

### **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 to delegates at the Coffee Microcaps Conference being held in Melbourne on 12 March 2024.

This announcement is authorised by Alison Sarich, Managing Director and Craig Mason, Executive Chairman on behalf of the Board of Complii Fintech Solutions Limited.

**- ENDS -**

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ASX:CF1

Complü

Craig Mason, Executive Chairman  
12.03.24

**COFFEE**   
**MICROCAPS**

# About Complii (ASX:CF1)

Created in 2010, the Complii group is an ASX-listed provider of solutions for capital markets participants, from capital raising to risk and compliance.

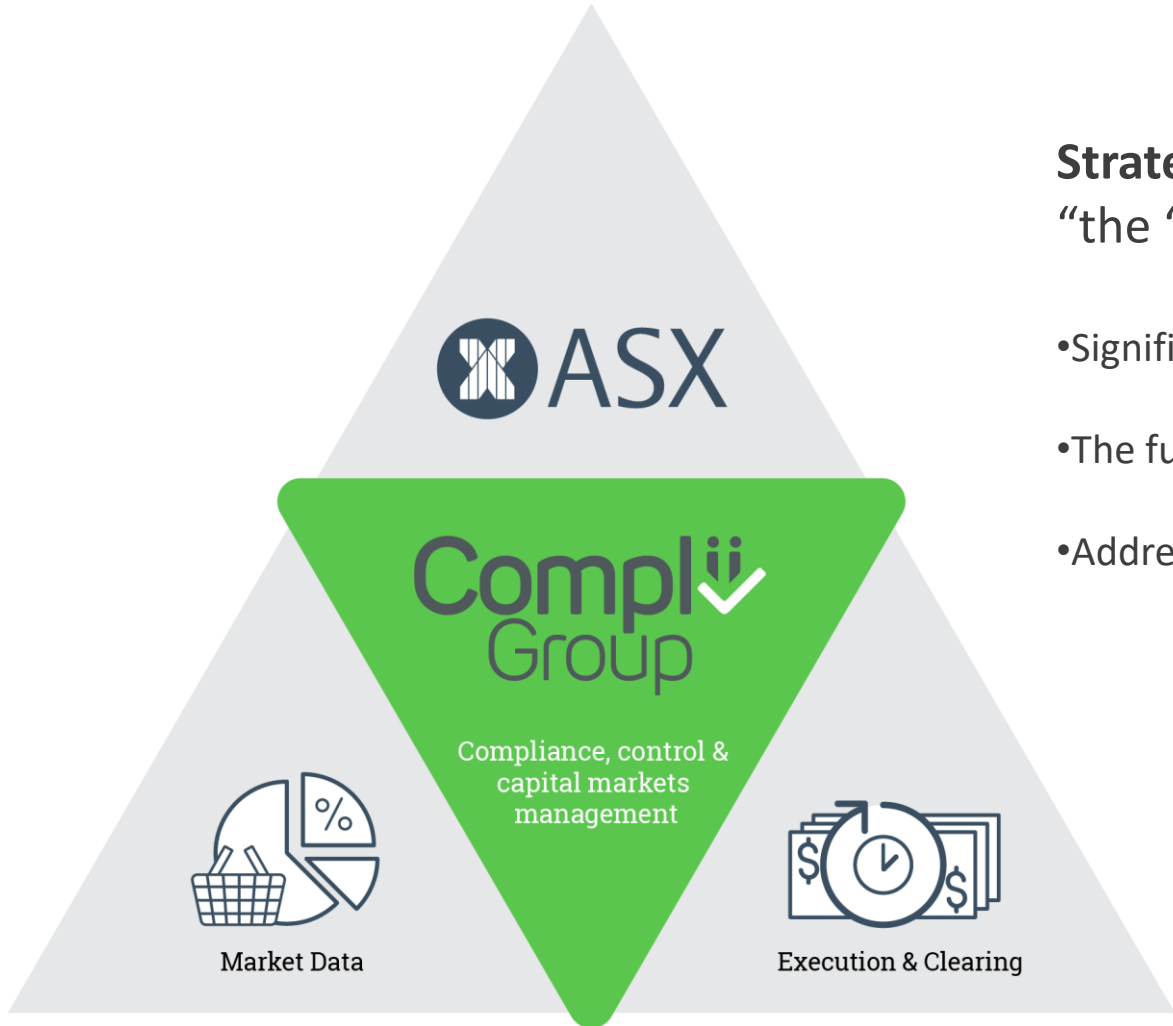
Complii has emerged from the growing demand for smart application of solutions to AFSL holders' specific operational needs for compliance, efficiency and capital raising flexibility.

