

QUICKFEE FY25 RESULTS PRESENTATION

21 August 2025

Acting President, North America, **James Drummond**
Chief Financial Officer, **Simon Yeandle**



QuickFee helps professional services firms accelerate and automate accounts receivable and grow their business.

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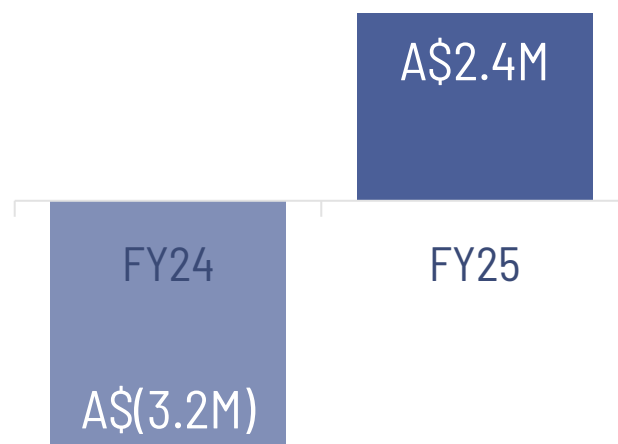
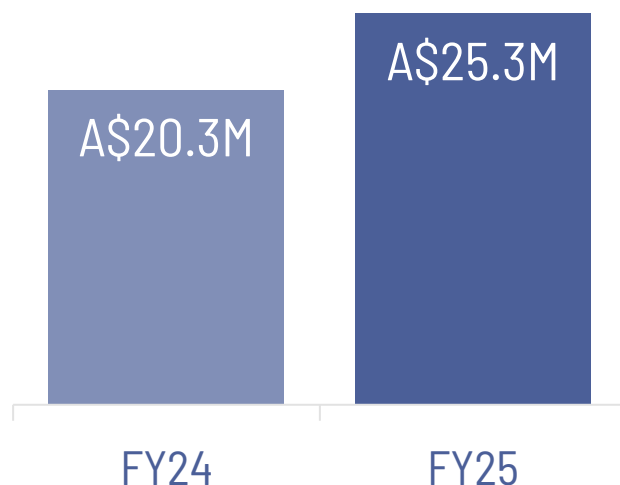


FY25 Highlights: Accelerating profitable growth

+ REVENUE UP 25% ON PCP

+ INFLECTION POINT IN PROFITABILITY
+ UNDERLYING EBTDA* POSITIVE in FY25

+ RECORD TRANSACTION VOLUMES IN FY25



US PAY NOW	US\$ 1.5BN UP 12%
GROUP LENDING	A\$ 115M UP 15%



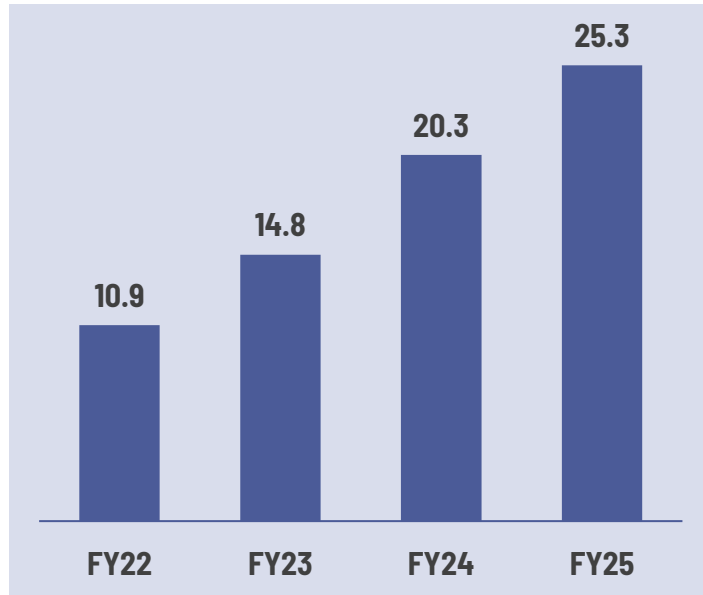
FY26 EARNINGS GUIDANCE

Expected FY26 EBTDA in the range of \$5.5 – \$6.5 million

FY25 Revenue Overview:

Outstanding AU performance and solid US growth

+ TOTAL REVENUE OF
A\$25.3M¹, UP 25% ON PCP



REVENUE BY YEAR (A\$M)

FY25 PERFORMANCE

FY25

FY24

MOVEMENT

REVENUE

US FINANCE (PAY OVER TIME)

US\$ 3.0 M

US\$ 2.6 M

+15%

US PAY NOW (ACH & CARD)

US\$ 5.3 M

US\$ 4.7 M

+13%

AU FINANCE (PAY OVER TIME)

A\$ 10.9 M

A\$ 7.9 M

+38%

TOTAL TRANSACTION VALUES (TTV)

US FINANCE (PAY OVER TIME)

US\$ 29.1 M

US\$ 26.7 M

+9%

US PAY NOW (ACH & CARD)

US\$ 1,527 M

US\$ 1,365 M

+12%

AU FINANCE (PAY OVER TIME)

A\$ 63.7 M

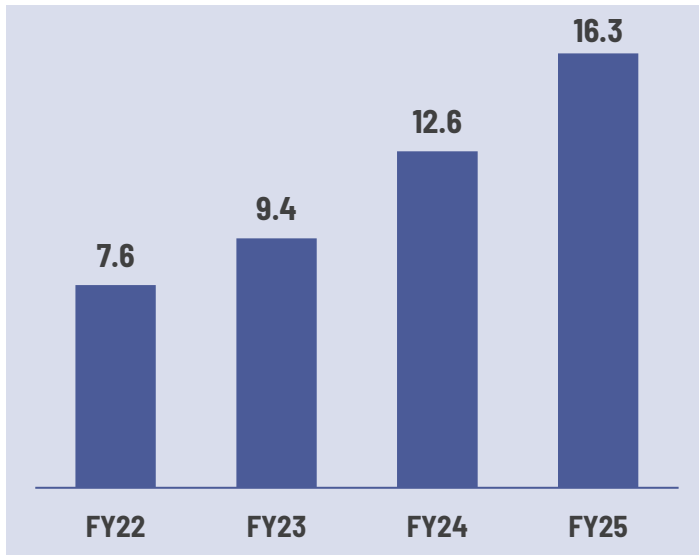
A\$ 55.5 M

+15%

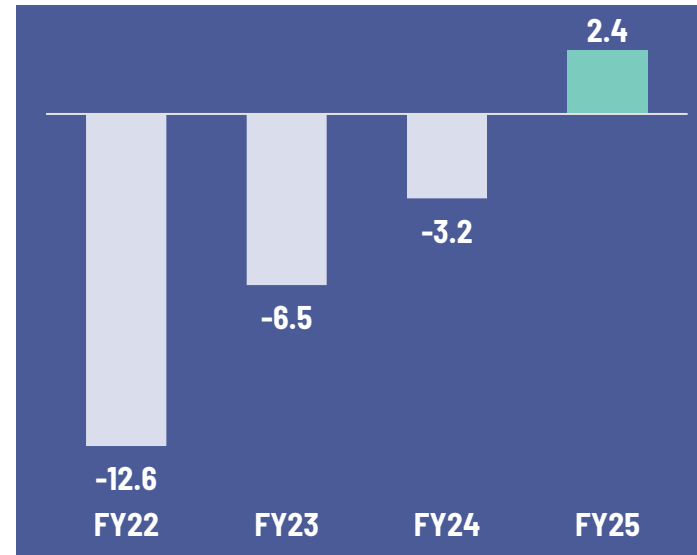
Inflection point in profitability

- + Increase in gross by 29% to A\$16.3 million; increase in gross margin by 200bps, to 64%
- + Underlying EBTDA improved significantly in FY25 to \$2.4m, with first ever full year positive underlying EBTDA
- + Operating expenses of \$13.9m in FY25, down 12% on pcp, across all expense categories
- + One-off provision expense of US\$2.2 million (A\$3.4 million) for credit impairment
- + Reported EBTDA loss of A\$1.0 million (FY24: loss of A\$ 3.2 million), in line with updated guidance

