

ASX announcement  
30 October 2015

## Quarterly activities report for the period ending 30 September 2015

Employee experience technology company REFFIND Limited (ASX:RFN) has released its Appendix 4C for the quarterly period ending 30 September 2015.

### Revenue and invoices

- During the quarter REFFIND billed \$119,000 to clients, a 750% increase on the previous quarter. Cash receipts within the period were \$38,000.
- While REFFIND continues to offer a monthly, no commitment credit card payment option, the company has introduced invoice terms for enterprise clients under minimum term subscription agreements
- The introduction of invoice terms came after requests from multiple enterprise clients
- The quarter encompassed a period in which REFFIND was continuing to develop its sales and marketing capability, which has since accelerated with the appointments of new staff in these areas including APAC Vice President Nick Hillier and Marketing Director Stacey Beer

### Activity highlights

- It was a landmark quarter for REFFIND, commencing with its listing on the ASX in early July after an \$8 million IPO which saw outstanding demand from investors
- REFFIND holds cash of \$5.98 million as at 30 September 2015. Expenditure during the period was in line with forecasts
- A multitude of clients have joined the REFFIND employee experience platform including Qantas, Suncorp, Downer and Johnson & Johnson
- Strategic alliance signed with Randstad, one of the world's largest recruiting firms. Initially targeting its network of IT professionals the agreement was then expanded to cover relevant job vacancies across nine of Randstad's divisions and therefore more than 1 million job candidates

- REFFIND Engage launched with clients immediately taking up the new platform
- Acquisition of global market leader in employee recognition WooBoard, thus launching REFFIND's Embrace product. Acquisition includes 46 active customers and provides immediate entry into the US and other markets

**For more information please contact:**

Matthew Wright  
Investor/media relations  
[matt@reffind.com](mailto:matt@reffind.com)  
+61 451 896 420

**About REFFIND**

REFFIND Limited is a mobile employee experience platform targeted for use by medium-large corporations to facilitate more efficient and effective communication with their employees. Based in Sydney, Australia the company is listed on the Australian Securities Exchange (ASX:RFN).

For more information please visit [www.reffind.com](http://www.reffind.com)

# Appendix 4C

## Quarterly report for entities admitted on the basis of commitments

*Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10*

Name of entity

REFFIND Ltd

ABN

64 600 717 539

Quarter ended ("current quarter")

30 September 2015

### **Consolidated statement of cash flows**

<b>Cash flows related to operating activities</b>	<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
<b>1.1 Receipts from customers</b>	38	38
<b>1.2 Payments for</b>		
(a) staff costs	(419)	(419)
(b) advertising and marketing	(205)	(205)
(c) research and development	-	-
(d) leased assets	(26)	(26)
(e) other working capital	(222)	(222)
<b>1.3 Dividends received</b>	-	-
<b>1.4 Interest and other items of a similar nature received</b>	-	-
<b>1.5 Interest and other costs of finance paid</b>	-	-
<b>1.6 Income taxes paid</b>	-	-
<b>1.7 Other – transitional services</b>	(400)	(400)
<b>Net operating cash flows</b>	<b>(1,234)</b>	<b>(1,234)</b>

+ See chapter 19 for defined terms.

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**Appendix 4C**  
**Quarterly report for entities**  
**admitted on the basis of commitments**

