

# FOREWORD TO TESSERENT'S AUDITED FY 21 HALF YEARLY REPORT

Turnover increases YoY by 500% to \$36.5M

Operational EBITDA increases by \$4.6M to \$2.9M

Net assets increase from \$16.5M to \$65M

Cash at bank increases from \$4M to \$8M

On track to deliver ambition of \$150M turnover run rate at June 30 2021

Tesserent Limited (ASX:TNT, Tesserent or the Company) is pleased to provide the Company's Half Yearly Audited Report for the half-year ended 31 December 2020. The Board notes the following points regarding the progress of the Company's strategy and performance during and after the reporting period.

The Company utilised the extension of time granted by ASIC for lodgment of Half Year Reports for balance dates ending on or before 7 January 2021. There were no material changes between the unaudited/unreviewed accounts and the audited/reviewed accounts. A summary of non-material changes is as follows:

Income Statement: No Change
Cash Flow Statement: No Change

Balance Sheet: A reclassification of c\$800k from Non-Current Assets to Current

Assets in regard to lease liabilities, which did not result in a change to

Net Assets.

## **Key Highlights for H1 FY21**

- Financial achievements:
  - O \$36.5M Turnover<sup>1</sup> achieved (in excess of <u>500% growth</u> on same period last FY)
  - O \$2.9M Operational EBITDA<sup>3</sup> achieved against a prior period loss of \$1.7M
  - O Maintains the Companies ambition to achieve a \$150M turnover by June 30 2021
- Acquisitions:
  - O Seer Security (completed August 2020)
  - O Airloom (completed September 2020)
  - O Ludus Cybersecurity (completed September 2020)
  - O iQ3 (completed November 2020)
  - O Lateral Security NZ (completed February 2021)
- Joint Ventures:
  - Optic TNT Security Pty. Ltd. JV with NZ-based Secure Optic (announced November 2020)
- Listed on <u>ASX All Tech Index (S&P/ASX All Technology Index)</u>



• Entered NZ market with acquisition of Lateral Security

#### The H2 FY21 Results will benefit from:

- The inclusion of 5 months results from Lateral Security which completed in February 21
- The inclusion of the full 6 months revenue and earnings for the following acquisitions:
  - O Seer Security (5 months in H1 results)
  - O Airloom (4 months in H1 results)
  - O Ludus Cybersecurity (4 months in H1 results)
  - O iQ3 (2 months in H1 results)
- Strong organic growth with significant uplift across our Government projects.

## **Explanation of Results**

H1 FY21 saw Tesserent achieve transformational business growth, resulting from strategic acquisitions and increased business unit cross-sales which created shareholder value in a number of key areas including a significant uplift in market capitalisation and share price.

Whilst the Company's comparative YoY revenue and earnings is strong, the H1 FY21 statutory results are still backward-looking and are not a current reflection of the Company's current or go-forward financial position.

As a result of these aforementioned acquisitions, significant upfront (one-off) costs were incurred without the full half-year financial benefits (Figure 3) being recognised in the H1 FY21 statutory accounts (Figure 1). The Company's Employee Share Option Plan (ESOP) which is a significant way to attract and maintain a highly skilled workforce in a competitive market and provides tax benefits was another expense recognised in the statutory accounts.

|                                       | Six months ending: |                   | Variance (\$) | Variance |
|---------------------------------------|--------------------|-------------------|---------------|----------|
|                                       | Dec 2020 (\$'000)  | Dec 2019 (\$'000) | variance (\$) | (%)      |
| Turnover <sup>1</sup>                 | 36,486             | 6,095             | 30,391        | 500%     |
| Statutory Revenue                     | 28,870             | 5,311             | 23,559        | 444%     |
| Underlying EBITDAC <sup>2</sup>       | 4,662              | (279)             | 4,941         | n/c      |
| Operational EBITDA <sup>3</sup>       | 2,911              | (1,661)           | 4,572         | n/c      |
| Operational Depreciation              | (927)              | (382)             | (545)         | 143%     |
| Operational EBIT <sup>3</sup>         | 1,984              | (2,043)           | 4,027         | n/c      |
| Operational Finance costs             | (198)              | (236)             | 38            | -16%     |
| Profit/(loss) before tax <sup>4</sup> | 1,786              | (2,279)           | 4,065         | n/c      |
| One-off acquisition costs             | (2,715)            | (1,008)           | (1,707)       | 169%     |
| Acquisition finance costs             | (2,219)            | (19)              | (2,200)       | n/c      |
| Amortisation of identifiable          | (402)              | (93)              | (309)         | 332%     |
| intangibles (on acquisition)          | (402)              | (93)              | (309)         | 33270    |
| ESOP option expense for Staff         | (2,630)            | (586)             | (2,044)       | 349%     |
| Subtotal                              | (7,966)            | (1,706)           |               |          |
| Statutory loss before tax             | (6,180)            | (3,985)           | (2,195)       | 55%      |

<sup>1</sup> Turnover includes gross income on certain third-party software licence sales - treated on a net basis for statutory reporting

#### **ASX ANNOUNCEMENT**

Melbourne - 11 March 2021



2 EBITDAC is Earnings Before Interest, Tax, Depreciation, Amortisation and Corporate costs 3 Before One-off acquisition costs and Share option expense 4 Before One-off acquisition costs, Acquisition finance costs and Share option expense

Figure 1: Actual H1 FY21 Headline Results

• The items highlighted and subtotalled above \$7,966,000 include \$5,364,000 (67%) that were noncash payments.

