

Cashwerkz.

Investor Relations

Presentation



DISCLAIMER



Disclaimer:

Commercial in Confidence. Not to be shared or reproduced without the authority of Cashwerkz Limited (ACN: 010 653 862).

Cashwerkz Group | Cashwerkz Limited ABN 42 010 653 862 AFSL 260033 | Cashwerkz Technologies Pty Ltd ABN 70 164 806 357 AFSL 459645 | RIM Securities Ltd ABN 86 111 273 048 AFSL 283119 | Trustees Australia Limited ABN 63 010 579 058 AFSL 260038. This Presentation contains general information only and is, or is based upon, information that has been released to ASX. This document is not an invitation, offer or recommendation (expressed or implied) to apply for or purchase or to take any other action in respect of securities and is not a prospectus, product disclosure statement or disclosure document for the purposes of the Corporations Act 2001 (Cth) and has not been lodged with ASIC.

Investment Risk

An investment in Cashwerkz Limited ('CWZ' or 'Group'), is subject to known and unknown risks both specific to CWZ and of a general nature, some of which are beyond the control of the Group. Such risks either may individually or in combination adversely affect the future operating and financial performance of CWZ, its investment return and value of its securities.

There can be no guarantee, and the directors and management give no assurances, (notwithstanding that they will use their conscientious best endeavours), that CWZ will achieve its stated objectives or that any forward-looking statement or forecast will eventuate.

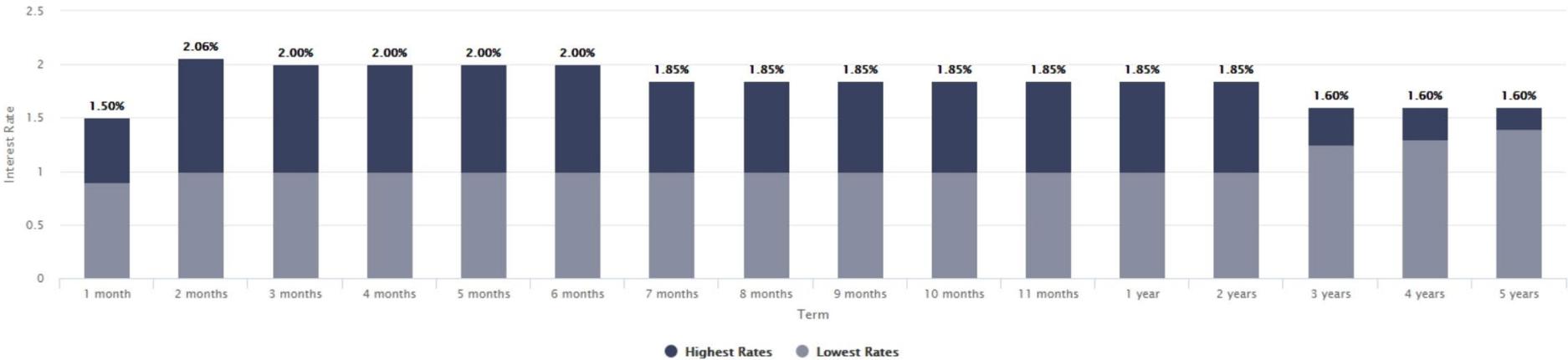
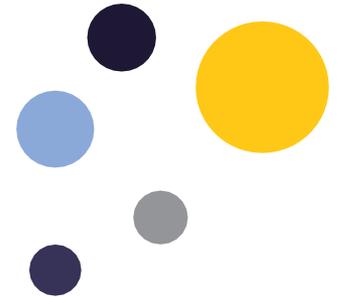
Forward-Looking Statements

This Presentation contains certain statements that may constitute forward-looking statements or information ("forward-looking statements"), including statements regarding the use of proceeds of any funds available to the Group. These forward-looking statements are based on certain key expectations and assumptions, including assumptions regarding the general economic conditions in Australia and globally, industry conditions in Australia and the intended operations of the Group. These factors and assumptions are based upon currently available information and the forward-looking statements contained herein speak only as of the date hereof.

Although the expectations and assumptions reflected in the forward-looking statements are reasonable in the view of the Group's directors and management, reliance should not be placed on such statements, as there is no assurance that they will prove correct. This is due to forward-looking statements being subject to known and unknown risks, uncertainties and other factors that could influence actual results or events and cause actual results or events to differ materially from those stated, anticipated or implied in the forward-looking statements. These risks include, but are not limited to: uncertainties and other factors that are beyond the control of the Group; global economic conditions; risks associated with the financial markets; interest rates; bond prices; operational and seasonal risks associated with customer's cashflow requirements; delays or changes in plans; specific risks associated with the ability to meet software development commitments and capital expenditures; and risks associated with securities market volatility.

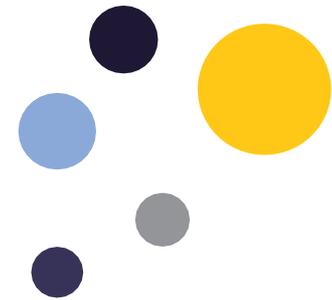
The Group assumes no obligation to update any forward-looking statements or to update the reasons why actual results could differ from those reflected in the forward-looking statements, except as required by Australian securities laws and ASX Listing Rules.

