



**QUARTERLY ACTIVITIES REPORT  
AND APPENDIX 4C**

JUNE 2022



Complii FinTech Solutions Ltd (**ASX: CF1**) (**Complii or the Company**) – a leading end-to-end SaaS (software as a service) based technology solution for Australian Financial Services (**AFSL**) companies (Stockbrokers and, Financial Advisers) and their licenced user centric workflows for compliance, capital raising and operational needs plus a global trading platform which enables the trading of shares in unlisted companies and funds – is pleased to provide its Quarterly Activities Report and Appendix 4C for the period ending 30 June 2022 (**Q4 FY22 or June Quarter**).

# Q4 FY22 Highlights

## During the June Quarter:

Complii had another solid quarter of cash flow from operations driven by continued growth in revenue receipts and further highlighted in difficult business and financial market conditions.

- **Group revenue** receipts from customers of **\$2,557,000** in Q4 FY22, a **336% increase** from the previous corresponding period (**pcp**) (Q4 FY21: \$759,000)
- Annual Group revenue receipts from customers of **\$9,057,000** for FY22, a **403% increase** from the pcp (FY21: \$2,246,000).
- **Cash at Bank** as at 30 June 2022 of **\$5,744,000**, an **increase of 48%** from the pcp (Q4 FY21: \$3,998,000) with no debt and no new capital raisings since Q4 FY20.
- On 6 June 2022 Complii announced an all scrip off-market **Takeover Offer** for **Registry Direct Limited (ASX: RD1) (Registry Direct)**:
  - Registry Direct provides share and unit registry software and services
  - Registry Direct is highly complementary to Complii as it will provide access and engagement to ~100,000+ holdings with investors, advisers and companies.
  - Registry Direct has ~700+ unlisted companies and trusts, which should provide Complii's PrimaryMarkets with continued client growth and future liquidity and Private Trading Hub opportunities when these companies look to offer liquidity for shareholders, undertake sell downs and/or progress towards an ASX listing.
  - Acquisition of Registry Direct will enhance Complii's aim to facilitate T+0 execution and settlement of secondary trading of securities in unlisted companies and funds.
  - Registry Direct has completed all development work and is ready to commence the process to be certified to connect to the ASX new DLT CHESS system.
- **Complii subsidiary PrimaryMarkets (Primary Markets)** signed a non-USA Partnership Agreement with Forge Securities Inc (a subsidiary of NYSE listed Forge Global) which will enable Australian sophisticated investors to invest in a large variety of US Unicorn companies and vice versa (for USA Accredited Investors to invest in Australian Unicorns).
- Maintained Trading Volumes and Numbers of Trades Executed for the second consecutive quarter. Continued strong growth in both **recurring revenue and transactional revenue**.
  - \$3.24B of new funds raised across 667 unique offerings by numerous AFSL client firms using the proprietary Complii Capital Raising System (Adviser Bid) during the June Quarter.
  - Signed **8 new companies as new clients** bringing the current total to 121 firms (including market leading local and overseas owned firms) who each use at least one or multiple services provided by Complii, representing over 3,600 current registered users of the Complii platform.
  - **Increased** Complii's presence to now **serving 24%** of the addressable AFSL target market.
  - Sourced our first North American based stockbroking firm as a SaaS client.

Business development focus on **major projects commenced and delivered in Q4 FY22 including:**

### Compliance Business:

- Completion of Phase 2 of the next Statement of Advice (SOA3000) automation and Adviser workflow efficiency.
- Completion of the Complaints Module - a brand new key Compliance feature

### Primary Markets:

- Nearing completion of integration into the Complii platform to allow seamless trading activities of securities in unlisted companies and funds in a compliant and efficient manner for all 121 client firms.
- Upgraded platform with key trading platform enhancements.
- Launched mobile trading capabilities
- New product launch offering - funds and options trading
- Signed a Non-US broker partner agreement with Forge Securities LLC to facilitate purchases and sales of private companies' securities

### Corporate Highway:

- Development roll-out underway for integration of Complii's Corporate Highway project to permit the sharing of services across AFSL client firms with new capital raisings and other related opportunities.

# Q4 FY22 Highlights

## Outlook

The June Quarter has seen market conditions deteriorate significantly across all asset classes, especially in the FinTech sector yet Complii has still achieved strong results.

The Group has recorded another fruitful quarter from the acquisition of PrimaryMarkets, which has continued to deliver a significant increase in the combined Group's revenue in Q4 FY22 from both a transactional and annual recurring revenue basis.

