



# Q2 FY23 Results Presentation

January 2023



# Disclaimer

All currency amounts in this presentation are in Australian Dollars (AUD).

This presentation has been prepared by Gratifii Limited (ABN 47 125 688 940) ("Gratifii"). Each recipient of this presentation is deemed to have agreed to accept the qualifications, limitations and disclaimers set out below.

This presentation contains summary information about Gratifii and its activities which is current as at the date of this presentation. No member of Gratifii, its subsidiaries or respective directors, officers, employees, advisers or representatives (each a "Limited Party") makes any representation or warranty, express or implied, as to the accuracy, reliability or completeness of the information contained in this presentation, including any forecast or prospective information. This presentation should be read in conjunction with the Company's Annual Report, market releases and other periodic continuous disclosure announcements, which are available at [www.asx.com.au](http://www.asx.com.au).

This presentation is not a prospectus, product disclosure statement or any other disclosure or offering document under Australian law (and has not been, and will not be, lodged with the Australian Securities and Investments Commission) or any other law. The distribution of this presentation outside Australia may be restricted by law. Any recipient of this presentation who is outside Australia must seek advice on and observe any such restrictions. This presentation may not be reproduced or published, in whole or in part, for any purpose without the prior written permission of Gratifii. This presentation does not constitute an offer to sell, or a solicitation of an offer to buy, any shares in the United States or in any other jurisdiction in which such an offer would be illegal.

This presentation contains certain "forward-looking statements" about Gratifii and the environment in which Gratifii operates. Forward-looking statements often include words such as "may", "anticipate", "expect", "intend", "plan", "believe", "continue" or similar words in connection with discussions of future operating or financial performance. The forward-looking statements included in this presentation involve subjective judgement and analysis and are subject to significant uncertainties, risks and contingencies, many of which are outside the control of, and are unknown to, Gratifii and each Limited Party. Actual future events may vary materially from the forward-looking statements and the assumptions on which those statements are based.

Given these uncertainties, you are cautioned to not place undue reliance on such forward-looking statements.

Certain market and industry data included in this presentation has been obtained from public filings, research, surveys or studies conducted by third parties, including industry and general publications, and has not been independently verified by Gratifii. Gratifii cannot warrant or guarantee the accuracy or completeness of such information.

This presentation is a general overview only and does not purport to contain all the information that may be required to evaluate an investment in Gratifii. The information in this presentation is provided personally to the recipient as a matter of interest only and has been prepared without taking into account the objectives, financial situation or needs of prospective investors. It does not amount to an express or implied recommendation with respect to any investment in Gratifii, nor does it constitute financial, legal, tax, investment or other advice or a recommendation to acquire Gratifii shares.

The recipient, intending investors and respective advisers should: a) conduct their own independent review, investigations and analysis of Gratifii and of the information contained or referred to in this presentation; and/or b) seek professional advice as to whether an investment in Gratifii is appropriate for them, having regard to their personal objectives, risk profile, financial situation and needs.

Except insofar as liability under any law cannot be excluded, neither Gratifii nor any Limited Party shall have any responsibility for the information contained in this presentation or in any other way for errors or omissions (including responsibility to any persons by reason of negligence).



