rmaglobal

Annual Report

For the year ended 30 June 2020

Snapshot 2020

US Snapshot

38,900
Reviews on the US platform[1]
↑244%

69,600
US claimed agent profiles on platform[1]
↑162%

Australian Snapshot

22,800
Active agents in Australia with a claimed profile[1]
↑4.5%

827,000
Reviews on the platform in Australia[1]
↑23.7%

36,800
Claimed profiles on the RMA Platform[1]
↑11.5%

$1.18 million
Promoter revenues in Australia[1]
↑20.9%

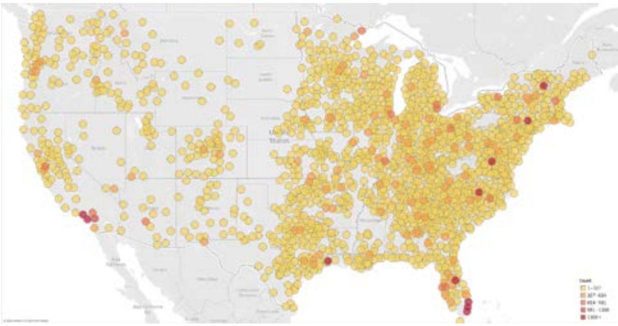
1 Compared to the FY19 Annual Report.

Global Expansion

USA

Claimed profiles growing in US

Distribution of claimed profiles in US

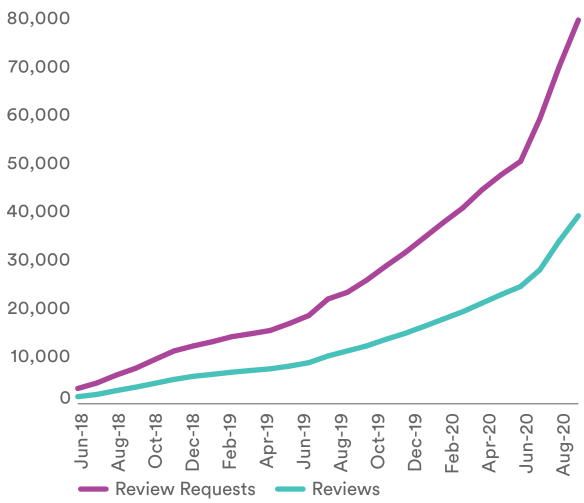


- 69,600 claimed agents (exceeds Australia and growing), but a larger market with more than one million agents in the US.
- Partnerships with 22 Multiple Listing Services (MLS) (436,000 agents), including the largest, providing access to transaction data and agents.
- MLS provide a platform for encouraging agents onto RMA platform.
- Agencies signing direct feeds.

US review volumes accelerating

- 38,900 agent reviews and growing.
- Recent automated "one-click" reviews through integration with brokerage transaction management systems has significantly improved review numbers.
- Importing verified reviews from other platforms through API.

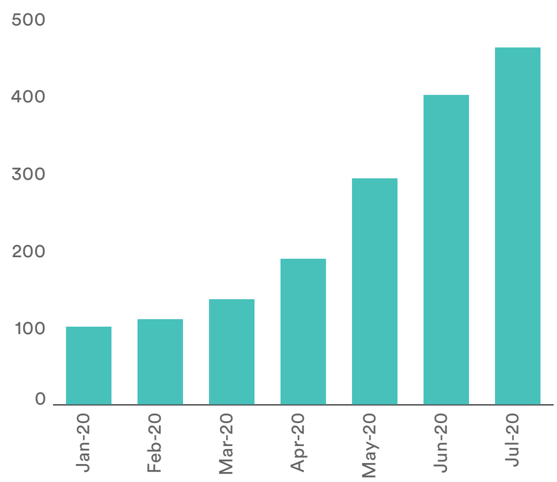
US requests vs reviews



US subscriptions

- Active pursuit of subscription sales from March 2020. Early subscriptions encouraging.
- Initial focus on agents to test value proposition – now shifting to higher value Brokerages and Real Estate teams.
- Positive subscription uptake from California and Florida, particularly with our high level of MLS coverage.
- Also focused on franchise level sales with Realty One signing a data share agreement to give a higher quality data access to over 15,000 agents.

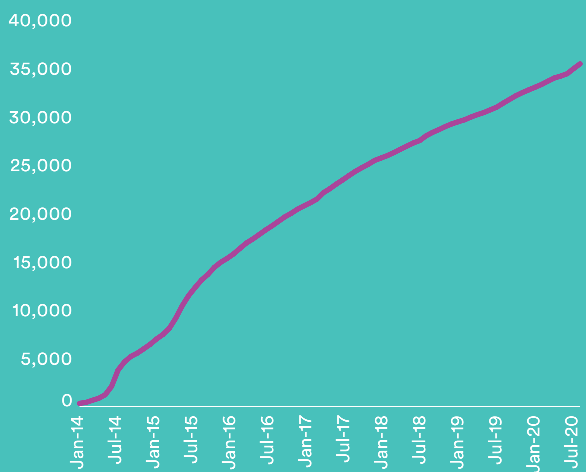
US subscriptions



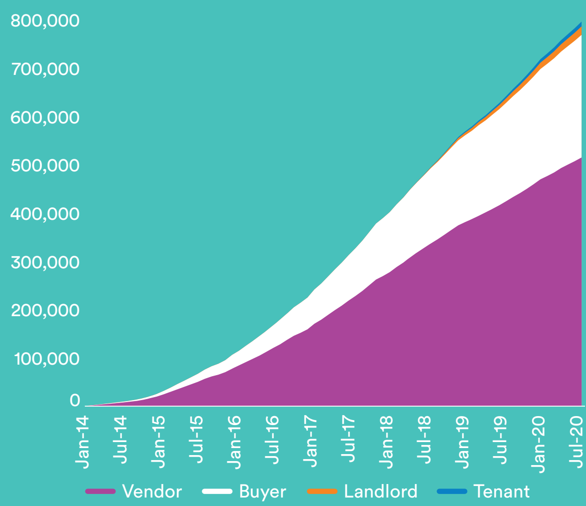
Australia

RMA consolidates its position in the Australian market by growing the number of claimed agents and agent reviews on the platform.

Claimed profiles



Total reviews RMA Australia



Market leader in Australia

81%

of residential properties sold in FY20 were sold by active agents with a claimed profile

68%

of active agents in the market have claimed RMA profiles

90%

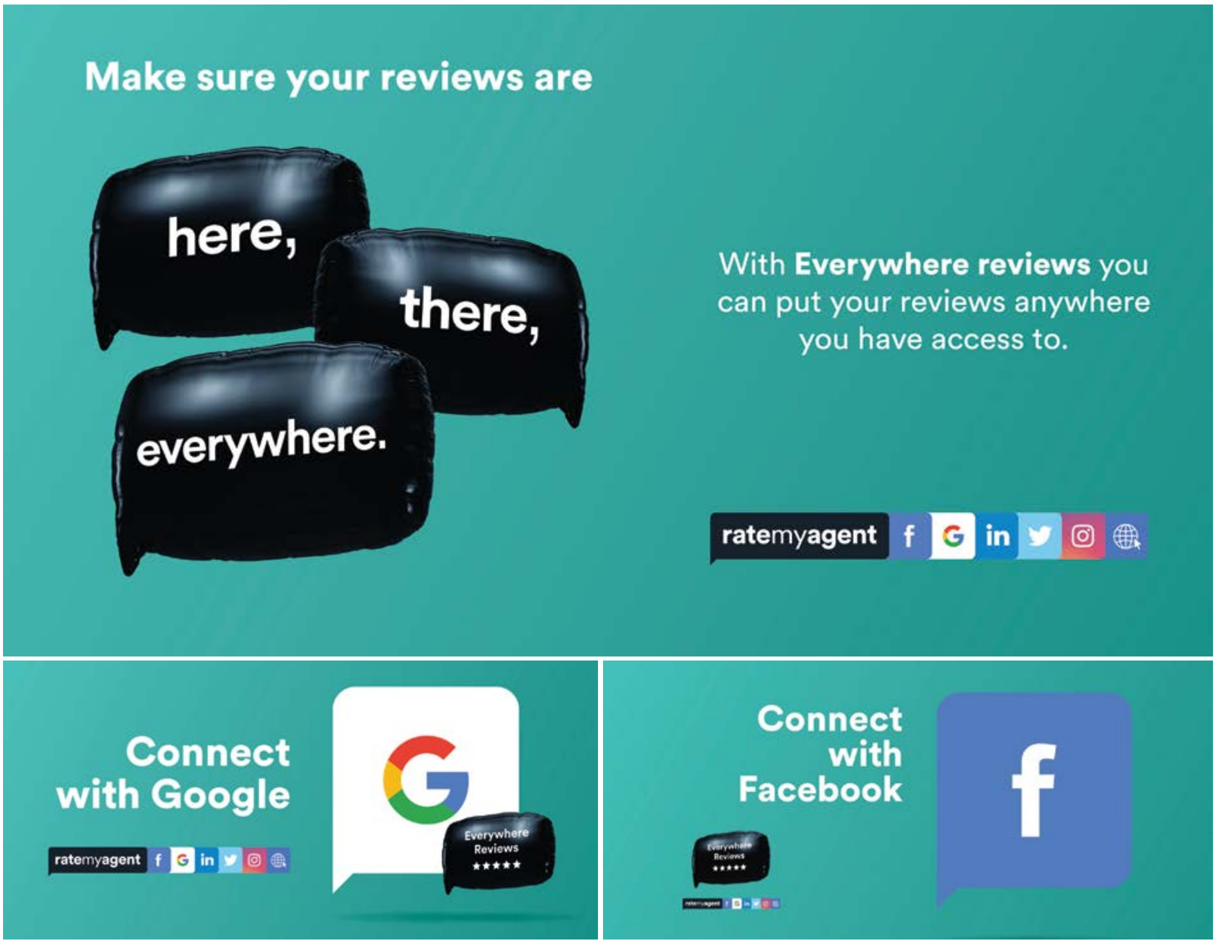
of the top 20% agents in the market have claimed RMA profiles

52%

of the top 20% of agents are subscribers

Adding Value to the Platform

Audience reach for RMA's agents has significantly expanded



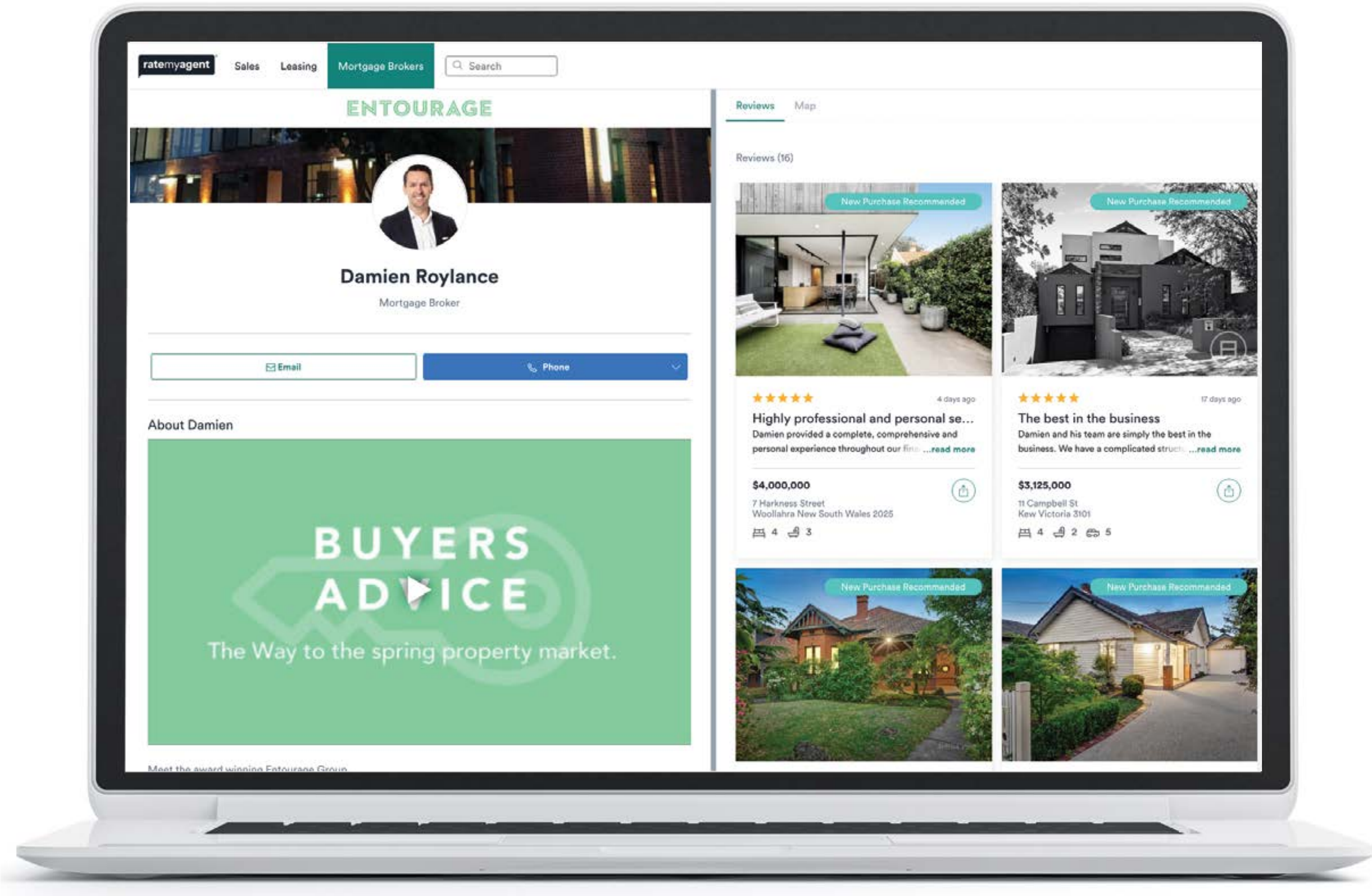
‘Everywhere Reviews’: agents can display RMA reviews on websites including Google, Facebook and Instagram.

Agent Promoter Campaigns to drive Australian growth

- Increased Promoter content revenue in Q4 FY20 highlights increased agent engagement in COVID environment.
- Agents seeking a broader presence across all digital platforms.
- Promoter content revenue increased to 22% of total revenue in Q4 FY20 versus 15% in pcp.
- Promoter revenue to rise further with launch of additional Promoter products.
- Test campaigns in July and August with property listings and other new content ideas yielding encouraging results.
- New content delivers stronger results for agents and provides revenue opportunities beyond subscription revenue.
- Success in Australia from broader content offerings will underpin revenue potential from a larger US platform.

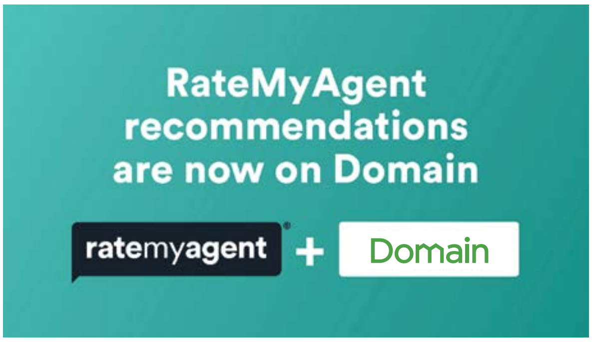
Other revenue streams – Mortgage Broking

- We launched reviews for Mortgage Brokers in May 2020 in Australia.
- Leverages our existing tech stack for minimal investment to open up a new market and revenue line.
- Logical progression in the value chain to better build trust for consumers in their property journey.
- Immediate highly positive uptake from brokers with no similar competitive platform.
- Review is uniquely linked to the property financed.
- Circa 15,000 brokers in Australia –estimate over 600,000 in the USA as a potential market.



Partnering for Growth

API syndication with Domain

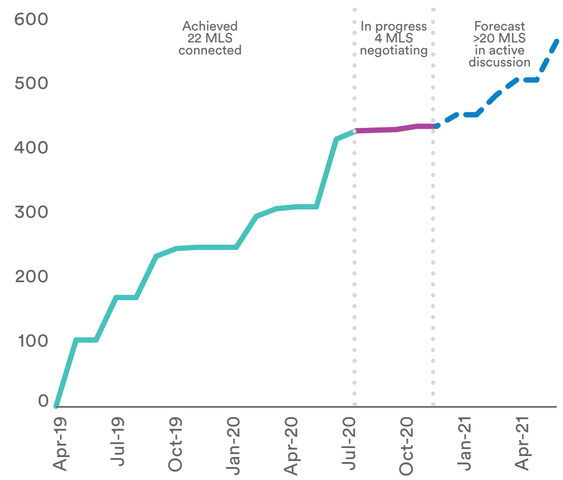


- Agents with a RMA subscription can display their reviews on Domain (17m visits per month).