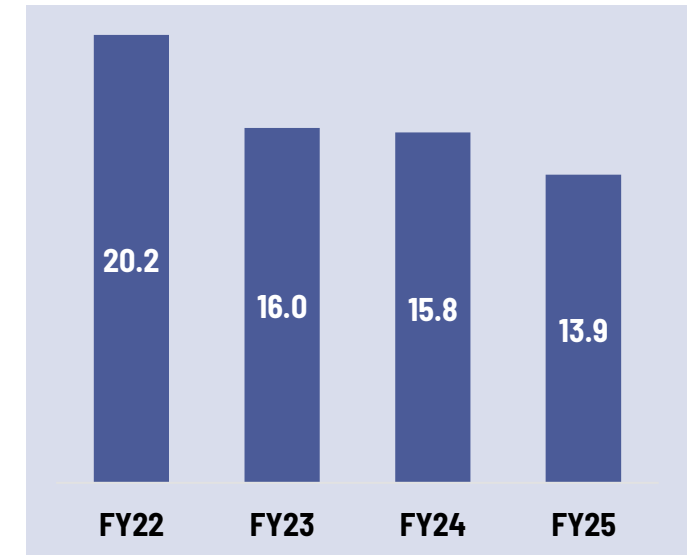
GROSS PROFIT BY YEAR (A\$M)



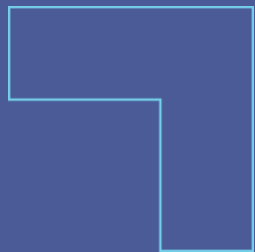
UNDERLYING EBTDA BY YEAR (A\$M)



OPERATING EXPENSES BY YEAR (A\$M)



SOLID PERFORMANCE IN THE US



QuickFee at a glance

TRUSTED FOR PAYMENTS AND FINANCING SOLUTIONS SINCE 2009:

1,500+

PROFESSIONAL
SERVICES FIRMS
WORLDWIDE

OVER
\$500M

LOANS ORIGINATED
SINCE INCEPTION



TARGET MARKET:
PROFESSIONAL
SERVICES FIRMS OVER
\$1M IN ANNUAL
REVENUE

WE HELP FIRMS

Reduce A/R

A/R typically runs high for firms, and we can help turn that A/R into cash

Grow the Business

There are many priorities competing for cash, and we can help find more of it for firms and their clients

Automate Processes

We increase efficiency while improving the client and employee experience

Save Money

Firms in the US can save money on credit card fees by reducing or eliminating merchant fees

OUR SOLUTIONS

Pay Now | ACH/EFT + Card

Secure digital payments platform for accounting and professional service firms

Pay Over Time | QuickFee Finance

Exclusive invoice and fee financing for clients to pay over 3,6,9 or 12-months

QuickFee Connect

An easy and cost friendly way to automate the engagement to cash workflow by integrating with leading practice management solutions

OUR COMPETITIVE DIFFERENTIATORS

- + Designed specifically for professional service firms
- + No invoice maximum for QuickFee Finance
- + No hard credit checks for clients of firms
- + Integration with the leading practice management solutions
- + Pricing that works for all sizes of firms



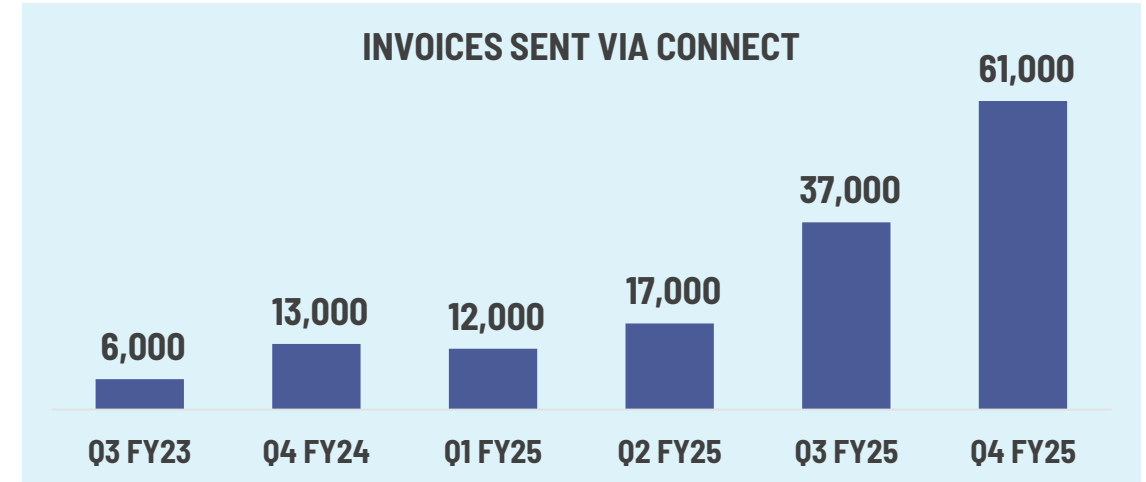
FY25: Key operational highlights in the US

- ✓ Total of five Connect integrations with the major practice management solutions
- ✓ Approximately 100 firms signed up to the Connect platform
- ✓ Over 127,000 firm invoices delivered via Connect in FY25, up from 19,000 in FY24
- ✓ Launch of new payment portal which offers expanded functionality
- ✓ Strategic partnerships with Allinial Global, IRIS Software Group, Knuula and Mango are active and contributing to firm sign-ups and TTV growth

New subscription revenues on Connect platform

Connect increases total transaction volume across ACH, Card and Finance and drives new subscription revenue

- + Approximately **100 Connect customers** on the platform (including 30 in the onboarding process)
- + **Over 127,000 firm invoices delivered via Connect in FY25**, up from 19,000 in FY24
- + Annualised Recurring Revenue (ARR) from Connect subscriptions is currently US \$413,000, with the potential to grow significantly throughout FY26
- + More than **350 existing customers with a Connect-enabled practice management solution** but not yet subscribed
- + Benefiting from structural tail winds of increased adoption of digital payments



Wolters Kluwer

- CCH Axxess
- CCH ProSystem fx



THOMSON
REUTERS



US growth strategy on track

Drive Cost Effective Growth Through Automation

Leverage automation across all functional areas to ensure we are driving growth in the most efficient, cost-effective, scalable way possible.



QuickFee Finance

Revenue yields on the Finance product are approximately 25x those of Pay Now.

Connect Adoption

Early results show that firms that adopt Connect can see double transaction volume over pc.p.

Differentiated Technology

Shift Product Development from a cost center to a difference maker, delivering world-class solutions that provide a significant competitive advantage.

Strategic Alliances + Partnerships

Leverage strategic partnerships to bring new customers to QuickFee at scale.

