

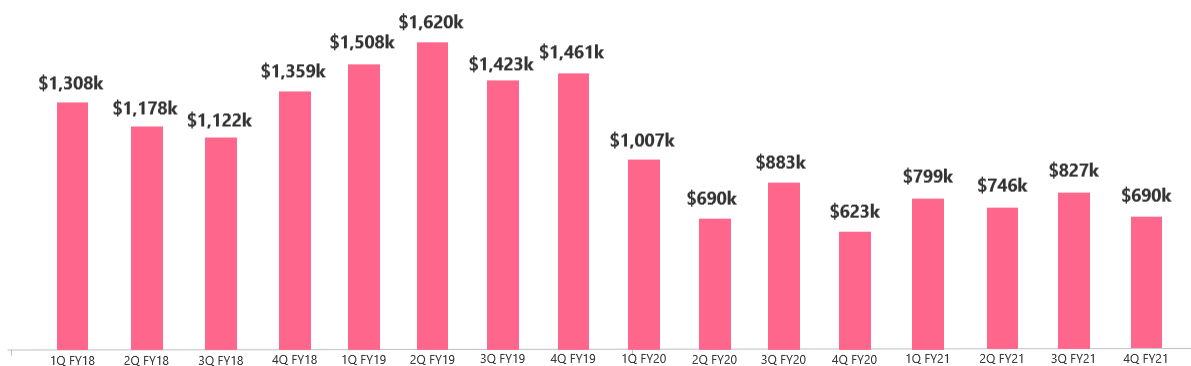
Love Group Global Ltd (ASX:LVE)

21 July 2021

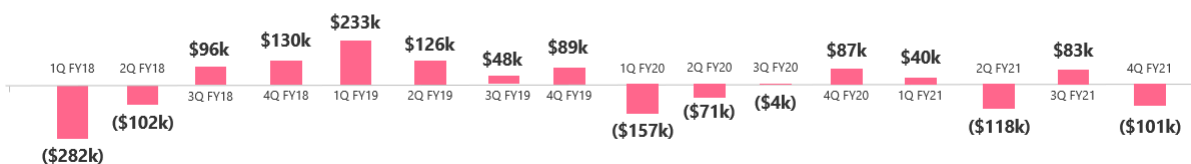
## Love Group reports fourth quarter FY21 results

- **Quarterly customer cash receipts of \$690k and net operating cash flow of -\$101k**
  - Quarterly customer cash receipts of \$690k, down 17% quarter-on-quarter and up 11% year-on-year
  - Ending quarterly cash balance of \$1,384k, a decrease of \$87k quarter-on-quarter as a result of net operating cash flow of -\$101k and FX impact of \$14k
- **Quarterly customer cash receipts by city**
  - **Hong Kong:** \$500k customer cash receipts for the quarter, versus \$578k in the previous quarter, down 14% quarter-on-quarter, driven by lower consultation volume
  - **Singapore:** \$134k customer cash receipts for the quarter, versus \$221k in the previous quarter, down 39% quarter-on-quarter, driven by lower consultation volume and new COVID restrictions
  - **Bangkok:** \$54k customer cash receipts for the quarter, versus \$25k in the previous quarter, up 117% quarter-on-quarter, driven by higher consultation volume
  - **London:** \$2k customer cash receipts for the quarter, versus \$3k in the previous quarter, down 28% quarter-on-quarter, due to decrease in online dating revenue
- **Growth strategy for FY22 and beyond**
  - Continue focus on maximizing Return on Ad Spend by optimizing marketing mix across online and offline marketing channels
  - Grow personal matchmaking revenue by increasing lead volume and consultation volume in both existing and new cities
  - Grow online dating revenue by improving the Lovestruck app experience to convert more free users to paid users via membership subscriptions and virtual items
  - Selectively expand into new geographic markets using capital efficient go-to market strategy and testing Return on Ad Spend in each market

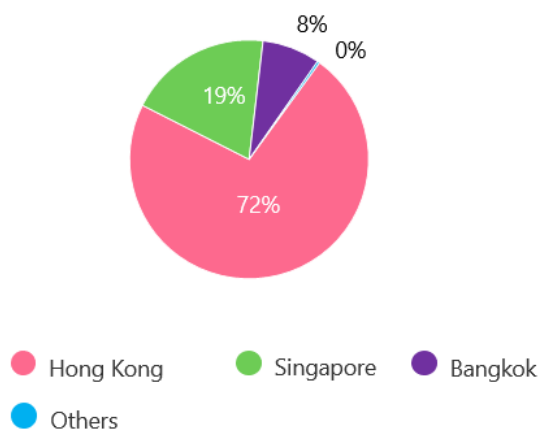
Customer cash receipts



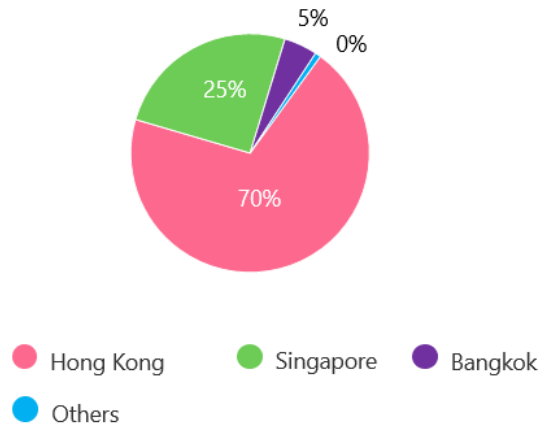
Net cash from operating activities



4Q FY21 cash receipts by geography



## FY21 cash receipts by geography



Love Group Ltd (ASX:LVE) is pleased to present its quarterly cash flow report and operational update for the quarter ending June 2021.

