

Date: 31 October 2017

Mobilarm starts year on track with plan

- Receipts from customers of \$1.3M for the quarter.
- Order performance of \$1.0M for quarter.

Global marine safety equipment provider Mobilarm Limited (ASX: MBO) today reported quarterly receipts from customers of \$1.3M a 1% drop from last year or 3% increase if you factor in the exchange rate for the Pound Sterling over that period. Customer orders for the quarter were \$1.0M, compared to \$1.2M last year, a drop of 19%, but ahead of the Company's plan for the period.

Mobilarm Chief Executive Officer Ken Gaunt commented: "We delivered on our plan after the significant changes made to the business in the previous six months. We set a baseline plan for this year on our path back to profitability. We continue expanding our network of global service centres and pushing ahead with our rental program. Most importantly, we are focused on long term growth and are preparing to introduce new solutions in the coming years to expand our portfolio in current and new markets."

Mobilarm Chief Financial Officer Jorge Nigaglioni commented: "We delivered a modest outflow of cash this quarter, during which most of our annual renewals occur. Now that we are past this quarter we can focus on cash and profit generation in the coming quarters."

-Ends-

Further details

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Chief Executive Officer

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Mobilarm Limited (ASX: MBO) and its 100% owned subsidiary MRT (UK) is involved in the development, manufacturing and sale of a Man Overboard Safety Systems provided to the offshore oil & gas industries, commercial marine industries, defence, and government & regulatory agencies internationally. MBO currently operates in the UK, Australia, Nigeria and USA.

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

Mobilarm Limited

ABN

15 106 513 580

Quarter ended ("current quarter")

30 September 2017

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	1,257	1,257
1.2 Payments for		
(a) research and development	(2)	(2)
(b) product manufacturing and operating costs	(376)	(376)
(c) advertising and marketing	-	-
(d) leased assets	-	-
(e) staff costs	(322)	(322)
(f) administration and corporate costs	(566)	(566)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	1	1
1.5 Interest and other costs of finance paid	(1)	(1)
1.6 Income taxes paid	(113)	(113)
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	(121)	(121)
2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
	(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)	-	-
2.6	Net cash from / (used in) investing activities	-	-

3.	Cash flows from financing activities		
3.1	Proceeds from issues of shares	-	-
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	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	Net cash from / (used in) financing activities	-	-

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of quarter/year to date	743	743
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(121)	(121)
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)	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of quarter	622	622

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	622	743
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	622	743

6. Payments to directors of the entity and their associates

- 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

**Current quarter
\$A'000**

70

-

Payments were for salaries or director fees and travel expenses.

7. Payments to related entities of the entity and their associates

- 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

**Current quarter
\$A'000**

-

-

8. Financing facilities available <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	\$3,957	\$3,677
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.		

The Company also has an additional \$971,525 in convertible debt, convertible that expires on the 7th of March 2017 and carries an interest rate of 6.0%. The Company also increased the size of the facility by a further \$700,000 convertible at the Company's option at the price of \$0.007 per share. The Company has drawn \$700,000 of this facility. The notes is convertible by the noteholder upon giving the Company thirty days notice or by the Company providing the Noteholder thirty days notice, both at the price of \$0.007 per share.

The Company entered into a \$2,000,000 convertible note facility on the 30th of September 2016. The facility carries a 12% interest rate and is convertible at the lower of \$0.04 per share or the price of any future capital transaction during the term of the note. The Company has drawn \$1,720,000 of this facility.

9. Estimated cash outflows for next quarter	\$A'000
9.1 Research and development	(50)
9.2 Product manufacturing and operating costs	(250)
9.3 Advertising and marketing	(5)
9.4 Leased assets	-
9.5 Staff costs	(425)
9.6 Administration and corporate costs	(450)
9.7 Other	-
9.8 Total estimated cash outflows	(1,180)

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
10.1 Name of entity		
10.2 Place of incorporation or registration		
10.3 Consideration for acquisition or disposal		
10.4 Total net assets		
10.5 Nature of business		

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 October 2017

Sign here:
(Director)

Date:

Jorge Nigaglioni

Print name:

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.