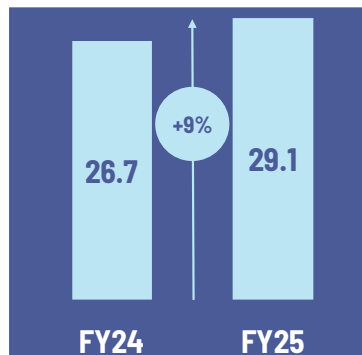
Improved profitability in the US

- + **Strong revenue growth, up 14% to A\$ 12.8 million:** Reflects 15% growth in Finance revenue to A\$4.6 million and 13% growth in Pay Now revenue to A\$8.1 million
- + **Establishment of new Connect subscription revenue:** Contributed \$0.1m in FY25, with current ARR of US\$413,000 and expected strong growth trajectory in FY26
- + **Positive underlying EBTDA:** Significant 19% decrease in operating expenses, primarily due to lower ACH processing costs, leading to improvement in underlying EBTDA to +\$3.3 million
- + **New customer acquisition:** Active firm numbers (up 4% to 806) and US transactions (up 11% to 636K)

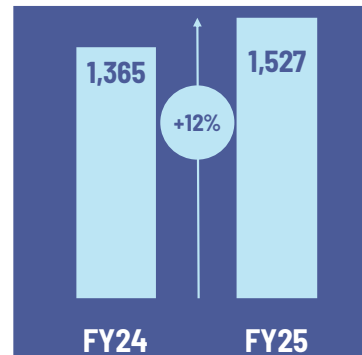
US Financial Performance

A\$'M	FY25	FY24	%+/-
Pay Over Time (Finance) revenue	4.6	4.0	+15%
Pay Now (ACH + Card) revenue	8.1	7.2	+13%
Connect (software) revenue	0.1	-	-
Total US revenue	12.8	11.2	+14%
Gross profit	9.1	7.4	+23%
Gross margin %	71%	66%	+500bps
Operating expenses	(5.8)	(7.2)	-19%
Underlying EBTDA*	3.3	0.2	+1,550%
Non-recurring credit loss provision	(3.4)	-	-
Reported EBTDA**	(0.1)	(0.2)	+150%

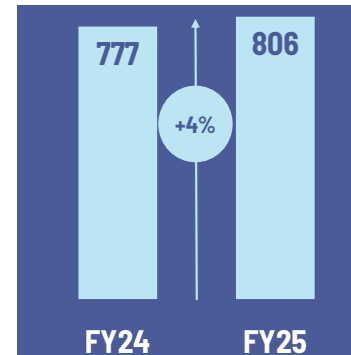
US FINANCE TTV (US\$M)



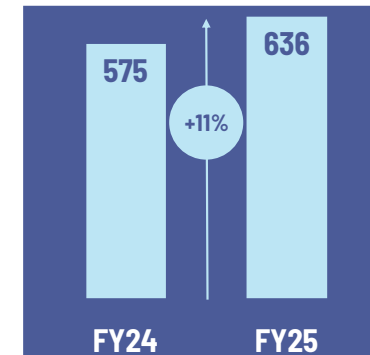
US PAY NOW TTV (US\$M)



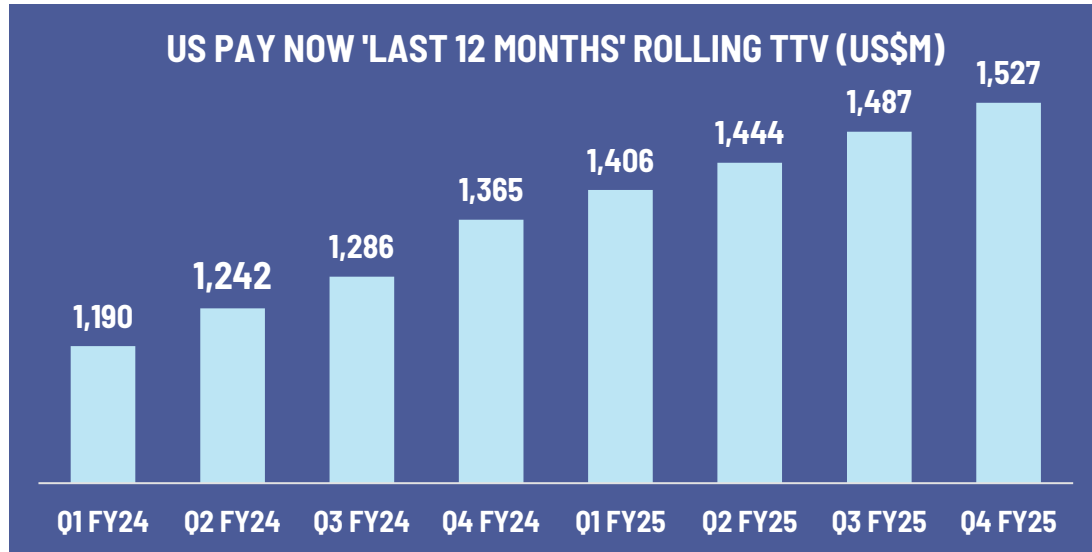
US ACTIVE FIRMS



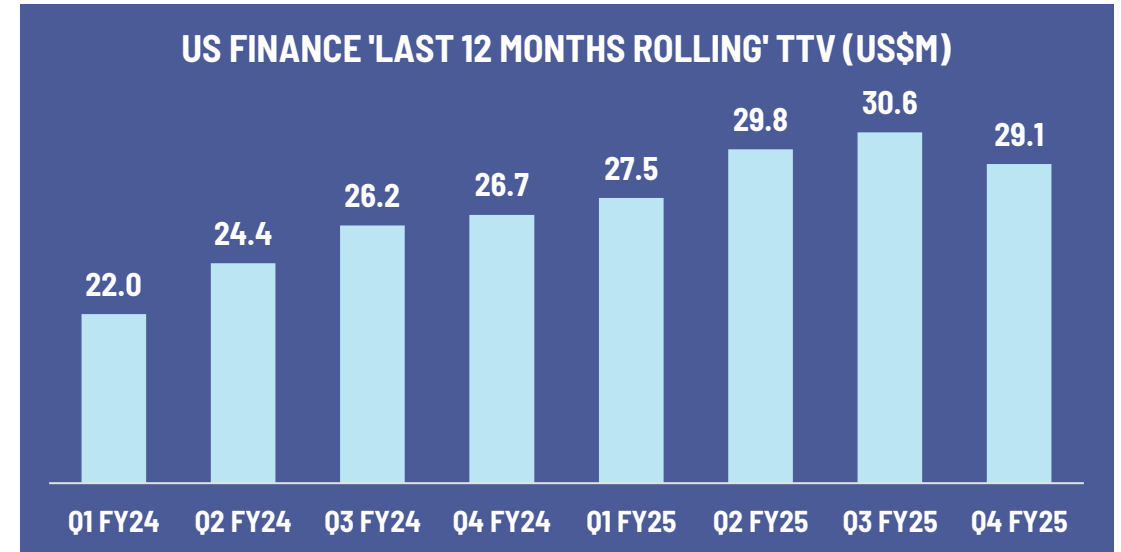
US TRANSACTIONS (000s)



Increased adoption of online payments driving Pay Now TTV; weaker Finance TTV in Q4 FY25

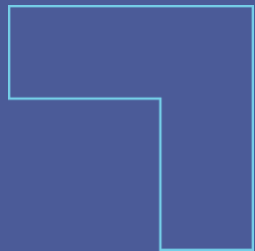


- + Increased adoption of online payments by accounting and professional services firms driving steady growth in Pay Now TTV
- + QuickFee Connect has contributed to growth in Pay Now TTV in FY25 with ~100 firms signed up to the platform



