

Profitable quarter driven by licence sales

Total Brain (ASX:TTB) is the developer of a neuroscience-based mental health monitoring and support platform powered by the largest standardised neuroscientific database in the world formed over almost two decades and with >\$50m of R&D funding. The company has reported Q2 FY22 cash receipts of \$3.96m, representing a four-fold increase year-on-year and a six-fold increase quarter-on-quarter. Total Brain reported its best-ever operating cash profit of \$0.92m. The jump in receipts was driven by recent licensing deals for its iSPOT-D (International Study to Predict Optimised Treatment for Depression) in the pharma support segment, its first invoice of \$150k to population health segment partner, IBM, and growing revenues from the provider support segment (which includes clinical support providers). Q2 FY22 cash outflows declined 25% or \$0.97m quarter-on-quarter to \$2.91m, following the company's decision in Q1 to reduce costs across the board by 25%. The company noted it expected business expenses to remain at this level in the current quarter. The result puts TTB well on track to beat our FY22 cashflow forecasts. We will address our forecasts when the company reports its interim result at the end of next month. Our base-case DCF valuation is \$0.77/share, and derived from a WACC of 14.7% (Beta 2.0, terminal growth rate 2.2%). In our view, continued evidence that Total Brain is gaining traction and generating revenue from its target segments should underpin the share price in the near term.

Business model

Total Brain operates a subscription-as-a-service (SaaS) model for its mental health monitoring and support platform. The science behind the platform has been developed over two decades with input from the leading academic institutions in the field. This has generated a proprietary neuroscientific database of scale which underpins the scientific validation that differentiates Total Brain from other mental health applications. The app, promoted by channel partners, assesses the four core brain functions (emotion, feeling, cognition, self-control), pre-screens seven common mental health conditions, measures stress via heart rate variability (HRV) and delivers personalised self-care exercises.

Q2 FY22 result discussion and outlook

Total Brain reported Q2 FY22 cash receipts of \$3.96m, a 615% increase quarter-on-quarter and a 405% increase on Q2 FY21. The jump in cash receipts reflects the traction Total Brain is gaining with its go-to-market strategy with key licensing deals secured during the quarter from Johnson & Johnson's Janssen Research and Alto Neuroscience as well as long-awaited rollout of Total Brain's platform as part of the IBM GRIT programme being delivered to US veterans. We recently discussed this strategy in a 2022 Outlook Interview with Interim CEO Matthew Mund and this can be accessed here [Total Brain RaaS 2022 Outlook Interview 27 January 2022](#). The company reported its best-ever cash profit of \$0.92m after also adhering to its strict cost management regimen imposed in Q1, where it committed to reduce costs by 25% or \$4.2m on an annualised basis. Operating costs reduced by 25% QoQ to \$2.91m with the company noting it expected operating costs to be maintained at a similar level in Q3. While the result was better than expected, we await the H1 FY22 results in late February to adjust our full-year forecasts.

Base-case valuation is \$0.77/share

Our base-case DCF valuation is \$0.77/share based on a WACC of 14.7% (beta 2.0, terminal growth rate of 2.2%). Near-term share price catalysts include additional contracts in the population health, pharma support and provider support segments as well as an expansion of the IBM Health & Wellness 360 platform to other population health opportunities.

Historical earnings and RaaS estimates (In \$A unless otherwise stated)

Year end	Revenue	Gross profit	EBITDA reported	NPAT reported	EPS* (c)	EV/Sales (x)
06/21a	3.7	3.4	(7.2)	(8.3)	(7.68)	4.3
06/22e	7.0	5.9	(5.4)	(6.2)	(4.80)	2.2
06/23e	11.4	9.6	(1.5)	(1.6)	(1.14)	1.4
06/24e	19.4	16.3	1.2	0.3	0.22	0.9

Source: Company data; RaaS estimates for FY22e, FY23e & FY24e; *Adj. for one-time items

Healthcare Services

31st January 2022

Share Details

ASX code	TTB
Share price (28-Jan)	\$0.12
Market capitalisation	\$16.0M
Shares on issue	133.39M
Net debt (31-Dec)	\$1.2m
Free float	~57%

