



Q1 FY22 Quarterly Presentation

ASX: CCR

October 2021



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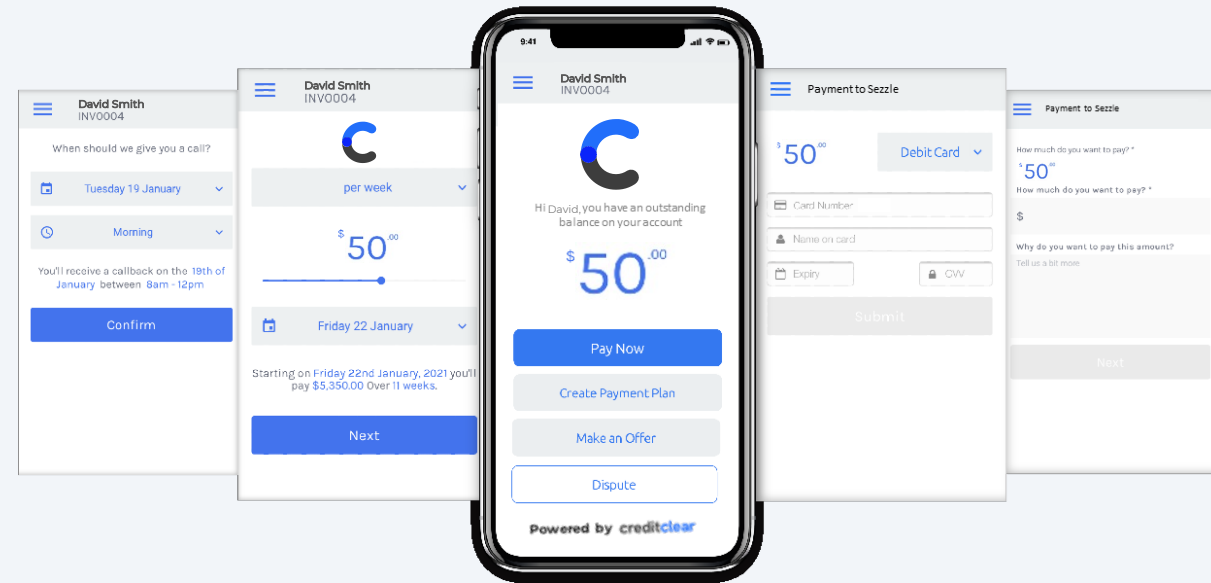
All references to dollars, cents or \$ are a reference to Australian currency, unless otherwise stated.

Credit Clear – the market leader in digital, actionable communications for optimising account receivables

Credit Clear's technology platform helps businesses drive smarter, faster and more innovative financial outcomes

Our proprietary digital payment platform uses AI, machine learning, dynamic data and predictive analytics to boost engagement and ROI

