

# Club Investible

## June 2020 quarter update

# INTRODUCTION



## Panick Super Pty Ltd atf Panic Superannuation Fund

Portfolio Overview

Financial Year	Invested	Current Value	ESIC Qualifying
2017	\$208,394	\$112,147	\$75,000
2018	\$123,582	\$174,484	\$23,762
2019	\$35,504	\$68,669	\$12,500
2020	\$1,750	\$1,717	\$0

**Total Invested** \$369,230

**Portfolio Current Value** \$357,017

**Unrealised Gain/Loss** **-\$12,213**

**Cash on Hand** \$4



# EQUITY INVESTMENTS BY COMPANY

Company	Total Invested (AUD)	Current Shares	Sold Shares	Realised Returns (AUD)	Current Share Price	Current Holding Value (AUD)	Current Ownership
BUCKiTDREAM, Inc	\$133,394.08	533,657.60	-	\$0.00	\$0.02 USD	\$18,903.69	0.3682%
Car Next Door Australia Pty Ltd	\$32,365.15	371.01	-	\$0.00	\$142.65 AUD	\$52,924.91	0.0840%
Crowd and Company Pty Ltd	\$4,285.72	7,035.72	-	\$0.00	\$0.00 AUD	\$0.00	Dissolved
Fingerprint4Success Pty Ltd	\$25,000.00	50.00	-	\$0.00	\$864.86 AUD	\$43,243.24	0.2398%
GeoSnapShot Pty Ltd	\$9,135.78	6,195.43	-	\$0.00	\$1.79 AUD	\$11,069.99	0.2627%
Groupee Pty Ltd	\$9,070.50	7,299.61	-	\$0.00	\$1.24 AUD	\$9,070.50	0.1537%
HeadsafeIP Pty Ltd	\$18,055.56	4,242.93	-	\$0.00	\$5.72 AUD	\$24,269.56	0.2406%
I V Y Labs Technology, Inc	\$32,089.22	17,244.41	-	\$0.00	\$1.45 USD	\$36,451.36	0.1248%
Inamo Group Pty Ltd	\$50,000.00	50,000.00	-	\$0.00	\$1.00 AUD	\$50,000.00	0.8333%
Juggle Street Pty Ltd	\$11,913.44	46,100.81	-	\$0.00	\$0.26 AUD	\$11,986.21	0.1871%
Peter Manettas Seafood Pty Ltd	\$24,137.58	15,951.54	-	\$0.00	\$4.97 AUD	\$79,248.85	0.2060%
Shopof.U Pty Ltd (Shop You)	\$6,944.45	187.67	-	\$0.00	\$37.00 AUD	\$6,944.45	0.1727%

# NOTE HOLDINGS (Convertible/SAFE)

Date	Company	Status	Total Invested (Input Currency)	Total Invested (AUD)	Total Invested (Company's Currency)	Current Value (AUD)	Maturity	Cap	Discount	Interest
4/08/2016	BUCKITDREAM, Inc	Converted	\$133,394.08 AUD	\$133,394.08	\$100,000.00 USD	\$145,820.00	30/06/2017	\$40,000,000.00 USD	20%	2.00%
29/09/2017	Disrupt Industries Pty Ltd	Outstanding	\$6,666.67 AUD	\$6,666.67	\$6,666.67 AUD	\$6,666.67	None	\$8,000,000.00 AUD	0%	0.00%
22/03/2018	Shopof.U Pty Ltd (Shop You)	Converted	\$1,388.89 AUD	\$1,388.89	\$1,388.89 AUD	\$1,388.89	None	\$5,000,000.00 AUD	20%	0.00%
13/04/2018	Shopof.U Pty Ltd (Shop You)	Converted	\$5,555.56 AUD	\$5,555.56	\$5,555.56 AUD	\$5,555.56	None	\$5,000,000.00 AUD	20%	0.00%
2/04/2019	I V Y Labs Technology, Inc	Outstanding	\$4,421.62 AUD	\$4,421.62	\$3,100.00 USD	\$4,520.42	4/03/2022	\$40,000,000.00 USD	5%	Applicable Federal Rate
21/10/2019	Parcel Perform Pte Ltd	Outstanding	\$1,749.76 AUD	\$1,749.76	\$1,177.24 USD	\$1,716.65	18/10/2021	\$10,000,000.00 USD	30%	1.00%

