

Growth accelerating

Carly Holdings Limited (ASX:CL8) operates a vehicle subscription business, which it launched in March 2019, leveraging existing operations, strategic relationships and technology. Car subscription allows business and retail customers to pay a single monthly fee to access a car for 30 days or more and is an alternative to purchasing or financing a vehicle. Continued fleet growth in the December half year drove strong subscription growth which accelerated further in January 2024 with a 12% increase in subscribers from December. The company has announced CarlyNow enabling car dealers to sign subscribers directly. Carly entered the corporate market in Q2 FY24 with dedicated staff and has now purchased EVs at attractive prices for the fleet, avoiding the early-entry asset write-downs experienced by Hertz and others which entered this segment too early. The company has strong strategic partners in SG Fleet as a shareholder and provider of asset light and leased vehicles, Turners Automotive (NZ) as a shareholder and licensor of Carly's platform and Hyundai as the largest supplier of vehicles to the asset light fleet. The business model is working and growing strongly. However, we have reduced our valuation commensurate with our less optimistic forecast growth in the vehicle fleet.

Business model

Carly provides vehicles to business and retail customers for periods exceeding 30 days under a subscription model. The subscriber pays a flat monthly subscription fee which includes exclusive use of the vehicle, insurance, registration, and servicing, whilst the subscriber is responsible for fuel and tolls. Vehicles are sourced by Carly via two models: an external owner provides a vehicle in return for a share of receipts (asset light); or the vehicle is secured through a vehicle finance lease or purchase of the vehicle by Carly (asset heavy).

Strong growth needs finance

Carly's result for the six months to December underlined the positive signs highlighted in our summary of the December quarter report on 31 January 2024. Total fleet size grew to 377 vehicles with an additional 109 vehicles ordered in January. Cost control remains a focus and the company retains draw-down capacity from the \$10m vehicle finance facility announced in March 2023. Carly also raised \$2.85m in November via a convertible note issue. However, to reach our previous expectations, faster increases in available vehicle finance will be necessary. Accordingly, despite the company's strong operating result and fleet growth, we have moderated our expectations.

Valuation base case reduced to \$21.2m (\$0.079/share)

We have reduced our base-case valuation from \$24.4m to \$21.2m following a re-examination of the impact of finance timing on fleet growth. Our valuation is based on the discounted cash-flow methodology using a discount rate of 13.75% (risk-free rate 4%). We have modelled three cases differentiated by available finance for vehicles, subscription levels and vehicle-related costs. Our base case values Carly at \$0.079/share, reduced from \$0.091, suggesting strong share price growth is possible as Carly builds fleet size and consequently revenue. The downside case values CL8 at \$8.4m (\$0.031/share), reduced from \$16.1m, while we can now see upside potential to \$70.4m (\$0.26/share), a small increase from \$63.7m previously, using a range of factors.

Historical earnings and RaaS' estimates (in A\$m unless otherwise stated)

Year end	Revenue	Gross profit	EBITDA	NPAT	EPS (c)	EV/Sales (x)	Price / Book (x)
06/22a	1.3	0.5	(3.0)	(3.0)	(2.2)	2.5	1.1
06/23a	2.1	0.5	(3.0)	(3.1)	(1.1)	4.1	1.5
06/24f	4.8	0.8	(2.6)	(3.9)	(1.4)	3.2	2.6
06/25f	8.6	3.4	(0.6)	(2.7)	(1.0)	2.4	3.5

Source: Company data; RaaS estimates for FY24f and FY25f

Vehicle Subscription Services

12 March 2024

Share Details

ASX code	CL8
Share price (11-Mar)	\$0.022
Market capitalisation	\$5.9M
Shares on issue	268.4M
Net cash 31-Dec-2023	\$3.1M
Free float	~39%

Share Performance (12 months)



Upside Case

- CL8 is successful in raising further vehicle finance
- Competitors remain less committed to growth in vehicle subscription relative to other businesses
- Subscription rates remain attractive relative to car purchase values

Downside Case

- Limited finance is available for car purchases; CL8 also relies on corporate owners of vehicles for supply
- Competitors strengthen their focus on subscription business
- Cost pressures reduce retained share of subscription transaction value

Latest Company Interview

[Carly Holdings RaaS Interview 22 Jan 2024](#)

