

**ASX Announcement**  
**31 October 2016**

## **REFFIND APPENDIX 4C COMMENTARY**

### **Executive Summary:**

Employee experience technology company REFFIND Limited (ASX: RFN) has released its Appendix 4C for the quarterly period ended 30 September 2016.

### **CASHFLOW**

- Total cash receipts for the quarter were \$173k, an increase of 10% from the previous quarter, all of which was recurring SaaS revenue.
- Trade receivables at 30 September 2016 was \$188k which is a 42% increase from 30 June 2016.
- Expenditure has been reduced through strategic structural changes within the company. These changes have resulted in reduced monthly cash burn.
- During the quarter we downsized the team, removing overhead and reducing expenditure to more efficiently deliver on the vision and next phase of growth. These changes have had an immediate positive impact on the company and will result in a reduced monthly cash burn moving forward. REFFIND's cash flow will significantly reduce in the next quarter.
- REFFIND holds total cash of \$3,014,937 as at 30 September 2016.

### **BUSINESS PROGRESS UPDATE**

- REFFIND signed a number of leading organisations during the quarter, across ANZ, Singapore and the US. New customers include: ADP (Singapore), Goodman Fielder (ANZ), Maddocks (ANZ), Allegis (US) and Gentle Giant Movers (US).
- Total Customers as at 30 September 2016 was 96. Comprising 46 REFFIND customers and 50 WooBoard customers.
- As noted above, 5 new customers were added during the quarter, however there were 4 losses. Even taking into account these losses, Monthly Recurring Revenue (MRR) has increased due to more attractive deals being signed with customers. We are confident Monthly Recurring Revenue is going to continue to increase due to these favourable deals.

## **OUTLOOK**

- Our immediate product roadmap is focused on strengthening the core product value proposition around employee referrals; and adding depth to our pre-boarding and onboarding offerings which leverage our survey and video functionality.
- REFFIND customers and prospects continue to be impressed with the unique, simple and elegant way REFFIND helps them to recruit and engage with quality candidates from the day they apply for a role to their first weeks on the job.
- REFFIND is forecasting increases in revenue and new bookings in the next quarter on the back of a number of US wins.

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

Kyle Jenkins  
VP Finance  
Phone: 1300 600 956

### **About REFFIND**

REFFIND Limited is a mobile employee experience platform targeted for use by medium-large corporations to facilitate more efficient and effective communication with their employees. Based in Sydney, Australia the company is listed on the Australian Securities Exchange (ASX: RFN).

For more information please visit [www.reffind.com](http://www.reffind.com)

## 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**

REFFIND Limited

**ABN**

64 600 717 539

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

30 September 2016

| Consolidated statement of cash flows                      | Current quarter<br>\$A'000 | Year to date<br>(3 months)<br>\$A'000 |
|---|----------------------------|---------------------------------------|
| <b>1. Cash flows from operating activities</b>            |                            |                                       |
| 1.1 Receipts from customers                               | 173                        | 173                                   |
| 1.2 Payments for  |                            |                                       |
| (a) research and development                              | -                          | -                                     |
| (b) product manufacturing and operating costs             | (264)                      | (264)                                 |
| (c) advertising and marketing                             | (446)                      | (446)                                 |
| (d) leased assets   | (36)                       | (36)                                  |
| (e) staff costs   | (541)                      | (541)                                 |
| (f) administration and corporate costs                    | (106)                      | (106)                                 |
| 1.3 Dividends received (see note 3)                       | -                          | -                                     |
| 1.4 Interest received                                     | 2                          | 2                                     |
| 1.5 Interest and other costs of finance paid              | (9)                        | (9)                                   |
| 1.6 Income taxes paid                                     | -                          | -                                     |
| 1.7 Government grants and tax incentives                  | -                          | -                                     |
| 1.8 Other (provide details if material)                   | (40)                       | (40)                                  |
| <b>1.9 Net cash from / (used in) operating activities</b> | <b>(1,267)</b>             | <b>(1,267)</b>                        |

|  |      |      |
|--|------|------|
| <b>2. Cash flows from investing activities</b> |      |      |
| 2.1 Payments to acquire:                       |      |      |
| (a) property, plant and equipment              | (12) | (12) |
| (b) businesses (see item 10)                   | -    | -    |
| (c) investments                                | -    | -    |

| Consolidated statement of cash flows |   | Current quarter<br>\$A'000 | Year to date<br>(3 months)<br>\$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)                   | -                          | -                                     |
| 2.6                                  | <b>Net cash from / (used in) investing activities</b> | <b>(12)</b>                | <b>(12)</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 | -        | -        |
| 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      | <b>Net cash from / (used in) financing activities</b>                       | <b>-</b> | <b>-</b> |

|           |  |         |         |
|-----------|--|---------|---------|
| <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               | 4,294   | 4,294   |
| 4.2       | Net cash from / (used in) operating activities (item 1.9 above)              | (1,267) | (1,267) |
| 4.3       | Net cash from / (used in) investing activities (item 2.6 above)              | (12)    | (12)    |
| 4.4       | Net cash from / (used in) financing activities (item 3.10 above)             | -       | -       |

| Consolidated statement of cash flows |  | Current quarter<br>\$A'000 | Year to date<br>(3 months)<br>\$A'000 |
|--------------------------------------|--|----------------------------|---------------------------------------|
| 4.5                                  | Effect of movement in exchange rates on cash held  | -                          | -                                     |
| 4.6                                  | <b>Cash and cash equivalents at end of quarter</b> | <b>3,015</b>               | <b>3,015</b>                          |

| 5.  | Reconciliation of cash and cash equivalents<br>at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts | Current quarter<br>\$A'000 | Previous quarter<br>\$A'000 |
|-----|--|----------------------------|-----------------------------|
| 5.1 | Bank balances  | 678                        | 954                         |
| 5.2 | Call deposits  | -                          | -                           |
| 5.3 | Bank overdrafts  | -                          | -                           |
| 5.4 | Other (provide details)  | 2,337                      | 3,340                       |
| 5.5 | <b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>   | <b>3,015</b>               | <b>4,294</b>                |

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

| Current quarter<br>\$A'000 |
|----------------------------|
| 166                        |
| -                          |

Payment of Director salaries/fees of \$166k

**7. Payments to related entities of the entity and their associates**

- 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

| Current quarter<br>\$A'000 |
|----------------------------|
| -                          |
| -                          |

| 8. <b>Financing facilities available</b><br><i>Add notes as necessary for an understanding of the position</i>   | Total facility amount<br>at quarter end<br>\$A'000 | Amount drawn at<br>quarter end<br>\$A'000 |
|--|--|---|
| 8.1 Loan facilities  | -  | -   |
| 8.2 Credit standby arrangements  | 140  | 43  |
| 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. |  |   |

ANZ corporate credit facility.

| 9. <b>Estimated cash outflows for next quarter</b> | \$A'000      |
|--|--------------|
| 9.1 Research and development                       | -            |
| 9.2 Product manufacturing and operating costs      | (181)        |
| 9.3 Advertising and marketing                      | (105)        |
| 9.4 Leased assets                                  | (36)         |
| 9.5 Staff costs                                    | (570)        |
| 9.6 Administration and corporate costs             | (93)         |
| 9.7 Other (provide details if material)            | -            |
| <b>9.8 Total estimated cash outflows</b>           | <b>(985)</b> |

| 10. <b>Acquisitions and disposals of business entities<br/>(items 2.1(b) and 2.2(b) above)</b> | 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: .....  
Director

Date: 31 October 2016

Print name: Peter Clare

### 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.