# EQUITY HOLDINGS BY ROUND

## Including Converted Notes

Date	Company	Raise Type	Conversion Date	Total Invested (Input Currency)	Total Invested (AUD)	Total Invested (Company's Currency)	Purchase Share Price	Purchased Shares	Equivalent Current Shares	Ownership Purchased	Current Share Price	Current Value	Current Value (AUD)	Current Ownership	ESIC Qualifying
4/08/2016	BUCKITDREAM, Inc	Note	3/07/2018	\$133,394.08 AUD	\$133,394.08	\$100,000.00 USD	\$0.19 USD	533,657.60	533,657.60	0.3682%	\$0.02 USD	\$12,963.72 USD	\$18,903.69	0.3682%	No
23/12/2016	Fingerprint4Success Pty Ltd	Equity	NA	\$25,000.00 AUD	\$25,000.00	\$25,000.00 AUD	\$500.00 AUD	50.00	50.00	0.4348%	\$864.86 AUD	\$43,243.24 AUD	\$43,243.24	0.2398%	Yes
2/03/2017	Inamo Group Pty Ltd	Equity	NA	\$50,000.00 AUD	\$50,000.00	\$50,000.00 AUD	\$1.00 AUD	50,000.00	50,000.00	0.8333%	\$1.00 AUD	\$50,000.00 AUD	\$50,000.00	0.8333%	Yes
28/09/2017	I V Y Labs Technology, Inc	Equity	NA	\$32,089.22 AUD	\$32,089.22	\$24,997.50 USD	\$1.45 USD	17,244.41	17,244.41	0.1248%	\$1.45 USD	\$24,997.50 USD	\$36,451.36	0.1248%	No
28/09/2017	Car Next Door Australia Pty Ltd	Equity	NA	\$7,365.15 AUD	\$7,365.15	\$7,365.15 AUD	\$87.23 AUD	84.43	84.43	0.0241%	\$142.65 AUD	\$12,043.82 AUD	\$12,043.82	0.0191%	No
28/09/2017	Car Next Door Australia Pty Ltd	Equity	NA	\$25,000.00 AUD	\$25,000.00	\$25,000.00 AUD	\$87.23 AUD	286.58	286.58	0.0819%	\$142.65 AUD	\$40,881.09 AUD	\$40,881.09	0.0649%	No
29/09/2017	Crowd and Company Pty Ltd	Equity	NA	\$4,285.72 AUD	\$4,285.72	\$4,221.43 AUD	\$0.60 AUD	7,035.72	7,035.72	0.1382%	\$0.00 AUD	\$0.00 AUD	\$0.00	Dissolved	No
10/11/2017	Peter Manettas Seafood Pty Ltd	Equity	NA	\$5,555.58 AUD	\$5,555.58	\$5,555.58 AUD	\$1.00 AUD	5,555.58	5,555.58	0.0789%	\$4.97 AUD	\$27,600.68 AUD	\$27,600.68	0.0717%	No
10/11/2017	HeadsafeIP Pty Ltd	Equity	NA	\$5,555.56 AUD	\$5,555.56	\$5,555.56 AUD	\$2.70 AUD	2,057.61	2,057.61	0.1472%	\$5.72 AUD	\$11,769.56 AUD	\$11,769.56	0.1167%	Yes
24/11/2017	Juggle Street Pty Ltd	Equity	NA	\$5,555.54 AUD	\$5,555.54	\$5,555.54 AUD	\$0.26 AUD	21,367.46	21,367.46	0.0867%	\$0.26 AUD	\$5,555.54 AUD	\$5,555.54	0.0867%	No
30/11/2017	GeoSnapShot Pty Ltd	Equity	NA	\$3,277.78 AUD	\$3,277.78	\$3,277.78 AUD	\$1.47 AUD	2,222.83	2,222.83	0.1135%	\$1.79 AUD	\$3,971.75 AUD	\$3,971.75	0.0943%	Yes
22/03/2018	Shopof.U Pty Ltd (Shop You)	Note	30/06/2019	\$1,388.89 AUD	\$1,388.89	\$1,388.89 AUD	\$37.00 AUD	37.53	37.53	0.0345%	\$37.00 AUD	\$1,388.89 AUD	\$1,388.89	0.0345%	No
13/04/2018	Shopof.U Pty Ltd (Shop You)	Note	30/06/2019	\$5,555.56 AUD	\$5,555.56	\$5,555.56 AUD	\$37.00 AUD	150.13	150.13	0.1381%	\$37.00 AUD	\$5,555.56 AUD	\$5,555.56	0.1381%	No
20/04/2018	Juggle Street Pty Ltd	Equity	NA	\$557.90 AUD	\$557.90	\$557.90 AUD	\$0.23 AUD	2,425.65	2,425.65	0.0098%	\$0.26 AUD	\$630.67 AUD	\$630.67	0.0098%	No
11/05/2018	Juggle Street Pty Ltd	Equity	NA	\$5,800.00 AUD	\$5,800.00	\$5,800.00 AUD	\$0.26 AUD	22,307.69	22,307.69	0.0905%	\$0.26 AUD	\$5,800.00 AUD	\$5,800.00	0.0905%	No
20/06/2018	GeoSnapShot Pty Ltd	Equity	NA	\$5,858.00 AUD	\$5,858.00	\$5,858.00 AUD	\$1.47 AUD	3,972.60	3,972.60	0.2028%	\$1.79 AUD	\$7,098.25 AUD	\$7,098.25	0.1685%	Yes
27/06/2018	Groupee Pty Ltd	Equity	NA	\$9,070.50 AUD	\$9,070.50	\$9,070.50 AUD	\$1.24 AUD	7,299.61	7,299.61	0.1537%	\$1.24 AUD	\$9,070.50 AUD	\$9,070.50	0.1537%	Yes
14/09/2018	Peter Manettas Seafood Pty Ltd	Equity	NA	\$8,333.00 AUD	\$8,333.00	\$8,333.00 AUD	\$1.00 AUD	8,333.00	8,333.00	0.1183%	\$4.97 AUD	\$41,399.18 AUD	\$41,399.18	0.1076%	No
19/10/2018	HeadsafeIP Pty Ltd	Equity	NA	\$12,500.00 AUD	\$12,500.00	\$12,500.00 AUD	\$5.72 AUD	2,185.31	2,185.31	0.1239%	\$5.72 AUD	\$12,500.00 AUD	\$12,500.00	0.1239%	Yes
28/06/2019	Peter Manettas Seafood Pty Ltd	Equity	NA	\$10,249.00 AUD	\$10,249.00	\$10,249.00 AUD	\$4.97 AUD	2,062.96	2,062.96	0.0266%	\$4.97 AUD	\$10,249.00 AUD	\$10,249.00	0.0266%	No

