

# ASX release

24 July 2013

## nearmap June 2013 quarter cash receipts up 183%

nearmap Ltd (ASX: NEA) is pleased to announce that the company has continued its growth over the June 2013 quarter, generating its third consecutive period of positive cashflows.

The company today released its quarterly cash receipts and operating cash flows for the three months ended 30 June 2013 (4Q13).

Cash receipts from customers were up 183% to \$4.95 million (4Q12: \$1.75 million). In addition, the company generated \$3.18 million of net operating cash inflows (4Q12: net outflow of \$(0.85) million).

Underlying this growth has been new customer sales following the successful launch of nearmap's subscription based content model towards the end of last year.

Commenting on the company's cash flow performance over the June 2013 quarter, nearmap Chief Executive Officer Simon Crowther said, "While this result only reflects a three month period, it bodes well in terms of sustainable recurring revenues. We have seen new customer sales continue from the March quarter into the June quarter. At the same time, subscription renewals continue at good levels."

"In terms of our current product range, we have been enhancing our product features and are about to launch new products that will leverage nearmap's unique PhotoMaps™ content. These products will enhance nearmap's appeal to a broader group of specific content users.

"At the same time, we have enhanced the site technology so that we can offer new subscription plans that we aim to launch over the next couple of months. These plans will cater for new users and broaden the appeal of nearmap.

"Having focused all of our attention on executing the business model in Australia and putting in place foundations for growth, we are now just starting to evaluate new market opportunities outside of Australia," added Mr Crowther.

nearmap's balance sheet further strengthened over 4Q13. The company continued to be debt free, and its cash balance at the end of the quarter stood at \$13.39 million, up \$3.16 million over the past three months.

The company expects to release its 2013 full year results on 29 August 2013.

-END-

A conference call presentation and Q&A on the company's 4Q13 cash flow result is being held for brokers and investors at 11:30am (AEST) today. Please dial 1800 153 721 (Australia), 0800 442 709 (NZ) or +612 8212 8333 (international). The participant PIN code is 603619#.



### About nearmap

nearmap is an innovative online PhotoMap™ content provider that creates and serves high quality, current and changing maps. The Company's breakthrough technology enables our maps to be updated much more frequently than any other providers. With more than 75% of Australia's population covered regularly, nearmap is changing the way Australian businesses and government use our maps to manage their projects and planning.

### Further Information

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# Appendix 4C

## Quarterly report for entities admitted on the basis of commitments

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

Name of entity

nearmap ltd

ABN

37 083 702 907

Quarter ended ("current quarter")

30 June 2013

### Consolidated statement of cash flows

| Cash flows related to operating activities                | Current quarter<br>\$A'000 | Year to date<br>(12 months)<br>\$A'000 |
|---|----------------------------|--|
| 1.1 Receipts from customers                               | 4,920                      | 15,514                                 |
| 1.2 Payments for  |                            |  |
| (a) staff costs   | (1,643)                    | (6,413)                                |
| (b) advertising & marketing                               | (3)                        | (40)                                   |
| (c) research & development                                | (28)                       | (152)                                  |
| (d) leased assets   | (72)                       | (325)                                  |
| (e) other working capital                                 | (1,660)                    | (5,055)                                |
| 1.3 Dividends received                                    | -                          | -                                      |
| 1.4 Interest and other items of a similar nature received | 111                        | 253                                    |
| 1.5 Interest and other costs of finance paid              | -                          | -                                      |
| 1.6 Income taxes (paid)/ refund received                  | 1,557                      | 1,517                                  |
| 1.7 Other - Litigation costs                              | (5)                        | (222)                                  |
| 1.8 Other - Profit share payments                         | -                          | -                                      |
| 1.9 Other - Litigation receipts                           | -                          | 2,839                                  |
| 1.10 Other - Insurance Recoveries                         | -                          | 223                                    |
| <b>Net operating cash flows</b>                           | <b>3,177</b>               | <b>8,139</b>                           |

+ See chapter 19 for defined terms.

