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

ASX Announcement

30 October 2020

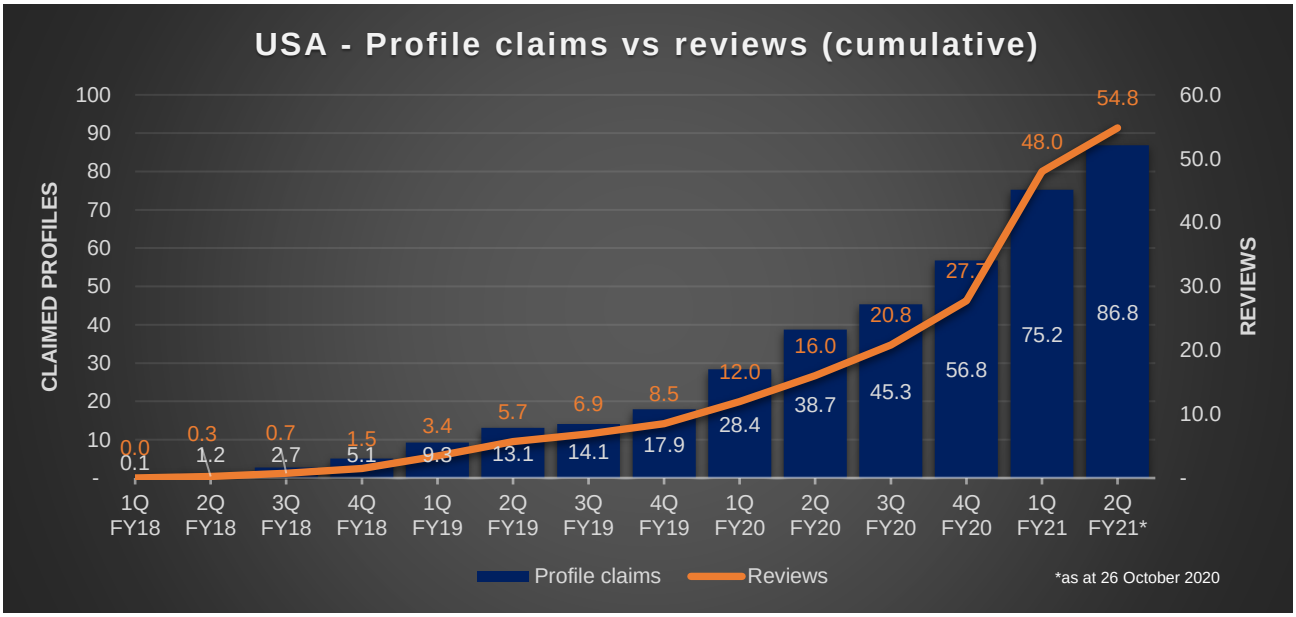
Quarterly business update and Appendix 4C

- **Headline revenues**: Q1 revenue of $2.4m, up 24% QoQ and 40% YoY.
- **Cashflow:** Net operating cash outflow of $1.37m, reflecting improvement of 20% QoQ and 52% YoY.
- **US:** pipeline metrics continue to grow with 86,800 agents on the platform and 54,800 reviews.
- **Australian revenues:** growth in all existing product streams, with new products gaining traction off a low base.

Chief Executive Officer, Mr. Michael Davey said, ”Our key focus is on monetizing our already heavy penetration of the Australian market and significantly increasing our US agent penetration. In both cases 1Q FY21 puts us on track.”

