

ASX Announcement

RocketBoots Limited
Quarterly Business Review & Appendix 4C

July 2023

P: +61 2 9323 2500 | E: investors@rocketboots.com | W: www.rocketboots.com
Level 11, 189 Kent Street, Sydney NSW 2000 | ABN 83 165 522 887



Q4 FY23 Financial Highlights

- ▶ Total quarterly cash inflows of \$380K
- ▶ Net cash from operating activities of (\$442K)
- ▶ RocketBoots held \$1,6M in cash and cash equivalents at quarter's end
- ▶ 4 Quarters of cash runway

Q4 FY23 Business Highlights**Won Contract Progress**

- ▶ Two new retail banking contracts announced (UK & NZ)
- ▶ Retail banking software was installed and went live at 15 new branches in NZ
- ▶ Customers Point of Sale (PoS) integration completed for announced UK retailer enables ROI evaluations to commence

New Client Onboarding

- ▶ PoS integration completed for a 2nd UK retailer enables ROI evaluations
- ▶ PoS integration initiated for first EU retailer and a NZ retailer
- ▶ PoS integration planning initiated for four other retailers in UK & EU
- ▶ 14 proposals in negotiation (up 5 on Q3 23FY), covering A&NZ, UK, EU & US

Outlook

- ▶ Significant increase in cash inflows for Q1
- ▶ New investors relations activities planned including regular pipeline & trial updates.

Won Contracts Expected Progress

- ▶ Activation of software at 20 branches for major UK bank will be completed
- ▶ Activation of software at 16 UK grocery stores for first two UK customers will be completed
- ▶ ROI evaluation activities to commence for the above 3 customers, a key decision point for scaled site activations and larger revenue flows

New Client Onboarding

- ▶ Completion of point of sale integration with additional UK & EU retailers
- ▶ Multiple contract decisions (trial & multi year)
- ▶ Continued growth in pipeline resulting from increased direct and channel based sales outreach activities, especially in the EU and US markets

**RocketBoots CEO comments**

June in Q4 marks our 1 year anniversary for international sales and we are really starting to witness the momentum build. We have now signed multiple customers in the UK, with installations due to commence in August 23. For these installations we expect ROI and scaled rollout evaluations to commence in late September early October.

Following close behind these first software activations, we have many other customers already investing in integrating us with their point of sale which is the key step in activating our software in their stores. We will keep the market informed when these developments result in new contracts.

Over these 12 months, the diversity and critical mass of our pipeline has fundamentally changed and has us negotiating opportunities in A&NZ, UK, EU, USA and Canada. This has all been made possible through the execution of our direct and channel based sales strategies.

Regarding our channels, it is particularly pleasing that our service centric workforce software has been recognised by global management consulting companies as a key tool for improving in-person retail and retail banking operations. We now have multiple opportunities in our pipeline that have come from these channels.

With installations on the increase we look forward to increased revenue and working with our customers to ensure they achieve ROI high enough to motivate them to roll our software out across their large network of stores.

Total quarterly cash inflows

Total cash inflows were \$380K. Which came from:

- Customer receipts
- Interest
- R&D Tax incentives

Cash flows from operating activities

Total cash decreased by \$442K during the quarter; this is down significantly from Q2 and due to an increase in cash inflows and tight controls on costs.

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.

Related Party Statement

In accordance with Listing Rule 4.7C.3 the payments to related parties in the quarter were \$61K which were all related to Director's Board/Company Secretarial fees.

Details	Prospectus	Actual Expenditure
	\$K	\$K
Sales Team	2,920	1,257
Marketing / CRM	600	248
Technology Team + new hires	750	221
Cost of Offer	280	243
Working Capital and Other	700	2,906
Total	5,250	4,876

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

Joel Rappolt
Chief Executive Officer
investors@rocketboots.com

End of Announcement

Authorised for release by the board of RocketBoots Limited

About RocketBoots

We help retailers & retail banks protect revenue, minimise costs, and drive loyalty by ensuring every in-person site delivers what matters to customers, service.

To achieve this, 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.

Our solutions use a combination of edge computing, AI and out of the box user interfaces to help our customers:

- Cost effectively transform to an omni workforce, servicing in-person and digital channels
- Calibrate its workforce planning to deliver a target customer service level
- Deliver better customer experiences, improving NPS and driving customer loyalty
- Reduce lost revenue through stemming fraud and loss
- Reduce property refurbishment and leasing costs



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")

30 June 2023

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	108	870
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(263)	(845)
(c) advertising and marketing	(29)	(128)
(d) leased assets	-	-
(e) staff costs	(492)	(2,112)
(f) administration and corporate costs	(38)	(306)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	20	52
1.5 Interest and other costs of finance paid	-	(2)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	252	252
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	(442)	(2,219)
2. Cash flows from investing activities		
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 (12 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	-	(40)

3. Cash flows from financing activities		
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)	-	-
3.10 Net cash from / (used in) financing activities	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 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	2,080	3,897
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(442)	(2,219)
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	-	-
4.6	Cash and cash equivalents at end of period	1,638	1,638

5. Reconciliation of cash and cash equivalents	Current quarter \$A'000	Previous quarter \$A'000
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	1,638	80
5.2 Call deposits	-	-
5.3 Bank overdrafts	-	-
5.4 Other – Term Deposit ¹	-	2,000
5.5 Cash and cash equivalents at end of quarter (should equal item 4.6 above)	1,638	2,080

¹A term deposit of \$2.0m matured on 15 April 2023.

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	61
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.

7. Financing facilities <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>	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 quarter end		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.		

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (item 1.9)	(442)
8.2 Cash and cash equivalents at quarter end (item 4.6)	1,638
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	1,638
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)	4
<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: 31 July 2023

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.