

# Media release

29 October 2018

## Tambla Delivers Stable Third Quarter Performance

- Receipts from customers in line with forecast at \$2.2m
- Cash balance at quarter end stable at \$551,000
- Significant investment made in new brand and technology platforms
- Forecast to be cash flow positive for Q4 – 3 of 4 quarters for CY2018 will be cash flow positive
- EBITDA positive for Q3, YTD and Tambla to be EBITDA positive in Q4 and CY2018

Australian cloud HR and intelligent workforce solutions company **Tambla Limited (ASX: TBL)** ('Tambla' or '**the Company**') reports stable performance for the quarter ended 30 September 2018 with receipts from customers of \$2.2m (Q2: \$2.6m). This is in line with forecasts and based on payment cycles of Tambla's long-term recurring contracts.

The delay in payment of one contract, valued at ~\$200,000 and subsequently paid in the current quarter, also impacted customer receipts. Customer receipts for the first three quarters of CY2018 total \$7.36m.

Operating cash flow was (\$607,000) which reflects a quarter of heavy investment and one-off expenses, including:

- The costs of the new Tambla branding, corporate identity and websites;
- Restructuring costs aligned with the new branding and corporate structure;
- The delay in customer payments as above; and
- Employment of a new CTO.

Cash at bank is stable at \$551,000 which includes the receipt of \$388,000 in funding linked to the Company's R&D grant.

### **Contract Success Continues**

Tambla continued its track record of securing new contracts in the Australian transport sector and expanding into new markets.

The Company successfully re-signed what is potentially a four-year contract with Sydney Trains valued at \$3m for the first two years for the ongoing provision of the proprietary Microster software which has been in use by this valued customer since 2006.

Tambla also secured a smaller, second tender in July for the deployment of its workforce management software at Transport for NSW's Transport Management Centre (TMC).

In early September, the Company signed a partnership agreement with cloud-based home healthcare software company AlayaCare which will re-sell Tambla's Rules Interpretation software to home and

community care employers in Australia and New Zealand. This partnership has enhanced Tambla's presence in the healthcare sector where its intelligent workforce management technology manages over 30,000 staff. Tambla's cloud-based enterprise software allows employers to correctly interpret the complex Award and EBA rules in Australia's health care industry. It streamlines rostering and manages all the varying pay scales and rates associated with holidays, overtime, time in lieu, sick leave etc. This partnership is on track to deliver its first new customer and revenue in Q4.

### **A New Corporate Identity**

In August the Company announced a change of name and corporate identity from ComOps to Tambla Limited. ComOps was founded in 1972 and listed on the ASX in 1999.

The Board and management decided that now was the right time for change. The ComOps' brand no longer reflected the current business nor the future direction of the Company as an innovative and growing cloud-first HR software company.

The Tambla brand is providing a great deal of energy and a renewed focus on growth as the Company's people, customers and partners embrace the new corporate identity.

### **Well Placed for positive cash flow and earnings in Q4 CY2018**

Q4 has commenced well for Tambla and the Company is on track to deliver positive earnings before interest, tax, depreciation and amortisation (EBITDA) for both Q4 and CY 2018.

Tambla will deliver positive cash flow in Q4, underpinned by existing cash reserves, the inflow of steady recurring revenue from existing long term contracts, lower operating costs, which are down 15% on last year, and no impact of one-off expenses that were applicable in Q3. The Company will be cash flow positive for 3 of the 4 quarters in CY2018.

Pipeline and tendering activity is encouraging and Tambla has been shortlisted for several significant contracts. The Company looks forward to updating shareholders on progress.

The Appendix 4C quarterly report follows.

-ENDS-

### **For further information, please contact:**

ComOps Limited  
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### **About Tambla**

**Tambla is an innovative enterprise HR software company delivering cloud-first intelligent workforce solutions to organisations with large "shift-based" workforces. Tambla provides these companies with the tools to ensure visibility, optimisation and compliance of their workforce globally. At present, over 340,000 workers globally are managed by Tambla software.**

## 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

**TAMBLA LIMITED**

**ABN**

**79 000 648 082**

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

**30 September 2018**

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	2,202	7,366
1.2 Payments for		
(a) research and development	(483)	(1,431)
(b) product manufacturing and operating costs	(721)	(2,240)
(c) advertising and marketing	(39)	(68)
(d) leased assets	-	-
(e) staff costs	(1,493)	(4,103)
(f) administration and corporate costs	(71)	(121)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	2
1.5 Interest and other costs of finance paid	(2)	(6)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	54
1.8 Other (Refund of Rental incentive/bond)	-	51
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(607)</b>	<b>(496)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	(8)	(47)
(b) businesses (see item 10)	-	-
(c) investments	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 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>	<b>(8)</b>	<b>(47)</b>
<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of shares	-	-
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	-	(8)
3.5	Proceeds from borrowings	56	56
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	(19)	(19)
3.8	Dividends paid	-	-
3.9	Other (Loan - R&D funding)	388	388
	Other (Loan - related parties)	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>425</b>	<b>417</b>

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 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 quarter/year to date	739	667
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(607)	(496)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(8)	(47)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	425	417
4.5	Effect of movement in exchange rates on cash held	2	10
<b>4.6</b>	<b>Cash and cash equivalents at end of quarter</b>	<b>551</b>	<b>551</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	551	739
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>551</b>	<b>739</b>

<b>6.</b>	<b>Payments to directors of the entity and their associates</b>	<b>Current quarter \$A'000</b>
6.1	Aggregate amount of payments to these parties included in item 1.2	66
6.2	Aggregate amount of cash flow from loans to these parties included in item 2.3	N/A
6.3	Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2	

	\$A'000
Directors remuneration	66
Directors Interest payment	0

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

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<b>8.</b>	<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	1,888	444
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.		

Debtor factoring facility \$1,500,000	Interest rate 0.1% daily	Secured
Mitchell Asset Management \$388,000	Interest rate 1.25% monthly	Secured

9.	Estimated cash outflows for next quarter	\$A'000
9.1	Research and development	(500)
9.2	Product manufacturing and operating costs	(741)
9.3	Advertising and marketing	(20)
9.4	Leased assets	-
9.5	Staff costs	(1,470)
9.6	Administration and corporate costs	(40)
9.7	Other (provide details if material)	-
<b>9.8</b>	<b>Total estimated cash outflows</b>	<b>(2,771)</b>

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



Company secretary

Date: 29 October 2018

Print name: Christopher Brooke

### 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.