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RMA Global Limited
ABN 69 169 102 523
Level 1, 120 Balmain Street
Cremorne VIC 3121

ASX Announcement

27 July 2021

Quarterly business update and Appendix 4C

FURTHER GROWTH ACROSS THE BUSINESS

Highlights

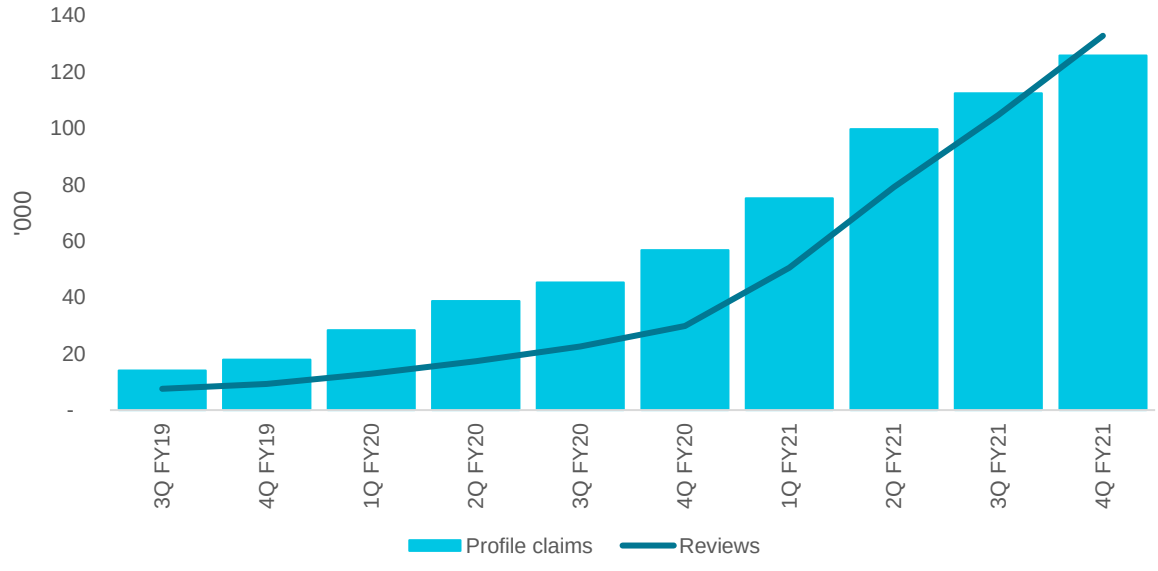
- **Headline revenues**:
  - Recurring revenue in 4Q FY21 of $3.3m, up 12% QoQ and 73% YoY.
  - Annual recurring revenues of $11.0m, up 52%.
- **Cashflow:**
  - Net receipts from customers in 4Q FY21 of $3.94m, up 9.1% QoQ and 66% YoY.
  - YTD receipts of $13.23m, up 56% YoY.
- **US:** 128,000 agents on the platform and 137,800 reviews. Total claims and reviews in 4Q FY21 vs 4Q FY20 up 122% and 344% respectively.
- **Australian and New Zealand revenues:** Growth in all products.
- **COVID-19**: No measurable impact on business to date.