Share Performance (12 months)



Upside Case

- Opportunity to leverage technology both through TB Direct and TB Inside deals in provider support and population health
- Significant validation achieved with IBM choosing the platform as the engine for Health and Wellness 360 and Kerna Health integrating the platform into its Behavioural Health Technologies
- New pharma support segment, bolstered by data licensing deals with J&J's Janssen Research and Alto Neuroscience, opens up new revenue opportunities

Downside Case

- Enterprise sales cycle for the B2B product takes from nine-18 months
- Competitive marketplace for health technology solutions
- Large-scale take up to date has been elusive

Board of Directors & Management

Dr Evian Gordon	Executive Chairman/ Founder
Matthew Mund	Interim CEO
Matthew Morgan	Non-Executive Director
David Torrible	Non-Executive Director
David Daglio	Non-Executive Director

Company Contact

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Q2 FY22 Results Analysis

Total Brain has reported an operating cash profit of \$0.92m for Q2 FY22, the company's best-ever quarterly operating result. During the quarter, TTB invested \$0.95m in IP, which was lower than the investment made in Q1 FY22 (\$1.4m) and Q2 FY21 (\$1.48m). As a consequence, cash burn was significantly lower than Q1 FY22 and the same quarter a year ago, demonstrating the inroads the company has made to substantially reduce its burn rate while focusing on its go-to-market strategy. The company ended Q2 with \$4.61m in cash and net debt of \$1.2m.

Exhibit 1: Total Brain Q2 FY22 versus Q2 FY21 and Q1 FY22 (in A\$m)			
Quarterly cashflow	Q2 FY21	Q1 FY22	Q2 FY22
Cash receipts	0.79	0.55	3.96
Product manufacturing and operating costs	(0.17)	(0.28)	(0.23)
Employee costs	(1.78)	(2.40)	(2.21)
Admin, corporate and other costs	(0.35)	(0.74)	(0.48)
Net interest	-	-	(0.13)
Taxes	-	-	-
Other	0.02	-	-
Operating cashflow	(1.50)	(2.87)	0.92
IP investment	(1.48)	(1.40)	(0.95)
Cash burn	(2.98)	(4.27)	(0.03)
Cash burn per month	(0.99)	(1.42)	(0.01)
Net cash at the end of the period	3.71	2.59	4.61

Source: Company reports

DCF Valuation

We are of the view that the discounted cashflow methodology is the most appropriate methodology for valuing early-stage companies. Our base-case DCF valuation of Total Brain is \$103.3m which derives a \$0.77/share valuation. Our terminal value is \$0.36/share within this valuation.

Exhibit 2: Base-case DCF valuation	
Parameters	Outcome
Discount rate / WACC	14.7%
Beta	2.0
Terminal growth rate assumption	2.20%
Sum of PV (\$m)	55.7
PV of terminal value (\$m)	48.8
PV of enterprise (\$m)	104.5
Debt (cash) (\$m)	1.2
Net value – shareholder (\$m)	103.3
No. of shares on issue (m)	133.3
NPV	\$0.77

Source: RaaS estimates

Exhibit 3: Financial Year Financial Summary (In A\$m)

