FY17 Presentation

ASX: CV1

August 2017

Key achievements FY17

Strong revenue performance

- $10.4m revenue, up 47% on FY16
- 71% year on year growth in B2B sales

Successful integration of NZ Acquisition

- Optimized NZ operations team
- Leveraged CVCheck technology platform
- Secured new customers, over 25% revenue growth in Q4 FY17

Technology platform

- Key enhancements: ID processing automation, Checks as a Service API, ongoing automation of processes
- Proven ability to scale, Australian checks now 96% automated
- Successful in both new geography and application to new product sets

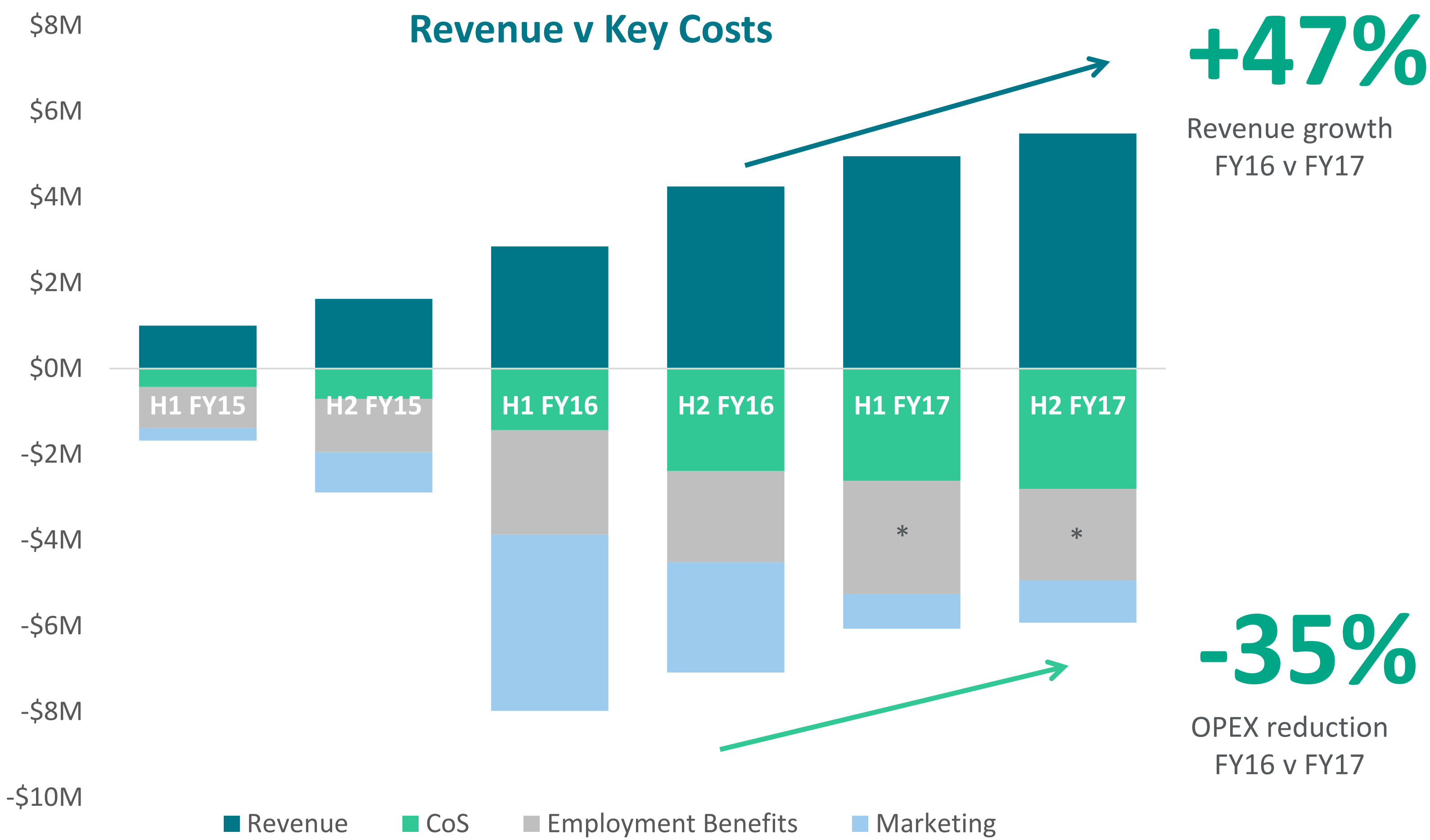
Board and Management

- New CEO
- Board rebalanced to majority independent Directors
- Founding MD transitioned to non-executive Director

