



Tech Mpire Limited ABN 88 156 377 141

**Half-Year Financial Report** 

31 December 2017

Corporate directory

#### **Directors**

Non-Executive Chairman Mr Stephen Belben
Managing Director Mr Lee Hunter
Executive Director Mr Mathew Ratty
Non-Executive Director Mr Renaud Besnard

## **Company Secretaries**

Ms Susan Hunter Mr Timothy Allison

# **Registered and Principal Office**

Suite 10, 16 Brodie Hall Drive Bentley WA 6102

Telephone: +61 8 9473 2500 Facsimile: +61 8 9473 2501

## **Share Registry**

## **Security Transfer Australia Pty Ltd**

770 Canning Highway Applecross WA 6153

Telephone: +61 8 9315 2333 Facsimile: +61 8 9315 2233

## **Securities Exchange Listing**

Tech Mpire Limited shares are listed on the Australian Securities Exchange (ASX: TMP)

## **Solicitors**

#### Steinepreis Paganin

Level 4, The Read Building 16 Milligan Street Perth WA 6000

#### **Bankers**

#### Commonwealth Bank of Australia Limited

150 St Georges Terrace Perth WA 6000

## **Auditors**

## **Ernst & Young**

The EY Building 11 Mounts Bay Road Perth WA 6000

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Appendix 4D for the half-year ended 31 December 2017

## Reporting period

Current period: Half-year ended 31 December 2017 Previous corresponding period: Half-year ended 31 December 2016

#### Results for announcement to market

Revenue from ordinary activities	down	32%	to	\$10,345,719	from	\$15,191,303
Loss from ordinary activities after tax attributable to members	up	353%	to	(\$3,449,509)	from	(\$761,534)
Net loss for the period attributable to members	up	353%	to	(\$3,449,509)	from	(\$761,534)

#### **Dividends**

	Amount per share	Franked amount per share
Final	\$ nil	n/a
Interim	\$ nil	n/a

Record date for determining entitlements to dividends: n/a

#### Brief explanation necessary to enable the figures above to be understood

Refer to Directors' Report.

## **Net tangible assets**

31 December 2017 Net tangible asset backing: 8.73 cents per share 31 December 2016 Net tangible asset backing: 10.88 cents per share

#### Other

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The Group has not gained or lost control over any of its entities during the period. There are no associates or joint ventures held by the Group.

For foreign entities the set of accounting standards used in compiling the report is the International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB).

Directors' report

The directors present their report together with the financial report of Tech Mpire Limited (**Tech Mpire** or **Company**) and its controlled entities (collectively referred to as **the Group**) for the half-year ended 31 December 2017 and the independent auditor's review thereon.

## **Directors**

The names of the Company's directors in office during the half-year and until the date of this report are set out below. Directors were in office for this entire period unless otherwise stated.

Mr Stephen Belben (Non-Executive Chairman)

Mr Lee Hunter (Managing Director and Chief Executive Officer)

Mr Mathew Ratty (Executive Director) (Appointed as Executive Director on 21 December 2017)

Mr Renaud Besnard (Appointed 11 July 2017)

# **Principal Activities**

Tech Mpire is a performance-based advertising technology company that provides cost-per-install (CPI) mobile advertising, helping its clients to acquire users for their mobile apps wherever they are in the digital world.

Clients are attracted to Tech Mpire's success-fee based pricing model, its ability to deliver results at scale through its nxus® technology platform and its ability to ensure installs and user acquisition are high quality through its TrafficGuard® fraud-prevention technology.

Tech Mpire continues to build its strategy around growing the business in three key areas:

- Iterating and improving its technology to maintain a competitive advantage
- Expansion into Asia Pacific (APAC)
- Targeting Tier 1 premium clients with significant advertising budgets

There were no significant changes to the nature of the consolidated Group's principal activities during the period.

# Review of operating results

During the half-year ended 31 December 2017, Tech Mpire reported revenue from ordinary activities of \$10,345,719, down 32% on the corresponding prior period of \$15,191,303.

Net loss before tax attributable to the members of Tech Mpire was \$3,941,030, up from the loss in the corresponding prior period of \$598,004. The Company incurred abnormal levels of costs (\$905,558) in the latter part of the half-year in relation to its North American restructure and establishment of its APAC presence.

While these endeavours near completion, the Company continues to reduce expenditure on all non-critical areas of the business and expects further savings to be realised over the remainder of the financial year, with commensurate improvements to the bottom line.

A number of sales operations initiatives implemented during the first half of the year, including driving APAC revenue growth, upskilling the North American sales team and upselling existing clients are expected to result in increased revenue in the second half of the year. At the same time, the Company is exploring new revenue opportunities through the potential licensing of its proprietary technology to third parties.

