

# QUICKFEE Q4 FY25 BUSINESS UPDATE

24 July 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.



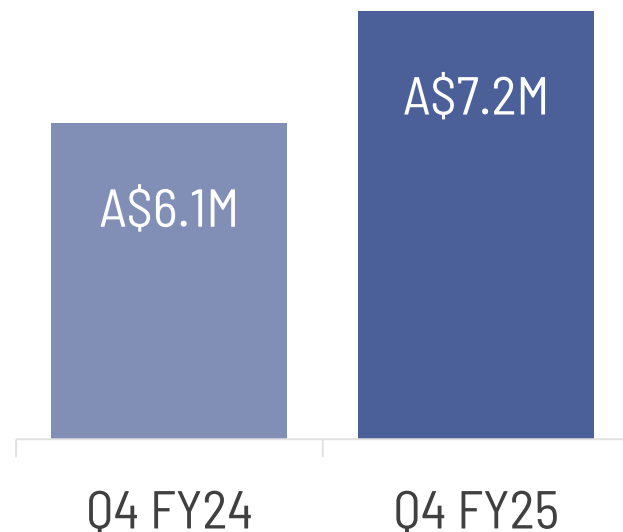
To learn more about QuickFee, our business and strategy, please see our 'About Us' video located on our Investor Hub here:

[www.investorhub.quickfee.com/activity-updates/quickfee-about-us](http://www.investorhub.quickfee.com/activity-updates/quickfee-about-us)

# Q4 FY25 Results Overview

## Revenue up 18% on pcip & positive underlying EBTDA in Q4 FY25<sup>1</sup>

+ TOTAL REVENUE OF  
A\$7.2M, UP 18% ON PCP



+ UNDERLYING EBTDA  
POSITIVE IN Q4 FY25<sup>1</sup> &  
FY25

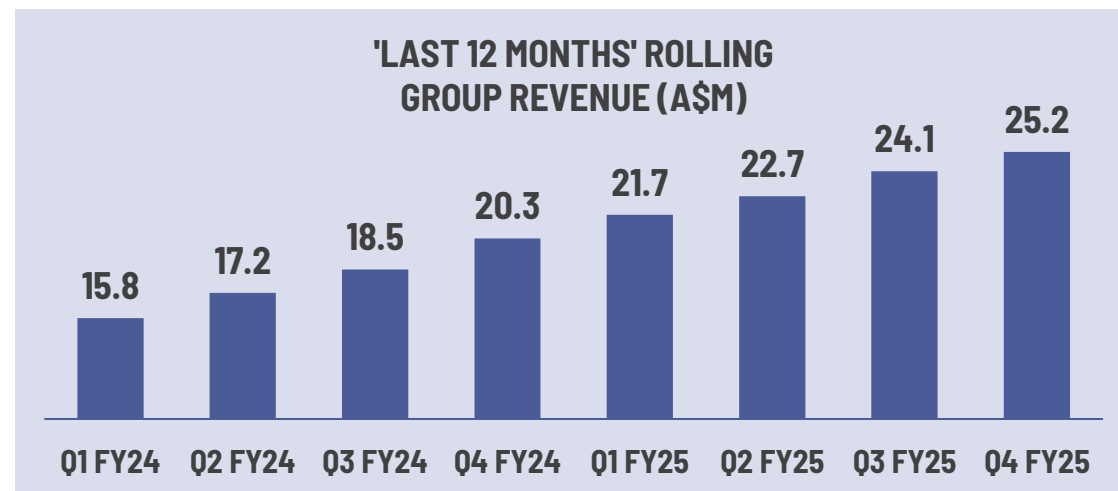
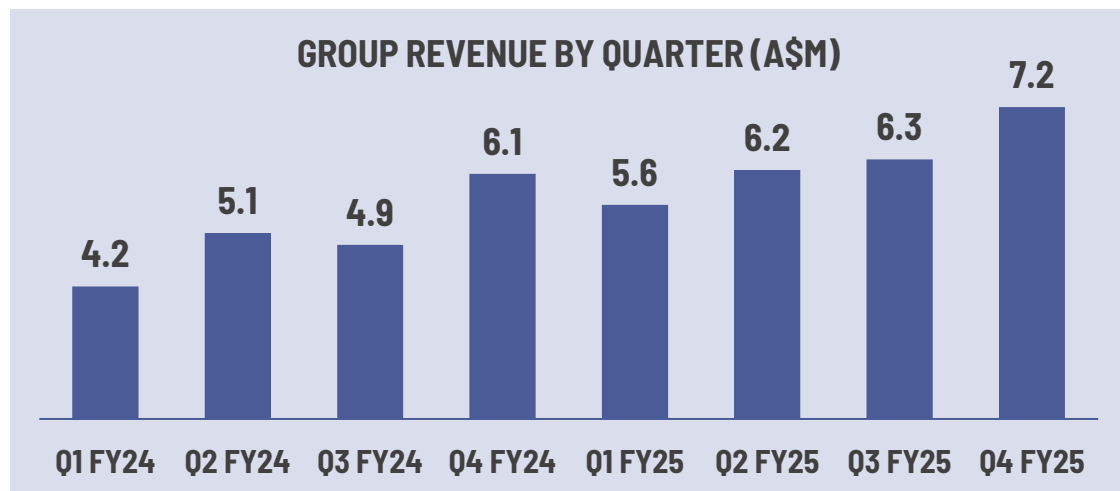
Q4 FY25 PERFORMANCE <sup>2</sup>	Q4 FY25	Q4 FY24	MOVEMENT
REVENUE			
US FINANCE (PAY OVER TIME)	US\$ 0.7 M	US\$ 0.7 M	-
US PAY NOW (ACH & CARD)	US\$ 1.8 M	US\$ 1.5 M	+20%
AU FINANCE (PAY OVER TIME)	A\$ 2.9 M	A\$ 2.3 M	+26%
TOTAL TRANSACTION VALUES (TTV)			
US FINANCE (PAY OVER TIME)	US\$ 4.8 M	US\$ 6.3 M	-24%
US PAY NOW (ACH & CARD)	US\$ 472 M	US\$ 432 M	+9%
AU FINANCE (PAY OVER TIME)	A\$ 17.9 M	A\$ 17.0 M	+5%

