

# Cashwerkz.

## Investor Relations Presentation



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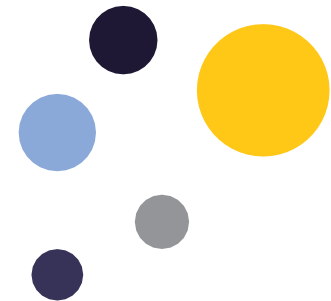
# Cashwerkz Opportunity



# Cashwerkz has transformed the \$2.1T cash and deposit marketplace

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- **We are a Regtech and Fintech** creating the first to solve for the second.
- **We own our KYC/AML**, the banks trust our process of identification and we onboard the customer to them at no cost to them.
- **We add value to every player in the market**, from the \$850b platform providers to the 20,000 strong financial advisers or direct investors themselves. There are no limits.
- **We have created new distribution partners** helping them solve for their client's best interest requirements.
- **We have enabled choice, transparency, efficiency** and better/safer outcomes for our customers.
- **We are ready for NPP, Open Banking**, and further developments.
- **We have solved the problem** that started when banking did, we have mobilised cash and deposit investing.



# The problems we solve



# Cash/Term Deposit ecosystem

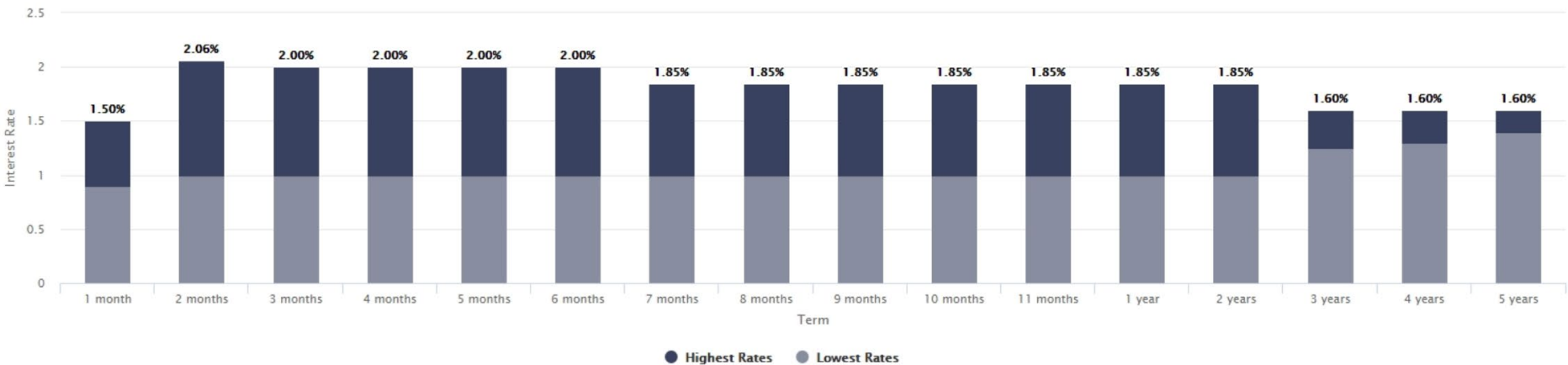


# Brought banks and cash investors closer together than ever before

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- **Best interest** duties of all participants in financial services for cash and term deposits.
- **Inefficiencies** and **unnecessary cost** to those who have to manage cash for their clients.
- **Customers can research, manage, transact and switch** for competitive rates.
- **An easy to use online platform**, with only 3 clicks to invest.
- **A safe place to invest**, using the government guarantee smartly, and customers never losing control of their money.
- **Integrating into other technologies**, so financial service businesses can look after their clients more effectively.

# 2019 Summary



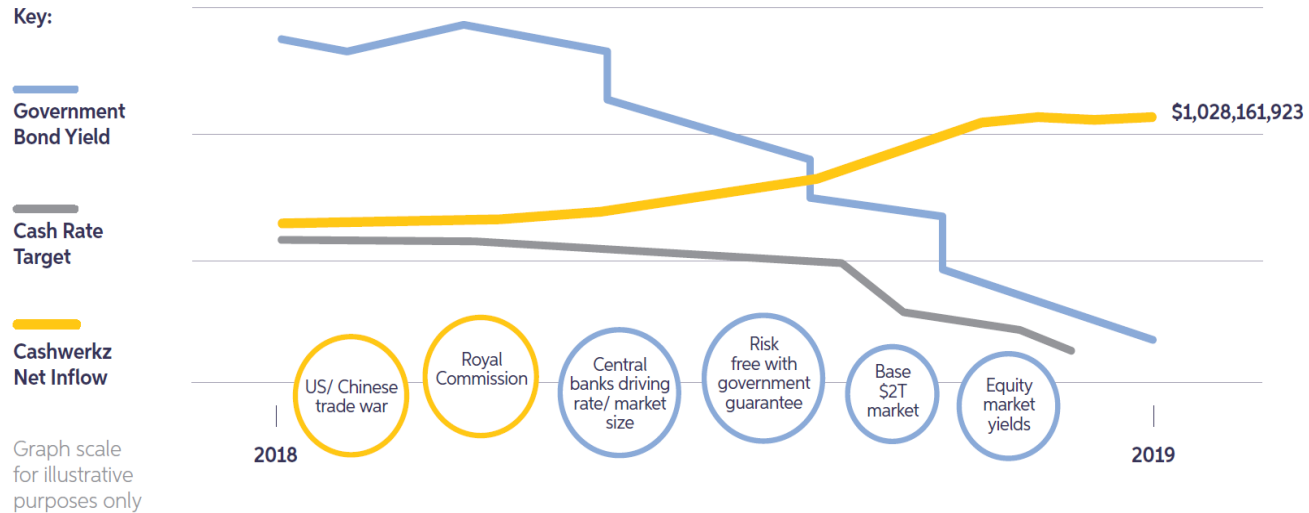


# Inaugural milestones



- **Total revenue increased by 38% to \$ 1,152m versus FY18 revenue of \$836k**
- **TAU strategic review completed** pathway forward is exciting for shareholders
- **49 ADI's and growing** creating the leading marketplace for cash and TDs in Australia
- **Successful capital raise** of net \$9.3m
- **Very strong pipeline built for conversion** going into the year with agreements coming across, brokers, direct, custodian, platforms, advisers
- **Strategic wins eg: Praemium, Agility**, we are expecting to see strong inflows into the 2020 year
- **New Data Feeds eg: Praemium and IRESS**
- **Cashflow expenses were kept in line with budget and expectations** ensuring we can scale without significant cost additions.
- **Total Inflow** of funds to the platform since activation date (August 2017) \$2.7b.
- **Total Inflow** of funds to the platform for FY19 of \$2.341b. Consisting of: Q1: \$535m; Q2: \$579m; Q3: \$681m and Q4: \$546m.
- **Net Inflow** (Inflows less redemptions) for FY19 of \$704m. Consisting of Q1: \$445m, Q2: \$230m, Q3: \$135m, Q4: -\$106m.
- **Active funds** scheduled for future maturity as at 30 June 2019 of \$1.028b, compared to \$324m as at 30 June 2018, a 317% increase for the period.
- **Cash on hand** at the end of FY19 was \$5.15m, versus \$402k in the previous year. There were no borrowings at the end of FY19, versus FY18 borrowings of \$4m.
- **Innovation** of a revolutionary easy-to-use online ordering system for brokers to review and place investments At Call – classified as a 'game changer' for brokers. Brokers can now access 3 ADIs with market competitive rates for At Call cash solutions.

