

# ASX Announcement

Quarterly business update and Appendix 4C

31 July 2025

RMA Global Limited

ABN 69 169 102 523

Level 1, 112-114 Balmain Street  
Cremorne, VIC, 3121

## First Full Year of Positive Operating Cashflows; Growth Accelerates

### Highlights

RMA has delivered a strong finish to FY25.

- **Positive Operating Cash Flow for the Full Year**

The company reported a net operating cash inflow of \$32k in Q4 FY25, a notable turnaround from the \$76k outflow in Q4 FY24. This marks RMA's first full year of positive operating cash flows, \$0.3m in FY25 compared to a \$3.1 million outflow in FY24—an important milestone reflecting the company's improving financial position. Cash on hand at 30 June 2025 was \$4m.

- **Revenue Growth Across All Markets**

Group recurring revenue for the quarter grew 21% year-on-year to \$5.6 million (growing 13% year-on-year to \$20.7m for full year), with strong performance in both the US and ANZ:

- US Subscription Revenue rose 55% in Q4 FY25 vs Q4 FY24, driven by Curated Social and expanded brokerage partnerships. On an organic basis (excluding Curated Social), revenue was up 5% year-on-year.
- ANZ had 11% growth in revenue, supported by a reduction in churn and improved sales from a refreshed leadership team.

The company is successfully evolving its product suite to provide a seamless, best-in-class, integrated experience for agents and by fostering deeper relationships with brokerages.

Chairman David Williams said, "I'm delighted by the transformation achieved in FY25. Our first year of positive operating cash flow is a defining milestone. With a new leadership team in place, we are well-positioned to build on this momentum and deliver sustainable growth. The response from the market, especially from US brokerages, has been incredibly encouraging. For FY26, we are confident that the combined strength of our Curated Social and RMA offerings will lead to increased shareholder value."

## Quarterly Performance

RMA Global Limited (ASX: RMY) (“RMA” or “the Company”) has closed FY25 with clear momentum, marking a pivotal year of disciplined execution with accelerating growth and significant improvements in profitability.

The Company is gaining strong traction in the US market, with the successful integration of Curated Social adding meaningful scale and depth to its product suite. Curated Social now contributes 10% of group recurring revenue, validating its strategic fit and its role in strengthening brokerage partnerships.

The launch of RMA Social Studio—the company’s combined offering in the US—has been met with strong early demand from agents and brokerages.

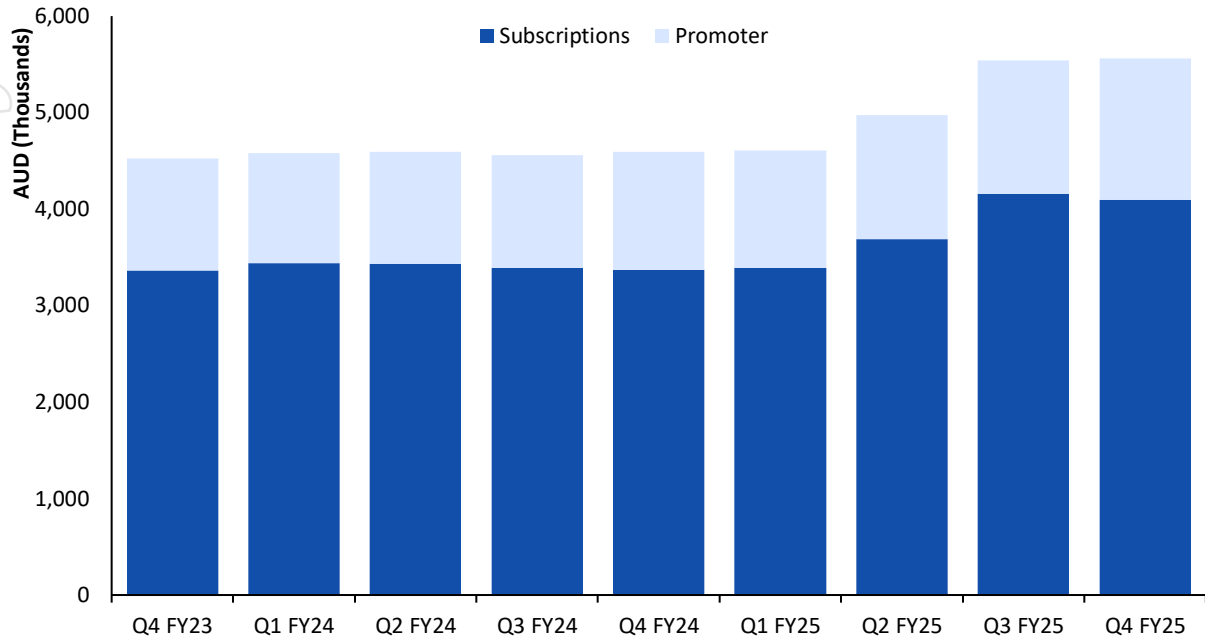
Group recurring revenue grew 21% year-on-year to \$5.6 million in Q4 FY25, underpinned by a 22% lift in subscription revenue and a 19% increase in promoter revenue. Even excluding the impact of the Curated Social acquisition, organic revenue growth remained robust at 9% compared to Q4 FY24.