Cashwerkz Opportunity

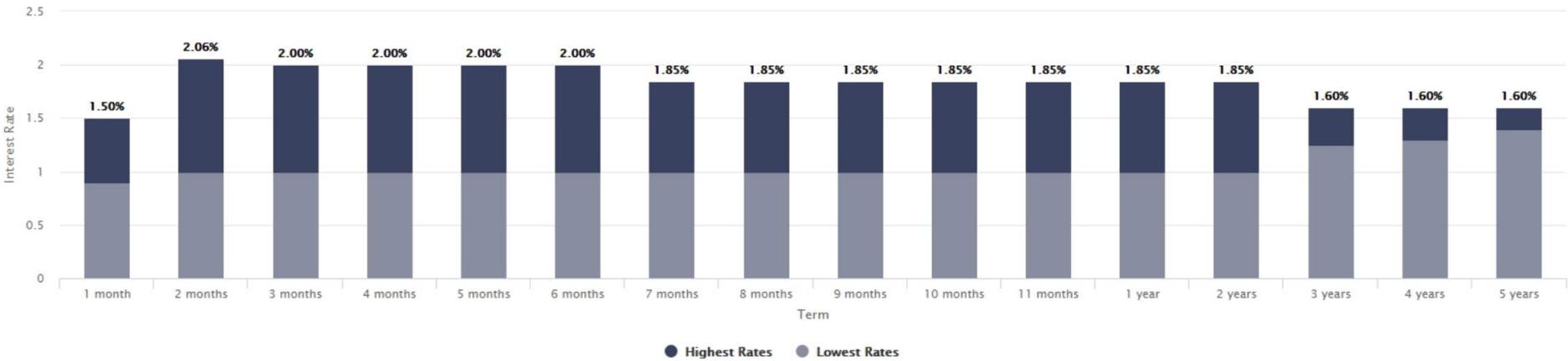


Cashwerkz has transformed the \$2.1T cash and deposit marketplace

- **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



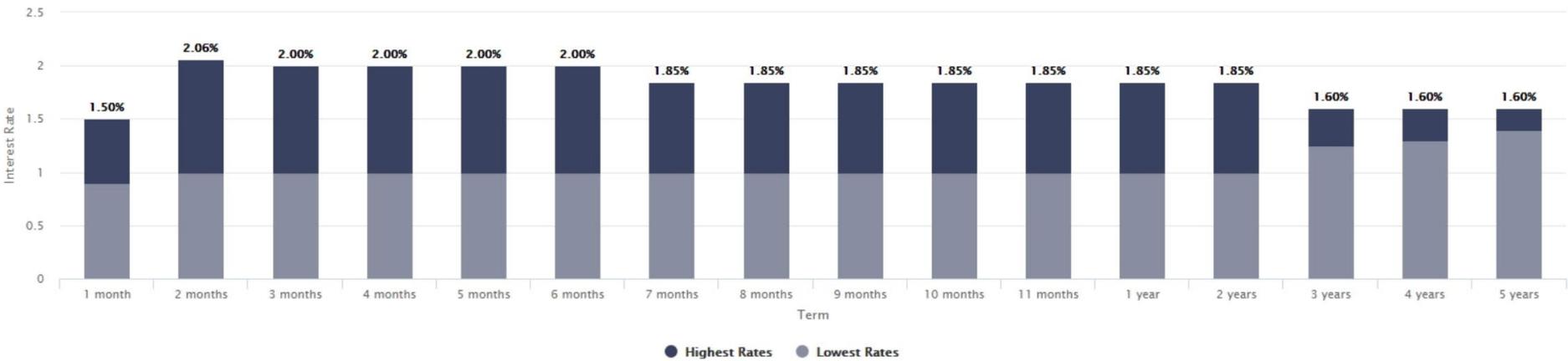
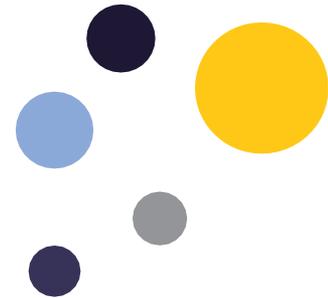
Cash/Term Deposit ecosystem



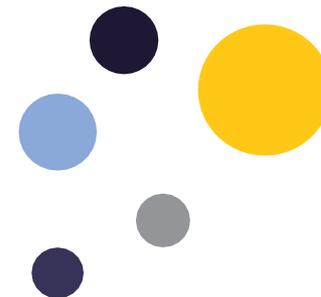
Brought banks and cash investors closer together than ever before

