

14 October 2021

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 30 September 2021.

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 28% compared to same quarter last year.
- ✓ 96 new fee-paying registers added – a new quarterly gain record.
- ✓ Ongoing system development.
- ✓ \$0.5 million raised for Ordinary Shares at \$0.015 each.

Revenue

	September-21 Quarter	September-20 Quarter	Change
Receipts from customers	\$321,000	\$250,000	up 28%
Net cash from / (used in) operating activities	(\$76,000)	\$246,000	down 131%

Registry Direct continues its positive growth momentum increasing receipts from customers to \$321,000 up 28% compared to the previous corresponding period.

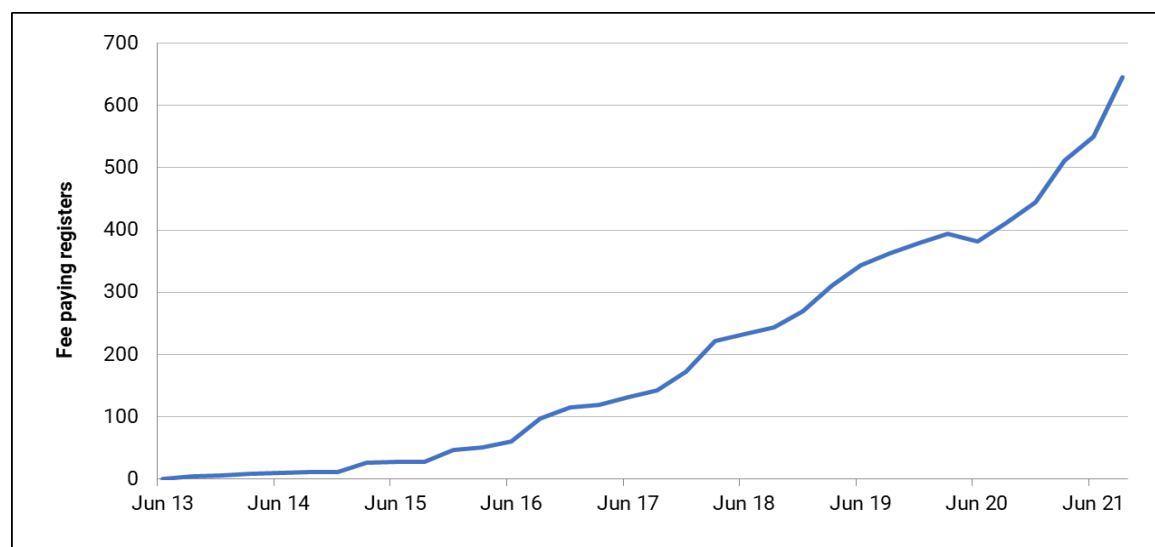
Net cash when compared to the previous corresponding period is significantly lower as the previous period included government R&D Tax incentive grants of \$320,000. The company expects to receive government R&D Tax incentive grants of approximately \$250,000 in the December 2021 quarter.

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Sales

Registry Direct, over the September 2021 quarter, added a net 96 new fee-paying registers to its business. This is the greatest sales growth over a quarter since inception by the company. By comparison, it took approximately three and a half years to secure the firm's first 96 fee paying registers.

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:

- ✓ **Improved holding statement functionality.** Holding statements have been rebuilt to comply with new regulatory requirements. An investor's holdings for multiple different securities will now display on a single holding statement. Issuers can also now generate and bulk send holding statements to all their investors, on demand.
- ✓ **Improved user experience for sending payment statements.** The user experience for sending payment statements has been revamped to provide issuer users with more visibility and control over which statements they send out.
- ✓ **Self-service onboarding improvements.** Various improvements were made to the self-service onboarding user experience to give customers more control over how they onboard their data and investors during the issuer activation process.
- ✓ **Ability to prevent investor bank details updates.** Issuers can now prevent their investors from updating their own bank details if they so desire.
- ✓ **Data conversion/migration tools (BGL & Boardroom).** A new data migration tool to import data from exported from BGL was created and improvements were made to our existing Boardroom data conversion tool. Both will help streamline the onboarding of new customers.
- ✓ **Ability to categorise investors with tags.** Issuers can now define their own tags which they can use to categorise and sort their investors into different cohorts.
- ✓ **Pending outbox communications tray.** A new pull-down tray in the issuer centre shows issuer users any emails or postal communications which need to be reviewed and sent to investors.

