>               | <b>790</b>                           | <b>418</b>                  | <b>(57,622)</b>                               | <b>3,040</b>    |

*The above statement should be read in conjunction with the accompanying notes.*

*The financial statements are in the process of being audited.*

**Consolidated Statement of Cash Flows**  
**For the year ended 30 June 2019**



|                                                                     | Note | 2019<br>\$000's | 2018<br>\$000's |
|---------------------------------------------------------------------|------|-----------------|-----------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>                         |      |                 |                 |
| Receipts from customers                                             |      | 61,809          | 35,462          |
| Payment to suppliers and employees                                  |      | (54,070)        | (43,752)        |
| Interest and costs of finance paid                                  |      | (1,797)         | (520)           |
| Income tax refunds                                                  |      | (185)           | 43              |
| Net cash (used in)/provided by operating activities                 | 17   | 5,757           | (8,767)         |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>                         |      |                 |                 |
| Net consideration (paid)/received in cash for business acquisitions | 14   | (3,798)         | (7,145)         |
| Payments for plant and equipment                                    | 9    | (8,929)         | (8,124)         |
| Proceeds from disposal of plant and equipment                       |      | -               | 34              |
| Investment in associates                                            |      | (376)           | -               |
| Payment for intangible assets                                       | 10   | (75)            | (18)            |
| Net cash used in investing activities                               |      | (13,178)        | (15,253)        |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES</b>                         |      |                 |                 |
| Proceeds from borrowings                                            |      | 8,892           | 7,712           |
| Repayment of borrowings                                             |      | (6,283)         | (3,980)         |
| Proceeds from issue of new shares                                   | 15   | -               | 20,000          |
| Transaction costs relating to issue of new shares                   |      | -               | (1,996)         |
| Proceeds from the issue of convertible notes                        | 15   | 3,000           | 9,840           |
| Repayment of convertible notes                                      |      | -               | (4,000)         |
| Net cash flow from/(used in) financing activities                   |      | 5,609           | 27,576          |
| <b>NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS</b>         |      |                 |                 |
| Cash and cash equivalents at beginning of year                      | 5    | (1,812)         | 3,556           |
|                                                                     |      | 3,618           | 62              |
| <b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>                     | 5    | 1,806           | 3,618           |

*The above statement should be read in conjunction with the accompanying notes.*

*The financial statements are in the process of being audited.*

|                                                                                                     | 2019<br>\$000's | 2018<br>\$000's |
|-----------------------------------------------------------------------------------------------------|-----------------|-----------------|
| <b>1. Revenue and other income</b>                                                                  |                 |                 |
| Fleet revenue                                                                                       | 39,760          | 31,284          |
| Service revenue (mechanical/panel)                                                                  | 3,657           | 1,439           |
| Accident (settlement expense)/recovery income                                                       | 423             | (209)           |
| Other income                                                                                        | 885             | 197             |
| Network and radio services                                                                          | 16,543          | -               |
| Advertising revenue                                                                                 | 2,324           | -               |
|                                                                                                     | <u>63,592</u>   | <u>32,711</u>   |
| <b>2. Expenses</b>                                                                                  |                 |                 |
| Plant and equipment                                                                                 | 6,070           | 3,667           |
| Amortisation of intangible assets                                                                   | 2,536           | 11              |
| <b>Total depreciation and amortisation</b>                                                          | <u>8,606</u>    | <u>3,678</u>    |
| <b>Finance costs</b>                                                                                |                 |                 |
| Finance charge on settlement of convertible notes                                                   | -               | 13,956          |
| Interest expense on lease arrangements                                                              | 1,797           | 520             |
|                                                                                                     | <u>1,797</u>    | <u>14,476</u>   |
| <b>Share based payments</b>                                                                         | <u>92</u>       | <u>358</u>      |
| <b>Initial public offer expenses</b>                                                                |                 |                 |
| IPO expenses settled in cash                                                                        | -               | 1,473           |
| IPO expenses settled in shares                                                                      | -               | 10,160          |
| IPO expenses settled in share options                                                               | -               | 168             |
|                                                                                                     | <u>-</u>        | <u>11,801</u>   |
| <b>Impairment loss on trade receivables</b>                                                         | <u>1,680</u>    | <u>80</u>       |
| <b>Impairment loss on goodwill</b>                                                                  | <u>4,471</u>    | <u>2,700</u>    |
| <b>3. Income tax (benefit) / expense</b>                                                            |                 |                 |
| Current tax                                                                                         | 312             | 99              |
| Deferred tax                                                                                        | (2,083)         | (31)            |
| Total income tax (benefit)/expense recognised in the current year relating to continuing operations | <u>(1,771)</u>  | <u>68</u>       |