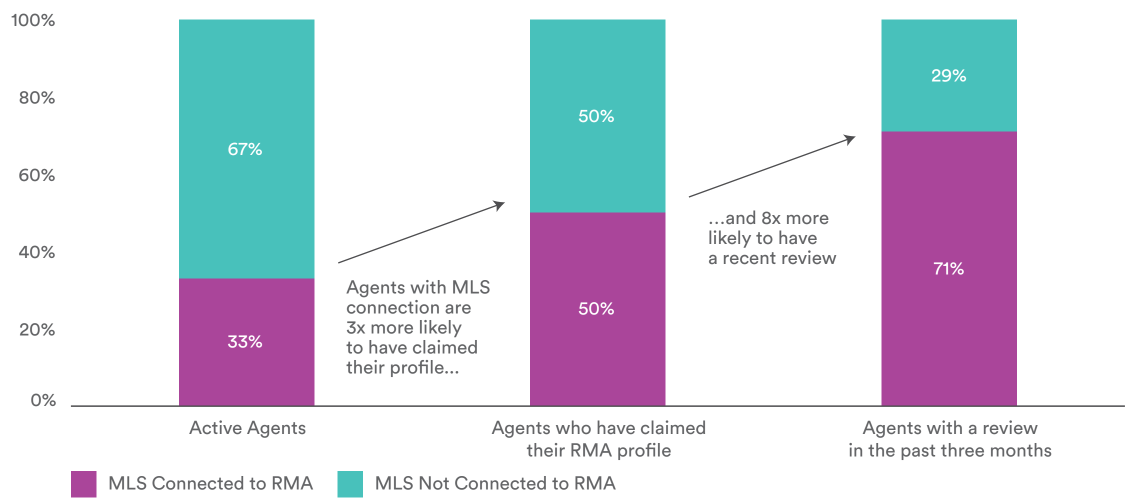
Agreements with MLS are driving RMA's US growth

- MLS are data aggregation services for agents that facilitate communication and transactions.
- Agents upload data on all current and historic listings, which is then available to other agents.
- There are several hundred MLS, with most focusing on specific geographies.
- So far, RMA has signed agreements with 22 MLS, including several of the largest in California and Florida, with a combined membership of 436,000 agents.
- These agreements provide RMA with detailed transaction data, and the opportunity to directly market to MLS members.

Number of agents connected via MLS[1]



Engagement levels are much higher for agents associated with a connected MLS



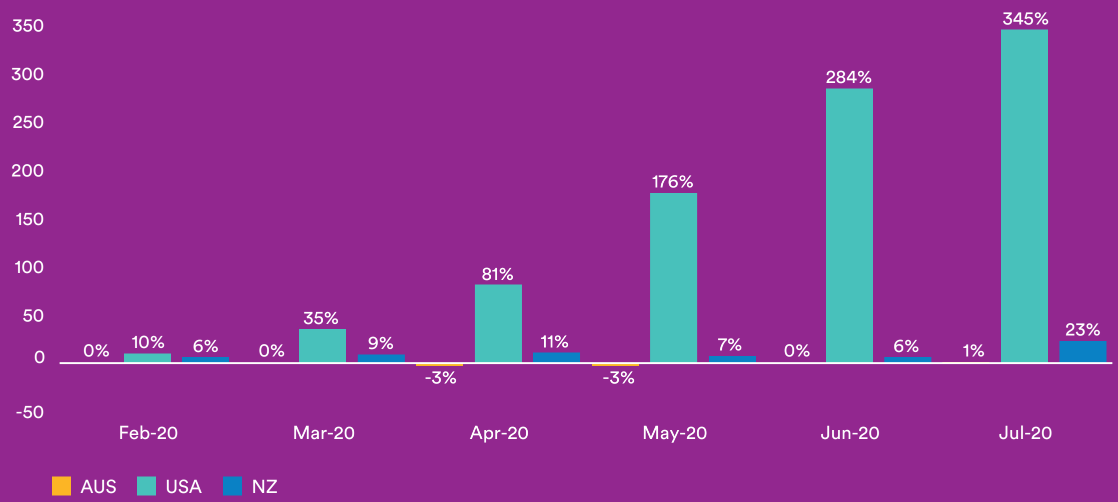
Navigating COVID

COVID has had limited quantifiable impact on revenues so far.

Revenue:

- Australia: Subscriptions dropped in March, but have since recovered.
- New Zealand: Net increase in subscriptions after an initial drop with strong growth in July.
- USA: Comparison is off a low base, but strong subscription growth continues.
- Promoter revenues are up as agents want a more prominent digital profile.

Variation in the subscription numbers compared to Jan 2020



Operations

- Business adapted rapidly to remote working.
- Staff engagement at an all-time high, based on recent survey.
- Restricted travel and reduced discretionary spend has reduced costs.

Chair and Chief Executive Officer's Report

David Williams
Chairman

Michael Davey
CEO

Consumers are more digitally astute, have better access to information and increasingly make informed choices influenced by the reviews of others. This is changing the landscape for B2C suppliers. It makes owning and managing a profile on RateMyAgent that facilitates online reviews a necessity.

It is because of our dominant position in the real-estate agent review space that RMA is well placed for success even in a challenging real estate environment.

Financial and strategic highlights

This has been a challenging year for the real estate industry in Australia. The green shoots seen at the end of last year translated into what started to look like another extended period of growth. Then COVID hit and housing sales volumes reduced 33%[1] in April alone. There has been some recovery reflected in our results, with subscriptions in Australia being negatively impacted by the downturn but recovering over the last few months and we have come through the year in a better market position than when we entered.

Group operating revenues are up 1.5% to $7.4 million. We invested significantly in our business to be able to enter new markets and expand our product offering. We also invested in marketing to promote and expand our brand, primarily in the USA. This resulted in an EBITDA loss of $9.3 million.

1 CoreLogic Monthly Housing and Economic Chart Pack, August 2020.
2 Compared to the FY19 Annual Report.

Australia

The number of active agents on our site and the number of reviews they collect are proof of the value RMA offers to real estate agents in building their public profile and marketing their services.

In FY20 we received circa 168,000 reviews (FY19: 163,000), representing c.30% of all properties sold.

Quarterly subscription revenues increased by 2.3% between 4Q FY19 and 4Q FY20. We consider this to still be a great result given the impact of COVID in the last quarter of FY20.

In July 2020, monthly subscription revenues are up 7% compared with May 2020 and June 2020 and 1% higher than pre-COVID monthly earnings.

The company aims to significantly increase subscriptions in FY21.

Agent Promoter continues to gain popularity with agents. We have expanded the product offering to include Facebook and Instagram campaigns, with year-on-year growth of 20.0%. Most of this occurred in the 4th Quarter, which increased 41% on the previous quarter as agents focus on growing their digital presence.

7.4 million
Group operating revenues[2]
↑ **1.5%**

USA

Our roll out strategy for the USA has accelerated and focused on building out our database of agents who have now started to engage in even greater numbers.

In the USA, the disparate nature of the industry posed challenges in being able to obtain consistent data. Instead, we have achieved this by partnering with Multiple Listing Services (“MLS”), which are data aggregation services for real estate transactions. MLS also promote our products directly to their agent members which lends additional credibility to RMA.

Since May 2019, we have launched our services through 19 MLS with another three launches due by the end of 1Q FY21. Currently over 69,600 agents have claimed their profiles (FY19: 26,500) and collected 38,900 reviews (FY19: 11,300).

Although early days we have also started to enable agent subscriptions and the early signs are positive.

New Zealand

RMA continues to actively sell in New Zealand. Quarterly revenues have more than quadrupled compared to last year, albeit off a low base. Strong continued growth is expected in FY21.

Capital management

RMA is well positioned to execute on its strategy in FY21. In August 2020, the Group raised $10 million of capital through a private placement of 45.5 million shares to institutional and sophisticated investors at a price of $0.22 per share. This includes $2.6 million to be raised from director-related entities which will be conditional on shareholder approval which will be sought at an extraordinary general meeting to be held in September 2020. The Group will also proceed with a Share Purchase Plan (SPP) to raise a further $1m from existing shareholders at a price of $0.22 per share.

People

One of the major changes required by global events in the last 6 months is in how businesses manage their people in a fully remote-working environment.

We are extremely proud of how RMA has managed this transition. Within 48 hours of the first lockdown restrictions being announced in March, the entire company was fully remote-working.

Our people management team did an exceptional job of co-ordinating, communicating and implementing these changes.

A staff engagement survey conducted last month reflects that productivity is up and team engagement is at an all-time high as we look to accelerate growth in the business.

Our focus in FY21

The current focus is to:

- Significantly grow the infrastructure and agent network in the USA; and
- Pursue a new strategy for monetising our dominant position in Australia and New Zealand.

Thank you

We are extremely grateful to the team we have at RMA. Our success is a direct result of their passion and dedication. We have a highly engaged team who love coming to work and building a great product. We thank them for their contribution.

David Williams

Chairman

Michael Davey

CEO

Directors’ Report

Board & Management Team

David Williams

Chairman

David was appointed a Non-executive Director and Chairman on 27 November 2016.

David is an experienced director and corporate advisor with a track record in business development, mergers, acquisitions and capital raisings. He has more than 35 years’ experience advising ASX-listed companies. David is currently Chairman of Medical Developments International Ltd. (ASX:MVP), PolyNovo Ltd (ASX:PNV) and is Managing Director of corporate advisory firm Kidder Williams Ltd.

David is the Chairman of the Nomination and Remuneration Committee.

David holds an Honours and Master’s degree and is a Fellow of the Australian Institute of Company Directors.

Sigal Pilli

Non-executive Director

Sigal was appointed a Non-executive Director on 12 April 2018.

Sigal has over 20 years’ experience in senior finance roles across a range of industries, including tech, digital (ecommerce), manufacturing and engineering. Sigal’s experience includes Chief Operating Officer of Assembly Payments Pty Ltd and CFO of online marketplace Envato Pty Ltd, a position she held for just under 8 years.

Sigal holds an MBA from Tel Aviv University and a BA (Economics & Accounting) from The Hebrew University of Jerusalem. Sigal is also a qualified accountant (in Australia and in Israel) and a member of CPA Australia and the Australian Institute of Directors.

Philip Powell

Non-executive Director

Philip was appointed a Non-executive Director on 5 April 2018.

Philip has over 20 years’ experience in investment banking specialising in capital raisings, IPOs, mergers and acquisitions and other successful corporate finance assignments across a diverse range of sectors. He spent 10 years in senior financial roles at OAMPS Ltd, a former ASX-listed financial services group and 10 years in audit with Arthur Andersen & Co. in Melbourne, Sydney and Los Angeles. Philip has been involved in numerous IPO engagements, valuations and venture capital related raisings.

Philip is currently a Non-executive Director of BARD1 Lifesciences Limited (ASX:BD1), Medical Developments International Ltd (ASX:MVP) and PolyNovo Ltd (ASX:PNV).

Philip is a qualified Chartered Accountant, a Fellow of FINSIA and a Member of the Australian Institute of Company Directors.

Philip is the Chairman of RMA’s Audit and Risk Committee.

Mark Armstrong

Executive Director
and Co-Founder

Mark was appointed a Director on 15 April 2014. Mark also served as Chief Executive Officer from this date until 7 August 2020, when he elected to step down from this role to enable him to dedicate focus on US strategic growth.

Mark is an experienced real estate professional, Certified Practising Accountant and a Co-Founder of RMA. Mark holds a Bachelor of Business (Accounting) and is a member of the Australian Institute of Company Directors.

Edward van Roosendaal

Chief Technical Officer and
Co-Founder

Ed was appointed a Director on 23 May 2018.

Ed has more than 15 years' industry experience and leads the strategic direction for the Group's product and technology teams. Ed holds a Bachelor of Information Technology from Swinburne University of Technology and is a member of the Australian Institute of Company Directors.

Michael Davey

Chief Executive Officer

Michael joined RMA on 30 July 2018 as the Chief Operations Officer. He subsequently was appointed as Chief Executive Officer from 10 August 2020 following the change in role of Mr. Armstrong.

Michael has more than 20 years industry experience, which includes 10 years at SEEK in senior leadership roles as Head of Trade Marketing, Head of Sales and Head of Operations.

Scott Farndell

Chief Financial Officer
and Company Secretary

Scott joined RMA on 14 June 2018 and was appointed as Chief Financial Officer (CFO) and Company Secretary on 28 June 2018.

Scott is a qualified Chartered Accountant with more than 18 years' financial experience, predominantly in Financial Services and Technology. He has worked in the UK, South Africa and Australia.

Scott holds Honours degrees in both Accounting and Engineering.

Directorships of Other Listed Companies

Directorships of other listed companies held by the Directors in the 3 years immediately before the end of the financial year are:

Name	Company	Period of Directorship
David Williams	Polynovo Limited (Chairman)	Since 28 February 2014
	Medical Developments International Limited (Chairman)	Since 16 September 2003
Philip Powell	Polynovo Limited	Since 13 May 2014
	Medical Developments International Limited	Since 17 December 2014
	BARD1 Life Sciences Limited	Since 18 June 2019

Directors' Interests

The relevant interest of each director in the shares, debentures, interests in registered schemes and rights or options over such instruments issued by the companies within the Group and other related bodies corporate, as notified by the Directors to the ASX in accordance with S205G(1) of the *Corporations Act 2001*, at the date of this report is as follows:

Director	Ordinary Shares	Options	Rights
Mr David Williams	121,626,201	–	–
Mr Mark Armstrong	56,276,769	–	–
Mrs Sigal Pilli	95,054	–	–
Mr Philip Powell	652,717	–	–
Mr Ed van Roosendaal	20,991,674	–	–
Total	**199,642,415**	**–**	**–**

Directors' Meetings

The number of Directors' meetings (including meetings of committees of Directors) and number of meetings attended by each of the Directors of the Company during the financial year are:

Director	Board		Audit and Risk		Nomination and Remuneration	
	Eligible	Attended	Eligible	Attended	Eligible	Attended
Total meetings held	13		3		0*	
Mr David Williams	13	13	#	#	0*	0*
Mr Mark Armstrong	13	13	3	3	#	#
Mrs Sigal Pilli	13	13	3	3	0*	0*
Mr Philip Powell	13	13	3	3	0*	0*
Mr Ed van Roosendaal	13	13	#	#	#	#

* No Committee meetings were held in the current financial year and all duties of the sub-committees were incorporated into the main Board meetings.

\# Not a member of the committee.

Operating and Financial Review

Overview of the Group

RMA Global Limited ('RMA'), the ultimate parent of the RMA Group ('the Group'), is a public company listed on the Australian Securities Exchange. As at 30 June 2020, RMA had seven wholly owned subsidiaries:

- DC Global Pty Ltd
- RateMyAgent.com Pty Limited
- Property Results Online Pty Ltd
- Propertyresultsonline.com.au Pty Ltd
- Property Tycoon Pty Ltd
- Propertytycoon.com.au Pty Ltd
- RateMyAgent Inc

These companies are consistent with the FY19 financial year. All companies, except RateMyAgent Inc, are Australian proprietary companies. RateMyAgent Inc is a US subsidiary registered in Delaware. All subsidiaries were dormant, except RateMyAgent.com Pty Ltd and RateMyAgent Inc which are the trading entities, and Property Results Online (Pty) Ltd which provides technology services to the Group.

Principal activities and operations

RMA is an online digital marketing business providing extensive data on residential property sale results for residential real estate agents and agencies, as well as reviews of agent performance from vendors and buyers of residential real estate. This data can be used by agents to build their profile to market themselves, or by vendors to compare agents and find an agent or agency to sell their property.

The product offering also allows for the rating of agencies on leased properties.

RMA currently operates in Australia, New Zealand and the USA.

Australia

Subscription revenue

The major revenue stream for Australia consists of subscriptions whereby agents and agencies pay a monthly fee for a more prominent profile and additional products and services.

It has been another challenging year for real estate in Australia, with COVID unwinding much of the recovery from the housing sales downturn in 2019. In April, the housing sales volumes declined by c.33%. However, as the market has adapted, sales volumes are starting to recover with the July sales volume increase estimated at 13.5%.

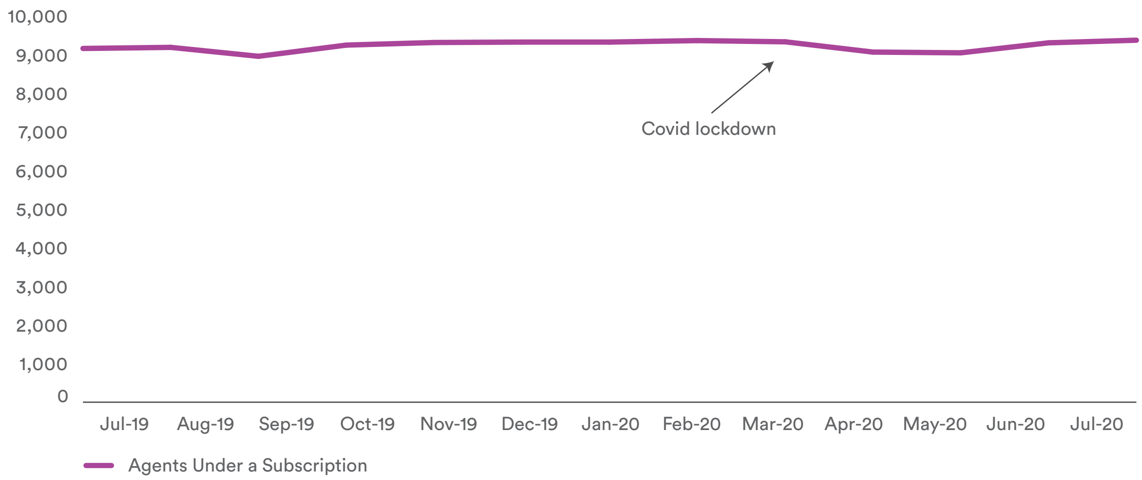
Australian residential property sales:

Note: recent months of sales volumes are modelled estimates, and are subject to revision

Source: CoreLogic total home sales

Subscriptions followed a similar pattern, with the first three quarters reflecting net growth in subscriptions until March when lockdown restrictions were implemented. As a result, the number of agents under a subscription fell by 3%. Further churn was prevented through temporary payment holidays and discounts. The net impact on April revenues was a 10% drop, but market recovery combined with improved onboarding and product refinement resulted in agents under a subscription increasing above pre-COVID levels.

