



# Q2 FY23 Results Presentation

January 2023

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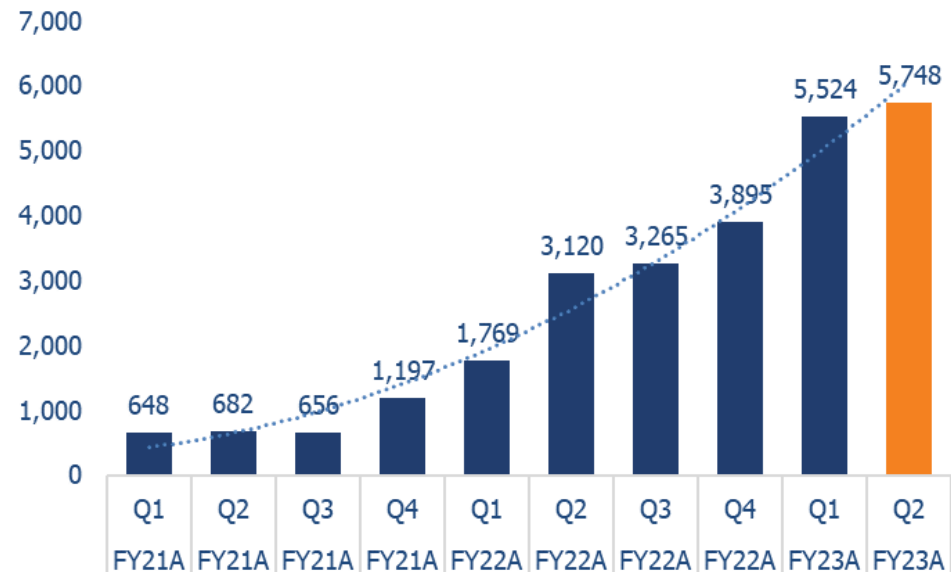
# Q2 RECORD QUARTERLY REVENUE

# Q2 RECORD QUARTERLY CASH RECEIPTS

## HIGHLIGHTS

- 2Q - 7th consecutive quarter of cash receipts growth with CAGR of 36%
- 2Q - revenue growth +11% v 1Q FY23
- 2Q - cash receipts +4% v 1Q FY23

## QUARTERLY CASH RECEIPTS (\$'000)



# FINANCIAL SUMMARY

## Q2 FY23

### Key milestones

- Neat Ideas appointed member benefit partner for Rest's 1.7 million superannuation fund members
- Finalising implementation of three enterprise Mosaic contracts
- Hachiko won major national events contract with The Distributors

### Financial metrics

- Q2 FY23 revenue \$7.1m (unaudited), up 11% v Q1FY23
- H1FY23 operationally cashflow positive

### Investment

- R&D Rebate: +\$0.8m received in November 2022
- R&D Expenditure delivering new functionality to accelerate speed of future implementations and bring all 3 business units together

Growth and investment was the focus in Q2 FY23

#### QUARTERLY CASH RECEIPTS

\$5.7m v \$5.5m  
+4% v Q1FY23

#### CASH AT END OF QUARTER

~\$2.45m

#### QUARTERLY REVENUE (unaudited)

\$7.1m v \$6.4m  
+11% v Q1FY23

#### 2Q OPERATING CASHFLOW

+\$1.585m

# A full-spectrum Loyalty Company



*Mosaic will become the single overarching platform used to deliver all loyalty & reward services provided by Gratificii.*

# Mosaic H2FY23 product roadmap



*The 'Products' module is the final core module to be delivered*

## Q3 Developments



**Products module** required by FAB Group is currently in development which will include:

- Product Management (creation, update, delete, stock)
- Product Limits (stock)
- Product Pricing (personalised)
- Payments (both with cash and loyalty value and combination)
- E-Commerce APIs

Using new client deliverables we are quickly able to achieve the rollout of the new Neat Ideas platform.

## Q4 Developments



Neat requires the basics of **Products module** already delivered to FAB group along with:

