

ASX Release | 21 August 2025

# QuickFee Limited FY25 results and FY26 earnings guidance

Strong revenue growth and positive underlying EBTDA<sup>1</sup>

**QuickFee Limited (ASX: QFE)** ("QuickFee", "Company") today announces its financial results for the financial year ended 30 June 2025 ("FY25").

## FY26 EARNINGS GUIDANCE

- Entering FY26 with strong business fundamentals and positive underlying EBTDA
- Expected FY26 EBTDA to be in the range of \$5.5 million - \$6.5 million, weighted to the second half

## FY25 HIGHLIGHTS

### Total group revenue up 25% on pcp to \$25.3m

- Australian revenue up 36% on pcp to A\$12.4 million, with AU Finance Total Transaction Volume (TTV) growth of 15% to A\$63.7 million and Finance revenue yield of 17.1% (up 290 bps)
- US revenue up 15% on pcp to A\$12.9 million, with a 9% increase in US Finance TTV to US\$29.1 million, a 12% increase in US Pay Now TTV to over US\$1.5 billion and a slight increase in Finance revenue yield to 10.3% (up 40 bps)

### Improved underlying profitability

- Decrease in operating expenses by 12% on pcp, across all categories
- Group underlying EBTDA of A\$2.4 million, compared to EBTDA loss of A\$ 3.2 million in FY24
- One-off provision expense of US\$2.2 million (A\$ 3.4 million) for credit impairment

### Increasing adoption of Connect platform

- Five Connect integrations with major practice management solutions and approximately 100 firms signed up to the platform
- Over 127,000 invoices delivered via the Connect platform, compared to 19,000 in FY24
- Annualised Recurring Revenue (ARR) from Connect subscriptions currently at US\$413,000

### Strengthened balance sheet

- Completion of refinancing facilities including an A\$118 million asset-backed receivables facility and an A\$5 million term loan facility
- Oversubscribed Share Purchase Plan (SPP) to raise A\$282,000 at 5cps, following an A\$1.25 million placement, raising a total of A\$1.532 million to fund loan book growth

| FY PERFORMANCE (A\$M)    | FY25        | FY24         | MOVEMENT         |
|--------------------------|-------------|--------------|------------------|
| REVENUE - AUSTRALIA      | 12.4        | 9.1          | +36%             |
| REVENUE - USA            | 12.9        | 11.2         | +15%             |
| <b>TOTAL REVENUE</b>     | <b>25.3</b> | <b>20.3</b>  | <b>25%</b>       |
| GROSS PROFIT             | 16.3        | 12.6         | +29%             |
| <b>UNDERLYING EBTDA*</b> | <b>2.4</b>  | <b>(3.2)</b> | <b>UP \$5.6M</b> |
| NPAT                     | (4.3)       | (4.7)        | UP \$0.4M        |
| EPS (CENTS)              | (1.3)       | (1.7)        | UP 0.4c          |

<sup>1</sup> Excluding one-off provision expense of US\$2.2 million (A\$3.4 million) for credit impairment

Commenting on the financial year results, QuickFee Chairman Dale Smorgon, said:

*"We are pleased to deliver a strong set of financial results in FY25, with revenue growth across all products, a decrease in operating expenses and positive underlying EBTDA of A\$2.4 million, which represents a key operating milestone for the company.*

*The Australian business had an outstanding year, reflecting the continued growth of our disbursement funding business, and we were pleased with the operating performance of the US business, despite the one-off credit impairment. We are now seeing the benefits of our unique Connect platform, with a steadily growing recurring revenue stream adding to both our Finance and Pay Now revenues.*

*We enter FY26 with positive momentum across the core business metrics and a strengthened balance sheet. Our strategic growth plan is unchanged, and we remain confident that the continued execution of these strategies will result in profitable growth in Australia and the US."*

## RESULTS CALL

QuickFee management will be conducting a briefing session for investors and analysts today (Thursday 21 August) at 9:00am AEST.

To pre-register for the briefing, please follow the link below:

[QFE FY25 Financial Results Webinar registration](#)

This announcement has been authorised for release by the directors.

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## ABOUT QUICKFEE

QuickFee (ASX: QFE) is a fast-growing financial technology company. Our mission is to help professional service firms accelerate their accounts receivables and get paid faster. With multiple online payment options and powerful e-invoicing integrations for practice management systems, the QuickFee platform speeds up the bill-to-cash cycle for firms.

Through the QuickFee portal, clients can pay their professional service provider with a credit or debit card, EFT or ACH transfer, or a payment plan over 3-12 months. It allows the client to set their own pace for payments while the firm gets paid upfront and in full.

QuickFee operates in the United States and Australia and focuses on serving the accounting and legal professions. For more information, please visit [quickfee.com](https://quickfee.com) or the QuickFee investor hub at [investorhub.quickfee.com](https://investorhub.quickfee.com).

## QUICKFEE INVESTOR HUB

To stay up to date with the latest news and announcements, access investor-related resources including ASX releases, video updates and insights into the QuickFee's activities, people and strategic direction, and to post questions and feedback, we encourage investors to sign up to the QuickFee investor hub.

- Visit the QuickFee investor hub at [investorhub.quickfee.com](https://investorhub.quickfee.com) or scan the QR code here:
- Sign up for a QuickFee investor hub account at [investorhub.quickfee.com/auth/signup](https://investorhub.quickfee.com/auth/signup)