#### **Future Focus:**

Tesserent, through its Cyber 360 strategy, continues to focus on building out a one-stop-shop that provides a complete end-to-end cybersecurity solution for its clients. A primary objective is to maximise shareholder value by increasing earnings margins through the growth of high-margin annuity-based income and the inclusion of proprietary intellectual property in its solutions.

The Company's previously stated goals for FY21 remain:

- Deliver our Cyber 360 capabilities to an increasing number of Australian organisations
- Integrate acquisitions to maximise synergy efficiencies and drive organic revenue growth through cross-selling
- Focus on capturing market share in three key markets: Government (including Defence), Critical Infrastructure and Banking & Finance
- Continuing to drive the Company's acquisition strategy to expand on Cyber 360 capabilities and increase shareholder value through incremental EPS growth
- Building out high-value recurring annuity revenue streams
- Expand proprietary intellectual property to drive high-margin product and service offerings
- Explore International expansion opportunities with a focus on Australia's key Five Eyes allies, which consists of the USA, UK, NZ and Canada

The Company looks forward to providing further updates on its future financial and commercial objectives no later than the end of March 2021.

For further information, please contact:

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Authorised for release by the Tesserent Board



ABN 13 605 672 928
CONSOLIDATED FINANCIAL REPORT

FOR THE HALF-YEAR ENDED
31 DECEMBER 2020



#### DIRECTORS' REPORT

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

#### **Directors**

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

#### Ongoing

Geoff Lord – Non-Executive Chairman (appointed 10 January 2020)
Gregory Baxter – Non-Executive Director (appointed 16 November 2016)
Julian Challingsworth – Co-Managing Director and Co-CEO (appointed 1 August 2018)
Kurt Hansen - Co-Managing Director and Co-CEO (appointed 12 December 2019)

### Newly Appointed

Megan Haas (appointed 19 January 2021) - Non-Executive Director

#### Retired

Patrick Flannigan (resigned 18 January 2021) - Non-Executive Director

## **Principal Activities**

Tesserent provides full-service, end-to-end Cyber Security via it's "Cyber 360" offering, delivered both directly and via industry partners to a wide range of Australian and international customers, including corporate enterprises, government customers and education providers. These services are typically provided on multi-year, fixed term contracts and/or on a project-by-project basis.

## **Operating Result**

The net loss for the consolidated entity after providing for income tax amounted to \$5,972,577 (31 December 2019: loss \$3,765,371). The loss was significantly inflated due to one-off business acquisition costs of \$2,715,237, employee share option expense of \$2,629,520 and loan facility costs of \$2,218,901.

## **Review of Operations**

H1 FY21 saw Tesserent achieve transformational business growth, resulting from strategic acquisitions and increased business unit cross-sales which created shareholder value in a number of key areas including a significant uplift in market capitalisation and share price.

Whilst the Company's comparative YoY revenue and earnings is strong, the H1 FY21 statutory results are still backward-looking and are not a current reflection of the Company's current or go-forward financial position.

As a result of these aforementioned acquisitions, significant upfront (one-off) costs were incurred without the full half-year financial benefits being recognised in the H1 FY21 statutory accounts. The Company's Employee Share Option Plan (ESOP) which is a significant way to attract and maintain a highly skilled workforce in a competitive market and provides tax benefits was another expense recognised in the statutory accounts.



#### Future Focus

Tesserent, through its Cyber 360 strategy, continues to focus on building out a one-stop-shop that provides a complete end-to-end cybersecurity solution for its clients. A primary objective is to maximise shareholder value by increasing earnings margins through the growth of high-margin annuity-based income and the inclusion of proprietary intellectual property in its solutions.

The Company's previously stated goals for FY21 remain:

- Deliver our Cyber 360 capabilities to an increasing number of Australian organisations
- Integrate acquisitions to maximise synergy efficiencies and drive organic revenue growth through cross-selling
- Focus on capturing market share in three key markets: Government (including Defence),
   Critical Infrastructure and Banking & Finance
- Continuing to drive the Company's acquisition strategy to expand on Cyber 360 capabilities and increase shareholder value through incremental EPS growth
- Building out high-value recurring annuity revenue streams
- Expand proprietary intellectual property to drive high-margin product and service offerings
- Explore International expansion opportunities with a focus on Australia's key Five Eyes allies, which consists of the USA, UK, NZ and Canada

## Significant Changes in the State of Affairs

Other than the matters referred to above, in the opinion of the Directors, there were no significant changes in the state of affairs of Tesserent that occurred during the half year ended 31 December 2020.

## Post Balance Date Events

## <u>Appointment of Megan Haas as a Director</u>

On 19 January 2021, the Board was pleased to announce the appointment of Megan Haas as a non-executive director. Megan has an extensive background as a cyber, risk and governance expert, bringing 30+ years of global cyber experience to the Company.

As part of this appointment, Mr. Patrick Flannigan resigned from the Board. The Board thanks Patrick for his guidance and support during his tenure in which the Company has experienced significant growth.

## Completion of acquisition of Lateral Security

The Company has completed the acquisition of NZ based Lateral Security (IT) Services Ltd, announced to the market on 17 December 2020, with an initial cash payment of \$1.068 million on 12 February 2021 and the pending issue of 6.25 million shares.

Apart from the above, there were no other post balance date events.

## Dividends

The Directors have resolved to not declare a dividend for the half year (2020: nil).



## Proceedings on behalf of the Company

No person has applied to the Court under Section 237 of the Corporations Act 2001 for leave to bring proceedings on behalf of the Company, or to intervene in any proceedings to which the Company is a party for the purpose of taking responsibility on behalf of the Company for all or part of those proceedings.

