Investor Presentation

ASX: CV1
SEPTEMBER 2018

Rod Sherwood CEO | Ivan Gustavino Chair

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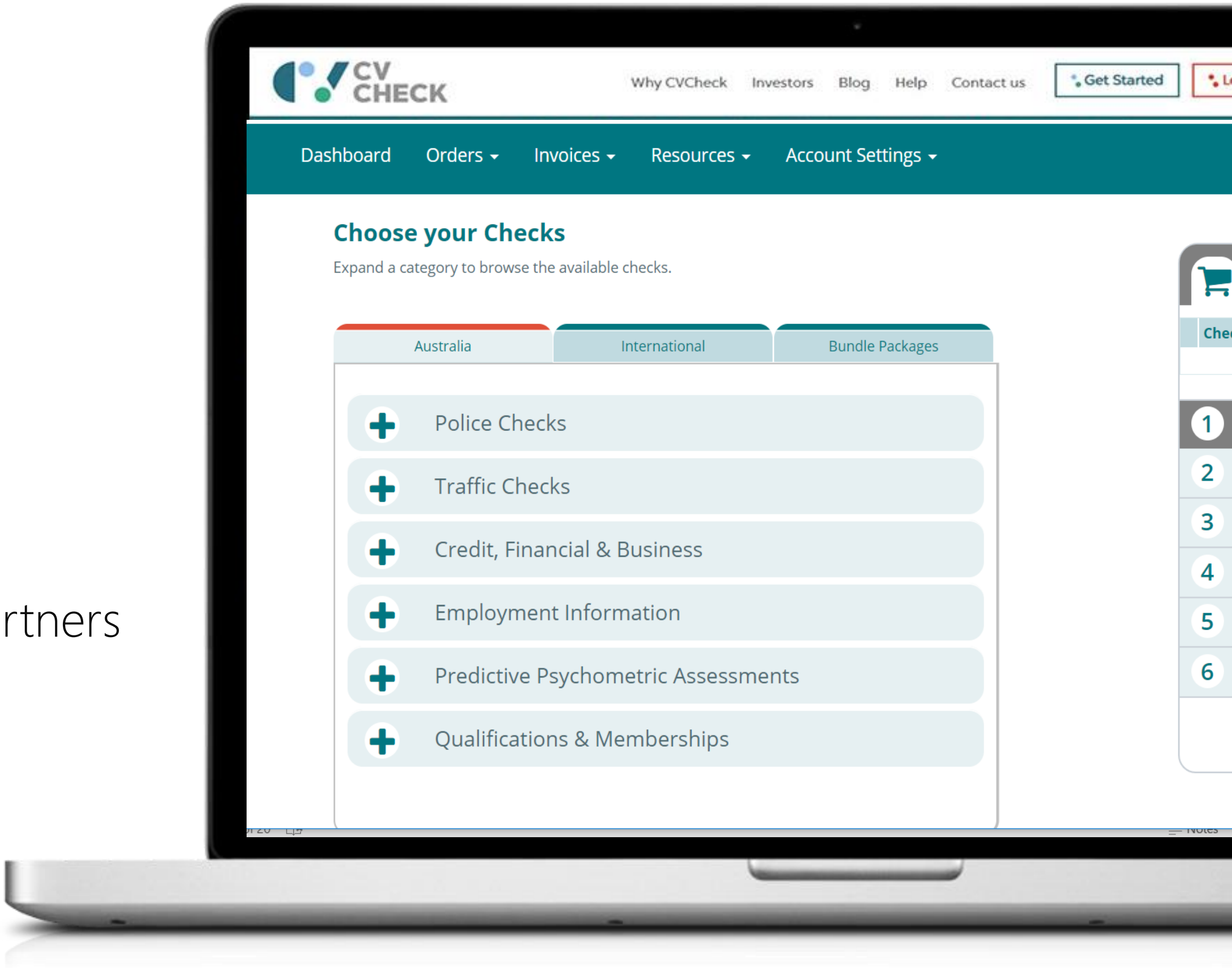
CVCheck at a glance

- HR technology, people screening and verification
- Market leaders in Australia and New Zealand
- Platform highly secure and scalable
- Over 300,000 checks performed annually
- Strong revenue growth, B2B driven
- Scale up aided by strong job market, HR sector partners

