



Post AGM Presentation

ASX: CCR
November 30, 2020

creditclear limited

DISCLAIMER

This presentation has been prepared by, and is the sole responsibility Credit Clear Limited ACN 604 797 033 (Company). The information contained in this presentation was prepared as at 30 November, 2020, and remains subject to change without notice. The information in this presentation is of a general nature provided solely for the purpose of giving you background information about the Company.

The provision of this presentation is not a representation to you or any other person that an offer of securities will be made. Any prospective transaction would be undertaken solely on the basis of disclosure documentation prepared in accordance with applicable laws (to the extent required). The information in this presentation may differ materially in both content and presentation from that presented in any disclosure document prepared in connection with any proposed transaction (to the extent required).

This presentation does not constitute an offer to issue, or arrange to issue, securities or other financial products. The information contained in this presentation is not investment or financial product advice and is not intended to be used as the basis for making an investment decision. The information has been prepared without taking into account the investment objectives, financial situation or particular need of any particular person. Before making an investment decision, you should consider, with or without the assistance of a financial adviser, whether an investment is appropriate in light of your particular investment needs, objectives and financial circumstances.

This presentation is intended for those persons to whom it is delivered personally by or on behalf of the Company. By attending this presentation, you represent and warrant that (i) if you are in Australia, you are a person to whom an offer of securities may be made without a disclosure document (as defined in the Corporations Act 2001 (Cth) (Corporations Act)) on the basis that you are exempt from the disclosure requirements of Part 6D.2 in accordance with s 708(8) or 708(11) of the Corporations Act; if you are outside Australia, you are a person to whom an offer and issue of securities can be made outside Australia without registration, lodgement or approval of a formal disclosure document or other filing in accordance with the laws of that foreign jurisdiction.

No representation or warranty, express or implied, is made by any person as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, none of the Company, its directors, employees or agents, nor any other person accepts any liability, including, without limitation, any liability for any loss, claim, damages, costs or expenses of whatever nature (whether or not foreseeable), including, without limitation, any liability arising from fault or negligence on the part of any of them or any other person, for any loss arising from the use of this presentation or its contents or otherwise arising in connection with it or any errors or omission in it.

The Company has not independently verified any of the contents of this presentation (including, without limitation, any of the information attributed to third parties). No person is under any obligation to update this presentation at any time after its release to you. This presentation is strictly confidential and is intended for the exclusive benefit of the person to which it is presented. It may not be reproduced, disseminated, quoted or referred to, in whole or in part, without the express consent of the Company.

This presentation contains certain forward-looking statements with respect to the financial condition, operations and business of the Company and certain plans and objectives of the Company. Forward-looking statements can be identified by the use of forward-looking terminology, including, without limitation, the terms “believes”, “estimates”, “anticipates”, “expects”, “predicts”, “intends”, “plans”, “targets”, “aims”, “outlook”, “guidance”, “forecasts”, “may”, “will”, “would”, “could” or “should” or, in each case, their negative or other variations or comparable terminology. Such forward looking statements are subject to internal and external risks and uncertainties that may have a material effect on the Company. As such, undue reliance should not be placed on any forward looking statement. Past performance is no guarantee of future performance. Nothing contained in this presentation should be relied on as a promise, representation, warranty or guarantee whether as to the past, present or future.

All references to dollars, cents or \$ are a reference to Australian currency, unless otherwise stated

MARKET LEADING DIGITAL COLLECTIONS TECHNOLOGY



Credit Clear's technology platform is helping businesses drive smarter, faster and more innovative financial outcomes by changing the way customers manage their repayments.



Credit Clear delivers 21st century technology and user experience that the market demands in a digital age.

In uncertain economic times, large corporations are seeking technology solutions to streamline their business practices. The recovery of receivables has become even more critical. Old world debt collection isn't an effective solution in this changed market environment. Credit Clear is perfectly placed to grow its business in this environment.

Credit Clear is the market leader



CREDIT CLEAR – BOARD OF DIRECTORS



Gerd Schenkel
CHAIRMAN

Gerd combines extensive experience as a Management Consultant with The Boston Consulting Group with successful Executive appointments at National Australia Bank, Citigroup and Telstra. He is the founder of UBank and led the digital agenda for Telstra. Gerd has a Master's degree in Engineering (Robotics) and an MBA from the Columbia Business School in New York. He is currently a Director of Partners in Performance Pty Ltd, a global management consultancy, where he leads the digital practice.



Christine Christian
NON EXECUTIVE
DIRECTOR

Christine Christian is a business executive and entrepreneur with more than 35 years' experience in financial services, investment, private equity, credit risk, digital media and publishing. Christine is currently Deputy Chairman and Director of FlexiGroup Limited, Non-Executive Director of MaxCap Group and Non-Executive Director of Lonsec. She is Deputy President and Board member of the State Library of Victoria and Council member of La Trobe University.



Marcus Price
NON EXECUTIVE
DIRECTOR

Prior to joining the Credit Clear Board, Marcus was CEO of Property Exchange Australia Ltd. He has over 25 years' experience building successful practices and maximising shareholder returns. He specialises in early stage and competitive market entry financial services businesses involving competitive market analysis, equity structures and financial engineering.