Australian agents under a subscription



Other metrics influencing subscription conversion are the active agent base and number of review requests. In FY20, a quarterly average of 8,600 agents (8,800 pre-COVID) initiated 320,000 review requests from c.390,000 property sales. In FY19, only 300,000 reviews out of c.370,000 property sales were requested from 8,600 agents.

The table below reflects the quarterly revenues by source for the last two years.

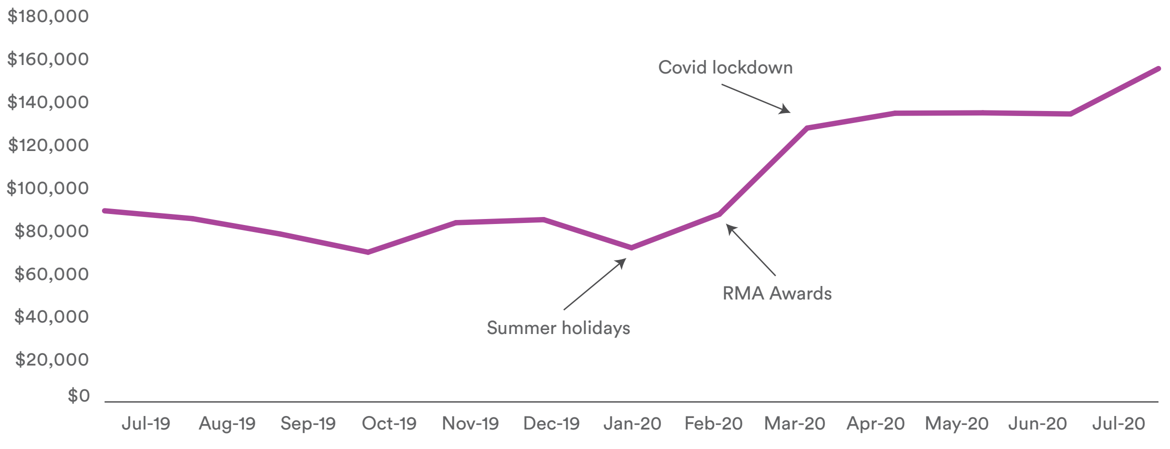
Revenue item	1Q FY19	2Q FY19	3Q FY19	4Q FY19	1Q FY20	2Q FY20	3Q FY20	4Q FY20
	$000	$000	$000	$000	$000	$000	$000	$000
Subscription revenue	1,485	1,551	1,525	1,446	1,416	1,459	1,496	1,414
Promoter revenue	241	236	256	252	254	238	287	403
Lead generation revenue	19	4	–	–	–	–	–	–
Total recurring revenue	**1,745**	**1,791**	**1,781**	**1,698**	**1,670**	**1,697**	**1,783**	**1,817**

Source: RMA internal data

Promoter

Promoter revenues are generated through the promotion of agent and agency campaigns via 3rd-party online advertising providers. Campaigns are renewable and run for between 1 week and 3 months. RMA issues annual Awards in February, which historically had a positive but temporary impact on Promoter campaigns. In the current financial year, the Awards were followed by the COVID lockdown and as Agents adapted to the new environment where maintaining a digital profile has become more relevant, Promoter revenues continue to grow.

Promoter revenues



USA

The route to market in the US differs to that in Australia. In Australia, agents generally work for an agency for a salary plus commission. Systems within an agency are usually homogenous and the agency brand is paramount. In any transaction there is also generally only one agent, being the vendor's selling agent.

In the US, the brokerages are the equivalent of agencies, but an agent's relationship is closer to an independent commission driven micro-business than a salaried employee. Real-estate transactions are transacted using two agents, one for the buyer and one for the vendor.

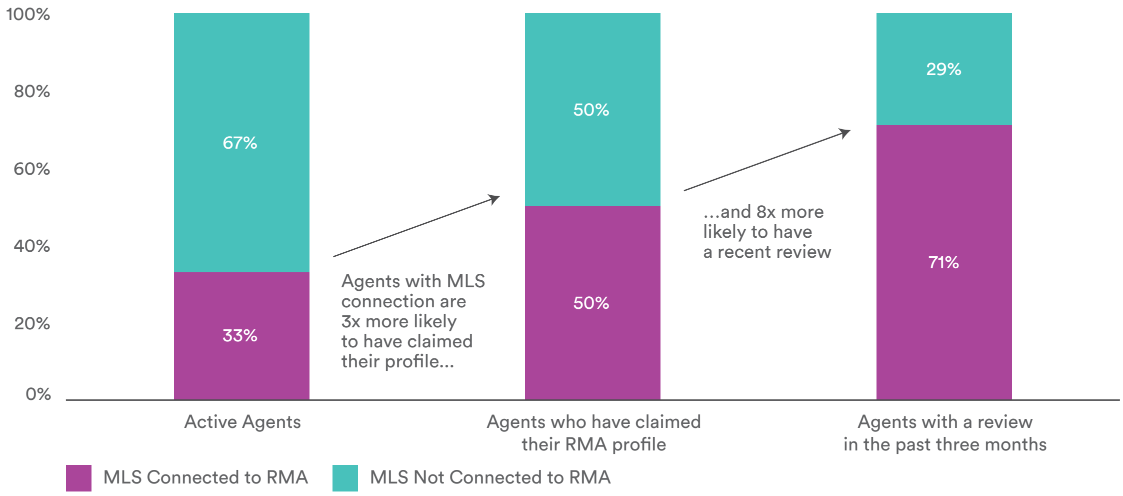
Multiple Listing Services (MLS) are data aggregation services that facilitate real estate market clearing. Agents upload current and sold listings into a database where data is accessible to all members and also distributed to portals such as RMA.

There are several hundred MLS in the US, with most focused in a specific geography. However, there are a relatively small number of large MLS that cover the majority of the agents in the US.

All agents are members of a MLS, and they often look to their MLS for advice. MLS also compete with one another on value and service.

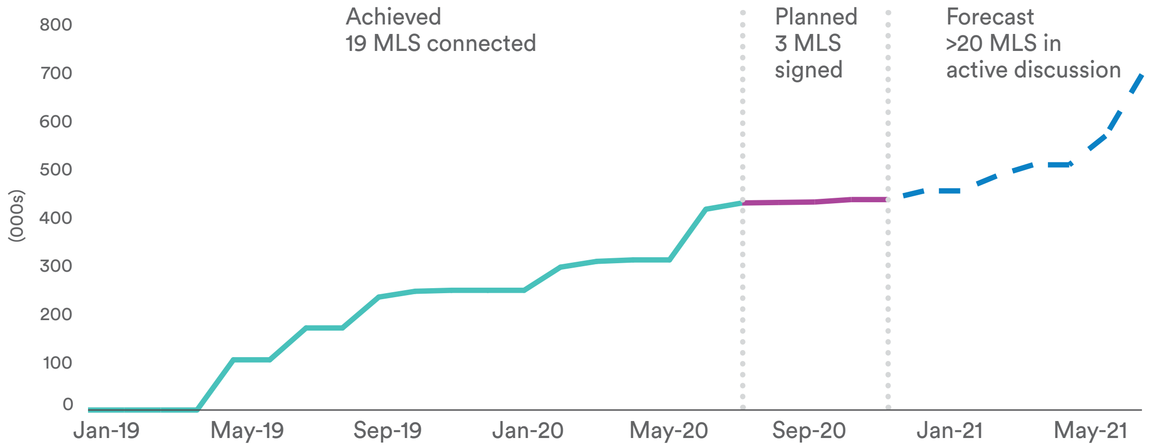
Partnering with an MLS is the key to achieving scale in the US as they are viewed as trustworthy sources of recommendations for agents, and they also provide the best source of data.

Agent claims and review pipeline conversion:



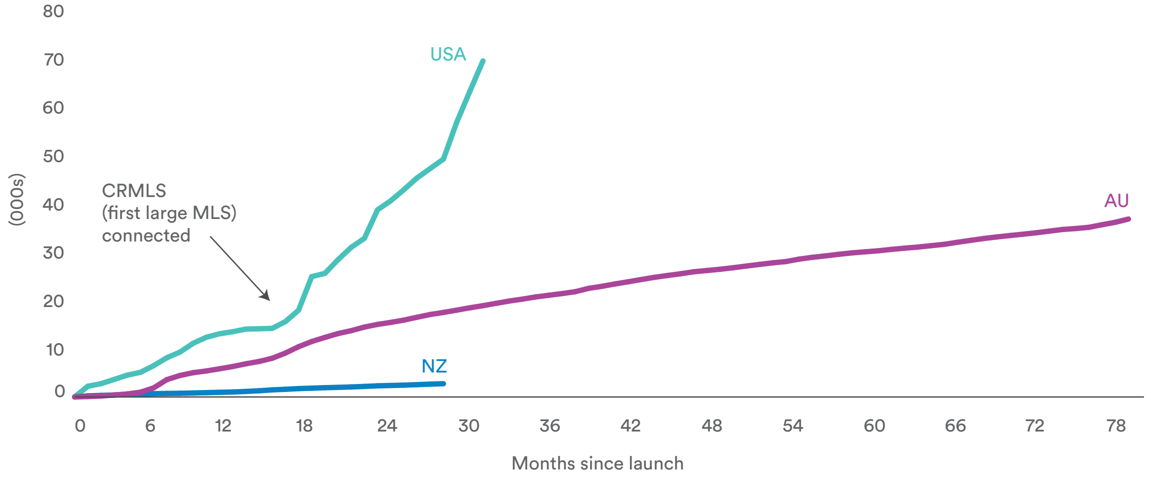
RMA has signed agreements with 22 MLS, including the largest in California and Florida. These MLS have a combined claimed membership of 420,000 members. RMA has integrated with 19 of these MLS and is launching with the remaining three this quarter.

Number of agents connected via MLS[1]



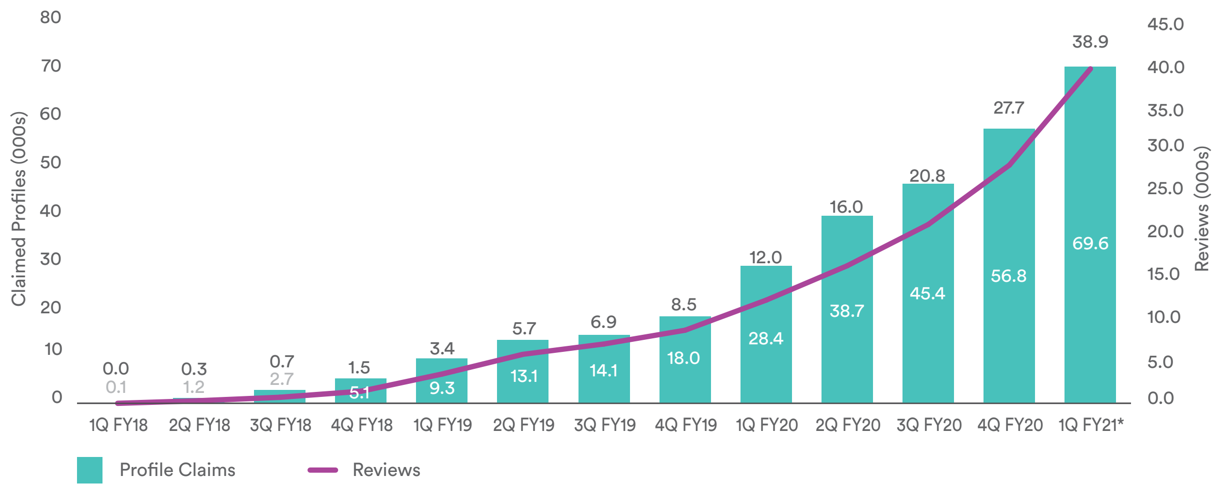
Since our first launch in May 2019, over 69,600 agents have claimed their profiles and have received 38,900 reviews. By comparison, only 19,400 agents had claimed their profiles at the same stage in Australia.

Profile claims by region since launch

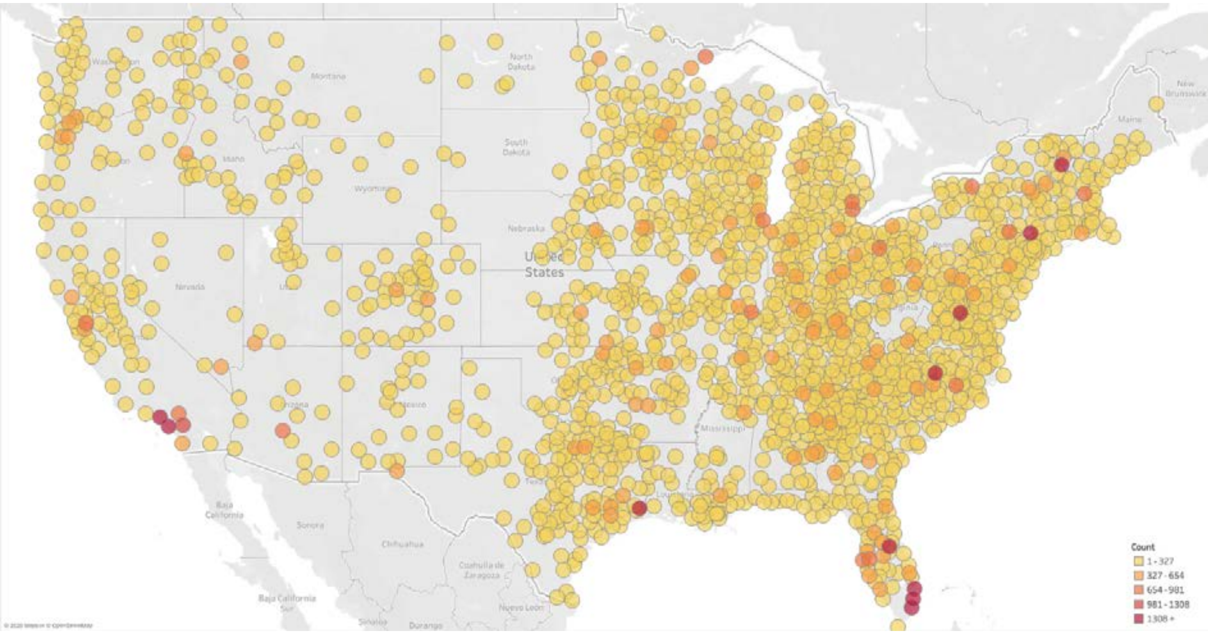


1 We consider an MLS and agent to be connected when RMA is receiving a relevant data feed from the MLS, and this is being used to power our platform.

USA – Profile claims vs reviews (cumulative)

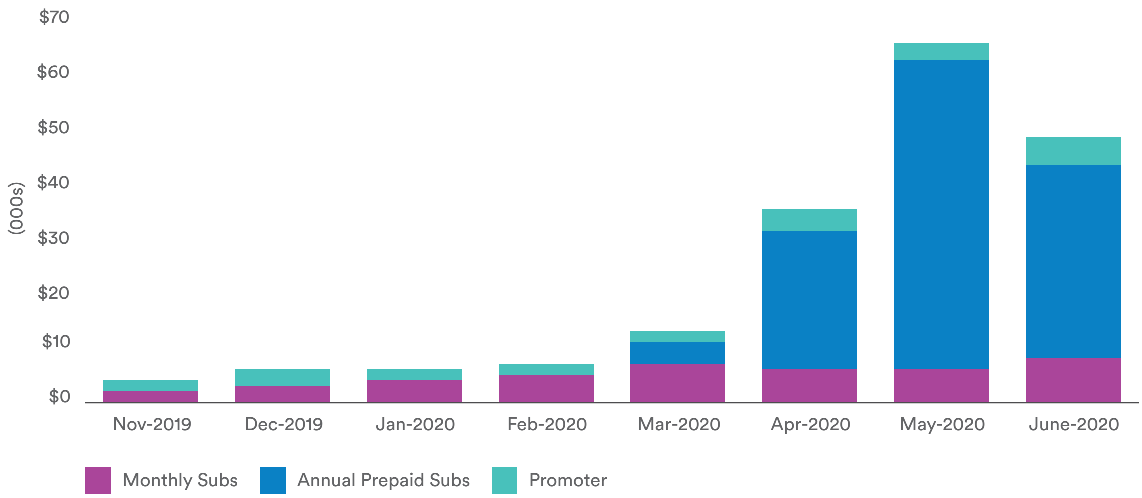


Agents in every US state have claimed their profile, with the highest proportion of claims being in Florida and California where 17,000 and 12,000 agents have claimed their profiles respectively.



The revenue model was turned on in FY20, with active sales pursued from March 2020. The majority of subscriptions are prepaid annual subscriptions.

