

ASX Announcement

QUARTERLY ACTIVITIES REPORT AND APPENDIX 4C

Below is a report on the key areas of activity and cash flow (Appendix 4C) of Registry Direct Limited (ASX: RD1) ("Registry Direct" or "the company") for the quarter ended 31 March 2022.

Principal business activities

Registry Direct provides software and services to manage the registers of shares, units and other securities issued by listed, unlisted companies and trusts operating in Australia.

Quarterly activity report

Highlights

- ✓ Receipts up 22% compared to the same quarter last year.
- ✓ 28 new fee-paying registers added.
- ✓ Ongoing system development.

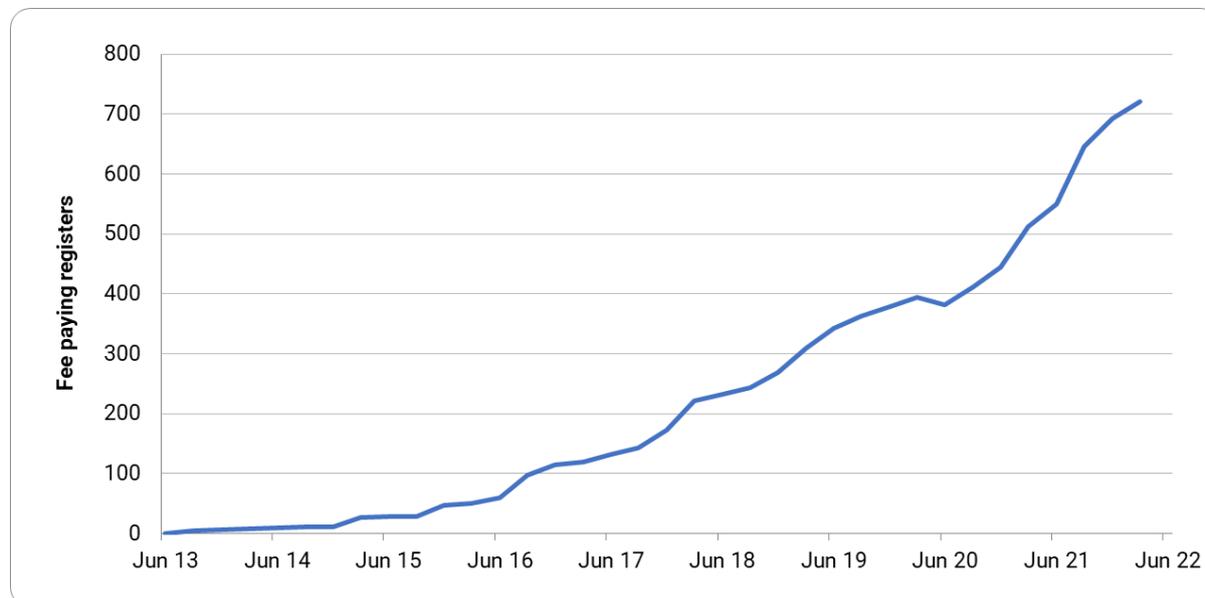
Revenue

| | March-22 Quarter | March-21 Quarter | Change |
|--|------------------|------------------|----------|
| Receipts from customers | \$267,000 | \$218,000 | up 22% |
| Net cash from / (used in) operating activities | (\$210,000) | (\$125,000) | down 68% |

Registry Direct continued its positive growth trajectory, increasing receipts from customers to \$267,000. Compared to the previous corresponding period, the receipts were up 22%.

Sales

Over the March 2022 quarter, Registry Direct added a net 28 new fee-paying registers to its business. This continues the strong growth of previous quarters. The following chart shows customer acquisition over time.



Product development

Registry Direct is committed to continuing enhancing its leading-edge registry technology platform.