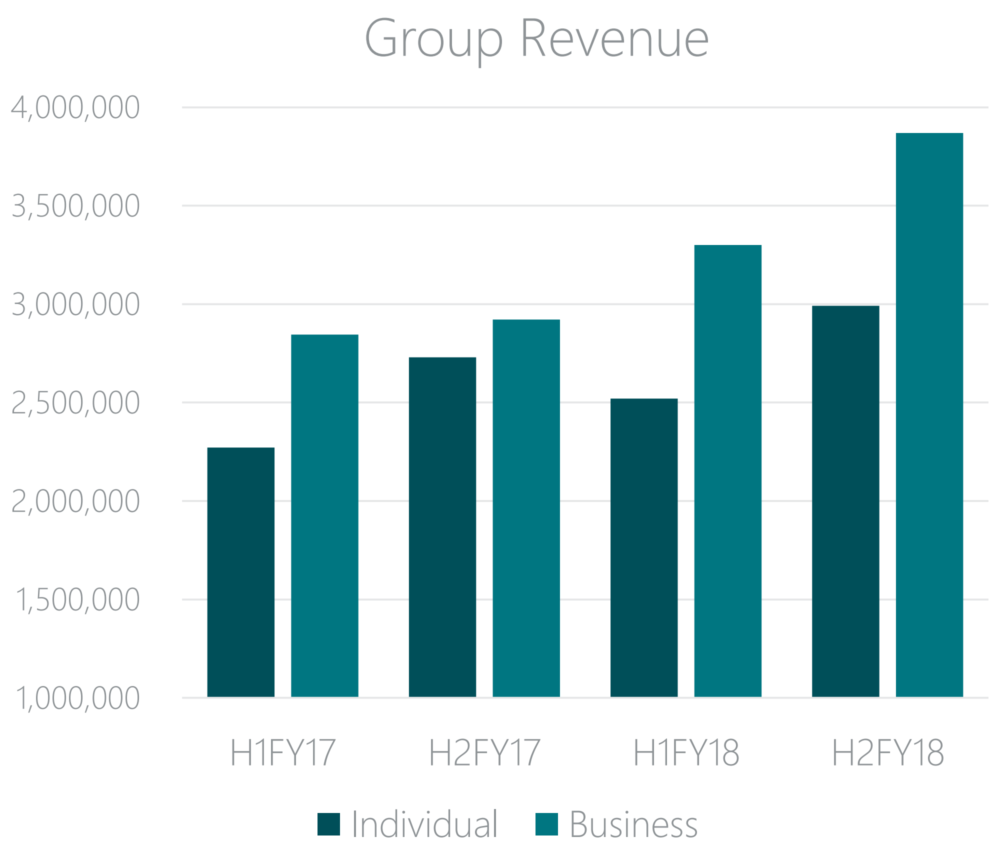


Performance

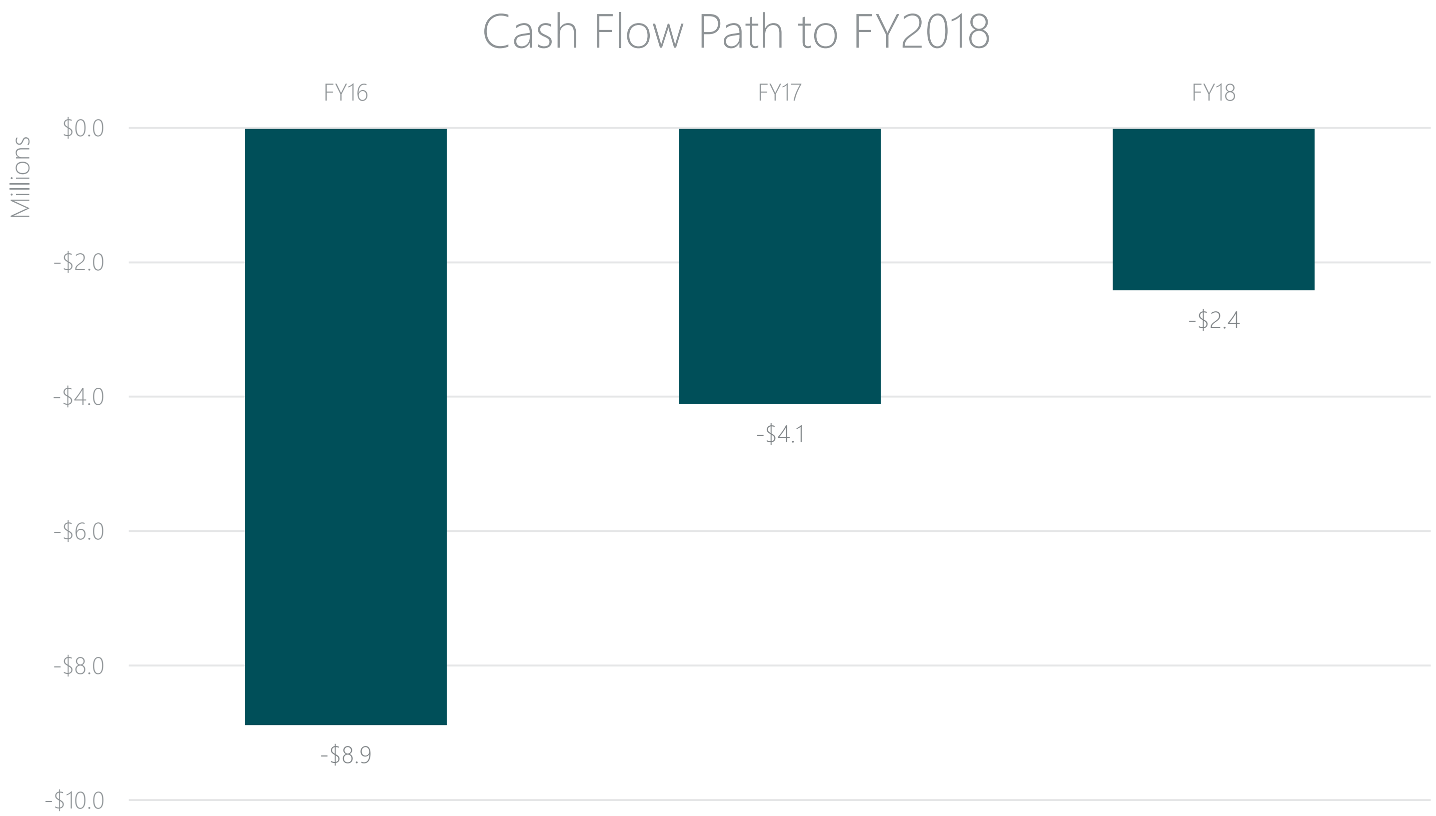
CV CHECK

Key metrics, revenue

- Sustained year-on-year revenue growth
- B2B currently 64% of revenue, rising strongly
- +17% yoy average B2B customer revenue
- Accelerating revenue diversification
- Expanding gross margin
- Decreasing customer acquisition cost
- Decreasing cash burn