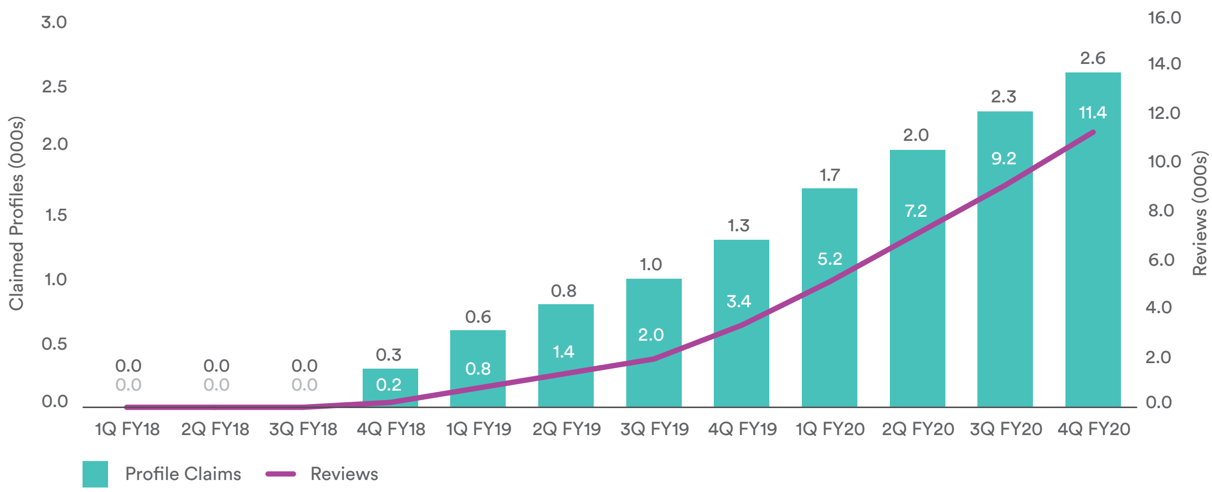
USA cash receipts ($AUD)



New Zealand

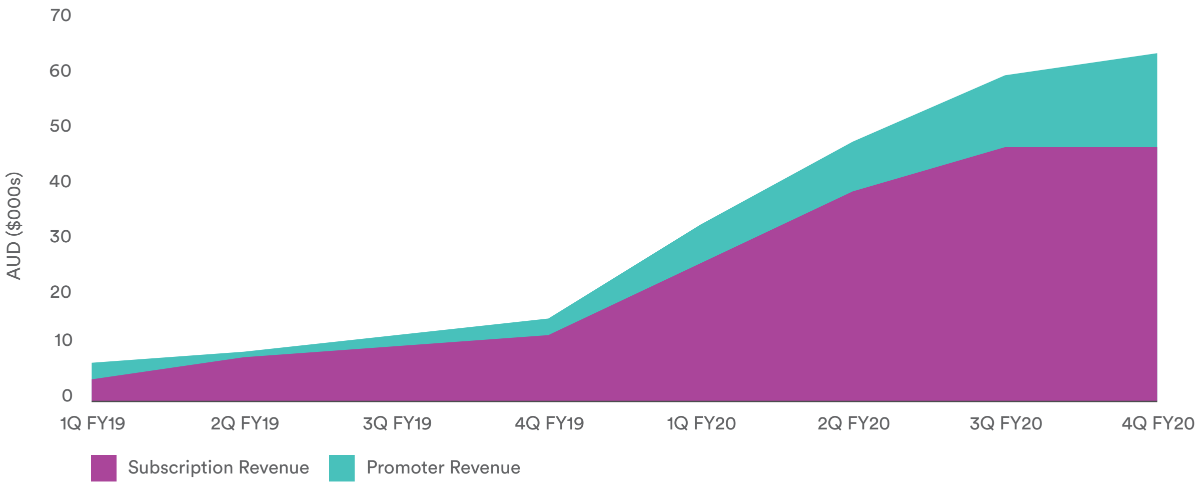
We continue to build our database of agents, convert their profiles to claimed profiles and then build the profiles through reviews. RMA increased its sales focus on New Zealand from late FY19, resulting in claimed profiles doubling and reviews increasing by c.340%.

NZ – Profile claims vs reviews (cumulative)



Subscriptions also increased and quarterly revenue increased by over 400% between 4Q FY19 and 4Q FY20. Growth is expected to continue in FY21 through additional investment in sales resources.

NZ revenues



Group operating costs

Staff Costs

In FY19 the Group invested significantly in developing the RMA platform and products to enable it to scale more rapidly into new markets. Customer acquisition and support teams were also expanded, particularly in the USA. The net increase in average headcount from FY18 to FY19 was 56%. In FY20 the average monthly headcount, including part-time and contract employees increase was just 4% higher than in FY19, but due to the nature and timing of hires in FY19, the comparable staff costs increased 22% to $10.3m from $8.4m.

Marketing

Marketing continues to be a major investment area for the Group, particularly in the USA and Australia. The focus is to grow RateMyAgent's brand awareness and deliver on claim and review targets in the USA, generate revenue opportunities (lead generation), position RateMyAgent as an industry thought-leader and "must-have" marketing tool for Australian agents. Excluding the direct costs associated with Promoter revenues, the Group's marketing costs increased by 13% to $1.7m in FY20.

In the USA, the primary focus has been generating brand awareness and developing and nurturing partnerships with 22 MLS's through member education and training, promotion and events (physical and digital). The company invested in the 'Be Undisruptable' campaign which launched in the US shortly before COVID and features influential and high-performing agents who share their stories on how to become 'undisputable' and also showcases RateMyAgent's ambassador testimonials.

The investment in marketing in the US has a direct impact on RateMyAgent's current success rate in partnering with MLS's and is reflected in the continuing high rate of US agent profile claims and reviews collected.

In Australia, the marketing focuses on generating revenue opportunities, growing and strengthening RateMyAgent's brand presence and communicating value to prospective and subscribed agents.

The highly-anticipated Agent of the Year awards ceremony, unique to the industry as the only awards based on consumer satisfaction, was a huge success. The lead up to the event and competition it generated through targeted marketing activities, delivered on an exceptional number of reviews requested and collected. The popularity of this event has swelled year-on-year with event costs offset by awards-related revenues in addition to subscription and Promoter revenue opportunities generated through post-event marketing campaigns.

RateMyAgent also conducted market research on consumer and brand awareness. Our findings informed branding campaigns targeting both consumers and agents. These campaigns were launched on a trial basis in Brisbane in 4Q FY19 and the initial results reflect a considerable uptick in consumer traffic and agent engagement in these areas. The Everywhere Reviews campaign which targeted ANZ agents launched in October 2019 and aimed to deliver leads and communicate the benefits and syndication of reviews to multiple platforms including Google, Facebook, Domain etc.

These campaign insights will help evolve the upcoming consumer and agent campaigns and activities delivered nationally in the coming months.

With the onset of COVID, RateMyAgent, launched the Espresso Series, short 15-minute free learning sessions delivered by LIVE webinar, to help agents gain practical skills so they can thrive in a changing environment. This successful series continues to run on a fortnightly basis and has proven to be an effective channel to generate leads, improve engagement and provide product updates.

Other operating costs

Infrastructure and SAAS products form the bulk of technology costs. These are semi-variable costs which are impacted by data traffic volumes as well as data storage requirements, both of which have increased as the Company has expanded into the US. In addition, the Company also invested in customer relationship management software to better manage and service our growing database of customers. As a result, technology related costs have increased 16.7% compared to the prior year.

Other operating costs are largely consistent. The year-on-year change is due to the implementation of AASB 16 in the current year, resulting in a net decrease in operating costs, offset by a comparable increase in depreciation and interest.

Future outlook and likely developments

We continue to build out our platform and products, to offer greater value to agents with a focus on growing our subscription base in Australia and New Zealand. With growing consumer traffic we continue to explore more ways to enable agents reviews to appear across the internet and increase the exposure of their brand and social proof of their successful outcomes for clients.

We recently raised $10 million that will help underpin our continued progress in the US market. We are pursuing a significant uplift in agents claiming their profiles and collecting reviews in FY21, with a focus on key markets such as Florida where we can build up a critical mass of agents.

RMA Global Remuneration report (audited)

This remuneration report, which forms part of the Directors' report, sets out information about the remuneration of RMA Global Limited's key management personnel for the financial year ended 30 June 2020. The term 'key management personnel' (KMP) refers to those persons having authority and responsibility for planning, directing and controlling the activities of the Group, directly or indirectly, including any director of the Group. The prescribed details for each person covered by this report are detailed below under the following headings:

- Key management personnel
- Remuneration strategy
- Executive remuneration
- Non-executive remuneration
- Share options
- Service contracts
- Loans to key management personnel

Key Management Personnel

RMA Global Limited's KMP consist of the following Directors and executives:

KMP	Position	Term as KMP
Non-executive Directors		
Mr David Williams	Non-executive Chairman	Full year
Mrs Sigal Pilli	Non-executive Director	Full year
Mr Philip Powell	Non-executive Director	Full year
Executive Directors		
Mr Mark Armstrong[1]	Chief Strategy Officer	Full year
Mr Ed van Roosendaal	Chief Technical Officer	Full year
Executives		
Mr Scott Farndell	CFO and Company Secretary	Full year
Mr Michael Davey[2]	Chief Executive Officer	Full year

Notes:

1. Mr. Armstrong stepped down as CEO from 7 August 2020.
2. Mr. Davey was appointed as CEO from 10 August 2020. Prior to this he was Chief Operations Officer.

Remuneration Strategy

RMA Global Limited considers the size and complexity of the role, the skills and experience of the individual and market pay levels of comparable roles in determining fixed remuneration and 'at risk' remuneration elements.

In assessing the link between Group performance and compensation, it must be recognised that RMA Global Limited is a start-up Group, which is still in the initial phases of growth and is not currently profitable. RMA Global Limited's annual expenditure has been primarily focussed on the development of software intellectual property (IP) and the securing of a critical mass of subscribers, which it has only recently started commercialising. As a result, the Board considers key milestones as well as financial performance measures to be more meaningful in determining compensation. To date, no short-term incentives have been paid and only employees, excluding Directors, have received long-term incentives as part of the listing process. However, as the commercialisation of the IP progresses, the Board will continue to review compensation policies to ensure that KMP are rewarded in a competitive and appropriate manner.

In accordance with corporate governance best practice, the Group has a compensation policy for Non-executive Directors and a separate policy for managers.

Non-executive Remuneration

Compensation for Non-executive Directors is set by the Remuneration Committee based on advice from external advisors with reference to fees paid to other Non-executive Directors of comparable companies. The base fee for the Chairperson is $100,000 per annum. Base fees for other Directors are $60,000 per annum, which includes superannuation. Directors' base fees cover all main board activities and membership of committees.

Non-executive Directors do not receive performance-related compensation and are not provided with retirement benefits, apart from statutory superannuation.

Non-executive Directors are also encouraged to own shares in RMA Global Limited.

Executive Remuneration

RMA Global Limited's remuneration strategy is to attract, retain and reward the people needed to develop and pursue its strategy and to align the interests of the shareholders and employees. This is delivered through two key elements:

- A fixed remuneration consisting of base salary and superannuation, which are determined with reference to market rates; and
- Performance incentives, which comprise short-term incentives based on meeting performance indicators during the year and long-term incentives payable in equity, the value of which is determined by the Board based on various factors including Group and individual performance.

As part of the listing of RMA, the Board adopted an employee share incentive plan to facilitate the development and maintenance of a high-performance culture within the Group, as well as to retain KMP.

In accordance with the provisions of the plan, executives and employees may be granted options to purchase parcels of ordinary shares. The details of the employee share option plan are set out in Note 4 to the financial statements. The CEO and CFO were both granted share options on joining RMA, the details of which are set out below. No Directors were offered share options in the current year.

On his appointment as CEO, Mr. Davey was granted additional options, which vest over five years and with each tranche having specific vesting conditions attached.

Terms and conditions of share-based payment arrangements affecting remuneration of KMP in the current financial year or future financial years are set out below:

Options Series	Grant date	Grant date fair value	Exercise price	Expiry date	Vesting date and other terms
FY18 Series 2	29/06/2018	$0.057	$0.25	29/12/2021	3 years from grant date, provided the recipient is still employed. 6 months to exercise from vesting date. 60% of exercised options to be escrowed for 12 months
FY19 Series 1	30/07/2018	$0.034	$0.25	30/01/2022	3 years from grant date, provided the recipient is still employed. 6 months to exercise from vesting date. 60% of exercised options to be escrowed for 12 months

Share Options

No options were granted to the Board in the financial year under review.

On his appointment, Mr. Farndell received 200,000 options with an exercise price of $0.25 each and the same vesting terms conditions as the options issued to all employees under the FY18 employee share option grant.

Similarly, Mr Davey received 400,000 options on his appointment with an exercise price of $0.25 each and the same vesting terms conditions as the options issued to all employees under the FY18 employee share option grant.

On his promotion to CEO, Mr. Davey also received 4,500,000 options with an exercise price of $0.01. The options vest in 5 tranches over 35 months with each tranche subject to specific share price hurdles. Due to the timing of the grant of these options, the valuation of these options are still in progress.

Service Contracts

All RMA Executive KMP have a formal service agreement. These agreements are of an ongoing nature and have no set term of service.

The key terms of the service agreements for the Executive Directors are summarised below.

Criterion	Arrangements
Term of contract	Ongoing
Notice period (resignation or termination on notice)	Three months (from the employee and Group).
Retirement	There are no additional financial entitlements due from RMA on retirement.
Redundancy	If RMA terminates employment for reasons of bona fide redundancy, a severance payment will be made. The quantum of the payment will be determined subject to the Board's discretion, considering matters such as statutory requirements, the executive's contribution, position and length of service.
Termination for serious misconduct	RMA may terminate the employment agreement at any time without notice.
Restraint of trade	A restraint of trade arrangement exists during the Executive's employment and for a period of up to 24 months following their employment with the Group.

The key terms of the service agreements for Michael Davey during his time as COO are summarised below.

Criterion	Arrangements
Term of contract	Ongoing
Notice period (resignation or termination on notice)	Three months (from the employee and Group).
Retirement	There are no additional financial entitlements due from RMA on retirement.
Redundancy	If RMA terminates employment for reasons of bona fide redundancy, a severance payment will be made. The quantum of the payment will be determined subject to the Board's discretion, considering matters such as statutory requirements, the executive's contribution, position and length of service.
Termination for serious misconduct	RMA may terminate the employment agreement at any time without notice.
Restraint of trade	A restraint of trade arrangement exists during the Executive's employment and for a period of up to 24 months following their employment with the Group.

The key terms of the service agreements for Michael Davey as CEO are summarised below.

Criterion	Arrangements
Term of contract	Ongoing
Notice period (resignation or termination on notice)	Three months (from the employee and Group).
Retirement	There are no additional financial entitlements due from RMA on retirement.
Redundancy	If RMA terminates employment for reasons of bona fide redundancy, a severance payment will be made. The quantum of the payment will be determined subject to the Board's discretion, considering matters such as statutory requirements, the executive's contribution, position and length of service.
Termination for serious misconduct	RMA may terminate the employment agreement at any time without notice.
Restraint of trade	A restraint of trade arrangement exists during the Executive's employment and for a period of up to 24 months following their employment with the Group.
Takeovers	In the event of a takeover bid for the Company and the bidder becomes entitled to more than 50% of the shares of the Company, all options which are 'in the money', may be exercised early and will not be bound by the 'Date for Exercising'. No escrow will be applied to shares issued using the options under these circumstances.

The key terms of the service agreements for the CFO, Scott Farndell, are summarised below.

Criterion	Arrangements
Term of contract	Ongoing
Notice period (resignation or termination on notice)	One month (from the employee and Group).
Retirement	There are no additional financial entitlements due from RMA on retirement.
Redundancy	If RMA terminates employment for reasons of bona fide redundancy, a severance payment will be made. The quantum of the payment will be determined subject to the Board's discretion, considering matters such as statutory requirements, the executive's contribution, position and length of service.
Termination for serious misconduct	RMA may terminate the employment agreement at any time without notice.
Restraint of trade	A restraint of trade arrangement exists during the Executive's employment and for a period of up to 24 months following their employment with the Group.

Remuneration of Key Management Personnel

The following table discloses the remuneration of the Directors and KMP of the Group in 2019 and 2020:

		Short-term employee benefits				Post employment	Long-term employee benefits	Share-based payments	
Position		Salary & fees	Cash Bonus	Non-monetary	Other[1]	Superannuation	Long service leave	Options & rights	Total
		$	$	$	$	$	$	$	$
Non-executive Directors									
Mr David Williams	2020	91,324	–	–	–	8,676	–	–	100,000
	2019	91,324	–	–	–	8,676	–	–	100,000
Mrs Sigal Pilli	2020	54,785	–	–	–	5,215	–	–	60,000
	2019	54,785	–	–	–	5,215	–	–	60,000
Mr Philip Powell	2020	54,785	–	–	–	5,215	–	–	60,000
	2019	54,785	–	–	–	5,215	–	–	60,000
Executive Directors									
Mr Mark Armstrong	2020	231,735	–	–	–	22,015	–	–	253,750
	2019	228,310	–	–	–	21,690	–	–	250,000
Mr Ed van Roosendaal	2020	231,735	–	–	39,811	22,015	–	–	293,561
	2019	228,310	–	–	–	21,690	–	–	250,000
Executives									
Mr Scott Farndell	2020	182,648	–	–	–	17,135	–	5,463	205,246
	2019	170,031	–	–	–	16,044	–	2,002	188,077
Mr Michael Davey	2020	269,035	–	–	–	25,000	–	6,097	300,132
	2019	220,610	–	–	–	20,958	–	2,193	243,761
Total KMP									
	2020	1,116,047	–	–	39,811	105,271	–	11,560	1,272,689
	2019	1,048,155	–	–	–	99,488	–	4,195	1,151,838

Note:

1. Other expenses relate to living away from home allowance paid to Mr Ed van Roosendaal, who moved temporarily to the USA for 6 months to oversee the set-up of the US office.