Total Brain (TTB.AX)						Share price (28 January 2022)						A\$	0.12				
Profit and Loss (A\$m)						Interim (A\$m)						H121A	H221A	H122F	H222F	H123F	H223F
Y/E 30 June	FY20A	FY21A	FY22F	FY23F	FY24F	Revenue	H121A	H221A	H122F	H222F	H123F	H223F					
Revenue	3.9	3.7	7.0	11.4	19.4	Revenue	2.0	1.7	2.3	4.7	4.8	6.6					
Gross profit	3.3	3.4	5.9	9.6	16.3	EBITDA	(3.8)	(3.4)	(3.9)	(1.5)	(1.5)	(0.0)					
GP margin %	85.2%	92.8%	85.0%	84.0%	84.0%	EBIT	(4.0)	(4.2)	(4.1)	(1.8)	(1.7)	(0.3)					
EBITDA	(7.4)	(7.2)	(5.4)	(1.5)	1.2	NPAT (normalised)	(3.9)	(4.3)	(4.3)	(1.9)	(1.3)	(0.3)					
Deprn	(0.1)	(0.1)	(0.0)	(0.0)	(0.0)	Minorities	0.0	0.0	0.0	0.0	0.0	0.0					
Amort	(0.2)	(0.6)	(0.5)	(0.4)	(0.4)	NPAT (reported)	(3.9)	(4.3)	(4.3)	(1.9)	(1.3)	(0.3)					
EBIT	(7.7)	(8.3)	(5.9)	(2.0)	0.7	EPS (normalised)	(3.6)	(3.9)	(3.3)	(1.5)	(0.9)	(0.2)					
Interest	0.0	(0.0)	(0.3)	(0.3)	(0.3)	EPS (reported)	(3.6)	(3.9)	(3.3)	(1.5)	(0.9)	(0.2)					
Tax	0.0	0.1	0.0	0.6	(0.1)	Dividend (cps)	0.0	0.0	0.0	0.0	0.0	0.0					
Minorities	0.0	0.0	0.0	0.0	0.0	Imputation	30.0	30.0	30.0	30.0	30.0	30.0					
Equity accounted assoc	0.0	0.0	0.0	0.0	0.0	Operating cash flow	(4.3)	(2.9)	(1.9)	1.3	(1.0)	(0.5)					
NPAT pre significant items	(7.6)	(8.3)	(6.2)	(1.6)	0.3	Free Cash flow	(1.8)	(0.3)	0.4	1.8	(0.4)	0.1					
Significant items	0.0	(0.0)	0.0	0.0	0.0	Divisionals	H121A	H221A	H122F	H222F	H123F	H223F					
NPAT (reported)	(7.6)	(8.3)	(6.2)	(1.6)	0.3	Total Brain - Corporate	1.3	1.0	1.2	1.9	2.3	2.6					
Cash flow (A\$m)							Total Brain Affinity	0.6	0.5	0.8	1.3	2.0	3.3				
Y/E 30 June	FY20A	FY21A	FY22F	FY23F	FY24F	Total Brain - D2C	-	-	-	-	-	-					
EBITDA	(7.4)	(7.2)	(5.4)	(1.5)	1.2	Other revenues	0.2	0.1	0.2	1.2	0.3	0.4					
Interest	0.0	0.0	(0.3)	(0.3)	(0.3)	Total Revenue	2.0	1.6	2.2	4.4	4.6	6.3					
Tax	0.0	0.0	0.0	0.0	(0.2)	Gross profit	1.9	1.6	1.9	4.0	4.1	5.5					
Working capital changes	1.4	0.0	5.0	0.3	(0.9)	Gross Profit Margin %	94%	95%	87%	89%	88%	88%					
Operating cash flow	(6.0)	(7.2)	(0.7)	(1.5)	(0.2)	Employment	4.0	3.2	4.0	3.7	3.7	3.7					
Mtce capex	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	Marketing	0.4	0.7	0.5	0.5	0.5	0.5					
Free cash flow	(6.1)	(7.2)	(0.7)	(1.6)	(0.3)	Other costs	1.2	1.1	1.3	1.3	1.3	1.3					
Growth capex	(2.6)	(5.0)	(2.9)	(1.0)	(1.0)	Total costs	5.6	5.0	5.8	5.5	5.5	5.6					
Acquisitions/Disposals	0.0	0.0	0.0	0.0	0.0	EBITDA	(3.8)	(3.4)	(3.9)	(1.5)	(1.5)	(0.0)					
Other	0.0	0.0	0.0	0.0	0.0	Margins, Leverage, Returns											
Cash flow pre financing	(8.7)	(12.2)	(3.6)	(2.6)	(1.3)	FY20A	FY21A	FY22F	FY23F	FY24F							
