

Investor Presentation

Complii FinTech Solutions Limited (**Complii** or the **Company**) (CF1.ASX) is pleased to release a copy of the presentation to be provided by Craig Mason, Executive Chairman at the investor update webinar commencing at **4:15 pm AEDT today** (Wednesday, 2 November 2022).

Shareholders, investors, media and other interested parties can register to attend the webinar hosted by MST Financial Services Pty Ltd (MST) via the link below:

https://mstfinancial-au.zoom.us/webinar/register/WN_YLmld5wjRtysiGt52gm0pg

After registering, participants will receive an email confirmation containing information about joining the webinar.

It is recommended that participants join at least 10 minutes prior to the webinar commencing.

This announcement is authorised to be given to ASX by Craig Mason (Executive Chairman) and Alison Sarich (Managing Director) on behalf of the Board of Complii Fintech Solutions Limited.

- ENDS -

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ASX:CF1

Complü
FinTech Solutions Ltd

Investor Presentation

 **MST**
Financial

NOVEMBER 2022

FY22 performance highlights

Through a combination of acquisition and organic growth, Complii Group's revenue rose from \$2.15 million in FY21 to \$8.97 million in FY22, bringing the Group into profit for the first time since its establishment.

The PrimaryMarkets trading and capital raising platform acquired in November 2021 gained a substantial boost from its entry into the Group, with the value of trades increasing by 521% year on year, increasing revenue from \$1.35 million in FY21 (prior to acquisition), up to \$6.13 million in FY22 (post acquisition) (Full year \$7.57 million).



Group Revenue

↑ 318%



Net Profit

↑ \$4.3m



Cash at Bank

↑ 43.5%



Share Price

↑ 33.3%

* As at 30 June 2022

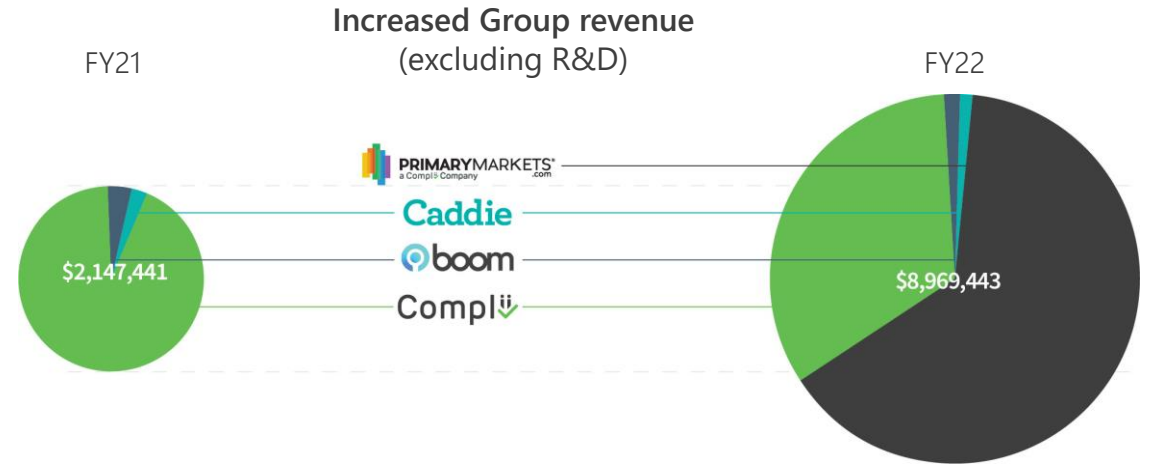
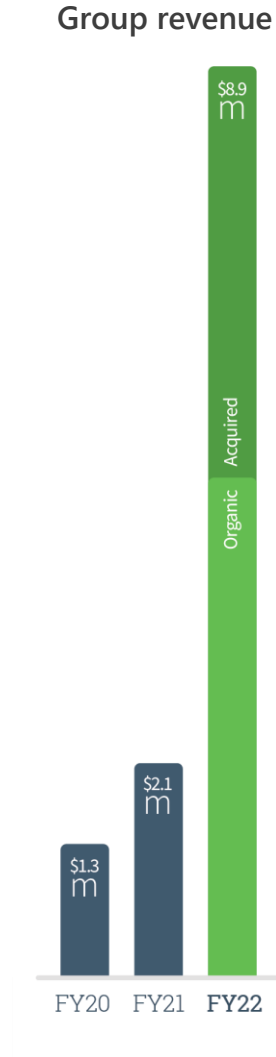
** Group Revenue excludes Registry Direct Revenue



Components of Group revenue growth

Complii Group's revenue growth in FY22 & Q1 FY23 was driven by a combination of organic growth in both existing and acquired business units, plus new revenues from the PrimaryMarket acquisition.