USA

Agents on the platform and reviews

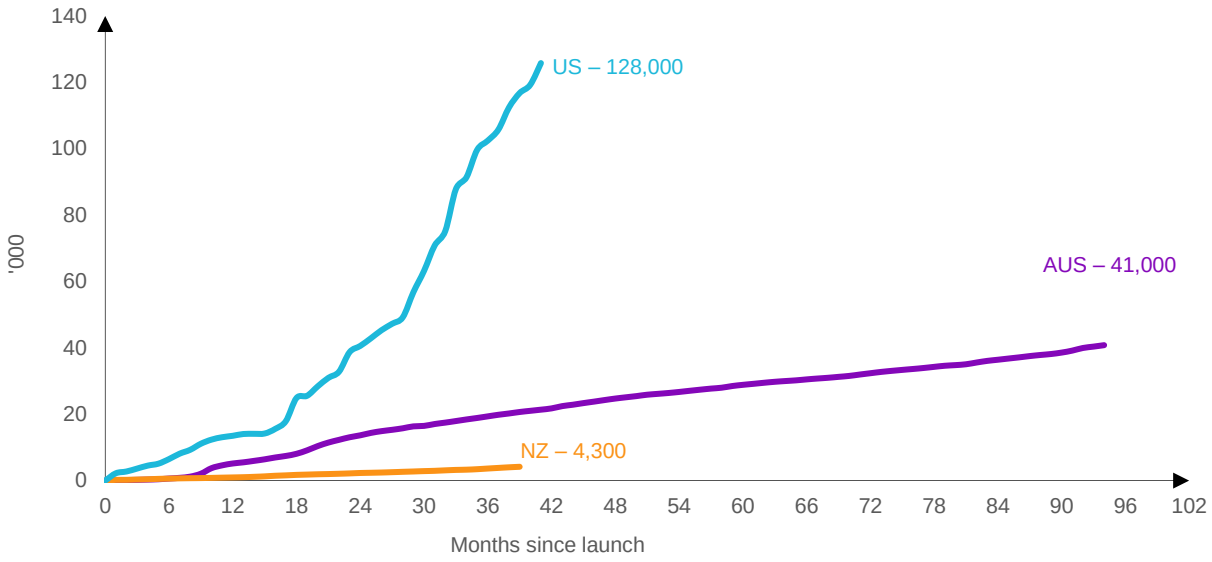
The US focus for 2H FY21 was to drive agents on the platform and reviews. As at 19 July 2021 there were 128,000 agents on the US platform who have collected a total of 137,800 reviews, including imported reviews. Total agents on the platform and reviews at 4Q FY21 increased 122% and 344% respectively YoY.

US - Agents on the platform vs reviews (cumulative)



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Agents on the RMA platform



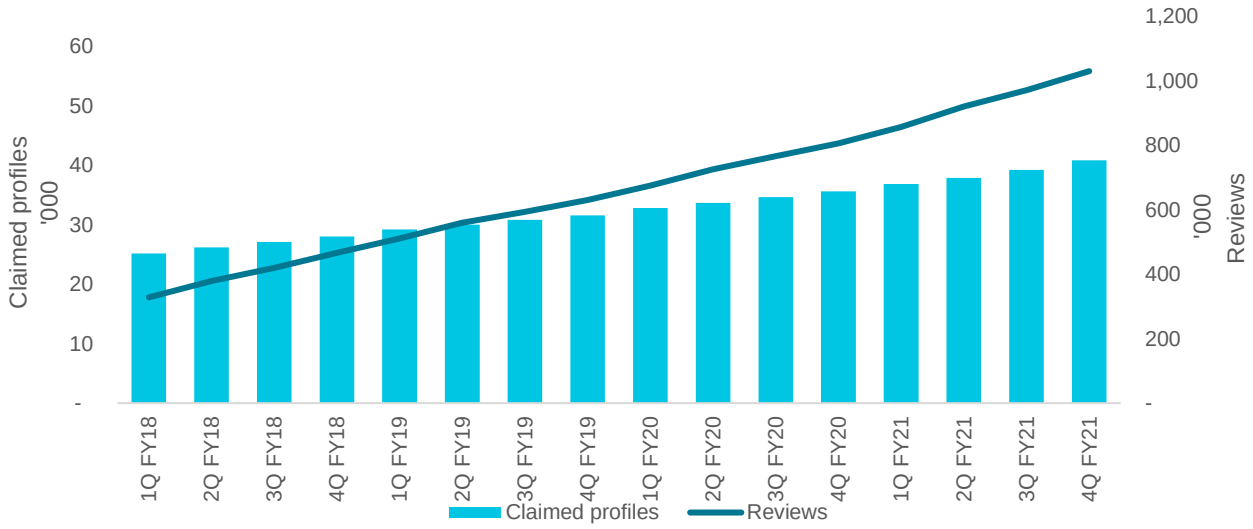
While the primary US focus is agents on the platform and their reviews, subscription revenues are also growing. $167k in subscription revenue was earned in 4Q FY21, up 49% QoQ and 399% YoY. Agent engagement as reflected in reviews is expected to keep growing and expected to increase paid subscriptions in 1H FY22.