Board of Directors

Adrian Bunter	Non-Executive Chairman
Stephen Abolakian	Non-Executive Director
Michelle Vanzella	Non-Executive Director
Chris Noone	CEO / Executive Director

Company Contact

Chris Noone (CEO/ED) +61 2 9000 1215
shareholder@carly.co <https://investors.carly.co/>

RaaS Contacts

Scott Maddock +61 418 212 625
scott.maddock@raasgroup.com
Finola Burke +61 414 354 712
finola.burke@raasgroup.com

H1 FY24 Results Analysis

Carly's December quarter announcement and our report published on 31 January 2024 covered the major events of the half and recent initiatives. The Company released an update for the month of January on 2 February 2024 reporting 20% increase in cash receipts and 12% increase in subscribers vs December 2023. The interim accounts have not highlighted any significant additional issues or news, in our view. Revenue grew 84% relative to the previous corresponding half to \$1.62m with a net loss of \$2.14m.

Exhibit 1: Half-year data (A\$m)								
	H1 '22a	H2 '22a	H1 '23a	H2 '23a	H1 '24a	H2 '24f	% change	% change pcp
Revenue	0.5	0.7	0.9	1.2	1.6	3.1	33	84
Costs	(2.3)	(1.1)	(2.5)	(2.8)	(3.1)	(3.8)	12	45
EBITDA	(1.7)	(0.4)	(1.6)	(1.6)	(1.5)	(0.7)	(4)	23
Depreciation	-	(0.2)	-	-	-	(0.8)	-	-
Finance costs	(0.0)	(0.0)	(0.0)	(0.1)	(0.2)	(0.3)	91	4x
Pre-tax profit	(1.7)	(1.5)	(1.6)	(1.7)	(2.1)	(1.8)	30	32
NPAT	(1.7)	(1.3)	(1.6)	(1.5)	(2.1)	(1.7)	41	32
EPS	\$(0.010)	\$(0.010)	\$(0.010)	\$(0.010)	\$(0.010)	\$(0.007)	0	0
Operating cash flow	(1.7)	(1.1)	(0.9)	(1.0)	(1.1)	(1.0)	10	19
Investing cash flow	(0.5)	-	-	(1.8)	(1.5)	(2.6)	(14)	-
Financing cash flow	0.5	(0.2)	1.7	2.8	4.2	2.6	51	145
Net cash flow	(1.6)	(1.3)	0.8	0.0	1.6	(1.0)	n.a.	101
Cash	2.1	0.8	1.6	1.7	3.1	2.1	88	93
Current debt	0.3	0.4	0.7	0.7	0.8	0.8	8	16
Non-current debt	0.6	0.6	1.6	3.8	8.0	10.6	114	4x
Net debt	(1.2)	0.2	0.6	2.8	5.7	9.3	102	8x
Leases, plant and equipment net	1.2	1.2	2.3	3.9	5.2	6.2	33	129
Vehicle fleet number	270	240	267	327	377	504	15	41

Source: Company data, RaaS estimates

Key Events

Events in the half year included:

- +84% rise in revenue, +38% increase in gross profit, and a +41% increase in fleet size to 377 vehicles at the end of December.
- Australian staffing increased by only three positions in the six months, despite this growth, demonstrating the scalability of the business model, in our opinion.
- Carly has established a \$10m vehicle finance facility and raised \$2.85m via a convertible note issue since March 2023.
- The finance package enabled fleet growth of 110 vehicles (including asset light) to December 2023 with a further 26 added in January and 79 due for delivery before May 2024, with further orders to be placed in Q3 & Q4

Forecast Update

Carly has grown available finance, vehicle deliveries increased substantially, and revenue has grown commensurate (+84%) with this while costs have been kept under tight control (+12%). Nevertheless, our base-case forecasts have proven optimistic as the cost of financing increased and timing of financing was later than anticipated, delaying vehicle acquisitions, and reducing the hoped-for scale of those purchases. Revenue for H1 '24 was \$0.9m less than we had estimated and NPAT was also a similar amount lower. We believe these differences are primarily a consequence of tighter market and economic conditions. Consumer and business demand for vehicle subscriptions does not appear to have been affected by these uncertainties and the resulting cost-of-living pressures. Demand may have been enhanced due to the lower level of commitment needed for a subscription versus a vehicle purchase. We have addressed these issues by lowering our expectations and reducing our forecast fleet growth while increasing some costs.