FY17 high revenue growth, major OPEX reduction

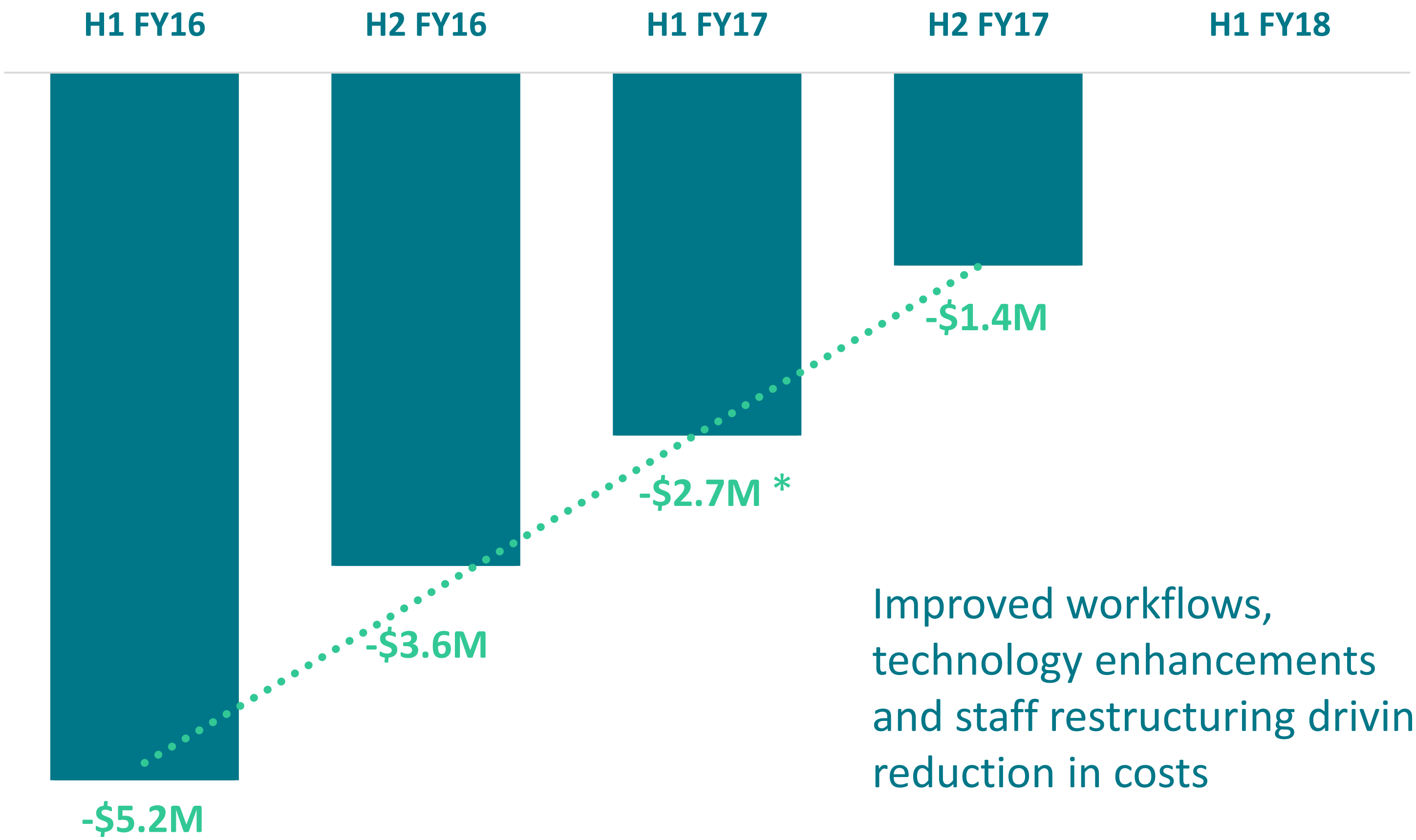
($m)	FY16	FY17	% change
Sales Revenue	7.1	10.4	***+47%***
Gross Profit	3.3	5.0	***+53%***
OPEX	(14.2)	(9.2)	***-35%***
Loss before income tax	(10.8)	(4.0)	***-63%***
Cash (end period)	4.6	4.8	***+5%***

