



FY20 results presentation

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QuickFee.

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FY20 highlights

A year of significant progress; well positioned for strong growth



US\$13.0m

Record growth in
US lending

↑ 63%



A\$49.3m

Record growth in
AU lending

↑ 17%



US\$6.6m

Record value of
US loan book

↑ 52%



A\$27.5m

Record value of
AU loan book

↑ 15%



A\$8.5m

Record revenue

↑ 47%



A\$13.5m

initial public offering

A\$7.5m

Secondary
capital raise



412

Firms now signed
up to QuickFee US

↑ 63%



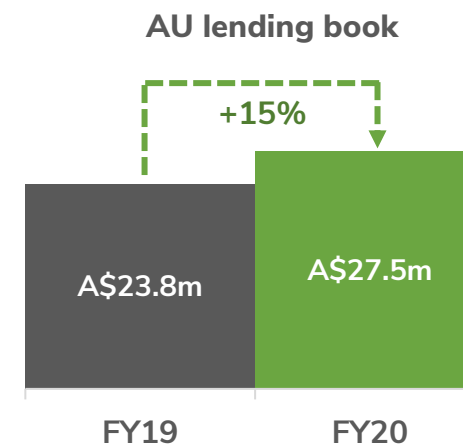
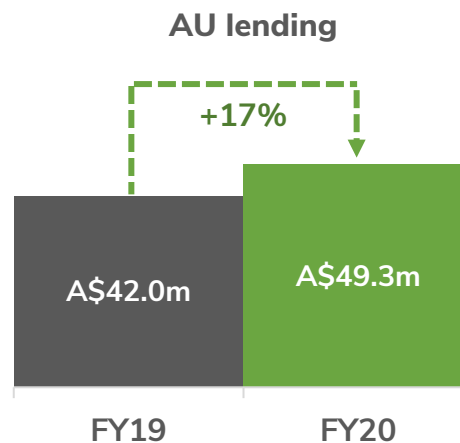
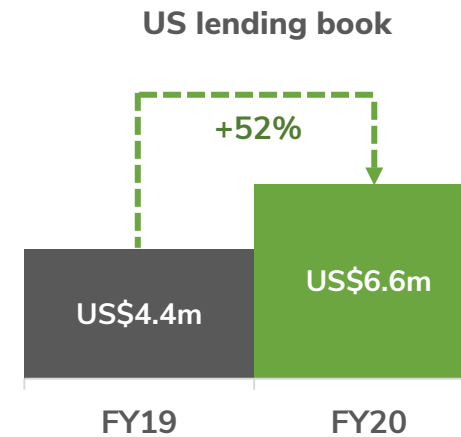
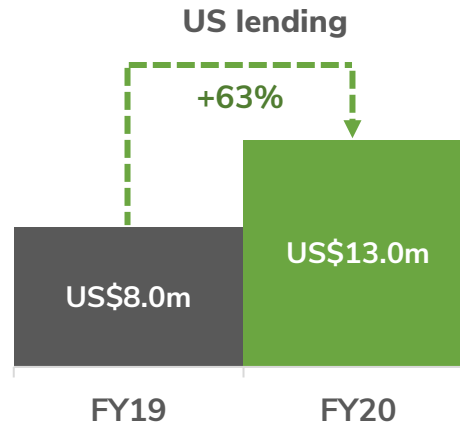
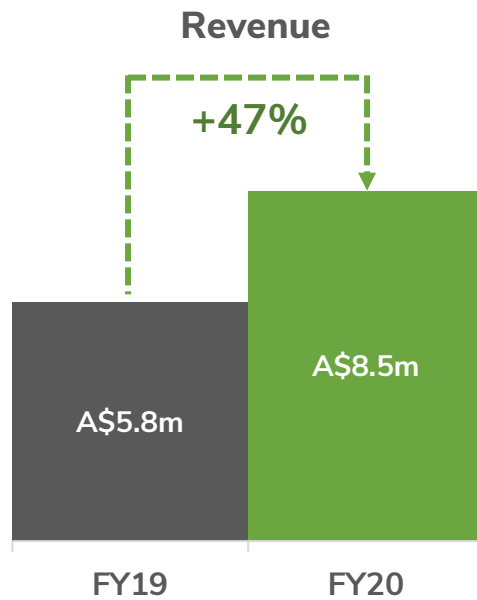
US\$305m

