

**Booktopia Group Limited**  
**Appendix 4C and Quarterly Activities Report**  
**For the quarter ended 31 March 2024**



Booktopia Group Limited and its controlled subsidiaries (“Group”) (ASX: BKG) lodge the attached Appendix 4C for the three-months ended 31 March 2024 and provide the following update on its activities for the quarter.

**Business update**

The quarter from January to March is typically a relatively lean trading period for the Group in line with the softer performance of the book market at the start of the calendar year and a quieter period across consumer goods retailers following the festive season, which includes Black Friday, Cyber Monday and Christmas.

Despite this, the Group delivered positive operating cash inflows of \$781,000 for the quarter assisted by benefits from cost-saving and efficiency initiatives as previously announced and movements in working capital balances. Cash flows from investing activities continue to reflect the investment in the Company’s intellectual property (\$479,000) and cash flows from financing activities reflect the cost of leases and debt facilities (\$1,836,000).

Trading is substantially in line with the forecast for the quarter though conditions continue to remain challenging due to economic headwinds and the continued soft performance of the Australian book market. The academic season for tertiary education saw students continuing to make cost-conscious decisions around their study and learning materials, impacting performance in this category.

The Group continued to roll out initiatives in the Customer Fulfilment Centre (CFC) to improve operational efficiencies in the customer fulfilment process. A continued emphasis is being placed on unlocking further cost savings including around its lease obligations and other overheads. The business also continues to realise savings from previous restructures which has reduced office employment costs by 34% or \$2.2m in Q3 compared to the prior comparative period.

As previously announced on 9 February 2024, the Group is conducting a strategic review to explore all options to accelerate a return to acceptable earnings. This review is expected to be completed before the end of the fiscal year.

**Payments to a related party or associated entity**

The following payments were made to related parties or associates of related parties during the quarter:

| <b>Description</b>                       | <b>\$'000</b> |
|--|---------------|
| Director fees (including superannuation) | 95            |

**About Booktopia Group**

Booktopia Group is an Australian online book retailer, established in 2004 and admitted to the Australian Securities Exchange (‘ASX’) in December 2020. The Group’s core business is the sale of physical books via its two websites (booktopia.com.au and angusrobertson.com.au) to Australian and New Zealand customers. It also sells eBooks, audiobooks, eTexts, magazines, and stationery.

—END—

**Authorised by the Board of Directors.**

Media and investor enquiries to:

Adam Freedman

Chief Brand and Communications Officer

0429 493 313

[adamf@booktopia.com.au](mailto:adamf@booktopia.com.au)

## Appendix 4C

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

**Name of entity**

BOOKTOPIA GROUP LIMITED

**ABN**

14 612 421 388

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

31 March 2024

| <b>Consolidated statement of cash flows</b>               | <b>Current quarter<br/>\$A'000</b> | <b>Year to date (9<br/>months)<br/>\$A'000</b> |
|---|------------------------------------|--|
| <b>1. Cash flows from operating activities</b>            |                                    |  |
| 1.1 Receipts from customers                               | 46,726                             | 144,732  |
| 1.2 Payments for  |                                    |  |
| (a) research and development                              | -                                  | -  |
| (b) product manufacturing and operating costs             | (36,983)                           | (109,322)                                      |
| (c) advertising and marketing                             | (2,869)                            | (7,767)  |
| (d) leased assets   | (1)                                | (132)  |
| (e) staff costs   | (4,928)                            | (17,094)                                       |
| (f) administration and corporate costs                    | (1,203)                            | (6,767)  |
| 1.3 Dividends received (see note 3)                       | -                                  | -  |
| 1.4 Interest received                                     | -                                  | -  |
| 1.5 Interest and other costs of finance paid              | -                                  | -  |
| 1.6 Income taxes refunds received / (paid)                | 89                                 | 89   |
| 1.7 Government grants and tax incentives                  | -                                  | -  |
| 1.8 Other (provide details if material)                   | (50)                               | (56)   |
| <b>1.9 Net cash from / (used in) operating activities</b> | <b>781</b>                         | <b>3,849</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                         | (15)                               | (5,729)  |
| (d) investments   | -                                  | -  |
| (e) intellectual property                                 | (479)                              | (1,458)  |
| (f) other non-current assets                              | -                                  | -  |

| Consolidated statement of cash flows |   | Current quarter<br>\$A'000 | Year to date (9<br>months)<br>\$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   |                            |                                       |
|                                      | - Interest received                                   | 191                        | 210                                   |
|                                      | - Security deposits received                          | -                          | 1,162                                 |
| <b>2.6</b>                           | <b>Net cash from / (used in) investing activities</b> | <b>(303)</b>               | <b>(5,815)</b>                        |

