

# ASX Announcement

Quarterly business update and Appendix 4C

**RMA Global Limited**

ABN 69 169 102 523

Level 1, 112-114 Balmain Street  
Cremorne, VIC, 3121

30 July 2024

## RMA transformation early signs

### Highlights

- RMA continued its transformation under new leadership and refreshed board.
- The company is pursuing partnerships, acquisitions and wholesale deals with the brokerages at the C-suite level. This change in strategic emphasis has provided some early green shoots and the Board believes it will be able to announce some new initiatives this half year.
- Group revenues were up 1.6% to \$4.6m vs 4Q FY23:
  - Total Subscription revenues were up 0.2% vs 4Q FY23
  - Total Promoter Revenues were up 6% vs 4Q FY23
- Lowest quarterly net operating cash burn since joining the ASX in July 2018. Net operating cash burn was \$0.15m (which included \$0.1m for one-off restructuring costs):
  - Operating cash burn (when excluding restructure costs) reduced by 84% vs 4Q FY23.
  - Cash on hand at 30 June 2024 was \$3.0 million.

### Quarterly Performance

RMA Global Limited (ASX: RMY) (“the Company” or “RMA”) continued its strategic and operational transformation under new Board and Management leadership. In laying the foundational work for FY25, the company is implementing its go-to-market strategy of establishing partnerships with brokerages and property technology firms. To enable this strategic shift, investments were also made to strengthen and uplift sales, marketing and customer success capabilities across the organization.

During this strategic transformation, the company delivered modest YoY revenue growth in the quarter. Total Quarterly subscription revenues were at \$3.4m, up 0.2% compared with 4Q FY23. Total quarterly promoter revenues were at \$1.2m, up 6% compared with 4Q FY23. This led to a 1.6% increase in total recurring revenues from 4Q FY23 to 4Q FY24.

The transformation has already yielded significant improvements in operational efficiency. Operating cash burn for the quarter of \$0.15 million was the lowest ever reported by RMA since it launched on the ASX in July 2018. Notably, operating cash burn (when excluding \$0.1m restructuring costs) reduced significantly by 84% compared to 4Q FY23. Over the last six months, operating cash burn (when excluding restructuring costs) totalled \$0.4 million, down from \$0.7 million in the previous year. The impact of cost optimizations implemented as part of restructuring efforts in January 2024 is evident in the company’s improved cash flow performance, reflecting continual commitment to operational

efficiency and financial sustainability. RMA has now delivered 4 consecutive years of improvement in cash flow performance.

CEO Jim Crisera noted, “The real estate environment continues to be challenging with high interest rates persisting globally. Despite this, we are diligently laying the groundwork for our new strategy, focussed on establishing partnerships with brokerages and their property technology firms. We are offering brokerages an integrated and automated experience that allows us to better connect our agent customers with consumers looking for trusted real estate professionals.

