



ASX RELEASE

Quarterly Business Activity Report and Appendix 4C for the December 2021 Quarter

Sydney, Australia, 28 January 2022: Jaxsta Limited ACN 106 513 580 (**Jaxsta** or the **Company**, ASX: JXT) the world's largest dedicated database of official music credits, is pleased to release its consolidated quarterly cash flow and business activity report for the period ending 31 December 2021.

Business Activities

Jaxsta's business activities for the quarter ended 31 December 2021 are set out below:

- **Growth of Jaxsta Pro Features and User Base:** The Company released the Jaxsta One Sheet, a music industry based style CV for Jaxsta Plus users during the quarter. Plus membership has increased to 723 as of 31 January 2022, along with 111,436 core users up from 106,200 at 30 September 2021.
 - The One Sheet feature has been promoted by users in their social accounts
 - Improvements to certifications (record sales, Gold, Platinum) within profiles has also been a well received feature by members being shared across their socials
 - SoundCloud REPOST ingested, bringing in over 602,000 new recordings, over 128,000 new artists, over 32,000 new producers
 - Distrokid data ingestion prepared so it can commence on schedule this quarter and is expected to increase the total number of recordings by at least 1 million in the upcoming quarter
 - Jaxsta has 38.7 million official records in the platform
 - The focus on the coming quarters is to continue to expand on the features that have higher usage and sharing by members
- **Data Solutions:** The company continued to expand its data offering to different market segments. The Company has signed 14 data solution deals as at 31 January 2022.

Jaxsta Overall

- Jaxsta completed the 2021 calendar year with over 1.5 million visitors and over 6 million page views.
- The recent additions to the site now have Jaxsta as one of the largest websites in the world, with over 60 million pages of official data, surpassing Wikipedia with over 55 million pages.

Summary of cash position and expenditure



- As at 31 December 2021, Jaxsta had \$3,217 million in cash and cash equivalents. The company had operating net cash burn of \$1.642 million, before annual government grant receipts, which was a 7% decrease on the previous quarter's \$1.756 million operating net cash burn, mostly due a reduction in data and R&D costs compared to last quarter, offset by general administrative costs. During the quarter, the business funded its operating activities from its working capital reserves.
- When looking at the Company's cash expenditure for the quarter and comparing it to the quarter ending 30 September 2021, the company focused on the delivery of the One Sheet feature in Jaxsta Plus, the ingestion of Soundcloud Repost, the start of the Distrokid ingestion and engaging with partners and customers on potential data solution deals. This resulted in a mix of changes that drove the final cash flow level:
 - There was a decrease in staff costs of \$74K post the Jaxsta Plus relaunch in the previous quarter;
 - There was a decrease of \$217K in Platform Development & Data expenditure as part of contract extensions with our data partners;
 - There was an increase in marketing costs of \$73K to account for a full quarters worth of marketing on Jaxsta Plus;
 - There was an increase of \$120K in general and administrative costs;
 - The Company received its R&D Tax credit for FY2021 and EMDG grant for FY2020 for a total of \$909K.

Payments to related parties and their associates

The Company paid \$232K to its related parties comprising salaries, directors fees, reimbursable expense payment to directors including the Chief Executive Officer and Chief Financial Officer. No payments were made to associates of any related parties.

- Ends -

For further information please contact:

Authorisation & Additional Information:
This announcement was authorised by the Board of Directors of Jaxsta Limited

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ABOUT JAXSTA

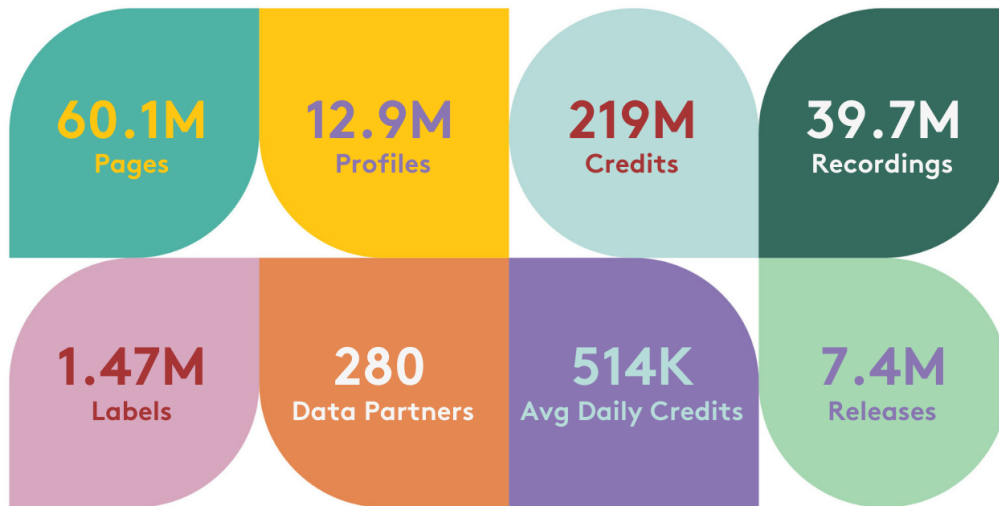
Jaxsta is the world's largest public-facing and most connected music credits database and technology. Partnered with the industry's leading major and independent record companies, as well as publishers, distributors, royalty agencies and industry associations, Jaxsta is the go-to authoritative source of official music credits information. The Company's core platform, Jaxsta.com, is a free and paid

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subscription service and provides B2B data-solutions for the music and related media industries. Jaxsta Pro^{Beta}, the Company's subscription service, harnesses the power of Jaxsta's data to help music industry professionals connect, save time, and advance their businesses and careers.

