

## Investor Presentation

Complii FinTech Solutions Limited "Complii" (CF1.ASX) is pleased to release an investor presentation featuring updates on the recent client signings, product releases and the strategy for growth.

This announcement is authorised by the Board of Complii Fintech Solutions Limited.

- ENDS -

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# Compli



FinTech Solutions Ltd

**Investor Presentation**

May 2021

We are a digital platform which provides an electronic centralized framework to manage AFSL (Stockbroker/Financial Planner/Adviser) centric workflows for compliance, capital raising and operational efficiencies.



**90+**

Investment and advisory  
firm clients



**3,500+**

Number of  
users



**\$6.2b**

Capital raised  
through AdvisorBid in 2020



**\$3.3b**

Raised through AdvisorBid  
in March Q 2021 via 679 deals

The Complii customisable software provides a single desktop solution to meet business, compliance and operational needs at organisation, adviser and client levels.

### Highlights include:



Client account creation with automatic AML checking Back Office Integration – Full client view and access including reporting



Automates, records and reports on regulation obligations by profiling and ensuring ongoing compliance is carried out at both client and organisational levels.



Automated end-to-end capital raising solution from live client and/or adviser bidding, offer letter generation and electronic client acceptance for both retail and institutional clients.



E-learning and CPD management inline with FASEA requirements

## Strong Momentum in March Q



75% Revenue Growth Q on Q  
with Costs Steady



Third Party Validation from  
leading ASX broker AUSIEX



8 New clients signed since ASX  
listing on 17 December 2020 &  
7 in Q3 FY21.



Strong Uplift in ARR during Q

The **75% increase in group revenue receipts** quarter on quarter **does not include** any licence revenue from AUSIEX, who will be onboarded during the June 2021 Quarter.

Complii's competitive advantages sets it apart from other market offerings



### Modular design

Pay for what you use



### Extensive functionality

Works for financial advisers



### Automated workflow

Huge Administrative Savings



### Flexible API

Integrates data sources – Cut to fit



### iOS/Android APP

White labelled  
Secure account access



- ⇓ Sales Growth
- ⇓ FinTech digital solution and service provider
- ⇓ Revenues primarily through recurring subscription fees
- ⇓ Fees charged on a module and user basis
- ⇓ Ongoing R&D, investing in new modules and expanded services
- ⇓ Positioned for accelerated growth in new customers and upselling
- ⇓ Strong pipeline, 9 new distinct clients signed since June 2020

## Complii Signs Agreement With AUSIEX

(Live date 3<sup>rd</sup> May 2021)



 Deal signed to provide services to leading ASX broker AUSIEX

 AUSIEX, previously a subsidiary of Commonwealth Bank of Australia (CBA), now wholly owned by Japanese investment house Nomura Holdings Inc

 AUSIEX is one of Australia's most well-known providers of ASX execution, settlement and portfolio administration services

 Validates technology and confirms Complii's status as a leading fintech provider to AFSLs

# Compli

FinTech Solutions Ltd

## Existing Customers



Improved Compliance Standards Driven by the FASEA and the Financial Services Royal Commission (2017-19)

**INCREASED REGULATORY OBLIGATIONS**

-  Increased control to the quality of advice
-  Non conflicted advice and independent systems
-  Full disclosure with clear and precise client documentation
-  Licencing, ethics and training standards
-  Wholesale
-  Investor qualifications

**CHANGING LANDSCAPE**

-  Greater competition reducing service fees
-  Increased regulations = Increased cost structure
-  Demand for digital solutions to reduce cost and improve operational efficiency
-  ASIC and financial services industry collaborating to evolve digital strategy

Product suite solves the compliance and administration burden for AFSL holders



Digital software platform designed to automate, record and report on compliance obligations



Automated distribution of corporate deals for bidding and bid electronic acceptance



Secure portal with inbuilt advisor messaging that provides access to portfolio, ledgers and account balance



Establish new client accounts, KYC checks and automated broker account opening



Aggregates CPD content from over 200 financial services content providers and manages Adviser CPD obligations



Financial Planning includes electronic KYC and Investor Risk Profiling, Paraplanning and Admin services

Complii is ensuring that AFSL's can be confident that suspicious trading activity can be readily identified and reported in accordance with relevant legislation and ASX trading rules

