

ASX Release

Cashwerkz accelerates active funds on platform to break through billion-dollar benchmark

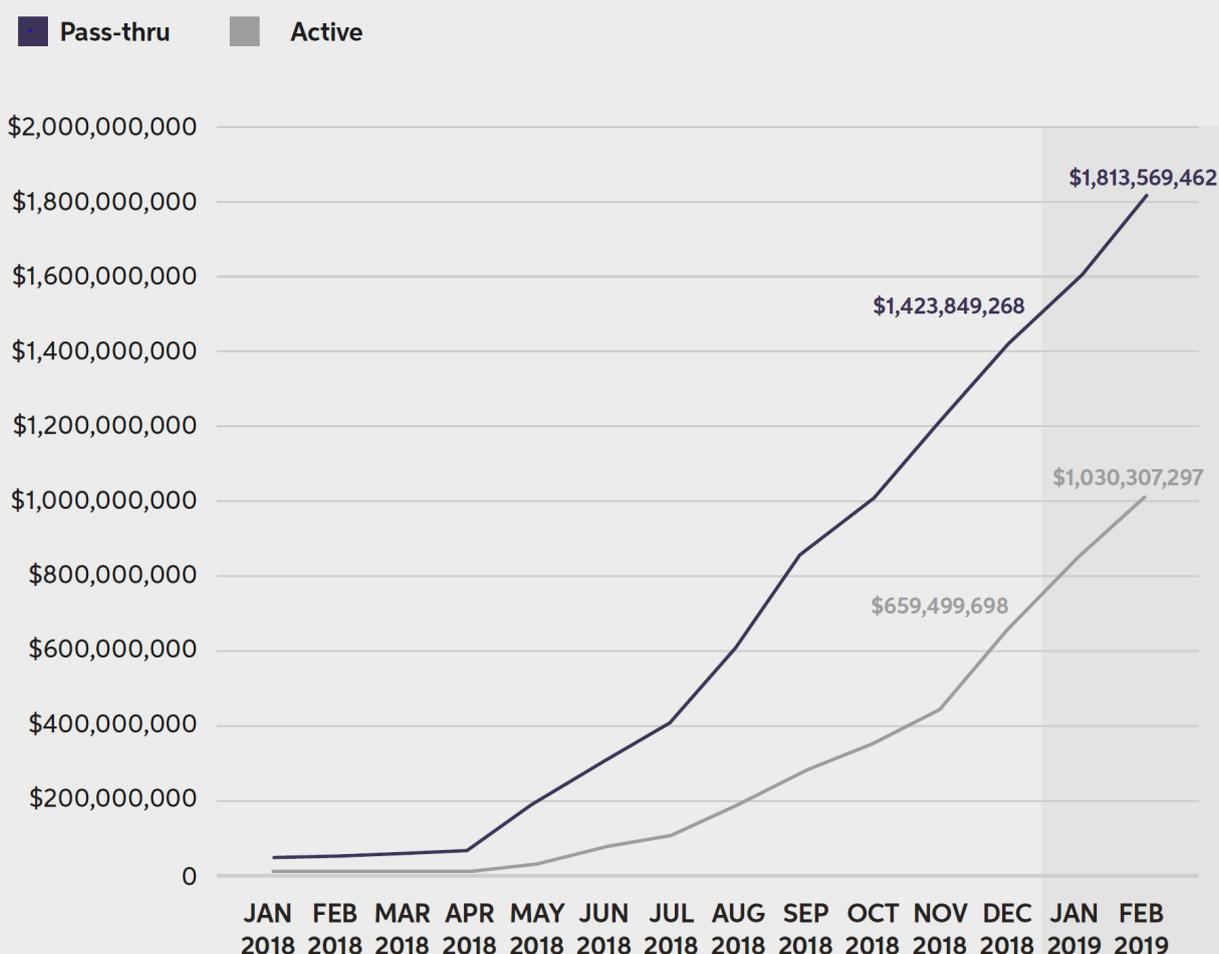
Cashwerkz is Australia's leading, reliable and secure online platform for the seamless management and transaction of Term Deposits for self-managed super funds, financial advisers, wholesale, custodians, fund managers and superannuation funds.

Trustees Australia (ASX: TAU) has announced its financial results for the half-year ended 31 December 2018 and update to the business.

1H financial and business highlights:

- Deposit revenue of \$620,000 equates to a 29% increase from \$480,000 (1HFY18)
- Authorised Deposit-taking Institution partners increased to 41 at 1 March, up 157% from 16 (1HFY18)
- Funds placed (passed through) on the Cashwerkz platform of \$1.81 billion as at 28 Feb 2019, up 3,922% from \$45 million (1HFY18)
- Funds active (funds that have not yet matured) on the Cashwerkz platform of \$1.1 billion, up 67% from \$659 million (1HFY19)
- Successful completion of \$10 million capital raising
- Expanded operational capabilities with key senior hires across sales, marketing and product development
- Continued investment in technology and innovation generated new efficiencies and solutions for the broader retail, wholesale and institutional financial services sector
- Strong sales pipeline across all segments
- Successful finalist nomination for John Nantes, Director for Thought Leader of the Year - Fintech Business Awards 2019.