**Cash position** 

The Company's cash at bank was \$6,829,617 as at 31 December 2017 (30 June 2017: \$8,202,204).

Rounding of amounts

Amounts in this report and the financial report have been rounded to the nearest dollar, unless otherwise indicated.

Directors' report

Auditor's independence declaration

The Auditor's Independence Declaration as required under s307C of the Corporations Act 2001 is included following the Directors' Report and forms part of the Directors' Report.

Directors' authorisation

This report is made in accordance with a resolution by the Board of Directors and is signed by authority for and behalf of the directors.

Lee Hunter
Managing Director

Perth, Western Australia 22 February 2018



Ernst & Young 11 Mounts Bay Road Perth WA 6000 Australia GPO Box M939 Perth WA 6843 Tel: +61 8 9429 2222 Fax: +61 8 9429 2436 ey.com/au

# Auditor's Independence Declaration to the Directors of Tech Mpire Limited

As lead auditor for the review of Tech Mpire Limited for the half-year ended 31 December 2017, I declare to the best of my knowledge and belief, there have been:

- a) no contraventions of the auditor independence requirements of the *Corporations Act 2001* in relation to the review; and
- b) no contraventions of any applicable code of professional conduct in relation to the review.

This declaration is in respect of Tech Mpire Limited and the entities it controlled during the financial period.

Enst & Young

Ernst & Young

G Lotter Partner

22 February 2018

Interim consolidated statement of profit or loss and other comprehensive income for the half-year ended 31 December 2017

		For the six months ended		
	Note	31 December	31 December	
		2017	2016	
		\$	\$	
Continuing Operations				
REVENUE	4	10,345,719	15,191,303	
Cost of services rendered		(8,606,080)	(11,903,603	
GROSS PROFIT		1,739,639	3,287,700	
Other income	5(a)	79,825	75,906	
OVERHEADS				
Administration costs	5(e)	(455,644)	(420,507	
Compliance costs	5(f)	(172,640)	(104,848	
Consultancy costs	5(d)	(136,671)	(103,935	
Employment costs	5(b)	(3,698,330)	(2,547,721	
Occupancy costs	5(c)	(126,491)	(115,668	
Marketing costs		(158,415)	(257,714	
Bad and doubtful debts expense	5(g)	(513,756)	(344,080	
Foreign exchange differences		(236,218)	(21,660	
Finance costs		(64,711)		
Depreciation		(38,679)	(35,479	
		(5,601,555)	(3,951,612	
OTHER EXPENSES				
Share based payments	9	(158,939)	(9,998	
		(158,939)	(9,998	
Loss before income tax		(3,941,030)	(598,004)	
Income tax benefit / (expense)	7	491,521	(163,530	
Loss for the period attributable to the members of Tech Mpire Limited		(3,449,509)	(761,534	
Other comprehensive income net of tax				
Items that may be reclassified to profit or loss				
Exchange differences on translation of foreign operations		(35,771)	(93,386	
Total comprehensive loss for the period attributable to the members of Tech Mpire Limited		(3,485,280)	(854,920	
Loss per share attributable to the members of Tech		Cents	Cont	
Mpire Limited			Cents	
Basic loss per share (cents)		(4.79)	(1.16	
Diluted loss per share (cents)		(4.79)		

		As at	
	Note	31 December	30 June
		2017	2017
		\$	\$
Assets			
Current assets			
Cash and cash equivalents		6,829,617	8,202,204
Trade and other receivables	8	3,158,713	3,668,862
Total current assets		9,988,330	11,871,066
Non-current assets			
Goodwill		34,000	34,000
Plant and equipment		122,501	142,786
Total non-current assets		156,501	176,786
Total assets		10,144,831	12,047,852
Liabilities			
Current liabilities			
Trade and other payables		1,881,670	1,900,615
Provisions		208,349	747,611
Interest-bearing loans and borrowings		200,215	1,096,574
Total current liabilities		2,290,234	3,744,800
Non-current liabilities			
Provisions		96,854	98,968
Total non-current liabilities		96,854	98,968
Total liabilities		2,387,088	3,843,768
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Net assets		7,757,743	8,204,084
Equity			
Contributed equity	14	22,586,507	17,157,235
Share based payment reserve		2,705,771	5,096,104
Foreign currency translation reserve		(103,026)	(67,255)
Accumulated losses		(17,431,509)	(13,982,000)
Total equity		7,757,743	8,204,084