Complii's rapid growth has been driven by large-scale aggregators' recognition of the competitive advantages inherent in an integrated, modular, user-friendly platform for individual broker service delivery.

## Key Milestones

- ✓ Listed in 2020
- ✓ Deal with NRI-AUSIEX in 2021
- ✓ Transformative acquisitions of PrimaryMarkets (2021) and Registry Direct (2022)
- ✓ Deal with NRI-AUSIEX in 2023
- ✓ Business Acquisition of MIntegrity (Sept 2023)
- ✓ Referral agreement with Praemium (Nov 2023)
- ✓ ISO Certification (Dec 2023)

# Complii: the “backbone” of Equity Capital Markets



**Strategic positioning as**  
“the ‘Backbone’ to the Equity Capital Markets”

- Significant depth of customers
- The future of the Capital markets is tech-driven
- Addressing the fast-moving operational efficiency requirements



# 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

**Complii**  
FinTech Solutions Ltd

**registrydirect**  
a Complii Company

**PRIMARYMARKETS**  
a Complii Company

**Caddie**

**M** INTEGRITY

# Half Year FY24 Financial Highlights

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

- ✓ 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 CY24 in terms of revenues and deals pipeline

## Half Year Financials Highlights



CASH  
AT BANK

**\$3.484m**

This equates to 6.2  
quarters of funding  
available.



ANNUAL  
RECURRING REVENUE

**↑18%**

Group ARR of \$2.156m  
+18% vs 1H FY23



RESEARCH AND  
DEVELOPMENT

**\$1.340m**

R&D grant income  
for FY23 activities





# Group Footprint – at 31 December 2023

Complii



registrydirect

INTEGRITY

Caddie

AFSL clients	126 (28%)		
Registered users	3,600+		
Advisor Bid – new capital raised	\$10B+		
Global investor network	120,000+		
Open investment opportunities	92		
Secondary trading opportunities	44		
Share Registry – paying registers		927	
Share Registry – holdings		100,000+	
Consulting customer base		100+	
eLearning corporate clients			121

**Complii Group has broad coverage across the whole market, creating a strong competitive advantage.**



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.

## Investment thesis



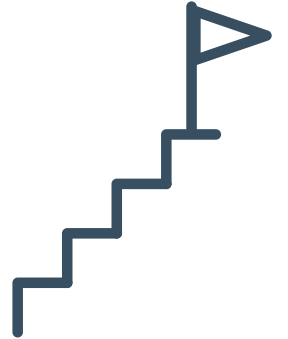
### A growing market

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





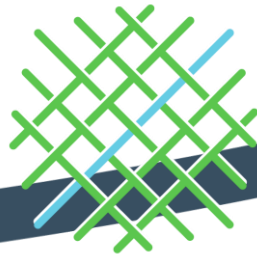
# Group growth strategy

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



# 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



# Corporate Highway: Next Generation Capital Raising



**Capital Raise**  
(since launch)

**\$30bn**



**Deals Executed**  
(since launch)

**13,000+**



**Registered  
Dealers**

**3,600+**

- ✓ Revamped UI with further visibility for advisors coming
- ✓ Recent new signings, including Bell Potter, Wilsons Advisory
- ✓ Strong pipeline, focusing on institutional deal types
- ✓ Increased efficiency for JLMs (joint-lead managers) on institutional deals



# Leveraging our ecosystem to deliver strong ARR growth

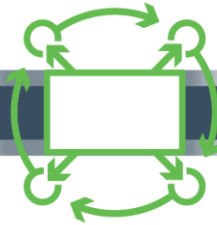
- ✓ Focus on cross-selling our solutions to our expanding customer base.
- ✓ Strong roadmap of new products in development.
- ✓ Further improving our on-going cost basis
- ✓ Strong pipeline of deals, including cross business units opportunities



Focused  
Marketing and  
Expanded Sales



Cross-sell expansion



New product  
expansion



Group  
Integration  
Efficiencies



## A broad, growing client base

ShawandPartners  
Financial Services

cg/  
Canaccord Genuity

Adobe

VGW™  
VIRTUAL GAMING WORLDS

WILSONS

TAYLOR COLLISON

PAC  
PARTNERS

Meta

FOSTER STOCKBROKING

sequoia  
FINANCIAL GROUP

MST  
Financial

adaig  
amalgamated australian investment group

EUROZ HARTLEYS

AUSIEX  
an NRI company

openmarkets

PETRA  
CAPITAL

CPSCapital

BLUE OCEAN  
EQUITIES

ARGONAUT  
The Natural Choice in Resources

BlueRock



# Questions?

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