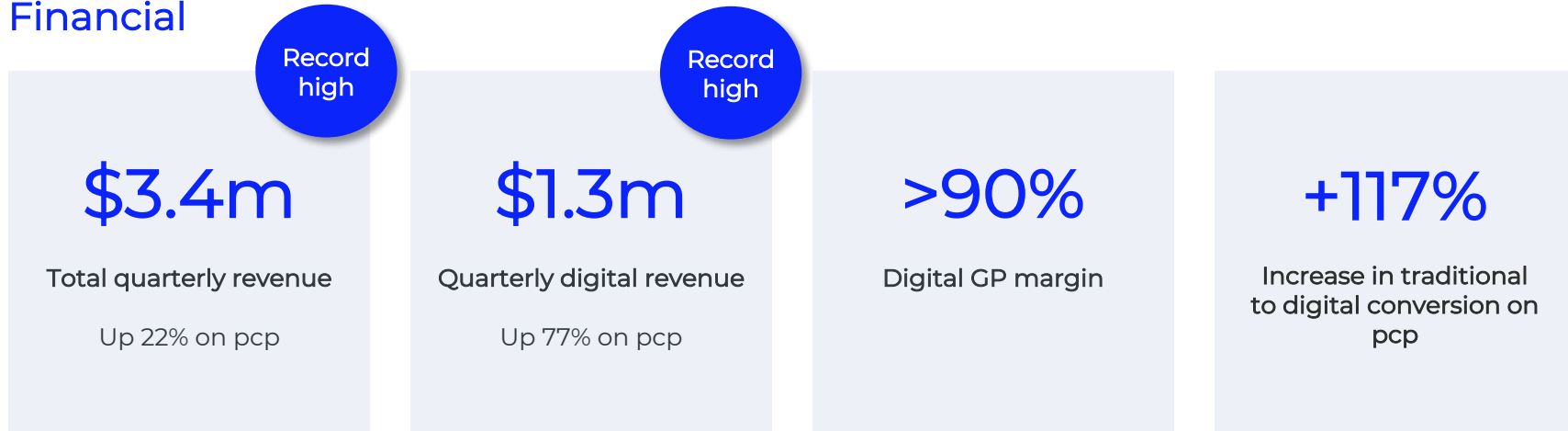
- ✓ High engagement through superior user experience
- ✓ Actionable communications
- ✓ Immediate delivery
- ✓ Frictionless, fast, easy payments
- ✓ Deep insights from digital engagement
- ✓ Granular targeting based on rich data
- ✓ Significantly more cost effective than traditional methods
- ✓ Communicate to your customer in their preferred time, channel and language



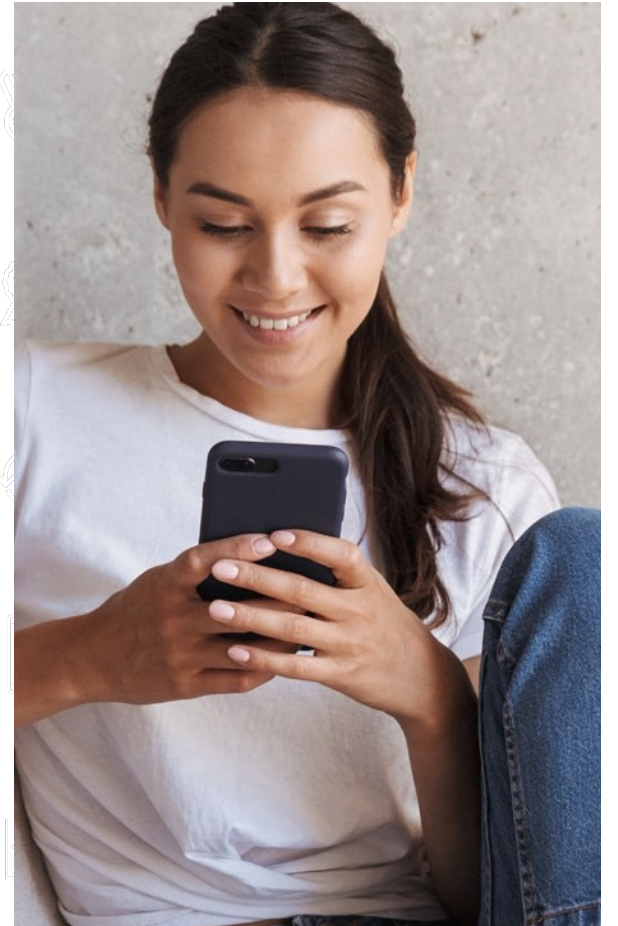
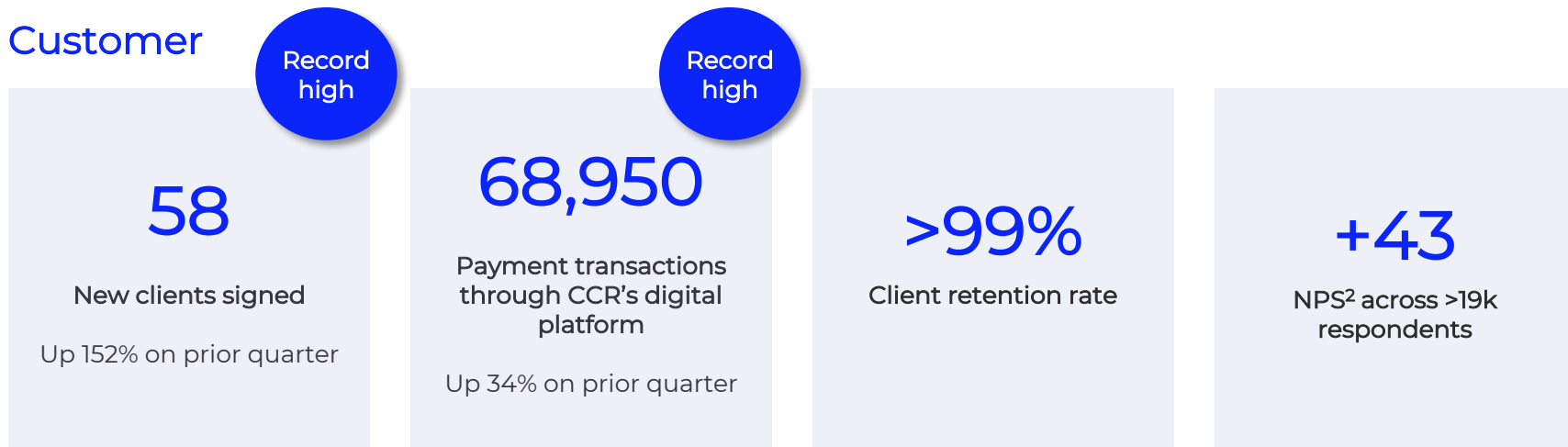
Quarterly highlights

