



FREE BIRD INSTITUTE LIMITED

QUARTER 1 2023



Free Bird Institute Limited

Fiji Islands

This market announcement contains the unaudited financial results of Free Bird Institute Limited (FBL) for the three months period ended 31 March 2023. Where necessary, comparative results of the previous reporting periods have been re-classed to maintain consistency with the current period reporting.

This market announcement has been authorised for issue on 18 May 2023.



Hiroshi Taniguchi



Roqiqi Korodrau



CFO Comments

We are pleased to increase our total revenue by 4% at the end of the first quarter despite not generating any High School revenue in the month of January 2023 as high school terms began a month later.

Due to the impact of Covid19 we were fortunate to be receiving discounts from our landlords in 2022 which was recorded as Other Income in our books. As our international borders have re-opened our landlord have ceased providing discounts resulting in the decrease in our Other Income by 38%. We take this opportunity to thank our landlords for their generosity in providing discounts at a time it mattered the most.

We have reduced our personnel expense by 15% after re-structuring our school operations by splitting our campuses into lower level classes and upper level classes. This has allowed us to reduce our number of employees while still being able to provide the same quality of services.

While there are still no signs of the JPY currency improving any time soon, we have controlled our foreign exchange losses by implementing hedging strategies with our banks and controlling the JPY we receive locally. This has allowed us to reduce our Finance cost by 81%.

Our net profit before taxes is up by 47% when compared to prior year. Although we have an additional 10,115 shares in the current period (due to the DRP done in Nov last year) our EPS has increased to \$0.07 compared to \$0.05 in the same period last year.

Our total assets is up by 7% with the net assets up by 5% when compared to the same period last year.

Roqiqi Korodrau

Free Bird Institute Limited

Statement of Profit or Loss and other comprehensive income

For the quarter ended 31 March 2023

	Quarter 1 ended 31-Mar-23 (Unaudited)	Quarter 1 ended 31-Mar-22 (Unaudited)		% Changes
Revenue				
Service fees	774,739	727,025	↑	7%
Other revenue				
In-house insurance premiums	134,397	117,979	↑	14%
Other income	27,111	43,378	↓	-38%
Total revenue	<u>936,247</u>	<u>888,382</u>	↑	5%
Expenses				
In-house insurance claims	(3,770)	(4,918)	●	-23%
In-house insurance commission expense	(66,737)	(46,439)	●	44%
Direct operating expenses	(276,837)	(227,837)	●	22%
Depreciation	(55,677)	(50,493)	●	10%
Personnel expenses	(244,123)	(285,948)	●	-15%
Other expenses	(110,470)	(72,858)	●	52%
Total expenses	<u>(757,613)</u>	<u>(688,492)</u>	●	10%
Profit from operations	178,634	199,890	↓	-11%
Finance income	1,826	11,947	↓	-85%
Finance cost	(19,954)	(102,779)	●	-81%
Profit before tax	<u>160,506</u>	<u>109,058</u>	↑	47%
Income tax expense	-	-		
Net profit after tax	<u>160,506</u>	<u>109,058</u>	↑	47%
Earnings per share	<u>0.07</u>	<u>0.05</u>	↑	47%
Net profit margin	<u>17%</u>	<u>12%</u>	↑	40%