**Appendix 4C**  
**Quarterly report for entities**  
**admitted on the basis of commitments**

|  | Current quarter<br>\$A'000 | Year to date<br>(9 months)<br>\$A'000 |
|--|----------------------------|---------------------------------------|
| 1.8 Net operating cash flows (carried forward)       | <b>3,177</b>               | <b>8,139</b>                          |
| <b>Cash flows related to investing activities</b>    |                            |                                       |
| 1.9 Payment for acquisition of:                      |                            |                                       |
| (a) businesses (item 5)                              | -                          | -                                     |
| (b) equity investments                               | -                          | -                                     |
| (c) intellectual property                            | -                          | -                                     |
| (d) physical non-current assets                      | (54)                       | (134)                                 |
| (e) other non-current assets                         | -                          | -                                     |
| 1.10 Proceeds from disposal of:                      |                            |                                       |
| (a) businesses (item 5)                              | -                          | -                                     |
| (b) equity investments                               | -                          | -                                     |
| (c) intellectual property                            | -                          | -                                     |
| (d) physical non-current assets                      | -                          | 16                                    |
| (e) other non-current assets                         | -                          | -                                     |
| 1.11 Loans to other entities                         | -                          | -                                     |
| 1.12 Loans repaid by other entities                  | -                          | -                                     |
| <b>Net investing cash flows</b>                      | <b>(54)</b>                | <b>(118)</b>                          |
| <b>1.14 Total operating and investing cash flows</b> | <b>3,123</b>               | <b>8,021</b>                          |
| <b>Cash flows related to financing activities</b>    |                            |                                       |
| 1.15 Proceeds from issues of shares, options, etc.   | -                          | -                                     |
| 1.16 Proceeds from sale of forfeited shares          | -                          | -                                     |
| 1.17 Proceeds from borrowings                        | -                          | -                                     |
| 1.18 Repayment of borrowings                         | -                          | -                                     |
| 1.19 Dividends paid                                  | -                          | -                                     |
| 1.20 Other (provide details if material)             | -                          | -                                     |
| <b>Net financing cash flows</b>                      | <b>-</b>                   | <b>-</b>                              |
| <b>Net increase (decrease) in cash held</b>          | <b>3,123</b>               | <b>8,021</b>                          |
| 1.21 Cash at beginning of quarter/year to date       | 10,228                     | 5,354                                 |
| 1.22 Exchange rate adjustments to item 1.20          | 36                         | 12                                    |
| 1.23 <b>Cash at end of quarter</b>                   | <b>13,387</b>              | <b>13,387</b>                         |

+ See chapter 19 for defined terms.

**Payments to directors of the entity and associates of the directors**

**Payments to related entities of the entity and associates of the related entities**

|      |  | Current quarter<br>\$A'000 |
|------|--|----------------------------|
| 1.24 | Aggregate amount of payments to the parties included in item 1.2 | 165                        |
| 1.25 | Aggregate amount of loans to the parties included in item 1.11   | -                          |

1.26 Explanation necessary for an understanding of the transactions

N/A

**Non-cash financing and investing activities**

2.1 Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows

N/A

2.2 Details of outlays made by other entities to establish or increase their share in businesses in which the reporting entity has an interest

N/A

**Financing facilities available**

*Add notes as necessary for an understanding of the position.*

|     |                             | Amount available<br>\$A'000 | Amount used<br>\$A'000 |
|-----|-----------------------------|-----------------------------|------------------------|
| 3.1 | Loan facilities             | -                           | -                      |
| 3.2 | Credit standby arrangements | -                           | -                      |

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**Reconciliation of cash**

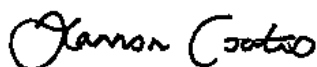
| Reconciliation of cash at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows. | Current quarter<br>\$A'000 | Previous quarter<br>\$A'000 |
|---|----------------------------|-----------------------------|
| 4.1 Cash on hand and at bank  | 1,634                      | 744                         |
| 4.2 Deposits at call  | -                          | -                           |
| 4.3 Bank overdraft  | -                          | -                           |
| 4.4 Other (provide details) – Term Deposits   | 11,753                     | 9,484                       |
| <b>Total: cash at end of quarter (item 1.23)</b>  | <b>13,387</b>              | <b>10,228</b>               |

**Acquisitions and disposals of business entities**

|   | Acquisitions<br><i>(Item 1.9(a))</i> | Disposals<br><i>(Item 1.10(a))</i> |
|---|--------------------------------------|------------------------------------|
| 5.1 Name of entity                            | N/A                                  | N/A                                |
| 5.2 Place of incorporation or registration    | N/A                                  | N/A                                |
| 5.3 Consideration for acquisition or disposal | N/A                                  | N/A                                |
| 5.4 Total net assets                          | N/A                                  | N/A                                |
| 5.5 Nature of business                        | N/A                                  | N/A                                |

**Compliance statement**

- 1 This statement has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Act (except to the extent that information is not required because of note 2) or other standards acceptable to ASX.
- 2 This statement does ~~does not~~ *(delete one)* give a true and fair view of the matters disclosed.



Sign here: ..... Date: 24 June 2013  
 (Company secretary)

Print name: Shannon Coates

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## 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 wanting to disclose additional information is encouraged to do so, in a note or notes attached to this report.
2. The definitions in, and provisions of, *AASB 107: Statement of Cash Flows* applies to this report except for any additional disclosure requirements requested by AASB 107 that are not already itemised in this report.
3. **Accounting Standards.** ASX will accept, for example, the use of International Financial Reporting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if any) must be complied with.

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