22 November 2024
ASX Announcement

Chairman's Address and Investor Presentation

Credit Clear Limited (ASX:CCR) (ACN 604 797 033) (**the Company**) attaches the Chairman's Address and Investor Presentation to be delivered at the 2024 Annual General Meeting (**Meeting**) today.

The results of the Meeting will be released to the ASX after the conclusion of the Meeting.

All investors are invited to attend an online Company Presentation to be delivered after the 2024 Annual General Meeting on the details below:

Date: 22 November 2024
Time: 11.15am
Registration link: Click here

Authorised for release by the board of Credit Clear Limited.

– ENDS –

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About Credit Clear
Credit Clear Limited is an Australian technology company that has developed a digital billing and communication platform that helps organisations drive smarter, faster, and more efficient financial outcomes by changing the way customers manage their re-payments through a user experience that the market demands in a digital age, powered by award winning artificial intelligence.

Credit Clear manages customer accounts across a range of industries including transport, financial services, insurance, government, and utilities. The Company is based in Australia with headquarters in Sydney and offices in Melbourne, Brisbane, Adelaide, and Perth.

www.creditclear.com.au

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AGM FY24 Chairman's Address

Dear Shareholders, good morning. My name is Paul Dwyer, and as Chairman of the Board, it is my privilege to welcome you to Credit Clear's Annual General Meeting for 2024.

Over the past year, we have maintained our focus on a strategy centred on "profitable growth." We have continued to accelerate our organic expansion, securing a growing portion of the Australian debt resolution market and making significant progress along the way. Notably, we have achieved positive operational cash flow for six consecutive quarters, which has allowed us to step back from filing quarterly 4C cash flow reports with the ASX. At the same time, we remain committed to substantial investments in onboarding and developing new clients as well as advancing our technology, which we view as a key and enduring competitive advantage for the Company.

With a solid foundation in Australia encompassing a talented team, a robust balance sheet, profitability, and cutting-edge technology, we see an emerging opportunity to complement our organic growth with strategic acquisitions.

Over the past year, we have welcomed several new institutional investors to our share register. Our operations continue to generate positive cash flows, strengthening our ability to onboard and support tier-1 clients, which requires an upfront investment. Furthermore, this financial position allows us to act swiftly in seizing strategic opportunities as they arise.

Our success in securing tier-1 clients through competitive tenders highlights the strength of our offering. We are also observing a notable shift in the market away from the traditional practice of selling debt. This trend strongly aligns with Credit Clear's approach of integrating with our clients' internal systems and processes to manage overdue accounts throughout the customer lifecycle. By doing so, we provide an end-customer experience that enhances and even reinforces our clients' brand value.

While higher interest rates are traditionally viewed as favourable for the recoveries industry, Credit Clear has demonstrated resilience and strong performance across a variety of interest rate environments over the past two years.

Encouragingly, the market has recognised our consistent delivery, and as anticipated in prior years, the arrival of revenue from tier-1 clients coupled with growing operational leverage has driven substantial share price growth over the past year.

I trust that shareholders now have a clearer understanding of our business and can see that our fundamentals have continued to strengthen. We have experienced sustained revenue growth, our market-leading technology is driving transformation across the industry, and we are consistently attracting a growing base of blue-chip clients.

As I have said before, our aim is to become a dominant player in the digital transformation of the recoveries industry. I firmly believe that we are uniquely positioned to achieve this goal and to deliver significant value to our shareholders in the process.

Thank you.

Paul Dwyer

– ENDS –

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PROFITABLE GROWTH

AGM FY24

Business Update

ASX: CCR | 22 November 2024

- Revenue run rate YTD of $48.8m[1] up 20% PCP
- Eight potential tier-1 clients are signed and developing
- On track to achieve or potentially exceed its FY25 guidance of $48m - $50m in revenue and +$7m in Underlying EBITDA

1. Based on annualised FY25 October YTD revenue which is unaudited

Important information

This presentation has been prepared by and is the sole responsibility of Credit Clear Limited ACN 604 797 033 (Company). The information contained in this presentation was prepared as of 22 November 2024, and remains subject to change without notice. The information in this presentation is of a general nature provided solely for the purpose of giving you background information about the Company.