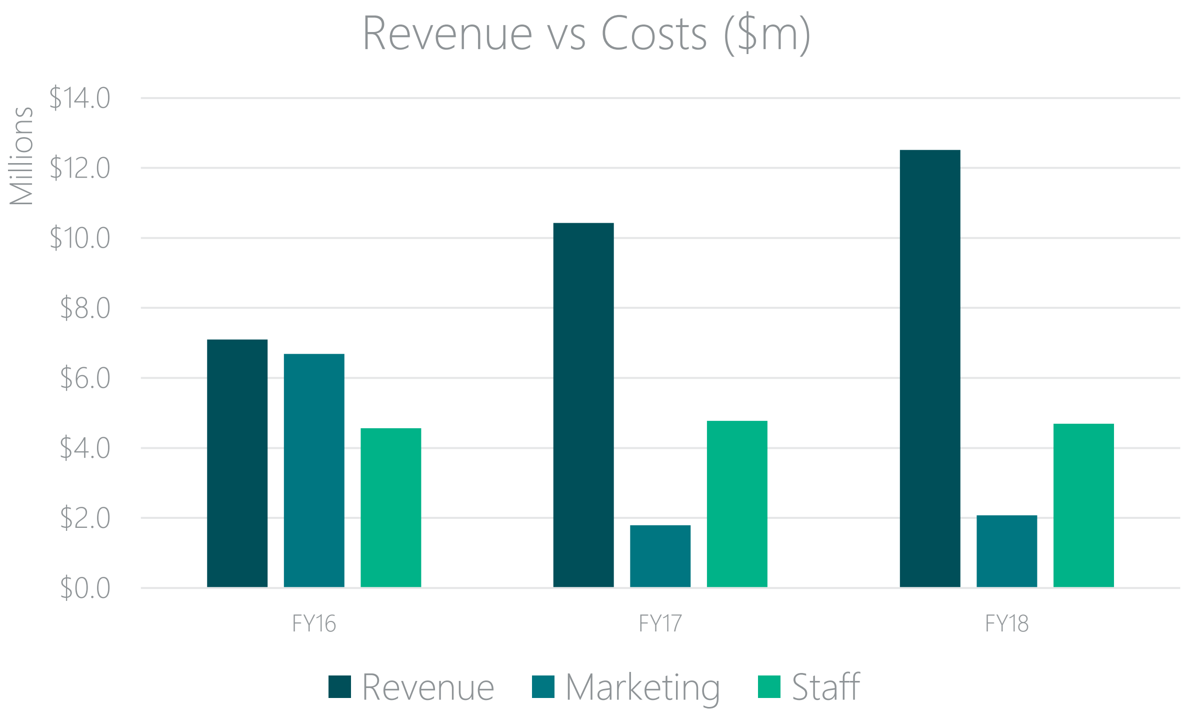


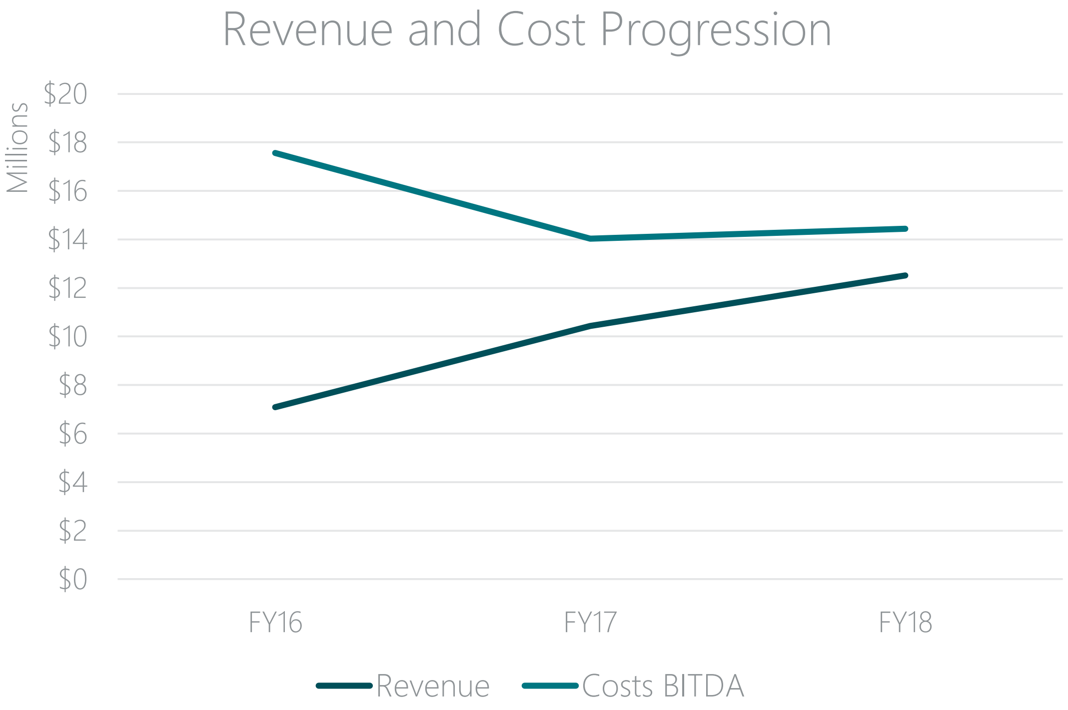
Cash flow progression



Note: Operating + Investing cash flow (excluding business acquisition costs)

