

ASX Announcement
30 April 2021

March 2021 Quarterly Update

Highlights

- Roll-out of WooBoard 2.0 and improvements to Wellness Dashboard and updated rewards platform.
- WooBoard platform successfully deployed the largest upgrade to the core system in over three years.
- WooBoard continues to work with large enterprise trial clients to develop and roll-out new wellness features and knowledge base. These are the in demand features enterprise clients desire and the ongoing roll-out of new features is considered critical to the Company's ability to convert enterprise clients from trial to paid.
- Philippines Air Asia Inc becomes first enterprise trial customer to convert to a paid WooBoard subscription having signed a three year agreement. The nature of the new WooBoard product offering is that it is a multi-year commitment from enterprise clients. Therefore, as enterprise clients continue to make the decision to convert from trial to paid; the Company anticipates upcoming enterprise customer agreements to generally be multi-year commitments.
- The Company's decision to target multi-year agreements with enterprise customers combined with the rapid enhancement of WooBoard (including the largest upgrade to the core system in over three years) means that a significant investment of time and capital has been made by the Company in the acquisition and trial phase with enterprise customers.
- Successful \$4 million placement to sophisticated investors to support ongoing development of WooBoard. This includes the necessary expansion to sales, IT development and customer support functions required to adequately service enterprise customers.
- The Company in the upcoming quarter will continue to expand the IT development team and customer support team in order to adequately service the demands of the large enterprise clients WooBoard is currently working with.

WOOBOARD TECHNOLOGIES LTD (ASX: WOO) ('WOO', 'WooBoard' or 'the Company'), has today released its Appendix 4C and is pleased to provide an operational update for the quarter ended 31 March 2021.

The shift to remote work environments taking place for organisations of all sizes around the world, has been accelerated by the COVID-19 pandemic. The Company has recognised the need to enhance and reposition its proprietary employee engagement platform, WooBoard. The Company has spent much of 2020 and the first quarter of 2021 investing in and expanding the core feature set of the platform to improve the digital capabilities associated with mental health and wellbeing at work. The Company as part of its strategic review of 2020 made the decision to target large enterprise customers. As part of this strategy, a substantial amount of time and capital was required to target large enterprise customers. The Company has raised capital during late 2020 and the first quarter of 2021 to meet the demands of servicing large enterprise customers. Central to these efforts has been the technological enhancement of the WooBoard platform which is ongoing. Additionally, the Company has realised from working with large enterprise trial customers the need to significantly expand the customer support team in addition to the IT development team.

Launch of Wooboard 2.0

The March quarter was very significant for the Company with the repositioning and launch of WooBoard 2.0. The Company has been working with FullStack Labs (FSL) to carry out software development enhancements to further improve the WooBoard platform. The new WooBoard platform features a fully updated tech stack with a new UX/UI overhaul to provide a much-improved user experience and has also been expanded to better focus on rewards based mental health and wellbeing for the remote work environment. New key features and development updates include the following:

- New website designed and deployed
- Slackbot Integration designed, developed and deployed
- Rewards Marketplace has been integrated
- New Wellbeing Dashboard
- New platform permission system

The new WooBoard feature set has resulted in a differentiated product which has significantly expanded the market opportunity for the Company. The updated WooBoard platform has now been repositioned to reward and recognise employee achievement through incentivisation tools and a global rewards scheme while supporting mental health and wellbeing through employee check-ins and mindfulness activities.

WooBoard is moving forward rapidly with its brand position, development and implementation of technology roadmap, simultaneously crystallising the vision of a key product solution that supports the future of work. WooBoard is remaining vigilant and agile in responding to market behaviours and workplace practices to ensure the platform pivots with the ever-changing needs of its users.

WooBoard in the upcoming quarters will continue to roll out many new exciting features which are appealing to our enterprise customers. The major improvements the WooBoard platform is undertaking are being conducted in collaboration with major enterprise customers. Philippines Air Asia Inc was the first enterprise customer to convert from trial to paid subscriber (this occurred post quarter end on 12 April 2021). Philippines Air Asia Inc, as a respected enterprise in their region, symbolises support from enterprise for the path WooBoard is heading on. Philippines Air Asia Inc embraced WooBoard 2.0 and converted to paid as a result of the roll-out of WooBoard 2.0. The Company is currently in the process of rolling out further significant technological updates in the upcoming quarters and expanding IT development and customer support teams. The Company is making this substantial investment in order to adequately service and therefore convert from trial to paid larger enterprises than Philippines Air Asia Inc (based on number of employees and other metrics).

