

# Quarterly Update

For the quarter to 31 December 2021

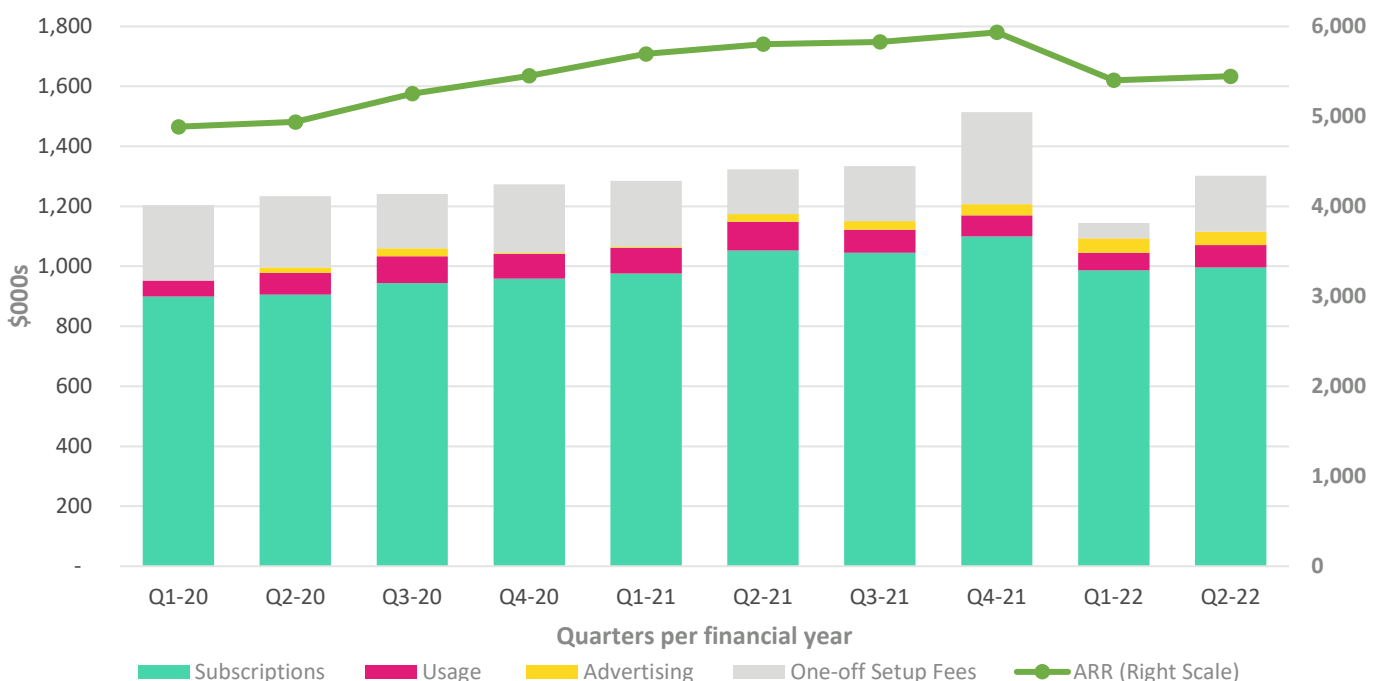
## Q2 Summary

- Q2 revenue of \$1.3m, up 13.8% from Q1 FY22 down 1.6% PCP
- Annual Recurring Revenue (ARR) of \$5.5m, up from \$5.4m in Q1 FY22, down 6% PCP
- Receipts from customers for the quarter \$1.35m, down from \$1.39m in Q1 FY22 and up 4% PCP
- Announced agreement to acquire Visionflex – a leading telehealth solutions provider
  - also announced a \$2.5m placement and \$0.5m Rights Issue

**1st Group Limited (ASX: 1ST)**, the Australian digital health group provides the following update relating to its Appendix 4C Quarterly Report for the three months ended 31 December 2021 (Q2 FY22).

On 25 January 2022, 1st Group announced an agreement to acquire Visionflex Pty Ltd (subject to shareholder approval), an Australian leading telehealth solutions company with a growing international distribution network. The Company also announced a \$2.5m placement and \$0.5m Rights Issue.

## Quarterly Revenue and ARR



ARR is the value of all recurring monthly revenues at the end the quarter normalised to a one-year period. ARR includes all revenue streams that reliably recur each month.

OVERVIEW	Q2FY21	Q1FY22	Q2FY22
Subscription Fees	\$1,053k	\$987k	\$996k
Advertising Revenue	\$26k	\$48k	\$45k
Usage Fees	\$95k	\$58k	\$75k
One-off or Setup Fees	\$149k	\$51k	\$186k
Total Revenue	\$1,323k	\$1,144k	\$1,302k

Following cancellations from a couple of larger customers in Q1 FY22 which reduced revenue, it was pleasing to see growth in core subscriptions recapturing those losses and bringing revenue back up towards levels seen pre-Covid.

Receipts from customers for the quarter were \$1.35m, down 3% from \$1.39m in Q1 FY22. Operating cash payments in the quarter were \$2.35m including an additional payroll in the quarter compared to \$2.1m in Q1 FY22. Quarterly operating cash outflow was \$1.00m compared to \$0.71m in the prior quarter.

During the quarter, \$125k in payments were made to related parties and their associates, being wages for the CEO/Managing Director, independent Directors and Chair remuneration including superannuation.

This announcement has been approved for release by the Board of Directors.

#### Klaus Bartosch

Managing Director  
+61 414 992 811

#### Richard Rogers

Chief Financial Officer  
+61 438 409 482

#### Hugh Richards

Latimer Partners  
+61 415 301 664

#### About 1st Group Ltd

1st Group is an ASX listed digital health group building Australia's leading health services marketplace, MyHealth1st.com.au, Australia's online pet service marketplace PetYeti.com.au and corporate and government solutions platform GoBookings.com. These integrated platforms provide an easy to use online search and appointment booking service and offer a range of value-added apps and services that facilitate digital patient and customer engagement. We improve lives by connecting consumers to a variety of healthcare services and information anytime, anywhere, so they can get well sooner and stay well longer. To find out more visit 1stGrp.com, MyHealth1st.com.au, PetYeti.com.au and GoBookings.com.