- **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

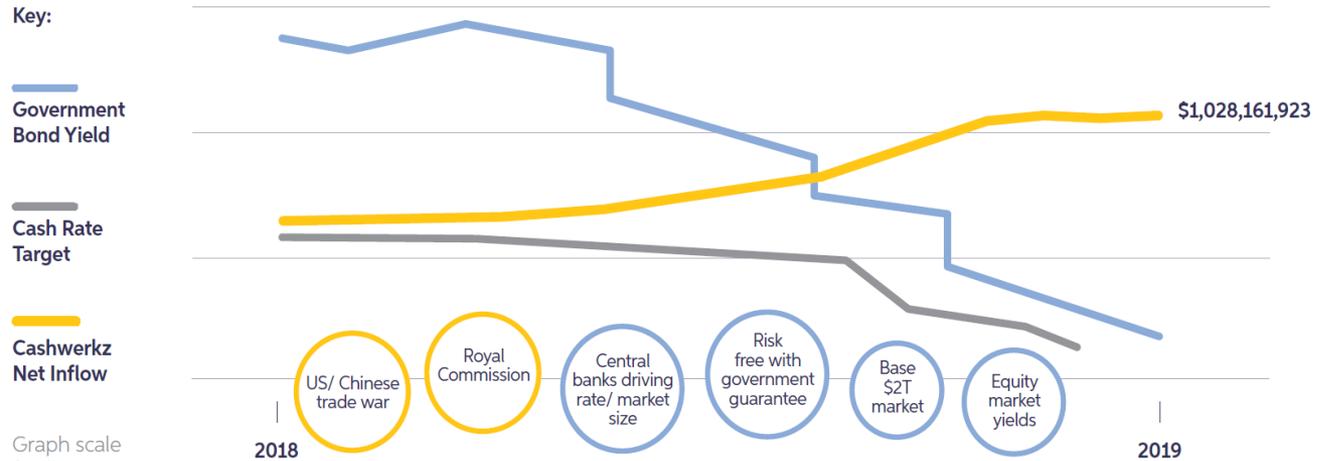


Inaugural milestones



- **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

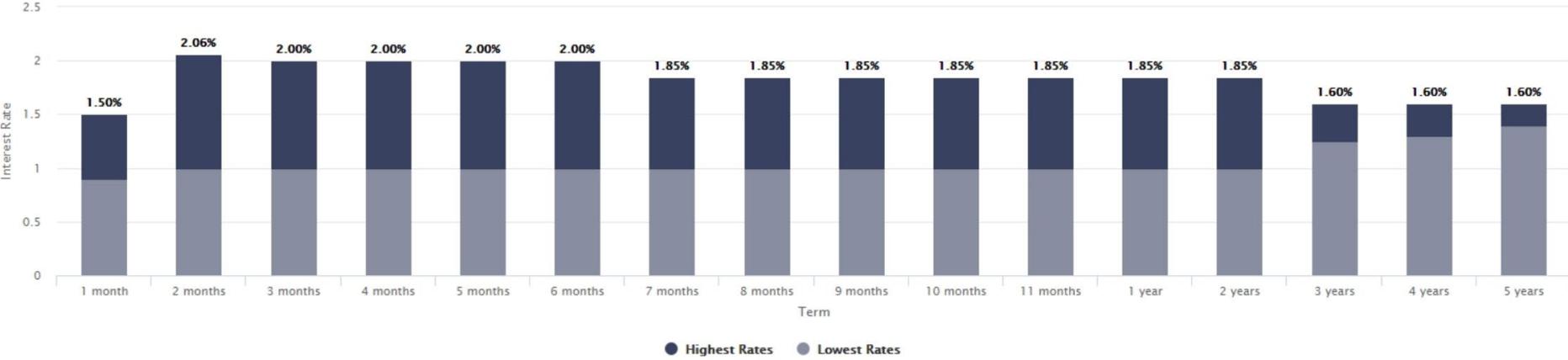
Additional Banks

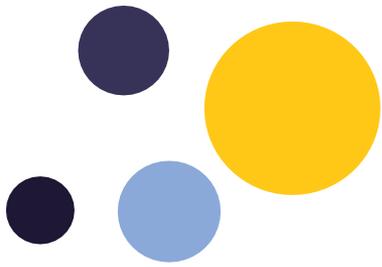
People's Choice Credit Union
Australian Unity Bank
Bank First
BCU
Beyond Bank Australia
Bank VIC

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

\$1M

FY18

FY19

NORMALISED EXPENSES

\$4.5M

\$5.8M

FY18

FY19

PIPELINE

\$9.2B

\$2B

\$5B

FY18

FY19

FY20

ADIs

12

49

FY18

FY19

2019 normalised results

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

Statutory results

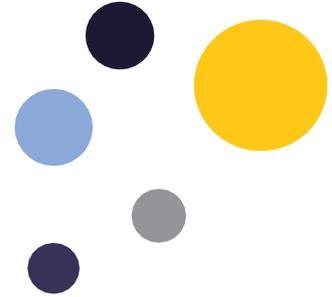
	Cashwerkz - Consolidated	
	2019	2018
	\$'000	\$'000
CONTINUING OPERATIONS		
Financial services income	1,153	836
Other income	-	3,003
TOTAL REVENUE	1,153	3,839
EXPENSES		
Business operating costs	(1,360)	(798)
Depreciation and amortisation	(1,311)	(1,181)
Employment expenses	(4,284)	(2,523)
Finance costs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

