**Norwood Systems Limited** 

ABN 15 062 959 540 and its controlled entities



# **PRELIMINARY FINAL REPORT** 30 June 2024

### **NORWOOD SYSTEMS LIMITED**

AND CONTROLLED ENTITIES ABN 15 062 959 540

# **Corporate directory**

#### **Current Directors**

Mr Paul Ostergaard	Managing Director
Mr Philip Marsland	Non-executive Director
Mr Philip Otley	Non-executive Director
Dr John Tarrant	Non-executive Director

#### **Company Secretary**

Mr Stuart Usher

#### Registered Office & Principal Place of Business

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	Nedlands, WA 6009
Telephone:	+61 (0)8 9200 3500
Email:	info@norwoodsystems.com
Website:	www.norwoodsystems.com

#### Auditors

Hall Chadwick WA Audit Pty Ltd				
Street: 283 Rokeby Road				
Subiaco WA 6008				
Telephone: +61 (0)8 9426 0666				

#### Share Registry

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	Sydney NSW 2000
Postal:	GPO Box 5193
	Sydney NSW 2001
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	+61 (0)2 9698 5414 (International)
Email:	hello@automicgroup.com.au
Website:	https://investor.automic.com.au

#### Securities Exchange

Australian Securities Exchange				
Street:	Level 40, Central Park			
	152-158 St Georges Terrace			
	Perth WA 6000			
Telephone:	131 ASX (131 279) (within Australia)			
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ASX Code: NOR				
	NOROD			





30 June 2024

# **NORWOOD SYSTEMS LIMITED**

AND CONTROLLED ENTITIES ABN 15 062 959 540

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# **Company Update**

#### 1. Operational review

During the 2024 financial year (**FY2024**) Norwood made progress towards its strategic objectives, advancing its technological capabilities, and expanding its presence in global markets.

Throughout the year, Norwood strengthened its relationships with several prominent Tier 1 Communication Service Providers (**CSPs**) and market-leading Hyperscalers worldwide, including the signing of a CSP Group Master Supply Agreement, a Tier 1 CSP Proof of Concept contract, and an increase in opportunities within the Company's global sales pipeline.

#### a. Strengthening Key CSP Relationships

Over the year, we strengthened our relationships with key CSPs in the Asia-Pacific region. In mid-October 2023, following a detailed vendor review of Norwood, Singtel Group executed a Group Master Supply Agreement (**GMSA**) with Norwood, which was immediately followed by a Statement of Work (**SoW**) with Singtel Optus Australia (**Optus**) for an extensive internal test and evaluation (**Proof of Concept**) of our CogVoice platform.

This Proof of Concept (**PoC**) was successfully completed in late December 2023, receiving very positive feedback from the PoC test users. This success built on an earlier, more narrowly focused PoC conducted in mid-2022, in partnership with Infosys, which assessed a single feature of the CogVoice platform, the CogVoice Call Screener. Norwood also delivered this earlier POC successfully, again achieving positive KPIs from the associated test user group.

Building on the successful completion of both the first and second PoCs, Norwood has been engaged in intensive commercial and contractual negotiations since early 2024 for a significant multi-year CogVoice supply contract. These negotiations remain a top priority for the Company and are actively progressing.

Our relationship with Spark NZ continues to thrive, with pleasing year-on-year revenue growth for the services we provide.

Building on these positive developments, Norwood further intensified its business development efforts in Europe and North America during FY2024 by continuing to invest in experienced, dedicated sales and marketing resources in both regions, leading to deeper engagements with several Tier 1 CSPs. Over the past year, these efforts have significantly advanced our sales pipeline and opened up promising new opportunities for growth.

In Europe, we have been negotiating a strategic development relationship with a leading Tier 1 CSP, which may involve multiple Proofs of Concept for our CogVoice AI technology in FY2025. Simultaneously, we are advancing discussions with a major North American CSP for the deployment of agentic enabling infrastructure, demonstrating our capability to cater to diverse and complex network environments.

#### b. Strengthening Hyperscaler Relationships

Our Strategic Azure OpenAI Integration Initiative, announced earlier this year and promoted by Microsoft's worldwide Telecoms team, integrates Microsoft's Azure OpenAI and Azure Speech Services with our CogVoice platform. This initiative was prominently featured at the DTW Ignite TM Forum event in Copenhagen, where Norwood's CogVoice platform was showcased at Microsoft's booth for the second consecutive year. This underscores our strong relationship with Microsoft, in particular with Microsoft's worldwide Telecoms senior leadership team and their global CSP account teams.

In parallel, we have worked closely with AWS, for example in our Proof of Concepts with Tier 1 CSPs, highlighting the flexibility and scalability of our platform. AWS has provided robust infrastructure support, enabling seamless deployment and testing of our CogVoice solutions in diverse environments. This collaboration further enhances our ability to deliver cutting-edge solutions across multiple cloud platforms, reinforcing our commitment to interoperability and innovation.

#### c. Driving Innovation throughout FY2024

Innovation has been the driving force behind our progress and engagements with CSPs and partners this year. We introduced several potentially groundbreaking technologies, including the CogVoice Open Services Media Gateway (**OSMG**) and a potentially revolutionary Agentic Interactive Voice Response (**IVR**) system. The CogVoice Agentic IVR solution lays the technological foundation for a diverse portfolio of call routing offerings, such as those tailored to the Contact Centre market, and opens new avenues for customer interaction and engagement for businesses of all scales.

