



Yonder & Beyond

Quarterly Review

Quarterly Review

Quarter Highlights

- Beyond Media announced a deal with Lenovo to deliver its Y-Hub platform on Lenovo devices
- Beyond Media commenced development of the first iteration of the platform that will be preloaded on Lenovo devices
- Prism Digital recorded revenue of \$615,411 (£355,200) during the period
- Gophr experienced almost a 20% increase in revenue when compared to the previous quarter
- Boppl processed close to 20,000 orders during the quarter and maintained its high customer retention rate over 94%
- Beyond Media commenced sourcing a variant of content for the platform, as well as developing and managing the platform
- Prism Digital recorded strong sales as a result of its relationships with high profile clients such as Ticketmaster, Thomsons Online Benefits and Ogilvy
- Gophr orders increased 12.35% in average revenue per job
- Boppl order growth increased over 80% when compared to the previous quarter

Press Coverage

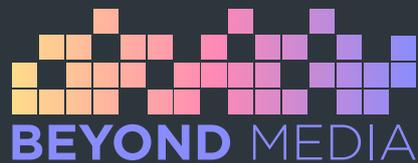
During the period, the portfolio companies of Yonder & Beyond continued to generate positive press coverage within mainstream and technology focused media outlets.

- Articles on the deal with Lenovo and Beyond Media in IT News and Nine.com.au
- Articles on recent growth for Boppl in The Courier Mail, Startup Daily and ASOS
- An article on record sales growth for Gophr in The Sydney Morning Herald
- An article on the partnership with Drayson Technologies for Gophr in IOT Evolution
- Articles on record revenue for Prism Digital in Yahoo Finance and Australian Brains

Partnerships

Partnerships are a key element to each of the portfolio company's market and growth strategies. Over the quarter, the following partnerships were established:

- Beyond Media is working with Lenovo to deliver its Y-Hub on Lenovo devices
- Gophr launched integrations with Okestro, Trybe, Abellio and Noqu
- Boppl launched in Larry's Giant Subs in the USA, Corbett & Claude in Australia and Creams British Luxury Tearooms in the UK
- Prism Digital acquired Deloitte Digital as a key client



Company Update

Lenovo Entertainment Hub development on track

During the Quarter, Beyond Media commenced development on the first iteration of the content delivery platform that will be preloaded on Lenovo devices. The platform for Lenovo has been named the Lenovo Entertainment Hub (LEH), which is based on Beyond Media's existing Y-Hub platform that contains proprietary compression and delivery technologies, ensuring state of the art network efficiency, as well as groundbreaking VR capabilities and features.

As well as developing and managing the platform, Beyond Media is sourcing a variety of content for LEH. A substantial amount of groundwork has been laid with potential partners through the engagement of new and existing partners in the content industries. The pipeline of content types to be deployed by the time of the launch of LEH is looking promising and the company expects to announce the first substantial content deals during Q4 of 2016.

Beyond Media will ensure that Movies, TV, Games and VR content, as well as upscaling capabilities, is available at the launch date. Development progress during the quarter has followed the timeline set out by the parties and the platform is currently being tested and is ready for content ingestion.

Deployment Partnerships

To fully capitalise on the existing technologies, this quarter saw the company initiate a wider sales strategy where its products and services are being offered to a wide set of potential customers including manufacturers, operators and content owners.



Discussions with other potential deployment partners revolve around the Y-Hub and relating Beyond Media technologies, management services and aggregated content catalogues.

As Y-Hub functionality can be offered on a package or a la carte basis, Beyond Media is able to offer potential partners with existing content delivery solutions complementary products to augment their capabilities and content catalogues. The aim is to secure additional deployment partners in the beginning of 2017. Initial response has been positive and discussions are expected to progress to a scoping stage later this year.



Company Update

Increasing sales and growth by expanding the team and client list

Prism Digital recorded revenue of \$615,411 (£355,200) during the September quarter. This revenue was a result of placements with recognised clients such as Ticketmaster, Thomsons Online Benefits and Ogilvy. The company's high profile consultancy clients are continuing to grow as it has recently added Deloitte Digital to its clientele.

