



52Wk L/H \$20.135 \$26.560
▼ \$26.910

A\$26.38

Change 0.96%

Market Cap - 9.283B (AUD)

EPS - \$0.568

Exchange - ASX

Revenue - \$1.22B (AUD)

P/E - 46

Symbol - SEK

Net profit - \$1.02B (AUD)

Shares Float - 322M

Currency - AUD

Cash flow - \$29.40

BETA - 1.63

About the Company

SEEK Limited (SEEK) is an Australian company that operates an online employment marketplace. The company's main focus is on providing services in the Asia Pacific and Latin America regions. SEEK runs various businesses, including SEEK Learning, connecting people with educational opportunities; SEEK Business, facilitating the sale of businesses and franchises, and SEEK Volunteer, Australia's platform for volunteer opportunities.

The company is divided into different segments:

1. Australia and New Zealand (ANZ):

- Provides online employment marketplace services in the ANZ region.

2. SEEK Asia:

- Offers online employment marketplace services in the Asian region.

3. Brasil Online:

- Engaged in online employment marketplace services in Brazil.

4. OCC (Online Education Services):

- Offers online education services to connect individuals with learning opportunities.

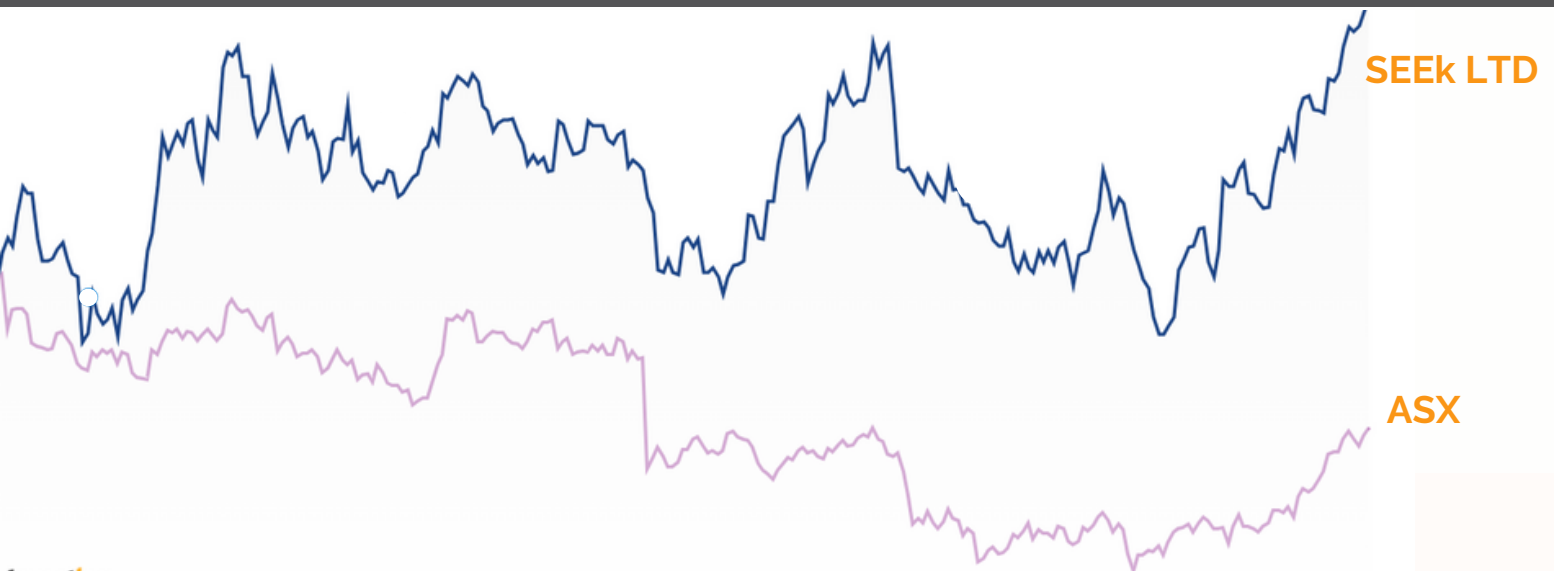
5. Platform Support:

- Includes Jora, an online employment marketplace; JobAdder, a recruitment software suite; and Certsy, a verification and compliance platform.

6. Portfolio Investments:

- Comprises a small portfolio of early-stage ventures (ESVs).

