

ASX Announcement

28 July 2025

Quarterly Activities Report – June 2025 Quarter

Digital human and conversation design solutions company **Unith Ltd (ASX:UNT)** (“**ÜNITH**” or “**the Company**”) is pleased to announce its quarterly activities report and Appendix 4C for the three months ended 30 June 2025 (Q4 FY25).

Q4 FY25 Financial Highlights:

- **Q4 FY25 cash receipts of \$1.60 million¹** were **up 19%** on the prior quarter level (Q3 FY25: \$1.34 million)
- Q4 FY25 cash receipts is at a quarterly high over the 3-year period since the Digital Human technology has been deployed
- **Unaudited FY25 cash receipts totalled \$5.35 million**, 7.6% above the FY24 level
- **Cash on hand as of 30 June 2025 totalled \$0.452 million.**
- **Post end-Q4 FY25, ÜNITH announced binding commitments to raise \$1.85 million** (pre costs).

Q4 FY25 Operational Highlights:

- **A fully redesigned corporate website was completed during Q4 FY25** and is ready for publication in early Q1 FY26
- **ÜNITH entered into a strategic collaboration with Spectar Group and Specia.AI**, trusted providers of Intelligent Process Automation (IPA) and AI solutions to enterprise and government clients globally
- **ÜNITH’s self-service Digital Human platform continues to demonstrate strong traction across a broad range of industries**, including Technology, Education, Telecommunications, and Marketing.

Q4 FY25, key adoption metrics:

- **240 new organisations** onboarded to the platform
- **2,100+ Digital Humans** created and deployed for conversational use cases
- **Over 1,700** of those Digital Humans engaged in at least one end-user conversation—indicating that **~81%** were actively delivering value
- **Estimated 120,000+ end-user sessions** recorded across all deployments

FY26 priorities

- Launch of new corporate website and self-serve onboarding tools in Q1 FY26
- Expansion of strategic partnerships in healthcare, logistics, and education
- European B2C growth with new carrier partnerships and localised content
- Platform innovation roadmap: real-time analytics, avatar realism, workflow automation
- Commercialisation focus on enterprise, pharma, and public health sectors

¹ Unless otherwise stated, all dollar amounts reported are in Australian dollar terms



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Digital Human Technology Division – Operational Update

Brand and Digital Infrastructure

In Q4 FY25, the Digital Human Technology Division laid critical foundations to support scalable growth in FY26, executing key projects across digital infrastructure, brand positioning, and technical enablement. These delivered initiatives represent strategic pillars for execution across Q1–Q2 FY26, reinforcing UNITH’s commitment to a product-led, automation-first approach.

Launch-Ready Website as a Strategic Growth Pillar

A fully redesigned corporate website was completed during Q4 FY25 and is ready for publication in early Q1 FY26. More than a visual refresh, the new website represents a strategic evolution in UNITH’s go-to-market positioning and pricing architecture. Key deliverables include:

- A refined messaging framework tailored to decision-makers across verticals
- Revised commercial pricing tiers, designed to improve transparency and conversion
- A rebuilt Content Management System (CMS) structure better suited for Search Engine Optimisation (SEO) and scalable content operations.

The website will serve as a cornerstone for demand generation, partner enablement, and self-serve onboarding during the first half of FY26.

Lead Automation Interactive Avatars & Workflow Integrations

The Division deployed lead generation experiences powered by UNITH’s interactive Digital Humans — now directly integrated with key automation tools. These avatars are capable of qualifying leads and triggering downstream actions across systems in real time. Highlights include:

- Live deployment of avatars that capture and route leads through embedded workflows
- Integration with Zapier, Make.com, and n8n to enable flexible, no-code automation
- Creation of scalable lead-to-Customer Relationship Management (CRM) pipelines that connect product experiences with Go-To-Market (GTM) systems

This marks a significant evolution in UNITH’s product-led growth approach, activating the core platform as a revenue-generating engine.