## Auditor's Independence Declaration

A copy of the auditor's independence declaration, as required under section 307C of the Corporations Act 2001, is set out on the following page.

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

On behalf of the directors

Julian Challingsworth

Co-Managing Director and Co-CEO

11 March 2021



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## DECLARATION OF INDEPENDENCE BY DAVID GARVEY TO THE DIRECTORS OF TESSERENT LIMITED

As lead auditor for the review of Tesserent Limited for the half-year ended 31 December 2020, I declare that, to the best of my knowledge and belief, there have been:

- 1. No contraventions of the auditor independence requirements of the *Corporations Act 2001* in relation to the review; and
- 2. No contraventions of any applicable code of professional conduct in relation to the review.

This declaration is in respect of Tesserent Limited and the entities it controlled during the period.

David Garvey Director

**BDO Audit Pty Ltd** 

Melbourne, 11 March 2021



## Consolidated Statement of Profit or Loss and Other Comprehensive Income

FOR THE HALF-YEAR ENDED 31 DECEMBER 2020

|  | Notes | December<br>2020<br>\$ | December<br>2019<br>\$ |
|--|-------|------------------------|------------------------|
| Revenue  |       |                        |                        |
| Revenue from continuing operations                               | 2     | 28,869,560             | 5,310,730              |
| Other income   | 2     | 208,237                | 44,668                 |
| Expenses   |       |                        |                        |
| Software licence and connectivity fees                           |       | (4,774,872)            | (2,375,158)            |
| Employee benefits expense  |       | (14,079,004)           | (2,835,187)            |
| Contractor expense   |       | (4,350,422)            | (29,208)               |
| Administration expenses  |       | (195,768)              | (376,560)              |
| Bad and doubtful debts   |       | (17,500)               | (255,804)              |
| Communication costs  |       | (830,956)              | (239,101)              |
| Consulting and legal costs                                       |       | (226,888)              | (640,629)              |
| Advertising and promotion  |       | (160,004)              | (59,026)               |
| Travel expenses  |       | (116,490)              | (76,391)               |
| Business acquisition costs                                       |       | (2,715,237)            | (1,007,860)            |
| Share option expense   |       | (2,629,520)            | (585,843)              |
| Depreciation and amortisation                                    |       | (1,329,295)            | (382,548)              |
| Finance costs  |       | (2,416,775)            | (254,900)              |
| Other expenses   |       | (1,414,876)            | (222,278)              |
| Loss before income tax   |       | (6,179,810)            | (3,985,095)            |
| Income tax benefit (expense)                                     |       | 207,233                | 219,724                |
| Loss after income tax from continuing operations                 |       | (5,972,577)            | (3,765,371)            |
| Net loss for the period  |       | (5,972,577)            | (3,765,371)            |
| Net loss attributable to members of the parent                   |       | (5,972,577)            | (3,765,371)            |
| Total other comprehensive income for the period                  |       |                        | 5                      |
| Total comprehensive income attributable to members of the parent |       | (5,972,577)            | (3,765,371)            |
| Earnings per share (cents per share)                             |       |                        |                        |
| - Basic earnings per share for the half-year (cents)             |       | (0.82)                 | (1.46)                 |
| - Diluted earnings per share for the half-year (cents)           |       | (0.82)                 | (1.46)                 |

The above consolidated statement of profit and loss and other comprehensive income should be read in conjunction with the accompanying notes



## **Consolidated Statement of Financial Position**

AS AT 31 DECEMBER 2020

|                                 | Notes | December<br>2020<br>\$ | June<br>2020<br>\$ |
|---------------------------------|-------|------------------------|--------------------|
| ASSETS                          |       |                        | 7                  |
| Current Assets                  |       |                        |                    |
| Cash and cash equivalents       |       | 7,984,163              | 4,349,619          |
| Trade and other receivables     |       | 15,451,154             | 7,422,720          |
| Prepayments                     |       | 1,746,183              | 1,381,921          |
| Inventories                     |       | 62,647                 | 63,616             |
| Other current assets            |       | 2,346,611              | 779,888            |
| Current tax asset               |       | 184,933                | 288,288            |
| Total Current Assets            |       | 27,775,691             | 14,286,052         |
| Non-current Assets              |       |                        |                    |
| Plant and equipment             |       | 2,650,800              | 862,719            |
| Intangible assets               | 4     | 7,217,099              | 7,618,949          |
| Goodwill                        | 5     | 71,434,391             | 15,964,917         |
| Right-of-use assets             | o .   | 7,716,316              | 3,920,481          |
| Other non-current assets        |       | 808,445                | 624,984            |
| Total Non-current Assets        |       | 89,827,051             | 28,992,050         |
| TOTAL ASSETS                    |       | 117,602,742            | 43,278,102         |
| LIABILITIES                     |       |                        |                    |
| Current Liabilities             |       | 10 771 700             | 7 400 500          |
| Trade and other payables        |       | 12,771,736             | 7,468,588          |
| Contract liabilities            |       | 3,615,416              | 2,651,341          |
| Lease liabilities               |       | 2,158,982              | 1,046,478          |
| Provisions                      |       | 2,513,709              | 842,917            |
| Current tax payable             |       | 1,144,881              |                    |
| Deferred settlement liabilities |       | 10,724,561             | 4,713,959          |
| Total Current Liabilities       |       | 32,929,285             | 16,723,283         |
| Non-current Liabilities         |       |                        |                    |
| Contract liabilities            |       | 117,987                | 128,501            |
| Lease liabilities               |       | 5,432,373              | 3,489,468          |
| Borrowings                      | 6     | 9,910,423              | 3,636,860          |
| Provisions                      |       | 494,556                | 666,071            |
| Deferred settlement liabilities |       | 1,450,648              | 686,281            |
| Deferred tax liability          |       | 2,147,220              | 1,440,176          |
| Total Non-current Liabilities   |       | 19,553,207             | 10,047,357         |
| TOTAL LIABILITIES               |       | 52,482,492             | 26,770,640         |
| NET ASSETS                      |       | 65,120,250             | 16,507,462         |
| EQUITY                          |       |                        |                    |
| Issued capital                  | 7     | 86,858,201             | 29,484,606         |
| Converting notes                |       |                        | 6,531,698          |
| Reserves                        |       | 6,029,384              | 1,840,523          |
| Accumulated losses              |       | (27,767,335)           | (21,349,365)       |
|                                 |       | 65,120,250             | 16,507,462         |