Record growth in US
transaction volumes
processed

↑ 137%

FY20 financial overview

Strong growth achieved across key metrics





FY20 financials

Record lending and new client wins driving top line growth

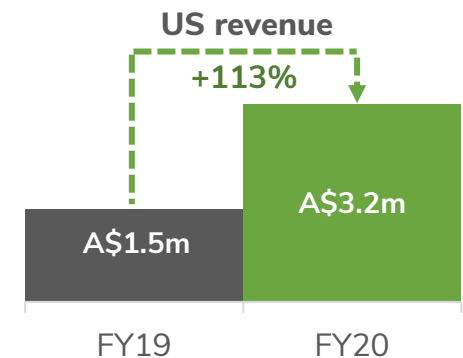
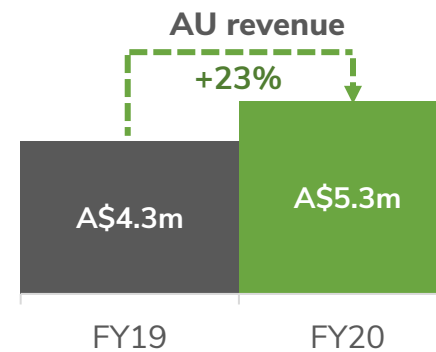
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Profit & loss

Record revenue result driven by increased lending and transaction volumes

- Strong revenue growth of 47% to A\$8.5m, driven by:
 - Lending growth in the US of 63% to US\$13.0m
 - Lending growth in Australia of 17% to A\$49.3m
 - Major growth in transactional volumes in the US, up 137% to US\$305m
 - Record new firm sign ups; 412 US firms at year end, up 63%:
 - A leading indicator for growth
 - Trend continuing into FY21, positioning us strongly for future growth
- Australian business remains strong in a relatively mature market
- US business at an early stage of its growth trajectory, with the acceleration of the transition to electronic invoicing and payments
- Positioned to become a leading payment solution for the professional services market, with our first mover advantage in that market

	FY20 (A\$'000)	FY19 (A\$'000)	%
Revenue	8,489	5,779	47%
Cost of sales	-2,803	-1,810	55%
Gross profit	5,686	3,969	43%
Operating profit before customer acquisition and R&D expenses	185	1,319	-86%
Customer acquisition expenses	-2,478	-1,342	85%
Research & development expenses	-704	-111	534%
Operating profit	-2,997	-134	2,137%
IPO expenses¹	-813	-787	3%
Loss before income tax	-3,810	-921	314%
Income tax expense	-16	-234	-93%
Net loss after tax	-3,826	-1,155	231%



1. One-off expense item

Balance sheet

Well-funded to capitalise on growth opportunities

- Balance sheet considerably strengthened during FY20
- Oversubscribed initial public offering (IPO) in July 2019, raising A\$13.5m before costs
- Well supported A\$7.5m placement in May 2020
- Strong cash position of A\$15.0m, providing funds:
 - To accelerate growth in the US
 - For major technology developments and brand building
- Lending facilities in the US and Australia extended to facilitate further growth in lending
- Continued growth momentum in loan book

	FY20 (A\$'000)	FY19 (A\$'000)	%
Current assets			
Cash & equivalents	14,970	2,781	438%
Loan & other receivables	36,645	29,519	24%
Other	313	240	30%
Total current assets	51,928	32,540	60%
Total non-current assets	1,575	788	100%
TOTAL ASSETS	53,503	33,328	61%
Current liabilities			
Borrowings	25,337	27,037	-6%
Trade & other payables	695	605	15%
Other	10,478	4,777	119%
Total current liabilities	36,510	32,419	13%
Total non-current liabilities	814	435	87%
TOTAL LIABILITIES	37,324	32,854	14%
NET ASSETS	16,179	474	3,313%



Operational overview

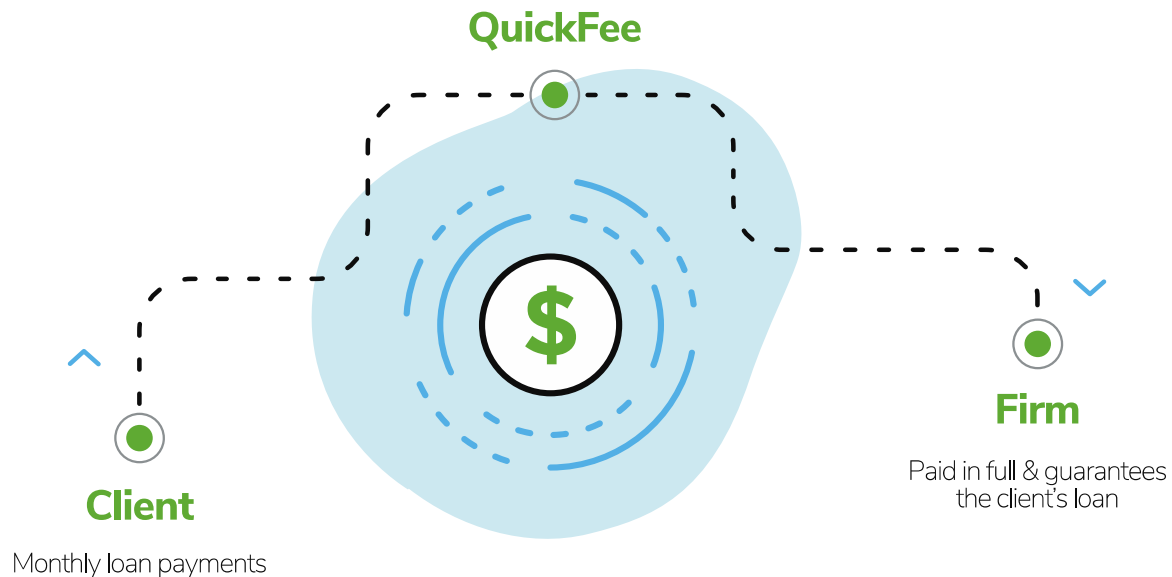
Capitalising on first mover advantage in the US

