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RMA Global Limited
ABN 69 169 102523
Level 1, 120 Balmain Street
Cremorne VIC 3121

ASX Announcement

31 July 2020

Quarterly business update and Appendix 4C

US and NZ revenues are growing on the back of promotional activity to get agents on and start using our platform. In the relatively mature Australian market, agents on the RateMyAgent platform sell circa 80% of all residential real estate. The focus there is to grow revenues on the back of new product offerings that help agents market themselves and the properties they are selling.

US

- A significant increase in the number of US agents (60,000+) on the platform and a significant increase in the number of reviews (35,000+)
- Revenue model turned on. Cash subscription sales doubled monthly between February and May, but growth slowed in June probably due to COVID and political uncertainty

Australia and New Zealand

- Covid-19 has had some impact on Australian sales, but the subscription model is protecting the revenue base. Increase in annual v. monthly subscriptions has improved cash flow
- Platform extended to allow reviews and the promotion of mortgage brokers. The first revenues from mortgage brokers looks promising even though the product is still in trial
- A new product that allows agents to advertise listings is being trialed
- Australia now has circa 36,000 agents and 810,000 reviews on the platform, and New Zealand has 2,700 agents and 12,500 reviews

Other

- Operating cash outflows reduced 5% quarter-on-quarter, primarily due to reduced headcount from a headcount reduction in April, as well as reduced travel and advertising spend.

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Cash

- **Cash flows:** Net operating cash outflow was $1.72m, an improvement of $350k on the previous quarter
- **Cash position:** Cash balance of $4.00m as of 30 June 2020

Appendix 4C

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

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Name of entity	
RMA Global Pty Ltd	
ABN	**Quarter ended ("current quarter")**
69 169 102 523	30 June 2020

Consolidated statement of cash flows		**Current quarter $A'000**	**Year to date (12 months) $A'000**
1.	**Cash flows from operating activities**		
1.1	Receipts from customers	2,369	8,488
1.2	Payments for		
	(a) research and development	(262)	(1,243)
	(b) product manufacturing and operating costs	-	-
	(c) advertising and marketing	(557)	(2,764)
	(d) leased assets	(34)	(334)
	(e) staff costs	(2,388)	(9,578)
	(f) administration and corporate costs	(876)	(3,783)
1.3	Dividends received (see note 3)		
1.4	Interest received	18	53
1.5	Interest and other costs of finance paid	-	-
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	-	-
1.8	Other (provide details if material)	10	-
1.9	**Net cash from / (used in) operating activities**	**(1,720)**	**(9,161)**

2.	**Cash flows from investing activities**		
2.1	Payments to acquire:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	(7)	(89)
	(d) investments	-	-
	(e) intellectual property	-	(23)
	(f) other non-current assets	-	-

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Consolidated statement of cash flows		Current quarter $A'000	Year to date (12 months) $A'000
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	**Net cash from / (used in) investing activities**	**(7)**	**(112)**

3.	**Cash flows from financing activities**		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	10,000
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	-	(421)
3.5	Proceeds from borrowings	-	-
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)	-	-
3.10	**Net cash from / (used in) financing activities**	**-**	**9,579**

4.	**Net increase / (decrease) in cash and cash equivalents for the period**		
4.1	Cash and cash equivalents at beginning of period	5,744	3,694
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,720)	(9,161)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(7)	(112)

Consolidated statement of cash flows		Current quarter $A'000	Year to date (12 months) $A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	9,579
4.5	Effect of movement in exchange rates on cash held	(21)	(4)
4.6	**Cash and cash equivalents at end of period**	**3,996**	**3,996**

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 $A'000	Previous quarter $A'000
5.1	Bank balances	2,991	1,244
5.2	Call deposits	1,005	4,500
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	**Cash and cash equivalents at end of quarter (should equal item 4.6 above)**	**3,996**	**5,744**

6.	Payments to related parties of the entity and their associates	Current quarter $A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	(180)
6.2	Aggregate amount of payments to related parties and their associates included in item 2	

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

6.1 Directors' salaries.

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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.*	**Total facility amount at quarter end $A'000**	**Amount drawn at quarter end $A'000**
7.1	Loan facilities	N/A	N/A
7.2	Credit standby arrangements	N/A	N/A
7.3	Other (please specify)	N/A	N/A
7.4	**Total financing facilities**	N/A	N/A

7.5	**Unused financing facilities available at quarter end**	N/A

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.

8.	**Estimated cash available for future operating activities**	**$A'000**
8.1	Net cash from / (used in) operating activities (Item 1.9)	(1,720)
8.2	Cash and cash equivalents at quarter end (Item 4.6)	3,996
8.3	Unused finance facilities available at quarter end (Item 7.5)	0
8.4	Total available funding (Item 8.2 + Item 8.3)	3,996
8.5	**Estimated quarters of funding available (Item 8.4 divided by Item 8.1)**	**2.3**

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:

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:

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:

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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: .....31/07/2020.....

Authorised by: the Board
(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.

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