Equity	13.7	0.0	6.5	2.0	0.0	EBITDA margin %	(191.6%)	(194.6%)	(78.2%)	(13.2%)	6.3%						
Debt	1.1	3.2	1.4	0.0	0.0	EBIT margin %	(197.6%)	(226.0%)	(85.1%)	(17.3%)	3.8%						
Dividends paid	0.0	0.0	0.0	0.0	0.0	NPAT margin (pre significant items)	(197.2%)	(225.0%)	(89.5%)	(14.3%)	1.7%						
Net cash flow for year	6.0	(9.1)	4.3	(0.6)	(1.3)	Net Debt (Cash)	10.00	-	2.84	1.94	1.37	0.11					
Balance sheet (A\$m)							Net debt/EBITDA (x)	(x)	n/a	n/a	n/a	n/a	0.09				
Y/E 30 June	FY20A	FY21A	FY22F	FY23F	FY24F	ND/ND+Equity (%)	(%)	(61.0%)	13.6%	(10.6%)	(7.1%)	(0.5%)					
Cash	11.1	1.4	5.3	4.8	3.5	EBIT interest cover (x)	(x)	n/a	n/a	n/a	n/a	38.8%					
Accounts receivable	2.8	5.1	4.0	4.4	6.5	ROA	nm	(31.2%)	(23.2%)	(7.2%)	2.6%						
Inventory	0.0	0.0	0.0	0.0	0.0	ROE	nm	(37.4%)	(32.5%)	(8.0%)	1.6%						
Other current assets	0.1	0.2	0.2	0.2	0.2	ROIC	nm	(98.7%)	(97.4%)	(18.2%)	7.6%						
Total current assets	14.1	6.8	9.6	9.4	10.2	NTA (per share)											
PPE	0.3	0.3	0.3	0.4	0.4	Working capital	237.6%	458.9%	195.8%	225.1%	339.5%						
Goodwill	0.0	0.0	0.0	0.0	0.0	WC/Sales (%)	61.3%	124.2%	28.1%	19.7%	17.5%						
Intangibles	15.0	17.0	17.1	17.7	18.3	Revenue growth	49.0%	(4.7%)	88.5%	64.0%	70.2%						
Deferred tax asset	0.0	0.0	0.0	0.0	0.0	Pricing											
Other non current assets	0.0	0.0	0.0	0.0	0.0	No of shares (y/e)	(m)	95	133	146	146	146					
Total non current assets	15.3	17.3	17.5	18.1	18.7	Weighted Av Dil Shares	(m)	95	108	143	146	146					
Total Assets	29.4	24.1	27.1	27.5	28.9	EPS Reported	cps	(8.07)	(7.68)	(4.80)	(1.14)	0.22					
Accounts payable	0.5	0.5	2.1	2.2	3.1	EPS Normalised/Diluted	cps	(8.07)	(7.68)	(4.80)	(1.14)	0.22					
Short term debt	1.1	4.3	3.4	3.4	3.4	PE (x)	-	-	-	-	-	53.8					
Tax payable	0.0	0.0	0.0	0.0	0.0	PE market	18.0	18.0	18.0	18.0	18.0	18.0					
Deferred revenue	1.4	1.3	1.3	1.3	1.3	Premium/(discount)	(100.0%)	(100.0%)	(100.0%)	(100.0%)	(100.0%)	199.1%					
Total current liabilities	3.0	6.1	6.8	6.9	7.8	EV/Sales	0.4	4.3	2.2	1.4	0.9						
Long term debt	0.0	0.0	0.0	0.0	0.0	FCF/Share	cps	(6.2)	(5.3)	(0.4)	(0.9)	(0.0)					
Other non current liabs	0.1	0.0	0.0	0.0	0.0	Price/FCF share	(1.9)	(2.3)	(28.6)	(12.8)	(255.9)						
Total long term liabilities	0.1	0.0	0.0	0.0	0.0	Free Cash flow Yield	(51.6%)	(44.3%)	(3.5%)	(7.8%)	(0.4%)						
Total Liabilities	3.0	6.1	6.8	6.9	7.8												
Net Assets	26.4	18.0	20.4	20.7	21.2												
Share capital	78.4	78.5	85.0	87.0	87.2												
Accumulated profits/losses	(56.4)	(64.7)	(69.0)	(70.6)	(70.3)												
Reserves	4.4	4.3	4.3	4.3	4.3												
Minorities	0.0	0.0	0.0	0.0	0.0												
Total Shareholder funds	26.4	18.0	20.4	20.7	21.2												