The accelerating power of Complii Group's equity market sector credibility and broad advisor network reach is clearly demonstrated by the dramatic rise in PrimaryMarket's share trading volumes now coupled with the aggregation of Registry Direct.



Complii Group's growing equity capital market business

ECM backbone and SaaS footprint

Starting with its AFSL focussed compliance platform in December 2010, Complii Group raised capital in December 2020 to build a unique, defensible FinTech business to serve Australia's wider equity capital markets sector.

Through innovative R&D and complementary business acquisitions, Complii Group has now built Australia's only integrated, modular SaaS platform for managing compliance, control & capital markets engagement.

Alongside the ASX, market data providers and execution & clearing houses, Complii Group modules now serve as the backbone of equity capital markets, enabling new levels of operating efficiencies and competitive advantage for users. These include registry services at inception of a corporation, unlisted trading facilities (pre-IPO), capital raising (seed round + IPO listing) administration tools and shareholder services (post listing), plus all the compliance controls required for those dealing for and in capital markets

Complii Group subscribers and users now extend across AFSL holders with listed and unlisted securities issuers, private and institutional investors, creating unique opportunities for cross-selling and further innovations.



Complii Group's core capabilities and user benefits

Today Complii Groups integrated SaaS modules serve a diverse array of equity capital markets participants to:

- **Empower** participation in and management of higher flows of corporate deals, capital raisings or trading unlisted shares across an ever wider array of sophisticated, professional and institutional investors
- **Enable** transparent management of AFSL compliant processes to save management time and minimise organisational risks
- ✓ **Ensure** that all aspects of AFSL reporting and training are undertaken in a fully compliant way, providing tools and safeguards to identify and prevent criminal activity



Group structure

Complii Group is comprised of five distinct business units, each operating under its own executive management team and each responsible for its own P&L




Complii FinTech caters to AFSL holders, providing mainly compliance and corporate deal flow services. Account Fast is a distinctly branded client account establishment product marketed and managed by Complii Fintech.

Boom enables financial planners and wealth managers to manage client information and undertake paraplanning online.

Think Caddie provides mandatory training to enable AFSL holders and others to maintain their professional accreditation.

Registry Direct provides shareholder registry and communications services, for both listed and unlisted corporations and funds + corporate employee share schemes management services.

PrimaryMarkets provides capital raising and trading of unlisted securities trading services, connecting unlisted companies and funds to a global network of over 110,000 sophisticated and institutional investors.








Primary target	Divisional brand	Product offers
AFSL Holders	Complii FinTech	Compliance Financial Crimes Risk Management Complaints Online Portfolio Adviser Bid 
Financial Planners		Client portfolio and paraplanning
Financial Professionals	Caddie	PD compliant training
Listed & unlisted corporations and funds	registry direct	Share registry and shareholder comms
Sophisticated, institutional investors		Trading unlisted shares plus raising new equity



Complii Group branded subsidiary user benefits

Extending beyond the core of AFSL compliance, Complii Group's distinctly branded business units now provide a complementary set of FinTech capabilities that, in combination, enable highly efficient, low risk management of many different types of substantial equity market transactions.

Distinct branding is maintained to minimise channel conflicts and help clarify target market relevance.

				
What				
How	Unlisted company security trading, capital raising	Shareholder registry and engagement platform	Financial Planner account management and para-planning platform	Mandatory professional development learning modules
Who	Unlisted corporate entities and funds, 110,000+ members globally	Both listed & unlisted companies (450) and funds (263) plus Employee Share Schemes (45) – 106,000+ registered holdings	Financial advisers and planners offering advice about diverse equity categories and personal wealth management	800+ users - Currently AFSL (Financial Planning & Stockbroker) holder focussed, with potential to broaden across other financial service segments and industries



Complii FinTech's integrated SaaS modules for AFSL firms

Complii FinTech modules lie at the heart of our relationship with leading AFSL holders

This comprehensive array of core business and client account management capabilities provides 127 Complii subscriber organisations and 3,600+ advisor and broker users with significant competitive advantages in terms of operating efficiency and risk mitigation

