



Compliance. Simple.

28 July 2023  
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# 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**

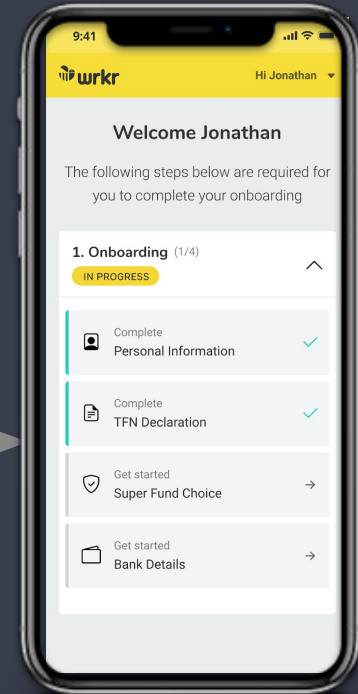


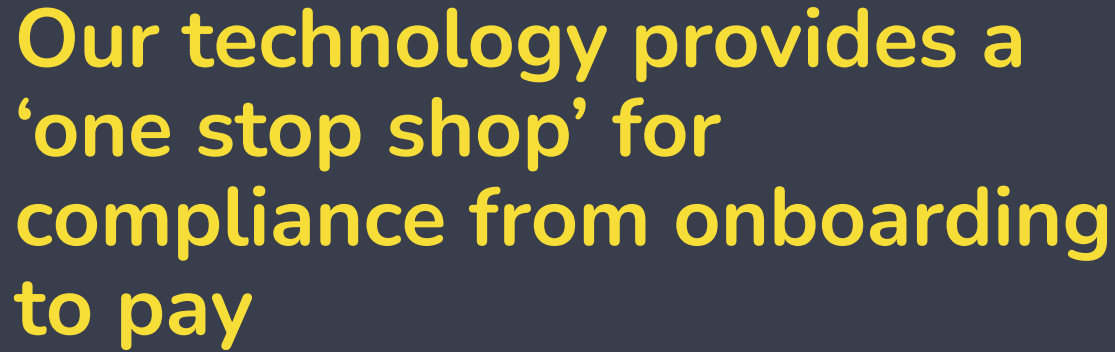
# Wrkr solves compliance moments in a branded mobile experience



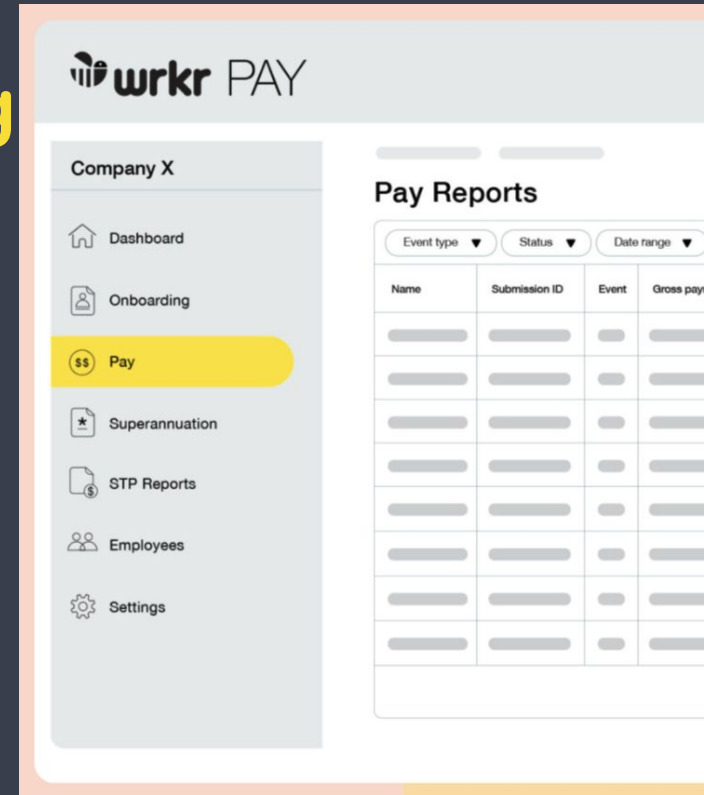
From paper, errors, time, data risks  
to...digital, mobile, secure, data  
completion with real-time  
attestation

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





- ✓ Pay
- ✓ Super & SMSF Contributions
- ✓ STP and other ATO services
- ✓ Onboarding and certification
- ✓ Continuous compliance





- ✓ Secure
- ✓ Modern cloud based
- ✓ Scalable
- ✓ 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](http://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



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