

ASX Release | 5 June 2024

Trading Update

Positive TTV momentum continues in Q4 FY24 to-date

QuickFee Limited (ASX: QFE) ("QuickFee", "Company") today announced a Trading Update for the months of April and May 2024 ("Q4 FY24 to-date"). This Trading Update includes Total Transaction Volume (TTV) across all products and general commentary on the activities in the first two months of Q4 FY24. The quarterly revenue figures are expected to be released in the Q4 FY24 Quarterly Business Update in July.

HIGHLIGHTS

- **Positive momentum in US Finance TTV continues:** US Finance (Pay Over Time) TTV up 21% in April and May 2024, compared to the prior corresponding period (pcp)
- **Connect integrations driving US Pay Now TTV growth:** US Pay Now (ACH & Card) TTV up 29% in April and May 2024 on pcp
- **Continue to track towards operating profitability:** Q4 FY24 expected to be stronger than Q3; and H2 FY24 expected to be strong than H1 FY24

TOTAL TRANSACTION VOLUME (TTV) ¹	APRIL + MAY 2024	APRIL + MAY 2023	YEAR-ON-YEAR MOVEMENT
US Finance (Pay Over Time)	US\$ 4.6m	US\$ 3.8m	+21%
US Pay Now (ACH & Card)	US\$ 325m	US\$ 252m	+29%
AU Finance (Pay Over Time)	A\$ 9.5m	A\$ 8.2m	+16%

¹Figures shown are unaudited, from management accounts.

US COMMENTARY

The positive momentum in the US business continued in Q4 FY24 to-date with US Finance (Pay Over Time) TTV up 21% on pcp to US\$ 4.6 million (Q4 FY23 to-date: US\$ 3.8 million) and US Pay Now (ACH & Card) up 29% on pcp to US\$ 325 million (Q4 FY23 to-date: US\$ 252 million). These results reflect sustained demand for the US Finance product as well as increasing Pay Now transaction volumes.

Strong transaction volume growth continues to be seen in firms that are live on the Connect platform. The most active Connect customers are firms that have dedicated resources to focus on firm transformation projects, such as adoption of digital technology and business process automation, and an immediate focus for the team is signing up and onboarding these types of firms. The Thomson Reuters Practice CS integration with Connect is targeted for completion by end of June 2024 and QuickFee is currently finalising a subscription fee model for Connect, which is planned for launch in FY25.

In May 2024, QuickFee announced the strategic integration with Knuula, an end-to-end engagement letter solution provider that allows firms to customise and automate their engagement letter process at scale. This partnership enables accounting firms to streamline the entire 'engagement-to-cash' workflow by automating processes from engagement letters to payments, saving firms valuable time while improving accuracy.

The QuickFee team has a full calendar of industry events and conferences in Q4 FY24 and Q1 FY25, including the BDO Alliance Conference, the IRIS Inspire User Conference and Sales Kickoff, CalCPA Women's Leadership forum, AICPA Engage, plus BDO area meetings across the country. The activities are instrumental in expanding QuickFee's brand awareness in the industry and winning new business.

The new US website, which has been optimised for lead capture and lead generation, was launched in May 2024 and has also been instrumental in driving inbound enquiries.

AUSTRALIA COMMENTARY

The Australian business continues to perform well with AU Finance (Pay Over Time) TTV up 16% on pcp to AU\$ 9.5 million (Q4 FY23 to-date: AU\$ 8.2 million). All professional fee funding, legal disbursement funding and homeowner services BNPL products are showing encouraging growth in Q4 FY24 to-date.

PLACEMENT AND SHARE PURCHASE PLAN (SPP)

On 3 May 2024, the Company announced the successful completion of a A\$3.75 million share placement ("Placement") at an issue price of A\$0.08 per share to institutional and sophisticated investors. The Placement received strong support from new and existing institutional investors.

QuickFee has a clear growth strategy to unlock transformational growth in the US over the years ahead with a focus on growing its high-margin Finance product. While the Company has sufficient capital to become, and remain, profitable, QuickFee funds 10-15% of loan originations from its own cash reserves and the capital raised will be used to fund further loan book growth in both markets, in order to support the positive momentum in the business.

In addition to the Placement, QuickFee also announced that eligible shareholders with a registered address in Australia and New Zealand will have the opportunity to participate in a share purchase plan to raise up to A\$0.5 million ("SPP"). Under the SPP, eligible shareholders will have the opportunity to apply for up to A\$30,000 of SPP Shares.

While the SPP is not underwritten, the Company has received a binding commitment ("SPP Shortfall Commitment") from Thorney Investment Group, one of the institutional investors who participated in the Placement (the "SPP Shortfall Investor"), to subscribe for up to an additional A\$0.5 million of new, fully paid ordinary shares ("SPP Shortfall Shares"), in the event the SPP is undersubscribed and there is a shortfall. If the SPP is undersubscribed and the Company decides to issue the SPP Shortfall Shares, it will do so without shareholder approval and by utilising the balance of the Company's existing 25% placement capacity for the purposes of ASX Listing Rules 7.1 and 7.1A. The SPP Shortfall Shares will not be issued under the SPP. To the extent the Company issues any SPP Shortfall Shares to the SPP Shortfall Investor, the issue price per SPP Shortfall Share will be the same as the issue price per SPP Share. Furthermore, the SPP Shortfall Commitment may be terminated by the Joint Lead Managers engaged by the Company to advise on the Capital Raising in the event the SPP Shortfall Investor breaches the terms of its SPP Shortfall Commitment.

The SPP opened on 10 May 2024 and closes at 5pm (Sydney time), Tuesday, 11 June 2024. Allotment of the new shares under the SPP is scheduled for Monday, 17 June 2024, with these shares expected to be quoted and trading on the ASX on the same day.

More details on the SPP can be found at www.quickfee.com/investors/asx-announcements/

This announcement has been authorised for release by the directors.

– END –

For further information please contact:

Corporate: Simon Yeandle, CFO
p : +61 2 8090 7700
e : simon.yeandle@quickfee.com

Investors: Katie Mackenzie
p : +61 455 502 197
e : kmackenzie@bellevueir.com.au

About QuickFee

QuickFee (ASX: QFE) is a fast-growing financial technology company. Our mission is to help professional service firms accelerate their accounts receivables and get paid faster. With multiple online payment options and powerful e-invoicing integrations for practice management systems, the QuickFee platform speeds up the bill-to-cash cycle for firms.

Through the QuickFee portal, clients can pay their professional service provider with a credit or debit card, EFT or ACH transfer, or a payment plan over 3-12 months. It allows the client to set their own pace for payments while the firm gets paid upfront and in full.

QuickFee operates in the United States and Australia and focuses on serving the accounting and legal professions. For more information, please visit quickfee.com.