Primary value	Complii FinTech module	Core function	
 ENSURE	Compliance	Fulfill all AFSL related compliance functions (includes SOA3000 released in FY22)	Substantially updated in FY22
	Financial Crimes	Alert to suspicious trading and screen clients / investors	
	Staff Trading	Electronic pre order staff approvals with post trade reconciliation	Added Q1 FY23
 ENABLE	Risk Management	Identify, manage, and control risks across an entire organisation	
	Complaints	Manage resolution, notify, and alert for mandatory obligation deadlines	Added in FY22
 EMPOWER	Adviser Bid / Capital Raising	Automated distribution and acceptance of corporate deals (includes Corporate Highway Phase 3 released in FY22)	Substantially updated in FY22
	Trading Unlisted Securities	Integration of PrimaryMarkets trading into core Complii platform	Added Q1 FY23
	Online Portfolio	Portal for Adviser's clients to access information and download forms	
	AccountFast	Integrated Online Account Opening tool	
	COMING SOON Registry Services	Integration of Registry Services into core Complii platform	Expected Q2-Q3 FY23)



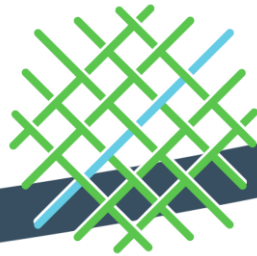
Group growth strategy

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



Corporate growth

Acquisition of complementary technology and integrated services + corporate highway with additional product offerings



Organic growth via cross-module sales to increase client penetration

Ensure existing clients are aware of the full suite of the Complii products and enhancements to increase operational, administrative efficiencies and inclusive of unlisted trading services + revenue from new service offerings



Continue to grow market footprint and be the fully integrated end to end provider across:

- > Stockbrokers
- > Corporate advisory firms
- > Wealth managers
- > Financial planners
- > Banks
- > International Corporates
- > Private companies
- > Sophisticated investors



Complii Group target market segments

Following the acquisition of Registry Direct, Complii Group's integrated FinTech modules now offer potential benefits to all the key players in Australia's equity market sector.

Once these offers are more fully integrated and value propositions are developed for each audience type, the Group will invest in more substantial awareness raising and cross-selling activities as a key driver for future organic growth

	AFSL Holders	Stockbrokers	Financial Planners	Wealth Managers	Banks	Insurers	Unlisted Co's & Funds	Sophisticated Investors
Complii FinTech								
PrimaryMarkets								
Registry Direct								
Caddie								
Boom								



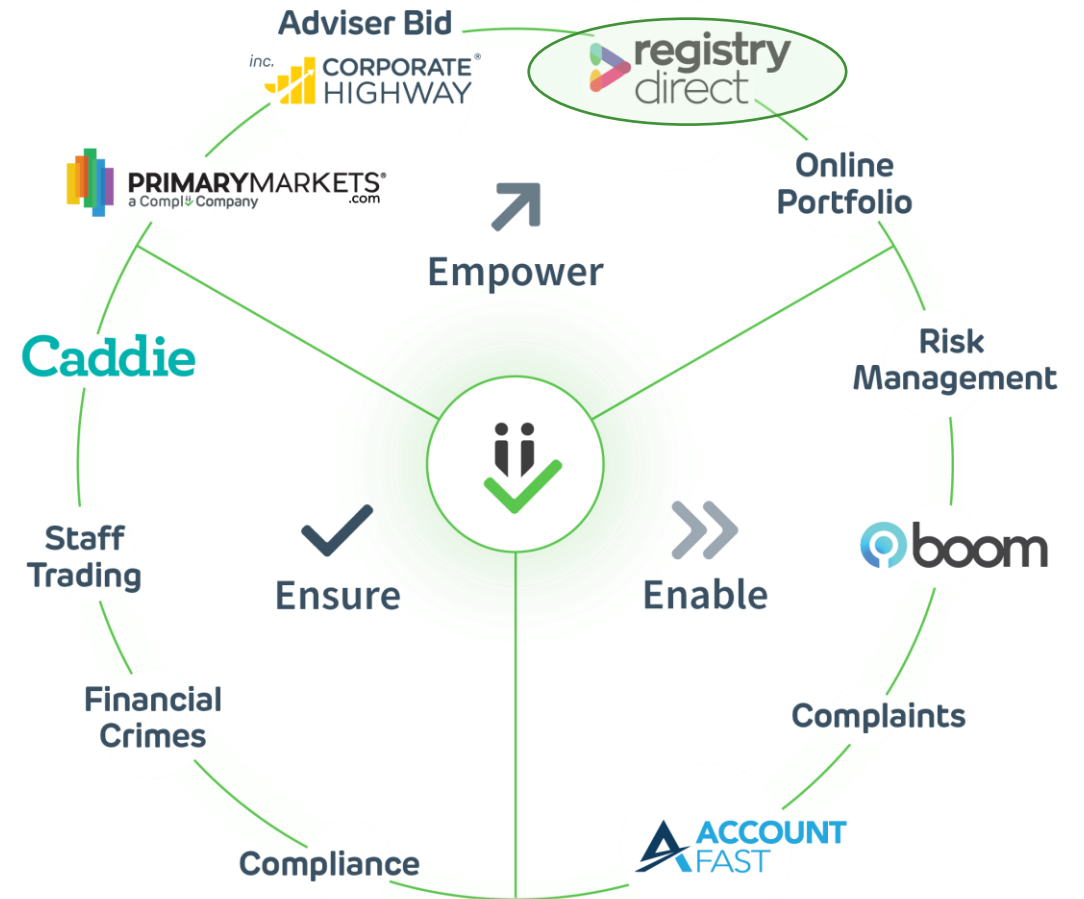
Acquisition of Registry Direct, September 2022

