

31 January 2019

**intelliHR Holdings Limited (ASX Code: IHR; 'intelliHR' or the 'Company')** is pleased to present its Quarterly Cashflow report (Appendix 4C) for the quarter ended 31 December 2018.

## Highlights

- Receipts from customers totalled \$148,000
- Cash of \$2,279,000 on hand as at 31 December 2019

Cash and cash equivalents remaining at the end of the December quarter totalled \$2,279,000, down from \$2,800,000 as at 30 September 2018. The company received an Australian Government backed R&D Tax Incentive refund worth \$819,792 for R&D activity focussed on increasing the productivity and organisational performance of intelliHR's customer base resulting in net cash used in operating activities during the quarter of \$514,000.

Receipts from customers were steady at \$148,000 during the quarter, noting growth in subscription revenue was offset by a reduction of implementation fees received quarter on quarter due to the seasonality impact of the Christmas period. intelliHR commences a detailed implementation process with each new customer which can span several weeks so a delay is generally experienced between contract signing and receipt of first revenues. Recent investment in the Customer Acquisition team and towards global expansion saw intelliHR sign its first US based customer in the December quarter and helped breach 5000 contracted paying users for the first time. Total paying users increased 11.9% over the quarter and total contracted customers increased 15.4%.

As announced 16 January 2019, the Company has since signed another US headquartered firm with operations in eight countries and has now subsequently reached in excess of 6000 contracted paying users whilst continuing discussions with other interest parties.

intelliHR's Managing Director, Mr. Robert Bromage commented: "This is a testament to our investment into customer acquisition, customer support and developing our growth channels. We are seeing substantial growth in this area and are confident we are going to see continued strong growth of new paying users whilst ensuring the needs of our existing customers are met".

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. Delivered to customers by a SaaS business model, it is disruptive and advanced technology leveraging AI specifically Natural Language Processing in the application. It is scalable to a global market and is industry agnostic. For more information visit [www.intellihr.com.au](http://www.intellihr.com.au)



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## 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")**

31 December 2018

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (6 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	148	305
1.2 Payments for		
(a) research and development	(556)	(1,124)
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing	(99)	(265)
(d) leased assets	(53)	(157)
(e) staff costs	(632)	(1,227)
(f) administration and corporate costs	(153)	(447)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	11	29
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	820	820
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(514)</b>	<b>(2,066)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	(8)	(11)
(b) businesses (see item 10)	-	-
(c) investments	-	-

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Consolidated statement of cash flows	Current quarter \$A'000	Year to date (6 months) \$A'000
(d) intellectual property	-	-
(e) other non-current assets	-	-
<b>2.2</b> Proceeds from disposal of:		
(a) property, plant and equipment	-	-
(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)		
Payment for security deposit	-	(417)
<b>2.6</b> <b>Net cash from / (used in) investing activities</b>	<b>(8)</b>	<b>(428)</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	1	8
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>1</b>	<b>8</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	2,800	4,765
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(514)	(2,066)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(8)	(428)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	1	8

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<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (6 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>2,279</b>	<b>2,279</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	1,729	1,250
5.2	Call deposits	550	1,550
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>2,279</b>	<b>2,800</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

**Current quarter  
\$A'000**

187

-

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

**Current quarter  
\$A'000**

4

-

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

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<b>8. Financing facilities available</b> <i>Add notes as necessary for an understanding of the position</i>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
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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<b>9. Estimated cash outflows for next quarter</b>	<b>\$A'000</b>
9.1 Research and development	504
9.2 Product manufacturing and operating costs	-
9.3 Advertising and marketing	135
9.4 Leased assets	105
9.5 Staff costs	561
9.6 Administration and corporate costs	230
9.7 Other (provide details if material)	-
<b>9.8 Total estimated cash outflows</b>	<b>1,535</b>

<b>10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	<b>Acquisitions</b>	<b>Disposals</b>
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:  .....  
(Director/Company secretary)

Date: 31 January 2019

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.

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