Balance sheet

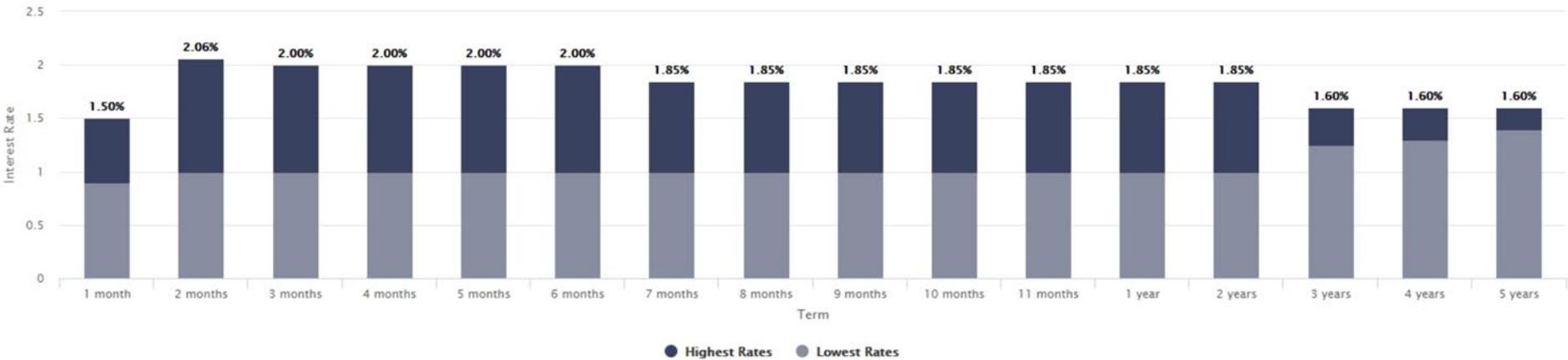
	Cashwerkz - Consolidated		
	2019	2018	% Change
	\$'000	\$'000	
ASSETS			
CURRENT ASSETS			
Cash and cash equivalents	5,153	402	1183%
Trade and other receivables	381	363	5%
Other current assets	355	263	35%
TOTAL CURRENT ASSETS	5,889	1,028	473%
NON-CURRENT ASSETS			
Intangibles	8,884	10,159	-13%
Property,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

Cash flow

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



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

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.

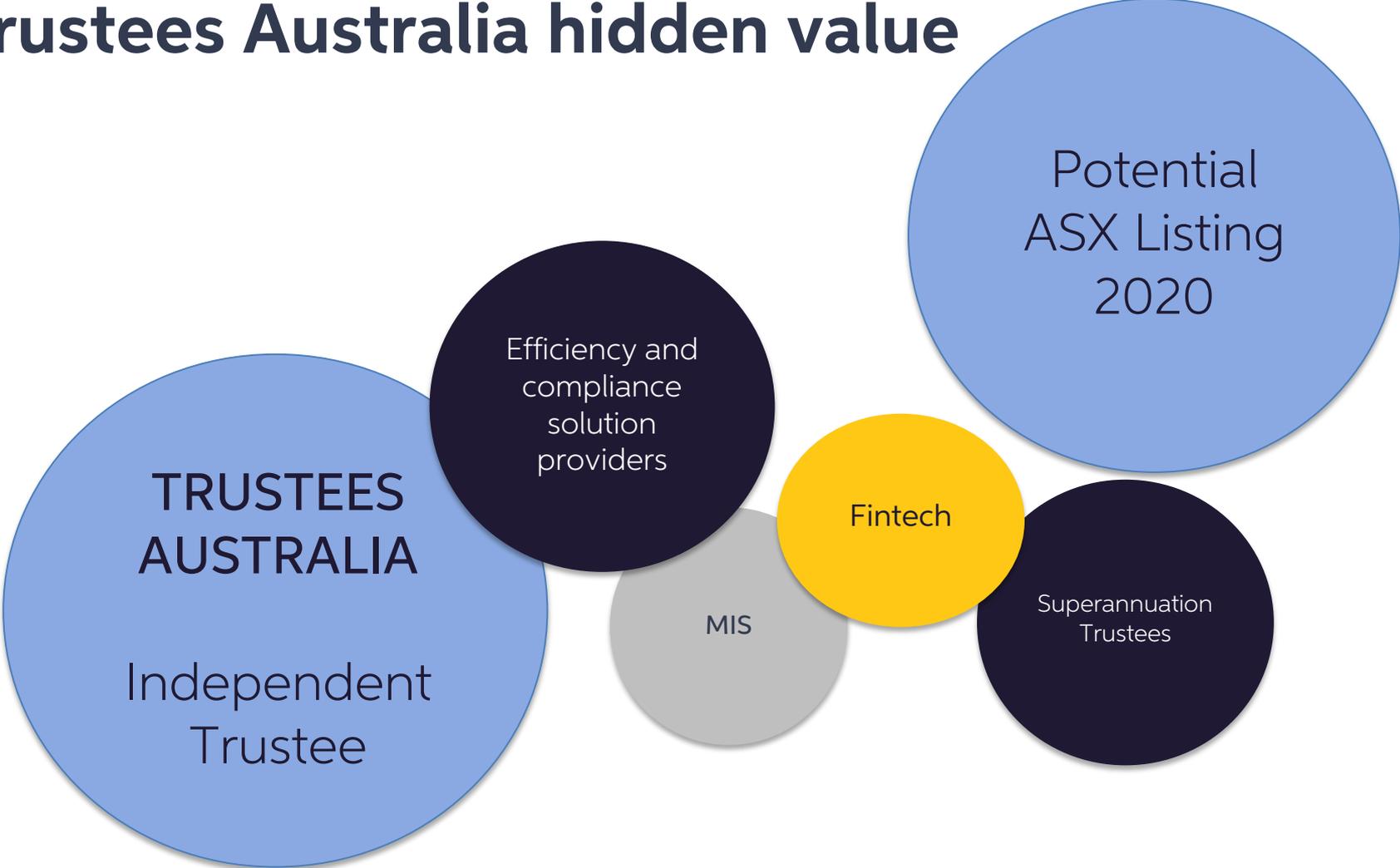
This will enable a very exciting pathway for TAU.

