

QUICKFEE Q2 FY24 BUSINESS UPDATE

23 January 2024

President, North America, **Jennifer Warawa**
Chief Financial Officer, **Simon Yeandle**



Record Q2 revenue driven by growth in QuickFee Finance



Group revenue up 38% on the prior corresponding period (pcp) to \$5.1 million:

- + US Finance revenue up 58% on pcp: Total Transaction Values (TTV) up 45% and revenue yield up 70 bps
- + Australia Finance revenue up 55% on pcp: TTV up 23% and revenue yield up 280 bps
- + US Pay Now revenue up 20% on pcp



New US sales strategy delivering results

- + Record Finance volume in the month of December 2023 of US\$ 3.3 million
- + Strategic partnerships with Allinial Global and IRIS Software Group are progressing well



Increased demand for AU Finance in mature market

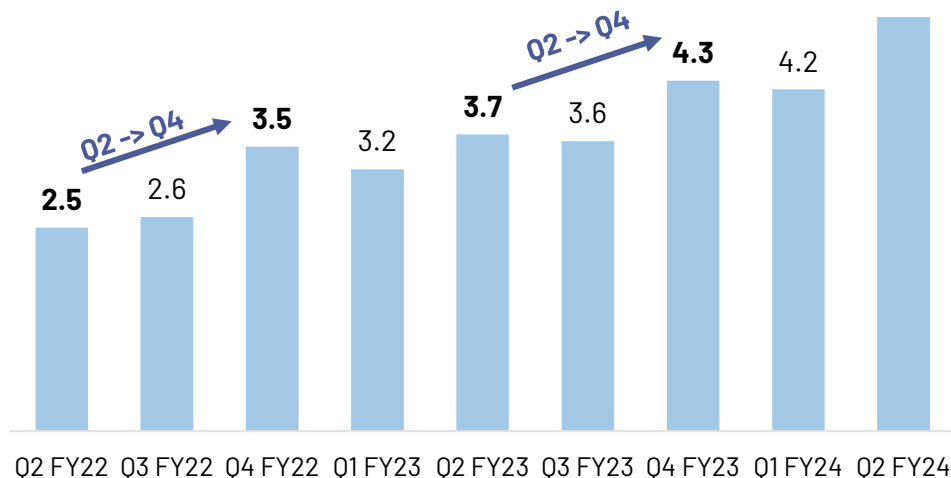
- + Strong demand for solutions which improve cash flow in a higher interest rate environment
- + Finalised A\$10 million facility to support fast growth in the Australian legal disbursement funding product
- + Provides immediate additional liquidity of A\$4.3 million cash



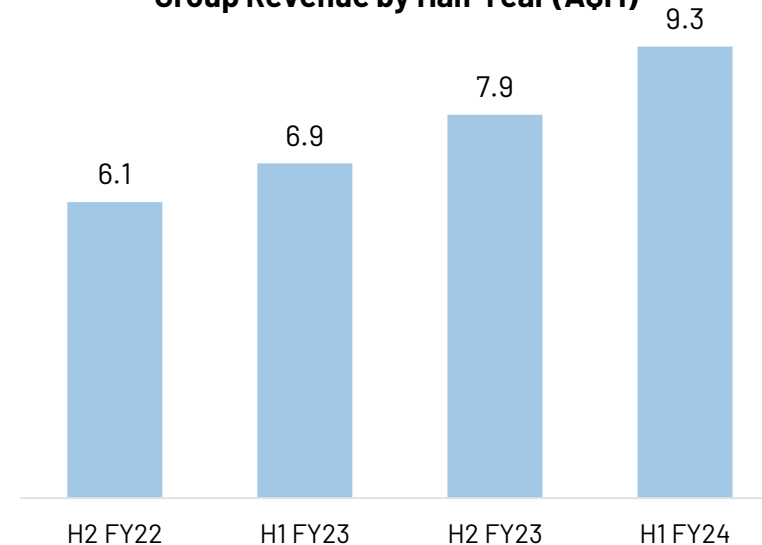
Continue tracking towards operating profitability, with H2 FY24 expected to be stronger than H1 FY24

