CV CHECK

Investor presentation

Rod Sherwood, CEO. March 2018

The problem used to be a lack of information – now there is too much.

But the age-old question still remains: what can you rely on?

At CVCheck we conduct more than 250,000 verification checks, and growing, across the globe annually for employers, government departments and individuals.

Overview

- Leading online screening and verification company
- Provide police, credit, financial, academic qualification, reference and other checks for compliance, employment, screening and licensing purposes servicing employers, government and individuals
- Sustained revenue growth – total revenue H1 FY18 $5.8 million, up 16% on H1 FY17.

Corporate information	
Share Price[1]	$0.072
Shares on issue	246m
Market Cap[1]	~$17.7m
Daily Volume Turnover[2]	119,171
H1 FY18 revenue	$5.8m
H1 FY18 gross margin	50%
H1 FY18 operating cash flow	$(1.3)m
Cash balance[3]	$3.5m

1 Based on close of trade 6 March 2018
2 Last six months to 6 March 2018
3 As at 31 December 2017

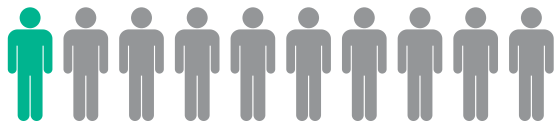
Why CVCheck?

53%

of CVs contain
false information

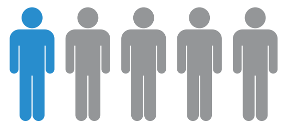
1-in-10

job applicants have
a criminal record



1-in-5

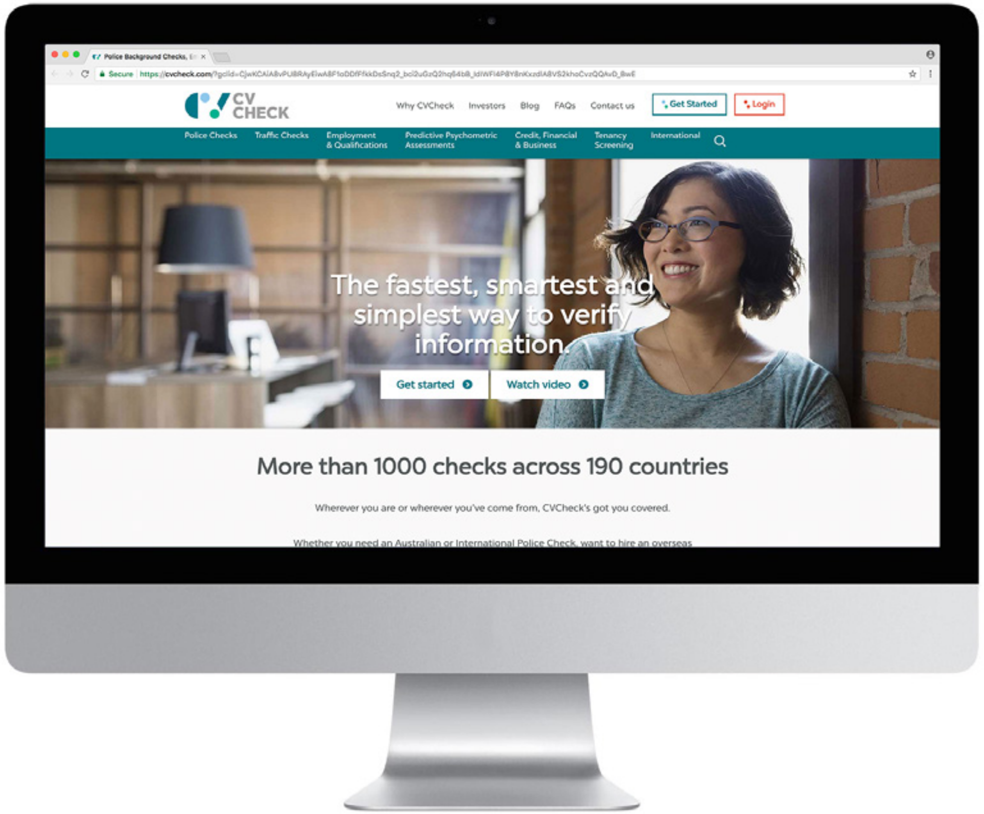
millennials risk
credit default



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

Proprietary, flexible platform

- Worldwide comprehensive suite of checks
- Fast, secure, privacy compliant platform
- Flexible, can be tailored to enterprise requirements
- Hyper-scalable technology infrastructure
- Highly automated and accurate



