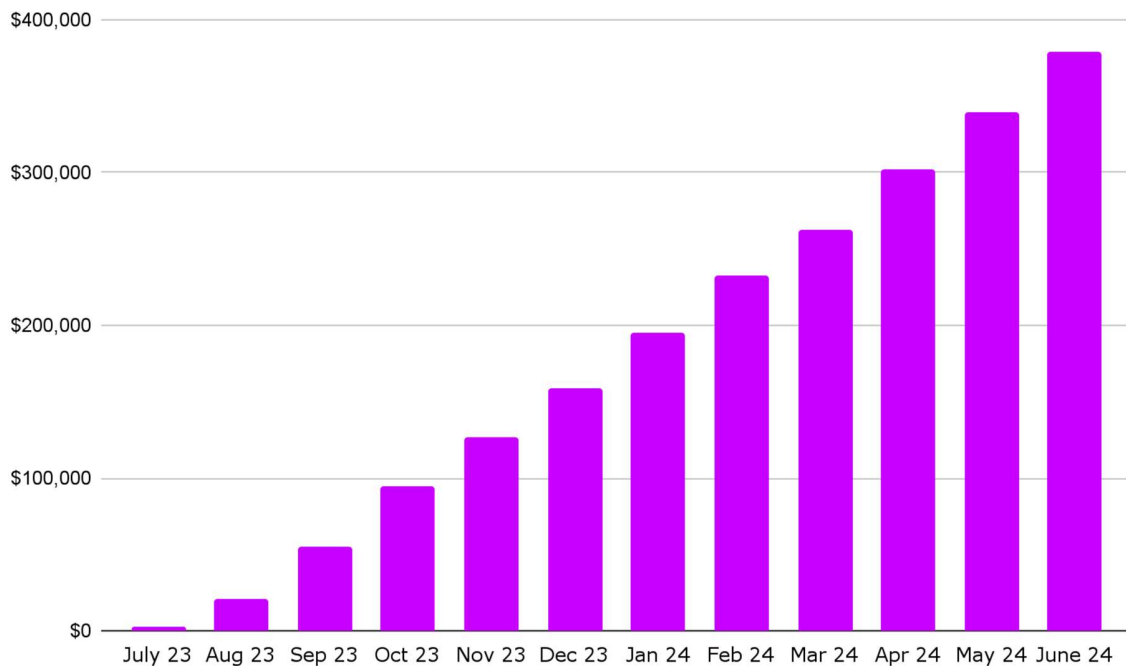


## Dough further reduces its cost base in Q4 as user and loan growth builds

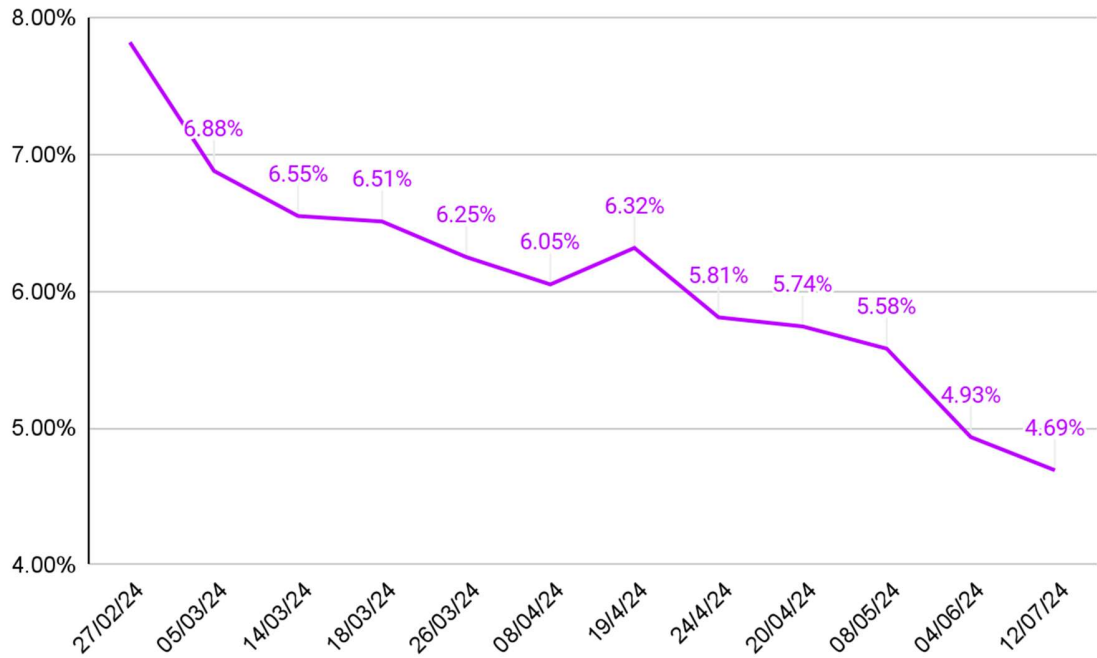
Sydney, 31 July 2024 - [Dough](#) Ltd (ASX:DOU), the award winning fintech is pleased to give an update on its Q424 activities. The Company focused its efforts on continuing to organically grow revenue from its B2B and B2C activities, following the launch of its new merchant gateway product in Q3. As Dough seeks to become the primary payment and investing App of choice for gen-z and millennials.