Strong growth in total and digital revenue¹, [record quarterly performance](#)

Financial

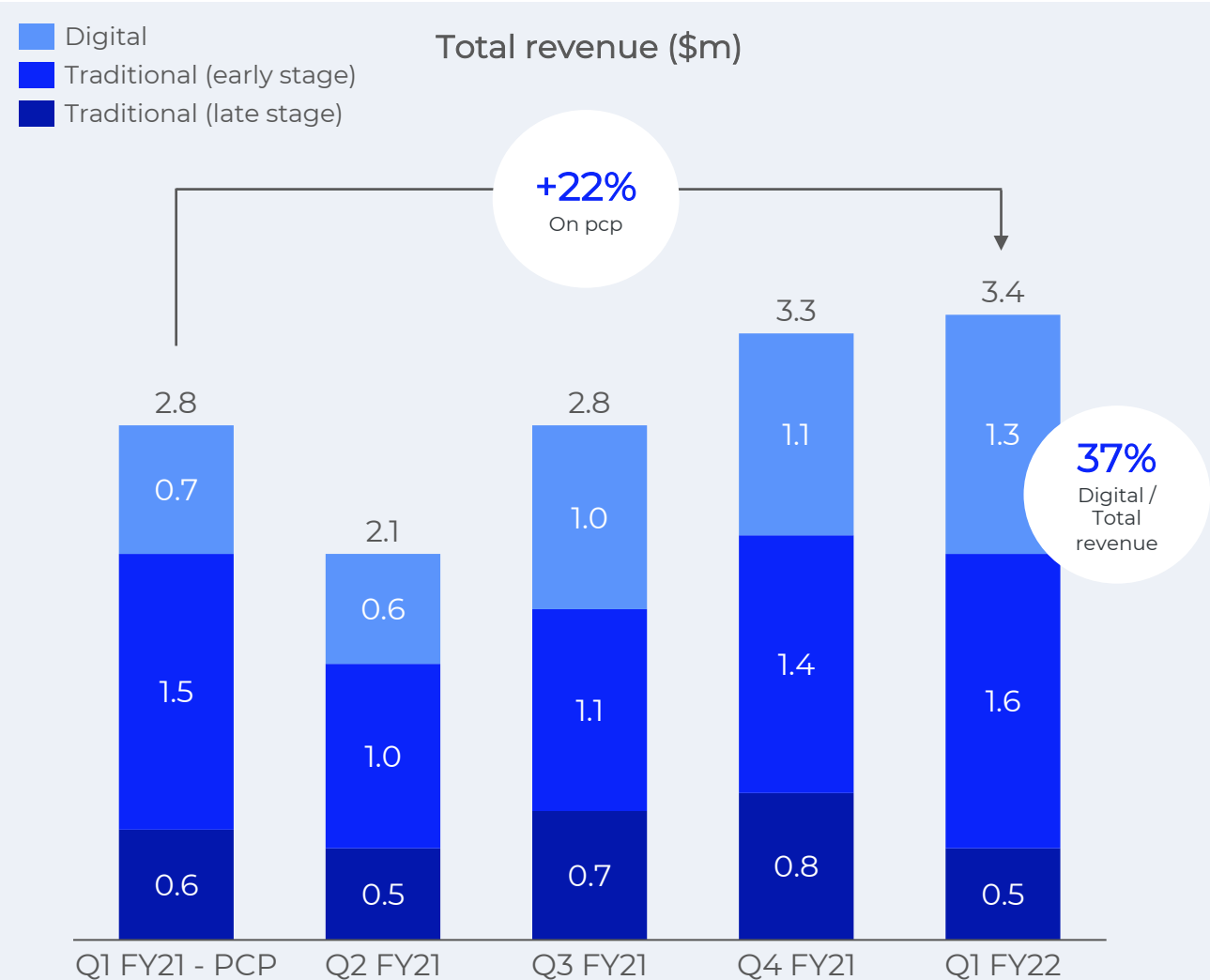


Customer



Record quarterly total revenue of \$3.4m

Total revenue increased 22% on pcp, with Digital revenue now comprising 37% of total revenue