- ⌵ Maintain customer account detail and screening history activity
- ⌵ Customer risk assessment scorecard
- ⌵ Configurable scoring calculation
- ⌵ Dynamic scanning frequency to profile customers against:
  - Internal lists
  - External databases, using matching logic and tolerances
- ⌵ Unusual activity reporting
- ⌵ Alerting and case management workflow management and escalations
- ⌵ Dynamic uploads from files, API's and integration to third party Financial Crimes global databases
- ⌵ Audit logging, data exports and reporting
- ⌵ Dashboard and search capability



Complii is helping ASFL's identify potential risks before they may occur



- ⌵ Configurable multi-level hierarchy and dynamic object creation, linkage
- ⌵ Risk management objects and associated workflows, core include :
  - Obligations
  - Risks
  - Controls
  - Tests
  - Test Plan
  - KRI
  - Additional objects
- ⌵ Incident management workflow, core includes :
  - Impacts
  - Rectification tests
  - Escalation
  - Additional objects

- ⌵ Issue management workflow, core includes:
  - ⌵ Action Items
  - ⌵ Remediations
  - ⌵ Escalation
  - ⌵ Additional objects
- ⌵ Regulatory case management and reporting
- ⌵ Escalations to management
- ⌵ Audit logging, data exports and reporting
- ⌵ Task management, ownership, KPI reporting
- ⌵ Dashboards heatmaps and search capability

A secure digital platform that removes the need for paper based compliance. This customisable software has been designed to automate, record and report on an AFS Licensee's and Brokers compliance obligations

## Electronic Compliance System

- ⌵ Base Complii
  - Account Details,
  - Client Portfolio, Orders and Contract Notes
  - Ledger with CMA balances
- ⌵ Electronic KYC and Investor Risk Profile
- ⌵ SOA, ROA Generation
- ⌵ Client records – storage and account auditing
- ⌵ 708 (8), (10), (11), (12) Wholesale Register
- ⌵ Fee Disclosure Statement creation and Electronic Opt-In
- ⌵ Chinese Wall Register, COI/Disclosure/Breach Register, Complaints Register, Incident Register
- ⌵ Document Library
- ⌵ CRM
  - Strategic Client Reviews
  - Complii Email and external email plus phone communication management



Advisor Bid allows corporate deals to be distributed to advisors to bid on the deal and successful bids can be automatically sent to clients who have the option to electronically accept

ADVISER BID

- ⌵ Term Sheet Builder
- ⌵ Electronic and real time Adviser bidding
- ⌵ Electronic and real time Client bidding
- ⌵ Facilitates;
  - Two Tranche Deals
  - Options
  - Convertible Notes
  - Bookbuilding/Price discovery
  - Multiple Component Deals –  
e.g. Accelerated Non Renounceable Rights Issues

- ⌵ Automated scale backs including pro-rata calculations
- ⌵ 708(10) (Experienced Investor) electronic declarations/ and branch manager approval
- ⌵ Automated offer letter generation
- ⌵ Electronic Client Acceptance
- ⌵ Electronic Institutional DVP card form
- ⌵ Bookings and Journal template auto-generation
- ⌵ Registry Template Auto-generation
- ⌵ Complii's Corporate Highway –  
Access to exclusive Broker Deals

Avoids traditional paper based offer and acceptance requiring signatures and settlement instructions  
Generates huge efficiencies for back-office and corporate advisory staff

Account Fast is a new account opening App which allows client accounts to be established on the go

- ❏ Mobile application and Desktop version available
- ❏ Create new accounts on the go via the APP version
- ❏ Take a photo of the clients AML documentation and e-verifies ID for AML
- ❏ Client and Client digital Signatures
- ❏ Back Office Account Opening documentation is pre-populated
- ❏ Clients AML documentation automatically appends to client account files within Complii (no data upload required)
- ❏ Client account is automatically created in the Back Office System
- ❏ Automatic compliance documentation sent to clients (Application forms, profiling forms, T&Cs and FSGs)
- ❏ Administration review and post update of client details which flow into the back office



Client Portfolio Portal allows clients to log on securely to view their portfolio, ledgers, account balance, manage assets, update their client profile online, print end of financial year statements and contract notes, watch live prices and add stocks to watch lists etc.