Mark Casey
NON EXECUTIVE
DIRECTOR & CO-FOUNDER

Mark is the managing director of Casey Capital Pty Ltd, a private investment vehicle with over \$2 billion in projects under management. As Credit Clear's cornerstone investor, Mark brings a wealth of knowledge with over 30 years' experience in property development, funds management and investment in early stage technology ventures.



Lewis Romano
EXECUTIVE DIRECTOR
& CO-FOUNDER

Lewis successfully founded and grew three businesses before he was 30. He was named on Smart Company Australia's "Hot 30 under 30" list in 2016. After attending Bond University to study Business Entrepreneurship, Lewis gained experience in marketing and sales before founding his first business in bespoke fashion e-commerce. Lewis turned his focus to the creation of Credit Clear in 2015. Lewis remains a key driver of many fundamental client and strategic relationships for the Credit Clear business.

CREDIT CLEAR – EXECUTIVE TEAM



Brenton Glaister
GROUP CEO

Brenton started his career in Receivables Management in 1986, founded National Credit Management Limited in 1990 and Credit Solutions Pty Ltd in 2014. A former Managing Director of ASX-listed Tradehouse International Limited, Non Executive director of Chandler McCleod Limited, executive at Thorn Group Limited, State Distributor for Lactalis Limited and National Foods Limited and has been a Chairman or board member of over 10 additional entities.



David Hentschke
GROUP GM –
TECHNOLOGY &
STRATEGY

David most recently played an instrumental role in leading Property Exchange Australia Limited's (PEXA) strategy, international and corporate development functions. David holds a Masters of Business Administration and a Graduate Diploma in Agricultural Economics from the University of New England, an Ass. Diploma in Agriculture from the University of Adelaide and completed Authentic Leader Development at Harvard Business School.



Victor Peplow
CFO

Victor has over 25 years' experience in the financial services sector. During his professional career, Victor has been the Chief Financial Officer for the Australian Wealth Management division of leading international organisations including Citigroup and Morgan Stanley. More recently, Victor has been responsible for the financial and risk management functions of emerging companies, focusing particularly on governance frameworks.



Jason Serafino
CTO

Jason is an experienced, hands on technology and product leader with in excess of 20 years' experience leading teams from foundation to scale-up and established corporates. Jason has a passion for helping businesses achieve breakthrough innovation and scale. Prior to his current role, Jason was GM of Innovation and Technology at Liberty Financial and led a team of technology professionals with responsibility for the design, development and management of Liberty's end-to-end technology platforms.



Piero Gross
COO

Piero has over 19 years' experience in receivables management and has held a number of senior operational management positions including at National Credit Management Limited where he was responsible for the operational delivery of post write-off/sale debt recovery programs for all big four banks. He has successfully run large scale pre write off contingent outsource programs for Commonwealth Bank and AGL, as well as local and state government agencies.



Mike Tauschek
COMPANY SECRETARY
& GENERAL COUNSEL

Mike has comprehensive experience in dispute resolution and corporate/commercial litigation and transactions, with a particular focus on regulatory issues. Prior to joining Credit Clear, Mike worked for top-tier and boutique law firms. Mike's expertise includes regularly advising on complex transactions and corporate disputes as well as claims in contract, equity and financial services regulation.



Ron Hollands
JOINT COMPANY
SECRETARY

Ron Hollands has substantial ASX-listed company secretarial experience including providing corporate governance advice and assistance, charters, policies, and preparing corporate governance statements. He is familiar with ASX processes and has acted as Company Secretary for numerous other ASX-listed companies.

LISTED ON THE ASX IN OCTOBER 2020

Capital Structure

ASX Code	CCR
Shares on issue	225.69m
Market capitalisation (@ \$0.71/sh)	\$160m
Funds raised at IPO	\$15.0m
Options & Rights	27.98m