Subsequent events

Post quarter end, the Company was pleased to announce on 12 April 2021 a landmark three (3) year agreement with one of the trial corporations, Philippines Air Asia Inc, to onboard staff to the new Wooboard employee recognition and mindfulness platform. The Company's ongoing capital investment in growing headcount and developing new features for WooBoard is proving critical to attracting interest from large enterprises.

Corporate and Cash flow analysis

In the March quarter, the Company announced a successful placement to sophisticated investors (refer ASX release 11 February 2021) raising \$4,000,000 to support growth initiatives and to provide balance sheet strength and comfort for large customers undertaking trials with the WooBoard platform. The placement funds facilitated the Company's commitment to support ongoing development of WooBoard. This includes the necessary expansion to sales, IT development and customer support functions required to adequately service enterprise customers. During the quarter, the Company reported net operating cash flow of -\$861,000. More information on the Company's cash flow is available in the Appendix 4C.

The Company at 31 March 2021 had \$4.47 million in cash on hand. This puts the company in a very strong financial position to fund the expansion efforts necessary in order to attract the interest of and service large enterprise clients. The Company is operating in a space which is rapidly evolving globally for a variety of factors the Company has previously announced to the market in detail (COVID-19 increasing the need for remote working and the wellness issues associated with this change in work patterns/environment). In this evolving market environment, the Company is looking to position itself as a leader and establish first mover advantage. The Company's capital raise proved critical to the Company's expansion plans and ambitions to establish first mover advantage and market dominance in this rapidly evolving field.

Outlook

Wooboard made significant progress during the March quarter with the launch of Wooboard 2.0, which has been repositioned and expanded to better address mental health and wellbeing at work. As a result, the Company now has a much larger addressable market opportunity. Following the recent success with the Philippines Air Asia Inc agreement, Wooboard will continue its efforts working with large enterprises to further improve and enhance the Wooboard offering with a view to converting these trial clients to paid subscribers. The Company acknowledges the ongoing support its sophisticated technology sector investors which was evidenced by the speed at which the Company was able to raise \$4,000,000 during the quarter for the Company. WooBoard is proud to be an Australian developed technological innovation competing on the global stage.

For the convenience of our investors, the Company attaches to this announcement a dedicated "Features Update" on the WooBoard platform.

Authorised for release by the Rumi Guzder, Executive chairman of Wooboard.

– ENDS –

For further information, please contact:

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About WOObOARD TECHNOLOGIES

WOObOARD TECHNOLOGIES (ASX:WOO) is an Australian-based software-as-a-service solutions company that provides enterprises with a range of services based on its proprietary employee reward, recognition and mindfulness platform, WooBoard. The focus is around creating happier and more productive employees by offering modules targeting mental health and wellbeing, skill building and performance optimisation of employees of large global enterprises

