



Compliance. Simple.

**Investor Presentation
18 July 2024**

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Wrkr Ltd
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Surry Hills NSW 2010

Wrkr Ltd

Entity: Wrkr Ltd
ASX: WRK

Share Price: \$0.031*

Market Cap: ~\$39.42m*

CEO: Trent Lund (Director)
CFO: Karen Gilmour
Board: Emma Dobson (Chair)
Paul Collins
Randolf Clinton
Jillian McGregor (CoSec)

Top 50
Shareholders: ~85%

Web: www.wrkr.com.au

Office: 104 Commonwealth Street,
Surry Hills, Sydney 2010

Staff: 42

Locations:

Sydney, Melbourne

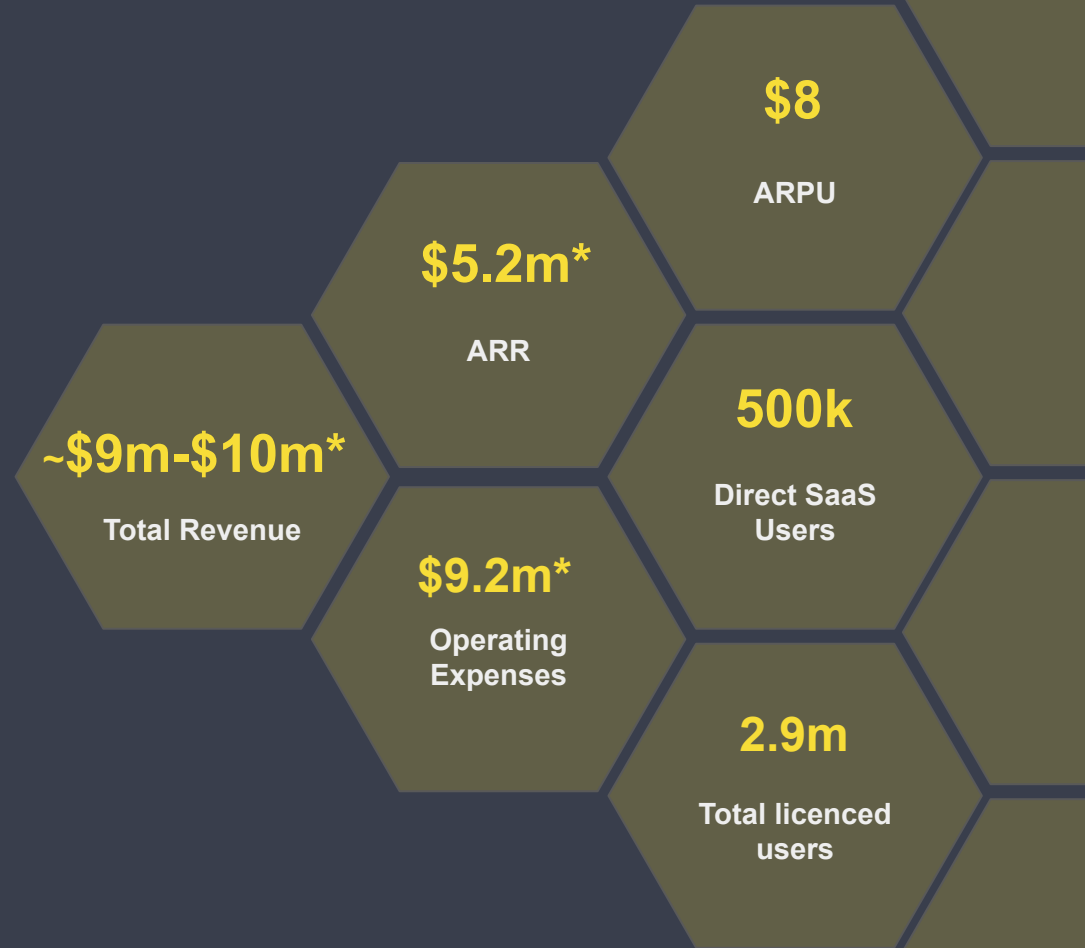
Quick Facts

Product Mix:

Onboarding
Pay & Super Processing
Compliance report lodgment
Licence & Credential checks

Revenue mix:

SaaS User License
Transaction Fees
Float interest income
Licence Fees
Support & Maintenance
Services (consulting)



*Based on unaudited financials for the full FY2024

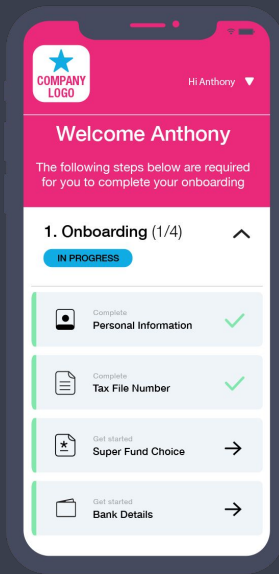
The problem:

There are **two** areas where employer compliance obligations are complex, lead to significant reputational risk and fines by regulators. In both, hiring and payment of employees there are steps that require third party licenced operators such as Wrkr to complete the process.

