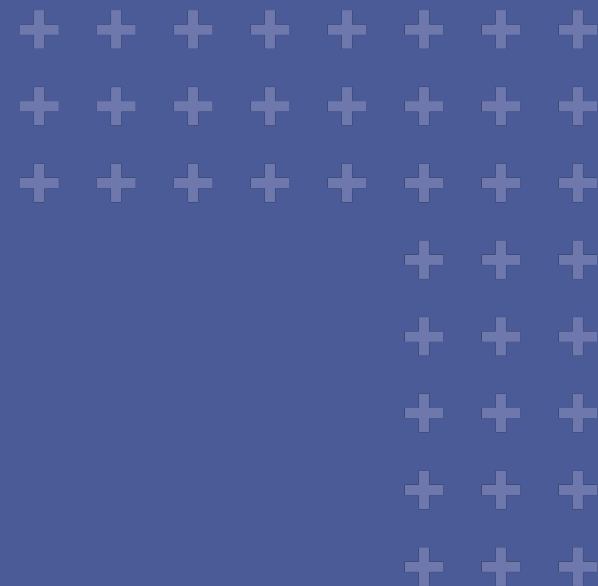


# QUICKFEE H1 FY24 RESULTS PRESENTATION

22 February 2024

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



# Positive momentum across all key metrics

## H1 FY24 Key Highlights

- **Group revenue up 35% on pcp to A\$9.3m** driven by:
  - AU Finance (Pay Over Time) revenue up 57% on pcp
  - US Finance (Pay Over Time) revenue up 58% on pcp
  - Increased Total Transaction Volumes (TTV) and yield expansion in both AU and US
- **Loan book growth of 32% on pcp to A\$47.8m**
- **Refined growth strategy delivering early results**
- **Improved underlying profitability:** Adjusted EBITDA loss of \$2.7m, a 25% improvement on pcp, includes \$0.5m of non-recurring product development expenses
- **Adequate headroom to achieve profitability** within existing cash and borrowings facilities
- **H2 FY24 expected to be stronger than H1 FY24**

### Financial Performance

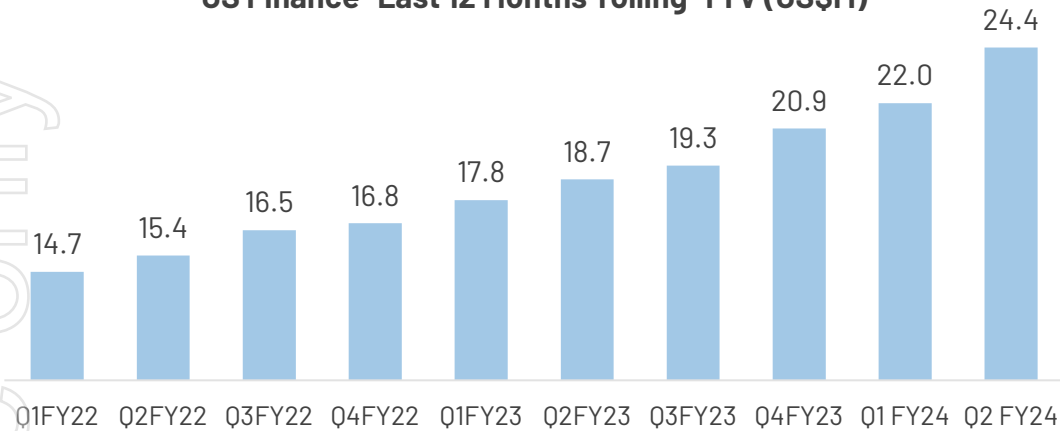
A\$'M	H1 FY24	H1 FY23	%+/-
AU Finance (Pay Over Time) revenue	3.6	2.3	+57%
AU Pay Now revenue	0.5	0.4	+25%
<b>Total AU revenue</b>	<b>4.1</b>	<b>2.7</b>	<b>+52%</b>
US Finance (Pay Over Time) revenue	1.9	1.2	+58%
US Pay Now revenue	3.3	2.8	+18%
US BNPL	-	0.2	-
<b>Total US revenue</b>	<b>5.2</b>	<b>4.2</b>	<b>+24%</b>
<b>Total group revenue</b>	<b>9.3</b>	<b>6.9</b>	<b>+35%</b>
<b>Gross profit</b>	<b>5.7</b>	<b>4.5</b>	<b>+27%</b>
Gross margin %	61%	65%	-400bps
Operating expenses**	(8.4)	(8.1)	+4%
<b>Adjusted EBITDA*</b>	<b>(2.7)</b>	<b>(3.6)</b>	<b>+25%</b>
<b>NPAT</b>	<b>(3.4)</b>	<b>(4.4)</b>	<b>+23%</b>

\*Adjusted EBITDA = statutory EBITDA less interest expense on loan book borrowings

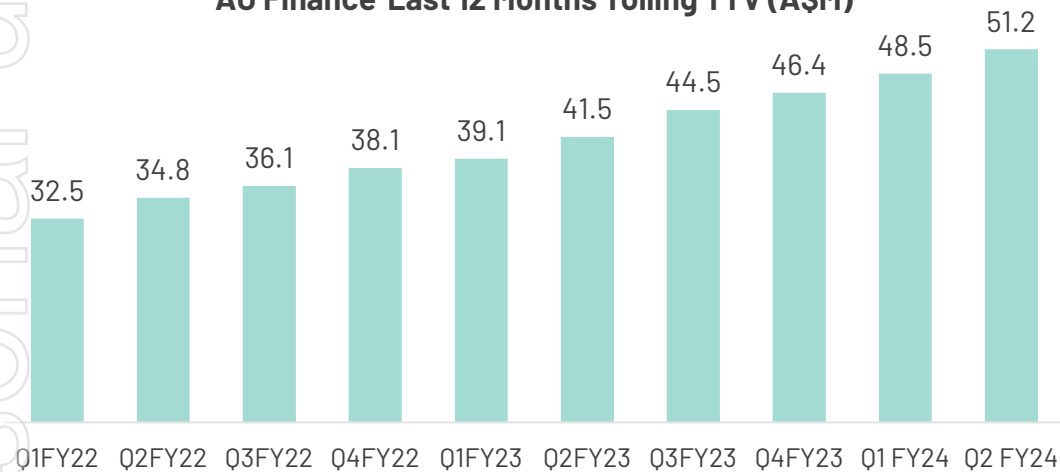
\*\*Operating expenses excludes depreciation and amortisation, and nets off other income (US office sub-lease income) of \$0.1 million in H1 FY23

# Steady growth in Finance (Pay Over Time) product

US Finance 'Last 12 Months' rolling TTV (US\$M)



AU Finance 'Last 12 Months' rolling TTV (A\$M)



