

Appendix 4C



Quarterly report for entities subject to Listing Rule 4.7B

Name of entity

Xref Limited

ACN

122 404 666

Quarter ended ("current quarter")

30 September 17

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 | 1,334 | 1,334 |
| 1.2 Payments for | | |
| (a) research and development | (86) | (86) |
| (b) product manufacturing and operating costs | (227) | (227) |
| (c) advertising and marketing | (609) | (609) |
| (d) leased assets | (313) | (313) |
| (e) staff costs | (2,707) | (2,707) |
| (f) administration and corporate costs | (763) | (763) |
| 1.3 Dividends received | - | - |
| 1.4 Interest received | 33 | 33 |
| 1.5 Interest and other costs of finance paid | - | - |
| 1.6 Income taxes paid | - | - |
| 1.7 Government grants and tax incentives | - | - |
| 1.8 Other (provide details if material) | | |
| - GST on sales for the period | 142 | 142 |
| - Net foreign exchange gain | 32 | 32 |
| 1.9 Net cash from / (used in) operating activities | (3,165) | (3,165) |
| 2 Cash flows from investing activities | | |
| 2.1 Payments to acquire | | |
| (a) property, plant and equipment | (42) | (42) |
| (b) businesses (item 10) | - | - |
| (c) investments | - | - |
| (d) intellectual property | - | - |
| (e) other non-current assets | - | - |
| 2.2 Proceeds from disposal of: | | |
| (a) property, plant and equipment | - | - |
| (b) businesses (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 | (42) | (42) |

| | | Current quarter \$A'000 | Year to date (12 months) \$A'000 |
|----------|---|--|---|
| 3 | Cash flows from financing activities | | |
| 3.1 | Proceeds from issues of shares | 7,500 | 7,500 |
| 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 | (484) | (484) |
| 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 | 7,016 | 7,016 |

| | | Current quarter \$A'000 | Year to date (12 months) \$A'000 |
|----------|---|--|---|
| 4 | Net increase (decrease) in cash and cash equivalents for the period held | | |
| 4.1 | Cash and cash equivalents at beginning of quarter /year to date | 4,111 | 4,111 |
| 4.2 | Net cash from / (used in) operating activities (item 1.9 above) | (3,165) | (3,165) |
| 4.3 | Net cash from / (used in) investing activities (item 2.6 above) | (42) | (42) |
| 4.4 | Net cash from / (used in) financing activities (item 3.10 above) | 7,016 | 7,016 |
| 4.5 | Effect of movement in exchange rates on cash held | 10 | 10 |
| 4.6 | Cash and cash equivalents at end of quarter | 7,930 | 7,930 |

| | | Current quarter \$A'000 | Previous quarter \$A'000 |
|----------|--|--|---|
| 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 | | |
| 5.1 | Bank balances | 7,859 | 4,040 |
| 5.2 | Call deposits | 71 | 71 |
| 5.3 | Bank overdrafts | - | - |
| 5.4 | Other (provide details) | - | - |
| 5.5 | Cash and cash equivalents at end of quarter | 7,930 | 4,111 |

| | | Current quarter \$A'000 |
|----------|--|--|
| 6 | Payments to directors of the entity and associates of the directors | |
| 6.1 | Aggregate amount of payments to these parties included in item 1.2 | 310 |
| 6.2 | Aggregate amount of cash flow from loans to these parties included in item 2.3 | (1) |
| 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 associates of the related entities | Current quarter \$A'000 |
| 7.1 | Aggregate amount of payments to these parties included in item 1.2 | 182 |
| 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 7.1 and 7.2 | |

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

| | | |
|----------|---|----------------|
| 9 | Estimated cash outflows for next quarter | \$A'000 |
| 9.1 | Research and Development | 45 |
| 9.2 | Product manufacturing and operating costs | 75 |
| 9.3 | Advertising and marketing | 445 |
| 9.4 | Leased assets | 245 |
| 9.5 | Staff costs | 2150 |
| 9.6 | Administration and corporate costs | 250 |
| 9.7 | Other (provide details if material) | |
| 9.8 | Total estimated cash outflows | 3,210 |

| | | | |
|-----------|---|---------------------|------------------|
| 10 | Acquisitions and disposals of business | Acquisitions | Disposals |
| 10.1 | Name of entity | n/a | n/a |
| 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

- This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- This statement does give a true and fair view of the matters disclosed.

Sign here:



Print name: **James Solomons, CFO**

Date: **31 October 2017**