

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** (Tuesday, 12 December 2023).

Shareholders, investors, media and other interested parties can register to attend the webinar via the link below:

https://us06web.zoom.us/webinar/register/WN_ywvPorCsTza3D_dPMVG_vg

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

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Investors Update

Investor Presentation 12 December 2023
Craig Mason, Executive Chairman



The Year That Was – Calendar Year 2023 Highlights

The Group has continued its strategy of building an ecosystem of solutions for equity capital markets participants.

Key Milestones

- ✓ Deal with NRI-AUSIEX
- ✓ Business Acquisition of MIntegrity
- ✓ Partnership Agreement with Praemium
- ✓ Signed Wilsons and Bell Potter amongst other clients
- ✓ New portfolio modelling and rebalancing tool deployed

Financials

- ✓ ARR growth year on year at Group level and for all key business units
- ✓ Cross-selling, up-selling and acquisition focus to drive incremental ARR
- ✓ Strong cost cutting to improve gross margin and profitability
- ✓ Strong start of FY24 in terms of revenues: we have turned the corner



A New Age for the Industry



Developing Strategic Relationships

Complii – ECS – Praemium:

- ✓ Fast-changing regulated framework
- ✓ A highly efficient, tech-focused offering
- ✓ Enabling our clients to focus on providing quality customer solutions
- ✓ Improving our clients' business opportunities

First of breed offering



Business Acquisition:

MINTEGRITY



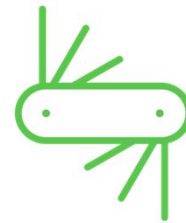
Broaden revenue base

- \$1.48m incremental annual revenue year 1 anticipated



Grow corporate client base

- Access to MIntegrity's client base of over 100
- Access for MIntegrity to Group clients and users



Added value for broker clients

- One stop shop for AFSL compliance technology, services and consulting



Cross-promotional potential

- MIntegrity's RegsWeb: digital regulatory web service focused on risk and compliance
- MIntegrity's MIWize e-learning portal, delivered through Complii's Caddie business unit



Corporate Highway: Next Generation



Capital Raised
(since launch)

\$30bn
Over \$10bn in
FY23 alone



Deals Executed
(since launch)

13,000+



Exclusive Community

3,600+
Registered dealers



- Revamped UI with further visibility for advisors coming
- Recent new client signings: Bell Potter, Wilsons
- Strong pipeline, focusing on institutional deal types
- Increased efficiency for JLM's (joint-lead managers) on institutional deals.



The Group Offering: a complete ecosystem



Covering the whole corporate lifecycle from inception to unicorn:

- ✓ registry services at inception of a corporation
- ✓ unlisted share trading facilities (including pre-IPO)
- ✓ capital raising (seed round + IPO listing) and administration tools
- ✓ shareholder services (post listing)
- ✓ compliance controls required for those dealing for and in capital markets.
- ✓ consulting

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registrydirect
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PRIMARYMARKETS
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Caddie

INTEGRITY

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 and customers with additional product offerings



Organic growth via cross-offer sales

Ensure existing clients are aware of the full suite of the products and enhancements of their existing modules to increase operational and administrative efficiencies inclusive of unlisted trading services



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



Group financial performance

		30 Nov 2023 YTD (unaudited)	FY23 (\$)	FY22 (\$)	FY21 (\$)	FY20 (\$)
Group Income	Revenue from contracts with customers *	3,253,572	7,934,160	8,642,969	2,024,663	1,169,875
	Other income	58,363	411,788	326,474	122,788	157,038
	Research and development grant	1,339,827	2,386,298	942,080	573,917	385,420
	Total Revenue and Other income	4,651,762	10,732,246	9,911,523	2,721,368	1,712,333
Balance Sheet	Cash at bank	887,062	1,796,052	5,467,644	3,998,180	152,084
	Cash on Term Deposit	2,600,000	4,000,000	268,777	-	-
	Total cash at Bank and on Term Deposit	3,487,062	5,796,052	5,736,421	3,998,180	152,084
	Net Assets	13,827,557	16,267,112	10,964,362	3,607,694	(1,462,940)

FY24 YTD Results Commentary

ARR (Annual Recurring Revenue) has continued to grow strongly across all segments within the group despite broader market volatility.

Cash or cash equivalents of \$3.5m at 30 November 2023 on the balance sheet and no debt highlights the group remains self-funded to continue growing its AFSL client base and wallet share through an expanding product footprint and small add on acquisitions when appropriate.

Complii received its R&D Grant for FY23 activities of \$1.34m in Q2 FY24.

MIntegrity joined the group in September 2023 continuing to broaden the revenue base.

