

# ASX Announcement

26 April 2021

## Quarterly business update and Appendix 4C

### Highlights

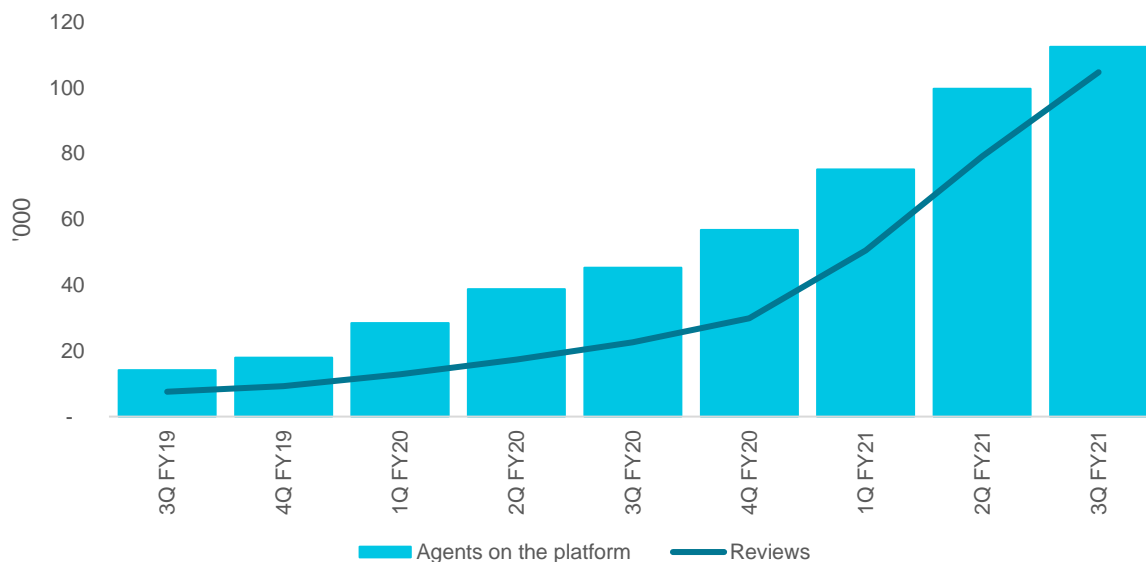
- **Headline revenues:** Recurring revenue of \$2.97m in 3Q FY21, up 17% QoQ and 59% YoY.
- **Cashflow:** Net receipts from customers in 3Q FY21 of \$3.66m, up 19.5% QoQ and 59%YoY.
- **US:** 115,000 agents on the platform and 109,800 reviews. Total agents on the platform and reviews 3Q FY21 vs 3Q FY20 up 148% and 363% respectively.
- **Australian and New Zealand revenues:** Continued growth in all products.
- **COVID-19:** No material impact on business to date.

### USA

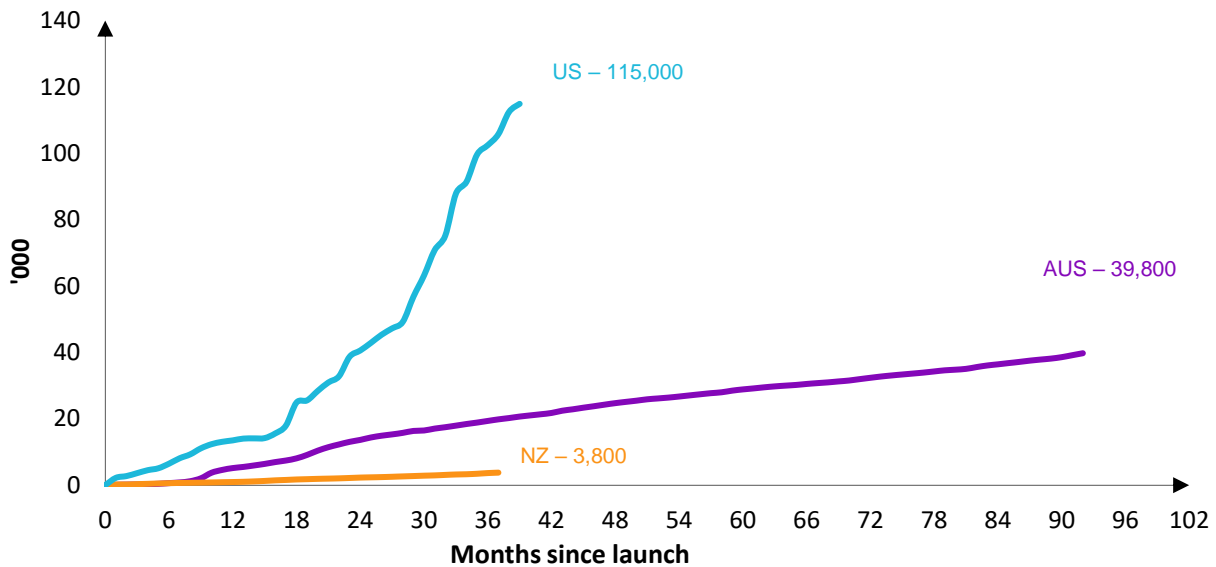
#### *Agents on the platform and reviews*

