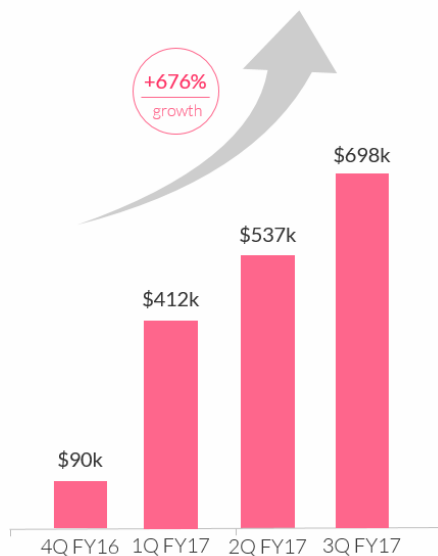


18 April 2017

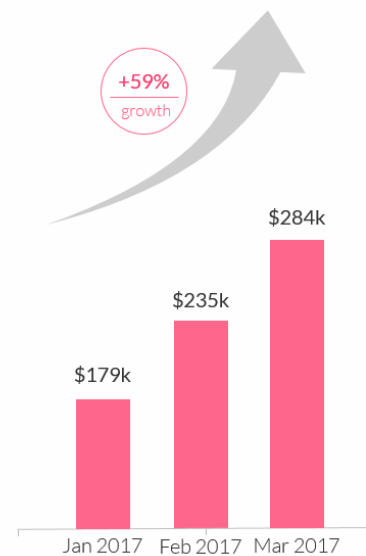
## Matchmaking customer receipts +147% quarter-on-quarter

- **Receipts from customers of \$698,000 for the quarter, +30% quarter-on-quarter**
  - Customer receipts from matchmaking business totaled \$314,000, up 147% quarter-on-quarter and representing 45% of total customer receipts
- **Company's Hong Kong matchmaking store generated \$219,000 in customer receipts for the quarter, delivering approximately \$117,000 in free cash flow profits<sup>1</sup>**
  - Matchmaking stores expected to be fully operational across five cities by July 2017: Hong Kong, London, Singapore, Shenzhen and Bangkok
- **Global cash flow profitability targeted for calendar fourth quarter of 2017**
  - Scalable online dating plus offline matchmaking business model expected to lead company to cash flow profitability in calendar year 2017
  - Cash outflows expected to be significantly reduced next quarter as past quarter was an investment quarter in marketing spend to capture peak dating season
  - Well-funded for upcoming store expansions with cash flow from operations

Quarterly receipts from customers

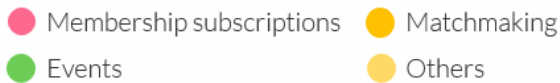
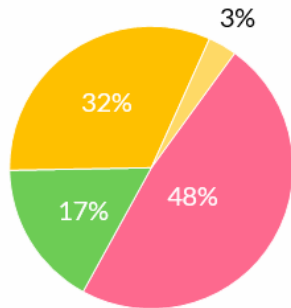


Monthly receipts from customers

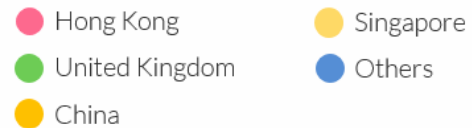
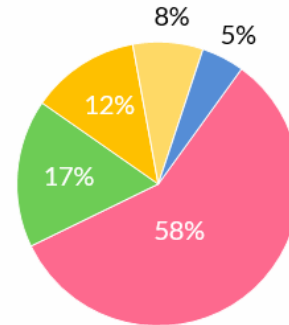


<sup>1</sup> Based on company estimates with expenses that include all local matchmaking employees' salaries and commissions, as well as local rent and payment expenses

## 3Q FY17 revenue by product



## 3Q FY17 revenue by geography



DateTix Group Ltd (ASX:DTX) is pleased to present its quarterly cash flow report and operational update for the quarter ending March 2017.