This is an exciting time of growth for Prism Digital, hiring four new staff members over the quarter and plans to further expand the team with two new team members before the end of the year. The new starters already made placements within weeks of starting at the company and it expects their sales to increase throughout the rest of 2016.

During September, Prism Digital was an exhibitor with one of the biggest European conferences within the DevOps sector, IP Expo Europe. The company registered over 350 attendees at their stand, which has furthered its identity as the go-to recruitment consultancy within the DevOps market.

After its successful year so far, Prism Digital is looking forward to continuing its sales growth in the next quarter, with new hires embedding themselves within the business and their respective market places.



Company Update

Growth June Quarter 2016 vs September Quarter 2016

Average Value Per Job



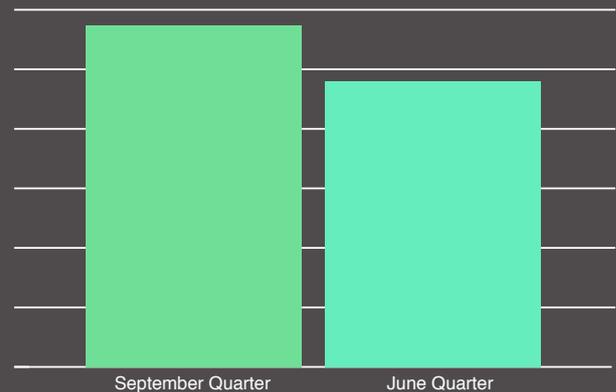
Registrations and Activations



Job Numbers



Revenue



Gophr increased its sales and revenue for the third straight quarter of 2016, whilst expanding its client base and partnerships over the period. The company recently launched integrations with Orkestro, Trybe, Abellio and Noqu, and is finalising partnerships with large stationary retail, hospitality and grocery chains.

Revenue increased almost 20% when compared to the previous quarter and monthly retention rates continue to be high at 98% for customers who book more than 10 jobs per month. Customer activation continues to rise to 51% when compared to 48% over the previous quarter.

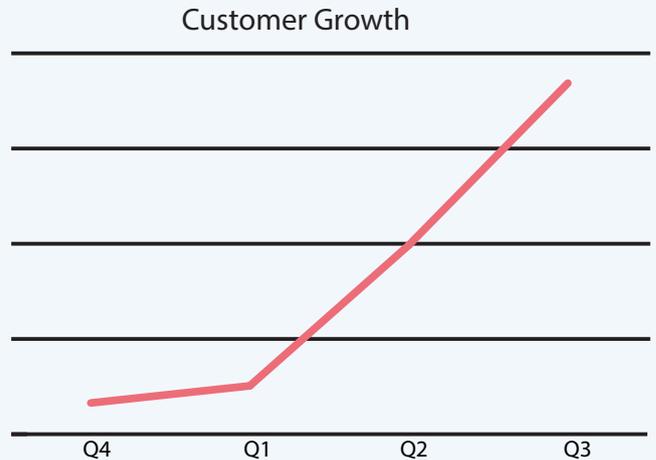
The company's Net Promoter Score continues to consistently score 60 or above, which compares very favorably to the parcel delivery sector score where the average is 26. Currently, 73.3% of customer respondents have given Gophr a score of 9 or 10 when asked whether asked how likely they would be to recommend Gophr to someone else. This is supported by Trustpilot scores where Gophr has received a score of 9.3 out of 10, which puts the company in the top 10 worldwide for companies in the Parcel Delivery Services sector.

Gophr has continued to press ahead with pushing features that make the system the most advanced in its competitive set. Improvements include making multidrops via its API and rolling out the ability for customers to book couriers by the house. This is leading Gophr to open up new opportunities with potential partners and retailers, which the company plans to announce during the next quarter.

