

## APPENDIX 4C & YEARLY REVIEW

### Highlights

- Continued strong growth with 729,626 deliveries for the quarter, an increase of 46% on prior quarter, and income of \$152,682 an increase of 31% on prior quarter.
- The Company passed 2 million aggregate transactions at the start of July 2017, as well as achieved its first performance milestone of 250K+ transactions per month. The Company delivered 2 million aggregate transactions in less than 5 months compared to the 17 months it took for its first 1 million transactions. Income for year is \$481,838.
- These numbers represent a 610% increase in transactions compared to FY 2016 and an increase in income of 362% compared to FY 2016.
- The Company expects income and transactions to continue growing as the rollout in client onboarding and scale is delivered.
- Notable clients signed for the year include Commonwealth Bank, FRF Couriers, Philip Morris International, Hungry Harvest, CITO Transport, Fresh Ventures (Fruit at work), All Purpose Transport, TuckerFox, Pizza Hut, Lone Star Texas, Mobi2Go, Crosstown Doughnuts, Little Caesars Pizza, Vietnammm (Takeaway.com group). Note that Takeway.com reported in Q1 '17 a total of 15.8 million deliveries, which leads the Company to expect this to translate into approximately a 60 million deliveries a year opportunity.
- The Company is expanding more rapidly than projected into emerging markets, notably Asia and South America.
- The Company successfully raised commitments for \$24 million at \$0.80 per share to continue its international expansion. The round was significantly oversubscribed.
- The Company believes it is well positioned for continued growth in key markets. The Company has now expanded into 67 verticals in 566 cities across 66 countries. New markets are opening up organically, notably in Asia, South America and the Middle East.
- The Company plans to extend its enterprise capabilities over the next 2 quarters with online training support and dedicated teams to support onboarding and growth across global clients. This will enable large global enterprises to meet internal deployment schedules for adoption of the Company's SaaS solution, further accelerating the Company's scale and growth.
- The Company is capturing and expanding key market share in the Americas, Europe and Asia in addition to Australia.
- The Company sees some risk in Tier One multinationals seeking an acquisition at this early stage of the Company's global scale and growth.

**GetSwift Limited (ASX: GSW)** ('GetSwift' or the 'Company'), the SaaS solution Company that optimises delivery logistics world-wide, has today lodged its Appendix 4C Report and yearly review. It is pleased to provide a review of the Company's progress for the quarter and year ended 30 June 2017.

### **\$28 million + in capital reserves and World class predictive analytics**

GetSwift successfully raised commitments for \$24 million at \$0.80 per share as part of a private placement, with the Company lodging the announcement on the Australian Securities Exchange (ASX) on 23 June 2017.

The Company had approximately \$5 million in capital reserves at the time, which equals the capital it had raised with its IPO on 9 December 2016. With the completion of the new capitalization the Company expects to have \$28+ million in capital reserves after expenses for the transaction.

Expenditures and investments are managed within the guidance of market demand and sales pipeline projections. The Company will in 2017-2018 increase its capital investment to support the onboarding of clients as a direct result of demand that is exceeding expectations.

In addition to this the Company will be expanding its staffing presence in key markets, notably the Americas, Europe and to a lesser extent Asia, to ensure proper client service and adoption. This expansion will be moderate in terms of headcount, but significant in terms of capability to address the desired adoption rates of larger multinational clients.

With the capital reserves in place the Company believes it has de-risked itself to a significant extent for the foreseeable future, allowing it to provide a stable, solid corporate foundation for clients, investors and staff. This strategy will allow the Company to continue its strong growth while at the same providing to some of its large prospective and current international partners assurance of its capabilities to scale, and support corresponding operational needs.