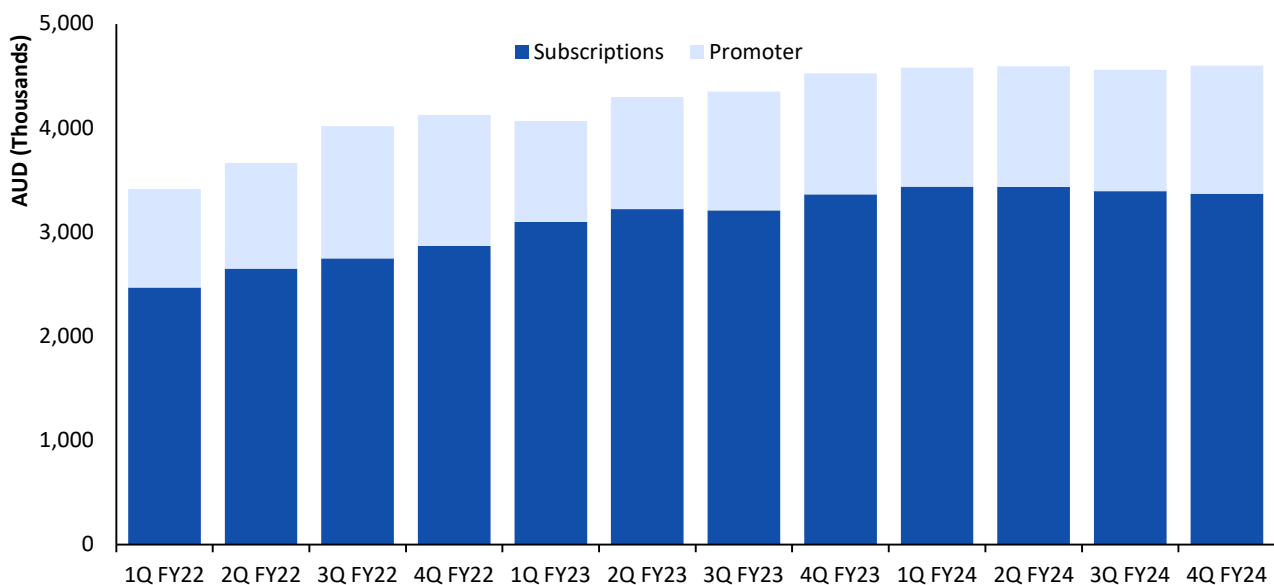
It is important to note that these strategic changes are part of a deliberate, phased implementation process. While the full impact may take time to materialize, these changes are designed to help our product withstand economic headwinds and drive long-term success for the company.

Our approach to prudent financial management has been pivotal in navigating the complexities of the current market landscape. By prioritizing operational efficiency, we have further enhanced our ability to adapt and thrive.

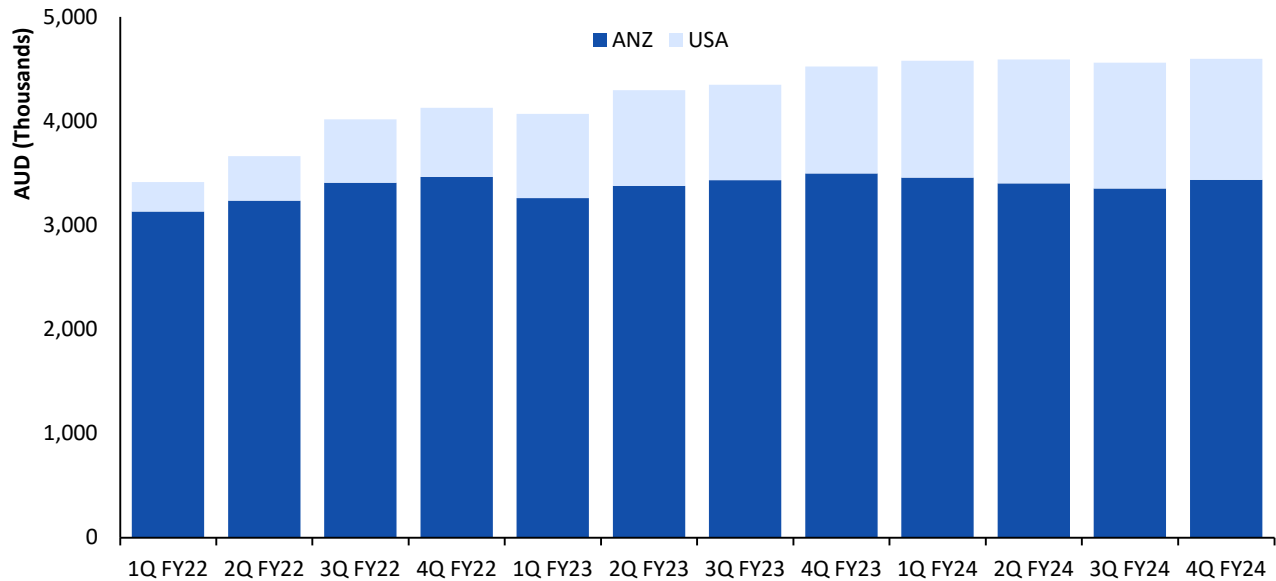
I am proud of the progress made this quarter. Looking ahead, I am optimistic about the prospects for continued success in the coming quarters. As macroeconomic conditions gradually improve, we anticipate that our strategic initiatives will yield tangible benefits, delivering significant value to our stakeholders and improving our foundation for long-term sustainability.”