In addition, we have adjusted the mix of purchased versus asset-light vehicles from 2026. We had previously assumed a very limited increase in the fleet of asset light vehicles. Delaying our forecast of available finance would constrain vehicle purchases relative to our previous assumptions. However, even if this is the case we believe Carly will have more vehicles available for asset-light subscription-related options whether direct to retail or via dealership and corporate customers.

Our forecast change also smooths the process of replacing ageing fleet after the economic use period (currently five years). Note our downside case has a lower take-up of vehicles and consequently a lower initial cash requirement but also doesn't achieve as large a fleet size and hence revenue growth is constrained. In summary, relative to our previous expectations, we have lowered our Base Case growth rate of fleet and cash-flow and adjusted the mix of vehicle acquisition back toward the asset-light model. The result is a reduction in cash generation across the forecast period and a resulting lower valuation.

Updated Forecasts

The impact of these changes on our fundamental assumptions is shown below in Exhibit 2 with updated forecast assumptions shown in Exhibit 3.

Exhibit 2: Change in forecasts (A\$m unless otherwise stated)

Year end	Revenue	Gross profit	EBITDA	NPAT	EPS (c)
Current forecasts					
06/24e	4.8	0.8	(2.6)	(3.9)	(1.4)
06/25e	8.6	3.4	(0.6)	(2.7)	(1.0)
Previous forecasts					
06/24e	7.2	0.8	0.7	(1.7)	(0.6)
06/25e	13.0	5.2	4.5	0.2	0.1

Source: Company reports, RaaS estimates FY2024 onward

We have also increased inflation of car values and other expenses. Key variables in Exhibit 3 include:

- Subscription fees;
- Utilisation rate; and
- Fleet size.

Exhibit 3: RaaS forecast assumptions

		Base		Downside		Upside	
		H1 '24	% chge to H2 '26	H1 '24	% chge to H2 '26	H1 '24	% chge to H2 '26
Car subscriptions							
Subscription fee p.a. avg.	\$	\$1,289	24.6	\$1,226	17.3	\$1,326	31.2
Subscribers current	#	286	122.3	286	70.2	286	157.2
Gross margin	%	40.4	19.8	40.0	14.8	41.2	23.0
Utilisation rate of fleet	%	75.0	0.0	74.3	0.0	75.8	0.0
Vehicle fleet size							
Asset light	#	117	77.0	117	56.5	117	77.0
Leased	#	39	146.2%	39	123.1	39	369.2
Purchased	#	221	142.0	221	71.0	221	157.8
Total vehicles	#	377	122.3	377	71.9	377	154.6
Vehicle purchase value / per vehicle							
Asset light	\$						
Leased	\$	\$23,040	9.3	\$22,984	9.9	\$22,196	8.0
Purchased	\$	\$23,040	9.3	\$22,984	9.9	\$22,196	8.0
Average vehicle cost	\$	\$23,040	9.3	\$22,984	9.9	\$22,196	8.0
Vehicle sale value							
All vehicles - expected life	mths	60	0.0	60	0.0	60	0.0
Resale value	\$	\$4,608	9.3	\$4,597	9.9	\$4,439	8.0
Fleet purchase value							
Leased	\$m	\$0.87	159.2	\$0.87	139.1	\$0.87	384.7
Purchased	\$m	\$4.93	154.8	\$4.93	83.3	\$4.93	166.3
Total fleet purchase value	\$m	\$5.80	155.5	\$5.80	91.7	\$5.80	199.1
Interest costs							
Interest costs - leased	%	8.6	0.0	8.6%	0.0	8.4	0.0
Interest costs - purchased	%	7.5	0.0	7.5%	0.0	7.3	0.0
Fleet-related interest costs	\$m	\$0.22	155.5	\$0.22	92.7	\$0.22	203.1
Vehicle operating and sale costs							
Insurance cost / vehicle	\$ p.a.	\$926	(2.4)	\$941	(1.9)	\$912	(2.9)
Registration cost / vehicle / inc. CTP	\$ p.a.	\$1,084	15.9	\$1,086	16.3	\$1,083	15.6
Service cost / vehicle	\$ p.a.	\$743	15.9	\$746	17.1	\$735	13.1
Depreciation cost / vehicle	\$ p.a.	\$4,608	9.3	\$4,597	9.9	\$4,439	8.0
Other cost / vehicle / subscriber	\$ p.a.	\$1,192	15.9	\$1,197	17.1	\$1,181	13.1
Total cost / vehicle ex-deprn.	\$ p.a.	\$3,945	11.6	\$3,969	12.3	\$3,911	10.1
Corporate costs							
Employee cost excluding share based	\$m	\$0.94	17.6	\$0.94	19.3	\$0.94	15.9
SG&A and other costs	\$m	\$0.48	15.9	\$0.54	15.9	\$0.53	13.1
Advertising and marketing	\$m	\$0.13	15.9	\$0.13	15.9	\$0.13	15.9
Software / R&D costs	\$m	\$1.13	15.9	\$1.13	15.9	\$1.13	15.9

