

**FREE BIRD INSTITUTE LIMITED (FBI) FINANCIAL ANALYSIS FOR THE YEARS ENDING 31ST DECEMBER 2015 - 2019**

| FREE BIRD INSTITUTE LIMITED<br>Statement of Financial Performance - for the financial year ended 31st December |                  |                  |                  |                  |                  |
|--|------------------|------------------|------------------|------------------|------------------|
|  | 2015             | 2016             | 2017             | 2018             | 2019             |
|  | \$               | \$               | \$               | \$               | \$               |
| Service Fees   | 4,138,379        | 4,807,560        | 5,340,317        | 5,346,870        | 5,063,164        |
| Recruitment services   | -                | -                | -                | 12,383           | 45,972           |
| In-House insurance premiums  | -                | 522,157          | 896,178          | 899,589          | 830,904          |
| Other Operating revenue  | 12,020           | 14,784           | 18,736           | 17,707           | 40,828           |
| <b>Total Revenue</b>   | <b>4,150,399</b> | <b>5,344,501</b> | <b>6,255,231</b> | <b>6,276,549</b> | <b>5,980,868</b> |
| Net profit before tax  | 359,998          | 1,026,485        | 1,185,288        | 913,428          | 719,591          |
| Income tax Expense   | 83,661           | 202,091          | 127,461          | 109,664          | 80,536           |
| <b>Net Profit after tax Before extraordinary income</b>  | <b>276,337</b>   | <b>824,394</b>   | <b>1,057,827</b> | <b>803,764</b>   | <b>639,055</b>   |
| Extraordinary item after tax   | -                | -                | -                | -                | -                |
| <b>Net Profit after tax &amp; Extraordinary item</b>   | <b>276,337</b>   | <b>824,394</b>   | <b>1,057,827</b> | <b>803,764</b>   | <b>639,055</b>   |
| OEI in net profit and extraordinary items after income tax   | -                | -                | -                | -                | -                |
| <b>Net profit after Extraord. Items and Income tax attributable to members of the company</b>                  | <b>276,337</b>   | <b>824,394</b>   | <b>1,057,827</b> | <b>803,764</b>   | <b>639,055</b>   |
| Retained Profit at Beginning   | (387,213)        | (110,876)        | 713,518          | 1,531,345        | 2,155,109        |
| <b>Total available for appropriation</b>   | <b>(110,876)</b> | <b>713,518</b>   | <b>1,771,345</b> | <b>2,335,109</b> | <b>2,794,164</b> |
| Ordinary dividend provided for   | -                | -                | 240,000          | 180,000          | 210,000          |
| Preference dividend provided for   | -                | -                | -                | -                | -                |
| Transfer to general reserves   | 255,237          | 255,237          | 255,237          | 255,237          | 255,237          |
| <b>Retained profit at year end</b>   | <b>(110,876)</b> | <b>713,518</b>   | <b>1,531,345</b> | <b>2,155,109</b> | <b>2,584,164</b> |