The above consolidated statement of financial position should be read in conjunction with the accompanying notes

## Consolidated Statement of Changes in Equity



FOR THE HALF-YEAR ENDED 31 DECEMBER 2020

|  | Issued<br>Capital<br>\$ | Converting<br>Notes<br>\$ | Reserves    | Accumulated<br>Losses<br>\$ | Total Equity<br>\$ |
|--|-------------------------|---------------------------|-------------|-----------------------------|--------------------|
| At 1 July 2019   | 13,754,507              | ÷                         | 772,900     | (14,166,447)                | 360,960            |
| Adjustment from adoption of AASB 16, net of tax        | 1 <del>5</del> 1        | =                         | -           | (13,612)                    | (13,612)           |
| Profit/(loss) after tax for the period                 | (SE)                    | =                         | 2           | (3,765,371)                 | (3,765,371)        |
| Total comprehensive income for the period              | :=:                     | 2                         | 2           | (3,778,983)                 | (3,778,983)        |
| Transactions with owners in theor capacity as owne     | rs:                     |                           |             |                             |                    |
| Shares issued during the period                        | 9,394,749               | _                         | (221,250)   | -                           | 9,173,499          |
| Convertible notes issued during the period             | (=)                     | 8,495,000                 |             | -                           | 8,495,000          |
| Warrants issued during the period                      | :                       | -                         | 1,448,400   | :=:                         | 1,448,400          |
| Capital raising costs                                  | (354,171)               | (426,540)                 | -           | E=                          | (780,711)          |
| Share option expense, net of tax                       | (4)                     | ¥                         | 343,106     | : <u>**</u>                 | 343,106            |
|  | 9,040,578               | 8,068,460                 | 1,570,256   | (7)                         | 18,679,294         |
| At 31 December 2019                                    | 22,795,085              | 8,068,460                 | 2,343,156   | (17,945,430)                | 15,261,271         |
| At 1 July 2020   | 29,484,606              | 6,531,698                 | 1,840,523   | (21,349,365)                | 16,507,462         |
| Profit/(loss) after tax for the period                 |                         |                           |             | (5,972,577)                 | (5,972,577)        |
| Total comprehensive income for the period              |                         |                           | - T         | (5,972,577)                 | (5,972,577)        |
| Transactions with owners in their capacity as owner    | e.                      |                           |             |                             |                    |
| Shares issued during the period                        | 9,092,502               | Harris V.                 | 1000        |                             | 9,092,502          |
| Share based payments                                   | 1,731,401               |                           |             |                             | 1,731,401          |
| Shares issued as part of business combinations         | 37,517,240              |                           |             |                             |                    |
| Distributions to convertible note holders              | 37,317,240              | 189,704                   |             | (180.704)                   | 37,517,240         |
| Shares issued on conversion of convertible notes       | 7,172,176               |                           |             | (189,704)                   |                    |
|  |                         | (6,721,402)               |             | (450,774)                   | 460 500            |
| Shares to be issued on conversion of convertible notes | 162,500                 | Charles ad the L          | store the   | n tuestes                   | 162,500            |
| Capital raising costs                                  | (168,518)               |                           | 4 004 000   | •                           | (168,518)          |
| Warrants issued during the period                      | 4 440 400               |                           | 4,994,096   |                             | 4,994,096          |
| Warrants exercised                                     | 1,448,400               |                           | (1,448,400) |                             |                    |
| Share option expense                                   | •                       |                           | 2,629,520   |                             | 2,629,520          |
| Options converted                                      | 417,894                 |                           | (417,894)   |                             |                    |
| Options expired  |                         |                           | (195,085)   | 195,085                     | •                  |
| Deferred tax   |                         |                           | (1,373,376) | <b>等等性的特殊</b>               | (1,373,376)        |
|  | 57,373,595              | (6,531,698)               | 4,188,861   | (445,393)                   | 54,585,365         |
| At 31 December 2020                                    | 86,858,201              |                           | 6,029,384   | (27,767,335)                | 65,120,250         |

The above consolidated statement of changes in equity should be read in conjunction with the accompanying notes

