

## **MARKET UPDATE FOR QUARTER ENDED 30 JUNE 2019**

**BauMart Holdings Limited (ASX: BMH)** (“BauMart” or the “Company”) is pleased to present its quarterly cash report for the period ended 30 June 2019 and advises:

### **Materials Handling Supply Division**

- Delivered strongest quarterly revenue to date of \$990K for Q4 FY19
- Achieved strongest individual month revenue in May 2019 of \$383K
- Year-to-date revenue of \$3.5m, represents an increase of 54% compared to prior year, demonstrating the division’s ability to grow a niche industry in a difficult operational environment
- Stable long-term orders have provided recurring revenue (~\$1.7m in FY19) for the division, with key customers manufacturing and exporting in non-cyclical industries such as pharmaceutical and food & beverage
- Newly developed pallets and crates for heavy duty applications positions the division for industries requiring hygienic unit load devices
- The division is currently evaluating expansion into new regions during FY20, and will progress the first of these business development feasibility studies during Q1 FY20
- A consistent approach to innovation and streamlining of all systems and processes has enabled the distribution platform to expand in a cost-effective manner

### **Building Materials Supply Division**

- In June 2019 the arrival of natural stone stock into key regions of Brisbane and Sydney allowed back orders to be despatched
- Partnership with a leading stone reseller in the Queensland region providing a sound platform to expand the natural stone distribution business in line with the division’s growth strategy
- The sales team conducted an eastern states marketing trip to further enhance the natural stone distribution platform for introduction of complementary product ranges
- Sale and distribution of glass products and wood plastic composite decking were flat during the quarter

### **Other Income**

- In New South Wales, the operator of the Company’s glass processing equipment continues to secure orders in the eastern states market and management remain supportive of the operator’s ability to increase production opportunities

Unaudited results

Sales Revenue	Jun 2019 Qtr. \$	Jun 2018 Qtr. \$	FY19 \$	FY18 \$
Materials Handling	990,361	834,782	3,492,297	2,267,910
Building Materials	126,406	520,976	833,051	955,740
Other Income	148,610	187,792	631,454	683,399
<b>Total</b>	<b>1,265,377</b>	<b>1,543,550</b>	<b>4,956,802</b>	<b>3,907,049</b>

**AUTHORISED BY:**

Matthew Logan

**Executive Director**

**About BauMart Holdings Limited**

BauMart Holdings Limited is listed on the Australian Securities Exchange (ASX: BMH). It is a supplier of building products to the residential and commercial construction industries. The Company has invested in automated glass-processing equipment that is capable of producing a range of custom-made glass products for supply to the building construction industry. In addition to this, BauMart is a leading supplier of plastic materials handling products, such as pallets and crates, to the pharmaceutical, agricultural, industrial, mining, energy and export markets in Australia. BauMart is headquartered in Perth and has operations in Sydney, Melbourne and Brisbane.

**For further information, please contact:**

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## Appendix 4C

### Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

**Name of entity**

**BAUMART HOLDINGS LIMITED**

**ABN**

**87 602 638 531**

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

**30 JUNE 2019**

<b>Consolidated statement of cash flows</b>	<b>Current quarter (June 2019) \$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	1,183	4,631
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing	(13)	(50)
(d) leased assets	-	-
(e) staff costs	(121)	(470)
(f) administration and corporate costs	(80)	(318)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	1	4
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	175
1.8 Other (provide details if material) <sup>1</sup>	(873)	(4,067)
<b>1.9 Net cash from / (used in) operating activities</b>	<b>97</b>	<b>(95)</b>

1. Payments for inventory and other general working capital

<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	(4)	(8)
(b) businesses (see item 10)	-	-

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Consolidated statement of cash flows	Current quarter (June 2019) \$A'000	Year to date (12 months) \$A'000
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) 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)	-	-
<b>2.6 Net cash from / (used in) investing activities</b>	<b>(4)</b>	<b>(8)</b>

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of shares	-	-
3.2 Proceeds from issue of convertible notes	-	-
3.3 Proceeds from exercise of share options	-	-
3.4 Transaction costs related to issues of shares, convertible notes or options	-	-
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings	-	-
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Other (provide details if material)	-	-
<b>3.10 Net cash from / (used in) financing activities</b>	<b>-</b>	<b>-</b>

<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of quarter/year to date	243	439
4.2 Net cash from / (used in) operating activities (item 1.9 above)	97	(95)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(4)	(8)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	-	-

<b>Consolidated statement of cash flows</b>		<b>Current quarter (June 2019) \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	<b>Cash and cash equivalents at end of quarter/year to date</b>	<b>336</b>	<b>336</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	177	84
5.2 Call deposits	-	-
5.3 Bank overdrafts	-	-
5.4 Other (provide details) <sup>1</sup>	159	159
<b>5.5 Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>336</b>	<b>243</b>

1. Cash placed on deposit to secure bank guarantees in respect of obligations entered into for office/warehouse rental

<b>6. Payments to directors of the entity and their associates</b>	<b>Current quarter \$A'000</b>
6.1 Aggregate amount of payments to these parties included in item 1.2	(60)
6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3	-
6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2	

Director's wages/fees and superannuation

<b>7. Payments to related entities of the entity and their associates</b>	<b>Current quarter \$A'000</b>
7.1 Aggregate amount of payments to these parties included in item 1.2	-
7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3	-
7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2	

N/A

8. <b>Financing facilities available</b> <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

N/A

9. <b>Estimated cash outflows for next quarter<sup>1</sup></b>	<b>\$A'000</b>
9.1 Research and development	-
9.2 Product manufacturing and operating costs	-
9.3 Advertising and marketing	(20)
9.4 Leased assets	-
9.5 Staff costs	(144)
9.6 Administration and corporate costs	(85)
9.7 Other (provide details if material) <sup>2</sup>	(1,119)
<b>9.8 Total estimated cash outflows</b>	<b>(1,368)</b>

1. Estimated cash outflows for the next quarter do not include any sales receipts
2. Payments for inventory to support sales and other general working capital

10. <b>Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	<b>Acquisitions</b>	<b>Disposals</b>
10.1 Name of entity	Nil	Nil
10.2 Place of incorporation or registration		
10.3 Consideration for acquisition or disposal		
10.4 Total net assets		
10.5 Nature of business		

### 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.

Sign here: .....  
(Executive Director)

Date: **24 JULY 2019**

Print name: Matthew Logan

### Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly 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 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.

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