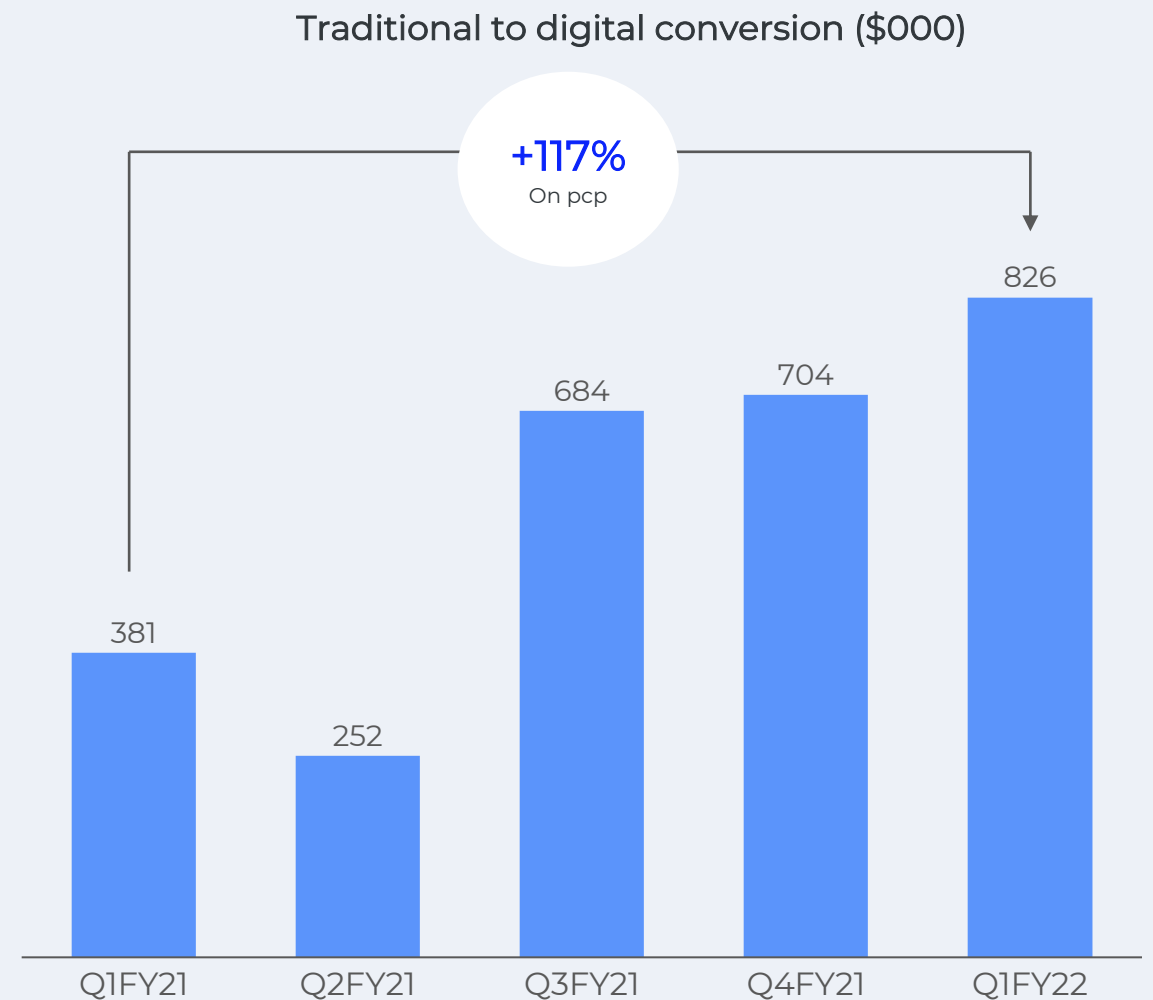