Key Hire as a Force Multiplier for Scale

The hiring of a Solutions Engineer in Q4 FY25 unlocked immediate and long-term technical enablement for the GTM team. Initial outcomes included:

- Custom prompt engineering to improve avatar performance across use cases
- Development of reusable workflow templates for CRM, email sequencing, and automation logic
- Hands-on onboarding support for pilot users and sales-led deployments

This hire also marks the beginning of a broader internal automation strategy, which is designed to enable repeatable, scalable processes across marketing and sales functions.



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Strategic Integration with GTM Funnel Performance

These foundational investments directly complement the Division's paid and organic initiatives. As UNITH scales demo acquisition through Meta and LinkedIn, the launch-ready website and embedded lead automations ensure that increased demand is met with seamless, conversion-optimised experiences — both through human touchpoints and product-led flows.

Public Recognition and Sector Engagement

We continue our close partnership with the Alliance for Public Health (APH)-led Technology-enabled Workforce Innovation Infrastructure Network (TWIIN) Digital Human initiative, which has achieved significant high-profile visibility. During Q4 FY25, the TWIIN project was presented to the EU Parliament Committee on Public Health (SANT Committee) in the session “The EU's Role in Overcoming the HIV/AIDS Epidemic in Ukraine.” The presentation highlighted innovative approaches such as mobile clinics, the AI-based Digital Consultant TWIIN, and Help24 Telehealth—a platform developed under Ukraine's National Telemedicine Strategy to expand access to HIV, STI, and mental health care for war-affected and vulnerable populations.

We have also assisted APH in preparing and exhibiting Digital Humans for the 2025 IAS Conference on HIV Science, the world's most influential meeting on HIV research, policy, and practice.

Alongside these showcases, UNITH continues to work with APH on measuring the real-world impact of TWIIN conversations in Ukraine, tracking usage, identifying core topics and regions with high demand, and delivering new capabilities such as curated contact lists for local resources and services for at-risk groups.

These achievements and ongoing collaborations further reinforce the role UNITH's technology plays in delivering scalable, impactful solutions in public health.

Innovating with Large Pharma

In Q4 FY25, UNITH successfully delivered an MVP (Minimum Viable Product) to a major global pharmaceutical client, marking an important step in the Company's efforts to align Digital Human technology with the operational and regulatory needs of the healthcare sector.

The MVP is now being used internally to validate key assumptions and gather feedback across a range of stakeholders—from patient engagement and education teams to IT and compliance functions. While there is no guarantee of future expansion, the engagement has already been highly valuable, offering deep, real-world insight into how our platform can support complex, high-compliance environments.

Rather than being a quick win, this collaboration is a measured and deliberate learning process and one that directly informs how UNITH's Digital Humans team shape future platform capabilities and enterprise offerings. The Company sees these kinds of partnerships not only as potential growth paths, but as critical



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sources of product insight that help ensure the Digital Humans business is building the right solutions for high-value, highly regulated industries.

Digital Humans looks forward to an ongoing working relationship with this client into FY26. Here key focus areas will be a refining of the solution, validating impact, and formulating an approach that is ever-evolving, as it captures everything learned from this client relationship over time.

Partnerships

In Q4 FY25, we accelerated the growth of our partner ecosystem—a strategic pillar enabling UNITH to deliver high-impact, industry-specific AI solutions with minimal internal overhead. This model allows the Company to specialise through collaboration, rather than incurring the high cost and complexity of in-house domain expansion.

UNITH now has in place active partnerships delivering vertical solutions in:

- Airport operations and logistics
- Human Resources and talent automation
- Entertainment and audience engagement
- Systems, Applications and Products in Data Processing (SAP) and enterprise backend automation.