Since the end of FY22 Complii Group has completed the acquisition of Registry Direct in September 2022.

Bringing a new group of secured equity issuer clients into the Complii Group fold, this also enables seamless management of new capital raising and associated equity restructuring for both pre IPOs and IPOs as well as unlisted company and fund growth.

Complementing PrimaryMarket's unlisted trading capabilities, the addition of share Registry services enables efficient and timely private investor engagement and transaction settlement and stock management services.

Registry Direct also extends the reach of the Complii Group into companies that operate employee share schemes.



Acquisition summary (why we acquired Registry Direct)

Complii FinTech Solutions enhanced its competitive market position by acquiring Registry Direct Limited (ASX.RD1) in an all-scrip Takeover Offer

- Registry Direct provides share and unit registry software and services
- Technology ready for technical accreditation to the new DLT CHESS replacement system
- Current clients include Meta (Facebook), Starbucks, Sequoia and Adobe, plus hundreds more
- End to end compliant and efficient technology to manage company's shareholders

A complementary acquisition for Complii Group

- Full company management from inception, seed raising tools, unlisted trading, listing tools and investor management including shareholder communications
- Ties into the recent acquisition of PrimaryMarkets, Australia's leading trading platform for unlisted securities to enable efficient settlement and registry services.
- Offers further services to Complii's widely used Capital Raising & Compliance platform
- Integration will extend Complii's product breadth and competitive value proposition



"One stop" solution for companies, stockbrokers and private equity traders

Capital structure

The capital structure of the Company following completion of the RD1 Takeover Offer and issues of all securities are set out below:

HOLDER	TOTAL SHARES	OPTIONS	PERFORMANCE RIGHTS	DESCRIPTION	AMOUNT
CF1 securities prior to offer	417,135,994	115,107,037	35,346,411	ASX Code	CF1
Shares issued pursuant to the Takeover of RD1	109,310,758 (26%)	32,080,166	18,460,316	Share price	\$0.065
Total CF1 securities post acquisition	526,446,752	147,187,203	53,806,727	Shares on issue	526,446,752
				Market capitalisation	\$34,219,039