|             |   |                |              |
|-------------|---|----------------|--------------|
| <b>3.</b>   | <b>Cash flows from financing activities</b>   |                |              |
| 3.1         | Proceeds from issues of equity securities (excluding convertible debt securities)       | -              | 8,458        |
| 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  | 9,186          | 22,391       |
| 3.6         | Repayment of borrowings   | (8,734)        | (22,709)     |
| 3.7         | Transaction costs related to loans and borrowings                                       | -              | -            |
| 3.8         | Dividends paid  | -              | -            |
| 3.9         | Other   |                |              |
|             | - Lease principal payments  | (1,054)        | (3,343)      |
|             | - Lease incentives received   | -              | 305          |
|             | - Interest and other finance costs paid   | (1,234)        | (3,497)      |
| <b>3.10</b> | <b>Net cash from / (used in) financing activities</b>                                   | <b>(1,836)</b> | <b>1,605</b> |

| <b>Consolidated statement of cash flows</b> |  | <b>Current quarter<br/>\$A'000</b> | <b>Year to date (9<br/>months)<br/>\$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                             | 1,570                              | 749  |
| 4.2   | Net cash from / (used in) operating activities (item 1.9 above)              | 781                                | 3,673  |
| 4.3   | Net cash from / (used in) investing activities (item 2.6 above)              | (303)                              | (5,815)  |
| 4.4   | Net cash from / (used in) financing activities (item 3.10 above)             | (1,836)                            | 1,605  |
| 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>212</b>                         | <b>212</b>                                     |

| <b>5.</b>  | <b>Reconciliation of cash and cash equivalents</b><br>at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts | <b>Current quarter<br/>\$A'000</b> | <b>Previous quarter<br/>\$A'000</b> |
|------------|---|------------------------------------|-------------------------------------|
| 5.1        | Bank balances   | 212                                | 1,394                               |
| 5.2        | Call deposits   | -                                  | -                                   |
| 5.3        | Bank overdrafts   | -                                  | -                                   |
| 5.4        | Other (provide details)   | -                                  | -                                   |
| <b>5.5</b> | <b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>  | <b>212</b>                         | <b>1,570</b>                        |

| <b>6.</b>   | <b>Payments to related parties of the entity and their associates</b>                   | <b>Current quarter<br/>\$A'000</b> |
|---|---|------------------------------------|
| 6.1   | Aggregate amount of payments to related parties and their associates included in item 1 | 95                                 |
| 6.2   | Aggregate amount of payments to related parties and their associates included in item 2 | -                                  |
| <i>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.</i> |   |                                    |

| 7. <b>Financing facilities</b><br><i>Note: the term "facility" includes all forms of financing arrangements available to the entity.<br/>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>  | <b>Total facility amount at quarter end<br/>\$A'000</b> | <b>Amount drawn at quarter end<br/>\$A'000</b> |
|--|---|--|
| 7.1 Loan facilities  | 11,858  | 10,983   |
| 7.2 Credit standby arrangements  | -   | -  |
| 7.3 Other  |   |  |
| - Credit card facility   | 85  | 1  |
| 7.4 <b>Total financing facilities</b>  | 11,943  | 10,984   |
| 7.5 <b>Unused financing facilities available at quarter end</b>  |   | 959  |
| 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.  |   |  |
| <p><b>MoneyTech Finance Pty Limited</b></p> <p><u>Trade finance facility (secured)</u></p> <ul style="list-style-type: none"> <li>- Facility limit of \$7,000,000</li> <li>- Interest rate of 10.03% per annum</li> <li>- Maturity date of 31 August 2025</li> </ul> <p>Note – This is a revolving facility with monthly repayment requirements.</p> <p><u>Equipment finance facility (secured)</u></p> <ul style="list-style-type: none"> <li>- Facility limit of \$830,000</li> <li>- Interest rate of 14% per annum</li> <li>- Maturity date of 28 December 2026</li> </ul> <p><b>AFSG Asset Management Pty Limited</b></p> <p><u>Loan facility (unsecured)</u></p> <ul style="list-style-type: none"> <li>- Facility limit of \$3,537,000</li> <li>- Interest rate of 10% per annum</li> <li>- Maturity date of 22 August 2026</li> </ul> <p><b>Attvest Finance Pty Ltd</b></p> <p><u>Insurance premium funding (unsecured)</u></p> <ul style="list-style-type: none"> <li>- Total insurance premium financed of \$795,000 (\$556,000 at 31 March)</li> <li>- Interest rate of 4.5% per annum</li> <li>- Last instalment payable on 30 October 2024</li> </ul> <p><b>Commonwealth Bank of Australia</b></p> <p><u>Credit card facility (unsecured)</u></p> <ul style="list-style-type: none"> <li>- Facility limit of \$85,000</li> <li>- Variable interest rates</li> <li>- Repayments are due by 26 days after the end of month</li> </ul> |   |  |

| <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)  | 781            |
| 8.2 Cash and cash equivalents at quarter end (item 4.6)  | 212            |
| 8.3 Unused finance facilities available at quarter end (item 7.5)  | 959            |
| 8.4 Total available funding (item 8.2 + item 8.3)  | 1,171          |
| <b>8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>  | N/A            |
| <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: 19 April 2024

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. 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.