# Cashwerkz defies cash and yield downward trend



# Cashwerkz: facilitating the \$50B shortfall



# 49 PARTNERS

## Major Domestic Banks

AMP Bank Ltd  
ANZ  
Macquarie Bank Limited  
NAB

## International Banks

Arab Bank Australia Limited  
Industrial and Commercial  
Bank of China Limited  
ING Bank (Australia) Limited  
(trading as ING) – WS  
Mega ICBC  
RaboBank  
United Overseas Bank

## Regional Banks

Adelaide Bank  
Australian Military Bank Ltd  
Auswide Bank Ltd  
Bank of us  
Bank Australia  
Bank of Sydney  
Bank of Queensland Specialist

Bendigo and Adelaide  
Bank Limited  
BNK Bank  
Gateway Bank  
Heritage Bank  
The Mutual  
ME Bank  
RACQ Bank  
Rural Bank  
My State

## NEO Banks

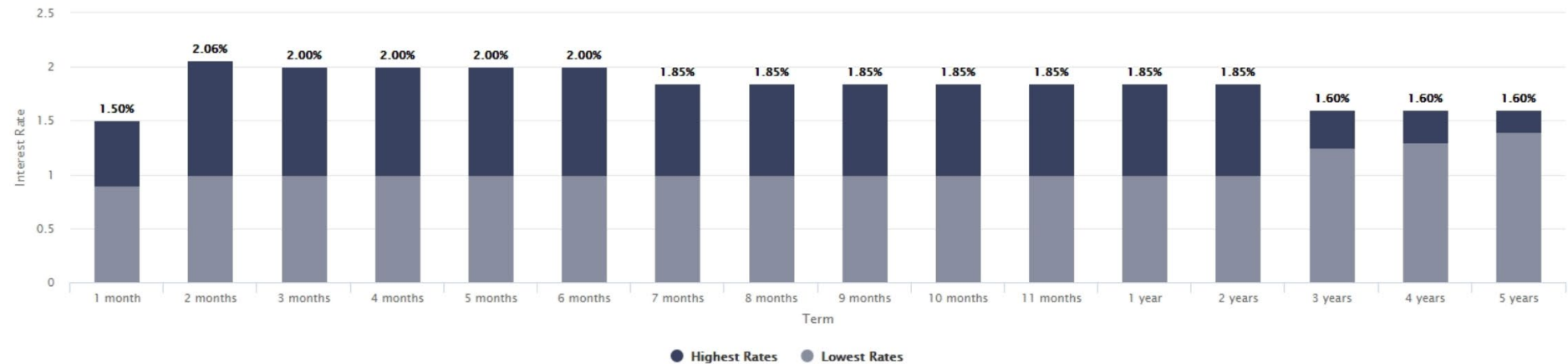
Volt Bank  
86400  
JUDO Bank

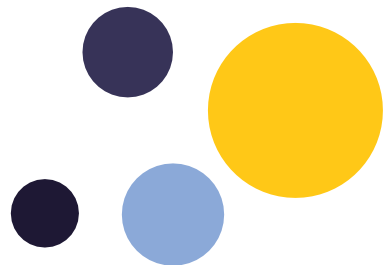
## Additional Banks

People's Choice Credit Union  
Australian Unity Bank  
Bank First  
BCU  
Beyond Bank Australia  
Bank VIC

Community First Credit Union Limited  
G&C Mutual Bank Limited  
CUA  
Credit Union SA  
Defence Bank  
Goulburn Murray Credit Union  
Holiday Coast Credit Union  
P&N Bank  
Police Bank Ltd  
Police Credit Union Limited  
QBANK  
Qudos Bank  
Queensland Country Credit  
Union  
Regional Australia Bank  
The Capricornian  
Warwick Credit Union

# FY19 Highlights





## STRONG RESULTS

- Total revenue increased by 38% to \$ 1,152m versus FY18 revenue of \$836k
- Increase in ADI partners to 49 partners\*
- Steady customer loyalty, with 77% of customers reinvesting on the platform
- Key staff appointments - Marketing, Sales & Technology investment

## TRANSFORMING THE WAY WE INVEST IN CASH

- Exciting new product opportunity for direct retail investors and SMSFs
- Responding to demand from advisers, fund managers and custodians for a new platform
- Increasing the choice, streamlining and offering transparency

## SUPERIOR TECHNOLOGY & INNOVATION

- In demand by banks, advisers and dealer groups
- Exceeds anti-money laundering and know-your-customer compliance obligations
- State-of-the art REST API's and integration with third parties
- 24/7 availability
- Opportunity to collaborate with partners to extend our offering
- In demand by Banks, Advisers and Dealer Groups
- Growing our tech roadmap

## FUTURE GROWTH POTENTIAL

- Strong pipeline
- New partnerships, Praemium, Agility & IRESS
- New products including Bonds
- Global aspirations
- New markets
- TAU strategic review completed
- Open banking launched 1 July, 2019

\* As at June 2019

# Start of the journey

## ACTIVE GROWTH

**\$1.028B**

**\$324M**

FY18

FY19

## DEPOSIT REVENUE

**\$627K**

FY18

**\$1M**

FY19

## NORMALISED EXPENSES

**\$4.5M**

FY18

**\$5.8M**

FY19

## PIPELINE

**\$9.2B**

**\$2B**

FY18

**\$5B**

FY19

FY20

## ADIs

**12**

FY18

**49**

FY19

# 2019 normalised results

	Cashwerkz - Consolidated	
	2019	2018
	\$'000	\$'000
<b>REVENUE FROM ORDINARY ACTIVITIES</b>		
Revenue – deposits	1,000	627
<b>EXPENSES FROM ORDINARY ACTIVITIES</b>		
Business operating costs	(1,360)	(798)
Employment expenses	(3,299)	(2,523)
Property operating expenses	(251)	(292)
Other expenses	(975)	(940)
<b>TOTAL EXPENSES</b>	<b>(5,885)</b>	<b>(4,553)</b>
<b>EBITDA (EXCL SIGNIFICANT ITEMS)</b>	<b>(4,885)</b>	<b>(3,926)</b>
<b>SIGNIFICANT ITEMS</b>		
Revenue – responsible entity	34	200
Other income	-	3,003
Profit from discontinued operations	-	524
One-off costs	(71)	-
Share-based payments (non-cash)	(985)	-
<b>EBITDA</b>	<b>(5,908)</b>	<b>(199)</b>
Depreciation and amortisation (non-cash)	(1,311)	(1,181)
Interest received	119	9
Finance costs	(215)	(222)
<b>LOSS FOR THE YEAR</b>	<b>(7,314)</b>	<b>(1,593)</b>