The US focus is to drive agents on the platform and reviews. As at 19 April 2021 there were 115,000 agents on the US platform who have collected a total of 109,800 reviews (including imported reviews). Total agents on the platform and reviews at 3Q FY21 increased 148% and 363% respectively YoY, reflecting a continuing strong agent uptake and engagement with the platform.

#### USA - Agents on the platform vs reviews (cumulative)



## Agents on the RMA platform



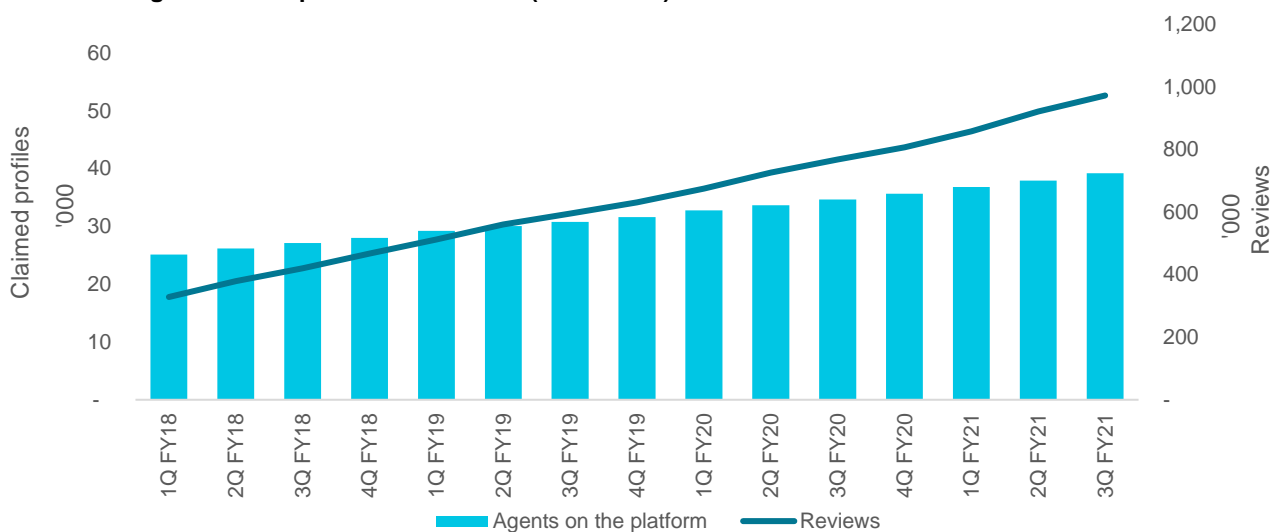
While the US focus is on increasing agents on the platform and their reviews, subscription revenues are growing, with 193% higher revenues generated in 1H FY21 compared to 2H FY20, but off a low base. Revenues are expected to increase in 2H FY21 as we allocate more resources to monetising the agent base.

## Australia and New Zealand

### Agents on the platform and reviews

In Australia 39,800 agents have claimed their profiles as of 19 April 2021 (31 March 2021: 39,200) and collected 980,700 reviews (31 March 2021: 971,800). Circa 51,300 reviews were collected in 3Q FY21, up 9,600 (23%) compared to 3Q FY20.