	Note	31 December	31 December
		2017	2016
		\$	\$
Cash flows from operating activities			
Receipts from customers		10,360,718	14,130,806
Payments to suppliers and employees		(13,435,387)	(14,504,108)
Other income received		63,808	36,906
Interest received		16,017	8,293
Interest paid		(30,871)	-
Income tax paid		-	(11,384)
Net cash flows used by operating activities		(3,025,715)	(339,487)
Cash flows from investing activities			
Purchase of plant and equipment		(18,394)	(50,157)
Acquisition of subsidiary		-	(30,073)
Deposits paid for leased premises		-	(34,432)
Net cash flows used by investing activities	_	(18,394)	(114,662)
Cash flows from financing activities			
Proceeds from issues of shares		3,000,000	-
Share issue costs paid		(120,000)	-
Net short term advances under debtor financing facility		(896,359)	-
Net cash flows provided by financing activities		1,983,641	-
Net decrease in cash and cash equivalents		(1,060,468)	(454,149)
Cash and cash equivalents at the beginning of the period		8,202,204	5,601,353
Effect of exchange rate changes on cash and cash equivalents		(312,119)	59,695
Cash and cash equivalents at the end of the period	_	6,829,617	5,206,899

Balance at 1 July 2017	Contributed equity \$ 17,157,235	Accumulated losses \$ (13,982,000)	Share based payments reserve \$ 5,096,104	Foreign currency translation reserve \$ (67,255)	Total equity \$ 8,204,084
Loss for the half-year	_	(3,449,509)	_	_	(3,449,509)
Other comprehensive income  Net foreign exchange differences arising on translation of foreign	-	-	-	(35,771)	(35,771)
operations  Total comprehensive loss for the half-year	-	(3,449,509)	-	(35,771)	(3,485,280)
Ordinary shares issued	3,000,000	_	_	_	3,000,000
Share issue costs	(120,000)	_	_	_	(120,000)
Share based payments	(120,000)		450,000		
expense	-	-	158,939	-	158,939
Shares issued on vesting of Class B performance rights	2,549,272	-	(2,549,272)	-	-
Transactions with equity holders in their capacity as owners	5,429,272	-	(2,390,333)	-	3,038,939
Balance at 31 December 2017	22,586,507	(17,431,509)	2,705,771	(103,026)	7,757,743
Balance at 1 July 2016	17,143,905	(14,399,206)	4,893,993	396,849	8,035,541
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Loss for the half-year Other comprehensive income	-	(761,534)	-	-	(761,534)
Net foreign exchange differences arising on translation of foreign operations	-	-	-	(93,386)	(93,386)
Total comprehensive loss for the half-year	-	(761,534)	-	(93,386)	(854,920)
Share based payments expense	-	-	9,998	-	9,998
Transactions with equity holders in their capacity as owners	-	-	9,998	-	9,998
Balance at 31 December 2016	17,143,905	(15,160,740)	4,903,991	303,463	7,190,619

Notes to the consolidated financial statements for the half-year ended 31 December 2017

## 1. Corporate information

The interim consolidated financial statements of Tech Mpire Limited and its subsidiaries (collectively, **the Group**) for the six months ended 31 December 2017 were authorised for issue in accordance with a resolution of the directors on 22 February 2018.

Tech Mpire Limited (the Company) is a for-profit company limited by shares, incorporated and domiciled in Australia, whose shares are publicly traded. The principal activities of the Group are described in the Directors' report.

## 2. Basis of preparation

#### **General information**

The interim consolidated financial statements for the six months ended 31 December 2017 have been prepared in accordance with AASB 134 *Interim Financial Reporting*.

The interim condensed consolidated financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjunction with the Group's annual financial statements for the year ended 30 June 2017.

The half-year financial statements are presented in Australian dollars.

#### Accounting policies, disclosures, standards and interpretations

The accounting policies adopted in the preparation of the interim consolidated financial statements are consistent with those followed in the preparation of the Group's annual financial statements for the year ended 30 June 2017.

The Group has not early adopted any of the accounting standards that have been issued but are not yet effective as of balance date. The Group will assess the impact of these new standards during the reporting period to which they are applicable.

## Significant estimates and judgments

The Group makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. Refer to the most recent annual financial report for the year ended 30 June 2017 for a discussion of the significant estimates and judgments.

## 3. Segment information

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The Group has two operating segments based on the internal reports that are reviewed and used by the executive management team in assessing performance and in determining the allocation of resources.

The Group's key operating segments are as follows and are linked to the Group's geographic dispersion:

- Technology: responsible for the development and maintenance of the Group's proprietary software platform nxus<sup>®</sup>. These activities are conducted primarily at the Group's Australian head office and its office in Croatia.
- Performance Marketing: responsible for generating the Group's main revenue stream. These activities are driven out of the Group's office in Toronto, Canada.

