

31 JULY 2019

ASX ANNOUNCEMENT

Quarterly Review for the period ended 30 June 2019

Progress Achieved Across Key Strategic Growth Initiatives

Highlights

- FY19 total revenue of \$4.1M (unaudited) up 134% from \$1.7M FY18
- Group revenue for Q4 FY19 was AUD1.07M up 110% from \$0.56M Q4 FY18

Paid by Coins: South Africa

- Completed the infrastructure and technical requirements to begin operations
- Monthly revenue is anticipated to begin in Q4 2019

South Africa

- New Liquor City Contract – to deliver revenues in Q4 2019 delivering a more than 10% uplift in South African revenues

Australia

- Secured agreement with major Health Insurance company to start trialling the 1700 platform across their corporate client base
- Signed a LOI with an Australian Telemedicine service provider to use the 1700 platform in multiple SE Asia countries

Customer engagement technology provider **Mobecom Limited (ASX: MBM)** (“**Mobecom**” or “**the Group**”), is pleased to provide an update of its recent activities.

Operational Update

The June quarter has seen significant progress across the Mobecom group. The company continues to deliver stable services to its growing client base. The growth in revenues was driven by ‘business to business to consumer’ products and anticipates that this growth will be complimented by delivering white-label solutions to new clients identified. Management continues to focus on reducing its staff costs now that a number of major developments have been completed and the offshore development centre is up and running.

Paid by Coins continues to deliver solid revenues month on month, and with the anticipated launch of Paid By Coins in South Africa, the revenue growth will continue.

airBux has completed its extensive technology upgrade and is now ready for scale through new 'business to business to consumer' and white-labelled opportunities identified.

Securing of new white-labelled contracts will continue to provide Mobecom with new stable and recurring revenues. With the new Liquor City contract announced on March 19, 2019 Mobecom anticipates that this new agreement will contribute a more than 10% uplift to Mobecom's contracted recurring revenues in South Africa in Q4 2019.

The success of the strategic partnership with Altius Group has been followed with Mobecom securing two further agreements in the health and wellness space providing the Mobecom technology in a white-labelled solution for a major Australian health insurance group as well as an international telemedicine service provider.

Outlook

The outlook for FY20 for Mobecom promises to be a transformative year for the Mobecom Group. The Company expects the existing contracts to start generating additional marginal revenues as our clients' platforms start to deliver positive results. Continued revenue growth and significant cost reductions as a result of the successful implementation of our offshore development centre, will contribute to the company achieving its near-term objective of reaching breakeven on a month to month basis in FY20.

For further information, contact:

Enquiries

Iain Dunstan
Interim Chief Executive Officer
Mobecom Ltd
E: i.dunstan@mobecom.co

About Mobecom Limited

Mobecom Limited (ASX:MBM) is a full-stack customer engagement technology provider that delivers end-to-end technology solutions for businesses to engage with their customers. Its primary focus is providing liquidity for digital assets through its two primary offerings: Paid by Coins and airBux. airBux is a digital currency platform that provides 'liquidity for loyalty' and is the Company's direct to consumer mobile application offering, with a cloud-based currency at its core. With mobile payment, ordering, booking and local offer capability; the airBux digital currency will be the gateway to a new digital lifestyle rewards program.

The Company's existing B2B offering provides its blue-chip customers based in Australia, Singapore, South Africa, and Europe with technology solutions, built on its airBux proprietary technology, to deliver a complete end-to-end set of customer engagement technology requirements, including both back-end (databases) and front-end technology (design, mobile applications and websites).

To learn more, please visit: www.mobecom.co

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

Mobecom Limited

ABN

47 125 688 940

Quarter ended ("current quarter")

30 June 2019

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
1. Cash flows from operating activities			
1.1 Receipts from customers		1,157	4,079
1.2 Payments for			
(a) research and development		(19)	(78)
(b) product manufacturing and operating costs		(1,154)	(2,273)
(c) advertising and marketing		(34)	(160)
(d) leased assets		(3)	(10)
(e) staff costs		(832)	(3,782)
(f) administration and corporate costs		(341)	(1,692)
1.3 Dividends received (see note 3)		-	-
1.4 Interest received		1	2
1.5 Interest and other costs of finance paid		(61)	(354)
1.6 Income taxes paid		-	-
1.7 Government grants and tax incentives		2	137
1.8 Other (provide details if material)		-	-
1.9 Net cash from / (used in) operating activities		(1,284)	(4,131)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
2.	Cash flows from investing activities		
2.1	Payments to acquire:		
	(a) property, plant and equipment	(10)	(57)
	(b) businesses (see item 10)	-	-
	(c) investments	(1)	(1)
	(d) intellectual property	-	-
	(e) other non-current assets (payments for security deposits)	-	(25)
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 (security deposits refunded)	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other Cash and cash equivalents acquired on acquisition of Paid By Coins Pty Ltd	-	33
2.6	Net cash from / (used in) investing activities	(11)	(50)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of shares	1,669	2,319
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	(146)	(263)
3.5	Proceeds from borrowings	859	3,109
3.6	Repayment of borrowings	(639)	(1,625)
3.7	Transaction costs related to loans and borrowings	(19)	(127)
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	Net cash from / (used in) financing activities	1,724	3,413

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of quarter/year to date	641	1,838
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,284)	(4,131)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(11)	(50)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	1,724	3,413
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of quarter	1,070	1,070

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	876	641
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other – Cash held in Share Application Trust Account	194	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)*	1,070	641

6.	Payments to directors of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to these parties included in item 1.2	91
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	

Total aggregate amount of payments reported in item 6.1 include payments to executive and non-executive directors of Mobecom Limited which are comprised of salary, fees and superannuation.

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

8.	Financing facilities available <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	Nil	Nil
8.2	Credit standby arrangements	Nil	Nil
8.3	Other (please specify)	Nil	Nil
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.	Estimated cash outflows for next quarter	\$A'000
9.1	Research and development	40
9.2	Product manufacturing and operating costs	650
9.3	Advertising and marketing	25
9.4	Leased assets	6
9.5	Staff costs	725
9.6	Administration and corporate costs	290
9.7	Other (Loan repayments and interest)	540
9.8	Total estimated cash outflows*	2,276

* It is anticipated that these expected cash outflows will be largely funded by cash in bank of \$1M together with debtors' receipts of \$510K, funds raised from Tranche 2 of the recent Placement of \$686K plus anticipated sales to customers of \$1.6M, totaling \$3.7M. In the event, that receipts from debtors are delayed or sales are lower than anticipated, the Company is able to defer certain budgeted expenditures if required, and may seek to extend the repayment terms, or refinance (if required) the short-term loans.

10.	Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
10.1	Not Applicable		
10.2			
10.3			
10.4			
10.5			

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:
Company Secretary

Date: 31 July 2019

Print name: Anne Adaley

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.