

Investor Presentation

Complii FinTech Solutions Limited (CF1.ASX) is pleased to release a copy of its latest investor presentation.

This announcement is authorised by the Board of Complii Fintech Solutions Limited.

- ENDS -

For more information please contact:



Craig Mason
Executive Chairman

0437 444 881
investors@complii.com.au



Alison Sarich
Managing Director

(02) 9235 0028
investors@complii.com.au



Complii

FinTech Solutions Ltd


Investor Presentation

November 2021

A digital platform providing an electronic centralised framework to manage AFSL (Stockbroker/Financial Planner/Adviser) centric workflows for compliance, capital raising and operational efficiencies. Introducing a new platform for trading unlisted securities

 **103+**
Investment and advisory
firm clients


 **\$14.6b**
Capital raised
through AdviserBid in FY21

 **10,500+**
Number of **users & Network**
Members

 **383**
Companies on **PrimaryMarkets**
Platform since commencement

 **110,000+**
Number of **Investor subscribers**

 **119**
Investor Network Countries
via PrimaryMarkets Platform

 **73%**
Complii Annual Recurring
Revenue **Increase**
in FY21

The Complii customisable software provides a single desktop solution to meet business, compliance and operational needs at organisation, adviser, client and investor levels.

PrimaryMarkets acquisition means Complii Group now provides a global trading platform for unlisted securities.

Product Highlights include:



Client account creation with automatic AML checking Back Office Integration – Full client view and access including reporting



Automates, records and reports on regulation obligations by profiling and ensuring ongoing compliance is carried out at both client and organisational levels.



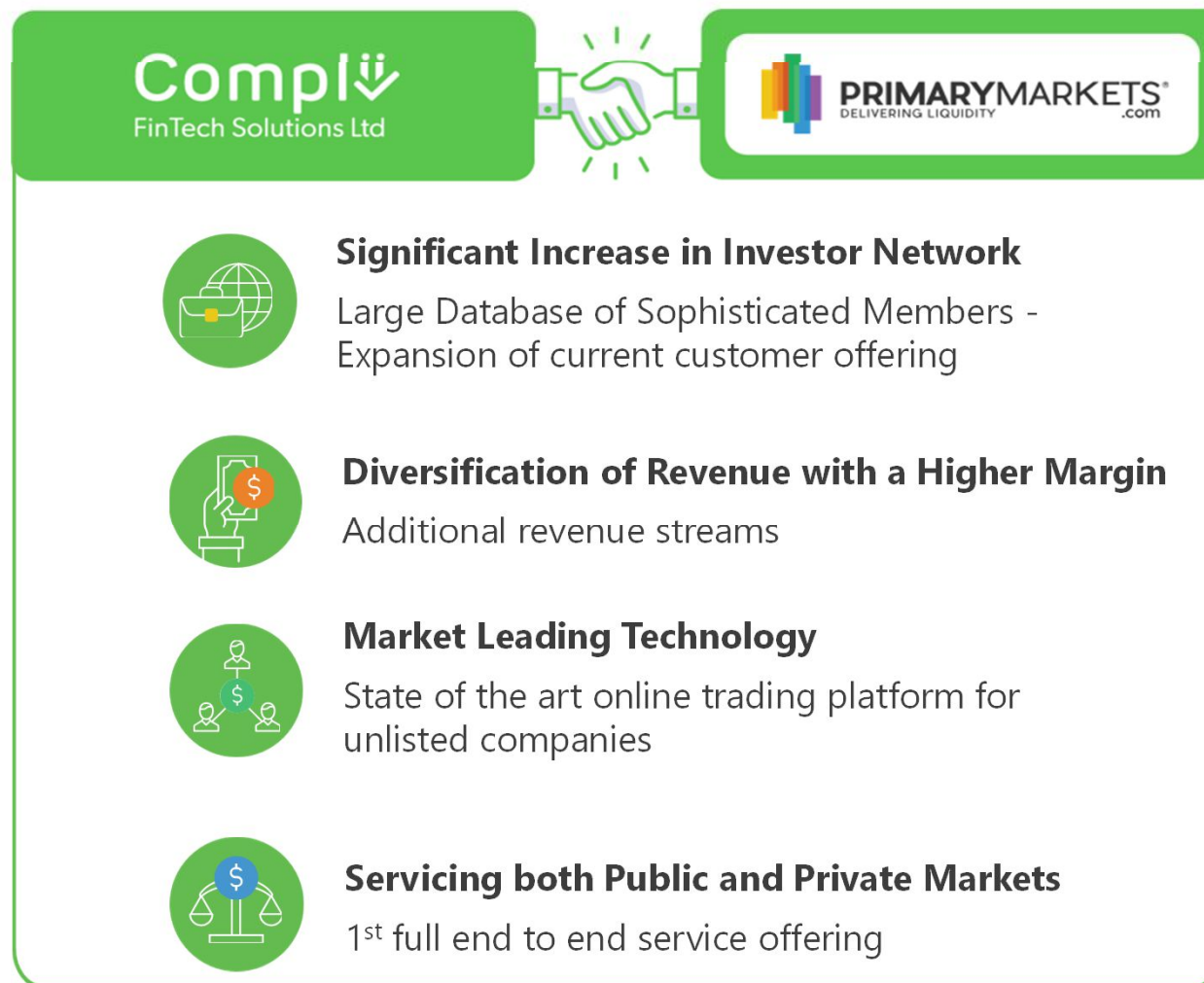
Automated end-to-end capital raising solution from live client and/or adviser bidding, offer letter generation and electronic client acceptance for both retail and institutional clients.