Over the quarter upgrades and improvements were:

- ✓ **Capital Call management.** New functionality was developed which allows issuer and registrar users to manage the capital call process from end to end, including the generation and sending of invoices, approval of payments, creation of capital call transactions and sending of receipts. This feature will enable fund manager customers to streamline their capital call management process and at the same time, provide a better experience for their investors.
- ✓ **CHES replacement project.** Work has continued on ensuring that Registry Direct is ready and on track for the ASX CHES replacement project transition. We are now well positioned to complete the ITE2 accreditation process once commenced by the ASX. This is an essential stage gate which all participants must meet to progress to the next phase of the project.
- ✓ **Miscellaneous product improvements.** Based on feedback from customers, a range of different product improvements were made, including: improvements for how payments work for payees with international bank accounts; an additional option for how “days held” style distribution payments are calculated; the ability to specify a HIN as well as an advisor email address in online applications; a new and easier to use date and date range picker widget implemented throughout the product; the ability to preview share certificate and holding statement PDFs when updating the issuer logo.
- ✓ **Bug fixes.** Various bug fixes were made based on customer bug reports and feedback as well as proactive error detection.

Expenditure

The table below provides a breakdown of the operating expenses of Registry Direct over the quarter ended 31 March 2022 and the previous three quarters.

| Operating Expenses | Mar-22 | Dec-21 | Sep-21 | Jun-21 |
|---------------------------------|-------------------|-------------------|-------------------|-------------------|
| Administration costs | \$ 96,610 | \$ 79,385 | \$ 132,540 | \$ 126,603 |
| Employee costs | \$ 437,785 | \$ 416,499 | \$ 389,384 | \$ 386,636 |
| Occupancy costs | \$ 2,788 | \$ 3,333 | \$ 18,400 | \$ 10,160 |
| Other Expenses | \$ 9 | \$ 1,308 | \$ 406 | \$ 128 |
| Total Operating Expenses | \$ 537,191 | \$ 500,525 | \$ 540,729 | \$ 523,527 |

Included within the total operating expenses were \$106,000 of related party expenses in the quarter ended 31 March 2022 as detailed in the attached Appendix 4C. All of the related party expenses were for director remuneration and salaries for parties associated with the directors. There were no other related party expenses.

Outlook

The board of Registry Direct is focused on driving shareholder value through growth. The firm's organic growth strategy is working as evidenced through successive year on year client and revenue growth. Additionally, the board continues to explore inorganic acquisition opportunities to further diversify and grow the business.

This announcement was authorised for release to the market by the board of Registry Direct.

For further information, please contact:



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Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

Registry Direct Limited

ABN

35 160 181 840

Quarter ended ("current quarter")

31 March 2022

| Consolidated statement of cash flows | | Current quarter \$A'000 | Year to date (9 months) \$A'000 |
|---|---|------------------------------------|--|
| 1. | Cash flows from operating activities | | |
| 1.1 | Receipts from customers | 267 | 875 |
| 1.2 | Payments for | | |
| | (a) research and development | - | - |
| | (b) product manufacturing and operating costs | - | - |
| | (c) advertising and marketing | - | - |
| | (d) leased assets | - | - |
| | (e) staff costs (excluding capitalised IT salaries) | (250) | (782) |
| | (f) administration and corporate costs | (225) | (513) |
| 1.3 | Dividends received (see note 3) | | |
| 1.4 | Interest received | - | - |
| 1.5 | Interest and other costs of finance paid | (2) | (8) |
| 1.6 | Income taxes paid | - | - |
| 1.7 | Government grants and tax incentives | - | - |
| 1.8 | Other (sundry income) | - | - |
| 1.9 | Net cash from / (used in) operating activities | (210) | (428) |

| Consolidated statement of cash flows | | Current quarter \$A'000 | Year to date (9 months) \$A'000 |
|---|---|------------------------------------|--|
| 2. | Cash flows from investing activities | | |
| 2.1 | Payments to acquire: | | |
| | (a) entities | | |
| | (b) businesses | | |
| | (c) property, plant and equipment | - | - |
| | (d) investments | - | - |
| | (e) intellectual property | - | - |
| | (f) other non-current assets | - | - |
| 2.2 | Proceeds from disposal of: | | |
| | (a) entities | - | - |
| | (b) businesses | | |
| | (c) property, plant and equipment | | |
| | (d) investments | - | - |
| | (e) intellectual property | - | - |
| | (f) other non-current assets | - | - |
| 2.3 | Cash flows from loans to other entities | - | - |
| 2.4 | Dividends received (see note 3) | - | - |
| 2.5 | Other (net of R&D refund and capitalised IT salaries / IT development costs) | (76) | - |
| 2.6 | Net cash from / (used in) investing activities | (76) | - |
| 3. | Cash flows from financing activities | | |
| 3.1 | Proceeds from issues of equity securities (excluding convertible debt securities) | - | 2,113 |
| 3.2 | Proceeds from issue of convertible debt securities | - | - |