Expenditure

The table below provides a breakdown of the operating expenses of Registry Direct over the quarter ended 30 September 2021 and the previous three quarters.

Operating Expenses	Sep-21	Jun-21	Mar-21	Dec-20
Administration costs	\$142,155.76	\$126,602.84	\$74,318.02	\$91,768.77
Employee costs	\$368,426.48	\$386,636.40	\$351,125.98	\$303,158.34
Occupancy costs	\$18,239.12	\$10,159.58	\$1,669.90	\$1,650.68
Other Expenses	\$405.54	\$127.75	-\$0.50	\$473.67
Total Operating Expenses	\$529,226.90	\$523,526.57	\$427,113.40	\$397,051.46

Included within the total operating expenses were \$120,000 of related party expenses in the quarter ended 30 September 2021 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.

Capital Management

The business is well funded to continue its growth strategy. During the quarter, Registry Direct raised \$500,000 by way of a placement of Ordinary Shares at \$0.015 each.

Additionally, at the time of the placement each of Ian (Steuart) Roe and Scott Beeton, both directors of Registry Direct, committed to invest \$100,000 for Ordinary Shares at \$0.015 each. These commitments are subject to shareholder approval at the Registry Direct Annual General Meeting to be held on 28 October 2021.

COVID-19 Pandemic

Despite the COVID-19 pandemic continuing to present logistical challenges, the business is making online sales and meeting the needs of customers while providing a safe work environment with most staff working from home.

The business is prepared to have face-to-face meetings with high value customers and prospects once the lock-downs end.

Outlook

The board of Registry Direct are very focused on driving shareholder value. Our organic growth strategy is working as evident through successive year on year client and revenue growth. The company has a strong pipeline of new client expansion. Registry Direct continues to explore new growth opportunities to further expand and grow the business.

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

For further information, please contact:



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Ms Sophie Bradley
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+Rule 4.7B

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")

30 September 2021

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
1.	Cash flows from operating activities		
1.1	Receipts from customers	321	321
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)	(226)	(226)
	(f) administration and corporate costs	(169)	(169)
1.3	Dividends received (see note 3)		
1.4	Interest received	-	-
1.5	Interest and other costs of finance paid	(3)	(3)
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	-	-

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Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
1.8	Other (sundry income)	-	-
1.9	Net cash from / (used in) operating activities	(76)	(76)
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)	(86)	(86)
2.6	Net cash from / (used in) investing activities	(86)	(86)

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Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	500	500
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of share options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(315)	(315)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	(8)	(8)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	(3)	(3)
3.10	Net cash from / (used in) financing activities	174	174
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	1,318	1,318
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(76)	(76)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(86)	(86)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	174	174

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	1,330	1,330

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	1,330	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)	1,330	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	120
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	17	17
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	Total Financing Facilities	17	17
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: \$16,810 Interest Rate: 7.52% p.a. Maturity Date: 31 May 2022 Unsecured Loan	Lender 2: n/a
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8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (Item 1.9)	(76)
8.2	Cash and cash equivalents at quarter end (Item 4.6)	1,330
8.3	Unused finance facilities available at quarter end (Item 7.5)	0
8.4	Total available funding (Item 8.2 + Item 8.3)	1,330
8.5	Estimated quarters of funding available (Item 8.4 divided by Item 8.1)	17

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: 14 October 2021

Authorised by: 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.

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