## **Consolidated Statement of Cash Flows**



FOR THE HALF-YEAR ENDED 31 DECEMBER 2020

|   | Notes | December<br>2020<br>\$ | December<br>2019<br>\$ |
|---|-------|------------------------|------------------------|
| Cash flows from operating activities                      |       |                        |                        |
| Receipts from customers                                   |       | 35,539,180             | 3,804,576              |
| Payments to suppliers and employees                       |       | (38,800,368)           | (6,494,879)            |
| Government grant income                                   |       | 175,000                |                        |
| Research and development tax concession                   |       | 137,335                | -                      |
| Income tax paid/(refund)                                  |       | 35,017                 |                        |
| Net cash flows from operating activities                  | _     | (2,913,836)            | (2,690,303)            |
| Cash flows from investing activities                      |       |                        |                        |
| Purchase of plant and equipment                           |       |                        | *                      |
| Payments for business combinations (net of cash acquired) | 8     | (5,326,356)            | (9,760,907)            |
| Business combination acquisition costs                    |       | (882,758)              | (47,005)               |
| Net cash flows from investing activities                  |       | (6,209,114)            | (9,807,912)            |
| Cash flows from financing activities                      |       |                        |                        |
| Proceeds from share issues, net of costs                  |       | 9,024,232              | 1,997,004              |
| Proceeds from borrowings                                  |       | 10,000,000             | 5,000,000              |
| Proceeds from converting notes                            |       | The Assert Control     | 8,495,000              |
| Repayment of lease liabilities                            |       | (2,963,130)            | (207,541)              |
| Payment of deferred settlement liabilities                |       | (2,348,157)            | (146,435)              |
| Interest received   |       | 3,168                  | 6,507                  |
| Interest and other finance costs paid                     |       | (958,619)              | (91,693)               |
| Net cash flows from financing activities                  |       | 12,757,494             | 15,052,842             |
| Net increase/(decrease) in cash and cash equivalents      |       | 3,634,544              | 2,554,627              |
| Cash and cash equivalents at beginning of period          |       | 4,349,619              | 999,660                |
| Cash and cash equivalents at end of period                |       | 7,984,163              | 3,554,287              |

The above consolidated statement of of cash flows should be read in conjunction with the accompanying notes

## **Notes to the Consolidated Financial Statements**



FOR THE HALF-YEAR ENDED 31 DECEMBER 2020

#### 1 STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES

#### (a) Basis of preparation of the half-year financial report

The half-year financial report does not include all notes of the type normally included within the annual financial report and therefore does not provide as full an understanding of the financial performance, financial position and financing and investing activities of the consolidated entity as the full financial report. It is therefore recommended that the half-year consolidated financial report should be read in conjunction with the annual consolidated Financial Report of Tesserent Limited as at 30 June 2020, together with any public announcements made by Tesserent Limited and its controlled entities during the half-year ended 31 December 2020 in accordance with the continuous disclosure obligations arising under the Corporations Act 2001 and the ASX listing rules.

The consolidated financial statements comprise the financial statements of the parent entity, Tesserent Limited and its subsidiaries ('the Group').

The half-year financial report is a general-purpose financial report, which has been prepared in accordance with the requirements of the Corporations Act 2001 and applicable Accounting Standards including AASB 134 - Interim Financial Reporting. Compliance with AASB 134 ensures that the financial statements and notes comply with International Financial Reporting Standard IAS 34 - Interim Financial Reporting. The Group is a for-profit entity for financial reporting purposes under Australian Accounting Standards.

The half-year financial report has been prepared on a historical cost basis.

For the purposes of preparing the half-year financial report, the half-year has been treated as a discrete reporting period.

#### (b) New Accounting Standards

The Group has adopted all new and revised Australian Accounting Standards and Interpretations that became effective for the first time and are relevant to the Group.

#### (c) Significant Accounting Policies

The half-year consolidated financial statements have been prepared using the same accounting policies as used in the annual financial statements for the year ended 30 June 2020 and the corresponding interim reporting period.

## (d) Reviewed accounts status

The Company applied class relief under ASIC instrument 2020/1080 to extend the lodgement date of its reviewed accounts on 26 February 2021. The only change from the unreviewed accounts dated 26 February 2021 and these accounts is the reclassification of lease liabilities between current and non-current liabilities, upon review.

## 2 REVENUE

|                             | December<br>2020 | December<br>2019 |
|-----------------------------|------------------|------------------|
|                             | \$               | \$               |
| (i) Revenue                 |                  |                  |
| Hardware and software sales | 2,842,440        | 1,082,617        |
| Managed Services            | 7,368,686        | 3,204,337        |
| Professional services       | 18,658,434       | 1,023,776        |
|                             | 28,869,560       | 5,310,730        |
| (ii) Other income           |                  |                  |
| Interest                    | 3,168            | 6,810            |
| Government grant income     | 175,000          |                  |
| Other                       | 30,069           | 37,858           |
|                             | 208,237          | 44,668           |

## Notes to the Consolidated Financial Statements



FOR THE HALF-YEAR ENDED 31 DECEMBER 2020

## 3 SEGMENT REPORTING

The Group operates predominantly in Australia.

An operating segment is a component of an entity that engages in business activities from which it may earn revenue and incur expenses, whose operating results are regularly reviewed by the Group's chief operating decision maker (Chief Executive Officer) in order to effectively allocate Group resources and assess performance.

