

31 January 2019

## December 2018 Update

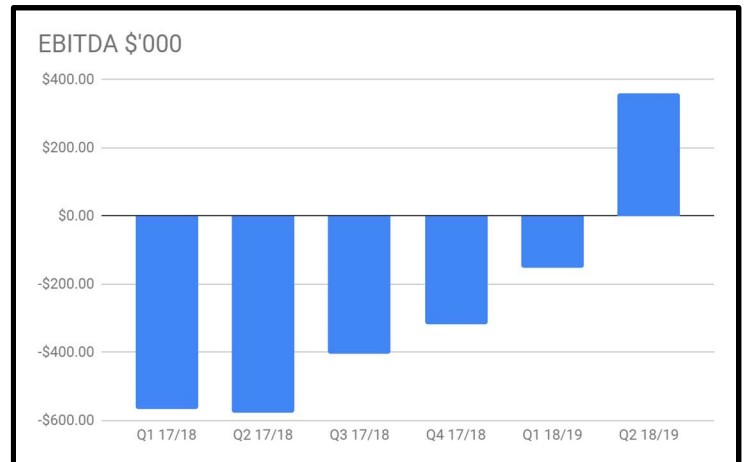
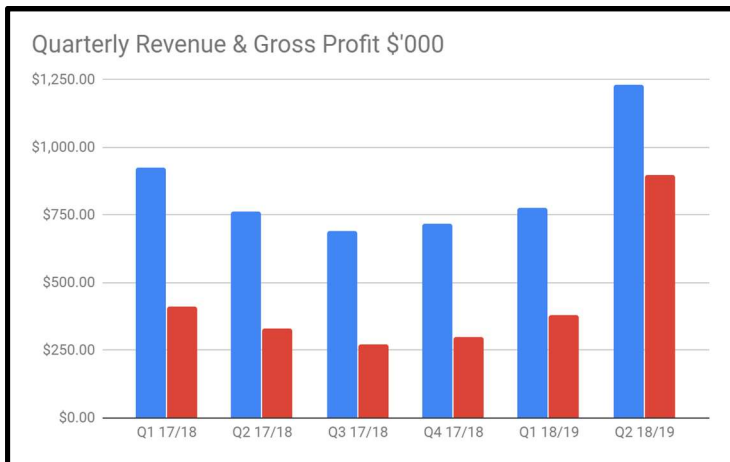
### Unaudited Half Year Financial Results

- Total Revenue \$2.0m compared to \$1.69m in the prior year (current period includes R&D Tax Offset)
- Operating Revenue for the period was \$1.4m versus prior year revenue of \$1.69m
- The period included the final 6 weeks of revenue from the Covermore contract (ceased August 18)
- Operating Overheads for the period \$0.97m down 42% on prior year \$1.66m
- Positive EBITDA of \$0.4m up from prior year loss of \$0.83m
- Operating EBITDA before R&D a loss \$0.27m compared to a loss \$0.92m prior year \$0.65m improvement.

### Quarterly Cashflow 4C Summary

- Cash as at 31 December 2018 \$0.54 million (as at 31 Jan 2019 \$1.07m)
- Research and Development Tax Offset of \$0.6m (received 31 Jan 2019)
- Operating cash outflow of \$0.175m for the Qtr
- Net Cash outflow in the Qtr of \$0.396m
- Loan repayments of \$0.113m in the Qtr.

The graphs are unaudited management accounts including the R&D offset before any abnormal items and goodwill adjustments



### Operating Highlights

- AIG showcases UNL's WiFi and SOS alerts at the Singapore FinTech Festival and has extended the agreement
- UNL launched its first UK partner Collinson in November under the Columbus brand and is working with Collinson to extend UNL solutions to other partners
- Wi-Fi paid end user Engagement rates have continued to **exceed 45%** with new partners
- Successful trials of eSIM were held over the period with the commercial launch due in February 2019
- The New Affiliate program to be launched in February 2019.

### Wi-Fi

- Downloads Android 48%, iOS 52%. Android downloads continue to grow as we expand into Asia
- Total App downloads passed 40,000
- Wi-Fi revenue surpassed SIM revenue in the period.

### Global SIM

- United Networks direct database of customers grows to over 500,000+
- Sim orders in the quarter were down to 1,259 in the quarter
- Average revenue per sim AUD \$81 was recorded year to date.

### SOS Alerts

- New paid subscribers in the quarter 4,564
- Advancement on of the AI generated alerts was made in the quarter
- 77% increase on events reported over Q1 9,828 events, Q2 17,525 events
- Level 4 Category Emergency events 262 reported in the quarter.

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### FOR FURTHER INFORMATION

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