

## ASX ANNOUNCEMENT

### FY20 RESULTS

#### Results

- Revenue from continuing operations of **\$51.13 million** – down 5% (FY19 \$53.60 million)
- EBITDA from continuing operations of **\$2.43 million** – up 268% (FY19 negative \$1.45 million)
- NPAT of **\$3.03 million** – FY19 negative \$53.49 million
- Operating cash flow of negative **\$0.86 million** – FY19 \$4.96 million
- Current trade and other payables as at 30 June were **\$2.26 million** – FY19 \$9.45 million
- Zero bank debt as at 30 June 2020 – FY19 \$10.30 million

#### Highlights

- Delivered the first overall net profit after tax since the 2016 financial year
- Successfully divested the Security Segment returning \$24.5 million<sup>1</sup> to shareholders via the in-specie distribution of Tesserent Limited (ASX:TNT) shares in January 2020
- Successfully divested NTH Consulting removing \$5.50 million of deferred consideration from the balance sheet
- Expanded PS&C's strategy to include building & commercialising digital assets under PS&C ownership, successfully acquiring Respring Pty Ltd which included a 100% interest in *farmbuy.com*
- Significantly strengthened balance sheet at financial year end:
  - repaid ANZ Bank debt in full
  - reduced current trade and other payables by \$7.19 million to \$2.26 million
  - reduced deferred consideration by \$7.43 million to \$0.67 million
  - current assets exceeded current liabilities by \$3.49 million compared to negative \$12.73 million at the end of the 2019 financial year

<sup>1</sup>Based on a Tesserent Limited (ASX:TNT) share price of 24.5 cents at close of trading on 24 August 2020.

**COVID-19 Pandemic**

- The COVID-19 pandemic has created unprecedented uncertainty of the economic environment. Future economic events and conditions may be materially different from those estimated by the Group at the reporting date.
- The safety and wellbeing of our staff, their families and that of our clients remains the highest priority whilst ensuring we continue to take measures to protect the Company's operational and financial performance.
- During the 2020 financial year the company took the following steps:
  - implemented temporary cost reductions, including remuneration reductions from the Board and Leadership Team;
  - accessed government incentives including JobKeeper, allowing PS&C to retain as many staff as possible and ensuring adequate staffing to deliver on the 2021 financial year outlook; and
  - worked with our clients to implement remote working arrangements in line with government policy.

**Outlook for the 2021 financial year**

- Continue to assess further corporate transactions that add to and/or realise the underlying value in the assets owned by PS&C
- Accelerate the commercialisation of *farmbuy.com*:
  - target a further 50% growth in site sessions
  - target 300 estate agents signed up to the platform
  - target 10 key advertising clients on the platform
- Continue to work with FinTech startup 1derful Group Pty Ltd as it moves through its early stages of commercialisation

This announcement has been authorised for release by PS&C's Board of Directors.

**END**