### **Operational Progress**

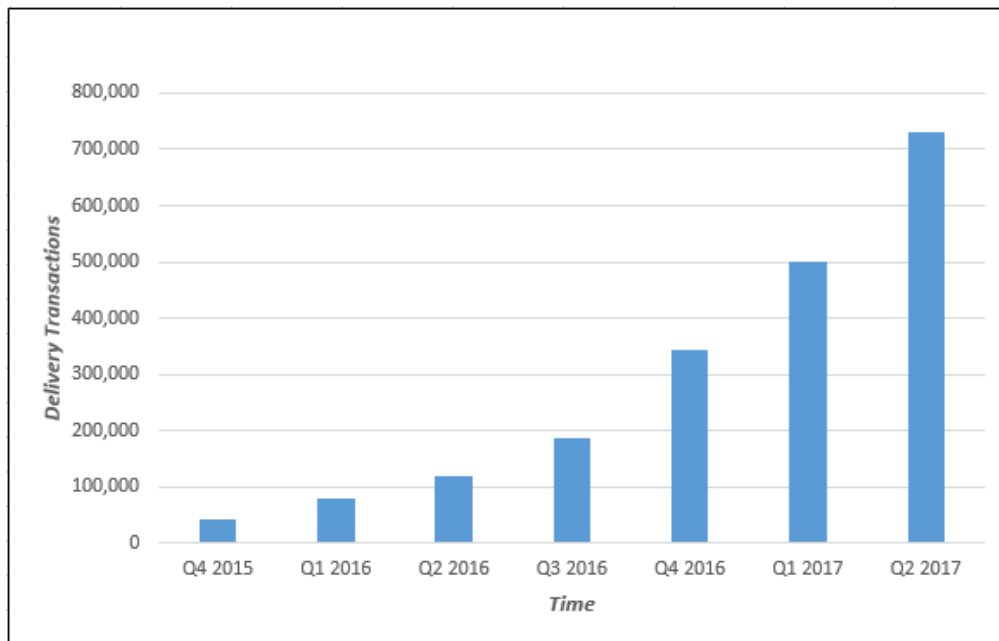
#### **Strong growth in deliveries and revenues**

GetSwift is pleased to report strong growth in delivery volumes and revenues for the quarter ended 30 June 2017 as utilization of its software-as-a-service (SaaS) platform increased.

For the quarter ended 30 June 2017, the Company delivered a 46% increase in aggregate deliveries of over 729,000 and a corresponding increase of 31% in revenue, resulting in \$152,682 generated for the quarter. This a 610% improvement in deliveries and 362% revenue increase from 12 months previously.

The increase was largely driven by the ongoing successful integration of GetSwift's SaaS technology into its customer's business operational systems, and is only a fraction of the expected volumes the Company sees on its roadmap going forward.

The Company has signed up a strong pipeline of clients that are eager to deploy the GetSwift platform. This pipeline is expected to continue to drive accelerated delivery volumes and revenues in the subsequent quarter, with acceleration in 4-6 months.



### **New clients signed on, geographic reach expanding**

Additionally to the Commonwealth Bank which was previously announced, GetSwift was pleased this quarter to sign Pizza Hut in Australia, FRF Couriers in Australia, Lone Star Texas Grill in Canada, Hungry Harvest in USA, Crosstown Doughnuts in UK, TuckerFox In Australia, Vietnammm (Takeaway.com group) in Vietnam, plus many more. The Company also signed a partnership with online mobile food ordering system Mobi2Go.

Under the exclusive multi year contract with Commonwealth Bank the Company will focus on expanding the GetSwift platform across an estimated 75,000 merchants in the joint networks. The Company is working with the Commonwealth Bank on a joint deployment plan and appropriate marketing and operational initiatives.

Further, the Company has begun harvesting markets it has developed during the last 18 months. These markets are notably the Americas, certain emerging markets, Asia, and key European countries. In addition to this several large multinationals are engaged in operational planning with the Company. The Company has demonstrated its product capability by exceeding results that a number of competitors have shown in direct client evaluations. The Company is working to address the needs for scheduled, global deployment rollouts that address desired adoption rates and training methods. The Company is working to manage this effectively through both platform enhancements and the focus of new hires.

### **Ramp up in delivery volumes for JustEat and QSRH**

The Company is continuing with the deployment of the platform technology for Quick Service Restaurant Holdings (QSRH), owner of Red Rooster, Oporto and Chicken Treat restaurant chains. QSRH has reported key metrics from the operational deployment and the Company is very pleased with the validation of its platform.