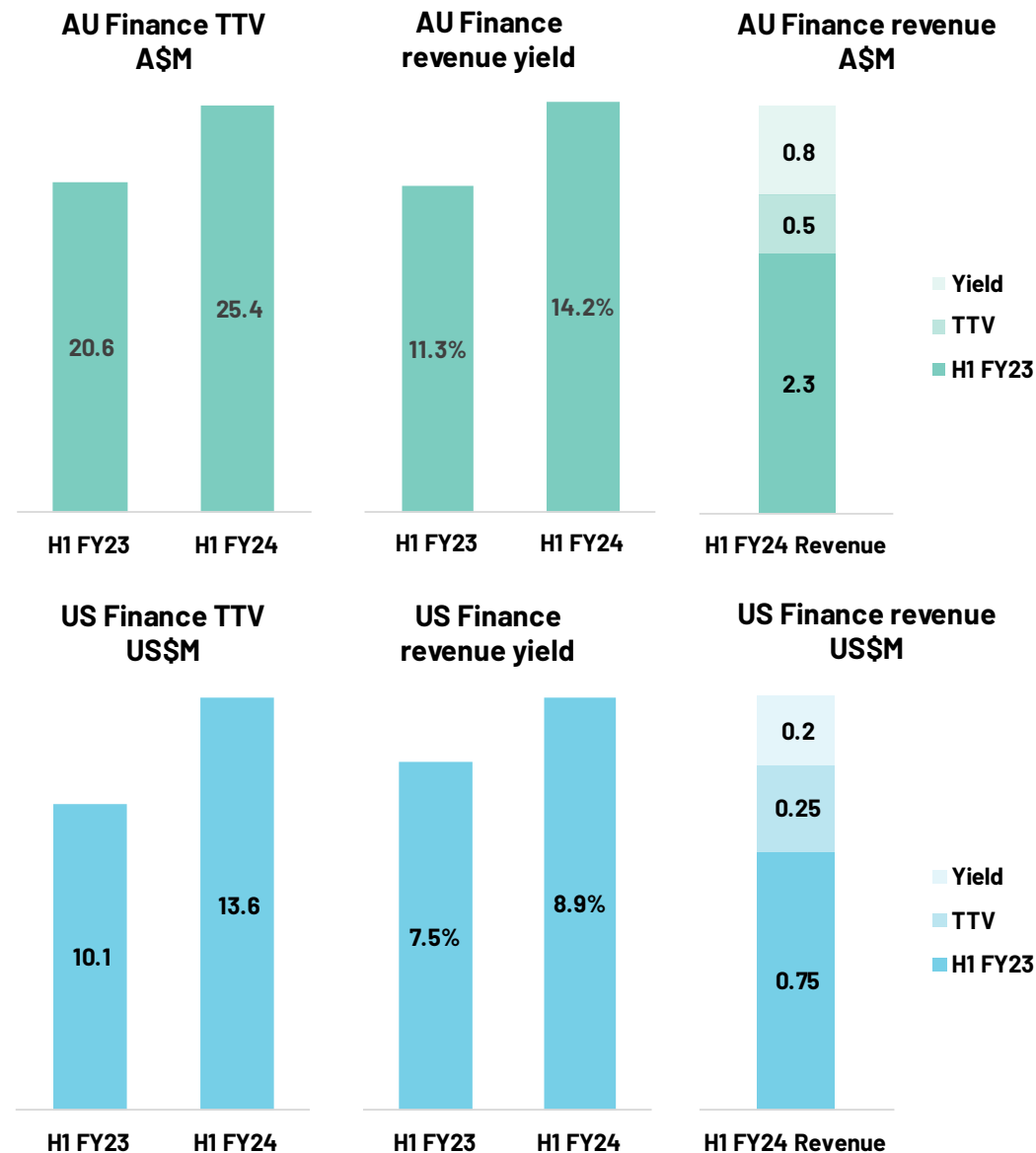
## Key differentiator in competitive payments market

- + Revenue yields on the Finance product are approximately 25x those of Pay Now
- + Finance revenue now at 59% of total group revenue (H1 FY23: 51%)
- + New sales commission plan reward new firms signing up to Finance and existing firms Finance volumes
- + Two US record months in Q2 FY24
- + Continued negligible credit losses

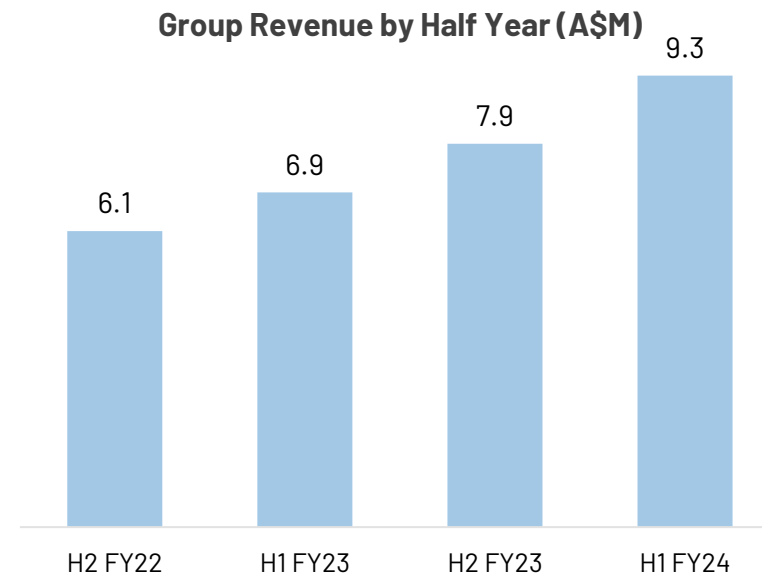
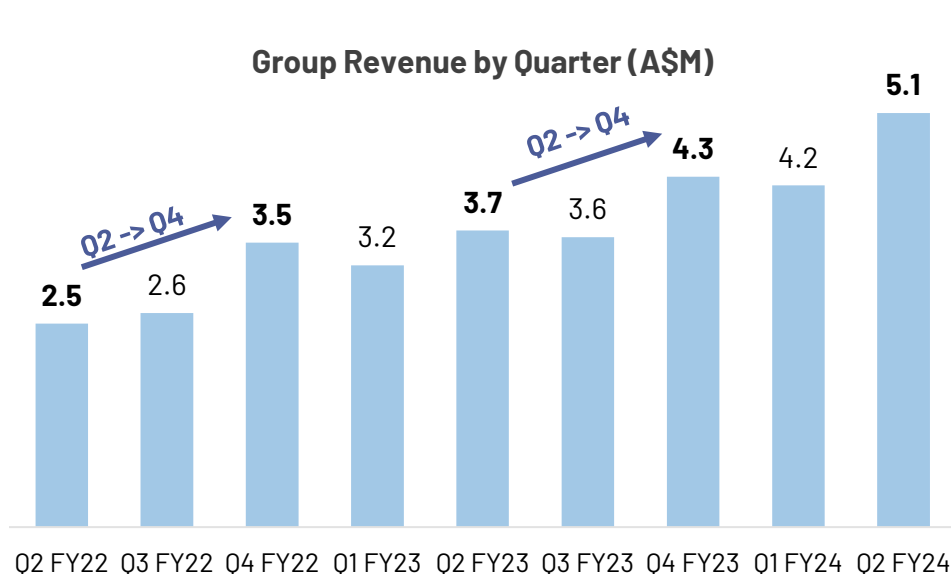
# QuickFee Finance – two levers for growth

## 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



# Strong revenue growth expected to continue



## Seasonality

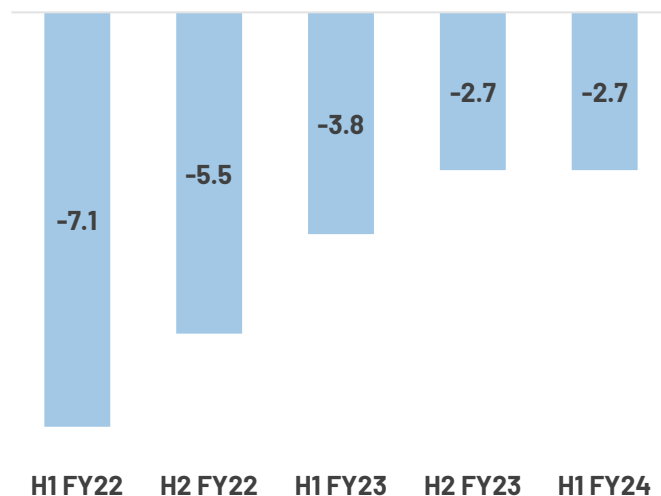
- + Revenue stronger in Q2 and Q4, due to Pay Now seasonal volumes; Q4 traditionally stronger than Q2
- + **Q1:** US northern hemisphere summer, AU start of financial year
- + **Q2:** US lead-up to 1 January tax season start, AU lead up to summer break
- + **Q3:** US tax season runs 1 January – 15 April,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

