

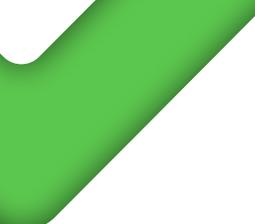


FinTech Solutions Ltd

QUARTERLY ACTIVITIES
REPORT AND APPENDIX 4C
Q3 FY23

APRIL 2023





Complii FinTech Solutions Ltd (**ASX: CF1**) (**Complii, Group** or the **Company**) – a leading end-to-end **SaaS (Software as a Service)** based technology solution for Australian Financial Services License (**AFSL**) company's (Stockbrokers and Financial Planners) and their licensed user centric workflows for compliance, capital raising and operational needs, as well as a global Trading Platform for securities of unlisted companies & funds and Registry Services for listed and unlisted companies & funds - is pleased to provide its Quarterly Activities Report and Appendix 4C for the period ending 31 March 2023 (**Q3 FY23** or **March Quarter**).



Q3 FY23 Highlights

The Complii Group is delighted to advise the market of the Group's continued successes during Q3 FY23:

- Cash at Bank (including Term Deposits) is stable quarter on quarter and is \$6.767m as at 31 March 2023.
- During Q3 FY23 and in addition to normal Group revenue activities, Complii received R&D Grant for FY22 activities of \$1.621m, as expected.
- Complii Group has received cash flow from operations of \$1.707m from customer receipts (Q2 FY23: \$1.831). The slight decrease was expected and reflects the poor global financial markets and the resulting reduced transactional revenue for our PrimaryMarkets business unit.

In addition:

- During Q3 FY23, \$1.735B of new capital funds were raised on the Complii platform across 552 unique offerings from numerous AFSL client firms using Complii's proprietary Capital Raising System ("Adviser Bid/Corporate Highway").

Business development focus on major projects commenced and delivered in Q3 FY23 including:

Complii compliance solutions

- Q3 FY23 saw the completion of the business requirements of the new CRM module and the development of which is now well underway. This module will be further rolled-out to our existing client base as a unique cross-sell update.
- Complii Group signed 4 new AFSL clients bringing the current total to 134 AFSL firms (including market leading local and overseas owned firms) who each subscribe for at least one or multiple modules/services provided by Complii, representing over 3700 current registered users of the Complii platform. These newly signed clients will deliver an incremental increase in ARR commencing during the next quarter as they are onboarded to the various modules within the Complii platform. We also have a number of new clients in the pipeline for Q4.
- Increased Complii's presence to now serving 26.8% of the addressable AFSL target market.

Complii Capital Raising solutions

- Roll-out of numerous enhancements designed for Adviser Bid (Complii's expansive and unique Capital Raising platform including the Corporate Highway, which enables deal sharing for the Broker community), including more complex deal types, enhanced user experience as well as enhancements of system and user efficiencies.

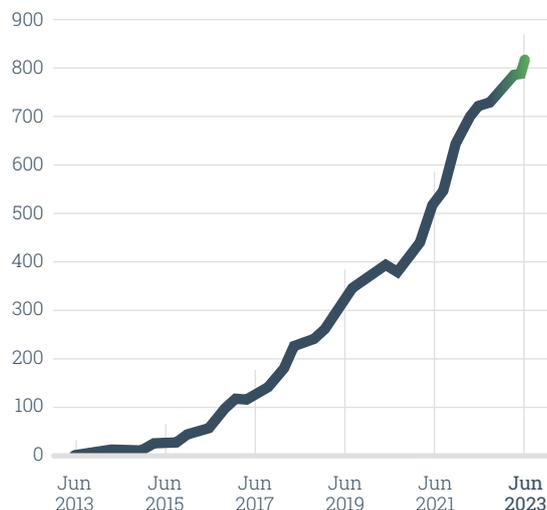
PrimaryMarkets

- Continued to add further secondary trading opportunities.
- Trading volumes increased via a wider mix of our private company opportunities.
- Marketing focus turned to PrimaryMarkets trade and investment offering roll out to Brokers and AFSL firms

Registry Direct

- Net increase in fee paying Registry clients was 26, continuing on its growth trajectory.

Fee paying registers



Outlook

Operations

The Complii business unit has successfully delivered paid development work for major existing clients, cementing our strong relationships.