The board of directors review internal management reports on a monthly basis that are consistent with the information provided in the interim consolidated statement of profit or loss and other comprehensive income, the interim consolidated statement of financial position and the interim consolidated statement of cash flows. As a result no reconciliation is required because, in aggregate, the information as presented is what is used by the board to make strategic decisions.

The following tables present revenue and profit information for the Group's operating segments for the six months ended 31 December 2017 and 2016, respectively.

Income tax expense

Profit / (loss) after income tax

# 3. Segment information (continued)

	For the six months ended		Performance		Elimination of inter- segment	
	31 December 2017	Technology	Marketing	Other	transactions	Consolidated
		\$	\$	\$	\$	\$
L	Revenue	1,783,173	10,345,719	-	(1,783,173)	10,345,719
	Other income	25,875	37,933	-	-	63,808
	Cost of services rendered	(392,579)	(9,989,939)	-	1,776,438	(8,606,080)
	Overheads	(1,849,434)	(2,205,767)	(1,483,539)	6,735	(5,532,005)
	Other expenses	-	-	(158,939)	-	(158,939)
	EBITDA	(432,965)	(1,812,054)	(1,642,478)	-	(3,887,497)
	Reconciliation of reportable segment loss					
	EBITDA	(432,965)	(1,812,054)	(1,642,478)	-	(3,887,497)
	Interest income	-	-	16,017	-	16,017
	Interest expense	(21)	(30,850)	-	-	(30,871)
	Depreciation	(25,686)	(11,269)	(1,724)	-	(38,679)
	Income tax benefit	8,646	482,875	-	-	491,521
	1 64					
	Loss after income tax	(450,026)	(1,371,298)	(1,628,185)	-	(3,449,509)
	For the six months ended 31 December 2016	(450,026)	(1,371,298)  Performance Marketing	(1,628,185) Other	Elimination of intersegment transactions	(3,449,509)  Consolidated
1	For the six months ended 31 December 2016	Technology \$	Performance Marketing \$		of inter- segment transactions	Consolidated \$
1	For the six months ended 31 December 2016 Revenue	<b>Technology</b> \$ 2,291,192	Performance Marketing \$ 15,191,303	Other \$	of inter- segment transactions \$ (2,291,192)	Consolidated \$ 15,191,303
1	For the six months ended 31 December 2016  Revenue Other income	Technology \$ 2,291,192 8,324	Performance Marketing \$ 15,191,303 47,908	Other	of inter- segment transactions \$ (2,291,192) (21,514)	Consolidated \$ 15,191,303 67,613
1	For the six months ended 31 December 2016  Revenue Other income Cost of services rendered	Technology \$ 2,291,192 8,324 (164,093)	Performance Marketing \$ 15,191,303 47,908 (14,013,183)	Other \$ - 32,895	of inter- segment transactions \$ (2,291,192) (21,514) 2,273,673	Consolidated \$ 15,191,303 67,613 (11,903,603)
	For the six months ended 31 December 2016  Revenue Other income Cost of services rendered Overheads	Technology \$ 2,291,192 8,324	Performance Marketing \$ 15,191,303 47,908	Other \$ - 32,895 - (980,671)	of inter- segment transactions \$ (2,291,192) (21,514)	Consolidated \$ 15,191,303 67,613 (11,903,603) (3,916,133)
1	For the six months ended 31 December 2016  Revenue Other income Cost of services rendered Overheads Other expenses	Technology \$ 2,291,192 8,324 (164,093) (1,085,580)	Performance Marketing \$ 15,191,303 47,908 (14,013,183) (1,888,915)	Other \$ - 32,895 - (980,671) (9,998)	of inter- segment transactions \$ (2,291,192) (21,514) 2,273,673	Consolidated \$ 15,191,303 67,613 (11,903,603) (3,916,133) (9,998)
	For the six months ended 31 December 2016  Revenue Other income Cost of services rendered Overheads	Technology \$ 2,291,192 8,324 (164,093)	Performance Marketing \$ 15,191,303 47,908 (14,013,183)	Other \$ - 32,895 - (980,671)	of inter- segment transactions \$ (2,291,192) (21,514) 2,273,673	Consolidated \$ 15,191,303 67,613 (11,903,603) (3,916,133)
	For the six months ended 31 December 2016  Revenue Other income Cost of services rendered Overheads Other expenses EBITDA  Reconciliation of reportable segment profit / (loss)	Technology \$ 2,291,192 8,324 (164,093) (1,085,580)	Performance Marketing \$ 15,191,303 47,908 (14,013,183) (1,888,915) - (662,887)	Other \$ - 32,895 - (980,671) (9,998) (957,774)	of inter- segment transactions \$ (2,291,192) (21,514) 2,273,673	Consolidated \$ 15,191,303 67,613 (11,903,603) (3,916,133) (9,998) (570,818)
	For the six months ended 31 December 2016  Revenue Other income Cost of services rendered Overheads Other expenses EBITDA  Reconciliation of reportable segment profit / (loss) EBITDA	Technology \$ 2,291,192 8,324 (164,093) (1,085,580)	Performance Marketing \$ 15,191,303 47,908 (14,013,183) (1,888,915)	Other \$ - 32,895 - (980,671) (9,998) (957,774)	of inter- segment transactions \$ (2,291,192) (21,514) 2,273,673	Consolidated \$ 15,191,303 67,613 (11,903,603) (3,916,133) (9,998) (570,818)
	For the six months ended 31 December 2016  Revenue Other income Cost of services rendered Overheads Other expenses EBITDA  Reconciliation of reportable segment profit / (loss) EBITDA Interest Income	Technology \$ 2,291,192 8,324 (164,093) (1,085,580)	Performance Marketing \$ 15,191,303 47,908 (14,013,183) (1,888,915) - (662,887)	Other \$ - 32,895 - (980,671) (9,998) (957,774)	of inter- segment transactions \$ (2,291,192) (21,514) 2,273,673	Consolidated \$ 15,191,303 67,613 (11,903,603) (3,916,133) (9,998) (570,818)
,	For the six months ended 31 December 2016  Revenue Other income Cost of services rendered Overheads Other expenses EBITDA  Reconciliation of reportable segment profit / (loss) EBITDA	Technology \$ 2,291,192 8,324 (164,093) (1,085,580)	Performance Marketing \$ 15,191,303 47,908 (14,013,183) (1,888,915) - (662,887)	Other \$ - 32,895 - (980,671) (9,998) (957,774)	of inter- segment transactions \$ (2,291,192) (21,514) 2,273,673	Consolidated \$ 15,191,303 67,613 (11,903,603) (3,916,133) (9,998) (570,818)

