# CAPE RANGE LTD

ABN 43 009 289 481

29 January 2021

## Quarterly Activities Report – Quarter ended 31 December 2020

The Directors of Cape Range Limited (**Company**) present the quarterly activities report for the 3 months ended 31 December 2020 for its operating subsidiary, Biztrak Business Solutions Sdn Bhd (**Biztrak**).

The strategic direction of the Company remains committed to its technology focus, the Biztrak business and its continued development and growth. The operational objectives of Biztrak have been focused on tightly controlling costs as the impact of COVID-19 across Asia escalates.

As planned, Biztrak has continued expanding its warehouse and logistics applications. The COVID-19 pandemic has created an uplift in enquiries for web-based and cloud-based e-commerce warehouse & logistic solutions.

The Board is confident with Biztrak's strategies and goals and is conservatively optimistic about the current macroeconomic environment and spending trends for both accounting and warehouse & logistic solutions, especially in the e-commerce sectors. Market trends and spending have been markedly impacted by the increasing frequency of employees working from home and the increasing demand for online goods and services.

Receipts from Biztrak customers for the quarter (A$159k) decreased by 9% when compared to the previous quarter (A$174k). This decrease is a result of lower revenue from the sale of Biztrak MSB (our windows-based accounting software and warehouse management systems (**Biztrak WMS**)) software licences.

### Business and Product Highlights

**Biztrak MSB**

- In the fourth quarter of fiscal 2020, a new integration service for Biztrak MSB was introduced - the **Open Web API Services,** which allows third party interconnection with Biztrak MSB. The new WEB API integration is designed on top of the **Biztrak MSB** application and allows third party financial transactions to be automatically posted to the Biztrak MSB application. The Open Web API Services include:
    a) General Journal
    b) Cash Receipt
    c) AR Sales Invoice
    d) AR Credit Note
    e) AR Debit Note
    f) AP Vendor Invoice
    g) AP Credit Note

h) AP Debit Note

- Work has been completed on the following enhanced technology development tasks, which are currently undergoing user acceptance testing:

  a) **Intercompany Billing function** – provides an easy way to track and issue AR Debit Notes based on the "Payment on behalf" or "Purchase on behalf" transactions, and auto create AP Debit Note transactions within the one Biztrak database within the Biztrak MSB application.

  b) **Budget/ Forecast Analysis** added to the Import function.

  c) **Integration of ePay Module** with UOB Bank and Hong Leong Bhd – allows Biztrak users to extract payment entries from Cash Payments and Invoice Payments and generate an 'ePayment' file, which can be submitted or uploaded to their banker's portal to schedule payments to the designated payees.

- The Biztrak MSB team are continuing to work on the following development enhancements, scheduled for completion in the second quarter of 2021:

  a) **Payment Contra Wizard program** - allows transactions with a company who act as both vendor and customer, to offset a sales invoice, debit note and credit note against a vendor invoice, debit note and credit note before generating payment to the vendor. The Payment Contra Wizard program can auto generate sales invoices based on an agreed prompt payment discount provided by the vendor.

  b) **AR Aging by Analysis Code program –** a plug-in application which allows users to track outstanding AR Sales Invoice/Debit Notes with respective detailed account and analysis codes.

  c) **Recalculate Cost by Command Line Switches** - a plug-in tool to allow a user to automatically set a schedule to execute the inventory item cost calculation.

**Biztrak Online**

- Two new functions have been launched - Sales Invoice by Account and Vendor Invoice by Account with business document printing. These two new functions allow users to create transactions by selecting an account code or name instead of by the item.

- The Biztrak Online Email Server has been enabled for the GMAIL OAUTH 2.0 Authentication for those subscribers who are utilising Gmail SMTP Settings when sending reports or business documents via email.

- The Biztrak Online team is now working on the following developments:

  o **Open Web API Services** for 3rd party interconnection with Biztrak Online

  o A **KPI dashboard** with 8 Profit & Loss Financial KPIs that facilitate the timely tracking by management of the entity's financial performance.

  o **Inventory Control modules** to provide complete control and visibility of the entity's inventory.

**Biztrak WMS**

- Features and enhancements to both the Biztrak WMS web and mobile applications in the fourth quarter of 2020 were completed. These features include:
  a) Create **image capture function** for Biztrak WMS mobile application;
  b) Further enhancement on the Biztrak Customer Web Portal to allow outlet users, 3PL Customers login to the Customer Web Portal to:
     i) Track on Receive Status;
     ii) View Dashboard for Warehouse Order Performance Dashboard, Shipping Status Dashboard, Today's Order Status.
  c) Development of a zip code mapping table to cater for the shipping code set by the local courier service provider, POSLAJU; ability to print out the courier service required Shipping Label after order packing process.

- Further Biztrak WMS enhancements are planned to commence in Q2 2021, including the following:
  a) **Combined Packing Wizard** that allows users to pack all items based on the "bulk orders by shipment by consignee" as per pick up scheduled by the logistic team;
  b) **extend the Web API Services** for e-Commerce integration;
  c) **billing module** to allow users to enter sales invoices based on the storage charge, loading charge, unloading charge and repacking charge;
  d) to simplify the ordering process, develop kitting master file settings and a kitting wizard;
  e) further enhancement of the Biztrak Customer Web Portal allowing outlet users, 3PL Customers to create Inbound Booking ~ Advance Shipping Note in the Customer Web Portal.

**Expenditure (A$'000)**

Biztrak expenditure on the business activities undertaken during the quarter and described in this report are as set out below:

- Biztrak MSB - $71, which includes Malaysian staff costs, business partners referral fees and direct expenditure attributable to the product/service
- Biztrak Online – $49, which includes Malaysian staff costs
- Biztrak WMS - $35, which includes Malaysian staff costs and WMS cloud-based contractor fees

During the quarter a total of $54 was paid to related parties of the Company as follows:

- $47 for director fees paid to non-executive directors (including superannuation)
- $5.5 for the provision of services by a non-executive director
- $1.5 paid to a director for office rent

**Authorised for release by the Board**

**Michael Higginson**
**Director/Company Secretary**

**Telephone: +61 42 999 5000**