

## Quarter in Review

- Passed 100,000 total app downloads for Boppl
- 71% increase in users for Boppl and with 82% of customers becoming repeat customers
- Boppl had an 81% increase in order volume compared to last quarter with monthly order volumes of \$200,000
- Beyond Media received first royalty revenues of USD\$250,000
- Gophr sales continue to increase, up 70% on previous quarter with monthly sales in excess of \$200,000 in September.
- Started Trial with retailing giant M&S (Marks and Spencer).

## Corporate and Finance

- Cash on Hand as at 30 September 2017 - \$561k;
- Receipts from sales of \$1,833 (June \$1,372k) an improvement of 33.6%
- Net cash from operations - \$61k (June \$119k).

## Funding update

The Company is pleased to report positive cashflow from operations of 61k in the September quarter. This marks the first time the Company has achieved consecutive quarters of positive cashflow from operations. The Company also received its first revenue from Beyond Media and saw significant increase in sales in Gophr.

During the last quarter the Company finalised relevant approvals with creditors and shareholders to improve the balance sheet by over \$1.3m.

The Strategic Review is on-going with updates to be provided shortly, but as previously provided to the market, Shashi Fernando has been appointed CEO of Beyond Media to provide dedicated focus on this exciting segment of the Company's business.

For questions regarding this announcement please email:

[invest@yonderbeyond.com](mailto:invest@yonderbeyond.com)

Christopher Shearer  
Company Secretary

# Appendix 4C

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

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

Name of entity

**YONDER & BEYOND GROUP LIMITED (ASX:YNB)**

ABN

**76 149 278 759**

Quarter ended (Current quarter)

**30 September 2017**

### Consolidated statement of cash flows

**1. Cash flows from operating activities**

- 1.1 Receipts from customers
- 1.2 Payments for:
  - (a) research and development
  - (b) product manufacturing and operating costs
  - (c) advertising and marketing
  - (d) leased assets
  - (e) staff costs
  - (f) administration and corporate costs
- 1.3 Dividends received (see note 3)
- 1.4 Interest received
- 1.5 Interest and other costs of finance paid
- 1.6 Income taxes (paid) / refunded
- 1.7 Government grants and tax incentives
- 1.8 Other (provide details if material):
- 1.9 **Net cash from / (used in) operating activities**

Current quarter \$A'000	Year to date (3 Months) \$A'000
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1,833	1,833
-	-
-	-
(957)	(957)
(43)	(43)
-	-
(571)	(571)
(484)	(484)
-	-
1	1
(1)	(1)
-	-
283	283
-	-

61	61
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**2. Cash flows from investing activities**

- 2.1 Payments to acquire:
  - (a) property, plant and equipment
  - (b) businesses (see item 10)
  - (c) investments
  - (d) intellectual property
  - (e) other non-current assets
- 2.2 Proceeds from disposal of:
  - (a) property, plant and equipment
  - (b) businesses (see item 10)
  - (c) investments
  - (d) intellectual property
  - (e) 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)

(1)	(1)
-	-
-	-
(8)	(8)
-	-
-	-
-	-
-	-
-	-
-	-
-	-
-	-

(9)	(9)
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**2.6 Net cash from / (used in) investing activities**

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 Months) \$A'000
<b>3. Cash flows from financing activities</b>			
3.1 Proceeds from issues of shares		277	277
3.2 Proceeds from issue of convertible notes		-	-
3.3 Proceeds from exercise of share options		-	-
3.4 Transaction costs related to issues of shares, convertible notes or options		-	-
3.5 Proceeds from borrowings		-	-
3.6 Repayment of borrowings		(7)	(7)
3.7 Transaction costs related to loans and borrowings		-	-
3.8 Dividends paid		-	-
3.9 Other (provide details if material)		-	-
<b>3.10 Net cash from / (used in) financing activities</b>		<b>270</b>	<b>270</b>
<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>			
4.1 Cash and cash equivalents at beginning of quarter/year to date		237	237
4.2 Net cash from / (used in) operating activities (item 1.9 above)		61	61
4.3 Net cash from / (used in) investing activities (item 2.6 above)		(9)	(9)
4.4 Net cash from / (used in) financing activities (item 3.10 above)		270	270
4.5 Effect of movement in exchange rates on cash held		2	2
<b>4.6 Cash and cash equivalents at end of quarter</b>		<b>561</b>	<b>561</b>
<b>5. 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		<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1 Bank balances		561	237
5.2 Call deposits		-	-
5.3 Bank overdrafts		-	-
5.4 Other (provide details)		-	-
<b>5.5 Cash and cash equivalents at end of quarter</b> (should equal item 4.6 above)		<b>561</b>	<b>237</b>
<b>6. Payments to directors of the entity and their associates</b>		<b>Current quarter \$A'000</b>	
6.1 Aggregate amount of payments to these parties included in item 1.2		-	
6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3		-	
6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2			
Nil			
<b>7. Payments to related entities of the entity and their associates</b>		<b>Current quarter \$A'000</b>	
7.1 Aggregate amount of payments to these parties included in item 1.2		-	
7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3		-	
7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2			
Nil			

**8. Financing facilities available**

Add notes as necessary for an understanding of the position

Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
12	12
-	-
-	-

8.1 Loan facilities

8.2 Credit standby arrangements

8.3 Other (please specify)

8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.

- a. Borrowings with financial institutions are an unsecured loan with HSBC UK at an interest rate of 3.97% p.a. over the Bank of England base rate. The principal and interest is repaid monthly over a period of 2 years from the initial draw down.

**9. Estimated cash outflows for next quarter**

**\$A'000**

9.1 Research and development

9.2 Product manufacturing and operating costs

9.3 Advertising and marketing

9.4 Leased assets

9.5 Staff costs

9.6 Administration and corporate costs

9.7 Other (provide details if material)

9.8 **Total estimated cash outflows<sup>(1)</sup>**

-  
(1,400)  
(60)  
-  
(600)  
(130)  
-  
(2,190)

<sup>(1)</sup> **Notes**

Cash outflows do not include expected cash inflows from forecast sales revenue of approximately \$1.8 M.

**10. Acquisitions and disposals of business entities**  
(items 2.1(b) and 2.2(b) above)

10.1 Name of entity

10.2 Place of incorporation or registration

10.3 Consideration for acquisition or disposal

10.4 Total net assets / (deficiency)

10.5 Nature of business

Acquisitions	Disposals
-	-
-	-
-	-
-	-
-	-

**Compliance statement**

- This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- This statement gives a true and fair view of the matters disclosed.

Signed:

Dated: Tuesday, 31 October 2017

Company Secretary  
Christopher Shearer

**Notes**

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly 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 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.