

# QUARTERLY ACTIVITIES REPORT

FOR THE PERIOD ENDING 31 MARCH 2023

ASX ANNOUNCEMENT 28 April 2023



- Secures an additional \$180,000 in annualised membership revenue.
- New partnership with Doing Good Rewards for card linked instant rewards.
- Additional funding support from institutional investors LDA capital and AMRAM

My Rewards International Limited (MRI, My Rewards, Company), a global provider of subscription-based Customer Engagement Technologies to attract, engage and retain customers and employees, is pleased to provide a summary of its activities for the guarter ending 31 March 2023.

### ONGOING FOCUS ON GROWING OUR BUSINESS TO BUSINESS (B2B) MEMBER REWARDS AND LOYALTY PROGRAMS

The Company is continuing to expand its Rewards and Loyalty business to business (B2B) programs by partnering with new clients during the quarter that will generate over \$180,000 in annualised, higher-margin membership revenue reflecting the Company's commitment to driving sustainable growth and profitability through its three-pronged strategy.

As the Company continues its commitment to achieve sustainable growth and profitability, it continues to lean on its three key pillars of its growth strategy – growing B2B membership, diversifying product mix for increased margin and complementary business acquisitions.

#### **NEW INITIATIVES AND PARTNERSHIPS**

My Rewards is pleased to announce is the partnership with Doing Good Rewards to introduce socially conscious card linked instant rewards to My Rewards members. This new feature, due to be launched in Q1 FY2024, already boasts of over 1,200 participating suppliers across Australia.

Although card linked programs are currently available in the market, what differentiates My Rewards' partnership with Doing Good Rewards, is the ability for all clients and members to make a social impact by giving back a small percentage from their earned cashback to a charity of their choice. Members will receive an annual report and a tax deductable receipt for all their contributions made through the financial year.

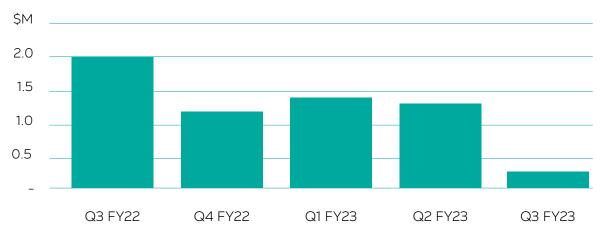
#### **FINANCIALS**

An Appendix 4C is attached to this announcement.

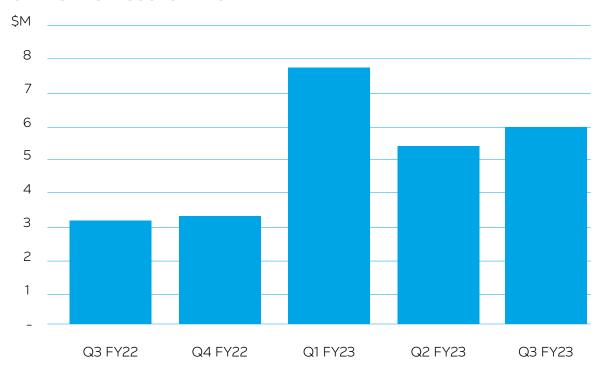
As detailed in the attached ASX Appendix 4C, the Company had \$41k in cash and equivalents as at 31 March 2023, compared to \$291k at 31 December 2022.

The net cash used in operating activities during the quarter was \$289k, compared to \$875k at 31 December 2022, a drop by 86% as compared to Q3 FY2022.

#### **NET CASH USED IN OPERATING ACTIVITIES**



#### **RECEIPTS FROM CUSTOMERS**



On the 27 February 2023, the company announced that it has received a refund of \$479,728 from the Australian Taxation Office under the R&D tax incentive for the financial year 2022. The incentive recognises the research and development activities undertaken by the company during the last financial year.

On the same day the company also announced that it had entered into a \$15 million equity placement agreement with LDA capital. This agreement provides for up to \$15 million in ordinary share placements over a 36 month. The details of this agreement can be found under the ASX announcements or on the company's website.

Furthermore on the 17th of March 2023 the Company announced an additional \$5 million capital raising facility and the extension of its \$3.5 million line of credit facility from Advanced Money Reserve Asset Management Pty Ltd (AMRAM). Additional details of this agreement and the line of credit facility can be found under the ASX announcements or on the company's website.

In accordance with Listing Rule 4.7C, payments made to related parties and their associates included in items 6.1 of the Appendix 4C includes sign on payment, payments for directors' fees and remuneration in the normal course of business at commercial rates, excluding reimbursements of out-of-pocket expenses.

