

## Appendix 4C Quarterly Cash Flow Report For the Quarter Ending 30 June 2017

### FarmaForce Limited

#### Commentary

FarmaForce Limited ("FarmaForce" or "Company") (ASX:FFC), a contract sales organisation offering innovative solutions to the Australian Pharmaceutical Industry, releases the following commentary in relation to its Appendix 4C report for the period ended 30 June 2017.

FarmaForce continued its momentum of significant sales growth into the fourth quarter 2017, which together with a focus on operational excellence, is driving the transition towards profitability.

The cumulative key results are:

- An **increase of 115% in receipts** from customers, being \$4,129K for the 12 months ended 30 June 2017 compared to \$1,922K for the 12 months ended 30 June 2016.
- A **net operating surplus cashflow of \$70K** for the June 2017 Qtr compared to a net operating deficit of \$715K for the same Qtr in 2016.
- A material improvement in **net cash used in operating activities, reducing by 249%** to \$1,029K for the 12 months to 30 June 2017, from \$3,588K for the 12 months to 30 June 2016.
- FarmaForce continues to maintain a financial position of **zero external debt**.

With 90% of revenue under contract, and strong pipeline progress, Management expect the momentum in sales growth to continue into FY2018.

## 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**

FarmaForce Limited

**ABN**

95 167 748 843

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

30 June 2017

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	1,317	4,129
1.2 Payments for		
(a) research and development		
(b) product manufacturing and operating costs	(24)	(833)
(c) advertising and marketing	(14)	(167)
(d) leased assets		
(e) staff costs	(1,203)	(4,110)
(f) administration and corporate costs	(20)	(41)
1.3 Dividends received (see note 3)		
1.4 Interest received		3
1.5 Interest and other costs of finance paid	(3)	(10)
1.6 Income taxes paid		
1.7 Government grants and tax incentives		
1.8 Other (provide details if material)	17	
<b>1.9 Net cash from / (used in) operating activities</b>	<b>70</b>	<b>(1,029)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	(28)	(29)
(b) businesses (see item 10)		

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
(c) investments	(9)	(9)
(d) intellectual property		
(e) other non-current assets	0	(51)
<b>2.2 Proceeds from disposal of:</b>		
(a) property, plant and equipment		
(b) businesses (see item 10)		
(c) investments		
(d) intellectual property		
(e) other non-current assets		
<b>2.3 Cash flows from loans to other entities</b>	<b>(160)</b>	<b>0</b>
<b>2.4 Dividends received (see note 3)</b>		
<b>2.5 Other (costs of establishing new teams)</b>	<b>(64)</b>	<b>(170)</b>
<b>2.6 Net cash from / (used in) investing activities</b>	<b>(261)</b>	<b>(259)</b>

<b>3. Cash flows from financing activities</b>		
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		
3.6 Repayment of borrowings		
3.7 Transaction costs related to loans and borrowings		
3.8 Dividends paid		
3.9 Other (movements in related party accounts)		
<b>3.10 Net cash from / (used in) financing activities</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	445	1,541
4.2 Net cash from / (used in) operating activities (item 1.9 above)	70	(1,029)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(261)	(258)

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
4.4	Net cash from / (used in) financing activities (item 3.10 above)		
4.5	Effect of movement in exchange rates on cash held		
<b>4.6</b>	<b>Cash and cash equivalents at end of quarter</b>	<b>254</b>	<b>254</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	254	445
5.2 Call deposits		
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>254</b>	<b>445</b>

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

<b>Current quarter \$A'000</b>
18

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

6.1 Directors' remuneration

**7. Payments to related entities of the entity and their associates**

<b>Current quarter \$A'000</b>
4
160

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

7.1 Shared Overhead Costs

7.2 Repayment of loan from parent company \$160K

8. <b>Financing facilities available</b> <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities		
8.2 Credit standby arrangements		
8.3 Other (please specify)	2,000	304
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.		

Trade Facility by parent company to cover operating expenses of the company. Facility is unsecured and zero interest rate.

9. <b>Estimated cash outflows for next quarter</b>	\$A'000
9.1 Research and development	
9.2 Product manufacturing and operating costs	25
9.3 Advertising and marketing	15
9.4 Leased assets	
9.5 Staff costs	1,200
9.6 Administration and corporate costs	25
9.7 Other (provide details if material)	
<b>9.8 Total estimated cash outflows</b>	<b>1,265</b>

10. <b>Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	Acquisitions	Disposals
10.1 Name of entity		
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.

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

Date: ..... 27/7/2017 .....

Print name: .....GEORGE SYRMALIS.....

**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.