

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 **1:00 pm AEST today** (Wednesday, 4 September 2024).

Registration is compulsory to attend.

To attend, register here:

https://us06web.zoom.us/webinar/register/WN_nBE_slLnQ_CvI1MZCHalaQ

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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About Complii Fintech Solutions

Complii is a digital platform providing an electronic centralised framework to manage AFSL holders (Stockbrokers & Financial Planners) and their licenced user centric workflows for compliance, capital raising and operational needs.

Complii's customisable software provides a single desktop solution which automates key compliance and operational needs. The software automates multiple routine activities so that clients can better meet their regulatory obligations, while giving them more scope to better service clients in a targeted way. Complii is uniquely positioned in Australia as a full-service software provider for AFSL holders including brokers, advisers and wealth management firms.

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Investors Update

Craig Mason
Executive Chairman

4 SEPTEMBER 2024

ASX:CF1



FY24 Highlights

Slow H1 but great results in H2, particularly Q4 FY24, driving momentum for FY25

Strategic and Commercial

- ISO 27001:2022 certification
- PrimaryMarkets exclusive agreement to provide a Trading Hub for Dexus Wholesale Australian Property Fund*
- Binding Share Sales Agreement to divest Registry Direct in a Management Buy-Out (H1 FY25)**
- A record \$11.6bn raised by clients in FY24 using Complii's Capital Raising solution

Financials FY24

- 16% ARR growth FY24 vs FY23 at Group level, with all key business units increasing ARR
- 46% increase in cash receipts from customers 2H FY24 vs 1H FY24
- 10% improvement in payments to suppliers and employees (before non-cash expenses) 2H FY24 vs 1H FY24
- \$2.1m cash at bank (incl TDs) as at 30 June 2024, with 4.74 quarters of cash available
- \$1.34m R&D grant for FY23 activities received

* Announced 8 July 2024

** Announced 26 August 2024 - Subject to Shareholder Approval

registrydirect
a Complii Company

Caddie

PRIMARYMARKETS
a Complii Company .com

M INTEGRITY



Accelerating Group ARR Growth

Group ARR up 16% year on year (FY24 vs FY23)



Having strongly reduced our underlying cost basis, our focus is on growing revenue and ARR through both cross-selling to our expanded client base and further customer acquisition

