



**Compliance. Simple.**

## **FY24 Q3 Results & Outlook**

**30 April 2024**

**Wrkr Ltd**

**ASX: WRK**

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# Who is Wrkr Ltd

**Entity:** Wrkr Ltd  
**ASX:** WRK

**Share Price:** \$0.03

**Market Cap:** ~\$38.14m\*

**CEO:** Trent Lund (Managing Director)  
**CFO:** Karen Gilmour  
**Board:** Emma Dobson (Chair)  
Paul Collins  
Randolf Clinton  
Jillian McGregor (CoSec)

**Top 50  
Shareholders:** ~85%

**Web:** [www.wrkr.com.au](http://www.wrkr.com.au)

**Office:** 104 Commonwealth Street,  
Surry Hills, Sydney 2010

**Staff:** 42

**Locations:**

Sydney, Melbourne

Staff locations (non office) include;  
Adelaide, Brisbane, Perth, Newcastle

# Revolutionising workforce compliance

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

Wrkr digitally solves the compliance moments from onboarding (ID, Credentials, Bank Account, Tax Details, Super Fund Choice & Stapling, Contract Terms and Pay requirements) to processing pay and super contributions.

Wrkr clients are Super Funds, Payroll & HRM Providers and Businesses (every industry and every size)

- ✓ **Regulated compliance**
- ✓ **Significant licences required (ATO DSP, GNGB, AFSL)**
- ✓ **SaaS and Transaction revenue**
- ✓ **Long term contracts**
- ✓ **Highly integrated, advanced technology**





# Our technology provides a 'one stop shop' for compliance

Our integrated applications, being served from a single platform make the experience for customers even easier. One secure application to manage all Wrkr compliance moments between Employers and their Employees.

- ✓ **Pay**
- ✓ **Super & SMSF Contributions**
- ✓ **STP and other ATO services**
- ✓ **Onboarding and certification**
- ✓ **Continuous compliance**

The screenshot displays the Wrkr web application interface for ABC Company. The left sidebar contains navigation options: Home, Dashboard, Employee Onboarding, Payroll Services, Superannuation Services, Reports, Compliance Library, and Settings. The main content area shows a welcome message, a notification about a pending contribution, and a warning about changing Southern fund details. Below this, a summary table provides key metrics for January, and a table shows payroll data by location. A map of Australia highlights the locations. On the right, a smartphone displays the mobile version of the app, showing the onboarding steps for Jonathan.

January	All employees type	
Total employees <b>500</b> ↓ 4% since last month	Total exits <b>17</b> ↓ 2% since last month	Total joins <b>9</b> ↑ 5% since last month
Net pay <b>\$1.24m</b> ↑ 6% since last month	Deductions <b>\$150,000</b> ↑ 3% since last month	PAYG Withholding <b>1.57</b> ↑ 4% since last month

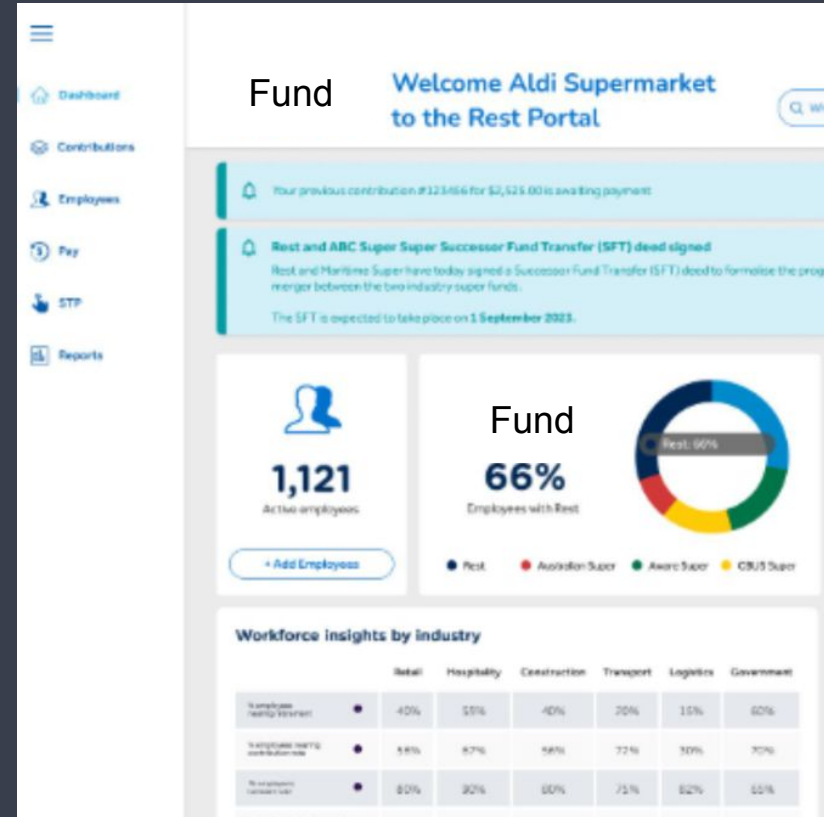
Payroll	By location
Melbourne	\$562,001
Sydney	\$417,950
Perth	\$200,570
Brisbane	\$389,479