Operating leverage

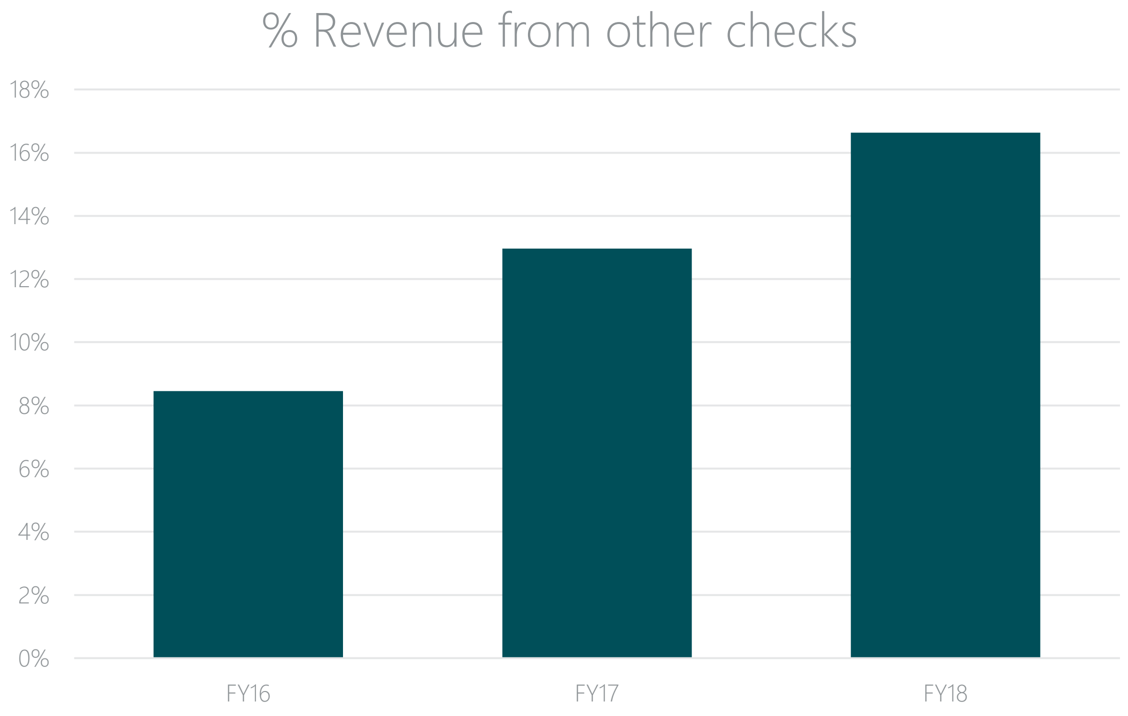




Cost improvement as a % of revenue

- Marketing 94% (FY16) to 17% (FY18)
- Staff 64% (FY16) to 38% (FY18)

Revenue diversification



NOTE: Other checks include traffic, references, working with children, credit and financial checks (outside of police checks)

NZ business a leading indicator

- Business customers have greater revenue diversification
- Greater share of their screening requirements

FY18 Performance

- 54% Group wide growth in non-criminal history checks
- 72% NZ growth, 35% AU growth
- 71% NZ other checks revenue
- 8% AU other checks revenue