# Improving underlying profitability

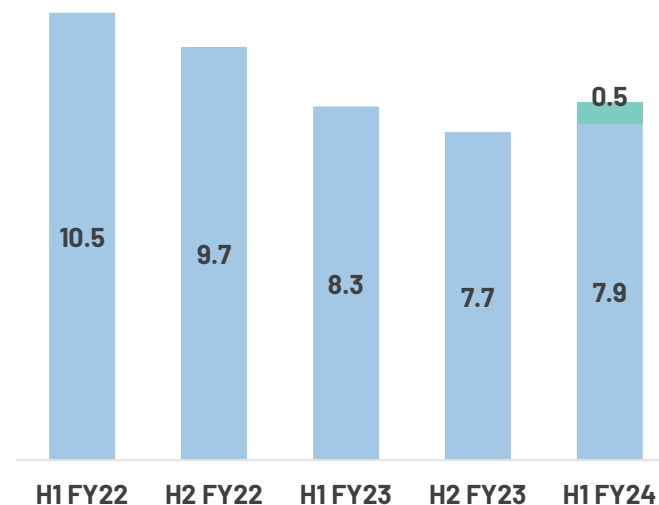
## Steady underlying cost base

- + Underlying operating expenses reduced in H1 FY24 vs H1 FY23, as the adjusted EBITDA loss of \$2.7 million includes \$0.5m of non-recurring product development expenses
- + G&A expenses increased in H1 FY24 by \$0.2 million vs H2 FY23
  - + \$0.2 million share-based payments expenses in H1 FY24 (H2 FY23: nil)
- + CA costs traditionally higher in H1 due to seasonally higher event activity
- + Non-recurring product development expenses relate to one-off consulting project and transition costs to a lower FTE/higher contractor model in H1 FY24
- + Year-on-year EBITDA growth expected to continue for H2 FY24

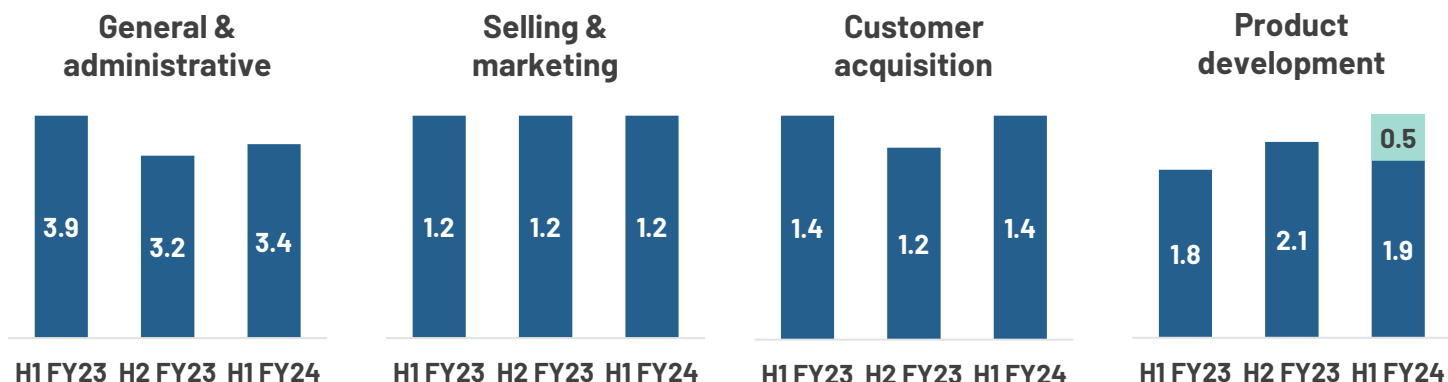
EBTDA ('Adjusted EBITDA')  
by Half Year (A\$M)

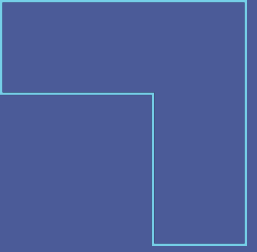


Operating expenses by Half Year (A\$M)

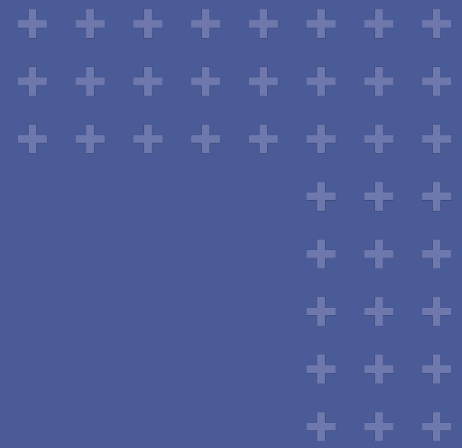


Operating expenses by Half Year (A\$M)





# 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 ageing 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 personalised invoice links so they can pay in 1 click
- + Integrations with leading practice management solutions



# Where We Play: Our Target Customers

## Focus segment:

- + Professional services with a business-to-business (B2B) focused customer base

## Primary verticals:

- + Accounting and Legal, or solution providers to accounting or legal (for example: accounting software or CPA State Society)

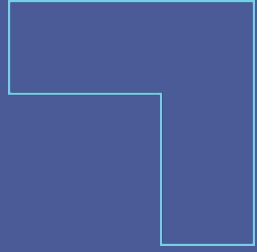
## Secondary verticals:

- + Recruiting firms, management consulting, marketing agencies, training and development, architectural, engineering

## Key requirements:

- + Professional qualification / licensing
- + Firm revenue greater than \$1M for primary verticals, \$2M for secondary verticals





# WELL POSITIONED FOR GROWTH IN THE US MARKET

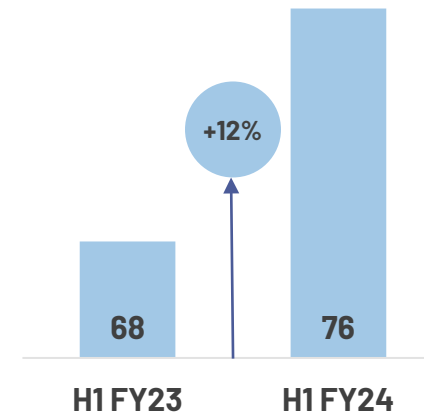


# Refined growth strategy delivering early results

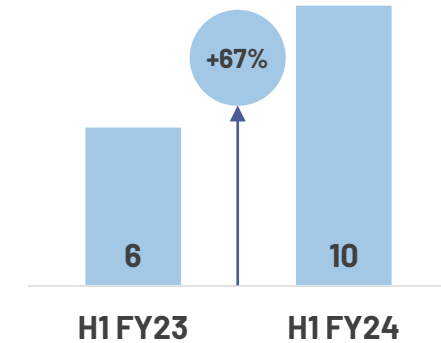
**Commercial strategies implemented are taking effect and showing early signs of success**

- + Launch of new commission plans that incentivise finance volume
- + Implementation of sales automation and AI intelligence tools
- + Redesigned consultative sales and onboarding process
- + Expanding partnerships through the addition of IRIS Software Group and Allinial Global

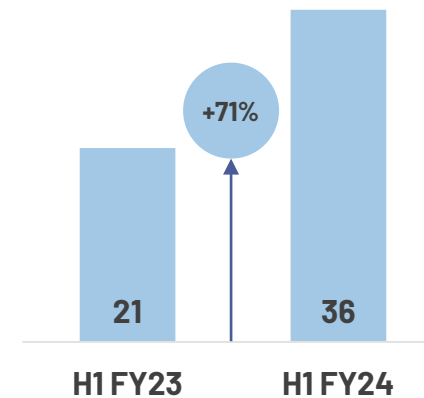
**New Firm Signups**



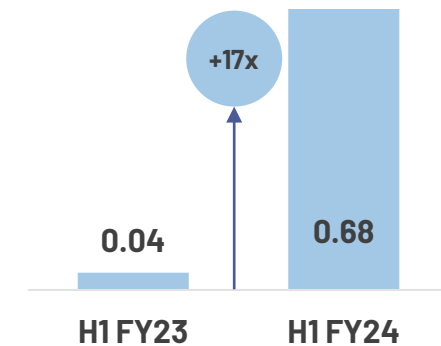
**Average Annual Revenue per New Firm Signup US\$M**



