



ASX Announcement
28 April 2016

QUARTERLY ACTIVITIES REPORT PERIOD ENDING 31 MARCH 2016

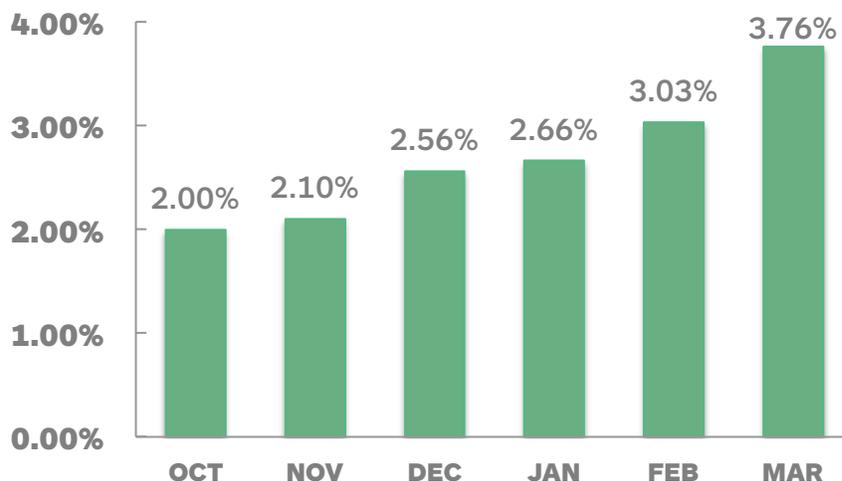
Updater Inc. (“Updater” or the “Company”) (ASX: UPD), the US technology company making the moving process easier for the 17 million US households moving each year, is pleased to report activity highlights for Q1 2016 along with Appendix 4C.

David Greenberg, Founder and CEO of Updater, commented: “We’re thrilled to report that we’ve remained well within our planned operating budget while exceeding our internal market share projections. Our ability to surpass goals while spending far less than anticipated is a testament to the talent and dedication of our team. We look forward to continuing to deliver results for shareholders that we believe will ultimately position Updater as the industry leader in US relocation.”

Activity Highlights

- The Company’s key performance metric, Estimated Market Share, hit all-time highs in each month of Q1 2016 (see below). Estimated Market Share surged to 3.76% in March 2016.

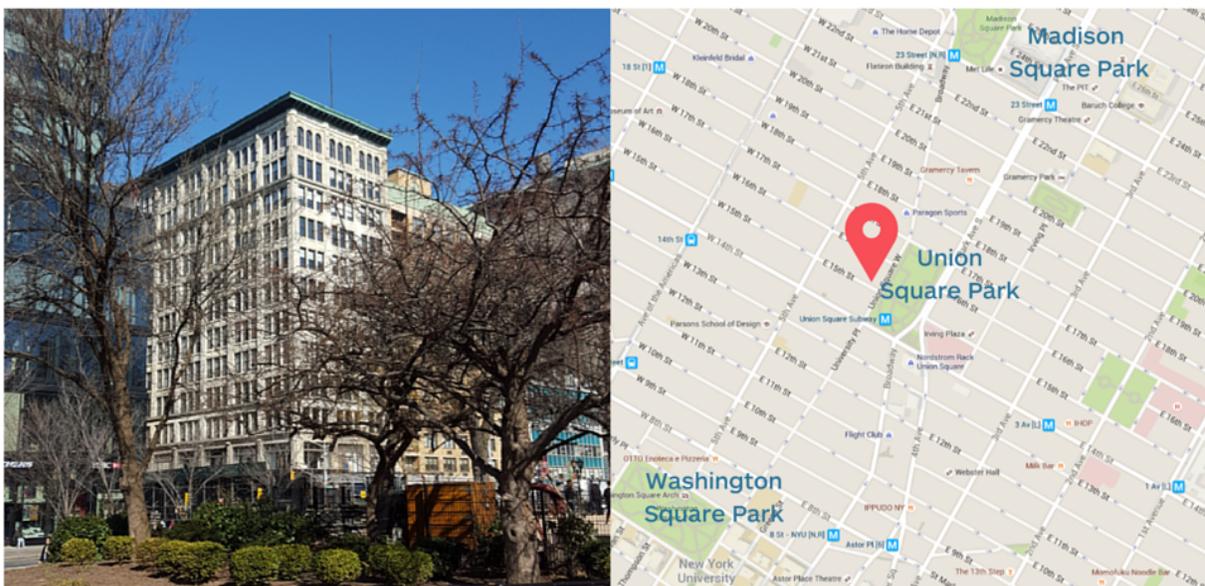
Estimated Market Share of all US Household Moves
(Q4 2015 and Q1 2016)