- Source: 1 Nov 2022

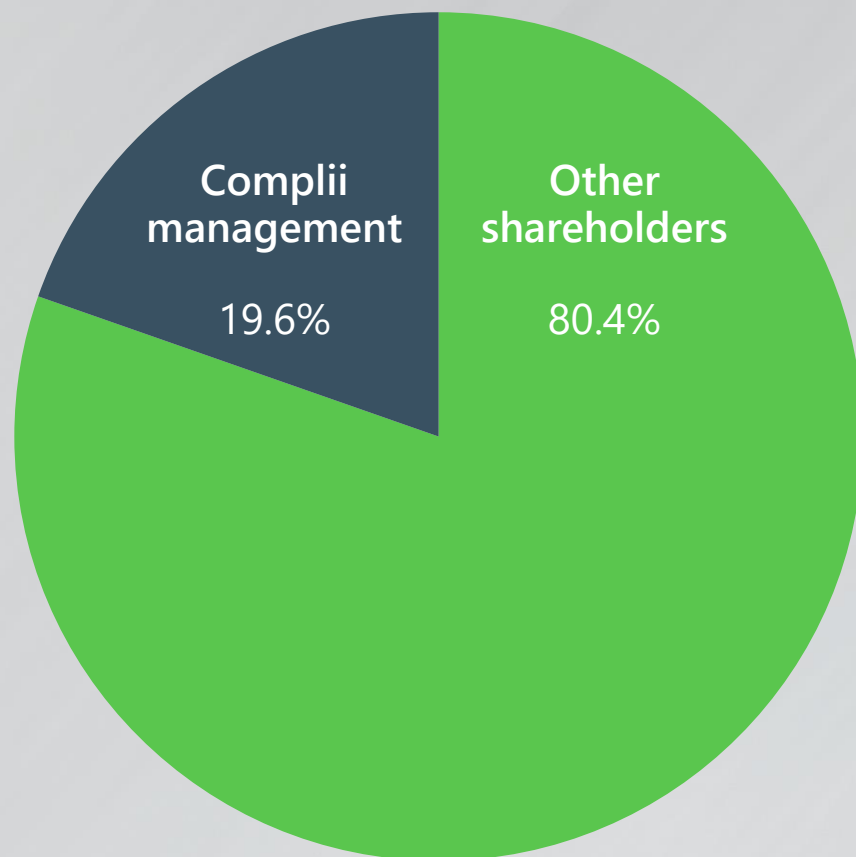
Key statistics – post transaction Q1 FY23

	Complii	PRIMARYMARKETS [™] a Complii Company	registrydirect
AFSL clients (broker/financial planning firms)	127		
Registered users (members of AFSL client firms)	3600+		
Advisor Bid – new capital raised using CF1 software (FY22)	\$10.3b		
Global investor network		110,000+	
Total Trading Volume – (FY22A)		\$110m	
Trading opportunities in unlisted companies and funds on platform as of 30 Sept 22		66	
Share Registry – companies			450
Share Registry – funds			263
Share Registry – holdings			106,000+
Registry Services – Employee Share Scheme			45