|                                       | 2019<br>\$000's | 2018<br>\$000's |
|---------------------------------------|-----------------|-----------------|
| <b>4. (Loss) / Earnings per share</b> |                 |                 |

The following reflects the (loss)/earnings per share data used in the calculation of basic and diluted (loss)/earnings per share (EPS) computations.

EPS is calculated based on:

|                                                                                                                                                        |                |                |
|--------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|----------------|
| (Loss)/Profit for the year                                                                                                                             | (19,811)       | (37,862)       |
| Weighted average number of ordinary shares used in the calculation of basic and diluted EPS                                                            | 83,306         | 58,791         |
| <b>Basic and diluted (Loss)/Earnings per share (cents)</b>                                                                                             | <b>(23.78)</b> | <b>(64.40)</b> |
| Anti-dilutive potential ordinary shares excluded from the weighted average number of ordinary shares for diluted (loss)/earnings per share calculation | 372            | 372            |

**5. Cash and cash equivalents**

|              |              |              |
|--------------|--------------|--------------|
| Cash on hand | 28           | 123          |
| Cash at bank | 1,778        | 3,495        |
|              | <b>1,806</b> | <b>3,618</b> |

**6. Trade and other receivables**

*Current*

|                                                           |              |              |
|-----------------------------------------------------------|--------------|--------------|
| Trade receivables                                         | 7,986        | 1,373        |
| Provision for impairment of receivables                   | (1,350)      | (80)         |
|                                                           | 6,636        | 1,293        |
| Vehicles accident receivables                             | 1,545        | 1,470        |
| Provision for impairment of vehicles accident receivables | (417)        | -            |
| Other receivables                                         | 317          | 1,001        |
|                                                           | <b>8,081</b> | <b>3,764</b> |

**Provision for impairment of receivables**

Current trade receivables are non-interest bearing and generally on less than 30-day terms. A provision for impairment is recognised when there is objective evidence that an individual receivable is impaired. Financial difficulties of the debtor, payment defaults or the commencement of debt recovery litigation have been considered to determine our impairment provision. These amounts have been included in the other expenses as an expense.

**7. Inventories**

|             |       |     |
|-------------|-------|-----|
| Spare parts | 1,275 | 491 |
|-------------|-------|-----|

**8. Other current assets**

|                                            |              |              |
|--------------------------------------------|--------------|--------------|
| Deposits to suppliers                      | 307          | 285          |
| Prepayments for insurance and registration | 2,992        | 2,747        |
|                                            | <b>3,299</b> | <b>3,032</b> |

|                                                | 2019<br>\$000's | 2018<br>\$000's |
|------------------------------------------------|-----------------|-----------------|
| <b>9. Plant and equipment</b>                  |                 |                 |
| Details of plant and equipment are as follows: |                 |                 |
| Motor vehicles at revalued amount              | 26,039          | 22,928          |
| Less: accumulated depreciation                 | (14,125)        | (9,095)         |
| Less: impairment                               | (1,989)         | -               |
| Total motor vehicles                           | 9,925           | 13,833          |
| Plant and equipment at cost                    | 16,268          | 1,557           |
| Less: accumulated depreciation                 | (7,943)         | (1,006)         |
| Less: impairment                               | (2,086)         | -               |
| Total plant and equipment at cost              | 6,239           | 551             |
| Leasehold improvements at cost                 | 284             | 251             |
| Less: accumulated depreciation                 | (167)           | (129)           |
| Less: impairment                               | -               | -               |
| Total leasehold improvements                   | 117             | 122             |
| Work in progress                               | 1,058           | 75              |
| <b>Total plant and equipment</b>               | <b>17,339</b>   | <b>14,581</b>   |

