



Intiger Group Limited

ASX: IAM

28 July 2017

Australian Securities Exchange (ASX)
Level 40, Central Park
152-158 St George's Terrace
Perth WA 6000



INTIGER GROUP - BUSINESS ACTIVITY UPDATE

Intiger Group Limited (**IAM**) (**Intiger** or the **Company**) (**ASX: IAM**) is pleased to provide an update on our recent business activities for the quarter ending 30 June 2017 (quarter 2) and ongoing progress towards the Company's goals.

Quarter 2 saw significant activity and progress towards the Company's goal of being the leading provider of back-office processing solutions for financial planners and related professions in Australia.

Successful business developments and highlights include:

Financial and Activity Measures

- **60% increase** in accrued revenue from the quarter ending 31 March 2017 (Q1);
- Quarter ending 30 June 2017 (Q2) attracted **increased accrued revenue** from operations of \$211,683. This was especially pleasing given the traditionally difficult trading conditions in April, where a combination of public and school holidays typically results in slow client business activity;
- **54% increase** in the number of Statements of Advice completed across all Global Processing Centres;
- Over **3,145** Back Office tasks have been delivered to clients during Q2, a new **quarterly activity record** for the Company; and
- **33% increase** in new Practice clients to 24 as at 30 June 2017.

Operations & Service Expansion

- **50% increase** in Philippines offshore processing staff & capacity as a result of ongoing growth in industry demand;
- Opened **3rd Global Processing Centre** in Cebu, Philippines;
- **Opened East Coast Headquarters** in Darling Harbour, Sydney; and
- Successful testing and pilot launch of our **industry first online client ordering portal**.

Leadership

- The appointment of **Patrick Canion** (CEO of the FPA Professional Practice of The Year Award Winner, ipac WA) to the position of Chairman;
- Appointment of Nina Tan to the **newly created position** of Client Experience Manager; and
- Appointment of Anna Romulo to the **newly created position** of Client Growth Manager.

Investor Engagement

- Release of Investor presentation on 8 May 2017 in conjunction with roadshow covering **four cities** with over 150 attendees;
- As announced on 17 May 2017, Patrick Canion & Mark Fisher conducted an interview with Portfolio Management firm, **Peak Asset Management**; and
- Patrick Canion featured on podcasts with www.iamlth.com on 13 April 2017 and 16 June 2017.

Business Development

- Launched **Intiger Accounting & Taxation Services** in response to client demand for a broader range of services;
- **Successful execution** of pilot program with the Sentry Group & ongoing growth of Sentry Practice engagement; and
- Continued to **expand our distribution with formal referral agreements** with associated professional service firms.

The Company also completed the initial pilot program that was announced to the market on March 1 2017. The Company was unable to reach acceptable terms to continue to provide its services, and commercial discussions were not continued.

Overall, the Company **continued to grow its customers, process delivery and revenue** during the quarter ending 30 June 2017. This was further aided through an emphasis on reviewing customer feedback in order to ensure the optimal packaging and pricing of our services is achieved.

The Company looks forward to the **forthcoming launch of its online portal** which will **dramatically expand** our capacity to engage with financial planners.

Commenting on the growth of the business, Chair Patrick Canion said: *"The Company has made **significant progress** over the past quarter, both in revenue, client numbers and infrastructure. We continue to put in place the building blocks of a business that will **last for generations**, and at the same time achieve revenue growth in line with our business plan. We look forward to the **formal launch of our client portal** and the **accelerated growth that will bring.**"*

- ENDS -

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About Intiger Group Limited

The business of **Intiger Group Limited (ASX: IAM)**, was founded by experienced investment banking and financial services executive Mark Fisher and operates an Australian software development house dedicated to supporting

professional Financial Planners to meet the needs of their clients. Intiger does this by reducing the back office and operational costs within the Australian financial planning industry. Working with Australian Financial Services Licensees and their advisers, the Intiger Group has developed and launched proprietary software platform LILLY, which has been designed to digitise and automate core components of the financial planning process including the production of automated statements of advice. In conjunction with LILLY, the Intiger Group has presented the online practice management system KLIP which tracks key performance indicators of a financial planning practice and delivers oversight and control to both licensors and financial planning practices nationally.

FORWARD LOOKING STATEMENTS

Certain statements contained in this ASX release, including information as to the future financial or operating performance of the Company and its projects, are forward looking statements. Such forward looking statements:

- (a) are necessarily based upon a number of estimates and assumptions that, while considered reasonable by the Company, are inherently subject to significant technical, business, economic, competitive, political and social uncertainties and contingencies;
- (b) involve known and unknown risks and uncertainties that could cause actual events or results to differ materially from estimated or anticipated events or results reflected in such forward looking statements; and
- (c) may include, among other things, statements regarding estimates and assumptions in respect of prices, costs, results and capital expenditure, and are or may be based on assumptions and estimates related to future technical, economic, market, political, social and other conditions.

The Company disclaims any intent or obligation to publicly update any forward looking statements, whether as a result of new information, future events or results or otherwise.

The words "believe", "expect", "anticipate", "indicate", "contemplate", "target", "plan", "intends", "continue", "budget", "estimate", "may", "will", "schedule", "planned" and similar expressions identify forward looking statements.

All forward looking statements contained in this ASX release are qualified by the foregoing cautionary statements. Recipients are cautioned that forward looking statements are not guarantees of future performance and accordingly recipients are cautioned not to put undue reliance on forward looking statements due to the inherent uncertainty therein.