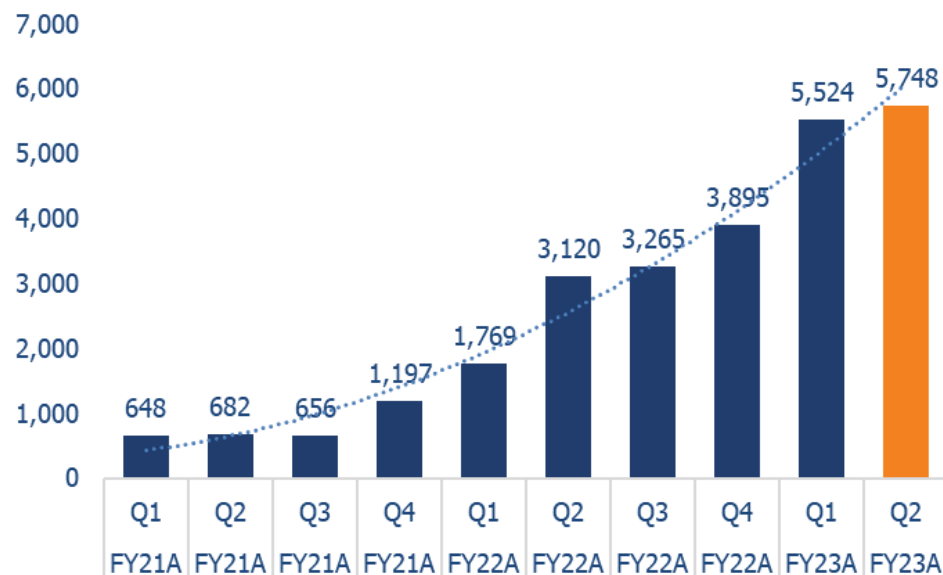
# Q2 RECORD QUARTERLY REVENUE

# Q2 RECORD QUARTERLY CASH RECEIPTS

## HIGHLIGHTS

- 2Q - 7th consecutive quarter of cash receipts growth with CAGR of 36%
- 2Q - revenue growth +11% v 1Q FY23
- 2Q - cash receipts +4% v 1Q FY23

## QUARTERLY CASH RECEIPTS (\$'000)





# FINANCIAL SUMMARY

## Q2 FY23

### Key milestones

- Neat Ideas appointed member benefit partner for Rest's 1.7 million superannuation fund members
- Finalising implementation of three enterprise Mosaic contracts
- Hachiko won major national events contract with The Distributors