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

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

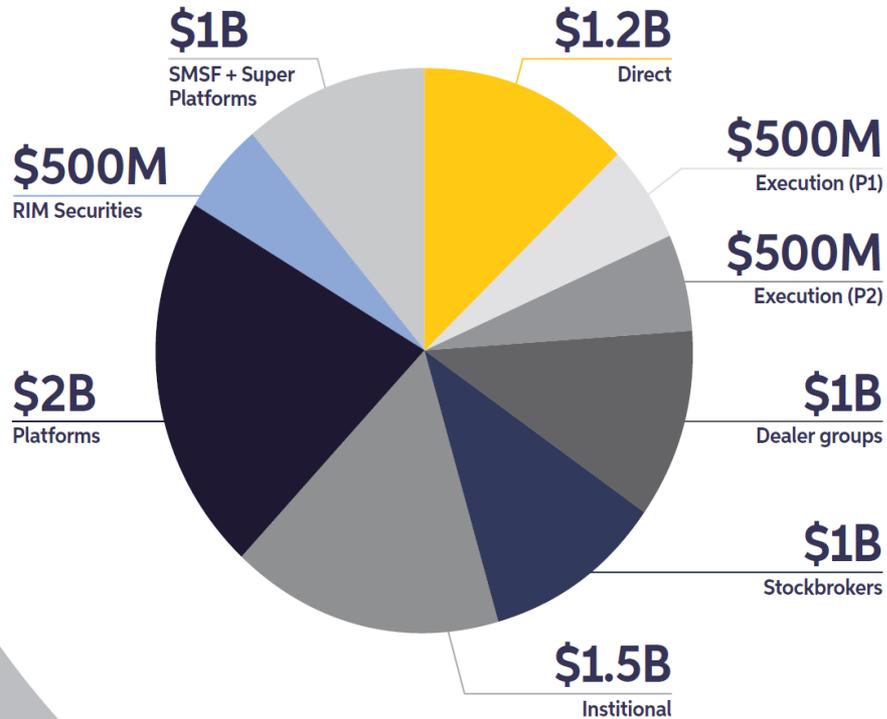
**HECTOR ORTIZ,
OUR CEO,**
will focus his efforts on sales and international growth.

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

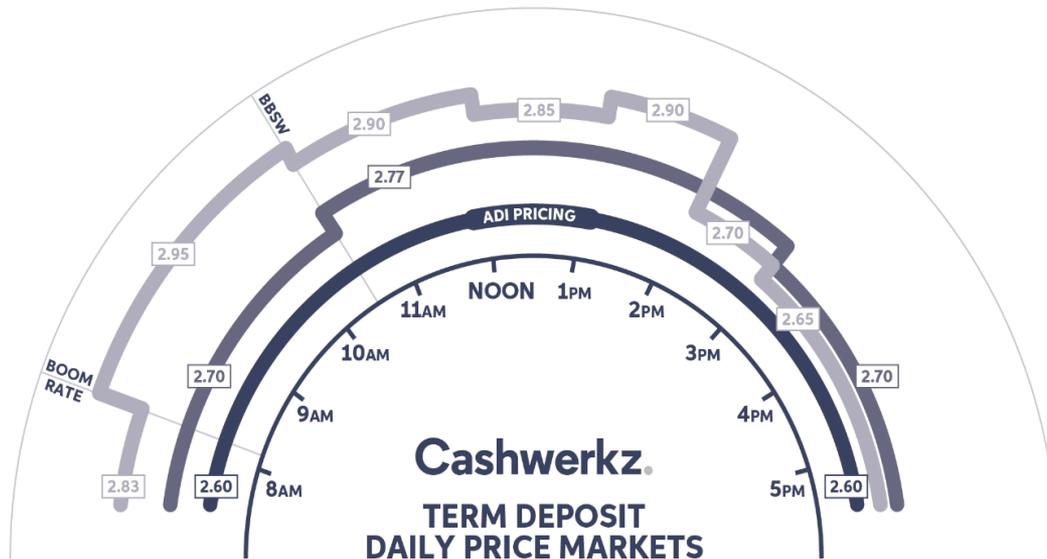
Global aspirations



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:

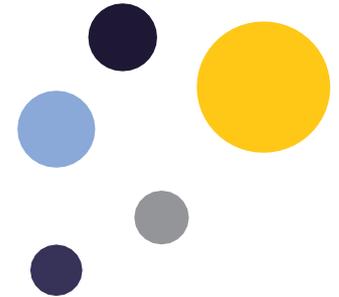
Artificial Intelligence Assistance

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



WELCOME

Not since 2011/12 has the Reserve Bank of Australia (RBA) made consecutive interest rate cuts. While the decision to cut rates in June wasn't a surprise for the market, the July cut to 1% caught some analysts off guard. It appears low rates are here to stay, with industry experts forecasting additional rate cuts this year.

This month we do a refresher on why holding cash in a portfolio is important for clients no matter where rates are headed and shine a light on corporate bonds to reveal the benefits of investing in this often-misunderstood asset class.

IN FOCUS



Don't lose to low rates: Make cash work harder for your clients

[REGISTER NOW](#)

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



Don't lose to low rates, switch to Cashwerkz today!

[REGISTER NOW](#)

Hi <name>

With the official RBA cash rate sitting at 1%, and industry experts forecasting additional rate cuts this year, it's not the news cash investors want to hear.

