

29 October 2020

## ASX Announcement

## REPORT ON QUARTERLY ACTIVITIES AND APPENDIX 4C

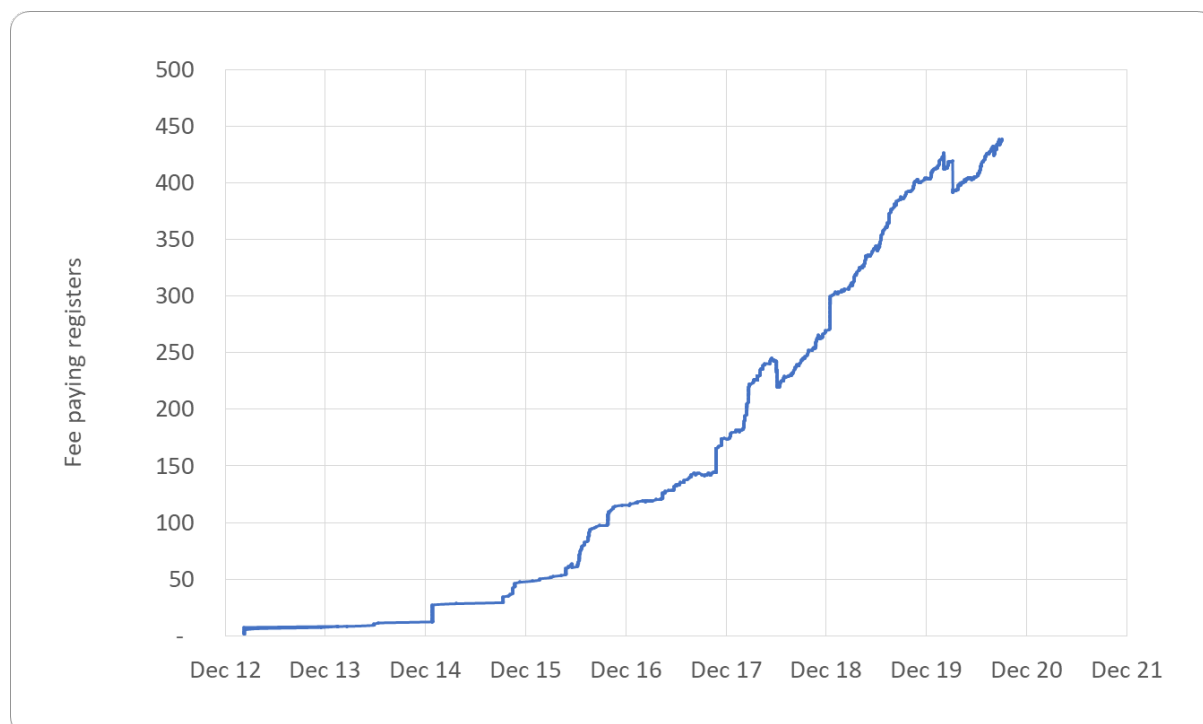
Below is a report on the key areas of activity and cash flow (Appendix 4C) of Registry Direct Limited (ASX code: RD1) (Registry Direct) for the quarter ended 30 September 2020.

### Principal business activities

Registry Direct provides software and services to manage the registers of shares, units and other securities issued by listed and unlisted companies and trusts operating in Australia.

### Quarterly activity report

#### Sales



Over the September 2020 quarter, net 33 new fee-paying registers were added. This rate of acquisition is almost at the same rate as before the COVID-19 pandemic.

### Product development

Key features developed over the quarter were:

- **Ongoing refinements to our recently released online application form functionality.** The new functionality allows issuers to set up multiple online application forms to assist in raising capital. The forms can be configured by issuers to receive payments by BPAY and/or EFT. For fund managers, the new application forms also facilitate KYC/AML checks using an integration with GreenID. For further information and a short video on the new online application form functionality, click [here](#); and
- **New meeting and voting functionality to assist firms to run virtual meetings.** With the COVID-19 pandemic restricting share and unit holders from attending meetings, many firms are using video conferencing facilities over the internet to host virtual share and unit holder meetings. Our new functionality is easy to use, extremely cost effective and compliant with the law. For further information and a short video on the new meeting and voting functionality, click [here](#).

### Expenditure

The table below provides a breakdown of the operating expenses of Registry Direct over the quarter ended 30 September 2020 and the previous three quarters.