Chairman David Williams said, “I am pleased with the momentum of RMA’s transformation over the last quarter and am quietly confident we will be in a position to announce some initiatives in the next half that will drive growth.”

**Group revenues by product**



## Group revenues by geography



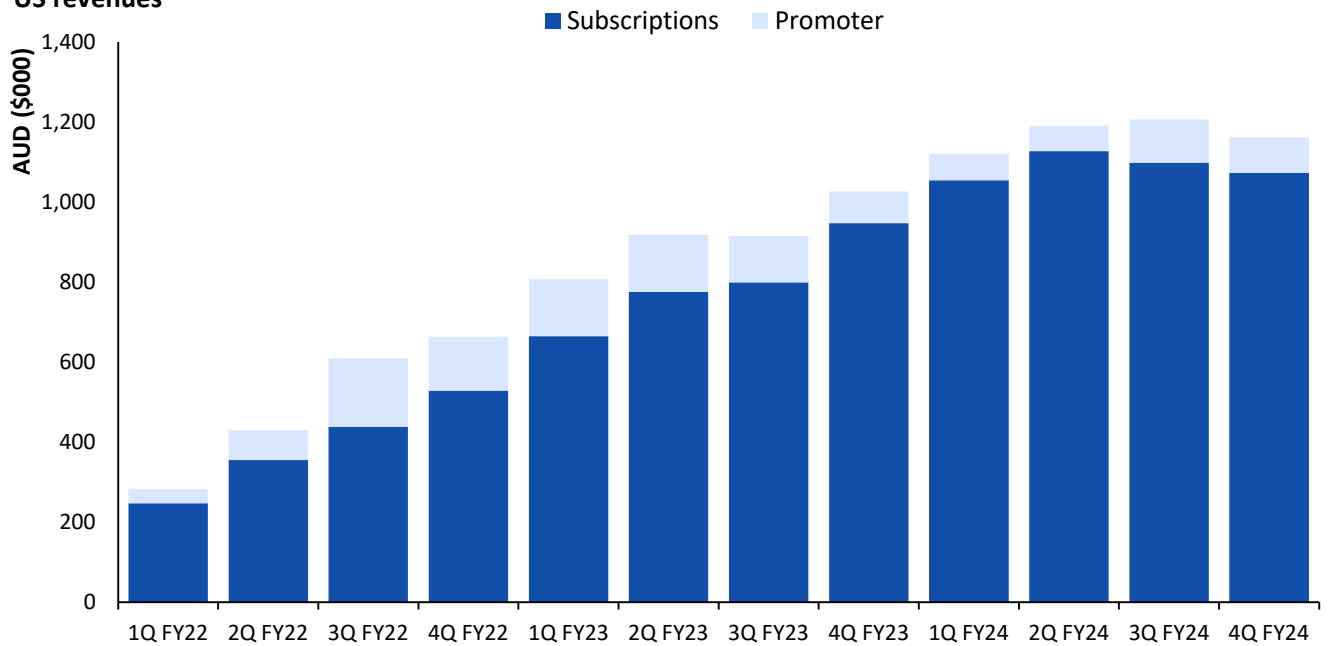
## USA

Reviews and platform usage are leading indicators for future paid subscriptions. As of 30 June 2024, the company had c.285,000 US agents on the platform, who had collected over 860,000 reviews, up 19% on 30 Jun 2023. US subscription revenues in Q4 FY24 increased 13% to \$1.1m when compared with 4Q FY23.

The real estate environment in the US remained challenging with 2023 recorded as the slowest year for US home sales in nearly 30 years. Interest rates in 2024 continue to persist at 20-year highs hovering around 7% inhibiting many homeowners who bought or refinanced more than two years ago from selling because they don't want to give up the fixed rate mortgage.