# Statutory results

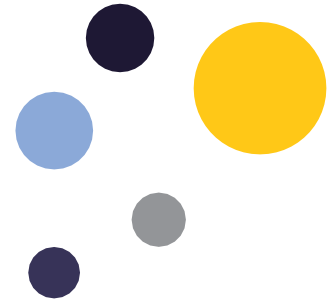
	Cashwerkz - Consolidated	
	2019	2018
	\$'000	\$'000
<b>CONTINUING OPERATIONS</b>		
Financial services income	1,153	836
Other income	-	3,003
<b>TOTAL REVENUE</b>	<b>1,153</b>	<b>3,839</b>
<b>EXPENSES</b>		
Business operating costs	(1,360)	(798)
Depreciation and amortisation	(1,311)	(1,181)
Employment expenses	(4,284)	(2,523)
Finance costs	(215)	(222)
Property operating expenses	(251)	(292)
Other expenses	(1,046)	(940)
<b>TOTAL EXPENSES</b>	<b>(8,467)</b>	<b>(5,956)</b>
<b>LOSS FROM CONTINUING OPERATIONS</b>	<b>(7,314)</b>	<b>(2,117)</b>
<b>DISCONTINUED OPERATIONS</b>		
Profit from discontinued operations	-	524
<b>NET LOSS FOR THE YEAR</b>	<b>(7,314)</b>	<b>(1,593)</b>

# Balance sheet

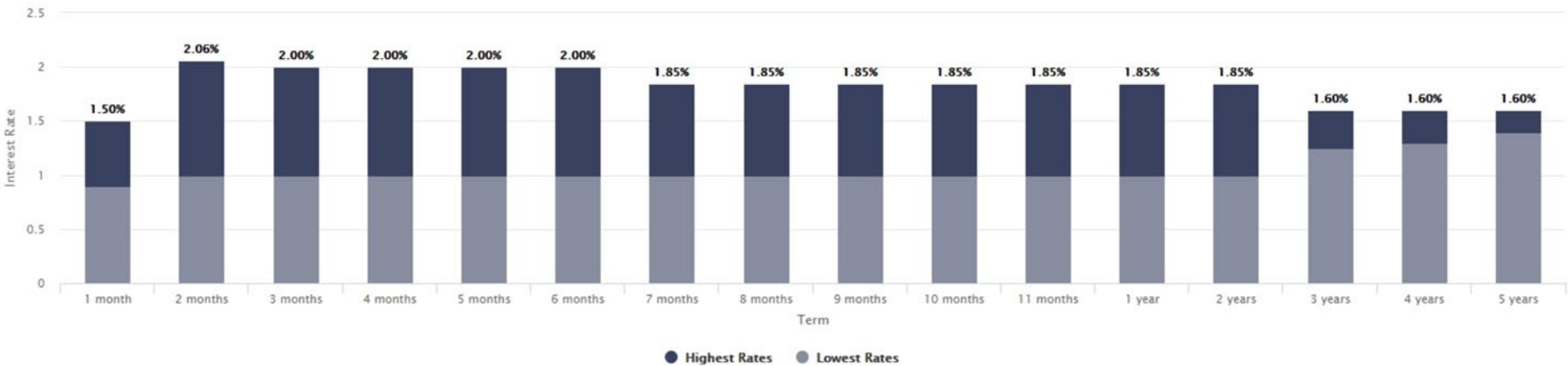
	Cashwerkz - Consolidated		
	2019	2018	% Change
	\$'000	\$'000	
<b>ASSETS</b>			
<b>CURRENT ASSETS</b>			
Cash and cash equivalents	5,153	402	1183%
Trade and other receivables	381	363	5%
Other current assets	355	263	35%
<b>TOTAL CURRENT ASSETS</b>	<b>5,889</b>	<b>1,028</b>	<b>473%</b>
<b>NON-CURRENT ASSETS</b>			
Intangibles	8,884	10,159	-13%
Property, plant & equipment	209	207	1%
<b>TOTAL NON-CURRENT ASSETS</b>	<b>9,093</b>	<b>10,366</b>	<b>-12%</b>
<b>TOTAL ASSETS</b>	<b>14,982</b>	<b>11,394</b>	<b>31%</b>
<b>LIABILITIES</b>			
<b>CURRENT LIABILITIES</b>			
Trade and other payables	311	512	-39%
Borrowings		4,003	-100%
Provisions	239	189	26%
<b>TOTAL CURRENT LIABILITIES</b>	<b>550</b>	<b>4,704</b>	<b>-88%</b>
<b>NON-CURRENT LIABILITIES</b>			
Provisions	25	12	111%
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>25</b>	<b>12</b>	<b>111%</b>
<b>TOTAL LIABILITIES</b>	<b>575</b>	<b>4,716</b>	<b>-88%</b>
<b>NET ASSETS</b>	<b>14,407</b>	<b>6,678</b>	<b>116%</b>
<b>EQUITY</b>			
Issued capital	26,082	12,158	115%
Reserves	1,104	-	100%
Retained earnings	(12,779)	(5,480)	133%
<b>TOTAL EQUITY</b>	<b>14,407</b>	<b>6,678</b>	<b>116%</b>

# Cash flow

	Cashwerkz - Consolidated	
	2019	2018
	\$'000	\$'000
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Receipts from customers	913	850
Payments to suppliers and employees	(6,068)	(4,341)
Interest received	119	9
Finance costs	(2)	(12)
<b>NET OPERATING CASH FLOWS</b>	<b>(5,038)</b>	<b>(3,494)</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Payment for property, plant & equipment	(32)	(253)
Payment for intangible assets	(5)	(80)
Cash on demerger of Jimmy Crow	-	(275)
Cash on acquisition of Cashwerkz	-	6
<b>NET INVESTING ACTIVITIES</b>	<b>(37)</b>	<b>(601)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds from issue of shares	9,271	650
Proceeds from issue of CRPS	555	3,793
Net loans from related parties	-	(549)
<b>NET FINANCING CASH FLOW</b>	<b>9,826</b>	<b>3,894</b>
<b>NET MOVEMENT IN CASH HELD</b>	<b>4,751</b>	<b>(201)</b>
Cash at the beginning of the period	402	603
<b>CASH AT THE END OF THE FINANCIAL PERIOD</b>	<b>5,153</b>	<b>402</b>