FY19 Focus

- Target sustained AU shift toward NZ level performance

Market segments

Business Customers

17% yoy increase of average revenue

Corporate and SME

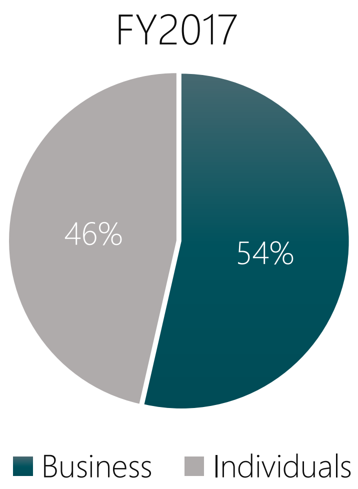
High reorder rate

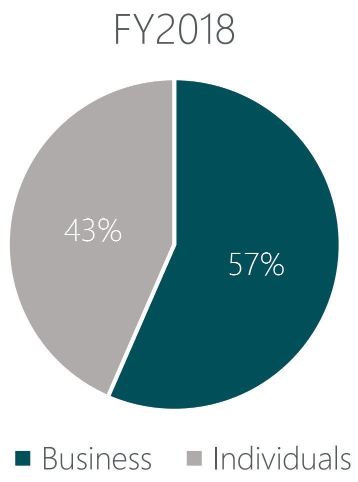
Greater use of product range

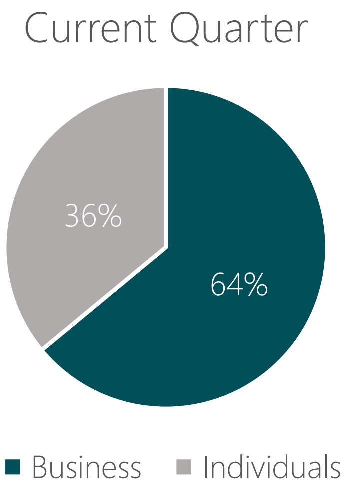
Low churn

Individual Customers

Often single use







Note: Average revenue per business customer based on 2017-18 figures

Our Market

CV CHECK

Size of our market

	AU	NZ	Required to screen	CVCheck FY18	CV1 Market Share
Criminal History	4,759,577	600,000	100%	263,058	4.91%
Reference Checks	12,500,000	3,500,000	17.5%	82,396	0.09%