These partnerships are designed to bring UNITH's core platform into niche markets through complementary expertise and existing networks. While all of these relationships are in the early phases of collaboration, they lay the groundwork for co-developing joint solutions that will be brought to market, deployed, and scaled over time. As such, UNITH expects the commercial impact of these efforts to begin materialising progressively through FY26 and beyond.

Case Study: Strategic Alliance with Spectar Group & Specia.AI

During Q4 FY25, UNITH entered into a strategic collaboration with **Spectar Group and Specia.AI**, trusted providers of Intelligent Process Automation (IPA) and AI solutions to enterprise and government clients globally. This partnership combines UNITH's cutting-edge Conversational AI and Digital Human capabilities with Spectar's established infrastructure and delivery networks across test automation and intelligent automation domains.

Highlights of this alliance include:

- **Expanding into Australia:** Spectar will integrate UNITH's AI technologies across its extensive client base, enabling deeper Human+AI collaboration within the Australian market.
- **Enriching Enterprise Automation:** UNITH's Digital Human interfaces will power **Specia Digital Agents**, enhancing Spectar's backend (SAP/Oracle/Mainframe) solutions with next-generation conversational UX and AI intelligence.



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This collaboration exemplifies our partner-led GTM strategy—entering niche verticals through trusted local operators while we focus on strengthening our core product platform.

Platform Enhancements

During Q4 FY25, the interFace platform continued to evolve in response to real-world client feedback from sectors including **pharmaceuticals, public health, and enterprise education**. Enhancements focused on improving security, usability, operational insight, and readiness for scale, in the process positioning the platform for broader enterprise adoption and impact.

Operational Insights: Conversation Logs

A key feature launched in Q4 FY25 was **Conversation Logs**, which provide granular visibility into user interactions:

- Access full conversation transcripts to surface common themes, FAQs, and knowledge gaps.
- Filter out one-message sessions to highlight meaningful exchanges.
- Enable evidence-based program refinement across use cases such as pharma onboarding, digital workforce training, and public health awareness.

This feature sets the foundation for advanced analytics in future releases, offering clients real-time feedback loops to optimise performance.

Voice Localisation & Authenticity

In regulated industries and learning environments, **voice realism and cultural alignment** are essential. UNITH has expanded its voice capabilities with:

- **Microsoft Azure and ElevenLabs integrations**, delivering premium, operational stable, multilingual voices with regional accents.
- Immediate deployment from within the platform—no custom integration required.
- Optional bring-your-own-voice API support for maximum flexibility.

This release dramatically expands our catalogue (e.g., increasing Ukrainian voice options from 4 to 20+), empowering clients to create more relatable and trusted digital experiences.

Performance & Scalability Enhancements

To ensure seamless delivery across high-traffic initiatives (e.g., public health campaigns, pharma launches, corporate L&D programs), UNITH has delivered several infrastructure and performance upgrades:

- **Semantic Caching:** Instantly serves frequently asked questions to reduce latency and ensure consistency during peak demand.



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- **Infrastructure Scaling:** Platform capacity was expanded to absorb unpredictable spikes in usage without service degradation.
- **Improved Response Handling:** Noticeable improvements in speed during longer conversations and real-time controls to manage Digital Human responses.

Prompt Template Library

To simplify onboarding and accelerate deployment, UNITH introduced a **Prompt Template Library**:

- Ready-made conversational frameworks for common use cases.
- Fully editable within the interFace dashboard.
- Designed to shorten time-to-value for both new clients and recurring project launches.

Dynamic Backgrounds for Avatars

The UNITH technology offering now empowers API users to **programmatically change the background of selected avatars**.

- Integrators and clients can choose an avatar from UNITH's library, submit a custom image, and receive a new, fully functional avatar video with the updated background.

MCP Integrations

API clients can now leverage **any MCP-supported integrations directly with their digital humans**.

- This enhancement broadens the capabilities and connectivity options available for Digital Human solutions.