Source: Company data for historicals, RaaS estimates

Exhibit 4: Calendar Year Financial Summary (in A\$m)

Total Brain (ASX:TTB)						Share price (28 January 2022)						A\$	0.12																									
Profit and Loss (A\$m)						Interim (A\$m)						H1CY20A	H2CY20A	H1CY21A	H2CY21F	H1CY22F	H2CY22F																					
Y/E December 31	CY19A	CY20A	CY21F	CY22F	CY23F	Revenue	1.7	2.0	1.7	2.3	4.7	4.8	EBITDA	(3.6)	(3.8)	(3.4)	(3.9)	(1.5)	(1.5)																			
Revenue	2.6	3.9	3.7	7.0	9.5	Gross profit	2.3	3.3	3.4	5.9	8.0	EBIT	(3.7)	(4.0)	(4.2)	(4.1)	(1.8)	(1.7)	GP margin %	87.8%	85.2%	92.8%	85.0%	84.5%	NPAT (normalised)	(3.7)	(3.9)	(4.3)	(4.3)	(1.9)	(1.3)							
EBITDA	(8.1)	(7.4)	(7.2)	(5.4)	(3.0)	Minorities	0.0	0.0	0.0	0.0	0.0	NPAT (reported)	(3.7)	(3.9)	(4.3)	(4.3)	(1.9)	(1.3)	Depn	(0.0)	(0.1)	(0.1)	(0.0)	(0.0)	EPS (normalised)	(3.3)	(3.6)	(3.9)	(3.3)	(1.5)	(0.9)							
Amort	(0.4)	(0.2)	(0.6)	(0.5)	(0.5)	EPS (reported)	(3.3)	(3.6)	(3.9)	(3.3)	(1.5)	(0.9)	Dividend (cps)	0.0	0.0	0.0	0.0	0.0	0.0	EBIT	(8.5)	(7.7)	(8.2)	(5.9)	(3.5)	Imputation	30.0	30.0	30.0	30.0	30.0	30.0						
Interest	0.0	0.0	(0.0)	(0.3)	(0.3)	Operating cash flow	(1.7)	(4.3)	(2.9)	(1.9)	1.3	(1.0)	Free Cash flow	(0.1)	(1.8)	(0.3)	0.4	1.8	(0.4)	Tax	0.0	0.0	0.1	0.0	0.5	NPAT pre significant items	(8.6)	(7.6)	(8.2)	(6.2)	(3.3)	Other revenues	0.2	0.2	0.1	0.2	1.3	0.5
Minorities	0.0	0.0	0.0	0.0	0.0	Divisions	H1CY20A	H2CY20A	H1CY21A	H2CY21F	H1CY22F	H2CY22F	Significant items	0.0	0.0	(0.0)	0.0	0.0	Total Brain - Corporate	1.2	1.3	1.0	1.2	1.9	2.3	NPAT (reported)	(8.6)	(7.6)	(8.2)	(6.2)	(3.3)	Total Brain Affinity	0.3	0.6	0.5	0.8	1.3	2.0
Equity accounted assoc	0.0	0.0	0.0	0.0	0.0	Total Brain D2C	-	-	-	-	-	-	Cash flow (A\$m)							Y/E December 31	CY19A	CY20A	CY21F	CY22F	CY23F	Other revenues	0.2	0.2	0.1	0.2	1.3	0.5						
EBITDA	(8.1)	(7.4)	(7.2)	(5.4)	(3.0)	Total Revenue	1.7	2.0	1.7	2.3	4.5	4.8	EBITDA	(8.1)	(7.4)	(7.2)	(5.4)	(3.0)	Gross profit	1.5	1.9	1.6	1.9	4.0	4.1	Interest	0.0	0.0	0.0	(0.3)	(0.3)	Gross Profit Margin %	86%	92%	95%	85%	88%	84%
Interest	0.0	0.0	0.0	(0.3)	(0.3)	Employment	3.1	4.0	3.2	4.0	3.7	3.7	Tax	0.0	0.0	0.0	0.0	0.0	Marketing	0.5	0.4	0.7	0.5	0.5	0.5	Working capital changes	2.5	1.4	0.0	5.0	3.6	Other costs	1.2	1.2	1.1	1.3	1.3	1.3