Jaxsta by the Numbers

Jan 31 2022



Main Artists

Profiles

5,448,697

Credits

72,008,112

Songwriters

Profiles

6,185,819

Credits

73,169,296

Producers

Profiles

1,153,843

Credits

12,694,114

Engineers

Profiles

431,280

Credits

10,539,549

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The World's Home Of Official Music Credits

Appendix 4C

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

Name of entity

Jaxsta Limited

ABN

15 106 513 580

Quarter ended ("current quarter")

31 December 2021

| Consolidated statement of cash flows | | Current quarter \$A'000 | 6 Months to Date \$A'000 |
|---|---|------------------------------------|-------------------------------------|
| 1. | Cash flows from operating activities | | |
| 1.1 | Receipts from customers | 21 | 25 |
| 1.2 | Payments for | | |
| | (a) research and development | (19) | (180) |
| | (b) product manufacturing and operating costs | (261) | (596) |
| | (c) advertising and marketing | (251) | (430) |
| | (d) leased assets | - | - |
| | (e) staff costs | (795) | (1,664) |
| | (f) administration and corporate costs | (337) | (553) |
| 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 | 909 | 909 |
| 1.8 | Other (provide details if material) | - | - |
| 1.9 | Net cash from / (used in) operating activities | (733) | (2,489) |
| 2. | Cash flows from investing activities | | |
| 2.1 | Payments to acquire: | | |
| | (a) entities | - | - |
| | (b) businesses | - | - |
| | (c) property, plant and equipment | (6) | (15) |
| | (d) investments | - | - |
| | (e) intellectual property | (3) | (3) |
| | (f) other non-current assets | - | - |
| 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 | (9) | (18) |

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

| | | | |
|-------------|---|--------------|--------------|
| 3. | Cash flows from financing activities | | |
| 3.1 | Proceeds from issues of equity securities (excluding convertible debt securities) | - | 2,500 |
| 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 | (171) | (171) |
| 3.5 | Proceeds from borrowings | - | - |
| 3.6 | Repayment of borrowings | (39) | (68) |
| 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 | (210) | 2,262 |

| | | | |
|------------|--|--------------|--------------|
| 4. | Net increase / (decrease) in cash and cash equivalents for the period | | |
| 4.1 | Cash and cash equivalents at beginning of period | 4,169 | 3,462 |
| 4.2 | Net cash from / (used in) operating activities (item 1.9 above) | (733) | (2,489) |
| 4.3 | Net cash from / (used in) investing activities (item 2.6 above) | (9) | (18) |
| 4.4 | Net cash from / (used in) financing activities (item 3.10 above) | (210) | 2,262 |
| 4.5 | Effect of movement in exchange rates on cash held | - | - |
| 4.6 | Cash and cash equivalents at end of period | 3,217 | 3,217 |

| | | | |
|------------|---|------------------------------------|-------------------------------------|
| 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 | 3,167 | 4,119 |
| 5.2 | Call deposits | 50 | 50 |
| 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) | 3,217 | 4,169 |

6. Payments to related parties of the entity and their associates

| | | |
|-----|---|------------------------------------|
| | | Current quarter \$A'000 |
| 6.1 | Aggregate amount of payments to related parties and their associates included in item 1 | 198 |
| 6.2 | Aggregate amount of payments to related parties and their associates included in item 2 | - |

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments

This includes the salaries, directors fees, reimbursable expense payment and travel allowances payable to directors, including the Chief Executive Officer and Chief Financial Officer.

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 |
|---|--|

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

| | | | |
|-----|-----------------------------------|------------|------------|
| 7.1 | Loan facilities | 116 | 116 |
| 7.2 | Credit standby arrangements | - | - |
| 7.3 | Other (please specify) | - | - |
| 7.4 | Total financing facilities | 116 | 116 |

7.5 **Unused financing facilities available at quarter end** -

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

Jaxsta funds its insurance policies through Principle Finance Pty Ltd, who charges a flat rate of 5.19% and secure the loan against the rights in the policy. Interest and principal are repaid in monthly instalments. At 31 December 2021, the loan facility derived from the insurance policies was nil as it completed its annual policy cycle.

| 8. | Estimated cash available for future operating activities | \$A'000 |
|-----|---|---------|
| 8.1 | Net cash from / (used in) operating activities (Item 1.9) | (733) |
| 8.2 | Cash and cash equivalents at quarter end (Item 4.6) | 3,217 |
| 8.3 | Unused finance facilities available at quarter end (Item 7.5) | - |
| 8.4 | Total available funding (Item 8.2 + Item 8.3) | 3,217 |
| 8.5 | Estimated quarters of funding available (Item 8.4 divided by Item 8.1) | 4.39 |

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:

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:

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:

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:

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.
- This statement gives a true and fair view of the matters disclosed.

31/01/2022

Date:

The Board

Authorised by:
(Name of body or officer authorising release – see note 4)

Appendix 4C

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

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.
2. 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.