However, RMA's target market is the top 30% of agents, who are responsible for over 80% of transactions. These agents are more resilient in market downturns because they hold the a dominant share of the market and need to promote their profiles and business throughout the economic cycle. Accordingly, these agents are stickier on the platform. Looking forward, the business aims to monetise this agent base via an expanded strategy through partnering with large brokerages and technology companies.

### US revenues

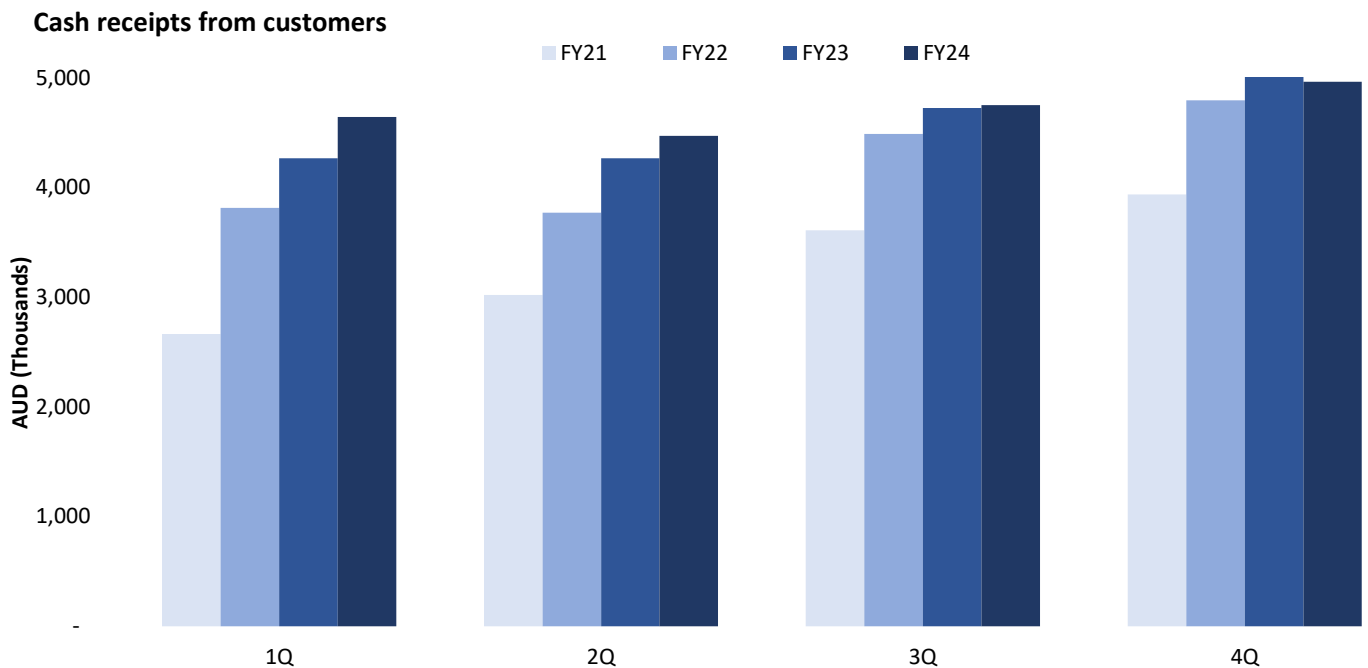


### ANZ

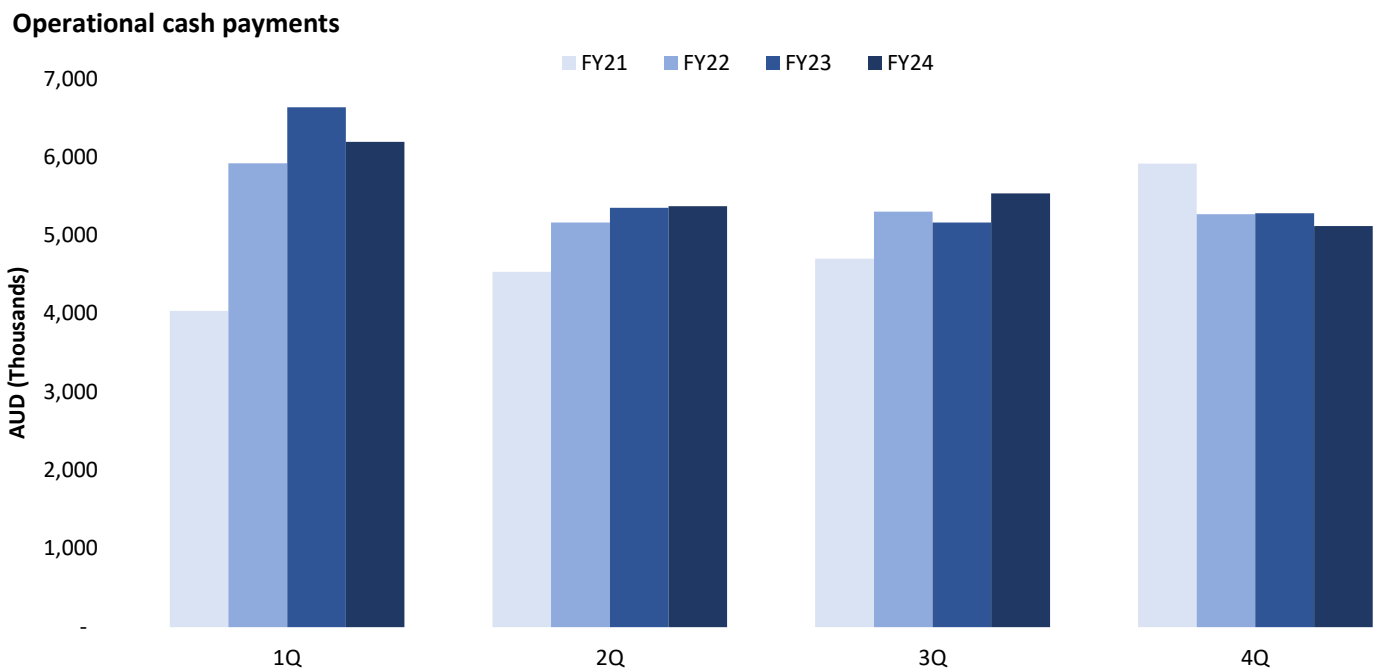
The ANZ market remains stable and profitable amid strong competition from a dominant incumbent. In 4Q FY24, ANZ subscription revenues decreased by 5%, whilst Promoter revenues were up 5% from 4Q FY23. This led to a <2% movement in total ANZ revenues from 4Q FY23 to 4Q FY24.

