

ASX ANNOUNCEMENT

24 APRIL 2017

**MARKET UPDATE FOR QUARTER ENDED 31 MARCH 2017**

**March 2017 Quarter**

**BauMart Holdings Limited (ASX: BMH)** ("BauMart" or the "Company") is pleased to present its quarterly cash report for the period ended 31 March 2017 and advises:

- The sales pipeline for the materials handling division remains positive and continues to provide opportunities for expansion, new product additions and recurring business with new and current customers, particularly in the Eastern States. The division is exhibiting at the FoodPro expo at the new International Convention Centre, Darling Harbour, Sydney in July 2017. Eco Pallets' hygienic and sustainable product ranges are an excellent fit for expected visitors to the expo.
- The building materials supply division exhibited at the WA Pool, Spa and Outdoor Living Expo in March 2017. The Company showcased its premium natural stone and wood plastic composite decking products. The feedback and response from consumers and businesses alike was very positive and the Company is excited for the next phase of its marketing rollout program. Having established brand awareness during the quarter, the next phase of the program consists of a combination of direct and content marketing to generate greater customer awareness and expand sales capabilities throughout Australia. BauMart has aligned itself with first class distribution centres in Perth and Sydney, ensuring that the Company is well placed to expand sales of its premium building product ranges.



*Photos of BauMart's booth from the Pool, Spa and Outdoor Living Expo at the Claremont Showgrounds 11<sup>th</sup> and 12<sup>th</sup> March 2017*

- During the quarter, the Company entered into an equipment lease with Sydney Sunny Glass Pty Ltd (**SSG**) relating to its glass-processing equipment in Smithfield, New South Wales. Under the agreement, the Company will receive an annual fee of A\$50,000.00 and monthly rent calculated on 7.5% of gross profit of SSG. SSG has also assumed responsibility for the Smithfield premises lease obligation from the Company's current sub-lessee on existing lease terms. SSG will relocate its operations to the Smithfield premises in addition to becoming the operator of BauMart's glass-processing equipment. SSG is a growing glass manufacturing business and the arrangement with BauMart provides SSG with greater production capability and processing efficiency. BauMart is excited for its future association with SSG and SSG's expanding position in the Sydney market.



#### Quarterly Cash Flow

- Unaudited sales revenue for building materials product supply and materials handling product supply was \$173,415 and \$286,546 respectively for the March quarter.
- Total unaudited sales revenue (including other rental income) for March quarter was \$593,009.

#### 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 and Melbourne.

#### 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")**

**31 MARCH 2017**

<b>Consolidated statement of cash flows</b>	<b>Current quarter (March 2017) \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	596	1,977
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing	(18)	(37)
(d) leased assets	-	-
(e) staff costs	(129)	(411)
(f) administration and corporate costs	(51)	(190)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	1	3
1.5 Interest and other costs of finance paid	(1)	(5)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	60
1.8 Other (provide details if material) <sup>1</sup>	(450)	(1,660)
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(52)</b>	<b>(263)</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	(5)	(7)
(b) businesses (see item 10)	-	-
(c) investments	-	-

Consolidated statement of cash flows		Current quarter (March 2017) \$A'000	Year to date (9 months) \$A'000
	(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	<b>Net cash from / (used in) investing activities</b>	<b>(5)</b>	<b>(7)</b>

<b>3.</b>	<b>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	-	(50)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	<b>Net cash from / (used in) financing activities</b>	<b>-</b>	<b>50</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 quarter/year to date	233	496
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(52)	(263)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(5)	(7)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	(50)

Consolidated statement of cash flows		Current quarter (March 2017) \$A'000	Year to date (9 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	<b>Cash and cash equivalents at end of quarter</b>	<b>176</b>	<b>176</b>

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	17	76
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details) <sup>1</sup>	159	157
5.5	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>176</b>	<b>233</b>

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

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	(55)
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	

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. <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
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9. <b>Estimated cash outflows for next quarter</b>	\$A'000
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	(130)
9.6 Administration and corporate costs <sup>1</sup>	(200)
9.7 Other (provide details if material) <sup>2</sup>	(450)
<b>9.8 Total estimated cash outflows</b>	<b>(800)</b>

1. Includes corporate costs for underwriting of options
2. Payments for inventory and other general working capital

10. <b>Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	Acquisitions	Disposals
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 APRIL 2017**

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.