Monthly Moves Processed (Q1 2016)

JAN	FEB	MAR
36,623	37,546	45,555

- After an extensive executive search that spanned well over 100 candidates, the Company appointed Raj Doshi, formerly of Google, as Senior Vice President of Sales. Raj has joined David Greenberg and Ryan Hubbard on the senior management team and he will oversee all sales and support divisions of the Company, which include the majority of employees.
- The Company launched a marketing and sales partnership (signed in 2015) with MRI Software, one of the leading core property management software providers.
- The Company launched a marketing and sales partnership with BackAgent, one of the leading transaction management software and intranet solutions for real estate brokerages and agents.
- The Company launched a marketing and sales partnership with SkySlope, one of the leading transaction management software solutions for real estate brokerages. In Q1, the Company on-boarded six large brokerage firms via the SkySlope integration, including the largest RE/MAX office in the world.
- Dozens of influential real estate companies signed partnership agreements with the Company during Q1, and numerous existing real estate company partners rolled-out Updater to additional agents, properties, locations, etc. Of note, Coldwell Banker Residential Brokerage rolled-out Updater to its 10th region, and 11 of the National Multifamily Housing Council's Top 50 Apartment Managers have signed partnerships with the Company.
- The Company successfully hired three partner support professionals to help manage relationships with the Company's rapidly growing network of real estate company partners. In addition, the Company hired a solutions engineer to manage the Company's technology integrations and help onboard new partners on the Company's Integration Platform.
- As the size of the Company's current office has become inadequate with the addition of new personnel, the Company has successfully secured a long-term lease for the entire top floor of 19 Union Square West, an iconic building overlooking Union Square in Manhattan. Union Square is the epicenter of the New York venture and technology community. The team is excited to move to the new space by the end of Q3.



19 Union Square West, New York City

Company Goals

As described in the Company's Annual Report, Estimated Market Share is the Company's key metric and 5% by year-end 2016 is the Company's goal. Increased market share remains the Company's principal business objective in 2016.

With 5% Estimated Market Share, management believes that the Company will be positioned to unlock a substantial revenue opportunity after the launch of Updater's Business Products. US businesses (such as insurance companies and big box retailers) collectively spend billions of dollars each year targeting movers, and Updater plans to provide such businesses with unique opportunities to communicate contextually with the right movers at the right time.

Importantly, management believes that such contextual communication will further enhance the Mover Product experience, in turn, driving increased demand from movers and real estate companies.

Cash Position (as at 31 March 2016)

The attached Appendix 4C covers cash flow for Q1 2016. The Company is pleased to report that at 31 March 2016, the Company held approximately US\$15,555,000 in total cash (equivalent to approximately AU\$20,500,000), well within the Company's planned budget. The Company remains fully capitalised to achieve its near-term business objectives outlined in the Annual Report. The Company also continues to remain debt-free.

As the Company has begun expanding the size of its team with strategic new hires, the operating monthly cash burn has begun to increase as anticipated. To achieve its business objectives, the Company plans to continue hiring new sales, partner support, product and engineering professionals, and move to the new larger office in Q3 2016. As a result, the Company's operating monthly cash burn will continue to increase during 2016. Senior management remains highly confident that the Company has adequate funding to achieve its near-term business objectives outlined in the Annual Report.

The attached Appendix 4C for Q1 2016 includes several non-recurring expenses, including \$82,000 for recruiting services for senior executives. In addition, the Company's bank is holding \$665,000 as a security deposit in connection with a letter of credit that the bank issued to the landlord of the Company's new office, which reduced the amount of cash on hand at the bank available to the Company.

Please note that operating cash receipts in Q1 related almost entirely to the sale of Real Estate Products. The Company has not yet begun to build and sell Business Products.

For more information, please contact:

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About Updater:

Updater makes moving easier for the 17 million households that relocate every year in the US. With Updater, users seamlessly transfer utilities, update accounts and records, forward mail, and much more. Hundreds of the most prominent real estate companies in the US (from real estate brokerages to property management companies) rely on Updater's real estate products to save clients hours with a branded and personalized Updater moving experience. With significant market share of all US household moves, Updater can enable contextual and personalised communication between relocating consumers and the US businesses spending billions of dollars trying to reach them.

Updater is headquartered in New York City, and prior to listing on the ASX, Updater received significant investments from leading US venture capital firms including SoftBank Capital, IA Ventures, and Second Century Ventures (the strategic investment division of the National Association of REALTORS®).

For more information, please visit www.updater.com.

All capitalised terms used in this announcement and not otherwise defined shall have the meaning ascribed in the Annual Report.