**DateTix Founder and CEO, Michael Ye:** *“This past quarter has been a transformative one for our company, as we have significantly improved the economics of our business by increasing our average revenue per user through upselling premium matchmaking services to our online user base.*

*By leveraging our existing large user base of single professionals across our portfolio of online dating platforms, we are able to upsell premium matchmaking services that have significantly higher price points that typically range from \$1,000 to \$8,000 for a service period of 6 to 12 months.*

*Going forward, we plan to continue to scale our hybrid online dating plus offline matchmaking business model in our existing markets, where the quality of matchmaking services we provide continues to improve as the size of our matchmaking customer pool increases. At the same time, we are identifying attractive new markets to enter where we can replicate our proven business model to generate additional free cash flows and shareholder value.”*

## Quarterly operational achievements

### Record customer receipts and revenues led by growth of matchmaking business

DateTix group achieved record quarterly customer receipts and revenues in the third quarter of fiscal year 2017, with the company’s premium matchmaking business increasing by approximately 147% quarter-on-quarter.

Premium matchmaking now represents 45% of total customer receipts, up from 20% in the prior quarter. The substantial growth was primarily driven by a significant increase in the number of visitors to the company's Hong Kong matchmaking store and higher average selling prices.

In mid-March, the company opened its London matchmaking store ahead of schedule to leverage and monetise the substantial online user base that the company's Lovestruck platform has built in London since 2006. The company is very pleased with the early revenue results achieved in its new London matchmaking store in its first few weeks of operations.

### Well positioned to capture the large and attractive global matchmaking market opportunity

The size of the global matchmaking market is substantial, especially in Asia, where it's worth approximately \$1.3 billion per year in China alone<sup>2</sup>. In many major markets across Asia, the size of the offline matchmaking market is still substantially larger than the online dating market, primarily as the result of cultural pressure and societal norms for marriage or long-term, committed relationships.

DateTix Group is well positioned to capture share in this market, with already large and established online users bases in Hong Kong, Singapore and Bangkok. The company is confident in the long-term profitability of its online plus offline business model, whereby an online user base is first built through cost-effective and local online and offline marketing channels, followed by monetisation via both online dating and offline matchmaking to maximize average revenue per user.

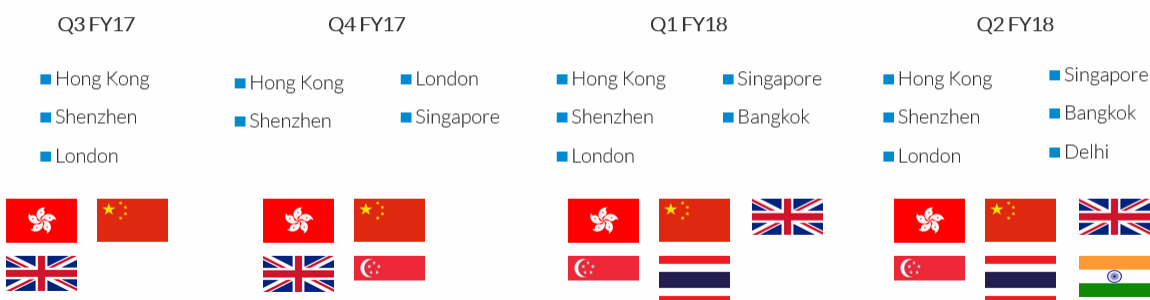
### Growth Outlook

Looking ahead to the upcoming quarters, DateTix Group plans to continue to roll out its proven online plus offline business model across Asian markets with large populations of single professionals that have strong demand for both online dating and offline matchmaking.

Long-term revenue growth is expected to be underpinned by a combination of geographic expansion, user base growth and launch of new products and services. The company believes that its proven online dating platforms combined with its efficient offline matchmaking operations will allow it to pursue organic growth to capture market share and profitably grow in its target markets.

The company plans to have five matchmaking stores fully operational by July 2017, across Hong Kong, London, Singapore, Shenzhen and Bangkok.

Timetable for new matchmaking store openings



<sup>2</sup> iResearch, 2015



## Cash at bank

DateTix Group had a strong cash position of nearly \$1.9 million as at 31 March 2017. The company is well funded to execute its strategic growth plans with cash flow from operations, with the goal of achieving global cash flow profitability in the calendar fourth quarter of 2017.

### For further information, please contact:

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Follow DateTix on Twitter: <https://twitter.com/DateTixIR>

### About DateTix Group

DateTix Group is a leading provider of dating services, including online dating, premium matchmaking and events. The company's online dating platforms include the DateTix app, the Lovestruck platform and the Noonswoon app.