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

An integrated and end-to-end debt resolution provider

creditclear
digital payment technology

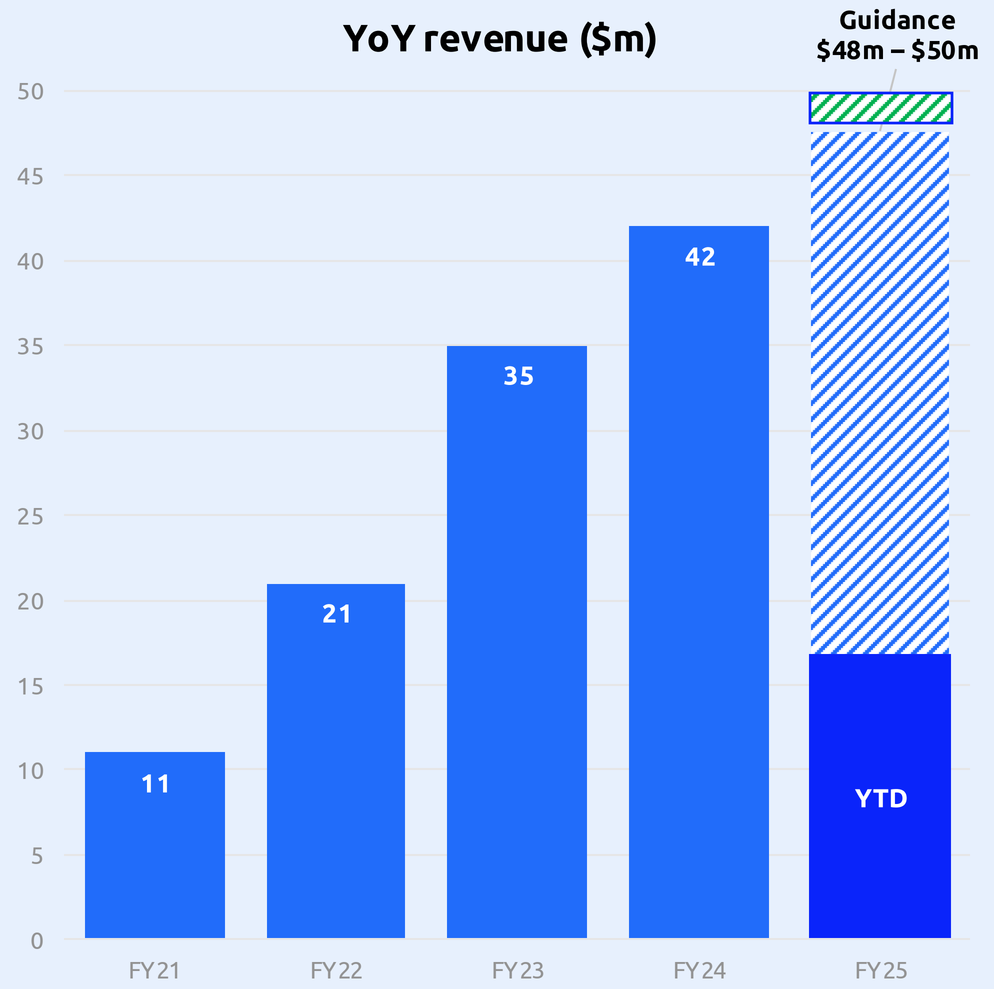
arma
debt resolution

oakbridge
commercial • insolvency • litigation

An ASX-listed company that has a commercially proven AI-driven technology platform that improves debt resolution	Trusted by hundreds leading companies in highly regulated and diverse industries to engage millions of their end customers	Strong trading conditions with rising cost of living, consolidation in the collection industry and less debt being sold	Leading the rapid digitisation of customer engagement and enhancing the customer experience
AI delivers a 22% uplift in performance	**Working with Australia's largest companies**	**Growing market share as need for services expands**	**NPS +40 from +618k responses**

