



Compliance. Simple.

28 July 2023
Authorised by Trent Lund ,CEO
Wrkr Ltd
ACN 611 202 414
Level 24, 66 Goulburn Street
Sydney NSW 2000

Revolutionising workforce compliance

Wrkr is a regulatory technology business helping Australian employers to simplify workforce compliance from hire to retire.

We replace paper-based compliance processes across employee onboarding, payments, super contributions and SMSFs with a simple, sophisticated, and secure digital experience.

- ✓ **Secure**
- ✓ **Modern cloud based**
- ✓ **Scaleable**
- ✓ **Pre-integrated**

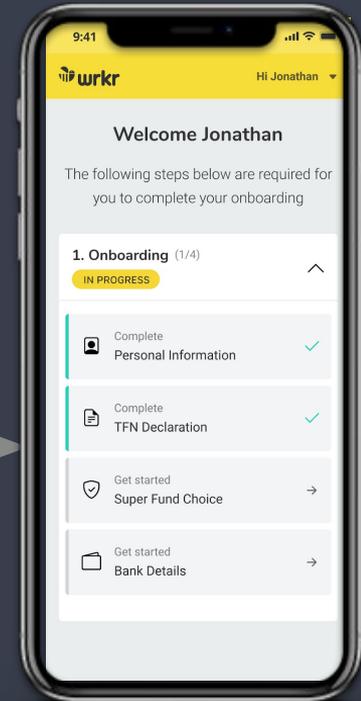




Wrkr solves compliance moments in a branded mobile experience

From paper, errors, time, data risks to...digital, mobile, secure, data completion with real-time attestation

- ✓ **Employer Branded**
- ✓ **Mobile friendly**
- ✓ **Secure, Data driven consent**
- ✓ **Real-time**

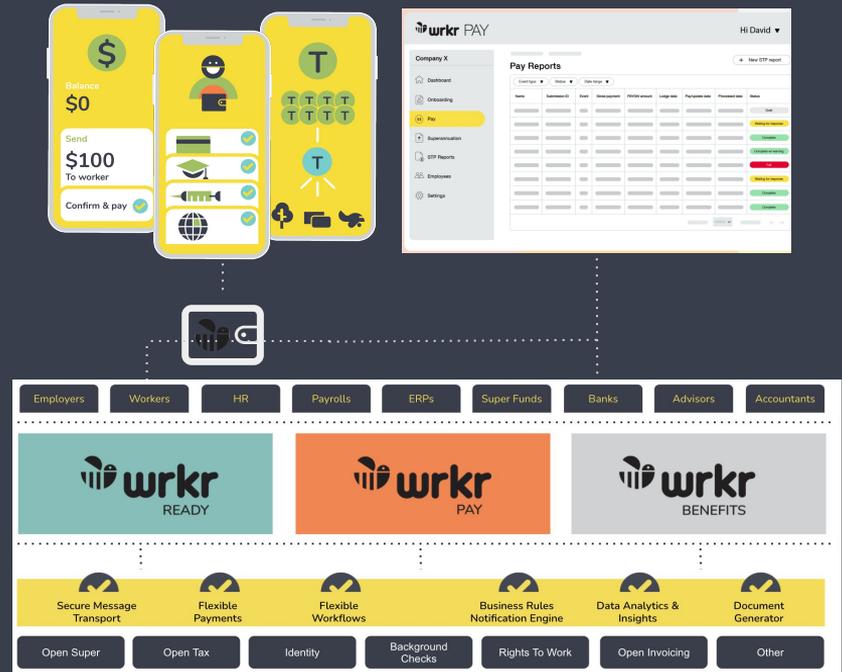




Our single platform is API first enabling broad integration

We have a secure, modern cloud platform that enables us to rapidly respond to evolving compliance needs today and into the future. We also enable the integration to existing providers for a comprehensive view of compliance.

- ✓ **Secure**
- ✓ **Modern cloud based**
- ✓ **Scaleable**
- ✓ **Pre-integrated**



Wrkr connects to all relevant regulatory services so our customers don't have to

Our regulatory and compliance footprint allows us to participate across a full spectrum of employee compliance moments from hire to retire, including payments under our AFSL, Super & SMSF contributions across the Superstream network and many individual compliance checks across federal and state based bodies.