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QuickFee business model

Smart, scalable, sustainable

A proven platform providing cash flow certainty



- QuickFee provides financing to clients of accountants and lawyers (professional service firms).
- High credit quality as loans guaranteed by professional firm.
- QuickFee has a proven business model with approximately 11 years operating in Australia and four years in the US.
- QuickFee AU maintains a credit insurance policy to mitigate against the risk of default.

A platform that borrowers rate highly

90%

of users found that accounting and law firms offering payment plans is very important.

92%

of users found the QuickFee payment plan application very or extremely easy.

69%

of business users selected monthly payments to help with their cashflow.

Multiple revenue sources

COVID-19 accelerating trend towards online payments

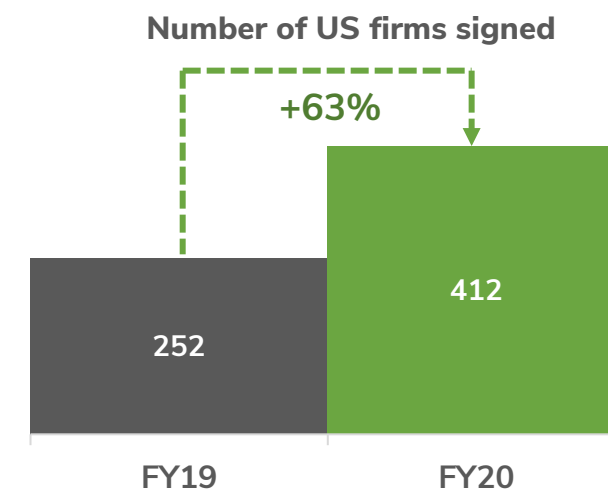
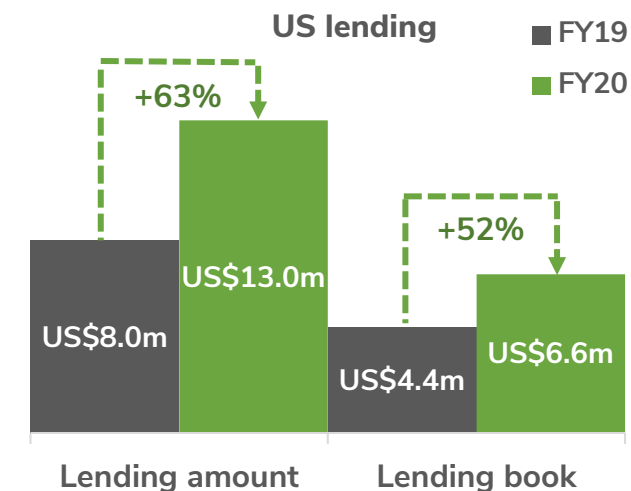
**All things payments,
all things receivables
for professional
service firms**

Source	AU market	US market
Interest and fee income from lending	YES	YES
Platform fees	Some	YES
Transaction income	NO	YES
Net credit card processing income	NO	YES
SaaS e-invoicing tool revenue	CY20 release	CY20 release