(144,637)

(1,094,415)

(668,991)

(18,893)

1,001,872

(163,530)

(761,534)

# 3. Segment information (continued)

The following tables present assets and liabilities information for the Group's operating segments as at 31 December 2017 and 30 June 2017, respectively.

As at 31 December 2017	Technology \$	Performance Marketing \$	Other \$	inter- segment transactions	Consolidated
Assets	1,236,876	4,045,316	5,473,539	(610,900)	10,144,831
Liabilities	459,946	2,164,954	373,088	(610,900)	2,387,088
As at		Performance		Elimination of inter-segment	
30 June 2017	Technology	Marketing	Other	transactions	Consolidated
	\$	\$	\$	\$	\$
Assets	489,128	6,213,360	6,525,751	(1,180,387)	12,047,852
Liabilities	1,649,960	2,909,720	464,475	(1,180,387)	3,843,768

#### 4. Revenue

Consolidated
For the six months ended
31 December 31 December
2017 2016
\$
From continuing operations
Revenue from advertising services 10,345,719 15,191,303

Revenue from advertising services is recognised in the accounting period in which the services are rendered.

Revenue is based on the price specified in the sale contract, net of any discounts at the time of sale. No element of financing is deemed present as the sales are made with a credit term of up to 45 days, which is consistent with market practice.

## 5. Other income and expense items

This note provides a breakdown of the items included in 'other income' and an analysis of material expenses by nature.

Consolidated

	0011001144104		
	For the six months ended		
	31 December 31 Decemb		
	2017	2016	
	\$	\$	
(a) Other income			
Rental income	-	2,803	
Recoveries	35,554	40,774	
Miscellaneous income	44,271	32,329	
	79,825	75,906	
(b) Employment costs			
Salaries and wages	3,053,529	2,111,725	
Ancillary employment costs	375,896	335,192	
Other	268,905	100,804	
	3,698,330	2,547,721	
(c) Occupancy costs			
Rent and variable outgoings	111,129	94,502	
Other	15,362	21,166	
	126,491	115,668	

# 5. Other income and expense items (continued)

		For the six months ended		
		31 December	31 December	
		2017	2016	
		\$	\$	
(d)	Consultancy costs			
	Legal	50,866	55,484	
	Investor relations	67,142	48,451	
	Other	18,663	-	
		136,671	103,935	
(e)	Administration costs			
	IT costs	141,841	91,217	
	Office and general administration costs	165,594	233,228	
	Travel	148,209	96,062	
		455,644	420,507	
(f)	Compliance costs			
	Accounting fees	5,860	9,772	
	ASX compliance fees	93,797	38,076	
	Tax advice and compliance fees	72,436	56,350	
	Regulatory body fees	547	650	
		172,640	104,848	
(g)	Bad and doubtful debts expense			
	Trade receivables doubtful debts provision	512,756	(153,784)	
	Trade receivables bad debt expense	1,000	497,864	
		513,756	344,080	