Source: RaaS estimates. Change is (H1 FY24-H2 FY26) except margin and utilisation = (H2 FY26-H1 FY24)

Listed Peer Comparison

Exhibit 4: Car subscription sector (related listed companies) financial data (in A\$m unless otherwise stated)											
LSEG Code	Company name	Market cap.	52-week total return %	P/E x	ROE TTM %	Debt / Equity %	Price to book x	NPAT margin %	Price to CFPS %	Beta 5 year	
7203.T	Toyota Motor Corp	613,698	101.2	11.07	15.0	100.4	1.52	6.7	5.12	1.13	
UBER.K	Uber Technologies Inc.	257,947	134.4	89.82	20.3	78.6	14.92	5.7	43.00	1.37	
ALDA.PA	ALD SA	7,712	(51.2)	5.33	10.1	435.3	0.43	4.9	4.41	0.96	
SIXG.DE	Sixt SE	6,208	(25.9)	12.40	16.8			9.3		1.92	
CAR.O	Avis Budget Group Inc.	6,010	(49.8)	2.63			(11.08)	13.6	1.67	2.22	
EURMF.PK^A23	Europcar Mobility Group SA (Parent - Porsche)	3,792		8.24	14.5	256.6	1.36	1.3	6.41		
APE.AX	Eagers Automotive Ltd.	3,697	8.1	13.03	22.7	204.9	2.91	3.0	8.77	2.33	
HTZ.O	Hertz Global Holdings Inc.	3,660	(58.3)	4.14	21.5	522.1	0.77	6.6	1.04		
MMS.AX	McMillan Shakespeare Ltd.	1,524	60.1	20.02	68.9	223.3	11.41	21.0	6.30	1.37	
SIQ.AX	Smartgroup Corporation Ltd.	1,405	70.8	22.17	25.6	29.7	5.63	24.5	16.20	1.07	
SGF.AX	SG Fleet Group Ltd.	947	38.9	12.09	13.7	282.8	1.64	7.1	2.59	1.50	
FPR.AX	Fleetpartners Group Ltd.	868	59.2	11.61	12.9	217.8	1.35	12.0	2.80	1.83	
ASG.AX	Autosports Group Ltd.	462	14.8	6.91	14.0	188.7	0.95	2.8	3.85	1.30	
TRA.NZ	Turners Automotive Group Ltd.	389	52.7	12.08	12.5	162.4	1.48	8.4	7.21	1.41	
PWR.AX	Peter Warren Automotive Holdings Ltd.	382	(12.6)	7.93	9.6	111.9	0.74	2.7	5.23		
A2B.AX	A2B Australia Ltd.	176	48.8	2.40	85.6	17.7	2.10	18.4	2.24	1.50	
CL8.AX	Carly Holdings Ltd.	5	(17.4)			864.2	9.35	(149.6)		0.83	
ELEK.PK	Elektros Inc.	1	(78.4)	0.15	7.4	15.4	0.01	38.9			
TURO.K	Turo Inc.					0.4		20.7			

Source: LSEG, RaaS (prices as at 03/03/2024)

Carly has no direct listed competitor on the ASX, however, the groups shown in Exhibit 5 provide some valuation and operational comparisons. We believe Carly's clearest comparisons are with the German private operators of car subscription services Finn GmbH, Fleetpool GmbH (purchased by ALD SA, France) and VivalaCar.com (owned privately through ViveLaCar GmbH). The groups shown in Exhibit 5 include potential customers and suppliers (car dealer networks, automotive manufacturers, and fleet management organisations), CL8 shareholders (Turners Automotive Group and SG Fleet) and alternatives to subscription (car rental and ride sharing, taxis).