Australia and New Zealand

Agents on the platform and reviews

In Australia 41,000 agents have claimed their profiles as of 19 July 2021 and collected 1,041,000 reviews. Circa 58,800 reviews were collected in 4Q FY21, up 19,300 (49%) compared with 4Q FY20.

Australia - Agents on the platform vs reviews (cumulative)



In New Zealand 4,300 agents have claimed their profiles and collected 32,600 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 in the US.

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Revenue

Subscriptions

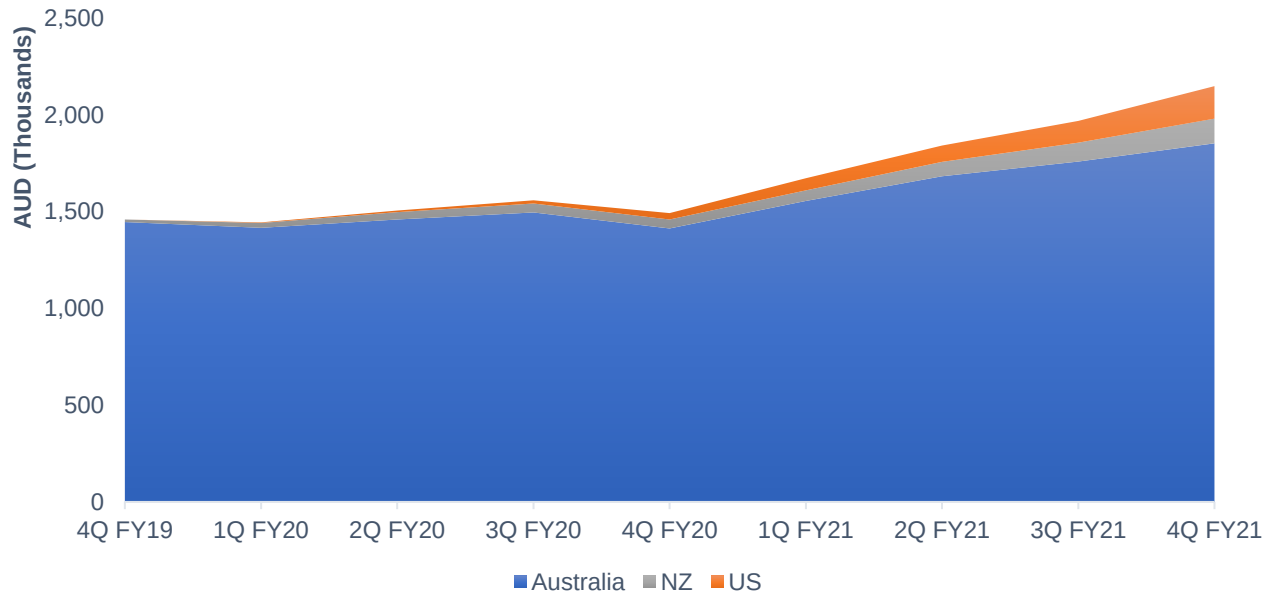
There was strong growth in Australian and New Zealand subscriptions in 4Q FY21, driven by the Company's growth initiatives and wider product offering.

Australian subscription revenue in 4Q FY21 increased 5% QoQ and 31% YoY with annual prepaid subscriptions constituting the bulk of new subscriptions.

New Zealand subscription revenue in 4Q FY21 increased 32% QoQ and 178% YoY.

The primary focus in the US is still to grow agents and reviews, but active sales commenced in 4Q FY21 and subscription revenue increased 49% QoQ and 399% YoY, off a very low base.

