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Australian Bond Exchange FY2023 Results Presentation

Thursday 7 September 2023

Australian Bond Exchange Holdings Limited (ASX: ABE) (“Australian Bond Exchange” or “ABE” or “the company”) hosted an online FY2023 market briefing.

Please find attached the presentation and a recording of the briefing will be made available on our website later today.

Authorised by

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Company Secretary

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About Australian Bond Exchange Holdings

Australian Bond Exchange Holdings (ASX: ABE) is an Australian financial services company that uses its proprietary technology to provide Australian Investors with direct access to the best of the fixed income asset class in Australia and internationally.

ABE's access and proprietary technology allows "access for all" in a transparent and efficient way. Transparent trading allows investors, brokers and advisers to deliver highly demanded fixed income asset class product to end clients.

This is coupled with an advanced AI driven Product Governance model, which allows greater investor protections, providing a new over the counter venue for private investors, financial advisers, and investment professionals to access the global financial markets.

ABE is eliminating barriers to entry to the bond market, providing access, efficiency, lower cost and transparency.



FY 2023 Results Investor Presentation 7 September 2023

Australian Bond Exchange
Holdings Limited

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Agenda

- FY2023 Key Highlights
- Business Overview
- FY2023 Financial Results
- FY24 Priorities
- Long Term Strategic Priorities



Bradley McCosker
Managing Director &
CEO

FY2023 Key Highlights

FY2023 Key Highlights

\$4.7M

Total Revenue

↑ 131% YoY

77%

Active clients

↑ YoY

Client retention
rate

99%

Completed
transactional CBDC
pilot with the
DFCRC and RBA

\$5.9M

Cash and cash
equivalents

Investments per
Client Portfolio

↑ 21%

\$77M+

Of Market Linked
products issues
In FY2023

Successful
completion of NPP
ANZ pilot

Business Overview & Strategy

Who we are



Our Mission:

Provide equal access to financial products and markets for all investors.

Our Strategy:

Use our proprietary technology to remove barriers to entry that have limited investor access to global financial markets.

What we do today:

Offer attractive financial products and provide user friendly, efficient and transparent means to make financial product transactions.

Unique Position in Evolving Landscape



Proprietary innovative technology solution offering market transparency and investor protection