#### **Movements in carrying amounts**

Movement in the carrying amounts for each class of plant and equipment between the beginning and the end of the current financial year:

|                                        | Motor<br>vehicles<br>\$000's | Plant and<br>equipment<br>\$000's | Leasehold<br>improvements<br>\$000's | Work in<br>progress<br>\$000's | Total<br>\$000's |
|----------------------------------------|------------------------------|-----------------------------------|--------------------------------------|--------------------------------|------------------|
| <b>Carrying amount at 30 June 2017</b> | 3,943                        | 171                               | 75                                   | -                              | 4,189            |
| Additions                              | 7,811                        | 187                               | 51                                   | 75                             | 8,124            |
| Acquisition of subsidiaries            | 5,680                        | 260                               | -                                    | -                              | 5,940            |
| Revaluation increase                   | (5)                          | -                                 | -                                    | -                              | (5)              |
| Depreciation                           | (3,596)                      | (67)                              | (4)                                  | -                              | (3,667)          |
| <b>Carrying amount at 30 June 2018</b> | <b>13,833</b>                | <b>551</b>                        | <b>122</b>                           | <b>75</b>                      | <b>14,581</b>    |
| Additions                              | 2,771                        | 5,171                             | 6                                    | 981                            | 8,929            |
| Acquisition of subsidiaries            | -                            | 3,974                             | -                                    | -                              | 3,974            |
| Disposals/write-off                    | -                            | -                                 | -                                    | -                              | -                |
| Depreciation                           | (4,689)                      | (1,371)                           | (11)                                 | -                              | (6,070)          |
| Impairment                             | (1,989)                      | (2,086)                           | -                                    | -                              | (4,075)          |
| <b>Carrying amount at 30 June 2019</b> | <b>9,926</b>                 | <b>6,239</b>                      | <b>117</b>                           | <b>1,056</b>                   | <b>17,339</b>    |

|                                           | 2019<br>\$000's | 2018<br>\$000's |
|-------------------------------------------|-----------------|-----------------|
| <b>10. Intangible assets</b>              |                 |                 |
| Computer software and licenses at cost    | 1,223           | 42              |
| Less: accumulated amortisation            | (1,052)         | (11)            |
|                                           | <u>171</u>      | <u>31</u>       |
| Customers List at cost                    | 1,824           | -               |
| Less: accumulated amortisation            | (290)           | -               |
|                                           | <u>1,534</u>    | <u>-</u>        |
| Brand name on acquisition of subsidiaries | 2,284           | -               |
| Goodwill on acquisition of subsidiaries   | 11,083          | 4,455           |
| Less: impairment on goodwill              | (7,172)         | -               |
|                                           | <u>7,900</u>    | <u>4,486</u>    |

The current charges for intangible assets are included under depreciation and amortisation expense in the consolidated statement of profit or loss and other comprehensive income.

**(a) Movements in carrying amounts**

Movement in the carrying amounts for each class of intangible assets between the beginning and the end of the current financial year:

|                                       | Goodwill on<br>acquisitions<br>\$000's | Brand<br>name<br>\$000's | Customers<br>list<br>\$000's | Computer<br>software<br>and<br>licenses<br>\$000's | Total<br>\$000's |
|---------------------------------------|----------------------------------------|--------------------------|------------------------------|----------------------------------------------------|------------------|
| <b>Carrying value at 30 June 2017</b> | 4,455                                  | -                        | -                            | 7                                                  | 4,462            |
| Additions                             | -                                      | -                        | -                            | 18                                                 | 18               |
| Acquisition of subsidiaries           | 2,700                                  | -                        | -                            | 17                                                 | 2,717            |
| Impairment and amortisation           | (2,700)                                | -                        | -                            | (11)                                               | (2,711)          |
| <b>Carrying value at 30 June 2018</b> | <u>4,455</u>                           | <u>-</u>                 | <u>-</u>                     | <u>31</u>                                          | <u>4,486</u>     |
| Additions                             | -                                      | -                        | -                            | 75                                                 | 75               |
| Acquisition of subsidiaries           | 7,552                                  | 2,284                    | 1,821                        | 209                                                | 11,866           |
| Impairment and amortisation           | -                                      | -                        | (290)                        | (127)                                              | (416)            |
| <b>Carrying value at 30 June 2019</b> | <u>12,007</u>                          | <u>2,284</u>             | <u>1,531</u>                 | <u>188</u>                                         | <u>16,011</u>    |

