



**For ASX Release**

31 July 2018

## **Q4 FY18 Appendix 4C Cash Flow Statement & Update**

*Key highlights:*

- **Cash receipts for quarter up 253% to \$198k**
- **Quarterly customer revenue growth up 30% to \$164k**
- **Commercial program gains momentum as Gooroo strengthens its leadership position**

The Board of Gooroo Ventures Limited (“Gooroo” or “the Company”) is pleased to share with investors the following update for Q4 FY’18. Investors are encouraged to watch the video update by Founder & CEO, Mr Greg Muller at [www.goorooventures.com/blog](http://www.goorooventures.com/blog).

### **Strategic summary**

In the 12 months since Gooroo began marketing to enterprise clients, the Company has generated considerable interest in its capabilities and is expecting strong revenue acceleration and market engagement in the 2018-2019 financial year.

The opportunities for the application of the Company’s unique intellectual property have materially expanded. As a result, Gooroo has positioned itself in the market as the provider of strategic and transformative solutions that is attracting the attention of major organisations and partners.

In these increasingly turbulent, uncertain and challenging times, leaders recognise the need to reshape their environment in order to compete and succeed. Traditional methods and tools are ineffective in responding to market threats and dynamics that have not been seen or experienced before. With Gooroo however, leaders have access to unique intelligence about their people, delivering predictive insights about how they can achieve greater levels of collaboration, productivity, innovation, and ultimately better and more effective decisions.

Gooroo’s intelligent, SaaS-based technology platform and supporting tools are now being applied to:

- influence strategic decision making at the Board and executive leadership team level
- construct and deconstruct teams for improved performance and agility
- identify right fit candidates in recruitment processes
- recommend career pathways that are more aligned to and owned by the individual
- engage with customers in a more personalised way that motivates them to take action.

The Company works directly with clients and via partnerships to integrate this unique capability into their service, and customer product offerings.

Since mid-2017, Gooroo has been educating customers on what is possible. The progress to date should result in accelerating financial returns from a number of major partnerships and contracts currently in discussion, and new emerging revenue streams.

Over the past year, the Company has signed agreements with leading organisations such as KPMG, Randstad, Amrop Carmichael Fisher, Slade Group, Deloitte, Elabor8, Kinetic IT and the Victorian Government.



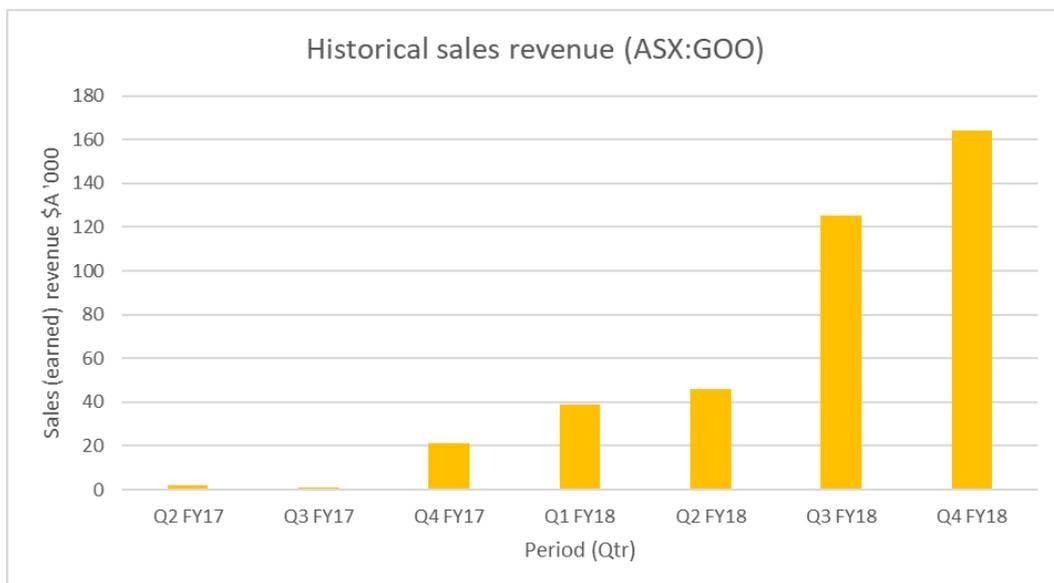
The Company is also working on a communications program that will seek to improve the investor market's understanding of the Gooroo value proposition and size of the commercial opportunities available to the business.

### Financial results<sup>1</sup>

Cash receipts for the quarter rose strongly (to \$198k, up 253%) off the back of invoicing and higher levels of outstanding receivables in the previous quarter. Cash receipts for the year finished at \$345k, up from \$16k (2017), a growth of over c2,000%.

As announced, investors should expect a further 30% growth in earned revenue compared to Q3 FY'18. This result combines to deliver a 240% growth in half year revenues (compared to H1 FY'18), and c1,500% growth year on year.

The Company held cash of \$1.55m at the end of the quarter. The Company is not forecasting any material increase in expenses in Q1FY'19 and is continuously monitoring and managing expenditure.



