



27 October 2023

## Quarterly Activities Report – Quarter ended 30 September 2023

The Directors of Cape Range Limited (**Company**) present the quarterly activities report for the 3 months ended 30 September 2023 for its operating subsidiary, Biztrak Business Solutions Sdn Bhd (**Biztrak**).

### Financial Highlights

#### 1. Third Quarter 2023 VS Third Quarter 2022

During the third quarter of 2023, Biztrak recorded revenue of A\$152k (MYR 455k), an improvement of over 29% when compared to the preceding year's corresponding quarter of A\$118k (MYR 353k). The higher revenue was mainly attributed to an increase in sales of Biztrak MSB and Biztrak WMS software licenses, as well as software maintenance and customisation projects.

In tandem with the higher revenue, Biztrak's net profit for the quarter rose to A\$49k (MYR 147k) in comparison to the third quarter of 2022 when a net-profit of A\$3k (MYR 8.5k) was recorded.

### Business and Product Highlights

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

During the quarter, the Biztrak MSB team completed Biztrak MSB upgrades and developments, as follows:

- An enhanced ePayment file allowing users to extract payment entries and generate them into an 'ePayment' file that can be submitted or uploaded to their banker's portal for the bank to process and make the payments as stated in the ePayment file.
- Improved Sales Invoice Listing report that now includes a "Salesperson name" field that allows users to retrieve and export the report, inclusive of the "Salesperson name" field, in both text file and excel formats.
- Completed a customisation project for a Malaysian pharmaceutical group that involved enabling the generation of sales invoice numbers in barcode format, which facilitates the efficient usage of the barcode format by providing ease of scanning and identification during transactions.

The Fixed Asset Module of Biztrak MSB is set to undergo enhancements to improve functionality and accommodate more detailed asset descriptions by increasing the number of characters that can be used from 40 to 250 characters.

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Other work in progress included on-going R&D tasks that are being taken by Biztrak's MSB team as follows:

- Incorporating the Biztrak Auto Archiving module into the Biztrak Enterprise 13.0 Service Pack 5.
- Introducing for two Malaysian banks a functionality to accommodate multiple email accounts to enable the banks to send payment advice upon payment approval through various email accounts.
- Customisation of the Biztrak MSB Mobile App involving the integration of a delivery code selection function within the Sales Order module.
- Customising the integration of Biztrak MSB with the Biztrak WMS application.
- A new customisation project to develop a system to manage and monitor an entity's guaranteed member savings facilities, loan financing facilities and dividend payouts.

## **(2) Biztrak Online – Cloud Accounting Software**

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

- New business form templates:
- Tax Submission Report
- Purchase Order Form
- Journal Voucher (General Journal) Form
- Sales Invoice (Account) Form
- AR Debit Note Form
- AR Credit Note Form
- AP Debit Note Form
- Payment Voucher Form
- Cash Receipt Form
- Cash Payment Form

R&D work in progress by the Biztrak Online team includes the development of a complete Inventory control module. This module aims to offer comprehensive inventory management capabilities, providing users with total control and visibility over their entire inventory.

## **(3) Biztrak WMS – Warehouse Management System**

**The Biztrak WMS** team had completed several enhancements during the third quarter, which include:

### **Biztrak WMS**

The kitting module is now enhanced with the following components:

- A Work Order Wizard designed to streamline the kitting process.
- Configuration options for the Packaging Material master within the Kitting module.
- A selection of tailor-made reports for new customers, including:
  - Tally Form

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- Pallet Label
- Pallet Label (Finished Goods)
- Pick List Details
- Delivery Order

### **Biztrak WMS Mobile app**

- Work Order Picking: This feature allows user to select the necessary raw materials, components, or packing materials in accordance with the work order generated within Biztrak WMS.
- Receipt of Finished Goods: This feature allows user to accept finished goods in line with the work order generated within Biztrak WMS.
- Picking Individual Orders: This feature allows user to pick finished goods in accordance with the Issue transaction generated by Biztrak WMS.

### **Marketing and Promotion**

As part of Biztrak's proactive 2023 sales and marketing strategies, Biztrak participated in a number of exhibitions and expos, including:

- SAGA Government Agencies Conference 2023 at Hilton Hotel Kota Kinabalu, Sabah, June 6-8, 2023;
- 6th Malaysia International Retail & Franchise Expo 2023 at KLCC Convention Centre, Kuala Lumpur, July 7-9, 2023 (in partnership with our business partner, TimeTec Cloud Sdn Bhd, a Malaysia-based solution company in Human Resource System);
- Malaysia Halal Expo 2023 at Mines International Exhibition & Convention Centre (MIECC), September 1-3, 2023 (in partnership with TimeTec Cloud Sdn Bhd); and
- Smart Nation Expo 2023 at Malaysia International and Trade Exhibition Centre, Kuala Lumpur, September 19-21, 2023 (invited by our business partner, Tiramizoo, a German-based solution company in Transport Management Systems).

Next month, we will again be joining Tiramizoo to participate in Malaysia's International Trade Fair on Intralogistics and Supply Chain Management at Setia Spice Arena Penang on November 8-10, 2023.

These exhibitions and expos provide Biztrak with the opportunity to engage directly with its target audiences and to more efficiently promote our software solutions to potential leads, and generate higher sales conversions. Furthermore, our joint participation with synergy business partners such as TimeTec Cloud and Tiramizoo at exhibitions and expos enables us to cross-sell our solutions to their customer base and attract a more diversified audience by showcasing the integration of our software solutions.

### **Expenditure (A\$'000)**

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

- Biztrak MSB: \$63k (MYR 189k), includes Malaysian staff costs and third-party server MSB hosting direct expenditure attributable to the product/service delivery
- Biztrak Online: \$41k (MYR 124k), includes Malaysian staff costs

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- Biztrak WMS: \$18k (MYR 53k), 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**

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## 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")**

30 Sept 2023

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	118	447
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(15)	(32)
(c) advertising and marketing	(2)	(3)
(d) leased assets	-	-
(e) staff costs	(184)	(551)
(f) administration and corporate costs	(92)	(245)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	14
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid		(2)
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(175)</b>	<b>(372)</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	-	-

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Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 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</b>	<b>Net cash from / (used in) investing activities</b>	<b>-</b>	<b>-</b>

<b>3.</b>	<b>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)	(27)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>(9)</b>	<b>(27)</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	2,133	2,348
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(175)	(372)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	-
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(9)	(27)

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Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	<b>Cash and cash equivalents at end of period</b>	<b>1,949</b>	<b>1,949</b>

5.	<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	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	1,949	2,133
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>1,949</b>	<b>2,133</b>

6.	<b>Payments to related parties of the entity and their associates</b>	Current quarter \$A'000
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>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	183	11
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	<b>Total financing facilities</b>	<b>183</b>	<b>11</b>
7.5	<b>Unused financing facilities available at quarter end</b>		<b>172</b>
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		

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8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(175)
8.2	Cash and cash equivalents at quarter end (item 4.6)	1,949
8.3	Unused finance facilities available at quarter end (item 7.5)	172
8.4	Total available funding (item 8.2 + item 8.3)	2,121
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	12
<p><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></p>		
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?	
	<p>Answer:</p>	
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?	
	<p>Answer:</p>	
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?	
	<p>Answer:</p>	
<p><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></p>		

## 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.

27 October 2023

Date: .....

The Board of the Company

Authorised by: .....

(Name of body or officer authorising release – see note 4)

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## 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.

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