**New Firm Signups with Finance**



**Finance Transaction Volume Produced by H1 New Firm Signups US\$M**

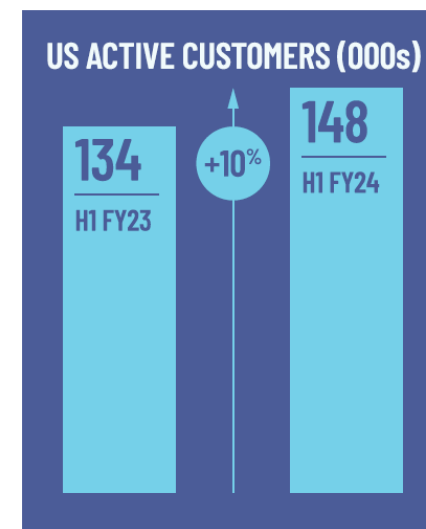
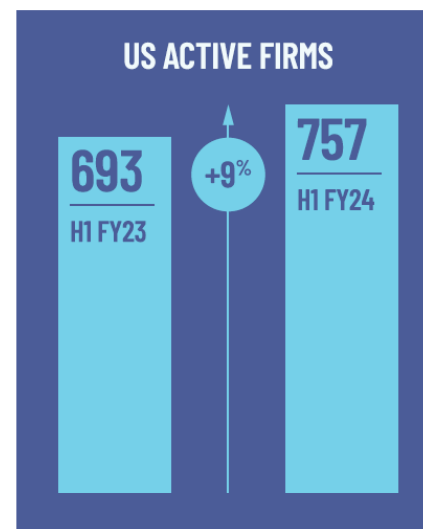
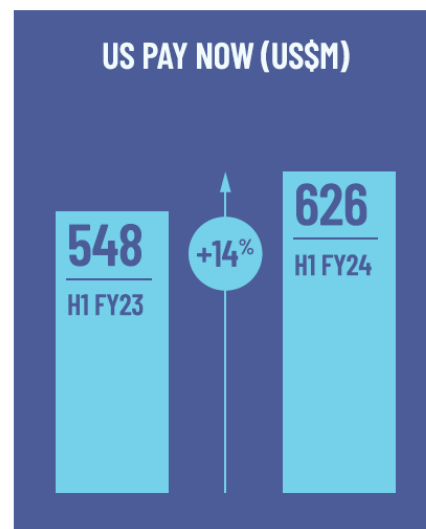
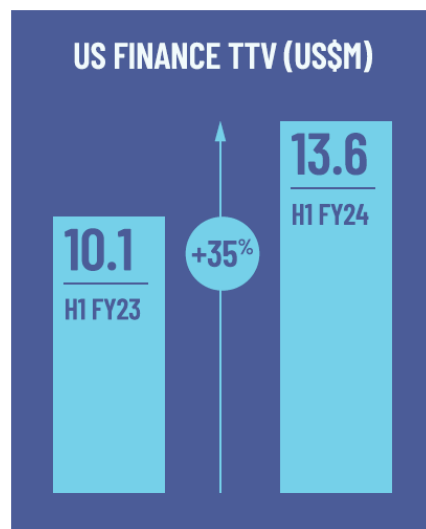


# Tracking towards profitability in the US

- + **Strong revenue growth:** US Revenue up 24%, driven by 58% growth in US Finance (Pay Over Time) revenue to A\$1.9 million and 18% growth in Pay Now revenue to A\$3.3 million
- + **Improved profitability:** Improvement in adjusted EBITDA to \$(0.3) million, and tracking towards operating profitability
- + **Gross margin %:** Impacted by higher interest expense due to rate rises and higher borrowings to fund loan book growth
- + **New customer acquisition:** Strong growth in active firm numbers (up 9% to 757) and active customer numbers (up 10% to 148K)

## US Financial Performance

A\$'M	H1 FY24	H1 FY23	%+/-
Pay Over Time (Finance) revenue	1.9	1.2	+58%
BNPL revenue	-	0.2	-100%
Pay Now (ACH + Card) revenue	3.3	2.8	+18%
<b>Total revenue</b>	<b>5.2</b>	<b>4.2</b>	<b>+24%</b>
<b>Gross profit</b>	<b>3.4</b>	<b>3.0</b>	<b>+13%</b>
Gross margin %	65%	71%	-6bps
Operating expenses	(3.7)	(3.5)	+6%
<b>Adjusted EBITDA*</b>	<b>(0.3)</b>	<b>(0.5)</b>	<b>+40%</b>



# FY24 US strategic priorities



## 1. Deliver a scalable commercial foundation that strengthens pipeline, increases win rate, accelerates time to value, and increases revenue per customer

- + Maximise customer value through a unifying consultative selling and onboarding process that accelerates digital payments success with a significant emphasis on QuickFee Finance
- + Implement and integrate sales tech stack into consultative sales process that strengthens pipeline and maximises sales rep productivity



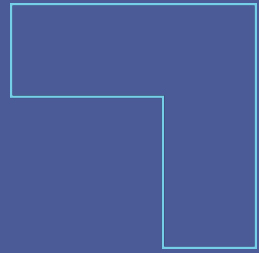
## 2. Build and execute strategic partnerships and alliances to enable exponential growth through our 'one to many' relationships

- + Embedded technology partners: becoming the preferred payment method
- + Strategic partners: expanding reach with joint go-to-market activities
- + Industry partners: leverage alliances and industry associations to delivering broader opportunities

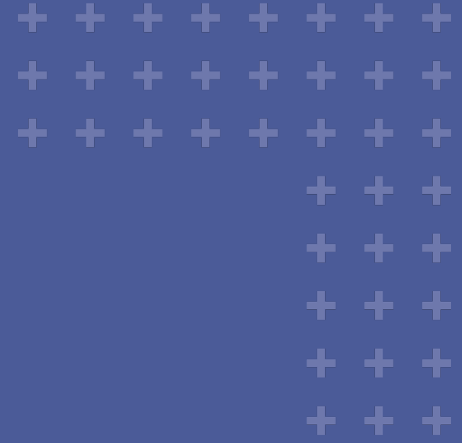


## 3. Accelerate cost-effective product development with a narrow focus

- + Develop Connect integrations across additional practice management systems to unlock more of the US accounting market to QuickFee's suite of payment solutions
- + Deliver an unparalleled firm experience through a relaunched product UX/UI and become the single point of contact for our firms



# AUSTRALIA: A RETURN TO STRONG LENDING ACTIVITY



# Australia – Long Established and Sustainable



QuickFee well established as a market leader, operating beside two main competitors, FeeSynergy and SmartAR



QuickFee has approximately 40% of the AU market for fee funding



AU is profitable and economic conditions are driving increasing demand



Revenue and yields continue to grow as borrowing demand improves



Consolidation and organic growth opportunities exist



QuickFee's growing legal disbursement funding business for personal injury law firms is contributing to lending growth



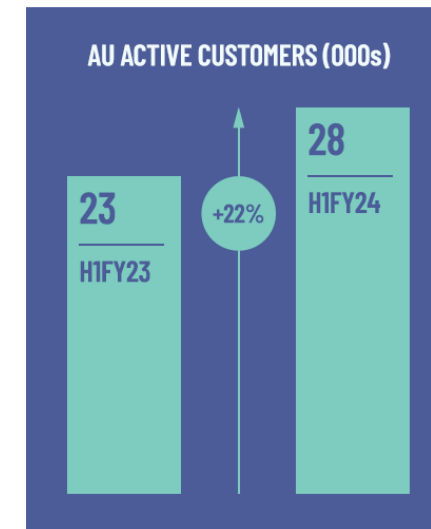
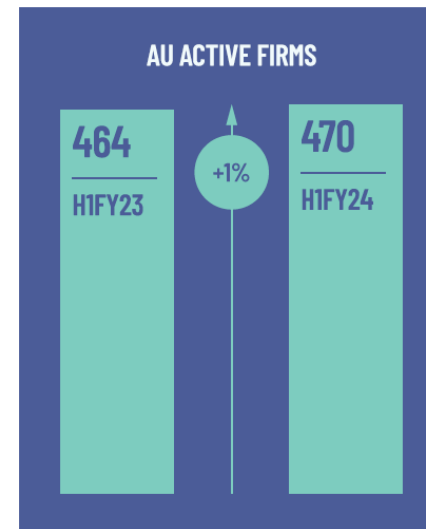
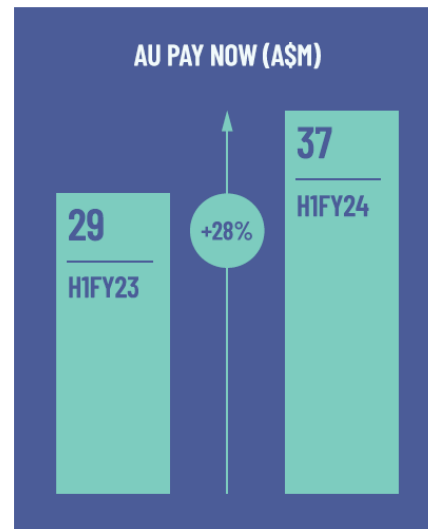
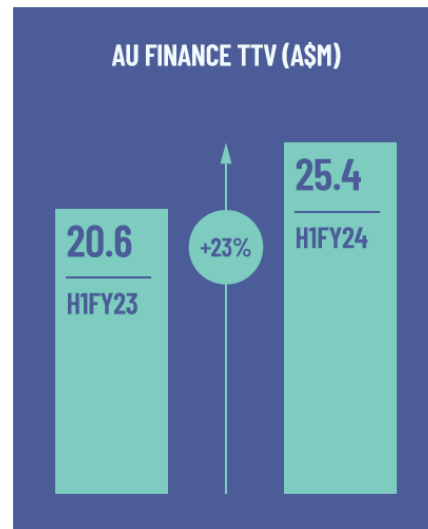
# AU Profit and Loss

