

13 July 2020

## ASX ANNOUNCEMENT

### Q2 2020 Appendix 4C & Commentary

#### Highlights

- ▶ Positive Q2 operating net cash grew \$1.2M to \$4K
- ▶ Cash balance grew \$320K to \$1.7M
- ▶ Staff costs reduced \$310K or 30%
- ▶ Administrative and corporate costs reduced \$573K or 51%
- ▶ Prepaid ad inventory payments reduced \$554K or 69%
- ▶ Legal and publisher settlements reduced \$599K or 94%

engage:BDR ("EN1 or Company") (ASX:EN1 and EN1O) is pleased to present shareholders with a commentary for Q2 2020 Appendix 4C cashflows with a comparative analysis of prior quarters. Management notes all figures are unaudited, as all financials are pending audit. All figures are in AUD.

**Cash Balance** EN1's cash ending cash balance for Q2 was \$1.7M, which was \$320K or a 23% improvement over the ending cash balance of Q1 2020 and 21% greater than the average cash balance of 2019.

Period	Ending Cash Balance
2019 Average Cash Balance	\$1.4M
Q1 2020	\$1.38M
<b>Q2 2020</b>	<b>\$1.7M</b>

**Operating Expenses** Management deployed proactive measures in early March to considerably reduce all operating expense categories to prepare for potential Covid-19 revenue impact. Categories which benefited the most are highlighted in the table below.

#### USA

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#### Australia

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 melbourne victoria 3000  
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Category	Savings	% Reduction
Staff Costs 1.2e	\$310K	30%
Administrative & Corporate 1.2f	\$573K	51%
Prepaid Ad Inventory 1.8a	\$554K	69%
Legal & Settlements 1.8b	\$599K	94%
Directors (related parties) 6.1	\$46K	19%
<b>Total Reduction in Q2 2020</b>	<b>\$2.1M</b>	

During the quarter there were payments of \$204,244 associated with executive and nonexecutive fees paid to Directors fees for the June 2020 quarter. This is outlined in section 6.1 of the Appendix 4C.

## Four Quarters of Operating Cashflows

Quarter	Net Operating Cash
Q3 2019	(\$701K)
Q4 2019	(\$380K)
Q1 2020	(\$1.2M)
<b>Q2 2020</b>	<b>\$4K</b>

In the interim, for questions or feedback, please email [info@EN1.com](mailto:info@EN1.com).



On behalf of the Board  
Ted Dhanik  
Co-Founder and Executive Chairman

## Forward Looking Statements

Preliminary financial results published above are subject to audit, adjustment and closing, as they are estimates and figures may be rounded. Figures have not been audited, adjusted and are preliminary estimates. Statements made in this release which are forward-looking statements and are based on the Company's expectations, estimates and projections. Words such as "anticipates," "expects," "intends," "plans," "believes," "seeks," "estimates," "guidance," "~" and similar expressions are intended to identify forward-looking statements. These words are not the exclusive means of identifying such statements. Any forward-looking statement made by the Company in this announcement is based only on information currently available to the Company and its current intentions (which may change) and speaks only as of the date on which it is made. Forward-looking statements are subject to a range of risks and uncertainties, some of which are beyond the Company's control. Risks and uncertainties can include matters inherent in the business of the Company, its management, its activities generally, and the market in which it operates. As a result, actual results could materially differ from those in the forward-looking statements. The forward-looking statements made in this announcement relate only to events as of the date on which the statements are made. The Company does not undertake any obligation to release publicly any revisions or updates to these forward-looking statements to reflect events, circumstances or unanticipated events occurring, or as a result of new information, future developments or otherwise after the date of this release except as required by the listing rules of ASX, by law or by appropriate regulatory authorities.