QuickFee US

Growing rapidly, capitalising on first mover advantage

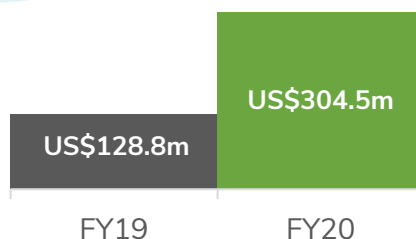
- QuickFee US achieved a record US\$13.0m in lending to clients of US firms – up 63%
 - The last three quarters of FY20 generating consecutive record lending results
- Loan book has grown to US\$6.6m – up 52%
- COVID-19 saw a significant shift to e-invoicing and online payments with more US professional services firms moving away from paper invoices and payments
 - Pay in full transactions more than doubled from start of March to end of April
 - Pay in full transactions processed increased 137% to US\$305m in FY20
 - Transactions processed annualised run rate now US\$554m
- Substantial increase in firms using the QuickFee US platform – 412 firms now signed
 - 26 of 'Top 100' US accounting firms signed up, including our 1st 'Top 10' firm
 - Leading indicator of expected future growth
- Doubled our debt facility to US\$10.0m to meet higher demand
- Made a number of key hires to accelerate growth
- Continuation of this growth trend through the start of FY21



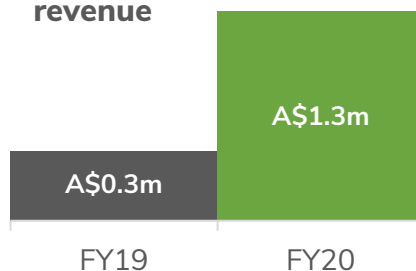
Transactional revenue increased sharply

Annualised revenue run rate now **US\$1.5m**

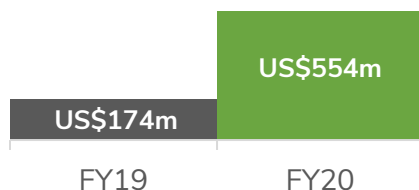
US transaction values



US merchant fee revenue



Annualised transactions processed run rate



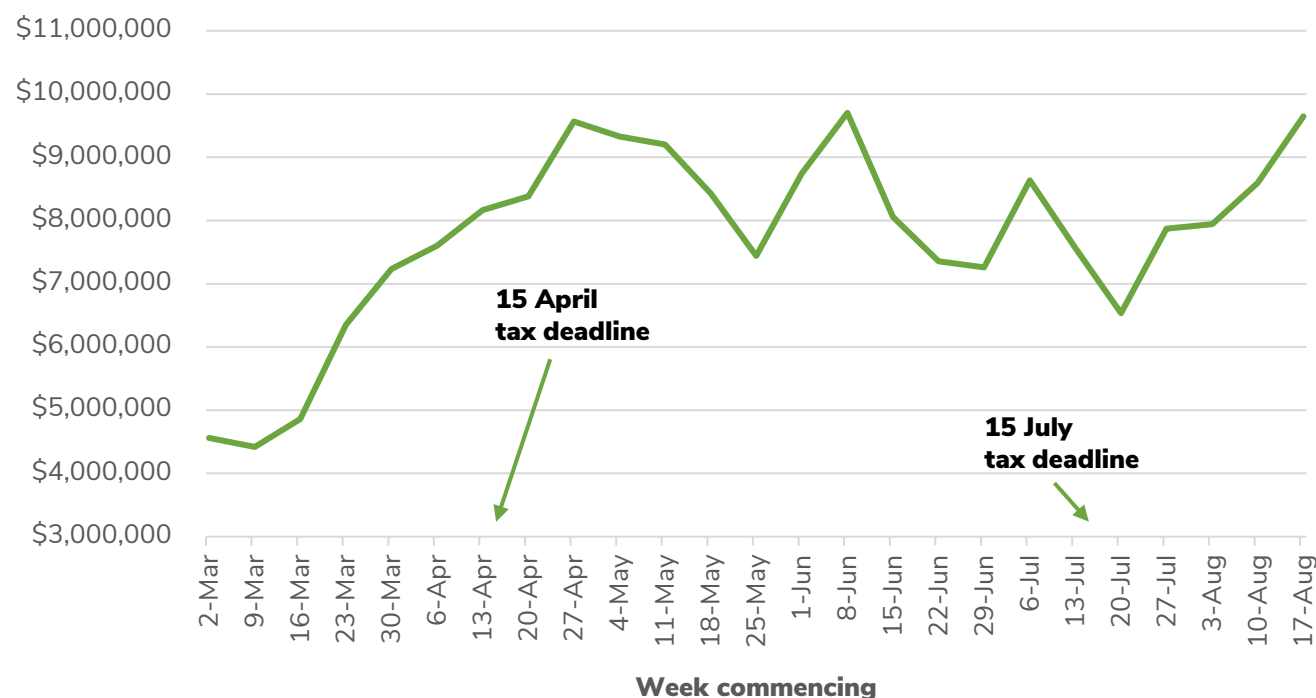
- Payment portal transaction revenue up 301% to A\$1.3m in FY20
- Annualised US merchant fee revenue run rate of US\$1.5m (based on June quarter)
- Combination of mass volume of transactions in the US professional services market and a lack of sophistication in processing online payments in the US represents a huge opportunity for QuickFee
 - COVID-19 accelerated shift to online (see next slide)
- The table compares pay in full (up-front payment) portal transaction values from the firms that joined earlier, compared to the more recently signed firms
 - this demonstrates the latent growth in transaction revenue available from the existing base as it matures, and as new firms are signed up and move to online payments