# Growth Outlook FY20 and Beyond



# Our contribution to investing

**CHOICE.** • HUGE RANGE OF INVESTMENT OPTIONS

**TRANSPARENCY.** • VIEW ALL YOUR INVESTMENTS IN ONE PLACE

**SECURE.** • BANK-GRADE PROTECTION

*We are committed to continually providing our clients with choice. By leveraging our unique open architecture capabilities and integrating with Cashwerkz, we are providing access to a range of cash and term deposit solutions through Agility Connect, which enables a seamless and secure connection to external providers and enhances efficiencies for our clients*

Craig Apps,  
Director, Agility Applications

*Cashwerkz provides more transparent cash investing options for clients and ensures we are accessing the most competitive market rates possible. This has not only made a positive impact on our client's returns, it has streamlined our reporting and administration*

Todd Martin, Financial Adviser,  
MartinCo Financial Services

*We are excited to work with Cashwerkz, to expand and innovate our term deposit distribution to reach more investors, and we are particularly excited about extending our reach to the direct, advised, middle market and institutional segments.*

Paul Thomas, CEO, Gateway

*We are delighted to welcome Cashwerkz as a data feed partner to the Praemium integrated Managed Accounts Platform.*

Mat Walker Head of Product and Marketing, Praemium

**Cashwerkz.**

# Cashwerkz defies cash and yield downward trend

## PROOF OF CONCEPT

- Demonstrate strong flows
- Demonstrate revenue growth from the flows
- Increase ADI's, create our market place
- Create distribution partners
- Increase brand awareness
- Ensure capital is spent on growth objectives
- Add new products
- Grow our tech roadmap
- Engage with ASIC and become the leader in this space

## GROW


- Continue pipeline growth and accelerate conversion
- Increase products along yield curve to increase offer
- Increase ADI's including International and NEO Banks
- Execute brand new wholesale market dashboard and reporting technology
- Increase marketing and brand awareness digitally
- Secure further strategic relationships
- Leverage NPP and Open Banking
- Innovate platform to integrate across various current systems
- TAU add value to shareholders

## SCALE

- Automate conversion
- Scale while we sleep
- Explore international partnerships to use our tech
- Expand product and tech to introduce dynamic pricing
- AI to improve tech platform using the data we have created over the previous periods.

# Structuring for growth

Cashwerkz restructured its AFSL's during the FY19 year to ensure that its Fintech strategy took priority as TAU went through a board review, and are excited to announce:



The infographic consists of five overlapping circles of different colors: a large blue circle at the top right, a large yellow circle at the middle right, a large dark blue circle at the middle left, a large light blue circle at the bottom left, and a medium grey circle at the bottom center. There are also several smaller circles of the same colors scattered around the main ones. The text is arranged within these circles, with some circles containing a title and a subtitle, and others containing a single title. The overall layout is a cluster of circles, with the largest ones at the top and bottom, and the medium ones in the center.

## **JOHN NANTES TO TAKE ON THE ROLE AS EXECUTIVE CHAIRMAN.**

John is also Chairman of ASX:WZR, another exciting fintech taking off in Australia.

## **MICHAEL HACKETT WILL MOVE TO EXECUTIVE CHAIRMAN OF TAU.**

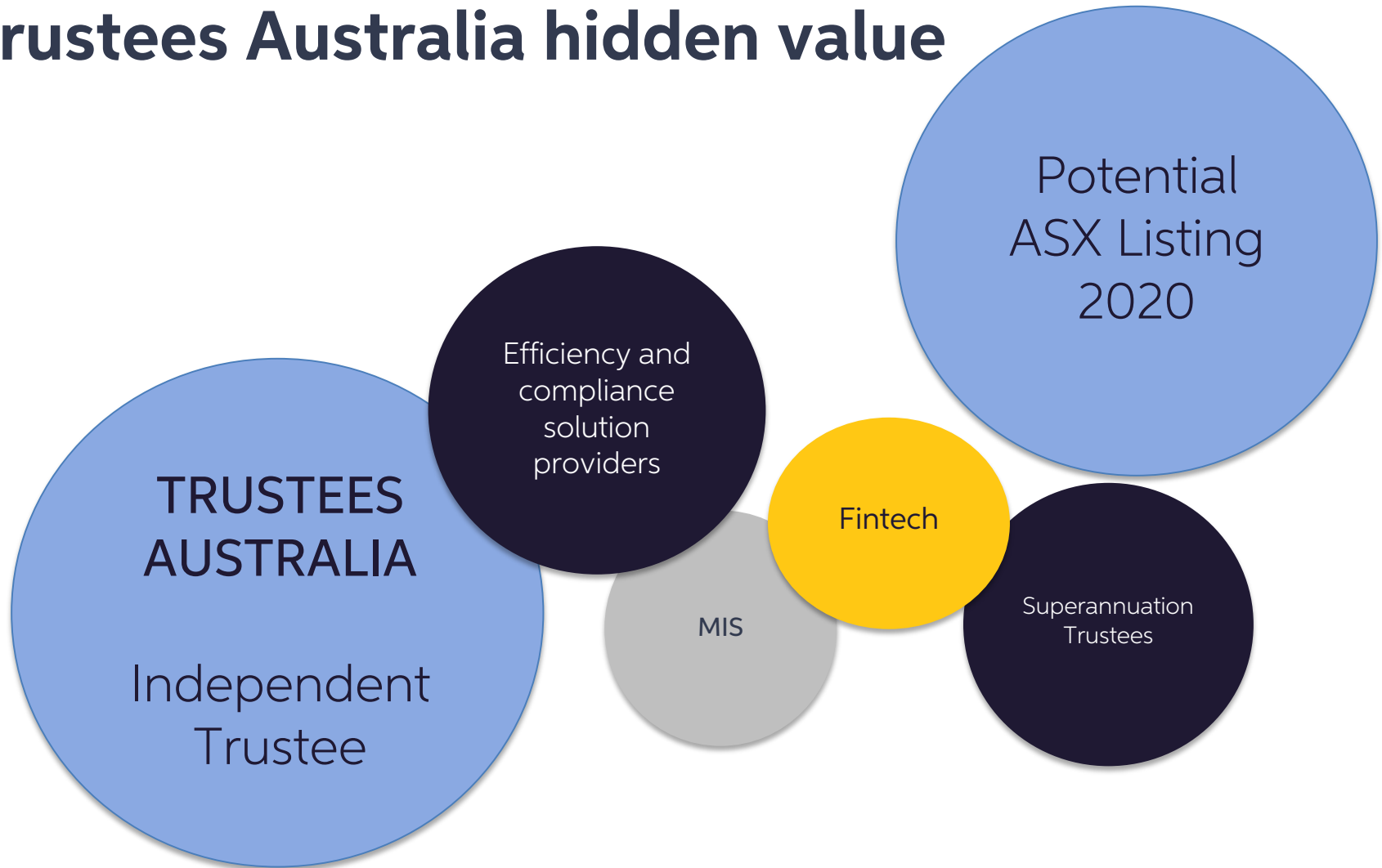
This will enable a very exciting pathway for TAU.