BUCKiTDREAM is the worlds first Dreamer platform. A place for creating, sharing and realizing your dreams.

#### **COVID – 19 impact:**

- The Company has been in hibernation since March 2020 due to the impact of COVID-19 on both the travel/loyalty sector and proposed US commercialisation partners.
- The Company has no further runway and is dependent on the continued support of shareholders or new investors. If management are unable to secure bridge financing, it is highly probable that the Company will be voluntarily wound up.

#### **Recapitalisation plan:**

- The Board have presented their recapitalisation plan to shareholders with an aspirational raise of USD\$900k (USD\$10,000 from each of the 90+ shareholders) to fund development costs (\$250k) outlined below and operating expenses (\$650k)
- The Board has indicated the Buckitdream platform requires an investment of USD\$250k to complete the MVP for loyalty status and address:
  - Capgemini recommendations from the Wells Fargo technology due diligence process
  - Integration of Dream Coach and the Dream Store
  - Leveraging Watson AI to enhance the engagement tools and analytics

#### **Shareholder response:**

- Most shareholders have not responded to the proposed recapitalisation plan which is equivalent to not supporting the Boards proposal. The Board has secured support from a group of shareholders with a capital commitment of USD\$175k-\$200k and Convertible Note holders have agreed to extend the terms of the current note.

