

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

Pivotal Systems Corporation

ARBN

626 346 325

Quarter ended ("current quarter")

30 September 2018

Consolidated statement of cash flows	Current quarter \$US'000	Year to date (9 months) \$US'000
1. Cash flows from operating activities		
1.1 Receipts from customers	3,845	14,791
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(5,313)	(13,158)
(c) advertising and marketing	(447)	(1,578)
(d) leased assets	(55)	(166)
(e) staff costs	(485)	(1,340)
(f) administration and corporate costs ⁽¹⁾	(2,133)	(2,486)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	-
1.5 Interest and other costs of finance paid	(49)	(152)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	(315)
1.9 Net cash from / (used in) operating activities	(4,637)	(4,404)

2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(39)	(220)
(b) businesses (see item 10)	-	-
(c) investments	-	-

Consolidated statement of cash flows		Current quarter \$US'000	Year to date (9 months) \$US'000
	(d) intellectual property	-	-
	(e) other non-current assets (capitalised development expenditure)	(802)	(2,491)
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)	-	-
2.6	Net cash from / (used in) investing activities	(841)	(2,711)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of shares ⁽²⁾	-	41,540
3.2	Proceeds from issue of convertible notes	-	-
3.3	Proceeds from exercise of share options	25	87
3.4	Transaction costs related to issues of shares, convertible notes or options	-	(1,761)
3.5	Proceeds from borrowings	-	1,917
3.6	Repayment of borrowings	(4,925)	(4,925)
3.7	Transaction costs related to loans and borrowings	(120)	(120)
3.8	Dividends paid	-	-
3.9	Other (Payments to selling shareholders, net of costs)	-	(12,955)
3.10	Net cash from / (used in) financing activities	(5,020)	23,783

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of quarter/year to date	28,374	1,148
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(4,637)	(4,404)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(841)	(2,711)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(5,020)	23,783

Consolidated statement of cash flows		Current quarter \$US'000	Year to date (9 months) \$US'000
4.5	Effect of movement in exchange rates on cash held	256	316
4.6	Cash and cash equivalents at end of quarter	18,132	18,132

(1) Q3 administration and corporate costs includes IPO-related cash outflows of \$1.65M.

(2) Includes \$2.00M proceeds from the issue of preferred stock on the exercise of preference warrants in Q2-18 and \$39.54M proceeds from the issue of shares on IPO.

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	Current quarter \$US'000	Previous quarter \$US'000
5.1	Bank balances	18,132	28,374
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	18,132	28,374

6. Payments to directors of the entity and their associates

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3

**Current quarter
\$US'000**

167

-

- 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

Salary paid to executive directors

7. Payments to related entities of the entity and their associates	Current quarter \$US'000
7.1 Aggregate amount of payments to these parties included in item 1.2	98
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	

Salary paid to key management personnel (excluding those in 6.1 above), and consulting services provided by director-related entity.

8. Financing facilities available <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$US'000	Amount drawn at quarter end \$US'000
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	1,500	-
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.		


The Company has a \$1.5M AR line of credit with Bridge Bank with an interest rate of the Bank's prime rate plus 1.25% secured over all personal property of the Company. The facility was not drawdown at the end of the period.

9. Estimated cash outflows for next quarter	\$US'000
9.1 Research and development	
9.2 Product manufacturing and operating costs	1,491
9.3 Advertising and marketing	200
9.4 Leased assets	55
9.5 Staff costs	473
9.6 Administration and corporate costs	336
9.7 Other (capitalised development costs)	791
9.8 Total estimated cash outflows	3,346

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:  Date: 30 October 2018
(Director/Company secretary)

Print name: John Hoffman

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.