Strong record of revenue growth with decreasing cost base



* Employee benefits inflated across H1 and H2 FY17 due to restructuring costs

Continuing objective of cash flow breakeven in H1 FY18



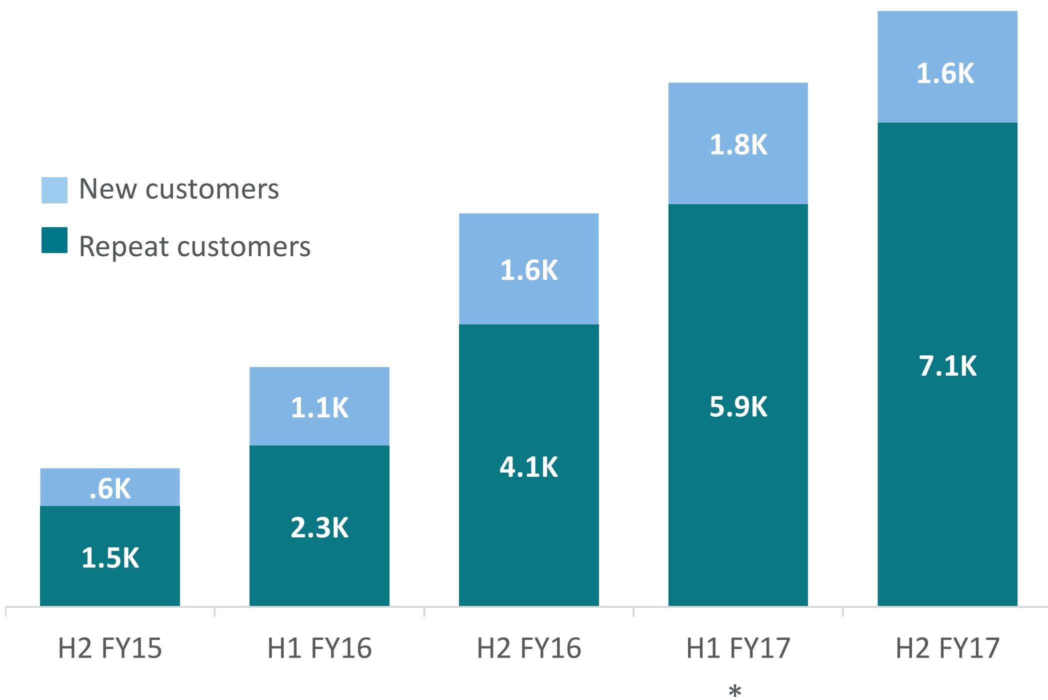
Improved workflows, technology enhancements and staff restructuring driving reduction in costs

* Excludes NZ acquisition cash consideration

Continued strong growth in revenue from corporate customers

Corporates provide reduced customer acquisition costs and higher repeat rates

New and repeat corporate customers



Corporate revenue

(% of total)

