

The Manager  
 Market Announcements Office  
 Australian Securities Exchange  
 Exchange Centre  
 20 Bridge Street  
 SYDNEY NSW 2000

## INTIGER OPERATIONS UPDATE

**Intiger Group Limited ("Intiger Group" or the "Company")** is dedicated to supporting professional Financial Planners meet the needs of their clients, through reducing their back office and operational costs. The Company is pleased to provide an update our operational progress as follows.

### Client Numbers

The Company continues to enter new client agreements with financial planning practices. The rate of growth is ahead of business plan projections as per Table 1 below:

<b>Table 1 – Business Plan Projections</b>	<b>Jan 17</b>	<b>Feb 17</b>	<b>Mar 17</b>
Planned number of Practices <sup>1</sup>	9	11	13
Actual number of Practices <sup>1</sup>	10	14	18
<b>Percentage (%) positive variation<sup>2</sup></b>	<b>+11%</b>	<b>+27%</b>	<b>+38%</b>

<sup>1</sup>Planned and Actual practices include Intiger's existing clients and those practices conducting pilot programs.

<sup>2</sup>Percentage increase in number of actual practices from month to month basis.

With normal on-boarding of new clients, the Company expects that this growth will be reflected in revenue terms during the June quarter.

The Company continues to work closely with its existing clients and receives regular enquiries from prospective clients. Increasing demand for financial advice and the increased level of regulation that financial advisers are required to comply with, support demand for our services.

### Client engagement and service ordering portal

Currently, the Company engages and inducts each new client practice individually. Whilst we intend to maintain high levels of service to our clients, our Chief Technology Officer is engaged in the design and implementation of an on-line service ordering platform that minimizes the need for our clients to require personal interaction with the Company.

The advantage of this is that future Clients may establish an account and order services directly from the web portal, thus leveraging our exposure to the growing Financial Planning profession.

### Update and expansion of 3<sup>rd</sup> Global Processing location

On 19 December 2016, the Company advised that it had brought forward the opening of its third Global Processing in Iloilo City to the March quarter. Upon further due diligence and negotiation the Company has secured a superior alternative location and this office has now been opened in the northern city of Cebu.

### 10 April 2017

#### Directors

Patrick Canion:  
Chairman

Mark Fisher:  
Executive Director

Mathew Walker:  
Director

Sonu Cheema:  
Company Secretary

#### Issued Capital

1,067,501,433 ("IAM") Fully Paid Ordinary Shares

284,799,024 ("IAMOA") 31 December 2017 Listed Options exercisable at \$0.008 per Option

37,500,000 Fully Paid Ordinary Shares classified as restricted securities

100,000,000 Unquoted Options exercisable at \$0.02 on or before 30 June 2020

250,000,000 Class A Performance Shares classified as restricted securities

250,000,000 Class B Performance Shares classified as restricted securities

Cebu is one of the most developed provinces in the Philippines, with Cebu City as the main centre of commerce, trade, education and industry in the Visayas. In a decade it has transformed into a global hub for shipping & business processing services. The Philippines Government has continued to provide tax, infrastructure and regulatory incentives in this region that Intiger Group will seek to take advantage of.

Processing out of the new Cebu Platform commenced in the last week of March with a small team of 5 full time employees. Due to demand pressure the number of full time employees was doubled to 10 after the first week of operation.

### **Cost reduction – strategic & operational improvements:**

Whilst the Company has a strong emphasis on revenue growth, we continue to realise ongoing costs reduction opportunities. Expansion of the Company's offshore infrastructure has allowed processes previously outsourced to high costs regional providers to be brought in-house with subsequent cost reductions:

- **~18% reduction** in full time employee costs as human resource management & payroll processing is brought in house.
- **~15% reduction** in building lease & management expenses as the Manila Processing Centre is moved to a significantly larger premises at lower net cost.
- **~25% reduction** in Cebu processing costs versus Manila.

### **Conclusion**

Patrick Canion, Chair of Intiger said, *"Intiger takes pride in working with some of Australia's most innovative and professional financial planners, to improve their back office efficiencies and reduce their costs. Both of these allow financial planners to spend more time doing what they do best – helping their clients achieve their money goals."*

*Step by step we are building an innovative and robust business and I am pleased to update the market on our progress".*

**- ENDS -**

For further information, please contact:

Investors

**Patrick Canion**

Chairman

E:[reception@cicerocorporate.com.au](mailto:reception@cicerocorporate.com.au)

T: +61 8 6489 1600

F: +61 8 6489 1601

Industry

**Mark Fisher**

Executive Director & Founder

E:[reception@cicerocorporate.com.au](mailto:reception@cicerocorporate.com.au)

T: +61 8 6489 1600

F: +61 8 6489 1601

### **ABOUT INTIGER GROUP LIMITED**

The business of **Intiger Group Limited (ASX: IAM)**, was founded by experienced investment banking and financial services executive Mark Fisher and operates an Australian software development house dedicated to supporting professional Financial Planners to meet the needs of their clients. Intiger does this by reducing the back office and operational costs within the Australian financial planning industry. Working with Australian Financial Services Licensees and their advisers, the Intiger Group has developed and launched proprietary software platform LiLLY, which has been designed to digitise and automate core components of the financial planning process including the production of automated statements of advice. In conjunction with LiLLY, the Intiger Group has presented the online practice management system KLIP which tracks key performance indicators of a financial planning practice and delivers oversight and control to both licensors and financial planning practices nationally.

### **FORWARD LOOKING STATEMENTS**

Certain statements contained in this asx release, including information as to the future financial or operating performance of the Company and its projects, are forward looking statements. Such forward looking statements:

(a) are necessarily based upon a number of estimates and assumptions that, while considered reasonable by the Company, are inherently subject to significant technical, business, economic, competitive, political and social uncertainties and contingencies;

(b) involve known and unknown risks and uncertainties that could cause actual events or results to differ materially from estimated or anticipated events or results reflected in such forward looking statements; and

(c) may include, among other things, statements regarding estimates and assumptions in respect of prices, costs, results and capital expenditure, and are or may be based on assumptions and estimates related to future technical, economic, market, political, social and other conditions.

The Company disclaims any intent or obligation to publicly update any forward looking statements, whether as a result of new information, future events or results or otherwise.

The words "believe", "expect", "anticipate", "indicate", "contemplate", "target", "plan", "intends", "continue", "budget", "estimate", "may", "will", "schedule", "planned" and similar expressions identify forward looking statements.

All forward looking statements contained in this asx release are qualified by the foregoing cautionary statements. Recipients are cautioned that forward looking statements are not guarantees of future performance and accordingly recipients are cautioned not to put undue reliance on forward looking statements due to the inherent uncertainty therein.