Strong revenue growth expected to continue

Group Revenue by Quarter (A\$M)¹



Group Revenue by Half Year (A\$M)¹



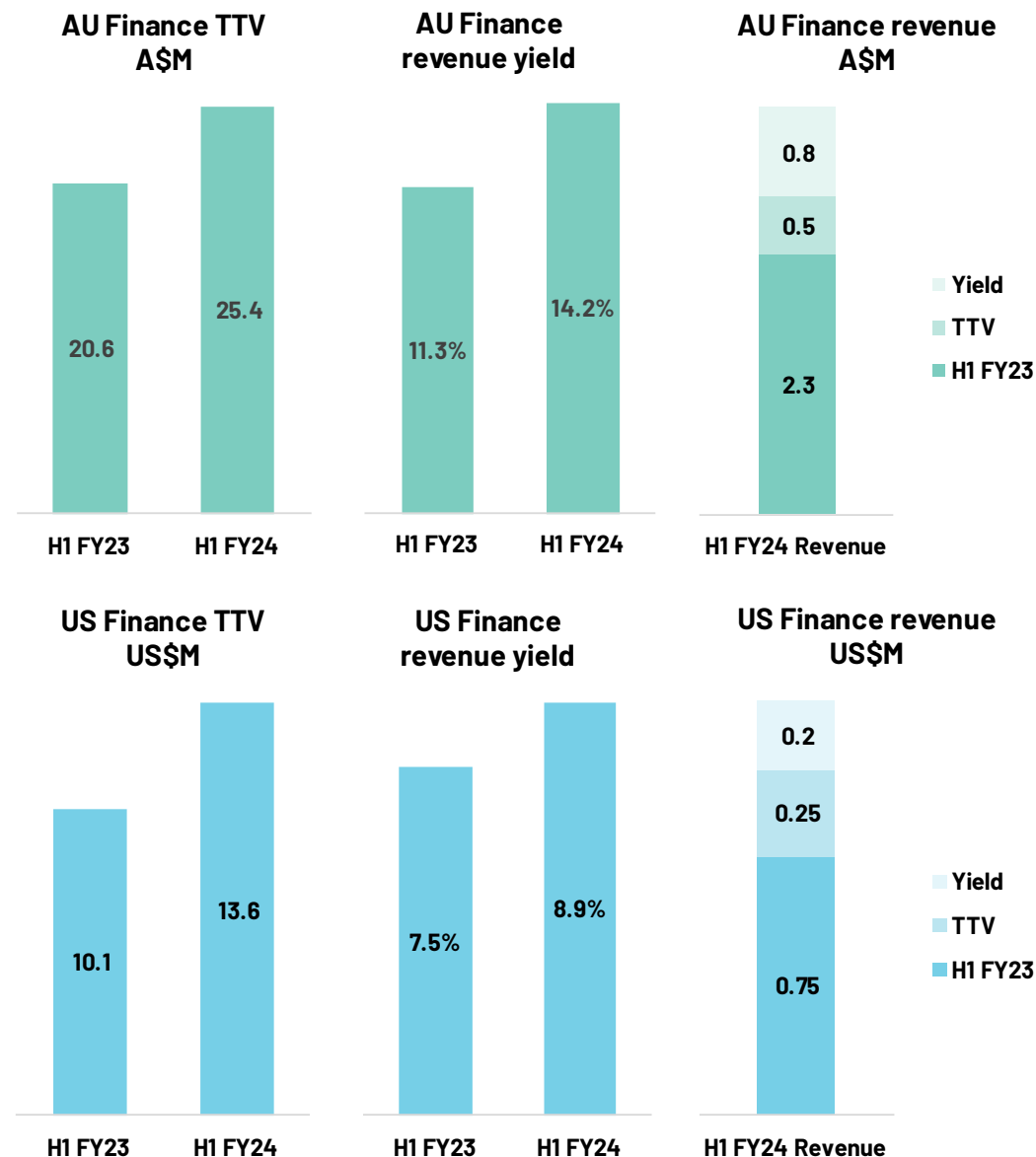
Seasonality

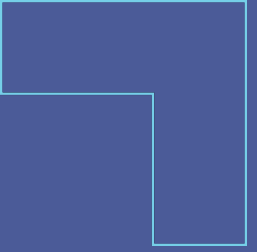
- + Revenue stronger in Q2 and Q4, due to Pay Now seasonal volumes; Q4 traditionally stronger than Q2
- + **Q1:** US northern hemisphere summer, AU start of financial year
- + **Q3:** US tax season runs 1 January – 15 April, AU summer break
- + **Q2:** US lead-up to 1 January tax season start, AU lead up to summer break
- + **Q4:** US out of tax season and billing backlog, AU lead up to EOFY

QuickFee Pay Over Time (Finance)

Revenue growth driven by both volume & yield

- + In both markets, revenue growth has come from both TTV growth and yield improvements
- + Yield improvements are driven primarily by increases in interest rates charged to clients of firms
- + Interest rate increases were made in October 2022 and July 2023
- + Interest revenue on loans is recognised over the life of the loans, so the effect of recent rate increases will be seen well into FY24





WHAT WE DO



The QuickFee Platform

QuickFee offers multiple easy ways for clients to pay the firm. The firm is paid upfront within three business days – boosting cash flow and reducing aging A/R.

PAY NOW



EFT/ACH + CARD

Traditional method of payments with transparency of fees

- + One payment link to securely accept online credit card, debit card, or ACH/eCheck
- + No caps on EFT/ACH processing or maximums on invoicing
- + Credit card surcharge paid by the client

PAY OVER TIME



FINANCE

Proprietary solution offered by QuickFee (a unique offering in the US)

- + Get paid upfront every time and give extra breathing room for good clients who fall behind