Hiring an employee

Identity verification
Work rights
TFN Check
Tax declaration
Super choice
Default fund
Bank details
Licenses
Credentials

Vevo API
ASTO DSP T1
State & Federal lic/WWC/ID

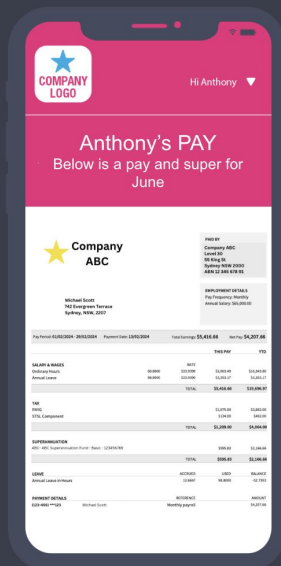


PII /CDR
ISO/SOCII
Cyber

Paying an Employee

Pay processing
Disbursement processing
Super contribution
Super Confirmation (ATO)
Single Touch Payroll report
lodgement
Payment reconciliation
Error reporting and
correction

GNGB Gateway/Clearing House
AFSL non cash payments
ATO DSP STP2, Rollovers



Who needs to solve this problem:

The complexity of these compliance moments requires deep integration to federal and state government data sources, holding of specialised licences and ownership of technology.

Hiring an employee

- Identity verification
- Work rights
- TFN Check
- Tax declaration
- Super choice
- Default fund
- Bank details
- Licences
- Credentials

Super Funds
SMSF Service Providers
HRM Systems & Implementers
Payroll Providers
Employers
Contract Labour Hire
Small Business Owners

Paying an Employee

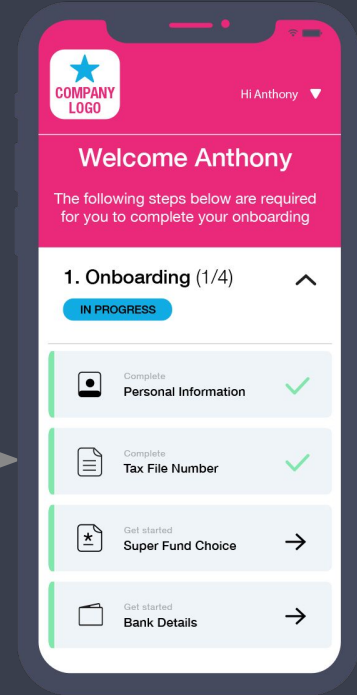
- Pay processing
- Disbursement processing
- Super contribution
- Super Confirmation (ATO)
- Single Touch Payroll report lodgement
- Payment reconciliation
- Error reporting and correction

Wrkr solves employee compliance moments in a branded mobile experience



From paper, errors, time, data risks
to...digital, mobile, secure, data
completion with real-time
attestation

- ✓ **Employer branded**
- ✓ **Mobile friendly**
- ✓ **Secure, data driven consent**
- ✓ **Real-time attestation**



Wrkr mobile application screen
(in customer brand)

Our technology provides a 'one stop shop' for compliance management



Our integrated applications, being served from a single platform, simplifies the experience for Employers. One secure application to manage compliance moments between employers and their employees for:

- ✓ **Pay**
- ✓ **Super & SMSF contributions**
- ✓ **STP and other ATO services**
- ✓ **Onboarding and certification**
- ✓ **Continuous compliance checks**

wrkr

ABC Company

Hi Jenny

Example application home screen

Welcome to ABC Company.

