

ASX Release | 16 February 2023

QuickFee Limited H1 FY23 results

Revenue up 47%, growth across all key metrics and on track to achieve run-rate profitability by the end of FY23

QuickFee Limited (ASX:QFE) ("QuickFee") today announces its financial results for the half-year ended 31 December 2022 (H1 FY23).

H1 FY23 highlights

- Revenue up 47% to A\$6.9 million (H1 FY22: A\$4.7 million), driven by increased transaction volumes and increased revenue yields across all products
- Continued record lending and payments volumes in the US and strong recovery in Australia
 - US Pay Now Total Transaction Values (TTV) up 30% to US\$548 million (H1 FY22: US\$423 million), reflecting increasing growth in new customers and merchant sign-ups
 - US Financing grew 23% to US\$10.1 million
 - Growing demand for lending in Australia, up 19% in H1 FY23 to A\$20.6 million (H1 FY22: \$17.3 million)
- Substantial reductions in operating costs, particularly across customer acquisition and product development, following the discontinuation of BNPL in the US
- Industry-leading low bad debt levels, consistent with QuickFee's low credit risk model
- Improved pricing driving higher revenue yields
 - Much improved EBITDA outcomes, positioning QuickFee for profitability in FY24
- QuickFee remains on track to achieve run-rate profitability by June 2023 within existing cash and borrowing facilities

Key Financial Information (A\$M)	H1 FY23	H1 FY22	Movement %
Revenue	6.9	4.7	+47%
Gross profit	4.5	3.4	+32%
EBITDA	(2.5)	(6.8)	+63%
EBITDA (after interest on borrowings)	(3.6)	(7.1)	+49%
NPAT	(4.4)	(7.3)	+40%
EPS (cents)	(1.7)	(3.3)	+48%

Commenting on the half-year results, Chairman Dale Smorgon, said:

"The first half of the FY23 financial year has seen the strong momentum in QuickFee's professional services business maintained, and positions the Company closer to its profitability target. Impressive growth was achieved across all key business metrics, with strong growth in transaction volumes, lending volumes, and customer and merchant growth. The streamlined strategy of focusing on helping CPA and law firms get paid faster is delivering results, and we look forward to this strategy driving profits in the near term."

Commenting on the outlook for FY23, President, North America Jennifer Warawa said:

"I have the opportunity of joining QuickFee after an extensive period of technology development has been completed, which means the Company can provide a market-leading proposition for CPA firms and their clients. This also means we can really focus on driving scale in the business and steer QuickFee toward profitability.

"There are three strategic priorities that we will be executing on. First is new customer acquisition, and driving organic growth through cross-sell and upsell initiatives. Second is developing strategic partnerships that will drive exponential growth across both transaction and lending volumes. And third is capitalising on our existing technology by scaling it in a cost-effective way and accelerating practice management integrations with our platform.

"As we look forward, I'm both confident and excited in the outlook of the business as we continue to implement and deliver against these three strategic priorities, extending our competitive advantage and positioning us a market leader when it comes to helping professional services firms get paid faster."

Results call

QuickFee management will be conducting a briefing session for investors and analysts at Thursday 16 February 2023 at 10:30 am AEDT.

To pre-register for the briefing, please following the link below:

https://us02web.zoom.us/webinar/register/WN_aOv000LGQZSZlgP1335HfA

This announcement has been authorised for release by the directors.

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About QuickFee

QuickFee Limited (ASX:QFE) is a fast-growing financial technology company providing an innovative suite of online payment solutions and low risk loan origination offerings to professional, commercial, and personal services providers, helping customers access the advice and services they need, with the choice to pay now or over time.

QuickFee's fully integrated online payment platform and financing solutions enable merchants to accept payments by CC, EFT/ACH, payment plan, or a Buy Now, Pay Later instalment plan.

QuickFee currently operates in the US and Australia. For more information, visit quickfee.com.