



Compliance. Simple.

1 February 2024
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Revolutionising workforce compliance

Wrkr is a regulatory technology business helping Australian employers to simplify workforce compliance from hire to retire.

We replace paper-based compliance processes across employee onboarding, payments, super contributions and SMSFs with a simple, sophisticated, and secure digital experience.

- ✓ **Modern cloud based and Scalable**
- ✓ **Mobile and branded experience**
- ✓ **Pre-integrated**
- ✓ **Cyber resilience and data verification**



Wrkr has a clear strategy to maximise employee reach



Grow the base



Reach many Wrkrs

Prioritise organisations with the greatest reach:

1. Super Funds
2. Payroll Providers
3. Large Employers

Grow the value



Deliver on more compliance moments

Focus product development on being the one stop shop for compliance:

1. Identify and serve more onboarding moments in target industries
2. Automate complex ongoing compliance moments
3. Solve priority industry compliance needs

Create new value



Create new value directly with Wrkrs

Leverage data and volume of Wrkrs to create new value and benefits:

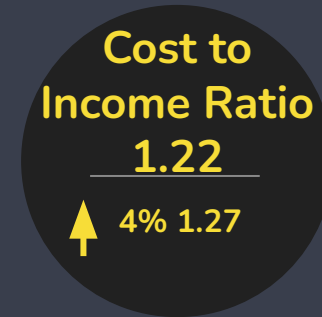
1. Enable benefit provider partners
2. Create new benefits packages
3. Enable tax compliant benefit consumption
4. Enable data revenue for Wrkrs

Key Highlights



- **Link confirms REST will pilot a range of innovative solutions on the Wrkr platform with a selection of its employers.**
 - Creates the opportunity for Wrkr to showcase its digital onboarding solution that has the potential to improve the experience for members and employers.
- **Link has contracted Wrkr to licence and support the Wrkr employer platform in Hong Kong. This is part of a software as a service (SaaS) arrangement to support Link's administration services.**
 - 3 year contract; +\$3m
 - Great to see a return on our investment in multi-jurisdictional and multi-cloud platform capability

Financial Highlights - H2 FY24



- H1 FY23 figures are unaudited and may be subject to change
- Figures compared to H1 FY23
- Cost to income ratio excludes interest, depreciation & amortisation, cost of employee share schemes, costs relating to changes in share capital, impairment of patents, convertible notes costs, and the fair value movement of the convertible notes embedded derivative.

Summary & Outlook



- Next 6 months will see considerable focus on the **delivery** of the Link SCH platform, the pilot of the REST **innovative** solutions trial, and the **deployment** of the Wrkr Platform in Hong Kong.
- Continue focus to improve financial performance with an **aim to achieve positive EBITDA in FY25**
- Continue to **balance our investment** between short term revenue generation and long term growth
- Conclude designs for product improvements to deliver an integrated Pay, Super, and Single Touch Payroll reporting for **PayDay Super** reforms expected in 2026.
- Continuation of development projects with ART, exciting sales pipeline and receipt of float interest likely to continue into rest of FY24.



Q&A

Thank you & Questions



wrkr.com.au

Management Team



Trent Lund

CEO and Managing
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



Trent Lund

CEO and Managing
Director

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