## Strong revenue growth and profitable operations in a mature market

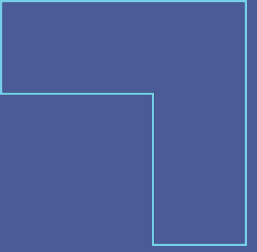
- + **Strong revenue growth:** AU revenue up 52% to \$4.1 million, driven by a 57% increase in Finance revenue to \$3.6 million;
- + **EBITDA positive:** The AU business transitioned to profitable operations in H1 FY24 driven by strong growth in the higher margin Finance product
- + **OPEX flat year-on-year**

### AU Financial Performance

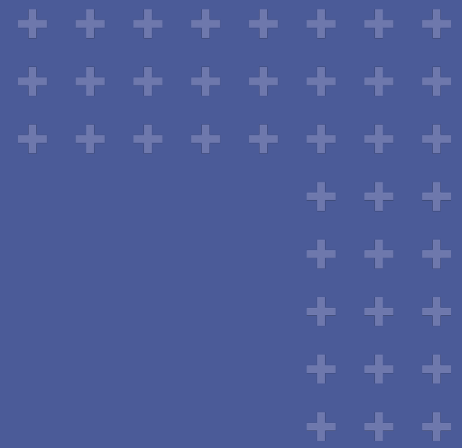
A\$'M	H1 FY24	H1 FY23	%+/-
Pay Over Time (Finance) revenue	3.6	2.3	+57%
Pay Now (EFT + Card) revenue	0.5	0.4	+25%
<b>Total revenue</b>	<b>4.1</b>	<b>2.7</b>	<b>+52%</b>
<b>Gross profit</b>	<b>2.3</b>	<b>1.4</b>	<b>+64%</b>
Gross margin %	56%	52%	+4bps
Operating expenses	(1.5)	(1.5)	-
<b>Adjusted EBITDA*</b>	<b>0.8</b>	<b>(0.1)</b>	<b>+900%</b>







# H1 FY24 FINANCIAL HIGHLIGHTS



# Group profit and loss

- + **Strong revenue growth:** Total revenue up 35% to A\$9.3 million, primarily due to strong growth in the higher margin Finance products in AU and US
- + **Partially offset by higher interest expense:** Gross profit up 27% to A\$5.7 million, reflecting higher interest expenses from recent interest rate rises and increased borrowings to support loan book growth
- + **Operating costs:** \$0.3 million increase in operating costs, due to \$0.5 million in non-recurring product development expenses
- + **Improved profitability:** 25% increase in adjusted EBITDA\* to A\$(2.7) million and 23% increase in NPAT to A\$(3.4) million
- + **FTEs at 31 December 2023:** 48 (30 June 2023: 47 incl. 2 vacant positions). 1 additional Connect implementation FTE added in the period
- + **Continued low credit losses:** QuickFee's professional firm clients guarantees their client's borrowings. Net bad debt write-offs of A\$66,000, only 0.14% of total lending

A\$'M	H1 FY24	H1 FY23	\$+/-	%+/-
Interest revenue**	5.1	3.3	+1.8	+55%
Revenue from contracts with customers	4.2	3.6	+0.6	+17%
<b>Total revenue</b>	<b>9.3</b>	<b>6.9</b>	<b>+2.4</b>	<b>+35%</b>
Less: interest expense	(2.1)	(1.1)	+1.0	+91%
Less: cost of sales	(1.5)	(1.3)	+0.2	+15%
<b>Gross profit</b>	<b>5.7</b>	<b>4.5</b>	<b>+1.2</b>	<b>+27%</b>
General and administrative expenses	(3.4)	(3.7)	-0.3	-8%
Selling and marketing expenses	(1.2)	(1.2)	-	-
<b>Adjusted EBITDA* before growth expenses</b>	<b>1.1</b>	<b>(0.4)</b>	<b>+1.5</b>	<b>+375%</b>
Customer acquisition costs	(1.4)	(1.4)	-	-
Product development expenses	(2.4)	(1.8)	+0.6	+33%
<b>Adjusted EBITDA*</b>	<b>(2.7)</b>	<b>(3.6)</b>	<b>+0.9</b>	<b>+25%</b>
Depreciation and amortisation	(0.5)	(0.6)	+0.1	+17%
Net finance costs	(0.2)	(0.2)	-	-
<b>NPAT</b>	<b>(3.4)</b>	<b>(4.4)</b>	<b>+1.0</b>	<b>+23%</b>

\*Adjusted EBITDA = statutory EBITDA less interest expense on loan book borrowings

\*\*Per statutory P&L statement in the financial statements

Group P&L total include US and AU segments, plus unallocated corporate and product development expenses

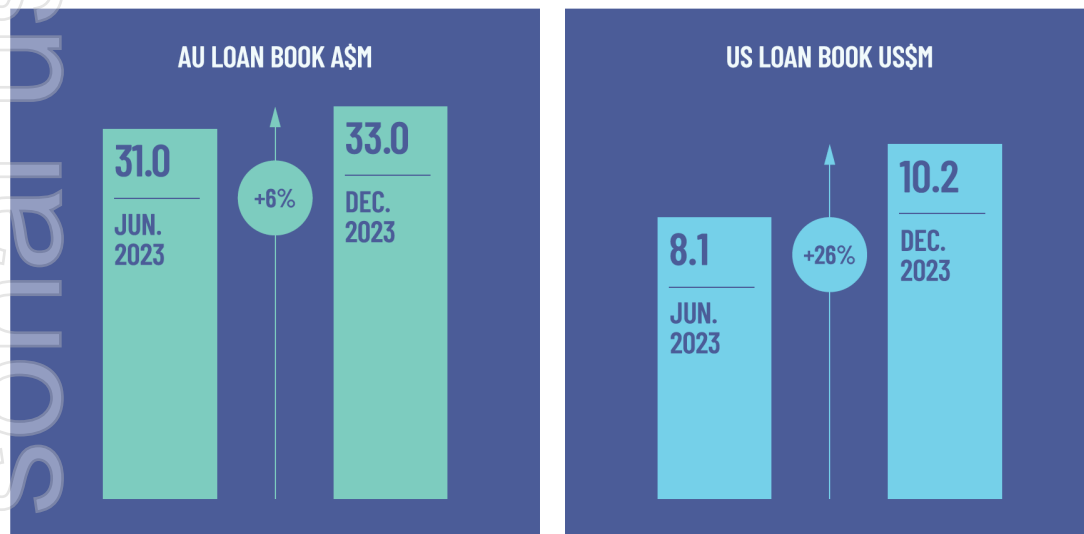
Operating expenses excludes depreciation and amortisation, and nets off other income (US office sub-lease income) of \$0.1 million in H1 FY23

# Group balance sheet

+ **Strong loan book growth:** AU loan book up 6% to A\$33 million and US loan book up 26% to US\$10.2 million

+ **Increase in borrowings to fund growth in loan book:** Borrowings up 31% to A\$42.1 million