Cashwerkz. Active and pass thru funds on platform



According to Hector Ortiz, CEO of Trustees Australia Group:

“The last six months of 2018 we achieved several significant milestones for Cashwerkz. Our successful \$10 million capital raising is the foundation for our positive sales pipeline and is proof we are delivering on our commitments to shareholders. Our strong marketing expertise and product innovation coupled with listening to the institutional customer segment, are key to driving major uplift to the value of funds active on the platform. This is evidenced by the closer alignment of 41 ADIs and investors in the rapid ramp up of funds that have been placed on the platform. Investors trust our secure and innovative marketplace because we never access the funds being invested.”

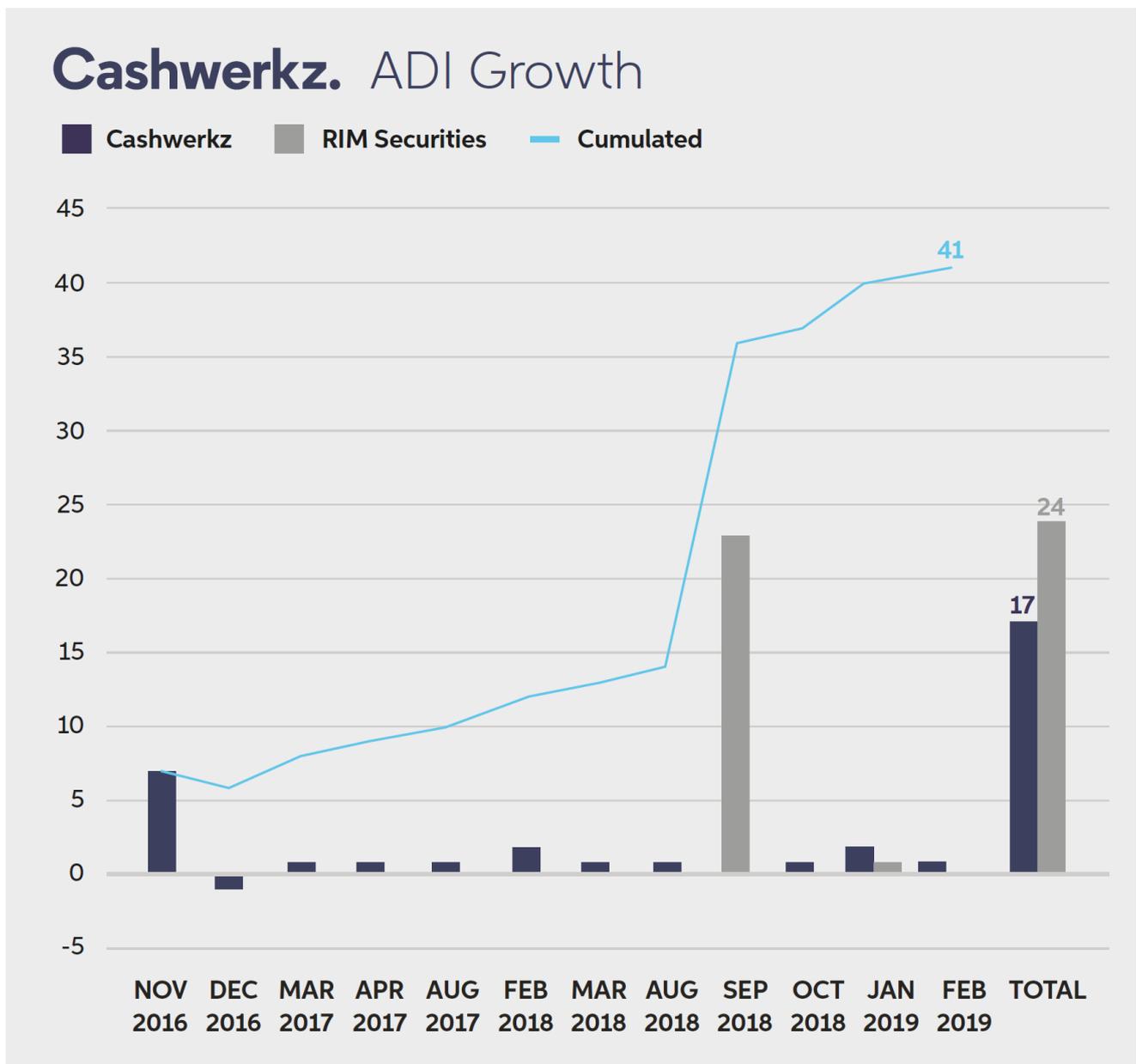
Cashwerkz. Revenue

	December 2018	December 2017
Deposit Revenue	\$620,000	\$480,000
Custody/Responsible Entity/Trustee	\$19,000	\$140,000
Financial Services Revenue	\$639,000	\$620,000