- + Q4 FY25 Finance TTV adversely impacted by cancellation of loans with one US firm in default
- + Management and sales team incentivised to hit Finance volume targets

AN OUTSTANDING YEAR IN AUSTRALIA



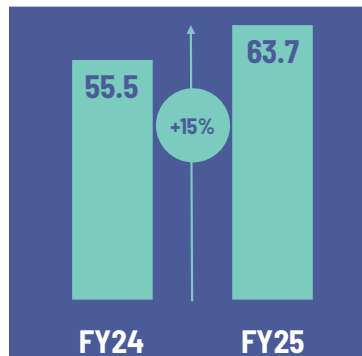
Expanding profitability in AU

- + **Strong revenue growth:** AU revenue up 36% to \$12.4 million, driven by a 38% increase in Finance revenue to \$10.9 million
- + **Stable gross margin at 58%** and slight increase in OPEX, up 7% on pcp
- + **EBTDA growth:** Profitable operations expanded in AU with EBTDA up 71% to A\$4.1 million
- + **20% increase in AU transactions in FY25 to 72,000**
- + **Experienced management team led by Founder Bruce Coombes**

AU Financial Performance

A\$'M	FY25	FY24	%+/-
Pay Over Time (Finance) revenue	10.9	7.9	+38%
Pay Now (EFT + Card) revenue	1.0	0.9	+11%
BNPL revenue	0.5	0.3	+11%
Total revenue	12.4	9.1	+36%
Gross profit	7.2	5.3	+36%
Gross margin %	58%	58%	-
Operating expenses	(3.1)	(2.9)	+7%
EBTDA*	4.1	2.4	+71%

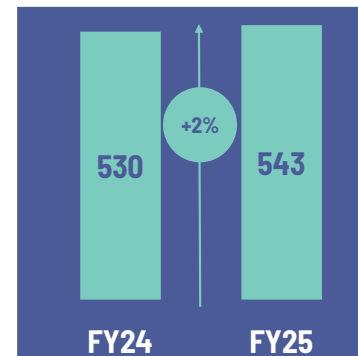
AU FINANCE TTV (A\$M)



AU PAY NOW TTV (A\$M)



AU ACTIVE FIRMS

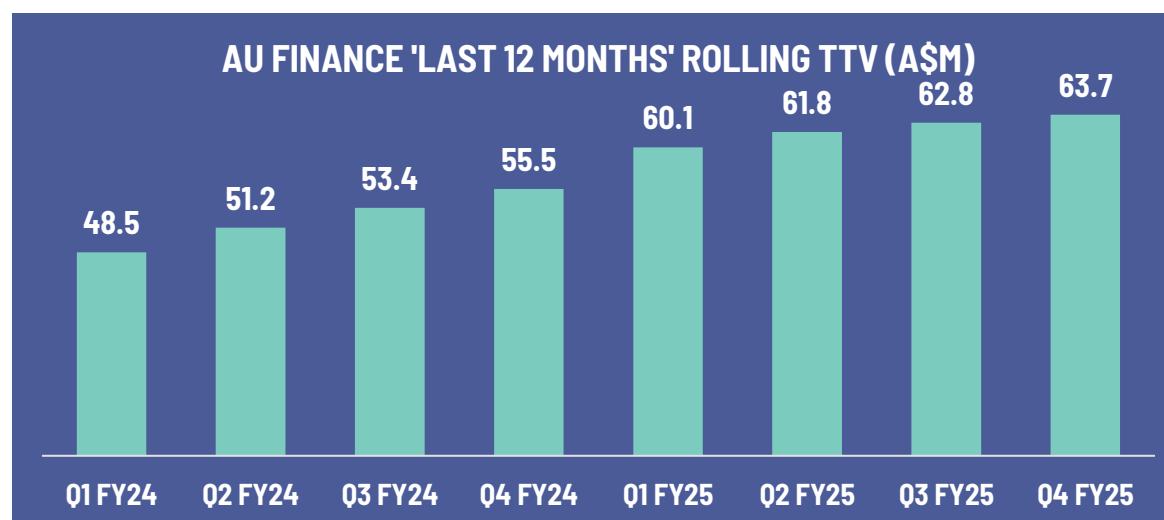
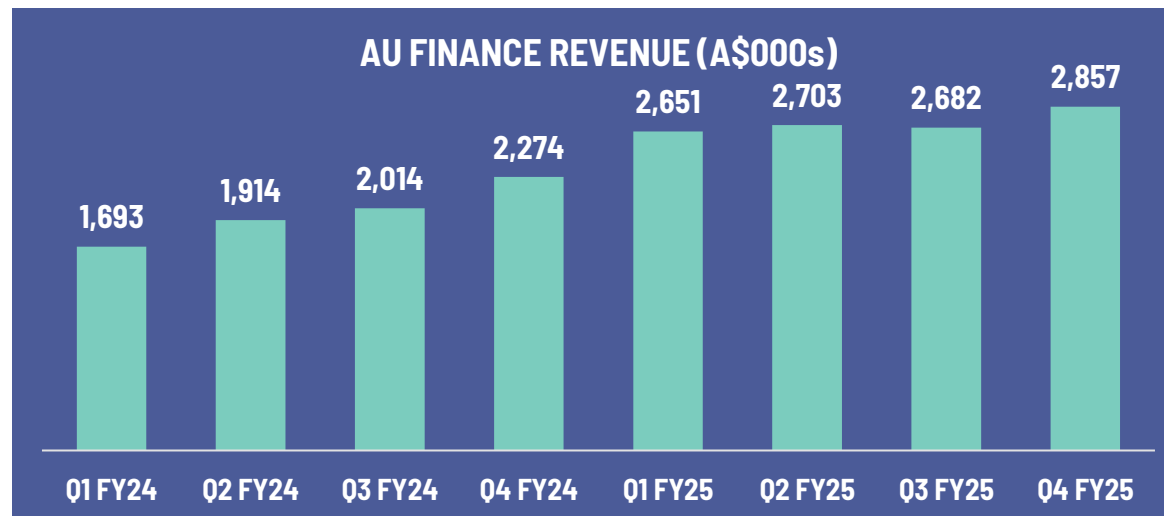


AU TRANSACTIONS (000s)

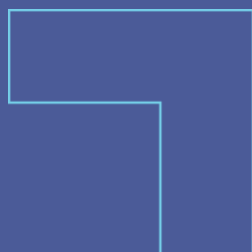


Strong and low-risk revenue and yield growth

- + AU Finance revenue up 38% on pcp to A\$ 10.9 million (FY24: A\$ 7.9 million)
- + AU Finance TTV up 15% on pcp to A\$ 63.7 million (FY24: A\$ 55.5 million)
- + Strong growth in traditional fee funding and disbursement funding (DF) loan book
- + **Revenue growing faster than TTV:** DF loan book has higher yields than traditional fee funding and now accounts for ~39% of AU loan book
- + Low credit losses