### Financial metrics

- Q2 FY23 revenue \$7.1m (unaudited), up 11% v Q1FY23
- H1FY23 operationally cashflow positive

### Investment

- R&D Rebate: +\$0.8m received in November 2022
- R&D Expenditure delivering new functionality to accelerate speed of future implementations and bring all 3 business units together

Growth and investment was the focus in Q2 FY23

#### QUARTERLY CASH RECEIPTS

**\$5.7m v \$5.5m**  
**+4% v Q1FY23**

#### CASH AT END OF QUARTER

**~\$2.45m**

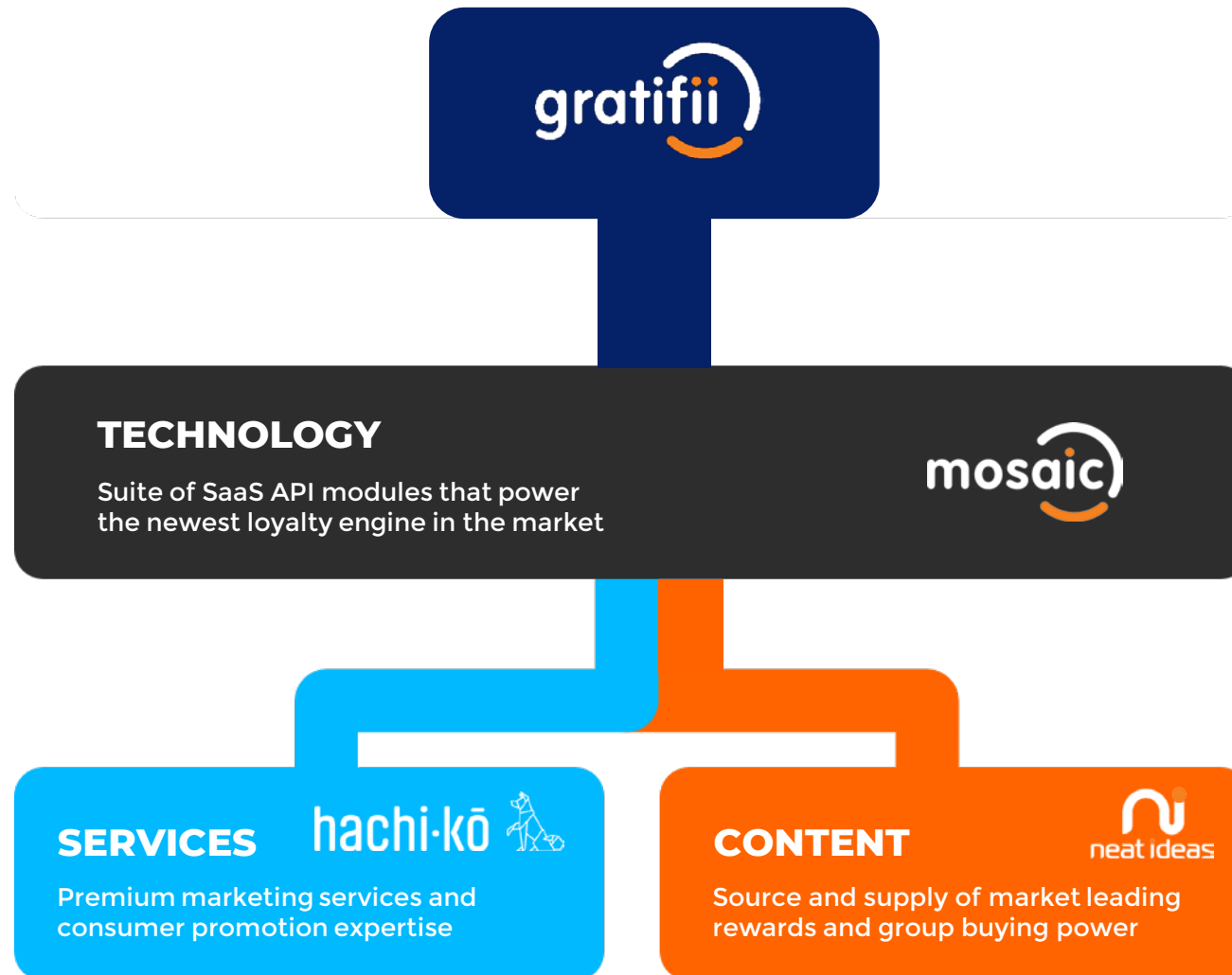
#### QUARTERLY REVENUE (unaudited)