Date firm joined QuickFee US	Portal transaction values		
	FY20 US\$	FY19 US\$	Increase
Jun 2020 quarter	5.5m	-	5.5m ▲
Mar 2020 quarter	10.7m	-	10.7m ▲
Dec 2019 quarter	30.9m	-	30.9m ▲
Sep 2019 quarter	16.9m	-	16.9m ▲
Jun 2019 quarter	16.2m	0.5m	15.7m ▲
Mar 2019 quarter	26.3m	7.3m	19.0m ▲
Dec 2018 quarter	42.9m	14.0m	28.9m ▲
Sep 2018 quarter	16.7m	8.3m	8.4m ▲
Jun 2018 quarter	17.0m	10.0m	7.0m ▲
Mar 2018 quarter	14.9m	9.5m	5.4m ▲
Dec 2017 and prior	106.5m	79.2m	27.3m ▲
TOTAL	304.5m	128.8m	175.7m ▲

COVID-19 accelerated shift to online payments in the US

Transaction value annualised run rate now US\$554m

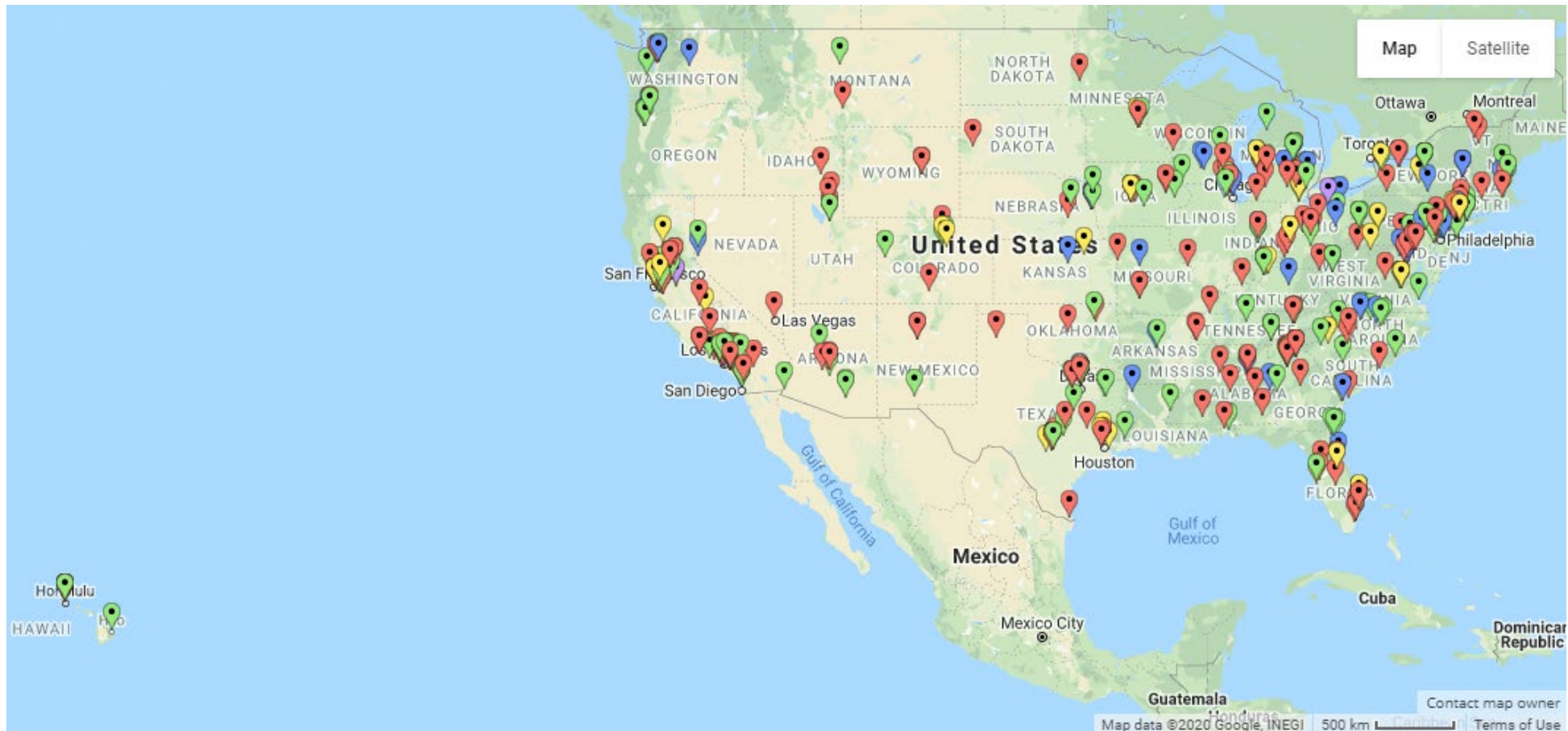
Pay in full (up-front payments) weekly transactions
processed (USD) since COVID-19 lockdown