Operating cash flow	(5.6)	(6.0)	(7.2)	(0.7)	0.3	Total costs	4.8	5.6	5.0	5.8	5.5	5.5	Free cash flow	(5.6)	(6.1)	(7.2)	(0.7)	0.2	EBITDA	(3.3)	(3.8)	(3.4)	(3.9)	(1.5)	(1.5)	Growth capex	(2.7)	(2.6)	(5.0)	(2.9)	(1.0)	Margins, Leverage, Returns		CY19A	CY20A	CY21F	CY22F	CY23F
Acquisitions/Disposals	0.0	0.0	0.0	0.0	0.0	EBITDA margin %	(312.3%)	(191.6%)	-195%	-78%	-32%	Other	(0.1)	0.1	0.0	0.0	0.0	EBIT margin %	(328.4%)	(197.6%)	-222%	-85%	-37%	Cash flow pre financing	(8.4)	(8.6)	(12.2)	(3.6)	(0.8)	NPAT margin (pre significant items)	(329.4%)	(197.2%)	-221%	-90%	-34%			
Equity	6.7	13.7	0.0	6.5	2.0	Net Debt (Cash)	5.21	10.00	-	2.84	1.94	2.39	Net cash flow for year	(1.8)	5.0	(11.1)	6.1	2.6	Net debt/EBITDA (x)	(x)	n/a	n/a	n/a	n/a	n/a	Balance sheet (A\$m)												
Debt	(0.1)	0.0	1.1	3.2	1.4	ND/ND+Equity (%)	(%)	(34.8%)	(61.0%)	13.6%	(10.6%)	(12.9%)	Y/E December 31	CY19A	CY20A	CY21F	CY22F	CY23F	Other non current assets	14.9	15.0	17.1	17.2	17.4	Cash	5.2	11.1	1.4	5.3	5.8								
Dividends paid	0.0	0.0	0.0	0.0	0.0	NTA (per share)	38.1%	44.9%	19.0%	15.2%	14.3%	Accounts receivable	0.8	2.8	5.1	4.0	3.9	Inventory	0.0	0.0	0.0	0.0	0.0	Total current assets	6.2	14.1	6.8	9.6	10.0									
Net cash flow for year	(1.8)	5.0	(11.1)	6.1	2.6	Working capital	35.3%	237.6%	458.9%	195.8%	184.1%	Other current assets	0.2	0.1	0.2	0.2	0.2	PPE	0.2	0.3	0.3	0.3	0.3	Goodwill	0.0	0.0	0.0	0.0	0.0									
W/C/Sales (%)		13.6%	61.3%	124.2%	28.1%	19.4%	Other non current assets	14.9	15.0	17.1	17.2	17.4	Investments	0.0	0.0	0.0	0.0	0.0	Deferred tax asset	0.0	0.0	0.0	0.0	0.0	Revenue growth	(2.2%)	49.0%	(4.7%)	88.5%	36.5%								
Revenue growth		(2.2%)	49.0%	(4.7%)	88.5%	36.5%	Other non current assets	14.9	15.0	17.1	17.2	17.4	Price/FCF share	(2.4)	(2.3)	(2.2)	-	2.5	-	Free Cash flow Yield		(41.6%)	(43.5%)	(45.2%)	(40.5%)	(3.5%)												
PE (x)		-	-	-	-	Total non current assets	15.2	15.3	17.3	17.5	17.8	Price/Share	(5.0)	(5.2)	(5.4)	(4.9)	(0.4)	Price/FCF share	(2.4)	(2.3)	(2.2)	-	2.5	-														
PE market		18.0	18.0	18.0	18.0	Total Assets	21.4	29.4	24.1	27.1	27.7	Price/Share	(5.0)	(5.2)	(5.4)	(4.9)	(0.4)	Price/FCF share	(2.4)	(2.3)	(2.2)	-	2.5	-														