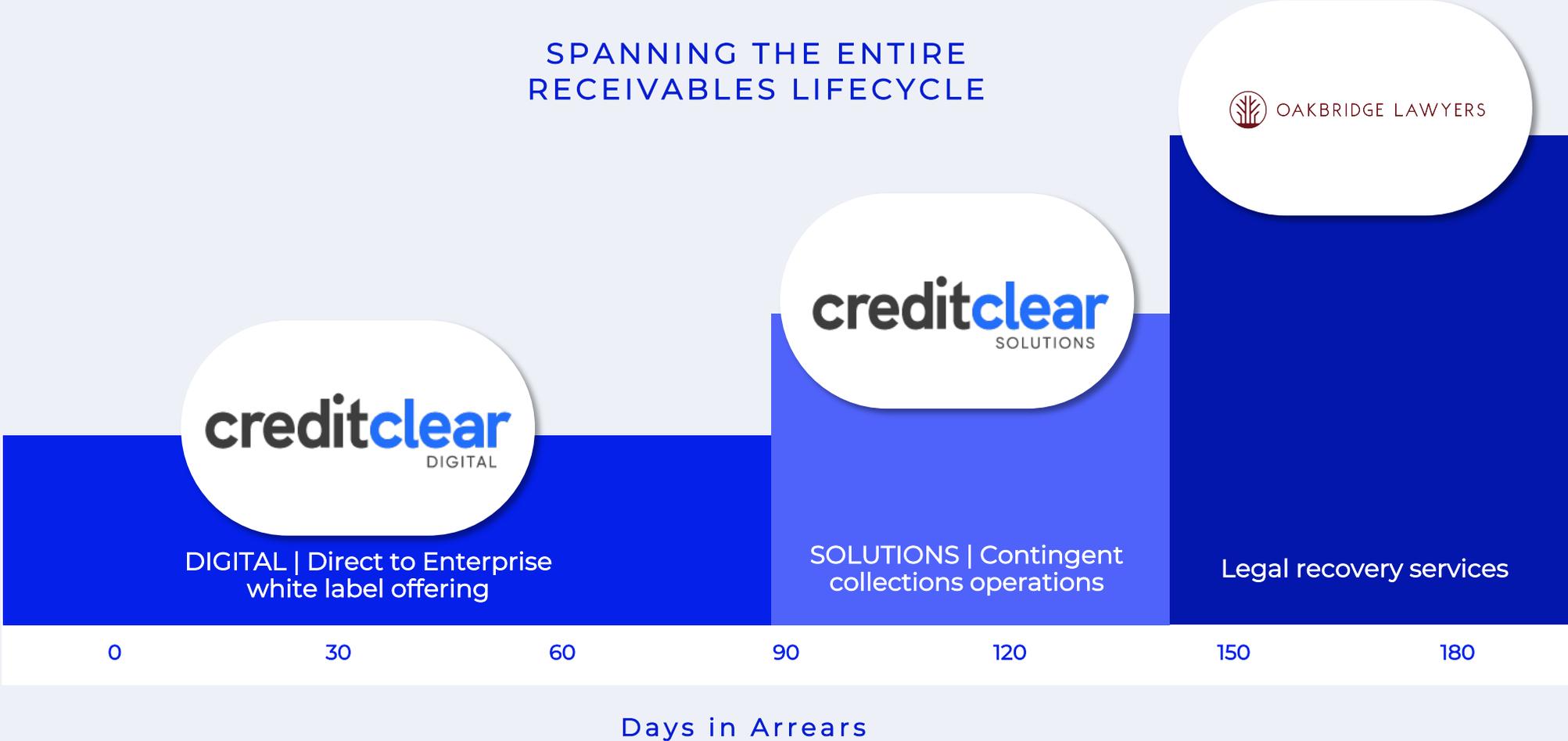
Use of IPO Funds

Systems Development	\$8.8m
Business Development	\$2.10m
Working Capital	\$2.75m
Costs of the Offer	\$1.35m
Total	\$15.0m

Substantial Shareholders

Casey Consulting Services	13.67%
Belinda Nixon	7.89%
Thorney	7.21%

TECHNOLOGY DRIVEN SOLUTIONS



REVENUE MODEL

MARGINS

Technology Platform Income

- Charge per communication
- Charge per active account
- International licensing income
- Success, integration & gateway fees

creditclear
DIGITAL

Receivables Management Income

- Charge per action
- Commission based charging
- Whole of service fees
- Success fees

creditclear
SOLUTIONS

Legal Services Income

- Legal & solicitors fees
- Skip tracing & field services fees
- ASIC & credit reporting
- Search fees

 OAKBRIDGE LAWYERS

CREDIT CLEAR – BUSINESS UPDATE

In excess of 50 new clients onboarded in the last six months

Six new government departments and three new water utilities

Tender activity for new work increasing

Increased scope of work coming from existing and new clients



Many clients have new work on hold since March due to COVID-19 creating ballooning debtor ledgers

Government and Client restrictions on legal action and collection activity is now easing

New type of customer/debtor created (as result of COVID-19) who has been a victim of circumstance as opposed to bad financial management
new treatments

Digital processes have been developed to work with these new customers and have been expanded across the business and adopted as standard practice

WITH PEAK OF COVID-19 BEHIND, TAILWINDS EXPECTED TO INCREASE

Our largest client has recently approached us for a contract extension of a minimum two years. (2+1 option).

01

The same client began re-engagement of their customer base in July (post COVID-19 hold). Our digital capabilities allowed us to quickly work through very large backlogged volumes which drove a surge in recoveries and revenue in Q1.

02

We expect this will be very similar for other clients that are currently still on hold (essential services / government departments) with customer re-engagements due to commence early CY 2021.

03

This is also true for new clients won recently who are in similar industries and yet to place work as they are essential services / government departments.

04

Other clients that were on hold due to regulatory referral restrictions on account of COVID-19 have begun to re-engage with their customers and most expect a return to normality from early 2021.