Consolidated

# 6. Interest-bearing loans and borrowings

### **Debtor factoring facility**

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On 31 March 2017, a group company entered into a secured debtor factoring facility with an unrelated party (the Lender). The debtor factoring facility enables the company to receive cash receipts in advance on certain of its customer invoices which are purchased by the Lender. The amount which may be advanced is limited to 90% of the face value of factored invoices with a maximum credit limit of USD \$3,600,000. A fixed fee of 1.0% of the customer invoice purchased is charged by the Lender. Where the customer invoice remains unpaid after 30 days, a further fee of 0.033% of the invoice value is charged per day thereafter that the invoice remains unpaid. In addition to the fees, interest is payable on the average daily balance drawn based on the Bank of Montreal prime rate plus 3%. In the event the customer invoice remains unpaid for 90 days from invoice date, the company may be required to repay to the Lender all advances received for that invoice plus all related fees, interest and costs associated with that invoice. Under the current terms the debtor factoring facility will terminate on 31 March 2018 (12 month term). The company is not obligated to factor a minimum value of customer invoices over the life of the facility.

At 31 December 2017, AUD \$200,215 had been drawn. The total facility limit on 31 December 2017 eligible debtors was AUD \$471,334.

## 7. Income tax expense

The Group calculates the period income tax benefit / (expense) using the tax rate that would be applicable to the expected total annual earnings.

A reconciliation of income tax benefit / (expense) applicable to accounting loss before income tax at the statutory income tax rate to income tax benefit / (expense) at the Company's effective income tax rate for the period is as follows:

	Consolidated	
	For the six months ended	
	31 December	31 December
	2017	2016
	\$	\$
Accounting loss before income tax	(3,941,030)	(598,004)
Income tax benefit at the statutory income tax rate of 30% (2016: 30%) Adjusted for:	1,182,309	179,401
Non-deductible share-based payments	(47,682)	(2,999)
Other non-deductible amounts	(46)	(111,941)
Tax losses and temporary differences not recognised as a deferred tax asset	(1,170,386)	(237,547)
Over provision for income tax in prior periods	515,391	-
Difference between the Australian statutory income tax rate and the statutory income tax rate applicable to foreign operations	11,935	9,556
Income tax benefit / (expense) reported in the statement of profit or loss and other comprehensive income	491,521	(163,530)

## 8. Trade and other receivables

	Consolidated		
	31 December	30 June	
	2017	2017	
	\$	\$	
Trade receivables	2,873,350	3,203,736	
Accrued revenue	-	200,698	
Prepayments	202,987	184,872	
Deposits	42,895	42,984	
Other receivables	10,308	368	
GST receivables	29,173	36,204	
	3,158,713	3,668,862	

As at 31 December 2017 (30 June 2017), the ageing analysis of trade receivables, net of impairment loss, is as follows:

		Past due but not impaired			
	Total	< 30 days	30-60 days	61-90 days	> 90 days
	\$	\$	\$	\$	\$
31 December 2017	2,873,350	2,788,557	84,793	-	-
30 June 2017	3,203,736	2,940,849	261,887	-	1,000

Notes to the consolidated financial statements for the half-year ended 31 December 2017

# 8. Trade and other receivables (continued)

The balance of trade and other receivables is after provision for doubtful debts. The movement in the balance of the provision is as follows:

	Consolidated		
	31 December	30 June	
	2017	2017	
	\$	\$	
Provision for doubtful debts			
Balance at the beginning of the period / year	294,250	515,784	
Net movement for during the period / year	512,756	(198,382)	
Net impact of foreign exchange	(6,570)	(23,152)	
Balance at the end of the period / year	800,436	294,250	

# 9. Share based payments

#### **Options**

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All options have vested. Holders of options do not have any voting or dividend rights in relation to the options.

The following table illustrates the movement of options during the period:

	As at 31 December 2017 Number	As at 30 June 2017 Number
Opening balance	8,500,000	13,800,000
Granted during the period	500,000	1,500,000
Expired during the period	-	(6,800,000)
Closing balance	9,000,000	8,500,000

500,000 options were granted during the current period (2017: 1,500,000).

The options were granted to non-executive director, Renaud Besnard.

The fair value of options granted during the period was \$50,000. The options were issued as part of directors' remuneration and vested on issue. Holders of options do not have any voting or dividend rights in relation to the options. The options were valued using the Black-Scholes model and took into account the following assumptions:

Dividend yield	0.00%
Expected volatility	80 - 90%
Risk-free interest rate	1.93%

No allowance was made for the effects of early exercise.