|                                    | Professional                   | Managed                   |                   | Inter                  |             |
|------------------------------------|--------------------------------|---------------------------|-------------------|------------------------|-------------|
|                                    | Services                       | Services                  | Unallocated       | Segment                | Total       |
| Half year ended 31 December 2020   | \$                             | \$                        | \$                | \$                     | \$          |
| Sales to external customers        | 9,910,006                      | 18,959,554                |                   |                        | 28,869,560  |
| Inter segment sales                | 371,670                        | 336,144                   |                   | (707,814)              |             |
| Total sales revenue                | 10,281,676                     | 19,295,698                |                   | (707,814)              | 28,869,560  |
| Other revenue                      | 22,602                         | 185,615                   | 20                |                        | 208,237     |
| Total revenue                      | 10,304,278                     | 19,481,313                | 20                | (707,814)              | 29,077,797  |
| EBITDA                             | 1,840,111                      | 2,054,344                 | (6,328,195)       |                        | (2,433,740) |
| Depreciation and amortisation      | (34,609)                       | (889,723)                 | (404,963)         |                        | (1,329,295) |
| Finance expense                    | (11,053)                       | (186,821)                 | (2,218,901)       |                        | (2,416,775) |
| Profit/(loss) before income tax    | 1,794,449                      | 977,800                   | (8,952,059)       |                        | (6,179,810) |
| Total segment assets               | 5,631,011                      | 33,135,308                | 78,836,423        |                        | 117,602,742 |
| Total segment liabilities          | 3,296,349                      | 24,953,291                | 24,232,852        |                        | 52,482,492  |
| Half year ended 31 December 2019 * | Professional<br>Services<br>\$ | Managed<br>Services<br>\$ | Unallocated<br>\$ | Inter<br>Segment<br>\$ | Total<br>\$ |
| Tian year chaca or becomber 2010   | *                              |                           |                   | ,                      |             |
| Sales to external customers        | 1,023,776                      | 4,286,954                 | ň                 | ₩                      | 5,310,730   |
| Inter segment sales                |                                | 139,408                   | <u> </u>          | (139,408)              | <u> </u>    |
| Total sales revenue                | 1,023,776                      | 4,426,362                 | <u> </u>          | (139,408)              | 5,310,730   |
| Other revenue                      | 8                              | 44,660                    | 5                 | <u> </u>               | 44,668      |
| Total revenue                      | 1,023,784                      | 4,471,022                 | -                 | (139,408)              | 5,355,398   |
| Profit/(loss) before income tax    | (37,953)                       | (3,947,142)               | -                 | -                      | (3,985,095) |
| Total segment assets               | 10,052,835                     | 22,134,150                | =                 | -                      | 32,186,985  |
| Total segment liabilities          | 1,542,086                      | 15,383,628                | -                 | -                      | 16,925,714  |

<sup>\*</sup> The December 2019 segment analysis reflected how the chief operating decision maker reviewed the business at the time

## **Notes to the Consolidated Financial Statements**



FOR THE HALF-YEAR ENDED 31 DECEMBER 2020

## 4 INTANGIBLES

| INTANOIDEEO                           |  |                                |                |             |
|---------------------------------------|--|--------------------------------|----------------|-------------|
|                                       | Customer<br>contracts and<br>relationships<br>\$ | Intellectual<br>property<br>\$ | Software<br>\$ | Total       |
| Opening net book value at 1 July 2020 | 7,596,342  | 22,607                         |                | 7,618,949   |
| Amortisation charge                   | (401,850)  |                                |                | (401,850)   |
| Net book value at 31 December 2020    | 7,194,492  | 22,607                         |                | 7,217,099   |
| As at 31 December 2020                |  |                                |                |             |
| Cost                                  | 8,037,000  | 22,607                         | 2,112,432      | 10,172,039  |
| Accumulated impairment                |  |                                | (786,243)      | (786,243)   |
| Accumulated amortisation              | (842,508)  |                                | (1,326,189)    | (2,168,697) |
| Net book value                        | 7,194,492  | 22,607                         |                | 7,217,099   |
| As at 30 June 2020                    | Customer<br>contracts and<br>relationships<br>\$ | Intellectual<br>property<br>\$ | Software       | Total<br>\$ |
| Cost                                  | 8,037,000  | 22,607                         | 2,112,432      | 10,172,039  |
| Accumulated impairment                | -  | ,                              | (786,243)      | (786,243)   |
| Accumulated amortisation              | (440,658)  | -                              | (1,326,189)    | (1,766,847) |
| Net book value                        | 7,596,342  | 22,607                         |                | 7,618,949   |

## **Notes to the Consolidated Financial Statements**



FOR THE HALF-YEAR ENDED 31 DECEMBER 2020

## 5 GOODWILL

|  | \$         |
|--|------------|
| Opening net book value at 1 July 2020                                    | 15,964,917 |
| Additional amounts recognised through business combinations <sup>1</sup> | 54,912,674 |
| Additional amount recognised from prior year business combination        | 556,800    |
| Impairment charge  |            |
| Net book value at 31 December 2020                                       | 71,434,391 |

|   | <sup>1</sup> Current period acquisitions have bee | n provisionally acc | counted for       |                        |                      |
|---|---|---------------------|-------------------|------------------------|----------------------|
|   | Goodwill acquired through business con            | mbinations has bee  | en allocated to t | he following cash      | generating u         |
|   |   |                     |                   | December<br>2020<br>\$ | June<br>2020<br>\$   |
|   | Managed services                                  |                     |                   | 46,530,735             | 11,263,562           |
|   | Consulting services                               |                     |                   | 24,903,656             | 4,701,355            |
|   |   |                     |                   | 71,434,391             | 15,964,917           |
| ě | BORROWINGS  |                     |                   |                        |                      |
|   |   |                     |                   | December<br>2020<br>\$ | June<br>2020<br>\$   |
|   | Loan facility                                     |                     |                   | 15,000,000             | 5,000,000            |
|   | Fair value of attaching warrants                  |                     |                   | (4,994,096)            | (1,448,400           |
|   | Transaction costs                                 |                     |                   | (375,000)              | (137,500             |
|   | 0 20 00 00 00 00 00 00 00 00 00 00 00 00          |                     |                   | 9,630,904              | 3,414,100            |
|   | Amortisation of finance component (wa             | rrants and transact | tion costs)       | 279,519<br>9,910,423   | 222,760<br>3,636,860 |
|   | ISSUED CAPITAL                                    |                     |                   |                        |                      |
|   | a) Issued capital                                 | 31 Decem            | ber 2020          | 30 June                | 2020                 |
|   | p   | No.                 | \$                | No.                    | \$                   |
|   | Ordinary shares - fully paid                      | 998,319,200         | 86,858,201        | 511,834,114            | 29,484,606           |
|   | b) Reconciliation of issued capital               |                     |                   |                        |                      |
|   |   |                     |                   | Shares                 | 1                    |
|   |   |                     |                   | No.                    | \$                   |
|   | Balance at start of the period                    |                     |                   | 511,834,114            | 29,484,606           |
|   | Conversion of convertible notes                   |                     |                   | 143,443,516            | 7,172,176            |
|   | Conversion of entions                             |                     |                   | 56 450 000             | 3 657 896            |