# **Company Update**

In parallel, we have made significant strides with our internal tools, including the development of our Onboarding and Adversarial Agents. These tools have been instrumental in optimizing our internal processes, enhancing our ability to manage complex Al-driven customer interactions, and ensuring that our solutions are robust and adaptable to a wide range of scenarios

These advancements significantly enhance the capabilities of our CogVoice platform, making it a more attractive and versatile solution for both CSPs and potentially enterprises. The OSMG, in particular, provides CSPs with advanced media control functions and scalable agentic interfacing services, enabling seamless integration and superior service delivery beyond what current network technologies can offer.

#### 2. Operational and Financial Performance

Financially, the FY2024 showed improving performance, with recognized revenue increasing by 18.5% from FY2023, reaching \$1.14 million. From a cash-flow perspective, the business recorded a 47% year-on-year increase in banked customer receipts, totalling \$1.30 million, driven by cash inflows from the completed PoC with Optus in Australia and growing income from Spark NZ.

Our prudent financial management, along with the valued support of our largest shareholders, has allowed us to continue investing in R&D and expanding our global reach over the past year, positioning Norwood for potential growth in the coming years.

#### 3. Financial Review

#### a. Profit and loss measures

	Movement (increased/ decreased)	Movement \$	2024 \$	2023 \$
Revenues from ordinary activities	Increased	178,240	1,142,437	964,197
Loss from ordinary activities after tax	Increased	660,141	(2,550,260)	(1,890,119)
EBITDA Loss	Increased	662,098	(2,402,959)	(1,740,861)

#### b. Balance sheet measures

norwood

In respect to:	Movement (increased/ decreased)	Movement \$	2024 \$	2023 \$
Group assets				
<ul> <li>Cash and cash equivalents</li> </ul>	Decreased	311,158	68,984	380,142
<ul> <li>Trade and other receivables</li> </ul>	Increased	24,067	294,760	270,693
<ul> <li>Net liabilities</li> </ul>	Increased	130,850	(1,227,125)	(1,096,275)
<ul> <li>Working capital deficit</li> </ul>	increased	192,429	(1,345,048)	(1,152,619)
Group liabilities and equity				
<ul> <li>Trade and other payables</li> </ul>	Decreased	101,803	670,576	772,379
<ul> <li>Issued capital</li> </ul>	Increased	1,705,976	35,524,272	33,818,296

Refer to the *Operational review* above for additional business segment performance.

The financial report has been prepared on a going concern basis, which contemplates the continuity of normal business activity and the realisation of assets and the settlement of liabilities in the ordinary course of business.

The Group incurred a loss for the year of \$2,550,260 (2023: \$1,890,119 loss) and a net cash out-flow from operating activities of \$1,583,143 (2023: \$1,180,020 out-flow). As at 30 June 2024, the Company had a working capital deficit of \$1,345,048 (2023: \$1,152,619 working capital deficit).



# **Company Update**

#### 4. Corporate

a. Capital Raising

During the period 41,357,029 NORAAA Options were converted into fully paid ordinary shares at 2.4 cents per share raising a total of \$992,569 in cash for the Company, 5,000 NOROD Options were converted into fully paid ordinary shares at 8 cents per share raising a total of \$400 and 1,500,000 Director Options were converted into fully paid ordinary shares at 2.4 cents per share raising a total of \$36,000 in cash for the Company.

On 11 July 2023, the Company closed a fully underwritten 1 for 10 Non-renounceable Option Entitlement offer and its Underwritten Option Placement offer in accordance with its replacement prospectus dated 15 June 2023 and supplementary prospectus dated 19 June 2023. Balmain Resources Pty Ltd (**Balmain**), a company that director Dr John Tarrant controls, had fully underwritten both Offers. The placement offer included up to 66,356,636 NOROD Options offered as replacement Options for NORAO Option holders where the options had expired without being exercised. Issued at a price of \$0.0025 per option to raise \$165,891, the NOROD Options are quoted on the ASX and are exercisable at 8 cents, expiring 31 December 2024. The Company received acceptances for a total of 58,859,150 new Options raising \$147,148, with the shortfall under the offer being 7,497,486 options.

The pro-rata entitlement offer was for 41,112,778 NOROD Options at an issue price of \$0.002 per Option to raise \$82,226. The Company received acceptances for a total of 23,849,619 new options. The Company received oversubscriptions under the Offer of 33,110,295 Options. Balmain as Underwriter together with the Company scaled back the oversubscriptions. In total, Norwood raised \$258,118.

Norwood completed a heavily oversubscribed equity placement, raising \$710,000 before costs in October 2023. The capital raise was via issue of 17.75 million fully paid ordinary shares at \$0.04 per share, with a free attaching unquoted NOROPT6 option issued on a 1 for 1 basis exercisable at \$0.05 per option expiring 31 October 2025. The Company was supported by sophisticated and professional investors, strengthening the balance sheet. This provided Norwood with the necessary resources to fund strategic market expansion activities, accelerated product development, customer experience enhancements, operational efficiency improvements and the pursuit of strategic partnerships. ACNS Capital Markets Pty Ltd ATF The ACNS Unit Trust trading as Alto Capital was the appointed Corporate Adviser to the equity raising.

Reflecting the Board's confidence in Norwood's strategic direction, all directors participated, with directors Phil Marsland and Dr John Tarrant both subscribing \$100,000, Philip Otley and Paul Ostergaard subscribing \$10,000 each.

b. Loan Funding

The loan funding that provided access to working capital facility of up to \$300,000 advanced by Balmain, which had been executed in the previous year and then varied to expire on 31 December 2023, was fully repaid and extinguished, by the offsetting from Balmain Option funds (NORAAA) that were exercised and due to the Company.