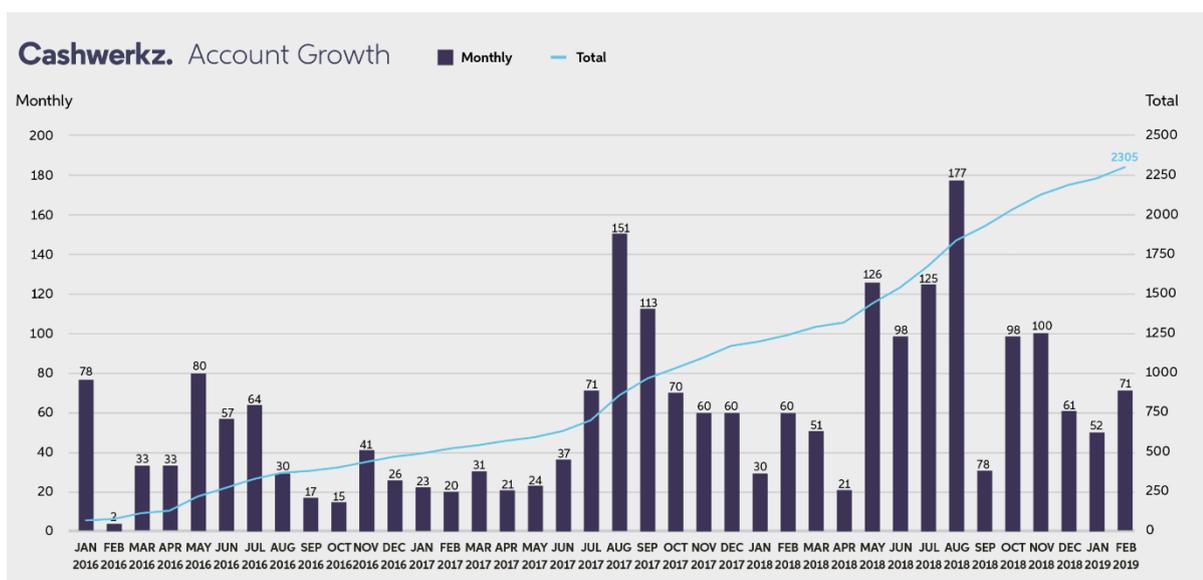
Deposit revenue of \$620,000 (1HFY19) equates to a 29% increase from \$480,000 (1HFY18). This increase is based on the growth of Cashwerkz, which continues to focus on its enhanced and expanded operational capabilities and product development to secure greater deal sizes in the institutional financial services sector.

Custody, Responsible Entity & Trustees Service

During the first-half of the 2019 financial year, Trustees Australia’s role as responsible entity for managed investment schemes has become largely dormant, only servicing the Australian Masters Equity Fund. The custody and trustee services are operating in a minimal capacity due to realignment of business strategies. An in-depth update will be provided at the end of this financial year.



We now have 41 ADI’s available to the platform providing both investors with choice and banks with a cost-efficient way of obtaining funding to meet their regulatory requirements.



Account growth continues to build with a focus on a greater share of wallet.

Expenses

Total expenses are up 76% against the FY1H18, largely attributable to share based payment expenses, finance costs and core business operating costs.

Cashwerkz has made the appropriate investment in highly experienced personnel and marketing programs to escalate the promotion and growth of the underlying Cashwerkz business. Core business operating costs have increased to support these functions.

Development Activity

Commenting on the Company’s innovation and development plans, Ortiz concluded: “We remain committed to innovation to ensure Cashwerkz applies across the Australian market valued at \$2.2 trillion. Slated for launch in 2019 includes a new product offering for At Call accounts, which will significantly change the way stockbrokers, institutions and advisers manage At Call money for their clients.”

/Ends



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Communications Policy

TAU makes ASX market releases at times directors believe it would be helpful or necessary for investors and as required by the Listing Rules. For further information regarding our shareholder communications policy, please refer to TAU’s website: www.trusteesau.com.au

Trustees Australia Limited

Trustees Australia Limited is an established ASX listed financial services group (ASX:TAU) consisting of several trusted brands leveraging fintech, to provide a range of trustee and custodial services and an independent and diversified marketplace for cash, term deposit and fixed interest investing. The group's entities have combined their experience, insight, specialist knowledge and resources to provide a range of stable income investment options and competitive execution services suitable for Australian investors of all sizes. Trustees Australia delivers trusted, responsible entity services to fund managers and investors requiring bespoke solutions.

Cashwerkz

Cashwerkz leverages the latest technology to deliver an innovative and streamlined approach to investing in term deposits and bonds, meeting the growing demand for a trusted, reliable and secure marketplace where direct investors and financial professionals can manage their defensive assets and transact cash investments seamlessly.

RIM Securities

RIM Securities, established 14 years ago, is the independent fixed income specialist arm of Trustees Australia with a reputation for searching for value to deliver stable income solutions to all types of investors who require custom solutions or access to wholesale markets across cash, term deposits and fixed coupon bonds and floating rate notes.