|   | Shares<br>No. | \$         |
|---|---------------|------------|
| Balance at start of the period                          | 511,834,114   | 29,484,606 |
| Conversion of convertible notes                         | 143,443,516   | 7,172,176  |
| Conversion of options                                   | 56,450,000    | 3,657,896  |
| Shares issued as consideration in business combinations | 155,907,658   | 35,141,518 |
| Deferred settlement share issue                         | 33,671,652    | 2,375,722  |
| Conversion of warrants                                  | 73,357,612    | 7,300,900  |
| Equity settled payments                                 | 23,310,898    | 1,702,526  |
| Shares issued to employees                              | 343,750       | 28,875     |
| Shares to be issued in conversion of convertible notes  |               | 162,500    |
| Costs of issuing equity                                 |               | (168,518)  |
| Balance at end of the period                            | 998,319,200   | 86,858,201 |

## Notes to the Consolidated Financial Statements



FOR THE HALF-YEAR ENDED 31 DECEMBER 2020

#### 8 BUSINESS COMBINATIONS

During the half year, Tesserent Group completed the acquisitions of Seer Security Pty Ltd, Airloom Holdings Pty Ltd, Ludus Information Security Pty Ltd and iQ3 Pty Ltd. Details of the acquisitions were as follows:

#### Seer Security

On 4 August 2020, TNT Cyber Services Pty Ltd, a subsidiary of Tesserent Limited, acquired 100% of the ordinary shares of Seer Security Pty Ltd for consideration of \$20 million, with \$5.0 million cash and \$13,653,846 in issued share capital, being 76,923,077 shares issued at a fair value of \$0.1775 per share. In addition, a cash payment of \$1,383,158 was made post-completion as a working capital adjustment.

The cash consideration has been split, with \$2.5 million paid on completion, \$1.25 million payable 13 months after completion and the final payment 25 months after completion.

#### Airloom

On 11 September 2020, TNT Cyber Services Pty Ltd, a subsidiary of Tesserent Limited, acquired 100% of the ordinary shares of Airloom Holdings Pty Ltd for consideration of \$19,326,463, with \$8,440,028 cash and \$10,886,435 in issued share capital, being 39,950,221 shares issued at fair value of \$0.2725 per share.

The cash consideration has been split, with \$7.44 million paid on completion and \$1 million payable 12 months after completion upon achievement of set milestones.

#### Ludus Cybersecurity

On 11 September 2020, TNT Cyber Services Pty Ltd, a subsidiary of Tesserent Limited, acquired 100% of the ordinary shares of Ludus Information Security Pty Ltd for consideration of \$1,623,400 million, with \$535,500 cash and \$1,087,900 in issued share capital, being 4,440,410 shares issued at a fair value of \$0.245 per share.

The cash consideration has been split, with \$267,750 paid on completion and \$267,750 payable 12 months after completion.

In addition, an earnout capped at a maximum \$760,000 is due, 50% in cash, 50% in shares, based on a measure of FY21 EBITDA.

#### iQ3

On 28 October 2020, TNT Cyber Services Pty Ltd, a subsidiary of Tesserent Limited, acquired 100% of the ordinary shares of iQ3 Pty Ltd for consideration of \$18,147,986 with \$8,634,650 cash and \$9,513,336 in issued share capital, being 34,593,950 shares at fair value of \$0.275 per share.

The cash consideration has been split, with \$4,317,325 paid on completion and four deferred quarterly payments of \$1,079,331, payable over a 12-month period after completion.

The above Business combinations have been initially accounted for on a provisional basis.