<sup>1</sup> Excluding one-off provision expense of US\$ 2.2 million (A\$ 3.3 million) for credit impairment (see ASX release dated 4 June 2025)

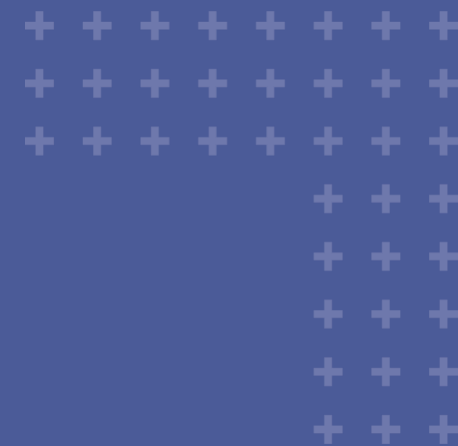
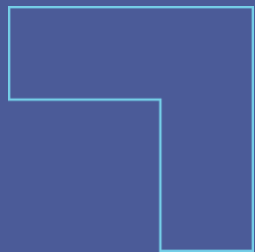
<sup>2</sup> Q4 FY25 financial results are unaudited

# Q4 FY25 highlights: Business fundamentals remain strong

- ✓ **Third consecutive quarter of record revenue of A\$ 7.2m, up 18% on pcip**
  - + Reflects 20% growth in US Pay Now revenue and 26% growth in AU Finance revenue
- ✓ **New subscription revenue streams on Connect platform**
  - + Total firm invoices delivered via Connect up 65% QoQ to 61,000 and up 408% YoY
  - + Annualised Recurring Revenue (ARR) from Connect subscriptions is currently US\$ 413,000
- ✓ **Positive underlying EBTDA in Q4 FY25 and full year FY25**



# WHAT WE DO



# QuickFee at a glance

TRUSTED FOR PAYMENTS AND  
FINANCING SOLUTIONS SINCE 2009:

1,250+

PROFESSIONAL  
SERVICES FIRMS  
WORLDWIDE

OVER  
\$600M

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

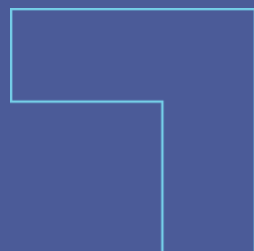
## OUR COMPETITIVE DIFFERENTIATORS

- + 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



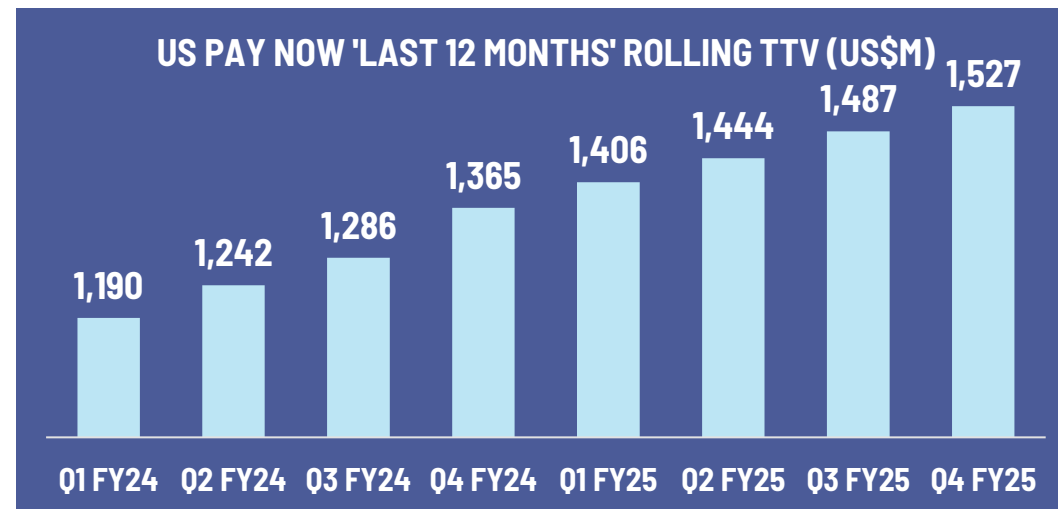
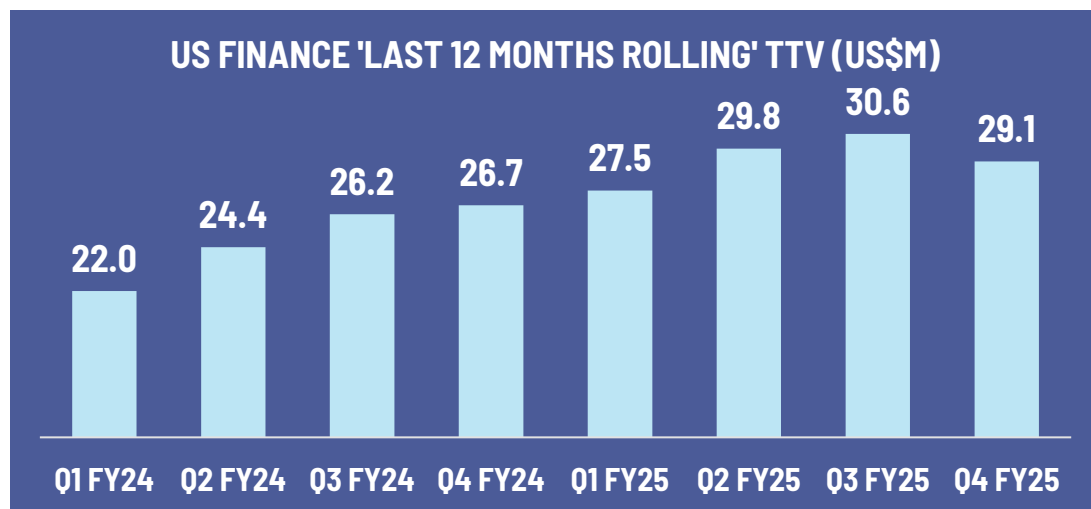
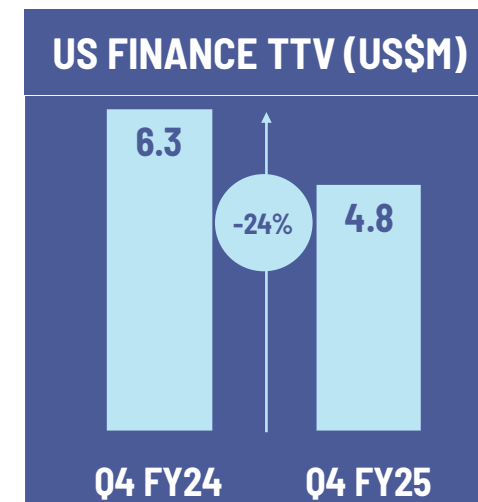
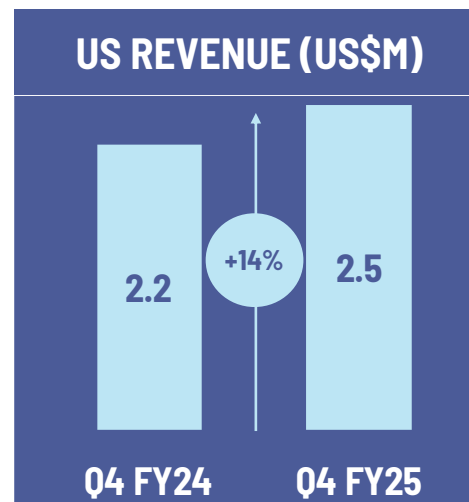
**UNITED STATES:**

