



**Gratificii Limited (formerly  
Mobecom Limited)**

**Appendix 4E  
Preliminary Final Report  
for the Year Ended**

**ACN: 125 688 940**

## Appendix 4E

### Preliminary final report

Name of entity:

**Gratific Limited**  
**(Formerly known as Mobecom Limited)**

ABN or equivalent company  
reference:

**47 125 688 940**

#### 1. Reporting period

Reporting period:

**Year ended 30 June 2021**

Previous corresponding period:

**Year ended 30 June 2020**

#### 2. Results for announcement to the market

Current Year  
2021  
\$

2.1	Revenue from continuing operations Footnote 1	Up	65%	to	<b>4,103,123</b>
2.2	Profit/(loss) from ordinary activities for the period after tax attributable to members Footnote 2	Up	N/A	to	<b>59,281</b>
2.3	Net profit/(loss) for the period attributable to members Footnote 2	Up	N/A	to	<b>59,281</b>
Footnote 1: Excludes revenue attributable to Paid By Coins Pty Ltd, exited in FY20					
Footnote 2: Loss in FY20A totalled \$8,888,999 versus a profit in FY21A of \$59,281, hence the movement % is not considered relevant.					
<b>2.4</b>	<b>Dividends</b>		Amount per security		Franked amount per security
	Final dividend		<b>Nil</b>		<b>N/A</b>
	Interim dividend		<b>Nil</b>		<b>N/A</b>
<b>2.5</b>	<b>Record date for determining entitlements to the dividends</b>		<b>N/A</b>		

**2.6 Brief explanation of any of the figures reported above to enable the figures to be understood:**

**Revenue Summary**

Revenue	FY21A	FY21A Pro Forma	FY20A	Growth FY21A on FY20A
SaaS Revenue	2,231,771	2,231,771	2,070,111	8%
Rewards Content	845,606	6,805,079	-	
Total Operating Revenue	<u>3,077,377</u>	<u>9,036,850</u>	<u>2,070,111</u>	49%
Other Revenue R&D and Govt Grants	<u>1,025,746</u>	<u>1,218,661</u>	<u>419,522</u>	145%
Total Revenue	<u>4,103,123</u>	<u>10,255,511</u>	<u>2,489,633</u>	65%
Revenue Closed Operations				
Paid by Coins Pty Ltd	-		<u>1,368,600</u>	
Total Reported Revenue	<u>3,077,377</u>		<u>3,438,711</u>	

Revenue excludes the impact of Paid by Coins Pty Ltd, exited in FY20A. The like for like comparison noted above is a growth of 49% on operating revenue from SaaS(Mosaic) and Reward Content (Neat Ideas), and 65% on Total Revenue. SaaS growth of 8% is derived from blue chip enterprise customers in South Africa and Australia.

**Pro-Forma Results**

	Current Period 30-Jun-21 \$	Add Neat Ideas Full Year Pro Forma Footnote 2 30-Jun-21 \$	Combined Pro Forma Full Year 30-Jun-21	Previous Period 30-Jun-20 \$
<b>Total Revenue</b>				
Revenue SaaS Software sales	2,231,771		2,231,771	2,070,111
Revenue Reward offers	845,606	5,959,473	6,805,079	-
Other Revenue - R&D and Grants	1,025,746	192,915	1,218,661	419,522
Total Revenue Footnote 1	4,103,123	6,152,388	10,255,511	2,489,633
<b>Cost of Sales</b>				
Cost Sales - Rewards offers	(263,601)		(263,601)	(264,052)
Cost Sales - Rewards offers	(758,499)	(5,311,233)	(6,069,732)	-
Cost of Sales	(1,022,100)	(5,311,233)	(6,333,333)	(264,052)
<b>Operating expenditure</b>				
Administration and Corporate Costs	(1,728,910)	(316,039)	(2,044,949)	(2,135,192)
Employee benefits expense	(1,497,751)	(318,703)	(1,816,454)	(2,252,608)
Foreign exchange losses	-		-	(58,449)
Operating Expenditure	(3,226,661)	(634,742)	(3,861,403)	(4,446,249)
<b>Operating EBITDA</b>	(145,638)	206,413	60,775	(2,220,668)
<b>Other non recurring and non cash items</b>				
Depreciation and amortization	(352,980)	(53,156)	(406,136)	(59,967)
Impairment of intangibles	-	(2,497)	2,497.00	(6,203,995)
Finance Costs	(300,635)	(18,156)	(318,791)	(441,477)
Employee benefits expense – share based payments	(411,502)		(411,502)	-
Restructuring Costs	(401,720)		(401,720)	-
Gain Loan Forgiveness	1,719,410		1,719,410	-
Other non recurring and non cash items	252,573	(73,809)	178,764	(6,705,439)
<b>Closed Operations Footnote 1</b>				
Revenue	-		-	1,368,600
Cost of Sales	-		-	(1,331,492)
<b>Profit/(loss) before income tax</b>	106,935	132,604	239,539	(8,888,999)
Footnote 1: Paid by Coins Pty Ltd exited FY20A				
Footnote 2: Pro forma adjustments are for the 11 months trading to June 2021 (acquired May 2021) adjusted to account for June 2021 gross margin result but excludes operational cost base for June 2021, as it is not practical to estimate.				