- + Generate client payment plans with 3, 6, 9, or 12-month terms.
- + No cost to the Firm
- + No credit checks or lengthy applications for clients
- + Guaranteed by the firm

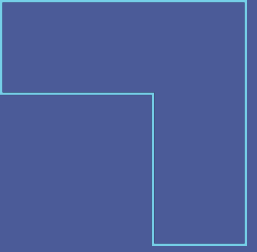
CONNECT (US only)



INTEGRATION + AUTOMATION

An easy way to automate the entire bill-to-cash workflow

- + Save hours of unbillable time and make the switch to e-invoicing
- + Set automated email reminders to help clients pay on time
- + Clients get personalized invoice links so they can pay in 1 click
- + Integrations with leading practice management solutions



REVENUE GROWTH IN THE US



New sales strategy driving revenue growth in US



Transformed and optimized sales and customer success teams

- + Redesigned and implemented new remuneration structure to align commissions with high quality transaction volume
- + Tailored sales and marketing messaging to position QuickFee Finance as the key differentiator and value driver for QuickFee
- + Gained positive traction with existing customer signups on Connect to automate e-invoicing process
- + Implemented new sales and customer success tech stack foundation to drive scale through predictable, repeatable and highly efficient processes



Aggressively pursuing new 'one to many' partnership opportunities

- + Strategic partnerships with Allinial Global and Iris Software Group are progressing well
- + Strengthened relationship with BDO Alliance and its members, raising brand awareness and opportunities to acquire new customers
- + Invited to participate and present in key thought leadership events and panels



Improved digital marketing strategy

- + Continue to refine and optimise digital marketing strategy to strengthen brand awareness and build pipeline

