

ASX ANNOUNCEMENT
Quarterly update and cashflow

Highlights:

- **Strong increase in quarterly cash receipts**
- **Further sales in China as business momentum builds**
- **New sales activities in Australia**
- **Strong balance sheet with \$3.77M cash**

30 October 2020 – IoT solutions company, Constellations Technologies Limited (ASX: CT1) (the “Company” or “Group”) is pleased to provide a summary update on its activities for the quarter ended 30 September 2020.

Notable points to assist in reading the Appendix 4C

Cash receipts for the quarter were \$526k, an increase of 85% on the previous quarter and 383% increase on the prior year.

| Sep-19 | Dec-19 | Mar-20 | Jun-20 | Sep-20 | Q o Q Change | YoY Change |
|-----------|------------|-----------|-----------|-----------|--------------|------------|
| \$109,000 | \$ 167,000 | \$147,000 | \$285,000 | \$526,000 | 85% | 383% |

As flagged in the June quarterly commentary, sales are expected to continue to materially increase over the following quarters as the business builds across China and Australia with potential contributions from other territories including India and the USA where there are promising early stage sales activities in motion.

The Q1 increase in revenue was primarily driven by the Group’s China operations, with the commencement of three new projects. The sales pipeline in China continue to develop and grow.

Consistent with the Group’s strategy, the development and commercialisation of new industrial IoT solutions in the China market is helping to foster interest and potential projects in Australia. As the sales pipeline for the Australian operations increased substantially during the quarter, the Company appointed a dedicated sales manager with extensive IoT and software sales experience in Australia.

The increase in operating costs for the quarter were primarily direct project-related hardware costs (approx. \$330k) to support the cash revenue received during the current and future quarters as project milestones are complete. Around \$150k of corporate payments were made during the quarter that will not be carried over into Q2 including one-off and periodic payments associated with listing costs, insurances and advisor fees.

Net of the items noted above the run-rate overhead spend for the September quarter was consistent with the previous quarter.

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Shareholders continued to exercise their options during the quarter with the Company receiving \$126k from the proceed of option conversions. A total of 512m options remain on issue with varying exercise prices expiring up to 18 June 2023 and are considered “in-the-money” and capable of being exercised to raise up to \$7.47m for the Company. Approximately 41% of these options are held by the board and management.

Related party cash payments for the quarter of \$100k include directors fees to non-executive and executive director’s (including the CEO) as well as rental and legal fees paid to entities associated with the Chairman.

The board thanks all shareholders for their continued support and interest in the Company.

Authorised for release by the Board of Constellation Technologies Limited.

For further information please contact: enquiries@ct1limited.com

About Constellation Technologies

Constellation Technologies Limited (ASX: CT1) is a publicly listed IoT and Digital Solutions company with an international client portfolio innovating, deploying and supporting applications across multiple industry verticals. CT1 designs, engineers, builds and integrates systems, combining comprehensive software expertise with custom hardware development and production to drive deep-value from data enabling continued digitisation of industry, companies and communities. CT1 is based in Australia with wholly-owned subsidiaries in India and China.

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Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

Constellation Technologies Limited

ABN

58 009 213 754

Quarter ended ("current quarter")

30 September 2020

| 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 | 526 | 526 |
| 1.2 Payments for | | |
| (a) research and development | (29) | (29) |
| (b) product manufacturing and operating costs | (493) | (493) |
| (c) advertising and marketing | (31) | (31) |
| (d) leased assets | (16) | (16) |
| (e) staff costs | (439) | (439) |
| (f) administration and corporate costs | (229) | (229) |
| 1.3 Dividends received (see note 3) | - | - |
| 1.4 Interest received | 1 | 1 |
| 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) | - | - |
| 1.9 Net cash from / (used in) operating activities | (710) | (710) |
| 2. Cash flows from investing activities | | |
| 2.1 Payments to acquire: | | |
| (a) entities | - | - |
| (b) businesses | - | - |
| (c) property, plant and equipment | (42) | (42) |
| (d) investments | - | - |
| (e) intellectual property | - | - |
| (f) other non-current assets | - | - |

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| Consolidated statement of cash flows | | Current quarter \$A'000 | Year to date (3 months) \$A'000 |
|--------------------------------------|---|----------------------------|---------------------------------------|
| 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 (provide details if material) | - | - |
| 2.6 | Net cash from / (used in) investing activities | (42) | (42) |

| | | | |
|-------------|---|------------|------------|
| 3. | Cash flows from financing activities | | |
| 3.1 | Proceeds from issues of equity securities (excluding convertible debt securities) | - | - |
| 3.2 | Proceeds from issue of convertible debt securities | - | - |
| 3.3 | Proceeds from exercise of options | 127 | 127 |
| 3.4 | Transaction costs related to issues of equity securities or convertible debt securities | - | - |
| 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 | 127 | 127 |

| | | | |
|-----------|--|-------|-------|
| 4. | Net increase / (decrease) in cash and cash equivalents for the period | | |
| 4.1 | Cash and cash equivalents at beginning of period | 4,400 | 44,00 |
| 4.2 | Net cash from / (used in) operating activities (item 1.9 above) | (710) | (710) |
| 4.3 | Net cash from / (used in) investing activities (item 2.6 above) | (42) | (42) |

| Consolidated statement of cash flows | | Current quarter \$A'000 | Year to date (3 months) \$A'000 |
|--------------------------------------|---|----------------------------|---------------------------------------|
| 4.4 | Net cash from / (used in) financing activities (item 3.10 above) | 127 | 127 |
| 4.5 | Effect of movement in exchange rates on cash held | (1) | (1) |
| 4.6 | Cash and cash equivalents at end of period | 3,774 | 3,774 |

| 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 | 3,774 | 4,400 |
| 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) | 3,774 | 4,400 |

6. Payments to related parties of the entity and their associates

- 6.1 Aggregate amount of payments to related parties and their associates included in item 1
- 6.2 Aggregate amount of payments to related parties and their associates included in item 2

**Current quarter
\$A'000**

(100)

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

7. Financing facilities

Note: the term "facility" includes all forms of financing arrangements available to the entity.

Add notes as necessary for an understanding of the sources of finance available to the entity.

- 7.1 Loan facilities
- 7.2 Credit standby arrangements
- 7.3 Other (please specify)
- 7.4 **Total financing facilities**

| | Total facility amount at quarter end \$A'000 | Amount drawn at quarter end \$A'000 |
|--|---|---|
| | - | - |
| | - | - |
| | - | - |
| | - | - |

7.5 Unused financing facilities available at quarter end

-

- 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.

8. Estimated cash available for future operating activities**\$A'000**

| | | |
|-----|---|-------|
| 8.1 | Net cash from / (used in) operating activities (Item 1.9) | (710) |
| 8.2 | Cash and cash equivalents at quarter end (Item 4.6) | 3,774 |
| 8.3 | Unused finance facilities available at quarter end (Item 7.5) | - |
| 8.4 | Total available funding (Item 8.2 + Item 8.3) | 3,774 |
| 8.5 | Estimated quarters of funding available (Item 8.4 divided by Item 8.1) | 5.31 |

- 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?

Answer:
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?

Answer:
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?

Answer:
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: **30 October 2020**

Authorised by: **The Board**

(Name of body or officer authorising release – see note 4)

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.