Company Update

Uplift in customer and venue adoption as Boppl sets its sights on big name partnerships

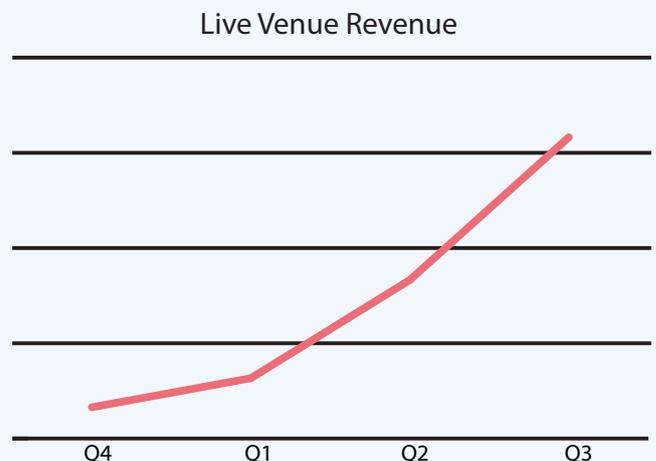
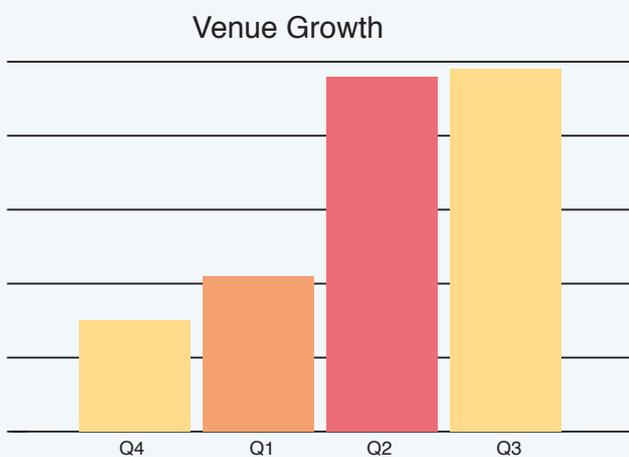
Boppl has continued its strong transactional growth, increasing its order number growth and overall active customers. Over the quarter, venue acquisition increased by almost 130%, as accelerated growth in Brisbane, Sydney and the UK continued to provide organic self-signups and increased venue density. This is part of a new growth strategy, as the company now looks to increase its venues across Asia, Europe and the US and focus on greater deployment within leading hospitality brands and chains. Boppl has organically attracted the attention of key groups and distribution partnerships that will further support the exciting growth into Q4.



Boppl processed almost 20,000 orders between July to September 2016, as order growth increased over 80% when compared to the previous quarter. The company has maintained its high customer retention rate, increasing to 94.14%, up almost 3% since the last quarter to maintain the highest industry customer return rate.

Following the recent launch of Boppl with Larry’s Giant Sub’s chain in the United States (US), the company recently deployed Elevate Coffee Company in Pheonix, Arizona. Australia continues to be the company’s strongest market, with more than \$150,000 in orders placed via Boppl in Q3, an increase of 90% from the previous record-breaking quarter. New market pilot venues have been launched in Asia and MENA (Middle East North Africa) region, further highlighting the reliability and robustness of the Boppl platform.

As the highly competitive hospitality industry looks to provide the ever growing, on-demand services, Boppl has benefited from its ability to provide self-branded mobile ordering and payment applications to key chains and groups. Revenue from Boppl’s premium services and subscriptions increased almost 150% in Q3 in comparison to Q2 and is set to continue with added tools and functionalities in the development pipeline.



