

Credit Intelligence Limited (ASX:CI1)

Credit Funding to Effective Debt Solutions



Credit Intelligence: Corporate Overview



Listed on the Australian Securities Exchange: May 2018



Share Price Performance: 22 Feb 2019 – 21 Feb 2020

Credit Intelligence ASX Code	CI1
Market capitalisation	\$34.99 m
Shares on issue	1,060m
GICS industry group	Commercial & Professional Services
Share price	\$0.033 (21 February 2020)
52 week high	\$0.04
52 week low	\$0.011
Average daily volume	1,981,521
Top Five Shareholders	
Citicorp Nominees Pty Limited	20.10%
Jimmie Wong	17.75%
Ronald Tan	7.63%
Wilson Lim	6.54%
HSBC Custody Nominees (Aust) Ltd	5.70%

Credit Intelligence: Investment Highlights



Credit Intelligence is a leading diversified debt-restructuring business



Established business across Asia

A wide panoramic photograph of a city skyline at night, with numerous skyscrapers illuminated by lights, likely representing a major Asian financial hub.

Established in Hong Kong, holds a dominant position in that market and has worked with HSBC, Standard Chartered Bank, Bank of China and Citibank

Completed acquisitions of two profitable Singapore based finance companies, ICS Funding Pte. Limited (ICS) and Hup Hoe Credit Pte. Limited (HHC) on 28 Jun2019 and 30 Sep 2019

Underlying normalised profit increase 423% and growth in EPS by 333% to 0.13 cents (HY 2019)

Proven technology and service platforms developed over the last 8 years will allow the business to scale at minimum cost

Credit Intelligence: Investment Highlights



Credit Intelligence is a leading diversified debt-restructuring business



Expanding into Australia & growth markets

Experienced board comprised of international insolvency, banking and legal experts

Clear plan to grow profitability by entering the highly attractive Australian market

Australia's favourable macro conditions, including household debt levels and mortgage stress, are attractive to Credit Intelligence's 'Counter Cyclical' business model

Credit Intelligence: Experienced Board



Jimmie Wong – Founder & Managing Director

Founder of Credit Intelligence, with over 20 years' experience as a leading Hong Kong insolvency lawyer. He has provided legal advice in relation to cross-border takeovers and mergers, corporate finance, IPOs and foreign direct investment.



King Wong – Executive Director and Head of Operations

Joined Credit Intelligence in 2002, holds a Bachelor of Laws degree (Honours) from the City University of Hong Kong. A Trustee in Bankruptcy and a practising solicitor.



Wilson Lim – Executive Director

Specialised in the credit lending industry for the last 10 years. He is the founder of ICS Funding Pte Ltd which was recently majority acquired by ASX listed Credit Intelligence Limited

Credit Intelligence: Experienced Board



Anthony Peng Ho – Non-Executive Chairman

Experienced ASX company director across wide range of industries. A Chartered Accountant and a fellow of the Australian Institute of Company Directors and Governance Institute of Australia. Tony is currently the Non-Executive Chairman of ASX-listed Greenland Minerals Limited and Bioxyne Limited, as well as NZX listed Truscreen Limited and Cannasouth Limited.