Key Management Personnel Disclosures

The movement in the number of ordinary shares held in RMA during the reporting period either directly, indirectly or beneficially, by each key management person, including their related parties, is as follows:

Position	Held at 1 July 2019	Granted as compen-sation	Received on exercise of options	Other changes[1]	Held at 30 June 2020	Indirect holding	Direct holding
Non-executive Directors							
Mr David Williams	116,045,341	–	–	5,580,860	121,626,201	121,626,201	–
Mrs Sigal Pilli	40,000	–	–	55,054	95,054	95,054	–
Mr Philip Powell	522,302	–	–	130,415	652,717	652,717	–
Executive Directors							
Mr Mark Armstrong	66,276,769	–	–	–	66,276,769	66,276,769	–
Mr Edward van Roosendaal	19,991,674	–	–	1,000,000	20,991,674	20,621,674	370,000
Executives							
Mr Scott Farndell	193,000	–	–	70,215	263,215	–	263,215
Mr Michael Davey	456,956	–	–	98,163	555,119	–	555,119
Total	203,526,042	–	–	6,934,707	210,460,749	209,272,415	1,188,334

Note:

1. Other changes represent shares that were purchased or sold during the year.

Loans to Key Management Personnel

No loans have been made to Directors or KMP at RMA, including their personally related entities.

Other Key Management Personnel Transactions

Kidder Williams

Kidder Williams, a Corporate Advisory firm associated with David Williams, received a fee for advisory services of $75,000 relating to the successful completion of the capital raise in September/October 2019, paid in cash. Kidder Williams is also to receive a fee for advisory services equal to 1% of the transaction value on the successful completion of the capital raise by placement and SPP in FY21 estimated at between $110,000 and $120,000.

Armstrong Property Planning

Certain minor data-related services and accounts, which amount to less than $1,000 p.a. and pre-date the formation of the Group, are in the name of Armstrong Property Planning, an entity associated with Mr Mark Armstrong. The Group pays the associated invoices directly to the service provider.

Significant Changes in the State of Affairs

Except as otherwise set out in this report, the Directors are unaware of any significant changes in the state of affairs of RMA during the year ended 30 June 2020.

Dividends

No dividends have been declared in the financial year ended 30 June 2020 and no amounts have been recommended to be paid by way of dividends since the beginning of the current financial year.

Indemnification and Insurance of Officers and Auditors

During the year, the Company paid a premium in respect of a contract insuring each of the Directors of the Company (as named above), the Company Secretary and all of the Executive Officers of the Group against a liability or expense incurred in their capacity as a Director, Secretary or Executive Officer to the extent permitted by the *Corporations Act 2001*. Further details have not been disclosed due to confidentiality provisions in the insurance contract.

In addition, the Company has entered into a Deed of Indemnity, which ensures that a Director or an officer of the Company will generally incur no monetary loss as a result of defending actions taken against them as a Director or an officer. Certain actions are specifically excluded, for example, penalties and fines that may be imposed in respect of breaches of the law.

The Company has not otherwise, during or since the end of the financial year, except to the extent permitted by the law, indemnified or agreed to indemnify an officer or auditor of the Company or of any related body corporate against a liability incurred in their capacity as an officer or auditor.

Non-audit Services

During the year Deloitte Touche Tohmatsu, the Group's auditor, has performed certain other services in addition to the audit and review of the financial statements.

The Board has considered the non-audit services provided during the year by the auditor is satisfied that the provision of those non-audit services during the year by the auditor is compatible with, and did not compromise, the auditor independence requirements of the *Corporations Act 2001* for the following reasons:

- all non-audit services were subject to the corporate governance procedures adopted by the Group and have been reviewed by the Board to ensure they do not impact the integrity and objectivity of the auditor; and
- the non-audit services provided do not undermine the general principles relating to auditor independence as set out in APES 110 Code of Ethics for Professional Accountants, as they did not involve reviewing or auditing the auditor's own work, acting in a management or decision making capacity for the Group, acting as an advocate for the Group or jointly sharing risks and rewards.

Details of the amounts paid to the auditor of the Group, Deloitte, and its network firms for audit and non-audit services provided during the year are set out in Note 30 of the Financial Statements.

Auditor's Independence Declaration

The auditor's independence declaration is set out on page 31 and forms part of the Directors' report for the financial year ended 30 June 2020.

On behalf of the Directors

David Williams
Chairman

Melbourne, 27 August 2020

Auditor’s Independence Declaration

Deloitte.

Deloitte Touche Tohmatsu
ABN 74 490 121 060

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Australia

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www.deloitte.com.au

27 August 2020

The Board of Directors
RMA Global Limited
118-120 Balmain Street
RICHMOND VIC 3121

Dear Board Members

RMA Global Limited

In accordance with section 307C of the *Corporations Act 2001*, I am pleased to provide the following declaration of independence to the directors of RMA Global Limited.

As lead audit partner for the audit of the financial statements of RMA Global Limited for the financial year ended 30 June 2020, I declare that to the best of my knowledge and belief, there have been no contraventions of:

(i) the auditor independence requirements of the *Corporations Act 2001* in relation to the audit; and

(ii) any applicable code of professional conduct in relation to the audit.

Yours sincerely

Deloitte Touche Tohmatsu

DELOITTE TOUCHE TOHMATSU

Anneke du Toit
Partner
Chartered Accountants

Financial Statements
for the year ended 30 June 2020

Contents

Consolidated Statement of Profit or Loss and Other Comprehensive Income

For the year ended 30 June 2020

	Notes	FY20 $	FY19 $
Revenue			
Recurring subscription revenue	2	7,255,702	7,071,968
Non-recurring revenue	2	162,228	237,794
Total Revenue		7,417,930	7,309,762
Other Income	3	–	44,632
Operating Costs			
Direct costs associated with revenue		(774,101)	(716,936)
Employee benefits	4	(10,335,602)	(8,455,950)
Consulting		(1,487,302)	(1,387,726)
Marketing related		(1,714,821)	(1,518,326)
Technology		(1,435,736)	(1,229,893)
Other operating expenses		(958,626)	(1,271,562)
IPO	5	–	(24,344)
Foreign exchange gains and losses		2,928	(55,633)
Total Operating Costs		**(16,703,260)**	**(14,660,370)**
EBITDA		**(9,285,330)**	**(7,305,976)**
Depreciation and Amortisation	23,24	(410,197)	(94,256)
EBIT		**(9,695,527)**	**(7,400,232)**
Net finance income			
Finance income		49,063	157,061
Finance expense		(40,367)	(1,211)
Total Net finance income		8,696	155,850
Loss before tax		**(9,686,831)**	**(7,244,382)**
Income tax expense	6	–	–
Loss after tax		**(9,686,831)**	**(7,244,382)**
Other comprehensive income			
Other comprehensive income, net of tax		(2,876)	73
Total comprehensive loss for the period		**(9,689,707)**	**(7,244,309)**
Earnings per share	7	cents per share	cents per share
Basic earnings/(loss) per share		(2.40)	(1.97)
Diluted earnings/(loss) per share		(2.40)	(1.97)

Consolidated Statement of Financial Position

As at 30 June 2020

	Notes	FY20 $	FY19 $
Assets			
Current Assets			
Cash and cash equivalents	9	3,996,104	3,693,752
Trade and other receivables	11	568,421	582,705
Other current assets		–	26,862
Total Current Assets		**4,564,525**	**4,303,319**
Non-current Assets			
Plant and equipment	23	195,173	216,319
Intangible assets	24	43,870	70,633
Right-of-use Assets	14	497,056	–
Other non-current assets	11	259,270	250,954
Total Non-current Assets		**995,369**	**537,906**
Total Assets		**5,559,894**	**4,841,225**
Liabilities			
Current Liabilities			
Trade and other payables	12	1,058,809	1,289,803
Provisions	4,12	375,481	188,685
Deferred Income		653,496	286,752
Lease Liabilities	15	376,572	47,968
Total Current Liabilities		**2,464,358**	**1,813,208**
Non-current Liabilities			
Provisions	4,12	67,764	47,824
Lease Liabilities	15	233,734	97,211
Total Non-current Liabilities		**301,498**	**145,035**
Total Liabilities		**2,765,856**	**1,958,243**
Net Assets		**2,794,038**	**2,882,982**
Equity			
Share capital	13	27,611,342	18,032,468
Reserves		7,747,041	7,725,152
Accumulated losses		(32,561,542)	(22,874,711)
Foreign currency translation reserve		(2,803)	73
Total Equity		**2,794,038**	**2,882,982**

Consolidated Statement of Cash Flows

For the year ended 30 June 2020

	Notes	FY20 $	FY19 $
Cash flows from operating activities			
Receipts from customers		8,487,578	8,017,835
Payments to suppliers and employees		(17,374,995)	(14,746,112)
Cash receipts from government grants		–	44,632
Net cash flows from operating activities	8	**(8,887,417)**	**(6,683,645)**
Cash flows from investing activities			
Interest received		52,919	153,613
Payment for intangible assets		(14,941)	(79,951)
Payment for property, plant and equipment		(88,753)	(104,449)
Other cash items from investing activities		–	(11,989)
Net cash flows from investing activities		**(50,775)**	**(42,776)**
Cash flows from financing activities			
Proceeds from the issue of shares		10,000,000	–
Share issue transaction costs		(421,126)	(959,800)
Repayment of lease liabilities		(294,057)	–
Interest paid for lease liabilities		(40,367)	–
Net cash flows from financing activities		**9,244,450**	**(959,800)**
Net Cash Flows		**306,258**	**(7,686,221)**
Cash and Cash Equivalents			
Cash and cash equivalents at beginning of period	9	3,693,752	11,379,973
Net change in cash for period		306,258	(7,686,221)
Effect of changes in exchange rates		(3,906)	–
Cash and cash equivalents at end of period	9	**3,996,104**	**3,693,752**

Consolidated Statement of Changes in Equity

For the year ended 30 June 2020

	Note	Issued capital	Share-based payments reserve	Foreign currency translation reserve	Accum-ulated Losses	Total Equity
		$	$	$	$	$
Balance at 30 June 2018		**18,032,468**	**7,704,712**	**–**	**(15,630,329)**	**10,106,851**
Profit/(Loss)		–	–	–	(7,244,382)	(7,244,382)
Other comprehensive income		–	–	73	–	73
Total comprehensive income		**–**	**–**	**73**	**(7,244,382)**	**(7,244,309)**
Transactions with owners of the Company						
Dividends		–	–	–	–	–
Equity-settled share-based payments	4	–	20,440	–	–	20,440
Total transactions with owners of the Company		–	20,440	–	–	20,440
Balance at 30 June 2019		**18,032,468**	**7,725,152**	**73**	**(22,874,711)**	**2,882,982**

	Note	Issued capital	Share-based payments reserve	Foreign currency translation reserve	Accum-ulated Losses	Total Equity
		$	$	$	$	$
Balance at 30 June 2019		**18,032,468**	**7,725,152**	**73**	**(22,874,711)**	**2,882,982**
Profit/(Loss)		–	–	–	(9,686,831)	(9,686,831)
Other comprehensive income		–	–	(2,876)	–	(2,876)
Total comprehensive income		**–**	**–**	**(2,876)**	**(9,686,831)**	**(9,689,707)**
Transactions with owners of the Company						
Issue of ordinary shares	13	10,000,000	–	–	–	10,000,000
Share issue costs	13	(421,126)	–	–	–	(421,126)
Dividends		–	–	–	–	–
Equity-settled share-based payments	4	–	21,889	–	–	21,889
Total transactions with owners of the Company		9,578,874	21,889	–	–	9,600,763
Balance at 30 June 2020		**27,611,342**	**7,747,041**	**(2,803)**	**(32,561,542)**	**2,794,038**

Notes to the Consolidated Financial Statements

Section 1. Financial Performance

1. Operating segments

Management has determined the operating segments based on the reports reviewed by the Directors (the chief operating decision makers as defined under AASB 8) that are used to make strategic and operating decisions. The Directors consider the business primarily from a geographic perspective. The Group has a presence in Australia and New Zealand (ANZ), and the USA.

	ANZ	USA	Group	Total
	FY20 $	FY20 $	FY20 $	FY20 $
Revenues from external customers	**7,329,795**	**88,135**	**–**	**7,417,930**
Recurring revenue	7,167,567	88,135	–	7,255,702
Subscriptions	5,941,975	58,420	–	6,000,395
Promoter	1,225,592	29,715	–	1,255,307
Non-recurring revenue	162,228	–	–	162,228
Awards	162,228	–	–	162,228
Direct costs associated with revenue	**(752,909)**	**(21,192)**	**–**	**(774,101)**
Promoter	(684,700)	(21,192)	–	(705,892)
Awards	(68,209)	–	–	(68,209)
Direct contribution	**6,576,886**	**66,943**	**–**	**6,643,829**
Other income	–	–	–	–
Operating Costs				
Employee benefits	–	–	(10,335,602)	(10,335,602)
Consulting	–	–	(1,487,302)	(1,487,302)
Marketing related	–	–	(1,714,821)	(1,714,821)
Technology	–	–	(1,435,736)	(1,435,736)
Other operating expenses	–	–	(958,626)	(958,626)
IPO	–	–	–	–
Foreign exchange gains and losses	–	–	2,928	2,928
Total Operating Costs	**–**	**–**	**(15,929,159)**	**(15,929,159)**
EBITDA	6,576,886	66,943	(15,929,159)	(9,285,330)
Depreciation and Amortisation	**–**	**–**	**(410,197)**	**(410,197)**
EBIT	**6,576,886**	**66,943**	**(16,339,356)**	**(9,695,527)**
Net finance costs	**–**	**–**	**8,696**	**8,696**
Loss before tax	**6,576,886**	**66,943**	**(16,330,660)**	**(9,686,831)**
Income tax expense	**–**	**–**	**–**	**–**
Loss after tax	**6,576,886**	**66,943**	**(16,330,660)**	**(9,686,831)**

	ANZ	USA	Group	Total
	FY19 $	FY19 $	FY19 $	FY19 $
Revenues from external customers	**7,293,675**	**16,087**	**–**	**7,309,762**
Recurring revenue	7,055,881	16,087	–	7,071,968
Subscriptions	6,040,786	509	–	6,041,295
Promoter	991,555	15,578	–	1,007,133
Lead generation	23,540	–	–	23,540
Non-recurring revenue	237,794	–	–	237,794
Awards	237,794	–	–	237,794
Direct costs associated with revenue	**(661,626)**	**(55,310)**	**–**	**(716,936)**
Promoter	(601,584)	(55,310)	–	(656,894)
Awards	(60,042)	–	–	(60,042)
Direct contribution	**6,632,049**	**(39,223)**	**–**	**6,592,826**
Other income	**44,632**	**–**	**–**	**44,632**
Operating Costs				
Employee benefits	–	–	(8,455,950)	(8,455,950)
Consulting	–	–	(1,387,726)	(1,387,726)
Marketing related	–	–	(1,518,326)	(1,518,326)
Technology	–	–	(1,229,893)	(1,229,893)
Other operating expenses	–	–	(1,271,562)	(1,271,562)
IPO	–	–	(24,344)	(24,344)
Foreign exchange gains and losses	–	–	(55,633)	(55,633)
Total Operating Costs	**–**	**–**	**(13,943,434)**	**(13,943,434)**
EBITDA	**6,676,681**	**(39,223)**	**(13,943,434)**	**(7,305,976)**
Depreciation and Amortisation	**–**	**–**	**(94,256)**	**(94,256)**
EBIT	**6,676,681**	**(39,223)**	**(14,037,690)**	**(7,400,232)**
Net finance costs	**–**	**–**	**155,850**	**155,850**
Loss before tax	**6,676,681**	**(39,223)**	**(13,881,840)**	**(7,244,382)**
Income tax expense	**–**	**–**	**–**	**–**
Loss after tax	**6,676,681**	**(39,223)**	**(13,881,840)**	**(7,244,382)**

2. Revenue

	FY20	FY19
	$	$
Over time		
Subscription revenue	6,000,395	6,041,295
Promoter revenue	1,255,307	1,007,133
Point in time		
Lead Generation	–	23,540
Recurring revenue	7,255,702	7,071,968
Point in time		
Non-recurring revenue	162,228	237,794
Total revenue	**7,417,930**	**7,309,762**

Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable.

Sale of services

Revenue from the rendering of subscription services, including Promoter, is recognised on a straight-line basis over the period of the prepaid subscription or promotion. The customer simultaneously receives and consumes the benefits provided by RMA over this period.

Lead generation revenue is recognised at the point when services are delivered. Non-recurring revenue recognised from lead generation is recognised at the point this data is provided to the customer when control passes.

Sale of goods

RMA has an Awards programme included in non-recurring revenue that recognises agents who have excelled in various categories. The Group generates revenues through the sale of trophies, certificates and other memorabilia related to the awards.

Revenue from the sale of goods is recognised when control of the goods has transferred to the customer, being the point in time at which the customer accepts delivery of the goods.

3. Other Income

	FY20	FY19
	$	$
Other Income		
EMDG Grant	–	44,632
Total Other Income	**–**	**44,632**

Australian Government grants

In FY19 the Group received government grants for investment in export markets. No government grants, including Jobkeeper allowances, were received in FY20. Government grants are not recognised until there is reasonable assurance that:

- the entity will comply with the conditions attaching to them; and
- the grants will be received.