Scalable business model with significant barriers to entry



Access to numerous client acquisition channels



Ability to tailor product according to investor preferences

Our strategy for growth



FY2023 Financial Results

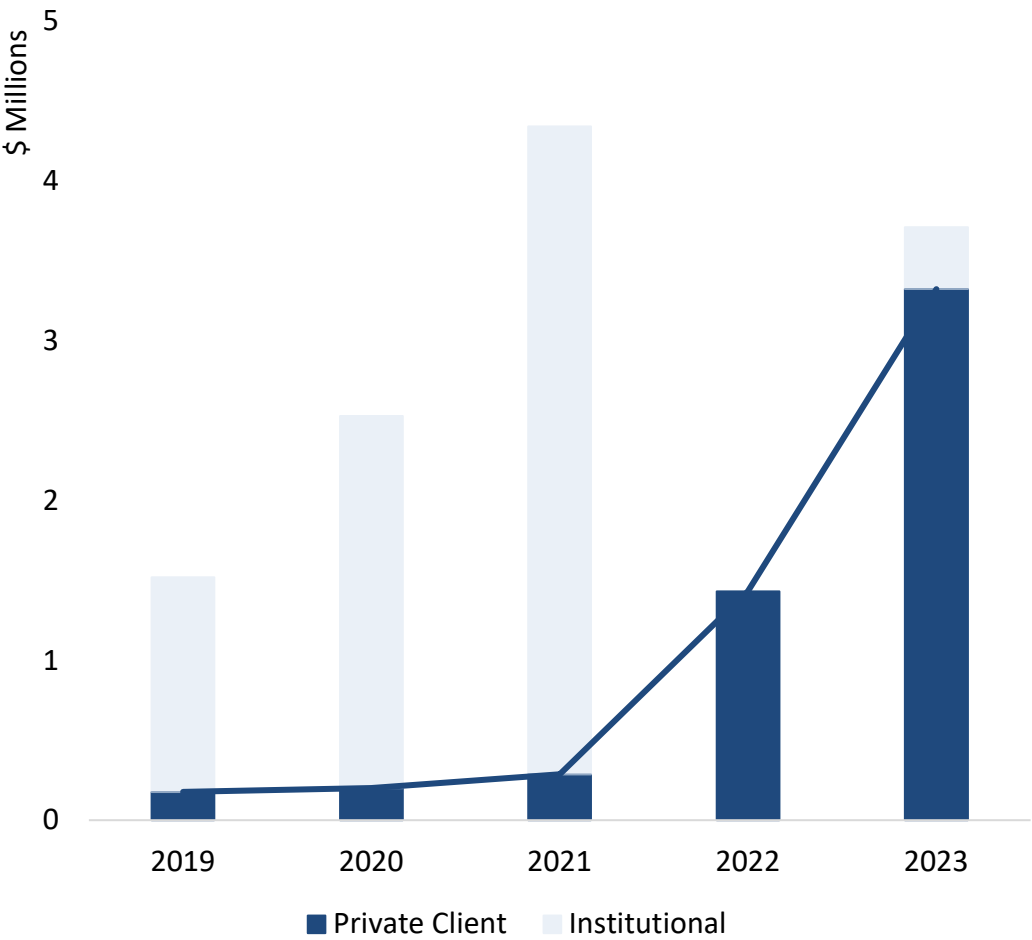
Results Summary

	FY23	FY22	% difference
Revenue	\$4.7million	\$2.0million	+ 131%
Other income	\$0.6million	\$0.5million	+ 40%
Total expenses	\$10.3million	\$6.1million	+ 62%
Net loss	(\$5million)	(\$3.6million)	- 38%
Earnings per share	(4.38) cps	(3.51) cps	- 25%
Operating cash flow	(\$2.3million)	(\$5.7million)	+59%
Closing net cash	\$5.9million	\$9million	-35%

- 131% growth in revenue
- Significant improvement of 59% in operating cash flow
- The total expense increase of 62% is in part due to an increase in revenue generating activity expenses

FY 2023 Revenue

Private Client Revenue Growth over time



Desirable Business Features	Private Clients
Shown long tern Revenue Growth	✓
Resistant to different economic cycles	✓
Stable Income Stream	✓
Repeat Business	✓
Significant Growth Opportunity	✓
Competitive Advantage	✓

Cash flows

	FY23	FY22	% difference
Cash flow from operating activities	(\$2.3million)	(\$5.7million)	+59%
- Receipt from customers	\$156.0million	\$106.6million	+46%
- Payments to suppliers & employees	(\$159.0million)	(\$112.6million)	+30%
Cash flow investing activities	(\$0.7million)	(\$0.6million)	+23%
Cash flow financing activities	(\$0.1million)	\$13.9million	-101%
Change in cash & cash equivalents	(\$3.1million)	\$7.6million	
Cash & Cash Equivalents at 30 June	\$5.9million	\$9million	-29%

- Significant improvement of 59% in operating cash flow
- Driven by strengthened controls over cash and inventory to maximise ABE's position

FY2024 key priorities

Key priorities for FY2024



**Continue to grow
revenue**

**Focus on cost
management**

**Positive operating
cash flow by end of
CY2024**

Revenue growth



Continue to grow
sales volumes in
both existing and
new clients



Continue to
identify and
develop
innovative
financial
products



Australian Credit
Opportunity
Fund

Cost management



Implement cost
reduction
program across
all aspect of the
business



Reduce
operating
expenses and
improve
operating cash
flows



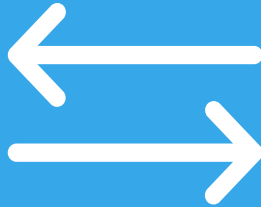
Reduce
dependency on
third party
agencies