VEVO / Work Entitlement	12,500,000	3,500,000	100%	4,559	0.03%

- Other checks - current CVCheck market share is considered low
- Strong tailwind behind other checks – legislative backing to NZ Children's Worker Safety Checks, Anti-Money Laundering, Royal Commission, Fake CV's in high profile roles

5M+

criminal history checks per year across AU and NZ[1]

~16M

employed persons across AU and NZ – attrition rate of 15-20%[2]

References 1. AU ACIC FY17 Annual Report, NZ MOJ 2. ABS and NZBS Employment Data

Why check at source?

53%
of job applications contain inaccurate information[1]

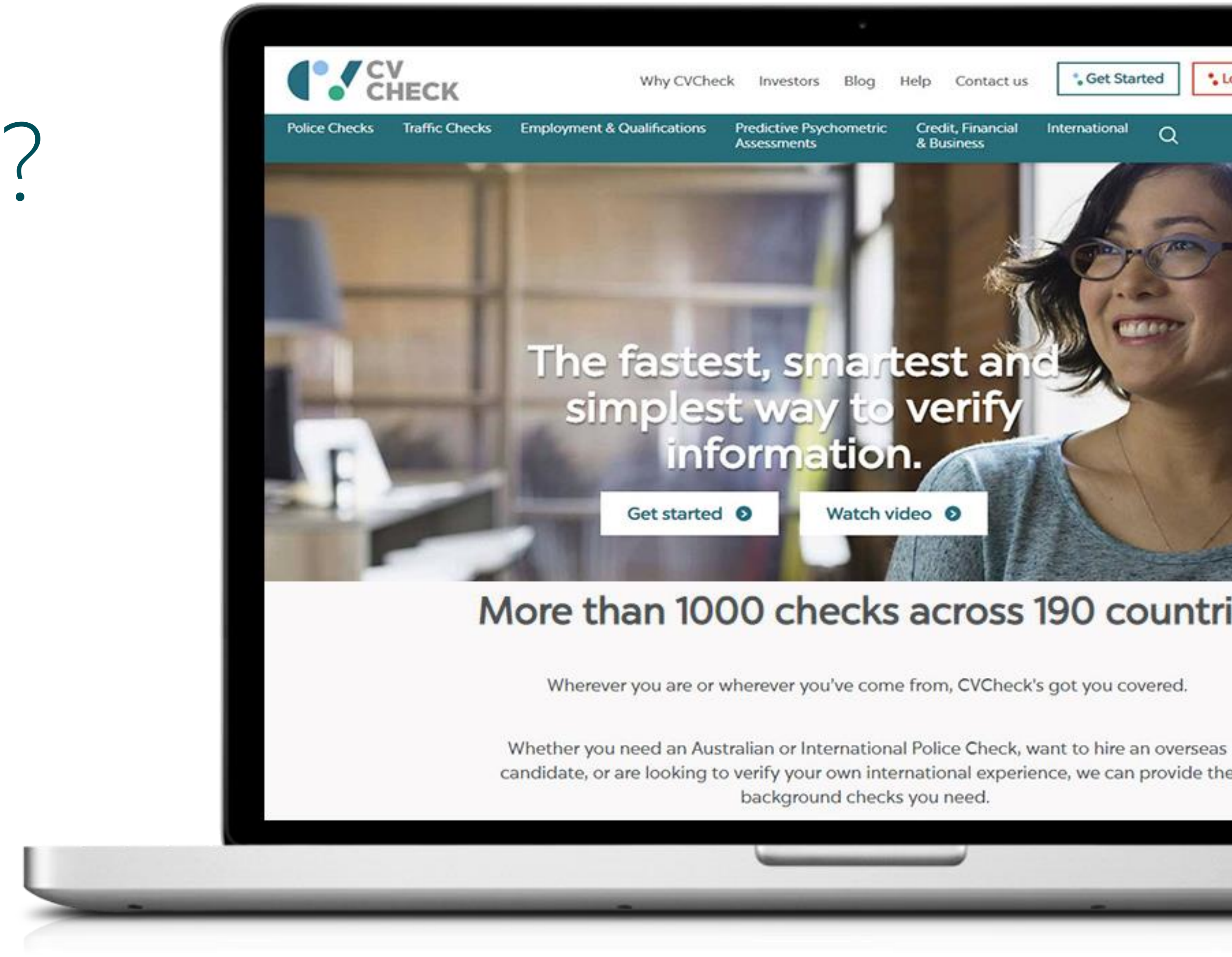
28%
of people admit to lying in their application[2]