Preferred B2B Provider

Customer Service Focus

Relationship driven business

–

Service tailored according to the client profile

–

Feedback from client base helps drive user interface updates

Enabled by a leading technology stack

–

Hyper-scalable infrastructure

–

Highly automated

–

Integration with independent technology platforms

Comprehensive suite of features and products

Approach to market

Corporate

–

Employers performing verification checks

–

A range of customers including ASX 200 and multinational companies

SME

–

Employers conduct verification checks via a self-serve portal with assistance available

Individual

–

Individuals seeking independent verification for the purpose of employment and licensing through products such as police, visa, and credit default checks

Focus on recurring corporate revenue through direct channels and partnerships

– Direct marketing

– Direct distribution to top tier corporates

– Partner with HR applicant tracking platforms

CV CHECK

Half year results

and operational review

H1 FY18 Financial result

REVENUE
$5.8m
▲ 16%

GROSS PROFIT
$2.9m
▲ 26%

GROSS MARGIN
50%
▲ 3%

OPEX
($4.6m)
▼ 5%

LOSS BEFORE TAX
($1.6m)
▼ 32%

Consistent growth in revenue with technology enhancements driving improving revenue to cost ratios

Consistent revenue growth driven by corporate focus

Total revenue H1 FY18 $5.8 million, up 16% on H1 FY17

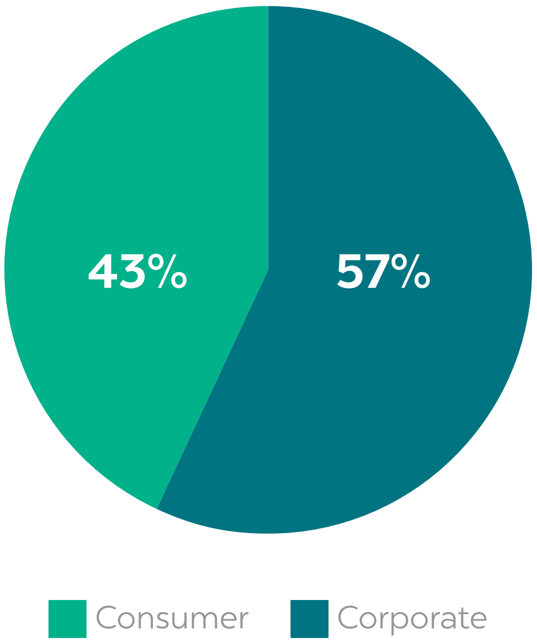
- 26% revenue growth in NZ, 15% in Australia
- Customers include corporates, government departments and industry associations
- No customer more than 2.5% of revenue

Preferred B2B provider

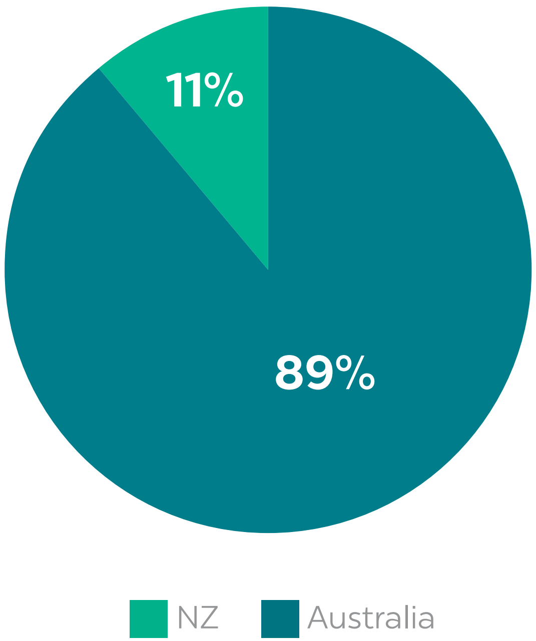
- Growing corporate customer base representing 57% of revenue H1 FY18
- Over 15,500 corporate accounts including ASX 200 and NZX companies across a number of sectors
- Three significant HR applicant tracking platform partnerships/integrations secured in H1 FY18 with first revenues from two partners already booked in Q3 FY18