On 30 March 2024, a further working capital drawdown facility of up to \$300,000 was provided by Balmain, with repayment by 31 December 2024. The funds have been utilised to fund the Company's R&D and go-to-market programs during 2024 whilst the company continues to expand its revenue base.

#### 5. Outlook

Looking ahead, our careful and balanced management of costs over the course of the past year, coupled with our pursuit of meaningful strategic partnerships, long term commercial relationships and ensuring we are at the forefront with our technological innovations, has provided a solid platform for the Company's future growth. We are committed to deepening our global market presence and deliver increasing value to our stakeholders. The momentum we have built this year in terms of progressing key strategic relationships with potential Tier 1 clients and our Hyperscaler partners, in particular, sets the stage for a potentially positive FY2025 for Norwood in what is a rapidly evolving telecommunications landscape, where operators appear to be keen to invest in new Al-powered platform solutions.

As we begin the new fiscal year, we remain focused on translating our R&D efforts into the generation of solid cashflows to the business over the near- to mid-term. With multiple ongoing engagements with Tier 1 CSPs across the three core regions of APAC, Europe and North America, and with a growing portfolio of innovative solutions, Norwood is positioned to capitalize on the potential market demand for its AI-powered cloud-hosted communication technologies. Our commitment to innovation, coupled with our strategic market engagements, means that we are well-equipped to meet the challenges and opportunities of the future.

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### **NORWOOD SYSTEMS LIMITED**

AND CONTROLLED ENTITIES ABN 15 062 959 540

# **Company Update**

#### 6. Future Developments, Prospects and Business Strategies

Likely developments in the operations of the Group have been disclosed in the Operating and Financial Review section of the Company Update. Other likely developments, future prospects and business strategies of the operations of the Group and the expected results of those operations, not otherwise disclosed in this report, have not been included in this report as the Directors believe that the inclusion of such information would be likely to result in unreasonable prejudice to the Group.

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PAUL OSTERGAARD Managing Director Dated this Friday, 30 August 2024

# **APPENDIX 4E (RULE 4.3A)**

# Preliminary Financial Report Results for Announcement to the Market

	Reporting period (item 1)			
	O Report for the financial year ended:	30 June 2	024	
	O Previous corresponding period is the year ended:	30 June 2	023	
2.	Results for announcement to the market	Movement	Percentage %	Amount
	<ul> <li>Increase in revenues from ordinary activities (item 2.1)</li> </ul>	$\uparrow$	18.49 to	1,142,437
	• Increase in loss from ordinary activities after tax attributable to members (item 2.2)	$\uparrow$	34.93 to	(2,550,260
	• Increase in loss after tax attributable to members (item 2.3)	$\uparrow$	34.93 to	(2,550,260
2.1.	Dividends (item 2.4)		Amount per Security ¢	Franked amoun per security %
	O Interim dividend		nil	n/a
	• Final dividend		nil	n/a
	<ul> <li>Record date for determining entitlements to the dividend (iter</li> </ul>	n 2.5) n/a		
2.2.	Brief explanation of any of the figures reported above necessary a. Refer to Company Update.	to enable the fig	ures to be understoo	od (item 2.6):
3.	Preliminary Final Report			
3.1.	Statement of comprehensive income (item 3):			
	Refer to Consolidated statement of profit or loss and other comp	rehensive incom	e on page 7	
3.2.				
	Statement of financial position (item 4): Refer to Consolidated statement of financial position on page 8			
3.3.				
3.3.	Refer to Consolidated statement of financial position on page 8			
3.3. 3.4.	Refer to Consolidated statement of financial position on page 8 Statement of cash flows (item 5):			
	Refer to Consolidated statement of financial position on page 8 Statement of cash flows (item 5): Refer to Consolidated statement of cash flows on page 10 Statement of changes in equity (item 6):	distributions a	nd buy backs (iter	n 14.2)
3.4.	Refer to Consolidated statement of financial position on page 8 Statement of cash flows (item 5): Refer to Consolidated statement of cash flows on page 10 Statement of changes in equity (item 6): Refer to Consolidated statement of changes in equity on page 9 Dividends (item 7) and Returns to shareholders including			n 14.2)
3.4. <b>1.</b>	Refer to Consolidated statement of financial position on page 8 Statement of cash flows (item 5): Refer to Consolidated statement of cash flows on page 10 Statement of changes in equity (item 6): Refer to Consolidated statement of changes in equity on page 9 Dividends (item 7) and Returns to shareholders including Nil. Details of dividend or distribution reinvestment plans in operation			n 14.2) Previou correspondin Perioo
3.4. <b>1.</b> 1.1.	Refer to Consolidated statement of financial position on page 8 Statement of cash flows (item 5): Refer to Consolidated statement of cash flows on page 10 Statement of changes in equity (item 6): Refer to Consolidated statement of changes in equity on page 9 Dividends (item 7) and Returns to shareholders including Nil. Details of dividend or distribution reinvestment plans in operation Not applicable		pelow (item 8): Current Period	Previou correspondin Perio
3.4. <b>1.</b> 1.1.	Refer to Consolidated statement of financial position on page 8 Statement of cash flows (item 5): Refer to Consolidated statement of cash flows on page 10 Statement of changes in equity (item 6): Refer to Consolidated statement of changes in equity on page 9 Dividends (item 7) and Returns to shareholders including Nil. Details of dividend or distribution reinvestment plans in operation Not applicable Ratios		pelow (item 8): Current Period	Previou correspondin Perio
3.4. <b>1.</b> 1.1.	Refer to Consolidated statement of financial position on page 8         Statement of cash flows (item 5):         Refer to Consolidated statement of cash flows on page 10         Statement of changes in equity (item 6):         Refer to Consolidated statement of changes in equity on page 9         Dividends (item 7) and Returns to shareholders including Nil.         Details of dividend or distribution reinvestment plans in operation Not applicable         Ratios		pelow (item 8): Current Period \$	Previou correspondin Perio (1,890,111
3.4. <b>1.</b> 1.1.	Refer to Consolidated statement of financial position on page 8         Statement of cash flows (item 5):         Refer to Consolidated statement of cash flows on page 10         Statement of changes in equity (item 6):         Refer to Consolidated statement of changes in equity on page 9         Dividends (item 7) and Returns to shareholders including Nil.         Details of dividend or distribution reinvestment plans in operation Not applicable         Ratios         Financial Information relating to 5.2 and 5.3:         Earnings for the period attributable to owners of the parent		current Period \$ (2,550,260)	Previou correspondin Perio (1,890,111

