
Record growth for Boppl

Key points

- Record August with over 400,000 downloads and \$200,000 in orders
- Additional revenue streams close to activation
- New South Wales market doubled in transaction size
- New expansion opportunities across Ireland, New Zealand, USA and UK
- 75% increase in platform downloads from July to August
- 20% increase in new user signups from July to August
- 25% increase in order volume from July to August

Yonder & Beyond Group Limited (ASX:YNB) is pleased to announce Boppl surpassed \$200,000 in orders within the month of August seeing a new record month for its rapidly growing subsidiary. This result represents a 40% increase in orders from the previous month and continues the trend of consistent month-on-month growth for both new venue activations and processed transactional volume across all Boppl powered platforms.

Boppl is growing at an accelerated rate with its platforms now powering mobile ordering and delivery for leading hospitality brands such as Zambrero, Comma Coffee, Venzin Group, Acai Brothers, Merlo, The Yiros Shop and Aromas.

App downloads exceeded 40,000 during the month of August. Utilising the platform's ability to power table service, schedule ordering, delivery to consumer and takeaway collection, newly launched lunch trade services now see customers ordering at a rate of more than 6 transactions per minute in pilot venues.

With Boppl hitting this transaction milestone, it is approaching thresholds to activate additional revenue streams through a sharing of merchant costs associated with each transaction. Opening up this revenue stream has been a part of the Boppl business plan and its attractiveness as a revenue generating business at scale.

In addition to the ever-expanding footprint in Brisbane, which has recently had launches in the Gasworks Plaza shopping centre and Sunsuper building, the record growth last month includes transaction numbers doubling in the New South Wales market. Boppl is also excited to announce overseas expansion in the USA, Ireland and the UK.

Boppl CEO, Angus McLachlan said, *"Our mission is to help hospitality own the shift to mobile, streamline operations and build meaningful relationships with every customer. Whilst it is exciting to see continued growth in revenue and unprecedented customer adoption, we are only getting started. As we continue to grow we will build powerful tools that help venues interact and transact with the customer like never before."*



ASX ANNOUNCEMENT (ASX: YNB)

Level 4, 11 Bank Place,
Melbourne, Victoria 3000

About Boppl

Boppl is a connected online platform allowing customers to order and pay from their mobile, extending every point-of-sale system beyond the counter.

In 2015, Boppl built the most sophisticated database engine to help digitise and structure menu data that existing technologies could not. Boppl helps businesses connect, interact and transact with customers allowing them to build a relationship with every customer, like never before.

About Yonder & Beyond

Yonder & Beyond (Y&B) is a portfolio of synergistic technology assets with a focus on mobile businesses. Y&B's strategy is to identify and develop disruptive applications with high commercialisation and scalability potential. Y&B equip start-ups with vital capabilities beyond capital. Our philosophy is to invest in people, as well as invest in their business, so they can both grow and succeed. We are dedicated to contributing to the development of businesses through our resources, experience and relationships.

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