Led by QuickFee Finance



Key differentiator in competitive payments market

Revenue yields on the Finance product are approximately 25x those of Pay Now

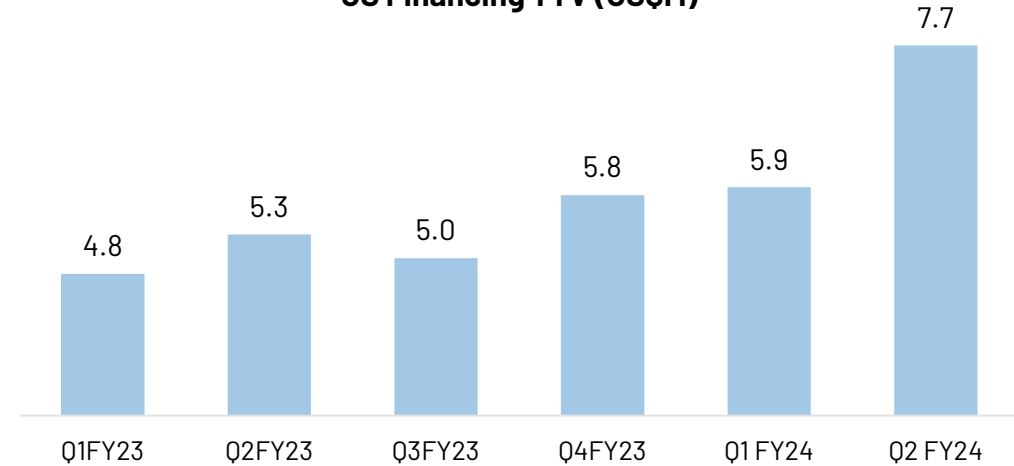
New sales commission plans reward:

- + New firms signing up to Finance
- + Existing firms Finance volume

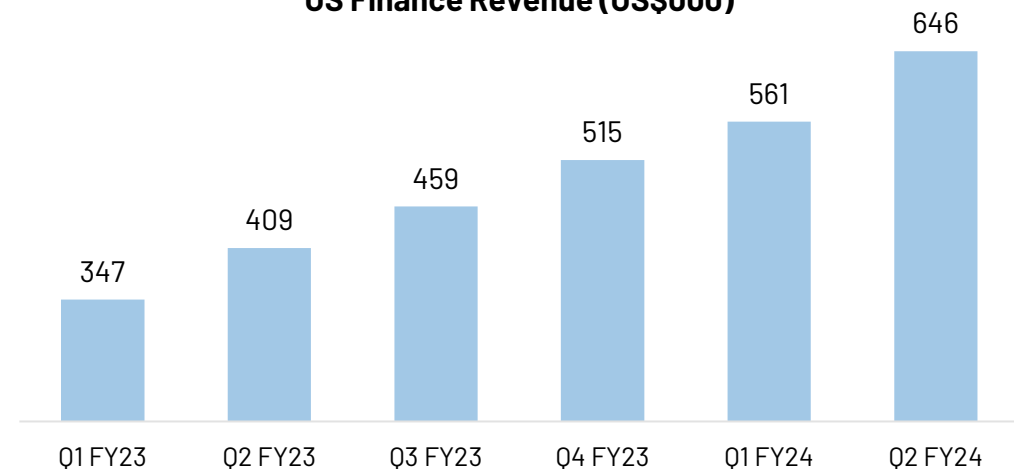
Two record months in Q2 FY24

Continued negligible credit losses

US Financing TTV (US\$M)



US Finance Revenue (US\$000)



Innovation-driven product and development strategy



Focus on building a scalable commercial foundation

- + New CTO, Dave Moore, is refining the technology strategy
- + Increased focus on quality, including real-time visualizations for service health and monitoring
- + Adopting an “automate everything possible” mindset to drive increased efficiency and effectiveness



Expand US Practice Management Integrations

- + Increase % of firm revenue captured
- + Current Integrations with IRIS Practise Management, CCH Axcess & CCH Pro System fx
- + Currently working on integrations with Thomson Reuters and IRIS Star



