

# Quarterly Update

For the quarter to 30 September 2021

## Q1 Summary

- Impact of VIC and NSW COVID lockdowns significantly reduced setup and usage fees
- Q1 revenue of \$1.14m
  - 12% lower than Q4 FY21 excluding \$210k one off fee for WA Health vaccine contract, successfully completed in Q4 (including that fee in the comparison, Q1 is 25% lower)
- Cash outflow reduced by 17% to \$0.71m from \$0.86m in Q4 FY21
- Annual Recurring Revenue (ARR) of \$5.40m, down from \$5.69m (-5.1%) PCP
- Receipts from customers for the quarter \$1.39m, down from \$1.59m in Q4 FY21 (-12.6%)
- As COVID lockdowns lift across the country, Q2 revenue is anticipated to bounce back significantly

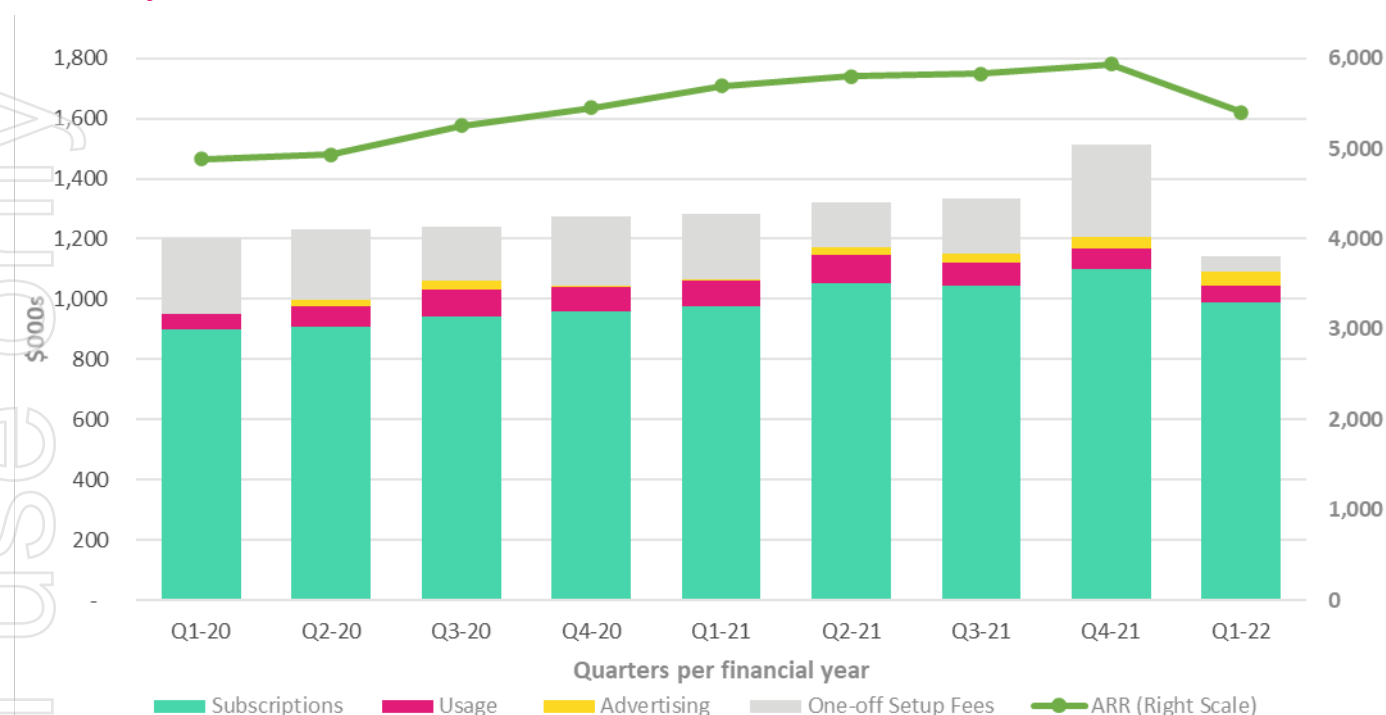
**1st Group Limited (ASX: 1ST)**, the Australian digital health group, today announced its results for the quarter ended 30 September 2021. Results presented for the quarter are unaudited.

Klaus Bartosch, Co-Founder and Managing Director commented, *"Q1 was a challenging quarter for our customers, which for the first time saw the Company's revenue decline due to VIC and NSW lockdowns impacting our customers operations and therefore new sales, new customer activations in the quarter, and ultimately setup and usage fees.*

*While advertising fees grew slightly, the lockdown effect meant that we did not see the growth from advertising that we had anticipated.*

*Q2 revenue is anticipated to rebound strongly as sales have significantly improved in October and our large deal pipeline has continued to mature with new deals expected to be announced in the coming weeks and months."*

## Quarterly Revenue and ARR



ARR is the value of all recurring monthly revenues at the end the quarter normalised to a one-year period. ARR includes all revenue streams that reliably recur each month.

OVERVIEW	Q1FY21	Q4FY21	Q1FY22
Subscription Fees	\$976k	\$1,100k	\$987k
Advertising Revenue	\$3k	\$37k	\$48k
Usage Fees	\$85k	\$70k	\$58k
One-off or Setup Fees	\$221k	\$306k	\$51k
Total Revenue	\$1,285k	\$1,514k	\$1,144k

## Net Cash Flows

Receipts from customers for the quarter were \$1.39m, down 12.6% from \$1.59m in Q4 FY21. Cash payments in the quarter were \$2.1m, compared to \$2.46m in Q4 FY21. Quarterly net operating cash outflow reduced 17% from Q4 FY21 to \$0.71m in the quarter.

During the quarter, \$105k in payments were made to related parties and their associates, being wages for the CEO/Managing Director, independent Directors and Chair remuneration including superannuation. In addition to available funds on 30 September of \$0.3m the company raised \$1.3m (before costs) in the entitlement offer in September 2021.

This announcement has been approved for release by the Board of Directors.

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**About 1st Group Ltd**

1st Group is an ASX listed digital health group building Australia's leading health services marketplace, MyHealth1st.com.au, Australia's online pet service marketplace PetYeti.com.au and corporate and government solutions platform GoBookings.com. These integrated platforms provide an easy to use online search and appointment booking service and offer a range of value-added apps and services that facilitate digital patient and customer engagement. We improve lives by connecting consumers to a variety of healthcare services and information anytime, anywhere, so they can get well sooner and stay well longer. To find out more visit 1stGrp.com, MyHealth1st.com.au, PetYeti.com.au and GoBookings.com.