FY25 FINANCIAL RESULTS OVERVIEW



Group profit and loss

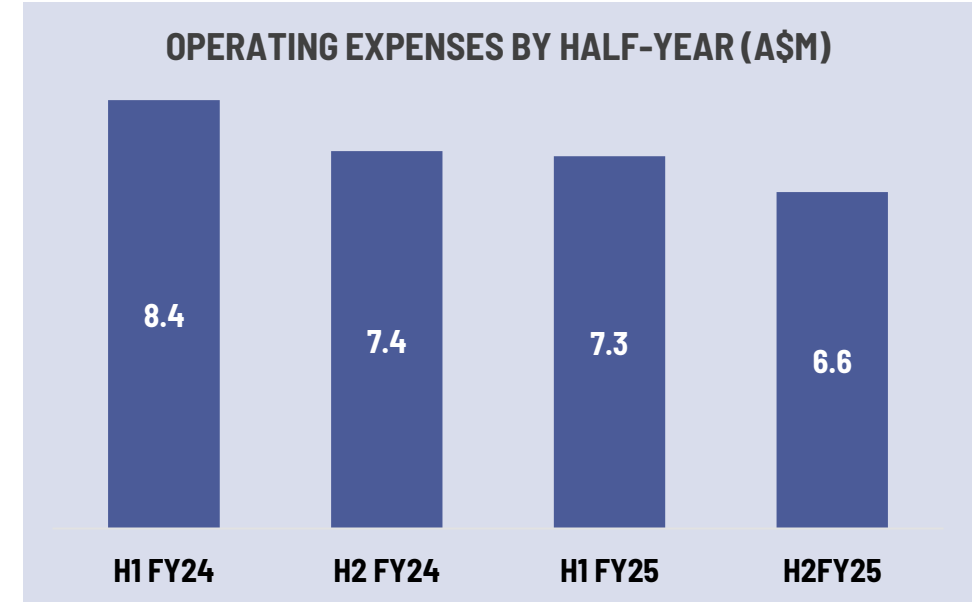
- + **Strong revenue growth:** Total revenue up 25% to A\$25.3 million, driven by strong performance of the Australian business and solid growth in the US
- + **Gross profit up 29% to A\$16.3 million:** Reflecting lower bank processing costs in the US, after moving processing in-house in H2 FY24
- + **Reduction in operating expenses by 12%:** Year-on-year reductions across all operating expense line items
- + **Inflection point in underlying profitability:** Increase in underlying EBTDA to A\$2.4 million and an 81% increase in underlying NPAT to A\$ (0.9) million
- + **One-off credit loss provision:** One US firm defaulted on its repayments, resulting in a one-off provision of US\$ 2.2 million (A\$ 3.4 million) for credit impairment in FY25
- + **Reported EBTDA loss of A\$ 1 million (FY24: loss of A\$ 3.2 million):** in line with modified guidance
- + **Depreciation and amortisation up A\$1.4 million:** accelerated amortisation of capitalised borrowing costs: existing debt facilities replaced early with the Viola Credit facility in late June 2025.
- + **FTEs at 30 June 2025:** 36 (30 June 2024: 46)

Financial Performance

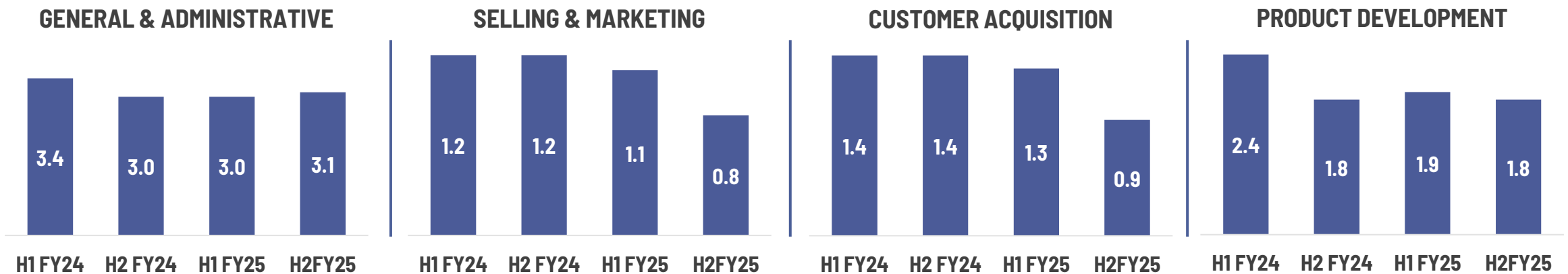
A\$'M	FY25	FY24	\$+/-	%+/-
Interest revenue**	14.8	11.2	+3.6	+32%
Revenue from contracts with customers	10.5	9.1	+1.4	+15%
Total revenue	25.3	20.3	+5.0	+25%
Less: interest expense	(6.0)	(4.7)	+1.3	+28%
Less: cost of sales	(3.0)	(3.0)	-	-
Gross profit	16.3	12.6	+3.7	+29%
Gross margin %	64%	62%	+200bps	
General and administrative expenses	(6.1)	(6.4)	-0.3	-5%
Selling and marketing expenses	(1.9)	(2.4)	-0.5	-21%
EBTDA* before growth expenses	8.3	3.8	+4.5	+118%
Customer acquisition costs	(2.2)	(2.8)	-0.6	-21%
Product development expenses	(3.7)	(4.2)	+0.5	-12%
Underlying EBTDA	2.4	(3.2)	+5.6	+175%
Depreciation and amortisation	(2.5)	(1.1)	+1.4	+127%
Net finance costs	(0.8)	(0.4)	0.4	+100%
Underlying NPAT	(0.9)	(4.7)	+3.8	+81%
Non-recurring credit loss provision	(3.4)	-	-3.4	-
Reported NPAT	(4.3)	(4.7)	+0.4	+9%

Continued reduction in operating expenses

- + Operating expenses decreased 12% in FY25 to A\$13.9 million (FY24: A\$15.8 million)
- + Decrease across all categories due to a combination of further removal of non-essential costs from the business and lower sales and marketing costs
- + Product development costs reduced by A\$0.5 million to A\$3.7 million (FY24: \$4.2 million) as the build of Connect integrations was largely completed during the year
- + Expected FY26 opex to remain broadly at FY25 levels

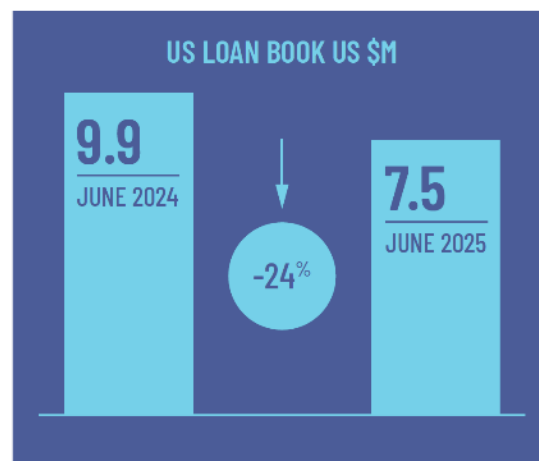
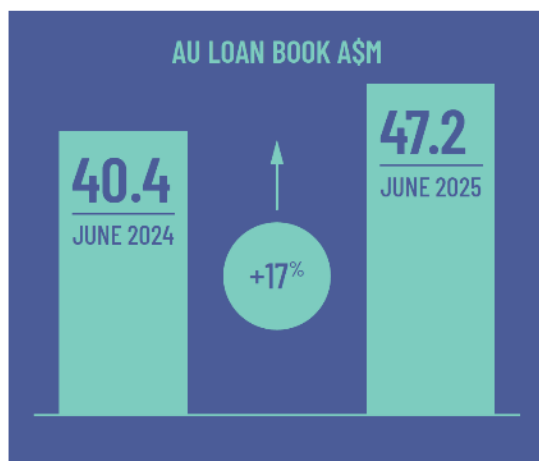


OPERATING EXPENSES BY HALF-YEAR (A\$M)



