



Merchants (as at 30 Sept 2016): Members (as at 30 Sept 2016):

# September Quarterly Report

#### **Key highlights**

- Record quarterly cash receipts of \$483,000 drawn from multiple streams.
- Record cash receipts from recurring, monthly Merchant Services (SaaS) fees.
- Acceleration in rate of paying Merchant growth with 1678 paying Merchants at 30 September 2016.
- \$200,000+ purchase order from enterprise client and brand partnership with American Express.
- Existing and new revenue streams continue to be developed on a stable operating cost base.
- \$2.8m raised from existing shareholders including over \$1m from the board and management team.

September quarterly cash receipts of \$483,000 was made up of multiple streams including receipt of brand advertising payments for June quarter activity, prepayment related to enterprise projects and a record contribution from recurring, monthly Merchant Services (SaaS) fees.

1678 Merchants are now paying under Rewardle's Merchant Services (SaaS) Program, representing approximately 30% of total Merchant Network as at 30 September 2016. Recurring, monthly Merchant Services (SaaS) fees are on track to exceed an annualised run rate of \$1M early in 2017.

The acceleration in growth of paying Merchants was due to the combination of ongoing conversion of free trialists to paying Merchants and new Merchants paying immediately upon joining the Rewardle Network. The rate of paying Merchant growth over the coming quarters is expected to slow due to seasonality associated with Christmas and New Year before returning to current levels.

In addition to strong Merchant Services (SaaS) business development, the Company received a \$200,000+ purchase order from an enterprise client and established a brand partnership with American Express.

During the quarter the Company raised \$2.8m from existing shareholders including over \$1m from board and management. The company concluded the September quarter with a cash balance of \$2.1m and is in the final stages of preparing its submission for a refund under the R&D Tax Incentive scheme.

Management remains focused on developing existing and new revenue streams that leverage the growing network, platform data and operations of the business.

Commenting on the quarterly performance, Rewardle founder and Managing Director, Ruwan Weerasooriya,

The market leading scale and engagement of our growing merchant and member network underpins our." business model."

"Having established an initial level of critical mass, we are pursing the development of revenue streams through building, partnering and where appropriate acquisition."

"As a highly scalable technology business with largely fixed costs there is substantial upside in developing new revenue streams that leverage our growing network, platform data and operations."



## Strategy





Step 2. Educate and Engage



Step 3. Monetise the Network



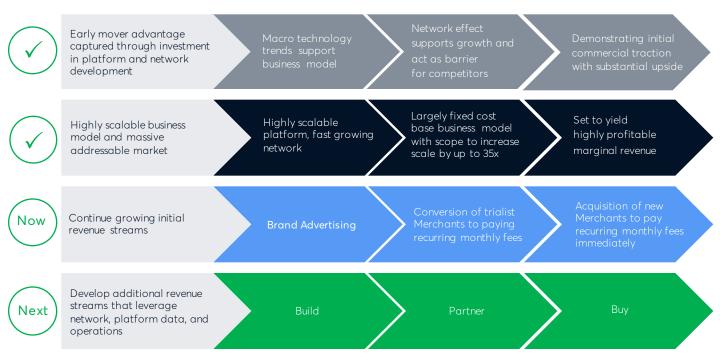
Step 4.
Additional services



## Network development

	Merchants	Members	Check-ins	Prepaid Added	Prepaid Used	Prepaid Held
As at 30 Sept 2016	5,526	2,080,745	36,104,692	\$4,590,575	\$3,620,613	\$969,962

#### Opportunity overview



## About Rewardle Holdings Limited

Rewardle connects over 2 million Members with over 5,500 local businesses around Australia.

The Rewardle Platform is a marketing and payments platform that combines membership, points, rewards, payments and social media into a single cloud based platform powered by Big Data analysis.

Rewardle is positioned to be a leading player as the worlds of social media, marketing, mobile and payments converge to transform how we connect, share and transact.

The Company is led by an experienced entrepreneurial team with a successful background in Internet and media businesses.

### For more information please contact:

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