Value of electronic payments processed by QuickFee US	
Week commencing:	
9 March:	US\$4.4m ▲
16 March:	US\$4.9m ▲
23 March:	US\$6.4m ▲
30 March:	US\$7.2m ▲
6 April:	US\$7.6m ▲
13 April:	US\$8.2m ▲
20 April:	US\$8.4m ▲
27 April:	US\$9.6m ▲

US firm locations

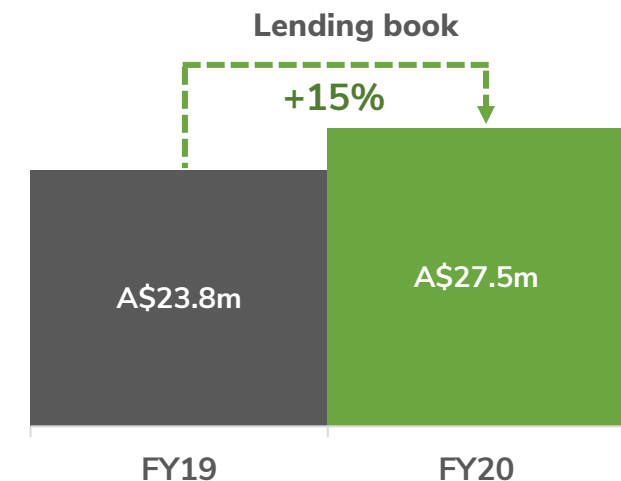
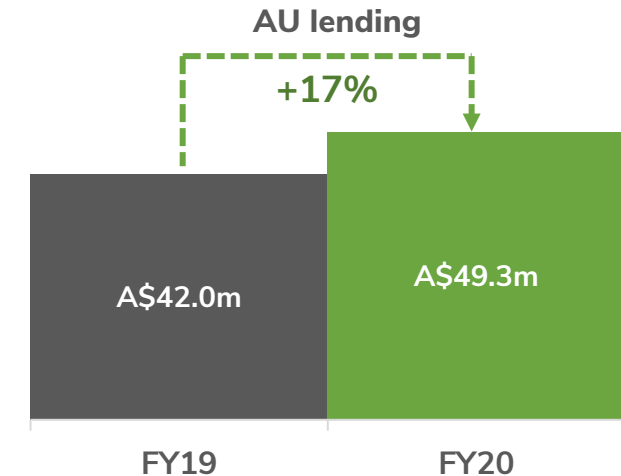
Growing our presence across the US



QuickFee Australia

Another year of record lending

- Australian business remains robust as lending reached a record of A\$49.3m – up 17%
- Loan book grew solidly to A\$27.5m – up 15%
- COVID-19 saw an increase in demand for QuickFee payment plans, sign-ups and enquires about our products – June 2020 was our best lending month on record
- Increased our debt facility limit to A\$25.0m to fund further growth
- Accounting segment remained resilient throughout COVID-19
 - Proactively culled some smaller firms
 - Accounting has some counter-cyclical elements
- Minimal impact of payment deferrals and arrears during COVID-19 period due to professional firm guarantees, personal guarantee for smaller firms, and credit protection insurance
- Sharply declining loan arrears due to injection of liquidity from government assistance programs