Group balance sheet

- + **Cash:** A\$6.9 million unrestricted cash + A\$6.8 million of 'ACH cash-in-transit' (30 June 2024: A\$6.9 / A\$6.6 million), offset by outstanding settlements current liability)
- + **Loan book growth:** AU loan book up 17% to A\$47.2 million; US loan book down 24% to US\$7.5 million, due to credit loss provision of \$2.2 million and weaker Q4 TTV
- + **Increase in borrowings to fund growth in AU loan book:** Borrowings up A\$5 million to A\$53.3 million



A\$'M	30 JUNE 2025	30 JUNE 2024	\$+/-	%+/-
Cash and cash equivalents	13.7	13.5	+0.2	+1%
Loan receivables (current)	56.4	54.0	+2.4	+4%
Trade and other current assets	1.2	1.5	-0.3	-20%
TOTAL CURRENT ASSETS	71.3	69.0	+2.3	+3%
Loan receivables (non-current)	2.2	1.2	+1.0	+83%
Fixed assets and other non-current assets	0.8	0.5	+0.3	+60%
TOTAL ASSETS	74.3	70.7	+3.6	+5%
Borrowings	53.3	48.3	+5.0	+10%
Firm settlements outstanding	11.0	10.8	+0.2	+2%
Trade and other current liabilities	3.9	2.6	+1.3	+50%
TOTAL CURRENT LIABILITIES	68.2	61.7	+6.5	+11%
Total non-current liabilities	0.6	0.5	+0.1	+20%
TOTAL LIABILITIES	68.8	62.2	+6.6	+11%
NET ASSETS	5.5	8.5	-3.0	-35%
Contributed equity	53.0	51.6	+1.4	+3%
Other reserves	0.6	0.9	-0.3	-33%
Accumulated losses	(48.1)	(44.0)	-4.1	-9%
TOTAL EQUITY	5.5	8.5	-3.0	-35%

Group cash flow

A\$'M	FY25	FY24	\$+/-	%+/-
Net cash inflow/(outflow) from operating activities	1.1	(4.0)	+5.1	+128%
Net cash outflow from loan book / firm funding	(4.4)	(5.0)	+0.6	+12%
STATUTORY NET OPERATING CASH FLOW	(3.3)	(9.0)	+5.7	+63%
NET CASH OUTFLOW FROM INVESTING ACTIVITIES	(0.6)	(0.1)	-0.5	-500%
Net equity raising proceeds	1.3	3.8	-2.5	-66%
Net borrowings/facility proceeds	3.0	15.6	-12.6	-81%
Other	(0.2)	(0.2)	-	-
NET CASH INFLOW FROM FINANCING ACTIVITIES	4.1	19.2	-15.1	-79%
NET CHANGE IN CASH BEFORE FOREIGN EXCHANGE	0.2	10.1	-9.9	-98%

Operating cash flow improvement of A\$5.7 million:

- + Improvement in net cash outflow from operating activities of +A\$5.1 million
- + Loan and payment processing cashflow up A\$0.6 million on FY24, comprising:
 - + Loan book-related cashflow: down A\$6.5m due to loan book growth, payment processing-related: up A\$2.1m

Financing cash flow positive A\$4.1 million:

- + Net equity raising proceeds of A\$1.3 million (\$359,000 received post 30 June 2025)
- + Net positive cashflow from refinancing completion

Reconciliation from loss for the period to operating cash flow

A\$'M	FY25	FY24	\$+/-	%+/-
Loss for the period	(4.3)	(4.7)	+0.4	+9%
Non-cash expenses	6.0	1.4	+4.6	+329%
Movement in other operating assets and liabilities	(0.6)	(0.7)	+0.1	+14%
OPERATING CASH FLOW BEFORE LOAN BOOK GROWTH FUNDING AND PAYMENT PROCESSING MOVEMENTS	1.1	(4.0)	+5.1	+128%
Change in lending working capital	(6.5)	(12.1)	+5.6	+46%
Change in payment processing working capital	2.1	7.1	-5.0	-70%
STATUTORY NET OPERATING CASH FLOW	(3.3)	(9.0)	+5.7	+63%

Expanded funding capacity



A\$118m refinancing completed and funding closed in Q4 FY25

- + Completed the refinancing of the asset-backed debt facilities with global alternative credit asset manager, Viola Credit
- + Financing facility is comprised of a 3-year A\$118 million senior secured revolving credit facility
- + Also signed a A\$5 million term loan facility with Fancourt Capital Group
- + QuickFee expects to fund approximately 10% of loan originations from its own cash reserves



Oversubscribed SPP, finalizing a A\$1.5 million capital raise

- + A\$1.25 million capital raise at 5 cents per share
- + Oversubscribed SPP raising \$282,000
- + Total capital raise of \$1.532 million to fund loan book growth
- + All directors participated in the placement, investing a total of \$359,000

Loan book & Liquidity

A\$'M	30 JUNE 2025	30 JUNE 2024	\$+/-
LOAN BOOK	58.6	55.2	+3.4
Available cash and cash equivalents	6.9	6.9	-
Borrowings facility growth capacity to support further loan book growth	16.6	19.6	-3.0
TOTAL CASH + GROWTH CAPACITY	23.5	26.5	-3.0
Cash held at bank representing firms' outstanding ACH settlements	6.8	6.6	+0.2

FY26 OUTLOOK

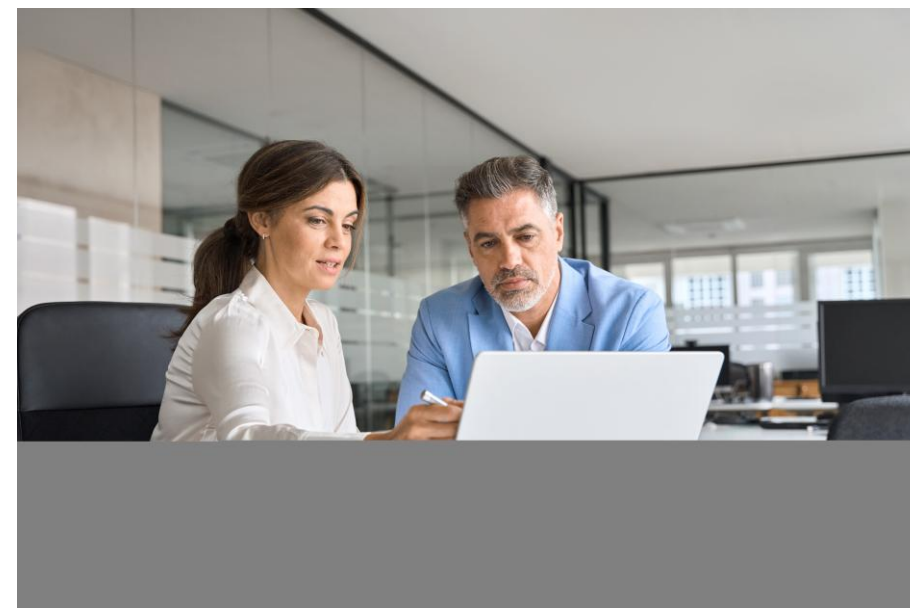


Outlook



Focus on operational execution and growing profitability:

- + Maximise profit growth: QuickFee Finance and QuickFee Connect subscription revenues
- + Growth in QuickFee Finance US customer base
- + Continued investment in Connect automation, new subscription revenue and supporting new customers
- + Continued organic growth in Australia
- + Continue to manage cost base carefully
- + Expected FY26 EBTDA in the range of \$5.5 - \$6.5 million



