

## **ASX Announcement**

**31 July 2018**

### **ASSETOWL QUARTERLY UPDATE AND APPENDIX 4C For the Period ended 30 June 2018**

- **AssetOwl signs software service agreement with leading real estate group Colliers International (WA) Pty Ltd**
- **Appointment of Geoff Baldwin as a Non-Executive Director**
- **Renounceable Rights Offer raises \$1.1 million to support business development, marketing and expansion**

Enterprise property management platform provider AssetOwl Limited (ASX: AO1, **AssetOwl** or the **Company**) is pleased to present its Appendix 4C – Quarterly Cash Flow Report for the period ended 30 June 2018 with an update on business progress.

During the quarter, the Company continued its development focus on the real estate property management sector; announced a software service agreement with real estate group Colliers International (WA) Pty Ltd; appointed experienced real estate leader Geoff Baldwin to its Board; and completed a Renounceable Rights Offer which raised \$1.1 million.

#### **1 Agreement with Colliers International (WA)**

During the quarter, the Company continued to focus on development and growth of its property inspection tool for residential real estate, and announced its first commercial contract in the sector, signing a software service agreement with Colliers International (WA) Pty Ltd.

The Company now services customers in the retail, government and private real estate sectors, and regards the private real estate segment as the major growth opportunity for the business.

The agreement with Colliers followed a successful trial of the platform by Colliers between December 2017 and June 2018.

Colliers is an industry-leading global real estate company, operating in 66 countries. The group delivers a full range of property management services to real estate owners, occupiers and investors across all sectors worldwide.

AssetOwl's platform will provide Colliers with a single system of field tools to make collecting visual property inspections easy, accurate and efficient, with powerful reporting and analytical capabilities.

Under the Agreement, AssetOwl will provide Colliers with access to the audits, properties and admin modules of the AssetOwl Management Platform on a licence basis, for the purposes of preparing and managing property condition reports in respect of the properties managed by Colliers in Western Australia. AssetOwl will provide certain ancillary training and support services.

AssetOwl is to be paid a one-off fixed implementation fee to set up the Management Platform, and thereafter will receive set fees based on use of the licensed modules on a per-action basis (i.e. fee payable on use of certain functions within each module). Additional out-of-scope services that are provided by AssetOwl will be performed at an agreed hourly rate.

The Agreement will have an initial term of 12 months after which time either party may end the Agreement by giving 3 months' notice.

## **2 Capital Raising – Renounceable Rights Issue**

During the quarter, AssetOwl undertook a capital raising for ongoing working capital and business development via a pro-rata renounceable rights issue, managed by Patersons Securities Limited. A prospectus for the rights issue was lodged on 6 April 2018.

## **3 Board appointment**

AssetOwl appointed Geoff Baldwin to the board as a Non-Executive Director in June.

Mr Baldwin brings to the board considerable experience in the real estate and property management sectors.

Mr Baldwin has over 30 years' experience in the real estate sector and is currently the Managing Director and Owner of RE/MAX Western Australia (since 2009), and Managing Director and Co-Owner of Phoenix CPD, a Real Estate training company, providing compulsory professional development and elective training and coaching for real estate industry professionals.

Mr Baldwin is a former director and owner of Greatnet, a real estate technologies company, Mr Baldwin's firm developed the first real estate property inspection software in Australia, introduced Virtual Tour technology to the real estate industry in WA and developed websites and client management software for the industry. Mr Baldwin's other property experience has included being CEO of the Roy Weston Group from 2001 to 2006, and subsequent to this; being the co-owner of Consolidated Property Management and the Geoff Baldwin Realty Group.

As well as having an extensive property background, Mr Baldwin's professional memberships include: WA Chamber of Commerce & Industry, the Real Estate Institute of WA and the Australian Institute of Company Directors. He has made multiple contributions to the Real Estate Industry, including being past Councillor and Treasurer of the Real Estate Institute of WA and Chairman of the Certified Practising Real Estate Agents from 2015 to 2017.

#### **4 Financial Controls**

During and subsequent to the end of the quarter, the Company continued to manage ongoing costs of business, particularly as it seeks to build its presence in the private real estate sector. The Company has been able to materially reduce ongoing cash outflows, particularly as it transitions from a heavy development phase to commercialisation of its platform.

**\*\*\*ENDS\*\*\***

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**About AssetOwl Limited (ASX: AO1):**

AssetOwl is an innovative technology with an enterprise software application, providing real estate owners with one trusted platform for managing their properties remotely.

Combining Geospatial Information Systems (GIS) and Virtual Reality (VR) technologies, AssetOwl has developed an Internal Visualisation System (IVS) as a powerful tool designed specifically for property owners to visualise, question, analyse and interpret data within the four walls of each location and collectively across all locations within their network.

AssetOwl's Internal Visualisation System (IVS) software helps clients and their partners answer questions and solve problems by looking at their data in a way that is quickly understood and easily shared - on a property floor plan 'experienced' through a virtual tour.

AssetOwl empowers clients to improve project efficiency, productivity and accountability, while lowering the cost and risks in delivering projects and change initiatives of all sizes by providing one platform and one source of the truth for all property network information.

## 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**

**ASSETOWL LIMITED**

**ABN**

**12 122 727 342**

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

**30 June 2018**

<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>		3	12
1.1 Receipts from customers			
1.2 Payments for			
(a) research and development	(386)	(1,870)	
(b) product manufacturing and operating costs	(23)	(125)	
(c) advertising and marketing	-	-	
(d) leased assets (exploration & evaluation)	(5)	(46)	
(e) staff costs	(166)	(683)	
(f) administration and corporate costs	(120)	(504)	
1.3 Dividends received (see note 3)	-	-	
1.4 Interest received	1	9	
1.5 Interest and other costs of finance paid	(1)	(4)	
1.6 Income taxes refund (R & D)	-	17	
1.7 Government grants and tax incentives (R & D)	-	844	
1.8 Other	-	-	
<b>1.9 Net cash from / (used in) operating activities</b>		<b>(697)</b>	<b>(2,350)</b>

<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	-	(12)
(b) businesses (see item 10)	-	-
(c) investments	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 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)	-	-
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	-	(12)

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of shares	1,033	1,033
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	(51)	(51)
3.5	Proceeds from borrowings	280	330
3.6	Repayment of borrowings	(330)	(330)
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>932</b>	<b>982</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 quarter/year to date	76	1,691
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(697)	(2,350)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	(12)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	932	982

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	<b>Cash and cash equivalents at end of quarter</b>	<b>311</b>	<b>311</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	35	5
5.2	Call deposits	276	71
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>311</b>	<b>76</b>

6.	Payments to directors of the entity and their associates	Current quarter \$A'000
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	

7.	Payments to related entities of the entity and their associates	Current quarter \$A'000
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	

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

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9. <b>Estimated cash outflows for next quarter</b>	<b>\$A'000</b>
9.1 Research and development	100
9.2 Product manufacturing and operating costs	30
9.3 Advertising and marketing	20
9.4 Leased assets	-
9.5 Staff costs	100
9.6 Administration and corporate costs	50
<b>9.8 Total estimated cash outflows</b>	<b>300</b>

10. <b>Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	<b>Acquisitions</b>	<b>Disposals</b>
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.



Sign here: .....  
(Director/Company secretary)

Date: ...31 July 2018....

Print name: .....FLEUR HUDSON.....

### 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.