Platform Usage & Adoption Metrics

UNITH's self-service Digital Human platform continues to demonstrate strong traction across a broad range of industries, including **Technology, Education, Telecommunications, and Marketing**. During Q4 FY25, key adoption metrics included:

- **240 new organisations** onboarded to the platform
- **2,100+ Digital Humans** created and deployed for conversational use cases
- **Over 1,700** of those Digital Humans engaged in at least one end-user conversation—indicating that **~81%** were actively delivering value
- **Estimated 120,000+ end-user sessions** recorded across all deployments.

These results highlight the **scalability, real-world applicability, and growing appeal** of the Digital Human platform across diverse customer segments.



Commenting on the Digital Human Technology Division's performance during the June 2025 quarter, its General Manager Rakan Sleiman said:

"We're seeing clear signs of traction across sectors, growing platform adoption, and promising early wins through our partner ecosystem. As we look ahead, we're focused on deepening the value of our technology, expanding through high-leverage distribution, and positioning interFace as a leading no-code platform for AI-powered conversational avatars. There's no single silver bullet, but with a disciplined strategy, a clear product roadmap, and strong execution, we're building momentum - one compound step at a time."

UNITH B2C Division – Operational Update

The B2C Division closed FY25 with a strategically disciplined Q4 FY25 result, delivering unaudited revenue of **A\$1.205 million**, down just 5% compared to the prior corresponding period. This revenue result was a very satisfactory performance in the context of the **planned 50% reduction (A\$0.165 million) in marketing investment** during the quarter, as UNITH shifted focus toward improving margin profile and operational efficiency ahead of renewed growth in FY26.

This approach has already begun to yield results, with **gross margin increasing by 20% in Q4 FY25, when compared to the annual average**, demonstrating improved unit economics across the B2C product portfolio. Marketing spend is expected to scale back up in FY26, positioning the division to accelerate subscriber growth with a more optimised cost base.

During the quarter, **65% of the B2C division's revenue was generated by Digital Human apps**, reflecting continued strong demand and adoption. The B2C apps leverage UNITH Digital Human technology to create engaging and interactive experiences for users covering a range of content verticals, from children's stories to well-being and travel. The remaining 35% came from legacy products, which continue to provide stable support during the transition to our next-generation offerings.

During Q4 FY25, UNITH's B2C Division received regulatory approval to **launch its AI-powered Travel app in Portugal** through a commercial agreement with mobile carrier **MEO**. This launch includes a revenue share arrangement above market average, highlighting the unique positioning of UNITH's AI offering in the eyes of major telcos. The Company also secured approval to **relaunch its enhanced Astrology app in the Netherlands** via carrier **KPN**, following improvements to the customer acquisition journey. These developments significantly strengthen UNITH's presence in Western Europe and expand the platform's monetisation potential in high-ARPU markets.

A key milestone in Q4 FY25 was the ramp-up of **UNITH's third-party digital marketing service**, now operating under the B2C Division. Originally developed to support the Company's own AI apps, this capability was productised into a standalone revenue stream in FY25. In Q4 FY25 alone, agency revenues exceeded **A\$30,000**, with new external client wins validating early demand for high-performance Google Display Network campaign execution.



