

ASX RELEASE

31 January 2020

December Quarter Results and 4C

Tinybeans Group Limited (ASX: TNY) ("Tinybeans" or "the Company"), the technology platform that connects parents with the most trusted digital tools and resources on the planet to help every family thrive, is pleased to share with the market highlights from the Q2-FY20.

Q2-FY20 Highlights

- **Monthly Active Users (MAU)** grew to over 1.37M, up 100K on Q1-FY20
- **Registered users** hit 3.7M, growth of over 150K new users on Q1-FY20
- **1H FY20 revenue** of \$2.35M, an increase of 40% on H1-FY19
- **Several key brand partnership deals** (> \$300K US) deferred into Q3-FY20. Expecting far stronger H2-FY20
- **Premium revenue** for Q2-FY20 was a record \$255K, up 42% on Q1-FY19 with total paid subscriptions hitting over 18,600 (up 1,300 on Q1-FY20)
- **Key investment areas** of ecommerce, polls, 3rd party login launched and being optimized in 2020
- **Cash Balance** as at end of Q2 of \$4.75M (before capital raise)
- **Cash burn** for Q2-FY20 of \$498K, made up of; \$71K - One off costs, \$534K – Product invest related, positive gain of \$107K from core product related expenses.
- **Tinybeans turned cash flow positive** on the core product revenue in the quarter (excludes growth investment in new product).

	Q2FY18	Q2FY19	Q2FY20	% Growth
Monthly Active Users (MAU)	798,645	1,100,000	1,373,000	25%
Subscription Revenue	\$ 130,417	\$ 179,117	\$ 254,686	42%
Advertising Revenue	\$ 244,696	\$ 736,051	\$ 818,290	11%
Total Revenue	\$ 463,586	\$ 1,087,922	\$ 1,218,478	12%

Tinybeans Chief Executive Officer Eddie Geller, said:

"We're pleased to deliver strong growth for Q2-FY20 and delivered positive cash flow on our core revenues. Active user growth, our key operational metric and financial lead indicator accelerated. We

also delivered solid growth in subscriptions, which generate recurring revenues. The pipeline of active campaign discussions with larger brand clients is materially higher than in Q1 and positive for revenues in 2H, however several of them decided to defer their purchasing decisions into the first part of 2020, which had an impact on our numbers in the quarter. Coupled with the promising early returns we are seeing from several growth investments we made in Q2, we expect 2H to yield even better results."

About Tinybeans Group

Tinybeans Group Limited (ASX: TNY) is a mobile and web-based technology platform that connects parents with the most trusted digital tools and resources on the planet to help every family thrive. Being Apple's App of the Day in the U.S. in October 2019 puts Tinybeans in the elite company of best apps in the world!



Tinybeans serves a deeply engaged user base of over 3.7 Million members and over 1.37 Million monthly active in over 200 countries/territories and enjoys over 90,000 5-star reviews in the Apple App Store and the Google Play stores.

Every day millions of people including celebrities, politicians and high-profile families rely on Tinybeans as their primary platform for capturing and sharing their children's life stories while engaging in valuable and personalised content to help them in the journey of parenting.

For more information, please contact:

Michael Brown (Mobile: +61 400 248 080)

mbrown@pegasusadvisory.com.au

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

TINYBEANS GROUP LIMITED

ABN

46 168 481 614

Quarter ended ("current quarter")

31 December 2019

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (6 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	1,384	2,489
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(48)	(186)
(c) advertising and marketing	(124)	(284)
(d) leased assets	-	-
(e) staff costs	(1,122)	(2,135)
(f) administration and corporate costs	(525)	(876)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	9	11
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	(1)	(6)
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	(427)	(987)
2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(8)	(12)
(b) businesses (see item 10)	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 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)	-	-
2.6	Net cash from / (used in) investing activities	(8)	(12)
3.	Cash flows from financing activities		
3.1	Proceeds from issues of shares	-	5,000
3.2	Proceeds from issue of convertible notes	-	-
3.3	Proceeds from exercise of share options	102	102
3.4	Transaction costs related to issues of shares, convertible notes or options	-	(179)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings and leases	(72)	(151)
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	30	4,772

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 months) \$A'000
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of quarter/year to date	5,151	982
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(427)	(987)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(8)	(12)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	30	4,772
4.5	Effect of movement in exchange rates on cash held	9	-
4.6	Cash and cash equivalents at end of quarter	4,755	4,755

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	4,755	5,151
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)	4,755	5,151

6. Payments to directors of the entity and their associates

Current quarter \$A'000

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 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

115

-

Item 6.1 pertain to payments for the executive directors' salaries. No cash payment was made to the non-executive directors during the quarter.

7. Payments to related entities of the entity and their associates

Current quarter \$A'000

- 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. Financing facilities available

Add notes as necessary for an understanding of the position

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.

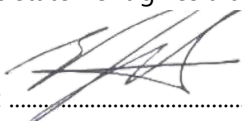
N/A

9.	Estimated cash outflows for next quarter	\$A'000
9.1	Research and development	-
9.2	Product manufacturing and operating costs	79
9.3	Advertising and marketing	138
9.4	Leased assets	-
9.5	Staff costs	1,192
9.6	Administration and corporate costs	528
9.7	Other	-
9.8	Total estimated cash outflows	1,937

10.	Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
10.1	Name of entity	-	-
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: 
Director

Date: 31 January 2020

Print name: **Eddie Geller**

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.