The Group continues to build upon this momentum and is seeking to offer new Private Trading Hubs for unlisted companies and funds on the PrimaryMarkets platform whilst finalising the integration into Complii's broker community to offer a Trading Platform for unlisted securities within Complii's core compliance platform.

Complii is focusing development resources on enhancements of existing compliance and other modules, projects designed to deliver new modules and, on the core architecture of the platform – all of which are aimed to support the growth of annual recurring revenue for the Group.

All projects have been assembled to deliver operational related efficiencies and tools to assist AFSL clients in managing new and changing compliance obligations. Some of these key developments were completed during the June Quarter and are scheduled for deployment in FY23.

A new Group marketing campaign is planned to commence during Q1 FY23, which will showcase the Group's expanding product suite.

At a Corporate level, the Registry Direct off-market takeover offer opened on Monday, 4 July and will close on Friday, 5 August 2022, unless otherwise extended.

Complii continues to explore further synergistic business growth prospects whilst remaining focussed on the success of the Group's organic growth strategy.

## Summary Q4 FY22

- Complii Group achieved another strong quarter of cash flow from operations.
- Complii retained \$5,744,000 cash, with no debt, at the end of Q4 FY22.
- Complii remains well-funded and well-resourced to deliver on its vision of becoming the financial services industry standard in targeted risk, compliance and business technology firm as well as offer investment and trading opportunities.

## Q4 FY22 Financials

Cash at bank as at 30 June 2022 was \$5,744,000, an **increase of 48%** from the pcip (Q4 FY21: \$3,998,000).

Notable operating cash flow items for Q4 FY22 included:

- \$2,557,000 receipts from customers (YTD FY22: \$9,057,000).
- \$966,000 of staff costs (YTD FY22: \$3,192,000).
- \$1,190,000 of administration and corporate costs (YTD FY22: \$4,093,000).
- Payments to related parties in Q4 FY22 were \$217,000 (YTD FY22: \$684,000). These payments represent director fees and director consulting fees. All transactions involving directors and their associates were on normal commercial terms.

Further details of the cash flows of the Company are set out in the attached **Appendix 4C**.

Complii Executive Chairman Craig Mason commented:

“ Despite weakened market conditions, we are delighted to disclose another solid Quarterly result. We are also pleased to announce a further expansion initiative in line with our Company growth strategy – the proposed Takeover Offer of Registry Direct this quarter. This proposed new acquisition will enable us to provide a full end-to-end digital service offering to customers and corporate entities, maintaining our first mover positioning advantage across all facets of our industry. ”

# Q4 FY22 Highlights

## Use of Funds Update from 2020 Prospectus

The Company was re-admitted to the official list of the Australian Securities Exchange (ASX) on 17 December 2020 (**Admission**) having successfully completed a \$7.0M capital raising on 10 December 2020.

The Q4 FY22 quarter is included in the period covered by a Use of Funds statement and expenditure program in the Company's prospectus dated 11 November 2020 (2020 Prospectus) under Listing Rule 1.1 condition 3.

A comparison of the Company's actual expenditure since the date of Admission against estimated expenditure in the Use of Funds statement and expenditure program contained in the 2020 Prospectus is set out in the table below:

Use of Funds	Maximum Subscription (\$7.0 m)	Actual Q4 FY22 Expenditure	Comments on Expenditure stated in 2020 Prospectus compared to Q4 FY22 Actuals
Complii product development and integration	\$1,580,000	\$726,000	Exceeded
Marketing of Complii Platform	\$1,000,000	\$257,000	On track
Strategic and acquisition opportunities	\$690,000	\$146,000	On track
Business expansion costs <sup>1</sup>	\$2,000,000	\$40,000	Seeking additional & appropriate opportunities
Costs of the Public Offer	\$721,000	-	Completed
Other costs associated with the Proposed Acquisition of Complii	\$250,000	-	Completed
Working capital following Public Offer <sup>2</sup>	\$759,000	\$1,602,000	Exceeded
<b>Total Use of Funds</b>	<b>\$7,000,000</b>	<b>\$2,771,000</b>	

### Notes:

1. Includes payments related to the acquisition of PrimaryMarkets, including relevant ASX, legal, broker, secretarial and corporate advisory expenses.
2. This includes costs that were higher than budgeted for year-end audit, accounting, secretarial, legal and other payments for the group's business operations. Further this includes working capital costs related to PrimaryMarkets which were not budgeted at the time of the estimating expenditure for the Use of Funds statement in the 2020 Prospectus.
3. Cash at Bank or working capital Q4 FY22 was \$5,744,000.