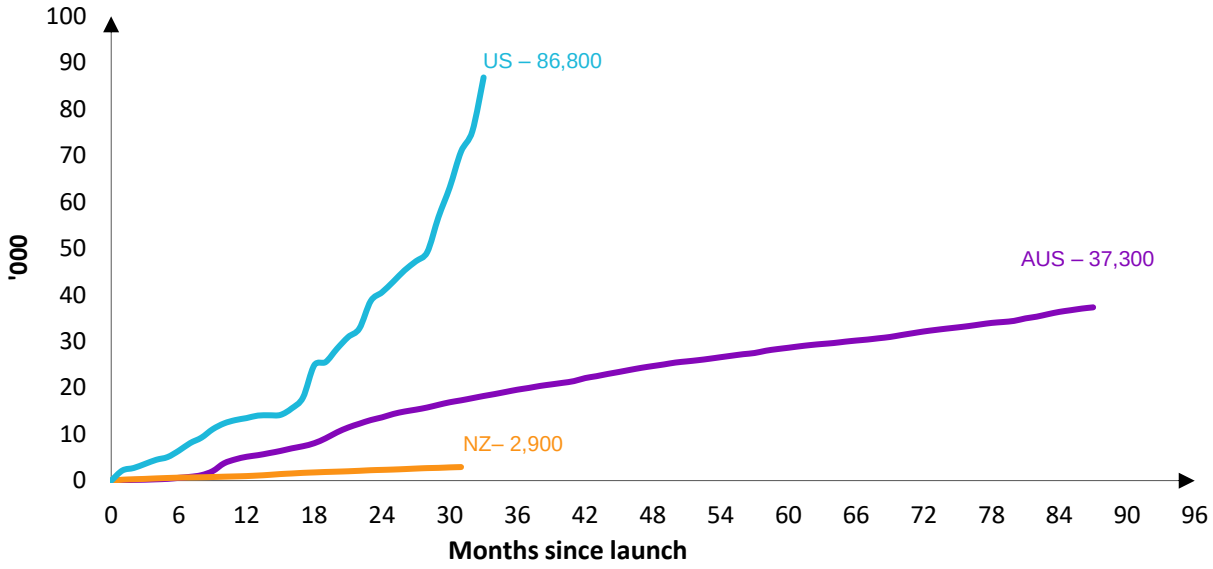
USA

Our focus in the US is to drive agent profile claims and reviews. The trends reflected in our last release in September continue and there are now over 86,800 agents on the US platform who have collected a total of 54,800 reviews. This represents an increase in profile claims and reviews of 53% and 97% respectively since 4Q FY20.



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Agent claimed profiles on the RMA platform



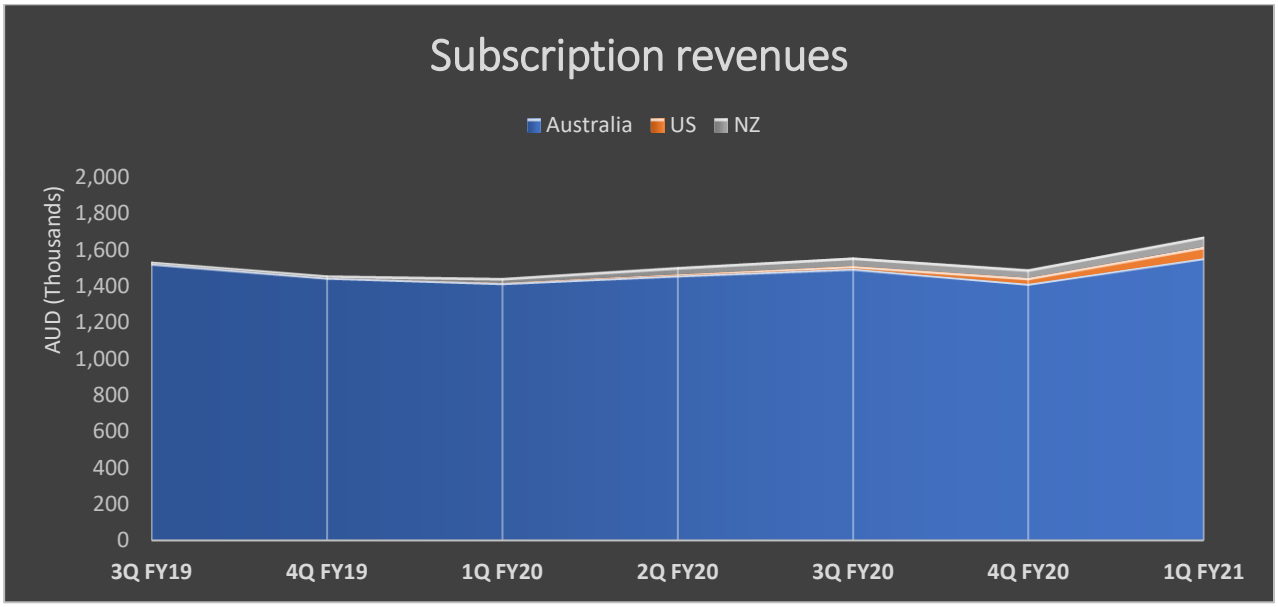
Chairman of RMA Global, Mr David Williams said, “The number of US agents joining the site has us on a trajectory to have 100,000 agents on the site at circa year end.”

