



31 January 2022

## Quarterly Activities Report – Quarter ended 31 December 2021

The Directors of Cape Range Limited (**Company**) present the quarterly activities report for the 3 months ended 31 December 2021 for its operating subsidiary, Biztrak Business Solutions Sdn Bhd (**Biztrak**).

### Fourth Quarter 2021 v Fourth Quarter 2020

Biztrak recorded revenue of ~ A\$120k (MYR 366k) for the fourth quarter of 2021, a slight decrease of 9% when compared to the preceding year's corresponding quarter of ~A\$132k (MYR 402k). This decrease was mainly attributed to lower software license revenue for Biztrak WMS as a result of the lockdown imposed by the Malaysian government to curb the surge in COVID-19 cases.

### Fourth Quarter 2021 v Third Quarter 2021

Biztrak's revenue for the fourth quarter of 2021 of A\$120k (MYR 366k) improved when compared to the third quarter 2021 revenue of ~A\$94k (MYR 286k). The increased revenue can be attributed to increased software license & maintenance fees and on-site service charges for Biztrak MSB.

### COVID-19

As a consequence of Malaysia's high vaccination rate (over 79% of the population being fully inoculated and 34% being administered with booster jabs), it is expected that Malaysia will transition from the COVID-19 pandemic to an endemic phase. With the easing of restrictions and the lifting of travel bans, there is optimism that the Malaysian economy is beginning to recover.

Even with the policies and plans that have been designed to propel Malaysia forward, COVID-19's impact still reverberates across the Malaysian economy, particularly among those who are least able to bear the burden. The pandemic continues to impact Malaysian businesses, particularly those in micro, small and medium enterprises and industries such as tourism and services.

Given the need to achieve fiscal sustainability, the Government has called upon the private sector to contribute to economic growth and nation-building.

The strategic direction of the Company remains committed to its technology focus, the Biztrak business and its continued development and growth. The operational objectives of Biztrak will remain focused on online initiatives to market our solutions and services to drive business growth.

**Cape Range Limited**

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## **Business and Product Highlights**

### **(1) Biztrak MSB**

- **Biztrak MSB Mobile Application**

A new mobile application has been developed for Biztrak MSB users to manage their sales & accounts on-the-go. The new **Biztrak MSB Mobile App** was soft launched on 8 Dec 2021 and officially launched via a virtual launch event on 13 Jan 2022.

Biztrak MSB users can download the mobile app at the Apple App Store, Google Play Store and Huawei App Gallery. Some of the key features of the mobile app include:

- Secure Member Login: The Biztrak MSB Mobile App is password-protected, only authorised users can get access to the App.
  - Offline Order Entry: Allows users to enter sales orders in offline mode, when Internet connectivity is lacking or unreliable.
  - Create Sales Order: Users can create new sales order using the Biztrak MSB Mobile App and the created sales order will automatically sync to the user's Biztrak MSB application.
  - Filter and Search: Users can choose to filter the processed orders or search customer's order status.
  - Sales Orders List: Users can view and retrieve all the sales orders that have been placed.
  - Delete/Edit Order: Users can edit or delete an order before it is processed and sent to the main server.
  - Outstanding Collection: A quick and easy way to check a customer's outstanding balances and past due balances by invoices.
  - Automatic Syncing: All data stored on the mobile app will automatically sync to the Biztrak MSB application.
- Biztrak's MSB team has completed the development of the following modules, which are currently pending customer acceptance test feedback:
    - ✓ **Sales Target Module** – a plug-in application that allows users to set company sales targets for a particular period e.g. monthly, quarterly and yearly by products. Users can set up multiple sales targets for different sales teams and generate sales target reports by salesperson.
    - ✓ **Payment Contra Wizard program** - allows transactions with a company who acts as both vendor and customer, to offset sales invoices, debit notes and credit notes against vendor invoices, debit notes and credit notes before generating payment to the vendor. The Payment Contra Wizard program will also auto generate sales invoices based on prompt payment discounts provided by the vendor.

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- Biztrak MSB Team is now working on the following development tasks that are scheduled to be completed in the first quarter of 2022.
- ✓ **AR Aging by Analysis Code program** – an enhanced plug-in application which allows user to import AR Credit Note and Official Receipt transactions by respective detailed account and analysis codes using an import text file template. The application also allows users to set up historical cut off dates and enter all historical invoices by their respective detailed account and analysis code.

## (2) Biztrak Online

(a) During the quarter, Biztrak Online has been updated with the following new features and enhancements:

- ✓ New **Export Wizard** to allow users to export a customer's outstanding information and upload it to third party applications. The new programs allow users to generate and export customer outstanding information as and when required in Comma Separated Value (\*.CSV).
- ✓ An enhanced **Login Page "Forgot your password"** option has been added and a new email validation message with email address validation.
- ✓ New business form template for **Journal Voucher**.
- ✓ An enhanced **Report Email Popup** with Email Body Content has been added to allow users to change the email subject title and email content instead of using the default email content.

(b) The Biztrak Online team is now working on the following developments:

- **Inventory Control module** to provide total control and visibility of inventory.
- **Open Web API Services** to allow 3rd parties integration with the Biztrak Online cloud accounting system.

## (3) Biztrak WMS

During the quarter, Biztrak WMS was updated with the following new features and enhancements:

- **Biztrak WMS Bin Put-away Allocation Suggestion** allows the system to suggest available bins for new incoming goods received according to the item group or bin storage type (eg air conditioner room, ambient room, chilled room). The bin put-away bin sequence can be predefined by the user so that the system can suggest the bin code Suggestion according to availability and put away sequences required.
- New **Warehouse Occupancy Report By Bin Group Report** allows the operations team to analyse the ratio of available and occupied bins by bin storage types over the total number of bins in a warehouse and make a decision to rearrange stock in the warehouse to improve efficiency.

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- A new “**Transfer Put Away**” function in the Biztrak WMS Mobile application provides suggested bin codes to mobile users after scanning the pallet number during the put-away process.
- A new **Product Expiry Tracking** function enables the system to auto trigger and set the inventory item type to “Near Expired” when inventory items fall into the preset shelf life. This function will pre-alert the operations team to take further action for those near expired items in the warehouse.
- A new **Auto Log-out Session function** allows the system to log out a user if the user has been inactive for a period of time, as per the idle session time limit set by the administrator.
- An enhanced **Packing Wizard** allows users to print the packing list information, including total cartons per order and the packed items in the individual carton.
- An enhanced Billing Module now allows users to create a **Billing Order** transaction and convert Billing Orders to Sales Invoices.
- An enhanced **Biztrak Customer Web Portal** syncs the master setting with ACTIVE status only via API.

### **Expenditure (A\$'000)**

Biztrak expenditure on the business activities undertaken during the quarter and described in this report are summarised below:

- Biztrak MSB: ~\$77k (MYR 233k), which includes Malaysian staff costs and third-party server MSB hosting direct expenditure attributable to the product/service.
- Biztrak Online: ~\$45k (MYR 135k), which includes Malaysian staff costs.
- Biztrak WMS: ~\$20k (MYR 60k), which includes Malaysian staff costs.

During the quarter, a total of \$28.5k was paid to related parties of the Company as follows:

- \$25k for director fees paid to non-executive directors (including superannuation);
- \$2k for the provision of corporate, accounting and company secretarial services by a non-executive director; and
- \$1.5k related to payments for office rental.

### **Authorised for release by the Board**

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**Director/Company Secretary**

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