**THE BOARD  
ARE CURRENTLY  
INTERVIEWING FOR A  
NEW BOARD MEMBER**  
to add further value in the cash and fixed interest market.

**WE WILL BE  
ADDING A DIGITAL  
MARKETING  
SPECIALIST**  
to the marketing team to enable growth in sales and brand.

**HECTOR ORTIZ,  
OUR CEO,**  
will focus his efforts on sales and international growth.

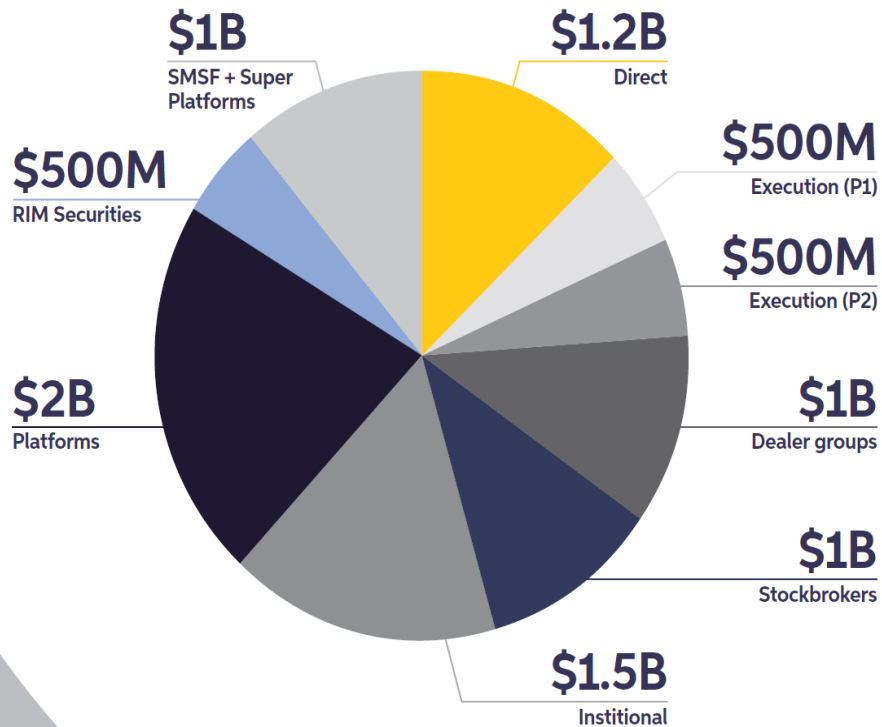
# Trustees Australia hidden value





# Sales and product pipeline

## SALES PIPELINE (\$9.2B)



## PRODUCT PIPELINE

Growth and scale being achieved through consistent product extension, to include:

- Term deposit
- At call
- Notice accounts
- Negotiable certificates of deposit
- Direct bonds
- Third party MIS

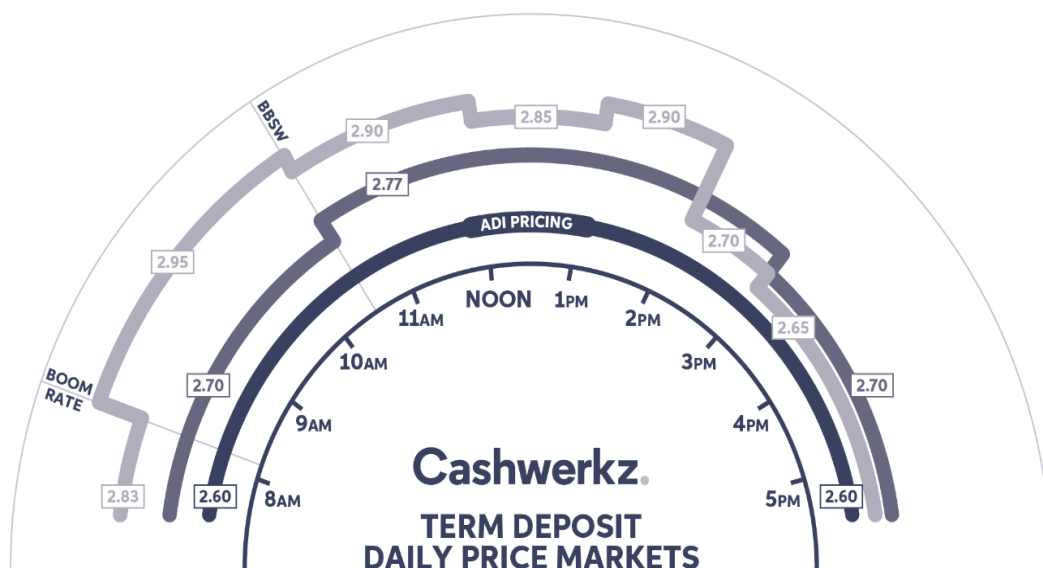
# Global aspirations



As at September, 2019

Cashwerkz.

# Technology roadmap



## PRICING DRIVEN BY

- Bank liquidity
- BBSW (10:15am)
- REPO rates (11am)
- Transactions (volume)
- Redemptions
- Customer type

## LEVERAGING TECHNOLOGY

### PHASE 1:

Manually (ADI/ Cashwerkz)

- Based on a number of rules (e.g. time/ volume/ current market)
- 3 levels of pricing (auto changes based on rules/ client time)

### PHASE 2:

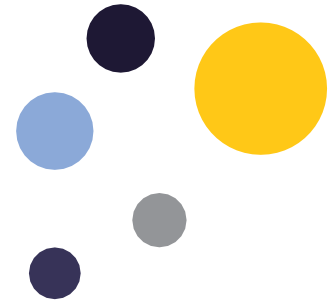
Artificial Intelligence Assistance

## FEATURES

- Request for quote
- API enhancements
- Open banking
- KYC/ AML engine
- Bank API integration
- Additional products
- Advisor onboarding tools
- Middle market reporting
- Investment policy