05



CREDIT CLEAR – IN A STRONG POSITION NOW TO INCREASE IN EXISTING AND NEW MARKETS

- New client growth has been organic – little to no focus on marketing as yet.
- Marketing plan to be deployed from January that will include expanded sales team, we have recently recruited industry veterans to add additional capability in NSW & VIC for a targeted pursuit of enterprise clients.
- Early deployment of interim digital SME offering. We've recently worked with schools, insurers, finance companies and have seen positive uptake of SME clients on our digital solution which has been very positive and will be a focus for sales and marketing team in the new year.

PROTECTING OUR COMPETITIVE ADVANTAGE

- Focus on development, features and security is putting distance between us and competitors.
- Significant investment planned for upcoming federal government contracts currently out for tender.
- Continued focus on understanding consumer psychology and how digital engagement best delivers payment outcomes and positive customer experiences.

At our core we're a technology company that combines great people, leading edge technology and a genuine passion for customer service meaning we treat our clients' customers as our own.



CREDIT CLEAR'S KEY GROWTH METRICS



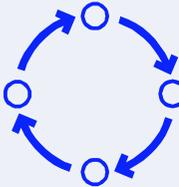
Total Accounts

305K Active account as at EOM Oct, of which 51.8% (158K) have had digital treatment



Total Communications

4.65M total communications for FY21 YTD (3x increase on PCP – 1.55M total communications)



Top clients using digital

Credit Clear has successfully migrated 42% of its top 25 traditional customers to the superior digital offering