## **Notes to the Consolidated Financial Statements**



FOR THE HALF-YEAR ENDED 31 DECEMBER 2020

## 8 BUSINESS COMBINATIONS (continued)

| Details of acquisitions:                    | Seer<br>Fair value<br>\$ | Airloom<br>Fair value<br>\$ | Ludus<br>Fair value<br>\$ | iQ3<br>Fair value<br>\$ | Total<br>\$ |
|---|--------------------------|-----------------------------|---------------------------|-------------------------|-------------|
| Cash  | 2,492,896                | 3,664,525                   | 210,146                   | 2,731,473               | 9,099,041   |
| Trade and other receivables                 | 942,971                  | 1,572,651                   | 217,499                   | 1,327,701               | 4,060,822   |
| Prepayments                                 | -                        | 52,093                      | 696                       | 258,444                 | 311,233     |
| Deposits                                    | 46,453                   | 41,015                      | 8                         | 103,762                 | 191,230     |
| Plant and equipment                         | ///<br>(=                | -                           | ¥                         | 1,559,178               | 1,559,178   |
| Right of use assets                         | -                        | -                           | =                         | 4,412,479               | 4,412,479   |
| Deferred tax assets                         | 29,970                   | (8,763)                     | 226,127                   | 211,766                 | 459,100     |
| Trade and other payables                    | (473,406)                | (2,118,646)                 | (138,831)                 | (2,534,919)             | (5,265,803) |
| Contract liabilities                        | (320,000)                | (348, 267)                  | -                         | (40,000)                | (708,267)   |
| Lease liabilities                           | =                        | 120                         | 2                         | (6,018,539)             | (6,018,539) |
| Employee benefit provisions                 | (194,095)                | (570,407)                   | (19,294)                  | (573,369)               | (1,357,165) |
| Provision for income tax                    | (695,904)                | (133,995)                   | (71,838)                  | (245,980)               | (1,147,717) |
| Net assets acquired                         | 1,828,885                | 2,150,207                   | 424,505                   | 1,191,996               | 5,595,593   |
| Goodwill                                    | 18,208,119               | 18,372,274                  | 1,437,381                 | 16,894,899              | 54,912,674  |
|   | 20,037,004               | 20,522,481                  | 1,861,886                 | 18,086,895              | 60,508,267  |
| Represented by:                             |                          |                             |                           |                         |             |
| Cash paid                                   | 3,883,158                | 7,440,028                   | 267,750                   | 2,834,461               | 14,425,397  |
| Issued capital                              | 13,653,846               | 10,886,435                  | 1,087,900                 | 9,513,336               | 35,141,518  |
| Deferred consideration                      | 2,500,000                | 2,196,018                   | 506,236                   | 5,739,098               | 10,941,352  |
|   | 20,037,004               | 20,522,481                  | 1,861,886                 | 18,086,895              | 60,508,267  |
| Cash used to acquire businesses:            |                          |                             |                           |                         |             |
| Purchase consideration paid                 | 3,883,158                | 7,440,028                   | 267,750                   | 2,834,461               | 14,425,397  |
| Less: cash and cash equivalents acquired    | (2,492,896)              | (3,664,525)                 | (210,146)                 | (2,731,473)             | (9,099,041) |
| Net cash payments for business combinations | 1,390,262                | 3,775,503                   | 57,604                    | 102,988                 | 5,326,356   |

### 9 CONTINGENT ASSETS AND LIABILITIES

There are no contingent assets or liabilities as at 31 December 2020.

## 10 EVENTS AFTER THE END OF THE INTERIM PERIOD

#### Director changes

On 19 January 2021, the Board was pleased to announce the appointment of Megan Haas as a non-executive director. Megan has an extensive background as a cyber, risk and governance expert, bringing 30+ years of global cyber experience to the Company.

As part of this appointment, Mr. Patrick Flannigan resigned from the Board. The Board thanks Patrick for his guidance and support during his tenure in which the Company has experienced significant growth.

## Completion of acquisition of Lateral Security

The Company completed the acquisition of NZ based Lateral Security (IT) Services Ltd, announced to the market on 17 December 2020, with an initial cash payment of \$1.068 million on 12 February 2021 and the pending issue of 6.25 million shares.

Apart from the items above, there has been no other matter or circumstance, which has arisen since 31 December 2020 that has significantly affected or may significantly affect the operations of the consolidated entity or the results of those operations or the state of affairs of the consolidated entity.

## **Directors' Declaration**



## FOR THE HALF-YEAR ENDED 31 DECEMBER 2020

In the opinion of the Directors of Tesserent Limited (the Company):

- (a) the financial statements and notes of the consolidated entity are in accordance with the Corporations Act 2001, including:
  - (i) giving a true and fair view of the financial position as at 31 December 2020 and the performance for the half-year ended on that date of the consolidated entity; and
  - (ii) complying with Accounting Standard AASB 134 Interim Financial Reporting; and
- (b) there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

On behalf of the Board of Directors

Julian Challingsworth

Co-Managing Director and Co-CEO

11 March 2021



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## INDEPENDENT AUDITOR'S REVIEW REPORT

To the members of Tesserent Limited

## Report on the Half-Year Financial Report

#### Conclusion

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

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the accompanying half-year financial report of the Group does not comply with the *Corporations Act 2001* including:

- (i) Giving a true and fair view of the Group's financial position as at 31 December 2020 and of its financial performance for the half-year ended on that date; and
- (ii) Complying with Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001.

#### Basis for conclusion

We conducted our review in accordance with ASRE 2410 Review of a Financial Report Performed by the Independent Auditor of the Entity. Our responsibilities are further described in the Auditor's Responsibilities for the Review of the Financial Report section of our report. We are independent of the Company in accordance with the auditor independence requirements of the Corporations Act 2001 and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants (including Independence Standards) (the Code) that are relevant to the audit of the annual financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We confirm that the independence declaration required by the *Corporations Act 2001* which has been given to the directors of the Company, would be the same terms if given to the directors as at the time of this auditor's review report.

### Responsibility of the directors for the financial report

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



## Auditor's responsibility for the review of the financial report

Our responsibility is to express a conclusion on the half-year financial report based on our review. ASRE 2410 requires us to conclude whether we have become aware of any matter that makes us believe that the half-year financial report is not in accordance with the *Corporations Act 2001* including giving a true and fair view of the Group's financial position as at 31 December 2020 and its financial performance for the half-year ended on that date and complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*.

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

**BDO Audit Pty Ltd** 

David Garvey

**Director** 

Melbourne, 11 March 2021