

## Appendix 4C

### Quarterly report for entities subject to Listing Rule 4.7B

#### Commentary for the quarter ending 30<sup>th</sup> September 2016 Farmaforce Limited

The quarter ending 30<sup>th</sup> September 2016, reflects major and systematic revenue growth on the previous quarter as a result of a significant increase in business activity.

The key results are

- An **increase of 128% in receipts** from customers, being \$783K in the September quarter compared to \$343K in the June quarter.
- This results in a **35% improvement in Net Cash used** in operating activities, being (467K) in the September quarter compared to (715K) in the June quarter.
- Farmaforce continues to maintain a financial position of **zero external debt**

The Farmaforce team continues to focus on expanding its current product and customer portfolio and further capitalises on the recent acclamation of Sales Team of the Year Award at the PRIME awards, dedicated to recognizing and celebrating innovation in Australian pharmaceutical sales and marketing.

+Rule 4.7B

## 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**

FarmaForce Limited

**ABN**

95 167 748 843

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

30 September 2016

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	783	783
1.2 Payments for		
(a) research and development		
(b) product manufacturing and operating costs	(303)	(303)
(c) advertising and marketing	(54)	(54)
(d) leased assets		
(e) staff costs	(889)	(889)
(f) administration and corporate costs	(6)	(6)
1.3 Dividends received (see note 3)		
1.4 Interest received	2	2
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)		
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(467)</b>	<b>(467)</b>

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment		
(b) businesses (see item 10)		
(c) investments		
(d) intellectual property		
(e) other non-current assets	(51)	(51)
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	(75)	(75)
2.4 Dividends received (see note 3)		
2.5 Other (costs of establishing new teams)	(73)	(73)
<b>2.6 Net cash from / (used in) investing activities</b>	<b>(199)</b>	<b>(199)</b>

<b>3. 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		
<b>3.10 Net cash from / (used in) financing activities</b>		

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
<b>4. 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	1,541	1,541
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(467)	(467)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(199)	(199)
4.4 Net cash from / (used in) financing activities (item 3.10 above)		
4.5 Effect of movement in exchange rates on cash held		
<b>4.6 Cash and cash equivalents at end of quarter</b>	<b>875</b>	<b>875</b>

<b>5. 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	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1 Bank balances	875	875
5.2 Call deposits		
5.3 Bank overdrafts		
5.4 Other (provide details)		
<b>5.5 Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>875</b>	<b>875</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

<b>Current quarter \$A'000</b>
17

Directors Remuneration

7. <b>Payments to related entities of the entity and their associates</b>	Current quarter \$A'000
7.1 Aggregate amount of payments to these parties included in item 1.2	37
7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3	75
7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2	

Shared Overhead Cost 37K  
Movements in related party current accounts 75K

8. <b>Financing facilities available</b> <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
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. <b>Estimated cash outflows for next quarter</b>	\$A'000
9.1 Research and development	
9.2 Product manufacturing and operating costs	300
9.3 Advertising and marketing	50
9.4 Leased assets	
9.5 Staff costs	890
9.6 Administration and corporate costs	6
9.7 Other (provide details if material)	
<b>9.8 Total estimated cash outflows</b>	<b>1,246</b>

<b>10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	<b>Acquisitions</b>	<b>Disposals</b>
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: 28 October 2016 .....

(Director/Company secretary)

Print name: Gerardo Incollingo .....

### 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.