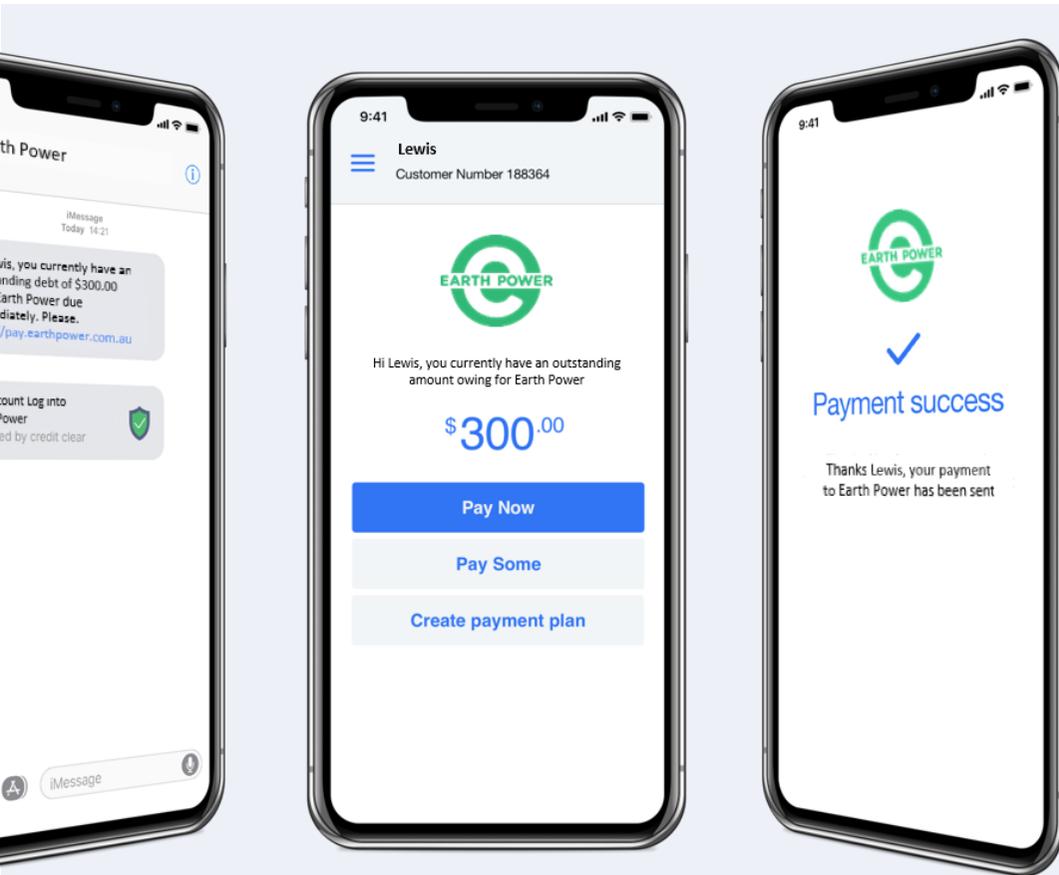
New Clients

50+ Since July 1, 2020

WHY EMBRACING DIGITAL COLLECTIONS IS A MUST



PRODUCT OVERVIEW



Make an immediate payment – full or partial

Completely white labelled

Create payment plans

Multiple delivery channels

Organise callbacks or direct call

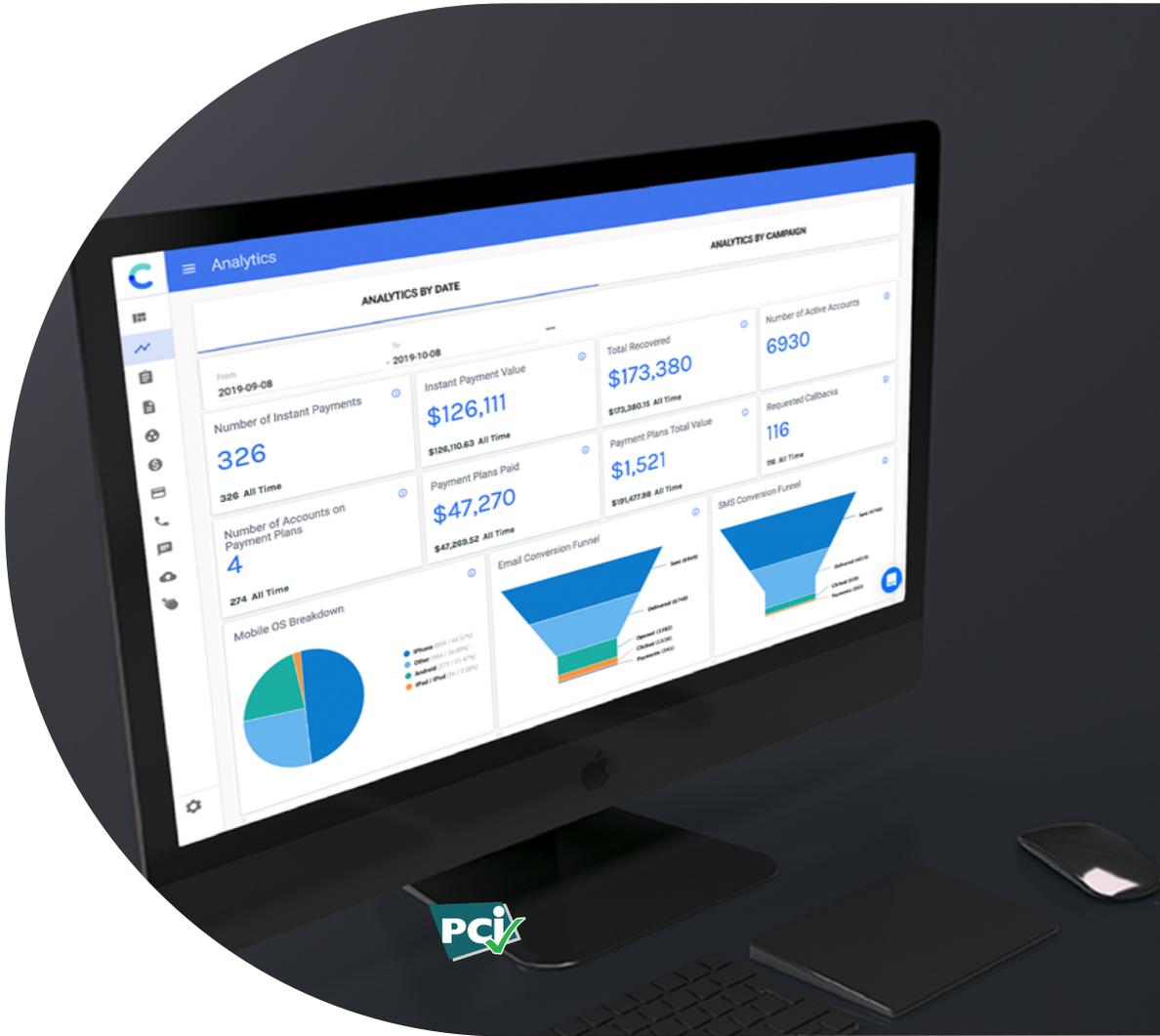
Device agnostic

Payments settled directly to you

Optional customer verification process

BY DELIVERING THE CORRECT MESSAGE IN THE FORMAT, LANGUAGE AND AT THE TIME THE CUSTOMER PREFERS, THE CREDIT CLEAR PLATFORM DELIVERS HIGHER CUSTOMER ENGAGEMENT WITH HIGHER SUCCESSFUL COLLECTION RATES FOR ITS CLIENTS.

PLATFORM CAPABILITIES



- > Industry benchmarking and insights
- > Workflow performance management
- > Tailored personalised experience for consumers
- > Machine learning and AI algorithms to predict consumers' behaviour
- > Automated treatment based on performance and industry insights
- > Secure, robust and highly scalable platform

TECHNOLOGY – THE BACKBONE OF CREDIT CLEAR’S GROWTH AND PROPOSITION

Vision

The best digital bill payment platform on the globe

Strategy

Build out our superior collections technology, grow rapidly in the Australian market and drive international expansion