#### **Club Investible response and impact on portfolio value:**

- In the absence of support from a majority of shareholders the Club Investible Investment Committee (“IC”) has elected not to commit further capital to this opportunity but will continue to work with the Board to assess options presented to shareholders
- The IC has recommended that the value of this investment be written down to 10c in the dollar to reflect the distressed nature of the business.

Please click [here](#) for the CEO’s letters to shareholders regarding the recapitalisation plan.

Hire a car, van or ute from our community of local car owners or rent out your car and make extra money.

## KPIs:

	Listed Cars	Approved Borrowers	Quarterly Bookings	Revenue	Available cash balance
March 2020 quarter	3,488	190,419	56,885	\$ 1,913,174	\$3.9m
June 2020 quarter	3,340	202,479	46,203	\$ 1,395,587	\$3.7m
QoQ Growth (Decline)	(4.2%)	6.3%	10.8%	-27%	-5%

## Financial performance and highlights

- Achieved 17.9k bookings in June 2020 and a year-on-year bookings increase of 48.8%. The last quarter has been volatile, achieving budget in March, April and May being 70% and 20% below budget due to COVID and then achieving budget in June.
- The number of listed cars as at June 2020 was 3,340 (vs budget of 3,261). The QoQ decline of 4.2% is less than expected, however total cars growth is weakest number at present.
- Although the number of new applicants in June 2020 are similar to June 2019, the customer acquisition cost has significantly reduced as \$36k was spent on marketing in June 2020 (vs \$118k in June 2019). The Company is focused on achieving a positive return on marketing spend within 2 months.
- Income per booking has increased slightly to \$35.03 in June 2020 (vs \$34.73 in June 2019).
- Main focus for the quarter was the execution of pricing tests to increase revenue and implementing a new member verification flow to improve security and user experience.

## Outlook:

- The management will heavily focus on increasing contribution margin to \$20/trip by increasing revenue per trip and reducing variable costs.
- Revenue has fallen further than bookings due to customers taking shorter trips, but revenue decline appears to have bottomed out in May 2020
- Company has forecasted to have \$0.7mil in the bank in August 2022. Management continues to monitor cash closely.
- Company continues to work towards breakeven and has reduced the average monthly loss to ~\$350 for Mar – Jun 2020.

Please click [here](#) for a detailed company quarterly update report.

Reshaping the way professional services sectors connect, engage and collaborate.

## Important background information

- In November 2019, the Board elected to reshape Crowd & Co. (Company) under the management of Vivienne Storey and sought to raise funds to support her and build on the foundation which Jarred Hardman (Company founder and major shareholder) had created.
- Due to personal reasons, Vivienne decided not continue as the Company's new CEO. Given this position and the directors' lack of faith in the Company, the Board decided to return the money raised and stop the fund-raising process in November 2019.
- The directors (Stephen Moss & Rob Ellis) also stopped personally covering the Company's base expenses, which led to the Company halting its operations, other than supporting the remaining customer base.

## Sale of shares to the founder

- The Board has explored options to "close" the business and deal with tax and other liabilities. Jarred Hardman (Founder and major shareholder) has expressed interest in taking the Company back rather than placing it into administration.
- Valsena Holding Pty Ltd (Valsena), 50% owned by Jarred is willing to acquire all fully paid ordinary shares in the Company. Valsena currently holds 34.5% of the Company. Valsena has offered to acquire each shareholder's shares for a peppercorn amount of \$0.0001 per share plus a conditional Deferred Payment.

## Potential On-Sale to third party

- In order to obtain more value for shareholders the Board has also been trying to negotiate the sale of the Company to a third party. As the Sale of Shares to Valsena is significantly progressed the Board has negotiated the inclusion of an On-Sale provision in the Share Sale Agreement.
- If successful, the expected sale price is in the order of \$500k less transaction costs. Jarred has agreed that the proceeds from the potential sale will go proportionally to all the shareholders as part of the On-Sale provision. Please click [here](#) for the letter of comfort from Valsena.
- The amount expected to be received is 15c in the dollar excluding transaction costs.