Global Trading Platform for Unlisted Securities - Private Trading Hubs, Secondary Shares and Unicorns



E-learning and CPD management inline with FASEA requirements



PrimaryMarkets provides a Global Trading Platform for Private Companies



Liquidity & Monetisation

Ability for shareholders/directors/founders to sell down positions



Access to New Capital

Access to active investors in private markets



Cornerstone Investors

Private equity looking to take cornerstone investment positions



Diversification of Shareholders

New shareholders diversity
Expansion of shareholder base and investor spread pre-IPO



Global Investor Base

Enhances connectivity and brand awareness



Significant Time/Cost Savings

Significantly cheaper and faster than listing on ASX



ASX Company Offering

Captured Investor base provides effective way to promote company



Employee Benefits

Allow employees to monetise their equity anytime and to incentivise/attract new talent

Pro Forma Group Profit and Loss – FY21 & Q1 FY22

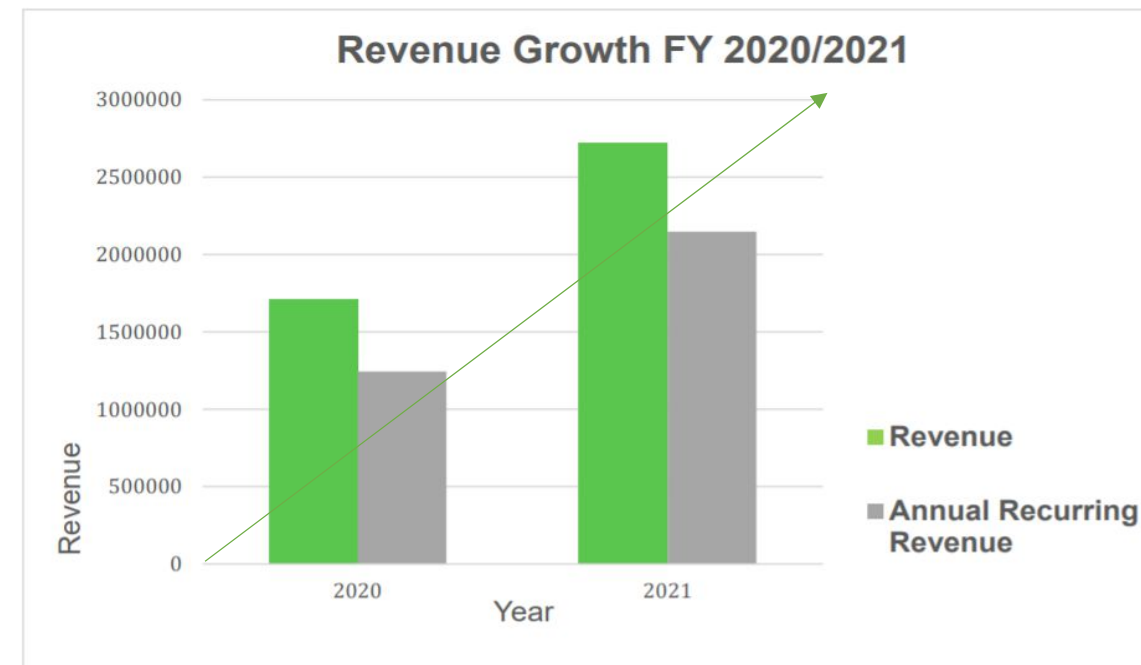
	Complii FY21	Complii Group Q1 FY22 – Consolidated for PM Financials
Revenue	\$2,721,358	\$1,760,587 **
Expenses	\$6,915,598	\$2,179,925
Net Profit	(\$4,194,240)	\$(419,339)

Source:

- Quarter 1 FY22 unaudited management accounts of Complii & PrimaryMarkets
- FY21 Audited Financial Accounts