THOMSON REUTERS



IRIS | Star Practice Management

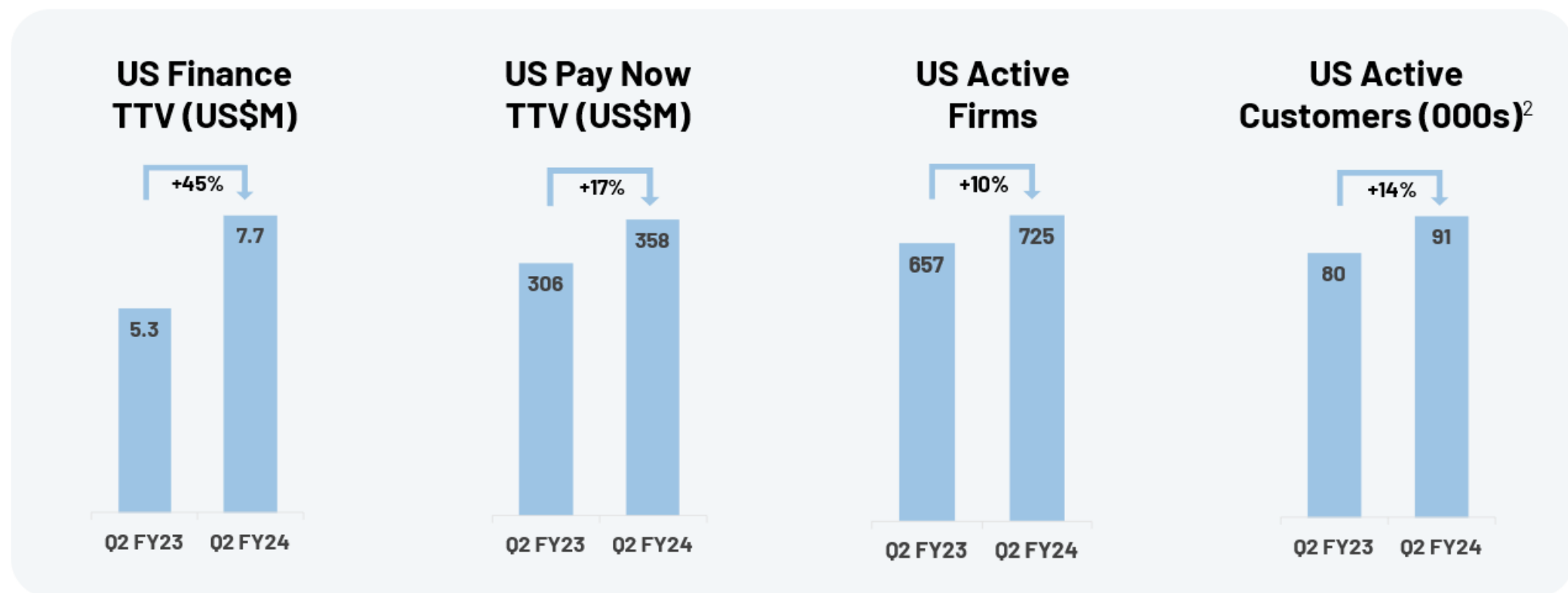


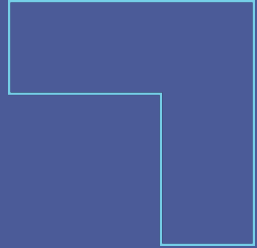
Q3 areas of focus

- + Improving Connect experience and scalability
- + Connect integration with Thomson Reuters
- + Knuula integration to expand product offering to include engagement letters
- + Parent-child enhancement to support larger firms
- + Launch of new payment portal

Q2 FY24 Operational metrics in the US

- + US Active Customers up 14% to 91,000 and US Active Firms up 10% to 725.
- + The strategic decision to focus on the core, higher-margin Finance product, in conjunction with a refreshed sales strategy with incentive alignment on commissions, has driven stronger Finance TTV, up 45% on pcg to \$7.7 million