Mark Paton – Non-Executive Director

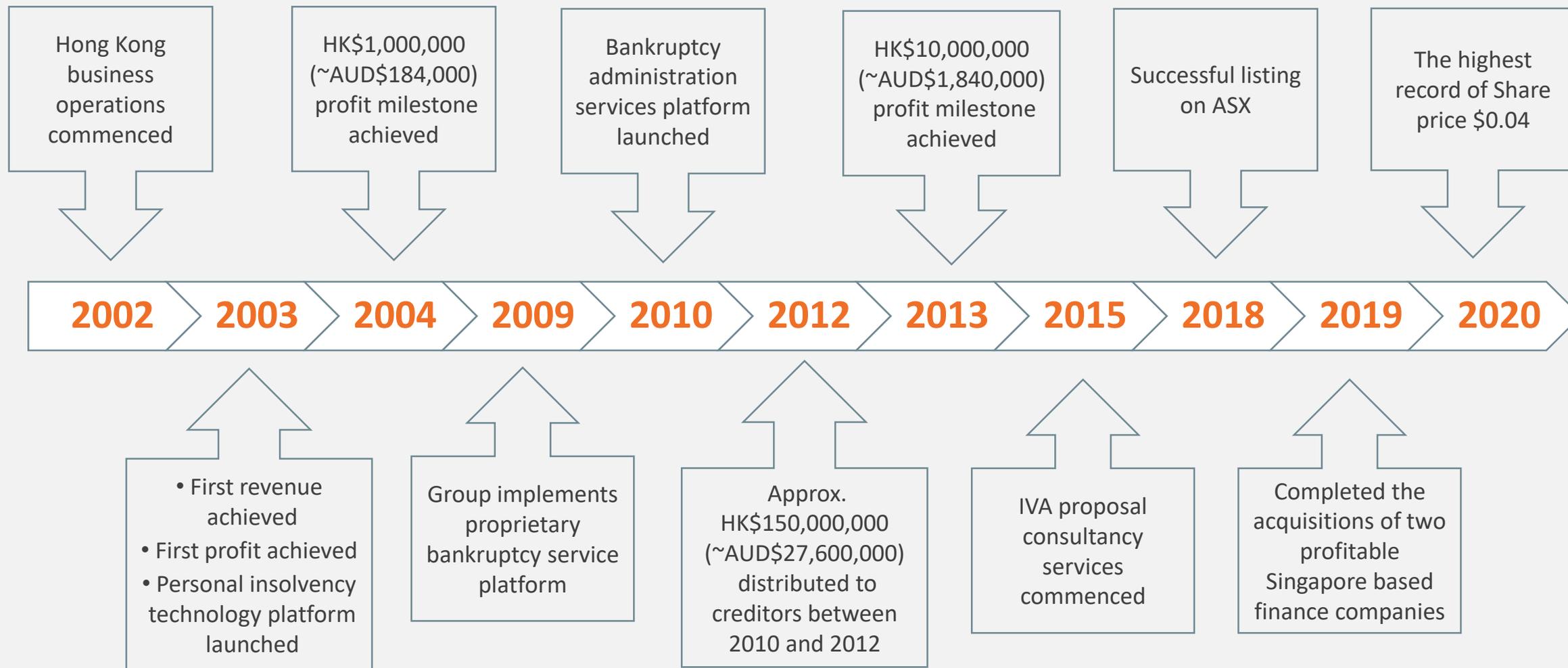
Over 40 years' experience in banking and financial markets including 17 years with ANZ Banking Group where he was Group Managing Director Corporate Banking and 15 years with Westpac Banking Corporation including 5 years as General Manager (Victoria). Mr. Paton was previously a director of the Foundation for Young Australians for 8 years including a number of years as Chairman. Mr Paton is presently Managing Director of AFSG Capital Pty Ltd and prior to this was the Managing Director and Chief Executive Officer of FIIG Securities Limited.



Vincent Lai – Non-Executive Director

Over 30 years' experience in international banking and corporate finance. Previously a senior executive at the PRC Office of Bank of America and CEO of a Hong Kong-listed company.

Credit Intelligence: Corporate Track Record



Services



Credit Intelligence's main business models:

Hong Kong operating segment

Bankruptcy Administration Services

Individual Voluntary Arrangement (Debt Restructuring / Debt Arrangement)