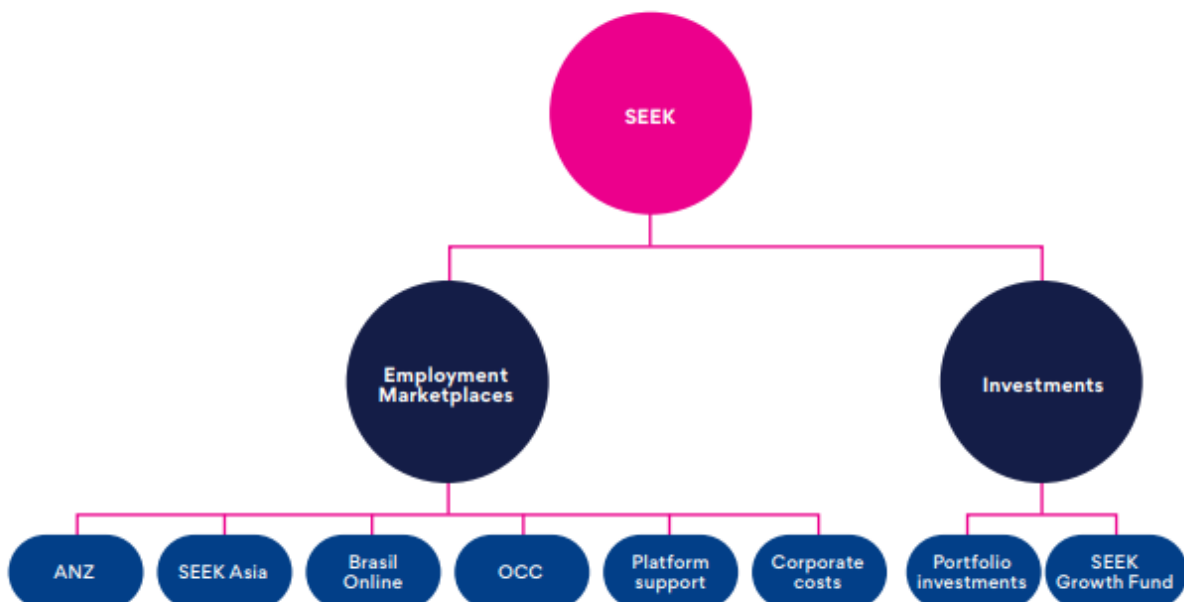
SEEK Limited plays a significant role in connecting individuals with job opportunities, education, and business ventures across different regions.



Recent Quarter Highlights

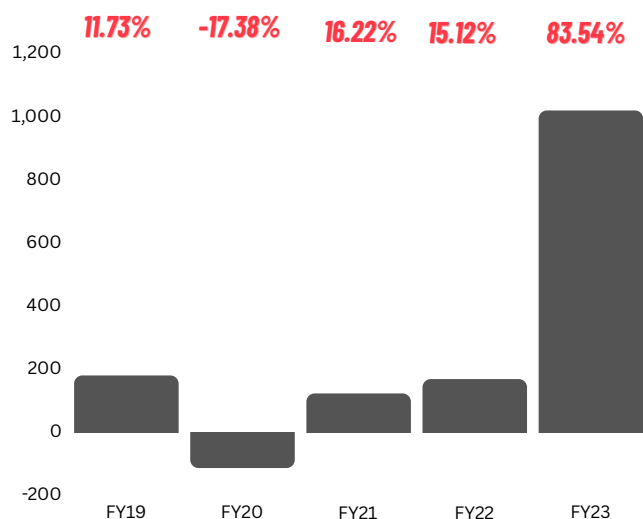
- Revenue up 10%¹ and EBITDA up 7%¹ vs pcp driven by yield
- Maintained market leading placement share and brand awareness
- Completed Platform Unification software development in FY23 and commenced progressive roll-out across Asian markets in October 2023
- Prioritised investment toward long term growth opportunities
- SEEK Growth Fund: 41% increase in portfolio value since creation of the Fund
- Continued progress against our ESG priorities
- Maintained market and brand metrics, Australia placement share of 31%¹, SEEK Asia average placement share of 23%.
- Higher yields more than offset lower job ad volumes
- Increased depth adoption and job ad pricing, New budget-based contract structure in Asia , Record visits and higher applications per ad in ANZ.
- APAC ERP deployed, Online Platform and CRM software development complete

