

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 MST Financial EOFY Series Forum being held on 23 June 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.

- ENDS -

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ASX:CF1

Complü
FinTech Solutions Ltd

MST Financial EOFY Series

Investor Presentation 23.06.23
Craig Mason, Executive Chairman

About Complii Fintech Solutions (ASX:CF1)

Created in 2010, the Complii group is an ASX-listed FinTech specialised in Risk & Compliance Management software for capital markets participants.

Complii has emerged from the growing demand for smart application of FinTech solutions to AFSL holders' specific operational needs for compliance, efficiency and capital raising flexibility.

Complii's rapid growth has been driven by large-scale aggregators' recognition of the competitive advantages inherent in an integrated, modular, user-friendly platform for individual broker service delivery.

Key Milestones

- ✓ Listed in 2020
- ✓ Deal with NRI-AusieX in 2021
- ✓ Transformative acquisitions of PrimaryMarkets (2021) and Registry Direct (2022)
- ✓ Deal with NRI-AusieX 2023



Complii: the “backbone” of Equity Capital Markets



Strategic positioning as “the compliant ‘Backbone’ to the Equity Capital Markets”

- Significant depth of customers
- The future of the Capital markets is tech and compliance focused
- Addressing the fast-moving tech, compliance and efficiency requirements

Compliance is our DNA



A New Age for the Industry



Developing Strategic Relationships:

Complii – ECS – Platform:

- Fast-changing regulated framework
- A highly efficient, tech-focused offering
- Enabling our clients to focus on providing quality customer solutions
- Improving our clients' business opportunities

First of breed offering



The Group Offering: a modular, end-to-end platform



Covering the whole corporate lifecycle from inception to unicorn:

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

Complii
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PRIMARYMARKETS
a Complii Company .com

registrydirect
a Complii Company

Caddie



Key statistics FY23 Year to Q3



AFSL clients

141

Investor network

110,000+

Registry

768

AFSL users

3700+

Trading value

\$43.6m

Holdings

115,000+

New capital raised

\$7.570b

Trading opportunities

67

ESS

45



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

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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.

Quarterly Activities Report and Appendix 4C to be released week commencing 24 July 2023



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.



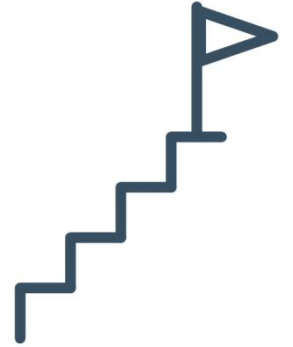
A growing market

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





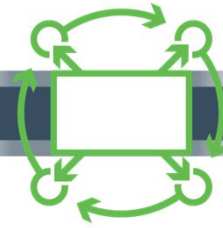
Looking ahead: supercharging our winning business model



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 reduced cost of acquisition and increased customer lifetime value



A broad, growing client base

ShawandPartners
Financial Services

cg/
Canaccord Genuity

Adobe

VGW™
VIRTUAL GAMING WORLDS

WILSONS

TAYLOR COLLISON

PAC
PARTNERS

Meta

FOSTER STOCKBROKING

sequoia
FINANCIAL GROUP

MST
Financial

adaig
amalgamated australian investment group

EUROZ HARTLEYS

AUSIEX
an NRI company

openmarkets

PETRA
CAPITAL

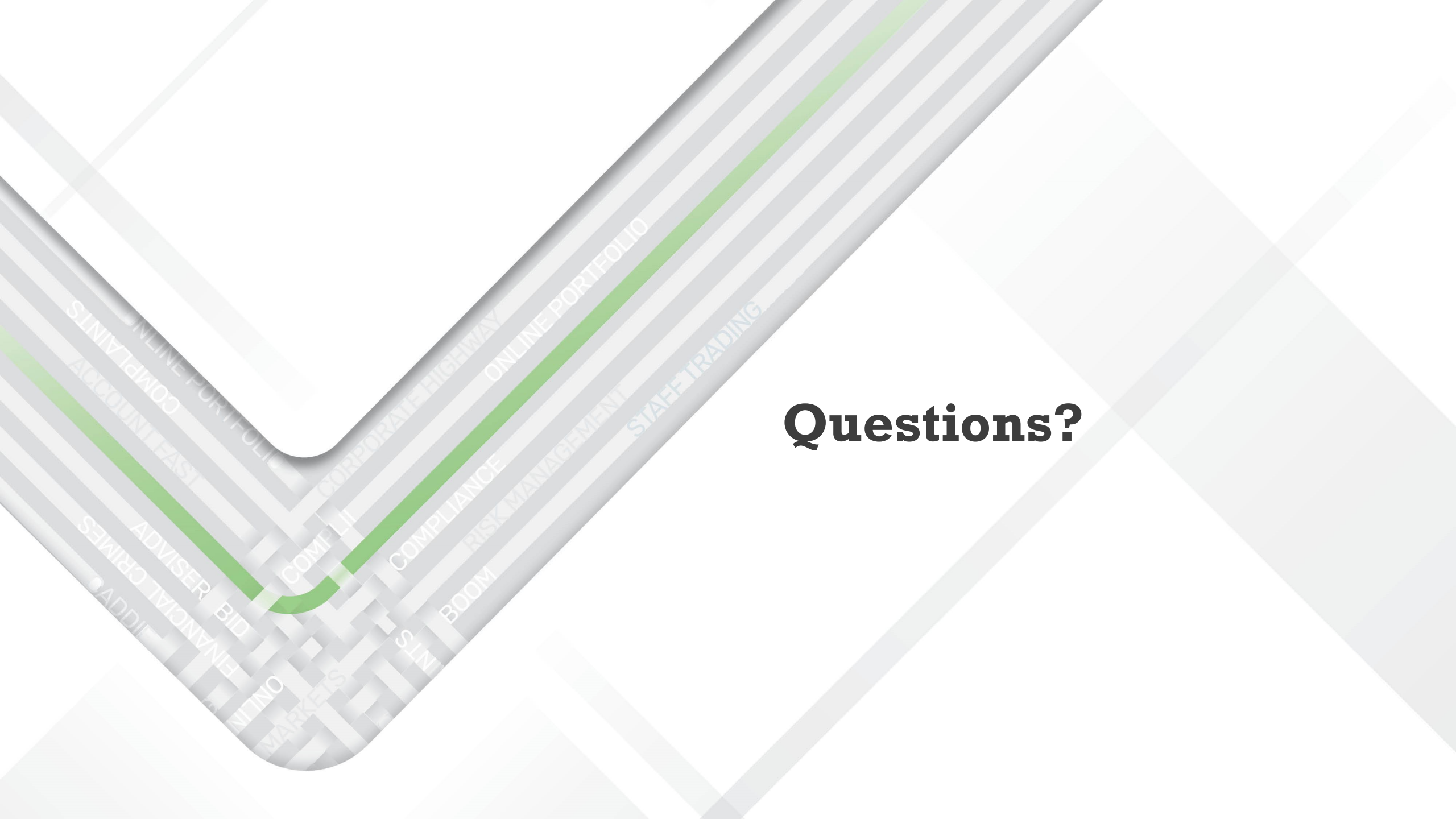
CPSCapital

BLUE OCEAN
EQUITIES

ARGONAUT
The Natural Choice in Resources

BlueRock





Questions?

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