Onboarding steps for Jonathan:

- 1. Onboarding (1/4) - IN PROGRESS
- Complete Personal Information
- Complete TFN Declaration
- Get started Super Fund Choice

# Our LinkGroup build for “Industry Funds” balances shared benefits and competitive differentiation

- ✓ Link Contract Management and aggregated pricing
- ✓ Full integration to Aspire™
- ✓ Full integration to Support Model
- ✓ Fund branding and configuration
- ✓ Employer experience designed with Fund
- ✓ Member onboarding designed with Fund
- ✓ Available catalogue of compliance moments
- ✓ Additional services and custom industry solutions built in collaboration





# Our API approach to compliance for HRM software has launched well

Wrkr has seen early interest from customers following an exciting launch with KPMG and Workday. Our API approach helps Australian users of Workday meet compliance needs while leveraging the power of their Workday implementation.

- ✓ **Identity**
- ✓ **TFN & Tax declaration**
- ✓ **Super choice and stapling**
- ✓ **Continuous Dashboard and more moments to come**

## Please join us for the launch of Workday Extend Onboarding Solution

KPMG Australia Technology Solutions has collaborated with Wrkr Ltd (ASX: WRK) – an Australian leader in regulatory technology designed for Australian employers to simplify their workforce compliance from hire to retire.

Our collaboration and current available solution provides a Workday Extend solution that leverages Wrkr's unique DSPs APIs to provide:

Tax File Number capture in Workday, real-time validation via ATO Connect Services and TFN declaration & lodgement directly with ATO and is able to be sent to your Payroll system

Superannuation Fund Choice (Employer, APRA Funds and SMSF) entered and stored in Workday, validated with ATO and is able to be sent to your Payroll system

# FY24 Q3 Financial Highlights

Q3FY24 v Q3FY23



Revenue  
\$3.90m

↑ 44% \$2.70m

Cost to Income  
Ratio 1.07

↑ 27% 1.36

Cash Receipts  
from Customers  
\$2.80m

↑ 76% \$1.59m

Net Operating  
Cashflows  
\$0.47m

↑ 460% (\$0.13m)

- Q3 FY24 figures are unaudited and may be subject to change
- Figures compared to Q3 FY23

- Cost to income ratio excludes interest, capitalisation of development costs, 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.

# Wrkr & Industry Trends



## **Strong contracted base**

500K direct users, ART Super, LinkGroup Australia & Hong Kong, Rest Super



## **Positioned for growth (SaaS)**

LinkGroup deal provides potential access to Australian Super, Hostplus, CBUS, Hesta and several smaller funds.



## **Strong financial management**

Cost to income ratio continues to go down. SaaS Revenue growing strongly with high gross margin.



## **Market Leading tech**

Technology trusted across Federal & State Government and leading Super Funds. Cyber approach is transformative.



## **Regulatory tail winds**

PayDay Super set to double 'Super' transactions and open a software change moment across Australian businesses.



## **Favourable Market Conditions**

Interest rates are high, generating increased float income. Population growth and immigration is high.



## **Industry dynamics**

M&A activity, Super performance tests, increased cyber threats, and PayDay Super preparation is driving investment programs in Super, HRM/Payroll sector.



Thank you & Questions



[wrkr.com.au](http://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

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