Technology investment case developed and approved by Board



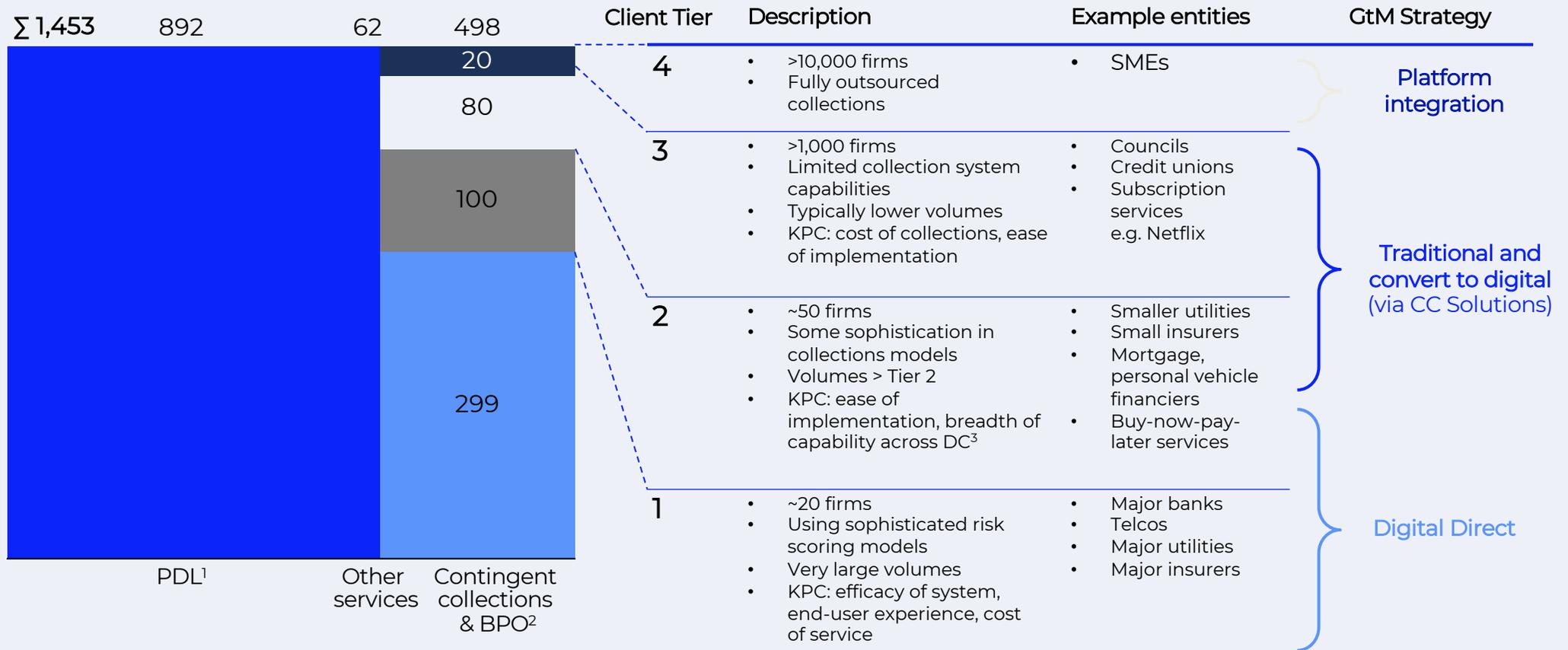
Governance structure established to oversee investment
Technology & Strategy Committee
– Chair, Marcus Price