This announcement was authorised to be given to ASX by the Board of Directors of Complii FinTech Solutions Ltd.

- ENDS -

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**Complii**  
FinTech Solutions Ltd



## APPENDIX 4C

JUNE 2022

# Appendix 4C

## Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity COMPLii FINTECH SOLUTIONS LIMITED (ASX: CF1)

ABN 71 098 238 585

Quarter ended ("current quarter") 30 June 2022

## Consolidated statement of cash flows

		Current quarter \$A'000	Year to date (12 months) \$A'000
1.	Cash flows from operating activities		
1.1	Receipts from customers	2,557	9,057
	a) research and development	-	-
	b) product manufacturing and operating costs	-	-
1.2	Payments for:		
	c) advertising and marketing	(4)	(160)
	d) leased assets	-	-
	e) staff costs	(966)	(3,192)
	f) administration and corporate costs	(1,190)	(4,093)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	-	-
1.5	Interest and other costs of finance paid	-	-
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives (R&D)	-	942
1.8	Other (GST and Other ATO related receipts and payments)	(524)	(1,235)
1.9	<b>Net cash from / (used in) operating activities</b>	<b>(127)</b>	<b>1,319</b>
2.	Cash flows from investing activities		
	a) entities	-	-
	b) businesses**	(74)	(365)
2.2	Payments to acquire or for:		
	c) property, plant and equipment	(11)	(25)
	d) investments	-	-
	e) intellectual property	-	-
	f) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	a) entities	-	-
	b) businesses**	-	-
	c) property, plant and equipment	-	-
	d) investments	-	-
	e) intellectual property	-	-
	f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (Deposit Refund/ (Deposit Paid))	-	-
2.6	<b>Net cash from / (used in) investing activities</b>	<b>(85)</b>	<b>(390)</b>

\*\* Costs related to the acquisition of PrimaryMarkets



# Appendix 4C continued

## Quarterly cash flow report for entities subject to Listing Rule 4.7B

		Current quarter \$A'000	Year to date (12 months) \$A'000
3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	96	225
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other		
	Opening Cash Balance – PrimaryMarkets at 4 November 2021	-	658
	New Term Deposit	-	5
	Share Buy-Back	(62)	(69)
3.10	Net cash from / (used in) financing activities	34	819
4.	Net increase / (decrease) in cash and cash equivalents for the period	Current quarter \$A'000	Year to date (12 months) \$A'000
4.1	Cash and cash equivalents at beginning of period	5,924	3,998
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(127)	1,319
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(85)	(390)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	34	819
4.5	Effect of movement in exchange rates on cash held	(2)	(2)
4.6	Cash and cash equivalents at end of period	5,744	5,744
(1) – Adjusted to reconcile to the Half Year accounts – 31 December 2021			
5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	5,466	5,796
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (Security Deposit)	278	128
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	5,744	5,924

# Appendix 4C continued

## Quarterly cash flow report for entities subject to Listing Rule 4.7B

	Current quarter \$A'000
6. Payments to related parties of the entity and their associates	
6.1 Aggregate amount of payments to related parties and their associates included in item 1	217
6.2 Aggregate amount of payments to related parties and their associates included in item 2	-

*These payments represent Director fees, Director consulting fees and reimbursements of expenses. All transactions involving Directors and associates were on normal commercial terms.*

	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7. Financing facilities		
7.1 Loan facilities	-	-
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
7.4 Total financing facilities	-	-
7.5 Unused financing facilities available at quarter end		-
7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		

*Note: the term "facility" includes all forms of financing arrangements available to the entity.*

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(127)
8.2	Cash and cash equivalents at quarter end (item 4.6)	5,744
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	5,744
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	45.2
	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	Answer
8.6	8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	N/A
	8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	N/A
	8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	N/A

\* *Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.*

\*\* *Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.*

# Appendix 4C continued

## Quarterly cash flow report for entities subject to Listing Rule 4.7B

### Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: ..... 14th July 2022 .....

Authorised by: ..... Board of Directors .....  
(Name of body or officer authorising release – see note 4)

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, AASB 107: Statement of Cash Flows apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – e.g., Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's Corporate Governance Principles and Recommendations, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.