**Love Group Founder and CEO, Michael Ye:** *"We experienced a challenging quarter as a result of a lower volume of store consultations, in particular in Singapore, which announced new COVID restrictions during the quarter. Our Bangkok business increased substantially during the quarter as a result of higher marketing spend and staffing, leading to significant increase in consultation volumes."*

*Looking ahead to fiscal year 2022, we foresee continued challenges in our existing markets due to ongoing COVID restrictions and include government guidelines that may dissuade some consumers from signing up for offline store consultations. At the same time, we will evaluate new geographic expansion opportunities by identifying markets with less severe COVID restrictions and potential to deliver profitable Return on Ad Spend in a sustainable manner."*

## Cash position

Love Group had a cash position of over \$1.3 million as at 30 June 2021.

## Payments to related parties of the entity and their associates

During the quarter, the Company made payments of \$75k to related parties and their associates, of which \$74k was for director fees and \$1k was for superannuation.

**For further information, please contact:**

Michael Ye

Founder and CEO

E: [michael@lovegroup.co](mailto:michael@lovegroup.co)

**About Love Group**

Love Group is a leading provider of dating services, including personal matchmaking, online dating and singles events. The company is publicly listed on the Australian Securities Exchange under the ticker LVE.

The company's personal matchmaking services provide clients with custom matches recommended by the company's team of consultants and matching algorithms. The company currently has matchmaking offices in Hong Kong, Singapore and Bangkok.

The company's main online dating brand is the Lovestruck app & website, which primarily targets singles from age 30 to 60 that are seeking long-term, committed relationships.

The company's social events are held in select cities around the world, and offer singles a great way to quickly meet lots of potential matches in a relaxed and social environment.

For more information, please visit <http://www.lovegroup.co>

## Appendix 4C

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

**Name of entity**

LOVE GROUP GLOBAL LTD (ASX - LVE)

**ABN**

82 009 027 178

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

30 June 2021

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
<b>1.</b>	<b>Cash flows from operating activities</b>		
1.1	Receipts from customers	690	3,062
1.2	Payments for		
	(a) research and development	(47)	(177)
	(b) product manufacturing and operating costs	(33)	(161)
	(c) advertising and marketing	(379)	(1,366)
	(d) leased assets	-	-
	(e) staff costs	(245)	(1,045)
	(f) administration and corporate costs	(90)	(446)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	-	-
1.5	Interest and other costs of finance paid	-	-
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	3	37
1.8	Other (provide details if material)	-	-
<b>1.9</b>	<b>Net cash from / (used in) operating activities</b>	<b>(101)</b>	<b>(96)</b>
<b>2.</b>	<b>Cash flows from investing activities</b>		
2.1	Payments to acquire:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	(1)
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	1
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) 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>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
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>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	1,471	1,511
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(101)	(96)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	-
4.5	Effect of movement in exchange rates on cash held	14	(31)
4.6	<b>Cash and cash equivalents at end of period</b>	<b>1,384</b>	<b>1,384</b>

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 \$A'000	Previous quarter \$A'000
5.1	Bank balances	702	1,001
5.2	Call deposits	455	193
5.3	Bank overdrafts	-	-
5.4	Restricted cash	227	277
5.5	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>1,384</b>	<b>1,471</b>

**6. Payments to related parties of the entity and their associates**

- 6.1 Aggregate amount of payments to related parties and their associates included in item 1
- 6.2 Aggregate amount of payments to related parties and their associates included in item 2

Current quarter \$A'000
75
-

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments

During the quarter, the Company made payments of \$75k to related parties and their associates, of which \$74k was for director fees and \$1k was for superannuation.

**7. Financing facilities**

*Note: the term "facility" includes all forms of financing arrangements available to the entity.*

*Add notes as necessary for an understanding of the sources of finance available to the entity.*

- 7.1 Loan facilities
- 7.2 Credit standby arrangements
- 7.3 Other (please specify)
- 7.4 **Total financing facilities**

Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
-	-
-	-
-	-
-	-

**7.5 Unused financing facilities available at quarter end**

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- 7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.

Not applicable

**8. Estimated cash available for future operating activities**

**\$A'000**

8.1	Net cash from / (used in) operating activities (Item 1.9)	(96)
8.2	Cash and cash equivalents at quarter end (Item 4.6)	1,384
8.3	Unused finance facilities available at quarter end (Item 7.5)	-
8.4	Total available funding (Item 8.2 + Item 8.3)	1,384
8.5	<b>Estimated quarters of funding available (Item 8.4 divided by Item 8.1)</b>	<b>14</b>

- 8.6 If Item 8.5 is less than 2 quarters, please provide answers to the following questions:

1. Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer: Not applicable

2. Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer: Not applicable

3. Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: Not applicable



### 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.

21 July 2021

Date: .....

Love Group Global Ltd Board

Authorised by: .....  
(Name of body or officer authorising release – see note 4)

### Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow 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 cash flow 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.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.