25%
of all candidate screening results contained some form of discrepancy[3]

References
1. Western Australian Auditor General's Report – Verifying Employee Identity and Credentials
2. ICAC – Strengthening Employment Screening Practices in the NSW Public Sector
3. IBIS World Industry Report OD6058 Background Services in the US – May 2016

Why our clients choose CVCheck?

- Comprehensive product suite
- Market-leading customer service and technology
- Flexible and customisable
- Mobile enabled
- Privacy by design
- Highly secure, automated & efficient



Our clients include

Adecco

FUJITSU

Holcim

FBAA

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The Salvation Army Employment Plus

BOSS HUGO BOSS

CHEP
A Brambles Company

Chevron

Mater
Exceptional People. Exceptional Care.

WesTrac CAT

Warner Bros.

SA Water

Absolute Domestics
Your secret to a clean home

PROGRAMMED

MAX Solutions

INPEX

Relationships Australia
WESTERN AUSTRALIA

Curtin University

G8 Education Ltd

alintaenergy

Autism
Association of WESTERN AUSTRALIA

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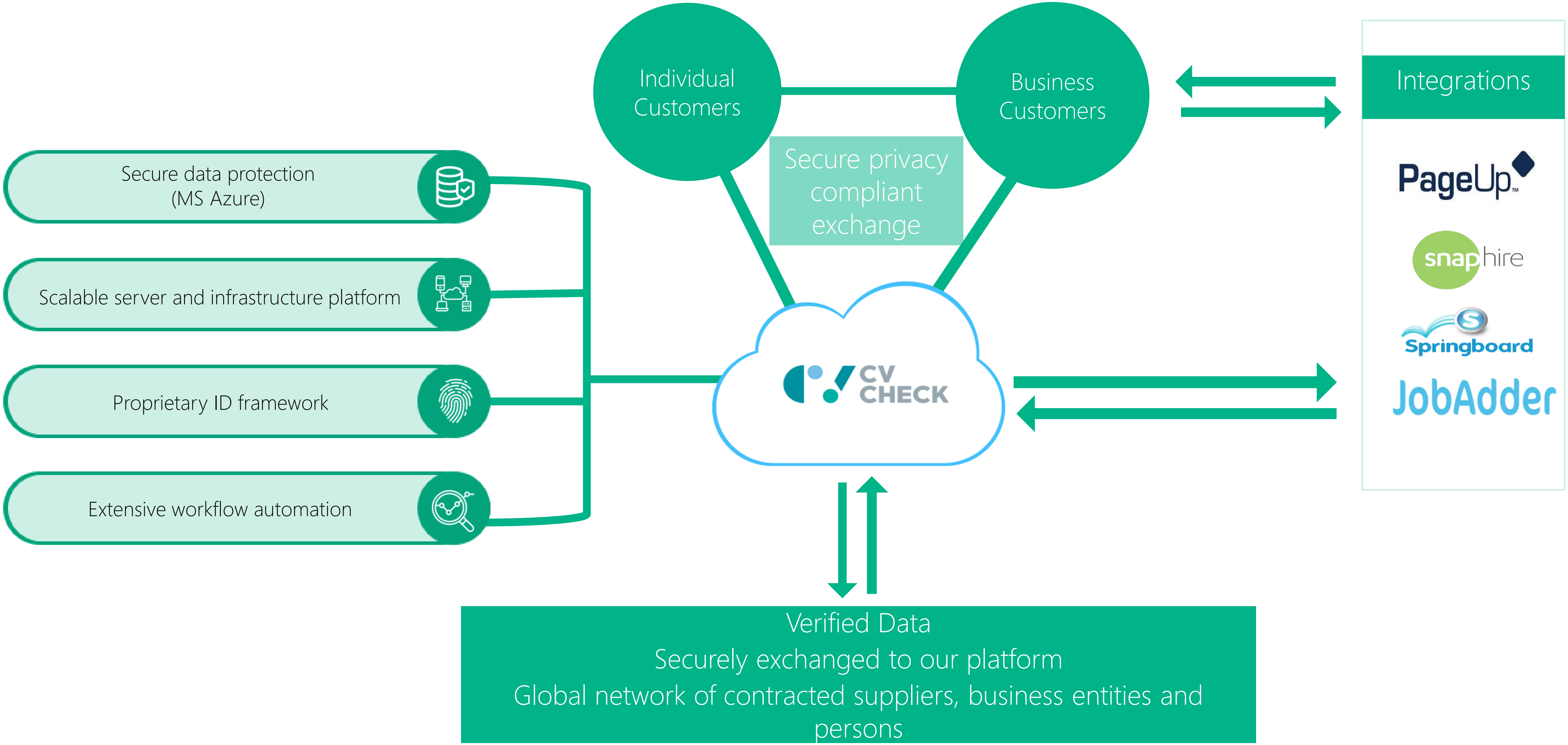
youi

CROWN PERTH

Powerful tech platform



Our Journey

CV CHECK

Our Journey

FY19 FOCUS

Capitalise on sector tailwinds through deeper B2B customer engagement

B2B growth: Accelerate
Revenue diversification: Accelerate
Operating leverage: Further Improvement

1H FY2017

- NZ acquisition, integration
- New CEO appointed

2H FY2017

3% B2B revenue growth HOH

- NZ business relaunch, NZ gazettal
- AU B2B team project launch
- Marketing project launch for organic traffic
- Tech enhancements – workflow automation & process efficiency

1H FY2018

13% B2B revenue growth HOH

- First HR platform channel partnerships
- AU B2B team repositioning completed
- Tech project: migration to server farm

2H FY2018

17% B2B revenue growth HOH

- B2B focus delivers revenue acceleration
- First revenue + expansion of HR platform partnerships
- NZ CWSC – strong increase of order flow
- Marketing organic traffic project successful, commence B2C adspend shift
- Tech project: server farm live

1H FY2019

- New Chair appointment
- Focus on streamlining product, user experience
- Complete B2C adspend shift

Value Catalysts

Sector tailwinds due to risk focus and regulation change

Proprietary technology platform

- Scalable, secure, privacy compliant
- Highly sought after by HR tech and business partners

Management strongly aligned through equity ownership

Continuing solid progression in financial performance

- Record revenue in FY18 ↑ 20% to $12.5m
- B2B revenue FY18 $7.0M
- Average B2B customer revenue ↑ 17% H2 FY18, accelerating
- Improving gross margin and OPEX to revenue ratio
- Cashflow improvement

Corporate Profile

247.8M

shares on issue

$17M

market cap

$12.5M

FY18 revenue

($0.8M)

FY18 operating cash flow

51%

FY18 gross margin

$2.4M

cash balance

180K

Avg. daily volume

$0.07

share price

CV CHECK

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