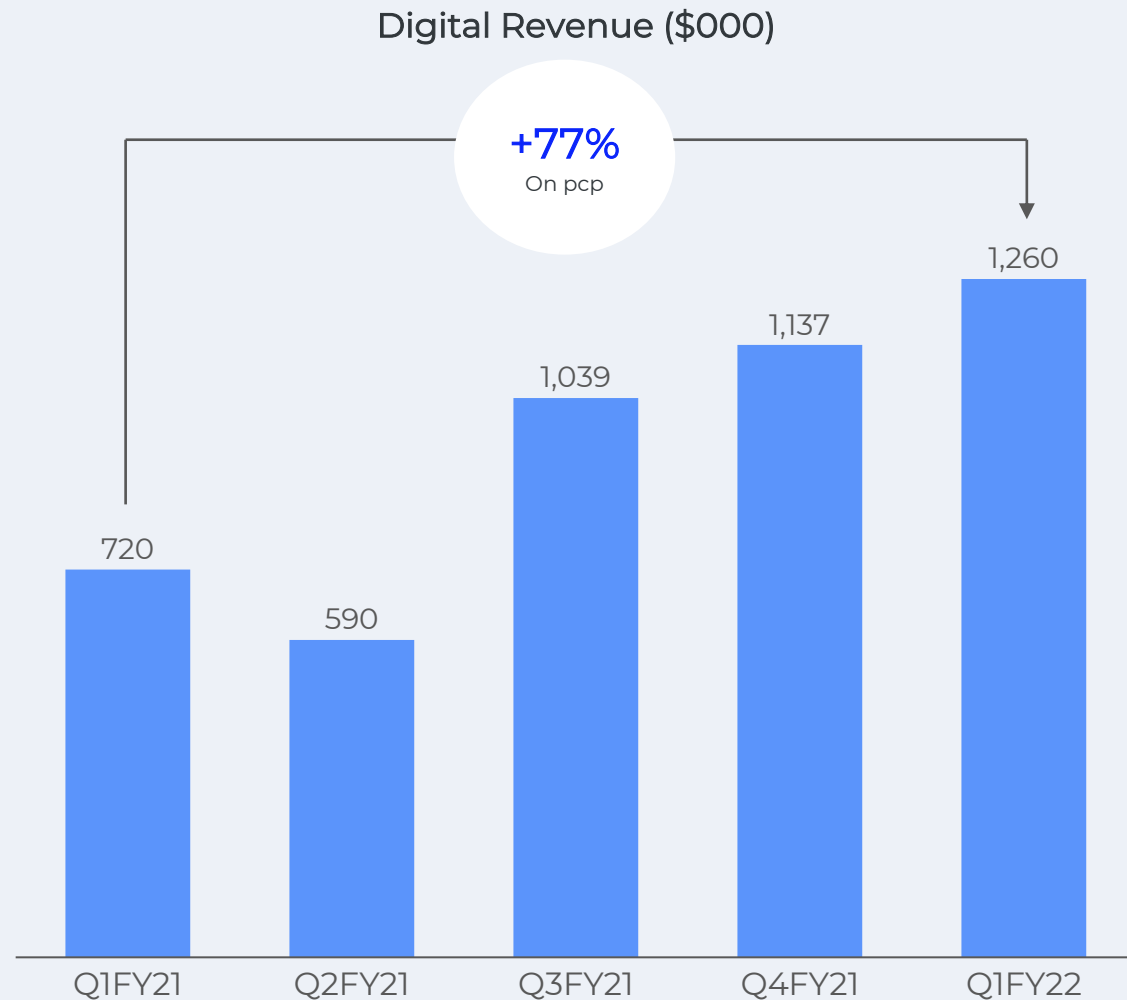


