



Compliance. Simple.

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**FY22 AGM Presentation**

November 24 2022

Wrkr Ltd  
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Wrkr Ltd

# AGM proxy results

Resolution	For	Against	Open	Abstain
Resolution 1 - Remuneration Report	438,745,788	981,653	1,576,717	21,000
Resolution 2 - Re-election of Director – Randolph Clinton	854,992,711	761,653	1,529,748	21,000
Resolution 3 – Approval of issue of securities under ASX listing rule 7.1A	854,772,711	981,653	1,529,748	21,000
Resolution 4 – Ratification of prior convertible note issue under ASX listing rule 7.4	738,930,882	761,653	1,576,717	41,000
Resolution 5 – Approval of convertible note issue to related party	836,039,035	981,653	1,576,717	21,000



**Compliance. Simple.**



A fresh brand with a  
deep history solving  
compliance needs and  
processing payments

wrkr

We have been processing employee pay and super since 2009 (we've processed over \$40bn in employee pay or super directly and a similar amount indirectly through our platform).

# We are a 40+ person, Australian RegTech business.



We simplify worker compliance from hire to retire for:

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01

## Australian Workers

Suitable for every worker in every profession and industry.

02

## Employers

All sizes from freelancers to large Federal Government departments and all businesses in between.

03

## Advisors

Professionals providing services; including tax, accounting and payroll

04

## Financial Service Providers

Integrating and collaborating with leading payrolls, APRA funds, banks and payment gateways



We have one of the widest reaches in the RegTech space in Australia serving compliance moments for:

## Today

~2.8 million working Australians

~70,000 employers (via 29 payrolls across all industry sectors)

compliance solutions for over 400 advisors and accounting firms including Tier 1

~28,000 SMSFs

Serving 4 of Australia's largest superannuation funds

We support an abundance of compliance moments across the hire to retire lifecycle and are ahead of market requirements for new regulated moments that will drive significant uptake over the next 12 months, and beyond such as:

Rollovers 3.0 ATO requirements

Employers >100 employees diversity stats

SMSF ESA requirements

Your Future Your Super (Stapling)

STP 2.0 ATO requirements

Super contribution for employees under \$450 / week

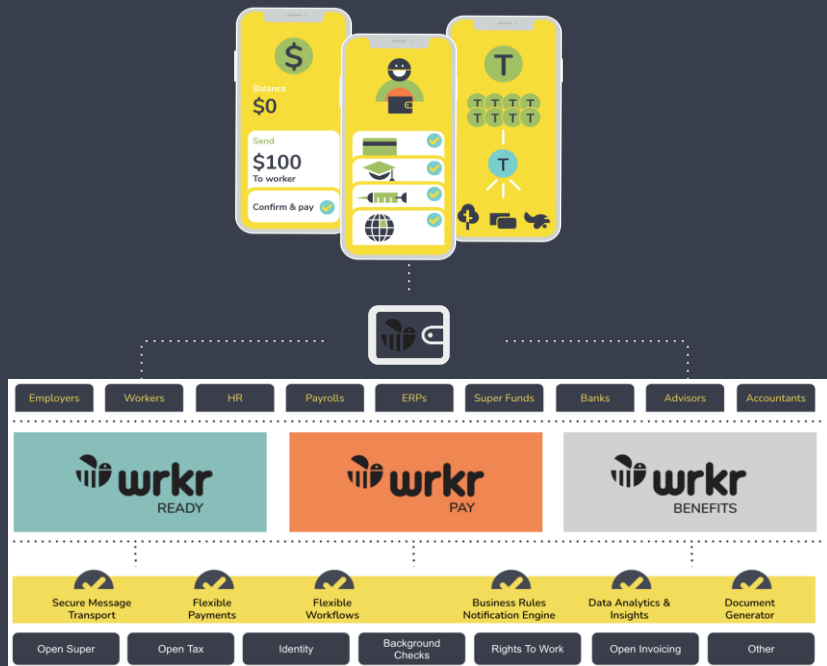
New maternity leave changes for Super





We have a modern cloud software platform that enables us to rapidly respond to evolving compliance needs

Our regulatory and compliance footprint allows us to participate across the full spectrum of employee compliance moments from hire to retire