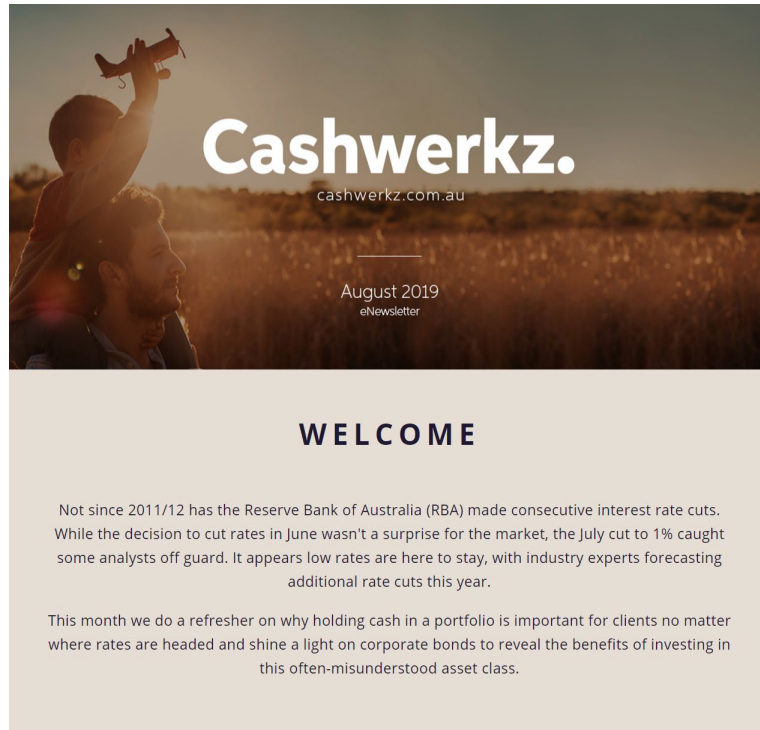
**Cashwerkz.**



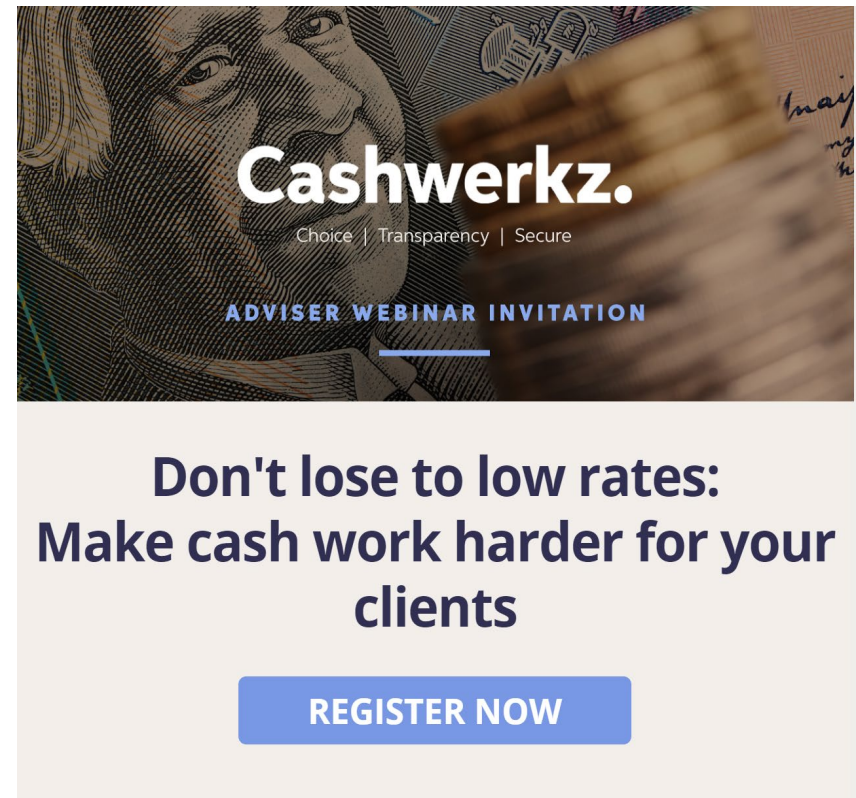
# Marketing and Communications

- We are partnering with banks to give all customers better financial outcomes
- Cashwerkz is the cash marketplace for all Australians
- Cashwerkz will no longer be a secret to targeted audiences

# Marketing activity: eDMs | Webinars | Social



## IN FOCUS



With interest rates at an all-time low, clients could be forgiven for questioning the value of cash investing, especially if they are in retirement or transitioning to retirement.

But cash is a low-risk defensive asset offering downside protection, so having exposure to cash in a client's portfolio is important. The key is to shop around for competitive rates to maximise cash investment returns, and that's where Cashwerkz can help.



## Marketing activity: Partnerships | Events | PR

[illegible]

**RIMSecurities**  
SPECIALISTS IN REGULAR INCOME MARKETS

**Cashwerkz.**

Tuesday, 3 September 2019

A graphic for the RBA Rate Announcement. It features a dark blue background with a blurred image of a hand holding a glowing blue digital device. Overlaid on this is the text 'RBA RATE ANNOUNCEMENT' in white, followed by a large white circle containing an equals sign (=). Below the circle, the text 'No rate change' is written in a large, bold, white font.

**At the Reserve Bank of Australia's (RBA) meeting today, the Board decided to maintain the current cash rate at 1.00%.**

It might be a good time to review your current cash holdings on the Cashwerkz platform, to ensure you are maximising your term deposit and at call account potential returns.

For more information, refer to the Governor's statement about the monetary policy decision. [Read more](#)

A handwritten signature in black ink, appearing to read 'H. Ortiz'.

**Hector Ortiz**  
Chief Executive Officer  
Cashwerkz Limited

**Cashwerkz.**

# Technology focused media releases



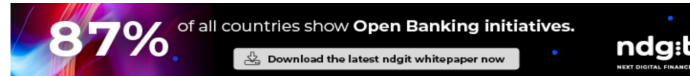
## News

All company news »

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Sign Up »



## Cashwerkz embraces APIs with new platform

18 hours ago

0 0 0

Source: Cashwerkz

Cashwerkz Limited (ASX: CWZ) today confirmed it has cemented its fintech leadership in the online cash investment

### Finextra

We're benchmarking the performance of financial institution's client lifecycle management (CLM) strategies. Have your say and complete our latest survey now.

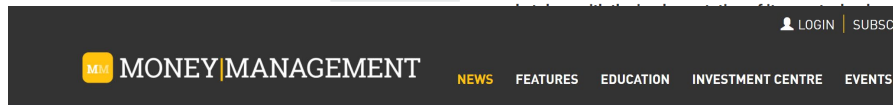
### Cashwerkz

Cashwerkz 331 followers  
18h • Edited

"This strategy allows Cashwerkz to focus more of our technology resources on delivering business value instead of running infrastructure."