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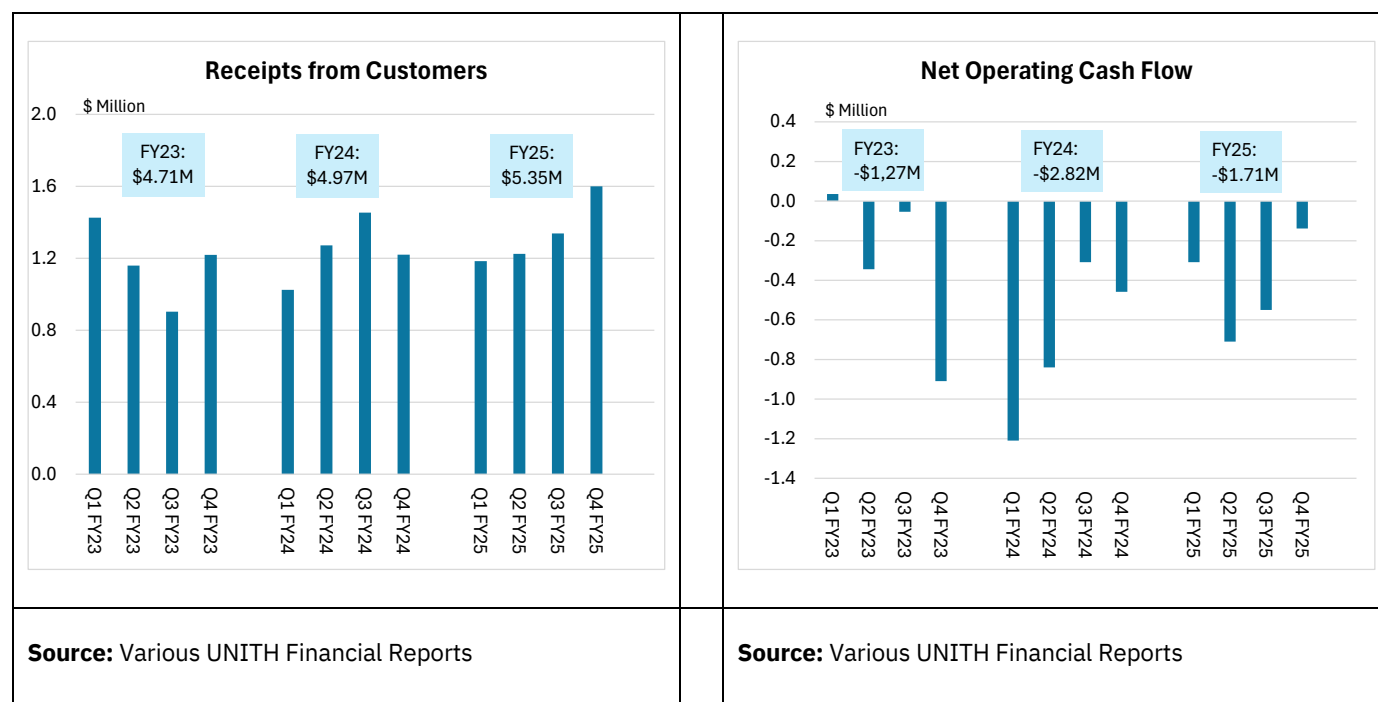
Ivan Dumancic, General Manager of the B2C Division, commented:

“We made deliberate choices in Q4 FY25 to prioritise profitability and lay the groundwork for stronger, more efficient growth in FY26. Our improved gross margins, expanding European footprint, and early success with our marketing services business all support this trajectory. We believe the B2C Division is now well-positioned to deliver sustainable growth as we scale into new markets and revenue streams.”

Q4 FY25 Financial Update*

- Cash receipts for Q4 FY25 of **\$1.600 million**.
- Net cash operating outflow was just (\$0.138) million in Q4 FY24, its second successive quarterly decline
- Net cash for investing activities of (\$0.386) million consisted of investment in intellectual property made up of Software Development.
- Net cash from financing activities of (\$0.90 million), used for the repayment of lease liabilities in Amsterdam. The lease in Amsterdam will cease at the end of March 2026.
- Cash balance of **A\$0.452 million** as at 30 June 2025.
- Post end-Q4 FY25, UNITH announced a capital raise with binding commitments of **\$1.85 million** (before costs), **taking the Company’s proforma cash balance to \$2.191 million**.

The following two charts, showing trends in cash receipts and operating cash flow over the FY23 through FY25 period, highlight the recent improvement in both these financial metrics



Related Party Payments

Section 6 of Appendix 4C released today discloses payments to related parties of A\$0.077 million, reflecting fees paid to Directors and for provisions for Company Secretary services during the quarter.