- ✓ Significant multi year investment
- ✓ Barrier for new entrants and inhouse development, requires significant scale to compete



We take security seriously

Full Encryption

All data is encrypted at rest and in transit. All data is stored and processed in Australia.

Continuous Monitoring

Deployment of a transparent Trust Centre for partner and customer visibility. All controls are monitored 24/7.

User Control / Data driven consent

Users control their own data and give time based consent for visibility (not download). We provide attestation not data.

Shift Left & Zero Trust

Tightest security controls (no access to data without strict supervision and security verification).



Wrkr is already delivering on our vision



>2.9 million
Australian
Workers

Suitable for every worker
in every profession and
industry.



>70,000
Employers

Scalable solution suitable
for businesses of all sizes
from freelancers to large
Federal Government
departments and all
businesses in between.



>500
Advisors

Professionals providing
services including tax,
accounting and financial
advisors serving over
20,000 SMSFs.



Financial Service
and Payroll
Providers

Integrating and
collaborating with leading
payrolls, APRA funds,
banks and payment
gateways

Financial Highlights

Unaudited FY 2023 Results (FY23 vs FY22)



ARR
\$3.61m

▲ 16% \$3.1m

Cash
\$4.11m

▲ 222% \$1.28m

**Cost to
Income Ratio**
1.07

▲ 20% 1.28

Revenue
\$6.6m

▲ 43% \$4.6m

**Operating Cash
Outflows**
-\$0.38m

▲ 330% -\$1.62m

**Cash Receipts
from Customers**
\$6.52m

▲ 43% \$4.56m

**Cash Burn
Rate**
\$132k/mth

▲ 21% \$167k/mth

- Based on unaudited figures which may be subject to change upon completion of the audit
- ARR is calculated using the Q4 average ARR to account for quarterly activity cycles
- Cost to income ratio is calculated as operating costs divided by ordinary revenue from sales

- Cash Burn is net movement in cash at bank excluding proceeds from issues of equity securities and convertible notes, interest received and paid, share buy-backs, costs related to the issues of equity securities and convertible notes, government grants and income tax paid.

Revenue Growth



Unaudited FY 2023 Results (FY23 vs FY22)

- 43% growth in revenues from \$4.6m FY22 to \$6.6m (unaudited) in FY23.
 - Link - discovery and detailed planning for Australia & HK \$407k
 - SMSF Hub  FY23 \$615k ; FY22 \$113k
 - Float Income  \$1.1m
- Prioritising investment and effort for ARR growth into FY24/5 and beyond
- Focus on onboarding SaaS customers from new contracts

Managing costs responsibly



- Management continually assessing best use of resources and cash
- Improvements in cost to income ratio and cash burn in FY23 YoY
- Resources focused on developing products where assessed greatest opportunities for growth in SaaS revenues
- Cost management balanced with required investments in our:
 - Product development - features; functions; geographical reach; multi-cloud hosting ability
 - Efficiencies in operations
 - Sustaining high level of compliance in our complex regulatory environment
 - Cyber Security management
 - People

Key takeaways



- Demonstrated agility and focus to deliver multiple improvements across the business - financially, operationally and in our cyber posture.
- Starting the year with \$4m in the bank, a solid opening ARR, continuation of development projects with ART, exciting sales pipeline and receipt of float interest likely to continue in FY24.
- Tightly managing how resources are best deployed, increasing our marketing and growing our customer base across funds, payrolls and employers.
- Looking forward to completing our negotiations with Link and shifting from design & planning to implementation
- Very proud of the Wrkr team, who continue to deliver on the brand promise

Q&A



Payday Super reforms

Link Group MSA progress

Open Banking and CDR / Skript

Thank you & Questions



wrkr.com.au

Management Team



Trent Lund

CEO and Executive Director

Trent has over 25 years experience in technology and innovation. Trent is also CEO of Unlocked Ventures and holds numerous advisory board roles in technology & business.



Karen Gilmour

CFO

Karen has over 15 years experience in senior finance management positions across banking & finance, commodities and construction across Australia and UK.



Joe Brasacchio

CTO (Comply Path Founder)

Joe has over 20 years of experience in leading high profile digital transformations, co-design in open Data Standards development, building RegTech platforms and venturing.



Jean-Paul Seow

Head of Commercial and Alliances

Jean-Paul has over 15 years experience covering commercial, strategy and venturing. Worked across FS, Telco, Retail and Postal industries across AU, Asia and US.