AUSTRALIA: STRONG PERFORMANCE IN MATURE MARKET



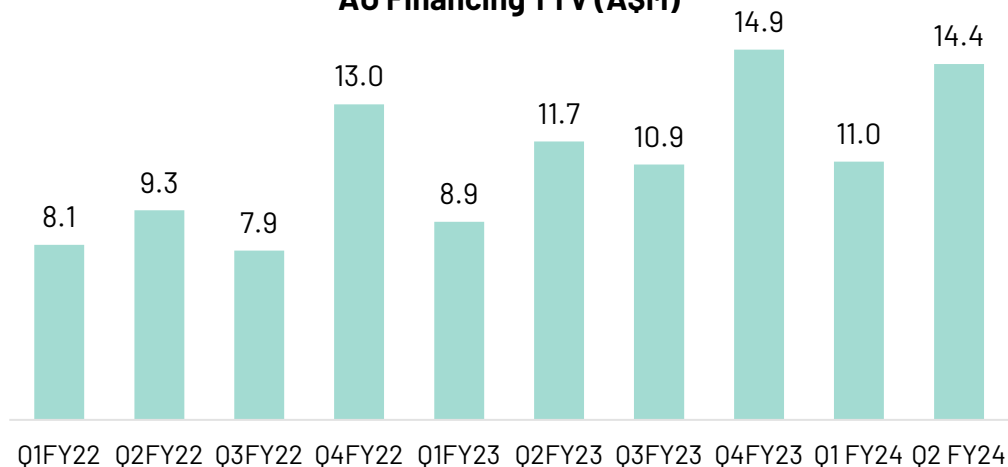
Australia: Strong performance in a mature market



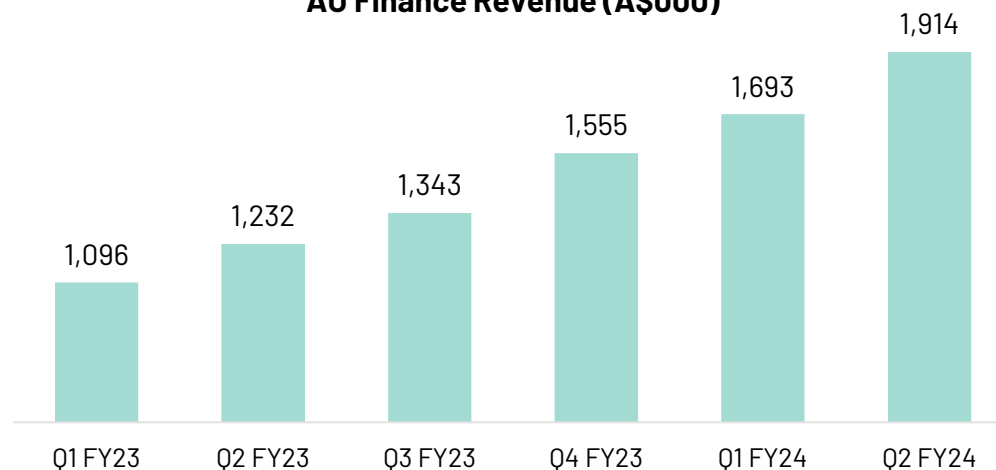
QuickFee well established as a market leader, with ~40% of the AU market for fee funding

- + AU Finance revenue up 55% on pcp and 13% qoq to A\$1.914 million
- + In a higher interest rate environment, the demand for solutions which improve cash flow remains strong
- + Low credit losses

AU Financing TTV (A\$M)