Started recruitment of agile squads to deliver technology roadmap

CREDIT CLEAR – DISRUPTING THE TRADITIONAL \$1.4BN DEBT COLLECTIONS MARKET

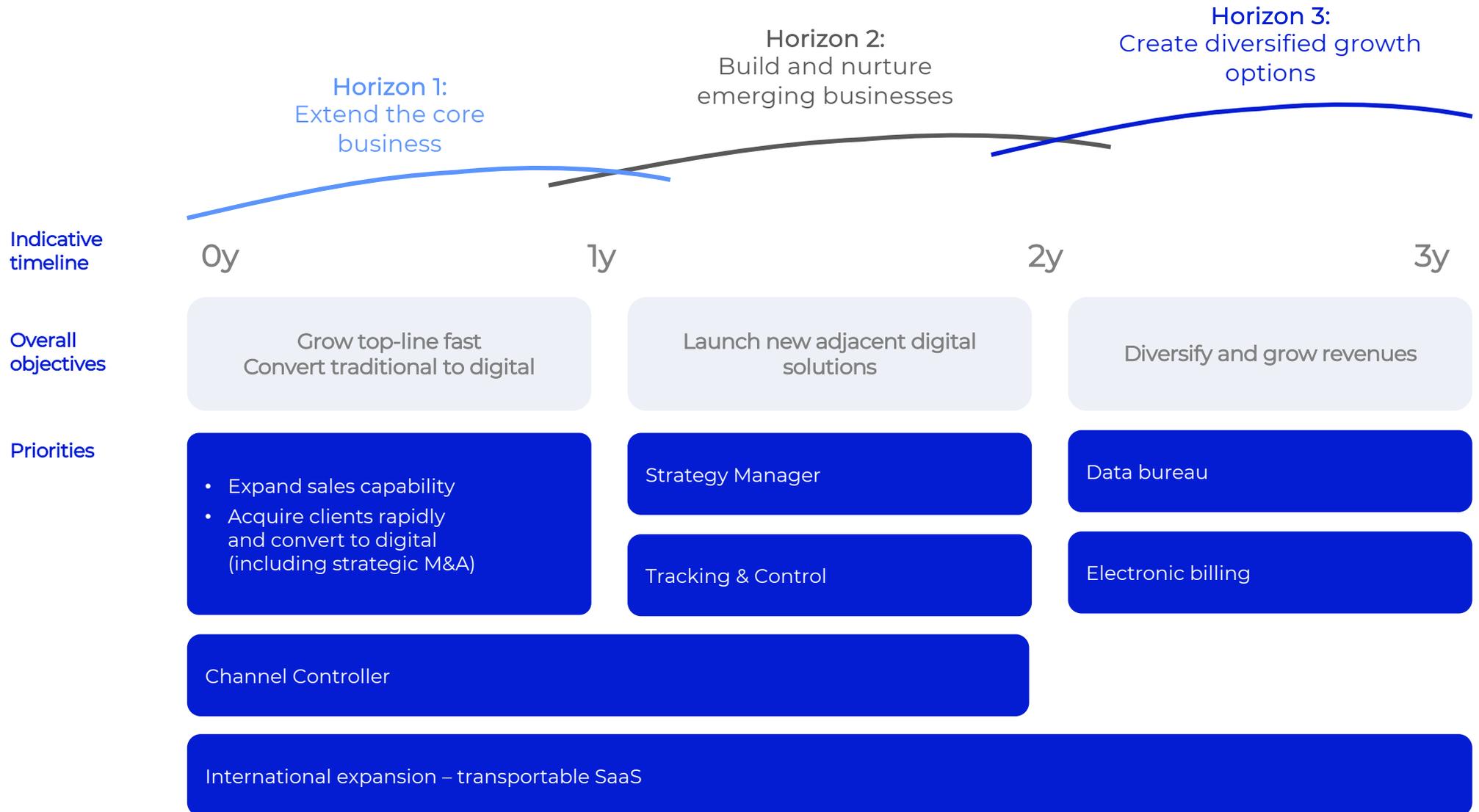
AUSTRALIAN DEBT COLLECTION MARKET SIZE & CLIENT SEGMENTS, 2020 [AUD M]



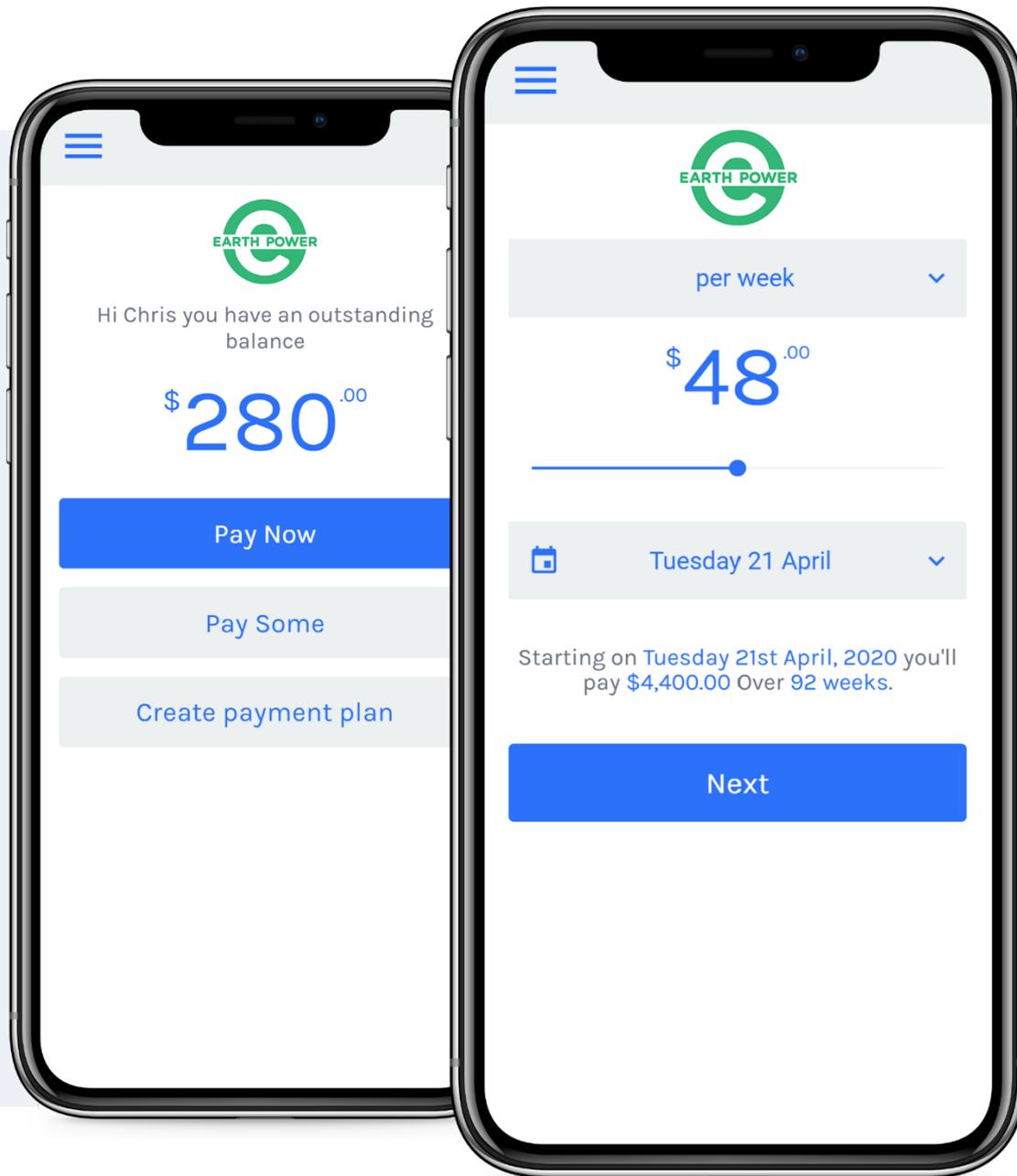
1. Purchased Debt Ledgers; 2. Business Process Outsourcing; 3. Delinquency Cycle