The weighted average remaining contractual life for the share based payment options outstanding as at 31 December 2017 was 0.90 years (30 June 2017: 1.31 years).

The exercise price for share based payment options outstanding as at the end of the period was a range of \$0.45 to \$0.50 (30 June 2017: range of \$0.45 to \$0.50).

Details regarding the options granted during the year ended 30 June 2017 can be found in Note 16(b) of the Company's 2017 Annual Report.

## 9. Share based payments (continued)

## **Performance Rights**

#### (i) Class E, Class F and Class G Performance Rights

During the period, The Class E, Class F and Class G performance rights were issued to Managing Director, Lee Hunter.

The performance rights were valued on grant date using the Monte Carlo method and taking into account the following assumptions:

	Class E	Class F	Class G
Dividend yield	0.00%	0.00%	0.00%
Expected volatility	80 - 90%	80 - 90%	80 - 90%
Risk-free interest rate	1.70%	1.70%	1.70%
Fair value per Right	\$0.107	\$0.079	\$.057

Class	Number Issued	<b>Vesting Condition</b>	Lapse Date
		The Performance Rights	
Class E		will vest on the five day	
	150,000	volume weighted	30 June 2019
performance rights		average price of Shares	
		being \$0.80 or higher.	
Class F		will vest on the five day	
	900,000	volume weighted	30 June 2019
performance rights		average price of Shares	
		being \$1.00 or higher.	
		The Performance Rights	
Class G performance rights		will vest on the five day	
	150,000	volume weighted	30 June 2019
		average price of Shares	
		being \$1.20 or higher.	

**Share** means a fully paid ordinary share in the capital of the Company.

The share based payment expense relating to Class E, Class F and Class G performance rights recognised in the period was \$95,700.

Holders of performance rights do not have any voting or dividend rights in relation to the performance rights.

During the current period, no performance rights were exercised or forfeited.

#### (ii) Class C and Class D Performance Rights

The Class C and Class D performance rights were issued to incentivise management of Appenture d.o.o which was acquired during the year ended 30 June 2016.

The Class C performance rights vested on 1 June 2017.

The Class D performance rights vest on 1 June 2018 provided that, on or before that date, the holder has neither been summarily terminated by, nor has resigned as a full time employee or a non-executive director (as applicable) from, Appenture d.o.o.

Details regarding the Class C and Class D Performance Rights granted during the year ended 30 June 2016 can be found in Note 16(c)(ii) of the Company's 2017 Annual Report.

## 9. Share based payments (continued)

The share based payment expense relating to the Class D performance rights recognised in the period is \$3,332 (2016: \$9,998).

## **Employee Incentive Share Plan**

Under the Employee Incentive Share Plan, eligible employees may be granted up to \$1,000 of fully paid ordinary shares in the Company annually for no cash consideration. The number of shares issued to participants in the scheme is calculated at \$1,000 divided by the weighted average closing price of the Company's share price based on the closing (ASX) market prices over the five trading days before, but not including, the issue date, rounded down to the nearest whole number. The share based payment expense relating to the shares issued during the period was \$9,907 (2016: nil).

31 December 2017	31 December 2016
100.004	

Number of shares issued under the plan to participating

#### 196,664 employees on 28 September 2017 (2016: not applicable)

#### 10. Financial instruments

The Group's principal financial instruments comprise receivables, payables and cash and cash equivalents which arise directly from its operations.

#### Fair values

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Fair values of financial assets and liabilities approximate to carrying values due to their short terms to maturity.

## 11. Related party disclosure

The consolidated financial statements include the financial statements of Tech Mpire Limited and the entities listed in the following table.

	Country of incorporation	% Equity	/ interest
		31 December 2017	31 December 2016
Livelynk Group Pty Ltd <sup>1</sup>	Australia	100	100
Mpire Media Pty Ltd <sup>2</sup>	Australia	100	100
Mpire Network Inc. <sup>2</sup>	Canada	100	100
Appenture d.o.o <sup>2</sup>	Croatia	100	100

equity interest is held directly by Tech Mpire Limited.

Subsequent to the period end, on 8 January 2018, Mpire Operations Asia Pacific Pte. Ltd. was incorporated and Livelynk Group Pty Ltd holds a 100% equity interest.

## 12. Commitments and contingencies

#### (a) Operating Lease Commitments

Future minimum rentals payable under non-cancellable operating leases are as follows:

	Consolidate	Consolidated		
	31 December	30 June		
	2017	2017		
	\$	\$		
Within one year	169,037	196,877		
After one year but not more than five years	315,162	402,450		
More than five years	-	-		
	484,199	599,327		

<sup>&</sup>lt;sup>2</sup> equity interest is held directly by Livelynk Group Pty Ltd.