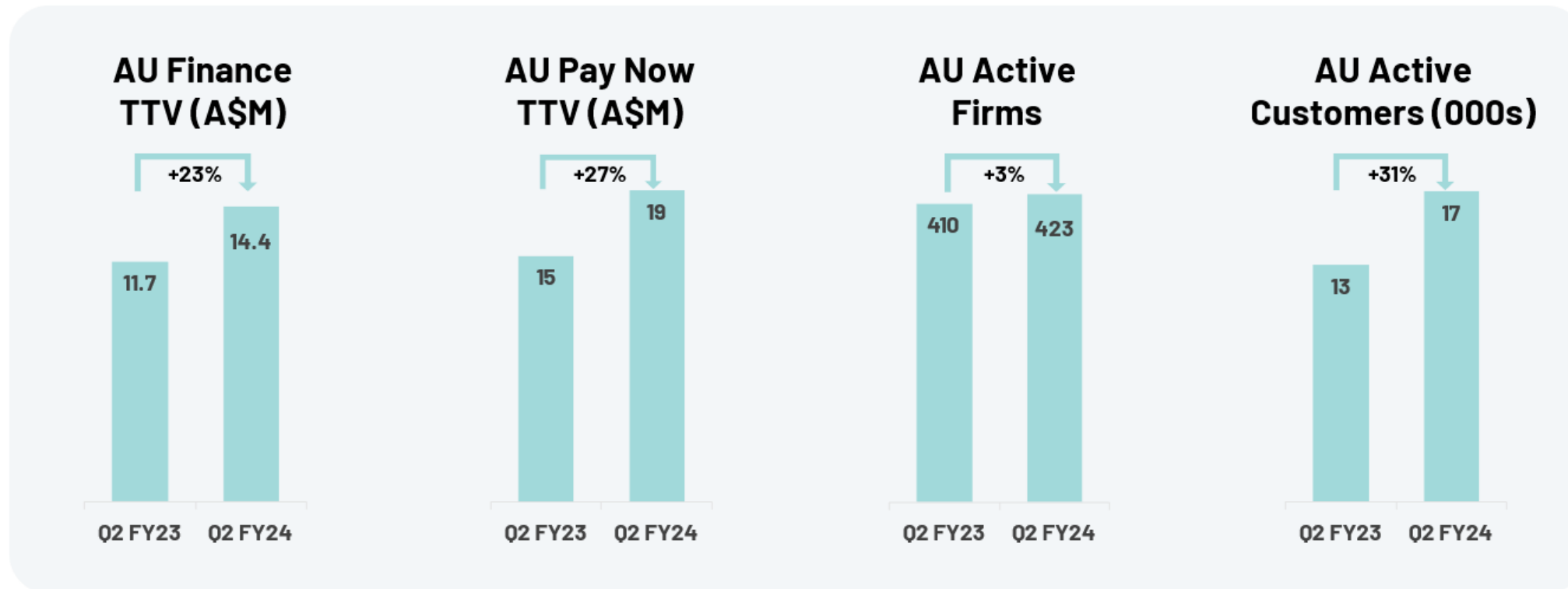


AU Finance Revenue (A\$000)



Q2 FY24 Operational metrics in Australia

- + AU Finance TTV up 23% on pcp to \$14.4 million
- + AU Active Customers up 31% on pcp to 17,000, AU Active Firms up by 3% to 423
- + Legal disbursement funding TTV (included within Finance TTV) continues to be a growing component of the AU business

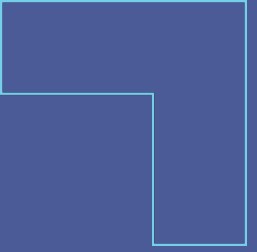


Adequate liquidity for sustainable profitability

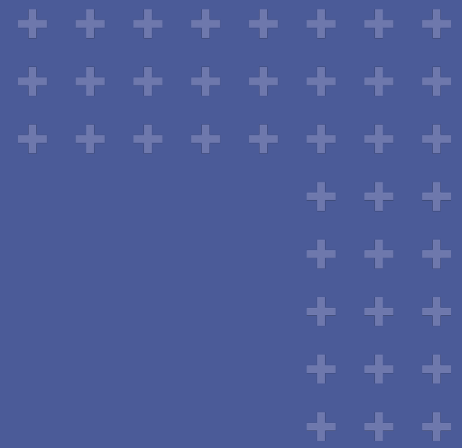


Cash and liquidity

- + Strengthened capacity for growth through a new A\$10 million asset-based funding facility to support growth of Australian legal disbursements funding product
- + Provides immediate additional liquidity of A\$4.3 million cash; not all drawn immediately, in order to minimise interest expense
- + A\$3.9 million cash on hand at 31 December 2023, with borrowing growth capacity of a further \$23.8 million from existing facilities
- + No planned equity raises; QuickFee has adequate headroom to achieve sustainable profitability within existing cash and borrowings facilities



