

## Market Release

17 May 2023

# FY23 Full Year Results Announcement

## AUDITED FINANCIAL RESULTS FOR THE YEAR TO 31 MARCH 2023

### Disciplined Execution Driving Strong Growth

Serko Limited (NZX & ASX: SKO), a leader in travel and expense management for business, today announces results for the year to 31 March 2023, with total income up 154%, reflecting strong growth and performance. Total income of \$48 million was just ahead of the revised FY23 guidance range of \$42 million to \$47 million.

#### Summary of Financial Results:<sup>1,2</sup>

- Total income \$48 million, up 154%
- Average revenue per booking \$9.56, up 65%
- Average revenue per completed room night €9.34, up 36%
- Online bookings of 4.1 million, up 93%
- Completed room nights on Booking.com for Business 1.5 million, up 381%
- EBITDAF loss of \$21.8 million, a 23% improvement
- Net loss after tax of \$30.5 million, a 15% improvement
- Cash and short-term deposits \$87.7 million
- Underlying average monthly cash burn \$2.7 million
- FY24 guidance for total income of \$63 million to \$70 million

*All dollar amounts are New Zealand dollars unless otherwise stated.*

Please find attached the following documents containing additional information:

- Market Release
- Results Announcement (NZX Appendix 2)
- Investor Presentation
- Annual Report
- ESG Report

These documents will also be made available on: [www.serko.com/investor-centre/](http://www.serko.com/investor-centre/)

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<sup>1</sup> Comparative numbers are for the prior comparative period (FY22) unless otherwise stated. Certain comparative numbers have been reclassified see note 1 of the Financial Statements for details.

<sup>2</sup> See notes to the Market Release for definitions of non-GAAP financial measures used.

## Full Year Results Call

The full year results will be discussed on a conference call at 11.00am (NZT) today.

A live webcast of the call can be accessed at the following link:

[https://event.webcasts.com/starthere.jsp?ei=1599337&tp\\_key=e978afbb21](https://event.webcasts.com/starthere.jsp?ei=1599337&tp_key=e978afbb21)

To participate in the call dial one of the following numbers 5-10 minutes prior to the call start time.

The call confirmation code is **167859**.

Location	Phone Type	Phone Number
New Zealand	Tollfree/Freephone	0800 423 972
New Zealand, Auckland	Local	+64 (0)9 9133 624
Australia	Tollfree/Freephone	1 800 590 693
Australia, Sydney	Local	+61 (0)2 7250 5438
Hong Kong, Hong Kong	Local	+852 5803 0798
Singapore	Tollfree/Freephone	800 120 7297
United Kingdom	Tollfree/Freephone	0800 279 0424
United Kingdom, Local	Local	+44 (0)330 165 3646
United States/Canada	Tollfree/Freephone	800-289-0459

For and on behalf of Serko by Shane Sampson, Chief Financial Officer.

ENDS

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