Appendix 4C

Quarterly report for entities admitted on the basis of commitments

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

Name of entity

Updater Inc.

ABRN

609 188 329

Quarter ended ("current quarter")

31 March 2016

Consolidated statement of cash flows

Cash flows related to operating activities	Current quarter US\$'000	Year to date (3 months to 31 March 2016) US\$'000
1.1 Receipts from customers	66	66
1.2 Payments for (a) staff costs	(803)	(803)
(b) advertising and marketing	(106)	(106)
(c) research and development	(59)	(59)
(d) leased assets	-	-
(e) other working capital	(180)	(180)
1.3 Dividends received	-	-
1.4 Interest and other items of a similar nature received	9	9
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	15	15
1.7 Other (One time recruiting costs)	(82)	(82)
Net operating cash flows	(1,140)	(1,140)

+ See chapter 19 for defined terms.

Appendix 4C
Quarterly report for entities
admitted on the basis of commitments

	Current quarter US\$'000	Year to date (3 months to 31 March 2016) US\$'000
1.8 Net operating cash flows (carried forward)	(1,140)	(1,140)
Cash flows related to investing activities		
1.9 Payment for acquisition of:		
(a) businesses (item 5)	-	-
(b) equity investments	-	-
(c) intellectual property	-	-
(d) physical non-current assets	(11)	(11)
(e) other non-current assets	-	-
1.10 Proceeds from disposal of:		
(a) businesses (item 5)	-	-
(b) equity investments	-	-
(c) intellectual property	-	-
(d) physical non-current assets	-	-
(e) other non-current assets	-	-
1.11 Loans to other entities	-	-
1.12 Loans repaid by other entities	-	-
1.13 Other (provide details if material)	-	-
Net investing cash flows	(11)	(11)
1.14 Total operating and investing cash flows	(1,151)	(1,151)
Cash flows related to financing activities		
1.15 Proceeds from issues of shares, options, etc.	-	-
1.16 Proceeds from sale of forfeited shares	-	-
1.17 Proceeds from borrowings	-	-
1.18 Repayment of borrowings	-	-
1.19 Dividends paid	-	-
1.20 Other	-	-
Net financing cash flows	-	-
Net increase (decrease) in cash held	1,151	1,151
1.21 Cash at beginning of quarter/year to date	16,706	16,706
1.22 Exchange rate adjustments to item 1.20	-	-
1.23 Cash at end of quarter	15,555	15,555

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Payments to directors of the entity and associates of the directors

Payments to related entities of the entity and associates of the related entities

		Current quarter US\$'000
1.24	Aggregate amount of payments to the parties included in item 1.2	75
1.25	Aggregate amount of loans to the parties included in item 1.11	

1.26 Explanation necessary for an understanding of the transactions

Payroll for Executive Directors David Greenberg and Ryan Hubbard
for quarter ending 31 March 2016

Non-cash financing and investing activities

2.1 Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows

N/A

2.2 Details of outlays made by other entities to establish or increase their share in businesses in which the reporting entity has an interest

N/A

Financing facilities available

Add notes as necessary for an understanding of the position.

		Amount available US\$'000	Amount used US\$'000
3.1	Loan facilities	-	-
3.2	Credit standby arrangements	-	-

+ See chapter 19 for defined terms.

Appendix 4C
Quarterly report for entities
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Reconciliation of cash

Reconciliation of cash at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows.	Current quarter US\$'000	Previous quarter US\$'000
4.1 Cash on hand and at bank	14,890	16,706
4.2 Deposits at call	-	-
4.3 Bank overdraft	-	-
4.4 Other (security deposit)	665	-
Total: cash at end of quarter (item 1.23)	15,555	16,706

Acquisitions and disposals of business entities

	Acquisitions (Item 1.9(a))	Disposals (Item 1.10(a))
5.1 Name of entity	-	-
5.2 Place of incorporation or registration	-	-
5.3 Consideration for acquisition or disposal	-	-
5.4 Total net assets	-	-
5.5 Nature of business	-	-

Compliance statement

- 1 This statement has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Act or other standards acceptable to ASX.
- 2 This statement does give a true and fair view of the matters disclosed.

+ See chapter 19 for defined terms.

Appendix 4C
Quarterly report for entities
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Sign here:  Date: 28 April 2016
(Company secretary)

Print name: Scott Mison

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 wanting to disclose additional information is encouraged to do so, in a note or notes attached to this report.
2. The definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report except for any additional disclosure requirements requested by AASB 107 that are not already itemised in this report.
3. **Accounting Standards.** ASX will accept, for example, the use of International Financial Reporting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if any) must be complied with.

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