Goodwill acquired through business combinations is allocated to each of the Group's cash-generating units (CGUs) that are expected to benefit from the synergies of the business combinations. Each CGU to which goodwill is allocated represents the lowest level at which assets are monitored for internal management purposes.

The Group tests whether goodwill should be impaired on an annual basis. The recoverable amount of each CGU is determined based on value-in-use calculations which require the use of assumptions. The calculations use cash flow projections based on financial budgets approved by management covering a five-year period. Cash flows beyond the five-year period are extrapolated using estimated growth rates.

|                                                      | 2019<br>\$000's | 2018<br>\$000's |
|------------------------------------------------------|-----------------|-----------------|
| <b>11. Trade and other payables</b>                  |                 |                 |
| <b>Current</b>                                       |                 |                 |
| <i>Unsecured liabilities</i>                         |                 |                 |
| Trade payables                                       | 5,074           | 2,454           |
| Vehicles accidents payable                           | 1,571           | 620             |
| Sundry payables and accrued expenses                 | 3,770           | 1,174           |
| Deferred revenue                                     | 1,178           | -               |
| Amounts payable in relation to business acquisitions | 6,205           | -               |
| Amounts payable in relation to assets purchase       | 4,622           | -               |
|                                                      | <u>22,420</u>   | <u>4,248</u>    |
| <b>Non-Current</b>                                   |                 |                 |
| <i>Unsecured liabilities</i>                         |                 |                 |
| Amounts payable in relation to business acquisitions | 2,500           | -               |
|                                                      | <u>2,500</u>    | <u>-</u>        |
| <b>12. Borrowings</b>                                |                 |                 |
| <b>Current</b>                                       |                 |                 |
| <i>Secured liabilities</i>                           |                 |                 |
| Gross hire purchase liabilities                      | 4,642           | 1,961           |
| Less deferred charges                                | (415)           | (273)           |
|                                                      | <u>4,227</u>    | <u>1,688</u>    |
| Insurance premiums funding facility                  | 1,548           | 1,540           |
| Less deferred charges                                | (92)            | (150)           |
|                                                      | <u>1,456</u>    | <u>1,390</u>    |
| Convertible notes                                    | 2,407           | -               |
| Less: deferred charges                               | -               | -               |
|                                                      | <u>2,407</u>    | <u>-</u>        |
|                                                      | <u>8,090</u>    | <u>3,078</u>    |
| <b>Non-Current</b>                                   |                 |                 |
| <i>Secured liabilities</i>                           |                 |                 |
| Gross hire purchase liabilities                      | 3,800           | 3,862           |
| Less deferred charges                                | -               | (196)           |
|                                                      | <u>3,800</u>    | <u>3,666</u>    |
| <b>Total borrowings</b>                              | <u>11,890</u>   | <u>6,744</u>    |
| <b>13. Provisions</b>                                |                 |                 |
| <b>Current</b>                                       |                 |                 |
| Employee benefits                                    | <u>1,585</u>    | <u>973</u>      |
| <b>Non-Current</b>                                   |                 |                 |
| Employee benefits                                    | <u>274</u>      | <u>145</u>      |

**Provision for long-term employee benefits**

A provision has been recognised for employee entitlements relating to long service leave. In calculating the present value of future cash flows in respect of long service leave, the probability of long service leave being taken is based on historical data.

