




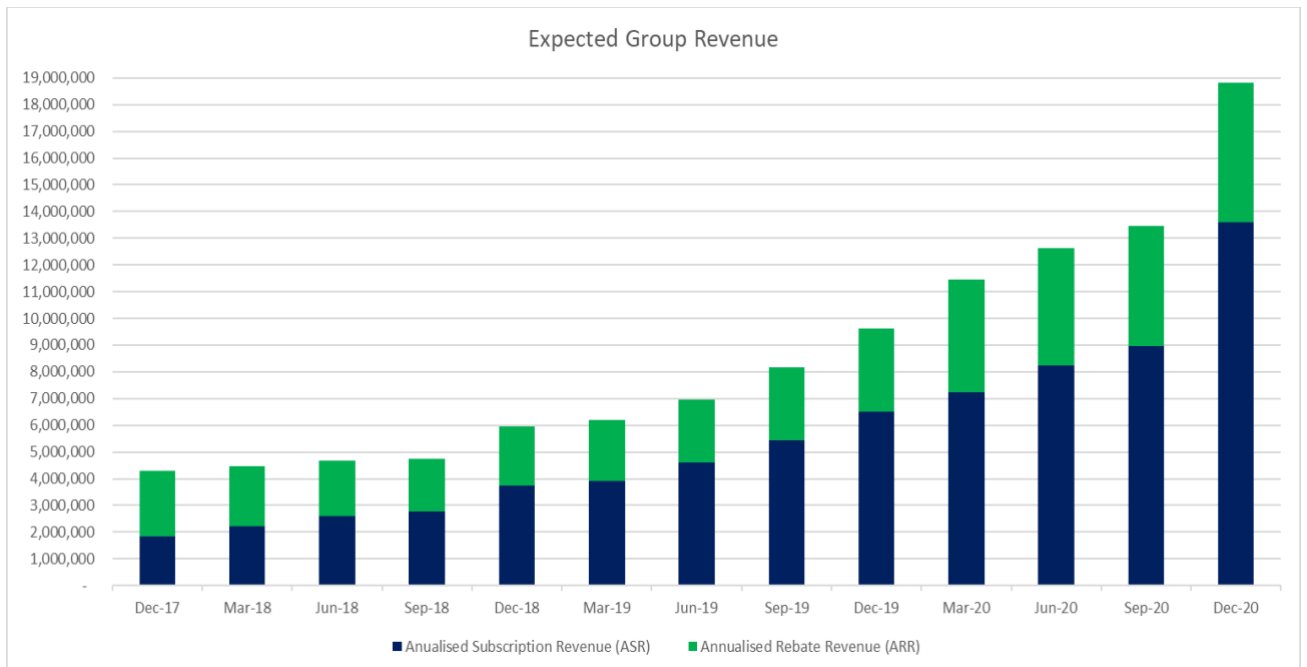


## Bid DECEMBER 2020 QUARTERLY REPORT & APPENDIX 4C

27 January 2021

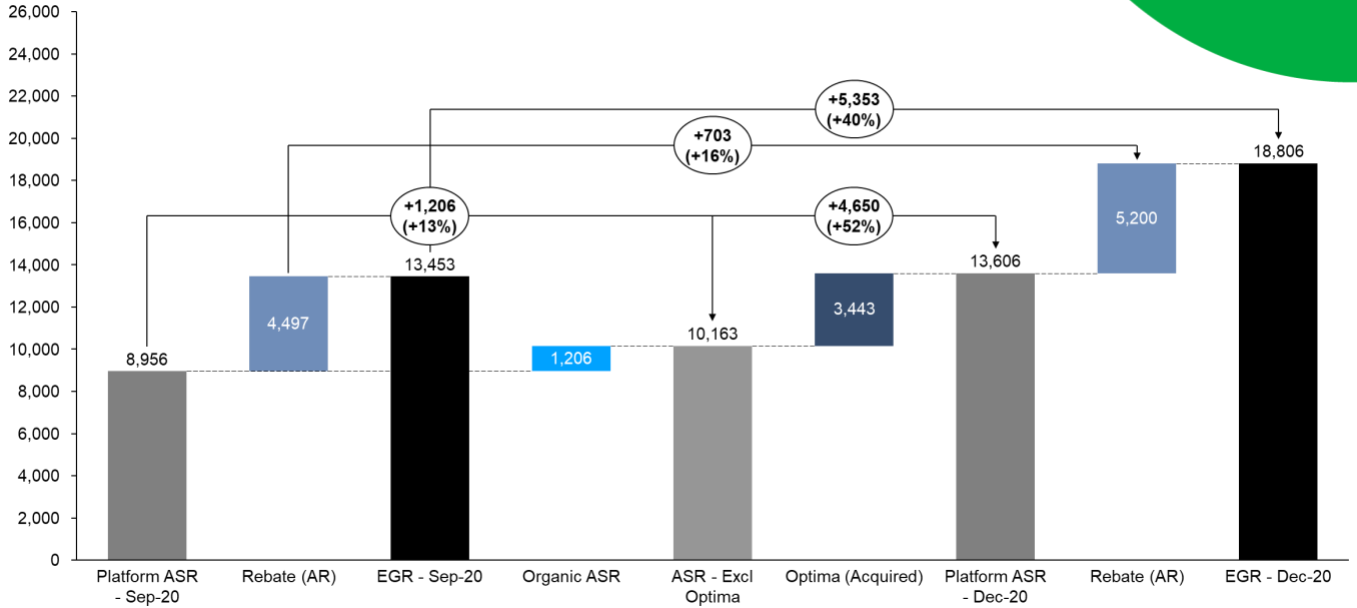
Bill Identity Limited (ASX: BID) ("Bid" or "the Company"), is pleased to provide its Quarterly Report and Appendix 4C for the period ending 31 December 2020.

<p><b>Expected Group Revenue</b></p> <p><b>\$18.8M</b></p> <p>up \$5.4M Quarter on Quarter (40%)</p>		<p><b>Annualised Subscription Revenue</b></p> <p><b>\$13.6M</b></p> <p>up \$4.6M Quarter on Quarter (52%)</p>		<p><b>Annualised Rebate Revenue</b></p> <p><b>\$5.2M</b></p> <p>up \$0.7M Quarter on Quarter (16%)</p>	
<p><b>Meters</b></p> <p><b>358,100</b></p> <p>up 198,700 (125%)</p>	<p><b>Clients</b></p> <p><b>208</b></p> <p>up 65 (45%)</p>	<p><b>Share of ASR Q2 growth</b> Inc / Excl Acquisition</p> <p> <b>86% / 46%</b></p> <p> <b>3% / 12%</b></p> <p> <b>11% / 42%</b></p>		<p><b>Net Upsell<sup>5</sup></b></p> <p><b>4%</b></p>	<p><b>Churn</b></p> <p><b>1.9%</b></p> <p>down by 1.6%</p>

