

ASX / MEDIA RELEASE  
30 APRIL 2024

## QUARTERLY ACTIVITIES REPORT FOR THE PERIOD ENDED 31 MARCH 2024

### Operational Highlights:

- Cash receipts from the Tax product in line with expectations for the off-peak season for tax lodgements, noting however that it is up 80% on pcp and demonstrates wider general growth for the Company
- Registered users on the One Click Life Platform continued to grow even with reduced marketing spend in the quieter period of the year
- Focus on improving and expanding the One Click Group product suites
- Company remains adequately funded in the lead up to the busy Tax lodgement period commencing in July where the Company generated over \$3m in revenue the half to December 23 and is expecting even further growth this year

### Outlook and Key Objectives:

- Continue to grow user numbers through digital marketing strategy
- Continue to pursue growth in revenue from existing and new users that are yet to lodge their 2023 tax return
- Continue to improve existing product ecosystem and expand products available on the One Click Life platform with the intention of allowing our customers to manage all of their financial life through One Click Life
- Continue to seek distribution opportunities for the One Click Verify digital identity verification platform

**One Click Group Limited (ASX: 1CG)** ("Company"), a fast-growing finance and life admin technology platform, is pleased to provide shareholders with an overview of its activities for the period ended 31 March 2024 ("Quarter").

### Management commentary:

**Managing Director, Mark Waller said:** "A key focus for the March Quarter was to continue to improve and expand the product suite available on the One Click Life fintech platform. The opportunity to simplify our customers financial life is extremely motivating for the One Click team. The quieter quarter due to the cyclical nature of demand for tax services provides us the

<sup>(1)</sup> Unaudited

<sup>(2)</sup> Unaudited revenue / total users at year end

<sup>(3)</sup> Excluding costs associated with the rights issue

*opportunity to focus on our fintech platforms and improve both the user experience and suite of products available.*

*Cash receipts were up 80% when compared to prior corresponding quarter. This is the company's quietest quarter and the bulk of cash receipts hit in the September quarter whereby the company expects a strong positive cash operating quarter and growth on the previous year where we achieved \$2.7m of revenue.*

*Registered users on the One Click Life platform continued to grow during the quarter with minimal marketing spend. We also continue to see demand in financial products outside of our tax products further validating our business model.*

*We continue to improve our One Click Verify platform with revenues on this platform continuing to grow. We will continue to seek opportunities to distribute our product both direct to market and through integrations into existing platforms with established customer bases who have a need to identify their customers."*

### **Operational overview:**

The key focus areas of the Quarter was on improving the product suites, continuing to grow registered user numbers on One Click Life and continuing to generate revenue from each of our platforms.

During the quarter we released our 2023 financial year results with key highlights being;

- 144% growth in revenue to \$3.9m in 2023 up from \$1.6m in 2022,
- 85% growth in user numbers to over 120,000 users, and
- the increase in Average Revenue Per User (ARPU) to \$32.

The work we are undertaking now to improve and expand our product suites is aimed to improving our ARPU as our user numbers grow through 2024.

### **One Click Life**

The One Click Life tax product is the largest revenue generating product on the One Click Life platform. Due to the cyclical nature of demand for tax services, the bulk of the Company's revenue is generated in the July to September quarter with the quietest quarter being the March quarter. This has provided the ability to focus on improving the tax product and user experience on the One Click Life platform.

User acquisition was in line with expectations during the quarter. Looking ahead the number of marketing campaigns and digital marketing platforms One Click Life engages with will increase into the June quarter assisting in growing new user awareness and acquisition during 2024.

As well as improving the existing product suite available on the One Click Life platform, the company is also focussed on expanding the products available to assist customers in managing their financial lives in a simple, low cost, mobile first platform.

**Your Financial Life *MADE SIMPLE***

One Click Life is part of the way through a journey to create an ecosystem of products which will eventually enable our customers to manage their financial life on the One Click Life platform.

Providing our customers with a platform to manage all of their financial life in a simple format from their mobile phones is a key motivating driver for the One Click Life team.



The benefit of this expanded ecosystem of products for our customer, is a simple financial life. The benefit to One Click Group is that as user numbers grow we continue to increase both the average revenue per user and lifetime value of our fast-growing customer base.