The group has had a varied and, in some cases, difficult 12 months. We have removed one entity from the list (HYRE.O – HyreCar Inc) which is in liquidation¹. Domestic car dealers and fleet managers have performed well (except PWR -12.6%) while large international car rental companies as a group have been under pressure.

¹ US SEC form 8K lodged 16 May 2023, by HC Liquidating Inc.

Valuation

We reviewed a comparable company approach and a discounted cash-flow approach to value Carly's car subscription business and opportunity. Following an update of our Peer Comparison table (see Exhibit 5) we conclude that there have been few changes in the group of comparables:

- Closest peers are privately held and difficult to value due to lack of public information;
- Companies in adjacent sectors vary considerably in size and business focus, and are therefore less relevant for valuation purposes; and
- While other companies in a similar development stage are relevant, comparisons in the current volatile state of equity markets are at best unclear due to different financing structures, revenue outlook and cash positions.

Consequently, we have retained a discounted cash-flow valuation technique based on our estimates for the base, upside and downside cases noted above. We use the Australian 10-year bond rate as the risk-free reference rate but adjust that in the context of longer-term outlook to avoid the impact of short-term adjustments in fixed-interest markets. Accordingly, we continue to use 4.0% as our risk-free base. To achieve a discount rate, we add the long-term observed equity risk premium of 6.5%. We then multiply the market risk premium by the equity beta factor for CL8 to consider the behaviour of the security relative to the broader market. CL8's observed beta over five years has been 0.83², suggesting a lower volatility than the broader market. However, we feel this misrepresents the development stage of the company and the potential volatility of the market outlook. Accordingly, we have adjusted the beta to 1.5 to reflect the company's early development stage, consistent with the fundamental business risks and success in raising financing to date. This results in a discount rate of 13.75%. We have applied the discount rate to cash flows generated using the three business cases noted above to generate a base-case valuation of \$21.2m or \$0.079/share. Despite the reduction from our previous base case \$24.4m (\$0.091/share) estimate the share price currently remains substantially below our base valuation.

Exhibit 5: Base-case valuation range (in A\$m unless otherwise stated)

	New valuation			Previous valuation		
	Base case	Downside case	Upside case	Base case	Downside case	Upside case
DCF valuation p.s.	0.079	0.031	0.262	0.132	0.027	0.442
DCF value	21.2	8.4	70.4	27.1	5.6	90.3
FCF FY23	(6.0)	(5.2)	(4.7)	(12.4)	(6.9)	(14.0)
FCF FY32	10.5	4.8	22.1	24.4	8.4	47.8
Revenue FY23	2.1	2.1	2.1	5.5	3.5	6.8
EBITDA FY23	(3.0)	(3.0)	(3.0)	0.3	(1.1)	1.6
Revenue FY32	29.9	17.4	42.0	63.2	29.4	96.6
EBITDA FY32	14.2	6.7	28.9	34.1	12.0	67.7

Source: RaaS estimates

Note that while we have reduced our base case and upside valuations our downside valuation has improved due to smaller near-term losses. The change is because of slower fleet growth and changes in the mix of asset-light versus purchased vehicles.