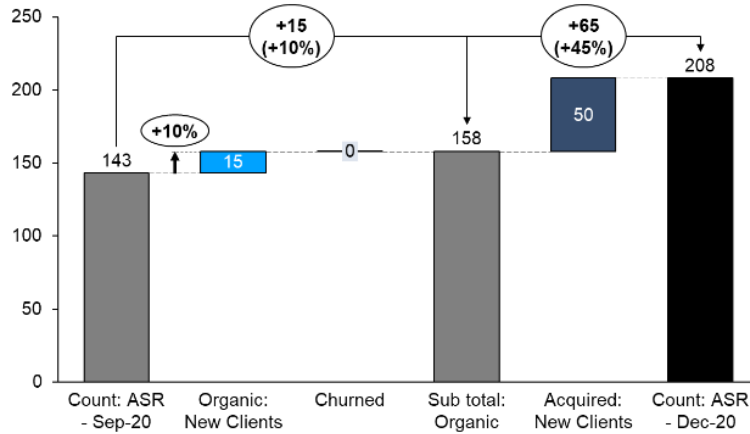


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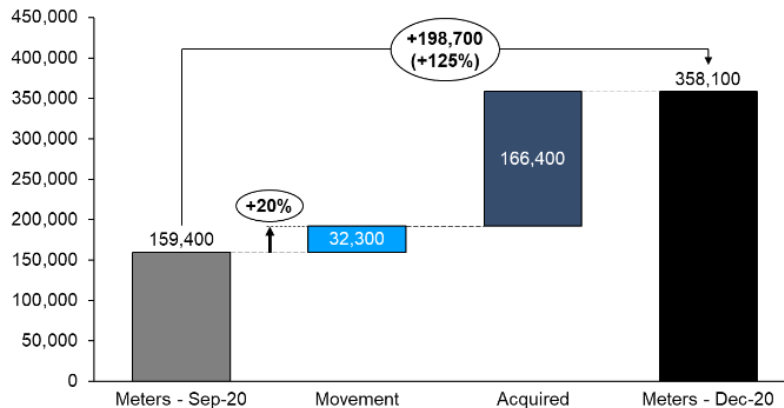
### ASR / EGR growth



### Customer count growth



### Meters growth



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## December 2020 Quarterly Highlights

- Total Annualised Expected Group Revenue<sup>1</sup> as at 31 December 2020 increased by \$5.35 Million (+40% on the September 2020 Quarter) to \$18.8 Million. This includes acquired Expected Group Revenue of \$3.44 Million following the completion, in December 2020, of Bid's acquisition of Optima (**Optima acquisition**). These revenues are comprised of:
  - **BidEnergy Platform:** Annualised Subscription Revenue ("ASR")<sup>2</sup> of \$13.6 Million;
  - **US Rebate capture:** Annualised Rebate Revenue ("AR")<sup>3</sup> of \$5.2 Million.
- Excluding the Optima acquisition, quarterly organic EGR<sup>1</sup> growth was \$1.9 Million, a record Quarter for Bid.
- Revenue (unaudited) for the December Quarter was \$3.7 Million (up from \$2.8 Million in the September Quarter).
- During the December Quarter, Bid contracted with 15 new enterprise clients, in addition to the 50 new clients acquired on completion of the Optima acquisition .
- Churn reduced to 1.9%, down from 3.5% reported last Quarter.
- Operational cash-burn reduced from \$1.3 Million to \$0.88 Million as a result of strong collections across the business.
- 31 December 2020 cash balance of \$22.2 Million.

## Operational Highlights

- Bid successfully completed the GBP5.4 Million (A\$9.8 Million, plus conditional deferment payment) acquisition of Optima Energy Systems, a leading UK energy management software company. This acquisition has accelerated Bid's UK market penetration, and creates a compelling proposition in the UK and European markets. The Optima acquisition resulted in an additional 50 customers and 196,400 Meters<sup>4</sup> under management across the UK.
- Bid completed a \$15 Million placement, well supported by several new and existing institutions. Bid believes it is now well capitalised to scale its global RPA platform.
- Bid's growth continued to be driven by the UK and Australian markets.
- The US business continues to take shape under new President, Americas Rodney Frye who commenced his employment in November. The US business is seeing the market improve with two new clients contracting with Bid In the Quarter, and three existing clients taking up Energy procurement service upsells.
- Bid contracted its first pilot program for a Utility Portal in the US with a large electricity retailer. The pilot is set to launch late January.
- Bid also contracted for a similar pilot program for an electricity retailer in New Zealand. These pilots follow Bid's recent Utility Portal product launches with Origin and Hydro Tasmania/Momentum Energy.