- Cashwerkz Chief Technology Officer, [Peter Whitfield](#).

...see more



## Cashwerkz rolls out new fintech platform

3 September 2019 by Chris Dastoor  
0 Comments



Cashwerkz will roll out a new fintech platform architecture to reduce time to market for new online cash investing features.

The new serverless platform architecture would help Cashwerkz to quickly deliver new defensive cash investment solutions, innovations and regtech requirements.

Peter Whitfield, chief technology officer at Cashwerkz, said transforming the process for online cash investing highlighted more potential for business innovation.



### RELATED NEWS

AI could take over finance, but there are still risks  
12 July 2019

GBST sees 80% increase in pre-tax profit  
14 August 2019

Bravura to acquire Midwinter for \$50m  
23 August 2019

KEEP A SECURE TOMORROW

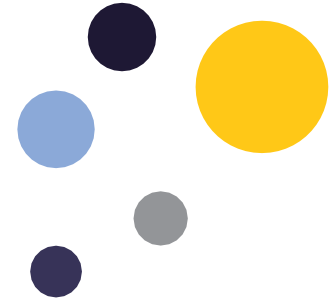


Cashwerkz rolls out new fintech platform architecture

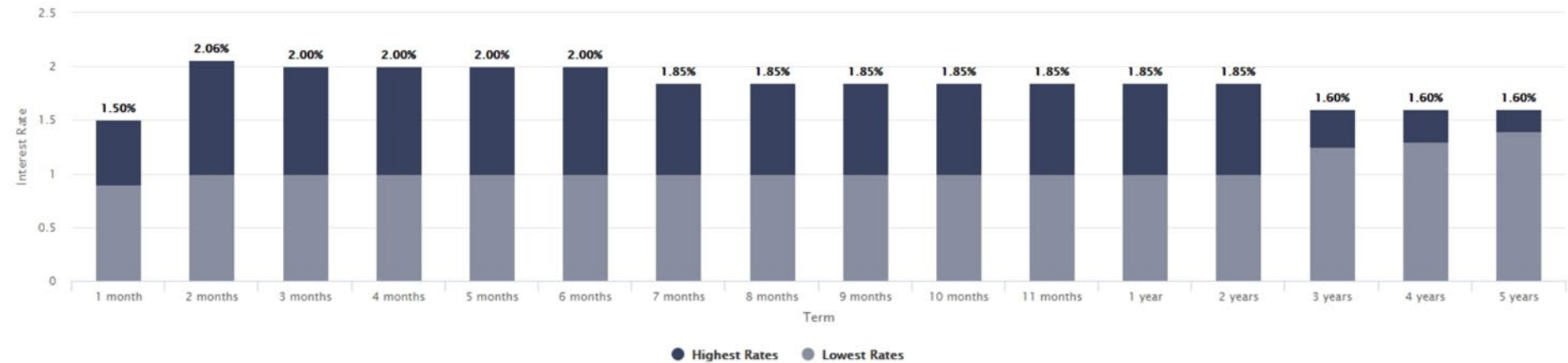
cashwerkz.com.au

3.4 Comments

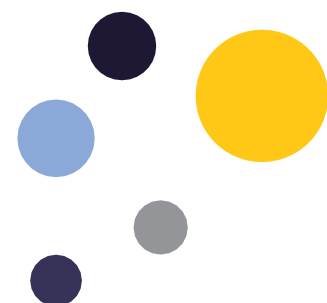
Cashwerkz.