#### 14. Business Combinations

30 June 2019

On 2 August 2018, P2P Transport acquired the shares of Black & White Holdings Limited (BWHL) and its subsidiaries. BWHL is the operator of the Black & White Cabs dispatch network that operated predominately in South East Queensland and Perth. The consideration is set out below and consists of cash, equity and deferred consideration.

On 1 December 2018, P2P Transport acquired the business of Non-Stop media, which included the assets and client lists. The business is a leading static media provider throughout Australia.

On 29 April 2019, P2P Transport acquired the Fleet Services Business from Combined Taxi Management Pty Ltd which operates a taxi fleet in Perth, Western Australia.

##### Consideration transferred

|                                                    | <b>BWT<br/>Group<br/>\$'000</b> | <b>Non-Stop<br/>Media<br/>\$'000</b> | <b>Combined<br/>Taxi-Perth<br/>\$'000</b> | <b>Total<br/>\$'000</b> |
|----------------------------------------------------|---------------------------------|--------------------------------------|-------------------------------------------|-------------------------|
| Cash consideration                                 | 3,933                           | 572                                  | 150                                       | 4,655                   |
| Issue of shares as consideration                   | 3,971                           | -                                    | 433                                       | 4,404                   |
| Fair value of shares to be issued as consideration | -                               | -                                    | -                                         | -                       |
| Contingent consideration                           | 4,640                           | 600                                  | -                                         | 5,240                   |
| <b>Total consideration transferred</b>             | <b>12,544</b>                   | <b>1,172</b>                         | <b>583</b>                                | <b>14,299</b>           |

Fair value of assets acquired, and liabilities assumed at the date of acquisitions was as follows:

|                                | <b>BWT<br/>Group<br/>\$'000</b> | <b>Non-Stop<br/>Media<br/>\$'000</b> | <b>Combined<br/>Taxi-Perth<br/>\$'000</b> | <b>Total<br/>\$'000</b> |
|--------------------------------|---------------------------------|--------------------------------------|-------------------------------------------|-------------------------|
| <b>Assets</b>                  |                                 |                                      |                                           |                         |
| Cash and cash equivalents      | 456                             | -                                    | 36                                        | 492                     |
| Trade and other receivables    | 2,517                           | -                                    | 17                                        | 2,534                   |
| Inventories                    | 316                             | 92                                   | 105                                       | 512                     |
| Plant and equipment            | 3,095                           | 272                                  | 608                                       | 3,974                   |
| Investment in equity shares    | 326                             | -                                    | 50                                        | 376                     |
| Deferred tax assets            | 360                             | -                                    | 11                                        | 370                     |
| Identifiable intangible assets |                                 |                                      |                                           |                         |
| - Brand name                   | 2,284                           | -                                    | -                                         | 2,284                   |
| - Customers list               | 626                             | 1,195                                | -                                         | 1,821                   |
| - Other intangible assets      | 209                             | -                                    | -                                         | 209                     |
|                                | <b>15,181</b>                   | <b>2,730</b>                         | <b>1,616</b>                              | <b>19,527</b>           |
| <b>Liabilities</b>             |                                 |                                      |                                           |                         |
| Trade and other payables       | (3,252)                         | -                                    | -                                         | (3,252)                 |
| Deferred tax liabilities       | (1,004)                         | (359)                                | -                                         | (1,363)                 |
| Employee entitlements          | (940)                           | (28)                                 | (36)                                      | (1,004)                 |
|                                | <b>4,992</b>                    | <b>1,172</b>                         | <b>790</b>                                | <b>6,954</b>            |

#### 14. Business Combinations (continued)

##### Goodwill arising on acquisition

|                                                      | <b>BWT<br/>Group<br/>\$'000</b> | <b>Non-Stop<br/>Media<br/>\$'000</b> | <b>Combined<br/>Taxi-Perth<br/>\$'000</b> | <b>Total<br/>\$'000</b> |
|------------------------------------------------------|---------------------------------|--------------------------------------|-------------------------------------------|-------------------------|
| Consideration transferred                            | 12,544                          | 1,172                                | 583                                       | 14,299                  |
| Less: fair value of identifiable net assets acquired | (4,992)                         | (1,172)                              | (790)                                     | (6,954)                 |
| <b>Goodwill arising on acquisition</b>               | <b>7,552</b>                    | <b>-</b>                             | <b>(206)</b>                              | <b>7,345</b>            |

