

11th April 2022

N1H sets record quarter performance Quarterly activity report and trading update (for the period of 1 January 2022 to 31 March 2022)

N1 Holdings Limited (ASX: **N1H** or the “**Company**”) is pleased to announce the March 2022 quarter cashflow which records continued growth in various business segments including Small and Medium Enterprises (**SME**) lending, mortgage management (branded commercial and residential loans - N1 Plus) and mortgage brokerage, throughout the first 3 quarters of the financial year ending 30 June 2022 (**FY22**). For Q3 of FY22, the Company set another record quarter, with significant increases in cash receipts, revenue and net profit compared to the same period in the previous financial year.

A highlight of the FY22 year-to-date (1 July 2021 to 31 March 2022) (FYTD) and quarterly cash flow and financial performance:

- Net profit FYTD of approximately \$596,000 (unaudited), compared to a net loss of \$63,000 for the same period last financial year.
- EBITDA FYTD of approximately \$1.2 million (unaudited), an improvement of 84% compared to the same period last financial year.
- Revenue FYTD of \$7.56 million (unaudited), an improvement of 104% compared to the same period last financial year.
- Cash receipts from customers of \$9.411 million for FYTD, an improvement of 194% compared to the same period last financial year.
- Cash receipts from customers of \$3.897 million for the quarter, an improvement of 402% compared to the same period last financial year.
- Positive operating cash flow of \$1.626 million for Q3 of FY22 and \$10.26 million for FYTD.
- The Company’s SME lending business (including management fees derived from the One Lending Fund through N1 Asset Management) continued to be the major revenue generator of the Company, accounting for 82% of the total cash receipts from customers in Q3 FY22. Total cash receipts from customers via the SME Lending business was \$3.19 million for Q3 FY22.
- The Company’s cash balance as of 31 March 2022 is \$12,543,000.

Company Business activities

The Company recorded quarterly revenue of \$2.95 million (unaudited). The Company’s SME lending business contributed \$2.5 million of revenue in the quarter and accounted for 85% of the Company’s total revenue in Q3 FY22. The balance of other revenue was comprised of mortgage broking, mortgage management, funds management, and others.

One Lending Fund revenue was \$0.8 million (unaudited) for the quarter and \$2.24 million for FYTD. Please note that One Lending Fund’s revenue does not form part of the Company’s revenue (as this is a separate SME lending fund managed by N1 Asset Management, a 100% owned subsidiary of the Company).

The Company currently has committed SME lending capital of \$93 million comprising:

- \$22.5 million of capital committed to the One Lending Fund;
- \$15.5 million of capital from the Company’s balance sheet; and
- \$55 million committed capital under a debt facility.

The Company continues to raise funds for SME lending purposes, including One Lending Fund.

Payments to related parties of the entity and their associates

- Salary and super to executive directors of \$163,541; and
- Services provided by director related entities of \$27,190. Costs are determined on an arm's length basis.

Authorised for release by the Chairman.

For more information, please contact:

Ren Hor Wong

Chairman & Chief Executive Officer

renwong@n1holdings.com.au

About N1 Holdings Limited (ASX: N1H)

N1 Holdings provides strategic advice to businesses, project developers and property investors seeking new capital/debt or refinancing existing debt. We assist borrowers through the complex application processes of Australian major banks, private funds, and offshore debt capital providers. With the growth in lending from non-traditional sources, such as alternative banks and non-bank funders and lenders, N1H's domestic and foreign strategic relationships perfectly places it to advise its clients through this changing lending environment and debt market. N1H's core services include business lending, cross-border corporate financing, project funding, fund trustee services and vendor finance solutions.