+ **Current liabilities:** Pay-down of \$1.9 million



A\$'M	31 December 2023	30 June 2023	\$+/-	%+/-
Cash and cash equivalents	3.9	3.4	0.5	+15%
Loan receivables (current)	46.5	42.2	4.3	+10%
Trade and other current assets	1.0	1.2	(0.2)	-17%
<b>Total current assets</b>	<b>51.4</b>	<b>46.8</b>	<b>4.6</b>	<b>+10%</b>
Loan receivables (non-current)	1.3	1.0	0.3	+30%
Fixed assets and other non-current assets	0.6	0.3	0.3	+100%
<b>Total assets</b>	<b>53.3</b>	<b>48.1</b>	<b>5.2</b>	<b>+11%</b>
Borrowings	42.1	32.2	9.9	+31%
Firm settlements outstanding	2.3	3.5	(1.2)	-34%
Trade and other current liabilities	2.5	3.2	(0.7)	-22%
<b>Total current liabilities</b>	<b>46.9</b>	<b>38.9</b>	<b>8.0</b>	<b>+21%</b>
Total non-current liabilities	0.5	0.3	0.2	+67%
<b>Total liabilities</b>	<b>47.4</b>	<b>39.2</b>	<b>8.2</b>	<b>+21%</b>
<b>Net assets</b>	<b>5.9</b>	<b>8.9</b>	<b>(3.0)</b>	<b>-34%</b>
Contributed equity	47.4	47.2	0.2	-
Other reserves	1.2	1.0	0.2	+20%
Accumulated losses	(42.7)	(39.3)	(3.4)	-9%
<b>Total equity</b>	<b>5.9</b>	<b>8.9</b>	<b>(3.0)</b>	<b>-34%</b>

# Group cash flow

A\$'M	H1 FY24	H1 FY23	\$+/-	%+/-
Net cash outflow from operating activities	<b>(2.9)</b>	(4.8)	1.9	40%
Net cash outflow from loan book / firm funding	<b>(6.3)</b>	(4.7)	(1.6)	-34%
<b>Statutory net operating cash flow</b>	<b>(9.2)</b>	<b>(9.5)</b>	<b>0.3</b>	<b>+3%</b>
<b>Net cash outflow from investing activities</b>	<b>(0.2)</b>	-	(0.2)	-
Net equity raising proceeds	-	0.4	(0.4)	-100%
Net borrowings/facility proceeds	<b>10.4</b>	3.4	7.0	+206%
Other	<b>(0.6)</b>	(0.3)	(0.3)	+100%
<b>Net cash inflow from financing activities</b>	<b>9.8</b>	<b>3.5</b>	<b>6.3</b>	<b>+180%</b>
<b>Net increase / (decrease) in cash and cash equivalents before effects of foreign exchange</b>	<b>0.4</b>	<b>(6.0)</b>	<b>6.4</b>	<b>+107%</b>

## Operating cash flow improvement of \$0.3 million:

- + Improvement in net cash outflow from operating activities of +\$1.9 million
- + Loan and payment processing cashflow down \$1.6 million due to loan book growth

## Financing cash flow improvement of \$6.3 million:

- + Loan book growth funded by higher borrowings in H1 FY24 (partially offset by costs of facility and balance of receipts from prior year share placement)

## Reconciliation from loss for the period to operating cash flow

A\$'M	H1 FY24	H1 FY23	\$+/-	%+/-
Loss for the period	<b>(3.4)</b>	(4.4)	1.0	23%
Non-cash expenses	<b>0.7</b>	0.6	0.1	17%
Movement in other operating assets and liabilities	<b>(0.5)</b>	(1.0)	0.5	50%
<b>Operating cash flow before loan book growth funding</b>	<b>(3.2)</b>	<b>(4.8)</b>	<b>1.6</b>	<b>33%</b>
Change in loan book	<b>(1.3)</b>	(1.7)	0.4	24%
Change in payment processing working capital	<b>(4.7)</b>	(3.0)	(1.7)	-57%
<b>Statutory net operating cash flow</b>	<b>(9.2)</b>	<b>(9.5)</b>	<b>0.3</b>	<b>3%</b>

# Liquidity

## Credit facilities

### Northleaf credit facility

- + US\$40 million (A\$58.5 million) facility
- + Currently drawn to US\$8 million + A\$28 million (A\$39.7 million in total)
- + Interest margin of 5.75% plus LIBOR/BBSW
- + Secured against US & AU loan receivables
- + Advance rate 90%
- + Maturity November 2025

### Wingate credit facility

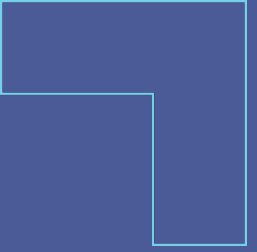
- + A\$10 million facility
- + Currently drawn to A\$5 million
- + Interest margin of 9% plus BBSW
- + Secured against AU disbursement funding receivables
- + Advance rate 85%
- + Maturity June 2027

## Loan book & Liquidity

A\$'M	31 December 2023	30 June 2023	\$+/-
<b>Loan book</b>	<b>47.8</b>	<b>43.2</b>	<b>+4.6</b>
Cash and cash equivalents	3.9	3.4	+0.5
Borrowings facility growth capacity to support further loan book growth	23.8	24.5	-0.7
<b>Total cash + growth capacity</b>	<b>27.7</b>	<b>27.9</b>	<b>-0.2</b>

### Sufficient liquidity headroom

- + Total cash + growth capacity was A\$27.7 million at 31 December 2023, providing sufficient liquidity headroom to execute on growth strategy
- + No planned equity raises; cash reserves are expected to be sufficient to fund the 10%-15% equity contribution required for loans written as the book grows while we reach profitability



# H2 OUTLOOK



# H2 FY24 Outlook | Well positioned for growth



Growth in both the US and Australia expected to continue



Experienced management team to execute on US growth strategy



We expect H2 FY24 to exceed H1 FY24 revenue and EBITDA, as we track towards operating profitability within existing cash and borrowing facilities



# You're invited



Investor day webinar 9am AEDT, 21 March 2024



What you can expect to learn...

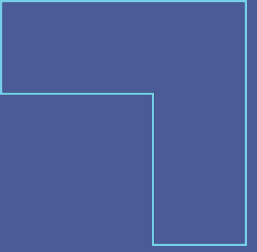
- + QuickFee's three-year growth ambition
- + Presentations by the US management team:
  - + Jennifer Warawa, President QuickFee North America
  - + Chris Smith, Vice President /Growth and Customer Success
  - + Dave Moore, Chief Technology Officer
  - + Simon Yeandle, Chief Financial Officer
- + Strategic pillars for growth
- + Business model
- + Product range
- + Technology vision
- + Outlook



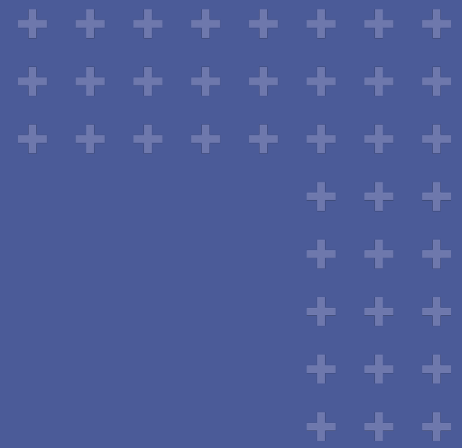
Attendees will be given a chance to be introduced to new key team members and have an opportunity to ask questions







# QUESTIONS



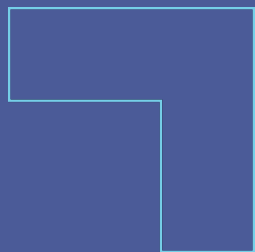
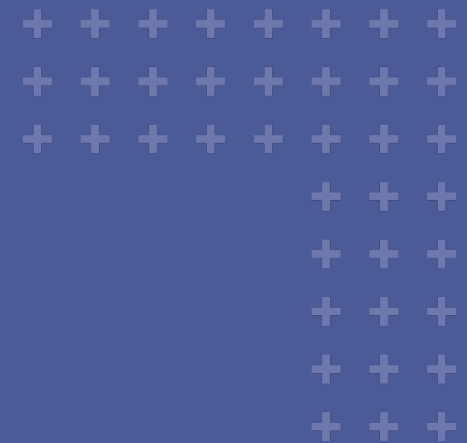
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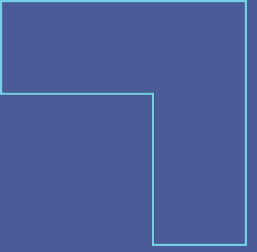
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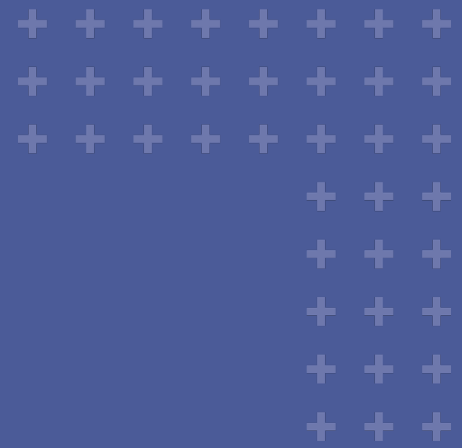
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# APPENDIX



