



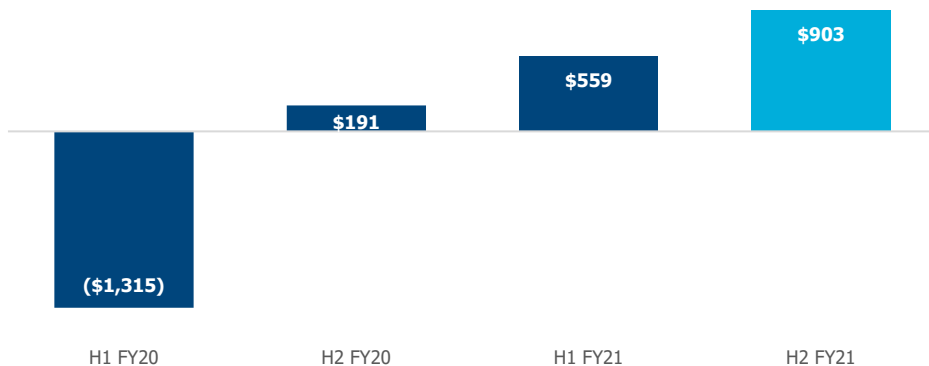
Corum Group Limited

Q4 FY21 Cashflow and Activity Update

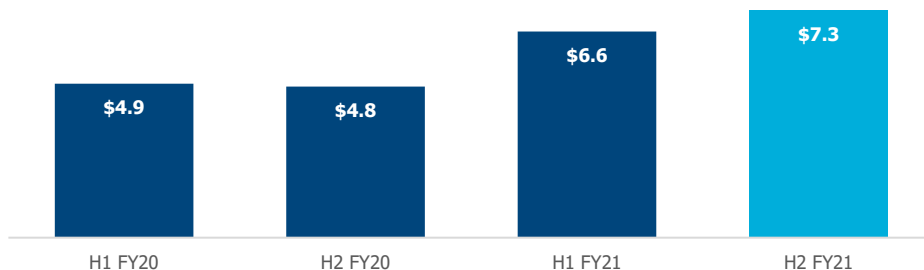
3 August 2021

Continued Positive Cashflow

Net cash from / (Used in) Operating Activities (\$'000)¹



Receipts from Customers (\$m)



- **Operating cashflow improvement has been a key focus** for new Board and has delivered positive results in FY21
- **FY21 operating cashflow of \$1.5m** vs prior year operating cashflow loss of \$(1.1)m
- **Receipts from customers have continued to grow** and are up 10% HoH, and up 42% YoY driven by the contribution from PharmX
- Rationalisation of legacy products, decline in eCommerce real estate division and extended sales cycle due to Covid-19 led to flat receipts growth QoQ
- Have invested progressively in new hires in Q4 and expect to see impact in next period

Investment in products and growth

\$'000	H1 FY20	H2 FY20	H1 FY21	H2 FY21	FY20	FY21
Receipts from Customers	4,935	4,837	6,600	7,287	9,773	13,887
Staff Costs excluding one-off redundancy costs	(3,864)	(3,284)	(3,582)	(3,367)	(7,148)	(6,949)
Other operating costs	(1,839)	(1,438)	(1,979)	(2,111)	(3,277)	(4,090)
One-off legal costs & restructuring costs	(548)	75	(480)	(906)	(472)	(1,386)
Net cash from / (used in) operating activities¹	(1,315)	191	559	903	(1,124)	1,462
R&D tax incentive net of income tax paid	1,493	-	1,700	-	1,493	1,700
Net cash from / (used in) investing activities	(1,666)	(1,670)	(4,374)	(1,812)	(3,336)	(6,186)
Net cash from / (used in) financing activities	3,180	(223)	7,415	(236)	2,957	7,179
Total Cashflows	1,692	(1,702)	5,299	(1,145)	(10)	4,155

- **Operating cashflow improvement of +\$2.6m** compared to prior year, +230% primarily driven by the acquisition of PharmX
- Operating cashflow excluding one-off legal and restructuring costs of \$2.8m for the year, +\$3.5m vs prior year
- **Investment into our Clear Suite of products and PharmX assets** in the current year has been a core focus to drive future revenue growth. We are continuing this investment to grow our customer base and increase the value of our product offering.
- Disciplined cost control has reduced staff costs YoY. This has allowed room for investment into the right skill sets to grow revenues.

Growth Opportunities

- Regaining market share by targeting large groups through our relationships and Head Office product remains our focus
- Growing PharmX through maximising the use of the platform with existing suppliers, onboarding additional suppliers and providing new added value services to all suppliers and stakeholders
- Actively seeking value creating acquisitions



Questions

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