### Australia - Agents on the platform vs reviews (cumulative)



In New Zealand 3,800 agents have claimed their profiles and collected 25,800 reviews.

The Australian and New Zealand experience of multiple reviews per agent is strong evidence of engagement with the platform and what we ultimately expect to see from US agents.

## Revenue

### Subscriptions

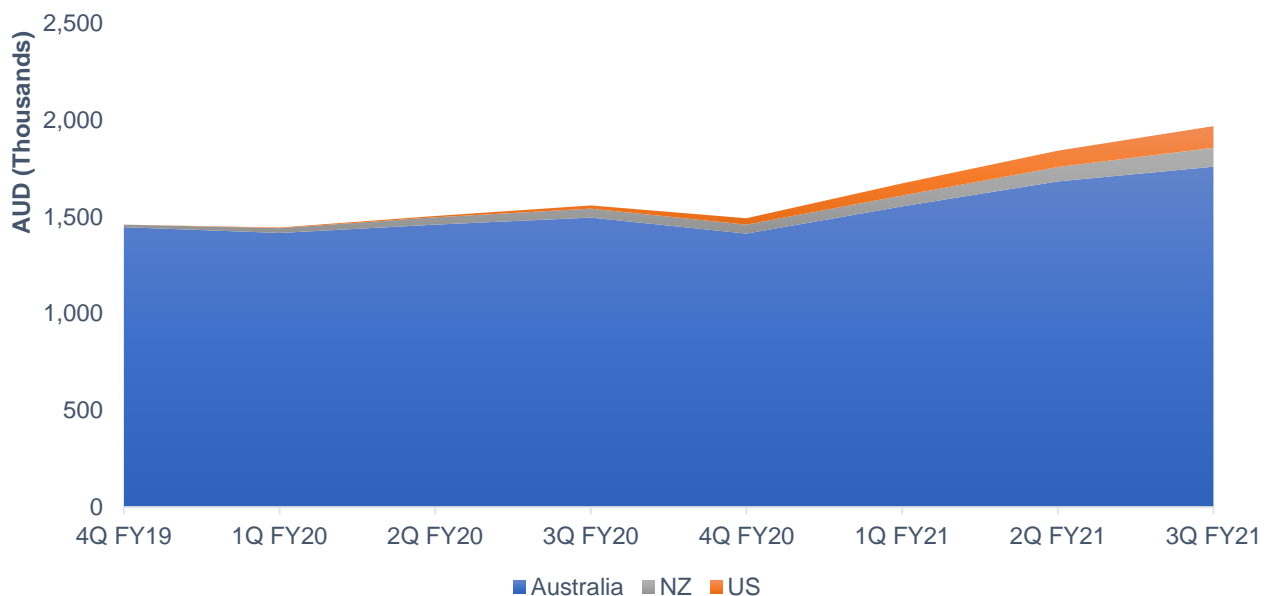
There was strong growth in Australian and New Zealand subscriptions in the last quarter, driven by the Company's growth initiatives, wider product offering and boosted by the RMA Awards in February.

Australian subscription revenue in 3Q FY21 increased 4% QoQ and 18% YoY with annual subscriptions, prepaid in advance, remaining the more popular choice for new subscribers.

New Zealand subscription revenue in 3Q FY21 increased 31% QoQ and 111% YoY, boosted by a permanent in-country sales resource.

The primary focus in the US is still to grow agents and reviews, but active sales commenced in 3Q FY21 and subscription revenue increased 34% QoQ and 581% YoY, off a very low base.