Appendix 4C
Quarterly cash flow report for entities subject to Listing Rule 4.7B

| Consolidated statement of cash flows | | Current quarter \$A'000 | Year to date (9 months) \$A'000 |
|---|---|------------------------------------|--|
| 3.3 | Proceeds from exercise of share options | - | - |
| 3.4 | Transaction costs related to issues of equity securities or convertible debt securities | - | (400) |
| 3.5 | Proceeds from borrowings | - | - |
| 3.6 | Repayment of borrowings | (5) | (22) |
| 3.7 | Transaction costs related to loans and borrowings | - | - |
| 3.8 | Dividends paid | - | - |
| 3.9 | Other (provide details if material) | (1) | (7) |
| 3.10 | Net cash from / (used in) financing activities | (6) | 1,684 |
| 4. | Net increase / (decrease) in cash and cash equivalents for the period | | |
| 4.1 | Cash and cash equivalents at beginning of period | 2,866 | 1,318 |
| 4.2 | Net cash from / (used in) operating activities (item 1.9 above) | (210) | (428) |
| 4.3 | Net cash from / (used in) investing activities (item 2.6 above) | (76) | - |
| 4.4 | Net cash from / (used in) financing activities (item 3.10 above) | (6) | 1,684 |
| 4.5 | Effect of movement in exchange rates on cash held | - | - |
| 4.6 | Cash and cash equivalents at end of period | 2,574 | 2,574 |

| 5. Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts | Current quarter \$A'000 | Previous quarter \$A'000 |
|---|------------------------------------|-------------------------------------|
| 5.1 Bank balances | 2,574 | 1,330 |
| 5.2 Call deposits | - | - |
| 5.3 Bank overdrafts | - | - |
| 5.4 Other (provide details) | - | - |
| 5.5 Cash and cash equivalents at end of quarter (should equal item 4.6 above) | 2,574 | 1,330 |

6. Payments to related parties of the entity and their associates

| | | Current quarter \$A'000 |
|-----|---|------------------------------------|
| 6.1 | Aggregate amount of payments to related parties and their associates included in item 1 | 160 |
| 6.2 | Aggregate amount of payments to related parties and their associates included in item 2 | - |

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments

Cash payments to the following:

- Executive and non-executive Director remuneration (including superannuation); and
- Associates salaries (including superannuation).

| 7. | Financing facilities available <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i> | Total facility amount at quarter end \$A'000 | Amount drawn at quarter end \$A'000 |
|-----|--|---|--|
| 7.1 | Loan facilities | 1 | 1 |
| 7.2 | Credit standby arrangements | - | - |
| 7.3 | Other (please specify) | - | - |
| 7.4 | Total Financing Facilities | 1 | 1 |
| 7.5 | Unused financing facilities available at quarter end | | 0 |

7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.

| | |
|---|---------------|
| Lender 1: Elantis Premium Funding Amount: \$516 Interest Rate: 7.52% p.a. Maturity Date: 31 May 2022 Unsecured Loan | Lender 2: n/a |
|---|---------------|

| 8. | Estimated cash available for future operating activities | \$A'000 |
|-----|---|----------------|
| 8.1 | Net cash from / (used in) operating activities (Item 1.9) | (210) |
| 8.2 | Cash and cash equivalents at quarter end (Item 4.6) | 2,574 |
| 8.3 | Unused finance facilities available at quarter end (Item 7.5) | 0 |
| 8.4 | Total available funding (Item 8.2 + Item 8.3) | 2,574 |
| 8.5 | Estimated quarters of funding available (Item 8.4 divided by Item 8.1) | 12 |

8.6 If Item 8.5 is less than 2 quarters, please provide answers to the following questions:

1. Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

n/a

2. Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

n/a

3. Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

n/a

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.

Date: 28 April 2022

Authorised by: The board

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow 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 cash flow 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.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's Corporate Governance Principles and Recommendations, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.