



ASX MARKET RELEASE

Monthly Appendix 4C – November 2021

23 December 2021 - Adelaide, Australia

Buddy Technologies Limited ("**Company**" or "**Buddy**") (ASX:BUD), a leader in IoT and cloud-based solutions for making spaces smarter, is pleased to release its Appendix 4C monthly cash flow report for November 2021.

Additional (unaudited) information for investors is provided for context herewith:

- Monthly revenues for November were A\$3.0 million
- Monthly cash receipts for November were A\$3.2 million
- Gross margins, financial year ("FY") year to date as of 30 November 2021, were 47.0%
 - With November typically being the month with the greatest promotional discounting throughout the year, the Company still delivered gross margins of 42.0% in November
- November was both EBITDA positive at A\$221k, and net cash flow positive at A\$997k
 - November makes three months in a row of positive monthly EBITDA
 - With this result, the Company is now net cash flow positive for the FY
- Trade receivables were A\$5.1 million and inventories and prepayments were A\$12.8 million
- Cash and cash equivalents on 30 November were A\$2.3 million (up from A\$1.2 million in October 2021).

For and on behalf of Buddy Technologies Limited,

A handwritten signature in blue ink, appearing to read "David McLauchlan".

David McLauchlan

Chief Executive Officer

Buddy Technologies Limited.

About Buddy

Buddy Technologies Limited (BUD.ASX) helps customers of any size “make every space smarter”. Buddy has two core businesses – its Commercial Business and Consumer Business. **Buddy Ohm** and **Buddy Managed Services** are the company’s core Commercial offerings that empower its customers to fully leverage digital technologies and their impact in a strategic and sustainable way. Buddy Ohm is a resource monitoring and analytics solution that provides energy monitoring, reporting and auditing services for commercial and industrial customers. Buddy Managed Services licenses Buddy’s technology platforms to customers for integration into their own products.

Buddy’s Consumer Business trades under the **LIFX** brand and has established a leading market position as a provider of smart lighting solutions. The company’s suite of Wi-Fi enabled lights are currently used in well over a million homes and considered to be the #2 brand of smart lights globally. LIFX products are sold in over 100 countries worldwide, directly and via distribution and sales partnerships with leading retailers and ecommerce platforms including Amazon, Google, Apple, JB Hi-Fi, Bunnings, Officeworks, MediaMarkt, Saturn and Best Buy (in both the US and Canada).

Buddy is headquartered in Adelaide, Australia, with offices in Melbourne (AU), Seattle (US), Dublin (IE), Shenzhen (CN) and Silicon Valley (US).

For more information, visit www.buddy.com and www.lifx.com.

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Appendix 4C

Monthly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

Buddy Technologies Limited

ABN

21 121 184 316

Month ended

30 November 2021

Consolidated statement of cash flows	Current Month \$A'000	Year to date (5 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	3,228	12,478
1.2 Payments for		
(a) research and development & web costs	(77)	(330)
(b) product manufacturing and operating costs	(892)	(5,511)
(c) advertising and marketing	(145)	(485)
(d) leased assets		
(e) staff costs	(634)	(3,201)
(f) administration and corporate costs	(85)	(757)
1.3 Dividends received (see note 3)		
1.4 Interest received		
1.5 Interest and other costs of finance paid	(232)	(1,217)
1.6 Income taxes paid		(28)
1.7 Government grants and tax incentives		
1.8 Other (FX & restructuring costs)	(166)	(905)
1.9 Net cash from / (used in) operating activities	997	44

2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) entities		
(b) businesses		
(c) property, plant and equipment		
(d) investments		
(e) intellectual property		

Consolidated statement of cash flows	Current Month \$A'000	Year to date (5 months) \$A'000
(f) other non-current assets		
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 (notes receivable)		
2.6 Net cash from / (used in) investing activities	-	-

3. Cash flows from financing activities		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)		6,595
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		(401)
3.5 Proceeds from borrowings	410	410
3.6 Repayment of borrowings	(261)	(5,725)
3.7 Transaction costs related to loans and borrowings	(5)	(682)
3.8 Dividends paid		
3.9 Other (provide details if material)		
3.10 Net cash from / (used in) financing activities	144	197