#### Subscription revenue



### Promoter

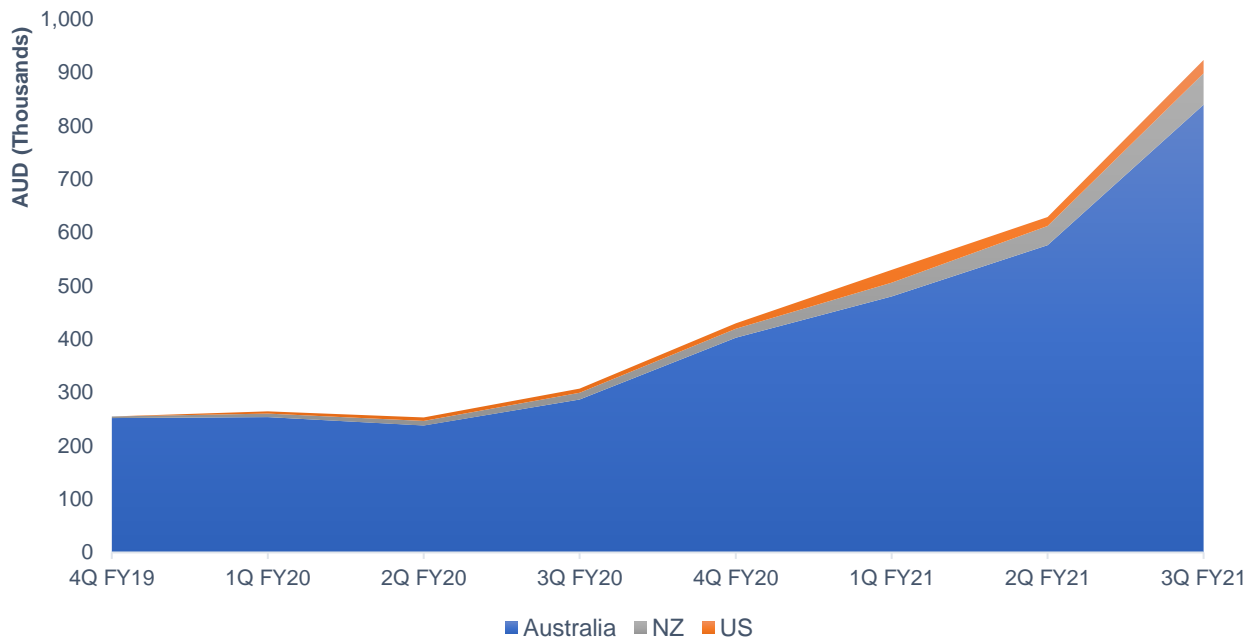
The RMA Awards, held annually in February is the premier real-estate awards event in Australia and New Zealand. Promoter enables Award winners to showcase their awards on social media and other digital platforms, resulting in a significant seasonal uptick in revenues. Combining this with our improved Promoter product range, a higher subscriber base and a higher focus by real estate agents on building their online profile resulted in a record quarter for Promoter.

Australian Promoter revenue in 3Q FY21 increased 46% quarter-on-quarter, reflecting a 193% YoY increase.

In New Zealand, Promoter revenue in 3Q FY21 increased 63% QoQ and 357% YoY. Yearly growth rates are off a low very base.

The inaugural US Awards was hosted virtually in late January 2021 and was positively received by agents with Promoter revenues increasing 48% QoQ, off a very low base.