**\$7.1m v \$6.4m**  
**+11% v Q1FY23**

#### 2Q OPERATING CASHFLOW

**+\$1.585m**

# A full-spectrum Loyalty Company



*Mosaic will become the single overarching platform used to deliver all loyalty & reward services provided by Gratificii.*

# Mosaic H2FY23 product roadmap



*The 'Products' module is the final core module to be delivered*

## Q3 Developments



**Products module** required by FAB Group is currently in development which will include:

- Product Management (creation, update, delete, stock)
- Product Limits (stock)
- Product Pricing (personalised)
- Payments (both with cash and loyalty value and combination)
- E-Commerce APIs

Using new client deliverables we are quickly able to achieve the rollout of the new Neat Ideas platform.

## Q4 Developments



Neat requires the basics of **Products module** already delivered to FAB group along with:

- Treasury
- Invoicing
- Gifting

# Q2 SaaS update

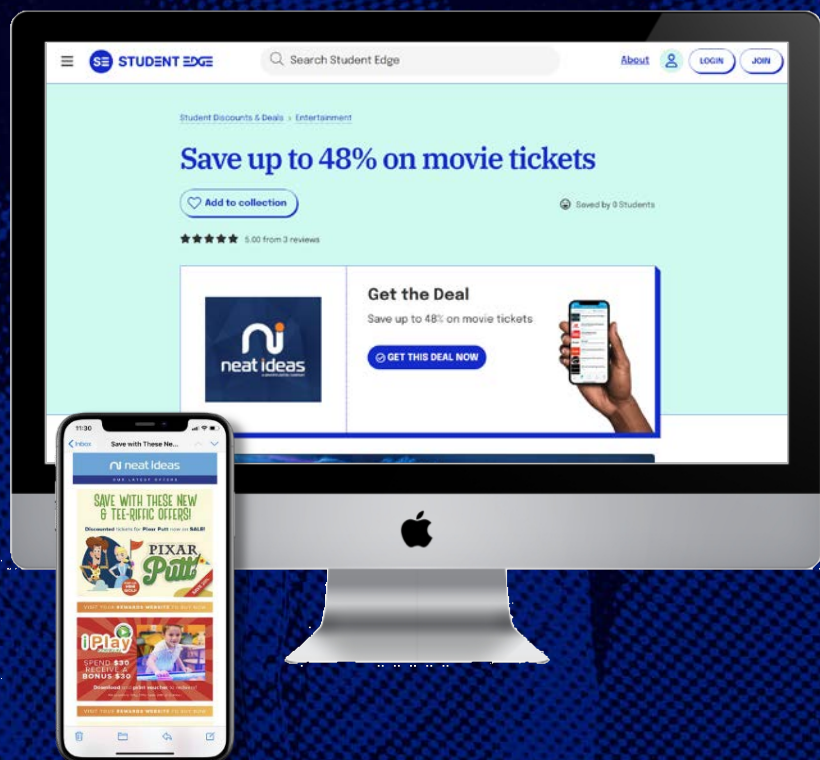


## Implementation of enterprise contracts underway across multiple market segments

Client	Market segment	Location	Key points
<b>SEAGRASS</b> BOUTIQUE HOSPITALITY GROUP	Hospitality	Global	<ul style="list-style-type: none"> <li>Agreement to deploy Mosaic across six restaurant brands globally, valued at \$400,000 in first year.</li> <li>First restaurant deployment has gone live and full integration is on schedule.</li> </ul>
Large health services provider	Health	Australia	<ul style="list-style-type: none"> <li>Fast growing Australian private medical centre sector present a significant opportunity for Gratifi.</li> <li>Initial pilot program went into production in December 2022, valued at \$170,000 for 3 months.</li> <li>Successful pilot expected to result in a 2 year+ SaaS agreement with potential SaaS revenues of \$200,000+ p.a.</li> </ul>
<b>FAB GROUP</b>	Retail	New Zealand	<ul style="list-style-type: none"> <li>Strategically important as Gratifi's first NZ SaaS implementation, to 70 cosmetics and skincare clinics.</li> <li>SaaS revenues of NZ\$90,000 in year 1, growing in year 2 onwards.</li> <li>Implementation on track for April 2023.</li> </ul>



# Q2 Rewards update



## Rest

- Leading superannuation fund **Rest** appointed Neat Ideas as its preferred member benefit partner.
- Under the agreement, 1.7 million members can access Neat Idea's supplier network, including access to leading cinema and entertainment ticket brands, via a custom-built shopping portal.

## SE STUDENT EDGE

- Australia's largest student organisation **Student Edge** went live with Neat Ideas, giving their 1.1 million members access to offers from Neat Ideas' 150+ suppliers.

*'Now more than 15million accounts accessing the Neat Ideas platform'*



hachi-kō 

# Q2 Marketing update



- Hachiko secured a large event deal valued at over \$460k with Australia's leading national independent snack food wholesaler to petrol and convenience outlets, corner stores, pharmacy, newsagents and schools. of snack foods.
- As an existing client, Hachiko manages both the retail and sales rep loyalty programs on behalf of The Distributors and have now expanded our services to include national events.



- Hachiko is once again excited to be working with New Zealand's largest telecommunications and digital services company, Spark NZ. This latest engagement includes the creation of a series of full production videos which will be used in future digital campaigns.

# SUSTAINABILITY



Gratiffi's business operations were certified carbon neutral by **Climate Active** in November 2022.

Australian government backed Climate Active certification is considered one of the most rigorous and credible carbon neutrality certifications available.





# SUSTAINABILITY



Gratificii has extended its sustainability commitment to launch Australia's first **Carbon Offset eGift cards**.

By purchasing a Carbon Offsets eGift Cards, our clients' employees and members can contribute to projects that help landowners to regenerate and protect native vegetation and support renewable energy alternatives.





## H2FY23 Outlook

“

*Over FY2023, we anticipate continued conversion of the Company's enterprise pipeline and continued revenue & margin expansion from our existing client base.*

”

## CONTINUED GROWTH ANTICIPATED

### Strong financial performance anticipated

- Management expects to deliver continued quarter on quarter growth
- Demand for Gratific's services and technology suite continues to grow as enterprises seek to deploy quality loyalty and rewards programs
- Q3 has started strongly

### SaaS Implementations

- Three current enterprise implementations will deliver increasing revenues
- All Neat Ideas clients will be migrated on to Mosaic by end of financial year increasing margins and cross sell opportunities
- Will result in approx. 70 enterprise clients using the Mosaic platform by the end of FY23

### New clients

- All parts of the business continuing to deliver growing revenue streams



# POWERING LOYALTY SUCCESS

WELCOME TO THE GRATIFII GROUP!

The best technology for a smarter, faster customer experience, is combined with exciting curated rewards at a remarkable value point, and delivered by an experienced managed services team with proven marketing prowess. **Together, we deliver results you'll love.**

Iain Dunstan – CEO & Managing Director