| FREE BIRD INSTITUTE LIMITED<br>Statement of Cash Flows - for the financial year ended 31st December |                 |                  |                  |                    |                  |
|---|-----------------|------------------|------------------|--------------------|------------------|
|   | 2015            | 2016             | 2017             | 2018               | 2019             |
|   | \$              | \$               | \$               | \$                 | \$               |
| <b>Cash flows from operating activities</b>   |                 |                  |                  |                    |                  |
| Receipts from customers   | 4,172,368       | 4,830,738        | 5,258,750        | 5,384,353          | 5,176,426        |
| Payment to suppliers and employees  | (3,626,696)     | (3,795,793)      | (4,280,462)      | (4,848,676)        | (4,441,080)      |
| Dividend received   | -               | -                | -                | -                  | -                |
| Interest paid   | (19,798)        | (12,724)         | (34,928)         | (27,694)           | (47,100)         |
| Insurance Claims paid   | -               | (21,225)         | (273,101)        | (79,769)           | (98,028)         |
| Income tax paid   | -               | (51,368)         | (114,979)        | (76,242)           | (195,914)        |
| Insurance proceeds  | -               | 320,830          | 516,340          | 584,736            | 499,123          |
| Interest received   | 3,261           | 15,714           | 33,596           | 41,137             | 84,890           |
| Payments relating to extraord. item   | -               | -                | -                | -                  | -                |
| <b>Net cash provided by operating activities</b>  | <b>529,135</b>  | <b>1,286,172</b> | <b>1,105,216</b> | <b>977,845</b>     | <b>977,819</b>   |
| <b>Cash flows from investing activities</b>   |                 |                  |                  |                    |                  |
| Purchase of investments   | -               | -                | -                | -                  | -                |
| Fixed asset acquisitions  | (51,891)        | (162,380)        | (112,040)        | (25,767)           | (77,810)         |
| Proceeds from borrowings  | 6,957           | 1,009            | 2,500            | -                  | 8,000            |
| Proceeds from sale of fixed assets & disposal of investments  | -               | -                | -                | (1,201,452)        | (530,466)        |
| Investment in term deposit  | -               | (30,955)         | -                | -                  | -                |
| Interest received   | -               | -                | -                | -                  | -                |
| Proceeds from sale of shares  | -               | -                | -                | -                  | (13,100)         |
| <b>Net cash provided by investing activities</b>  | <b>(44,934)</b> | <b>(192,326)</b> | <b>(109,540)</b> | <b>(1,227,219)</b> | <b>(613,376)</b> |
| <b>Cash flows from financing activities</b>   |                 |                  |                  |                    |                  |
| Proceeds from issue of shares   | -               | -                | -                | -                  | -                |
| Proceeds from borrowings  | -               | -                | -                | -                  | -                |
| Repayment of borrowings/ lease principal  | (80,453)        | (88,325)         | (259,444)        | (275,360)          | (396,411)        |
| Dividends paid  | -               | -                | (240,000)        | (180,000)          | (210,000)        |
| Intercompany Loans (net)  | -               | -                | -                | -                  | -                |
| Capital gain distributed to shareholders  | -               | -                | -                | -                  | -                |
| <b>Net cash provided by financing activities</b>  | <b>(80,453)</b> | <b>(88,325)</b>  | <b>(499,444)</b> | <b>(455,360)</b>   | <b>(606,411)</b> |
| <b>Net increase in cash held</b>  | <b>403,748</b>  | <b>1,005,521</b> | <b>496,232</b>   | <b>(704,734)</b>   | <b>(241,986)</b> |
| Cash at beginning of year   | 578,308         | 982,056          | 1,987,577        | 2,459,435          | 1,807,144        |
| Effects of exchange rate changes on cash  | 0               | 0                | (24,374)         | 52,443             | 23,777           |
| <b>Cash at end of year</b>  | <b>982,056</b>  | <b>1,987,577</b> | <b>2,459,435</b> | <b>1,807,144</b>   | <b>1,588,935</b> |