	Current quarter \$A'000	Year to date (3 months) \$A'000
<b>I.8</b> <i>Net operating cash flows (carried forward)</i>	<b>(1,234)</b>	<b>(1,234)</b>
<b>I.9</b> <b>Cash flows related to investing activities</b>		
<i>Payment for acquisition of:</i>		
(a) <i>businesses (item 5)</i>	-	-
(b) <i>equity investments</i>	-	-
(c) <i>intellectual property</i>	-	-
(d) <i>physical non-current assets</i>	(46)	(46)
(e) <i>other non-current assets</i>	(23)	(23)
<b>I.10</b> <i>Proceeds from disposal of:</i>		
(a) <i>businesses (item 5)</i>	-	-
(b) <i>equity investments</i>	-	-
(c) <i>intellectual property</i>	-	-
(d) <i>physical non-current assets</i>	-	-
(e) <i>other non-current assets</i>	-	-
<b>I.11</b> <i>Loans to other entities</i>	-	-
<b>I.12</b> <i>Loans repaid by other entities</i>	-	-
<b>I.13</b> <i>Other (provide details if material)</i>	-	-
<b>Net investing cash flows</b>	<b>(69)</b>	<b>(69)</b>
<b>I.14</b> <b>Total operating and investing cash flows</b>	<b>(1,303)</b>	<b>(1,303)</b>
<b>Cash flows related to financing activities</b>		
<b>I.15</b> <i>Proceeds from issues of shares, options, etc.</i>	8,048	8,048
<b>I.16</b> <i>Proceeds from sale of forfeited shares</i>	-	-
<b>I.17</b> <i>Proceeds from borrowings</i>	-	-
<b>I.18</b> <i>Repayment of borrowings</i>	-	-
<b>I.19</b> <i>Dividends paid</i>	-	-
<b>I.20</b> <i>Other – IPO transaction costs</i>	(802)	(802)
<b>Net financing cash flows</b>	<b>7,246</b>	<b>7,246</b>
<b>Net increase (decrease) in cash held</b>	<b>5,943</b>	<b>5,943</b>
<b>I.21</b> <i>Cash at beginning of quarter/year to date</i>	37	37
<b>I.22</b> <i>Exchange rate adjustments to item I.20</i>	-	-
<b>I.23</b> <b>Cash at end of quarter</b>	<b>5,980</b>	<b>5,980</b>

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**Payments to directors of the entity and associates of the directors**

**Payments to related entities of the entity and associates of the related entities**

		Current quarter \$A'000
1.24	Aggregate amount of payments to the parties included in items 1.2 (& 1.7)	(522)
1.25	Aggregate amount of loans to the parties included in item 1.11	-

1.26 **Explanation necessary for an understanding of the transactions**

Payments made to Digital4ge Pty Ltd (\$400k) for services received under the transitional services agreement. Payment of Director salaries/fees of \$122k.

**Non-cash financing and investing activities**

2.1 **Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows**

N/A

2.2 **Details of outlays made by other entities to establish or increase their share in businesses in which the reporting entity has an interest**

N/A

**Financing facilities available**

*Add notes as necessary for an understanding of the position.*

		Amount available \$A'000	Amount used \$A'000
3.1	Loan facilities	-	-
3.2	Credit standby arrangements	140	27

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**Reconciliation of cash**

<i>Reconciliation of cash at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows.</i>		<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
4.1	Cash on hand and at bank	3,980	37
4.2	Deposits at call	-	-
4.3	Bank overdraft	-	-
4.4	Other – cash equivalents	2,000	-
<b>Total: cash at end of quarter (item 1.23)</b>		<b>5,980</b>	<b>37</b>

**Acquisitions and disposals of business entities**

	<b>Acquisitions (Item 1.9(a))</b>	<b>Disposals (Item 1.10(a))</b>
5.1	Name of entity	-
5.2	Place of incorporation or registration	-
5.3	Consideration for acquisition or disposal	-
5.4	Total net assets	-
5.5	Nature of business	-

**Compliance statement**

- 1 This statement has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Act (except to the extent that information is not required because of note 2) or other standards acceptable to ASX.
- 2 This statement does give a true and fair view of the matters disclosed.

Sign here:  Date: 30 October 2015  
Director

Print name: Jamie Pride

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## **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 wanting to disclose additional information is encouraged to do so, in a note or notes attached to this report.*
2. *The definitions in, and provisions of, AASB 107: Statement of Cash Flows apply to this report except for any additional disclosure requirements requested by AASB 107 that are not already itemised in this report.*
3. **Accounting Standards.** *ASX will accept, for example, the use of International Financial Reporting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if any) must be complied with.*

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