

## **MARKET UPDATE FOR QUARTER ENDED 31 DECEMBER 2017**

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

### **Materials Handling Division**

- Record quarterly revenue for the division
- During the December quarter, the division's solid performance was bolstered by strong support from the pharmaceutical, nutraceutical and supplement manufacturing markets
- Plastic pallet trials with a subsidiary of a leading biopharmaceutical company in Australia has advanced to Phase Two, with further samples delivered for additional testing
- In line with key priorities previously communicated, the division has identified a distribution centre location for the Brisbane region and intends on basing its Queensland operations at this site
- The division continues to identify opportunities to provide long term solutions to export operations
- Sales pipeline and forward order book remains robust

### **Building Materials Division**

- Market penetration in the December quarter continued to be a major focus for the division
- The division's natural stone customers comprising architects, landscapers, builders and pool builders were the main targets during the quarter
- An impressive pipeline of potential natural stone projects is expected to be delivered on in the second half of FY18
- Wood plastic composite decking sales showed strong performance, driven by its Perth network of resellers
- The project tendering division completed several projects during the December quarter and also secured several new projects due for completion in late FY18

### **Glass Division**

- Revenue continued to show impressive results for the operator despite production being impacted by operating conditions
- Based on the results to date, the Company remains confident of the production capabilities of its operator despite not billing for the equipment rental component of its agreement
- The Company continues to work with the operator to progress opportunities in the booming Sydney construction market

**Unaudited quarter results**

| Sales Revenue      | Dec 2017 Qtr.<br>\$ | Dec 2016 Qtr.<br>\$ | FY18<br>\$       | FY17<br>\$       |
|--------------------|---------------------|---------------------|------------------|------------------|
| Materials Handling | 510,816             | 252,488             | 900,748          | 571,963          |
| Building Materials | 73,356              | 164,410             | 212,450          | 294,429          |
| Rental Income      | 171,724             | 161,328             | 336,319          | 314,451          |
| <b>Total</b>       | <b>755,896</b>      | <b>578,226</b>      | <b>1,449,517</b> | <b>1,180,843</b> |

**AUTHORISED BY:**

Matthew Logan

***Executive Director***

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**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 DECEMBER 2017**

| <b>Consolidated statement of cash flows</b>               | <b>Current quarter<br/>(December 2017)<br/>\$A'000</b> | <b>Year to date<br/>(6 months)<br/>\$A'000</b> |
|---|--|--|
| <b>1. Cash flows from operating activities</b>            |  |  |
| 1.1 Receipts from customers                               | 996  | 1,516  |
| 1.2 Payments for  |  |  |
| (a) research and development                              | -  | -  |
| (b) product manufacturing and operating costs             | -  | -  |
| (c) advertising and marketing                             | (16)   | (46)   |
| (d) leased assets   | -  | -  |
| (e) staff costs   | (138)  | (281)  |
| (f) administration and corporate costs                    | (60)   | (123)  |
| 1.3 Dividends received (see note 3)                       | -  | -  |
| 1.4 Interest received                                     | 4  | 7  |
| 1.5 Interest and other costs of finance paid              | -  | -  |
| 1.6 Income taxes paid                                     | -  | -  |
| 1.7 Government grants and tax incentives                  | -  |  |
| 1.8 Other (provide details if material) <sup>1</sup>      | (1,923)  | (2,632)  |
| <b>1.9 Net cash from / (used in) operating activities</b> | <b>(1,137)</b>   | <b>(1,559)</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              | (12) | (16) |
| (b) businesses (see item 10)                   | -    | -    |

| Consolidated statement of cash flows |   | Current quarter<br>(December 2017)<br>\$A'000 | Year to date<br>(6 months)<br>\$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                                  | <b>Net cash from / (used in) investing activities</b> | <b>(12)</b>                                   | <b>(16)</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   | -            | -          |
| 3.7       | Transaction costs related to loans and borrowings                           | -            | -          |
| 3.8       | Dividends paid  | -            | -          |
| 3.9       | Other (provide details if material) <sup>1</sup>                            | 1,150        | 900        |
| 3.10      | <b>Net cash from / (used in) financing activities</b>                       | <b>1,150</b> | <b>900</b> |

1. Short term secured loan (net)

|           |  |         |         |
|-----------|--|---------|---------|
| <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               | 229     | 905     |
| 4.2       | Net cash from / (used in) operating activities (item 1.9 above)              | (1,137) | (1,559) |
| 4.3       | Net cash from / (used in) investing activities (item 2.6 above)              | (12)    | (16)    |
| 4.4       | Net cash from / (used in) financing activities (item 3.10 above)             | 1,150   | 900     |

| Consolidated statement of cash flows |   | Current quarter<br>(December 2017)<br>\$A'000 | Year to date<br>(6 months)<br>\$A'000 |
|--------------------------------------|---|---|---------------------------------------|
| 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>230</b>                                    | <b>230</b>                            |

| 5.  | Reconciliation of cash and cash equivalents<br>at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts | Current quarter<br>\$A'000 | Previous quarter<br>\$A'000 |
|-----|--|----------------------------|-----------------------------|
| 5.1 | Bank balances  | 71                         | 70                          |
| 5.2 | Call deposits  | -                          | -                           |
| 5.3 | Bank overdrafts  | -                          | -                           |
| 5.4 | Other (provide details) <sup>1</sup>   | 159                        | 159                         |
| 5.5 | <b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>   | <b>230</b>                 | <b>229</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<br>\$A'000 |
|-----|--|----------------------------|
| 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

| 7.  | Payments to related entities of the entity and their associates                                      | Current quarter<br>\$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<br>at quarter end<br>\$A'000 | Amount drawn at<br>quarter end<br>\$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        | -            |
| 9.3        | Advertising and marketing                        | (30)         |
| 9.4        | Leased assets                                    | -            |
| 9.5        | Staff costs                                      | (140)        |
| 9.6        | Administration and corporate costs               | (60)         |
| 9.7        | Other (provide details if material) <sup>1</sup> | (450)        |
| <b>9.8</b> | <b>Total estimated cash outflows</b>             | <b>(680)</b> |

1. Payments for inventory and other general working capital

**10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)**

**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: **25 JANUARY 2018**

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.