Why QuickFee, why now



\$84B in Serviceable Addressable Accountant Market in the US Alone



**Winning, differentiated value proposition:
Finance, Connect, Pricing**



**Recurring revenue stream through
Connect software subscriptions**



**Proven track record of delivering
YoY revenue growth**

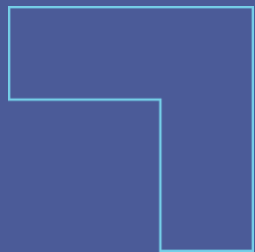


**Ability to substantially increase revenue
through digital adoption within firms**



**Growing customer base
of 1,250+ firms worldwide**

QUESTIONS



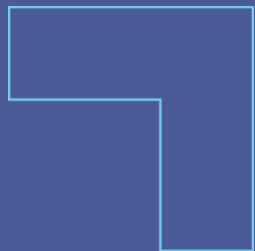
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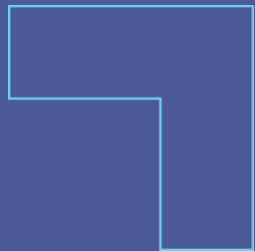
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APPENDIX



Detailed profit and loss AU segment

A\$'M	FY25	FY24	\$+/-	%+/-
Interest revenue	10.5	7.5	+3.0	+40%
Revenue from contracts with customers	1.9	1.6	+0.3	+19%
Gross revenue	12.4	9.1	+3.3	+36%
Less: interest expense	(3.3)	(2.4)	-0.9	-38%
Less: cost of sales	(1.9)	(1.4)	-0.5	-36%
Gross profit	7.2	5.3	+1.9	+36%
General and administrative expenses	(1.8)	(1.7)	-0.1	-6^
Selling and marketing expenses	(0.7)	(0.7)	-	-
EBTDA before growth expenses	4.7	2.9	+1.8	+62%
Customer acquisition costs	(0.6)	(0.5)	-0.1	-20%
EBTDA	4.1	2.4	+1.7	+71%
Depreciation and amortisation	(0.6)	(0.2)	-0.4	-200%
Net finance costs	(0.1)	(0.1)	-	-
NPAT	3.4	2.1	+1.3	+62%

Detailed profit and loss US segment

A\$'M	FY25	FY24	\$+/-	%+/-
Interest revenue	4.3	3.8	+0.5	+13%
Revenue from contracts with customers	8.5	7.4	+1.1	+15%
Gross revenue	12.8	11.2	+1.6	+14%
Less: interest expense	(2.7)	(2.3)	-0.4	-17%
Less: cost of sales	(1.0)	(1.5)	+0.5	+33%
Gross profit	9.1	7.4	+1.7	+23%
General and administrative expenses	(3.0)	(3.2)	+0.2	+6%
Selling and marketing expenses	(1.2)	(1.7)	+0.5	+29%
Underlying EBTDA before growth expenses	4.9	2.5	+2.4	+96%
Customer acquisition costs	(1.6)	(2.3)	+0.7	+30%
EBTDA	3.3	0.2	+3.1	+1,550%
Non-recurring provision for expected credit loss	(3.4)	-	-3.4	-
Depreciation and amortisation	(0.2)	(0.1)	-0.1	-100%
Net finance costs	(0.3)	(0.2)	-0.1	-50%
NPAT	(0.6)	(0.1)	-0.5	-500%

Historical metrics - US

TOTAL TRANSACTION VOLUMES (TTV)	FY23							FY24							FY25									
	Q1	Q2	H1	Q3	Q4	H2	FY23	Q1	Q2	H1	Q3	Q4	H2	FY24	Q1	Q2	H1	Q3	Q4	H2	FY25			
PROFESSIONAL SERVICES	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M			
PAY NOW																								
ACH	200	252	452	212	289	501	953	219	298	517	251	360	611	1,128	254	325	579	288	393	681	1,260			
CARD	42	54	96	51	64	115	211	49	60	109	56	72	128	237	55	71	126	62	79	141	267			
TOTAL PAY NOW VOLUME	242	306	548	263	353	616	1,164	268	358	626	307	432	739	1,365	309	396	705	350	472	822	1,527			
FINANCING 'PAY LATER' VOLUME	4.8	5.3	10.1	5.0	5.8	10.8	20.9	5.9	7.7	13.6	6.8	6.3	13.1	26.7	6.7	10.0	16.7	7.6	4.8	12.4	29.1			
AVERAGE TRANSACTION SIZE / AVERAGE ORDER VALUE	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$			
ACH AOV	2,564	2,803	2,684	2,368	2,332	2,302	2,487	2,530	2,986	2,793	2,336	2,405	2,386	2,551	2,674	3,009	2,862	2,483	2,549	2,522	1664			
CARD AOV	1,780	1,963	2,609	1,587	1,582	1,564	1,719	1,779	2,121	1,967	1,666	1,628	1,647	1,790	1,719	1,919	1,832	1,548	1,533	1,533	1658			
FINANCING AOV	10,802	9,746	10,222	9,845	10,634	10,240	10,239	11,437	11,008	11,194	10,749	9,878	1,0314	10,741	12,294	16,750	14,962	12,358	8,027	10,681	13,138			
OTHER TRANSACTIONAL METRICS																								
TOTAL TRANSACTION NUMBERS IN PERIOD (#000S)	101	116	217	123	167	289	506	113	129	241	140	195	334	575	127	146	273	157	207	364	636			
ACTIVE FIRMS IN PERIOD (#S)	629	640	676	650	682	700	739	682	708	740	672	688	700	777	738	716	765	722	711	726	806			
PROFESSIONAL SERVICES FINANCING METRICS	FY22	FY23	FY24	FY25																				
\$ WEIGHTED AVERAGE LOAN TERM (MONTHS)	9.4	9.7	9.7	9.4	LOAN BOOK BALANCE (GROSS RECEIVABLES LESS EXPECTED CREDIT LOSSES AND UNEARNED INTEREST) US\$M										6.0	5.2	5.8	6.7	7.4	8.1	10.2	9.9	13.4	7.5
AVERAGE FLAT INTEREST RATE ON NEW LOANS	7.4%	9.1%	10.3%	10.0%																				
AVERAGE APR ON NEW LOANS IN PERIOD	19.9%	21.9%	24.6%	26.1%																				

US product profitability

US\$000S EXCEPT VOLUME	ACH		CARD		FINANCING		CONNECT		TOTAL	
	FY25	FY24	FY25	FY24	FY25	FY24	FY25	FY24	FY25	FY24
VOLUME US\$ M	1,260	1,128	267	237	29.1	26.7	-	-	1,556.1	1,391.7
FINANCING REVENUE (INTEREST)	-	-	-	-	2,829	2,475	-	-	2,829	2,475
PAYMENTS AND OTHER REVENUE	4,467	4,182	796	520	180	155	60	-	5,503	4,857
TOTAL REVENUE	4,467	4,182	796	520	3,009	2,630	60	-	8,332	7,332
TOTAL REVENUE/VOLUME YIELD %	0.35%	0.37%	0.30%	0.22%	10.3%	9.9%	-	-	0.54%	0.53%
DIRECT PROCESSING COSTS	(256)	(564)	-	-	-	-	-	-	(256)	(564)
NET TRANSACTION MARGIN (NTM)	4,211	3,618	796	520	3,009	2,630	60	-	8,076	6,768
NTM/REVENUE %	94.3%	86.5%	100.0%	100.0%	100.0%	100.0%	-	-	96.9%	92.3%
PLATFORM, CREDIT CHECK AND CREDIT STAFF COSTS	(102)	(123)	(18)	(25)	(294)	(283)	(40)	-	(454)	(431)
INTEREST EXPENSE	-	-	-	-	(1,727)	(1,502)	-	-	(1,727)	(1,502)
GROSS TRADING MARGIN	4,109	3,495	778	495	988	845	20	-	5,895	4,835
GROSS MARGIN/REVENUE %	92.0%	83.6%	97.7%	95.2%	32.8%	32.1%	33.3%	-	70.8%	65.9%