The company also continued to enhance operational efficiency, delivering positive operating cash flow of \$32k for the quarter—its fourth consecutive quarter in the black. For the full year, operating cash flow reached \$258k, a sharp turnaround from the \$3.1 million outflow recorded in FY24. These results reflect a clear shift toward sustainable, profitable growth.

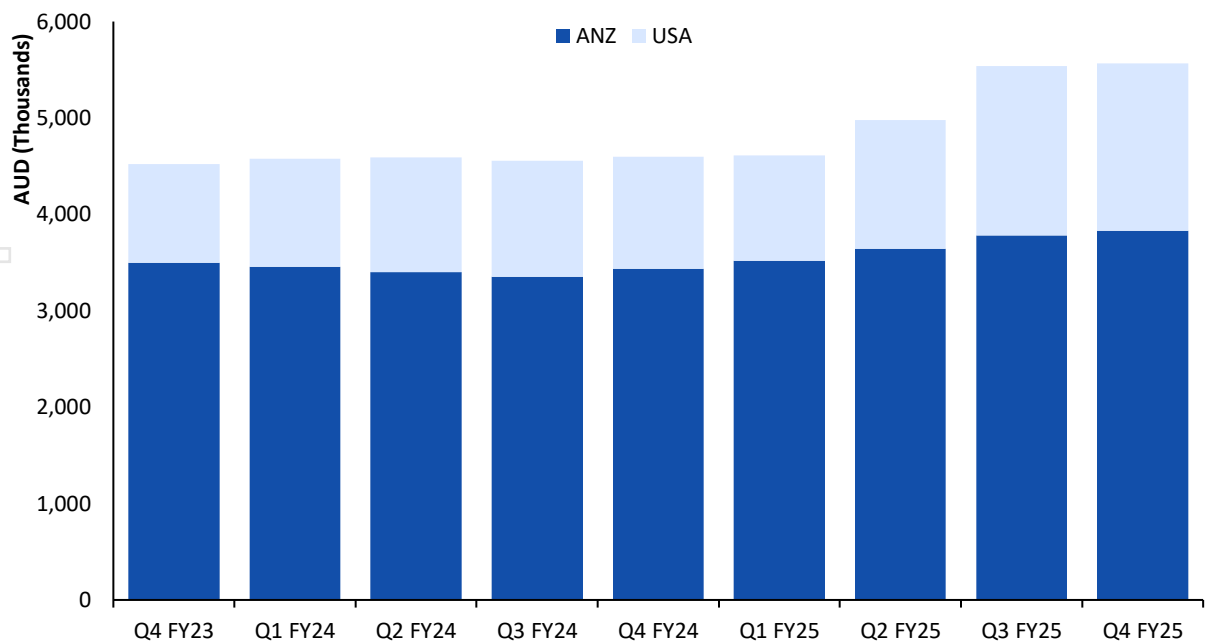
CEO Jim Crisera commented, “This was a milestone quarter for RMA. We delivered our first cashflow-positive year and continued to scale revenue, demonstrating that our strategic plan is working. Curated Social is already a valuable growth engine, and the early response to Social Studio in the US has been incredibly promising. We believe there’s strong demand for this kind of full-service social media toolkit—both in the US and soon, in ANZ.