The above sets out the results of the Company, together with a pro-forma adjustment to include the FY21A results of Neat Ideas (acquired May 2021), as if it had been a subsidiary of the Company for the 12 month period ending 30 June 2021. The table also sets out the results considered to represent the operations of the Company to provide a clear view of the Operating EBITDA for FY21A and FY20A.

Operating Pro-forma FY21 revenue is some \$10.2m, or a growth of 312% compared to FY20A. Operating EBITDA has improved markedly from the FY20A result, with a break-even result compared to FY20A at a loss of \$2.2m.

### 3. Consolidated Statement of Comprehensive Income

	Current Period 30 June 2021 \$	Previous Period 30 June 2020 \$
<b>Revenue</b>		
Software as a Service	2,231,771	2,070,111
Rewards Content	845,606	-
Total Operating Revenue	3,077,337	2,070,111
Revenue Closed Operations	-	1,368,600
Total Revenue	3,077,377	3,438,711
Costs of Sales	(1,022,100)	(1,595,544)
<b>Gross Profit</b>	2,055,277	1,843,167
Other revenue	2,746,106	420,826
Operational expenditure	(72,559)	-
Depreciation and amortization	(352,980)	(59,967)
Impairment of intangibles	-	(6,203,995)
Administrative and other corporate costs	(1,656,430)	(2,133,493)
Finance costs	(301,585)	(442,781)
Marketing costs	-	(1,699)
Restructuring costs	(401,641)	-
Employee benefits expense	(1,497,751)	(2,252,608)
Employee benefits expense – share based payments	(411,502)	-
Foreign exchange losses	-	(58,449)
Profit/(loss) before income tax	106,935	(8,888,999)
Income tax expense	(47,654)	-
<b>Net profit/(loss) for the year</b>	<b>59,281</b>	<b>(8,888,999)</b>
Profit/(loss) attributed to non-controlling interest	-	(35,493)
Profit/(loss) attributed to owners of Gratifii Limited	59,281	(8,924,492)
Foreign exchange movement including on intercompany loans	(386,766)	124,978
Gain on derecognition of subsidiaries	317,477	929,479
Gain on derecognition of non-controlling interest liability	99,502	-
<b>Total comprehensive profit/(loss) for the year</b>	<b>89,494</b>	<b>(7,870,035)</b>
<b>Attributable to:</b>		
Members of the Parent Company		
<b>Basic earnings/(loss) per share</b>	<b>0.01 cents</b>	<b>(3.31 cents)</b>

