



31 July 2023

General Manager  
ASX Market Announcements  
Australian Securities Exchange  
Limited PO Box H224  
Australia Square  
Sydney  
NSW 1215

**FOR IMMEDIATE RELEASE**

**Trading update,  
Quarterly Activities Report and ASX Appendix 4C For the Quarter Ended 30 June 2023**

**Sydney, 31 July 2023:** BSA is pleased to publish the quarterly activities report, trading update and the related Appendix 4C statement of cashflows for the quarter ending 30 June 2023 (Q4 FY2023):

**Highlights:**

- Continuing operations deliver strong operational and financial results showing significant improvement in its financial performance to prior year comparative period.
- Current quarter's performance continues to improve reflecting the group's focus on telecommunications and smart energy markets.
- BSA completed the sale of APS Fire Queensland to Entire Fire Pty Ltd, on 16 June 2023 for nominal consideration.

**Trading update:**

- BSA is pleased to release an unaudited trading update for the 12 months to 30 June 2023 for continuing operations (CUI & Corporate);

Financial Performance \$'m	FY2023	FY2022	Variance
Revenue - CUI	239.7	244.1	(4.4)
Gross Margin %	26%	19%	6%
<b>EBITDA</b>	<b>16.4</b>	<b>4.1</b>	<b>12.3</b>

- YTD revenue of \$239.7 million is marginally down by 1.8% vs prior comparative period (pcp). Volumes across fixed line services have remained stable with the mix of work favourably impacting EBITDA returns. Prior period comparatives include mobilisation costs. Other platforms continue to deliver stable volumes;
- YTD EBITDA of \$16.4 million (\$12.3 million increase in EBITDA to pcp) driven by:
  - Higher margin work continued in Q4 FY2023; and
  - Maintaining the operating cost base.
- Annual performance is expected to continue at similar rates for FY2024 with pricing and volume certainty firming up.

Commenting on the quarterly operations:

*"BSA's CUI division continue to deliver strong gross margin and EBITDA showing quarter on quarter improvement through FY2023. We continue to strengthen our relationships with clients and focus on*

EBITDA quality of our revenue. This has resulted in a more sustainable business operating model and strongly positions us for growth across the Telco and Smart Energy sectors”

## Total Group Performance

Financial Performance \$'m	FY2023	FY2022	Variance
<b>Revenue:</b>			
Continuing Operations	239.7	244.1	(4.4)
Discontinued Operations <sup>1</sup>	126.2	222.2	(96.0)
<b>Total Revenue</b>	<b>365.9</b>	<b>466.3</b>	<b>(100.4)</b>
<b>EBITDA:</b>			
Continuing Operations	16.4	4.1	12.3
Discontinued Operations <sup>1</sup>	(16.0)	(4.0)	(12.0)
<b>EBITDA pre significant items<sup>2</sup></b>	<b>0.4</b>	<b>0.1</b>	<b>0.3</b>

<sup>1</sup> Results for APS Maintain business is included to 3 February 2023. Results for APS Fire Build Queensland is included to 31 May 2023.

<sup>2</sup> No significant items in FY2023 (YTD FY2022: Loss \$31.9 million).

## Discontinued operations:

- BSA completed the sale of APS Fire Queensland to Entire Fire Pty Ltd, on 16 June 2023 for nominal consideration. APS Fire Build NSW remains as an asset held for sale.
- During the quarter the weaker businesses performance for APS Fire Build NSW continues to be impacted by:
  - project delays;
  - price increases due to delays and inflation; and
  - supply chain disruption.
- BSA management continue to focus on improving performance in APS Fire Build NSW, with initiatives well underway.

## Financial Position

Net Debt \$'m	Balance
Cash	11.6
Borrowings	(11.0)
Asset Finance	(0.1)
<b>Opening Net Cash as at 31 March 23</b>	<b>0.5</b>
Net Cashflow for the period	(9.6)
Net proceeds/(repayment) of borrowings	7.0
Cash	2.0
Borrowings	(4.0)
Asset Finance	(0.1)
<b>Closing Net (Debt) as at 30 June 23</b>	<b>(2.1)</b>

The Group had \$11.0 million of undrawn financing facilities at 30 June 2023 relating to its borrowing base facility.

## Cashflow Performance

Cashflow \$'m	Q4 FY2023	YTD FY2023
Receipts from customers	75.3	401.3
Payments to suppliers	(72.0)	(408.6)
Payments for legal matters	(7.3)	(11.0)
Interest	(0.5)	(2.1)
Taxation	-	(0.8)
<b>Net cash used from operations</b>	<b>(4.5)</b>	<b>(21.2)</b>
Net payments for equipment and software	(0.5)	(2.1)
Proceeds on sale of business, net of transaction costs	(0.1)	19.8
<b>Net cash generated from investing activities</b>	<b>(0.6)</b>	<b>17.7</b>
Net repayments of borrowings	(7.0)	(7.5)
Proceeds from Insurance funding	3.3	3.3
Lease payments	(0.8)	(3.7)
<b>Net cash from financing activities</b>	<b>(4.5)</b>	<b>(7.9)</b>
<b>Net Cashflow for the period</b>	<b>(9.6)</b>	<b>(11.4)</b>

The Group cashflow performance includes continuing and discontinued operations. Operating cash flow before paying \$7.3million of the second tranche of class action settlement and previously provided legal fees was \$2.8million cash inflow. BSA continues to manage its cash flows and net working capital balances to minimise utilisation of available financing facilities.

