3Q FY23
QUARTERLY UPDATE

Gratifii Limited (ASX: GTI)
April 2023

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WELCOME TO GRATIFII

Delivering the best loyalty solution for a smarter, faster program experience, combined with unique curated rewards at market-leading pricing, delivered by an experienced managed services team with proven marketing prowess.

Together, we deliver results you'll love.

FINANCIAL SUMMARY 3Q FY23

Growth and investment continue to be the focus in 4Q FY23

3Q FY23 CASH RECEIPTS	OPERATING CASH FLOW TO END OF Q3	CASH AT END OF QUARTER	2-YEAR CAGR TO END OF 3Q	SHARES ON ISSUE
↑ $5.87m	↑$0.6m	$1.38m	199%	1,098m
+80% v PCP 2022	vs -$0.16m PCP 2022			SHARE PRICE $0.015[1]
				MARKET CAP $16.5m[1]

1. As at 26 April 2023.

3Q FY23 HIGHLIGHTS

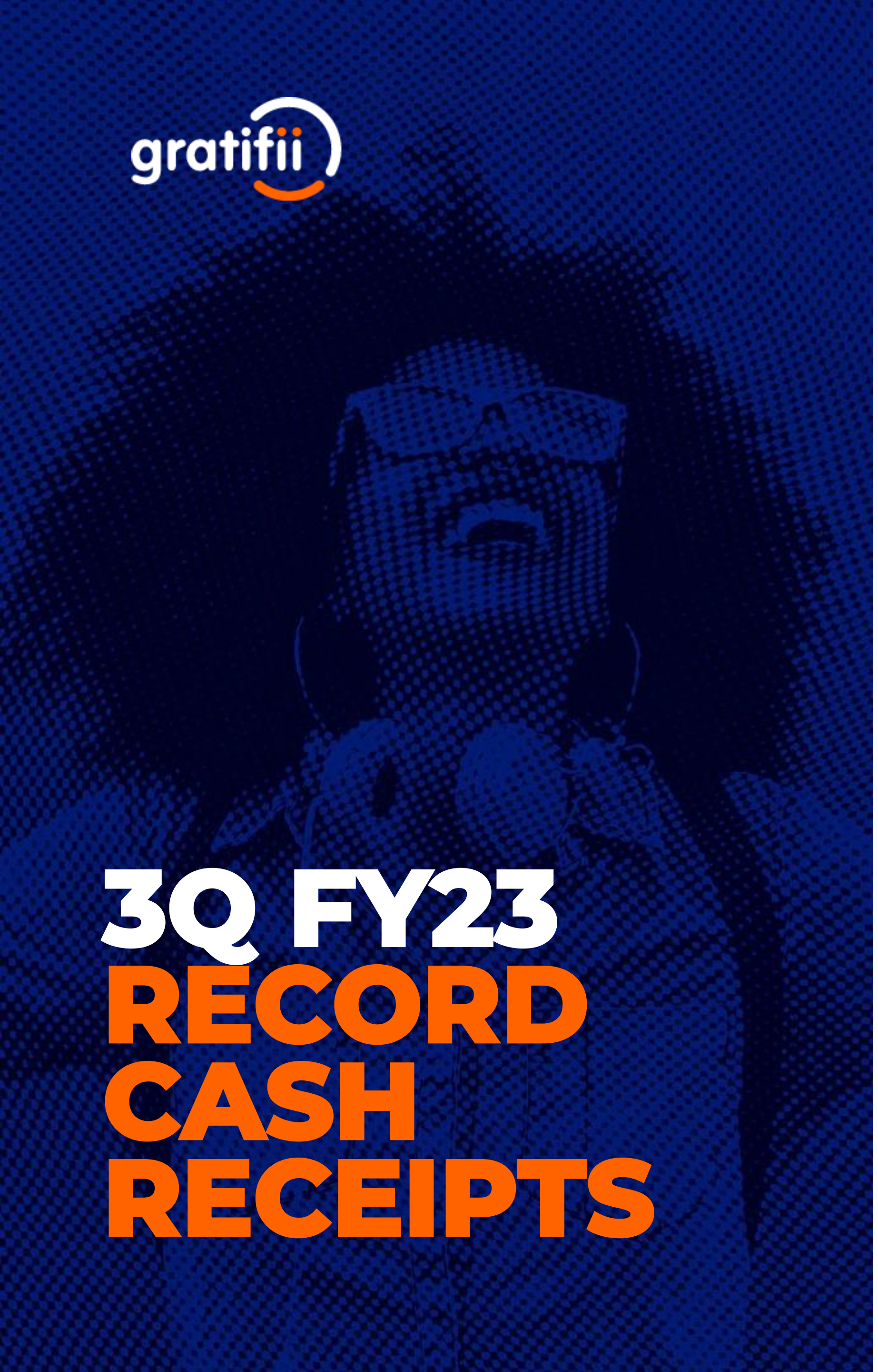
2-year CAGR of 199%

Key milestones

- Of the three recent enterprise Mosaic contracts, Seagrass and the major healthcare provider are now live, with FAB Group expected to go live in May.
- Recent signing Niterra Australia (NGK Spark plugs) expected to go live in June following accelerated implementation.
- Neat Ideas appointed member benefit partner for Rest's 1.7 million superannuation fund members and Student Edge's 1.1 million members; a total of ~16 million consumers now able to access our rewards platform.
- 8 new enterprise clients signed during quarter.

