

Quarterly Activities and Cashflow Report

Ensurance Limited (ASX: ENA) (**Ensurance** or **the Company**) is pleased to report another positive and productive quarter. The June quarter provided strong growth in revenue and Gross Written Premiums (GWP) from the Company's Australian operations and the launch of new products into the Environmental Liability market.

June Quarter Summary

Financial Results

Quarterly financial results are presented below in two sections:

- (i) Summary of key financial metrics compared to Previous Corresponding Period (PCP);
and
- (ii) Year to Date (YTD) Analysis.

This report is presented on a consolidated basis in Australian Dollars (AUD).

The below figures and graphs relate to the continuing operations (Australian operations), following the settlement of the sale of Ensurance UK Limited (UK) for \$8.2M (less settlement adjustments) as announced to the ASX on 10th March 2023.

Please note that these figures have not been audited.



(i) **Summary of key financial metrics**

	Q4 2022	Q4 2023	% Change from PCP
Fees and Commissions	\$638,214	\$1,189,111	86 %
Other Income	\$127	\$2,470	1843 %
Gross Written Premium	\$16,085,087	\$22,525,052	40 %
Cash at quarter end	\$635,000	\$5,428,420	755 %

(ii) **Year to Date (YTD) Analysis**

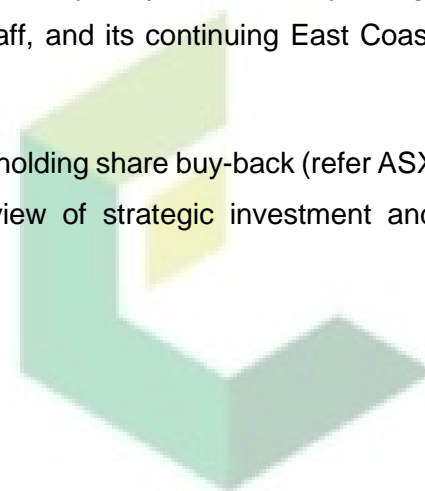
	Revenue	Gross Written Premium
YTD 2023	\$3,553,421	\$22,525,052
YTD 2022	\$2,462,730	\$16,085,087
Increase on YTD	(+ 44%) \$1,090,691	(+ 40%) + \$ 6,439,965

Corporate & Operational Update

The June quarter saw several business development initiatives, most notably the launch of a new environmental insurance product range (refer ASX Announcement dated 5th April 2023).

The Professional Risks division delivered strong revenue growth buoyed by the Company's long-term investment in the appointment of senior Underwriting staff, and its continuing East Coast expansion, with a new office opening in Melbourne in July.

Corporate initiatives over the June quarter involved a minimum holding share buy-back (refer ASX Announcement dated 19th April 2023) and the ongoing review of strategic investment and acquisition opportunities.



Related Party Transactions

Payments to related parties and their associates in section 6 of Appendix 4C, amounted to \$118K, for the June 2023 quarter. This included the Chairman's salary of \$38K, Executive Director salary of \$70K and Non-Executive Director fees of \$10K.

Summary of Cash Position and Expenditure during the Period

The Company held cash and cash equivalents at the end of the quarter of \$5.43M. Quarterly operating expenditure during the quarter was \$899K. This included \$710K in staffing costs.

ENDS

This release has been authorised by the Board.

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Appendix 4C

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

Name of entity

Ensurance Limited (ASX: ENA)

ABN

80 148 142 634

Quarter ended ("current quarter")

30 June 2023

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	763	3,431
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing	-	-
(d) leased assets	-	-
(e) staff costs	(710)	(2,633)
(f) administration and corporate costs	(189)	(819)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	38	51
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other income		
- Net cash from discontinued operations	-	139
- Management fee received from discontinued operation	-	523
1.9 Net cash from / (used in) operating activities	(98)	692
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	(8)

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

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
(d) investments	-	(400)
(e) intellectual property	(82)	(144)
(f) other non-current assets (Rental Bond)	(7)	(7)
2.2 Proceeds from disposal of:		
(a) entities	-	-
(b) businesses	-	5,270
(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		
- Cash included from sale of Ensurance UK Limited	-	(442)
- Costs associated with the Sale of Ensurance UK	(235)	(307)
- 2021 Income tax paid for TKSR	-	(99)
- Net cash from discontinued operations	-	(3)
2.6 Net cash from / (used in) investing activities	(324)	3,860

3. Cash flows from financing activities		
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	(7)	(30)
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-

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

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
3.9	Other		
	Share Buy Back	(34)	(34)
	Net cash used in discontinued operations	-	(79)
3.10	Net cash from / (used in) financing activities	(41)	(143)

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	5,891	1,019
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(98)	692
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(324)	3,860
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(41)	(143)
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	5,428	5,428

5.	Reconciliation of cash and cash equivalents	Current quarter \$A'000	Previous quarter \$A'000
	at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts		
5.1	Bank balances	3,428	1,891
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (Term Deposits)	2,000	4,000
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	5,428	5,891

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

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	118
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.	Financing facilities <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>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	-	-
7.2	Credit standby arrangements	-	-
7.3	Other (Principal Finance Loan)	-	-
7.4	Total financing facilities	-	-
7.5	Unused financing facilities available at quarter end		-
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.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(98)
8.2	Cash and cash equivalents at quarter end (item 4.6)	5,428
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	5,428
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	55
	<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?	
	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?	
	N/A	

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

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?

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

- 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: 31 July 2023

Authorised by: The Board of Ensurance Ltd

(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.