

27 July 2018

June 2018 Quarterly Activities Report and Appendix 4C

- Chant West Holdings Limited and its subsidiaries' (the Group) cash position at 30 June 2018 was \$2.5m: including the bank guarantee of \$0.2m the cash position is \$2.7m, compared with \$2.8m at 31 March 2018.
- The Group delivered \$2.2m of customer cash receipts in the June 2018 quarter, which is an increase of 5% when compared with the June 2017 quarter. Subscription revenue for Chant West Pty Limited (Chant West) reported in the June 2018 quarter was \$1.19m, a slight increase when compared with the June 2017 quarter.
- Overall the net cash used in operating activities in the June 2018 quarter was \$0.05m, which compares favourably with the \$0.2m net cash used in the June 2017 quarter.
- Companies lodging an Appendix 4C are required to provide an estimate of cash outflows for the following quarter (the September 2018 quarter in this case). The Group is forecasting cash outflows (before any cash receipts) of \$2.2m in the September 2018 quarter.

Chant West Holdings Limited

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ABN 62 119 383 578



Chant West

HOLDINGS LIMITED

Other Business

In the March 2018 Quarterly Activities Report the Board of CWL reported a revision of the strategic focus of Chant West Pty Limited in response to the rapid pace of digitisation transforming the superannuation industry. The Board is pleased to confirm that the company has entered into an agreement with Elula to co-develop data analytics tools for superannuation funds and expect receipt of the first revenue from this initiative to fall within the first half of FY2019.

Elula is a leading provider in AI, advanced analytics and data visualisation products and services. Chant West has identified a number of high value areas for data visualisation that will be the foundation for extending analytics capability and creating new customer experiences.

For further information contact

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Chant West Holdings Limited

Business Overview

Chant West Holdings Limited (the Group, ASX: CWL) is a leading provider of research, consulting and software services to the superannuation and financial planning industries. It comprises two core businesses – Chant West and Enzumo.

Chant West is a respected superannuation research and consultancy business that has operated for over 20 years. Its research is integrated into proprietary software tools that help industry professionals compare products and financial planners advise their clients on superannuation matters. Clients include major financial institutions, retail and non-profit superannuation funds, asset consulting firms and financial planning dealer groups. About 85% of revenue is subscription based and 15% comes from consultancy services.

Enzumo conducts in-depth analysis of financial planning businesses and creates tailored technology solutions to help them operate more efficiently and compliantly. Its services typically involve configuring and customising XPLAN software to meet a firm's specific business needs. This includes creating customised templates for fact finds, statements of advice, annual reviews and business workflows. Enzumo also offers e-learning management systems, which are cloud-based, interactive, instructional guides to help advisers optimise their use of XPLAN and Enzumo's advice technology products. About 60% of Enzumo's revenue is subscription based and 40% comes from consultancy services.

Overall, the Group's clients include the majority of Australia's leading superannuation funds, institutional wealth managers and financial planning dealer groups. More than 8,000 financial planners have access to our services.

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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

CHANT WEST HOLDINGS LIMITED

ABN

62 119 383 578

Quarter ended ("current quarter")

30 June 2018

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	2,154	8,282
1.2 Payments for		
(a) research and development	(302)	(1,473)
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing	(44)	(162)
(d) leased assets	-	-
(e) staff costs	(1,125)	(4,797)
(f) administration and corporate costs	(734)	(3,180)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	3	12
1.5 Interest and other costs of finance paid	(1)	(4)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	1,565
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	(49)	243

2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(11)	(49)
(b) businesses (see item 10)	-	-
(c) investments	(233)	(233)

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.3 Cash flows from loans to other entities	-	-
2.4 Dividends received (see note 3)	-	-
2.5 Other (provide details if material)	-	-
2.6 Net cash from / (used in) investing activities	(244)	(282)
3. Cash flows from financing activities		
3.1 Proceeds from issues of shares	-	1,432
3.2 Proceeds from issue of convertible notes	-	-
3.3 Proceeds from exercise of share options	-	-
3.4 Transaction costs related to issues of shares, convertible notes or options	-	(168)
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)	-	-
3.10 Net cash from / (used in) financing activities	-	1,264
4. Net increase / (decrease) in cash and cash equivalents for the period		
4.1 Cash and cash equivalents at beginning of quarter/year to date	2,775	1,257
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(49)	243
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(233)	(282)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	-	1,264

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of quarter	2,482	2,482

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	2,482	2,775
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)	2,482	2,775

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
127
-

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
-
-

8. Financing facilities available <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
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.		

9. Estimated cash outflows for next quarter	\$A'000
9.1 Research and development	164
9.2 Product manufacturing and operating costs	-
9.3 Advertising and marketing	42
9.4 Leased assets	-
9.5 Staff costs	1,378
9.6 Administration and corporate costs	682
9.7 Other (provide details if material)	-
9.8 Total estimated cash outflows	2,266

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
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		

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:

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Date: 27 July 2018

(Director)

Print name: Brendan Burwood

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.