Historical metrics - AU

TOTAL TRANSACTION VOLUMES (TTV)	FY23							FY24							FY25						
	Q1	Q2	H1	Q3	Q4	H2	FY23	Q1	Q2	H1	Q3	Q4	H2	FY24	Q1	Q2	H1	Q3	Q4	H2	FY25
PROFESSIONAL SERVICES	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M
PAY NOW																					
EFT	4	5	9	4	5	9	18	6	6	12	5	7	12	24	7	8	15	6	9	15	30
CARD	10	10	20	10	14	24	44	12	13	25	11	16	27	52	15	14	29	14	20	34	63
TOTAL PAY NOW VOLUME	14	15	29	14	19	33	62	18	19	37	16	23	39	76	22	22	44	20.0	29.0	49.0	93.0
FINANCING 'PAY LATER' VOLUME	8.9	11.7	20.6	10.9	14.9	25.8	46.4	11.0	14.4	25.4	13.1	17.0	30.1	55.5	15.6	16.1	31.7	14.1	17.9	32.0	63.7
BNPL / Q PAY PLAN	0.4	0.4	0.8	0.5	0.4	0.9	1.7	0.6	0.8	1.4	0.9	1.1	2.0	3.4	1.2	1.6	2.8	1.6	1.6	3.2	6.0
AVERAGE TRANSACTION SIZE / AVERAGE ORDER VALUE	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$
EFT AOV	869	1,011	935	1,167	1,238	1,203	1,058	964	1,095	1,030	1,203	1,295	1,257	1,128	1,031	1,251	1,148	1,269	1,397	1,346	1,247
CARD AOV	1,341	1,568	1,447	1,698	1,827	1,763	1,604	1,445	1,667	1,560	1,738	1,827	1,791	1,665	1,450	1,519	1,483	1,776	1,790	1,784	1,646
FINANCING AOV	7,695	9,701	8,677	6,501	7,684	7,122	7,788	5,589	7,682	6,664	6,726	7,574	7,226	6,903	8,176	8,156	8,166	8,413	7,872	8,093	8,127
OTHER TRANSACTIONAL METRICS																					
TOTAL TRANSACTION NUMBERS IN PERIOD (#000S)	14	13	23	12	14	21	39	13	17	28	15	20	29	51	19	18	37	15	20	35	72
ACTIVE FIRMS IN PERIOD (#S)	397	410	464	409	424	470	525	406	423	470	411	477	479	530	431	437	487	427	490	491	543
PROFESSIONAL SERVICES FINANCING METRICS	FY22	FY23	FY24	FY25																	
\$ WEIGHTED AVERAGE LOAN TERM (MONTHS)	11.5	11.2	11.3	11.8	LOAN BOOK BALANCE (GROSS RECEIVABLES LESS EXPECTED CREDIT LOSSES AND UNEARNED INTEREST) US\$M																
AVERAGE FLAT INTEREST RATE ON NEW LOANS	8.7%	10.1%	11.6%	11.9%	18.7																
AVERAGE APR ON NEW LOANS IN PERIOD	21.8%	22.7%	25.4%	25.7%	19.1																
					20.2																
					23.2																
					25.3																
					31.0																
					33.0																
					40.4																
					42.8																
					47.2																

AU product profitability

A\$000S EXCEPT VOLUME	EFT & CARD		FINANCING		BNPL		TOTAL	
	FY25	FY24	FY25	FY24	FY25	FY24	FY25	FY24
VOLUME A\$ M	93	76	63.7	55.5	6.0	3.4	162.7	134.9
FINANCING REVENUE (INTEREST)	-	-	10,017	7,178	442	287	10,459	7,465
PAYMENTS AND OTHER REVENUE	954	864	878	717	110	61	1,942	1,642
TOTAL REVENUE	954	864	10,895	7,895	552	348	12,401	9,107
TOTAL REVENUE/VOLUME YIELD %	1.0%	1.1%	17.1%	14.2%	9.2%	10.2%	7.6%	6.8%
DIRECT PROCESSING COSTS	(893)	(789)	(168)	(133)	(49)	(25)	(1,110)	(947)
NET TRANSACTION MARGIN (NTM)	61	75	10,727	7,762	503	323	11,291	8,160
NTM/REVENUE %	6.4%	8.7%	98.5%	98.3%	91.1%	92.8%	91.0%	89.6%
PLATFORM, CREDIT CHECK AND CREDIT STAFF COSTS	-	-	(724)	(506)	(18)	(16)	(742)	(522)
INTEREST EXPENSE	-	-	(3,040)	(2,388)	(301)	-	(3,341)	(2,388)
GROSS MARGIN	61	75	6,963	4,868	184	307	7,208	5,250
GROSS MARGIN/REVENUE %	6.4%	8.7%	63.9%	61.7%	33.3%	88.2%	58.1%	57.6%

Glossary

ACH	Automated Clearing House	A type of electronic bank-to-bank payment in the US, equivalent to EFT in Australia
Active customer	Any customer who has transacted with QuickFee in the relevant period	
Active firm	Any firm that has had a transaction with QuickFee in the relevant period	
APR	Annual percentage rate	The annual rate of interest on payment plans or loans
BNPL or Q Pay Plan	BNPL powered by QuickFee	QuickFee's 'Buy Now, Pay Later' product to enable a customer to pay their invoice in 3-12 instalments using the unused balance of their credit card
CC	Credit card	
Connect	QuickFee's product name for its point-of-payment integration, e-invoicing, automated collections and receivables management product	
Customer	The customer of a merchant, who will use one of QuickFee's payment options to pay their invoice	
EFT	Electronic funds transfer	An Australian domestic payments network that facilitates the transfer of funds electronically
Firm	Typically used to describe a professional services firm (e.g. an accounting or law firm)	
Gross Trading Margin (GTM)	Gross Trading Margin is calculated as Gross Profit per QuickFee's audited financial statements, less bad debt write-offs (which are included in general and administrative expenses)	
KYC	Know your customer	Practice to verify the identity of customers in compliance with laws and regulations
Merchant	A firm.	
Net Transaction Margin (NTM)	Net Transaction Margin is a non-IFRS measure that is not audited but is derived from audited figures and is a financial metric used by management to track QuickFee's unit economics of processing individual transactions, after deducting any bad debt write-offs. It excludes fixed platform and staff costs and any interest on funding facilities, as these costs are not incurred as a result of processing individual transactions.	
QuickFee Finance/ Financing/ Lending/ Pay Over Time	QuickFee's traditional merchant-guaranteed fee funding product that enable customers to take out a payment plan to pay their invoice, while QuickFee settle to the merchant immediately	
QuickFee Pay Now	QuickFee's payment gateway that enables customers to pay their invoice in full to the merchant with or without taking out a payment plan	
Revenue yield	Revenue recognised in accordance with QuickFee's accounting standards, divided by TTV, for the relevant product(s)	
Total Liquidity	Cash and cash equivalents held, plus undrawn borrowings that are available to be drawn from QuickFee's asset-backed credit facility based on the quantum of eligible loan receivables.	
TTV	Total transaction value	The total value of all transactions for the relevant product(s)
pcp	Previous corresponding period	For example, the pcp for the December 2022 quarter is the December 2021 quarter

