

# Appendix 4E

## Preliminary Final Report

### Name of entity

Swift Media Limited and its controlled entities ("the Group")

### ACN

006 222 395

### Reporting Period

Year ended 30 June 2021

### Previous Corresponding Period

Year ended 30 June 2020

### Results for announcement to the market

|  |                     |     |                             | \$A'000<br>FY2021 | \$A'000<br>FY2020 |
|--|---------------------|-----|-----------------------------|-------------------|-------------------|
| Revenues from continuing operations                      | Down                | 3%  | to                          | 17,607            | 18,102            |
| Loss from continuing operations after tax                | Down                | 70% | to                          | (4,233)           | (14,181)          |
| Loss for the year attributable to members                | Down                | 70% | to                          | (4,233)           | (14,181)          |
| <b>Dividends (distributions)</b>                         | Amount per security |     | Franked amount per security |                   |                   |
| Final and interim dividend                               | None                |     | - ¢                         |                   |                   |
| Record date for determining entitlements to the dividend | N/A                 |     |                             |                   |                   |

### Commentary on the results for the year

In FY21 the Group achieved an operating revenue of \$17.6m from continuing operations (FY20: \$18.1m). Despite a marginal decrease in revenue, the Group has returned to a positive underlying Earnings Before Interest, Tax, Depreciation Amortisation ("EBITDA") of \$1.5m (FY20: negative \$3.0m), arising from a combined impact of improved gross margin and effective cost management. As such, the loss from continuing operations has considerably reduced by 70 % compared to FY2020.

The Group sold its subsidiary, Medical Channel Pty Ltd ("Medical Channel") in April 2021. Therefore, Medical Channel's financial results have been reported as discontinued operations. As such the above current reporting year financial results are related to continuing operations. The movement of financial performance is compared to the comparative of continuing operations in FY2020. The impact of discontinued operations is disclosed in detail in FY2021 financial statements and related notes.

### **Balance sheet and liquidity**

The Group's cash balance closed at \$3.9m (FY20: \$2.5m), an increase of \$1.4m or 56% compared to FY2020. The strong cash position reflected a series of actions designed to strengthen the balance sheet and streamline the core business activities.

These actions included:

- In November 2020 Swift successfully completed an equity raise for \$5.1m (before costs);
- Swift reduced its employment costs during the period by 12% to \$4.9m (FY20: \$5.6m) as it streamlined and refocused its workforce on its core verticals.
- Swift focused on improving gross margin through internal efficiency and engagement with suppliers which saw its gross margin move to 39.8% (FY20: 32.8%)
- Swift disposed of its Medical Channel business in April 2021 and has retained a holding in Motio Limited (ASX:MXO) for \$2.48m at 30 June 2021.

Swift will continue to investigate opportunities to further strengthen its balance sheet and revenue growth.

### **Financial statements**

The operating performance, results of segments, discontinued operations and other factors affecting the results for the reporting year are contained in the 2021 Annual Report and accompanying notes.

---

OTHER APPENDIX 4E INFORMATION

---

1. **NTA backing**

|  | 30 June 2021 | 30 June 2020 |
|--|--------------|--------------|
| Net tangible asset backing per ordinary share <sup>1</sup> | (\$0.002)    | (\$0.012)    |

2. **Dividends**

There were no dividends declared during the year and the directors do not recommend that any dividend be paid.

3. **Dividend reinvestment plans**

N/A.

4. **Details of entities over which control has been gained or lost during the period**

Entities disposed of resulting in loss of control

On 1 April 2021, the Group sold 100% of its interest in Medical Channel Pty Ltd to Motio Limited (ASX: "MXO") for a consideration of 30m fully paid ordinary MXO shares. Following the settlement of sale, the Group has lost control of this subsidiary and accordingly deconsolidated this entity from the Group's financial statements.

The divestment has resulted in a change of reporting segment to one single segment in FY2021 (FY2020: two)

5. **Details of associates and joint ventures**

N/A

6. **Audit**

The consolidated financial statements contained within the 2021 Annual Report, of which this report is based upon, have been audited by BDO.

7. **Events Since the End of the Financial Year**

There are no other matters or circumstances that have arisen since 30 June 2021 that have or may significantly affect the operations, results, or state of affairs of the Group in future financial periods.

Sign here:



(Director)

Date: 31 August 2021

Print name: Darren Smorgon

---

<sup>1</sup>Swift has included the right of use assets in the NTA backing calculation.