During the quarter the Complii / PrimaryMarkets integration was completed, which will, significantly broaden the reach of our solutions. Demonstrations of the new functionality has commenced to relevant audiences.

With the development of Complii's new CRM, which is well underway, the company expects to generate incremental income commencing from the next quarter.

Since joining the Complii Group, Registry Direct has continued its steady growth in listings. Several companies listing through IPO in the Q3 FY23 have selected Registry Direct as their provider of choice for registry services.

The Complii group has also moved its own share registry to Registry Direct during the quarter.

The acquisition of Registry Direct consolidates the group's ambition to become the backbone for equity capital markets, with a unique offering covering cost-effective capital raising, absolute compliance assurance, operating risk mitigation and customer servicing efficiency.

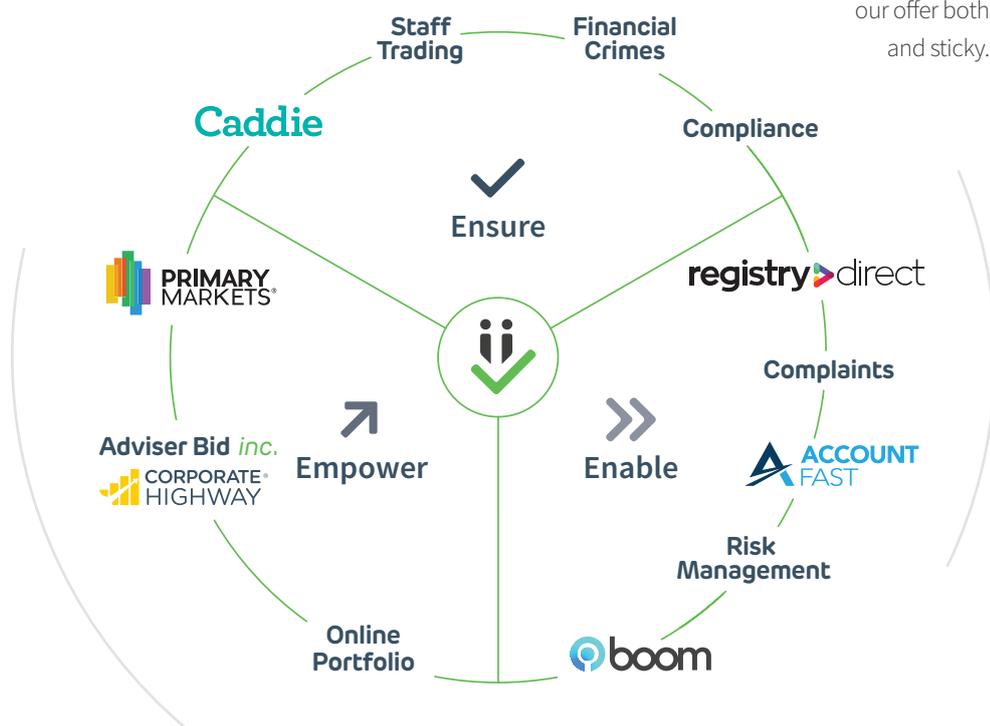
Integrating our other business units' solutions, the Complii group offers the only end-to-end platform for managing corporate activity from inception of a Company, pre-IPO trading/liquidity, new capital raising efficiencies through to registry services, as well as providing compliance and efficiency tools along each step of the journey whether it be from the company or a broker. Complii is continuing to focus its Group marketing and resources to realise this opportunity.

PrimaryMarkets has further grown the total opportunities on its Trading Platform, with a strong number of capital raises live and trading volume starting to grow back. The opportunities represent a mixture of secondary trading, trading hubs, unicorns, capital raises and investor centers.

Registry Direct saw net sales of registers for the quarter in line with the previous 2 quarters.

Both PrimaryMarkets and Think Caddie are launching new products in Q4 FY23, helping to grow the group's customer base.

Through our ecosystem of solutions, we are steadily growing our total addressable market (TAM) as well as increasing the potential share of wallet through cross-selling of our solutions, as most companies want to work with end-to-end vendors instead of multiple vendors. This makes our offer both differentiated and sticky.