Singapore operating segment

Credit Funding for Corporates

Credit Funding for Individuals

Industry Outlook

HONG KONG



Hong Kong Provides A Strong Operational Foundation



Credit Intelligence is being supported by favourable macro conditions

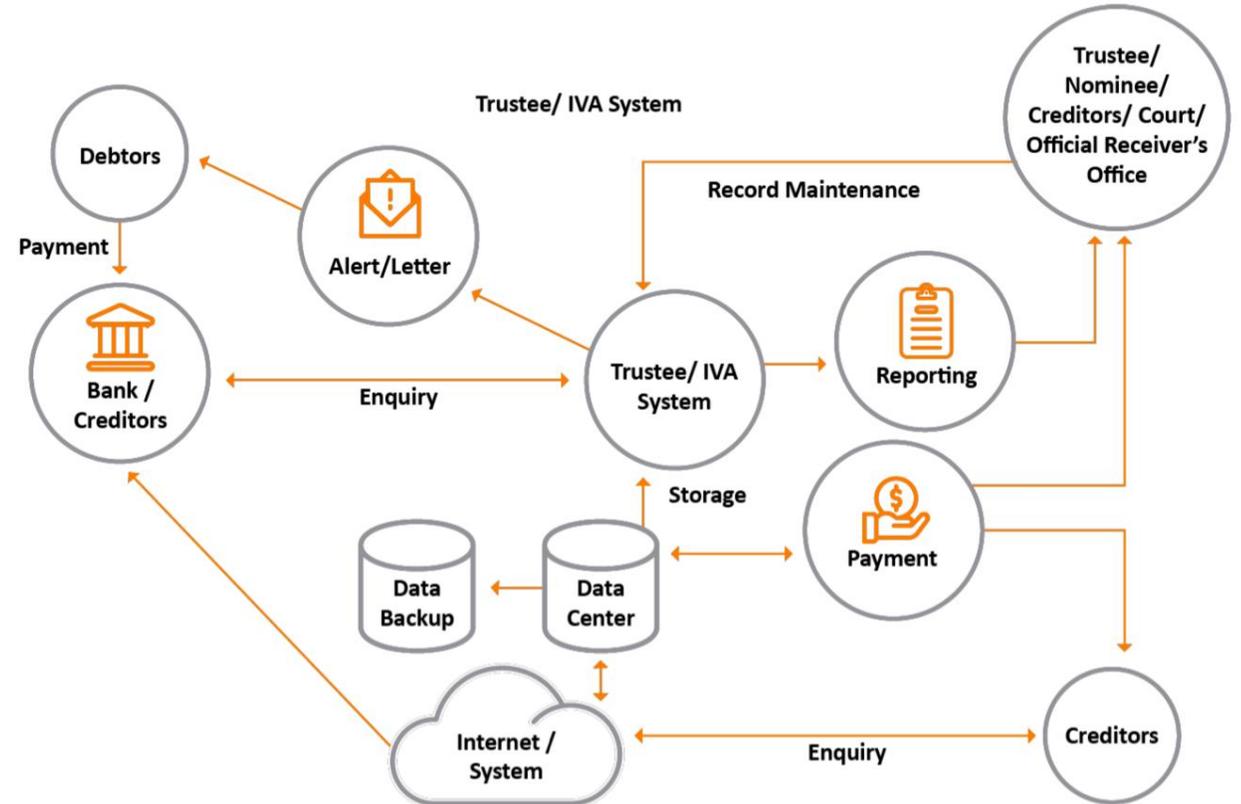
- More than 13,000 bankruptcy cases under personal insolvency management, with the number of cases under management experiencing strong growth
- The Company's business in Hong Kong remains well-managed by an experienced team
- FinTech application demonstrating cost saving efficiencies and scalability for the operations and client base of Credit Intelligence over time
- The Company's core business of Bankruptcy administration and Individual Voluntary Arrangement continues to trade well in the current social and political unrest in Hong Kong



A Disruptive Approach To Debt Solutions

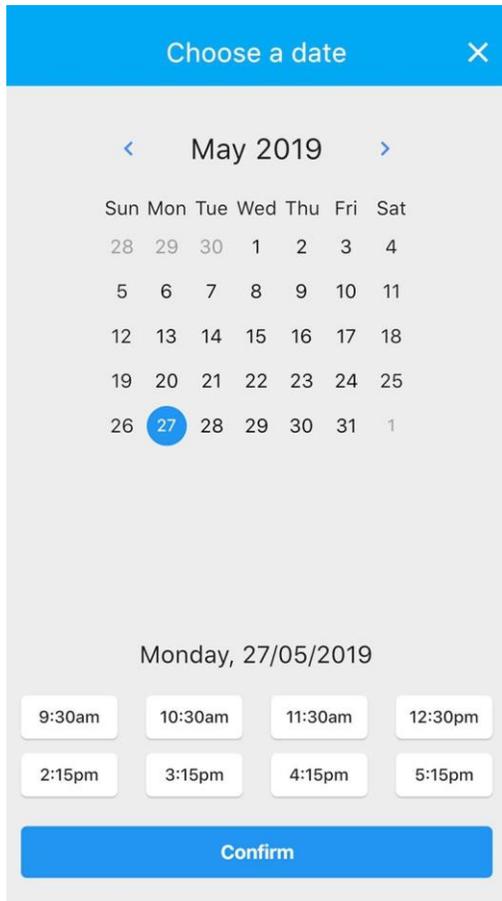
Credit Intelligence's proprietary case management platform is a proven game changer

- ✓ Developed over eight years
- ✓ Managed with minimal staff, reducing direct labour costs and delivering greater efficiency
- ✓ Records case data and any variation to the repayment plan, with notification alerts
- ✓ Provides reporting features, including overdue, progress, dividend distribution and half-yearly/annual review
- ✓ Accessible by creditors, providing greater transparency
- ✓ Automates and streamlines dividend distribution process