#### 4. Consolidated Statement of Financial Position

	Current Period 30 June 2021 \$	Previous Period 30 June 2020 \$
<b>Current Assets</b>		
Cash and cash equivalents	2,227,915	69,118
Trade and other receivables	986,841	730,640
Inventory	1,256,838	-
Other assets	174,358	54,899
<b>Total Current Assets</b>	<b>4,645,952</b>	<b>854,657</b>
<b>Non-Current Assets</b>		
Intangibles	4,525,943	765,481
Plant and equipment	246,232	188,140
<b>Total Non-Current Assets</b>	<b>4,772,175</b>	<b>953,621</b>
<b>Total Assets</b>	<b>9,418,127</b>	<b>1,808,278</b>
<b>Current Liabilities</b>		
Trade and other payables	3,272,271	3,246,739
Deferred revenue	4,333	66,959
Provisions	232,585	217,239
Borrowings	2,800,000	2,688,364
Lease liability	99,580	85,475
<b>Total Current Liabilities</b>	<b>6,408,769</b>	<b>6,304,776</b>
<b>Non-Current Liabilities</b>		
Trade and other payables	-	502,770
Provisions	3,992	66,553
Borrowings	1,683,426	-
Lease liability	8,014	63,064
<b>Total Non-Current Liabilities</b>	<b>1,695,432</b>	<b>632,387</b>
<b>Total Liabilities</b>	<b>8,104,201</b>	<b>6,937,163</b>
<b>Net Assets/(Deficiency)</b>	<b>1,313,926</b>	<b>(5,128,885)</b>
<b>Equity</b>		
Share capital	34,027,091	27,905,355
Reserves	(113,691)	2,905,570
Accumulated losses	(32,599,474)	(35,840,308)
<b>Parent Net Assets/(Deficiency)</b>	<b>1,313,926</b>	<b>(5,029,383)</b>
<b>Non-Controlling Interest</b>	-	(99,502)
<b>Equity Net Assets/(Deficiency)</b>	<b>1,313,926</b>	<b>(5,128,885)</b>

5. Consolidated Statement of Cash Flows

	Current Period 30 June 2021 \$	Previous Period 30 June 2020 \$
<b>Cash flows from operating activities</b>		
Cash receipts from customers	3,261,658	3,991,076
Payments for suppliers and employees	(4,323,158)	(6,712,382)
Proceeds from research and development rebates	323,059	-
Proceeds from COVID-19 related government amounts	359,953	-
Finance costs	(158,677)	(349,357)
<b>Net cash used in operating activities</b>	<b>(537,165)</b>	<b>(3,070,663)</b>
<b>Cash flows from investing activities</b>		
Payments for plant and equipment	-	(3,594)
Payments for intangible assets	(2,338,248)	-
Payments for subsidiaries	(1,340,035)	-
Loss from disposal of entities	-	(334,671)
Proceeds from sale of plant and equipment	94,855	-
<b>Net cash used in investing activities</b>	<b>(3,583,428)</b>	<b>(338,265)</b>
<b>Cash flows from financing activities</b>		
Proceeds from issue of shares and capital raising	3,832,847	1,820,404
Proceeds from borrowings	-	1,883,196
Repayment of borrowings	(855,882)	(1,216,950)
Proceeds from issue of convertible debt	4,100,000	210,000
Cost of capital raising	(779,447)	(77,440)
Payments for lease assets	(117,630)	-
Transactions with non-controlling interests	-	(35,493)
<b>Net cash provided by financing activities</b>	<b>6,179,888</b>	<b>2,583,717</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>2,059,295</b>	<b>(825,211)</b>
Cash and cash equivalents at the beginning of the year	69,118	1,070,201
Effects of exchange rate changes on cash	99,502	(175,872)
<b>Cash and cash equivalents at the end of the year</b>	<b>2,227,915</b>	<b>69,118</b>

**6. Consolidated Statement of Changes in Equity**

<b>30 June 2021</b>	<b>Issued Capital \$</b>	<b>Foreign currency reserve \$</b>	<b>Accumulated Losses \$</b>	<b>Option Reserve \$</b>	<b>Non- Controlling Interest \$</b>	<b>Total \$</b>
<b>Balance as at 1 July 2020</b>	<b>27,905,355</b>	<b>(138,427)</b>	<b>(35,840,308)</b>	<b>3,043,997</b>	<b>(99,502)</b>	<b>(5,128,885)</b>
Profit after income tax for the year	-	-	59,281	-	-	59,281
Other comprehensive income for the year after tax	-	(386,766)	-	-	-	(386,766)
Gain on derecognition of non-controlling interest liability	-	-	-	-	99,502	99,502
Gain on derecognition of subsidiaries	-	-	317,477	-	-	317,477
<b>Total comprehensive loss for the year</b>	<b>27,905,355</b>	<b>(525,193)</b>	<b>(35,463,550)</b>	<b>3,043,997</b>	<b>-</b>	<b>(5,039,391)</b>
Issue of shares (net of costs)	5,941,815	-	-	-	-	5,941,815
Issue of options	-	-	-	411,502	-	411,502
Lapsing of options	-	-	2,864,076	(2,864,076)	-	-
Conversion of options into shares	179,921	-	-	(179,921)	-	-
<b>Balance as at 30 June 2021</b>	<b>34,027,091</b>	<b>(525,193)</b>	<b>(32,599,474)</b>	<b>411,502</b>	<b>-</b>	<b>1,313,926</b>