Your previous contribution #123456 for \$2,525.00 is awaiting payment [Make payment](#)

Southern fund details are changing. Southern fund details are changing. From 1 April 2024, Southern will merge with Northern to become Central. Update your payroll with Central USI 98981234567801 [Read more](#) [Employer Obligations](#)

January All employees type

Total employees 500 ↓ 4% since last month	Total exits 17 ↓ 2% since last month	Total joins 9 ↑ 5% since last month
Net pay \$1.24m ↑ 6% since last month	Deductions \$150,000 ↑ 3% since last month	PAYG Withheld 1.57m ↑ 4% since last month

Payroll By location

Melbourne	\$562,001
Sydney	\$417,950

Public Holidays
1 January
New years day

Employment type

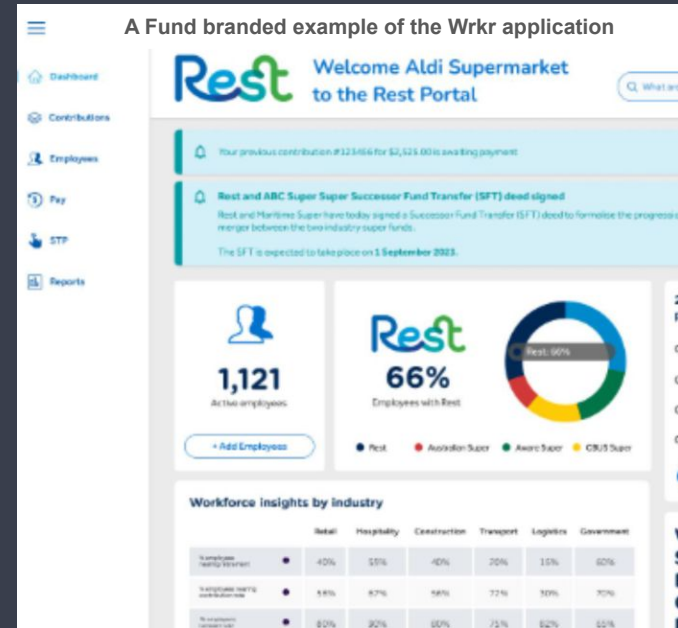
500 Total Employees

20% Full time (200) 40% Part-time 40% Contract (100)

Our MUFG Retirement Solutions (formerly Link Group), build for “Industry Funds” balances shared benefits and competitive differentiation by:



- ✓ MUFG contract management and aggregated pricing
- ✓ Fully funded integration to MUFG Aspire™ admin platform
- ✓ Full integration to MUFG support processes and tools
- ✓ Fund branding and configuration
- ✓ Employer experience designed with Fund
- ✓ Member onboarding designed with Fund
- ✓ Available catalogue of compliance moments from Wrkr
- ✓ Additional services and custom industry solutions built in collaboration with individual funds



The MUFG & Wrkr Contract provides potential access to some of Australia's largest funds



Australian Market:
Approx 16m contributing members
(~14.5m Employees / >19.4m Jobs)



MUFG Australian Clients (using Aaspire Admin platform)
and their estimated >7m* contributing members:

Australian Super **2.4m***
Rest Super **1.4m***
Hostplus **1.4m***
CBUS ~**1m***
Hesta ~**1m***
SCH Online Users **600K***

- MUFG Industry Funds share the same Administration platform and support model, that could benefit from a single integrated clearing house and gateway by Wrkr
- Industry funds have the highest pay frequency (most impacted by Payday Super reforms)
- Industry funds support employers with the highest turnover of staff (requiring efficient onboarding)

