

ASX Announcement

RocketBoots Limited  
**Quarterly Activities Report and Appendix 4C**

April 2023

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## Overview

- ▶ Total quarterly cash receipts from customers of \$77K
- ▶ Net cash from operating activities of (\$804K)
- ▶ Larger than usual one off cash outflows
- ▶ Yet to receive expected cash inflows from contracts, R&D and grants \$471K
- ▶ RocketBoots held \$2.08M in cash and cash equivalents at quarter's end
- ▶ Management forecasts > 12 months of cash runway based on cash & contracts

## Business Progress

- ▶ First trials in UK announced for Beehive Sting at self checkouts and registers
- ▶ 2nd contract sales person engaged in the US to support accelerated outreach campaign
- ▶ 300+ sites operational with Beehive software installed
- ▶ 9 trial proposals in negotiation (+2 on Q2 23FY), covering A&NZ and the UK
- ▶ 3 new contracts and 4 contract extension negotiations in progress

## Outlook

- ▶ Increase in cash inflows
- ▶ Ongoing decisions on trials
- ▶ Decisions on new contracts and contract extensions
- ▶ Increased purchasing of hardware as trials and new sites are deployed
- ▶ Continued growth in pipeline resulting from ongoing sales outreach activities, especially in the UK and Europe regions



## RocketBoots CEO comments

*After a sustained period of focus on building an international sales team and refining sales processes to assist us accelerate the conversion of large enterprise opportunities, the pipeline is growing with multiple active trial and contract negotiations progressing positively. We have however experienced some delays in sign offs due to enterprise procurement and security review processes but are collaborating with our clients to complete these as quickly as possible.*

*This quarter RocketBoots announced its first UK trial wins for its software Beehive Sting for Self Checkout Loss Prevention, installation and integration planning is already underway and we expect to be live within the next few months. With multiple other proposals requested by clients for Beehive Sting, we are confident this product will do well in the UK and European markets.*

*In parallel with our work on landing new customers internationally and signing trials, contract discussions have also increased. These are opportunities where no trials are required and result in annual contracts, sometimes with multi year terms.*



### Total quarterly customer cash receipts

The cash receipts from customers were \$77K. These were for the installation of our Beehive software at new sites. This was a low quarter for cash inflows as no major annual renewals were due and is the result of RocketBoots invoicing annually in advance for customers that have rolled out our software.

### Cash flows from operating activities

Total cash decreased by \$808K during the quarter; this is up from Q2. This quarter included the payment of the annual D&O Insurance for \$102K as well as a short term increase for our US sales partner to support our US outreach campaign.

### Use of Funds

The 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 November 2021 to the end of the quarter.

Details	Prospectus	Actual Expenditure
	\$K	\$K
Sales Team	2,920	975
Marketing / CRM	600	244
Technology Team + new hires	750	221
Cost of Offer	280	243
Working Capital and Other	700	2,386
<b>Total</b>	<b>5,250</b>	<b>4,071</b>

### Related Party Statement

In accordance with Listing Rule 4.7C.3 the payments to related parties in the quarter were \$65K which were all related to Director's Board/Company Secretarial fees.

# Financial Review Q1 FY 2023



## Forward looking statements

The above information is not and is not intended to constitute financial advice, or an offer or an invitation, solicitation or recommendation to acquire or sell RocketBoots Limited shares or other financial products in any jurisdiction and is not a disclosure document or other offering document under Australian law or any other law.

Actual results, performance or achievements of the Company could be materially different from those expressed in, or implied by, any forward-looking statements contained herein. This advice is for information purposes only and readers are cautioned not to place undue reliance on forward-looking statements.

## Contact details

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## End of Announcement

Authorised for release by the board of RocketBoots Limited

## About RocketBoots

RocketBoots takes a first principles approach to solving fundamental business problems — applying the power of mathematics, computer science and machine learning to create compelling, disruptive software.

RocketBoots portfolio of Beehive software helps retail banking and retail customers to:

- Optimise workforce costs across both physical and virtual channels
- Deliver better customer experiences across physical and virtual channels
- Reduce property refurbishment and leasing costs
- Improve profitability by stemming fraud and loss



## Appendix 4C

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

**Name of entity**

RocketBoots Limited

**ABN**

83 165 522 887

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

31 March 2023

<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	77	763
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(181)	(584)
(c) advertising and marketing	(33)	(99)
(d) leased assets	-	-
(e) staff costs	(523)	(1,620)
(f) administration and corporate costs	(144)	(267)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	32
1.5 Interest and other costs of finance paid	-	(2)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(804)</b>	<b>(1,777)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	(40)
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (..9..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)	-	-
<b>2.6 Net cash from / (used in) investing activities</b>	<b>-</b>	<b>(40)</b>

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
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	-	-
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 Net cash from / (used in) financing activities</b>	<b>-</b>	<b>-</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.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	2,884	3,897
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(804)	(1,777)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	(40)
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 period</b>	<b>2,080</b>	<b>2,080</b>

<b>5. Reconciliation of cash and cash equivalents</b>	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts		
5.1 Bank balances	80	2,884
5.2 Call deposits	-	-
5.3 Bank overdrafts	-	-
5.4 Other – Term Deposit <sup>1</sup>	2,000	-
<b>5.5 Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>2,080</b>	<b>2,884</b>

<sup>1</sup>A term deposit of \$2.0m matures on 15 April 2023 but can be called in a matter of days with minimal financial impact.

<b>6. Payments to related parties of the entity and their associates</b>	<b>Current quarter \$A'000</b>
6.1 Aggregate amount of payments to related parties and their associates included in item 1	65
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.*

<b>7. Financing facilities</b> <i>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.</i>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
7.1 Loan facilities	Nil	-
7.2 Credit standby arrangements	Nil	-
7.3 Other (please specify)	Nil	-
<b>7.4 Total financing facilities</b>		Nil
<b>7.5 Unused financing facilities available at quarter end</b>		NIL
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.		

<b>8. Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1 Net cash from / (used in) operating activities (item 1.9)	(804)
8.2 Cash and cash equivalents at quarter end (item 4.6)	2,080
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	2,080
<b>8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	<b>3</b>
<i>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.</i>	
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	
<i>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.</i>	



## 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.

Date: 28 April 2022 .....

Authorised by: By the Board .....

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

## 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.