Outlook continued

Growth

Complii signed a new large “mid-tier” broker (Wilson's Advisory) and will spend the next two quarters building a new module and enhancing an existing module during their onboarding, as paid development work. The new modules are adviser focused tools and will be designed to improve client engagement and advice, complementing our existing suite of solutions, going live in Q1FY24.

Furthermore, we have been on-boarding several new clients and will see ARR effect from Q4 FY23 and beyond.

Overall, the Complii group has been continuing to invest behind building a differentiated, end-to-end ecosystem and the required go-to-market capabilities, positioning itself for more cross-selling opportunities. The focus going forward will be to decrease the cost of acquisition whilst increasing customer ARR and lifetime value, to accelerate organic growth profitably.

We have hired a new Group Head of Marketing to lead this, tasked with driving our go-to-market to better cross-sell and generate new leads. Additionally, across the Group, the sales team is growing, in an effort to accelerate our customer acquisition.

We are actively driving strong brand awareness and preference through our presence at targeted events, a media and public relations programme as well as a focused advertising plan. We are also building a sales and marketing technology stack to gather data and generate insights, so as to improve our lead generation cost-efficiency, personalise our nurturing activities and deliver high quality leads to the sales team. We are building the required capabilities to support a joint sales and marketing account-based approach, with the aim of speeding up our sales velocity. In addition to new leads, we are actively engaging with our existing customer base to cross-sell our solutions and leverage our unique ecosystem.

With completion of integration of both the PrimaryMarkets and Registry Direct businesses, which adds growth and strength to the corporate and capital raising side of the Group businesses, Complii is ready and remains committed to look for synergistic, complimentary acquisition opportunities which supplements the continued success of the Group's organic growth strategy.

Financials Q3 FY23

Cash at bank as at 31 March 2023 was \$6.739m. Cash on term deposit is \$28k. Total cash at bank and on Term Deposit as at 31 March 2023 is \$6.767m.

Notable operating cash flow items for Q3 FY23 included:

- \$1.707m receipts from customers (Q2 FY23: \$1.831m). With ARR stable vs Q2 across the Group.
- In addition to the normal Group revenue activities, Complii received a R&D Grant for FY22 activities of \$1.621m in Q3 FY23.
- \$2.214m of staff costs (Q2 FY23: \$1.941m). The increase is due to Director termination payment and staff performance bonuses paid in the quarter.
- \$0.92m administration and corporate costs (Q2 FY23: \$1.234m). Reduction in costs due to one-off annual costs paid in Q2 FY23 relating to corporate and audit costs. Compliance fees, recruitment fee, insurance and penetration testing.

Net cash inflow from Group investing activities was \$5.149m for Q3 FY23 as \$5.150m placed on Term Deposits matures within 3 months of the quarter end.

- Interest earned on term deposits which will be realised in Q4 FY23 will total circa \$135k.

Directors, being related parties of the Company, were paid remuneration in the amount of \$333k during the March Quarter. No other related party payments were made.

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

Outlook continued

Summary Q3 FY23

- Complii Group achieved another strong quarter of cash flow from operations, with a net outflow of only \$38k for the quarter.
- As at 31 March 2023, Complii has a total funds of \$6.767m, being \$6.739m in cash plus \$28k on Term Deposit, with the Group having no debt and no new equity placements since December 2020.
- The Complii Group 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.

Complii Executive chairman

Craig Mason commented::

Overall, Complii achieved a lot over Q3 and is well positioned going into the rest of the financial year. January and February of Q3 saw a slow start in terms of revenue as expected, we did however see a significant improvement in March. We expect that positive trend to continue as we have won new business and trading volumes are on the rise.

Financially, we are in an excellent position, with improving cash flow for all activities supported by solid cash at bank. Complii has grown its strong cash position without the need for debt or new equity placements delivering an enhanced Balance Sheet

Operationally, we have continued to innovate, building and delivering new solutions that complement our existing offering and will be rolled out immediately.

We are confident that Complii is well positioned to give our shareholders a strong trajectory into the rest of FY23 and beyond, as our Group's cross-selling capabilities continue to provide an expected upside for organic growth within our Group.