Interest income

Interest income from a financial asset is recognised when it is probable that the economic benefits will flow to the Group and the amount of revenue can be measured reliably. Interest income is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to that asset's net carrying amount on initial recognition.

4. Employee benefits

Short-term employee benefits, which are comprised mainly of base salary and leave costs, are expensed as the service is received from the employee. Post-employment benefits consist of contributions to defined contribution retirement plans and are expensed as the employee renders services. Termination benefits are amounts paid to employees when their employment is terminated before the normal date retirement through retrenchment or voluntary redundancy and is recognised when the Group is committed to the termination without possibility of withdrawal.

Provision is made for benefits accruing to employees in respect of wages and salaries, annual leave, and long service leave, when it is probable that settlement will be required and they are capable of being measured reliably.

Provisions made in respect of employee benefits expected to be settled within 12 months, are measured at their nominal values using the remuneration rate expected to apply at the time of settlement.

Provisions made in respect of employee benefits which are not expected to be settled within 12 months are measured as the present value of the estimated future cash outflows to be made by the Group in respect of services provided by employees up to reporting date.

Equity-settled transactions

The costs of equity settled transactions are recognised as an expense over the period of the service/performance condition (vesting period). A corresponding increase is recognised in Equity. Where the vesting period spans multiple periods, adjustments are made at each reporting date to reflect the total expense recognised in the consolidated statement of profit or loss and other comprehensive income in line with the vesting conditions. Adjustments include changes in assumptions such as expected employee retention rates. At each subsequent reporting date until vesting, the cumulative charge to the consolidated statement of profit or loss and other comprehensive income is in accordance with the vesting conditions.

Equity settled awards granted by the Group to employees of subsidiaries are recognised in the subsidiaries' separate Financial Statements as an expense with a corresponding credit to equity. As a result, the expense recognised by the Group is the total expense associated with all such awards. Until an award has vested, any amounts recorded are contingent and will be adjusted if more or fewer awards vest than were originally anticipated. The Group has an Option Plan in place under which certain employees received options as part of the Group's retention program. Under the scheme, the options granted vest into shares on a one-to-one basis, subject to meeting the vesting requirements set out in this note. Settlement of these options will be by the issuance of shares or by on-market purchase. The Group has chosen to recognise the equity credit in the Share Based Payment Reserve.

Retention share plan

There were no share-based payments entered into in the current financial year. In the prior financial year, the Group introduced two share-based payment arrangements.

The objectives of these arrangements are to:

- provide an incentive for them to remain in their employment;
- recognise their ongoing ability and expected efforts; and
- acknowledge employees' contribution to the performance and future success of the Group and provide a means through which they may acquire Shares in the Group under the Plan rules and benefit from the potential growth in the Group's share price.

Employee Award Offer

On listing in 2018, eligible employees, which excluded Directors, were offered the opportunity to apply for shares to the value of $1,000 each, being 4,000 shares at the $0.25 initial listing price, for no consideration ('the Award Shares'). Eligible employees included permanent employees of the Group who had not received or given notice of termination of their employment on or before the date of issue of the Shares under the offer.

The shares are subject to a holding lock, which restricts the disposal of the shares for 3 years from the date the shares are granted, or such earlier time that the employee ceases to be employed by the Group.

There were 192,000 shares granted under this award, resulting in a share-based-payment expense of $48,000.

No employee awards were granted in FY20 and FY19.

Employee share option plan

The Group also adopted the Employee Share Options Plan ('ESOP') for Australian based employees. Eligibility to participate in the plan is at the Board's discretion and no Directors participated in the first grant of ESOP options.

Additional one-off grants of options were made to three senior employees on joining the Group in FY19. These options were issued on the same terms and conditions as the first in the current financial year as part of their remuneration contracts but were subject to the employees passing their probationary periods.

No share options under any share option grant have vested or been exercised. The options carry neither rights to dividends nor voting rights. Options may be exercised at any time from the date of vesting to the date of their expiry.

The key terms and conditions related to the grants under these programmes are as follows:

Measurement of fair values

The grant date fair values of the various ESOPs were independently determined using the Black-Scholes option-pricing model applying standard option pricing inputs. Key inputs are summarised below:

Plan	Grant date	Grant date fair value	Exercise price	Vesting date	Expiry date	Escrow period	Number of shares/ options granted	Number of shares/ options expired	Number of shares/ options out-standing	Value of shares/ options as at grant date	Expense recog-nised in the current year	Expense recog-nised in the prior year
										$	$	$
Award Shares 2018 Series 1	29/06/2018	$ 0.250	N/A	29/06/2018		36 months	192,000	–	192,000	48,000	–	–
ESOP LTI 2018 Series 1	29/06/2018	$ 0.056	$ 0.25	29/06/2021	29/12/2021	60% of exercised options to be escrowed for 12 months	3,250,000	2,110,000	1,140,000	182,000	15,599	15,170
ESOP LTI 2018 Series 2	29/06/2018	$ 0.057	$ 0.25	29/06/2021	29/12/2021	60% of exercised options to be escrowed for 12 months, contingent on meeting probation period	200,000	–	200,000	11,400	3,461	2,002
ESOP LTI 2019 Series 1	30/07/2018	$ 0.034	$ 0.25	30/07/2021	30/01/2022	60% of exercised options to be escrowed for 12 months, contingent on meeting probation period	400,000	–	400,000	13,600	3,904	2,193
ESOP LTI 2019 Series 2	24/09/2018	$ 0.040	$ 0.25	24/09/2021	24/03/2022	60% of exercised options to be escrowed for 12 months, contingent on meeting probation period	200,000	200,000	–	8,000	(1,075)	1,075
Total										**263,000**	**21,889**	**20,440**

Valuation model inputs	ESOP LTI 2018 Series 1	ESOP LTI 2018 Series 2	ESOP LTI 2019 Series 1	ESOP LTI 2019 Series 2
Model used	Black-Scholes	Black-Scholes	Black-Scholes	Black-Scholes
Exercise price	$0.25	$0.25	$0.25	$0.25
Risk free rate	2.14%	2.14%	2.09%	2.13%
Volatility	35.0%	35.0%	35.0%	35.0%
Dividend yield	0.0%	0.0%	0.0%	0.0%
Illiquidity discount for portion of shares subject to escrow	37.0%	29.0%	38.6%	32.0%

Employee benefit disclosures

Benefits paid to employees during the financial year, as well as employee-related liabilities are set out below:

	FY20	FY19
	$	$
Employee benefits		
Salaries and short-term benefits	9,034,673	7,460,965
Post-employment benefit	660,053	563,371
Termination payments	110,666	118,490
Share-based payment expense	21,889	20,440
Employee administration and training costs	508,321	292,684
Total employee benefits expense	**10,335,602**	**8,455,950**
Employee benefit provision		
Current portion employee benefit provision	375,481	188,685
Non-current employee benefit provisions	67,764	47,824
Total employee benefits provisions	**443,245**	**236,509**
Key management personnel benefits expense (included above)		
Salaries and short-term benefits	1,116,047	1,048,155
Post-employment benefit	105,271	99,488
Long-term employee benefits	11,560	4,195
Other benefits	39,811	–
	1,272,689	**1,151,838**

5. IPO expenses

Included in operating costs are IPO costs of $24,344 in 2019 relating to listing of the Company in June 2018 and comprise brokerage, legal and consulting fees.

6. Income tax

This note provides an analysis of the group's income tax expense and how the tax expense is affected by non-assessable and non-deductible items. It also explains significant estimates made in relation to the Group's tax position.

The income tax expense or revenue for the period is the tax payable on the current period's taxable income based on the income tax rate adjusted by changes in deferred tax assets and liabilities attributable to temporary differences and to unused tax losses.

Accumulated losses are recognised to the extent that the Group expects to make profits in the foreseeable future.

The major components of income tax expense comprise:

	FY20	FY19
	$	$
Current tax		
In respect of the current year	1,751,492	1,358,068
Under/(over) provision for prior year	–	–
Less: Tax losses not recognised	(1,751,492)	(1,358,068)
Deferred tax		
In respect of the current year	1,117,510	778,337
(Under)/over provision for prior year	–	–
Less: Unrecognised temporary differences	(1,117,510)	(778,337)
Income tax expense	**–**	**–**

The relationship between recognised tax expense and accounting profit is as follows:

	FY20	FY19
	$	$
Profit/(Loss) before income tax	**(9,686,831)**	**(7,244,382)**
Income tax (expense)/benefit calculated at the applicable rate	2,906,298	2,173,315
Income tax expense adjustments		
Tax effect of different tax rates in foreign jurisdictions	(6,221)	–
Tax effect of non-deductible expenses	(31,076)	(815,247)
Tax effect of non-assessable income	–	–
Under/(over) provision of current tax liability in prior year	–	–
Under/(over) provision of deferred tax in prior year	–	–
Income tax benefit before adjustment	**2,869,001**	**1,358,068**
Less: tax losses and timing differences not booked	(2,869,001)	(1,358,068)
Net tax expense	**–**	**–**

Deductible temporary differences, unused tax losses and unused tax credits for which no deferred tax assets have been recognised are attributable to the following:

	FY20	FY19
	$	$
Tax losses	2,928,949	1,479,531
Deductible temporary differences		
Provisions	135,028	114,506
Accruals	57,611	24,401
Other expenditure	303,251	343,227
Lease Liability	182,373	–
Intangible assets	3,053,863	1,617,665
ROU Asset	(150,219)	–
Total potential tax asset	**6,510,856**	**3,579,330**

No amounts of tax were recognised directly in equity.

7. Earnings per share

	Basic earnings per share		Dilutive earnings per share	
	FY20	FY19	FY20	FY19
Loss for the year attributable to ordinary shareholders ($)	(9,686,831)	(7,244,382)	(9,686,831)	(7,244,382)
Weighted number of ordinary shares*	404,097,367	367,996,001	404,097,367	367,996,001
Reported loss per share (cents)	**(2.40)**	**(1.97)**	**(2.40)**	**(1.97)**

* Dilutive earnings per share excludes unvested options as these are antidilutive.

8. Reconciliation of loss after income tax to net cash inflow from operating activities

	FY20	FY19
	$	$
Loss for the year	(9,686,831)	(7,244,382)
Depreciation and Amortisation	410,197	94,256
Interest revenue	(52,919)	(153,613)
Other non-cash charges	66,820	19,741
Share issue transaction costs expenses	–	24,344
Less: related movement in trade and other payables		
Changes in net assets and liabilities:		
(Increase)/decrease in assets:		
Trade and other receivables	14,284	(108,684)
Other current assets	26,862	(26,862)
Other non-current assets	(8,316)	(12,126)
Increase/(decrease) in liabilities:		
Trade and other payables	(230,994)	736,260
Provisions	186,796	16,950
Provisions (NC)	19,940	27,907
Deferred Income	366,744	(11,825)
Other liabilities	–	(45,611)
Net cash flows from operating activities	**(8,887,417)**	**(6,683,645)**

Section 2. Capital and Risk Management

9. Cash and cash equivalents

Cash comprises cash on hand, demand deposits and credit card overdrafts where there is a legal right of offset against the demand deposit accounts. Cash equivalents are short-term, highly liquid investments that are readily convertible to known amounts of cash, which are subject to an insignificant risk of changes in value and have a maturity of three months or less at the date of acquisition.

	FY20	FY19
	$	$
Cash at bank	3,996,104	3,693,752
Total cash and cash equivalents	**3,996,104**	**3,693,752**

10. Financial instruments

In the prior year, the Group has applied AASB 9 *Financial Instruments* (as amended) and the related consequential amendments to other Accounting Standards that are effective for an annual period that begins on or after 1 July 2018. The transition provisions of AASB 9 allow an entity not to restate comparatives.

AASB 9 introduced new requirements for:

- The classification and measurement of financial assets and financial liabilities,
- Impairment of financial assets, and
- General hedge accounting.

Details of these new requirements and their impact on the Group's consolidated financial statements are described below.

Financial assets

Financial assets are classified as into the following specified categories:

- as subsequently measured at amortised cost,
- subsequently measured at fair value through other comprehensive income ('OCI'); or
- subsequently measured at fair value through profit or loss.

The classification depends on the nature and purpose of the financial assets and is determined at the time of initial recognition.

Except for trade receivables that do not contain a significant financing component or for which the Group has applied the practical expedient, the Group initially measures a financial asset at its fair value. For financial assets not at fair value through profit or loss, the initial measurement value also includes transaction costs.

For a financial asset to be classified and measured at amortised cost or fair value through OCI, it needs to give rise to cash flows that are solely payments of principal and interest on the principal amount outstanding on specified dates. This assessment is performed at an instrument level.

Financial assets at amortised cost is the category most relevant to the Group.

The Group measures financial assets at amortised cost if both of the following conditions are met:

- The financial asset is held within a business model with the objective to hold financial assets to collect contractual cash flows; and
- The contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

Financial assets at amortised cost are subsequently measured using the effective interest rate ('EIR') method and are subject to impairment. Gains and losses are recognised in profit or loss when the asset is derecognised, modified or impaired.

The Group's financial assets at amortised cost include trade receivables (Note 11).

Financial Liabilities

Financial liabilities continue to be recognised initially at fair value, net of transaction costs incurred, and are subsequently measured at amortised cost.

Loans and receivables

Trade receivables, loans, and other receivables that have fixed or determinable payments that are not quoted in an active market are classified as 'loans and receivables'. Loans and receivables are measured at amortised cost using the effective interest method, less any impairment.

Interest income is recognised by applying the effective interest rate, except for short-term receivables when the recognition of interest would be immaterial. For financial assets carried at amortised cost, the amount of the impairment loss recognised is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the financial asset's original effective interest rate.

The Group has applied the exception under AASB 9 to not restate comparatives as the adoption of AASB 9 did not result in material changes.

11. Trade, other receivables and other non-current assets

Trade receivables continue to be held at amortised cost under AASB 9. The adoption of AASB 9 has however resulted in a change to the methodology by which the Group has assessed the provision for doubtful debtors from the incurred loss model to the expected credit loss model. The Group's trade receivables do not have a significant financing component. Therefore, the Group has adopted the simplified approach for measuring expected credit losses at an amount equal to lifetime expected loss allowance for its trade receivables.

Under the simplified approach the expected credit loss model requires the Group to determine the lifetime expected credit losses for groups of trade receivables with shared credit risk characteristics. An expected credit loss rate is then determined for each group, based on the historic credit loss rates for each group, adjusted for any other current observable data that may materially impact the group's future credit risk.

The requirements of AASB 9 were adopted on 1 July 2018 and applied to the Group's trade receivables at that time. Given the amount, history of collectability and aging of trade receivables recorded for the Group and associated expected credit losses, the difference between the credit loss allowances calculated under AASB 9 compared to the incurred loss calculated under AASB 139 is not material to the Group.

	FY20	FY19
	$	**$**
Trade receivables	189,743	111,485
Provision for expected credit losses	–	–
Net trade receivables	**189,743**	**111,485**
Prepayments	378,678	471,220
Total trade and other receivables	**568,421**	**582,705**
Other non-current assets		
Security deposits	259,270	250,954
Total other non-current assets	**259,270**	**250,954**

There are no debtors that are outstanding for longer than 30 days. At the date of this report, all outstanding trade receivables had been received by the business and no impairment has been made against trade receivables at the end of the financial reporting period.

Prepayments predominantly relate to insurance contracts and software subscriptions. Also included in prepayments are amounts for deposits for conferences and events which will be held in the next 12 months. Deposits are refundable should the event be cancelled due to COVID.

Other non-current assets relate to funds held by the bank as security against a guarantee issued for the premises rental contract.

12. Trade, other payables, provisions and other liabilities

Trade and other payables

Trade payables and other payables are carried at amortised cost. They represent liabilities for goods and services provided to the Group prior to the end of the financial year that are unpaid and arise when the Group becomes obliged to make future payments in respect of the purchase of these goods and services.

Provisions

Provisions are recognised when the Group has a present obligation, the future sacrifice of economic benefits is probable, and the amount of the provision can be measured reliably.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at reporting date, taking into account the risks and uncertainties surrounding the obligation. Where a provision is measured using the cash flows estimated to settle the present obligation, its carrying amount is the present value of those cash flows. When some or all of the economic benefits required to settle a provision are expected to be recovered from a third party, the receivable is recognised as an asset if it is virtually certain that recovery will be received and the amount of the receivable can be measured reliably.

	FY20	FY19
	$	$
Current trade and other payables		
Trade payables	862,605	960,847
Accrued expenses	191,218	165,939
Employee-related payables	4,986	163,017
Total current trade and other payables	**1,058,809**	**1,289,803**
Employee-related provisions	375,481	188,685
Lease liability	376,572	47,968
Total current trade and other payables, provisions and lease liabilities	**1,810,862**	**1,526,456**
Non-current trade and other payables		
Employee-related provisions	67,764	47,824
Lease liability	233,734	97,211
Total non-current trade and other payables, provisions and lease liabilities	301,498	145,035

Employee-related payables include PAYG and superannuation and provisions relate to leave liabilities, which are discussed in more details in Note 4.

Lease liabilities have been adjusted on adopting AASB 16 *Leases* on 1 July 2019, and the impact on financial statements is detailed in Note 19. The lease payments are discussed in more detail in Note 15.

13. Share capital

Ordinary shares are classified as equity. Incremental costs from the acquisition of new shares are shown in equity as a deduction, net of tax, from the proceeds.

The number of ordinary shares in issue at 30 June 2020 was 417,996,001 (2019: 367,996,001).

