



31 January 2023

## Quarterly Activities Report – Quarter ended 31 December 2022

The Directors of Cape Range Limited (**Company**) present the quarterly activities report for the 3 months ended 31 December 2022 for its operating subsidiary, Biztrak Business Solutions Sdn Bhd (**Biztrak**).

### Financial Highlights

#### Fourth Quarter 2022 VS Fourth Quarter 2021

Biztrak recorded a revenue of ~A\$181k (MYR 548k) for the fourth quarter of 2022, an improvement of over 49% from the revenue of the preceding year's corresponding quarter of ~A\$121k (MYR 366k). The higher revenue was mainly attributed to the increase in the Company's sales of Biztrak MSB software licenses, customisation projects and Biztrak Cloud Hosting.

As a result of the higher revenue, Biztrak has recorded a marginal profit of `A\$32k (MYR 93k), compared to net loss of ~A\$13k (MYR 39k) in the same period of 2021.

### Business and Product Highlights

#### (1) Biztrak MSB – Desktop Accounting Software

During the quarter, Biztrak's MSB team completed the following enhancements:

- **Multiple sets of document running numbers:** This new enhanced Document No program allows users to set up multiple sets of running numbers for payment.
- **Update Unit Cost in Item Information:** The enhanced Item Information program allows users to click the "Update U.Cost" button on the Item Information List window to update costings of finished goods and components or raw materials.
- **Item Balance Report By Warehouse (With Quantity On Hand):** This new item balance report provides users with information on the item balances based on quantity on hand and the item values. The report shows all information by warehouse, item categories and item sub categories.
- **Item - Component Listing Report:** The new Item - Component Listing Report provides users with information on the items with components which have been set up in the Component tab in the Item Information Program.

The Biztrak MSB team has completed the development of the following modules, which are currently pending user acceptance:

**Cape Range Limited**

ABN 43 009 289 481

Principal and Registered Office: 36 Prestwick Drive, Twin Waters, Queensland 4179

Tel/Fax:+61 75457 0557

- **Improved Financial Report Performance.**
- **Improved Account Receivable and Account Payable Aging Report Performance.**
- **Open Web API Services** to allow 3rd party integration with Biztrak MSB application with:
  - ✓ Customer Profile (Party List)
  - ✓ Customer Payment (Invoice Receipt)
- A new **Biztrak Customised Mobile application** to perform the task, via a hand held computer, of receiving finished goods and sales order picking.

R&D work in progress of the Biztrak MSB team includes an initial study for a new customisation project for a financial services entity that tracks, reconciles and maintains their members' guaranteed savings facilities, loan financing facilities and dividend payouts.

## (2) Biztrak Online – Cloud Accounting Software

During the quarter, Biztrak Online was updated with the following new features and enhancements:

- **New Sales Journal and General Journal options** added in a source code program. This program allows user to set a journal template to save time and minimise data-entry errors. Users can group related account codes and tax schedules under Source Code program, then call up the journal template with selected account codes in any of the relevant maintenance windows to complete transactions.
- **Enhanced Sales Invoice (Account)** program with discount and nine user definable fields.
- **Enhanced Vendor Invoice (Account)** program with discount field.
- **New business form templates:**
  - ✓ Sales Invoice Account Form
  - ✓ Enhanced the data **import functions.**
- **New Export Wizard** to allow users to export Bank of Islam Berhad's Payment Listing information and upload it to a third party application.
- **Enhanced Email function** to allow users to enter multiple email addresses.
- **Enhanced Email Server Setting** by masking the password value from the user's visibility.

Work in progress - the on-going R&D tasks that are currently being undertaken by the Biztrak Online team include:

- A complete **Inventory Control module** to provide total control and visibility of inventory.
- **Open Web API Services** to allow 3rd party integration with the Biztrak Online cloud accounting system.

## (3) Biztrak WMS – Warehouse Management System

During the quarter, the **Biztrak WMS** team completed a number of enhancements, which include:

- **Biztrak WMS Application**
  - ✓ Enhanced **Item Profile Wizard** module to allow the flexibility to create items with a base unit of measure.
  - ✓ Enhanced **Combined Packing Wizard** module that allows users to select multiple states as a criteria to generate the combined pick documents. The report will be grouped by states, so that a packer can pack multiple order items for the same state in one packing.

**Cape Range Limited**  
ABN 43 009 289 481

Principal and Registered Office: 36 Prestwick Drive, Twin Waters, Queensland 4179  
**Tel/Fax:+61 75457 0557**

- ✓ Enhanced **Packing Wizard** module to prevent multiple clicks on the 'Save Pallet' button.
  - ✓ Enhanced **User Defined Field module** to prevent system prompted error messages.
  - ✓ Enhanced **Deliver Note document** with a summary of the items and quantities delivered by the base unit of measure.
- **Biztrak Web Portal**
    - ✓ Enhanced **Order module** with new 'Pallet No' column.

