

Investor Presentation

Complii FinTech Solutions Limited (**Complii** or the **Company**) (CF1.ASX) is pleased to release a copy of the presentation to be provided by Craig Mason, Executive Chairman to delegates at the Euroz Hartleys Emerging Industrials Forum being held on 20 April 2023.

This announcement is authorised by Alison Sarich, Managing Director and Craig Mason, Executive Chairman on behalf of the Board of Complii Fintech Solutions Limited.

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ASX:CF1

Complii
FinTech Solutions Ltd

Euroz Hartleys Emerging Industrials

Investor Presentation 20.04.23
Craig Mason, Executive Chairman

Half year highlights FY23 1H



Group cash at bank
(includes term deposits)

\$6.901m

↑ 45% compared
to pcp 1H FY22

This amount equates to 8.77
quarters of funding available for
future operating activities from 31
December 2022



Group revenue from
contracts with customers
(excludes R&D rebate grant)

\$3.989m

↑ 35% compared
to 1H FY22



Research
and Development
grant income

\$2.386m



Operating
loss

\$1.535m

Includes one off costs of
\$441k relating to
Registry Direct acquisition



Key statistics FY23 YTD



AFSL clients

141

AFSL clients

3700+

New capital raised

\$7.570b



Investor network

110,000+

Trading value

\$43.6m

Trading opportunities

67



Registry

768

Holdings

115,000+

ESS

45



Our unique offering

Through our unique ecosystem, we are becoming the backbone of equity capital markets



Alongside the ASX, market data providers and execution and clearing houses, Complii Group modules now serve as the backbone of equity capital markets, enabling new levels of operating efficiencies and competitive advantage for users.



These include registry services at inception of a corporation, unlisted trading facilities (pre-IPO), capital raising (seed round + IPO listing) administration tools and shareholder services (post listing), plus all the compliance controls required for those dealing for and in capital markets.



Group financial performance

		FY23 1H (\$)	FY22 (\$)	FY21 (\$)	FY20 (\$)
FY23 – Group Income	Revenue from contracts with customers	3,989,239	8,642,969	2,024,663	1,169,875
	Other income	253,876	326,474	122,788	157,038
	Research and development grant	2,386,298	942,080	573,917	385,420
	Total Revenue and Other income	6,629,413	9,911,523	2,721,368	1,712,333
FY23 – Balance Sheet	Cash at bank	1,722,726	5,736,421	3,998,180	152,084
	Cash on Term Deposit	5,178,132	-	-	-
	Total cash at Bank and on Term Deposit	6,900,858	5,736,421	3,998,180	152,084
	Net Assets	19,920,081	10,964,362	3,607,694	1,462,940

FY23 Results Commentary

ARR (Annual Recurring Revenue) has continued to grow strongly across all segments within the group despite broader market volatility last year. Cash or cash equivalents of \$6.8m at 31 March 2023 on the balance sheet and no debt highlights the group remains self-funded to continue growing its AFSL client base and wallet share through an expanding product footprint and small add on acquisitions when appropriate.



Investment thesis

The Complii Group has built a unique, differentiated and hard-to-imitate end-to-end platform delivering a whole suite of solutions for equity capital markets participants.

After strong investment in building our ecosystem, we are now switching gear to focus more on monetisation.



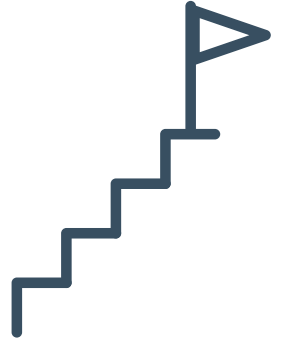
A growing market

Our TAM (total addressable market) is growing through our acquisitions, as well as cross-selling opportunities



A unique offer

Our integrated, modular offer is unique in the market; we have strong customer retention and have seen great traction



A clear growth path

We have been investing strongly to build a strong customer base and are now focused on monetisation through sales and marketing





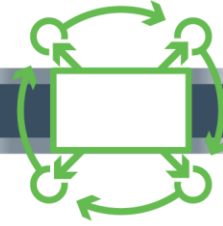
Looking ahead



Expanded
Marketing



Expanded sales
efforts and cross-sell
expansion –
organic growth



New product
expansion +
inorganic growth



Group
Integration
Efficiencies

- Leveraging our ecosystem to deliver strong ARR growth
- Improve go-to-market efficiency through reduce cost of acquisition and increased customer lifetime value



A broad, growing client base



Questions?

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