

ASX Announcement

RocketBoots Limited  
**Quarterly Business Review & Appendix 4C**

October 2023

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



**Financial Highlights**

- ▶ Cash inflows have increased to \$628K, the highest since listing
- ▶ Cash outflows increased to \$1,053K resulting from irregular payments for:
  - ▶ New trial hardware \$160K (invoice for payment in Q2 24FY)
  - ▶ 3 month USA sales related contract \$55K
  - ▶ Audit \$40K
- ▶ Net cash from operating activities of (\$424K)
- ▶ RocketBoots held \$1.2M in cash and cash equivalents at quarter's end
- ▶ 3 Quarters of cash runway

**Business Highlights****Contract Progress**

- ▶ Major Australian retailer renewed licence for 12 months
- ▶ Australian bank site extension
- ▶ UK bank installations commenced for trial sites
- ▶ NZ banks software validation activities continue before scaling rollout decision
- ▶ Multiple overseas retail trial customers planning complete & undertaking final testing before installing in stores
- ▶ Point of Sale (PoS) & network integration activities ongoing

**New Client Onboarding**

- ▶ Multiple customers moving towards trialing RocketBoots software, continuing with onboarding activities such as security reviews, network & PoS integration planning
- ▶ 21 proposals in negotiation (up 7 on Q4 23FY), covering A&NZ, UK, EU & US

**Outlook**

- ▶ Multiple contract decisions imminent
- ▶ Ongoing activation of software at trial customer sites
- ▶ Software ROI evaluation activity completions which triggers scaled site activation negotiations
- ▶ Continued growth in pipeline resulting from increased direct & channel based sales outreach activities, especially in the EU & US markets

**RocketBoots CEO comments**

*The RocketBoots international sales team has really hit its stride with outreach activities resulting in a large lift in pipeline opportunities.*

*The RocketBoots delivery team has also been busy supporting our first international customers with the activation of RocketBoots software in their businesses, pushing forward with security reviews, IT planning, Point of Sale integration and the installation of RocketBoots hardware at customer sites.*

*With installations underway and data due to flow imminently, RocketBoots CEO will spend approximately 3 weeks in UK/EU in Q2 to assist trial customers with ROI evaluations with a goal of negotiating longer term, larger scale contracts.*

*Whilst it is good to finally see growing revenue as a result of multiple international trial wins, converting these trials to larger contracts is the key focus for the coming period and we look forward to updating the market as we gain line of site to future revenue growth.*



**Total quarterly cash inflows**

Total cash inflows were \$628K. Which came from:

- Customer receipts
- Interest
- R&D Tax incentives

**Cash flows from operating activities**

Total cash decreased by \$424K during the quarter, however a major proportion of this is due to the purchase of hardware for new site activations that have yet to be paid by customers and a short term sales contract that assisted in winning a trial in the US.

**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 \$89K which were all related to Director's Board/Company Secretarial fees.

Details	Prospectus	Actual Expenditure
	<b>\$K</b>	<b>\$K</b>
Sales & Team	2,920	1,539
Marketing / CRM	600	248
Technology Team + new hires	750	304
Cost of Offer	280	243
Working Capital and Other	700	3,286
<b>Total</b>	<b>5,250</b>	<b>5,620</b>

**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](mailto: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 September 2023

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	348	348
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(395)	(395)
(c) advertising and marketing	(14)	(14)
(d) leased assets	-	-
(e) staff costs	(508)	(508)
(f) administration and corporate costs	(135)	(135)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	3	3
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	277	277
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(424)</b>	<b>(424)</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	(1)	(1)
(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)	-	-
<b>2.6 Net cash from / (used in) investing activities</b>	<b>(1)</b>	<b>(1)</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 (12 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	1,638	1,638
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(424)	(424)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(1)	(1)
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>1,213</b>	<b>1,213</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	713	1,638
5.2 Call deposits	-	-
5.3 Bank overdrafts	-	-
5.4 Other – Term Deposit <sup>1</sup>	500	-
<b>5.5 Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>1,213</b>	<b>1,638</b>

<sup>1</sup>A term deposit of \$0.5m matures on 5 October 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	89
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)	(424)
8.2 Cash and cash equivalents at quarter end (item 4.6)	1,213
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	1,213
<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: 31 October 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.