## Impact on your Portfolio

- The Club Investible Investment Committee ("IC") has elected to support the Sale of Shares and On-Sale Agreement in order to realise capital for Club Members.
- The IC has recommended the value of the Company's shares be reduced to nil due to the distressed nature of the business and the uncertainty around the share sale.

Please click [here](#) for the Board's letter to the shareholders.





F4S is a suite of people analytics software and coaching tools that help leaders and their teams get the best out of themselves at work.

## Financial performance and highlights:

- Reached a milestone of 10k users in June and the trend continues with 13k users in July 2020.
- Monthly Active Users (MAU) in June 2020 increased by 181% at 1,934 (vs May's 686 MAU). The growth in users is driven by the Company's SEO, content, link building strategies and paid Facebook ads.
- Current Click Per Ad cost (click per Facebook advert to a signed-up user) is \$0.96. The Company aims to reduce this to \$0.80.
- The F4S Blog now generates 4,500 weekly views up 56% in June which is evidence that SEO and link building strategies are working.
- F4S is now free for individual users due to the Company pivot from B2C to B2B, which also included a shift in product, user acquisition and content strategies to focus on remote teaming during the pandemic.
- Released a new user interface optimised for teaming as part of the B2B pivot.
- Coach Marlee (world's first personal AI coach) is in Alpha release and will go to Beta release in the September quarter.
- Andrianes Pinantoan has joined the Company, having previously led growth initiatives at Airtasker, Canva, Campaign Monitor and Spaceship.
- Hired two engineers to accelerate product development, bringing the engineering team to 4. Hiring of engineering candidates has been challenging due to competing offers from large firms like Atlassian.
- Onboarded new channel partners (Soma Capital; Candence VC) and enterprise clients (Work180; 5B).

## Outlook

- Progressing the accelerating Commercialisation Grant (\$900K) and anticipate being notified of the outcome in September 2020.
- Progressed the acquisition of the jobEQ software and IP (the F4S assessment) and anticipate an August 2020 completion.
- Shortlisted for a tender with the US Airforce to support 700k personnel (and their families) with coach Marlee.

## Ask

- Intro to companies wanting to improve their work from home culture.

Please click [here](#) for a detailed company quarterly update.



GeoSnapShot is the global platform, for photographers, organisations and participants, who want to share, sell and download event photos.

## Key Metrics

	Calendar YTD	FY2020 Q3	FY2020 Q4	April	May	June	M on M
Revenue	\$63,002	\$54,945	\$8,057	\$3,327	\$1,142	\$3,588	314%
Photos uploaded to platform	952,423	531,984	420,439	160,456	249,111	10,872	-96%
Unique users on platform	71,555	55,518	16,037	3,942	3,478	8,617	247%
Cash Balance	\$460,243	\$518,044	\$460,243	\$486,450	\$477,979	\$460,243	-4%
Cash Burn	\$188,291	\$103,535	\$57,756	\$31,549	\$8,471	\$17,736	200%

## Highlights and financial plan:

- Continuing product development and improvements to the user experience.
- The Company received positive feedback from users about product improvements.
- Signed a contract with RunGuides who run a calendar booking system for 8,000 running events in North America.
- Implemented paycuts which reduced the business operating costs by 50%.
- In the case of little or no revenue, the Company will go into hibernation mode where the website will still operate.

## Challenges

- Large sporting events the Company has contracts to support were cancelled.
- Total revenue for the quarter decreased by 85% (vs March 2020 quarter). Despite the fall in revenue, the cash burn went down by 45% driven by the cuts in operating expenses and government grants.

## Outlook:

- The company will leverage its existing partners to reach new event organisers.
- Driving photographers to upload archive photos to GeoSnapShot for free sharing or selling.
- Driving participants to search for and buy photos they may have missed by utilising face recognition.