The JustEat contract is scheduled for a wider implementation in a key Just Eat market, the UK, after positive results in other smaller markets.

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## **Corporate and Financial Update**

### **Financials**

GetSwift reported a cash balance of \$15.7 million for the quarter ended 30 June 2017, following the Company's successful \$5 million capital raising as part of its Initial Public Offer as well as the first tranche of its more recent raising of commitments for \$24 million. The Company expects another \$13+ million in capitalization after the EGM scheduled for 9 August 2017. Total capitalization at that point will be in excess of \$28 million.

Since the previous quarter, GetSwift had a net operating cash outflow of \$496,000, addressing product operating costs, travel, administration and corporate costs. This amount is 20% less than previously projected and is considered by the Company to be a very modest outflow given the Company's growing global operations.

The Company expects cash outflows to increase in the next few quarters as it invests in additional staff to further client acceleration in onboarding and integration, continue platform development, optimization and the expansion into new verticals for the GetSwift's SaaS platform. These capital investments are expected to return significant increases in market share, transaction counts, and revenues.

### **Outlook**

The Management team is pleased with the rapid growth already experienced since the Company listed on the ASX on 9 December 2016. The Company saw a continued quarter on quarter significant increase in platform transaction volumes and revenue. A strong pipeline of clients signed up to use GetSwift is continuing to progress through the on-boarding process, and is expected to drive transaction volumes and revenue as GetSwift technology becomes fully integrated and deployed. The Company expects to announce a number of important partnerships soon. The Company will continue to focus on increasing its presence in multiple geographies and verticals while driving hard on both transactions and revenues.

-ENDS-

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## **About GetSwift Limited**

### ***Technology to optimise global delivery logistics***

GetSwift Limited is a global technology company listed on the Australian Securities Exchange, with offices in New York, Sydney and Melbourne, Australia.

Offering a best in class software-as-a-service solution (SaaS), GetSwift's proprietary technology and its unique and powerful algorithm supports a user-friendly interface. Designed for use across any industry and in any country, GetSwift streamlines an organisation's logistics, optimising delivery routes, automating the delivery dispatch process and providing real-time tracking alerts for both the sender and the receiver, via mobile devices.

GetSwift's platform optimises its client's delivery business, minimising costs, increasing sales and improving customer satisfaction. Offering its customers scalability, stability, security and sustainability, GetSwift's offering is revolutionising the logistics business and is currently utilised by clients in over 66 countries and 554 cities.

### ***Cautionary Note:***

This release contains forward-looking statements concerning the Company's plans, objectives and expectations for its business, operations and financial performance and condition. These forward-looking statements are based on current expectations, estimates and projections about the Company's business and the industry in which the Company operates and management's beliefs and assumptions. These forward-looking statements are not guarantees of future performance or development and involve known and unknown risks, uncertainties and other factors that are in some cases beyond the Company's control. As a result, any or all of the Company's forward-looking statements in this release may turn out to be inaccurate.

## 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**

GetSwift Limited

**ABN**

57 604 611 556

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

30 June 2017

| <b>Consolidated statement of cash flows</b>               | <b>Current quarter<br/>\$A'000</b> | <b>Year to date<br/>(9 December to 30<br/>June 2017)<br/>\$A'000</b> |
|---|------------------------------------|--|
| <b>1. Cash flows from operating activities</b>            |                                    |  |
| 1.1 Receipts from customers                               | 128                                | 184  |
| 1.2 Payments for  |                                    |  |
| (a) research and development                              | (71)                               | (111)  |
| (b) product manufacturing and operating costs             | (9)                                | (37)   |
| (c) advertising and marketing                             | (26)                               | (52)   |
| (d) leased assets   | -                                  | -  |
| (e) staff costs   | (245)                              | (413)  |
| (f) administration and corporate costs                    | (292)                              | (525)  |
| 1.3 Dividends received (see note 3)                       | -                                  | -  |
| 1.4 Interest received                                     | 19                                 | 50   |
| 1.5 Interest and other costs of finance paid              | -                                  | -  |
| 1.6 Income taxes paid                                     | -                                  | -  |
| 1.7 Government grants and tax incentives                  | -                                  | -  |
| 1.8 Other (Other Commercial Income)                       | -                                  | -  |
| <b>1.9 Net cash from / (used in) operating activities</b> | <b>(496)</b>                       | <b>(904)</b>   |