**Preliminary Final Report** 30 June 2024

AND CONTROLLED ENTITIES ABN 15 062 959 540

# **APPENDIX 4E (RULE 4.3A)**

# **Preliminary Financial Report Results for Announcement to the Market**

for the year ended 30 June 2024

5	Ratios (cont.)	Current Period No.	Previous corresponding Period No.
	Fully paid ordinary shares	474,980,951	413,577,781
	Weighted average number of ordinary shares outstanding during the period used in calculation of basic earnings per share (EPS)	446,206,171	356,977,707
		¢	¢
5.2.	Net tangible assets backing per share (item 9):	(0.281)	(0.275)
5.3.	Earnings per share attributable to owners of the parent (item 14.1):	(0.570)	(0.530)

As at 30 June 2024, the Group has 202,663,677 unissued shares under options (2023: 88,905,763) and 15,708,859 performance shares on issue (30 June 2023: 10,000,000). No performance rights have vested. Unvested options and performance rights are not considered to be dilutive. In addition, the Group does not report diluted earnings per share on losses generated by the Group. During the 2024 financial year, the Group's unissued shares under option and performance shares were anti-dilutive.

6.	Details of entities over which control has been gained or lost during the period (item 10):				
6.1.	Control gained over entities				
	<ul> <li>Name of entities (item 10.1)</li> </ul>		Nil		
	<ul> <li>Date(s) of gain of control (item 10.2)</li> </ul>		N/A		
6.2.	Loss of control of entities				
	Name of entities (item 10.1)		Nil		
	<ul> <li>Date(s) of loss of control (item 10.2)</li> </ul>		N/A		
6.3.	Contribution to consolidated profit (loss) from ordinary activities aft the controlled entities to the date(s) in the current period when con gained / lost (item 10.3).		N/A		
6.4.	Profit (loss) from ordinary activities after tax of the controlled entities whole of the previous corresponding period (item 10.3)	es for the	Nil		
7.	Details of associates and joint venture (item 11):				
	Name of entities (item 11.1)	Nil			
	Percentage holding in each of these entities (item 11.2)	N/A			
					Previous
				Comment of the later	corresponding
				Current period ຮ	Period Ś
	• Aggregate share of profits (losses) of these entities (item 11.3)			N/A	N/A
8.	Any other significant information needed by an investor to make a performance and financial position (item 12):			sment of the entity's	s financial
	Refer to Company Update on page 1 of the accompanying Prelimina	ary Final F	leport.		
9.	The financial information provided in the Appendix 4E is based on the preliminary final report (attached), which has been prepared in accordance with Australian Accounting Standards (item 13)				
10.	A commentary on the results for the period (item 14):				
	Refer to Company Update on page 1 of the accompanying Prelimina	ary Final F	Report.		
11.	The Preliminary Final Report has been prepared based on the 30 June 2024 accounts which are in the process of being audited by an independent audit firm in accordance with the requirements of s.302 of the <i>Corporations Act 2001</i> (Cth). (item 15)				

### **NORWOOD SYSTEMS LIMITED**

AND CONTROLLED ENTITIES ABN 15 062 959 540

# Consolidated statement of profit or loss and other comprehensive income

for the year ended 30 June 2024

	Note	2024 \$	2023 \$
Continuing operations			
Revenue	1.1	1,142,437	964,197
Other income	1.2	602,540	533,999
Accountancy, audit, and legal fees		(174,735)	(185,474)
Administration expenses		(186,083)	(68,729)
ASX and share registry fees		(95,646)	(96,009)
Consultancy and subcontractor fees		(265,661)	(109,567)
Depreciation		(86,756)	(85 <i>,</i> 857)
Employee and director benefits expense	2.1	(1,988,687)	(2,033,813)
Finance costs		(60,842)	(62,736)
Information technology infrastructure cost		(387,087)	(297,430)
Patents, research, and development		(28,013)	(27,878)
Sales and marketing		(313,692)	(34,488)
Share-based payment expense	7	(372,940)	(186,066)
Travel and entertainment		(269,470)	(117,872)
Other expenses		(65,625)	(82,396)
Loss before tax		(2,550,260)	(1,890,119)
Income tax expense		-	-
Net loss for the year		(2,550,260)	(1,890,119)
Other comprehensive income for the period, net of tax		-	-
Total comprehensive income attributable to members of the parent entity		(2,550,260)	(1,890,119)
Earnings per share:		¢	¢
Basic loss per share (cents per share)	6.4	(0.57)	(0.53)
Diluted loss per share (cents per share)	6.4	N/A	N/A
		·	•

The consolidated statement of profit or loss and other comprehensive income is to be read in conjunction with the accompanying notes.