Appendix 4C

Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

Name of entity

YONDER & BEYOND GROUP LIMITED (ASX:YNB)

ABN

76 149 278 759

Quarter ended (Current quarter)

30 September 2016

Consolidated statement of cash flows

1. Cash flows from operating activities

1.1	Receipts from customers	1,207	1,207
1.2	Payments for:	-	-
(a)	research and development	-	-
(b)	product manufacturing and operating costs	(536)	(536)
(c)	advertising and marketing	(36)	(36)
(d)	leased assets	-	-
(e)	staff costs	(678)	(678)
(f)	administration and corporate costs	(375)	(375)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	-	-
1.5	Interest and other costs of finance paid	(1)	(1)
1.6	Income taxes (paid) / refunded	4	4
1.7	Government grants and tax incentives	-	-
1.8	Other (provide details if material)	-	-
1.9	Net cash from / (used in) operating activities	(415)	(415)

2. Cash flows from investing activities

2.1	Payments to acquire:	-	-
(a)	property, plant and equipment	-	-
(b)	businesses (see item 10)	-	-
(c)	investments	-	-
(d)	intellectual property	(2)	(2)
(e)	other non-current assets	-	-
2.2	Proceeds from disposal of:	-	-
(a)	property, plant and equipment	1	1
(b)	businesses (see item 10)	-	-
(c)	investments	167	167
(d)	intellectual property	-	-
(e)	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	166	166

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 Months) \$A'000
3. Cash flows from financing activities		
3.1 Proceeds from issues of shares	-	-
3.2 Proceeds from issue of convertible notes	-	-
3.3 Proceeds from exercise of share options	-	-
3.4 Transaction costs related to issues of shares, convertible notes or options	-	-
3.5 Proceeds from borrowings	8	8
3.6 Repayment of borrowings	(6)	(6)
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	2	2
4. Net increase / (decrease) in cash and cash equivalents for the period		
4.1 Cash and cash equivalents at beginning of quarter/year to date	364	364
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(415)	(415)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	166	166
4.4 Net cash from / (used in) financing activities (item 3.10 above)	2	2
4.5 Effect of movement in exchange rates on cash held	(19)	(19)
4.6 Cash and cash equivalents at end of quarter	98	98

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	98	364
5.2 Call deposits	-	-
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)	98	364

6. Payments to directors of the entity and their associates	Current quarter \$A'000
6.1 Aggregate amount of payments to these parties included in item 1.2	-
6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3	-
6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2	
Nil	

7. Payments to related entities of the entity and their associates	Current quarter \$A'000
7.1 Aggregate amount of payments to these parties included in item 1.2	-
7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3	-
7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2	
Nil	

8. Financing facilities available

Add notes as necessary for an understanding of the position

	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	46	23
8.2 Credit standby arrangements	-	-
8.3 Other (please specify):		
(a) Director and other party loans and advances	N/A	300
(b) Director debt facility	1,000	473

8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.

- a. Borrowings with financial institutions are an unsecured loan with HSBC UK at an interest rate of 3.97% p.a. over the Bank of England base rate. The principal and interest is repaid monthly over a period of 2 years from the initial draw down.
- b. All Director-related loans are repayable at 31 December 2017, extended by mutual agreement. They are unsecured with 0% interest.
- c. The current terms of the director debt facility are (i) 0% interest rate; (ii) expire 30 June 2017; and (iii) conversion price of \$0.08 (subject to shareholder agreement).

9. Estimated cash outflows for next quarter

	\$A'000
9.1 Research and development ⁽¹⁾	-
9.2 Product manufacturing and operating costs	(535)
9.3 Advertising and marketing	(35)
9.4 Leased assets	-
9.5 Staff costs	(675)
9.6 Administration and corporate costs	(375)
9.7 Other (provide details if material)	-
9.8 Total estimated cash outflows	(1,620)

⁽¹⁾ The company expects to receive cash flows in-flows from research and development grants over the next quarter of approximately A\$460,000.

10. Acquisitions and disposals of business entities

(items 2.1(b) and 2.2(b) above)

	Acquisitions	Disposals
10.1 Name of entity	Beyond Media Group Limited	-
10.2 Place of incorporation or registration	United Kingdom	-
10.3 Consideration for acquisition or disposal	Nil	-
10.4 Total net assets / (deficiency)	Nil	-
10.5 Nature of business	Technology and Media: advanced virtual reality and content delivery platform	-

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.



Signed:

Dated: Monday, 24 October 2016

Company Secretary

Print name: Jay Stephenson

Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly 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 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.