Beyond our organic growth, we continue to explore synergistic acquisitions. This will continue to be a broad focus building upon the success of our aggregations of both PrimaryMarkets and Registry Direct

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

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FinTech Solutions Ltd

APPENDIX 4C Q3 FY23

APRIL 2023



Appendix 4C

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

Name of entity	Complii Fintech Solutions Limited
ASX Code	CF1
ABN	71 098 238 585
Quarter ended ("current quarter")	31 March 2023

Consolidated statement of cash flows

	Current quarter	Year to date (9 months)
	\$A'000	\$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	1,707	5,664
a research and development	-	-
b product manufacturing and operating costs	(7)	(17)
c advertising and marketing	(115)	(366)
1.2 Payments for		
d leased assets	(102)	(259)
e staff costs	(2,214)	(5,660)
f administration and corporate costs	(920)	(3,017)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	1	3
1.5 Interest and other costs of finance paid	(2)	(9)
1.6 Income taxes paid	(7)	(17)
1.7 Government grants and tax incentives	1,621	2,395
1.8 Other	-	-
1.9 Net cash from / (used in) operating activities	(38)	(1,283)

ASX Listing Rules Appendix 4C (17/07/20). See chapter 19 of the ASX Listing Rules for defined terms.

Appendix 4C continued

2. Cash flows from investing activities		Current quarter \$A'000	Year to date (9 months) \$A'000
	a entities	-	-
	b businesses	7	(477)
2.1	Payments to acquire or for		
	c property, plant and equipment	(8)	(29)
	d investments	-	(8)
	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	-	6
	e intellectual property	-	-
	f other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
	Other (Term Deposits with maturity of 3 months or greater)	-	(5,292)
2.5	Other (Term Deposits maturing within 3 months of quarter end)	5,150	5,269
	Cash Balance from purchase of Registry Direct	-	1,936
2.6	Net cash from / (used in) investing activities	5,149	1,405
3. Cash flows from financing activities		Current quarter \$A'000	Year to date (9 months) \$A'000
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	-	1,152
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(19)	(24)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	(73)	(222)
3.7	Transaction costs related to loans and borrowings	(1)	(5)
3.8	Dividends paid	-	-
3.9	Other		
	Opening Cash Balance adjustment	-	(7)
	Share Buy-Back	(2)	(18)
3.10	Net cash from / (used in) financing activities	(95)	876

Appendix 4C continued

4. Net increase / (decrease) in cash and cash equivalents for the period	Current quarter \$A'000	Year to date (9 months) \$A'000
4.1 Cash and cash equivalents at beginning of period	1,723	5,744
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(38)	(1,283)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	5,149	1,405
4.4 Net cash from / (used in) financing activities (item 3.10 above)	(95)	876
4.5 Effect of movement in exchange rates on cash held	-	(3)
4.6 Cash and cash equivalents at end of period	6,739	6,739

5. Reconciliation of cash and cash equivalents ¹	Current quarter \$A'000	Previous quarter \$A'000
5.1 Bank balances	1,589	1,604
5.2 Call deposits	-	-
5.3 Bank overdrafts	-	-
5.4 Other (Term Deposits maturing within 3 months of quarter end)	5,150	119
5.5 Cash and cash equivalents at end of quarter (should equal item 4.6 above)	6,739	1,723

¹ at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts

6. Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1 Aggregate amount of payments to related parties and their associates included in item 1	333
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.

Appendix 4C continued

	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7. Financing facilities ¹		
7.1 Loan facilities	-	-
7.2 Credit standby arrangements	-	-
7.3 Other (Security Deposit)	28	-
7.4 Total financing facilities	-	-
7.5 Unused financing facilities available at quarter end		28
7.6 Include in the box below a description of each facility above ²		

Facility	\$A'000	Interest rate
Macquarie Bank Term Deposit		
This Term Deposit is a bank guarantee against the Melbourne office rental lease.	\$4.8	0.01%
Macquarie Bank Security Deposit		
This Term Deposit is a bank guarantee against the RegistryDirect Melbourne office rental lease.	\$23.1	

- Note:** the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.
- 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.

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (item 1.9)	(38)
8.2 Cash and cash equivalents at quarter end (item 4.6)	6,739
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	6,739
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1) ¹	177.32
8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
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?	Answer: 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?	Answer: 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?	Answer: N/A

- 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

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	18 April 2023
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Authorised by	By the Board
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(Name of body or officer authorising release – see note 4)

Notes

- 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 – eg 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.