With the right leadership and structure now embedded across both regions, we’re entering FY26 with strong foundations and real momentum. Our focus remains on equipping agents and brokerages with smart, integrated solutions that help them stand out and succeed. That, in turn, is how we’ll continue delivering long-term, sustainable value for shareholders.”

Group revenues by product



Group revenues by geography



## USA

The US housing market remained subdued into 2025, following two of the slowest years for existing home sales in nearly three decades. Elevated interest rates—hovering between 6% and 8% since late 2022—have continued to limit mobility, with many homeowners opting to hold onto historically low mortgage rates secured in prior years.

Despite the ongoing softness in transaction volumes, RMA continued to gain ground in the US. As of 30 June 2025, there were over 375,000 US agents on the platform, collectively amassing more than 963,000 verified reviews—up 12% from the prior year.

The Company recorded US subscription revenue of \$1.7 million in Q4 FY25, a 55% increase year-on-year. This growth was primarily fueled by the successful integration of Curated Social and expanded partnerships with leading national brokerages. On an organic basis, excluding Curated Social, subscription revenue grew 5%.

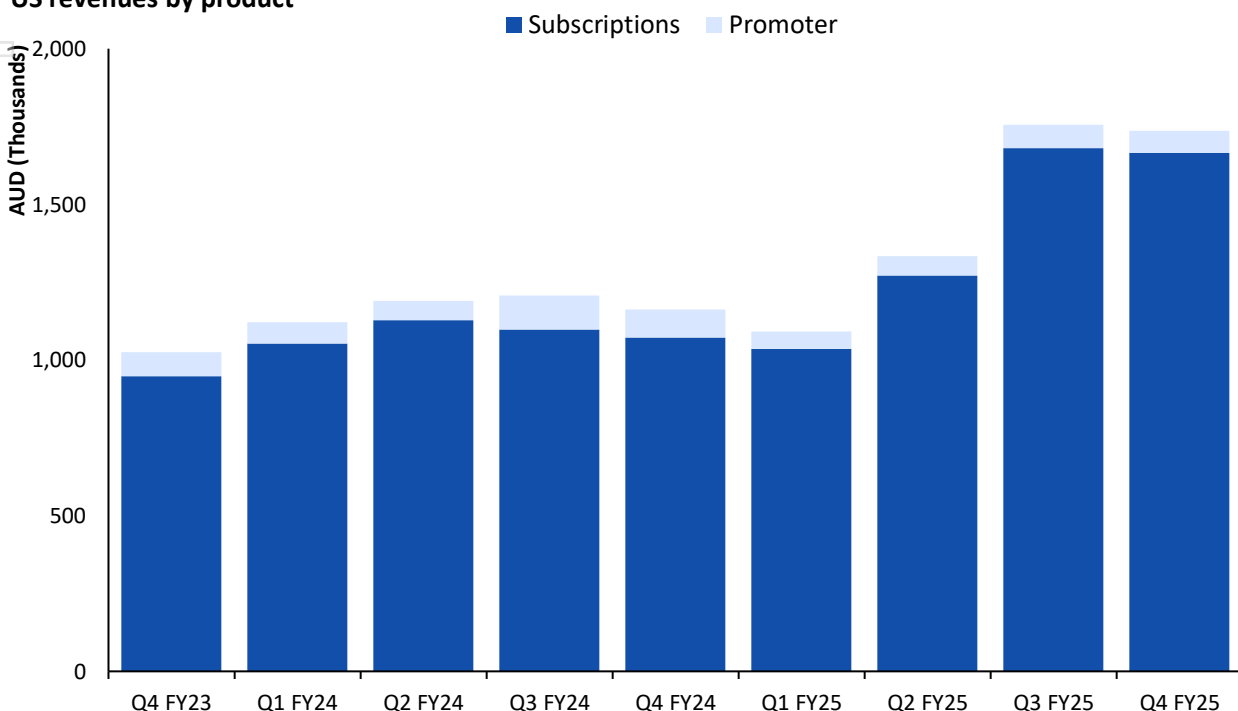
RMA’s strategy remains tightly focused on the top-performing 30% of US agents and teams—those responsible for over 80% of national transaction activity. These agents typically operate within high-output brokerages and maintain a constant need for marketing, branding, and visibility.

