

July 28, 2023

## Q4FY23 Activities Report and Appendix 4C Cash Flow Report

**Underlying free cash flow improves to (12.5)% of revenues from (28)% at the start of FY23**

SiteMinder Limited (ASX:SDR) (“SiteMinder” or “the Company”) has released its Activities Report and Appendix 4C Cash Flow Report for the quarter ended 30 June 2023.

### Q4FY23 (unaudited) – Performance Highlights:

- **Underlying operating cash flow turned neutral, \$0.1m and a \$3.4m improvement on the previous corresponding period.** Reported operating cash flow was (\$1.9)m; adjusting for non-recurring costs related to the Company’s cost reduction program announced in January 2023, and residual IPO costs, underlying operating cash flow was \$0.1m.
- **Underlying investing cash flow was (\$5.4)m.** Reported investing cash flow was an inflow of \$24.1m in Q4FY23, and included the impact of term deposit movements and proceeds from the sale of the company’s interest in Rezdy.
- **Underlying free cash flow (FCF)<sup>1</sup> was (\$5.3)m, or (12.5)% of revenue,** an improvement on the (\$10)m per quarter and (28)% of revenue reported in the first half of FY23. On a reported basis, FCF was \$22.2m in Q4FY23.
- **The enhancement in free cash flow performance, from (28)% to (12.5)% of revenue in the last two quarters** reflects the benefit of scale economies, the operating leverage inherent in the Company’s business model, and savings attributable to the Company’s cost reduction program initiated in January 2023.
- **SiteMinder remains well capitalised** to achieve its strategic objectives. The Company ended FY23 with **\$83.6m of liquidity** consisting of \$51.3m of cash and cash equivalents, \$2.1m of term deposits, and undrawn debt facilities of \$30.2m.
- In July, SiteMinder signed a new **US\$20m debt facility with HSBC**, supplanting the facility previously provided by Silicon Valley Bank (SVB). The facility remains undrawn.

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<sup>1</sup> Free cash flow is the sum of cash flows from operating and investing activities. Underlying free cash flow features adjustments to exclude non-recurring items.

## Use of Funds

SiteMinder's initial public offering (**Offer**) raised \$627m. Primary IPO proceeds of \$90m were received during Q2FY22.

SiteMinder remains well capitalised with cash and funds on deposit of \$53.4m and no debt drawn.

The table below sets out SiteMinder's expenditures since the completion of the Offer in Q2FY22. All expenditures are aligned with SiteMinder's expected use of funds as outlined in its Prospectus dated 21 October 2021.

Uses of funds	Funds received per Prospectus (\$m)	Expenditure since IPO (\$m)	Status
Costs of the Offer borne by SiteMinder	10.2	9.4	Paid in full
Employee incentive close-out	9.6	9.8	Paid in full
Sales and marketing	29.6	25.9	On track
Research and development	25.4	22.5	On track
General and admin	15.1	15.2	Paid in full
Payments to selling shareholders	537.0	537.0	Paid in full
<b>Total uses</b>	<b>627.0</b>	<b>619.7</b>	

As noted in the Appendix 4C, payments totalling \$0.5m were made to related parties of SiteMinder during H2FY23, consisting of Non-Executive Director fees and consultancy fees.

This ASX announcement was authorised by SiteMinder's Board of Directors.

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**About SiteMinder**

SiteMinder Limited (ASX:SDR) is the world's leading open hotel commerce platform, ranked among technology pioneers for opening up every hotel's access to online commerce. It's this central role that has earned SiteMinder the trust of tens of thousands of hotels, across 150 countries, to sell, market, manage and grow their business. The global company, headquartered in Sydney with offices in Bangalore, Bangkok, Barcelona, Berlin, Dallas, Galway, London and Manila, generated more than 100 million reservations worth over A\$60 billion in revenue for hotels in the last 12 months. For more information, visit [siteminder.com](http://siteminder.com).

