

## 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**

1ST Available Limited

**ABN**

25 138 897 533

**Quarter ended ("current quarter")**

30 September 2016

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	632	632
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing	(83)	(83)
(d) leased assets		
(e) staff costs	(976)	(976)
(f) administration and corporate costs	(482)	(482)
1.3 Dividends received (see note 3)		
1.4 Interest received	10	10
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(899)</b>	<b>(899)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	(2)	(2)
(b) businesses (see item 10)	-	-
(c) investments	-	-

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Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
(d) intellectual property	-	-
(e) other non-current assets	-	-
<b>2.2 Proceeds from disposal of:</b>		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
<b>2.3 Cash flows from loans to other entities</b>	-	-
<b>2.4 Dividends received (see note 3)</b>	-	-
<b>2.5 Other (provide details if material)</b>	-	-
<b>2.6 Net cash from / (used in) investing activities</b>	<b>(2)</b>	<b>(2)</b>

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of shares	24	24
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	(37)	(37)
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)	-	-
<b>3.10 Net cash from / (used in) financing activities</b>	<b>(13)</b>	<b>(13)</b>

<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of quarter/year to date	6,564	6,564
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(899)	(899)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(2)	(2)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	(13)	(13)

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<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	<b>Cash and cash equivalents at end of quarter</b>	<b>5,650</b>	<b>5,650</b>

<b>5. Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1 Bank balances	765	456
5.2 Call deposits	4,885	6,108
5.3 Bank overdrafts		
5.4 Other (provide details)		
5.5 <b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>5,650</b>	<b>6,564</b>

<b>6. Payments to directors of the entity and their associates</b>	<b>Current quarter \$A'000</b>
6.1 Aggregate amount of payments to these parties included in item 1.2	136
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	

Includes wages for CEO/Managing Director and independent Directors/Chairman remuneration including superannuation as applicable and consulting fees.

<b>7. Payments to related entities of the entity and their associates</b>	<b>Current quarter \$A'000</b>
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	

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

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<b>9. Estimated cash outflows for next quarter</b>	<b>\$A'000</b>
9.1 Research and development	(150)
9.2 Product manufacturing and operating costs	-
9.3 Advertising and marketing	(160)
9.4 Leased assets	-
9.5 Staff costs	(975)
9.6 Administration and corporate costs	(530)
9.7 Other (provide details if material)	(100)
<b>9.8 Total estimated cash outflows</b>	<b>(1,915)</b>

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

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### 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:



Director

Date: 27 October 2016

Print name: Klaus Bartosch

### 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.

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# Quarterly market update

## Q1 FY17

### HIGHLIGHTS

- Group Monthly Recurring Revenue increases by \$16k to \$193k from Q4 FY16, representing improving sales performance
- Secured a contract with a major dental corporate for initial roll out to 130 NSW dentists
- Expanded Optometry services to more than 150 Optical stores
- Signed deal with luxury cosmetics retailer Napoleon Perdis to roll out solution to 85 stores and 6 academies
- Extended reach into financial services sector with agreements with 3 major financial institutions
- Continued improvement in consumer engagement with monthly new consumer registrations increasing by 400% to more than 20,000 a month on 1stAvailable.com.au since July 2015

1st Available Limited (**ASX: 1ST**) ('The Company', '1stAvailable'), the Australian online healthcare portal that simplifies and facilitates digital interaction between healthcare services and consumers, is pleased to provide its quarterly report for the quarter ended 30 September 2016, which has been simplified from previous versions for improved clarity. The 1stAvailable group provides cloud-based solutions including online search and appointment booking services for healthcare providers, reducing waiting times for patients and helps to automate healthcare providers' administrative services. The Company has now booked over 4.5million online appointments.

### New clients strengthen position in dental and optometry markets

The Company is pleased to announce a new subscription agreement with a major dental corporate customer. Under the agreement 1stAvailable's platform will be rolled out initially to their NSW dental centres with 130 dentists. This increases 1stAvailable's dental market customer base, which includes Primary Health Care's Dental division and the Pacific Smiles group, by 19%.

Eye care is an important part of the Australian health market and 1stAvailable clients now include Bupa Optical, The Optical Company and a major group of independent optometrists in Australia. 1stAvailable expects further solid growth in the optometry market in the December quarter.

1stAvailable has also secured new agreements with luxury cosmetics retailer Napoleon Perdis to roll out its platform to 85 stores and 6 academies.

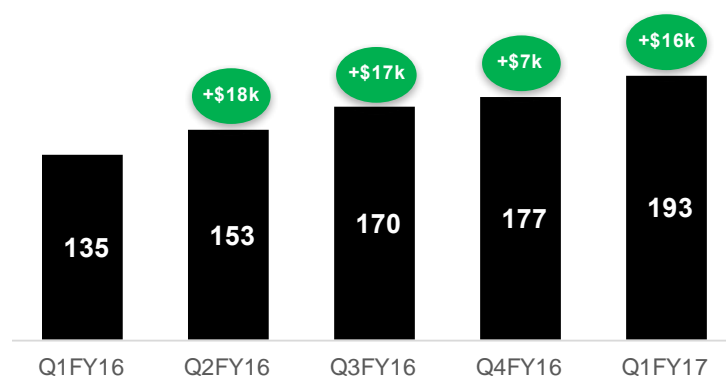
As 1stAvailable's services are rolled out, it is anticipated that subscription revenue will increase.

### Acquisitions

Due diligence is continuing the company's proposed acquisition of the Ozdocs online appointment booking group.

### Group Monthly Recurring Revenue

The group's monthly recurring revenue (MRR), when measured by quarter, which is an indicator of 1stAvailable revenue based on recurring subscription sales, increased by 9% to \$193,000 in the first quarter of FY2017, up from \$177,000 in the previous quarter.



### Strong Consumer Growth – Up 400% YoY

1stAvailable experienced growth in new patient registrations during the quarter, with a record 20,000 in August 2016. This compares with 4,000 registrations in July 2015. This growth will support the group's planned roll out of new transactional products in the coming months.

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## Cashflow

The Company ended the quarter with a cash balance of \$5.65 million. The Company's cash burn for the quarter excluding the R&D tax benefit and financing cash flows was \$0.9 million a small increase quarter on quarter representing additional investments in technology and sales and marketing. During the current quarter technology staff who in previous periods had been allocated to major platform development projects were reallocated to smaller product builds and enhancements. As a result, in accordance with our accounting policies, the related staff costs were no longer capitalized. The consequential increase in staffing costs from the previous quarter largely account for this change.

## Outlook

1stAvailable Managing Director, Klaus Bartosch said: "We are excited about our expansion into the dental, optical and retail markets. We are investing to build sales through increasing our coverage of healthcare markets and introducing new products to drive revenue growth. As subscription revenue grows, we increase the addressable base for our products which put the patient first and will potentially contribute to new transaction-based revenue for 1stAvailable."

- ENDS -

## Further Information

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### Company Contacts

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### Media/Investor Relations

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