### One Click Verify

During the Quarter the One Click Verify Digital Identity Verification platform continued to be enhanced to improve the way our customers consume the services available on this platform.

Sales efforts continue to be targeted towards integrations with other platforms to assist with the distribution of the One Click Verify products whilst we continue to commercialise through selling direct to market.

For more information on the One Click Verify platform, visit the website here: <https://oneclickverify.com.au/>.

## **Outlook:**

The One Click Life platform experienced significant user growth in 2023, growing by almost 55k new users. This creates an exceptional opportunity for the platform to build on what was achieved in 2023 and improve even more in 2024. User growth will look to be improved again into 2024 by expanding the use of our current digital marketing platforms as well as expand into new platforms we are not present on.

The Company will continue to invest in improving the existing product ecosystem available on One Click Life as well as user experience on the platform. We will also continue the work on expanding the products available on the platform. This will both assist our customers managing their financial lives in a simpler format than they do currently, and also contribute to positive commercial outcomes for the One Click Life platform.

For One Click Verify, the focus will continue to be on distribution of the platform. We will continue with current activities to attract new customers directly and look for opportunities to integrate with existing platforms for distribution of the product suite.

## **Appendix 4C Quarterly Cash Flow:**

The Company's Appendix 4C Quarterly Cash Flow Report for the quarter ended 31 March 2024 accompanies this announcement, highlighting a cash balance of \$0.7m.

The Company experiences seasonality of both its revenue and marketing expenditure, with the One Click Tax suite of products being its main source of income presently and marketing efforts tied to acquiring new registered users to complete their tax returns.

In addition to the Appendix 4C, the Company provides the following supplementary information pursuant to Listing Rule 4.7C.

During the Quarter the Company expended a net total of \$546,000 on the operations of the Company. This was comprised of research and development costs (\$164,000), advertising and marketing expenses (\$115,000), leased asset costs (\$34,000), staff costs (\$221,000), finance cost (\$2,000), administrative and corporate costs (\$293,000), receipts from customers (\$281,000), and interest received (\$2,000).

The payments included at section 6.1 of the attached Appendix 4C relate to Director fees (\$125,000), Company Secretarial and corporate services fees (\$37,000), and lease payments (\$34,000).

## Use of Funds:

The following table sets out the Company's actual cash expenditure for the period from 27 September 2022 (being the date of re-admission) to 31 March 2024, against the proposed use of funds as set out in the Replacement Prospectus dated 15 July 2022 ("Prospectus").

| Description of use of funds               | Funds allocated under Prospectus<br>\$A <sup>1</sup> | Actual funds<br>expended from re-<br>admission to 31<br>March 2024<br>\$A <sup>1</sup> |
|---|--|--|
| Marketing                                 | 2,000,000  | 3,174,658  |
| Product development                       | 1,500,000  | 1,131,949  |
| Corporate and administration <sup>2</sup> | 400,000  | 2,451,248  |
| Lodging patents                           | 250,000  | 0  |
| Working capital                           | 1,144,000  | 2,152,651  |
| Expenses of the offer and the acquisition | 590,000 <sup>3</sup>                                 | 658,810  |
|   | <b>5,884,000</b>                                     | <b>9,569,316</b>   |

### Notes:

1. The above table shows cash outflows only and does not contemplate the impact of cash inflows from sales and other income. Cash inflows over the Quarter have been \$281,000 in receipts from customers and interest received of \$2,000.
2. Administration costs include the general costs associated with the management and operation of the Company's business including administration expenses, management salaries, directors' fees and salaries, rent and other associated costs. The funds expended do not take into account the receipt of revenue and other income items that are used to pay for these costs. Expenditure from Corporate and Administration costs should be viewed with use of funds from Working Capital.
3. Refer to Section 11.13 of the Prospectus for detail.

This ASX Announcement has been authorised for release by the Board.

For further information please contact:

### One Click Group Limited

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### About One Click Group

[One Click Life](#) is a fast-growing Australian based financial technology platform positioned to disrupt and capitalise on the increasing market demand for online self-directed digital financial and life admin services.