## Mission

Make **compliance** simple

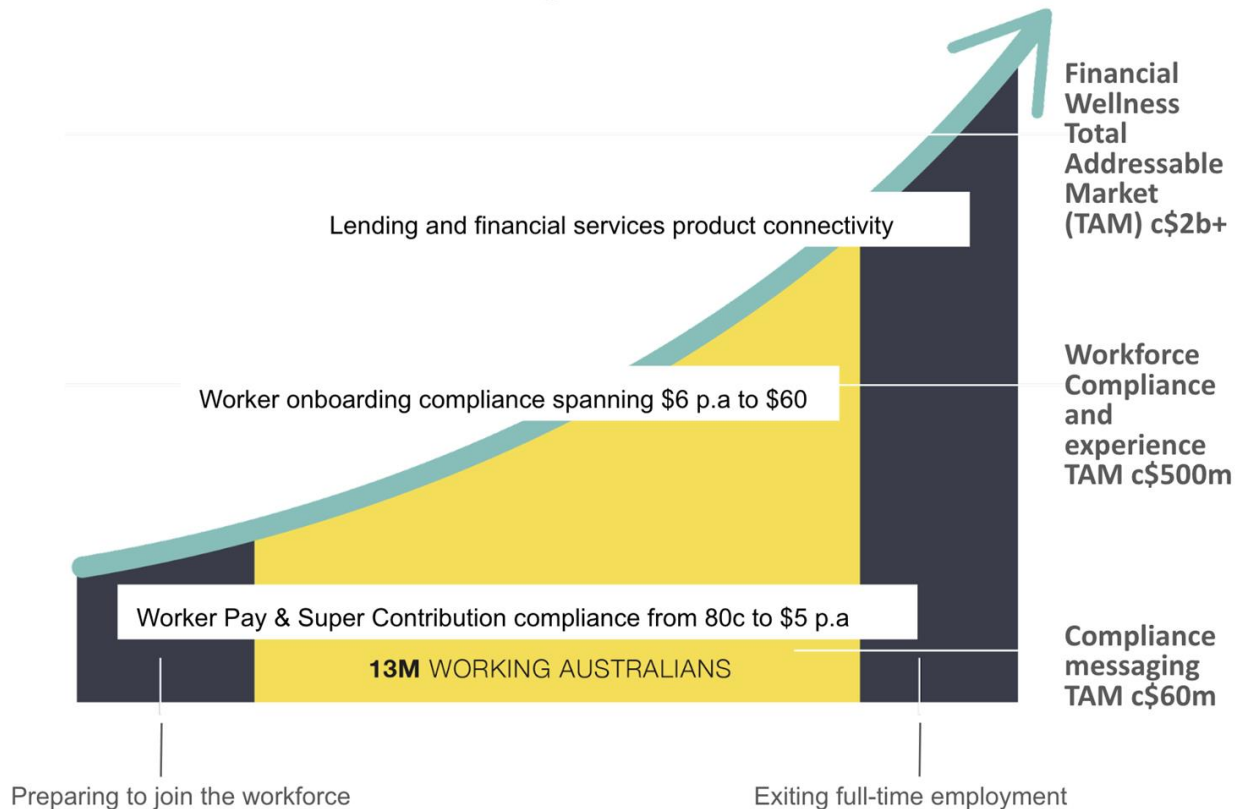
## Vision & Purpose

To be the infrastructure for  
Employer to Employee  
compliance

## Our goal right now

To become the 'Pay' &  
'Compliance' rails for working  
Australians. Making it easier for  
employers to hire, onboard and  
compensate their employees. Set  
the payment standard.

# Wrkr has a clear strategy to be a dominant force in Australian RegTech







[Wrkr.com.au](https://Wrkr.com.au)

# Wrkr's journey over the last 21 months

- Launched in 2009
- IPO 2016
- Transactions for Superstream, Pay handling and STP and float income
- Several brands (PayVu, ClickVu, InPayTech, ClickSuper)
- Acquisition of Biz Integration

- 50/50 Merge between IP1 and Comply Path Pty Ltd
- Renewal of Board
- Recontract all Comply Path revenue
- Retain all InPayTech customers
- Improve compliance
- Upgrade core tech