| FREE BIRD INSTITUTE LIMITED<br>Statement of Financial Position - for the financial year as at 31st December |                  |                  |                  |                  |                  |
|---|------------------|------------------|------------------|------------------|------------------|
|   | 2015             | 2016             | 2017             | 2018             | 2019             |
|   | \$               | \$               | \$               | \$               | \$               |
| <b>Current Assets</b>   |                  |                  |                  |                  |                  |
| Cash Assets   | 982,056          | 1,987,577        | 2,459,435        | 1,807,144        | 1,588,935        |
| Trade and other receivables   | 424,107          | 413,726          | 460,976          | 502,557          | 675,095          |
| Inventories   | -                | -                | -                | -                | -                |
| Short-term investment   | 29,045           | 31,440           | 31,440           | 1,210,000        | 1,740,466        |
| Current Tax Assets  | -                | -                | -                | -                | 36,727           |
| Prepayments   | 9,822            | 40,906           | 95,202           | 84,570           | 71,734           |
| <b>Total current assets</b>   | <b>1,445,030</b> | <b>2,473,649</b> | <b>3,047,053</b> | <b>3,604,271</b> | <b>4,112,975</b> |
| <b>Non-currents assets</b>  |                  |                  |                  |                  |                  |
| Property, plant and equipment   | 1,893,195        | 1,966,888        | 1,978,501        | 1,898,980        | 1,869,719        |
| Trade and Other Receivables   | 58,428           | 112,054          | 84,429           | 84,529           | 84,529           |
| Financial assets  | -                | -                | -                | -                | 23,100           |
| Right-of-use assets   | -                | -                | -                | -                | 1,153,708        |
| Amounts Owing by related parties  | -                | -                | -                | -                | -                |
| Deferred Tax Assets   | 127,307          | 5,685            | -                | 119              | 9,332            |
| Intangible assets   | -                | -                | -                | -                | -                |
| Held to maturity investment   | 21,440           | 50,000           | 50,000           | 72,889           | 72,889           |
| <b>Total non-current assets</b>   | <b>2,100,370</b> | <b>2,134,627</b> | <b>2,112,230</b> | <b>2,056,517</b> | <b>3,219,277</b> |
| <b>Total Assets</b>   | <b>3,545,400</b> | <b>4,608,276</b> | <b>5,159,283</b> | <b>5,660,788</b> | <b>7,332,252</b> |
| <b>Current liabilities</b>  |                  |                  |                  |                  |                  |
| Trade payables  | 45,352           | 19,625           | 19,678           | 44,315           | 89,781           |
| Other payables and accruals   | 161,562          | 256,225          | 185,509          | 159,505          | 391,974          |
| Current tax liabilities   | -                | -                | -                | -                | -                |
| Interest-bearing borrowings   | 185,572          | 409,935          | 225,329          | 259,104          | 288,479          |
| Lease liabilities   | -                | -                | -                | -                | 46,751           |
| Term loan - secured   | -                | -                | -                | -                | -                |
| Bank overdraft  | -                | -                | -                | -                | -                |
| Unsecured advance   | -                | -                | -                | -                | -                |
| Current tax liability   | -                | 29,101           | 31,522           | 69,438           | -                |
| Provisions (employee benefits)  | -                | -                | -                | 28,086           | 31,523           |
| Other (In-house insurance liabilities)  | -                | 82,800           | 217,264          | 212,893          | 304,882          |
| <b>Total Current liabilities</b>  | <b>392,486</b>   | <b>797,686</b>   | <b>679,302</b>   | <b>775,341</b>   | <b>1,148,390</b> |
| <b>Non-current liabilities</b>  |                  |                  |                  |                  |                  |
| Term loan - secured (Borrowings) - unsecured  | -                | -                | -                | 1,137,404        | 201,057          |
| Unsecured advance   | -                | -                | -                | -                | -                |
| Inter-company loan  | -                | -                | -                | -                | -                |
| Deferred tax liabilities  | -                | -                | 4,376            | -                | -                |
| Provisions  | -                | -                | -                | -                | -                |
| Amounts owing to related parties  | -                | -                | -                | -                | -                |
| <b>Total non-current liabilities</b>  | <b>1,008,533</b> | <b>841,835</b>   | <b>689,723</b>   | <b>1,137,404</b> | <b>1,338,461</b> |
| <b>Total liabilities</b>  | <b>1,401,039</b> | <b>1,639,521</b> | <b>1,373,401</b> | <b>1,250,442</b> | <b>2,486,851</b> |
| <b>NET ASSETS</b>   | <b>2,144,361</b> | <b>2,968,755</b> | <b>3,786,582</b> | <b>4,410,346</b> | <b>4,839,401</b> |
| <b>Equity</b>   |                  |                  |                  |                  |                  |
| Contributed equity  | 2,000,000        | 2,000,000        | 2,000,000        | 2,000,000        | 2,000,000        |
| Reserves  | 255,237          | 255,237          | 255,237          | 255,237          | 255,237          |
| Retained profits/accumulated losses   | (110,876)        | 713,518          | 1,531,345        | 2,155,109        | 2,584,164        |
| <b>Equity attributable to members</b>   | <b>2,144,361</b> | <b>2,968,755</b> | <b>3,786,582</b> | <b>4,410,346</b> | <b>4,839,401</b> |
| <b>OEI in Controlled Entities</b>   |                  |                  |                  |                  |                  |
| Contributed equity  | -                | -                | -                | -                | -                |
| Reserves  | -                | -                | -                | -                | -                |
| Retained profits/accumulated losses   | -                | -                | -                | -                | -                |
| <b>Total outside equity interest in controlled entities</b>   | <b>-</b>         | <b>-</b>         | <b>-</b>         | <b>-</b>         | <b>-</b>         |
| <b>TOTAL EQUITY</b>   | <b>2,144,361</b> | <b>2,968,755</b> | <b>3,786,582</b> | <b>4,410,346</b> | <b>4,839,401</b> |