48% FY16

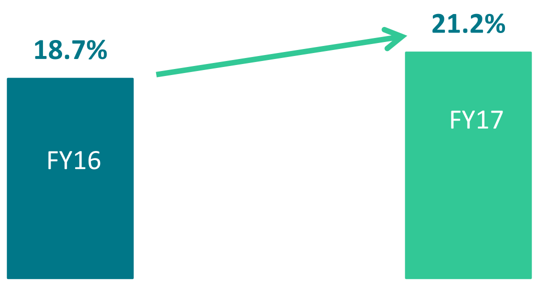
54% FY17

* NZ acquisition increased both categories

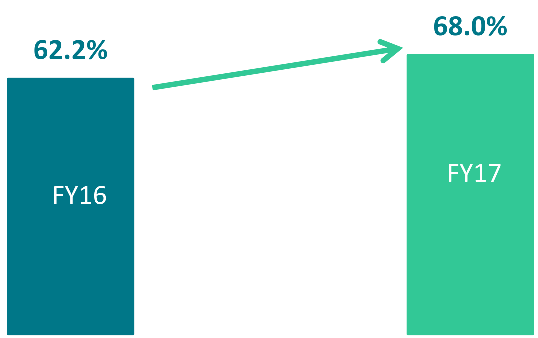
CVCheck 2017: High performance customer acquisition

Enhanced focus on business development, customer care and marketing capability, leading to high performance customer acquisition

Visitor to signup conversion



Signup to customer conversion



CV CHECK

Business & growth plans

Why CVCheck? Too much faith placed in online data

53%

of CVs false

1-in-10

job applicants have a criminal record

1-in-5

millennials risk credit default

Sources: Accu-Screen, Inc.; ADP; The Society of Human Resource Managers

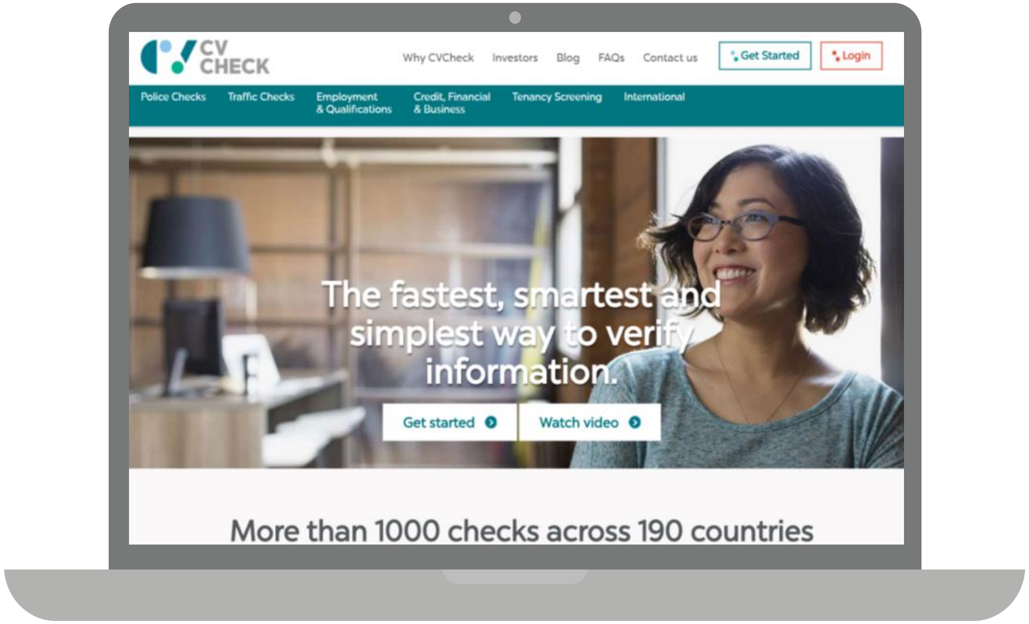
Large opportunity remains: vast majority of checks still manual

- Large number of corporates still doing manual checking or not at all
- Manual checks are time consuming, costly and difficult
- Posting or emailing certificates enables more fraud and leads to delays
- Human error can compromise the screening process
- 17% Despite high awareness, just 17% of businesses check criminal history *

* Lawyers Weekly, July 2017

CVCheck Solution: One stop shop for verification

- Comprehensive range of checks
- Global offering
- Private secure delivery platform
- Fast online ordering and results
- Accurate