### Watch Gooroo's CEO Greg Muller talk about Q4:

<http://www.goorooventures.com/blog/2018/7/20/gooroo-momentum-continues-with-a-strong-finish-to-2018>.

To read more about how the Company is positioning with customers, visit: [www.gooroo.io](http://www.gooroo.io).

### Investor Enquiries

Mr Peter Nesveda  
Corporate Affairs & International Investor Relations  
Intuitive Pty Ltd  
Tel: +61 3 9504 8420, Mob: +61 (0) 412 357 375  
Email: [peter@intuitiveaustralia.com.au](mailto:peter@intuitiveaustralia.com.au)

### Media Enquiries

Ms Jocelyn Hunter  
Managing Director  
Bench PR  
Mob: +61 (0) 404 194 459  
Email: [jocelyn@benchpr.com.au](mailto:jocelyn@benchpr.com.au)

<sup>1</sup> Provisional, unaudited results



## About Gooroo

Gooroo is the global leader in the science of human thinking. Gooroo transforms the way people, organisations and communities make decisions about their future.

Gooroo delivers impact and value through three core solutions; Strategic Thinking & Decisioning, Predictive People Analytics and Career & Professional Development.

The pace of technological change necessitates rapid transformation of national economies, industries and businesses. Gooroo is the only tool that can help engineer change, instead of suffering it – at a personal level for every citizen and employee.

In October 2017, Gooroo lodged a patent application on the process of human thinking - securing Gooroo's globally unique ability to chart how we make decisions and choices. Gooroo's Human Thinking Research Unit is planning two more patents applications in 2018.

In June 2017, Gooroo was awarded Innovation of the Year in the Big Data / Machine Learning category at the AIIA iAwards (Vic).

In May 2017, a sales and marketing team was established to begin commercial engagement.

In January 2016, Gooroo announced a global alliance with Microsoft.

For more information on Gooroo, visit:

Investor Hub: [www.goorooventures.com](http://www.goorooventures.com)

Investor Blog: [www.goorooventures.com/blog](http://www.goorooventures.com/blog)

Website: [www.gooroo.io](http://www.gooroo.io)



## Appendix 4C

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

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

**Name of entity**

GOOROO VENTURES LIMITED

**ABN**

96 613 924 744

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

30 June 2018

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	198	345
1.2 Payments for		
(a) research and development	(52)	(256)
(b) product manufacturing and operating costs	(216)	(326)
(c) advertising and marketing	(96)	(231)
(d) leased assets	-	-
(e) staff costs	(407)	(1,834)
(f) administration and corporate costs	(230)	(912)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	7	24
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	55	785
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(741)</b>	<b>(2,405)</b>

<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	(2)	(6)
(b) businesses (see item 10)	-	-
(c) investments	-	-

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
(d) intellectual property	-	(29)
(e) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.3 Cash flows from loans to other entities	-	-
2.4 Dividends received (see note 3)	-	-
2.5 Other (provide details if material)	-	-
<b>2.6 Net cash from / (used in) investing activities</b>	<b>(2)</b>	<b>(35)</b>

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of shares	-	2,311
3.2 Proceeds from issue of convertible notes	-	-
3.3 Proceeds from exercise of share options	-	-
3.4 Transaction costs related to issues of shares, convertible notes or options	-	(189)
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings	-	-
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Other (provide details if material)	-	-
<b>3.10 Net cash from / (used in) financing activities</b>	<b>-</b>	<b>2,122</b>

<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of quarter/year to date	2,254	1,829
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(741)	(2,405)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(2)	(35)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	-	2,122

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of quarter</b>	<b>1,511</b>	<b>1,511</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	1,511	2,254
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>1,511</b>	<b>2,254</b>

**6. Payments to directors of the entity and their associates**

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3

**Current quarter  
\$A'000**

132

- 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

6.1 Directors' remuneration

**7. Payments to related entities of the entity and their associates**

- 7.1 Aggregate amount of payments to these parties included in item 1.2
- 7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3

**Current quarter  
\$A'000**

- 7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2

<b>8.</b>	<b>Financing facilities available</b> <i>Add notes as necessary for an understanding of the position</i>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
8.1	Loan facilities		
8.2	Credit standby arrangements		
8.3	Other (please specify)		
8.4	Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

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<b>9.</b>	<b>Estimated cash outflows for next quarter</b>	<b>\$A'000</b>
9.1	Research and development	15
9.2	Product manufacturing and operating costs	54
9.3	Advertising and marketing	82
9.4	Leased assets	-
9.5	Staff costs	583
9.6	Administration and corporate costs	198
9.7	Other (provide details if material)	65
<b>9.8</b>	<b>Total estimated cash outflows</b>	<b>997</b>

<b>10.</b>	<b>Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	<b>Acquisitions</b>	<b>Disposals</b>
10.1	Name of entity	N/A	N/A
10.2	Place of incorporation or registration	N/A	N/A
10.3	Consideration for acquisition or disposal	N/A	N/A
10.4	Total net assets	N/A	N/A
10.5	Nature of business	N/A	N/A