Biztrak WMS team completed the development of the following modules, which are currently pending user acceptance:

- ✓ Import Purchase Order (PO)
- ✓ Import Stock Transfer Order (STO)
- ✓ Import Domestic Customer Return
- ✓ Export Purchase Receive (PO)
- ✓ Export Stock Receive (STO)
- ✓ Export Return Receive
- ✓ Import Domestic Sales Order (DSO)
- ✓ Import Domestic Stock Transfer (DST)
- ✓ Import Export Sales Order (ESO)
- ✓ Export Pick Confirmation (DSO / DST)
- ✓ Export Pick confirmation (ESO)
- ✓ Import Stock Status Change
- ✓ Export Stock Status Change
- ✓ Export Stock Reconciliation
- ✓ Export Pallet Transformation (Split / Consolidate)

Biztrak will further strengthen the Biztrak WMS in the following areas:

- **Biztrak WMS**
  - ✓ Develop a kitting master file setting and kitting wizard to simplify the ordering process.
- **Biztrak WMS Web Portal**
  - ✓ Extend the Web API Services for the e-Commerce integration
  - ✓ Import item with file format (CSV)
  - ✓ Import consignee with file format (CSV)
  - ✓ Export autonomous system number listing to excel
  - ✓ Export Order listing to excel

In 2023, Biztrak will focus on delivering consistent and high-quality customer service and showcase our software solutions to businesses, whilst also collecting user feedback and reviews of our software solutions.

Biztrak will expand its social media campaigns in order to create positive awareness (that provide target customers with regular updates, industry news, new product releases and opportunities for engagement) along with a monthly email marketing campaign.

Furthermore, Biztrak will focus on specific tactics aimed at increasing online conversions through website optimisation, search engine marketing campaigns (including pay-per-click ad campaigns), social media engagement and referral marketing programs.

Biztrak's online marketing will actively focus on Search Engine Optimisation to maintain the visibility of our website, as well as creating content on different social media platforms to drive traffic to our website to generate leads for our sales team.

In addition, Biztrak will implement a series of marketing workshops (online or physical) aimed at teaching our customer base best practices on how to get the most out of their investment in Biztrak's software solutions.

### **Expenditure (AS'000)**

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

- Biztrak MSB: ~\$70k (MYR 210k), includes Malaysian staff costs and third-party server MSB hosting direct expenditure attributable to the product/service delivery
- Biztrak Online: ~\$33k (MYR 99k), includes Malaysian staff costs
- Biztrak WMS: ~\$17k (MYR 50k), includes Malaysian staff costs

During the quarter, a total of \$62k was paid to related parties of the Company as follows:

- \$57.5k for director fees paid to non-executive directors (including superannuation)
- \$3k for the provision of corporate, accounting and company secretarial services by a non-executive director
- \$1.5k related to payments for office rental

### **Authorised for release by the Board**

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

**Telephone: +61 42 999 5000**

**Cape Range Limited**

ABN 43 009 289 481

Principal and Registered Office: 36 Prestwick Drive, Twin Waters, Queensland 4179

**Tel/Fax: +61 75457 0557**

## Appendix 4C

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

**Name of entity**

Cape Range Limited
--------------------

**ABN**

43 009 289 481
----------------

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

31 December 2022
------------------

<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	150	554
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(23)	(42)
(c) advertising and marketing	(2)	(2)
(d) leased assets	-	-
(e) staff costs	(182)	(770)
(f) administration and corporate costs	(34)	(283)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	6	13
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	(2)	(2)
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	(30)
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(87)</b>	<b>(562)</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	-	-
(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>-</b>	<b>-</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	(9)	(37)
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>(9)</b>	<b>(37)</b>

<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of period	2,445	2,948
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(87)	(562)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	-	-

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(9)	(37)
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>2,349</b>	<b>2,349</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> 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 \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	2,349	2,445
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>2,349</b>	<b>2,445</b>

<b>6.</b>	<b>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	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	183	37
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
7.4 <b>Total financing facilities</b>	183	37
7.5 <b>Unused financing facilities available at quarter end</b>		146
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.		
The facility, as disclosed in item 7.1 above, is an unsecured term loan with Maybank, Malaysia for MYR 550,000 at a rate of 6.65% and a term of 7 years		

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)	(87)
8.2 Cash and cash equivalents at quarter end (item 4.6)	2,349
8.3 Unused finance facilities available at quarter end (item 7.5)	146
8.4 Total available funding (item 8.2 + item 8.3)	2,495
8.5 <b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	28.7
<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:	
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:	
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:	
<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.

31 January 2023

Date: .....

The Board of the Company

Authorised by: .....  
(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.