SERVICE PORTFOLIO BREAK-UP

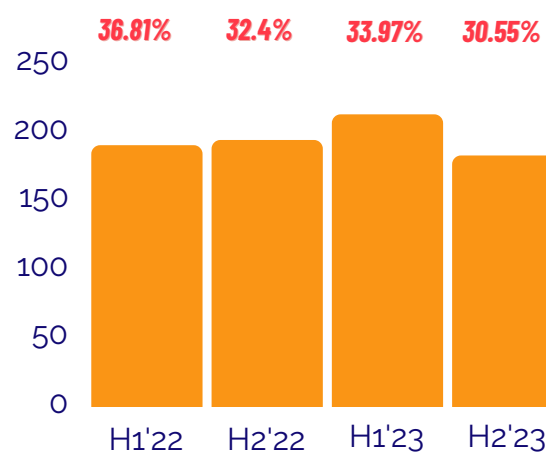


<i>Operating Segments</i>	<i>nature of operations</i>	<i>Primary source of revenue</i>	<i>Geopolitical</i>
ANZ	Online employment marketplace services	Job advertsing	Australia & New 6 Countaries including south korea, soth east asia
Seek Asia	Online employment marketplace services	Job advertsing	Brazil
Brasil Online	Online employment marketplace services	Candidate services and job services	Mexico
OCC	Online employment marketplace services	Job advertsing	Various
Platform Support	A portfolio of investments that complement and/or have synergies with core SEEK operating platform	Various	Various
Portfolio Investment	A portfolio of investments managed as standalone entities.	Various	Various
SEEK Growth Investment	A managed investment scheme in relation to a portfolio of investment	Various	Various

