

31 October 2018

## September 2018 Quarterly Update

### Highlights

- United's **Trust Platform** has provided a solid foundation for strong connectivity and engagement driving higher value transactions for our partners.
- Wi-Fi paid end user Engagement rates have **exceeded 45%** with new partners.
- New global Insurance partner **AIG** went live in Asia Pacific region in August 2018.
- United became an **Authorised Representative** of Chubb insurance Australia, to allow for the sale of insurance product.
- Released the **Insuretech Flight Delay Insurance** product in August 2018 operated from the Groups unique "Trust" platform in conjunction with Swiss Re and Chubb.
- Increased Wi-Fi hotspots network with connectivity partners from 63+ to **67+ million** hotspots.
- Launched **4G sim cards** and readying the platform for iPhone and Android **eSIM**.
- Significant increase in enquiries since the release of the new Insuretech partners and products in August. We expect the announcement of new partners over the next quarter.
  
- **Cash and Operating Summary;**
  - Cash as at 30 September 2018 \$0.94 million.
  - R&D Incentive claim will be lodged in the 2nd Quarter FY 2019.
  - Annualised operating overheads reduced by approximately \$1.5 million.
  - Quarterly cash flow comparison compared Q1 FY 2018
    - Staff costs outflows reduced by 46% to \$217K.
    - Administration and corporate cost outflows reduced by 53% to \$385K.
  - Cash receipts down 8% on Q1 FY 2018 to \$835K.
  - Operating cash outflow reduced by 66% to \$264K compared with Q1 FY 2018.
  
- **New Distribution**
  - July 2018 new global smart watch partner for United Global SIM.
  - August 2018 launch of AIG Asia Pacific valued add offer.
  - August 2018 launch of new United Networks Affiliate partner program with 2 new partners onboarded.
  - September 2018 launch of new Global SIM distribution in partnership with WHSmith Travel Stores and Gadget Shops in all of the major Australian city airport locations including Sydney, Melbourne, Adelaide, Brisbane, Perth.
  
- **New Insuretech Products**
  - Flight Delay Insurance launched in the conjunction with Swiss Re and Chubb embedded in the Chubb Connect App.
  - On-demand and claims free Insuretech solution will underpin the new wave of revenues for the Group.
  
- **Wi-Fi Strong Engagement**
  - Engagement rates as high as 45% for partners with an average of 33% across all partner.
  - New partners including AIG launched.
  - Downloads Android 46%, iOS 54%. Android downloads continue to grow as we expand into Asia.
  - Total App downloads 35,426.

- **Global SIM** direct business growing under United Brand
  - United Networks direct database of customers grows to over 490,000.
  - Sim orders in the quarter 9,335.
  - Direct Sim orders increased over 700% in the period from the prior year (excludes key partner ceased in July) growth was driven by new retail and affiliate partners.
  - Average revenue per sim AUD \$76 September.
  
- **SOS Alerts** business KPIs for the quarter
  - New paid subscribers in the period 3,120.
  - Global Events reported and alerted 9,828.
  - Level 4 Category Emergency events 68.
  - Level 3 Warning events 1,882.

The graphs are unaudited management accounts before any abnormal items and goodwill adjustments



**FOR FURTHER  
INFORMATION**

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