Date	Details	Number of shares	Issue price	$
1 July 2018	Opening balance	367,996,001		18,032,468
	Movement in the year	–		–
30 June 2019	**Closing balance**	**367,996,001**		**18,032,468**

Date	Details	Number of shares	Issue price	$
1 July 2019	Opening balance	367,996,001		18,032,468
Sep 2019	Private Placement ordinary share issue	38,700,000	$0.20	7,740,000
Oct 2019	Share Purchase Plan (SPP) ordinary share issue	5,000,000	$0.20	1,000,000
Dec 2019	Private Placement ordinary share issue (Directors)	6,300,000	$0.20	1,260,000
Dec 2019	Less: Share-issue costs	–		(421,126)
30 June 2020	**Closing balance**	**417,996,001**		**27,611,342**

14. Lease

Right-of-use assets

	Buildings	Total
	$	$
Cost		
At 1 July 2019	492,925	492,925
Additions	289,655	289,655
Disposal	–	–
Balance at 30 June 2020	**782,580**	**782,580**
Accumulated depreciation		
At 1 July 2019	–	–
Depreciation expense	(285,524)	(285,524)
Disposals	–	–
Balance at 30 June 2020	**(285,524)**	**(285,524)**
Carrying amount		
Balance at 30 June 2020	**497,056**	**497,056**

The Group leases two office buildings. The average lease term is 2 years (2019: 2.5 years). No leases expired in the current financial year and the only new lease relates to the rental of the US office building in California.

The maturity analysis of lease liabilities is presented in note 15.

	FY20	FY19
	$	$
Amounts recognised in profit and loss		
Depreciation expense on right-of-use assets	285,524	–
Interest expense on lease liabilities	40,367	–
Expense relating to short-term leases	49,400	–
Total	**375,291**	**–**

There are no short term lease commitments at 30 June 2020 (2019: Nil).

The total cash flow for leases amount to $334,424 (2019: $266,514).

15. Lease liabilities

Group as a lessee

RMA leases all of its premises. The Group moved to its current location in November 2016, with an initial lease term of 5 years. The lease term is renewable. Rent increases are a fixed rate per annum and will be negotiated on renewal. The lease is supported by a bank guarantee.

The US office signed a new lease agreement in September 2019 with an initial lease term of 39 months. The lease term is renewable. Rent increases are a fixed rate per annum and will be negotiated on renewal. The lease is supported by a lease deposit.

The Group's commitments for future minimum lease payments in relation to non-cancellable operating leases were as follows:

	Jun 20
	$
Maturity analysis	
Year 1	386,614
Year 2	200,882
Year 3	51,034
Onwards	–
	638,530
Less: unearned interest	(28,224)
	610,306
Analysed as:	
Non-Current Lease Liability	233,734
Current Lease Liability	376,572
	610,306

16. Commitments and contingencies

Other commitments and contingencies

Other than as set out in this financial report, there were no other material contingent liabilities or capital commitments as at the reporting date.

17. Financial risk management

The Group seeks to manage risks in ways that will generate and protect shareholder value. Management of risk is a continual process and an integral part of business management and corporate governance.

The Board determines overall risk tolerance, after considering the Group's strategic objectives and financial position, which is managed and monitored by the Group's finance function.

The financial risks arising from the Group's operations comprise market, credit and liquidity risk.

Market risk

Interest rate risk

Interest rate risk refers to the risk of changes in cash flow arising from exposure to changes in interest rates.

The Group's exposure to interest rate risk mainly arises from its cash reserves, which generate interest at floating rates. A decrease in the interest rates of 100 basis points (1.0%), would result in a decrease in the annual interest income of the Group by $56,000 (FY19: $74,000).

Real-estate industry

The Group is exposed to the underlying real estate industry. There is a broad correlation between property sales volumes and the number of active agents in the market, which is our target customer base. Should the real estate industry be impacted such that property sales volumes decrease, this could have a negative impact on our revenues.

COVID

Slow down in the real-estate industry could result in agents reducing subscriptions. In addition, should COVID-19 continue to impact property sales volumes negatively, this would reduce review volumes and have a knock-on effect on current revenue streams.

Credit risk

Credit risk refers to the risk that a counter party will default on its contractual obligations resulting in financial loss to the Group.

The Group has adopted a policy of only dealing with creditworthy counterparties. The majority of credit risk sits with a single counterparty, which is used to process all our subscription revenue using credit cards. The risk is mitigated by the counterparty being a large, recognised industry provider and receipts are settled daily. Exposure to the counterparty is monitored on a daily basis.

The number of post-paid customers is limited, and the Group's exposure is continually monitored. The carrying amount of financial assets recorded in the financial statements, net of any allowance for losses, represents the Group's maximum exposure to credit risk without taking account of the value of any collateral or other security obtained.

As at 30 June 2020, all debtors were neither past due nor impaired and all monies owing at the reporting date have been received.

Liquidity risk

Liquidity risk is the risk that the Group will encounter difficulty in meeting obligations as they fall due. Liquidity risk management implies maintaining sufficient cash and the availability of funding through an adequate amount of committed credit facilities to meet obligations when due.

The Group manages liquidity risk by maintaining adequate cash reserves by continuously monitoring forecast and actual cash flows.

Section 3. Other Disclosures

18. Basis of reporting

Statement of compliance

These financial statements are general purpose financial statements which have been prepared in accordance with the *Corporations Act 2001*, Accounting Standards and other authoritative pronouncements issued by the Australian Accounting Standards Board (AASB) and comply with other requirements of the law.

The financial statements comprise the consolidated financial statements of the Group.

Compliance with Australian Accounting Standards ensures that the financial statements and notes of the Group comply with International Financial Reporting Standards ('IFRS') as issued by the International Accounting Standards Board (IASB). Consequently, this financial report has been prepared in accordance with and complies with IFRS as issued by the IASB.

The financial report has been prepared on the going concern basis, which assumes continuity of normal business activities and the realisation of assets and the settlement of liabilities in the ordinary course of business.

The Group is involved in significant expansionary activity and as such, is currently cash absorbing. During the period the group incurred a loss of $9,686,831 (FY19: $7,244,382) and had net cash outflows from operating activities of $8,887,417 (FY19: $6,683,645).

The Group raised $10 million of capital in August through a private placement of 45.5 million shares to institutional and sophisticated investors at a price of $0.22 per share. This includes $2.56 million to be raised from director-related entities which will be conditional on shareholder approval which will be sought at an EGM in September 2020. The Group will also proceed with a Share Purchase Plan (SPP) to raise a further $1m from existing shareholders. The SPP enables all shareholders to acquire up to $30,000 worth of shares at a price of $0.22 per share.

At the date of this report and having considered the above factors, including estimated revenue growth and cash runway, the directors are confident that the Group will be able to continue as a going concern.

19. New and revised accounting standards and interpretations

Amendments to Accounting Standards and new Interpretations that are mandatorily effective for the current reporting period

The Group has adopted all the new and revised Standards and Interpretations issued by the Australian Accounting Standards Board (the AASB) that are relevant to its operations and effective for Annual Reporting periods on or after 1 July 2019. None of these standards has had a material impact on RMA in the current or future reporting periods or on foreseeable future transactions. The Group does not intend to early adopt any of the pronouncements.

AASB 16 Leases

The Group adopted AASB 16 *Leases* on 1 July 2019. AASB 16 eliminates the classification of leases as either operating leases or finance leases for lessees as required by AASB 117 *Leases* and instead, introduces a single lessee accounting model. The change to the definition of a lease mainly relates to the concept of control. AASB 16 determines whether a contract contains a lease on the basis of whether the customer has the right to control the use of an identified asset for the period of time in exchange for consideration. Applying that model, a lessee is required to recognise:

- assets and liabilities for all leases with a term of more than 12 months in the consolidated statement of financial position, initially measured at the present value of future lease payments, unless the underlying asset is of low value;
- amortisation of lease assets separately from interest on lease liabilities in the consolidated statement of profit or loss; and
- the total amount of cash paid into a principal portion (presented within financing activities) separately from interest (presented within operating activities) in the consolidated statement of cash flows.

The Group applied the cumulative catch-up approach in transitioning to AASB 16 using an incremental borrowing rate of 6.0% to calculate the lease liability. The allowed alternative was applied to calculate the right-of-use asset, which was measured at an amount equal to the lease liability, adjusted by the amount of any prepaid or accrued lease payments relating to that lease recognised in the statement of financial position.

The impact on the Group's financial statements is summarised in the tables below.

Balance sheet impact @ 1 July 2019	$
Increase in non-current asset (recognition of lease right-of-use)	486,403
Increase in liabilities from recognition of lease liabilities	(486,403)

The only material leases identified with terms of more than 12 months relate to the leasing of office premises. During this financial year, RMA entered into a new lease contract for the US office premises.

20. Standards on issue but not yet effective

New standards and amendments are effective for annual periods beginning after 1 July 2019 and earlier application is permitted. The Group has elected not to early adopt the new or amended standards in preparing these financial statements.

RMA does not believe these Accounting Standards and Interpretations in issue but not effective will have a material impact in future periods on the financial statements of the Group.

21. Summary of significant accounting policies

Included below are the significant accounting policies not disclosed in the notes above and which have been adopted in the preparation and presentation of the financial report.

Consolidation

The consolidated financial statements include the financial statements of the Group, and the information and results of each subsidiary from the date on which the Group obtains control and until such time as the Group ceases to control such entity. An entity is controlled when RMA is exposed to, or has rights to, variable returns from involvement with the entity and has the ability to affect those returns through power over the entity.

When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies in line with the Group's accounting policies. In reporting the consolidated financial statements, all intercompany balances and transactions, and unrealised profits or losses within the Group are eliminated in full.

Goods and Services Tax (GST)

Revenues, expenses and assets are recognised net of the amount of goods and services tax (GST), except:

- where the amount of GST incurred is not recoverable from the taxation authority, it is recognised as part of the cost of acquisition of an asset or as part of an item of expense; or
- for receivables and payables which are recognised inclusive of GST.

The net amount of GST recoverable from, or payable to, the taxation authority is included as part of receivables or payables.

Cash flows are included in the statement of cash flows on a gross basis. The GST component of cash flows arising from investing and financing activities, which is recoverable from, or payable to, the taxation authority, is classified as operating cash flows.

Leases

The Group as lessee

The Group assesses whether a contract is or contains a lease, at inception of the contract. The Group recognises a right-of-use asset and a corresponding lease liability with respect to all lease arrangements in which it is the lessee, except for short-term leases (defined as leases with a lease term of 12 months or less) and leases of low value assets (such as tablets and personal computers, small items of office furniture and telephones). For these leases, the Group recognises the lease payments as an operating expense on a straight-line basis over the term of the lease unless another systematic basis is more representative of the time pattern in which economic benefits from the leased assets are consumed.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted by using the rate implicit in the lease. If this rate cannot be readily determined, the Group uses its incremental borrowing rate.

Lease payments included in the measurement of the lease liability comprise:

- Fixed lease payments (including in-substance fixed payments), less any lease incentives receivable;
- Variable lease payments that depend on an index or rate, initially measured using the index or rate at the commencement date;
- The amount expected to be payable by the lessee under residual value guarantees;
- The exercise price of purchase options, if the lessee is reasonably certain to exercise the options; and
- Payments of penalties for terminating the lease, if the lease term reflects the exercise of an option to terminate the lease.

The lease liability is presented as a separate line in the consolidated statement of financial position.

The lease liability is subsequently measured by increasing the carrying amount to reflect interest on the lease liability (using the effective interest method) and by reducing the carrying amount to reflect the lease payments made.

The Group remeasures the lease liability (and makes a corresponding adjustment to the related right-of-use asset) whenever:

- The lease term has changed or there is a significant event or change in circumstances resulting in a change in the assessment of exercise of a purchase option, in which case the lease liability is remeasured by discounting the revised lease payments using a revised discount rate.
- The lease payments change due to changes in an index or rate or a change in expected payment under a guaranteed residual value, in which cases the lease liability is remeasured by discounting the revised lease payments using an unchanged discount rate (unless the lease payments change is due to a change in a floating interest rate, in which case a revised discount rate is used).
- A lease contract is modified and the lease modification is not accounted for as a separate lease, in which case the lease liability is remeasured based on the lease term of the modified lease by discounting the revised lease payments using a revised discount rate at the effective date of the modification.

The Group did not make any such adjustments during the periods presented.

The right-of-use assets comprise the initial measurement of the corresponding lease liability, lease payments made at or before the commencement day, less any lease incentives received and any initial direct costs. They are subsequently measured at cost less accumulated depreciation and impairment losses.

Whenever the Group incurs an obligation for costs to dismantle and remove a leased asset, restore the site on which it is located or restore the underlying asset to the condition required by the terms and conditions of the lease, a provision is recognised and measured under AASB 137 *Provisions, Contingent Liabilities and Contingent Assets*. To the extent that the costs relate to a right-of-use asset, the costs are included in the related right-of-use asset, unless those costs are incurred to produce inventories.

Right-of-use assets are depreciated over the shorter period of lease term and useful life of the underlying asset. If a lease transfers ownership of the underlying asset or the cost of the right-of-use asset reflects that the Group expects to exercise a purchase option, the related right-of-use asset is depreciated over the useful life of the underlying asset. The depreciation starts at the commencement date of the lease.

The right-of-use assets are presented as a separate line in the consolidated statement of financial position.

The Group applies AASB 136 *Impairment of Assets* to determine whether a right-of-use asset is impaired and accounts for any identified impairment loss as described in the 'Property, Plant and Equipment' policy (as outlined in the financial report for the Annual Reporting period).

Variable rents that do not depend on an index or rate are not included in the measurement the lease liability and the right-of-use asset. The related payments are recognised as an expense in the period in which the event or condition that triggers those payments occurs and are included in the line "Other expenses" in profit or loss.

As a practical expedient, AASB 16 permits a lessee not to separate non-lease components, and instead account for any lease and associated non-lease components as a single arrangement. The Group has not used this practical expedient. For a contracts that contain a lease component and one or more additional lease or non-lease components, the Group allocates the consideration in the contract to each lease component on the basis of the relative stand-alone price of the lease component and the aggregate stand-alone price of the non-lease components.

22. Use of judgements and estimates

In preparing these consolidated financial statements, management has made judgements, estimates and assumptions that affect the application of the Group's accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to estimates are recognised prospectively. COVID has not had an impact on the expected credit losses on debtors, due the short-term nature of debtors and all outstanding balances have subsequently been collected.

Judgements

Information about judgements made in applying accounting policies that have the most significant effects on the amounts recognised in the consolidated financial statements is included in the following notes:

- Note 4 – fair value of employee options: underlying valuation assumptions as well as management's estimate of number of options which will be exercised.

Assumptions and estimation uncertainties

Information about assumptions and estimation uncertainties that have a significant risk of resulting in a material adjustment to the carrying amounts of assets and liabilities within the year ending 30 June 2019 is included in the following notes:

- Note 6 – recognition of deferred tax assets: availability of future taxable profit against which tax losses carried forward can be used.
- Notes 4 and 12 – recognition and measurement of provisions and contingencies: key assumptions about the likelihood and magnitude of an outflow of resources.

23. Plant and equipment

Plant and equipment are measured on the cost basis less depreciation and impairment losses.

The carrying amount of plant and equipment is reviewed annually by management to ensure it is not in excess of the recoverable amount from those assets. The recoverable amount is assessed on the basis of expected net cash flows that will be received from the asset's employment and subsequent disposal. The expected net cash flows have been discounted to present values in determining recoverable amounts.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs and maintenance are charged to profit or loss during the financial period in which they are incurred.

Depreciation

The depreciable amount of all fixed assets are depreciated over their estimated useful lives to the entity commencing from the time the asset is held ready for use.

The asset's residual values and useful lives are reviewed, and adjusted if appropriate, at each balance date. An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposals are determined by comparing proceeds with the carrying amount. These gains or losses are included in the statement of profit or loss and other comprehensive income.

Computer Hardware	2 – 5 years
Furniture and Fittings	5 – 10 years

Details of Plant and Equipment are set out below:

	Computer hardware at cost	Furniture and fittings at cost	Total
	$	$	$
Gross carrying amount			
Balance at FY18	**106,811**	**187,410**	**294,221**
Additions	90,173	14,276	104,449
Disposal	(16,334)	–	(16,334)
Balance at FY19	**180,650**	**201,686**	**382,336**
Additions	68,343	20,410	88,753
Disposal	(7,450)	(53,010)	(60,460)
Balance at FY20	**241,543**	**169,086**	**410,629**
Accumulated depreciation			
Balance at FY18	**(49,993)**	**(50,999)**	**(100,992)**
Depreciation expense	(44,761)	(34,212)	(78,973)
Disposals	13,948	–	13,948
Balance at FY19	**(80,806)**	**(85,211)**	**(166,017)**
Depreciation expense	(55,561)	(24,841)	(80,402)
Disposals	3,638	27,325	30,963
Balance at FY20	**(132,729)**	**(82,727)**	**(215,456)**
Net book value			
As at FY19	99,844	116,475	216,319
As at FY20	**108,814**	**86,359**	**195,173**

24. Intangible assets

Intangible assets for the Group comprise computer software and long-term domain name right-of-use assets.

Intangible assets are initially recognised at cost, which includes all implementation costs associated with bringing the intangibles to a state ready for use. All intangible assets have finite lives and are carried at cost less accumulated amortisation and accumulated impairment losses.