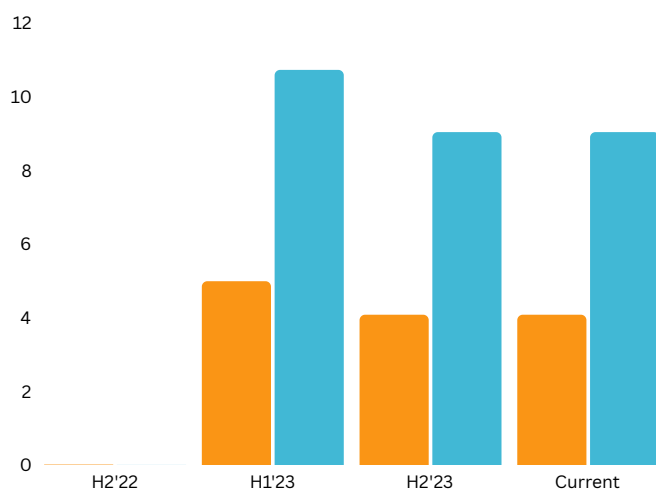
NET INCOME VS MARGINS



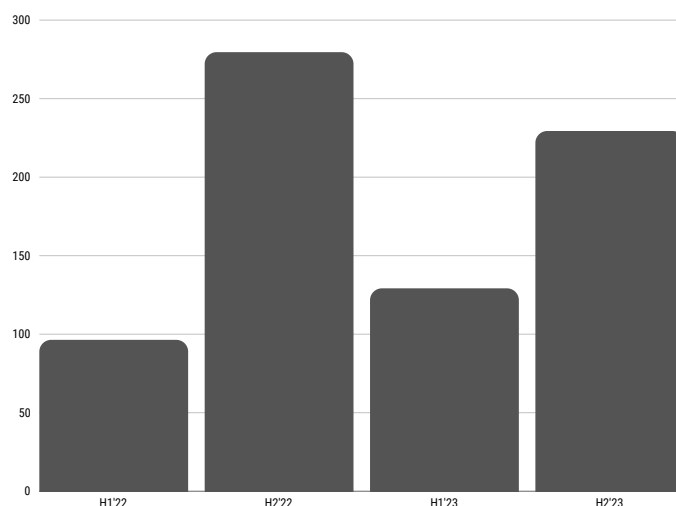
OPERATING PROFIT & MARGINS



ROA VS ROE



FREE CASH FLOW



PROFIT AND LOSS STATEMENT

Particulars	June 29, 2020	June 29, 2021	June 29, 2022	June 29, 2023	TTM
Total revenue	15,77,400	7,60,300	11,16,500	12,25,300	12,25,300
Y-o-Y Growth		-52%	47%	10%	
Cost of revenue	3,77,500	4,400	6,600	7,300	7,300
Gross profit	11,99,900	7,55,900	11,09,900	12,18,000	12,18,000
Y-o-Y Growth		-37%	47%	10%	
Operating expenses					
Selling general and administrative	7,73,200	3,90,500	5,43,200	6,13,500	6,13,500
Total operating expenses	9,60,000	5,29,700	7,25,300	8,22,200	8,22,200
Operating income or loss	2,39,900	2,26,200	3,84,600	3,95,800	3,95,800
Interest expense	74,900	43,900	48,000	72,100	72,100
Total other income/expenses net	-2,25,100	-41,100	8,900	-27,800	-27,800
Income before tax	-46,200	1,38,300	3,41,900	2,95,800	2,95,800
Income tax expense	44,600	33,800	1,01,100	93,100	93,100
Income from continuing operations	-90,800	1,04,500	2,40,800	2,02,700	2,02,700
Net income	-1,11,700	7,52,200	1,68,800	10,23,600	10,23,600
Net income available to common sh	-1,11,700	7,52,200	1,68,800	10,23,600	10,23,600
Basic EPS	-0.32	2.13	0.48	2.88	2.98
Diluted EPS	-0.33	2.12	0.48	2.87	2.96
Basic average shares	3,52,083	3,53,103	3,53,865	3,54,938	3,55,139
Diluted average shares	3,52,083	3,55,482	3,53,865	3,56,779	3,55,299


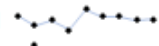
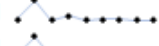

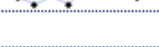

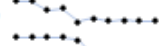



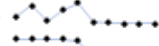

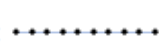
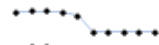

BALANCE SHEET

Particulars	June 29, 2020	June 29, 2021	June 29, 2022	June 29, 2023
Assets				
Current assets				
Cash and cash equivalents	6,04,800	4,91,800	3,25,100	2,51,400
Other short-term investments	51,900	100	100	200
Total cash	6,56,700	4,91,900	3,25,200	2,51,600
Net receivables	52,200	76,500	1,02,100	1,09,000
Total current assets	8,17,200	23,38,000	22,85,700	4,76,500
Non-current assets				
Property, plant and equipment	91,000	2,60,200	2,41,600	2,28,300
Equity and other investments	7,04,700	5,73,600	6,83,400	28,72,600
Goodwill	19,60,300	10,17,600	10,52,100	10,86,900
Intangible assets	5,89,700	3,62,400	4,34,800	5,50,100
Total non-current assets	35,19,300	22,62,600	24,27,500	47,54,400
Total assets	43,36,500	46,00,600	47,13,200	52,30,900
Liabilities and stockholders' equity				
Current liabilities				
Current debt	1,43,400	77,300	8,900	-
Accounts payable	16,400	8,600	18,800	21,200
Deferred revenues	3,50,900	1,29,900	1,66,800	2,05,000
Other current liabilities	1,600	74,100	4,19,900	1,500
Total current liabilities	9,61,300	12,84,100	11,55,600	5,20,100
Non-current liabilities				
Long-term debt	17,97,600	10,29,900	13,62,100	13,09,800
Deferred tax liabilities	1,27,500	1,58,000	99,800	3,67,900
Other long-term liabilities	3,100	900	1,800	1,51,900
Total non-current liabilities	19,91,700	13,97,800	16,63,200	20,34,400
Total liabilities	29,53,000	26,81,900	28,18,800	25,54,500
Stockholders' equity	10,82,500	18,34,300	18,07,100	26,75,700
Total liabilities and stockholders' equ	43,36,500	46,00,600	47,13,200	52,30,900