** Excludes R&D Grants for Quarter 1 FY22

Complii Revenue Increase *



* Excludes PrimaryMarkets FY21 Revenue

Digital software platform designed to automate, record and report on compliance obligations

 **Complii Compliance**

Automated distribution of corporate deals for bidding and electronic bid acceptance

 **Complii AdvisorBid**

Secure portal with inbuilt advisor messaging that provides access to portfolio, ledgers and account balance

 **Complii Online Portfolio**

A Risk Management Platform, creating objects and associated workflows, designed to identify and mitigate risks

 **Complii Risk Management**

Know your client and monitor trading activity, with alerts to suspicious trading and screening of investors

 **Complii Financial Crimes**

Complii
FinTech Solutions Ltd

Establish new client accounts, KYC checks and automated broker account opening



A platform enabling the trading of securities in unlisted companies.





Electronic Client Engagement / Fact Find & Step-by-step guide for Paraplanning requests


Back Office Online Management

Aggregates CPD content from over 200 financial services content providers and manages Adviser CPD obligations

Caddie

In Development

-  **Complii Complaints**
(Dec 21)
-  **Complii Staff Trading**
(Dec 21)
-  **Complii Design and Distribution Obligations**
(Mar 21)
-  **Complii Customer Relationship Management**
(Apr 21)

Complii's Product competitive advantages sets it apart from other market offerings



Modular design

Pay for what you use



Extensive functionality

Works for financial advisers



Automated workflow

Huge Administrative Savings



Flexible API

Integrates data sources – Cut to fit



iOS/Android APP

White labelled
Secure account access



- ii Sales Growth
- ii FinTech digital solution and service provider
- ii Revenues primarily through recurring subscription fees
- ii Fees charged on a module and user basis
- ii Ongoing R&D, investing in new modules and expanded services
- ii Positioned for accelerated growth in new customers and upselling
- ii Strong pipeline for customer signings as proven track record
- ii New transactional revenue line

Customer Examples



crestone.



Improved Compliance Standards Driven by the FASEA and the Financial Services Royal Commission (2017-19) and continuous ongoing changes to AFSL obligations