Looking ahead, the company will continue to drive deeper penetration within this segment by leveraging partnerships with large brokerages and technology platforms to scale distribution. These relationships are central to converting freemium users into paying customers, and to upselling value-added tools such as automated marketing and performance insights.

Curated Social is a cornerstone of this strategy, enabling agents to stay active between transactions through a robust AI supported catalogue of real estate-specific social media content. This helps agents remain top-of-mind with their networks and strengthens their personal brand in an increasingly competitive market.

With a strong, experienced US leadership team now fully operational, RMA is well-positioned to build on this momentum and capture greater share in FY26.

US revenues by product



## Australia and New Zealand (ANZ)

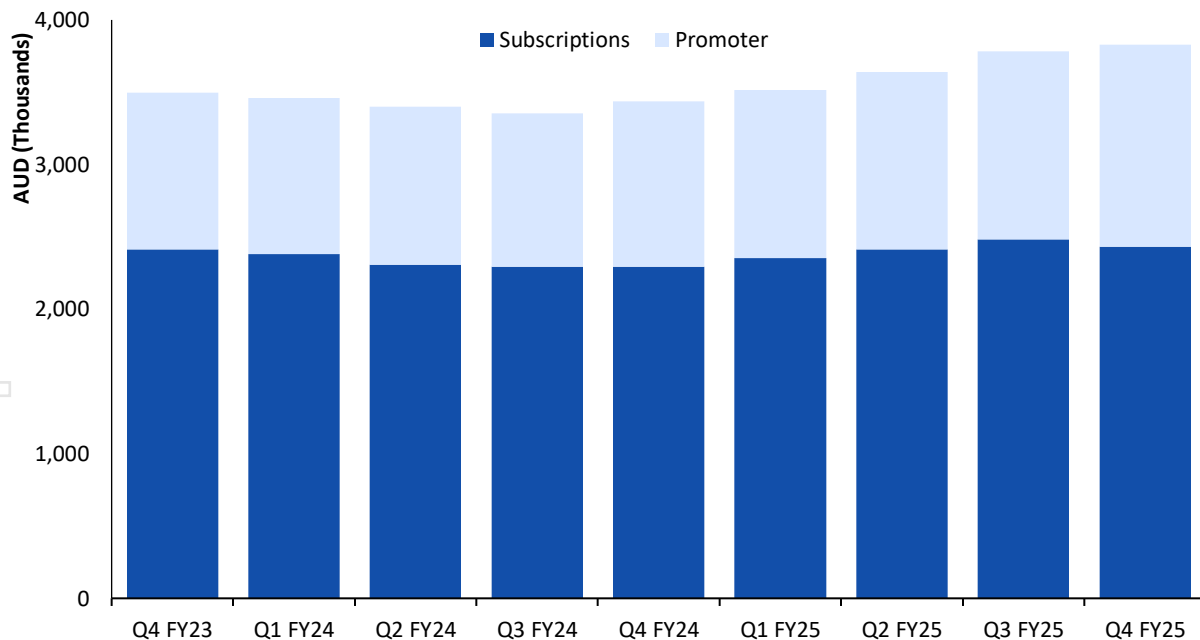
RMA’s ANZ business continues to be a dependable source of profitability, posting another quarter of consistent growth. Total revenue in Q4 FY25 reached \$3.8 million, up 11% on the prior year, driven by stronger retention, improved sales execution under refreshed leadership, and high agent engagement post the awards season.

Subscription revenue grew by 6%, while Promoter revenue rose 22% year-on-year—reflecting increased demand for RMA’s reputation and branding solutions across the agent base.