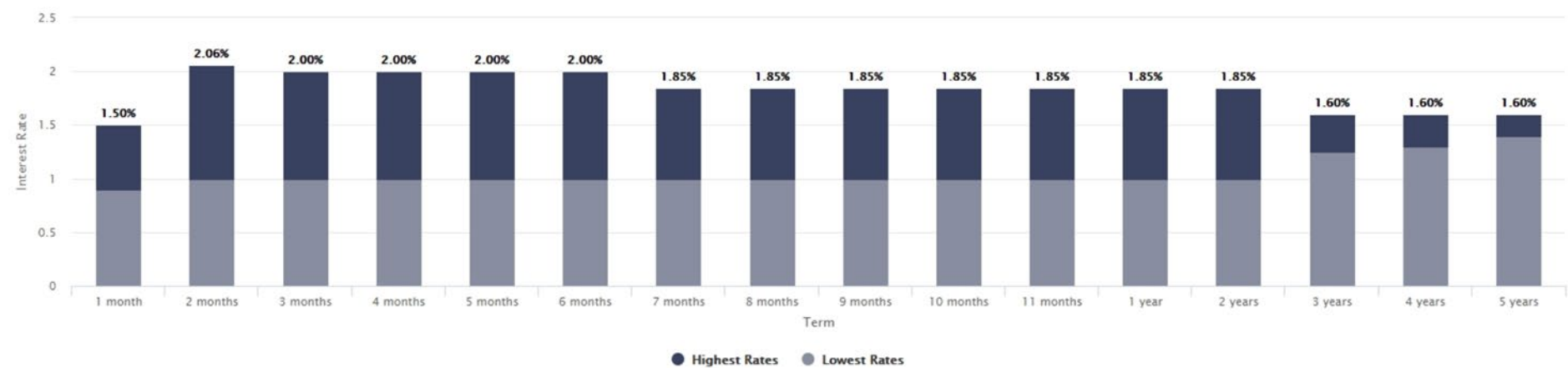
# Thank you



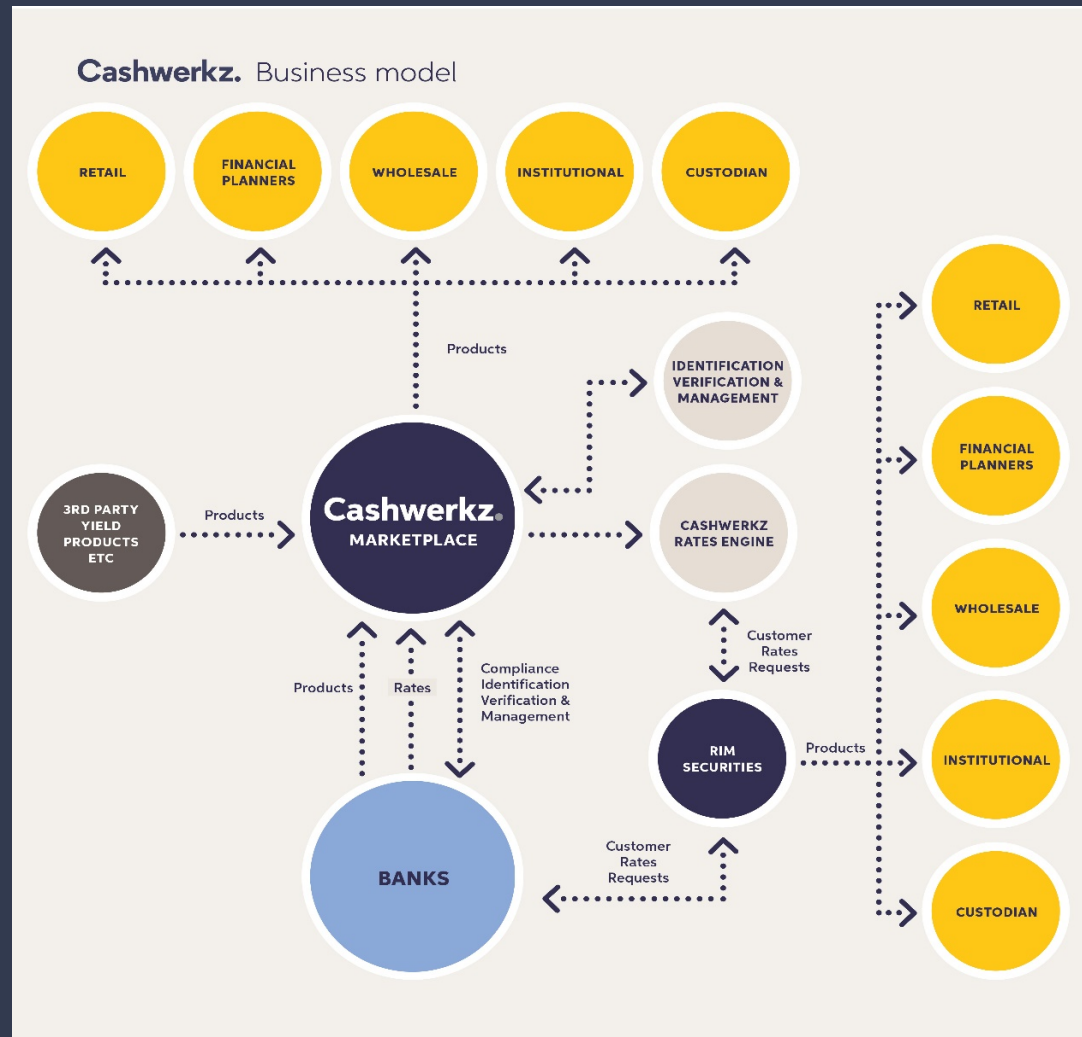




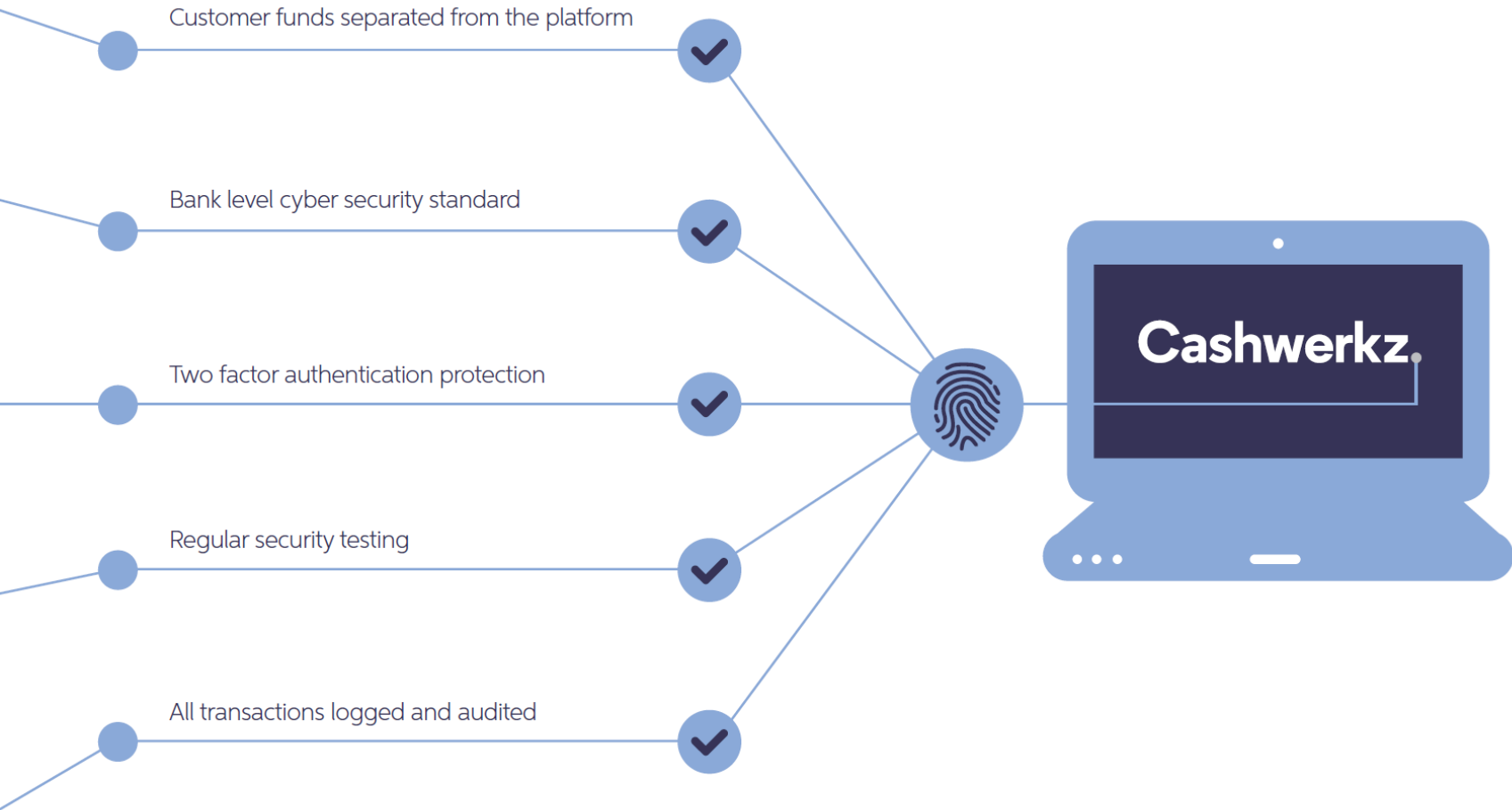
# Appendix



# The Business Model



# Innovative security



# Leader in innovation



## UNIQUE IDENTIFICATION VERIFICATION AND MANAGEMENT.

ONLY CASHWERKZ HAS  
THIS AND BANKS LOVE IT

### 3 CLICKS TO INVEST

- Invest in just three clicks
- Leaders in customer ID verification and management
- Know-your-customer and anti-money laundering processes embedded in platform
- Costly to replicate and integrate for competitors

1

2

3

**Cashwerkz.**

# Cashwerkz.

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