Subscription revenue



Promoter

Promoter is a digital advertising product which enables agents and agencies to showcase their reviews and profile across various social media platforms and via Google.

4Q FY21 was another record quarter for Promoter, where RMA generated over $1.1m globally. A broader Promoter product range, higher subscriber base and the focus by real estate agents on building their online profile saw strong growth rates throughout the year.

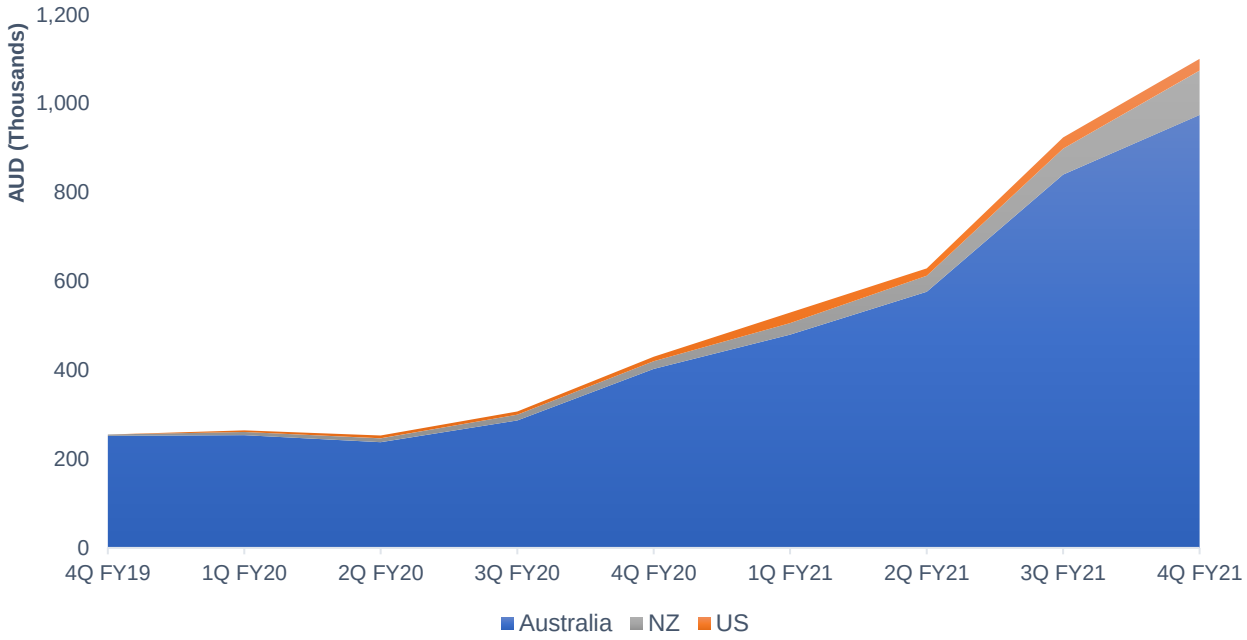
Australian Promoter revenue in 4Q FY21 increased 16% quarter-on-quarter and 142% YoY.

In New Zealand, Promoter revenue in 4Q FY21 increased 69% QoQ and 388% YoY off a low base.

In the US, Promoter is not actively pursued currently, but revenues increased 7% QoQ and 494% YoY, off a very low base.