Australia and New Zealand

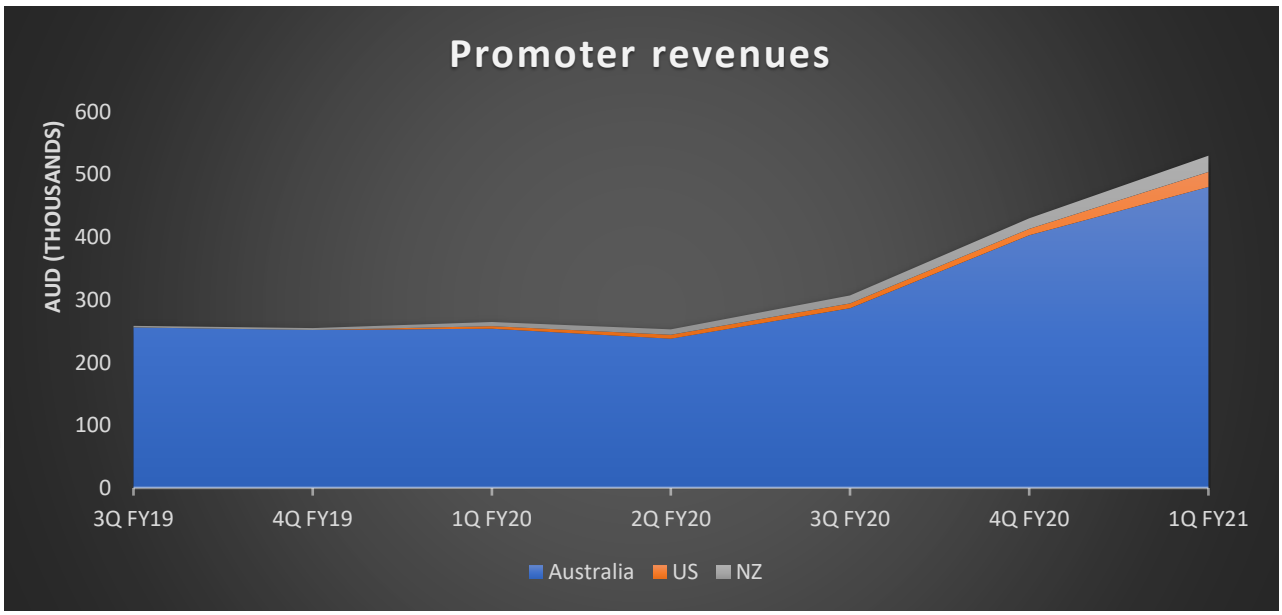
In Australia new claimed profiles increased c.23% and as at 26 October just over 37,300 agents have claimed their profiles and collected 861,000 reviews. In New Zealand 2,900 agents have claimed their profiles and collected 16,000 reviews.

Australian revenues were impacted in the last quarter by COVID, but the subscription model protected the revenue base which started to increase towards the end of 4Q FY20, driven by the Company’s growth initiatives. This trend continued into 1Q FY21 with subscriptions increasing 10% QoQ. Annual subscriptions, prepaid in advance, proved a more popular choice for new subscribers and also helped to improve operating cash flow. Approximately 46% of active agents with a claimed profile are now under a paid subscription.

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Australian Promoter revenues increased c.20% quarter-on-quarter, reflecting a c.89% YoY increase driven by an improved product offering, increased underlying subscriptions and a higher focus by real estate agents on building their online profile. Promoter revenues include marginal revenues from Promoter for listings, being launched in 2Q FY21.