Sources: IBISWorld Debt Collection 2018-19 market report, IBISWorld Industry Wizard time series data

CREDIT CLEAR – THREE HORIZONS STRATEGY



CREDIT CLEAR: TRANSFORMING THE LANDSCAPE



Credit Clear Limited

Channel controller

The end user experience – the heartbeat of the Credit Clear platform

Expand reach through secure digital channels (WhatsApp, WeChat, etc.)

Increase our digital payment reach (NPP, ApplePay, Google Pay)

Give customers more options to handle their debt (Hardships, Disputes, Promises)

Ensure we provide the best customer experiences (NPS, Interest Calcs, Help and support)



Tracking & Control Module

A client's window to the performance of

- Full end-to-end data warehouse for digital collections
- Self service reporting and analytics
- Monitor performance and optimisation outcomes
- Design internal data bureau resource



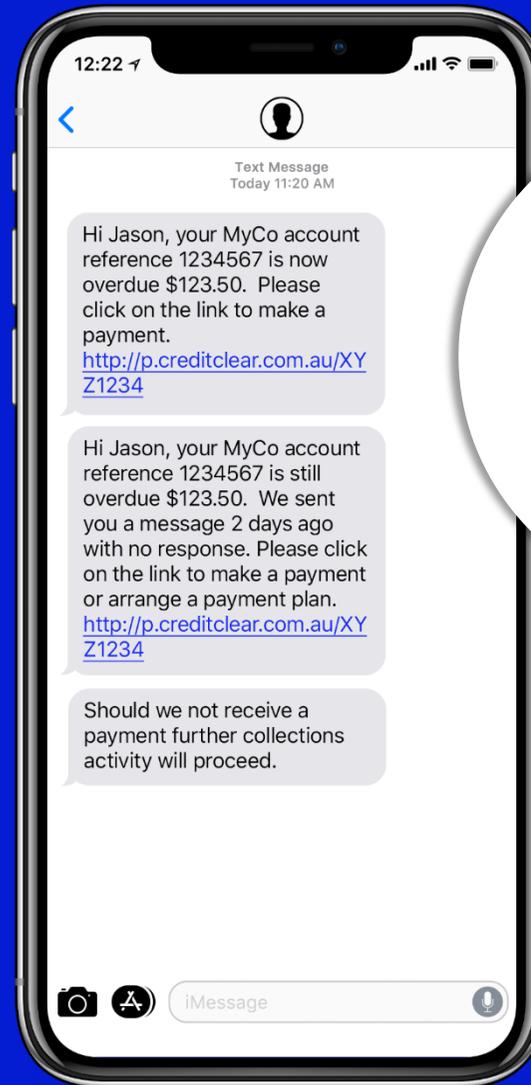
Send time optimisation
AI that finds the best time to engage customers



Adaptive workflows
automated decisioning to determine communications based on the activity of customers



AB & Multi variant testing
Implement champion challengers that optimise client's collection treatments.



Strategy Management Module

The real science in the platform. This is where clients keep and apply the tools to run campaigns and optimise engagement and collection rates

FY21 – CLEAR STRATEGY FOR FURTHER GROWTH

CREDIT CLEAR
IS POSITIONED
TO BECOME
THE GLOBAL
LEADING
DIGITAL BILL
PAYMENT
PLATFORM

CCR does not
buy debt &
CCR is not a
BNPL, rather it
services this
industry



Continued
migration of
clients from
traditional to
digital



Ongoing
investment in
extending our
market leading
technology



Significant focus
on marketing
Credit Clear
throughout
corporate
Australia



Internationally
transportable
and scalable
platform

Credit Clear proprietary technology platform improves the effectiveness of collecting receivables, reducing associated costs and enhancing the underlying customer experience



creditclear **limited**

CONTACT US

Brenton Glaister

CEO

Credit Clear

e: brenton@creditclear.com.au

Simon Hinsley

Investor Relations

NWR Communications

m: +61 (0) 401 809 653

e: simon@nwrcommunications.com.au