The DateTix app is a mobile online marketplace that facilitates offline dates by connecting like-minded people who are nearby each other and free at the same times. DateTix members can easily meet new people at nearby establishments for meals, drinks, live events, outdoor activities and more, for a wide range of intentions, including casual dating, serious relationship, friendship, business networking. For more information, please visit <http://www.datetix.com>

Lovestruck is a leading premium online dating platform currently operating in Hong Kong, Singapore and the United Kingdom. Founded in 2006 in London, Lovestruck has established itself as a premium brand in a competitive yet burgeoning market. Genuinely regarded as a preeminent brand within the dating industry and a founding member of the Online Dating Association, Lovestruck has won numerous awards, most notably 'Online Dating Brand of the Year' for two years in a row at the UK Dating Awards. For more information, please visit <http://www.lovestruck.com>

The Noonswoon app introduces members to a limited number of curated and high quality matches each and every day. Unlike other dating apps that are focused on profile quantity, Noonswoon focuses on the quality and compatibilities of profiles, aiming to introduce people who have similar socio-economic backgrounds and values. For more information, please visit <https://www.noonswoonapp.com>

## 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**

DATEFIX GROUP LTD (ASX - DTX)

**ABN**

82 009 027 178

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

31 MARCH 2017

<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	698	1,647
1.2 Payments for		
(a) research and development	(51)	(347)
(b) product manufacturing and operating costs	(222)	(441)
(c) advertising and marketing	(633)	(1,443)
(d) leased assets	-	-
(e) staff costs	(330)	(1,089)
(f) administration and corporate costs	(196)	(546)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	10	32
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other (New Offices - Deposit and Prepaid re: Rent and Management Fee)	(53)	(53)
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(777)</b>	<b>(2,240)</b>

Consolidated statement of cash flows	Current quarter \$A'000	Year to date ( 9 months) \$A'000
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	(11)	(19)
(b) businesses (see item 10)	-	(350)
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-
(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		
- Cash acquired in business combination	-	238
- Transaction Costs in business combination	-	(17)
<b>2.6 Net cash from / (used in) investing activities</b>	<b>(11)</b>	<b>(148)</b>

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of shares	-	1,760
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	-	-
3.6 Repayment of borrowings	(1)	(5)
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Other - Cost for issues of shares	-	(140)
<b>3.10 Net cash from / (used in) financing activities</b>	<b>(1)</b>	<b>1,615</b>

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date ( 9 months) \$A'000</b>
<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of quarter/year to date	2,651	2,635
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(777)	(2,240)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(11)	(148)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	(1)	1,615
4.5 Effect of movement in exchange rates on cash held	2	2
<b>4.6 Cash and cash equivalents at end of quarter</b>	<b>1,864</b>	<b>1,864</b>

<b>5. Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1 Bank balances	664	1,051
5.2 Call deposits	1,200	1,600
5.3 Bank overdrafts	-	-
5.4 Other (provide details)	-	-
<b>5.5 Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>1,864</b>	<b>2,651</b>

**6. Payments to directors of the entity and their associates**

	<b>Current quarter \$A'000</b>
6.1 Aggregate amount of payments to these parties included in item 1.2	89
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	

Directors fees and superannuation

<b>7. Payments to related entities of the entity and their associates</b>	<b>Current quarter \$A'000</b>
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	

N/A

<b>8. Financing facilities available</b> <i>Add notes as necessary for an understanding of the position</i>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
8.1 Loan facilities	14	14
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
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.		

Finance lease provided by Esanda for a motor vehicle.

<b>9. Estimated cash outflows for next quarter</b>	<b>\$A'000</b>
9.1 Research and development	50
9.2 Product manufacturing and operating costs	160
9.3 Advertising and marketing	330
9.4 Leased assets	-
9.5 Staff costs	400
9.6 Administration and corporate costs	180
9.7 Other (provide details if material)	-
<b>9.8 Total estimated cash outflows</b>	<b>1,120</b>



<b>10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	<b>Acquisitions</b>	<b>Disposals</b>
10.1 Name of entity	NIL	NIL
10.2 Place of incorporation or registration		
10.3 Consideration for acquisition or disposal		
10.4 Total net assets		
10.5 Nature of business		

**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.



17 April 2017

Sign here: .....  
(Director/~~Company secretary~~)

Date: .....

Michael Ye

Print name: .....

**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.