Technology

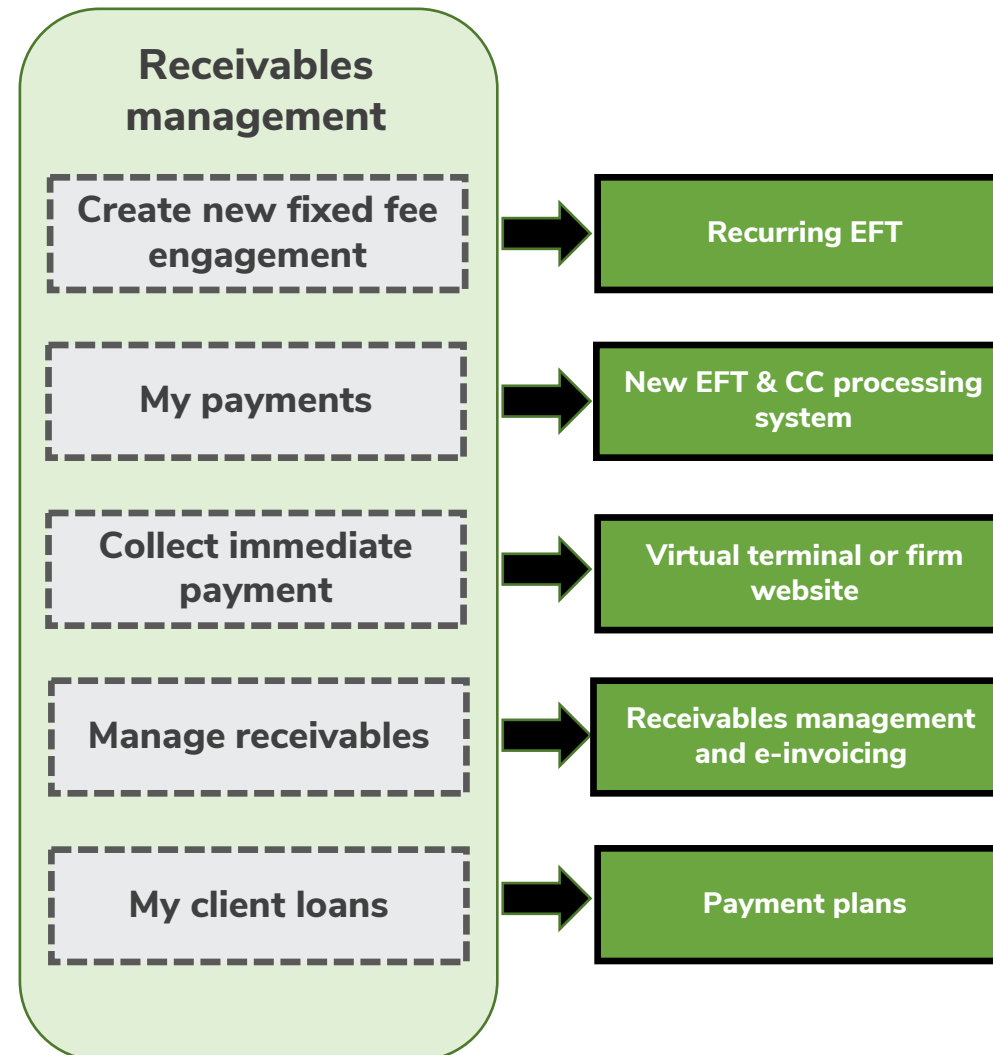
Putting the 'tech' in 'fintech'

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A number of tech enhancements completed

Integrations with key partners completed

- QuickFee has completed several key platform integrations and enhancements, including:
 - Xero Practice Manager integration
 - GreatSoft integration
 - APS full data interrogation
 - Enhanced user interface
- Expanding offering to include e-invoicing and automated reminders for overdue accounts
- Integrating all tech into a single place



Pivoting to 'next level' technology

Accelerating tech investments to capitalise on market shifts

- Structural market shift is underway – professional services firms are 'digitising'
 - COVID-19 has accelerated this shift

Current tech developments

- QuickFee is currently completing its e-invoicing and accounts receivable management system
 - This functionality will allow firms to automate electronic invoices through the QuickFee platform
 - Expected to receive strong demand for this functionality, particularly in the US
 - Anticipate to launch by the end of CY 2020
 - e-invoicing expected to drive further interest in payment plans

Moving ahead

- QuickFee has ambitious plans to benefit from the market shift
 - Building out the tech team – technical leads now in place
 - Developing new technology solutions to meet specific needs of the B2B professional services market
 - Exploring other technology opportunities that can integrate with the QuickFee online platform



Strategy and outlook

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Significant global opportunity