Free Bird Institute Limited

Statement of Financial Position

As at 31 March 2023

	As at 31-Mar-23 (Unaudited)	As at 31-Dec-22 (Audited)	As at 30-Mar-22 (Unaudited)		Movements from Dec 22 to Mar 23		Movements from Mar 22 to Mar 23
Current assets							
Cash and cash equivalents	1,490,752	1,474,528	1,248,685	↑	1%	↑	19%
Trade and other receivables	2,752,536	2,547,373	1,238,078	↑	8%	↑	122%
Prepayments	25,655	54,985	82,818	↓	-53%	↓	-69%
Term deposits	541,646	591,646	1,741,646	↓	-8%	↓	-69%
Current tax assets	51,594	51,592	58,070	↑	0%	↓	-11%
Total current assets	4,862,184	4,720,124	4,369,298	↑	3%	↑	11%
Non-current assets							
Trade and other receivables	84,529	84,529	84,529	↓	0%	↑	0%
Term deposits	53,480	24,435	53,480	↑	119%	↑	0%
Equity investments	21,400	21,400	21,400	↑	0%	↑	0%
Right of use assets	1,103,521	1,126,008	1,014,692	↓	-2%	↑	9%
Property, plant and equipment	1,709,501	1,742,690	1,791,182	↓	-2%	↓	-5%
Deferred tax asset	26,233	26,233	19,503	↑	0%	↑	35%
Total non-current assets	2,998,663	3,025,295	2,984,785	↓	-1%	↑	0%
Total assets	7,860,847	7,745,419	7,354,083	↑	1%	↑	7%
Current liabilities							
Trade and other payables	196,963	163,731	148,165	●	20%	●	33%
Contract Liabilities	24,717	21,493	24,717	●	15%	●	0%
Payable to related parties	43,748	198,376	20,821	●	-78%	●	110%
Interest bearing borrowings	-	-	6,068	●		●	-100%
In-house insurance liabilities	331,716	241,912	305,740	●	37%	●	8%
Lease liabilities	46,751	68,753	46,751	●	-32%	●	0%
Employee benefits	13,336	13,336	16,862	●	0%	●	100%
Total current liabilities	657,230	707,601	569,124	●	-7%	●	15%
Non-current liabilities							
Lease liabilities	1,167,867	1,162,581	1,056,327	●	0%	●	11%
Total non-current liabilities	1,167,867	1,162,581	1,056,327	●	0%	●	11%
Total liabilities	1,825,097	1,870,182	1,625,451	●	-2%	●	12%
Shareholders' equity							
Share capital	3,194,831	3,194,831	3,159,671	↑	0%	↑	1%
Retained earnings	2,585,682	2,425,169	2,313,724	↑	7%	↑	12%
Equity contribution reserve	255,237	255,237	255,237	↑	0%	↑	0%
Total shareholders' equity	6,035,750	5,875,237	5,728,632	↑	3%	↑	5%
Total shareholders' equity and liabilities	7,860,847	7,745,419	7,354,083	↑	1%	↑	7%

Free Bird Institute Limited

Statement of Cash Flows

For the quarter ended 31 March 2023

	Three months ended 31-Mar-23 (Unaudited)	Year ended 31-Dec-22 (Audited)	Three months ended 31-Mar-22 (Unaudited)
Operating activities			
Receipts from customers	330,569	1,832,629	406,528
Payment to suppliers and employees	(685,962)	(2,553,498)	(619,278)
In-house insurance premiums received	293,410	94,136	59,703
In-house insurance claims paid	(3,770)	(24,814)	(4,918)
Interest received	16,797	12,033	16,833
Income tax paid	(2)	(63,705)	(16,498)
Interest paid	-	(84,064)	-
Net cash (used in)/ from operating activities	(48,959)	(787,283)	(157,629)
Investing activities			
Acquisition of property, plant and equipment	-	(72,487)	(22,475)
(Investments in)/receipts from term deposit	-	7,339	(1,200,000)
Net cash (used in)/ from investing activities	-	(65,148)	(1,222,475)
Financing activities			
Dividends paid	-	(249,876)	-
Advance to related parties	79,507	-	(17,495)
Payment of lease liabilities	(16,716)	(60,491)	(15,842)
Net used in financing activities	62,791	(310,367)	(33,337)
Net increase/(decrease) in cash and cash equivalents	13,832	(1,162,798)	(1,413,441)
Effects of movement in exchange rates on cash held	2,392	(91,625)	(66,825)
Cash and cash equivalents at the beginning of the period	1,474,528	2,728,951	2,728,951
Cash and cash equivalents at the end of the period	1,490,752	1,474,528	1,248,685