Key commentary

- Despite achieving another quarter of record revenue performance, there is significant pent-up demand for CCR's digital solutions from a broad range of clients as a result of COVID-19 driving a hold on collection activity throughout Australia.
- Many of Credit Clear's utility clients, for example, were impacted by the Australian Energy Regulator's directive to hold all collections in states where active lockdowns were in effect – significantly impacting collections in VIC and NSW.
- Credit Clear's largest tolling client also advised a hold on all collections for the majority of its receivables throughout Q1 with expectations of significant collections in Q2. Collection activity resumed in October.
- With COVID-19-related restrictions easing in NSW and VIC, Credit Clear expects the above latent demand to flow into collection activity in Q2.

Record quarterly performance in digital

Record digital revenue of \$1.3m, up 77% on pcp, supported by strong growth in traditional to digital conversions



Record number of new client wins

58 new clients signed across new and existing target industries, with a strong and growing pipeline of opportunities

Client wins



Signed the largest toll road operator in Victoria, bringing thousands of end-user accounts to CCR's digital platform



Deepened presence in construction sector signing various new construction service provider clients



Significantly progressed commercial retail coverage, with 6 new clients signed



Enhanced presence in Government sectors with multiple new significant local council wins

Pipeline

Progressing dialogue with several significant prospective insurance and banking clients, tender discussions well-progressed with leading tier 1 provider

Discussions progressed with leading fintech / payments operator, with onboarding commenced in Q2

Contract discussions ongoing with leading multi-national BNPL operator

Continuing to develop client opportunities across multiple key sectors, including tier 1 banks and insurance agencies

Credit Clear has appointed a Chief Growth Officer with extensive enterprise level experience to drive customer acquisition in globally significant Australian and International organisations

Hugh Robertson appointed Non-Executive Director

Hugh Robertson joins the CCR Board, bringing 35 years' experience in financial services and equity capital markets

Credit Clear's Board of Directors



Gerd Schenkel
Chairman



Lewis Romano
Executive Director & Co-Founder



Marcus Price
Non Executive Director



Mark Casey
Non-Executive Director
& Co-Founder

Hugh Robertson
Non-Executive Director



Hugh Robertson

Newly appointed Non-Executive
Director

Experience:

- Over 35 years' experience in financial services and equity markets
- Current Director Equity Capital Markets at Bell Potter Securities

Current board positions:

- Maggie Beer Holdings (ASX: MBH)
- Envirosuite Limited (ASX: EVS)
- Touch Ventures Limited (ASX: TVL)