Operating Expenses	Sep-20	Jun-20	Mar-20	Dec-19
Administration costs	\$116,842.37	\$116,068.63	\$88,873.09	\$115,623.39
Employee costs	\$316,950.85	\$344,594.54	\$307,521.96	\$343,564.25
Extraordinary Items	\$0.00	\$2,301.76	\$0.00	\$0.00
Occupancy costs	\$1,922.53	\$3,855.75	\$30,208.91	\$30,575.22
Other Expenses	\$62.98	-\$152.46	\$83.48	\$862.85
<b>Total Operating Expenses</b>	<b>\$435,778.73</b>	<b>\$466,668.22</b>	<b>\$426,687.44</b>	<b>\$490,625.71</b>

Following the re-setting of our costs due to the COVID-19 pandemic, our costs are generally stabilising. With staff expected to be able to re-commence working in an office environment next year, we will re-examine how we will house staff. It is anticipated staff will continue to work two to three days per week at home which will reduce the need for office space relative to our pre-COVID requirements.

Included within the total operating expenses were \$90,000 of related party expenses in the quarter ended 30 June 2020 as detailed in the attached Appendix 4C. All of the related party expenses were for director remuneration, interest and salaries for parties associated with the directors. There were no other related party expenses.

### Capital Management

During the quarter, borrowings decreased by \$180,000 as follows:

- \$180,000 was repaid to R&Dium Capital Limited. The loan had been secured against Registry Direct's R&D grant which was received during the quarter.

*COVID-19 Pandemic*

While the COVID-19 pandemic presents logistical, sales and capital management challenges, we continue to be able to service our customers with our customary professional service.

All our staff can work from home because our firm has all inhouse and external systems cloud based and available over the internet.

To reduce our costs over this period, most staff have accepted temporary salary reductions while continuing to work on a full-time basis.

**The board of Registry Direct thank each staff member for the positive way they have faced the logistical challenges of working from home, maintained productivity, and for accepting a temporary reduction in salary.**

This announcement was authorised for release to the market by the board of Registry Direct Limited.

**For further information, please contact:**

**Mr Steuart Roe**

Managing Director

[enquiries@registrydirect.com.au](mailto:enquiries@registrydirect.com.au)

## Appendix 4C

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

**Name of entity**

Registry Direct Limited

**ABN**

35 160 181 840

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

30 September 2020

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	250	250
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing	-	-
(d) leased assets	-	-
(e) staff costs (excluding capitalised IT salaries)	(212)	(212)
(f) administration and corporate costs	(97)	(97)
1.3 Dividends received (see note 3)		
1.4 Interest received	-	-
1.5 Interest and other costs of finance paid	(14)	(14)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	320	320
1.8 Other (sundry income)	1	1
<b>1.9 Net cash from / (used in) operating activities</b>	<b>246</b>	<b>246</b>

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
<b>2.</b>	<b>Cash flows from investing activities</b>		
2.1	Payments to acquire:		
	(a) entities		
	(b) businesses		
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(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 (net of R&D refund and capitalised IT salaries / IT development costs)	39	39
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>39</b>	<b>39</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 share options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	-	
3.6	Repayment of borrowings	(189)	(189)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>(189)</b>	<b>(189)</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	117	117
4.2	Net cash from / (used in) operating activities (item 1.9 above)	246	246
4.3	Net cash from / (used in) investing activities (item 2.6 above)	39	39
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(189)	(189)
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>214</b>	<b>214</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	214	117
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>214</b>	<b>117</b>

**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

90

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

Cash payments to the following:

- Executive and non-executive Director remuneration (including superannuation); and
- Associates salaries (including superannuation).

**7. Financing facilities available**

*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

226

-

7.2 Credit standby arrangements

-

-

7.3 Other (please specify)

-

-

**7.4 Total Financing Facilities**

7.5 Unused financing facilities available at quarter end

-

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.

Lender 1: Ian Steuart Roe

Amount: \$100,000

Interest Rate: 12.5% p.a.

Maturity Date: 31 December 2020

Unsecured Loan

Lender 2: B&G Estates Limited

Amount: \$100,000

Interest Rate: 12.5% p.a.

Maturity Date: 31 December 2020

Unsecured Loan

Lender 3: Elantis Premium Funding (Insurance) Amount: \$26,000 Interest Rate: 7.46% p.a. Maturity Date: 31 May 2021 Unsecured Loan	
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<b>8.</b>	<b>Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1	Net cash from / (used in) operating activities (Item 1.9)	246
8.2	Cash and cash equivalents at quarter end (Item 4.6)	214
8.3	Unused finance facilities available at quarter end (Item 7.5)	-
8.4	Total available funding (Item 8.2 + Item 8.3)	214
<b>8.5</b>	<b>Estimated quarters of funding available (Item 8.4 divided by Item 8.1)</b>	<b>n/a</b>

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?

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?

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?

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: 29 October 2020

Authorised by: By the board

### 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.