## Appendix 4C

### Quarterly Cash Flow Report for Entities Subject to Listing Rule 4.7B

**Name of entity**

SiteMinder Limited (ASX:SDR)

**ABN**

**Quarter ended ("current quarter")**

59 121 931 744

30 June 2023

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	42,689	155,029
1.2 Payments for		
(a) research and development	(680)	(2,883)
(b) product manufacturing and operating costs	(11,095)	(35,774)
(c) advertising and marketing	(2,432)	(10,397)
(d) leased assets	(264)	(1,372)
(e) staff costs	(21,337)	(90,111)
(f) administration and corporate costs	(7,005)	(24,466)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	-
1.5 Interest and other costs of finance paid	(200)	(779)
1.6 Income taxes paid	(127)	(760)
1.7 Government grants and tax incentives	-	-

1.8	Other (provide details if material) Employee incentive and share schemes	(1,419) -	(3,374) (741)
<b>1.9</b>	<b>Net cash from / (used in) operating activities</b>	<b>(1,869)</b>	<b>(15,628)</b>

<b>2.</b>	<b>Cash flows from investing activities</b>		
2.1	Payments to acquire or for:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	(187)	(1,033)
	(d) investments	-	-
	(e) intellectual property	(5,619)	(23,345)
	(f) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	28	48
	(d) investments	4,506	4,506
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material) Term deposit	347 25,000	315 60,000
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>24,076</b>	<b>40,491</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	8	2,238
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	(15)	(78)
3.8	Dividends paid	-	-
3.9	Other (provide details if material) Repayment of lease liabilities	(946)	(3,229)
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>(952)</b>	<b>(1,069)</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	29,739	26,598
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,869)	(15,628)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	24,076	40,491
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(952)	(1,069)
4.5	Effect of movement in exchange rates on cash held	292	894
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>51,285</b>	<b>51,285</b>

<b>5. Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1 Bank balances	51,285	29,739
5.2 Call deposits		
5.3 Bank overdrafts		
5.4 Other (provide details)		
<b>5.5 Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>51,285</b>	<b>29,739</b>

<b>6. Payments to related parties of the entity and their associates</b>	<b>Current quarter \$A'000</b>
6.1 Aggregate amount of payments to related parties and their associates included in item 1	216
6.2 Aggregate amount of payments to related parties and their associates included in item 2	28

*Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.*

<b>7. Financing facilities</b> <i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
7.1 Loan facilities	30,221	0
7.2 Credit standby arrangements		
7.3 Other (please specify) Term deposit	2,123	0
<b>7.4 Total financing facilities</b>	<b>32,344</b>	<b>0</b>
<b>7.5 Unused financing facilities available at quarter end</b>		<b>32,344</b>

7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.

During the quarter ending 30-Jun-2023, SiteMinder had access to a revolving credit facility ('SVB Banking Facility') of US\$20 million from Silicon Valley Bank. The Banking Facility accrued interest at a floating per annum rate equal to the greater of: (i) 1.50% above the Prime Rate; or (ii) a fixed rate of 4.75%.

Subsequent to the quarter ending 30-Jun-2023, the SVB Banking Facility was replaced, at our discretion, with a US\$20 million revolving credit facility ('HSBC Banking Facility') from HSBC Bank. The HSBC Banking Facility accrues interest at a floating per annum rate equal to the greater of: (i) 0.75% above the Prime Rate; or (ii) a fixed rate of 8.75%.

As at the date of this report, the HSBC Banking Facility was undrawn.

We have access to Term deposits totalling \$2.1 million maturing in the next 12 months

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(1,869)
8.2	Cash and cash equivalents at quarter end (item 4.6)	51,285
8.3	Unused finance facilities available at quarter end (item 7.5)	32,344
8.4	Total available funding (item 8.2 + item 8.3)	83,629
8.5	<b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	44

*Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.*

8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:

8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer:  
N/A

8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer:  
N/A



8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer:  
N/A

*Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.*

### **Compliance statement**

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: **28 July 2023**

Authorised by: **The Board of Directors of SiteMinder Limited**  
(Name of body or officer authorising release – see note 4)