##### Net cash outflow/(inflow) on acquisition of subsidiaries

|                                                  |              |            |           |              |
|--------------------------------------------------|--------------|------------|-----------|--------------|
| Total cash consideration                         | 8,573        | 1,172      | 150       | 9,895        |
| Less: cash and cash equivalent balances acquired | (456)        | -          | (36)      | (492)        |
| Less: cash consideration payable at year end     | (4,954)      | (600)      | (50)      | (5,604)      |
|                                                  | <b>3,162</b> | <b>572</b> | <b>64</b> | <b>3,798</b> |

#### 15. Issued capital

|                                                                          | <b>2019</b>       |               | <b>2018</b>       |               |
|--------------------------------------------------------------------------|-------------------|---------------|-------------------|---------------|
|                                                                          | <b>Number</b>     | <b>\$'000</b> | <b>Number</b>     | <b>\$'000</b> |
| Opening balance                                                          | 78,656,062        | 54,086        | 5,800,000         | 4,777         |
| Initial capital                                                          | -                 | -             | -                 | -             |
| Share split                                                              | -                 | -             | 29,000,000        | -             |
| Shares issued: initial public offer                                      | -                 | -             | 15,151,515        | 20,000        |
| Shares issued on conversion convertible notes                            | 1,889,668         | 290           | 18,515,153        | 19,796        |
| Shares issued in exchange services received                              | 669,793           | 574           | 9,621,212         | 10,160        |
| Shares issued as consideration for business combinations (refer note 14) | 6,564,001         | 4,504         | 568,182           | 750           |
| Share issue transaction costs, net of tax                                | -                 | -             | -                 | (1,397)       |
| Closing balance                                                          | <b>87,779,524</b> | <b>59,454</b> | <b>78,656,062</b> | <b>54,086</b> |

#### 16. Reserves

##### 16.1 Asset Revaluation Reserve

|                                          |            |            |
|------------------------------------------|------------|------------|
| At beginning of year                     | 790        | 790        |
| Fair value revaluation of motor vehicles | -          | -          |
|                                          | <b>790</b> | <b>790</b> |

##### 16.2 Other Reserves

###### (a) Share option reserve

|                        |            |            |
|------------------------|------------|------------|
| At beginning of year   | 168        | -          |
| Issued during the year | -          | 168        |
|                        | <b>168</b> | <b>168</b> |

###### (b) Share-based payments reserve

|                          |           |            |
|--------------------------|-----------|------------|
| At beginning of year     | 358       | -          |
| Utilised during the year | (400)     |            |
| Issued during the year   | 92        | 358        |
|                          | <b>50</b> | <b>358</b> |

###### (c) Other reserves

|                           |              |              |
|---------------------------|--------------|--------------|
| At beginning of year      | 200          | -            |
| Committed during the year | -            | 200          |
|                           | <b>200</b>   | <b>200</b>   |
| <b>Total reserves</b>     | <b>1,208</b> | <b>1,516</b> |

## 15. Cash flow information

Reconciliation of cash flow from operations with (loss)/profit after income tax:

|                                                     |              |                |
|-----------------------------------------------------|--------------|----------------|
| (Loss)/profit after tax                             | (19,811)     | (37,862)       |
| <i>Non-cash flows:</i>                              |              |                |
| Initial public offer expenses                       | -            | 10,160         |
| Finance costs                                       | -            | 13,956         |
| Depreciation and amortization                       | 8,606        | 3,678          |
| Share base payment expense                          | 92           | 526            |
| (Gain) / loss on bargain purchase                   | (206)        | -              |
| Earn out expense                                    | 3,640        | -              |
| Impairment                                          | 4,074        | -              |
| Impairment of goodwill                              | 4,471        | 2,700          |
| Impairment loss on trade receivables                | 1,767        | 80             |
| Profit of disposal of plant and equipment           | (17)         | (29)           |
|                                                     | <u>2,616</u> | <u>(6,791)</u> |
| <i>Movement in working capital:</i>                 |              |                |
| <i>(Increase)/decrease in assets:</i>               |              |                |
| Trade and other receivables                         | (4,317)      | (553)          |
| Inventory                                           | (784)        | (77)           |
| Other current assets                                | (267)        | (2,907)        |
| Deferred tax assets                                 | (2,153)      | (286)          |
| <i>Increase/(decrease) in liabilities:</i>          |              |                |
| Trade and other payables                            | 13,471       | 764            |
| Current tax liabilities                             | (185)        | 43             |
| Provisions                                          | 741          | 782            |
| Deferred tax liabilities                            | 846          | 255            |
| Net cash (used in)/provided by operating activities | <u>5,757</u> | <u>(8,767)</u> |

## 16. Segment results

Segment profit represents the profit before tax earned by each segment without allocation of central administration costs and directors' salaries, share of profit of associates, investment income, other gains and losses, as well as finance costs. This is the measure reported to the Board of Directors for the purposes of resource allocation and assessment of segment performance.

For the year ended 30 June 2019, the segments of the Group have shifted with the acquisition of Black & White Cabs. Segments are now based on line of business. Fleet segment information has been provided by State as a comparative to the prior period.

**Notes to the Consolidated Financial Statements**  
**For the year ended 30 June 2019**



**FLEET**

| Year ended 30 June 2019                                                                                       | Victoria<br>\$'000 | NSW<br>\$'000  | QLD<br>\$'000  | WA<br>\$'000 | Network<br>\$'000 | Adflow<br>\$'000 | Total<br>Segments<br>\$'000 | Corporate<br>& Other<br>\$'000 | Adjusts.<br>and<br>Elims.<br>\$'000 | Total<br>\$'000 |
|---------------------------------------------------------------------------------------------------------------|--------------------|----------------|----------------|--------------|-------------------|------------------|-----------------------------|--------------------------------|-------------------------------------|-----------------|
| <b>Revenue</b>                                                                                                |                    |                |                |              |                   |                  |                             |                                |                                     |                 |
| External customers                                                                                            | 3,557              | 18,783         | 20,278         | 291          | 26,252            | 2,289            | 71,450                      | 136                            | (7,994)                             | 63,592          |
|                                                                                                               | <b>3,557</b>       | <b>18,783</b>  | <b>20,278</b>  | <b>291</b>   | <b>20,252</b>     | <b>2,289</b>     | <b>71,450</b>               | <b>136</b>                     | <b>(7,994)</b>                      | <b>63,592</b>   |
| <b>Results</b>                                                                                                |                    |                |                |              |                   |                  |                             |                                |                                     |                 |
| Operating (loss)/profit before initial public offer expenses, finance costs and depreciation and amortisation | (672)              | 637            | (6,312)        | (15)         | 3,103             | 695              | (2,563)                     | (4,348)                        | -                                   | (6,913)         |
| Initial public offer expense                                                                                  | -                  | -              | -              | -            | -                 | -                | -                           | -                              | -                                   | -               |
| Impairment of goodwill                                                                                        | -                  | (4,471)        | -              | -            | -                 | -                | (4,471)                     | -                              | -                                   | (4,471)         |
| Gain on bargain purchase                                                                                      | -                  | -              | -              | 206          | -                 | -                | 206                         | -                              | -                                   | 206             |
| Finance costs                                                                                                 | (158)              | (491)          | (248)          | -            | (191)             | (101)            | (1,189)                     | (610)                          | -                                   | (1,799)         |
| Depreciation and amortisation                                                                                 | (886)              | (2,711)        | (2,684)        | (28)         | (1,376)           | (526)            | (8,211)                     | (106)                          | (289)                               | (8,606)         |
| Income tax benefit/(expense)                                                                                  | -                  | -              | -              | -            | -                 | -                | -                           | 1,771                          | -                                   | 1,771           |
| <b>Total segment results</b>                                                                                  | <b>(1,716)</b>     | <b>(7,036)</b> | <b>(9,244)</b> | <b>163</b>   | <b>1,536</b>      | <b>68</b>        | <b>(16,228)</b>             | <b>(3,293)</b>                 | <b>(289)</b>                        | <b>(19,811)</b> |