** All FY25 financial data is unaudited unless stated otherwise.*

ÜNITH invites investors to join its mailing list for updates by subscribing at: www.UNITH.ai/subscribe

This announcement has been authorised for release by the Unith Board of Directors.

(ENDS)

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About UNITH

Unith Ltd (ASX:UNT) is a technology company that specialises in AI-driven digital human and conversation design solutions. Its focus is the design, development, and deployment of interactive, artificial intelligence (AI)-powered, conversational agents that are realistic, multilingual and scalable. This technology, which can take the form of AI avatars, interacts in a lifelike manner and enhances business clients' customer engagement, education, and entertainment metrics. UNITH is now successfully implementing a strategy to monetise its proprietary AI and digital human capabilities.

UNITH also operates a growing business-to-consumer (B2C) subscription division, which leverages the value-add created by the company's digital human and conversation design solutions technology. This division, which utilises literally thousands of UNITH-created digital humans, generates recurring revenue from clients through subscription models for their services or platforms. Driven by individual business client's requirements, UNITH's subscriptions arm can offer a range of services, including access to specific functionalities, tools, or content related to digital humans and AI technology. These subscription services help UNITH clients generate a steady income stream and develop long-lasting relationships with their customers.

To learn more, please visit: www.unith.ai

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Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

Unith Ltd

ABN

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Quarter ended ("current quarter")

30 June 2025

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
1. Cash flows from operating activities			
1.1 Receipts from customers		1,600	5,349
1.2 Payments for			
(a) research and development		(277)	(1,061)
(b) product manufacturing and operating costs		(318)	(1,303)
(c) advertising and marketing *		(295)	(1,699)
(d) leased assets			
(e) staff costs		(663)	(2,524)
(f) administration and corporate costs		(180)	(992)
1.3 Dividends received (see note 3)			
1.4 Interest received			
1.5 Interest and other costs of finance paid		(4)	(25)
1.6 Income taxes paid			
1.7 Government grants and tax incentives			
1.8 Other (provide details if material)			
1.9 Net cash from / (used in) operating activities		(138)	(2,255)
*includes in-house user acquisition costs tied to restructuring the B2C subscription division.			
2. Cash flows from investing activities			
2.1 Payments to acquire or for:			
(a) entities			
(b) businesses			
(c) property, plant and equipment			
(d) investments			
(e) intellectual property		(386)	(1,549)
(f) other non-current assets			

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities		
	(b) businesses		
	(c) property, plant and equipment		
	(d) investments		798
	(e) intellectual property		
	(f) 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	(386)	(751)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)		
3.2	Proceeds from issue of convertible debt securities		
3.3	Proceeds from exercise of options		27
3.4	Transaction costs related to issues of equity securities or convertible debt securities		
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 - lease	(90)	(328)
3.10	Net cash from / (used in) financing activities	(90)	(301)

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	1,064	3,806
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(138)	(2,255)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(386)	(301)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(90)	(301)
4.5	Effect of movement in exchange rates on cash held	3	(45)
4.6	Cash and cash equivalents at end of period	452	452

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	452	1,064
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)	452	1,064

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	77
6.2	Aggregate amount of payments to related parties and their associates included in item 2	0
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		

7.	Financing facilities <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	0	0
7.2	Credit standby arrangements		
7.3	Other (please specify)		
7.4	Total financing facilities	0	0
7.5	Unused financing facilities available at quarter end		0
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(139)
8.2	Cash and cash equivalents at quarter end (item 4.6)	452
8.3	Unused finance facilities available at quarter end (item 7.5)	0
8.4	Total available funding (item 8.2 + item 8.3)	452
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	3.3
	<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
	Answer: N/A	
8.6.2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
	Answer: N/A	
8.6.3	Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
	Answer: N/A	
	<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>	

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.

Date: 28th July 2025

Authorised by the Board of Directors

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow 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 cash flow 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.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.