4. Net increase / (decrease) in cash and cash equivalents for the period		
4.1 Cash and cash equivalents at beginning of period	1,155	2,092
4.2 Net cash from / (used in) operating activities (item 1.9 above)	997	44
4.3 Net cash from / (used in) investing activities (item 2.6 above)	-	-

Appendix 4C
Month cash flow report for entities subject to Listing Rule 4.7B

Consolidated statement of cash flows		Current Month \$A'000	Year to date (5 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	144	197
4.5	Effect of movement in exchange rates on cash held	42	(13)
4.6	Cash and cash equivalents at end of period	2,338	2,338

5.	Reconciliation of cash and cash equivalents at the end of the month (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current month \$A'000	Previous month \$A'000
5.1	Bank balances	1,679	531
5.2	Call deposits	659	624
5.3	Bank overdrafts		
5.4	Other (provide details)		
5.5	Cash and cash equivalents at end of month (should equal item 4.6 above)	2,338	1,155

6. Payments to related parties of the entity and their associates

- 6.1 Aggregate amount of payments to related parties and their associates included in item 1
- 6.2 Aggregate amount of payments to related parties and their associates included in item 2

Current month \$A'000
nil
nil

7. Financing facilities

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.

- 7.1 Loan facilities
- 7.2 Credit standby arrangements
- 7.3 Other (please specify)
- 7.4 **Total financing facilities**

	Total facility amount at month end \$A'000	Amount drawn at month end \$A'000
	25,470	22,880
	25,470	22,880

7.5 Unused financing facilities available at month end

2,590

- 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 month end, include a note providing details of those facilities as well.

Loan facility: PFG Line of Credit (revolver)

Total drawn at 30 November 2021: US\$7.9 million
Total Facility Amount: US\$10 million
Use of funds: Working capital
Lender: Partners For Growth
Interest Rate: 12.5%.
Secured or unsecured: secured by receivables and inventory
Payment: Revolving LoC
Term: December 2023

Loan facility: PFG Term Loans

Total drawn at 30 November 2021: US\$3.9 million
Loan: Term Loan
Total Facility Amount: US\$4.1 million
Use of funds: refinancing previously existing debt
Lenders: Partners For Growth
Interest Rate: 12.5%
Secured or unsecured: secured by company assets
Payment: Monthly payments of principal of US\$128,920 plus interest due.
Term: May 2024

Loan facility: PFG Convertible Promissory Notes

Total drawn at 30 November 2021: US\$4.25 million
Total Facility Amount: US\$4.25 million
Use of funds: refinancing previously existing debt
Lenders: Partners For Growth
Interest Rate: 12.5% (see also payment below)
Secured or unsecured: secured by company assets
Payment: Interest due monthly until converted or paid. The Convertible Notes are convertible (all or some) into shares of the Company at a conversion price of A\$0.025 per share. If not converted, on the maturity date, the Company would repay PFG the principal amount plus any accrued interest.
Term: August 2021 to 4 May 2024

Loan facility: Loan Facility 1

Total drawn at 30 November 2021: A\$0.4 million
Total Facility Amount: A\$1.5 million
Use of funds: Working capital
Lender: DM Capital Management Pty. Ltd.
Interest Rate: 10%.
Secured or unsecured: unsecured
Payment: upon maturity (26 November 2022)
Term: 26 May 2021 – 26 November 2022

Loan facility: Loan Facility 2

Total drawn at 30 November 2021: nil
Total Facility Amount: A\$1.5 million
Use of funds: Working capital
Lender: Anfield Group Pty. Ltd.
Interest Rate: 10%.
Secured or unsecured: unsecured

Payment: upon maturity (26 November 2022)
Term: 26 May 2021 – 26 November 2022

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (Item 1.9)	987
8.2 Cash and cash equivalents at month end (Item 4.6)	2,338
8.3 Unused finance facilities available at month end (Item 7.5)	2,590
8.4 Total available funding (Item 8.2 + Item 8.3)	4,928
8.5 Estimated months of funding available (Item 8.4 divided by Item 8.1)	N/A

8.6 If Item 8.5 is less than 6 months, please provide answers to the following questions:

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:

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:

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:

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: 23 December 2021



Authorised by:
By the Board

Notes

1. This monthly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past month and YTD, 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 month 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 monthly 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.