Preliminary Final Report 30 June 2024 AND CONTROLLED ENTITIES ABN 15 062 959 540

# **Consolidated statement of financial position**

as at 30 June 2024

	Note	2024	2023 خ
Current assets		\$	\$
Cash and cash equivalents	3.1	68,984	380,142
Trade and other receivables	3.2	294,760	270,693
Total current assets		363,744	650,835
Non-current assets			
Plant and equipment	4.1	50,298	59,017
Right of use assets	4.2	108,866	42,740
Total non-current assets		159,164	101,757
Total assets		522,908	752,592
Current liabilities			
Trade and other payables	3.3	670,576	772,379
Lease liabilities	4.2	116,108	48,443
Borrowings	3.4	651,123	741,572
Provisions	4.3	270,985	241,060
Total current liabilities		1,708,792	1,803,454
Non-current liabilities			
Provisions	4.3	41,241	45,413
Total non-current liabilities		41,241	45,413
Total liabilities		1,750,033	1,848,867
Net liabilities		(1,227,125)	(1,096,275)
Equity			
Issued capital	5.1	35,524,272	33,818,296
Reserves	5.4	953,608	240,174
Accumulated losses		(37,705,005)	(35,154,745)
Total equity		(1,227,125)	(1,096,275)

The consolidated statement of financial position is to be read in conjunction with the accompanying notes.

# **Consolidated statement of changes in equity**

for the year ended 30 June 2024

	Note	lssued Capital \$	Share-based payment Reserve \$	Accumulated Losses \$	Total equity \$
Balance at 1 July 2022		32,179,354	9,339,571	(42,354,060)	(835,135)
Loss for the year attributable to owners of the parent		-	-	(1,890,119)	(1,890,119)
Other comprehensive income for the year attributable to owners of the parent		-		-	-
Total comprehensive income for the year attributable to owners of the parent		-	-	(1,890,119)	(1,890,119)
Transaction with owners, directly in equity					
Shares issued during the year (net of costs)	5.1	1,389,516	-	-	1,389,516
Share-based payments	7.1	-	186,066	-	186,066
Options issued during the year	5.2	-	53,397	-	53,397
Transfers to and from reserves		249,426	(9,338,860)	9,089,434	-
Balance at 30 June 2023		33,818,296	240,174	(35,154,745)	(1,096,275)
Balance at 1 July 2023		33,818,296	240,174	(35,154,745)	(1,096,275)
Loss for the year attributable to owners of the parent		-	-	(2,550,260)	(2,550,260)
Other comprehensive income for the year attributable to owners of the parent		-	-	-	-
Total comprehensive income for the year attributable to owners of the parent		-	-	(2,550,260)	(2,550,260)
Transaction with owners, directly in equity					
Equity issued during the year (net of costs)	5.1	1,696,352	248,118	-	1,944,470
Share-based payments	7.1	(26,850)	398,291	-	371,441
Performance rights granted during the year	5.2	-	103,499	-	103,499
Conversion of performance rights	7.1	26,108	(26,108)	-	-
Expiry of options, recognised in capital raising costs	7.1	10,366	(10,366)	-	-
Balance at 30 June 2024		35,524,272	953,608	(37,705,005)	(1,227,125)

The consolidated statement of changes in equity is to be read in conjunction with the accompanying notes.



Preliminary Final Report 30 June 2024 AND CONTROLLED ENTITIES ABN 15 062 959 540

# **Consolidated statement of cash flows**

for the year ended 30 June 2024

	Note	2024 \$	2023 \$
Cash flows from operating activities			Ť.
Receipts from customers		1,301,909	885,714
Government grants received		602,243	534,664
Payments to suppliers and employees		(3,487,241)	(2,589,329)
Net interest (paid) / received		(54)	(11,069)
Net cash used in operating activities		(1,583,143)	(1,180,020)
Cash flows from investing activities			
Purchase of plant and equipment		(2,672)	(39,776)
Net cash used in investing activities		(2,672)	(39,776)
Cash flows from financing activities			
Proceeds from issue of equity	5.1	1,155,772	836,115
Proceeds of borrowings		691,110	783,591
Repayment of borrowings		(535,267)	(447,895)
Payments for the principal portion of lease liabilities		(36,958)	(68,804)
Net cash provided by financing activities		1,274,657	1,103,007
Net increase / (decrease) in cash and cash equivalents held		(311,158)	(116,789)
Cash and cash equivalents at the beginning of the year		380,142	496,931
Cash and cash equivalents at the end of the year	3.1	68,984	380,142

The consolidated statement of cash flows is to be read in conjunction with the accompanying notes.