STRATEGY AND OUTLOOK



FY24 Strategic priorities: unchanged



Focus on reaching profitability

- + Continue to reduce cash burn and manage cost base
- + Focus on fastest path to profit: QuickFee Finance and Connect solutions
- + Accelerate disciplined and cost-effective product development with a narrow focus



Leverage our most valuable assets – our firms

- + Build and execute strategic partnerships to enable exponential growth



Enhance systems redundancy and business continuity into our services

- + Multiple banking and payments processing partners

Continue to track towards operating profitability



Growth in both the US and Australia expected to continue, buoyed by economic and structural tailwinds



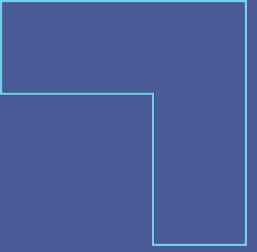
Strong start to FY24 and strengthened management team provides confidence in our ability to continue to execute on our growth strategy



Focus on reducing cash burn in H2 FY24, with a narrower focus on cost-effective product development



Tracking towards operating profitability: H1 FY24 results give us confidence we can achieve similar revenue growth to H1 FY24 in H2 FY24



QUESTIONS



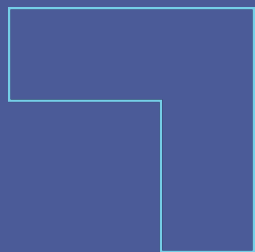
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Glossary

ACH	Automated Clearing House	A type of electronic bank-to-bank payment in the US, equivalent to EFT in Australia
Active customer	Any customer who has transacted with QuickFee in the relevant period	
Active firm	Any firm that has had a transaction with QuickFee in the relevant period	
APR	Annual percentage rate	The annual rate of interest on payment plans or loans
BNPL or Q Pay Plan	BNPL powered by QuickFee	QuickFee's 'Buy Now, Pay Later' product to enable a customer to pay their invoice in 3-12 instalments using the unused balance of their credit card
CC	Credit card	
Connect	QuickFee's product name for its point-of-payment integration, e-invoicing, automated collections and receivables management product	
Customer	The customer of a merchant, who will use one of QuickFee's payment options to pay their invoice	
EFT	Electronic funds transfer	An Australian domestic payments network that facilitates the transfer of funds electronically
Firm	Typically used to describe a professional services firm (e.g. an accounting or law firm)	
Gross Trading Margin (GTM)	Gross Trading Margin is calculated as Gross Profit per QuickFee's audited financial statements, less bad debt write-offs (which are included in general and administrative expenses)	
KYC	Know your customer	Practice to verify the identity of customers in compliance with laws and regulations
Merchant	A firm.	
Net Transaction Margin (NTM)	Net Transaction Margin is a non-IFRS measure that is not audited but is derived from audited figures and is a financial metric used by management to track QuickFee's unit economics of processing individual transactions, after deducting any bad debt write-offs. It excludes fixed platform and staff costs and any interest on funding facilities, as these costs are not incurred as a result of processing individual transactions.	
QuickFee Financing/ Finance/ Lending/ Pay Over Time	QuickFee's traditional merchant-guaranteed fee funding product that enable customers to take out a payment plan to pay their invoice, while QuickFee settle to the merchant immediately	
QuickFee Pay Now	QuickFee's payment gateway that enables customers to pay their invoice in full to the merchant with or without taking out a payment plan	
Revenue yield	Revenue recognised in accordance with QuickFee's accounting standards, divided by TTV, for the relevant product(s)	
Total Liquidity	Cash and cash equivalents held, plus undrawn borrowings that are available to be drawn from QuickFee's asset-backed credit facility based on the quantum of eligible loan receivables.	
TTV	Total transaction value	The total value of all transactions for the relevant product(s)
pcp	Previous corresponding period	For example, the pcp for the December 2022 quarter is the December 2021 quarter