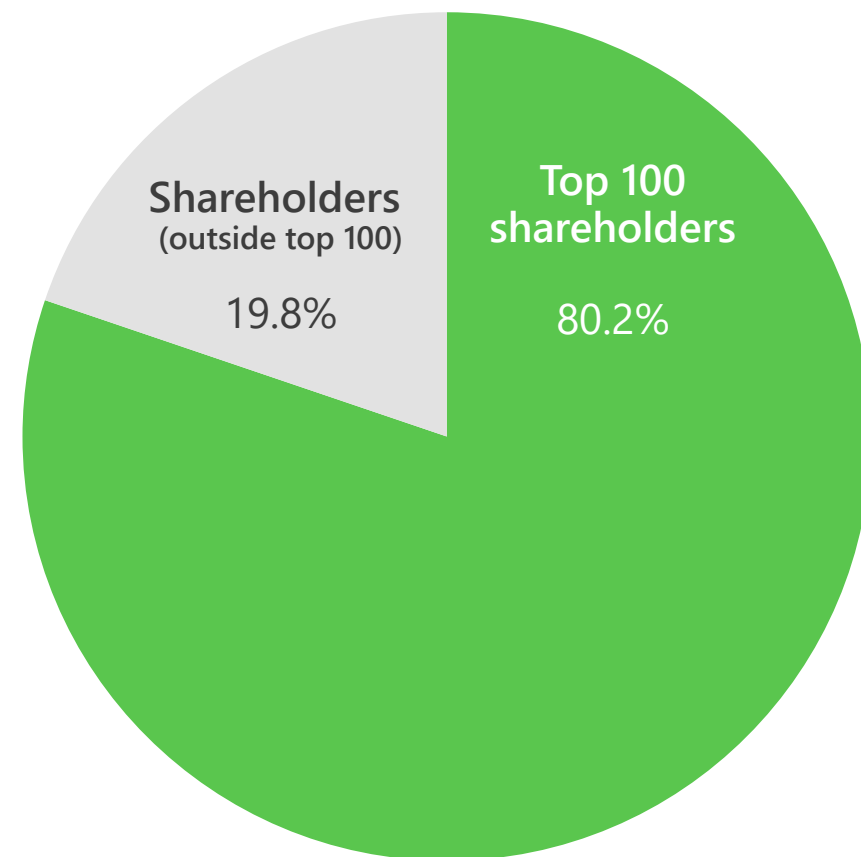


Shareholding structure

Total shareholder breakdown



Total shares on issue = 526,446,752



Complii's top 100 shareholders account for more than 80% of current equity



Group growth performance RD1 - CF1 Combined

Group Financials

		FY20 ²	FY21	FY22	Q1 YTD FY23
		ACTUAL	ACTUAL	ACTUAL ¹	3 MONTHS ACTUAL ²
Group Revenues	Complii	\$1,326,913	\$2,147,441	\$8,969,443	\$2,473,711
	Total Revenue	\$1,326,913	\$2,147,441	\$8,969,443	\$2,473,711
	R&D	\$385,420	\$573,917	\$942,080	\$0
	Total Revenue and Income	\$1,712,333	\$2,721,358	\$9,911,523	\$2,473,711
Group Expenses	Complii ¹	(\$5,672,024)	(\$6,915,598)	(\$9,796,586)	(\$3,363,361)
	Total Expenses	(\$5,672,024)	(\$6,915,598)	(\$9,796,586)	(\$3,363,361)
Cash at	Complii	\$152,084	\$3,998,180	\$5,736,421	\$6,486,253
	Cash on term deposit				\$273,589
	Total Cash at Bank				\$6,760,421
	Anticipated R&D Rebates³				\$2,383,000

Notes: 1. FY22 includes \$664k one-off costs relating to the acquisition of PrimaryMarkets. Complii acquired PrimaryMarkets on 4 November 2021. 2. Q1 YTD FY23 as per Complii Appendix 4C lodged with ASX and unaudited financial information. Q1 FY23 includes \$327k one-off costs relating to the acquisition of Registry Direct. Complii acquired Registry Direct on 31 August 2022. Registry Direct is included from the date of acquisition. 3. R&D rebates for FY22 activities anticipated to be received in Q2 FY23. 4. Note \$1.45m 5c Options exercise cash anticipated by end of Q2 FY23 (refer to next page).



Balance sheet

Assets	Q1 YTD FY23 ¹	30-Jun-22
Total current assets	\$7,411,100	\$6,253,240
Total non-current assets	\$7,589,318	\$6,974,892
Total assets	\$15,000,419	\$13,228,132
Total current liabilities	\$2,125,870	\$1,753,354
Total non-current liabilities	\$464,188	\$510,416
Total liabilities	\$2,590,058	\$2,263,770
Net assets	\$12,410,361	\$10,964,362

Equity

Issued capital	\$30,016,186	\$20,427,265
Reserves	\$1,997,466	\$1,704,807
Accumulated losses	(\$19,603,290)	(\$11,167,710)
Total equity	\$12,410,361	\$10,964,362

Notes: 1. Q1 YTD FY23 as per unaudited financial information

Proceeds from Options Expiring in December 2022

	Units	Conversion
TRANCHE 1 OPTIONS @ \$0.05 EXP 31.12.22 ESC 24M	17,909,620	\$895,481
OPTIONS @ \$0.05 EXP 31.12.22	30,307	\$1,515
TRANCHE 1 OPTIONS @ \$0.05 EXP 31.12.22	11,058,612	\$552,931
		\$1,449,927



Looking ahead



Expanded marketing

Raise Complii Group's profile for high-value, integrated FinTech offerings

- › Capital raising
- › Corporate structure and registry services
- › Required compliance
- › Trading in unlisted securities

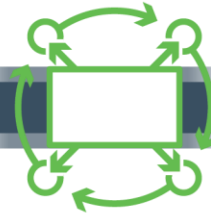


Expanded sales efforts and cross sell expansion – organic growth

Increase prospective AFSL client engagement via events and sales presentations

Leverage breadth of Complii Group capabilities and depth of AFSL network

Actively engage existing clients to promote value of relevant added-value service offers



New product expansion + in-organic growth

Develop new products with existing and for prospective clients, through selective acquisition of businesses whose sales can be leveraged through the Complii network



Group integration efficiencies

Optimise group-shared resources to minimise duplication

Redeploy savings to group-wide capability development (e.g. on-boarding)



Disclaimer

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