² LSEG observed five-year weekly beta

Exhibit 6: Financial Summary

Carly Holdings Ltd						Share price (Date)	11/03/2024						A\$	0.022		
Profit and Loss (A\$m)						Interim (A\$m)										
Y/E 30 June	FY21A	FY22A	FY23A	FY24F	FY25F	1H22 A	2H22 A	1H23 A	2H23 A	1H24 A	2H24 F					
Sales Revenue	1.0	1.3	2.1	4.8	8.6	Revenue	0.5	0.7	0.9	1.2	1.6	3.1				
Gross Profit	0.6	0.5	0.5	0.8	3.4	EBITDA	(1.7)	(0.4)	(1.6)	(1.6)	(1.9)	(0.7)				
EBITDA	(3.3)	(3.0)	(3.0)	(2.6)	(0.6)	EBIT	(1.7)	(0.5)	(1.6)	(1.6)	(1.9)	(1.5)				
Depn	(0.2)	(0.2)	(0.2)	(0.8)	(1.5)	NPAT (normalised)	(1.7)	(1.3)	(1.6)	(1.5)	(2.1)	(1.7)				
Amort	(0.0)	0.0	0.0	0.0	0.0	Minorities	-	-	-	-	-	-				
EBIT	(3.5)	(3.1)	(3.2)	(3.5)	(2.1)	NPAT (reported)	(1.7)	(1.3)	(1.6)	(1.5)	(2.1)	(1.7)				
Interest	(0.1)	(0.0)	(0.1)	(0.2)	(0.5)	EPS (normalised)	(1.34)	(0.97)	(1.12)	(0.73)	(0.81)	(0.65)				
Tax	0.0	0.2	0.1	0.1	0.3	EPS (reported)	(1.27)	(0.97)	(0.79)	(0.60)	(0.80)	(0.65)				
Minorities	0.0	0.0	0.0	0.0	0.0	Dividend (cps)	0.00	-	-	-	-	-				
Equity accounted assoc	0.0	0.0	0.0	0.0	0.0	Imputation	30	30	30	30	30	30				
NPAT pre significant item	(3.4)	(3.0)	(3.1)	(3.9)	(2.7)	Operating cash flow	(1.65)	(1.1)	(0.9)	(1.0)	(1.1)	(1.0)				
NPAT (reported)	(3.4)	(3.0)	(3.1)	(3.9)	(2.7)	Free Cash flow	(1.92)	(1.1)	(0.9)	(2.7)	(2.8)	(1.0)				
Cash flow (A\$m)						Divisions										
Y/E 30 June	FY21A	FY22A	FY23A	FY24F	FY25F	1H22 A	2H22 A	1H23 A	2H23 A	1H24 A	2H24 F					
EBITDA	(3.3)	(3.0)	(3.0)	(2.6)	(0.6)	Car Subs	0.52	0.73	0.88	1.22	1.62	3.11				
Interest	(0.0)	(0.1)	(0.2)	(0.5)	(0.8)	Licence Revenue	0.00	0.00	0.00	0.00	0.00	0.02				
Tax	0.0	0.0	0.0	0.0	0.0	Other Revenue	n.a.	n.a.	n.a.	n.a.	n.a.	0.00				
Working capital changes	0.6	0.2	1.3	1.1	0.0	COGS	(0.39)	(0.39)	(0.39)	(0.89)	(1.18)	(0.18)				
Operating cash flow	(2.8)	(2.8)	(1.9)	(2.1)	(1.5)	Employment	(0.82)	(0.71)	(0.75)	(1.01)	0.00	(1.04)				
Mtce capex	(0.1)	(0.3)	(1.8)	(1.7)	0.0	Technology, licence fees	(0.55)	(0.50)	(0.53)	(0.52)	(0.52)	(1.16)				
Free cash flow	(2.8)	(3.0)	(3.7)	(3.8)	(1.5)	Other costs	(0.46)	0.50	(0.78)	(0.35)	(1.85)	(1.45)				
Growth capex	0.0	0.0	0.0	(2.6)	(3.8)	EBITDA	(1.70)	(0.37)	(1.57)	(1.55)	(1.93)	(0.68)				
Acquisitions/Disposals	0.0	0.0	0.0	0.0	0.0	Margins, Leverage, Returns						FY21A	FY22A	FY23A	FY24F	FY25F
Other	0.0	(0.2)	0.0	0.2	0.0	EBITDA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.			
Cash flow pre financing	(2.8)	(3.2)	(3.7)	(6.2)	(5.3)	EBIT	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.			
Equity	5.6	0.7	3.4	0.4	0.0	NPAT pre significant items	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.			
Debt	(0.2)	(0.3)	1.6	6.7	3.8	Net Debt (Cash)		3.4	(0.2)	(2.8)	(9.3)	(14.5)				
Dividends paid	n.a.	n.a.	(0.3)	0.0	0.0	Net debt/EBITDA (x)	(x)	n/a	n/a	n/a	n/a	n/a				
Net cash flow for year	2.6	(2.9)	1.0	0.9	(1.5)	ND/ND+Equity (%)	(%)	609%	23%	84%	149%	165.2%				
Balance sheet (A\$m)						EBIT interest cover (x)	(x)	n/a	n/a	n/a	n/a	n/a				
Y/E 30 June	FY21A	FY22A	FY23A	FY24F	FY25F	ROA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.				