N1 Holdings Limited ABN 44 609 268 279
Address: Suite 502, 77 King Street, Sydney NSW 2000
Phone: 02 9262 6262 Fax: 02 9299 1286
Email: investor@n1holdings.com.au

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

N1 Holdings Limited

ABN

44 609 268 279

Quarter ended ("current quarter")

31 March 2022

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	3,897	9,411
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(282)	(1,142)
(c) advertising and marketing	(76)	(126)
(d) leased assets	-	(7)
(e) staff costs	(627)	(1,735)
(f) administration and corporate costs	(446)	(1,044)
1.3 Dividends received (see note 3)		
1.4 Interest received	-	2
1.5 Interest and other costs of finance paid	(1,308)	(2,790)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	243
1.8 Net cash from commercial lending	531	7,599
1.9 Proceeds from sale of trailbook	-	-
1.10 Other (provide details if material)	(63)	(148)
1.11 Net cash from / (used in) operating activities	1,626	10,263
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(4)	(18)

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
	(d) investments	50	170
	(e) intellectual property	-	-
	(f) other non-current assets	(102)	(809)
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	18
	(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)	-	-
2.6	Net cash from / (used in) investing activities	(56)	(639)

3.	Cash flows from financing activities		
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	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	(26)	(293)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	Net cash from / (used in) financing activities	(26)	(293)

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	10,999	3,212
4.2	Net cash from / (used in) operating activities (item 1.11 above)	1,626	10,263

Appendix 4C
Quarterly cash flow report for entities subject to Listing Rule 4.7B

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(56)	(639)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(26)	(293)
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	12,543	12,543

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	12,543	10,999
5.2	Call deposits		
5.3	Bank overdrafts	-	-
5.4	Other (provide details)		
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	12,543	10,999

6. Payments to related parties of the entity and their associates

- | | Current quarter
\$A'000 |
|---|------------------------------------|
| 6.1 Aggregate amount of payments to related parties and their associates included in item 1 | 191 |
| 6.2 Aggregate amount of payments to related parties and their associates included in item 2 | |

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

Quarterly cash flow report for entities subject to Listing Rule 4.7B

7. Financing facilities

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.

- 7.1 Loan facilities
- 7.2 Credit standby arrangements
- 7.3 Other (please specify)
- 7.4 **Total financing facilities**

	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
	3,157	3,157
	3,157	3,157

7.5 **Unused financing facilities available at quarter end**

- 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.

Facility 1 Limit: \$707,267.50 (Secured)
 Lender: National Australia Bank
 Interest rate: 3.92% pa
 Facility 2 Limit: \$380,000 (Unsecured)
 Lender: Tin Family Super Fund
 Interest rate: 8% pa
 Facility 3 Limit: \$200,000 (Unsecured)
 Lender: Li Meng
 Interest rate: 7% pa
 Facility 4: Convertible Notes of \$200,000 with face value of \$0.20 per Convertible Note
 Lender: Yoke Meng Chan
 Interest rate: 8% pa
 Facility 5: Convertible Notes of \$100,000 with face value of \$0.20 per Convertible Note
 Lender: Ven Tan Pty Ltd Superannuation Fund
 Interest rate: 8% pa
 Facility 6: Convertible Notes of \$70,000 with face value of \$0.20 per Convertible Note
 Lender: Peng Yeow Yong and Teng Heong Gan
 Interest rate: 8% pa
 Facility 7: Convertible Notes of \$1,000,000 with face value of \$0.20 per Convertible Note
 Lender: Siew Bee Tong
 Interest rate: 6% pa
 Facility 8 Limit: \$300,000 (Unsecured)
 Lender: Rong Chen
 Interest rate: 6% pa
 Facility 9 Limit: \$100,000 (Unsecured)
 Lender: Zhigang Chang
 Interest rate: 7% pa
 Facility 10 Limit: \$100,000 (Unsecured)
 Lender: Zhigang Chang
 Interest rate: 7% pa

No additional facility after quarter end.

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.11)	1,626
8.2	Cash and cash equivalents at quarter end (item 4.6)	12,543
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	12,543
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	N/A
<p><i>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.</i></p>		

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:

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:

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:

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.

11/04/2022

Date:



Authorised by:
Ren Hor Wong (CEO)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.