

**ALLIANCE GROUP LIMITED**  
**SELECTED FINANCIAL INFORMATION**

In thousands of NZD	FY2020	FY2019	FY2018
Revenue	\$1,834,096	\$1,712,937	\$1,715,460 <sup>1</sup>
Profit before pool distributions	\$7,469	\$20,737	\$10,356
Pool surplus distributions	\$-	\$8,953	\$26
Profit after tax for the year	\$6,956	\$4,970	\$6,602
Total assets	\$610,126	\$541,007	\$519,505
Cash and cash equivalents	\$7,499	\$1,391	\$2,587
Total liabilities	\$262,938	\$200,685	\$186,432
Total debt and financing	\$98,717	\$93,200	\$84,555
Net cash flows from operating activities	\$50,343	\$40,424	(\$27,169)

In the above table, FY2020 means the Alliance Group's financial year for the 12 months ending 30 September 2020.

**Explanation**

Alliance Group Limited (Alliance) has issued a replacement PDS in respect of ordinary nominal value shares in Alliance dated 18 December 2020.

Alliance's PDS is a 'continuous issue PDS' for the purposes of the Financial Market Conduct Regulations 2014 (the FMC Regulations).

Because Alliance's PDS is a 'continuous issue PDS', the FMC Regulations permit Alliance to incorporate the selected financial information in the table above by reference and include this information in the offer register instead of in the PDS.

The above table sets out the selected financial information required by FMC Regulation, Sch 3, cl 35 (as modified in accordance with FMC Regulations, Sch 3, cl 39 and 40). If you do not understand this financial information, you can seek advice from a financial adviser or an accountant.

**Full financial statements**

Full financial statements of the Alliance Group for the most recent financial year of the Alliance Group as well as the two preceding financial years are also contained in the online register.

**Date of this entry**

This online register entry is dated 18 December 2020.

<sup>1</sup> FY2018 revenue figures have been restated to be consistent with the 2019 adoption of NZ IFRS 15.