**Clients can also:**

- ❏ Update KYC and Investor Risk Profiles
- ❏ Manage all assets outside of direct equities
- ❏ Secure Client and Adviser messaging system
- ❏ View Capital and manage Capital Raising activity
- ❏ View Company Research
- ❏ Electronic Direct Marketing Facility
- ❏ Administration pop up messaging

## Client Portfolio Portal



Think Caddie is a new platform that helps advisers and AFSLs meet their legislated CPD obligations by aggregating CPD content relevant to the industry from more than 200 financial services content providers

- Track e-learning and CPD progress
- Developed in line with FASEA requirements
- Verified Industry Specific Relevant Content for;
  - AFSLs
  - Responsible Managers
  - Broker Dealer
  - Securities
- Upload and administer in house training
- Upload and administer Company policies to ensure staff acknowledgement and understanding
- Upload external material and training
- Event/conference registration and attendance & CPD management
- Up-to-date content from leading financial services content providers
- Individual Training Plan set up
- Transfer of users historical training from other vendors



Growth strategy is a layered approach, to build recurring subscription revenue



## Continue to Grow Engagement with

- ⇓ Stock Brokers
- ⇓ Corporate Advisory Firms
- ⇓ Wealth Managers
- ⇓ Financial Planners
- ⇓ Banks
- ⇓ International



## Organic Growth via Cross-Module Sales

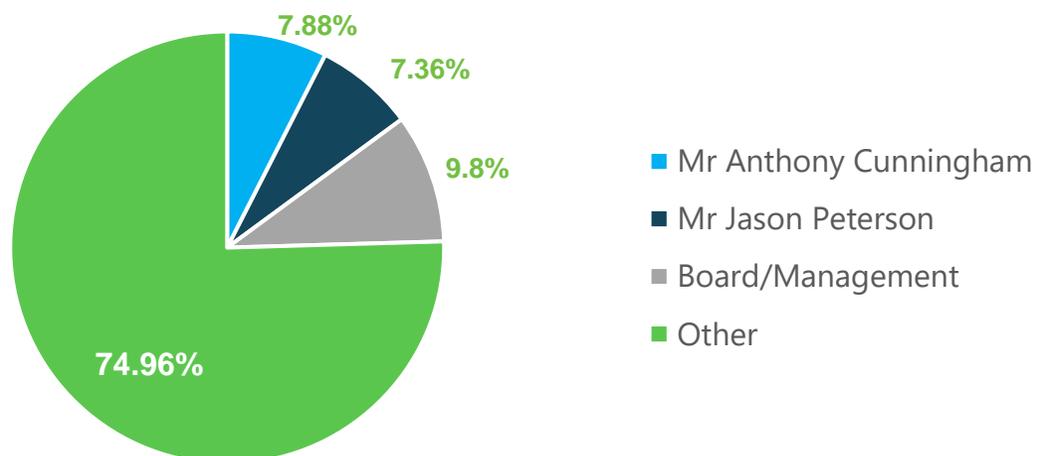
Ensure existing clients are aware of the full suite of products to enhance operational and administrative efficiencies



## Corporate Growth

Acquisition of complementary technology and integrated services

Complii business (the “Group”) strategy is an integrated digital compliance and capital raising service to the Financial Services industry



ASX code	CF1
Share price	\$0.040
Market capitalisation	\$11.96m
Enterprise Value	~\$7.44m
Shares on issue	299.15m
Options on issue	82.33m
Performance rights on issue	29.25m
Cash as at 31 March 2021 (with no debt)	\$4.52m

Board and management have "skin in the game" and have been adding to shareholdings on market.

## Group Company Board

**Craig Mason**  
Executive Chairman



Craig has over 30 years' experience in the finance industry in various capacities and has been involved in guiding transformational changes in financial advisory administration which have shaped the industry over this time.

As a former Chairman of Pershing Securities Australia Ltd, Craig has a demonstrable track record in building market leading businesses in financial services administration.

**Alison Sarich**  
Managing Director



Alison brings strong relationship management and operations experience in the finance industry to the everyday running of Complii.

Prior to joining Complii, Alison worked at Pershing Securities Australia. Working alongside Craig Mason at Pershing she has firsthand experience in driving a financial services firm to become an industry leader.

**Greg Gaunt**  
Non-Executive Director



Greg is a former Executive Chairman of the law firms Lavan and HHG Legal Group and possesses longstanding experience in the management of law firms where he attained broad business experience across many different sectors.

Greg graduated from the University of Western Australia and currently sits on the Curtin Business School Asia Business Advisory Board and the Advisory Board of the Catholic Development Fund.

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