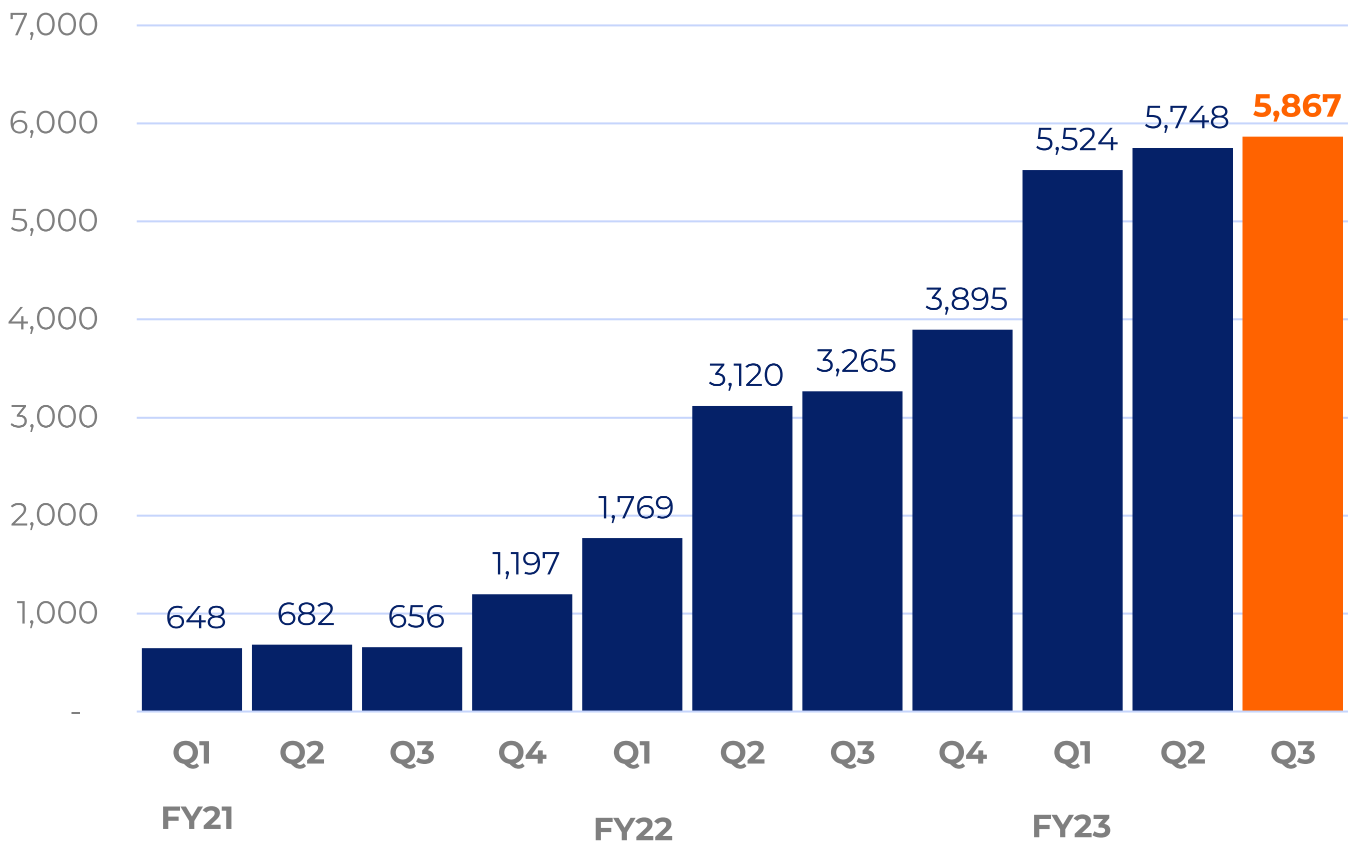
Financial metrics

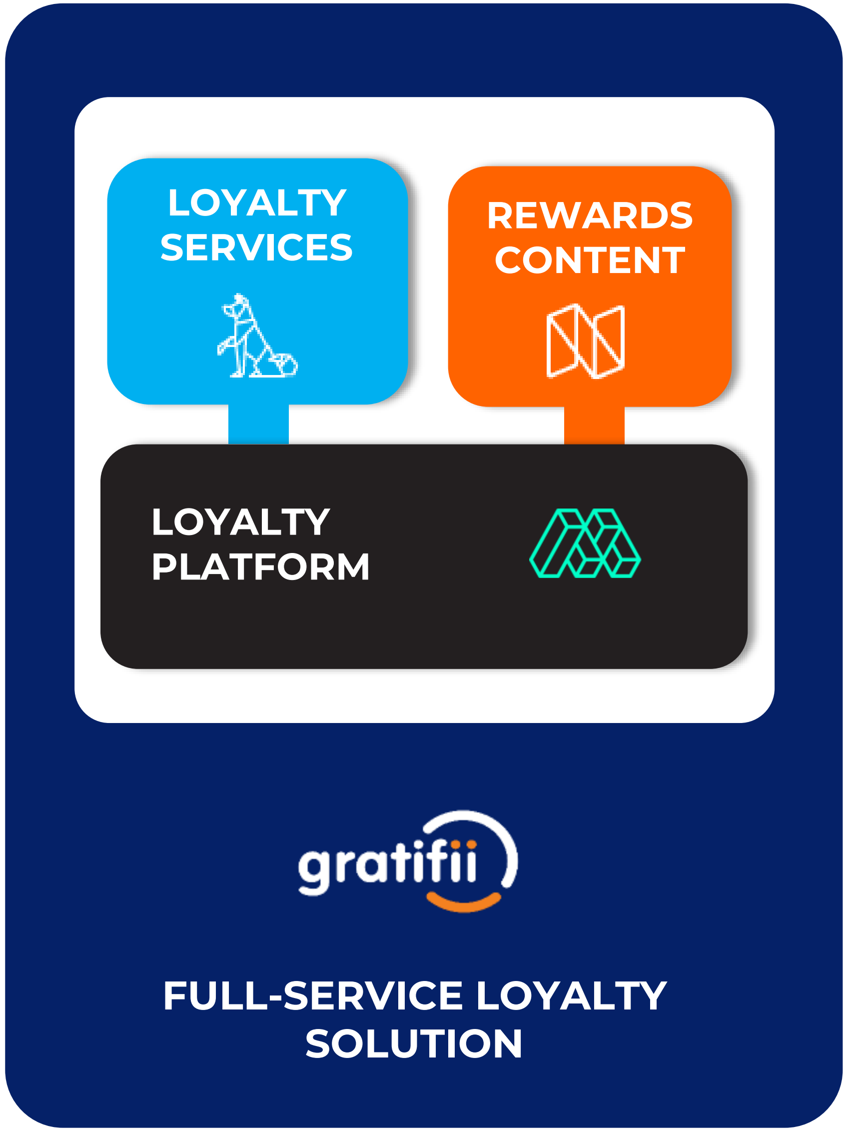
- Record 3Q Cash Receipts $5.87 million up 80% v PVP.
- 4Q seasonally a strong quarter performing in line with budget.
- Cash balance $1.38 million as at 31 March 2023.
- 2-year cash receipts CAGR of 199% to 3QFY23.