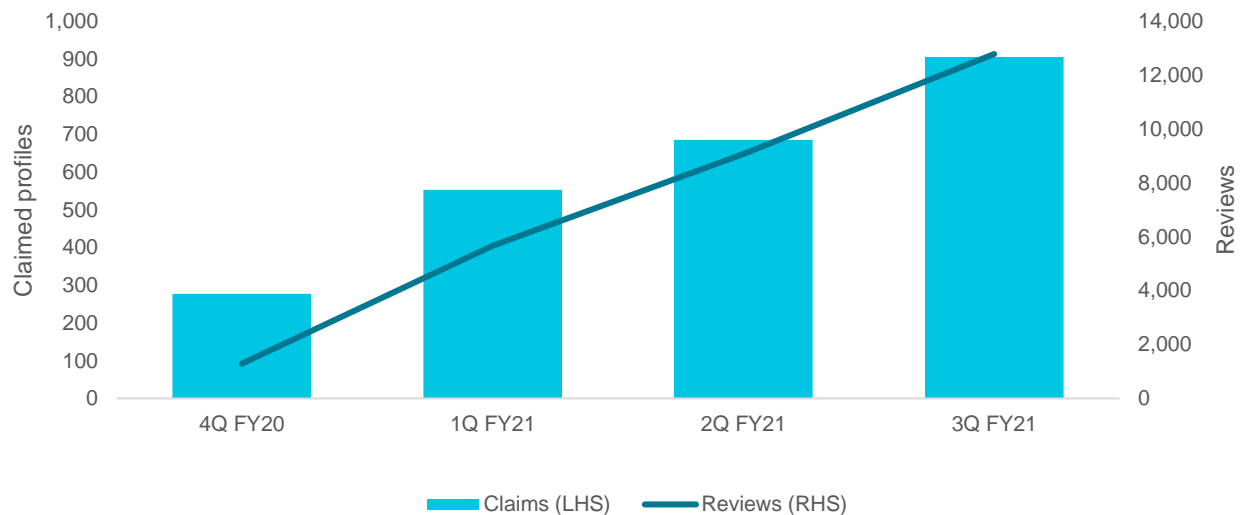
### Promoter revenue



### Mortgage Broking

Mortgage broking was launched in late FY20 and just under 700 mortgage brokers have taken out a basic RMA subscription. This represents a significant portion of the current population of claimed profiles and our focus is on increasing profile claims and growing the review database.

#### Australia - Mortgage broking profile claims vs reviews (cumulative)



Chief Executive Officer, Mr. Michael Davey said, "We are very pleased with our growth in ANZ over the last few months, which has surpassed our expectations. In a rapidly changing environment, we are able to adapt to our customers' needs which is reflected in our growing revenues and increasing customer engagement. The US has also seen us accelerate the number of agents on the platform and we anticipate an exciting pipeline of activity to come in the second half of the year."

**Cash flow and net cash position**

- **Operating cash outflow** for the quarter was \$1.09m, a QoQ improvement of \$428k (28%) and YoY improvement of \$976k (47%), primarily driven by increased receipts from:
  - Subscriptions, mostly in Australia, with a significant portion of new subscriptions being prepaid annual subs;
  - Promoter revenues; and
  - Mortgage broking subscriptions

The increase in operating cash outflows from the prior quarter is due to increased investment in product development and additional AU/NZ and US sales resources.

YTD operating cash outflow for the 9 months to March 2021 is \$3.99m, a \$3.46m (46%) improvement on the prior year.

- **Cash on hand** as of 31 March 2021 was \$12.72m.

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

**Name of entity**

RMA Global Ltd

**ABN**

69 169 102 523

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

31 March 2021

<b>Consolidated statement of cash flows</b>	<b>Current quarter A\$'000</b>	<b>Year to date (9 months) A\$'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	3,609	9,293
1.2 Payments for		
(a) research and development	(581)	(1,484)
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing	(761)	(1,842)
(d) leased assets	(119)	(308)
(e) staff costs	(2,847)	(8,261)
(f) administration and corporate costs	(394)	(1,489)
1.3 Dividends received (see note 3)		
1.4 Interest received	-	6
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	100
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(1,093)</b>	<b>(3,985)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(25)	(45)
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	(6)	(23)

Consolidated statement of cash flows		Current quarter A\$'000	Year to date (9 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	<b>Net cash from / (used in) investing activities</b>	<b>(31)</b>	<b>(68)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	13,500
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	-	(695)
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	<b>Net cash from / (used in) financing activities</b>	<b>-</b>	<b>12,805</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	13,846	3,996
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,093)	(3,985)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(31)	(68)

Consolidated statement of cash flows		Current quarter A\$'000	Year to date (9 months) A\$'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	0	12,805
4.5	Effect of movement in exchange rates on cash held	2	(24)
4.6	<b>Cash and cash equivalents at end of period</b>	<b>12,724</b>	<b>12,724</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	3,724	13,846
5.2	Call deposits	9,000	-
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>12,724</b>	<b>13,846</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**

(183)

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.

**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 \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
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 <b>Total financing facilities</b>	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.

<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)	(1,093)
8.2 Cash and cash equivalents at quarter end (Item 4.6)	12,724
8.3 Unused finance facilities available at quarter end (Item 7.5)	0
8.4 Total available funding (Item 8.2 + Item 8.3)	12,724
8.5 <b>Estimated quarters of funding available (Item 8.4 divided by Item 8.1)</b>	<b>11.6</b>

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

- 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

- 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

- 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: .....26/04/2021.....

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.