CASH FLOW STATEMENT

Particulars	June 29, 2020	June 29, 2021	June 29, 2022	June 29, 2023	TTM
Cash flows from investing activities					
Investments in property, plant and equipment	-1,25,700	-1,37,900	-1,32,900	-1,89,400	-1,89,400
Acquisitions, net	-4,000	-1,200	-6,100	-300	-300
Purchases of investments	-1,42,900	-	-69,600	-1,000	-1,000
Sales/maturities of investments	-	6,100	-	52,100	6,300
Other investing activities	10,700	-1,91,700	-1,09,900	-1,13,300	-1,13,300
Net cash used for investing activities	-2,60,900	1,09,100	-5,70,800	-1,68,400	-1,68,400
Cash flows from financing activities					
Debt repayment	-3,53,100	-6,31,000	-2,55,000	-6,95,000	-6,95,000
Dividends paid	-84,800	-1,16,400	-1,52,200	-1,59,600	-1,59,600
Other financing activities	-51,100	-5,400	-61,800	-24,300	-24,300
Net cash used provided by (used for) financing activities	1,92,200	-5,22,600	-4,200	-2,71,100	-2,71,100
Net change in cash	2,35,600	-67,000	-1,78,400	-1,19,900	-1,19,900
Cash at beginning of period	3,82,900	6,04,800	5,25,400	3,57,300	3,57,300
Cash at end of period	6,04,800	5,25,400	3,57,300	2,51,400	2,51,400
Free cash flow					
Capital expenditure	-1,25,700	-1,37,900	-1,32,900	-1,89,400	-1,89,400
Free cash flow	1,78,600	2,08,600	2,63,700	1,30,200	1,30,200

RATIO ANALYSIS

Years	Ratio Analysis of - SEEK LTD				Current	Trend	Mean	Median
	H1'22	H2'22	H1'23	H2'23				
SalesGrowth	-26.31%	-26.83%	21.17%	-0.12%	1.23B		-3.37%	-0.19%
Operating Profit Growth	36.33%	8.48%	10.39%	-1.98%	666.9M		0.35%	3.31%
Pretax Income	0.00%	18.12%	8.80%	-14.22%	327.20M		101.11%	12.63%
EBITDA Growth	65.59%	3.32%	12.23%	-0.04%	502.9M		59.52%	16.45%
EBIT Growth	158.34%	20.25%	11.82%	-5.82%	395.8M		-2.49%	-2.27%
Gross Margin	61.23%	54.01%	55.78%	53.01%	53.01%		71.92%	73.37%
EBITDA Margin	45.38%	39.98%	42.03%	40.01%	40.10%		51.95%	43.71%
Operating Margin	36.81%	32.40%	33.97%	30.55%	30.55%		54.77%	54.16%
Net Profit Margin	24.50%	19.04%	21.54%	11.21%	11.31%		1.79%	3.64%
Quick Ratios	2.35%	1.98%	1.25%	0.92%	0.92%		13.75%	7.78%
Debt to assest Ratio	0.36%	0.33%	0.29%	0.29%	0.29%		0.54%	0.38%
Debt top Equity Ratio	0.91%	0.87%	0.54%	0.56%	0.56%		38.68%	36.21%
Inventory Turnover	0.00x	0.00x	0.00x	0.00x	0.00x		0.00x	0.00x
Fixed Asset Turnover	0.00x	0.00x	0.25x	0.25x	0.25x		2.98x	2.61x
Capital Turnover Ratio	1.27x	1.21x	1.13x	1.01x	1.10x		1.20x	1.20x

WHAT SHOULD INVESTORS DO?

In the financial year 2023, SEEK benefited from a favorable job market with low unemployment and high candidate engagement. Despite a gradual decline in job ad volumes throughout the year, they remained higher than historical averages. SEEK's sustained investment in product development and pricing capabilities allowed them to uphold leading market positions and improve their overall yield.

While the company's share price performance was relatively weak during the year, their revenue grew by 10%, and EBITDA increased by 7%. Despite economic uncertainties impacting stock prices, SEEK continued to invest in their future and paid a total dividend of 47 cents per share for FY2023.

The less impressive share price is attributed to the overall uncertainty in the economic outlook, affecting stocks like SEEK that rely on both current economic conditions and future projections. However, the company believes that as the results of their strategic execution become evident, shareholders will see capital growth and an increase in dividends over time.

Despite the focus on eliminating incremental Unification costs, SEEK remains committed to building a more agile, resilient, and secure product platform and internal systems to support ambitious growth aspirations. Notably, SEEK has maintained favorable return ratios through profitability and efficient operational management. On a year-over-year basis, with a FY23 EPS of 0.57 and a forecasted FY25 EPS of 0.75, they are expected to achieve growth. The Upgrade rating for SEEK is retained with a target of 34.8 for the next two years.