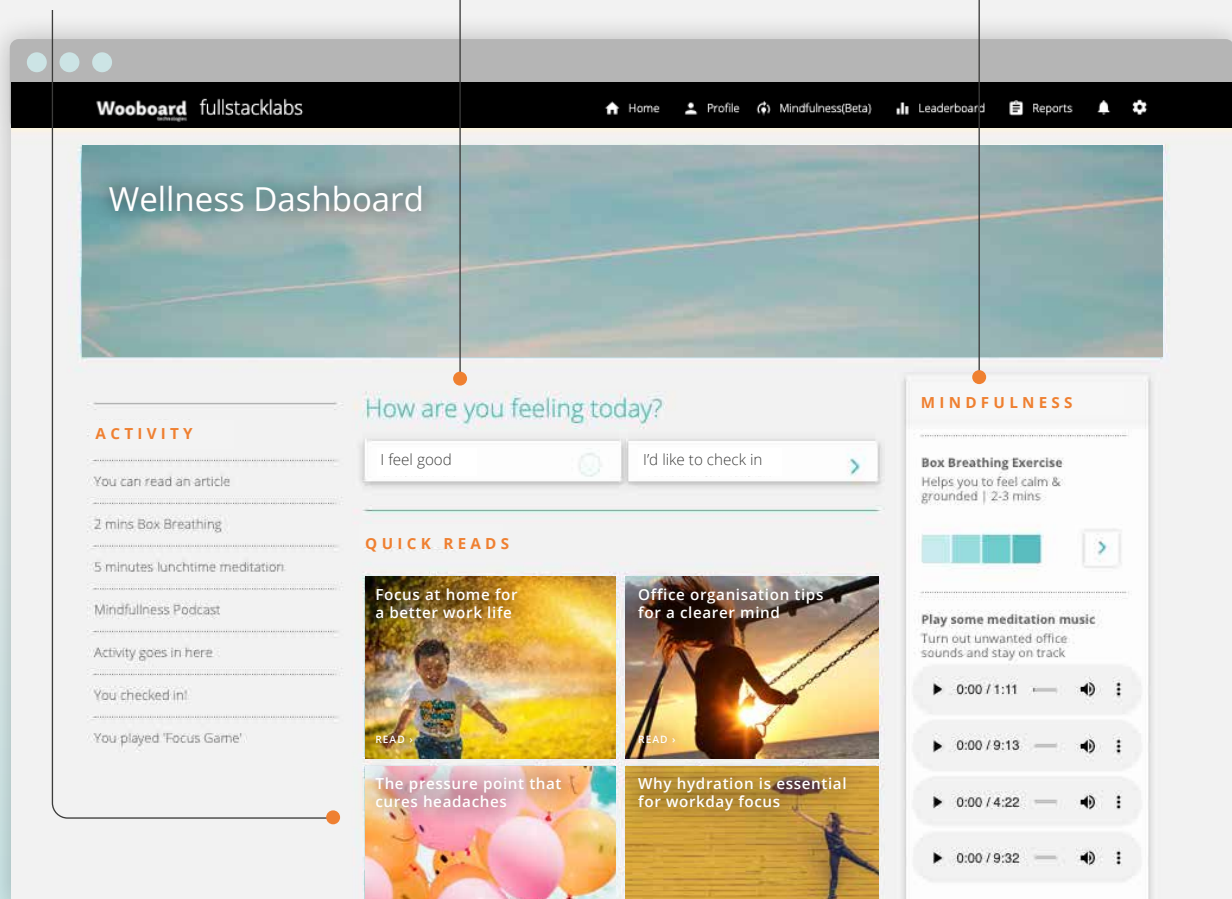
Wellness Dashboard, feature overview

Bite-size educational content supports mindful productivity and focus, while Thought of the Day provides a small moment for reflection and perspective to **support mental clarity**

Check in functionality keeps track of employee wellbeing to monitor and **improve mental health**

Guided breathing exercise feature helps users feel relaxed and more peaceful to **heighten performance**.

Ambient noise sounds are geared to **improve mental focus**



Ongoing improvements

With the launch of our wellness dashboard, Wooboard is excited to bring the benefits of mindfulness practice into the workplace.

Our dashboard provides a range of bite-size content and simple tools to help employees improve their productivity and stay focussed throughout the working day.

Take 5

Take five minutes to clean up your workspace at the end of each day.

You'll feel a dramatic difference when starting your day with a clean desk the next morning.



Breathe

Remember to breathe.

Inhale deeply for five seconds through your mouth, hold the breath for five, and release through your nose to clear your mind and enhance blood circulation.



As well as a valuable resource for users, our wellness dashboard acts as a powerful employee oversight tool that is woven into the rest of the rewards and recognition platform.

In the coming months we will rollout more wellness tools and expert knowledge in this area.