But before you question the value of your cash investments and think about switching to other asset classes, it's important to understand the power cash has, and the many benefits to keeping an allocation of cash in your portfolio.

Here's why you should stick with cash:

- Cash is a low-risk defensive asset offering downside protection, making it an important allocation in any well-diversified portfolio (and a well-diversified portfolio can reduce overall investment risk).
- Cash is highly liquid, which gives you ready access to funds should you need it.
- Deposits of cash up to \$250,000 held with an approved deposit-taking institution (ADI) are guaranteed by the federal government.

The key to making your cash investments work harder is to shop around for competitive rates to maximize your returns; that's where Cashwerkz can help.

What is Cashwerkz?

Cashwerkz is Australia's leading marketplace for cash investments, where you can easily research, compare, transact, manage and switch term deposits and at call accounts from a wide variety of trusted financial institutions, maximizing your possible returns in a few simple steps.

[LEARN MORE](#)

THE BENEFITS AT A GLANCE

<p>CHOICE With Cashwerkz, you can research, compare, and switch term deposit and at call accounts from banks and financial institutions you know and trust, all on one platform.</p>	<p>TRANSPARENCY Seamlessly manage and transact funds to suit your cash investing needs, with complete transparency across all your investments and the rates available.</p>	<p>SECURE Beat assured that your investments are safe. Your money goes directly from you to your chosen bank, and is never held by Cashwerkz.</p>
---	--	--

Best of all, it's free to use – Cashwerkz is paid directly by the banks, with no fees payable by the investor, so you can find the best rates without having to pay.

Don't delay!
Join Australia's leading cash investing marketplace today.

[REGISTER NOW](#)

CHOICE	TRANSPARENCY	SECURE
cashwerkz.com.au		1300 721 005

Cashwerkz.



DISCLAIMER: Cashwerkz is not a financial institution. Cashwerkz is a marketplace for cash investments. Cashwerkz is not responsible for the performance of any cash investments made through the platform. Cashwerkz is not a financial institution. Cashwerkz is a marketplace for cash investments. Cashwerkz is not responsible for the performance of any cash investments made through the platform. Cashwerkz is not a financial institution. Cashwerkz is a marketplace for cash investments. Cashwerkz is not responsible for the performance of any cash investments made through the platform.

RIMSecurities
SPECIALIST IN REGULAR INCOME MARKETS

Cashwerkz.

Tuesday, 3 September 2019



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](#)

Hector Ortiz
Chief Executive Officer
Cashwerkz Limited

Cashwerkz.

Technology focused media releases

Finextra NEWS TV RESEARCH EVENTS RESOURCES COMMUNITY BLOGS CAREERS [SIGN UP](#)

/ Regulation / Cloud / Security / Developer / Payments / Start ups

News

[All company news »](#)

News in your inbox

For Finextra's free daily newsletter, breaking news and flashes and weekly job board.

[Sign Up](#)

87% of all countries show **Open Banking initiatives.**

[Download the latest ndgit whitepaper now](#)

ndgit
NEXT DIGITAL FINANCE

Cashwerkz embraces APIs with new platform

18 hours ago [Twitter](#) 0 [LinkedIn](#) 0 [Facebook](#) 0 [Share](#)

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 architecture

[cashwerkz.com.au](#)

[2](#) [1](#) [Comment](#)

MONEY MANAGEMENT NEWS FEATURES EDUCATION INVESTMENT CENTRE EVENTS

[LOGIN](#) | [SUBSCRIBE](#)

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

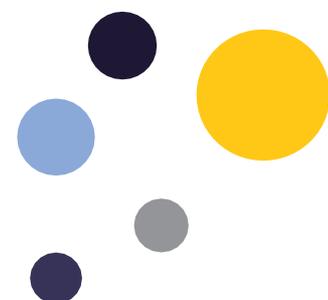
KEEP A SECURE TOMORROW



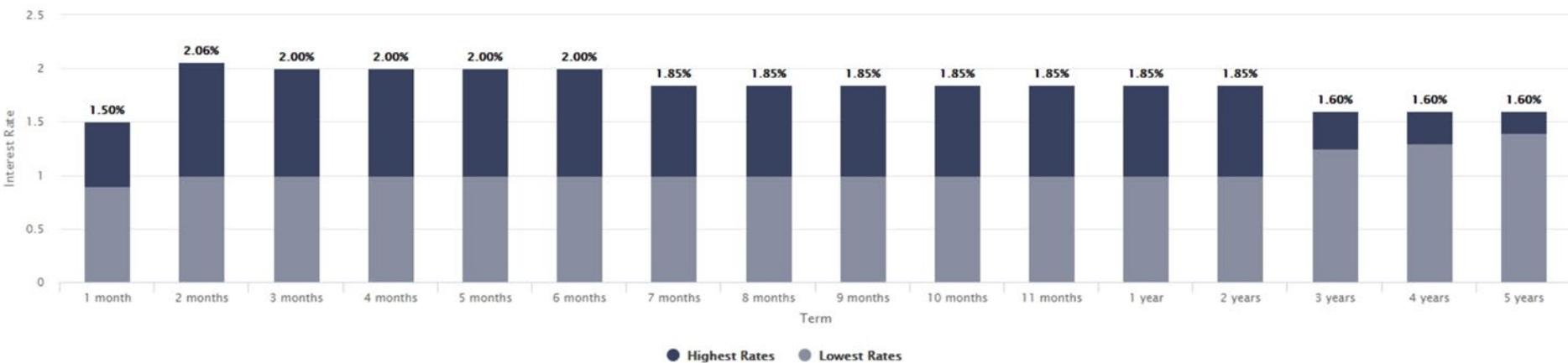
in

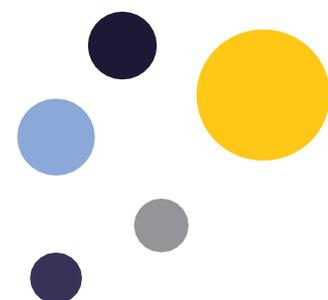
llows
e long
er
nside
CPD
it how.