Cash	3.7	0.8	1.7	2.1	0.6	ROE	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.				
Accounts receivable	0.0	0.3	0.2	0.5	0.8	ROIC	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.				
Inventory	0.0	0.0	0.0	0.0	0.0	NTA (per share)	0.02	0.00	0.00	n.a.	n.a.	n.a.				
Other current assets	0.1	0.1	0.3	0.2	0.2	Working capital	(0.9)	(0.6)	(0.9)	0.4	0.6	0.6				
Total current assets	3.8	1.1	2.1	2.9	1.7	WC/Sales (%)	(85%)	(48%)	(42%)	9%	7%	7%				
PPE	0.4	1.2	3.9	6.2	7.8	Revenue growth	n.a.	25%	68%	127%	80%	80%				
Intangibles and Goodwill	0.0	0.2	0.2	0.0	0.0	EBIT growth pa	n.a.	n/a	n/a	n/a	n/a	n/a				
Investments	0.0	0.2	0.2	0.0	0.0	Pricing						FY21A	FY22A	FY23A	FY24F	FY25F
Deferred tax asset	0.0	0.0	0.0	0.0	0.0	No of shares (y/e)	(m)	135	135	268	268	268				
Other non current assets	0.0	(0.2)	(0.2)	0.1	0.4	Weighted Av Dil Shares	(m)	75	135	208	268	268				
Total non current assets	0.5	1.4	4.1	6.3	8.1	EPS Reported	cps	(2.5)	(2.2)	(1.2)	(1.4)	(1.0)				
Total Assets	4.3	2.6	6.2	9.2	9.8	EPS Normalised/Diluted	cps	(4.5)	(2.2)	(1.5)	(1.4)	(1.0)				
Accounts payable	0.9	0.9	1.0	0.1	0.2	EPS growth (norm/dil)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.				
Short term debt	0.2	0.4	0.7	0.8	0.8	DPS	cps	-	-	-	-	-				
Tax payable	0.0	0.0	0.0	0.0	0.0	DPS Growth	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.				
Other current liabilities	0.2	0.2	0.2	0.1	0.1	Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%				
Total current liabilities	1.3	1.4	1.9	1.0	1.1	Dividend imputation	30	30	30	30	30	30				
Long term debt	0.2	0.6	3.8	10.6	14.4	PE (x)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.				
Other non current liab	0.0	0.0	0.0	0.6	0.0	PE market	18.2	18.2	18.2	18.2	18.2	18.2				
Total long term liabilities	0.3	0.6	3.8	11.2	14.4	Premium/(discount)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.				
Total Liabilities	1.5	2.0	5.7	12.3	15.5	EV/EBITDA	0.1	n.a.	n.a.	n.a.	n.a.	n.a.				
Net Assets	2.8	0.5	0.5	(3.0)	(5.7)	FCF/Share	cps	-2.3	-2.0	-0.9	0.0	-0.1				
Share capital	22.9	23.5	26.6	26.9	26.9	Price/FCF share	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.				
Reserves & Accum	(20.1)	(23.0)	(26.1)	(29.9)	(32.6)	Free Cash flow Yield	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.				
profits / losses																
Minorities	n.a.	n.a.	n.a.	0.0	0.0											
Total Shareholder func	2.8	0.5	0.5	(3.0)	(5.7)											

Source: Company data for actuals; RaaS analysis

FINANCIAL SERVICES GUIDE

RaaS Advisory Pty Ltd

ABN 99 614 783 363

Corporate Authorised Representative, number 1248415

of

BR SECURITIES AUSTRALIA PTY LTD

ABN 92 168 734 530

AFSL 456663

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- how we transact with you
- how we are paid, and
- complaint processes

Contact Details, BR and RaaS

BR Head Office: Suite 5GB, Level 5, 33 Queen Street, Brisbane, QLD, 4000

RaaS. 20 Halls Road Arcadia, NSW 2159

P: +61 414 354712

E: finola.burke@raasgroup.com

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