Notes to the consolidated financial statements for the half-year ended 31 December 2017

# 12. Commitments and contingencies (continued)

#### (b) Property, Plant and Equipment Commitments

At balance date the Group had no contractual obligations to purchase plant and equipment (30 June 2017: nil).

#### (c) Contingent Liabilities

At balance date the Group had no pending legal claims or other contingent liabilities (30 June 2017: nil).

#### 13. Events after the balance sheet date

No event has arisen since 31 December 2017 that would be likely to materially affect the operations of the Group or its state of affairs which has not otherwise been disclosed in this financial report.

## 14. Contributed equity

## (a) Issued capital

 Consolidated

 31 December
 30 June

 2017
 2017

 \$
 \$

 \$
 \$

 Ordinary shares, fully paid
 22,586,507
 17,157,235

31 December 2017

#### (b) Movements in share capital

	31 Decem	Del 2017	30 Julie	<i>2011</i>
	Number	\$	Number	\$
Balance at the beginning of the period / year	65,807,669	17,157,235	65,741,001	17,143,905
Shares issued on conversion of Class B Performance Rights	7,500,000	2,549,272	-	-
Shares issued under Employee Incentive Share Plan	196,664	-	-	-
Shares issued as part of placement, net of share issue costs	15,000,000	2,880,000	-	-
Shares issued on conversion of Class C Performance Rights	-	-	33,334	13,330
Shares issued as consideration for acquisition of controlled entity	-	-	33,334	-
Balance at the end of the period / year	88,504,333	22,586,507	65,807,669	17,157,235

#### (c) Ordinary Shares

Ordinary shares participate in dividends and the proceeds on winding up of the Company in proportion to the number of shares held and in proportion to the amount paid up on the shares held. At shareholders meetings, each ordinary share is entitled to one vote in proportion to the paid up amount of the share when a poll is called, otherwise each shareholder has one vote on a show of hands.

30 June 2017

Directors' declaration

In accordance with a resolution of the directors of Tech Mpire Limited, I state that:

In the opinion of the directors:

- (a) The financial statements and notes of Tech Mpire Limited for the half-year ended 31 December 2017 are in accordance with the *Corporations Act 2001*, including:
  - (i) giving a true and fair view of the consolidated entity's financial position as at 31 December 2017 and of its performance for the half-year ended on that date; and
  - (ii) complying with Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001; and
- (b) There are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

On behalf of the board.

Lee Hunter Managing Director

Perth, Western Australia 22 February 2018



Ernst & Young 11 Mounts Bay Road Perth WA 6000 Australia GPO Box M939 Perth WA 6843 Tel: +61 8 9429 2222 Fax: +61 8 9429 2436 ev.com/au

# Independent auditor's review report to the Members of Tech Mpire Limited

Report on the half-year financial report

## Conclusion

We have reviewed the accompanying half-year financial report of Tech Mpire Limited (the Company) and its subsidiaries (collectively the Group), which comprises the interim consolidated statement of financial position as at 31 December 2017, the interim consolidated statement of profit or loss and other comprehensive income, interim consolidated statement of changes in equity and interim consolidated statement of cash flows for the half-year ended on that date, notes comprising a summary of significant accounting policies and other explanatory information, and the directors' declaration.

Based on our review, which is not an audit, nothing has come to our attention that causes us to believe that the half-year financial report of the Group is not in accordance with the *Corporations Act 2001*, including:

- a) giving a true and fair view of the consolidated financial position of the Group as at 31 December 2017 and of its consolidated financial performance for the half-year ended on that date; and
- b) complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*.

## Directors' responsibility for the half-year financial report

The directors of the Company are responsible for the preparation of the half-year financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal control as the directors determine is necessary to enable the preparation of the half-year financial report that is free from material misstatement, whether due to fraud or error.

## Auditor's responsibility

Our responsibility is to express a conclusion on the half-year financial report based on our review. We conducted our review in accordance with Auditing Standard on Review Engagements ASRE 2410 *Review of a Financial Report Performed by the Independent Auditor of the Entity,* in order to state whether, on the basis of the procedures described, anything has come to our attention that causes us to believe that the half-year financial report is not in accordance with the *Corporations Act 2001* including: giving a true and fair view of the Group's consolidated financial position as at 31 December 2017 and its consolidated financial performance for the half-year ended on that date; and complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*. As the auditor of the Group, ASRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial report.

A review of a half-year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.



# Independence

In conducting our review, we have complied with the independence requirements of the *Corporations Act* 2001.

Enst & Young

Ernst & Young

G Lotter Partner

Perth

22 February 2018