

RocketBoots Limited ASX: ROC <u>www.rocketboots.com</u>

Quarterly Activities report and Appendix 4C

For the Quarter Ended 31 December 2021

Level 11, 189 Kent Street, Sydney NSW 2000 ABN 83 165 522 887

About RocketBoots

RocketBoots is a software product business that uses machine learning, advanced analytics and its mass deployment platform to deliver out of the box software applications (branded Beehive) to organisations that operate a large network of physical sites e.g. retail banks, retailers, shopping centres and office floors.

Using Beehive, opportunities to optimise the costs and performance of the physical site network are uncovered which enables prioritisation of change programs





Why RocketBoots

INNOVATIVE OFFERINGS

MASSIVE MARKET

PROVEN AND SCALABLE

RECURRING REVENUE

Technical and commercial IP that solves multiple business optimisation challenges from a single device Addressable market of \$113B CAGR forecast to 2025 is 41.6%

Live at 350+ sites in Australia and New Zealand

Beach head customers delivering \$500K+ of recurring revenue

Highlights

RocketBoots' IPO and capital raise has enabled it to begin growth plan implementation activities:

- 1. Completion of ASX listing and capital raising
- 2. Circa \$5M in available funds
- 3. Appointment of Board, CFO and Company Secretary
- 4. Two key hires complete (sales and product team)
- 5. A contract extension with a long-standing major Australian retail customer that includes:
 - a. 11 new sites extension
 - b. A new trial of a different BeeHive product
 - c. A project to integrate BeeHive with other software
- 6. 8 active trials
- 7. 11 customers in pipeline: 13 trials in negotiation





Business Update

Having listed on 7 December 2021, following the completion of a successful capital raise under the terms of a Replacement Prospectus dated 27 October 2021 and a Share Sale and Purchase Agreement to establish the Rocketboots Group, Rocketboots immediately began implementation of its plans.

Sales Development

On the 21st of December, RocketBoots released an ASX announcement for a "Site extension and new trial for major Australian retailer" The site extension was in addition to an engagement to integrate Beehive with the customer's software. The combined value of these contacts was circa \$100,000 (ex GST) inclusive of enablement services, integration services and 12 months licence, maintenance, and support.

RocketBoots also interviewed and hired a Strategic Alliance Manager and began working with a consultancy to improve its CRM reporting capabilities to enable improved visibility of new trials and contracts that are under negotiation and their potential value to the business.

Marketing

With the limited time post listing before year end, focus was placed on preparation of materials to support our partners campaign into retail banks in North America and Europe which is due to commence in Q3 of 2022FY. To help us achieve this a marketing company was engaged and briefed with first marketing collateral due in late January 2022.

Product and Operations Team

RocketBoots completed a key hire of a senior software developer. The developer has previously worked with RocketBoots and therefore no 'ramp up' time will be required. This hire will help the product team accelerate the delivery or improvements to our software and core platform.

Outlook

RocketBoots continues to focus on the conversion of its extensive domestic sales pipeline and looks forward to updating the market on developments in accordance with its disclosure obligations.

RocketBoots anticipates executing teaming agreements with multinational consulting companies to enable marketing of its software into offshore markets, with collaborative campaigning of retail banks beginning soon after which should support the on-boarding of customers to trials.

To support this growth, our employment of another Strategic Alliance Manager, a Business Analyst and Customer Success Manager will provide better customer service levels to improve conversion capabilities.

Development on systems to support our sales and delivery partners is also expected to begin in Q3 2022 FY.





Summary of Cash Receipts and Outflows

Pursuant to the Company's prospectus, the RocketBoots business (RocketBoots Operations Pty Ltd) was legally acquired by RocketBoots Ltd following the completion of the capital raising in December 2021. In accordance with Australian Accounting standards, given the acquisition is deemed to be a "reverse acquisition" in accordance with AASB 3, the Appendix 4C has been prepared on the following basis.

It is noted that, due to the AASB 3 treatment of the acquisition, the attached compliance Appendix 4C has been prepared on the following basis: It reflects the cash flows of:

- Rocketboots Operations Limited Pty Ltd (now a wholly owned subsidiary of RocketBoots Limited) for the six months to 31 December 2021
- Rocketboots Limited for the period 19 November 2021 (listing transaction completion date) 31 December 2021
- The cash balance of Rocketboots Limited as at 19 November 2021 is treated as cash acquired as part of the acquisition.

Total cash increased by \$4.85m during the quarter; comprising inflows from the capital raise \$4.25m and cash acquired under the acquisition \$1.02m less financing transactions costs and operating outflows.

The receipts from customers in the December 2021 quarter were predominantly for the contract to integrate BeeHive with a new platform for an existing long-standing major Australian retail customer.

RocketBoots expects to increase payments for staff costs and payments for product manufacturing and operating costs for the March 2022 quarter.