| Year ended 30 June 2019 | Victoria<br>\$000's | NSW<br>\$000's | QLD<br>\$000's | WA<br>\$000's | Network<br>\$000's | Adflow<br>\$'000 | Total<br>Segments<br>\$'000 | Corporate<br>& Other<br>\$000's | Adjusts<br>and Elims.<br>\$000's | Total<br>\$000's |
|-------------------------|---------------------|----------------|----------------|---------------|--------------------|------------------|-----------------------------|---------------------------------|----------------------------------|------------------|
| Total Assets            | 2,612               | (5,591)        | (71)           | 996           | 11,283             | 8,203            | 17,432                      | 40,266                          | (8,603)                          | 49,095           |
| Total Liabilities       | 4,004               | 5,055          | 5,392          | 260           | 7,116              | 7,699            | 29,526                      | 15,298                          | 1,231                            | 46,055           |

**Notes to the Consolidated Financial Statements**  
**For the year ended 30 June 2019**



|                                                                                                        | Victoria       | NSW            | QLD            | Total<br>Segments | Corporate<br>& Other | Adjusts.<br>and<br>Elims. | Total           |
|--------------------------------------------------------------------------------------------------------|----------------|----------------|----------------|-------------------|----------------------|---------------------------|-----------------|
| Year ended 30 June 2018                                                                                | \$'000         | \$'000         | \$'000         | \$'000            | \$'000               | \$'000                    | \$'000          |
| <b>Revenue</b>                                                                                         |                |                |                |                   |                      |                           |                 |
| External customers                                                                                     | 5,533          | 15,331         | 11,925         | 32,789            | 89                   | (167)                     | 32,711          |
| <b>Result</b>                                                                                          |                |                |                |                   |                      |                           |                 |
| Operating profit before initial public offer expenses, finance costs and depreciation and amortisation | (360)          | (1,281)        | (511)          | (2,152)           | (2,987)              | -                         | (5,139)         |
| Initial public offer expenses                                                                          | -              | -              | -              | -                 | (11,801)             | -                         | (11,801)        |
| Impairment loss on goodwill                                                                            | -              | -              | (2,700)        | (2,700)           | -                    | -                         | (2,700)         |
| Finance costs                                                                                          | (40)           | (399)          | (76)           | (515)             | (13,961)             | -                         | (14,476)        |
| Depreciation and amortisation                                                                          | (680)          | (1,810)        | (1,165)        | (3,655)           | (23)                 | -                         | (3,678)         |
| Income tax (benefit)/expense                                                                           | -              | -              | -              | -                 | (68)                 | -                         | (68)            |
| <b>Total segment results</b>                                                                           | <b>(1,080)</b> | <b>(3,490)</b> | <b>(4,452)</b> | <b>(6,322)</b>    | <b>(28,840)</b>      | <b>-</b>                  | <b>(37,862)</b> |
|                                                                                                        |                |                |                |                   |                      |                           |                 |
|                                                                                                        | Victoria       | NSW            | QLD            | Total<br>Segments | Corporate<br>& Other | Adjusts.<br>and<br>Elims. | Total           |
| Year ended 30 June 2018                                                                                | \$'000         | \$'000         | \$'000         | \$'000            | \$'000               | \$'000                    | \$'000          |
| Total Assets                                                                                           | 3,874          | 19,442         | 7,851          | 31,167            | 21,224               | (21,112)                  | 31,279          |
| Total Liabilities                                                                                      | 3,481          | 18,160         | 4,069          | 25,710            | 2,407                | (15,123)                  | 12,994          |