Cashwerkz.

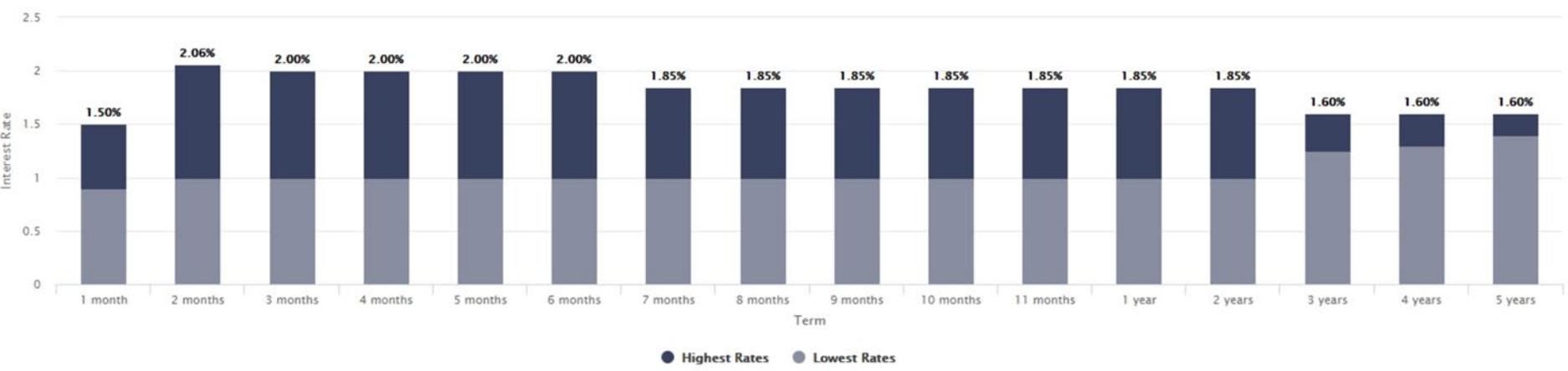


Thank you

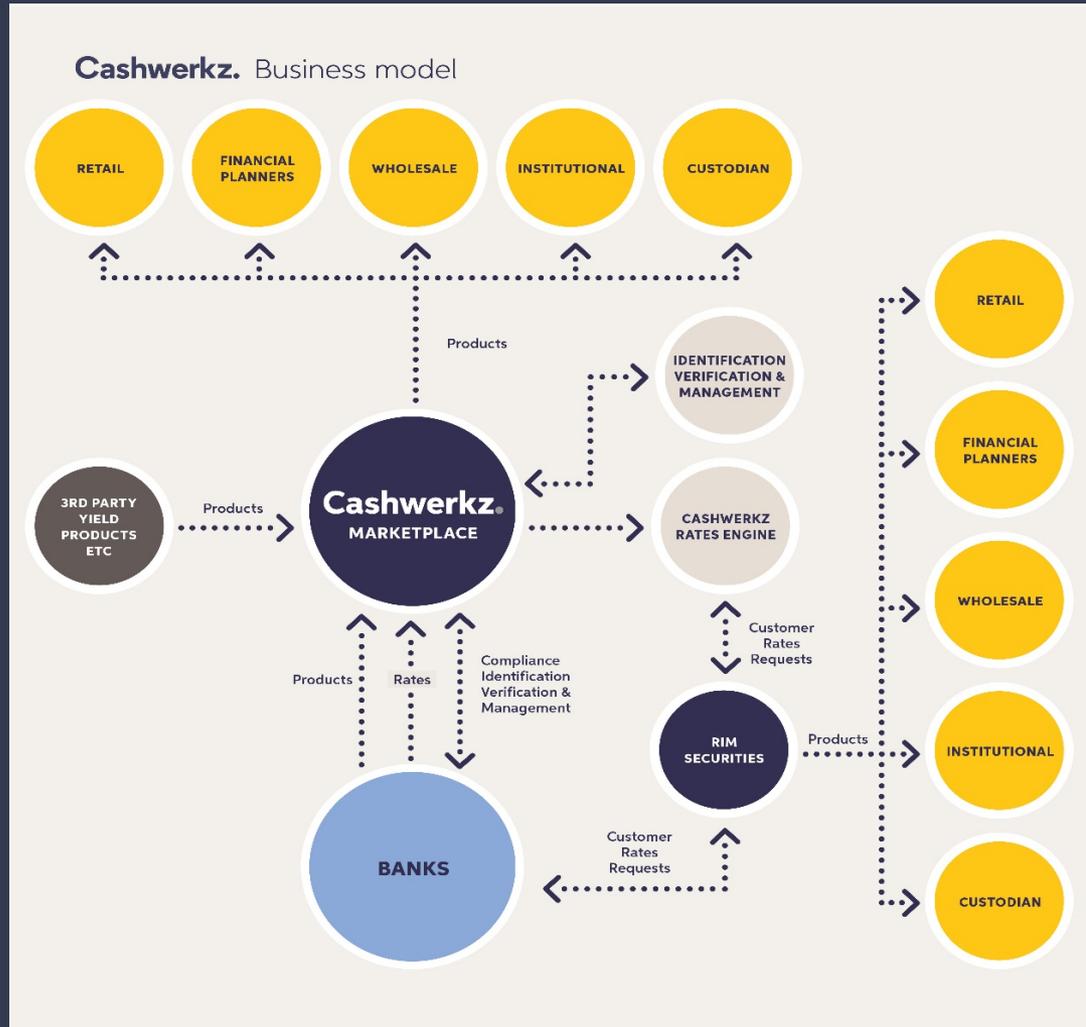




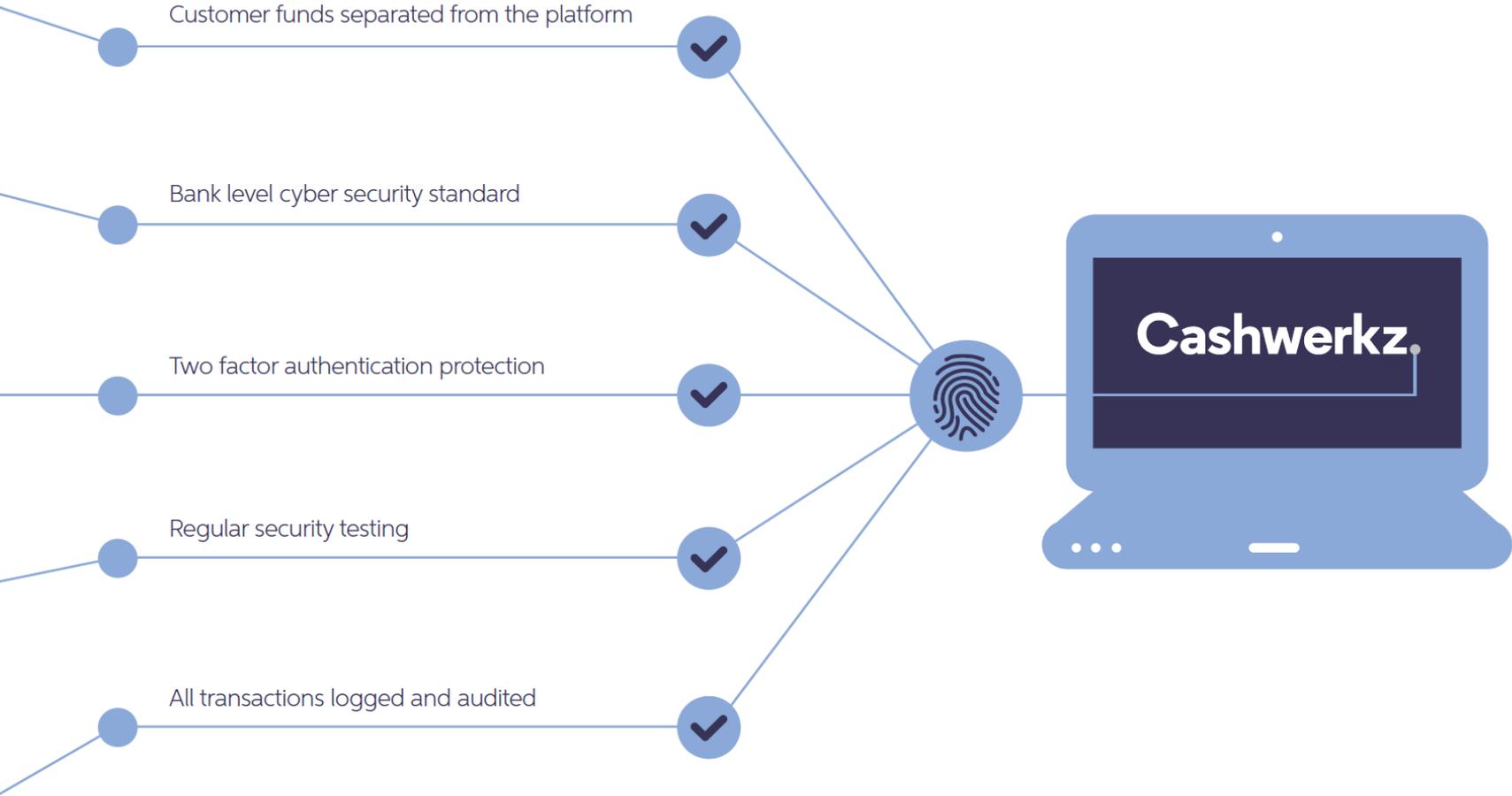
Appendix



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

Cashwerkz.

Cashwerkz.

Cashwerkz Limited

ABN 42 010 653 862

Level 1, 200 CreekStreet

Brisbane QLD 4000

GPO Box 6

Brisbane QLD 4001

Trustees Australia Ltd

Level 1, 200 CreekStreet

Brisbane Qld 4000

Trusteesau.com.au