|  |      |      |
|--|------|------|
| <b>2. Cash flows from investing activities</b> |      |      |
| 2.1 Payments to acquire:                       |      |      |
| (a) property, plant and equipment              | (2)  | (10) |
| (b) businesses (see item 10)                   | -    | -    |
| (c) investments                                | -    | -    |
| (d) intellectual property                      | (15) | (15) |
| (e) other non-current assets                   | -    | -    |

**Appendix 4C**  
**Quarterly report for entities subject to Listing Rule 4.7B**

|             |  |               |               |
|-------------|--|---------------|---------------|
| 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 (provide details if material)  | -             | -             |
| <b>2.6</b>  | <b>Net cash from / (used in) investing activities</b>                        | <b>(17)</b>   | <b>(25)</b>   |
| <b>3.</b>   | <b>Cash flows from financing activities</b>                                  |               |               |
| 3.1         | Proceeds from issues of shares   | 11,047        | 11,047        |
| 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  | -             | (422)         |
| 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)  | -             | -             |
| <b>3.10</b> | <b>Net cash from / (used in) financing activities</b>                        | <b>11,047</b> | <b>10,625</b> |
| <b>4.</b>   | <b>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               | 5,150         | 6,044         |
| 4.2         | Net cash from / (used in) operating activities (item 1.9 above)              | (496)         | (904)         |
| 4.3         | Net cash from / (used in) investing activities (item 2.6 above)              | (17)          | (25)          |
| 4.4         | Net cash from / (used in) financing activities (item 3.10 above)             | 11,047        | 10,625        |
| 4.5         | Effect of movement in exchange rates on cash held                            | -             | (56)          |
| <b>4.6</b>  | <b>Cash and cash equivalents at end of quarter</b>                           | <b>15,684</b> | <b>15,684</b> |

**Appendix 4C**  
**Quarterly report for entities subject to Listing Rule 4.7B**

| <b>5. Reconciliation of cash and cash equivalents</b><br>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<br/>\$A'000</b> | <b>Previous quarter<br/>\$A'000</b> |
|--|------------------------------------|-------------------------------------|
| 5.1 Bank balances  | 15,684                             | 5,150                               |
| 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>15,684</b>                      | <b>5,150</b>                        |

| <b>6. Payments to directors of the entity and their associates</b>                                       | <b>Current quarter<br/>\$A'000</b> |
|--|------------------------------------|
| 6.1 Aggregate amount of payments to these parties included in item 1.2                                   | 136                                |
| 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 |                                    |

Item 6.1 Reflects amounts paid to directors including director's fees, salaries, superannuation, bonuses and consulting fees (excluding reimbursements).

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

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**Appendix 4C**  
**Quarterly report for entities subject to Listing Rule 4.7B**

| <b>8. Financing facilities available</b><br><i>Add notes as necessary for an understanding of the position</i>   | <b>Total facility amount<br/>at quarter end<br/>\$A'000</b> | <b>Amount drawn at<br/>quarter end<br/>\$A'000</b> |
|--|---|--|
| 8.1 Loan facilities  | -   | -  |
| 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. |   |  |


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| <b>9. Estimated cash outflows for next quarter</b> | <b>\$A'000</b> |
|--|----------------|
| 9.1 Research and development                       | 127            |
| 9.2 Product manufacturing and operating costs      | 24             |
| 9.3 Advertising and marketing                      | 39             |
| 9.4 Leased assets                                  | -              |
| 9.5 Staff costs                                    | 415            |
| 9.6 Administration and corporate costs             | 205            |
| 9.7 Other (one off Capital Raise Costs)            | 1,440          |
| <b>9.8 Total estimated cash outflows</b>           | <b>2,250</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  | -                   | -                |
| 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)

Date: 28 July 2017

Print name: Joel Macdonald

**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.