The platform's primary competency and revenue stream at the moment is online tax. The One Click Life platform now contains a lending competency and a number of other products for users, with online wills and private health insurance already available with more new products to come in the future. One Click Life aims to be the go to platform where Australian's can manage all of their financial life in a simple, low-cost, mobile first platform.

[One Click Verify](#) is a digital identity verification platform allowing businesses to digitally identify their customers as part of an onboarding or transaction process.



## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

One Click Group Limited

**ABN**

52 616 062 072

**Quarter ended ("current quarter")**

31 March 2024

| <b>Consolidated statement of cash flows</b>               | <b>Current quarter<br/>\$A'000</b> | <b>Year to date<br/>(3 months)<br/>\$A'000</b> |
|---|------------------------------------|--|
| <b>1. Cash flows from operating activities</b>            |                                    |  |
| 1.1 Receipts from customers                               | 281                                | 281  |
| 1.2 Payments for  |                                    |  |
| (a) research and development                              | (164)                              | (164)  |
| (b) product manufacturing and operating costs             | 0                                  | 0  |
| (c) advertising and marketing                             | (115)                              | (115)  |
| (d) leased assets   | (34)                               | (34)   |
| (e) staff costs   | (221)                              | (221)  |
| (f) administration and corporate costs                    | (293)                              | (293)  |
| 1.3 Dividends received (see note 3)                       | 0                                  | 0  |
| 1.4 Interest received                                     | 2                                  | 2  |
| 1.5 Interest and other costs of finance paid              | (2)                                | (2)  |
| 1.6 Income taxes paid                                     | 0                                  | 0  |
| 1.7 Government grants and tax incentives                  | 0                                  | 0  |
| 1.8 Other (Proposed RTO Acquisition Transaction costs)    | 0                                  | 0  |
| <b>1.9 Net cash from / (used in) operating activities</b> | <b>(546)</b>                       | <b>(546)</b>                                   |

|  |   |   |
|--|---|---|
| <b>2. Cash flows from investing activities</b> |   |   |
| 2.1 Payments to acquire or for:                |   |   |
| (a) entities                                   | 0 | 0 |
| (b) businesses                                 | 0 | 0 |
| (c) property, plant and equipment              | 0 | 0 |
| (d) investments                                | 0 | 0 |
| (e) intellectual property                      | 0 | 0 |

| <b>Consolidated statement of cash flows</b>                   | <b>Current quarter<br/>\$A'000</b> | <b>Year to date<br/>(3 months)<br/>\$A'000</b> |
|---|------------------------------------|--|
| (f) other non-current assets                                  | 0                                  | 0  |
| <b>2.2 Proceeds from disposal of:</b>                         |                                    |  |
| (a) entities  | 0                                  | 0  |
| (b) businesses  | 0                                  | 0  |
| (c) property, plant and equipment                             | 0                                  | 0  |
| (d) investments   | 0                                  | 0  |
| (e) intellectual property                                     | 0                                  | 0  |
| (f) other non-current assets                                  | 0                                  | 0  |
| <b>2.3 Cash flows from loans to other entities</b>            | <b>15</b>                          | <b>15</b>                                      |
| <b>2.4 Dividends received (see note 3)</b>                    | <b>0</b>                           | <b>0</b>                                       |
| <b>2.5 Other (cash acquired on acquisition of subsidiary)</b> | <b>0</b>                           | <b>0</b>                                       |
| <b>2.6 Net cash from / (used in) investing activities</b>     | <b>15</b>                          | <b>15</b>                                      |

|   |            |            |
|---|------------|------------|
| <b>3. Cash flows from financing activities</b>  |            |            |
| 3.1 Proceeds from issues of equity securities (excluding convertible debt securities)       | 0          | 0          |
| 3.2 Proceeds from issue of convertible debt securities                                      | 0          | 0          |
| 3.3 Proceeds from exercise of options   | 0          | 0          |
| 3.4 Transaction costs related to issues of equity securities or convertible debt securities | 0          | 0          |
| 3.5 Proceeds from borrowings  | 200        | 200        |
| 3.6 Repayment of borrowings   | 0          | 0          |
| 3.7 Transaction costs related to loans and borrowings                                       | 0          | 0          |
| 3.8 Dividends paid  | 0          | 0          |
| 3.9 Other (provide details if material)   | 0          | 0          |
| <b>3.10 Net cash from / (used in) financing activities</b>                                  | <b>200</b> | <b>200</b> |

