

ASX announcement  
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## REFFIND signs two clients and enters hospitality sector

- ASX 100 company Echo Entertainment and Southern Cross Austereo to commence use of REFFIND Employ
- First deployment of REFFIND into key hospitality sector
- Strong growth in new clients continues
- Clarification regarding business model and guidance

Employee experience technology company REFFIND Limited (ASX:RFN) has added Echo Entertainment and leading broadcast media business Southern Cross Austereo as new clients.

Gaming and entertainment company Echo Entertainment will commence use of REFFIND Employ across more than 6,000 staff within its venues throughout New South Wales and Queensland including The Star, Treasury Casino and Hotel and Jupiters Hotel and Casino.

Echo provides REFFIND with its first client in the hospitality industry, a sector identified as particularly important given the number of workers that are not desk bound. Reaching and engaging with these employees makes REFFIND's mobile solution particularly attractive for such clients.

Southern Cross Austereo will also deploy REFFIND Employ to its more than 2,000 staff nationally. It produces a variety of popular entertainment within Australia across radio, TV and digital devices.

"These two new client additions further reinforce REFFIND's emerging position as an industry standard for sourcing and engaging talent regardless of sector," said REFFIND APAC Vice President Nick Hillier.

"Growth in new clients continues to progress at an excellent rate and we have a very strong pipeline here in Australia and the US."

Non-Executive Director Geoff Morgan commented that REFFIND is quickly developing a presence in the HR community.

"With the outstanding progress to date signing iconic large enterprises, REFFIND is becoming a name synonymous with the latest in quality HR technology. Feedback from

those using the platform is excellent and this will continue to bolster lead generation within the tight-knit HR community.”

#### **Clarification on business model**

REFFIND wishes to provide clarification regarding its business model.

REFFIND is a subscription based model where clients typically sign a 12 month subscription agreement to use the platform. As REFFIND is working with mid to large size clients it typically has a four week onboarding and roll out process to ensure the best possible customer experience. Like any other enterprise subscription model there will be a timing difference between invoicing and revenue recognition.

The guidance provided by REFFIND during the IPO process remains accurate and the company is extremely well positioned given both the clients secured to date as well as the growing pipeline moving forward.

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#### **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)