Revenue breakdown H1 FY18

Total Revenue Split H1 FY18



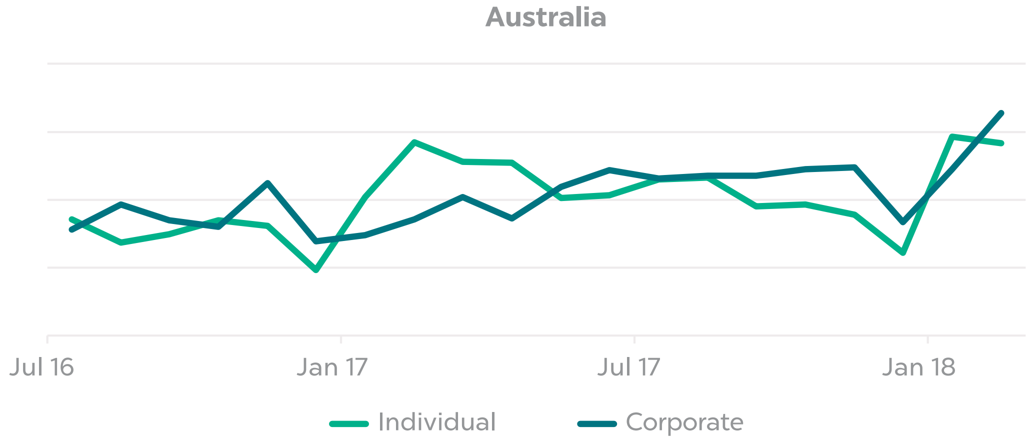
Total Revenue Split H1 FY18



Increasing proportion of recurring corporate revenue

Positioned as a preferred B2B provider

Accelerating corporate revenues driving breakout growth in Q3 FY18



Profitable NZ business primarily corporate

Improving margins and cost management

Gross margins improved from 47% H1 FY17 to 50% H1 FY18

– Growing higher margin corporate business

Significant cost reductions driven by technology progression

– Director and employee expenses reduced by 12% (H1 FY18 v H1 FY17)

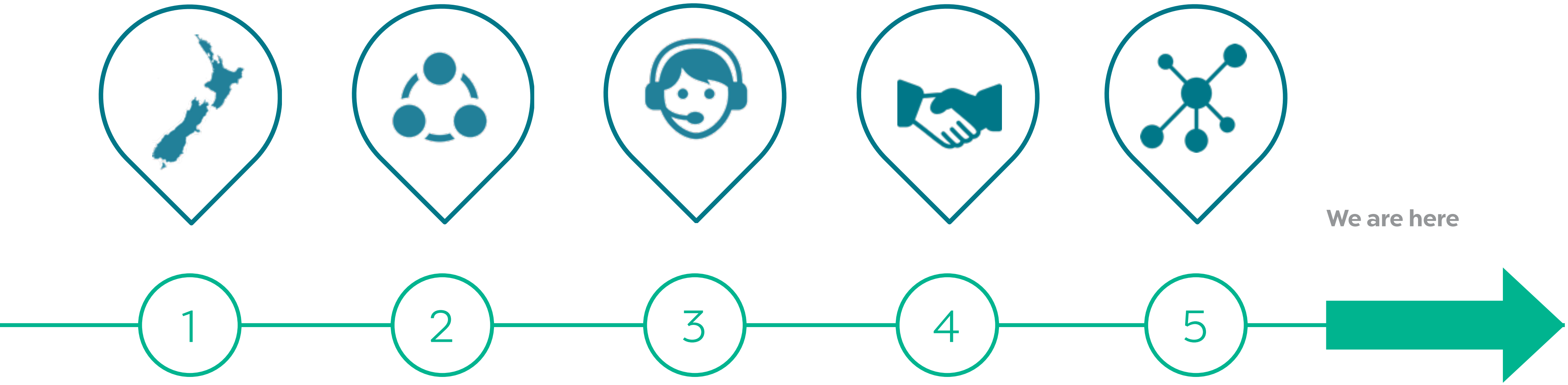
– Other expenses reduced 27% (H1 FY18 v H1 FY17) FY17)