## Cashflow and Net Cash Position

**Cash receipts** from customers for 4Q FY24 were c.\$5m, down 1% on 4Q FY23.

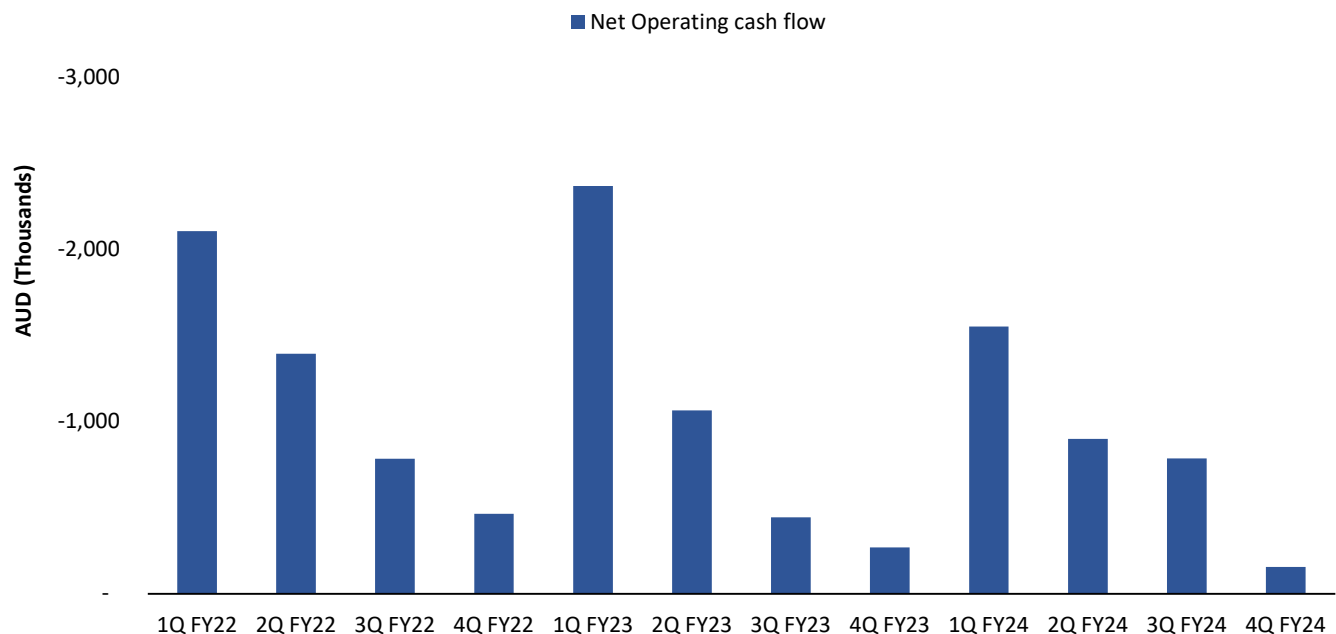


**Operational cash payments** for 4Q FY24 were c.\$5.1m, lower by 3% when compared with 4Q FY23. When excluding restructuring costs, operational cash payments for 4Q FY24 were c.\$5.0m, lower by 5% when compared with 4Q FY23.



**Net Operating cash burn** of \$0.15m in 4Q FY24, was lower by 43% compared with 4Q FY23. Notably, operating cash burn (when excluding \$0.1m restructuring costs) was lower by 84% compared to 4Q FY23.

**Appendix 4C quarterly net operating cash flows**



Cash payments to related parties of \$100k per 6.1 of the Appendix 4C include director fees.

Authorised for release by the Board of RMA Global Limited.

Further information:

Jim Crisera  
Chief Executive Officer  
Mobile +1 206 818 1728  
Jim.Crisera@ratemyagent.com

David Williams  
Chairman  
Mobile +61 414 383 593  
dwilliams@kidder.com.au

## Appendix 4C

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

**Name of entity**

RMA Global Ltd

**ABN**

69 169 102 523

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

30 June 2024

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	4,965	18,829
1.2 Payments for		
(a) research and development	(437)	(1,849)
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing (mainly Promoter costs)	(892)	(3,611)
(d) leased assets	(71)	(282)
(e) staff costs	(3,152)	(13,665)
(f) administration and corporate costs	(461)	(2,277)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	6	43
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	25
1.8 Other (termination costs)	(112)	(602)
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(154)</b>	<b>(3,389)</b>

<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(16)	(50)
(d) investments	-	-
(e) intellectual property	(3)	(7)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
	(f) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(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>(19)</b>	<b>(57)</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>-</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 period	3,199	6,518
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(154)	(3,389)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(19)	(57)



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	(22)	(68)
4.6	<b>Cash and cash equivalents at end of period</b>	<b>3,004</b>	<b>3,004</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	3,004	3,199
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>3,004</b>	<b>3,199</b>

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	(100)
6.2	Aggregate amount of payments to related parties and their associates included in item 2	
<i>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.</i>		

7.	<b>Financing facilities</b> <i>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.</i>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
7.1	Loan facilities	N/A	N/A
7.2	Credit standby arrangements	N/A	N/A
7.3	Other (please specify)	N/A	N/A
7.4	<b>Total financing facilities</b>	N/A	N/A
7.5	<b>Unused financing facilities available at quarter end</b>	N/A	
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.	<b>Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1	Net cash from / (used in) operating activities (item 1.9)	(154)
8.2	Cash and cash equivalents at quarter end (item 4.6)	3,004
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	3,004
8.5	<b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	19.5
<i>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.</i>		
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: N/A		
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: N/A		
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: N/A		
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>		

## 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: 30/07/2024

Authorised by: the Board of RMA Global Ltd

## 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.