



27 July 2020

## **Opyl Appendix 4C – Quarter (Q4) ending 31 March 2020**

**Melbourne, Australia – Opyl (ASX:OPL)** today released its Appendix 4C Quarterly cash flow statement for the three month period ending 30<sup>th</sup> of June 2020 (Q4 FY2020).

### **Highlights**

- Loss for the quarter was \$31,000, down 88% from the previous quarter
- Closing cash balance was \$800,000 after the company completed a capital raising, up 5 times from the previous quarter
- Staff costs decreased 14% from 222K to 191K in the quarter
- Client revenue was down from \$188K to \$103K, which was impacted by payment timing and COVID-19 - this is expected to improve in the next quarter

### **Revenue**

The full year receipts from customers closed at \$739K, down slightly from the previous year, with some impact from COVID-19 on the retainer-based business. The company did see some timing issues on receipts from customers during the quarter which should be reflected in the next quarter. During the quarter Opyl announced the first contract originating from its partnership with humun. The two companies continue to work on proposals and project together.

"We continue to focus on rolling out our platforms and engaging with clients on the enormous potential of using social and digital media across healthcare for more efficient clinical trials and better patient outcomes. The last quarter shows the business is heading in the right direction and now the focus is building our client base and generating revenue from our platforms. The 2020/21 financial year has a strong focus on building revenue across the company." Said Opyl CEO Ms Michelle Gallaher.

Opyl had a rise of expressions of interest and proposals during the quarter to follow on from the previous quarter with the company currently having its highest number of active proposals in the market. The Company anticipates that if it is able to be successful in a number of key proposals the company will see a greater than 30% rise in its revenue in the coming 2020/21 financial year. Opyl has already made progress in the July 2020 quarter towards this goal. Opyl will provide the market and shareholders further updates through the financial year on progress

### **Company Operations**

For the quarter, the overall costs remained contained as the business focuses on building its revenues through its three platforms in social and digital media (Market Insights, Clinical Trials Predictor & Clinical Trials recruitment). The overall loss for the quarter decreased to \$31,000, down from \$249,000 the previous quarter and down from \$219,000 in the corresponding period. The Net Cash loss for the full year was \$1.03M, down 51% from the previous year. The company did have some timing issues in relation to contracts from the period which would have reduced the overall loss for the period further.



During the quarter the company completed a placement that raised \$730K before fees and costs which has strengthened the company's cash position for the 2020/21 financial year.

The company has continued to control its internal costs, with staff costs falling 14% during the period, and down 35% for the full year compared to the previous year. Moving forward the company will look to increase its activities around sales and marketing in line with a growing number of proposals that Opyl has in the market. Over the past 12 months Opyl has also reduced administrative and corporate costs by over 20%.

During the period Opyl had related party costs of \$46K in Director fees and to Advantage Data relating to R&D activities for the further development of the Company's clinical trial platforms.

The Board has authorised this announcement for release to the ASX.

**-ENDS-**

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[www.opyl.ai](http://www.opyl.ai)

Opyl is a new generation company working at the intersection of artificial intelligence, social media and healthcare. Our focus is on developing digital tools that improve the healthcare experience for patients, deliver deep market insights from social media data and improve the efficiency and value of the clinical research process by employing artificial intelligence and emerging digital tools.

Our point of difference is the deep healthcare marketing and data science expertise of our diverse team and our understanding of real world data, particularly patient reported outcomes (PRO) and the continuous data and dialogue stream within consented social media.

Follow Opyl on Twitter (@Opylai), LinkedIn, Facebook and Instagram

## Appendix 4C

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

**Name of entity**

Opyl Limited

**ABN**

71 063 144 865

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

30 June 2020

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (.....months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	103	739
1.2 Payments for		
(a) research and development		
(b) product manufacturing and operating costs		
(c) advertising and marketing	(21)	(92)
(d) leased assets		
(e) staff costs (Includes \$30k payment for the quarter to directors)	(191)	(978)
(f) administration and corporate costs	(172)	(938)
1.3 Dividends received (see note 3)		
1.4 Interest received		5
1.5 Interest and other costs of finance paid		
1.6 Income taxes paid		(14)
1.7 Government grants and tax incentives	250	250
1.8 Other (provide details if material)		
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(31)</b>	<b>(1,028)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) entities		
(b) businesses		
(c) property, plant and equipment	(4)	(9)
(d) investments		

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (.....months) \$A'000
	(e) intellectual property (amount is paid to a related party for in-house software development)	(13)	(59)
	(f) other non-current assets		
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 (provide details if material)		
2.6	<b>Net cash from / (used in) investing activities</b>	<b>(17)</b>	<b>(68)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	730	2,021
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	(49)	(108)
3.5	Proceeds from borrowings		
3.6	Repayment of borrowings	0	(104)
3.7	Transaction costs related to loans and borrowings		
3.8	Dividends paid		
3.9	Other (provide details if material)		
3.10	<b>Net cash from / (used in) financing activities</b>	<b>681</b>	<b>1,809</b>

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (.....months) \$A'000
<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	137	99
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(31)	(1,028)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(17)	(68)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	681	1,809
4.5	Effect of movement in exchange rates on cash held	30	(12)
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>800</b>	<b>800</b>

<b>5.</b>	<b>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	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	800	137
5.2	Call deposits		
5.3	Bank overdrafts		
5.4	Other (provide details)		
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>800</b>	<b>137</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**

33

13

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

Non-Executive Board remuneration - \$33K

Amount shown at item 6.2 is for consulting fees paid to RDI Consulting, a related party of Damon Rasheed.

**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.*

7.1 Loan facilities

7.2 Credit standby arrangements

7.3 Other (please specify)

7.4 **Total financing facilities**

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

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

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.

**8. Estimated cash available for future operating activities**

**\$A'000**

8.1	Net cash from / (used in) operating activities (Item 1.9)	(31)
8.2	Cash and cash equivalents at quarter end (Item 4.6)	800
8.3	Unused finance facilities available at quarter end (Item 7.5)	
8.4	Total available funding (Item 8.2 + Item 8.3)	800
8.5	<b>Estimated quarters of funding available (Item 8.4 divided by Item 8.1)</b>	25.8

8.6 If Item 8.5 is less than 2 quarters, please provide answers to the following questions:

- 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:

- 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:

- Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer:

## 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.

Date: .....27.July 2020.....

Authorised by: .....By the Board of Directors of Opyl Limited.....  
(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.