Internally generated assets will be recognised where the cost of actual development can be reliably measured and clearly distinguished from research and ongoing operating and maintenance activities. Given software development occurs contemporaneously with the research phase and operating and maintenance activities, the separation of the cost of development can be imprecise and difficult to reliably measure.

Accordingly, where the expenditure related to the development activity cannot be reliably measured, the Group expenses the amounts in the period they are incurred. No internally generated computer software assets have been recognised during the period.

Amortisation

The amortisation of all intangible assets are amortised over their estimated useful lives to the entity commencing from the time the asset is held ready for use.

Details of Intangible assets are set out below:

	Computer Software	Domain Names	Total
	$	$	$
Gross carrying amount			
Balance at FY18	**–**	**5,965**	**5,965**
Additions	69,887	10,064	79,951
Disposal	–	–	–
Balance at FY19	**69,887**	**16,029**	**85,916**
Additions	–	14,941	14,941
Disposal	–	–	–
Balance at FY20	**69,887**	**30,970**	**100,857**
Accumulated Amortisation			
Balance at FY18	**–**	**–**	**–**
Amortisation expense	(5,824)	(9,459)	(15,283)
Disposals	–	–	–
Balance at FY19	**(5,824)**	**(9,459)**	**(15,283)**
Amortisation expense	(23,296)	(18,408)	(41,704)
Disposals	–	–	–
Balance at FY20	**(29,120)**	**(27,867)**	**(56,987)**
Net book value			
As at FY19	64,063	6,570	70,633
As at FY20	**40,767**	**3,103**	**43,870**

25. Group structure

RMA Global Limited (the 'Company') is a company domiciled in Australia and is a for-profit entity primarily involved in online digital marketing, providing extensive data on real estate agents, their active residential property listings and sale results as well as reviews from vendors and buyers of residential real estate.

Details of the Group's subsidiaries at the end of the reporting period are as follows:

Name	Principal activity	Principal place of business	Ownership interest	
			2020	2019
DC Global Pty Ltd[1,2]	Dormant	Australia	100%	100%
Property Results Online Pty. Ltd[1,2]	Software Development	Australia	100%	100%
Propertyresultsonline.com.au[1,2]	Dormant	Australia	100%	100%
Property Tycoon Pty. Ltd[1,2]	Dormant	Australia	100%	100%
Propertytycoon.com.au Pty. Ltd[1,2]	Dormant	Australia	100%	100%
RateMyAgent.com Pty Ltd[1,2]	Online digital marketing	Australia	100%	100%
RateMyAgent Inc[3]	Online digital marketing	USA	100%	100%

Notes:

1. These wholly-owned subsidiaries have entered into a deed of cross guarantee with RMA Global Limited pursuant to ASIC Corporations (Wholly-owned Companies) Instrument 2016/785 and are relieved from the requirement to prepare and lodge an audited financial report.
2. These companies are members of the tax-consolidated group.
3. RateMyAgent Inc was incorporated in December 2018.

26. Parent entity financial information

The individual Financial Statements for the parent entity, RMA Group Limited are reflected below. They have been prepared on the same bases as the Consolidated Financial Statements.

	FY20	FY19
	$	$
Profit/(loss) profit from ordinary operations	590,236	(731,013)
Impairment of investment in subsidiary	(21,769)	(141,511)
Reversal of impairment/(Impairment) of loan to subsidiary	(10,083,085)	885,864
Net (loss)/profit for the year	(9,514,618)	13,340
Other comprehensive income	–	–
Total comprehensive (loss)/profit for the year	**(9,514,618)**	**13,340**

	FY20	FY19
	$	$
Current assets	223,407	142,732
Non-current assets	–	–
Total Assets	**223,407**	**142,732**
Current liabilities	11,466	16,936
Non-current liabilities	600	600
Total liabilities	**12,066**	**17,536**
Net Assets	**211,341**	**125,196**
Share capital	27,611,341	18,032,467
Reserves	7,747,041	7,725,152
Accumulated losses	(35,147,041)	(25,632,423)
Total Equity	**211,341**	**125,196**

27. Deed of Cross Guarantee

RMA Global Limited, and some Australian wholly-owned subsidiaries as specified in note 25 are party to a Deed of Cross Guarantee under which each company guarantees the debts of the others. By entering into the deed, the relevant wholly-owned subsidiaries have been relieved from the requirement to prepare the financial report and Directors' Report under ASIC Corporations (wholly-owned companies) Instrument 2016/785 issued by the Australian Securities and Investments Commission.

Consolidated statement of profit or loss and retained earnings

	FY20	FY19
	$	$
Loss before tax	(7,352,413)	(7,201,555)
Income tax expense	–	–
Loss after tax	**(7,352,413)**	**(7,201,555)**
Retained earnings at beginning of the year	(22,831,884)	(15,630,329)
Transfers from reserves	–	–
Dividends declared	–	–
Retained earnings at the end of the year	**(30,184,297)**	**(22,831,884)**

Consolidated statement of financial position

	FY20	FY19
	$	$
Assets		
Current Assets		
Cash and cash equivalents	3,931,841	3,657,958
Trade and other receivables	502,220	521,385
Other current assets	–	26,862
Total Current Assets	**4,434,061**	**4,206,205**
Non-current Assets		
Plant and equipment	180,391	216,320
Intangible assets	43,870	70,633
Right-of-use Asset	281,671	–
Investment in subsidiaries	72,355	72,355
Receivables to RMA Group companies outside the Deed	2,217,661	4,063
Other non-current assets	244,756	244,261
Total Non-current Assets	**3,040,704**	**607,632**
Total Assets	**7,474,765**	**4,813,837**
Liabilities		
Current Liabilities		
Trade and other payables	955,250	1,220,030
Provisions	357,469	188,685
Deferred Income	553,315	286,751
Lease Liabilities	277,275	47,968
Total Current Liabilities	**2,143,309**	1,743,434
Non-current Liabilities		
Provisions	67,764	47,824
Lease Liabilities	89,974	97,211
Total Non-current Liabilities	**157,738**	145,035
Total Liabilities	**2,301,047**	1,888,469
Net Assets	**5,173,718**	**2,925,368**
Equity		
Share capital	27,611,342	18,032,468
Reserves	7,747,041	7,725,152
Accumulated losses	(30,184,665)	(22,832,252)
Total Equity	**5,173,718**	**2,925,368**

28. Related parties

Name	Principal place of business	Ownership interest	
		2020	2019
DC Global Pty Ltd	Australia	100%	100%
Property Results Online Pty. Ltd	Australia	100%	100%
Propertyresultsonline.com.au	Australia	100%	100%
Property Tycoon Pty. Ltd	Australia	100%	100%
Propertytycoon.com.au Pty. Ltd	Australia	100%	100%
RateMyAgent.com Pty Ltd	Australia	100%	100%
RateMyAgent Inc	USA	100%	100%

29. Related party transactions

Kidder Williams

Kidder Williams, a Corporate Advisory firm associated with David Williams, received a fee for advisory services of $75,000 relating to the successful completion of the capital raise in September/October 2019, paid in cash. Kidder Williams is also to receive a fee for advisory services equal to 1% of the transaction value on the successful completion of the capital raise by placement and SPP in FY21 estimated at between $110,000 and $120,000.

Armstrong Property Planning

Certain minor data-related services and accounts, which amount to less than $1,000 p.a. and pre-date the formation of the Group, are in the name of Armstrong Property Planning, an entity associated with Mr Mark Armstrong. The Group pays the associated invoices directly to the service provider.

30. Remuneration of auditors

Included in other operating expenses are fees to our auditors, Deloitte Touche Tohmatsu, for services rendered, which are detailed below:

	FY20	FY19
	$	$
Audit or review of the financial report	66,450	61,300
Non-Audit services		
Tax-related services and advice	46,200	45,500
Other non-audit services[1]	31,025	69,000
Total fees to auditors	**143,675**	**175,800**

Note:

1. Other non-audit services comprise R&D consulting and transfer pricing work.

31. Dividends

For the near-term, the Group will be focusing on growing and reinvesting revenues in the business. There will be no dividend in respect of FY20.

32. Significant events after the reporting date

On 7 August 2020 Mr. Mark Armstrong stepped down as CEO in order to focus on driving US growth. Mr. Michael Davey, the COO, was appointed as CEO from 10 August 2020.

During the 2021 financial year RMA Global underwent a capital raising to fund ongoing operations including accelerating the Group's expansion into the USA. In August 2020, the Group raised $10,000,000 through a private placement of 45,454,545 ordinary shares at a price of $0.22 per share. This includes $2,555,000 to be raised from director-related entities which will be conditional on shareholder approval which will be sought at an EGM in September 2020.

The Group will also proceed with a Share Purchase Plan (SPP) to raise a further $1m from existing shareholders. The SPP enables all shareholders to acquire up to $30,000 worth of shares at a price of $0.22 per share.

The Directors are not aware of any other item, transaction or event of a material and unusual nature which occurred between the end of the financial year and the date of this report, which is not dealt with in this report and, in the opinion of the Directors of the Company, is likely to significantly affect the operations of the Group, the results of those operations, or the state of affairs of the Group in future financial years.

Between the end of the FY20 financial year and the date of this report, COVID has not had a significant impact on the business, with monthly revenues in all geographic locations increasing. This does not imply that future business would not be impacted by COVID, however, this cannot be reliably quantified.

Directors' Declaration

The Directors declare that:

(a) in the Directors' opinion, there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable;

(b) in the Directors' opinion, the attached financial statements are in compliance with International Financial Reporting Standards, as stated in note 18 to the financial statements;

(c) in the Directors' opinion, the attached financial statements and notes thereto are in accordance with the *Corporations Act 2001*, including compliance with accounting standards and giving a true and fair view of the financial position and performance of the consolidated entity; and

(d) the Directors have been given the declarations required by s.295A of the *Corporations Act 2001*.

At the date of this declaration, the Company is within the class of companies affected by ASIC Corporations (Wholly owned Companies) Instrument 2016/785. The nature of the deed of cross guarantee is such that each company which is party to the deed guarantees to each creditor payment in full of any debt in accordance with the deed of cross guarantee.

In the Directors' opinion, there are reasonable grounds to believe that the Company and the companies to which ASIC Corporations (Wholly owned Companies) Instrument 2016/785 applies, as detailed in note 27 to the financial statements will, as a group, be able to meet any liabilities to which they are, or may become, subject because of the deed of cross guarantee.

Signed in accordance with a resolution of the Directors made pursuant to s.295(5) of the *Corporations Act 2001*.

On behalf of the Directors

David Williams
Chairman

Melbourne
27 August 2020

Independent Auditor's Report

Deloitte.

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Independent Auditor's Report to the members of RMA Global Limited

Report on the Audit of the Financial Report

Opinion

We have audited the financial report of RMA Global Limited (the "Company") and its subsidiaries (the "Group") which comprises the consolidated statement of financial position as at 30 June 2020, the consolidated statement of profit or loss and other comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and the directors' declaration.

In our opinion, the accompanying financial report of the Group is in accordance with the *Corporations Act 2001*, including:

(i) giving a true and fair view of the Group's financial position as at 30 June 2020 and of its financial performance for the year then ended; and

(ii) complying with Australian Accounting Standards and the *Corporations Regulations 2001*.

Basis for Opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Report* section of our report. We are independent of the Group in accordance with the auditor independence requirements of the *Corporations Act 2001* and the ethical requirements of the Accounting Professional & Ethical Standards Board's APES 110 *Code of Ethics for Professional Accountants (including Independence Standards)* (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We confirm that the independence declaration required by the *Corporations Act 2001*, which has been given to the directors of the Company, would be in the same terms if given to the directors as at the time of this auditor's report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Key Audit Matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the financial report for the current period. These matters were addressed in the context of our audit of the financial report as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Deloitte.

Key Audit Matter	How the scope of our audit responded to the Key Audit Matter
Operating segments RMA Global Limited has previously identified the Chief Operating Decision Maker ("CODM"), and operating segments based on internal information used to allocate resources. Operating segments have been identified based on geography. In the current year management has reassessed and have determined that there are two reportable operating segments.	Our procedures included, but were not limited to: • Evaluating management's assessment of identified operating segments • Reviewing the information provided to the CODM in order to allocate resources • Evaluating management's assessment of the number of reportable segments • Assessing the appropriateness of each segment's disclosure in the financial report based on internal information provided to the CODM • Verifying the accuracy of disclosure by reconciling balances disclosed to the underlying audited trial balance(s). We have also assessed the appropriateness of the disclosures in Note 1 to the financial statements.

Other Information

The directors are responsible for the other information. The other information comprises the information included in the Group's annual report for the year ended 30 June 2020, but does not include the financial report and our auditor's report thereon.

Our opinion on the financial report does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of the Directors for the Financial Report

The directors of the Company are responsible for the preparation of the 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 financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the directors are responsible for assessing the ability of the Group to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

Auditor's Responsibilities for the Audit of the Financial Report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

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As part of an audit in accordance with the Australian Auditing Standards, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.

- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.

- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.

- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the financial report. We are responsible for the direction, supervision and performance of the Group's audit. We remain solely responsible for our audit opinion.

We communicate with the directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, actions taken to eliminate threats or safeguards applied.

From the matters communicated with the directors, we determine those matters that were of most significance in the audit of the financial report of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

Report on the Remuneration Report

Opinion on the Remuneration Report

We have audited the Remuneration Report included in pages 22 to 29 of the Directors' Report for the year ended 30 June 2020.

In our opinion, the Remuneration Report of RMA Global Limited, for the year ended 30 June 2020, complies with section 300A of the *Corporations Act 2001*.

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Responsibilities

The directors of the Company are responsible for the preparation and presentation of the Remuneration Report in accordance with section 300A of the *Corporations Act 2001*. Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with Australian Auditing Standards.

Deloitte Touche Tohmatsu

DELOITTE TOUCHE TOHMATSU

Anneke du Toit
Partner
Chartered Accountants
Melbourne, 27 August 2020

Other Information as Required by the ASX

The Shareholder information set out below was applicable as at 26 August 2020.

Top 20 Shareholders

Rank	Name	Shares Held	% of Issued Capital
1	LAWN VIEWS PTY LTD <ANGELA WILLIAMS FAMILY A/C>	62,007,971	13.7%
2	HECTOR GEORGE PTY LTD <ARMSTRONG FAMILY A/C>	53,976,769	12.0%
3	LAWN VIEWS PTY LTD <THE KIDDER WILLIAMS INV A/C>	35,016,790	7.8%
4	PERRONNET HOLDINGS PTY LTD <THE PERRONNET FAMILY A/C>	26,970,133	6.0%
5	RENTIERS PTY LTD	25,376,586	5.6%
6	EVRA PTY LTD <VAN ROOSENDAAL FAMILY A/C>	20,621,674	4.6%
7	MOGGS CREEK PTY LTD <MOGGS CREEK SUPER A/C>	20,132,843	4.5%
8	THE TRUST COMPANY (AUSTRALIA) LIMITED <MOF A/C>	18,382,029	4.1%
9	CITICORP NOMINEES PTY LIMITED	16,379,449	3.6%
10	MERRILL LYNCH (AUSTRALIA) NOMINEES PTY LIMITED	14,648,010	3.2%
11	CS THIRD NOMINEES PTY LIMITED <HSBC CUST NOM AU LTD 13 A/C>	12,534,091	2.8%
12	HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	9,658,652	2.1%
13	NATIONAL NOMINEES LIMITED	9,465,652	2.1%
14	J P MORGAN NOMINEES AUSTRALIA PTY LIMITED	6,318,858	1.4%
15	ROYGAV PTY LTD <THE ROYGAV FAMILY A/C>	4,519,161	1.0%
16	KIDDER WILLIAMS LIMITED	4,468,597	1.0%
17	MS KOH LIAN HUA	3,997,545	0.9%
18	BNP PARIBAS NOMINEES PTY LTD <IB AU NOMS RETAILCLIENT DRP>	3,298,762	0.7%
19	UBS NOMINEES PTY LTD	3,209,787	0.7%
20	MR CHRISTOPHER ALLEN ASTON PALMER	3,180,640	0.7%
	Shares in Top 20	**354,163,999**	**78.4%**
	Shares outside Top 20	**97,672,911**	**21.6%**
	Total Shares	**451,836,910**	**100%**

Substantial Shareholders

Holder Name	Shares Held	% of Issued Capital
DAVID WILLIAMS	121,626,201	26.9%
HECTOR GEORGE PTY LTD <ARMSTRONG FAMILY A/C>	56,276,769	12.5%
PERRONNET HOLDINGS PTY LTD <THE PERRONNET FAMILY A/C>	26,970,133	6.0%
RENTIERS PTY LTD	25,376,586	5.6%
Total substantial shareholders	**230,249,689**	**51.0%**
Other Shareholders	221,587,221	49.0%
Total	**451,836,910**	**100.0%**

Range of Units	Total Holders	Shares Held	% of Issued Capital
1 – 1,000	39	10,036	0.0%
1,001 – 5,000	218	703,163	0.2%
5,001 – 10,000	107	866,475	0.2%
10,001 – 100,000	403	15,958,130	3.5%
100,001 Over	175	434,299,106	96.1%
Total	**942**	**451,836,910**	**100.0%**

Unmarketable Parcels	Minimum Parcel Size	Holders	Shares
Minimum $ 500.00 parcel at $ 0.2700 per unit	1,852	74	65,673

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Corporate Information

Auditor

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Securities Exchange Listing

RMY Global shares are listed on the Australian Securities Exchange (ASX: RMY)

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www.colliercreative.com.au #RMA0004

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