3Q FY23 RECORD CASH RECEIPTS

QUARTERLY CASH RECEIPTS ($'000)





Everything you need for a best-in-class loyalty program.

- Highly configurable loyalty platform to manage program rules and reporting
- In-house experts in loyalty program design, implementation and program management
- Best in-market pricing on rewards & content
- Gamification, leaderboards, rewards claims sites
- Claim management & fulfillment
- Creative design, web services and content creation

3Q PLATFORM UPDATE

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New opportunities expected to accelerate post current client deliverables

Implementation of enterprise contracts underway across multiple market segments

Client	Market segment	Location	Key points
Niterra	Automotive	Australia	• (NGK Spark Plugs) New material 2-year initial contract expected to generate approx. $225,000 licence and management fees p.a. for complete digital loyalty solution.
Large health services provider	Health	Australia	• Private medical centre client successfully completed its initial $175,000 pilot membership program during the quarter, with over 30,000 members now signed up to the digital loyalty program in the first 2 months.
FAB GROUP	Retail	New Zealand	• Strategically important as Gratifii's first NZ SaaS implementation, to 70 cosmetics and skincare clinics. • SaaS revenues of NZ$90,000 in year 1, growing in year 2 onwards. • Planned implementation for H2 FY23.
PAN PACIFIC HOTELS AND RESORTS	Tourism	Singapore	• Extended their licence for a further 12 months, valued at S$108k p.a.

neat ideas

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Several high-profile member and employee rewards programs went live in 3Q, with users gaining access to Neat Ideas' 500+ suppliers and best-in-market pricing. Total members accessing the platform now exceeds 16m

Client	Market segment	Audience	Content delivered
Rest	Superannuation	1.7 million members	• Access to Neat Ideas' full supplier network • Custom-built shopping portal
RACV	Auto clubs	5.3 million members	• API Access to Neat Ideas' movie supplier network for additional Auto clubs
maccabi	Health & Wellbeing	35,000 members	• Access to Neat Ideas' full supplier network • Custom-built shopping portal
BIBVAULT	Fitness	5,000 members	• API Access to Neat Ideas' full supplier network for members
connected women	Female Network/ Social Club	2,000 members	• Access to Neat Ideas' full supplier network • Custom-built shopping portal

3Q REWARDS UPDATE

Neat Ideas source and supply tailored engagement programs and earn a margin on rewards purchased

3Q LOYALTY SERVICES UPDATE

Hachiko sources and supplies tailored engagement programs and loyalty-led marketing services. Enterprise clients are charged a monthly retainer.

We delivered bespoke engagement programs and loyalty led marketing services across a range of industries in 3Q

Client	Market segment	Client type	Services delivered
HPE aruba networking	Tech & I.T.	New client	• New client engagement for Singapore Study Tour
DELL Technologies	Tech & I.T.	Existing client	• Expanded our programs footprint to New Zealand
Westcon Comstor	Tech & I.T.	Existing client	• Launched Japan F1 incentive trip
Niterra	Trade	New client	• New client engagement for program managed services

POWERING LOYALTY SUCCESS

WELCOME TO THE GRATIFII GROUP!

Best-in-class loyalty platform for a smarter, faster customer experience, 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