Development Of App To Scale Offering

Provides an enhanced Fintech offering and improved experience for existing and new users



Choose a date

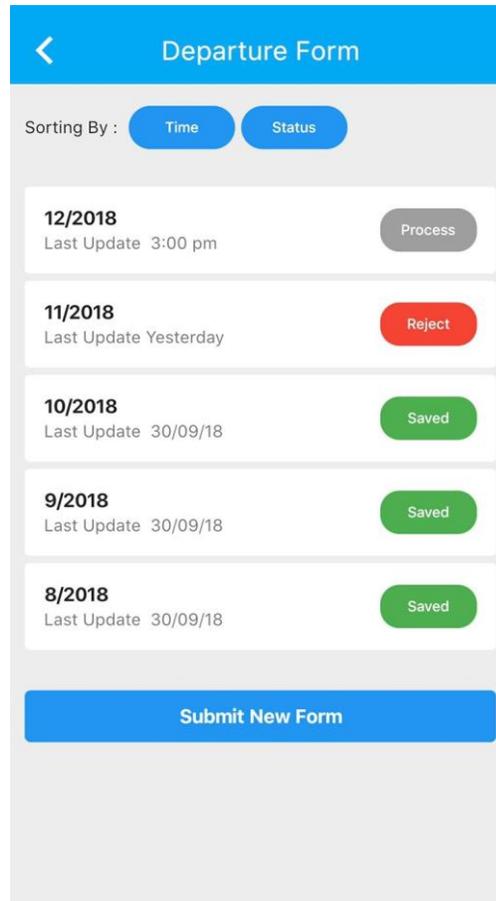
May 2019

Sun	Mon	Tue	Wed	Thu	Fri	Sat
28	29	30	1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	1

Monday, 27/05/2019

9:30am	10:30am	11:30am	12:30pm
2:15pm	3:15pm	4:15pm	5:15pm

Confirm



Departure Form

Sorting By : Time Status

12/2018	Last Update 3:00 pm	Process
11/2018	Last Update Yesterday	Reject
10/2018	Last Update 30/09/18	Saved
9/2018	Last Update 30/09/18	Saved
8/2018	Last Update 30/09/18	Saved

Submit New Form

- ✓ Intended to achieve cost efficiencies and scalability for the operations and client base over time
- ✓ Available on both IOS & Android platform
- ✓ The app provides a number of benefits, including:
 - Appointment bookings
 - Submitting forms & proofs
 - Messaging our support team
 - Receiving reminders

Asia-Pacific Expansion

AUSTRALIA & SINGAPORE



Acquisitions In Singapore

Credit Intelligence completed the acquisitions of two profitable Singapore based finance companies:

- Funded through the issue of Credit Intelligence shares and cash flow
- Highlight the acceleration of Credit Intelligence's expansion across Asia
- Provided Credit Intelligence economy of scale and earnings accretive
- The contributions to the group results for the half-year exceeded the Profit Guarantee expectations.
- Well managed and are investigating plans to grow their respective businesses.

Expansion in Australia

Credit Intelligence is actively looking at acquisitions and/or joint ventures to achieve this objective and has had preliminary discussions with a number of prospective parties.

- Leverage Experience - captured the majority of the Hong Kong market and now plans to capitalise on the Australian market opportunity by replicating its business model
- Establish Australian Presence - will establish offices in Melbourne and Sydney whilst building a dedicated Australian team led by a dedicated in-country manager
- Launch Aggressive Marketing Campaign - Campaign to initially target Australia's East Coast
- Rapid Expansion - through potential partnerships and acquisitions of suitable Australian credit funding or insolvency businesses

Financials



Profit After Tax By Segment

	HY2018 ('000)	HY2019 ('000)	%Change
Debt restructuring and personal insolvency - Hong Kong	871	1,175	+35%
Credit Funding - Singapore	No comparative	879	N/A
Other operational (CIL corporate costs)	(595)	(444)	+25%
Non-controlling interest	No comparative	(352)	N/A
Profit after tax	276	1,258	+355%

Group Financials (Half Year Ended 31 December)

Financial Overview

	HY2018 ('000)	HY2019 ('000)	% Change
Revenue	2,809	6,074	+116%
Profit before tax	492	2,096	+326%
Profit after tax attributable to members	276	1,258	+355%
Basic EPS	0.03c	0.13c	+333%
Net cash inflow from operating activities	230	777	+238%
Dividend per share*	0.12c	0.05c	-58%
Equity attributable to members	4,301	8,296	+93%