INCREASED REGULATORY OBLIGATIONS



Increased control to the quality of advice



Non conflicted advice and independent systems



Full disclosure with clear and precise client documentation



Licencing, ethics and training standards



Wholesale



Investor qualifications

CHANGING LANDSCAPE



Greater competition reducing service fees



Increased regulations = Increased cost structure

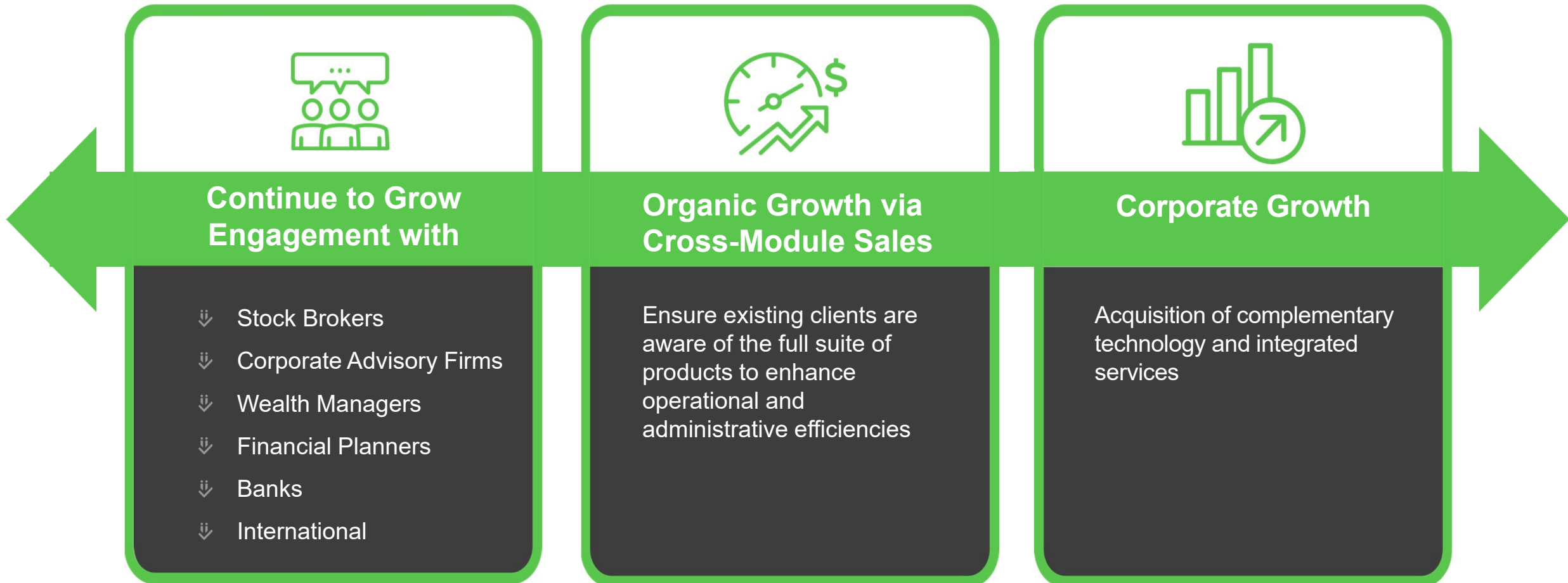


Demand for digital solutions to reduce cost and improve operational efficiency

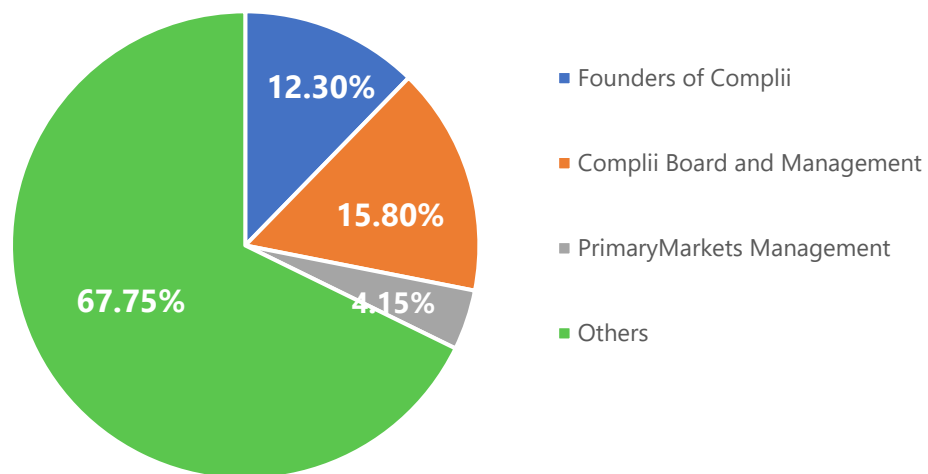


ASIC and financial services industry collaborating to evolve digital strategy

Growth strategy is a layered approach, to build recurring subscription revenue



Shareholding Post Transaction



Total Shares on Issue = 410.15M

PrimaryMarkets shareholders to represent circa 25% of post transaction shareholding in Complii.

Capital Structure Post Transaction (Indicative)

Description	Amount
ASX Code	CF1
Share price (2 Nov)	\$0.056
Shares on Issue	410.15M
Market Capitalisation	\$22.56M



Craig Mason
Executive Chairman

Craig has over 30 years' experience in the finance industry in various capacities and has been involved in guiding transformational changes in financial Advisory administration which have shaped the industry over this time. As a former Chairman of Pershing Securities Australia Ltd, Craig has a demonstrable track record in building market leading businesses in financial services administration.



Alison Sarich
Managing Director

Alison brings strong relationship management and operations experience in the finance industry to the everyday running of Complii. Prior to joining Complii, Alison worked at Pershing Securities Australia. Working alongside Craig Mason at Pershing she has firsthand experience in driving a financial services firm to become an industry leader.



Gavin Solomon
Executive Director

Gavin founded PrimaryMarkets in 2016. As Executive Chairman of PrimaryMarkets, Gavin has overseen the platform's growth culminating in the Complii Group's acquisition. He has 35 years experience in Australian and Asian equity markets and was previously the Managing Director of Helmsec Global Capital, an ECM group responsible for raising >\$1.7B between 2008-2015.



Nick Prosser
Non-Executive Director

Nick is a fintech specialist with over 20 years experience. He was the founder of ThinkCaddie, a business which offers and manages continuous professional development (CPD) training for financial advisors which is now a wholly owned subsidiary of the Complii Group. Nick is currently a Non-Executive Director of ASX-listed health technology business Advanced Human Imaging Ltd (ASX: AHI).



Greg Gaunt
Non-Executive Director

Greg is a former Executive Chairman of the law firms Lavan and HHG Legal Group and possesses longstanding experience in the management of law firms where he attained broad business experience across many different sectors. Greg graduated from the University of Western Australia and currently sits on the Curtin Business School Asia Business Advisory Board and the Advisory Board of the Catholic Development Fund.



Contact Information



Alison Sarich
Managing Director

Complii Fintech Solutions
0488 327 688

alison@complii.com.au
www.complii.com.au



Craig Mason
Executive Chairman

Complii Fintech Solutions
0437 444 881

craig@ckmason.com
www.complii.com.au



Lucas Robinson
Investor Relations

Corporate Storytime
0408 228 889

lucas@corporatestorytime.com

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