# **Notes to Appendix 4E Preliminary Final Report**

Note	1. Revenue and other income	2024 \$	2023 \$
1.1	Revenue		
	Project revenues	190,000	-
	World Apps stores revenue	174,417	183,893
	Spark Voicemail revenue	687,880	571,135
	Corona revenue	-	129,169
	Other revenue	90,140	80,000
		1,142,437	964,197
1.2	Other Income		
	Net interest (expense)/income	297	(665)
	Government grant income	602,243	534,664
		602,540	533,999
Note	2 Loss before income tax	2024 \$	2023
2 1	Employment costs		Ş
2.1	Employment costs	207 000	157 200
	Directors' fees and salaries     Employee weeks	287,998	157,299
	Employee wages     Superspruction	1,506,986	1,709,000
	Superannuation	193,703	167,514
			2 022 042
		1,988,687	2,033,813
Note	3 Financial assets and financial liabilities	1,988,687	2,033,813
	3 Financial assets and financial liabilities Cash and cash equivalents	2024	2023
Note 3.1	Cash and cash equivalents	2024 \$	2023 \$
3.1	Cash and cash equivalents	2024 \$ 68,984 68,984 2024	2023 \$ 380,142
3.1 3.2	Cash and cash equivalents Cash at bank Trade and other receivables	2024 \$ 68,984 68,984	2023 \$ 380,142 380,142
3.1 3.2	Cash and cash equivalents Cash at bank Trade and other receivables Current	2024 \$ 68,984 68,984 2024 \$	2023 \$ 380,142 380,142 2023 \$
3.1 3.2	Cash and cash equivalents Cash at bank Trade and other receivables Current Trade receivables	2024 \$ 68,984 68,984 2024 \$ 294,755	2023 \$ 380,142 380,142 2023 \$ 270,361
3.1 3.2	Cash and cash equivalents Cash at bank Trade and other receivables Current	2024 \$ 68,984 68,984 2024 \$ 294,755 33,106	2023 \$ 380,142 380,142 2023 \$ 270,361 33,433
3.1 3.2	Cash and cash equivalents Cash at bank Trade and other receivables Current Trade receivables Other receivables	2024 \$ 68,984 68,984 2024 \$ 294,755	2023 \$ 380,142 380,142 2023 \$ 270,361 33,433 (33,101)
<b>3.1</b> <b>3.2</b> 3.2.1	Cash and cash equivalents Cash at bank Trade and other receivables Current Trade receivables Other receivables	2024 \$ 68,984 68,984 2024 \$ 294,755 33,106 (33,101) 294,760 2024	2023 \$ 380,142 380,142 2023 \$ 270,361 33,433 (33,101) 270,693 2023
<b>3.1</b> <b>3.2</b> 3.2.1	Cash and cash equivalents Cash at bank Trade and other receivables Current Trade receivables Other receivables Provision of loan receivable	2024 \$ 68,984 68,984 2024 \$ 294,755 33,106 (33,101) 294,760	2023 \$ 380,142 380,142 2023 \$ 270,361 33,433 (33,101) 270,693
3.1 3.2 3.2.1	Cash and cash equivalents Cash at bank Trade and other receivables Current Trade receivables Other receivables Provision of loan receivable	2024 \$ 68,984 68,984 2024 \$ 294,755 33,106 (33,101) 294,760 2024	2023 \$ 380,142 380,142 2023 \$ 270,361 33,433 (33,101) 270,693 2023
<b>3.1</b> <b>3.2</b> 3.2.1	Cash and cash equivalents Cash at bank Trade and other receivables Current Trade receivables Other receivables Provision of loan receivable Trade and other payables Current	2024 \$ 68,984 68,984 2024 \$ 294,755 33,106 (33,101) 294,760 2024	2023 \$ 380,142 380,142 2023 \$ 270,361 33,433 (33,101) 270,693 2023
<b>3.1</b> <b>3.2</b> 3.2.1	Cash and cash equivalents Cash at bank Trade and other receivables Current Trade receivables Other receivables Provision of loan receivable Trade and other payables	2024 \$ 68,984 68,984 2024 \$ 294,755 33,106 (33,101) 294,760 2024 \$	2023 \$ 380,142 380,142 2023 \$ 270,361 33,433 (33,101) 270,693 \$ 2023 \$
3.1 3.2 3.2.1	Cash and cash equivalents Cash at bank Trade and other receivables Current Trade receivables Other receivables Provision of loan receivable Trade and other payables	2024 \$ 68,984 68,984 2024 \$ 294,755 33,106 (33,101) 294,760 2024 \$ 99,283	2023 \$ 380,142 380,142 2023 \$ 270,361 33,433 (33,101) 270,693 2023 \$ 131,032
	Cash and cash equivalents   Cash at bank   Trade and other receivables   Current   Trade receivables   Other receivables   Provision of loan receivable   Trade and other payables   Current   Unsecured   Trade payables   Accruals and other payables	2024 \$ 68,984 68,984 2024 \$ 294,755 33,106 (33,101) 294,760 2024 \$ 99,283 350,830	2023 \$ 380,142 380,142 2023 \$ 270,361 33,433 (33,101) 270,693 2023 \$ 131,032 311,184



# Notes to Appendix 4E Preliminary Final Report

3.4	Borrowings	2024	2023
.4	borrowings	\$	
3.4.1	Current		
	Research and Development (R&D) loan facility	326,460	376,91
	Accrued interest	-	24,48
	Director Ioan – Paul Ostergaard	-	20,00
	Director Ioan – Balmain Resources Pty Ltd	-	320,17
	Cash Drawdown facility – Balmain Resources Pty Ltd	274,663	
	Loan from employee	50,000	
		651,123	741,57
Vote	4 Non-financial assets and financial liabilities		
4.1	Property, plant, and equipment	2024	202
		\$	
	Office equipment – at cost	182,938	177,20
	Accumulated depreciation	(142,533)	(128,83
		40,405	48,37
	Leasehold improvements – at cost	81,592	81,59
	Accumulated amortisation	(71,699)	(70,94
		9,893	10,64
	Total property, plant, and equipment	50,298	59,01
4.2	Leases	2024 \$	202
4.2.1	Right of use assets	ب ب	
	Right of use asset - Buildings	461,006	322,58
	Accumulated amortisation	(352,140)	(279,84
		108,866	42,74
.2.2	Lease liabilities		,.
.2.2	Current	116,108	48,44
	Non-current	-	-0,
		116,108	48,44
		110,100	+0,+4
.3	Provisions	2024 \$	202
.3.1	Current		
	Employee entitlements	270,985	241,06
		270,985	241,06
3 2	Non-current		
1.3.2	Non-current Employee entitlements	41,241	45,41



