

31 JULY 2018

**IntelliHR Holdings Limited (ASX Code: IHR)** is pleased to report its Quarterly Cashflow report (Appendix 4C) for the quarter ended 30 June 2018.

#### Quarter on Quarter Overview

- Receipts from customers increased 83% from \$84,000 to \$154,000
- Investment in marketing activities increased 63% from \$179,000 to \$292,000
- Net cash used in operating activities increased \$327,000 largely due to a \$174,000 spend on insurance premiums and the \$113,000 increase in marketing activity spend.
- Cash as at 30 June 2018 is \$4,765,000.

#### Net Quarter Cash Outflows Estimate

- Staff costs are estimated to increase due to recent growth of the customer acquisition (sales team) with 6 new staff recently joining the team including the executive appointment of a Chief Operating Officer. An additional 2 Sales staff and 3 Customer Success (software implementation) staff are also budgeted to be appointed in the quarter to assist with growing demand and customer onboarding.
- Once-off security deposits of \$417,000 have been made providing for intelliHR's first permanent office accommodation.
- Forecast increases in customer receipts in the September 18 quarter, together with R&D Grant funding, are expected to see a reduction in cash burn quarter on quarter.

Signed for and on behalf of intelliHR Holdings Limited:



**Suzanne Yeates**  
Company Secretary  
intelliHR Holdings Limited

#### About intelliHR

intelliHR is an Australian HR technology business developing and currently marketing a next-generation cloud-based people management and data analytics Platform. For more information visit [www.intellihr.com.au](http://www.intellihr.com.au).



## 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**

intelliHR Holdings Limited

**ABN**

38 600 548 516

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

30 June 2018

<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	154	363
1.2 Payments for		
(a) research and development	(587)	(1,726)
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing	(292)	(787)
(d) leased assets	(56)	(159)
(e) staff costs	(325)	(1,438)
(f) administration and corporate costs	(438)	(857)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	23	53
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	429
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(1,521)</b>	<b>(4,122)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	(61)	(100)
(b) businesses (see item 10)	-	-
(c) investments	-	-

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
(d) intellectual property	-	-
(e) other non-current assets	-	-
<b>2.2 Proceeds from disposal of:</b>		
(a) property, plant and equipment	-	1
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
<b>2.3 Cash flows from loans to other entities</b>	-	-
<b>2.4 Dividends received (see note 3)</b>	-	-
<b>2.5 Other (provide details if material)</b>	-	-
<b>2.6 Net cash from / (used in) investing activities</b>	<b>(61)</b>	<b>(99)</b>

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of shares	-	8,535
3.2 Proceeds from issue of convertible notes	-	-
3.3 Proceeds from exercise of share options	-	36
3.4 Transaction costs related to issues of shares, convertible notes or options	(32)	(597)
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 Net cash from / (used in) financing activities</b>	<b>(32)</b>	<b>7,974</b>

<b>4. 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	6,379	1,012
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(1,521)	(4,122)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(61)	(99)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	(32)	7,974

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of quarter</b>	<b>4,765</b>	<b>4,765</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	1,715	829
5.2	Call deposits	3,050	5,550
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>4,765</b>	<b>6,379</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>
205
-

Payments to directors include salaries, directors fees and superannuation guarantee.

**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>
82
-

A company of which Robert Bromage is a director provided recruitment services under a client services agreement under normal commercial terms and conditions.

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.		


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9. <b>Estimated cash outflows for next quarter</b>	\$A'000
9.1 Research and development	599
9.2 Product manufacturing and operating costs	-
9.3 Advertising and marketing	215
9.4 Leased assets	39
9.5 Staff costs	699
9.6 Administration and corporate costs	381
9.7 Other (provide details if material)	-
Security deposits	417
<b>9.8 Total estimated cash outflows</b>	<b>2,350</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	-	-

**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: 31 July 2018  
(Director/Company secretary)

Print name: Suzanne Yeates

**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.