Greg Tonner

Head of Growth

Greg is a strong leader with over 25 years in executing growth strategies in the software and technology sectors across Asia and the UK. Greg was CEO and led the transformation of the Queensland Cowboys.



Paul Verkuylen

Head of Product

Paul has extensive experience leading product teams delivering enterprise-grade and scalable client-centric solutions in the finance and superannuation sector.

Board



Emma Dobson
Non-Executive Chair



Paul Collins
Non-Executive Director



Randolf Clinton
Non-Executive Director



Jillian McGregor
Company Secretary

Summary information

This presentation contains summary information about Wrkr Ltd (Company) (ASX: WRK) and its activities as at the date of the presentation. The information in this presentation is of a general nature and does not purport to be complete or contain all information that a prospective investor should consider when evaluating an investment decision in the Company or that would be required in a prospectus or product disclosure statement prepared in accordance with the requirements of the Corporations Act 2001 (Cth) (Corporations Act). This presentation should be read in conjunction with the Company's other periodic news releases or ASX disclosure documents as available from time to time.

Forward looking statements

This presentation contains forward-looking statements and information that are necessarily subject to risks, uncertainties and assumptions. Many factors could cause actual results, performance or achievements of the Company to be materially different from those expressed or implied in this release including, amongst others, changes in general economic and business conditions, regulatory environment, results of advertising and sales activities, competition, and the availability of resources. Should one or more of these risks or uncertainties materialise, or should underlying assumptions prove incorrect, actual results may vary materially from those described in this presentation. Except as required by law, the Company assumes no obligation to update or correct the information in this presentation. To the maximum extent permitted by law, the Company and its subsidiaries and officers do not make any representation or warranty as to the likelihood of fulfilment of any forward-looking statements and disclaim responsibility and liability for any forward-looking statements or other information in this presentation.

Not an offer of securities or financial products

This presentation is not a prospectus, product disclosure statement or other offering document under Australian law (and will not be lodged with ASIC) or any other law. This presentation does not constitute an offer, invitation, solicitation or recommendation with respect to the purchase or sale of any securities or any financial product nor does it constitute financial product or investment advice nor take into account your investment objectives, taxation situation, financial situation or needs. An investor must not act on the basis of any matter contained in this presentation but must make its own assessment of the Company and conduct its own investigations and analysis. Before making an investment in the Company, a prospective investor should consider whether such an investment is appropriate to their particular investment objectives and financial situation and seek appropriate advice, including legal, taxation and financial advice appropriate to their jurisdiction and circumstances.

Financial data

All financial information in this presentation is in Australian dollars (\$) or AUD) unless otherwise stated. Investors should note that this presentation may contain pro forma historical and forward looking financial information. The pro forma and forward looking financial information and the historical information, provided in this presentation is for illustrative purposes only and is not represented as being indicative of the Company's views on its future financial condition and/or performance.

The pro forma financial information has been prepared by the Company in accordance with the recognition and measurement principles of Australian Accounting Standards (AAS) and the Company's adopted accounting policies of applicable accounting standards and other mandatory reporting requirements in Australia. Investors should also note that any pro forma financial information does not purport to be in compliance with Article 11 of Regulation S-X of the rules and regulations of the U.S. Securities and Exchange Commission (SEC). Such information does not purport to comply with Article 3-05 of Regulation S-X.

Investors should be aware that certain financial measures included in this presentation are 'non-IFRS financial information' under ASIC Regulatory Guide 230: 'Disclosing non-IFRS financial information' published by ASIC and also 'non-GAAP financial measures' within the meaning of Regulation G under the U.S. Securities Exchange Act of 1934, as amended, and are not recognised under AAS and International Financial Reporting Standards (IFRS). The non-IFRS financial information / non-GAAP financial measures include EBITDA and EBIT. The Company believes the non-IFRS financial information / non-GAAP measures provide useful information to users in measuring the financial performance and conditions of the Company. The non-IFRS financial information / non-GAAP financial measures do not have a standardised meaning prescribed by AAS or IFRS. Therefore, the non-IFRS financial information is not a measure of financial performance, liquidity or value under the IFRS and may not be comparable to similarly titled measures presented by other entities, and should not be construed as an alternative to other financial measures determined in accordance with AAS or IFRS. Investors are cautioned, therefore, not to place undue reliance on any non-IFRS financial information / non-GAAP financial measures included in this presentation.