# **Notes to Appendix 4E Preliminary Final Report**

Note 5 Equity				
5.1 Issued capital	2024	2023	2024	2023
	No.	No.	Ş	Ş
Fully paid ordinary shares at no par value	474,980,951	413,577,781	35,524,272	33,818,296
5.1.1 Ordinary shares	2024 No.	2023 No.	2024 \$	2023 \$
At the beginning of the year	413,577,781	340,047,768	33,818,296	32,179,354
Shares issued during the year:				
0 10.2022 Issued to an employee	-	4,943,238	-	76,500
• 11.2022 Conversion of Convertible Notes	-	32,000,000	-	480,000
11.2022 Issued as director remuneration	-	2,686,567	-	40,298
• 11.2022 \$0.024 options exercised	-	2,007,937	-	48,190
• 12.2022 \$0.024 options exercised	-	5,464,490	-	131,148
12.2022 Issued in lieu of cash for administration fees	-	250,000	-	5,000
<ul> <li>O3.2023 Expiry of subscribed options</li> <li>premium</li> </ul>	-	-	-	132,713
• 05.2023 \$0.024 options exercised	-	785,715	-	18,857
• 06.2023 \$0.024 options exercised	-	25,392,066	-	609,410
O6.2023 Expiry of historic options - premium	-	-	-	116,713
• 07.2023 \$0.024 options exercised	350,000	-	8,400	
08.2023 \$0.024 & \$0.08 options exercised	605,000	-	14,800	
• 11.2023 ESOP rights converted	791,141	-	26,108	
• 11.2023 Placement	12,250,000	-	490,000	
• 11.2023 \$0.024 options exercised	638,165	-	15,316	
• 12.2023 \$0.024 options exercised	36,369,601	-	872,859	
• 12.2023 Director placement	5,500,000	-	220,000	
01.2024 \$0.024 options exercised	3,399,263		81,582	
• 06.2024 Options converted	1,500,000		36,000	
Transaction costs relating to share issues				
Cash-based	-	-	(42,605)	(14,887)
C Equity-based	-	-	(26,850)	(5,000)
Equity-based – option expiry	-	-	10,366	-
At end of the year	474,980,951	413,577,781	35,524,272	33,818,296



Preliminary Final Report 30 June 2024 AND CONTROLLED ENTITIES ABN 15 062 959 540

# **Notes to Appendix 4E Preliminary Final Report**

for the year ended 30 June 2024

Note 5 Equity (cont.)				
5.2 Options	2024 No.	2023 No.	2024 \$	2023 \$
Options	202,663,677	88,905,763	771,217	135,174
	2024	2023	2024	2023
5.2.1 Options	No.	No.	\$	\$
At the beginning of the period	88,905,763	100,163,956	135,174	9,339,571
Options movement during the period:				
• 11.2022 Free attaching options on conversion of notes	-	32,000,000	-	-
• 11.2022 Director options issued - shortfall	-	26,698,651	-	53,397
11.2022 Directors options issued	-	30,000,000	-	81,066
11.2022 Exercise of options	-	(2,007,937)	-	-
12.2022 Exercise of options	-	(5,464,490)	-	-
03.2023 Expiry of options - premium	-	(66,356,636)	-	(132,713)
O5.2023 Exercise of options	-	(785,715)	-	-
O6.2023 Exercise of options	-	(25,342,066)	-	-
O6.2023 Reversal of director options that failed to vest	-	-	-	(42,066)
O6.2023 Expiry of historic options - premium	-	-	-	(116,713)
07.2023 Entitlement issue	41,112,778	-	82,226	-
07.2023 \$0.024 options exercised	(350,000)	-	-	-
O7.2023 Offer prospectus	66,356,636	-	175,892	-
07.2023 Director remuneration	7,500,000	-	150,000	-
07.2023 Incentive options	5,000,000	-	42,566	-
08.2023 \$0.024 & \$0.08 options exercised	(605,000)	-	-	-
11.2023 Placement options	12,250,000	-	-	-
11.2023 Advisor options	1,500,000	-	26,850	-
11.2023 \$0.024 options exercised	(638,165)	-	-	-
12.2023 \$0.024 options exercised	(36,369,601)	-	-	-
• 12.2023 Directors placement options issued	5,500,000	-	-	-
12.2023 Performance options	15,000,000	-	178,875	-
12.2023 Expiration of options	(2,498,734)	-	(20,366)	-
Transfer of historic option value to accumulated losses	-	-	-	(9,047,368)
At end of the year	202,663,677	88,905,763	771,217	135,174