**Pursuant to Listing Rule 4.7C.2,** the Company confirms that, in the period since listing on the ASX, it has incurred expenditure largely in line with the Use of Proceeds set out in its Prospectus, as detailed below.

Use of Funds under Prospectus	Funds allocated under Prospectus	Funds expended between admission and 31 March 2023		Variance
Supplier Acquisitions	\$350,000	\$252,906	\$97,094	28%
Customer Acquisitions	\$400,000	\$290,406	\$109,594	27%
Debt Reduction	\$275,000	\$342,730	-\$67,730	-25%
Further Investment and development of technology	\$350,000	\$356,359	-\$6,359	-2%
Overseas expansion and promotion	\$600,000	\$90,000	\$510,000	85%
Payment to acquire Perx Rewards Pty Ltd	\$1,000,000	\$900,000	\$100,000	10%
Working Capital	\$296,016	\$320,896	-\$24,880	-8%
Expenses of the Offer	\$708,984	\$940,379	-\$231,395	-33%
Administration Costs	\$1,200,000	\$1,367,320	-\$167,320	-14%
Total	\$5,180,000	\$4,860,996	\$319,004	6%

Expenditure in the above table relates only to the \$5 million raised during the Initial Public Offering and does not include the expenditure of the funds raised during the Convertible Note raise.

#### ABOUT MY REWARDS INTERNATIONAL LIMITED (ASX: MRI)

My Rewards is a growing global provider of subscription-based Customer Engagement Technologies that includes loyalty and rewards programs for corporates and consumers, custom marketplaces and eCommerce solutions. My Rewards' core solutions include Loyalty technology, Rewards, and Customer Experience to attract engage and retain employees and customers. Since its incorporation in 2000, My Rewards has steadily grown to connect over 5.8 million members with more than 4,500 global, national and local suppliers. My Rewards provides more than 120 corporates with Employee Engagement and Customer Loyalty Programs to help them retain, engage, and attract employees or customers. My Rewards' clients include some of the biggest household brands in retail, financial services, and telecommunications, including Telstra, Ramsay Health, MLC and AIG.

This announcement has been authorised for release by the board of directors of My Rewards International Limited.

For enquiries:

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### **Appendix 4C**

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

#### Name of entity

My Rewards International Limited (ASX: MRI)

#### **ABN**

#### Quarter ended ("current quarter")

47 095 009 742

31 March 2023

Con	solidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
1.	Cash flows from operating activities		
1.1	Receipts from customers	6,014	19,311
1.2	Payments for		
	(a) research and development	-	-
	(b) product manufacturing and operating costs	(5,529)	(18,421)
	(c) advertising and marketing	(5)	(220)
	(d) leased assets	(39)	(89)
	(e) staff costs	(514)	(1,339)
	(f) administration and corporate costs	(741)	(2,045)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	-	-
1.5	Interest and other costs of finance paid	(64)	(112)
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	476	476
1.8	Other (provide details if material)	113	363
1.9	Net cash from / (used in) operating activities	(289)	(2,076)

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

ASX Listing Rules Appendix 4C (17/07/20)

Con	solidated statement of cash flows	Current quarter \$A'000	Year to date (9 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 (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	-	(25)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	1,120
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	(14)	(49)
3.5	Proceeds from borrowings	250	1,029
3.6	Repayment of borrowings	(197)	(307)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)		
3.10	Net cash from / (used in) financing activities	39	1,793

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	291	349
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(289)	(2,076)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	(25)

Con	solidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	39	1,793
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	41	41

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	41	291
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	41	291

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	96
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
	if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must includ nation for, such payments.	e a description of, and an

Item 6.1 Reflects amounts paid to directors including director's fees, salaries, superannuation, bonuses and consulting fees (excluding reimbursements).

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.	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	3,500	604
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	Total financing facilities	3,500	604
7.5	Unused financing facilities available at qu	arter end	2,896

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.

On 29 April 2022, the Company entered into a line of credit facility with AMRAM Corp Pty Ltd for an amount of \$3,500k. The facility is unsecured with interest payable monthly in arrears at 12% per annum. The nominal term of the facility is 12 months, or as otherwise agreed by the parties. The purpose of the facility is to provide additional working capital.

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(289)
8.2	Cash and cash equivalents at quarter end (item 4.6)	41
8.3	Unused finance facilities available at quarter end (item 7.5)	2,896
8.4	Total available funding (item 8.2 + item 8.3)	2,937
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	10.2

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.

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

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.

#### **Compliance statement**

- 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: 28 April 2023

Authorised by: The Board of Directors

#### **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.