# US profit and loss (detail)

## US business tracking towards profitability

- + Total revenue (interest revenue + revenue from contracts) up 24% to A\$5.1 million
- + Gross profit up 13% to A\$3.4 million: interest costs have risen due to interest rate rises
- + Adjusted EBITDA\* improved by 40% to A\$(0.3) million, **approaching break-even**
- + Net loss after tax of A\$(0.5) million

A\$'M	H1 FY24	H1 FY23	\$+/-	%+/-
Interest revenue**	1.8	1.2	0.6	+50%
Revenue from contracts with customers	3.4	3.0	0.4	+13%
<b>Gross revenue</b>	<b>5.2</b>	<b>4.2</b>	<b>0.9</b>	<b>+24%</b>
Less: interest expense	(1.0)	(0.4)	(0.6)	+150%
Less: cost of sales	(0.8)	(0.8)	-	-
<b>Gross profit</b>	<b>3.4</b>	<b>3.0</b>	<b>0.4</b>	<b>+13%</b>
Other income	-	0.1	(0.1)	-100%
General and administrative expenses	(1.7)	(1.6)	(0.1)	+6%
Selling and marketing expenses	(0.8)	(0.8)	-	-
<b>Adjusted EBITDA* before growth expenses</b>	<b>0.9</b>	<b>0.7</b>	<b>0.2</b>	<b>+29%</b>
Customer acquisition costs	(1.2)	(1.2)	-	-
<b>Adjusted EBITDA*</b>	<b>(0.3)</b>	<b>(0.5)</b>	<b>0.2</b>	<b>+40%</b>
Depreciation and amortisation	(0.1)	(0.1)	-	-
Net finance costs	(0.1)	(0.1)	-	-
<b>NPAT</b>	<b>(0.5)</b>	<b>(0.7)</b>	<b>0.2</b>	<b>+29%</b>

\*Adjusted EBITDA = statutory EBITDA less interest expense on loan book borrowings

\*\*Per statutory P&L statement in the financial statements

Group P&L total include US and AU segments, plus unallocated corporate and product development expenses

# AU profit and loss (detail)

## Strong growth and profitable operations in a mature market

- + Total revenue (interest revenue + revenue from contracts) up 52% to A\$4.1 million
- + Gross profit up 64% to A\$2.3 million, due to strong growth in higher margin Finance product
- + Stabilisation of operating expenses
- + Operating profitability with Adjusted EBITDA\* of A\$0.8 million and NPAT of \$0.7 million

A\$'M	H1 FY24	H1 FY23	\$+/-	%+/-
Interest revenue**	3.3	2.1	1.2	+57%
Revenue from contracts with customers	0.8	0.6	0.2	+33%
<b>Gross revenue</b>	<b>4.1</b>	<b>2.7</b>	<b>1.4</b>	<b>+52%</b>
Less: interest expense	(1.1)	(0.7)	(0.4)	+57%
Less: cost of sales	(0.7)	(0.6)	(0.1)	+17%
<b>Gross profit</b>	<b>2.3</b>	<b>1.4</b>	<b>0.9</b>	<b>+64%</b>
General and administrative expenses	(0.9)	(0.9)	-	-
Selling and marketing expenses	(0.4)	(0.4)	-	-
<b>Adjusted EBITDA* before growth expenses</b>	<b>1.0</b>	<b>0.1</b>	<b>0.9</b>	<b>+900%</b>
Customer acquisition costs	(0.2)	(0.2)	-	-
<b>Adjusted EBITDA*</b>	<b>0.8</b>	<b>(0.1)</b>	<b>0.9</b>	<b>+900%</b>
Depreciation and amortisation	0.0	0.0	-	-
Net finance costs	(0.1)	(0.1)	-	-
<b>NPAT</b>	<b>0.7</b>	<b>(0.2)</b>	<b>0.9</b>	<b>+450%</b>

\*Adjusted EBITDA = statutory EBITDA less interest expense on loan book borrowings

\*\*Per statutory P&L statement in the financial statements

Group P&L total include US and AU segments, plus unallocated corporate and product development expenses

# Historical metrics - US

Total Transaction Volumes (TTV)	FY21							FY22							FY23							FY24		
	Q1	Q2	H1	Q3	Q4	H2	FY21	Q1	Q2	H1	Q3	Q4	H2	FY22	Q1	Q2	H1	Q3	Q4	H2	FY23	Q1	Q2	H1
Professional Services	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M	US\$M
Pay Now																								
ACH	100.1	126.7	226.8	123.4	187.3	310.7	537.5	145.6	196.7	342.3	175	261	436	778	200	252	452	212	289	501	953	219	298	517
Card	27.1	30.7	57.8	28.8	44.3	73.1	130.9	34.5	46.2	80.7	44	57	102	183	42	54	96	51	64	115	211	49	60	109
Total Pay Now volume	127.2	157.4	284.6	152.2	231.6	383.8	668.4	180.1	242.9	423.0	219	319	538	961	242	306	548	263	353	616	1164	268	358	626
Financing 'Pay Later' volume	4.1	3.7	7.9	3.3	3.9	7.2	15.1	3.8	4.4	8.2	4.4	4.2	8.6	16.8	4.8	5.3	10.1	5.0	5.8	10.8	20.9	5.9	7.7	13.6
Average Transaction size / Average Order Value	US\$	US\$		US\$	US\$		US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$	US\$
ACH AOV	2,191	2,593		2,269	2,142		2,274	2,398	2,803	2,601	2,396	2,307	2,351	2,569	2,564	2,803	2,684	2,368	2,332	2,302	2,487	2,530	2,986	2,793
Card AOV	1,593	1,848		1,453	1,430		1,551	1,667	2,036	1,852	1,618	1,556	1,587	1,792	1,780	1,963	2,609	1,587	1,582	1,564	1,719	1,779	2,121	1,967
Financing AOV	11,152	7,615		9,676	9,599		10,061	10,457	10,484	10,464	10,610	8,530	9,570	9,944	10,802	9,746	10,222	9,845	10,634	10,240	10,239	11,437	11,008	11,194
Total Transaction Volumes (TTV)																								
Active customers in period (#000s)	46.6	48.4	83.9	56.4	94.1	135.5	194.8	62.1	68.6	115.6	71	118	174	253	84	94	134	85	125	187	319	79	91	148
Active merchants in period (#s)	402	451	456	476	485	494	504	507	550	564	576	621	674	700	646	657	693	667	699	717	756	699	725	757
Professional Services Financing metrics	FY20	FY21	FY22	FY23											Dec-19 Jun-20 Dec-20 Jun-21 Dec-21 Jun-22 Dec-22 Jun-23 Dec-23									
Average loan term (months)	9.8	10.9	8.2	9.3	Loan book balance (gross receivables less expected credit losses and future unearned interest) US\$M										4.6	5.8	6.0	5.2	5.8	6.7	7.4	8.1	10.2	
Average flat interest rate on new loans	8.0%	8.3%	7.4%	9.1%																				
Average APR on new loans in period	18.2%	17.8%	19.9%	21.9%																				