On track to achieve or exceed FY25 guidance

- **Record October:** Revenue of $4.29m[1] in October up 23% on PCP has extended Credit Clear's strong start to FY25
- **YTD:** Revenue of $16.3m[1] YTD up 20% on PCP or an annualised revenue run rate of $48.8m[2]
- **Gross Profit Margin:** Improved to 56%[1] in FY25 YTD from 53% in FY24
- **FY25 Guidance:** YTD revenue run rate of ~$48.8m[2] and margin expansion, with high confidence of a materially stronger 2H25 (~10%), places the Company on track to achieve or potentially exceed its FY25 guidance of $48m - $50m in revenue and +$7m in Underlying EBITDA
- **Onboarding clients:** The Company is onboarding and/or developing revenue from eight potential tier-1 clients[3,4] that represents $8m-$10m[4] in additional future revenue



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1. October Revenue, FY25 YTD Revenue and Gross Margin is Unaudited. 2. Annualised FY25 October YTD Revenue. 3. Tier 1 clients = revenue of >$500k p.a., Tier 2 clients = revenue of >$100k and <$500k p.a. and Tier-3 clients of between >$12k and <$100k. 4. Expected revenue is based on information provided by clients.

Registry movements

FY25 YTD has seen several new institutional investors join the register, particularly following the FY24 roadshow.

The ongoing winning, onboarding and development of potential tier-1 clients and the arrival of revenue from those clients, while at the same time continuing to achieve margin expansion has demonstrated Credit Clear as an institutional grade stock.

Five institutions where crossed stock in August from a block of shares from a pre-IPO founder.

The consistent and recurring nature of tier-1 client's revenue has been demonstrated with 95% of tier-1s recurring as tier-1s from FY24 into FY25 YTD.

Dominant positions emerging in several industries

Existing Industry Domination

Credit Clear has five tier-1 clients from the Insurance sector:

- Developed specialist skills and experience
- Dominant competitive position in the industry vertical
- Highlights the “domino effect” within an industry sector

Future Industry Domination

Potential tier-1 currently being onboarded:

- Eight potential tier-1 clients that represents \$8m-\$10m[1] in additional future revenue are being onboarded and/or developed
- Three of the eight are from the Energy sector
- Three are from the Telecommunications sector
- Energy and Telecommunications represent two new industry verticals into which Credit Clear has made strong inroads in the past 12 months.

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1. Based on client information and sales team forecasts

Trading conditions – synchronised tailwinds

- **Competitive landscape**
  - On going consolidation, business failure and industry corporate activity has reduced the overall number of tier-1 providers while disrupting competitor's focus on their operations
    - M&A - Recoveries Corp and Milton Graham, Archer Capital, Allegro Capital
    - Administration - Collection House, Panthera
- **Economic factors**
  - Persistent inflation driving higher value of debts
  - Cost of living driving a jump in arrears
  - Near full employment and a flexible approach from clients supports repayment rates and recoverability of debt
    - NAB and ANZ report multi-year high in arrears
    - RBA Stability Report signals ongoing financial distress, including dual income households and mortgagors
    - ATO actions setting the industry tone
- **Less debt being sold**
  - Structural shift in approach to selling debt supports Credit Clear's hybrid end-to-end approach
    - Westpac has not sold in five years
    - Number of bidders for PDL books has reduced by ~50%

FY25 Outlook

Macroeconomic tailwinds	• Trading conditions are supportive • Australian companies strengthening their debt resolution capabilities
Organic growth	• Continue to win share of wallet from large clients with our end-to-end hybrid offering • Continued integration and deployment of AI technology and SaaS platform across the Company's debt resolution teams is driving performance and gross margin uplift • Strong new business pipeline including tenders for potential tier-1 clients
Guidance	• Strong potential for margin growth on a controlled cost base • The Company is on track to achieve or exceed FY25 revenue guidance of **$48m - $50m** and Underlying EBITDA guidance of **+$7m**

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Illustrative client Profit/Loss timeline

0-3 mths	3-6 mths	6-9 mths	9-12 mths	12-15 mths
Onboarding	Initial portfolio of debt	Optimisation, champion / challenger testing, performance reporting	Increase share of business on panel	Client reduces number of providers on panel and broadens scope of work for Credit Clear

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