Premium/(discount)		(100.0%)	(100.0%)	(100.0%)	(100.0%)	Accounts payable	0.5	0.5	0.5	2.1	2.1	Price/Share	(5.0)	(5.2)	(5.4)	(4.9)	(0.4)	Price/FCF share	(2.4)	(2.3)	(2.2)	-	2.5	-														
EV/Sales		6.1	2.0	0.8	2.9	1.6	Short term debt	0.0	1.1	4.3	3.4	3.4	Price/Share	(5.0)	(5.2)	(5.4)	(4.9)	(0.4)	Price/FCF share	(2.4)	(2.3)	(2.2)	-	2.5	-													
FCF/Share		(5.0)	(5.2)	(5.4)	(4.9)	(0.4)	Tax payable	0.0	0.0	0.0	0.0	0.0	Price/Share	(5.0)	(5.2)	(5.4)	(4.9)	(0.4)	Price/FCF share	(2.4)	(2.3)	(2.2)	-	2.5	-													
Price/FCF share		(2.4)	(2.3)	(2.2)	-	2.5	-	Deferred revenue	0.6	1.4	1.3	1.3	1.3	Price/Share	(5.0)	(5.2)	(5.4)	(4.9)	(0.4)	Price/FCF share	(2.4)	(2.3)	(2.2)	-	2.5	-												
Free Cash flow Yield		(41.6%)	(43.5%)	(45.2%)	(40.5%)	(3.5%)	Total current liabilities	1.1	3.0	6.1	6.8	6.8	Price/Share	(5.0)	(5.2)	(5.4)	(4.9)	(0.4)	Price/FCF share	(2.4)	(2.3)	(2.2)	-	2.5	-													
Share capital	64.8	78.4	78.4	84.9	86.9	Long term debt	0.0	0.0	0.0	0.0	0.0	Price/Share	(5.0)	(5.2)	(5.4)	(4.9)	(0.4)	Price/FCF share	(2.4)	(2.3)	(2.2)	-	2.5	-														
Accumulated profits/losses	(48.8)	(56.4)	(64.7)	(69.0)	(70.3)	Other non current liabs	0.1	0.1	0.0	0.0	0.0	Price/Share	(5.0)	(5.2)	(5.4)	(4.9)	(0.4)	Price/FCF share	(2.4)	(2.3)	(2.2)	-	2.5	-														
Reserves	4.2	4.4	4.3	4.3	4.3	Total long term liabilities	0.1	0.1	0.0	0.0	0.0	Price/Share	(5.0)	(5.2)	(5.4)	(4.9)	(0.4)	Price/FCF share	(2.4)	(2.3)	(2.2)	-	2.5	-														
Minorities	0.0	0.0	0.0	0.0	0.0	Total Liabilities	1.2	3.0	6.1	6.8	6.8	Price/Share	(5.0)	(5.2)	(5.4)	(4.9)	(0.4)	Price/FCF share	(2.4)	(2.3)	(2.2)	-	2.5	-														
Total Shareholder funds	20.2	26.4	18.0	20.3	20.9	Net Assets	20.2	26.4	18.0	20.3	20.9	Price/Share	(5.0)	(5.2)	(5.4)	(4.9)	(0.4)	Price/FCF share	(2.4)	(2.3)	(2.2)	-	2.5	-														

Source: Company data for historicals; RaaS estimates



FINANCIAL SERVICES GUIDE

RaaS Advisory Pty Ltd

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Corporate Authorised Representative, number 1248415

of

BR SECURITIES AUSTRALIA PTY LTD

ABN 92 168 734 530

AFSL 456663

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

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