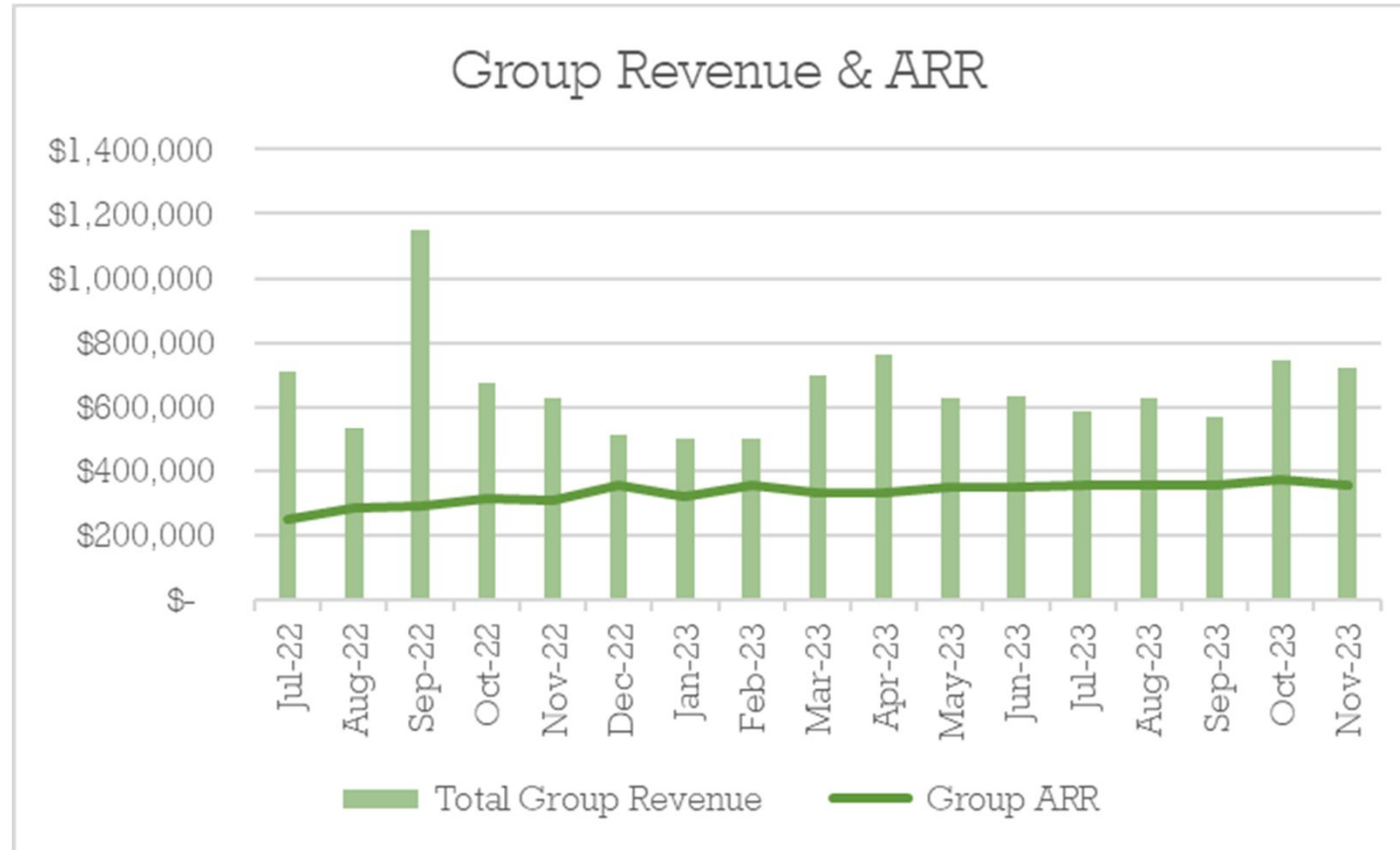
*Customer revenue Q1 FY24 was \$1.789m vs Q2 FY24 to date (Oct / Nov) at \$1.465m.

Complii will receive \$298k in December 2023 from a strategic investment trade done in Q1 FY24.





Group Revenue Growth (monthly data)



- ✓ We have signed prominent clients and have a strong pipeline
- ✓ Markets conditions have been tough but are improving, and we have seen demand increase
- ✓ We have decreased our cost basis significantly
- ✓ FY24 revenues to date reflect a normalised environment which we expect to continue in 2024.





Investment thesis

The Complii Group has built a unique, differentiated and hard-to-imitate end-to-end platform delivering a whole suite of solutions for equity capital markets participants.

After strong investment in building our ecosystem, we are now switching gear to focus more on monetisation.



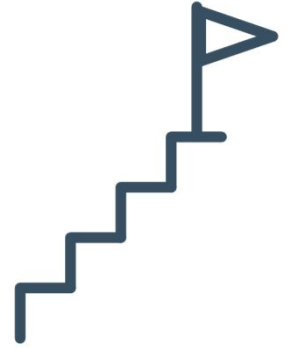
A growing market

Our TAM (total addressable market) is growing through our acquisitions, as well as cross-selling opportunities



A unique offer

Our integrated, modular offer is unique in the market; we have strong customer retention and have seen great traction



A clear growth path

We have been investing strongly to build a strong customer base and are now focused on monetisation through sales and marketing





Questions?

Please type your questions in
the Q&A function of the
webinar

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