  

<b>30 June 2020</b>	<b>Issued Capital \$</b>	<b>Foreign Currency Reserve \$</b>	<b>Accumulated Losses \$</b>	<b>Option Reserve \$</b>	<b>Non- Controlling Interest \$</b>	<b>Total \$</b>
<b>Balance as at 1 July 2019</b>	<b>26,162,391</b>	<b>(263,405)</b>	<b>(27,880,788)</b>	<b>3,043,997</b>	<b>(64,009)</b>	<b>998,186</b>
(Loss) after income tax for the year	-	-	(8,888,999)	-	(35,493)	(8,924,492)
Other comprehensive income for the year after tax	-	124,978	-	-	-	124,978
Gain on derecognition of subsidiaries	-	-	929,479	-	-	929,479
<b>Total comprehensive loss for the year</b>	<b>26,162,391</b>	<b>(138,427)</b>	<b>(35,840,308)</b>	<b>3,043,997</b>	<b>(99,502)</b>	<b>(6,871,849)</b>
Issue of shares (net of costs)	1,742,964	-	-	-	-	1,742,964
<b>Balance as at 30 June 2020</b>	<b>27,905,355</b>	<b>(138,427)</b>	<b>(35,840,308)</b>	<b>3,043,997</b>	<b>(99,502)</b>	<b>(5,128,885)</b>

**7. Dividends (in the case of a trust, distributions)**

Date dividend is payable

N/A

+Record date to determine entitlements to the dividend

N/A

If it is a final dividend, has it been declared?

N/A

**Amount per security**

	Amount per security	Franked amount per security at 26% tax	Amount per security of foreign source dividend
<b>Final dividend:</b> Current year	NIL	N/A	N/A
<b>Interim dividend:</b> Current year	NIL	N/A	N/A

**Total dividend (distribution) per security (interim *plus* final)**

	Current period	Previous Period
Ordinary securities	N/A	N/A
Preference securities	N/A	N/A

**8. Dividend or distribution plans in operation**

N/A

The last date(s) for receipt of election notices for the +dividend or distribution plans

N/A

**9. NTA backing**

	Current Period 2021 Cents per Share	Previous Period 2020 Cents per Share
Net tangible liability backing per ordinary share	0.53	2.04

**10. Details of entities over which control has been gained or lost during the period**

*Controlled entities*

	Country of Incorporation	Percentage Owned	Date Control Gained
N/A			

**11. Details of associates and joint venture entities**

N/A
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**12. Significant information**

Any other significant information needed by an investor to make an informed assessment of the entity's financial performance and financial position:

Please refer to section 2.6 above for information on the Group's financial performance.
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**13. Foreign entities set of accounting standards used in compiling the report (IAS)**

The Company is not a foreign entity. Australian Accounting Standards have been applied consistently across all entities in the Group.
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**14. Commentary on the results for the period**

**14.1 Earnings per security (EPS)**

	Current Period 2021	Previous Period 2020
Basic Loss per share	(0.01 cents)	(3.31 cents)

**14.2 Returns to shareholders (Including distributions and buy backs)**

	Current Period 2021 \$	Previous Period 2020 \$
Ordinary securities	-	-
Preference securities	-	-
Other equity instruments	-	-
<b>Total</b>	-	-

### 14.3 Significant features of operating performance

Please refer to section 2.6 above for information on the Group's financial performance.

### 14.4 Segment Information

The Group operates in one industry segment being technology development and associated content. Information is therefore shown for geographical segments.