The Company saw an uptick in new customer acquisition. Originated loans (Spots) since launching the 28 day, Pay in 4 weekly instalment product stands at \$442k (26% CMGR<sup>1</sup>). At an average loan amount of \$172, with defaults down to 1.04% in the last 3 months (4.53% all time). Significant improvements have been made to underwriting, fraud prevention and collections. Dough plans to roll out its expanded Pay in 8 & Pay in 12 weekly instalment options later this year.

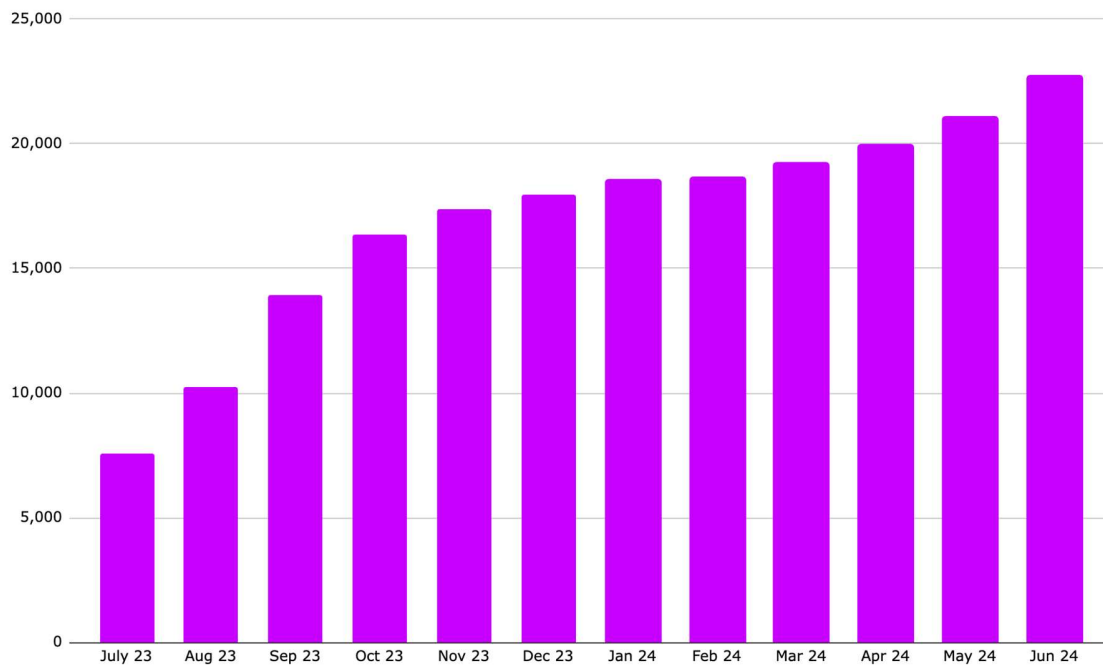


Accumulated loan growth since launch

<sup>1</sup> The compounding monthly growth rate (CMGR) refers to the average month-over-month growth of a metric over a period of time, calculated as  $(\text{Final Month Value} \div \text{Initial Month Value})^{(1 \div \# \text{ of Months})} - 1$ .



Total 90+ day default rate since launch



Accumulated registered customer growth

Douugh Pay allows merchants to offer their customers Douugh's unique Stockback™ reward program, with the flexibility of 'Pay Now' or 'Pay Later' features integrated into a seamless checkout experience at point of sale.