| Profitability & Return Ratios |       |       |       |       |       |
|-------------------------------|-------|-------|-------|-------|-------|
| Year to                       | 2015  | 2016  | 2017  | 2018  | 2019  |
| Return on Equity (%)          | 12.89 | 27.77 | 27.94 | 18.22 | 13.21 |
| Return on Assets (%)          | 24.77 | 43.42 | 46.53 | 36.36 | 19.43 |
| EBIT Margin (%)               | 15.04 | 20.69 | 19.54 | 14.94 | 12.84 |
| Net Profit Margin (%)         | 6.68  | 15.47 | 16.96 | 12.87 | 10.76 |

| Liquidity & Working Capital Ratios |       |       |       |       |       |
|------------------------------------|-------|-------|-------|-------|-------|
| Year to                            | 2015  | 2016  | 2017  | 2018  | 2019  |
| Current Ratio (Times)              | 3.68  | 3.10  | 4.49  | 4.66  | 3.56  |
| Quick Ratio (Times)                | 3.08  | 3.10  | 4.49  | 4.66  | 3.56  |
| Days Debtors (days)                | 41.09 | 31.91 | 30.99 | 32.29 | 38.21 |
| Days Creditors (days)              | 3.26  | 2.22  | 1.15  | 1.87  | 4.12  |
| Solvency Ratio                     | 0.26  | 0.56  | 0.84  | 0.73  | 0.33  |

| Capital & Debt Structure Ratios |          |         |         |        |       |
|---------------------------------|----------|---------|---------|--------|-------|
| Year to                         | 2015     | 2016    | 2017    | 2018   | 2019  |
| Net Debt to Equity (%)          | 9.89     | (24.79) | (40.79) | (0.24) | 0.02  |
| Gearing (%)                     | 65.34    | 58.23   | 36.27   | 28.35  | 51.39 |
| Debt to Gross Cashflow (yrs)    | 2.36     | 0.97    | 0.83    | 0.75   | 1.71  |
| Net Interest Cover (times)      | (208.21) | 14.49   | 36.55   | 43.74  | 17.78 |

| Market Performance Ratios    |       |       |       |       |       |
|------------------------------|-------|-------|-------|-------|-------|
| Year to                      | 2015  | 2016  | 2017  | 2018  | 2019  |
| Earning Per Share (cents)    | 13.82 | 41.22 | 52.89 | 40.19 | 31.95 |
| Price/Earning Ratio (times)* | NA    | NA    | 4.82  | 7.59  | 9.39  |
| Dividend Per Share (cents)*  | -     | -     | 0.12  | 0.09  | 0.11  |
| Dividend Yield (%)*          | NA    | NA    | 4.71  | 2.95  | 3.50  |
| NT Asset Per Share (\$)      | 1.07  | 1.48  | 1.89  | 2.21  | 2.42  |
| Cashflow Per Share (\$)      | 0.26  | 0.64  | 0.55  | 0.49  | 0.49  |

\* PE ratio, Dividend Per Share ratio & Dividend Yield cannot be computed for FY 2015 & 2016 since FBI officially got listed in 2017

| Stock Market Information    |      |      |           |         |         |
|-----------------------------|------|------|-----------|---------|---------|
| Year to                     | 2015 | 2016 | 2017      | 2018    | 2019    |
| Last Sale Price             | -    | -    | 2.55      | 3.05    | 3.00    |
| 52 Week: Low (\$)           | -    | -    | 2.00      | 2.55    | 2.60    |
| High (\$)                   | -    | -    | 2.55      | 3.10    | 3.03    |
| No of Trades                | NA   | NA   | 101       | 25      | 11      |
| Volume of Share Traded      | -    | -    | 424,090   | 130,837 | 71,136  |
| Value of Shares Traded (\$) | -    | -    | 1,029,889 | 364,424 | 195,774 |
| Market Capitalisation (\$m) | -    | -    | 5.10      | 6.10    | 6.00    |