Complii FinTech

↑ **10%**
on FY23

PRIMARY MARKETS .com

↑ **30%**
on FY23

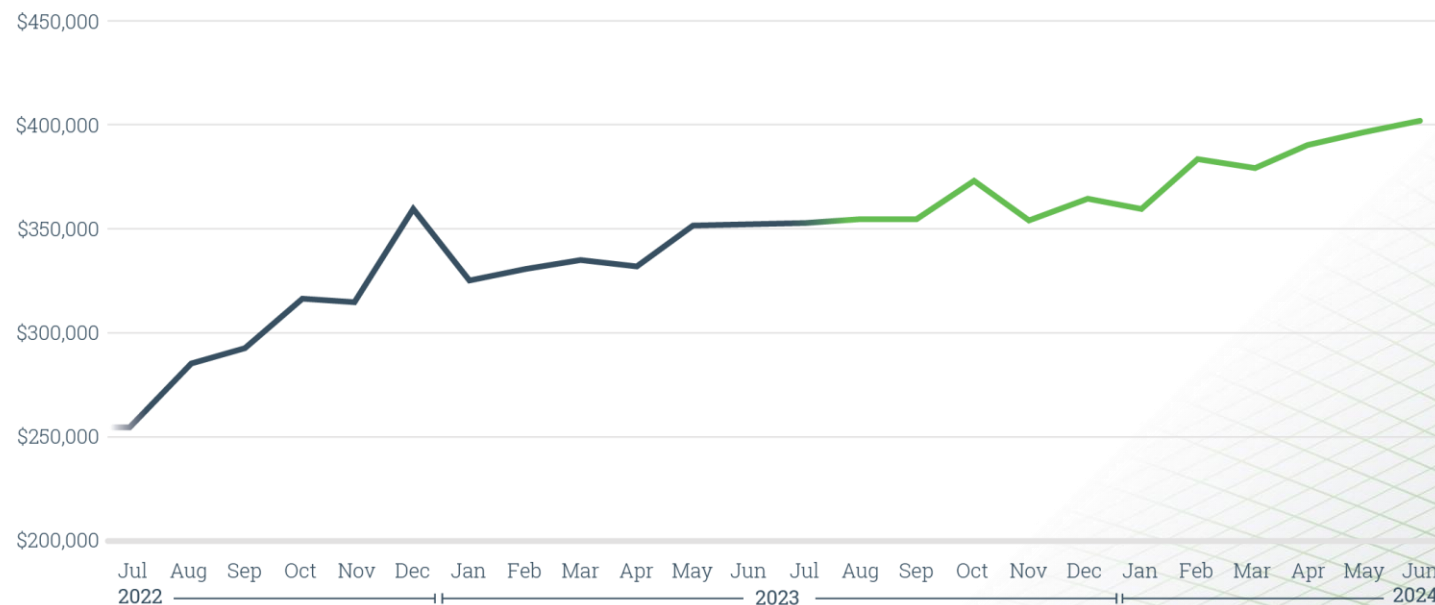
registry direct

↑ **22%**
on FY23

Caddie

↑ **13%**
on FY23

Group Annual Recurring Revenue (ARR)



Registry Direct transaction details*

- Initial net cash received (1H FY25) : \$2.65m
(including deposit, sales price and first Service Agreement payment)
- Two further payments of \$500k each for services fees (payable in June 2025 and June 2026)
- This divestment will increase cash on hand and reduce cash outflow from date of completion

Strategic Rationale

The divestment will allow Complii to focus on its core market and services, whilst having a limited impact on Complii revenue, profit and cross-selling opportunities

Trading Hub for DWAPF

Dexus Wholesale Australian Property Fund (DWAPF) is a \$1.9 billion** open-ended fund that aims to provide stable returns and long-term capital growth through investment in a diverse portfolio of quality Australian office, retail and industrial properties.

The Trading Hub is now open to Wholesale Investors as well as Brokers, Financial Advisers and Planners through the PrimaryMarkets Platform.

This agreement* is a significant milestone for PrimaryMarkets and a first of its kind, opening a significant new market for the PrimaryMarkets Platform.

This new opportunity will also benefit the Group's broader client base of brokers and advisers by offering them extra investment opportunities.



* Announced 8 July 2024

** Fund size (gross assets) as of 30 June 2024

A strong product roadmap

Upgraded Cap Raise Solution

- Institutional capital raising capabilities
- Launched in Canada
- Next generation of our Corporate Highway offer completed and deployed
 - Includes enhanced UI and visibility

New Model Portfolio and Rebalancing Module

- Major new growth area

New PrimaryMarkets AFSL access

- Easier Adviser on-boarding and trading

Strong Roadmap

- Complii Specialised CRM module: single view of account status
 - Including compliance, relationship management, capital raising, up to date KYC and AML
- Further integration of MIntegrity's RegsWeb and PrimaryMarkets' Platform with Complii
- PrimaryMarkets Platform 2.1, improving settlement times and ease of use
- Registry Direct long term Service Agreement

The Group offering: end-to-end ecosystem



Covering the whole corporate lifecycle from inception to unicorn

- Unlisted share trading facilities (including pre-IPO),
- Capital raising (from seed round to IPO listing) and administration tools
- Compliance controls required for those dealing for and in capital markets
- Consulting



Group growth strategy

Growth strategy is a layered approach, to build recurring subscription revenue, supplemented with transactional revenue



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 focused on monetisation.

Investment thesis



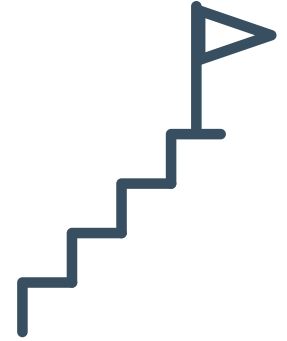
A growing market

Our TAM (total addressable market) is growing through our acquisitions, increased developments efforts and roll-outs, 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?