## CY21 - Focus on “Scale”

Bid believes it is now well positioned to scale its global RPA platform. The Company is already seeing positive momentum in its UK business on the back of the Optima acquisition. Given the size and complexity of the US market, Bid has taken a staged approach to building its market position with a view to taking a significant step forward in the US market during CY21.

Bid remains focused on scaling the business as follows:

- US - the recruitment of 2 new sales Business Development Managers adds to Bid’s existing sales resources. These new employees, together with lead generation and marketing staff, will work to further bolster the US sales pipeline. Bid is also investing in operations and support personnel to ensure seamless execution for clients with a view of achieving ‘best of breed’ implementation services.
- UK – the UK business welcomed the addition of Chris Batt who has moved to Bid from BP to take on the role as General Manager – Europe. Chris has significant expertise and relationships in that very broad market, and will be specifically looking to grow Bid’s Electricity / Utility portal and CART products.
- ANZ - Bid has also added to its sales resources in Australia and New Zealand, with two new hires. Lane Whittaker has been employed as Country Manager - NZ, and the Australian Sales Team has been bolstered with the appointment of Dale Pearson joining as General Manager – Sales & Business Development (Australia).
- Operations - As a global business Bid operates across several time zones. Bid is now working to create a centralised operations & support centre to service all its clients across these time zones on a 24/7 basis, utilising a hub and spoke model to ensure consistent service delivery.
- The Bid Platform - Bid will continue to invest in its global RPA platform to ensure it remains a market leading, scaleable and secure cloud-based platform.

## Managing Director Commentary

“Calendar year 2021 is all about growth, and delivering on the opportunities we have positioned ourselves to take advantage of over the last three years. An established Board and Senior Management Team are now in place with the recent appointment of Peter Tonagh as Chairman. We believe we have the right product market fit in the geographies we are focused on, and we are signing with an ever-increasing number of market leading client brands. Focus also remains on our existing client base, ensuring it will continue to enjoy a market leading product experience. Our closing results in December provide us solid momentum into this new year,” **Guy Maine**

## Corporate Update



Bid received just under \$1 Million by way of proceeds from the exercise of two classes of unlisted options.

Ends.

This announcement has been authorised for release by the Board of Bill Identity Limited. For further information;

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[About Bill Identity](#)

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Bill Identity is an Australian-based technology company with offices in Australia, NZ the USA and UK. Bill Identity's cloud-based platform simplifies the complex utility bill management process by using automation, enabling organisations to have complete control over their utility spend. Unlike manual consulting and business services, the platform automates the management of every component of the process for multi-site companies. By automatically capturing and validating invoices and meter data, Bill Identity clients can streamline their accounting and payments processes, go to market at short notice to optimise their supply contracts and reduce billing charges using sophisticated analytics and reporting.

Bill Identity's innovative Robotic Process Automation ("RPA") platform gives small to large enterprises greater control over the full utility spend lifecycle, particularly where there is a national multi-site configuration. Further, under these agreements, Bill Identity's RPA platform is utilised to automatically capture and validate invoices, automating the payable function, discovering cost reduction opportunities and providing real-time Energy and utility bill information and accurate financial capabilities at the touch of a button, as and when they need it.

#### Disclaimer

This announcement may contain forward-looking statements which may be identified by words such as 'believes', 'estimates', 'expects', 'intends', 'may', 'will', 'would', 'could', or 'should' and other similar words that involve risks and uncertainties. From time to time, the Company may also use industry-specific terminology such as "Annualised Subscription revenue" which refers to the annualised value of active client contracts under management by Bill Identity at a particular point in time and should not be interpreted as a financial forecast. Such statements are based on an assessment of present economic and operating conditions, and on a number of assumptions regarding future events and actions that, as at the date of this Announcement, are expected to take place.

Such forward-looking statements are not a guarantee of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of the Company, the Directors and management of the Company.