With strong foundations in place, the Company is preparing to launch Social Studio in ANZ—a natural next step following its successful debut in the US. Designed to help agents maintain a high-impact digital presence between transactions, Social Studio brings together automated social content, branding support, and data-driven insights in one seamless toolkit. Feedback from the US has been highly encouraging, and early interest from ANZ agents signals strong potential for uptake.

As the Company looks to FY26, the combination of a loyal user base, sustained revenue performance, and upcoming product innovation positions the ANZ business for continued momentum.

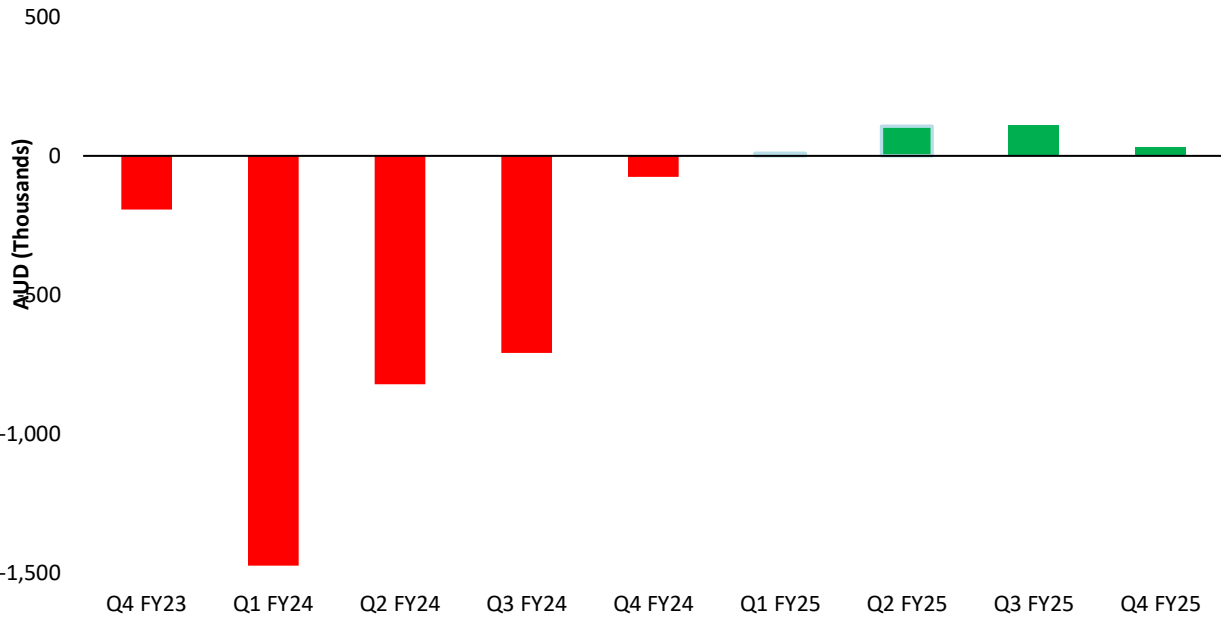
ANZ revenues by product



### Cashflow and Net Cash Position

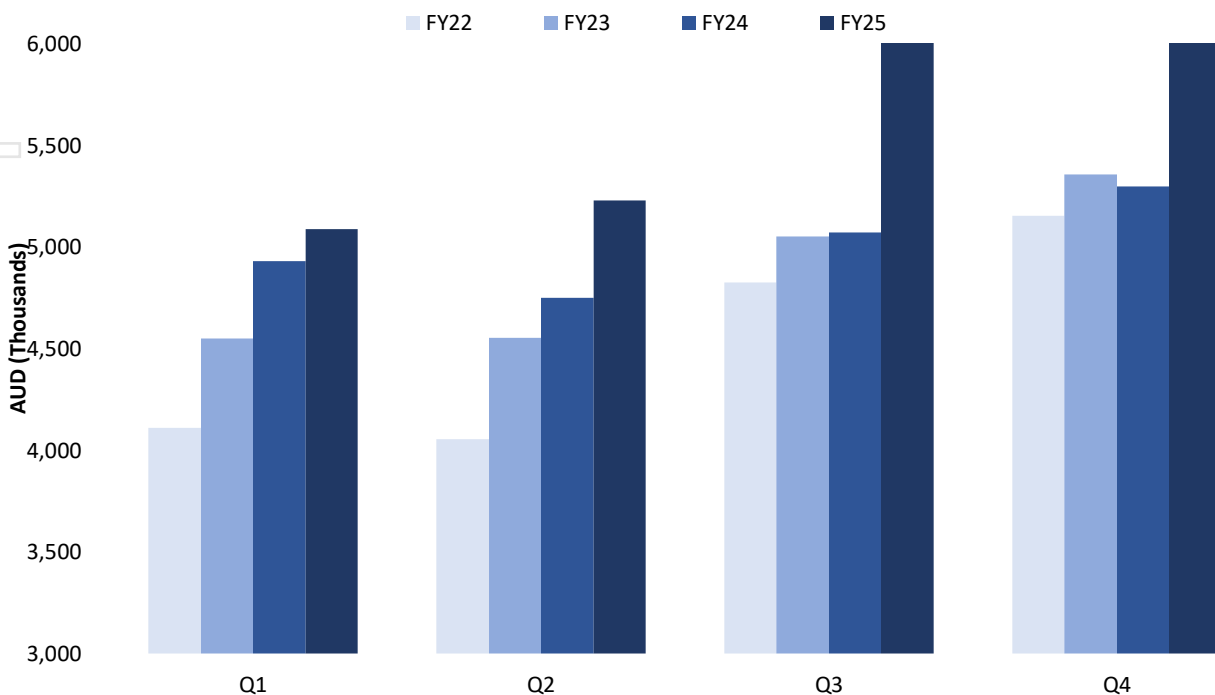
Net Operating cash flow was \$32k in Q4 FY25, a notable turnaround from the \$76k outflow recorded in Q4 FY24. FY25 marked RMA’s first full year of positive operating cash flow, a key milestone in the Company’s financial trajectory.

Appendix 4C quarterly net operating cash flows



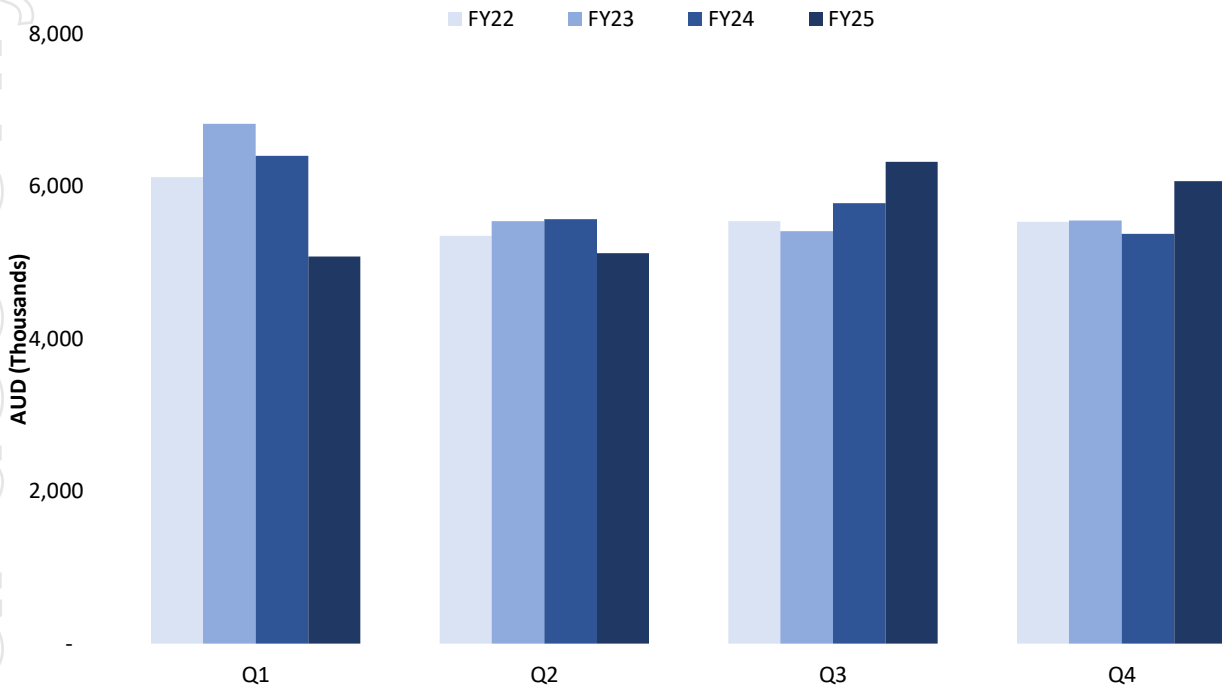
Cash receipts from customers in Q4 FY25 totaled approximately \$6.1 million, representing a 15% increase compared to Q4 FY24. Organic cash receipts (excluding Curated Social) grew by 6%.