- New CEO and Executive team
- Reduce Costs
- Hire talent
- Invest in pipeline
- Invest in Onboarding for stapling
- Built & Launched SMSF Hub product
- Launch new Brand Wrkr
- Deliver on ART roadmap for Beam
- Retain GNGB, ATO, ASIC and AFSL Compliance

- Raise growth capital
- Hire more engineering talent
- Win Link Group contract
- Transform compliance processes & Improve Cyber posture
- Achieve ISO 27001 compliance
- Increase sales funnel activity across all products
- Outperform SMSF Hub expectations
- Outperform Wrkr PLATFORM expectations



# Wrkr Highlights for the year to date



**Revenue ahead** of YTD budget



**Link Group arrangement in place**



Wrkr SMSF Hub, Wrkr READY and Wrkr PLATFORM new features released

Wrkr PLATFORM enhancements for Australian Retirement Trust's BEAM Connect go live

Cyber Security and Compliance upgrade and ISO27001 Accreditation



Capital Raise of **\$4.242m completed** including a share buy back



**Cash at bank** 31 October 2022 is **\$4,860k** (not including the Tranche 2 Convertible Note of \$500K)



Material improvement (60%) to average monthly cash run-rate Q1 YoY

# Wrkr Enter into arrangements with Link Group

## Key Highlights

- The contract enables Link Group to offer Wrkr employer software solutions to **all its existing Superannuation Fund customers** in Australia
- The contract enables Link Group to offer a range of Wrkr employer software solutions to **its new Fund customers in Australia and other international jurisdictions**
- An initial contract (SoW3) to provide detailed implementation planning for:
  - platform and services scope to support up to **1 million members** across multiple funds
  - an opportunity to establish an initial contract with an estimated value of over **\$2m per annum** in implementation, transaction and license revenue
- The initial **term of the MSA is for 3 years from implementation** go-live
- The non-binding MoU outlines the specific services intended to be provided by Wrkr including:
  - Gateway services for SuperStream messages
  - Full payment handling for Clearing House services
  - Employer Portals and Stapling solutions
  - Member services integration to enable member engagement during change of jobs
  - Payroll API integrations
  - Extensions for broader Employer compliances like Single Touch Payroll 2.0 and Pay
  - Extensions for broader Member Reporting

## Wrkr priorities for FY 23/24

- Release **significant upgrade to Wrkr READY onboarding**, enabling customers to buy and configure online
- **Deliver and scale Link Group arrangement** to the target Funds in Australia
- Grow a foothold in another jurisdiction
- Build out Wrkr direct SaaS Sales & Marketing to increase run-rate revenue growth
- **Partner with more Funds to drive Wrkr READY stapling** with joint go to market by industry segment
- Partner with more Payrolls to drive Wrkr PAY & READY
- Deliver **Wrkr PAY** - Payments 2.0, leverage technology partnerships and collaboration to enable real time payments and settlement (integrated to SuperStream & STP)
- Launch **new identity and data security capability** to enable data privacy as an competitive advantage
- Launch **Wrkr BENEFITS** partnering

Thank you & Questions

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[Wrkr.com.au](http://Wrkr.com.au)

# Executive Team



**Trent Lund**

CEO and Executive Director

Trent has over 25 years experience in technology and innovation. Trent is also CEO of Unlocked Ventures and holds numerous advisory board roles in technology & business.



**Karen Gilmour**

CFO

Karen has over 15 years experience in senior finance management positions across banking & finance, commodities and construction across Australia and UK.



**Joe Brasacchio**

CTO (Comply Path Founder)

Joe has over 20 years of experience in leading high profile digital transformations, co-design in open Data Standards development, building RegTech platforms and venturing.



**Jean-Paul Seow**

Head of Commercial and Alliances

Jean-Paul has over 15 years experience covering commercial, strategy and venturing. Worked across FS, Telco, Retail and Postal industries across AU, Asia and US.



**Greg Tonner**

Head of Growth

Greg is a strong leader with over 25 years in executing growth strategies in the software and technology sectors across Asia and the UK. Greg was CEO and led the transformation of the Queensland Cowboys.

# Board



Emma Dobson

Non-Executive Chair



Paul Collins

Non-Executive Director



Randolf Clinton

Non-Executive Director



Jillian McGregor

Company Secretary



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