Continued targeted investment in marketing, emphasis shift to corporate

Strong conversion metrics, further optimization and CX experience ongoing

A scalable business
– market opportunity

CVCheck evolution from mid-2016



International
Successful acquisition & integration of international business

Platform
Scalable platform for B2B and B2C

Distribution
Proven corporate distribution, business development & marketing capability

Partnerships
Attractive integration partner

Optimisation
Leverage CVCheck business platform

Growth

Key initiatives

Focus on corporate business for growth

- Direct sales and marketing initiatives
- Partnerships
- Integration with HR platforms
- Expansive product offering (bundling)

Cross selling and conversion

- Conversion optimization
- Leveraging platform to cross sell

Market education

- Authoritative content relating to Australian and New Zealand markets

Business positioned for growth

Corporate focus

– Profitable, growing NZ business – greater than 90% corporate clients

– Growing Australian corporate business – corporate revenue 57% H1 FY18

– Preferred B2B provider

3 significant partnerships secured H1 FY18 with first revenues booked Q3 FY18

2017 process efficiency gains have further increased scalability

Business positioned for growth continued

Growing Australian and NZ market opportunity

- ANZ market around $150M is the just the beginning
  - US background checking market US$1.8bn
  - Europe estimated to be in excess of $1bn
  - Asia remains a greenfield opportunity
- Ever increasing regulation should strengthen the demand for our verification services
- Greater focus on brand and reputational risk by corporates and SMEs
- Integration to improve candidate onboarding process
- Alleviates time poor internal HR resources

Integration for seamless access to CVCheck services

Unified talent management platform

Clients include Tatts Group, Linfox and Telstra

Best of breed applicant tracking system

Clients include Spark, Fairfax, Bunnings and Air New Zealand

Advancing sourcing capabilities

CV CHECK

Executive Team

– Board

Executive Team

Rod Sherwood CEO	– Extensive corporate background both domestic and international (key in the development of Elsevier Finance SA, Switzerland) – Key in growth of CVCheck from small private company to today
James Sutherland MD New Zealand	– Founder of Resume Check NZ (acquired by CVCheck), worked in operational improvement for IAG – Originally trained in the NZ police force
Colin Boyan CIO	– Experienced software professional with previous senior engineering roles with Credit Suisse First Boston, UBS and Mocom – Currently a director of Trilogy Systems
Craig Sharp General Counsel	– 20 years experience in a major Australian law firm. Practice included corporate, commercial and litigation
Murray Francis IT Manager	– Previously worked at EMIS – an Australian founder of the UK company's offshore division – Various IT roles in the UK
Andrew Maffett CCO	– Background in training in a variety of industries and countries – Built three training centres in Perth for team building and leadership skills

Board

Rod Sherwood
CEO, Executive Director

Chris Brown
Non Executive Chairman

George Cameron-Dow
Non Executive Director

Steve Carolan
Non Executive Director

Reina Nicholls
Non Executive Director

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Contact
Rod Sherwood, CEO
investors@cvcheck.com

Verity Barritt, Investor Relations
vbarritt@we-buchan.com
02 9237 2808