Please click [here](#) for a detailed company quarterly report.

Splitting bills with friends at your favourite restaurants, bars and cafes is now effortless.

## Highlights:

- The Company has used the COVID-19 hibernation to make product improvements focusing on a simpler user experience and is also in the process of refining the onboarding process. The new version of the app was launched in IOS (Android to follow).
- Further product improvements include mandated location services and patching of “holes” in previous versions of the app to prevent fraud.
- Paid marketing was reactivated in June 2020 using both in house content and leveraging an agency to spend \$20k per month with Pro Position on an initial 3-month plan, a quarter of pre-COVID planned spend.
- Advertising spend of \$6k in June 2020 led to 1,000 downloads, compared to 11,000 total downloads to date.
- The cost per download is \$5.50 with a 15-20% conversion to usage, which the Company plans to optimise further.
- The team is focusing on customer success by communicating with many new users as possible, refunding transaction costs and working with users to test the Beta user set.
- John Grace (member of the advisory board) invested \$125k in June 2020 via SAFE note.
- Reduced monthly cash burn to \$16k, with cash in the bank at 92k (pre \$125k investment from John).

## Outlook:

- Working on a partnership with BPAY, which will allow users to pay their Bpay expenses using Groupee. This will provide Groupee better margins as there will be no card issuance fee as well as recurring revenue from expenses in shared households (internet, gas, water etc.).
- Currently raising between \$1m and \$1.5 m via convertible note.

Please click [here](#) for a detailed company update.

Dedicated to the elimination of preventable head and neck injuries through advocacy, awareness, education and research.

## Highlights:

- On the back of receiving FDA Clearance in April as a “measurement device”, the focus has turned towards Go-To-Market for entry into the US arena during the second half of 2020.
- Nurochek trademark registrations have been approved USA, UK and ANZ.

## Market Traction

- Paid pilot with Houston Schools District and initial sales to Mt Sinai Hospital Group are on hold.

## Clinical Trials:

- Clinical trials in Australia are on hold and will resume with Rugby Union, Rugby League, Roller Derby and Comat Sports once sports resume. Research with Waikato University in NZ is expected to recommence shortly.
- The research at Mt Sinai Hospital (New York) and Baylor College of Medicine (Houston) is on hold but expected to resume as soon possible. The Company has proposed trials with various hospitals and universities in the US. These trials will inform the next FDA submission and “upgrading” to a specific “Aid to Concussion Diagnosis” indication.

## Capital Raise and runway:

- The Company will apply for an R&D rebate estimated at \$200k. The completion of the AC grant project has been delayed due to COVID-19 and an application for an extension until October 2020 has been lodged.
- The Company has raised over \$850k via a convertible note with a \$1m target. The funding will provide cash runway until Q1 2021 for the continued research and development. This will enable progression towards receiving FDA Clearance as a “diagnostic device”.
- The Company is continuing discussions with US based investors regarding a Series A investment to raise USD\$5m at a USD\$15m pre-money valuation which will assist the Go-To-Market for the measurement device.

Please click [here](#) for a detailed company quarterly report.

INAMO makes contactless payments faster with waterproof wearables that suit your lifestyle.

## US Expansion

Peter Colbert (CEO) has outlined the challenges of setting up contactless payment infrastructure in the USA that need to be overcome to succeed with the US expansion in the June 2020 Shareholder report. The fixed costs of running a pre-paid card program in the USA are significantly higher than what Inamo experienced in Australia.

Despite the challenges the Company has made progress and is now in contractual phase with Sutton Bank for a Master Services Agreement. The agreement is expected to be completed in mid-July 2020.

The Company negotiated the following favourable terms with Sutton Bank:

- \$25k onboarding fees to be paid at the time of the official launch (early 2021), which is normally at execution of contract;
- Company will not be tied to monthly transactions minimums and;
- Waived annual audit fees (c.\$27k).

The Company will start the negotiations with the US payments processor (Qolo) when the Sutton Bank agreement is executed. Sutton Bank has taken a 30% position in Qolo and their preference is that Inamo work with Qolo if mutually beneficial. Discussions with Qolo have been productive and if the deal progresses, Inamo aim to secure an exclusive agreement in the contactless wearable sector.