Cash receipts from customers



**Operational cash payments** for Q4 FY25 were approximately \$6.07 million, representing a 13% increase compared to Q4 FY24. Organic cash payments (excluding Curated Social) were 4% lower than the same period last year.

**Operational cash payments**



Cash payments to related parties of \$100k per 6.1 of the Appendix 4C related to director fees.

Authorised for release by the Board of RMA Global Limited.

Further information:

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## Appendix 4C

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

**Name of entity**

RMA Global Ltd

**ABN**

69 169 102 523

**Quarter ended ("current quarter")**

30 June 2025

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	6,103	22,859
1.2 Payments for		
(a) research and development	(619)	(2,159)
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing (mainly Promoter costs)	(1,143)	(3,925)
(d) leased assets (see note 2)	-	-
(e) staff costs	(3,755)	(12,527)
(f) administration and corporate costs	(542)	(4,131)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	10	35
1.5 Interest and other costs of finance paid	(8)	(11)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	329
1.8 Other one-off costs	(14)	(212)
<b>1.9 Net cash from / (used in) operating activities</b>	<b>32</b>	<b>258</b>

<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	(1,804)
(c) property, plant and equipment	(18)	(74)
(d) investments	-	-
(e) intellectual property	-	(6)

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Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
(f) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-
2.3 Cash flows from loans to other entities	-	-
2.4 Dividends received (see note 3)	-	-
2.5 Other (provide details if material)	-	-
<b>2.6 Net cash from / (used in) investing activities</b>	<b>(18)</b>	<b>(1,884)</b>

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	-	3,302
3.2 Proceeds from issue of convertible debt securities	-	-
3.3 Proceeds from exercise of options	-	-
3.4 Transaction costs related to issues of equity securities or convertible debt Securities	-	(310)
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings	-	-
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Leased assets (see note 2)	(81)	(319)
<b>3.10 Net cash from / (used in) financing activities</b>	<b>(81)</b>	<b>2,673</b>

<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of period	4,157	3,004
4.2 Net cash from / (used in) operating activities (item 1.9 above)	32	258
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(18)	(1,884)

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

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(81)	2,673
4.5	Effect of movement in exchange rates on cash held	(70)	(31)
4.6	<b>Cash and cash equivalents at end of period</b>	<b>4,020</b>	<b>4,020</b>

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	4,020	4,157
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>4,020</b>	<b>4,157</b>

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	(100)
6.2	Aggregate amount of payments to related parties and their associates included in item 2	

*Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.*

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

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

<b>8. Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1 Net cash from / (used in) operating activities (item 1.9)	32
8.2 Cash and cash equivalents at quarter end (item 4.6)	4,020
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	4,020
8.5 <b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	N/A
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
Answer: N/A	
8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
Answer: N/A	
8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
Answer: N/A	
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>	

**Compliance statement**

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 31/07/2025

Authorised for release by: the Board of RMA Global Ltd

**Notes**

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position.
2. Cash flow generated from leased assets is classified under Financing Activities in this report to maintain consistency with the Annual and Half-Year reports and to comply with AASB 16.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.