Long term strategic priorities

Key Global Themes



Artificial
Intelligence



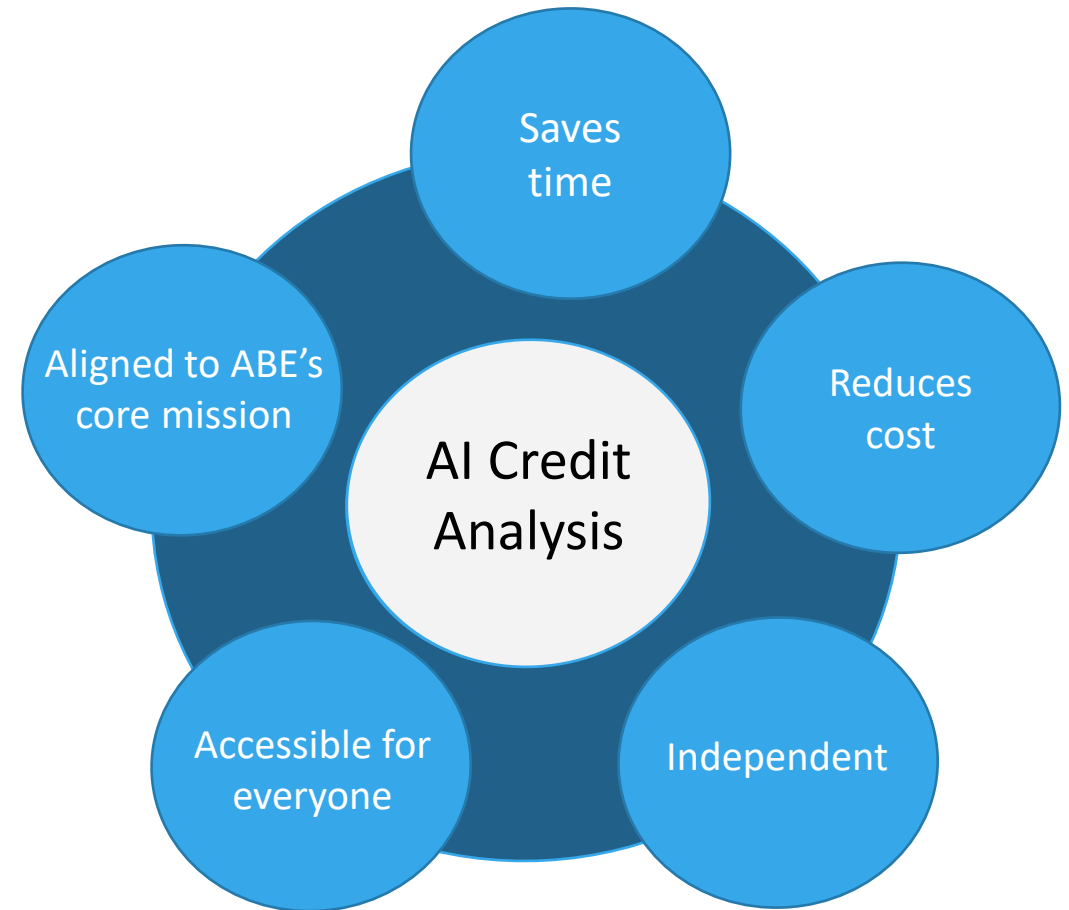
Transaction
Technology



ESG

ABE Credit Ratings leveraging AI

- We use AI for credit analysis on the products we offer
- Our technology produces a bond credit rating in a matter of minutes with accuracy
- We have been exploring the best way to monetise our AI credit rating capability
- There are multiple attractive revenue models with significant TAM



Transaction Technology



ABE's technology T+0 ready

- Matching & settlement within ABE's Global Asset Register eliminated clearing requirements



NPP Trials Continue

- Instantaneous settlement significantly reduces barriers to entry to financial markets



RBA CBDC Pilot Completed

- Currencies used by economies reflect the way transactions are performed. We live in a time of digital commerce.

Long term strategic priorities

Our mission is to provide all investors equal access to financial markets



ABE's state-of-the-art AI and T+0 transaction technologies are increasing efficiencies and reducing barriers for all prospective investors



Bond trading is the foundation of our business which we continue to scale to grow revenue and reach profitability



Questions