

ASX Announcement

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

Q3 2024

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# Business Review Q3 FY24



## Introduction

This quarter, ROC continued to prioritise its strategic investments in international expansion for long-term growth. We again demonstrated a measured approach to cash outflows and as the first wave of international trials with tier one enterprise and a multinational business enter the return on investment stage (one stage before customers committing to large scale multi year contracts). ROC remains confident in our ability to generate sustainable future cash flow, and capitalise on increasing market opportunities.

This report details our cash flow and business activities for the quarter:

## Overview

- ▶ Cash inflows were \$153K, mainly for new trial activations. No Existing customer contract renewals fell due this quarter.
- ▶ Capital raise of \$500K successfully completed
- ▶ Cash outflows stable at \$776K
- ▶ \$166K in cash and cash equivalents at quarter's end
- ▶ Subsequently:
  - ▶ A capital raise for \$350K was successfully completed
  - ▶ Share purchase plan for up to \$650K in progress

## Business Highlights

### Contract Progress

- ▶ ROC has signed trial contracts with customers that combined operate 12K+ sites internationally. This is important as ROC charges annually on a per site basis.
- ▶ ROC's first international trial is complete, ROI complete & scaled site/multi year contract negotiations are in progress
- ▶ Another two international trials with ROI evaluation in progress with early view of ROI positive
- ▶ Another two international trials are in progress and approaching ROI evaluation
- ▶ Another two international trials are in activation stage
- ▶ Multiple other trials approved and in the planning process
- ▶ No international trials lost

### New Client Onboarding

- ▶ RocketBoots has 22 opportunities/proposals pending covering A&NZ, UK, EU & US which are a combination of:
  - ▶ Contract renewals with existing clients
  - ▶ Rollouts that could result from successful trials
  - ▶ New trials from our growing pipeline

### Outlook

- ▶ Multiple contracts from existing customers due for renewal in first half of FY25
- ▶ Multiple international trials to multi year rollout contract decisions imminent
- ▶ Multiple other international trial to multi year rollout contract decisions due this calendar year
- ▶ Accelerated growth and progression of the pipeline on the back on growing strategic partnerships

# Business Review Q3 FY24



## RocketBoots CEO comments

*In June 2022 we launched our first international marketing campaign with an aggressive internal target of cash break even within two years. Whilst this has still not been achieved, to be on the cusp of achieving international scale is a great reflection on the hard work the entire RocketBoots team has put in and the quality of the software that we have developed and delivered.*

### 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.

### About RocketBoots

RocketBoots helps retail banks and retailers that operate in-person service locations, deliver the best possible customer service at the lowest cost using AI to fill critical data gaps from existing workforce, customer experience and loss prevention management systems.

RocketBoots ([www.rocketboots.com](http://www.rocketboots.com)) portfolio of software:

- Retail banking branch & digital channel service optimisation
- Retail checkout service optimisation
- Stemming loss at self-checkouts & counter checkouts

### Contact details

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### End of Announcement

Authorised for release by the board of RocketBoots Limited

## 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 2024

<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	153	517
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(339)	(1,000)
(c) advertising and marketing	(4)	(43)
(d) leased assets	-	-
(e) staff costs	(492)	(1,424)
(f) administration and corporate costs	(92)	(291)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	9
1.5 Interest and other costs of finance paid	(2)	(2)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	305
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(776)</b>	<b>(1,929)</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	(5)	(13)
(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>(5)</b>	<b>(13)</b>

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	500	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	(30)	(30)
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>470</b>	<b>470</b>

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
<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	477	1,638
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(776)	(1,929)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(5)	(13)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	470	470
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>166</b>	<b>166</b>

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	166	477
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other – Term Deposit <sup>1</sup>	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>166</b>	<b>477</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.

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	62
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. <b>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	-
7.4 <b>Total financing facilities</b>		Nil
7.5 <b>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.		

8. <b>Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1 Net cash from / (used in) operating activities (item 1.9)	(776)
8.2 Cash and cash equivalents at quarter end (item 4.6)	166
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	166
8.5 <b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	0
<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: The entity expects cash receipts from new customers being onboarded and renewals of contracts from existing customers.	
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: Subsequent to the quarter's end and as announced on 5 April 2024 to the ASX, the entity successfully raised \$355,500 and launched a Share Purchase Plan to raise up to \$650,000	
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: Yes, in addition to the response to 8.6.2, the entity also expects to receive cash inflows from imminent contract wins and other grants.	
<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: 30 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. 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.