

ASX/Market Release  
30 October 2019

## Real Estate Investar Q1 Appendix 4C and Operational Update

Real Estate Investar Group Limited (“**REV Group**” or “**Company**”) (ASX: REV), a leading provider of investment property Software as a Service (“**SaaS**”) solutions to Australian and New Zealand investors, has released its Appendix 4C for the three months to 30 September 2019 (“**First Quarter**” or “**Q1**”).

### First Quarter Highlights include:

- The Company reported another quarter of positive net operating cashflow;
- Adjusted<sup>1</sup> cash receipts from customers of \$367,000 was 2% up on previous quarter;
- Cash on hand as at 30 Sept 2019 grew to \$0.28 million with commission receivables at settlement totalling approximately c.\$0.8 million;
- The Company introduced accounting treatment changes to provide a more accurate view of revenue by excluding complimentary SaaS subscriptions;
- The SaaS business launched two new product partnerships with CoreLogic RP Data and Archistar, both have been integrated into our leading SaaS tools with bundled pricing packages aiding growth in the number of paying SaaS members again this Quarter; and
- The Company is continuing due diligence on an exciting property technology investment opportunity.

During Q4, the Company reported a positive net operating cashflow position of \$46k, 7% up on previous quarter.

At the end of Q1, the Company’s cash balance was \$276K. In addition, the Company has approximately \$800K of commissions due to it at settlement.

As previously indicated to market, the Company is investigating investment opportunities in the Prop Tech space that can leverage its assets to help accelerate the investees growth. The Company has completed due diligence on a number of investment opportunities that it chose not to undertake but is continuing to conduct due diligence on an exciting prop tech opportunity and will progress that process accordingly.

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<sup>1</sup> Excluding one off property transaction revenues and historical complementary SaaS revenue

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In considering the Company's liquidity and cash requirements for the next 12 months, especially if the Company decides to progress the investment opportunities, the Directors are assessing alternatives for capital raising in the near term.

**Joe Hanna, Executive Director, commented:** "We are pleased to welcome RP Data and Archistar to our growing list of product partners that bolster the capabilities of our market leading SaaS tools. We continue to explore investment opportunities in the Prop Tech space that will leverage our existing assets and provide new growth opportunities for the REV Group."

**\*\* ENDS \*\***

## **Background**

The Real Estate Investar Group Limited (ASX: REV) is a leading prop tech company that provides investment property analysis, tracking and SaaS services to Australian and New Zealand property investors.

Real Estate Investar offers property investors a comprehensive suite of free online services to grow its member base and increase its knowledge of members as they engage with these services. It monetises this base via its SaaS offering by providing members with paid memberships for advanced tools and services.

The Company is proactively looking for opportunities to leverage its assets, including its database of property investors, to secure investment in Australian and New Zealand prop tech companies.

## **Contacts**

### **Investors**

Joe Hanna, Executive Director  
[joe@realestateinvestar.com.au](mailto:joe@realestateinvestar.com.au)

Simon Baker, Chairman  
[sbaker@cavig.com](mailto:sbaker@cavig.com)

## 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**

Real Estate Investar Group Ltd

**ABN**

39 141 276 959

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

30 September 2019

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	367	367
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(43)	(43)
(c) advertising and marketing	(16)	(16)
(d) leased assets	-	-
(e) staff costs	(193)	(193)
(f) administration and corporate costs	(166)	(166)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	-
1.5 Interest and other costs of finance paid	(3)	(3)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	100	100
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>46</b>	<b>46</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-

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Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
(d) intellectual property	-	-
(e) other non-current assets	(19)	(19)
<b>2.2</b> Proceeds from disposal of:		
(a) property, plant and equipment	1	1
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
<b>2.3</b> Cash flows from loans to other entities	-	-
<b>2.4</b> Dividends received (see note 3)	-	-
<b>2.5</b> Other (provide details if material)	-	-
<b>2.6</b> <b>Net cash from / (used in) investing activities</b>	<b>(18)</b>	<b>(18)</b>

<b>3.</b> <b>Cash flows from financing activities</b>		
3.1 Proceeds from issues of shares	-	-
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	-	-
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)	-	-
<b>3.10</b> <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 quarter/year to date	252	252
4.2 Net cash from / (used in) operating activities (item 1.9 above)	46	46
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(18)	(18)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	-	-

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<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
4.5	Effect of movement in exchange rates on cash held	(4)	(4)
<b>4.6</b>	<b>Cash and cash equivalents at end of quarter</b>	<b>276</b>	<b>276</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	176	126
5.2	Call deposits	100	126
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>276</b>	<b>252</b>

**6. Payments to directors of the entity and their associates**

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 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

<b>Current quarter \$A'000</b>
-
-

**7. Payments to related entities of the entity and their associates**

- 7.1 Aggregate amount of payments to these parties included in item 1.2
- 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

<b>Current quarter \$A'000</b>
-
-

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8. <b>Financing facilities available</b> <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	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
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. <b>Estimated cash outflows for next quarter</b>	\$A'000
9.1 Research and development	-
9.2 Product manufacturing and operating costs	(267)
9.3 Advertising and marketing	(13)
9.4 Leased assets	-
9.5 Staff costs	(101)
9.6 Administration and corporate costs	(101)
9.7 Other (provide details if material)	-
<b>9.8 Total estimated cash outflows</b>	<b>(482)</b>

10. <b>Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	Acquisitions	Disposals
10.1 Name of entity	-	-
10.2 Place of incorporation or registration	-	-
10.3 Consideration for acquisition or disposal	-	-
10.4 Total net assets	-	-
10.5 Nature of business	-	-

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**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:  ..... Date: 30 October 2019 .....

(~~Director~~/Company secretary)

Print name: Lee D. Mitchell .....

**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.

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