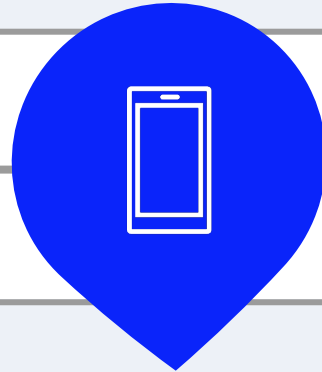
Product roadmap to develop technology across four key categories

Artificial Intelligence (AI) and Machine Learning



- Develop data platform to support AI, deeper analytics and strategy management module (Optimiser)
- Develop analytics and machine learning capabilities
- Progress research regarding potential premium analytics revenue stream

Core Products



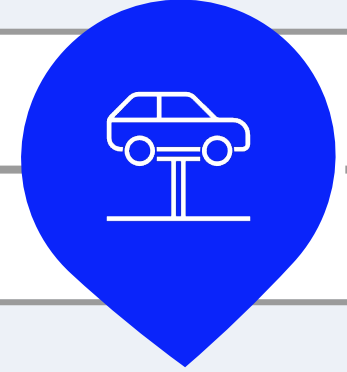
- Continued investment in core product, including:
 - Communication and payment channels
 - Automated compliance controls
 - Additional support and security activities.

Optimiser Module



- Continued testing of traditional to digital comms. uptake
- Explore and develop new analytics and machine learning modules

Insurance Vertical



- Insurance-specific functionality, including:
 - End-to-end digital third party at fault payment processes
 - Automated claims processing for motor insurers

Credit Clear's first "Optimiser" campaign achieves 17% uplift

Deployment of strategy manager module demonstrates material performance uplift for water utility client

Overview of the strategy manager module (Optimiser):

- Optimiser is a campaign strategy management module that empowers clients to rapidly test and adjust their collections strategies.
- The module employs a Champion / Challenger testing methodology, whereby key metrics from the client's existing strategy (Champion) are compared to CCR's Optimiser strategy (Challenger).
- The different strategies are applied to equal portfolios of receivables, using the same channels (i.e. same digital channels).

Key characteristics of the module:

1. Data-driven decision-making tool that dynamically changes collection campaign strategy, underpinned by behavioural analytics.
2. Rapidly deploys campaign testing at a high frequency, collecting immediate feedback to fold into strategy decisioning.
3. Unique ability to roll-out testing at scale within hours, for efficient feedback across large client portfolios.

Results (Water Utility)

A range of performance metrics, including collection rate, customer conversion and NPS were measured in the test.

21 days into the campaign:

+17%

Uplift in collection rate, statistically material given the digital-to-digital comparison portfolios

+\$800k

Uplift extrapolated from volumes over the 21d experiment to 12 months across the water utility's entire account receivables portfolio



Significant uplift in customer conversion

Strategic initiatives for long-term growth



Accelerate Core Growth

- ❑ **Increase client base** by targeting a broad range of sectors and increasing penetration within existing sectors
- ❑ **Transform into a digital focused** company to accelerate top-line growth
- ❑ **Optimise onboarding** onto our digital platform and customer success



Enhance Digital Capabilities

Planned **technology investment** targeting 4 categories:

- ❑ **Artificial intelligence and machine learning**
- ❑ **Core product suite**
- ❑ **Strategy manager module (Optimiser)**
- ❑ **Insurance-specific platform functionality**



Transformational Growth

Continue to explore and assess local customer acquisition opportunities

Targeting international expansion:

- ❑ **Exploring the UK** market, with resources on the ground assessing potential clients and value accretive opportunities
- ❑ **Assess the US** market in 2022 for potential opportunities
- ❑ **Progressing partnership opportunities** in other jurisdictions

Corporate Overview

Financial Information

ASX Code	CCR
Shares on issue	225.7m
Share price ¹	\$0.52
Market capitalisation	~\$117.4m
Cash at bank (30 Sep 2021)	\$9.4m
Options & Rights	30.4m

Shareholder Information

Casey Consulting Services	13.67%
Thorney	9.11%
Board and Management ²	7.21%

Share Price Performance (since IPO)





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