Authorised for release by the Board of Directors.

Arno Becker and Richard Bartley  
Joint Chief Executive Officers  
BSA Limited  
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E: corporate@bsa.com.au

## Appendix 4C

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

**Name of entity**

BSA Limited

**ABN**

50 088 412 748

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

30 June 2023

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
<b>1.</b>	<b>Cash flows from operating activities</b>		
1.1	Receipts from customers	75,251	401,256
1.2	Payments for		
	(a) research and development	-	-
	(b) product manufacturing and operating costs	(60,781)	(333,512)
	(c) advertising and marketing	(3)	(9)
	(d) leased assets (disclosed in section 3.9)	-	-
	(e) staff costs	(6,308)	(49,225)
	(f) administration and corporate costs	(4,879)	(25,902)
	(g) legal settlements	(7,273)	(11,000)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	-	4
1.5	Interest and other costs of finance paid	(470)	(2,060)
1.6	Income taxes paid	-	(774)
1.7	Government grants and tax incentives	-	-
1.8	Other (provide details if material)	-	-
<b>1.9</b>	<b>Net cash from / (used in) operating activities</b>	<b>(4,463)</b>	<b>(21,222)</b>
<b>2.</b>	<b>Cash flows from investing activities</b>		
2.1	Payments to acquire or for:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	(436)	(826)
	(d) investments	-	-

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
	(e) intellectual property	-	-
	(f) other non-current assets	(82)	(1,264)
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	(106)	19,808
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) 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</b>	<b>Net cash from / (used in) investing activities</b>	<b>(624)</b>	<b>17,718</b>
<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	3,291	3,291
3.6	Repayment of borrowings	(7,000)	(7,500)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (lease repayments)	(833)	(3,769)
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>(4,542)</b>	<b>(7,978)</b>
<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	11,588	13,441
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(4,463)	(21,222)

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(624)	17,718
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(4,542)	(7,978)
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>1,959</b>	<b>1,959</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	1,962	6,588
5.2	Call deposits	-	5,000
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>1,962</b>	<b>11,588</b>

<b>6.</b>	<b>Payments to related parties of the entity and their associates</b>	<b>Current quarter \$A'000</b>
6.1	Aggregate amount of payments to related parties and their associates included in item 1	116
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-

*Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.*

The payments to Related Parties shown at Section 6.1 in the Appendix 4C related to fee payments to directors in the normal course of business during the quarter.

<b>7. Financing facilities</b> <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>												
7.1 Loan facilities	15,000	4,000												
7.2 Credit standby arrangements	-	-												
7.3 Other (please specify)	123	123												
<b>7.4 Total financing facilities</b>	<b>15,123</b>	<b>4,123</b>												
<b>7.5 Unused financing facilities available at quarter end</b>		<b>11,000</b>												
7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.														
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">Facility</th> <th style="text-align: center;">Facility Limit</th> <th style="text-align: center;">Drawn</th> <th style="text-align: center;">Interest Rate</th> </tr> </thead> <tbody> <tr> <td>CBA Borrowing Base</td> <td style="text-align: center;">\$15.0m</td> <td style="text-align: center;">\$4.0m</td> <td style="text-align: center;">5.494%</td> </tr> <tr> <td>CBA Master Asset</td> <td style="text-align: center;">\$0.1m</td> <td style="text-align: center;">\$0.1m</td> <td style="text-align: center;">6%</td> </tr> </tbody> </table>			Facility	Facility Limit	Drawn	Interest Rate	CBA Borrowing Base	\$15.0m	\$4.0m	5.494%	CBA Master Asset	\$0.1m	\$0.1m	6%
Facility	Facility Limit	Drawn	Interest Rate											
CBA Borrowing Base	\$15.0m	\$4.0m	5.494%											
CBA Master Asset	\$0.1m	\$0.1m	6%											

<b>8. Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1 Net cash from / (used in) operating activities (item 1.9)	(4,463)
8.2 Cash and cash equivalents at quarter end (item 4.6)	1,959
8.3 Unused finance facilities available at quarter end (item 7.5)	11,000
8.4 Total available funding (item 8.2 + item 8.3)	12,959
<b>8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	<b>2.9</b>
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
Not applicable	
8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
Not applicable	

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Not applicable

*Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.*

### **Compliance statement**

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 31 July 2023

Authorised by: the Board