Disclaimer

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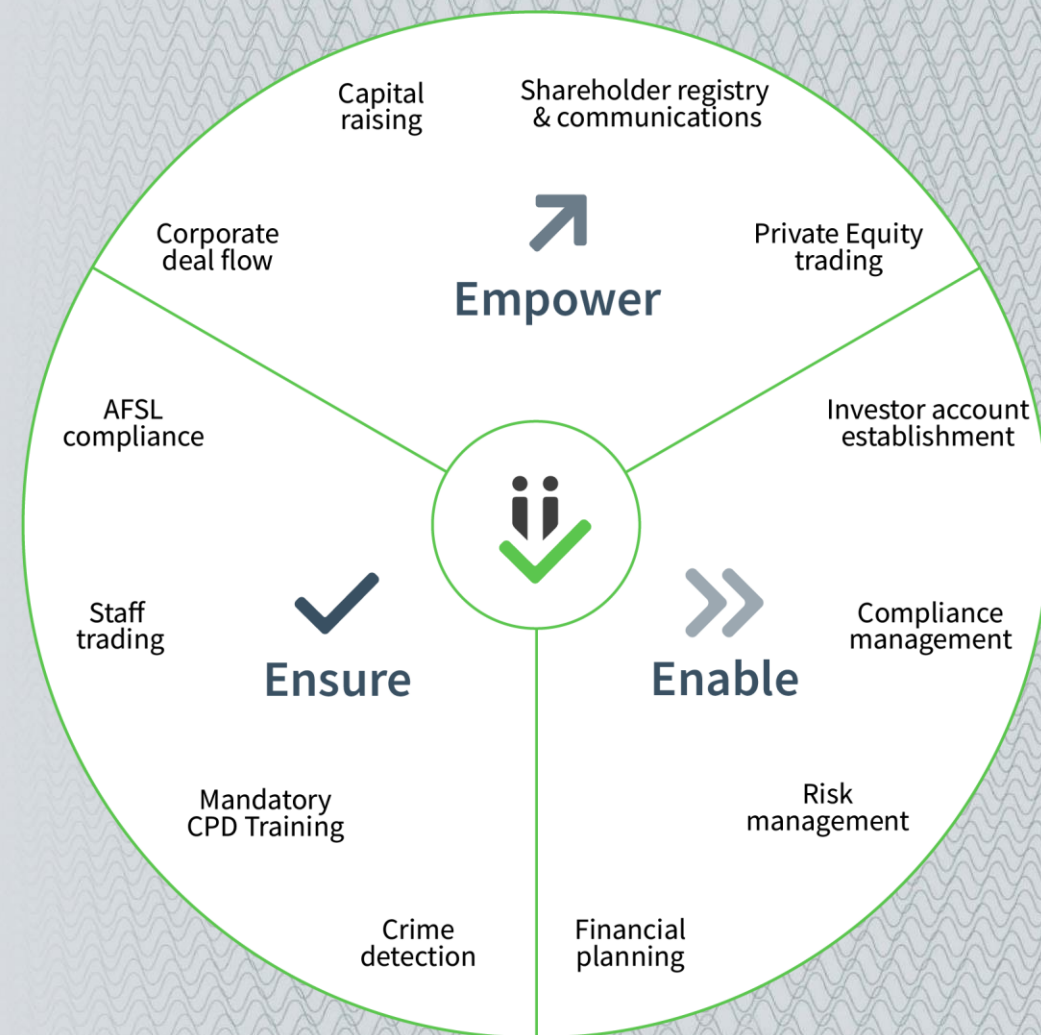
www.complii.com.au

About Complii

Equipping AFSL Holders for success

Complii is assembling Australia's first end-to-end offering for AFSL holders. The suite of products and services serve to:

- **EMPOWER** participation in and management of higher flows of corporate deals, capital raisings or trading unlisted securities across an ever-wider array of investors
- **ENABLE** transparent management of AFSL compliant processes to save management time and minimise organisational risks
- ✓ **ENSURE** that all aspects of AFSL reporting and training are undertaken in a fully compliant way, providing tools and safeguards to identify and prevent criminal activity



A broad, growing client base

ShawandPartners
an EFG company

cg/Canaccord
Genuity



EUROZ HARTLEYS



WILSONS