When the deals with Qolo and Sutton are concluded, Inamo will sign and integrate Placard with Qolo. Placard is an Australian based chip manufacturer who are willing to collaborate with Inamo, Sutton Bank and Qolo.

Please click [here](#) for the detailed company quarterly update.

Please click [here](#) for the media article by Qolo which referenced Inamo.

Juggle Street helps busy parents find local babysitters, nannies, au pairs & tutors. We are a local neighbourhood network connecting people.

## Financial performance:

- Due to the lockdown restrictions, the Company's revenue hit rock bottom in early April 2020. The FY2020 revenue was only \$432k (vs pre-COVID forecasted revenue of \$565k).
- The before/after school care revenue which represented a large percentage of the Company's total revenue pre-COVID has been significantly impacted as parents continue to work from home. The Company expects this revenue source to remain slow until the end of the calendar year.
- Despite the revenue slump in April 2020, revenue trended upwards in the June 2020 quarter. The Company forecasts break-even by December 2020 if the trajectory continues. Additional capital of c.\$50k will be required by the end of September 2020.
- David James (Founder/CEO) provided \$20k via the existing Loan Agreement and has invested \$40k in the Company's Convertible Note, which now stands at \$300k. Note holders also voted in favour of amending key Convertible Note terms including removing the obligation to pay future interest; increasing the discount to 25% and reducing the Conversion Price payable on voluntary conversion.
- \$68k received on exercise of 788,900 options by George and Erica Gregan plus government support of \$71k bolstered the cash balance.

## Outlook:

- The management will implement the following growth initiatives to ensure the Company well positioned post the current pandemic:
  - Improved Juggle Street user experience – Revamping the process of connecting parents and helpers. Helper profile cards have been redesigned to better display skills and qualifications.
  - Rebuild the Au Pair product offering – the Company now offers vetting and screening services offered by traditional Au Pair Agencies. Management is confident the parent demand for Au Pairs is growing and the challenge is to increase the Company's Au Pair supply.
  - Launch Online Tutoring – Aiming to launch online tutoring in the September 2020 quarter. This is a significant product launch for Juggle Street as parents will be able to access thousands of tutors nationwide.
  - Improve marketing website – Made significant long-term improvement to its website and has strengthened its search engine optimisation and organic customer acquisition strategies.

Please click [here](#) for a detailed financials and company quarterly update.

The power of logistics data to drive customer value

## Financial performance and highlights:

- Parcel Perform had its highest quarterly revenue ever in 4Q FY20 driven by a surge in e-commerce shipments. Quarterly revenue rose to over S\$470k (up 81% vs. 3Q FY20) on the back of tracking 28.5 million parcels (up 75% vs. the previous quarter).
- Closing new customers has been challenging (many lead generating industry events have been cancelled or postponed), Parcel Perform has closed one of its biggest customers to-date, Shop App (owned by Shopify). While the Company only tracks a fraction of Shop App's parcels at present, they are targeting an annual deal to track 50-100 million parcels.
- The Company has also reduced cost significantly, accounting for the challenge of closing new customers due to COVID-19. Burn has been reduced by 42% vs. last quarter and with the addition of venture debt funding, the Company now has 18 months cash runway.