# US product profitability

US\$000s except volume	ACH		Card		Financing		BNPL		Total	
	H1 FY24	H1 FY23	H1 FY24	H1 FY23	H1 FY24	H1 FY23	H1 FY24	H1 FY23	H1 FY24	H1 FY23
Volume US\$ M	517	452	109	96	13.6	10.1	1.2	1.2	639.6	559.3
Financing revenue (interest)	-	-	-	-	1,131	715	-	90	1,131	805
Payments and other revenue	1,939	1,702	213	180	76	41	-	63	2,228	1,986
<b>Total revenue</b>	<b>1,939</b>	<b>1,702</b>	<b>213</b>	<b>180</b>	<b>1,207</b>	<b>756</b>	<b>-</b>	<b>153</b>	<b>3,359</b>	<b>2,791</b>
Total revenue/volume yield %	0.38%	0.38%	0.20%	0.19%	8.9%	7.5%	-	12.8%	0.53%	0.50%
Direct processing costs	(291)	(143)	-	-	(1)	-	-	(65)	(292)	(208)
Transaction losses and bad debt charge-offs	-	-	-	-	-	25	-	-	-	25
<b>Net Transaction Margin (NTM)</b>	<b>1,648</b>	<b>1,559</b>	<b>213</b>	<b>180</b>	<b>1,206</b>	<b>781</b>	<b>-</b>	<b>88</b>	<b>3,067</b>	<b>2,608</b>
NTM/Revenue %	85.0%	91.6%	100.0%	100.0%	99.9%	103.3%	-	57.5%	91.3%	93.4%
Platform, credit check and credit staff costs	(56)	(91)	(12)	(19)	(152)	(157)	-	(15)	(220)	(282)
Interest expense	-	-	-	-	(644)	(283)	-	-	(644)	(283)
<b>Gross Margin</b>	<b>1,592</b>	<b>1,468</b>	<b>201</b>	<b>161</b>	<b>410</b>	<b>341</b>	<b>-</b>	<b>73</b>	<b>2,203</b>	<b>2,043</b>
Gross Margin/Revenue %	82.1%	86.3%	94.4%	89.4%	34.0%	45.1%	-	47.7%	65.6%	73.2%



# Historical metrics - AU

Total Transaction Volumes (TTV)	FY21							FY22							FY23							FY24		
	Q1	Q2	H1	Q3	Q4	H2	FY21	Q1	Q2	H1	Q3	Q4	H2	FY22	Q1	Q2	H1	Q3	Q4	H2	FY23	Q1	Q2	H1
Professional Services	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M	A\$M
Pay Now																								
EFT	3.5	3.5	7.0	2.8	4.0	6.8	13.8	4.4	4.2	8.6	3.7	4.8	8.5	17.1	4	5	9	4	5	9	18	6	6	12
Card	8.4	7.5	15.9	6.5	8.2	14.7	30.6	8.8	8.7	17.5	7.6	9.6	17.2	34.7	10	10	20	10	14	24	44	12	13	25
Total Pay Now volume	11.9	11.0	22.9	9.3	12.2	21.5	44.4	13.2	12.9	26.1	11.3	14.4	25.7	51.8	14	15	29	14	19	33	62	18	19	37
Financing 'Pay Later' volume	6.4	6.9	13.3	6.6	10.9	17.5	30.8	8.1	9.3	17.3	7.9	13.0	20.9	38.3	8.9	11.7	20.6	10.9	14.9	25.8	46.4	11.0	14.4	25.4
Average Transaction size / Average Order Value	A\$	A\$		A\$	A\$		A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$	A\$
EFT AOV	784	928		969	1,126		941	890	1,036	963	1,148	1,164	1,158	1,047	869	1,011	935	1,167	1,238	1,203	1,058	964	1,095	1,030
Card AOV	1,237	1,335		1,387	1,456		1,347	1,237	1,433	1,335	1,612	1,624	1,618	1,457	1,341	1,568	1,447	1,698	1,827	1,763	1,604	1,445	1,667	1,560
Financing AOV	10,010	10,330		10,557	12,379		12,315	10,056	9,315	9,823	8,863	8,141	8,502	8,921	7,695	9,701	8,677	6,501	7,684	7,122	7,788	5,589	7,682	6,664
Total Transaction Volumes (TTV)																								
Active customers in period (#000s)	12.5	10.9	19.4	9.1	10.2	15.8	30.3	13.2	11.7	21.4	10	12	18	35	14	13	23	12	14	21	39	13	17	28
Active merchants in period (#s)	358	360	422	369	397	448	491	390	394	442	388	421	459	495	397	410	464	409	424	470	525	406	423	470
Professional Services Financing metrics	FY20	FY21	FY22	FY23	Dec-19 Jun-20 Dec-20 Jun-21 Dec-21 Jun-22 Dec-22 Jun-23 Dec-23																			
Average loan term (months)	10.7	10.4	9.0	10.1	Loan book balance (gross receivables less expected credit losses and future unearned interest) A\$M										25.3	27.0	18.7	19.1	20.2	23.2	25.3	31.0	33.0	
Average flat interest rate on new loans	8.5%	8.6%	8.7%	10.1%																				
Average APR on new loans in period	18.1%	18.8%	21.8%	22.7%																				

# AU product profitability

A\$000s except volume	EFT & card		Financing		BNPL		Total	
	H1 FY24	H1 FY23	H1 FY24	H1 FY23	H1 FY24	H1 FY23	H1 FY24	H1 FY23
Volume A\$ M	37	29	25.4	20.6	1.4	0.8	638	50.4
Financing revenue (interest)	-	-	3,262	2,089	67	29	3,329	2,118
Payments and other revenue	409	353	345	239	26	5	780	597
<b>Total revenue</b>	<b>409</b>	<b>353</b>	<b>3,607</b>	<b>2,328</b>	<b>93</b>	<b>34</b>	<b>4,109</b>	<b>2,715</b>
Total revenue/volume yield %	1.1%	1.2%	14.2%	11.3%	6.6%	4.3%	6.4%	5.4%
Direct processing costs	(403)	(320)	(13)	(10)	(28)	(21)	(444)	(351)
Transaction losses and bad debt charge-offs	-	-	(26)	(104)	(40)	-	(66)	(104)
<b>Net Transaction Margin (NTM)</b>	<b>6</b>	<b>33</b>	<b>3,568</b>	<b>2,214</b>	<b>25</b>	<b>13</b>	<b>3,599</b>	<b>2,260</b>
NTM/Revenue %	1.5%	9.3%	98.9%	95.1%	26.9%	38.2%	87.6%	83.2%
Platform, credit check and credit staff costs	-	-	(255)	(233)	(8)	(6)	(263)	(239)
Interest expense	-	-	(1,072)	(679)	-	-	(1,072)	(679)
<b>Gross Margin</b>	<b>6</b>	<b>33</b>	<b>2,241</b>	<b>1,302</b>	<b>17</b>	<b>7</b>	<b>2,264</b>	<b>1,342</b>
Gross Margin/Revenue %	1.5%	9.3%	62.1%	55.9%	18.3%	20.6%	55.1%	49.4%

# Glossary

<b>ACH</b>	Automated Clearing House	A type of electronic bank-to-bank payment in the US, equivalent to EFT in Australia
<b>Active customer</b>	Any customer who has transacted with QuickFee in the relevant period	
<b>Active firm</b>	Any firm that has had a transaction with QuickFee in the relevant period	
<b>APR</b>	Annual percentage rate	The annual rate of interest on payment plans or loans
<b>BNPL or Q Pay Plan</b>	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
<b>CC</b>	Credit card	
<b>Connect</b>	QuickFee's product name for its point-of-payment integration, e-invoicing, automated collections and receivables management product	
<b>Customer</b>	The customer of a merchant, who will use one of QuickFee's payment options to pay their invoice	
<b>EFT</b>	Electronic funds transfer	An Australian domestic payments network that facilitates the transfer of funds electronically
<b>Firm</b>	Typically used to describe a professional services firm (e.g. an accounting or law firm)	
<b>Gross Trading Margin (GTM)</b>	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)	
<b>KYC</b>	Know your customer	Practice to verify the identity of customers in compliance with laws and regulations
<b>Merchant</b>	A firm.	
<b>Net Transaction Margin (NTM)</b>	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.	
<b>QuickFee Finance/ Financing/ Lending/ Pay Over Time</b>	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	
<b>QuickFee Pay Now</b>	QuickFee's payment gateway that enables customers to pay their invoice in full to the merchant with or without taking out a payment plan	
<b>Revenue yield</b>	Revenue recognised in accordance with QuickFee's accounting standards, divided by TTV, for the relevant product(s)	
<b>Total Liquidity</b>	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.	
<b>TTV</b>	Total transaction value	The total value of all transactions for the relevant product(s)
<b>pcp</b>	Previous corresponding period	For example, the pcp for the December 2022 quarter is the December 2021 quarter