Payments are automatically debited from a customer's connected Visa/Mastercard Debit (Wallet) or Line of Credit (Spot), depending on the customer's preference at checkout.

The Douugh Pay solution is designed to be open loop, with the goal of appealing to key customer cohorts that will be attracted to grow their money as they spend by earning Stockback™ (Cashback rewards that's invested in a customers chosen managed Portfolio), as well accessing interest-free credit at POS through the click of a button.

Douugh is handling end-to-end settlement with the merchant and the customer. Stockback™ rewards will be funded directly by the merchant, with Douugh charging a processing fee of ~1.75% + 30c.

## **Outlook**

The Company is focusing its efforts on scaling its B2C business via its growing merchant channel, in an effort to further minimise its cost base. The Company is actively working on identifying suitable acquisition targets that will complement its business, increase shareholder value and leverage its technology.

## **Business activities**

The Company collected \$142k (Previous Qtr (Q3): \$260k) in cash receipts for the quarter from users and customers transacting on the B2B and B2C platforms. Business activities expenditure totalled \$252k for the quarter (Q3: \$188k) consisting of research and development \$10k (Q3: \$42k), advertising and marketing \$8k (Q3: \$18k), operating costs \$148k (Q3: \$54k) with the balance to administration \$22k (Q3: \$59k) and staff costs \$64k (Q3: \$16k). R&D programs are now materially complete. Advertising and marketing continues to largely rely on internal efforts and owned channels. Administration, staff and operating costs were cut back further noting the outflow in the quarter is partially understated to due timing differences.

The aggregate amount of payments to related parties and their associates included in Q4 Cash flows from operating activities was nil as payments (director fees and salaries on commercial terms) to these parties were accrued.

–End–

## About Douugh

[Douugh](#) is an award winning fintech company, on a mission to help customers manage and grow their money to build long-term wealth.

For more information contact:

Investor

[info@douugh.com](mailto:info@douugh.com)

Media

[press@douugh.com](mailto:press@douugh.com)

ASX release approved by the Board.

## Appendix 4C

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

**Name of entity**

DOOUGH LIMITED

**ABN**

41 108 042 593

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

30 June 2024

<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	142	536
1.2 Payments for		
(a) research and development	(10)	(416)
(b) product manufacturing and operating costs	(148)	(416)
(c) advertising and marketing	(8)	(61)
(d) leased assets	-	-
(e) staff costs	(64)	(605)
(f) administration and corporate costs	(22)	(223)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	13	33
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	1,648
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(97)</b>	<b>496</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	(74)	(312)
(f) other non-current assets	-	(89)

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 (cash from acquired subsidiary)	-	-
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>(74)</b>	<b>(401)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)*	-	385
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	-	(29)
3.5	Proceeds from borrowings	130	130
3.6	Repayment of borrowings	-	(1,188)
3.7	Transaction costs related to loans and borrowings	(1)	17
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>(129)</b>	<b>(685)</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	200	747
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(97)	496
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(74)	(401)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	129	(685)
4.5	Effect of movement in exchange rates on cash held	-	1
4.6	<b>Cash and cash equivalents at end of period</b>	<b>158</b>	<b>158</b>

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	158	200
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>158</b>	<b>200</b>

**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 quarter  
\$A'000**

-

-

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**

*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.*

	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
7.1 Loan facilities	-	-
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	105	105
7.4 <b>Total financing facilities</b>	-	-

7.5 **Unused financing facilities available at quarter end** 105

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 28 March 2022, the Company announced that it had entered into an equity placement funding facility with an investment fund (the Funder). The facility is immediately available to be accessed utilising 35M shares issued to the Funder and was undrawn at 30 June 2024.

<b>8. Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1 Net cash from / (used in) operating activities (Item 1.9)	97
8.2 Cash and cash equivalents at quarter end (Item 4.6)	158
8.3 Unused finance facilities available at quarter end (Item 7.5)	105
8.4 Total available funding (Item 8.2 + Item 8.3)	360
8.5 <b>Estimated quarters of funding available (Item 8.4 divided by Item 8.1)</b>	3.71

8.6 If Item 8.5 is less than 2 quarters, 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: N/A

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

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



## 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 July 2024

Date: .....

By the Board

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.