- Treasury
- Invoicing
- Gifting

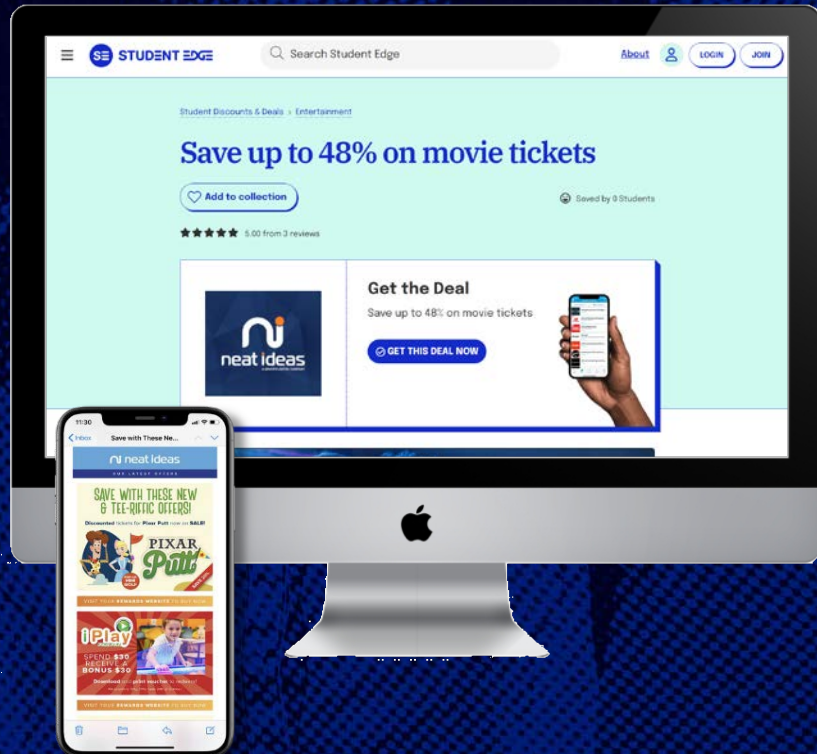
# Q2 SaaS update



## Implementation of enterprise contracts underway across multiple market segments

Client	Market segment	Location	Key points
	Hospitality	Global	<ul style="list-style-type: none"> <li>Agreement to deploy Mosaic across six restaurant brands globally, valued at \$400,000 in first year.</li> <li>First restaurant deployment has gone live and full integration is on schedule.</li> </ul>
Large health services provider	Health	Australia	<ul style="list-style-type: none"> <li>Fast growing Australian private medical centre sector present a significant opportunity for Gratifii.</li> <li>Initial pilot program went into production in December 2022, valued at \$170,000 for 3 months.</li> <li>Successful pilot expected to result in a 2 year+ SaaS agreement with potential SaaS revenues of \$200,000+ p.a.</li> </ul>
	Retail	New Zealand	<ul style="list-style-type: none"> <li>Strategically important as Gratifii's first NZ SaaS implementation, to 70 cosmetics and skincare clinics.</li> <li>SaaS revenues of NZ\$90,000 in year 1, growing in year 2 onwards.</li> <li>Implementation on track for April 2023.</li> </ul>

# Q2 Rewards update



## Rest

- Leading superannuation fund **Rest** appointed Neat Ideas as its preferred member benefit partner.
- Under the agreement, 1.7 million members can access Neat Idea's supplier network, including access to leading cinema and entertainment ticket brands, via a custom-built shopping portal.



## STUDENT EDGE

- Australia's largest student organisation **Student Edge** went live with Neat Ideas, giving their 1.1 million members access to offers from Neat Ideas' 150+ suppliers.

*'Now more than 15million accounts accessing the Neat Ideas platform'*

hachi-kō 

# Q2 Marketing update



- Hachiko secured a large event deal valued at over \$460k with Australia's leading national independent snack food wholesaler to petrol and convenience outlets, corner stores, pharmacy, newsagents and schools. of snack foods.
- As an existing client, Hachiko manages both the retail and sales rep loyalty programs on behalf of The Distributors and have now expanded our services to include national events.



- Hachiko is once again excited to be working with New Zealand's largest telecommunications and digital services company, Spark NZ. This latest engagement includes the creation of a series of full production videos which will be used in future digital campaigns.

# SUSTAINABILITY



Gratiffi's business operations were certified carbon neutral by **Climate Active** in November 2022.

Australian government backed Climate Active certification is considered one of the most rigorous and credible carbon neutrality certifications available.



# SUSTAINABILITY



Gratifi has extended its sustainability commitment to launch Australia's first **Carbon Offset eGift cards**.

By purchasing a Carbon Offsets eGift Cards, our clients' employees and members can contribute to projects that help landowners to regenerate and protect native vegetation and support renewable energy alternatives.



## CONTINUED GROWTH ANTICIPATED

### Strong financial performance anticipated

- Management expects to deliver continued quarter on quarter growth
- Demand for Gratificii's services and technology suite continues to grow as enterprises seek to deploy quality loyalty and rewards programs
- Q3 has started strongly

### SaaS Implementations

- Three current enterprise implementations will deliver increasing revenues
- All Neat Ideas clients will be migrated on to Mosaic by end of financial year increasing margins and cross sell opportunities
- Will result in approx. 70 enterprise clients using the Mosaic platform by the end of FY23

### New clients

- All parts of the business continuing to deliver growing revenue streams

## H2FY23 Outlook

“

*Over FY2023, we anticipate continued conversion of the Company's enterprise pipeline and continued revenue & margin expansion from our existing client base.*

”

# POWERING LOYALTY SUCCESS

WELCOME TO THE GRATIFII GROUP!

The best technology for a smarter, faster customer experience, is combined with exciting curated rewards at a remarkable value point, and delivered by an experienced managed services team with proven marketing prowess. **Together, we deliver results you'll love.**

Iain Dunstan – CEO & Managing Director