**NEW SUBSCRIPTION REVENUES  
ON CONNECT PLATFORM**



# US: Strong revenue growth in Pay Now, Finance revenue flat

- + US revenue up 14% on pcp to US\$ 2.5M
- + US Pay Now TTV up 9% on pcp; revenue up 20% to US\$ 1.8 million (Q4 FY24: US\$ 1.5 million)
- + Finance TTV down 24% on pcp to US\$4.8M; revenue flat on pcp at US\$ 0.7 million
  - o US Finance TTV was adversely impacted by the termination of new loan originations from one US firm who defaulted on its repayments

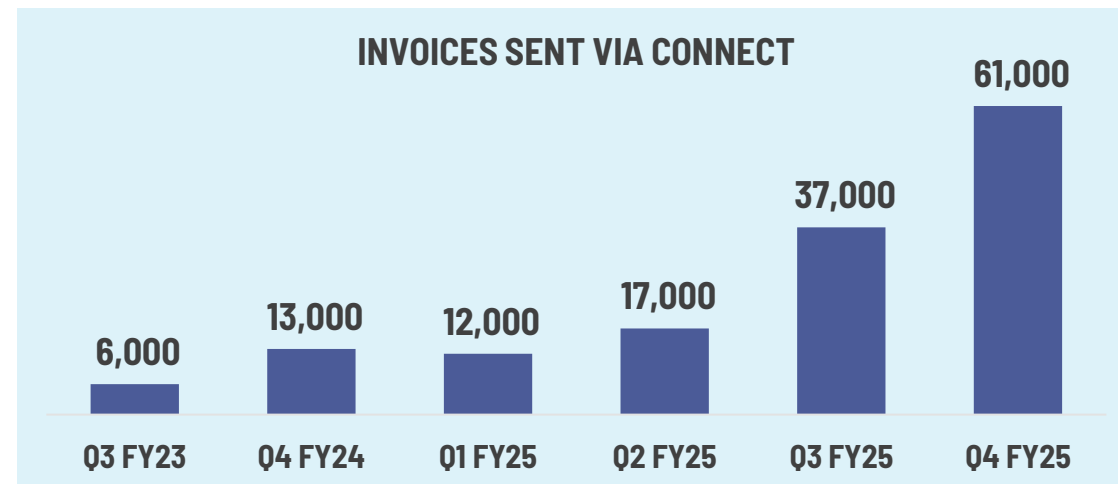




# New subscription revenues on Connect platform

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

- + Approximately **90 Connect customers** on the platform (including 30 in the onboarding process)
- + **Firm invoices delivered via Connect up 65% QoQ**, and 408% YoY, to 61,000
- + Annualised Recurring Revenue (ARR) from Connect subscriptions is currently US \$413,000, with the potential to grow significantly throughout FY26
- + More than **250 existing customers with a Connect-enabled practice management solution** but not yet subscribed