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## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

engage:BDR Limited

**ABN**

621 160 585

**Quarter ended ("current quarter")**

30/06/2020

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$AUD</b>	<b>Year to date (6 months) \$AUD</b>
<b>1. Cash flows from operating activities</b>			
1.1 Receipts from customers		3,152,697	8,653,436
1.2 Payments for			
(a) engineering / research & development		(431,373)	(628,958)
(b) ad inventory costs of goods sold		(1,534,108)	(4,264,164)
(c) advertising and marketing		(2,939)	(4,035)
(d) leased assets		-	(71,449)
(e) staff costs		(760,100)	(1,830,695)
(f) administration and corporate costs		(571,781)	(1,715,733)
1.3 Dividends received (see note 3)		-	-
1.4 Interest received		-	-
1.5 Interest and other costs of finance paid		(3,019)	(7,905)
1.6 Income taxes paid		-	-
1.7 Government grants and tax incentives		444,669	444,669
1.8 Other (provide details if material)			
(a) prepaid ad inventory		(250,882)	(1,055,760)
(b) legal & settlements		(39,020)	(676,818)
<b>1.9 Net cash from / (used in) operating activities</b>		<b>4,144</b>	<b>(1,157,412)</b>
<b>2. Cash flows from investing activities</b>			
2.1 Payments to acquire:			
(a) entities		-	-
(b) businesses		-	-
(c) property, plant and equipment		-	-
(d) investments		-	-

Consolidated statement of cash flows		Current quarter \$AUD	Year to date (6 months) \$AUD
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	<b>Net cash from / (used in) investing activities</b>	-	-

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	185,655	803,164
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)		
	(a) finance lease obligations	(8,293)	(121,482)
3.10	<b>Net cash from / (used in) financing activities</b>	<b>177,362</b>	<b>681,682</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	1,384,536	1,790,717
4.2	Net cash from / (used in) operating activities (item 1.9 above)	4,144	(1,157,412)

Consolidated statement of cash flows		Current quarter \$AUD	Year to date (6 months) \$AUD
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	-
4.4	Net cash from / (used in) financing activities (item 3.10 above)	177,362	681,682
4.5	Effect of movement in exchange rates on cash held	125,200	376,255
4.6	<b>Cash and cash equivalents at end of period</b>	<b>1,691,242</b>	<b>1,691,242</b>

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$AUD	Previous quarter \$AUD
5.1	Bank balances	1,691,242	1,691,242
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>1,691,242</b>	<b>1,691,242</b>

**6. Payments to directors of the entity and their associates**

- 6.1 Aggregate amount of payments to related parties and their  
associates included in item 1
- 6.2 Aggregate amount of payments to related parties and their  
associates included in item 2

**Current quarter  
\$AUD**

(204,244)

-

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments

**7. Financing facilities**

*Note: the term "facility" includes all forms of financing arrangements available to the entity.*

*Add notes as necessary for an understanding of the sources of finance available to the entity.*

	<b>Total facility amount at quarter end \$AUD</b>	<b>Amount drawn at quarter end \$AUD</b>
7.1 Loan facilities	42,520,715	3,819,425
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
7.4 <b>Total financing facilities</b>	42,520,715	3,819,425

7.5 **Unused financing facilities available at quarter end** 38,701,290

7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.

Loan facility is actually a cash enhancement activity known as factoring. Advances are recorded against certain receivables balances which are factored under this facility. The credit risk associated with the transfer of trade receivables are retained with the Company.

In accordance with the terms noted in the Company's ASX announcement dated 25 September 2019, the Company entered into a Convertible Securities Agreement with Alto Opportunity Master for the funding of up to approximately AU\$38 million.

<b>8. Estimated cash available for future operating activities</b>	<b>\$AUD</b>
8.1 Net cash from / (used in) operating activities (Item 1.9)	4,144
8.2 Cash and cash equivalents at quarter end (Item 4.6)	1,691,242
8.3 Unused finance facilities available at quarter end (Item 7.5)	38,701,290
8.4 Total available funding (Item 8.2 + Item 8.3)	40,392,532
8.5 <b>Estimated quarters of funding available (Item 8.4 divided by Item 8.1)</b>	N/A

8.6 If Item 8.5 is less than 2 quarters, please provide answers to the following questions:

1. Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer: N/A

2. Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer: N/A

3. Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: N/A

### Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 13 July 2020

Authorised by:   
(Name of body or officer authorising release – see note 4)

### Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.