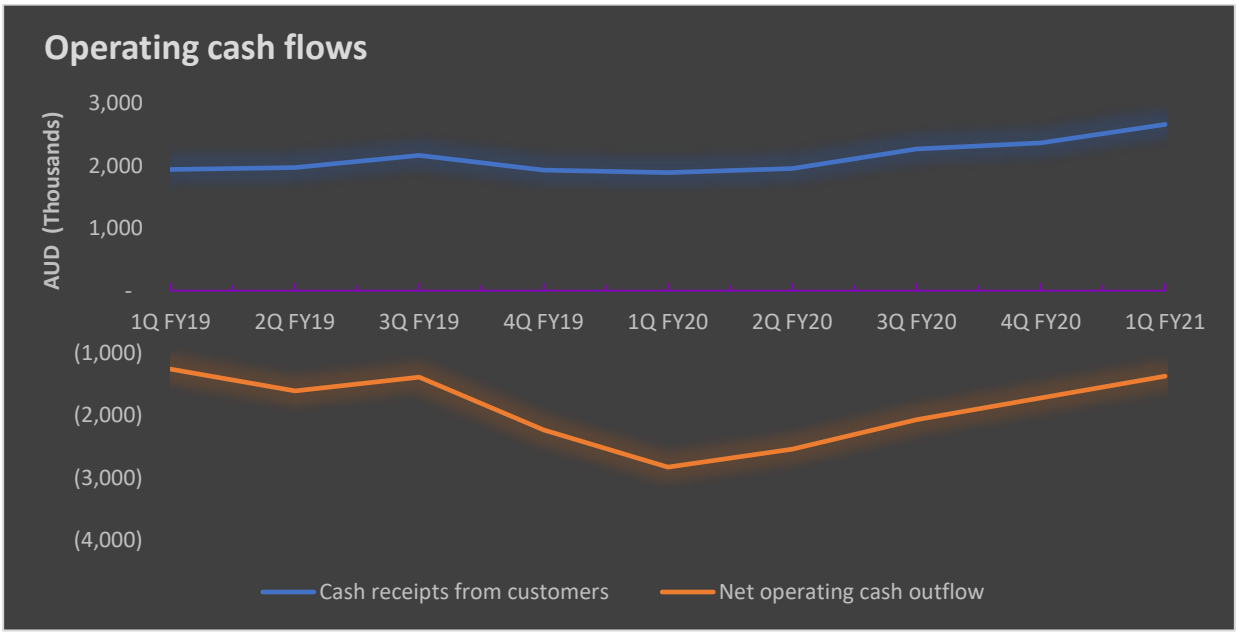
Mortgage broking was launched in late FY2020 and since then almost 400 mortgage brokers have taken out a basic RMA subscription. Additional mortgage broking products are being launched in 2Q FY21.

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Cash flow and net cash position

- **Operating cash outflows** improved 20% quarter-on-quarter and 52% year-on-year, primarily due to increased cash receipts from:
    - increased subscriptions, mostly in Australia, with a significant portion of new subscriptions being prepaid annual subs;
    - increased Promoter revenues; and
    - increased Mortgage broking subscriptions

  Net operating cash outflow was $1.37m, an improvement of $350k on the previous quarter and year-on-year improvement of $1.46m.
- **Cash position:** Cash balance of $12.12m as of 30 September 2020. This subsequently boosted in October by an additional $3.5m received from the completion of the share purchase plan.



Authorised for release by the Company Secretary, Scott Farndell

Further information:

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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 September 2020

Consolidated statement of cash flows		**Current quarter A$'000**	**Year to date (3 months) A$'000**
1.	**Cash flows from operating activities**		
1.1	Receipts from customers	2,665	2,665
1.2	Payments for		
	(a) research and development	(419)	(419)
	(b) product manufacturing and operating costs	-	-
	(c) advertising and marketing	(507)	(507)
	(d) leased assets	(94)	(94)
	(e) staff costs	(2,565)	(2,565)
	(f) administration and corporate costs	(544)	(544)
1.3	Dividends received (see note 3)		
1.4	Interest received	5	5
1.5	Interest and other costs of finance paid	-	-
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	88	88
1.8	Other (provide details if material)	-	-
1.9	**Net cash from / (used in) operating activities**	**(1,371)**	**(1,371)**

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

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Consolidated statement of cash flows		Current quarter A$'000	Year to date (3 months) A$'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)**	**(7)**

3.	**Cash flows from financing activities**		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	10,000	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	(487)	(487)
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**	**9,513**	**9,513**

4.	**Net increase / (decrease) in cash and cash equivalents for the period**		
4.1	Cash and cash equivalents at beginning of period	3,996	3,996
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,371)	(1,371)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(7)	(7)

Consolidated statement of cash flows		Current quarter A$'000	Year to date (3 months) A$'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	9,513	9,513
4.5	Effect of movement in exchange rates on cash held	(9)	(9)
4.6	**Cash and cash equivalents at end of period**	**12,122**	**12,122**

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	12,122	2,991
5.2	Call deposits	-	1,005
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)**	**12,122**	**3,996**

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)	(1,371)
8.2	Cash and cash equivalents at quarter end (Item 4.6)	12,122
8.3	Unused finance facilities available at quarter end (Item 7.5)	0
8.4	Total available funding (Item 8.2 + Item 8.3)	12,122
8.5	**Estimated quarters of funding available (Item 8.4 divided by Item 8.1)**	**8.8**

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: .....30/10/2020.....

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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