Wolters Kluwer

- CCH Axxess
- CCH ProSystem fx

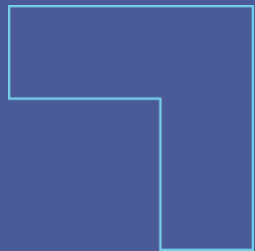


THOMSON  
REUTERS



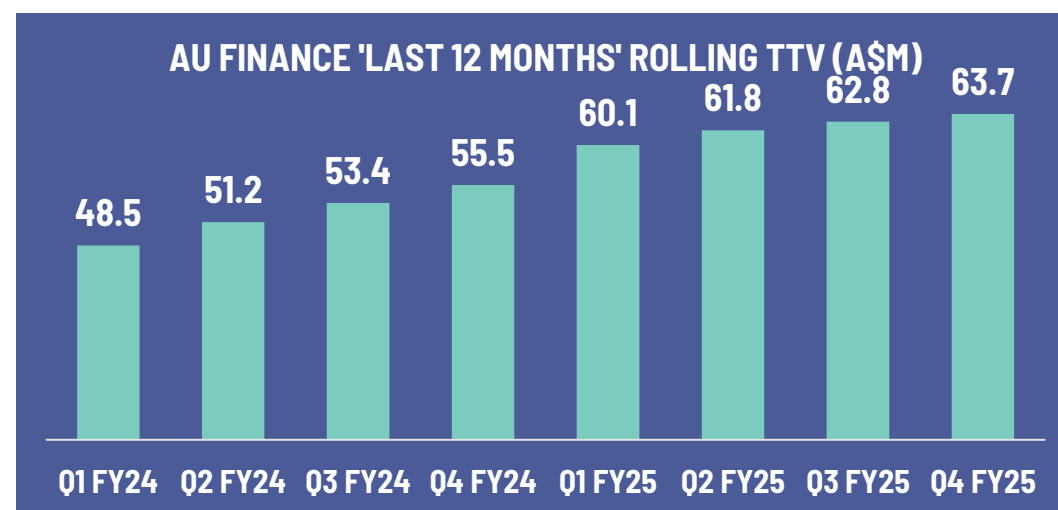
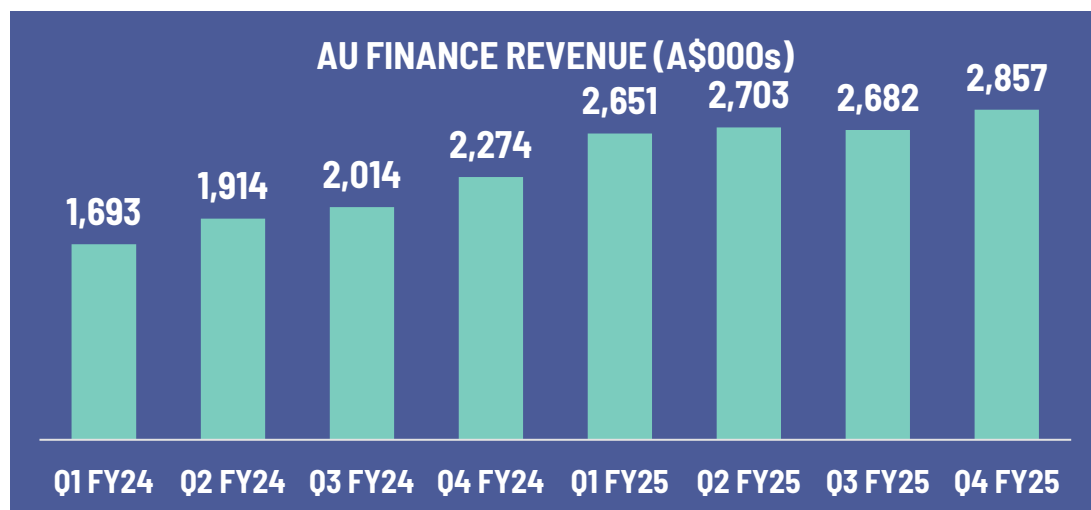
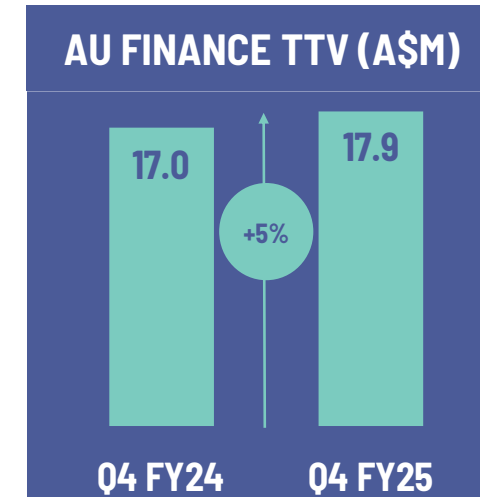
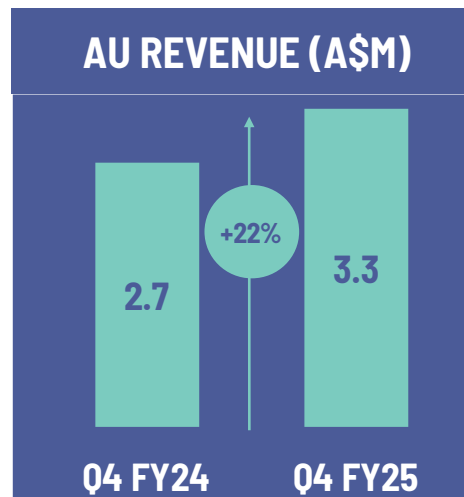
**AUSTRALIA:**

