

21 January 2019

Australian Securities Exchange (**ASX**)
Level 40, Central Park
152-158 St George's Terrace
Perth WA 6000

Intiger Strategic Plan Update

Intiger Group Ltd ('**Intiger**' or the '**Company**') (**ASX:IAM**) is pleased to present its Strategic Plan Update to the market (attached). In addition to the presentation, the Company wishes to highlight the following key points:

HIGHLIGHTS

- Following the successful capital raising in August 2018, Intiger's Executive Team have completely reviewed the Company's business and strategic plan, a summary of which is included in this announcement.
- A key component is the continued development of BOOM Software as a leading advice process solution, utilising automation and AI to manage advice delivery and compliance operations (RegTech Solution).
- The pilot program with Commonwealth Financial Planning is progressing well and Intiger looks forward to continuing its professional relationship with the Commonwealth Bank of Australia.
- The Intiger team has begun to engage the wider Financial Wisdom network of advisers after providing administration and now paraplanning services to a limited number of practices. Preparations are in place for resourcing, training, onboarding, and marketing to the network.
- The Intiger Executive Team continues to showcase BOOM Software to leading wealth management institutions and our online technology showroom is being updated to support this great opportunity.
- The Company is also using this opportunity to refresh its corporate brand. The Company website, BOOM software and marketing material will all undergo a complete overhaul to reflect this new and exciting brand, which will be announced shortly.

- ENDS -

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About Intiger Group Limited

The business of **Intiger Group Limited (ASX: IAM)**, was founded by experienced investment banking and financial services executive Mark Fisher and operates an Australian software development house dedicated to supporting professional Financial Planners to meet the needs of their clients. Intiger does this by reducing the back office and operational costs within the Australian financial planning industry. Working with Australian Financial Services Licensees and their advisers, the Intiger Group has developed and launched proprietary software platform BOOM, which has been designed to digitise and automate core components of the financial planning process including the production of automated statements of advice. BOOM also tracks key performance indicators of a financial planning practice and delivers oversight and control to both licensees and financial planning practices nationally.

IAM Strategic Plan Update



INTIGER GROUP

21 January 2019

ASX:IAM

Tech-driven superior processes, better compliance, better advice

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OUR VISION



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*To Liberate Our Partners through Intelligent
Technology & Outstanding People*

BUSINESS USE ONLY

OUR MISSION

- *Genuinely partner the Wealth Management Industry with a scalable Advice & Practice Management Solution.*
- *Deliver technology solutions that enable clients to achieve growth, quality & efficiency outcomes for all their stakeholders.*
- *Invest in staff and solutions to meet Best Practice standards of our clients.*
- *Always consider IAM stakeholder satisfaction and requirements in terms of governance, growth and profit.*



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BUSINESS USE ONLY

OUR VALUES

- *Privacy (information, data, individual, systems)*
- *Respect (workplace, clients, stakeholders, industry)*
- *Integrity*
- *Keep the promise (quality, verify & validate)*
- *Accountability*
- *Excellence (quality assured standard)*
- *Innovation*
- *Commitment*
- *Teamwork*



OUR GOALS

- *Drive a revenue uplift in 2019 through existing and new revenue streams*
- *Consistent and measurable positive client and staff experience*
- *Drive positive shareholder experience through revenue growth and share price appreciation*
- *Build a great reputation based on success*



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BUSINESS USE ONLY

OUR STRATEGY

SMART TECH & REGTECH SOLUTIONS

- Develop & deliver leading advice software solutions for quality & efficiency at scale
- Deliver a stand alone SaaS process automation solution
- Develop & deliver an AI-driven Regtech solution (Dynamic Compliance System)

HIGH QUALITY SERVICE

- Continue to build a competent team that consistently meet the required standard
- Build scalability to deliver the required volume
- Build upon our inhouse technical capability (SMEs that train our own staff & foster organic growth)

MARKET INTEGRITY

- Build market integrity through partnering institutional clients & self-employed practices
- Refresh the branding and corporate digital image



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BUSINESS USE ONLY

SMART TECH & REGTECH SOLUTIONS

- Focus on **unique Client Engagement Tools plus automated processes** for high volume medium complexity operators (Institutions, Licensee networks, target practices)
- **Cost Leadership** – helping partners reduce cost through superior processes, automation, and AI application
- **Differentiation** – expert partnerships, new technology that nimbly adapts to developments, partnered data management and dynamic compliance solutions (AI application)



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BUSINESS USE ONLY

HIGH QUALITY SERVICE

- An in-house quality and efficiency control system will provide real time data on performance
- Launch of an Intensive Training Program in Cebu & Manila to grow scale and diversify our services to include the Client Services Offer Program delivered in Cebu (January - March 2019) & Core Paraplanning Program delivered in Manila (January - April 2019).



MARKET INTEGRITY

To become the trusted partner to the major target players in Australian Wealth Management



Specific engagements:

- Build CBA Licensee advice production quality and scale
- Engage additional 1st and 2nd tier Institutions (Hybrid and / or SaaS offer)

STRATEGIC CHALLENGES

- **Service Quality Delivery** – A key shortcoming in the past has been a failure to deliver volume of work at a consistent / acceptable quality. Progress has been made and a new quality monitoring & management system (combined with intense training) is expected to continue improvement in this area.
- **Market Penetration** – We acknowledge the lengthy timeframe a corporate client can take in order to decide on changes to their business model and operating systems. We are expanding our institutional pipeline as outlined in the Market Integrity Section.
- **Competition** – We continue to monitor the marketing and activity of competitors.
- **Regulatory Change** – The final Royal Commission findings and resulting legislation will be known in 2019, and our strategy will have to adapt to meet those changes.
- **Change in Market Conditions** – a significant fall in financial markets could impact client decision making and expenditure towards our solution