Huge professional services market in the US

Accounting sector – estimated revenue



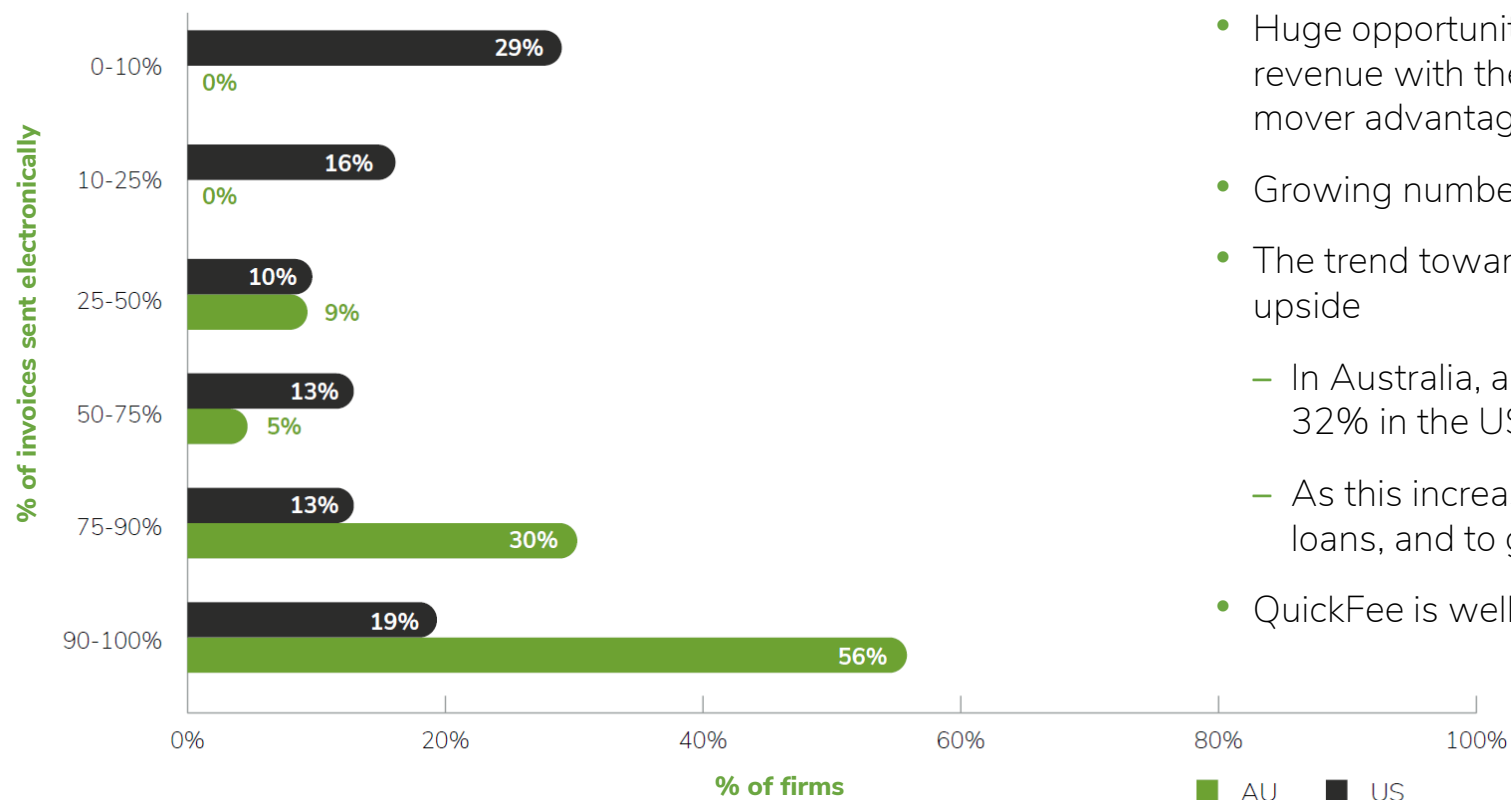
Legal sector – estimated revenue



Source: IBISWorld

US market is modernising

Creating significant opportunities for QuickFee



- Huge opportunity to grow both lending revenue and transactional revenue with the 'modernising' of the US market and our first mover advantage
- Growing numbers of new firm sign ups a leading growth indicator
- The trend towards electronic invoices represents significant upside
 - In Australia, around 84% of invoices are sent electronically vs 32% in the US
 - As this increases in the US, we expect this to lead to more loans, and to generate more transactional revenue
- QuickFee is well positioned to capitalise on this trend

Source: QuickFee CSAT survey (February 2020)

US market is modernising

Creating significant opportunities for QuickFee

- A strengthened financial position, record new firm sign ups, technology enhancements, and investment in people
- QuickFee is in an excellent position to continue to execute on our first mover advantage in the huge professional services market in the US and our North American growth aspirations
- Future growth to be supported by:
 - Strategic alliance partnerships
 - More accounting and law firms on the QuickFee platform
 - Structural shift to e-invoicing and online payments in the US to drive further transactional and lending revenue
 - Investment in technology advancements to capitalise on structural shifts
 - Recruiting the best talent available to assist us in executing our strategy
- Our platform is highly scalable, and readily deployable into new geographic markets where competition is low and the professional market is large. We will continue to plan for entry into these adjacent geographic markets. Timing should become clearer over the course of FY21.
- Continued momentum and a strong start to FY21 in the US, softer lending in AU with government assistance programs providing business support





Questions

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