# **Notes to Appendix 4E Preliminary Final Report**

for the year ended 30 June 2024

5.3	Performance equity	2024	2023	2024	2023
5.5	Performance equity	No.	No.	\$	\$
<b>D</b> (					
Pertoi	mance equity	15,708,859	10,000,000	182,391	105,000
5.3.1	Performance equity movement	2024	2023	2024	2023
	At the beginning of the year	<u>No.</u> 10,000,000	No.	\$ 105,000	\$
	Performance equity changes during the period:	10,000,000		105,000	
	Issue of performance rights		10,000,000		105,000
	Issue of performance rights	6,500,000		103,499	
	<ul> <li>Conversions of rights</li> </ul>	(791,141)	-	(26,108)	-
	At end of the year	15,708,859	10,000,000	182,391	105,000
5.4	Reserves			2024 \$	2023 \$
Share	-based payment reserve			953,608	240,174
Share	-based payment reserve			953,608 953,608	240,174 240,174
Share Note			Note	953,608 2024	240,174 2023
Note	6 Earnings per share (EPS)	loss	Note	953,608	240,174
Note	6 Earnings per share (EPS) Reconciliation of earnings to profit or	loss	Note	953,608 2024 \$	240,174 2023 \$
Note	6 Earnings per share (EPS) Reconciliation of earnings to profit or Loss for the year		Note	953,608 2024	240,174 2023
Note	6 Earnings per share (EPS) Reconciliation of earnings to profit or	quity interest	Note	953,608 2024 \$	240,174 2023 \$
Note	6 Earnings per share (EPS) Reconciliation of earnings to profit or Loss for the year Less: loss attributable to non-controlling er	quity interest	Note	953,608 2024 \$ (2,550,260)	240,174 2023 \$ (1,890,119) -
	6 Earnings per share (EPS) Reconciliation of earnings to profit or Loss for the year Less: loss attributable to non-controlling er	quity interest	Note	953,608 2024 \$ (2,550,260) - (2,550,260)	240,174 2023 \$ (1,890,119) - (1,890,119)
Note	6 Earnings per share (EPS) Reconciliation of earnings to profit or Loss for the year Less: loss attributable to non-controlling en Loss used in the calculation of basic and di Weighted average number of ordinar	quity interest luted EPS <b>y shares outstand</b> i		953,608 2024 \$ (2,550,260) - (2,550,260) 2024 No.	240,174 2023 \$ (1,890,119) - (1,890,119) 2023 No.
Note	6 Earnings per share (EPS) Reconciliation of earnings to profit or Loss for the year Less: loss attributable to non-controlling en Loss used in the calculation of basic and di Weighted average number of ordinar during the year used in calculation of	quity interest luted EPS y shares outstandi basic EPS	ing	953,608 2024 \$ (2,550,260) - (2,550,260) 2024 No. 446,206,171	240,174 2023 \$ (1,890,119) - (1,890,119) 2023 No. 356,977,707
Note 6.1	6 Earnings per share (EPS) Reconciliation of earnings to profit or Loss for the year Less: loss attributable to non-controlling en Loss used in the calculation of basic and di Weighted average number of ordinar during the year used in calculation of Weighted average number of dilutive equi	quity interest luted EPS <b>y shares outstandi</b> <b>basic EPS</b> ty instruments outst	ing anding 6.5	953,608 2024 \$ (2,550,260) - (2,550,260) 2024 No.	240,174 2023 \$ (1,890,119) - (1,890,119) 2023 No.
Note 5.1	6 Earnings per share (EPS) Reconciliation of earnings to profit or Loss for the year Less: loss attributable to non-controlling en Loss used in the calculation of basic and di Weighted average number of ordinar during the year used in calculation of	quity interest luted EPS <b>y shares outstandi</b> <b>basic EPS</b> ty instruments outst <b>y shares outstandi</b>	ing anding 6.5	953,608 2024 \$ (2,550,260) - (2,550,260) 2024 No. 446,206,171	240,174 2023 \$ (1,890,119) - (1,890,119) 2023 No. 356,977,707
Note 5.1 5.2	6 Earnings per share (EPS) Reconciliation of earnings to profit or Loss for the year Less: loss attributable to non-controlling en Loss used in the calculation of basic and di Weighted average number of ordinar during the year used in calculation of Weighted average number of dilutive equi Weighted average number of ordinar	quity interest luted EPS <b>y shares outstandi</b> <b>basic EPS</b> ty instruments outst <b>y shares outstandi</b>	ing anding 6.5	953,608 2024 \$ (2,550,260) - (2,550,260) 2024 No. 446,206,171 N/A	240,174 2023 \$ (1,890,119) - (1,890,119) 2023 No. 356,977,707 N/A
Note	6 Earnings per share (EPS) Reconciliation of earnings to profit or Loss for the year Less: loss attributable to non-controlling en Loss used in the calculation of basic and di Weighted average number of ordinar during the year used in calculation of Weighted average number of ordinar during the year used in calculation of	quity interest luted EPS <b>y shares outstandi</b> <b>basic EPS</b> ty instruments outst <b>y shares outstandi</b>	ing anding 6.5	953,608 2024 \$ (2,550,260) - (2,550,260) 2024 No. 446,206,171 N/A 446,206,171	240,174 2023 \$ (1,890,119) - (1,890,119) 2023 No. 356,977,707 N/A 356,977,707 2023

6.5 As at 30 June 2024 the Group has 202,663,677 unissued shares under option (2023: 88,905,763). The Group does not report diluted earnings per share on losses generated by the Group. During the year, the Group's unissued shares under option and partly-paid shares were anti- dilutive.



Preliminary Final Report 30 June 2024 AND CONTROLLED ENTITIES ABN 15 062 959 540

# Notes to Appendix 4E Preliminary Final Report

Note	7	Share-based payments Note	2024 \$	2023 \$
7.1	Sh	are-based payments:		
	0	Recognised in profit and loss: Options	372,940	186,066
		Share-settled	102,000	116,798
	0	Recognised in equity (transaction costs)	26,850	5,000
	Gro	oss share-based payments	501,790	307,864