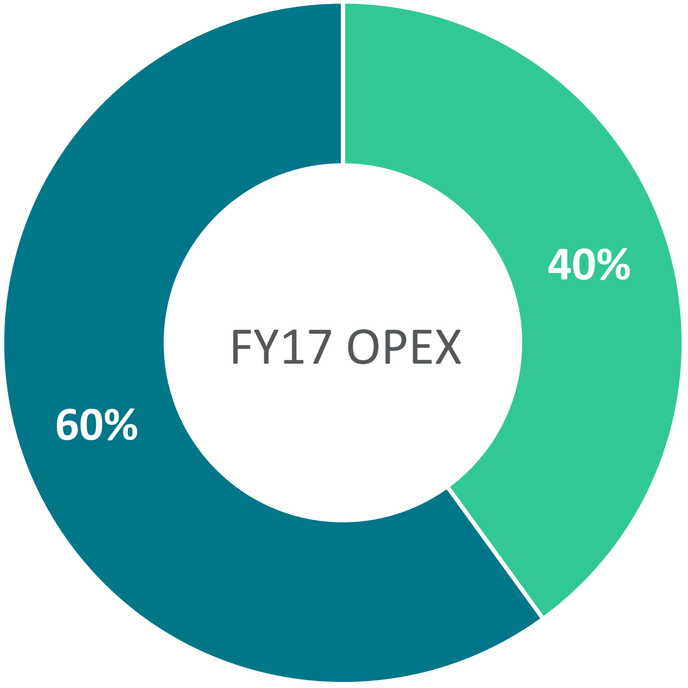
To discover more, please visit a sample check and result here:
https://cvcheck.com/qualifications-memberships/australia/aus-professional-membership

CVCheck 2017: Investing in growth

Business as usual

Functions are being standardised, with a focus on process automation to improve efficiency

- Operations
- IT
- Finance
- Corporate
- Premises



Growth initiatives

Focused approach to growth initiatives

Customer experience -
Client services -
Platform Enhancements -
Product -
In field sales -
Ad Spend -
Brand -

Growth opportunities: Leverage Business Platform

International

Successful acquisition & integration of international business

Platform

Scalable platform for B2C and B2B, product bundles launched

Distribution

Proven corporate distribution, business development & marketing capability

Partnerships

Attractive partner for niche check products

Leverage CVCheck Business Platform

International: CVCheck NZ

Current Status

- Customer retention strong
- Strong recent corporate and government customer acquisition
- Accretive across FY17
- Business conditions: NZ National Election 23 September 2017 affecting current conditions

Core market

- Local service: committed to NZ based operations centre
- Capacity upgrade: added high calibre personnel to a strong team, technology replication

Child Worker Safety Check Partnership

- Government gazette complete February 2017
- Increased recent order flow
- Existing Core Worker component legislated to commence July 2018

Platform and Distribution

Technology

- Scalable
- “One stop shop” enabled
- Applicable in B2B and B2C environments
- Bundle feature piloted, learnings now tailored to corporate needs

Branded Distribution Platform

- Integrated Ad-Spend, business development and marketing teams to accelerate corporate customer wins
- Customer support centres: Australia and NZ
- Comprehensive product range accessing government, private and CVCheck data

Partnerships

CVCheck offers a compelling path to market

CVCheck's branded platform and business distribution capability are an attractive path to market for niche check product partners

CVCheck requirements

- Partner integration to data enabling no touch processing
- High estimated retail price margin over wholesale

Additions to product range

- Several partnerships in place, generating revenue
- New partnership discussions ongoing

Summary and Outlook

FY17

- $10.4m revenue, up 47% on FY16
- Achieved significant growth in B2B sales, realigned cost base
- 35% reduction in operating expenses
- Rebalanced and strengthened both board and management team
- Successfully integrated NZ
- Leveraged strength in technology team
- Restructured operations and business development teams
- Several partnerships successfully established

FY18

- Continuing objective of cash flow breakeven
- Continued cost efficiency focus in core areas
- Leverage distribution strengths, growth capacity
- Use technology to scale a wider range of check products
- Partnering: build on successful relationships; explore new opportunities

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