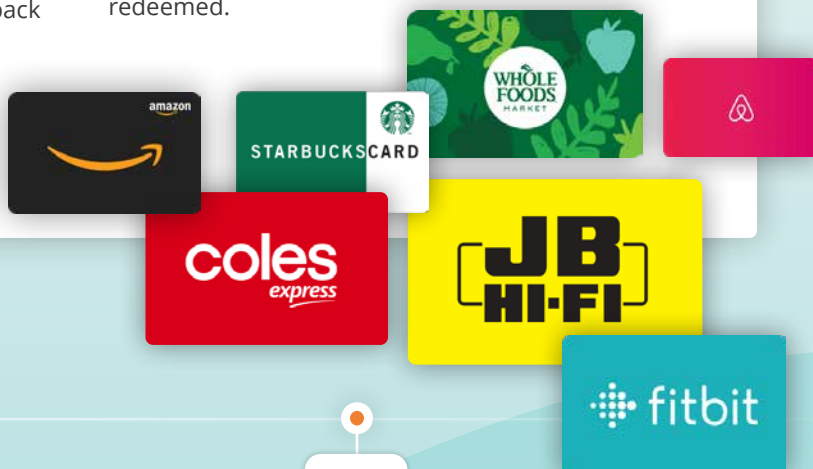
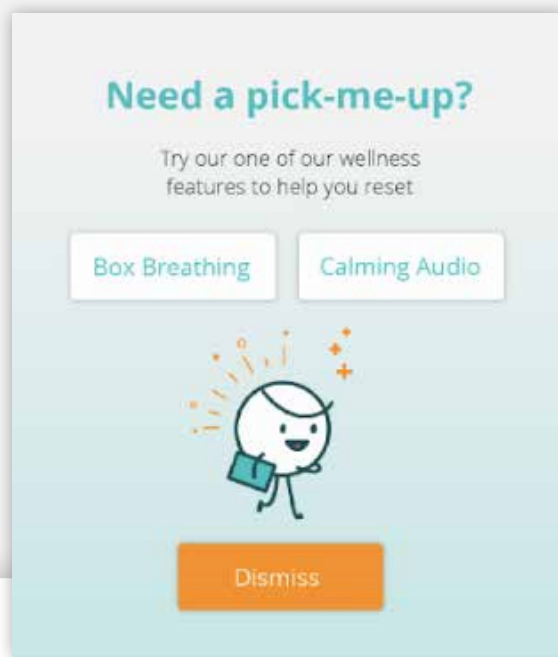


New features, new customers

Wooboard is pleased to welcome our newest customers, as Philippines AirAsia Inc join the platform. The company joins right as we launch our new wellness tools, in a timely on boarding that will make them the first customer to experience our enhanced feature set. We look forward to continued development of these features in line with feedback from Philippines Air Asia Inc and our existing customer base.

Philippines Air Asia Inc will also be the first new customer to experience our upgraded Rewards platform, now offering rewards with over 350 brand in 25 countries. The rewards system is supported by a powerful admin area allowing employees to control how points are earned, awarded and redeemed.

350 rewards in 25 countries ›



Onward timeline

April

Wellness Dashboard & updated rewards platform

May

Development of wellness dashboard & knowledge base in collaboration with mindfulness & workplace wellbeing experts

June

Launch of additional digital wellness activities tools

Appendix 4C

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

Name of entity

WOOBOARD TECHNOLOGIES LIMITED

ABN

64 600 717 539

Quarter ended

("current quarter")

31-March-2021

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
1	Cash flows from operating activities		
1.1	Receipts from customers	29	83
1.2	Payments for		
	(a) research and development	-	-
	(b) product manufacturing and operating costs	(243)	(504)
	(c) advertising and marketing	(91)	(138)
	(d) leased assets	-	-
	(e) staff costs	(74)	(211)
	(f) administration and corporate costs	(486)	(1,085)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	4	4
1.5	Interest and other costs of finance paid	-	-
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	-	-
1.8	Other (Profit on sale of shares)	-	45
1.9	Net cash from / (used in) operating activities	(861)	(1,806)
2	Cash flows from investing activities		
2.1	Payments to acquire:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other (Loyyal Bid Process)	-	(503)
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	250
	(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	Net cash from / (used in) investing activities	-	(253)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
3	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	4,000	4,440
3.2	Proceeds from issue of convertible debt securities	-	2,188
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(140)	(343)
3.5	Proceeds from borrowings	124	274
3.6	Repayment of borrowings	-	(100)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	Net cash from / (used in) financing activities	3,984	6,459
4	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	1,349	72
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(861)	(1,806)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	(253)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	3,984	6,459
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	4,472	4,472
5	Reconciliation of cash and cash equivalents	Current quarter \$A'000	Previous quarter \$A'000
at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts			
5.1	Bank balances	4,472	1,349
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)	4,472	1,349
6	Payments to related parties of the entity and their associates	Current quarter \$A'000	
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	-	
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			

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.

8	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (Item 1.9)	(861)
8.2	Cash and cash equivalents at quarter end (Item 4.6)	4,472
8.3	Unused finance facilities available at quarter end (Item 7.5)	-
8.4	Total available funding (Item 8.2 + Item 8.3)	4,472
8.5	Estimated quarters of funding available (Item 8.4 divided by Item 8.1)	5.19

Note:- if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.

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

8.6.1 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:

8.6.2 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:

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

Answer:

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.

Date: **30 April 2021**

Authorised
by: **By the board.**

(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.