2021	AUSTRALIA	SOUTH AFRICA	SINGAPORE	UNALLOCATED	TOTAL
	\$	\$	\$	\$	\$
Revenue and other income					
External sales	1,122,428	1,878,069	76,880	-	3,077,377
Other income	1,733,413	2,536	1,009,207	-	2,745,156
Interest	6	944	-	-	950
Total segment revenue and other income	2,855,847	1,881,549	1,086,087	-	5,823,483
Net (loss) before income tax	(1,865,370)	974,392	997,913	-	106,935
Loss attributable to non-controlling interest	-	-	-	-	-
Net (loss)/profit before income tax	(1,865,370)	974,392	997,913	-	106,935
Income tax expense	(47,654)	-	-	-	(47,654)
<b>Net (loss)/profit after income tax</b>	<b>(1,913,024)</b>	<b>974,392</b>	<b>997,913</b>	<b>-</b>	<b>59,281</b>
<b>Segment assets at 30 June 2021</b>	<b>8,981,211</b>	<b>404,860</b>	<b>32,056</b>	<b>-</b>	<b>9,418,127</b>
<b>Segment liabilities as at 30 June 2021</b>	<b>(7,948,770)</b>	<b>(155,432)</b>	<b>-</b>	<b>-</b>	<b>(8,104,201)</b>
2020	AUSTRALIA	SOUTH AFRICA	SINGAPORE	UNALLOCATED	TOTAL
	\$	\$	\$	\$	\$
Revenue and other income					
External sales	2,421,364	1,221,425	69,642	(273,720)	3,438,711
Sundry income	209,840	8,015	208,120	(6,453)	419,522
Interest	136	1,168	-	-	1,304
Total segment revenue and other income	2,631,340	1,230,608	277,762	(280,173)	3,859,537
Net (loss)/profit before income tax	(8,721,732)	(449,177)	109,214	172,696	(8,888,999)
Loss attributable to non-controlling interest	(35,493)	-	-	-	(35,493)
Net (loss) / profit before income tax	(8,757,225)	(449,177)	109,214	172,696	(8,924,492)
Income tax expense	-	-	-	-	-
<b>Net (loss) after income tax</b>	<b>(8,757,225)</b>	<b>(449,177)</b>	<b>109,214</b>	<b>172,696</b>	<b>(8,924,492)</b>
<b>Segment assets at 30 June 2020</b>	<b>787,315</b>	<b>756,982</b>	<b>169,866</b>	<b>94,115</b>	<b>1,808,278</b>
<b>Segment liabilities as at 30 June 2020</b>	<b>(5,765,934)</b>	<b>(199,179)</b>	<b>(972,050)</b>	<b>-</b>	<b>(6,937,163)</b>

#### 14.5 Report on trends in performance

##### Cashflows

FY21 has seen a significant improvement in operating cash flows from FY20 from an outflow of -\$3,070,663 to -\$537,165. There has been on-going restructuring of the business with the closure of non-performing business units. Payment for employees and suppliers are down by approximately 25% YoY.

##### Revenue

Total Revenue increase 65% YOY, with Revenues from loyalty and reward customers was up 49% YoY in FY21 and SaaS revenues were up 8% for the same period. New revenue from the acquisition of Neat Ideas was \$846,000 for the period owned (on a pro-forma annual revenue of \$6.8m).

As the Company exited the digital currency trading business last year (Paid by Coins Pty Ltd), there was no revenues from this business vs \$1,368,000 last year.

##### Expenses

Administrative and other corporate costs were down around 25% as were employee costs and has restructured the executive team to provide greater capacity for growth. The Company is satisfied with its efforts of cost-reduction to mitigate any impact from COVID-19.

##### Balance Sheet

The Company has cash resources of \$2.2m at June and inventory of \$1.3m boosting its current assess.

Intangibles grew in the year through additional investment in the Mosaic platform and goodwill on acquisition of Neat Ideas.

Total current liabilities included borrowings of \$2.8m, representing convertible loan agreements with investors requiring approval by shareholders.

**14.6 Report any factors which have affected the results during the reporting period or which are likely to affect results in the future, including those where the effect could not be quantified.**

N/A

**Any other information required to be disclosed to enable the reader to compare the information presented with equivalent information for previous periods. This must include information needed by an investor to make an informed assessment of the entity's activities and results.**

N/A

### 15. Compliance statement

This report is based on accounts to which one of the following applies.  
(Tick one)

The accounts have been audited.

The accounts have been subject to review.

The accounts are in the process of being audited or subject to review.

The accounts have not yet been audited or reviewed.

**16. If the accounts have not yet been audited or subject to audit review and are likely to be subject to dispute or qualification, a description of the likely dispute or qualification:**

The report is based upon the accounts which are in the process of being audited, but the Directors are not aware of any dispute or qualification.

**16. If the accounts have been audited or subject to review and are subject to dispute or qualification, a description of the dispute or qualification:**

N/A

Sign here:



Date: 31 August 2021

Print name: Iain Dunstan