**BUSINESS REMAINS STRONG**

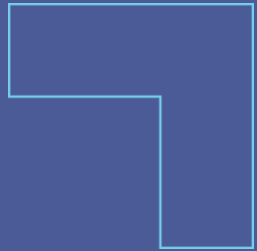


# AU: Strong performance continues in Q4 FY25

- + AU Finance revenue up 26% on pcp to A\$ 2.9 million (Q4 FY24: A\$ 2.3 million)
- + AU Finance TTV up 5% on pcp; Fee Funding and Disbursement Funding both up 5% on Q4 FY24
- + Revenue yield up 260 bps on pcp, primarily due to growth in legal disbursement funding book, now at 39% of total AU book
- + No credit losses in quarter



# FY25 PERFORMANCE AND OUTLOOK



# Strengthened balance sheet



## **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**

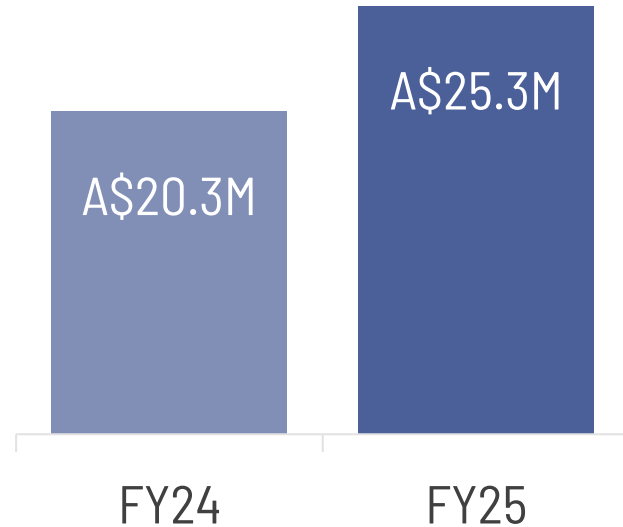
- + A\$ 1.25 million capital raise at 5 cents per share
- + Oversubscribed SPP raising \$282,000
- + Total capital raise of \$1.532 million to fund loan book growth
- + All directors participated in the placement, investing a total of \$359,000



# FY25 Performance Overview

Revenue up 24%<sup>1</sup> on pcg & positive underlying EBTDA in FY25<sup>1</sup>

+ TOTAL REVENUE OF  
A\$25.3M<sup>1</sup>, UP 24% ON PCP



+ UNDERLYING EBTDA  
POSITIVE IN FY25<sup>1</sup>

## FY25 PERFORMANCE<sup>2</sup>

### REVENUE

	FY25	FY24	MOVEMENT
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)

	FY25	FY24	MOVEMENT
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%

<sup>1</sup> Excluding one-off provision expense of US\$ 2.2 million (A\$ 3.3 million) for credit impairment (see ASX release dated 4 June 2025)