Use of Funds

Following is a Use of Funds Statement as outlined in the replacement Prospectus dated 27 October 2021. In accordance with applicable accounting standards the Actual Expenditure is for the period from the completion date of the acquisition, 19 December 2021 to 31 December 2012.

USE OF FUNDS	Per replacement	Actual Expenditure
	Prospectus dated 27	19 November 2021 –
	October 2021	31 December 2021
	\$k	\$k
Sales Team – new hires	2,920	16
Marketing /CRM	600	_
Technology Team – new hires	750	11
Cost of Offer	280	243
Working Capital and Other	700	35
Total	5,250	305

Related Party Statement

In accordance with Listing Rule 4.7C.3 the payments to related parties in the quarter were \$9,000 which were all related to Director's Board fees.

It is noted that the Company's contractual commitments for future director's fees will be approximately \$18,300 a quarter.



Key People



Joel Rappolt CEO



Robin Hilliard



Hugh BradlowChairman



Karl MedakNon-Exec Director



Pang Ming WeeNon-Exec Director



Cameron Petricevic
Non-Exec Director

Forward looking statements

This announcement contains forward- looking statements, including references to forecasts. Forward looking statement are not guarantees of future performance and involved known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond RocketBoots' contract and speak only as of the date of this announcement. Readers are cautioned not to place undue reliance on forward-looking statements.

Contact details

Joel Rappolt

Chief Executive Officer +61 2 9323 2500 investors@rocketboots.com



End of Announcement

Authorised for release by the board of RocketBoots Limited



Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

Rocketboots Limited	
ABN	Quarter ended ("current quarter")
83 165 522 887	31 December 2021

Con	solidated statement of cash flows	Current quarter \$A'000	Year to date (6 months) \$A'000
1.	Cash flows from operating activities		
1.1	Receipts from customers	82	250
1.2	Payments for		
	(a) research and development	-	-
	(b) product manufacturing and operating costs	(126)	(193)
	(c) advertising and marketing	-	-
	(d) leased assets	-	-
	(e) staff costs	(108)	(204)
	(f) administration and corporate costs	(20)	(20)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	-	-
1.5	Interest and other costs of finance paid	-	-
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	-	-
1.8	Other (provide details if material)	-	-
1.9	Net cash from / (used in) operating activities	(171)	(167)

2.	Cash flows from investing activities		
2.1	Payments to acquire or for:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	(2)	(2)
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-

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Con	solidated statement of cash flows	Current quarter \$A'000	Year to date (6 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) 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	(2)	(2)

On 19th November 2021 Rocketboots Limited (formerly ENSOGO Limited) completed the acquisition of 100% of the issued capital of Rocketboots Operations Pty Ltd. Under AASB3 Business Combinations this acquisition is treated as a reverse acquisition. Consolidated financial prepared following a reverse acquisition are issued under the name of the legal parent (Rocketboots Limited)but essentially are a continuation of the financial statements of the legal subsidiary(Rocketboots Operations Pty Ltd).

Accordingly this Appendix 4C reflects the cash flows of :

- Rocketboots Operations Pty Ltd for the six months to 31 December 2021; and
- Rocketboots Limited for the period 19 November 2021 to 31 December 2021.
- The cash balance of Rocketboots Limited at the date of acquisition is treated as cash acquired on reverse acquisition.

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	4,250	4,250
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(243)	(243)
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 – Acquired's cash balance at completion	1,016	1,016
3.10	Net cash from / (used in) financing activities	5,023	5,023

Con	solidated statement of cash flows	Current quarter \$A'000	Year to date (6 months) \$A'000
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	8	3
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(171)	(167)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(2)	(2)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	5,023	5,023
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	4,857	4,857

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	4,857	8
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)	4,857	8

ent quarter SA'000	ntity and their	Payments to related parties of the cassociates	6.
9	parties and their	Aggregate amount of payments to related associates included in item 1	6.1
-	parties and their	Aggregate amount of payments to related associates included in item 2	6.2

explanation for, such payments.

7.	Financing facilities Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	Nil	
7.2	Credit standby arrangements	Nil	
7.3	Other (please specify)	Nil	
7.4	Total financing facilities		Nil
7.5	Unused financing facilities available at qu	uarter end	Nil
7.6	Include in the box below a description of each facility above, including rate, maturity date and whether it is secured or unsecured. If any add facilities have been entered into or are proposed to be entered into af include a note providing details of those facilities as well.		itional financing

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(171)
8.2	Cash and cash equivalents at quarter end (item 4.6)	4,857
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	4,857
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	28
	Note: if the entity has reported positive not apprating each flave in item 1.0, appropriate	O F an "NI/A" Othorwing

Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.

8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:

8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer: N/A

8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer: N/A

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: N/A

Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.

Compliance statement

- 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.

Date: 28 January 2022

Authorised by: By the Board

Notes

- 1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
- If this quarterly cash flow 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 cash flow 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.
- 4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
- 5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.