Revenue and cost modelling	Unit	Q2				Deviation to Q1		
		Apr 2020 to June 2020				Jan 2020 - Mar 2020		
		Actual	Plan	Dev	Dev %	Actual	Dev	Dev %
<b>Subscription Revenue</b>								
Parcel tracked	million	28.5	19.7	8.8	45%	16	12	75%
<b>Subscription Revenue</b>	<b>SGDk</b>	<b>253.1</b>	<b>240.2</b>	<b>12.9</b>	<b>5%</b>	<b>189</b>	<b>65</b>	<b>34%</b>
Total one-off revenue	SGDk	44.9	95.9	-51.0	-53%	16	29	174%
<b>Advertising revenue</b>	<b>SGDk</b>	<b>60.6</b>	<b>47.0</b>	<b>13.6</b>	<b>29%</b>	<b>42.5</b>	<b>18</b>	<b>43%</b>
<b>Other proceeds (grants, interest, etc.)</b>	<b>SGDk</b>	<b>115.1</b>	<b>127.0</b>	<b>-11.9</b>	<b>-9%</b>	<b>14.9</b>	<b>100</b>	<b>673%</b>
<b>Total Revenue</b>	<b>SGDk</b>	<b>473.7</b>	<b>510.1</b>	<b>-36.4</b>	<b>-7%</b>	<b>262.3</b>	<b>211</b>	<b>81%</b>
<b>Cost</b>								
Total payroll cost (all staff)(exclude 20%)	SGDk	-558.4	-532.7	-25.7	5%	-679	121	-18%
Platform and system provision cost	SGDk	-115.2	-104.7	-10.5	10%	-130	14	-11%
Office cost	SGDk	-47.4	-73.6	26.2	-36%	-75	28	-37%
Marketing and Branding Cost	SGDk	-8.5	-10.5	2.1	-20%	-34	25	-75%
Other cost (sum of the following:)	SGDk	-22.3	-43.4	21.1	-49%	-26	3	-13%
<b>Total Cost</b>	<b>SGDk</b>	<b>-752</b>	<b>-765</b>	<b>13.2</b>	<b>-2%</b>	<b>-943</b>	<b>191</b>	<b>-20%</b>
<b>EBITDA</b>	<b>SGDk</b>	<b>-278</b>	<b>-255</b>	<b>-23.2</b>	<b>9%</b>	<b>-681</b>	<b>403</b>	<b>-59%</b>

## Outlook:

- Co-Founder Dana von der Heide has relocated to the Company's Berlin office in July and will focus on new sales in Europe where the Company will also look to strengthen its sales team.
- The company has also developed a new product framework, where customers buy a base service of 4 modules and then choose to add-on modules based on their business needs.
- Venture debt funding expected to be drawn down on in July 2020, and business plan has been updated to reflect a breakeven at the end of Q4 2021.
- The onboarding of Shopify will require significant resources to ensure the Company supports the Shopify use cases and shipment volumes. As a result no major product feature development will be done in Q3 2020. The Company will continue to focus on performance engineering, new parcel details and full parcel monitor tracking integration.

## Ask:

- Introduction to decision makers of companies such as: eBay, Idealo, Bestseller, Shopee and Wish.com.

Please click [here](#) for a detailed company quarterly update report. For the December 2019 financial statements, please click [here](#).



Retail Fresh Seafood Delivery | Buy wholesale seafood directly from the best fisheries.

## Financial performance and highlights:

- Peter Manettas Seafood Market continues to trade solidly, particularly in the B2C segment of the business.
- In FY20 Peter Manettas Seafood Market recorded sales of \$2.8m to retail customers (up from \$950k in FY19) and generated \$4.4m in sales to wholesale customers (a channel that was launched late in 2019).
- The increase in direct to consumer sales have offset the decline in wholesale sales due to the closure of venues/restaurants during the peak of the pandemic.
- Shoretrade continues to onboard suppliers and buyers to the platform and has partnership opportunities available to hyperscale.

### Product Development:

- The Company is exploring a new “Premium” offer for customers which includes a subscription model as well as seafood auctions.

### Shoretrade:

- Total trade volume (“TTV”) has been impacted by COVID-19. TTV for FY20 was over \$8m although Q4 FY20 was down c.50% vs. Q3. The platform has over 400 registered buyers and 100 registered sellers as at June 2020.

### Growth initiatives:

- Peter Manettas Seafood is exploring a number of growth avenues at present, including a related fund to acquire and invest in seafood quota, associated infrastructure and property.

### Capital Raising:

- The Company raised \$3.5m in June 2019 and posted a loss of less than \$500k in FY20, leaving it significant cash runway to explore growth opportunities.
- The Company has raised an addition \$7.5m in August 2020 (at a \$70mil valuation) providing additional runway and funding for growth initiatives.