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Promoter revenue



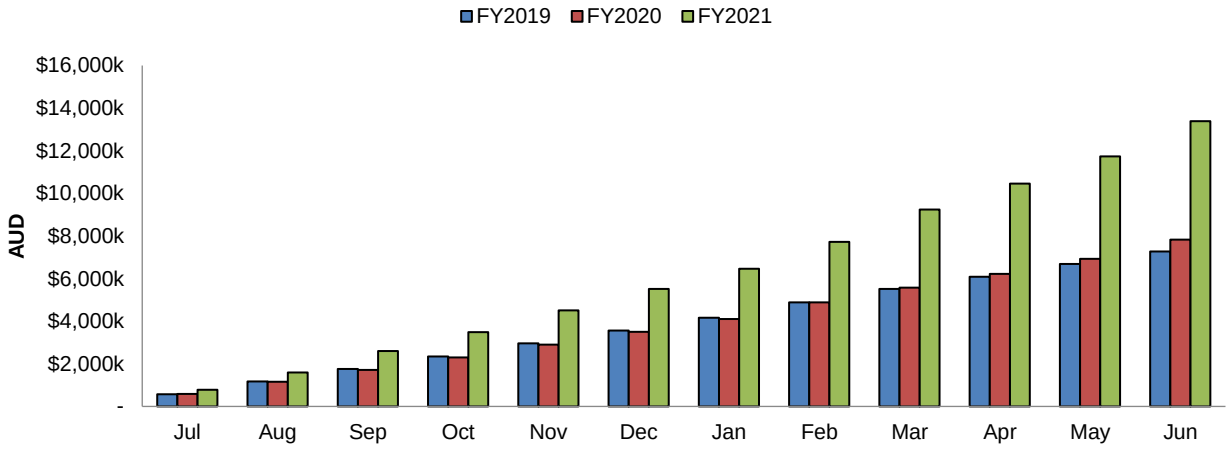
Chief Executive Officer, Mr. Michael Davey said, “Our Promoter revenue trajectory in ANZ surpassed our expectations, reflecting our ongoing ability to support customers’ needs in the current global environment. Growth in the US continues, despite travel restrictions preventing key personnel from being able to directly service the US market. Agents continue to engage with the platform and we look forward to ongoing growth.”

Cash flow and net cash position

- **Cash receipts from customers** in 4Q FY21 of $3.94m, up 9.1% QoQ and 66% YoY. YTD receipts of $13.23m, up 56% YoY,
- **Operating cash outflow** for the quarter was $1.98m, down 80% QoQ and $260k (15%) YoY primarily driven by increased investment in headcount to broaden the product offering and grow pipeline metrics and subscriptions in the US.

  Operating cash outflow for the year is $5.96m, a $3.2m (35%) improvement on the prior year.
- **Cash on hand** as of 30 June 2021 was $10.7m.

Cumulative cash receipts from customers by financial year



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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 Ltd	
ABN	**Quarter ended ("current quarter")**
69 169 102 523	30 June 2021

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	3,937	13,230
1.2	Payments for		
	(a) research and development	(517)	(2,001)
	(b) product manufacturing and operating costs	-	-
	(c) advertising and marketing	(897)	(2,739)
	(d) leased assets	(65)	(373)
	(e) staff costs	(3,617)	(11,878)
	(f) administration and corporate costs	(905)	(2,394)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	8	14
1.5	Interest and other costs of finance paid	-	-
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	77	177
1.8	Other (provide details if material)	-	-
1.9	**Net cash from / (used in) operating activities**	**(1,979)**	**(5,964)**

2.	**Cash flows from investing activities**		
2.1	Payments to acquire or for:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	(39)	(84)
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	(3)	(26)

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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**	**(42)**	**(110)**

3.	**Cash flows from financing activities**		
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	**Net cash from / (used in) financing activities**	**-**	**12,805**

4.	**Net increase / (decrease) in cash and cash equivalents for the period**		
4.1	Cash and cash equivalents at beginning of period	12,724	3,996
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,979)	(5,964)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(42)	(110)

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)	-	12,805
4.5	Effect of movement in exchange rates on cash held	(3)	(27)
4.6	**Cash and cash equivalents at end of period**	**10,700**	**10,700**

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	4,700	3,724
5.2	Call deposits	6,000	9,000
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)**	**10,700**	**12,724**

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	(183)
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.

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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)	(1,979)
8.2	Cash and cash equivalents at quarter end (item 4.6)	10,700
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	10,700
8.5	**Estimated quarters of funding available (item 8.4 divided by item 8.1)**	5.4

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.

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:

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:

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:

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.

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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: 27/07/2021

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.

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