The Company has no intention to update or revise forward-looking statements, or to publish prospective financial information in the future, regardless of whether new information, future events or any other factors affect the information contained in this Announcement, except where required by law.

The Company cannot and does not give assurances that any results, performance or achievements expressed or implied in any forward-looking statements contained in this Announcement will actually occur and investors are cautioned not to place undue reliance on these forward-looking statements.



#### Annexure A: Glossary of Terms



<sup>1</sup> **Expected Group Revenue** – refers to the sum of total of Annualised Subscription Revenue (ASR) and Annualised Rebate Revenue (AR).

<sup>2</sup> **Annualised Subscription Revenue (ASR)** – refers to the annualised revenues from Bill Identity platform client accounts, and is comprised of both billable revenue and expected long-tail revenue:

- billable revenue is attributable to active client accounts, which is the annualised monthly fee billed on active accounts; and
- expected long-tail revenue is attributable to:
  - contracted client accounts that are yet to complete the onboarding process for their portfolio of sites; and
  - annualised monthly revenue from meters expected to be onboarded over the next 12 months.

<sup>3</sup> **Annualised Rebate Revenue or AR** – refers to Bill Identity USA rebate capture revenues, which are project based and are annualised on a rolling basis based on the last 12 months of project activity to allow for seasonality inherent in the rebate business.

<sup>4</sup> **Meters** – Number of energy, gas, and water meters for our subscribers. Meters corresponding to ASR include those meters onboarded and being serviced, those being onboarded from contracts, and those expected to be onboarded in the next twelve months from contracted clients.

<sup>5</sup> **Net Upsell** - Calculated as the net revenue improvement for combined contract renewals for the preceding twelve months to date.

<sup>6</sup> **Churn** – Clients loss represented as the net revenue loss of any existing subscriber for the preceding twelve months to date.

## Appendix 4C

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

**Name of entity**

Bill Identity Limited

**ABN**

94 131 445 335

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

31 December 2020

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (6 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	4,413	7,352
1.2 Payments for		
(a) research and development	(930)	(1,607)
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing	(151)	(179)
(d) leased assets	-	-
(e) staff costs	(2,758)	(4,800)
(f) administration and corporate costs	(1,536)	(3,095)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	3	11
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	78	78
1.8 Other		
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(881)</b>	<b>(2,240)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) entities	-	-
(b) businesses	(5,599)	(5,559)
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-



Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 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)	(100)	(109)
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>(5,699)</b>	<b>(5,708)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	15,000	15,000
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	7,331	7,914
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(777)	(777)
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)	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>21,554</b>	<b>22,137</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	<b>7,422</b>	<b>8,295</b>
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(881)	(2,240)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(5,699)	(5,708)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	21,554	22,137
4.5	Effect of movement in exchange rates on cash held	(188)	(256)
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>22,228</b>	<b>22,228</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 \$A'000	Previous quarter \$A'000
5.1	Bank balances	20,228	3,442
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (term deposits)	2,000	4,000
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>22,228</b>	<b>7,442</b>

**6. Payments to related parties 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 \$A'000
149
-

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.*

	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1 Loan facilities	-	-
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
7.4 <b>Total financing facilities</b>	-	-

7.5 **Unused financing facilities available at quarter end** -

7.6 **Financing Facility Description: N/A**

<b>8. Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1 Net cash from / (used in) operating activities (Item 1.9)	(881)
8.2 Cash and cash equivalents at quarter end (Item 4.6)	22,228
8.3 Unused finance facilities available at quarter end (Item 7.5)	-
8.4 Total available funding (Item 8.2 + Item 8.3)	22,228
8.5 <b>Estimated quarters of funding available (Item 8.4 divided by Item 8.1)</b>	25.2
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	

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

8.6.1 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

8.6.2 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

8.6.3 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

*Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.*

## 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: 27 January 2021

Authorised by: The Board of Bill Identity Limited

### 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.