*Decrease in dividend per share reflecting the cash using as to the acquisition of two Singapore finance companies

Group Financials (Full Year Ended 30 June)



Financial Overview

	FY2018 (‘000)	FY2019 (‘000)	% Change
Revenue	4,794	6,049	+26%
Profit before tax	196	934	+377%
Profit after tax attributable to members	(228)	524	+330%
Basic EPS	(0.03c)	0.06c	+121%
Net cash inflow from operating activities*	1,562	440	-72%
Equity attributable to members	4,301	6,086	+42%

*Decrease in cash inflow reflecting an increase in expenses from the Hong Kong business and the corporate costs in Australia. To manage the expansion of the Hong Kong business, the Group has rented an additional office, increasing the rental expense for the year

Cash Flow From Operating Activities

Credit Intelligence reported an operating cash inflow for the half-year of AU\$777k, compared to AU\$440k a half-year earlier. This reflected a continuing cash generation from operation activities.

	31.12.18	30.6.19	31.12.19	%Change
Net cash inflow from operating activities	230k	440k	777k	+77%
Cash at the end of the half-year			3.09m	

Cash Flow From Operating Activities

Earnings and Capital Management

- FY2020 expect profit after tax growth of approximately 400%, compared to FY2019
- Support partnership / JV in Australia
- Inject capital / loan to Singapore's businesses
- Pay dividend to shareholders

Credit Intelligence Summary: Compelling Business Case



- ✓ Established business model with proven track record
- ✓ Disruptive case management platform provides a competitive advantage
- ✓ Significant market opportunity identified
- ✓ Experienced board and management
- ✓ Compelling valuation metrics
- ✓ Favourable macroeconomic conditions
- ✓ Expansion into new markets



Investor enquiries
Credit Intelligence Limited (ASX:CI1)

Mr Tony Ho | Chairman
tonyho@ci1.com.au

Mr Jimmie Wong | CEO
jimmiewong@ci1.com.au



Legal Disclaimer



This Investor Presentation (“Investor Presentation” or the “Document”) has been prepared by Credit Intelligence Limited (“CI1” or the “Company”) and is general background information about the Company’s activities as at the date of this Presentation. This Document is prepared for the benefit and internal use of the recipient (the “Recipient”). It is provided on a confidential basis and the Recipient cannot reproduce in whole or in part any information provided in this Investor Presentation or communicate the information of this Investor Presentation to any third party without the prior written consent of CI1. This document has been prepared on the basis of publicly available information and certain confidential information. CI1 has relied upon and assumed, without independent verification, the accuracy and completeness of all such information, including forecasts. It contains selected information and does not purport to be all inclusive or to contain all of the information that may be relevant to the document. The recipient acknowledges that circumstances may change and that this document may become out dated as a result. CI1 is under no obligation to update or correct this document. The Company, its affiliates, officers, directors, employees and agents do not accept responsibility or liability for this Investor Presentation or its contents (except to the extent that such liability cannot be excluded by law). No representation or warranty is made as to the Investor Presentation’s accuracy or completeness and CI1 assume no obligation to update the Investor Presentation’s information contained herein. Any requests for information in connection with this document should be addressed directly to CI1 and to no other party.

This Investor Presentation may contain forward-looking statements that involve risks, uncertainties and other factors concerning, among other things, the Company’s expected financial performance and strategic operational plans. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of CI1. The Company’s actual results could differ materially from the results expressed or implied by such forward-looking statements, and reported results should not be considered as an indication of future performance. It is not possible to accurately predict the future revenues or profitability of the Company or whether any revenues or profitability will eventuate. The business of the Company is dependent upon a number of factors and many of these factors are outside the control of the Company.

Nothing in this Investor Presentation constitutes the provision of financial or legal advice. The Recipient should consider its own financial situation, objectives and needs, and conduct its own independent investigation and assessment of the contents of this document, including obtaining investment, legal, tax, accounting and such other advice as it considers necessary or appropriate. Further, nothing in this Investor Presentation constitutes an offer for the sale of securities. This Investor Presentation does not constitute an offer or invitation in any place in which, or to any person to whom, it would not be lawful to make such an offer or invitation. The distribution of this Investor Presentation (including in electronic form) outside Australia may be restricted by law and persons who come into possession of this Investor Presentation outside Australia should seek advice on and observe any such restrictions. Any failure to comply with such restrictions may constitute a violation of applicable securities laws.