<sup>2</sup> FY25 financial results are unaudited

# FY25 Earnings Guidance

QuickFee provides the following guidance on its results for the full financial year ended 30 June 2025

A\$	FY25	FY24 reported
REVENUE	25.0 M TO 25.5 M	20.3M
GROSS PROFIT	16.0 M TO 16.5 M	12.6M
OPERATING EXPENSES	14.0 M TO 14.5 M	15.8M
<b>UNDERLYING EBTDA (AFTER INTEREST ON LOAN BOOK BORROWING FACILITIES)</b>	<b>1.5 M TO 2.5 M</b>	(3.2) M
NON-RECURRING PROVISION FOR EXPECTED CREDIT LOSSES	(3.3 M)	-
<b>STATUTORY EBTDA (AFTER INTEREST ON LOAN BOOK BORROWING FACILITIES)</b>	<b>(0.8 M) TO (1.8 M)</b>	(3.2M)
DEPRECIATION AMORTISATION AND FINANCE COSTS <sup>7</sup>	(3.2 M)	(1.5 M)
NET (LOSS) AFTER TAX	(4.0 M) TO (5.0 M)	(4.7) M

<sup>1</sup>Figures shown are unaudited, from management accounts.

# FY26 OUTLOOK





# Outlook



## **Focus on operational execution and growing profitability:**

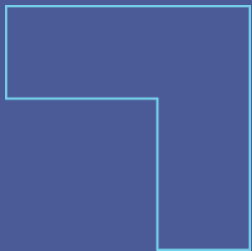
- + Maximise profit growth: QuickFee Finance and QuickFee Connect subscription revenues
- + Growth in QuickFee Finance US customer base
- + Continued investment in Connect automation, new subscription revenue and supporting new customers
- + Continue to manage cost base carefully
- + Continued organic growth in Australia



# QUESTIONS

To post any questions or feedback on this presentation, we encourage investors to sign up to the QuickFee investor hub at

[investorhub.quickfee.com/auth/signup](https://investorhub.quickfee.com/auth/signup)



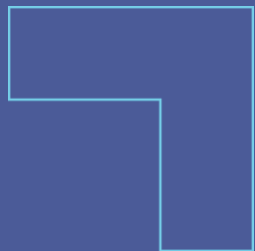
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# Glossary

<b>ACH</b>	Automated Clearing House	A type of electronic bank-to-bank payment in the US, equivalent to EFT in Australia
<b>Active customer</b>	Any customer who has transacted with QuickFee in the relevant period	
<b>Active firm</b>	Any firm that has had a transaction with QuickFee in the relevant period	
<b>APR</b>	Annual percentage rate	The annual rate of interest on payment plans or loans
<b>BNPL or Q Pay Plan</b>	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
<b>CC</b>	Credit card	
<b>Connect</b>	QuickFee's product name for its point-of-payment integration, e-invoicing, automated collections and receivables management product	
<b>Customer</b>	The customer of a merchant, who will use one of QuickFee's payment options to pay their invoice	
<b>EFT</b>	Electronic funds transfer	An Australian domestic payments network that facilitates the transfer of funds electronically
<b>Firm</b>	Typically used to describe a professional services firm (e.g. an accounting or law firm)	
<b>Gross Trading Margin (GTM)</b>	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)	
<b>KYC</b>	Know your customer	Practice to verify the identity of customers in compliance with laws and regulations
<b>Merchant</b>	A firm.	
<b>Net Transaction Margin (NTM)</b>	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.	
<b>QuickFee Financing/ Finance/ Lending/ Pay Over Time</b>	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	
<b>QuickFee Pay Now</b>	QuickFee's payment gateway that enables customers to pay their invoice in full to the merchant with or without taking out a payment plan	
<b>Revenue yield</b>	Revenue recognised in accordance with QuickFee's accounting standards, divided by TTV, for the relevant product(s)	
<b>Total Liquidity</b>	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.	
<b>Transactions in quarter</b>	The aggregate number of completed Pay Now transactions and new Finance loans (payment plans) originated in the relevant quarter.	
<b>TTV</b>	Total transaction value	The total value of all transactions for the relevant product(s)
<b>pcp</b>	Previous corresponding period	For example, the pcp for the December 2024 quarter is the December 2023 quarter