|   |       |       |
|---|-------|-------|
| <b>4. Net increase / (decrease) in cash and cash equivalents for the period</b> |       |       |
| 4.1 Cash and cash equivalents at beginning of period                            | 1,063 | 1,063 |
| 4.2 Net cash from / (used in) operating activities (item 1.9 above)             | (546) | (546) |

| <b>Consolidated statement of cash flows</b> |  | <b>Current quarter<br/>\$A'000</b> | <b>Year to date<br/>(3 months)<br/>\$A'000</b> |
|---|--|------------------------------------|--|
| 4.3   | Net cash from / (used in) investing activities (item 2.6 above)  | 15                                 | 15   |
| 4.4   | Net cash from / (used in) financing activities (item 3.10 above) | 200                                | 200  |
| 4.5   | Effect of movement in exchange rates on cash held                | 0                                  | 0  |
| <b>4.6</b>                                  | <b>Cash and cash equivalents at end of period</b>                | <b>732</b>                         | <b>732</b>                                     |

| <b>5. Reconciliation of cash and cash equivalents</b><br>at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts | <b>Current quarter<br/>\$A'000</b> | <b>Previous quarter<br/>\$A'000</b> |
|--|------------------------------------|-------------------------------------|
| 5.1 Bank balances  | 759                                | 1,091                               |
| 5.2 Call deposits  | 5                                  | 5                                   |
| 5.3 Bank overdrafts  | 0                                  | 0                                   |
| 5.4 Other (credit card)  | (32)                               | (33)                                |
| <b>5.5 Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>   | <b>732</b>                         | <b>1,063</b>                        |

| <b>6. Payments to related parties of the entity and their associates</b>   | <b>Current quarter<br/>\$A'000</b> |
|--|------------------------------------|
| 6.1 Aggregate amount of payments to related parties and their associates included in item 1  | 196                                |
| 6.2 Aggregate amount of payments to related parties and their associates included in item 2  | 0                                  |
| <p>Payments at section 6.1 relate to director fees (\$125,000), corporate services and company secretarial fees (\$37,000), and lease payments (\$34,000).</p> |                                    |

## Quarterly cash flow report for entities subject to Listing Rule 4.7B

| <b>7. Financing facilities</b>   | <b>Total facility amount at quarter end \$A'000</b>   | <b>Amount drawn at quarter end \$A'000</b> |
|--|---|--|
| <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> |   |  |
| <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>  |   |  |
| 7.1 Loan facilities  | 0   | 0  |
| 7.2 Credit standby arrangements  | 0   | 0  |
| 7.3 Other (please specify)   | 0   | 0  |
| 7.4 <b>Total financing facilities</b>  | 0   | 0  |
| 7.5 <b>Unused financing facilities available at quarter end</b>  |   | 0  |
| 7.6  | Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well. |  |
|  |   |  |

| <b>8. Estimated cash available for future operating activities</b>  | <b>\$A'000</b>   |
|---|--|
| 8.1 Net cash from / (used in) operating activities (item 1.9)   | (546)  |
| 8.2 Cash and cash equivalents at quarter end (item 4.6)   | 732  |
| 8.3 Unused finance facilities available at quarter end (item 7.5)   | 0  |
| 8.4 Total available funding (item 8.2 + item 8.3)   | 732  |
| 8.5 <b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>   | 1.3  |
| <i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>                              |  |
| 8.6   | If item 8.5 is less than 2 quarters, please provide answers to the following questions:  |
| 8.6.1   | Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?  |
| Answer: No. Due to the cyclical nature of demand from the Company's main product – Individual tax returns, it is expected that cash receipts will increase in the current quarter and significantly increase in the July to September quarter.  |  |
| 8.6.2   | Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful? |
| Answer: N/A   |  |
| 8.6.3   | Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?  |
| Answer: Yes. Due to the cyclical nature of demand from the Company's main product – Individual tax returns, it is expected that cash receipts will increase in the current quarter and significantly increase in the July to September quarter. |  |
| <i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>  |  |

## Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 30 April 2024  
.....

Authorised by: The Board of Directors  
.....

(Name of body or officer authorising release – see note 4)

## Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.