FY24 Financial Highlights



FY24 compared to FY23

Operating
Cash Flows
+\$340k

↑ 190% -\$376k

Cash Receipts
from Customers
\$9.51m

↑ 46% \$6.52m

Cost to
Income Ratio
0.95

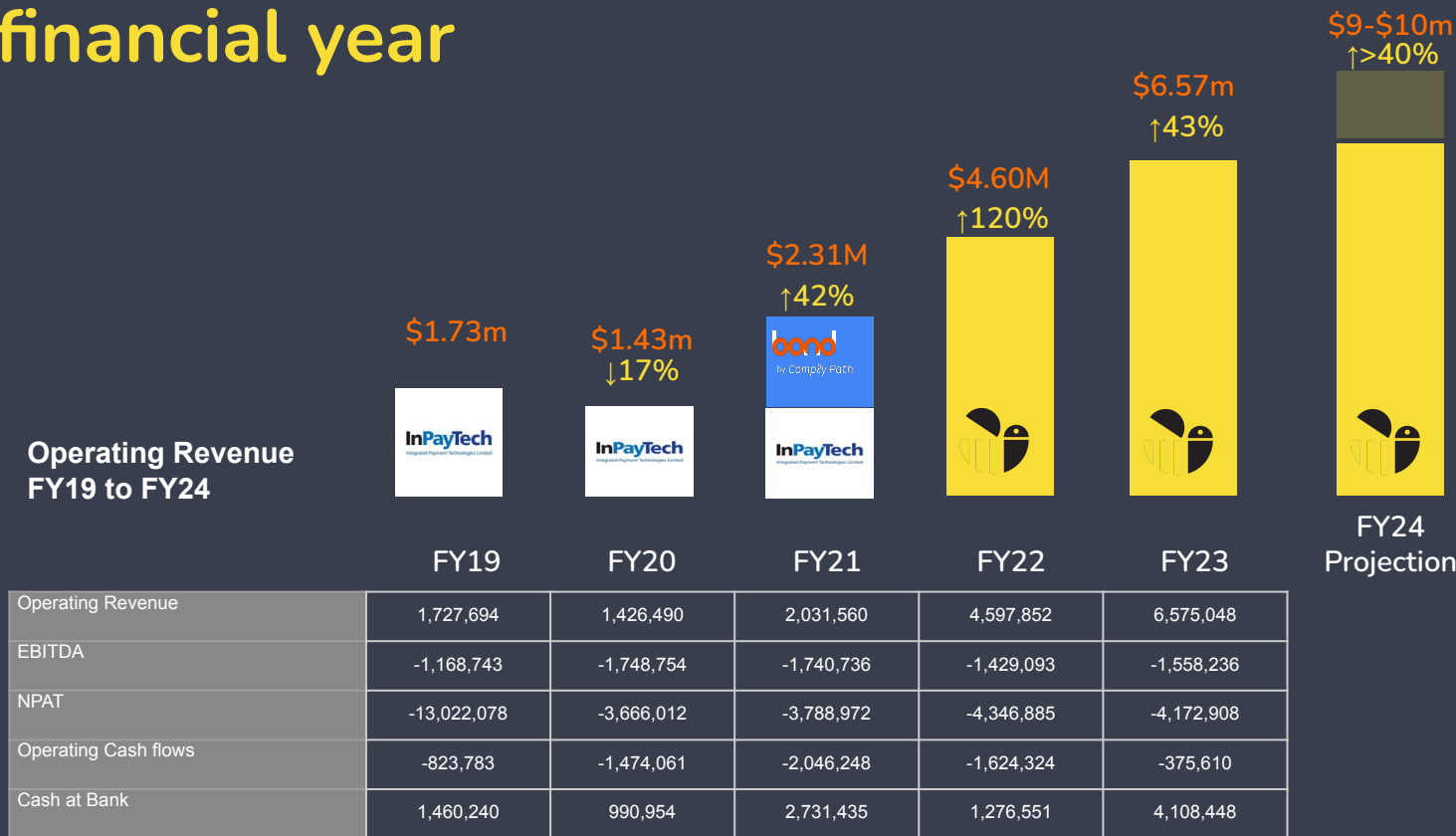
↑ 36% 1.29

- Positive net operating cash flows achieved for the first time since Wrkr was listed in 2016 demonstrating:
 - Commitment to driving cost efficiencies;
 - Capitalising on the investment to date in the multi-cloud, multi-jurisdictional capabilities of the Wrkr platform;
 - Growth in revenues from the MUFG contracts and SMSF Hub;
 - Retention of key platform licence customers and a stable return on the existing clearing house, payments and single touch payroll products
 - Careful management of working capital and investment in growth

• Cost to income ratio (12 mths rolling) excludes interest, depreciation & amortisation, cost of employee share schemes, costs relating to changes in share capital, impairment of patents, convertible notes costs, and the fair value movement of the convertible notes embedded derivative.

• FY24 figures are unaudited and may be subject to change
• Figures compared to FY23

Historical financial results by financial year



Note: Figures as per historical Statutory Financial Statements.

Financial outlook



- Projected FY24 net operating revenues between \$9m to \$10m
- Continue focus to improve financial performance targeting **positive EBITDA in FY25**
- Continue to **balance our investment** between short term revenue generation and long term growth
- With less than **24 months before PayDay Super**, Wrkr will invest alongside MUFG in providing commercials and implementation planning options for MUFG's broader Fund clients.
- With a strong interest in our Industry Solution, Wrkr expects resource planning to be critical and will **look at various options to support concurrent deployments**.

Wrkr & industry trends



Strong contracted base

500K direct users, ART Super, MUFG, Rest Super



Positioned for growth (SaaS)

MUFG deal provides potential access to Australian Super, Hostplus, CBUS, Hesta and several smaller funds.



Strong financial management

Revenue growth year-on-year for 3 years and cost to income ratio improvements achieved.



Market Leading tech

Technology in use across Federal & State Government bodies and leading Super Funds.



Regulatory tail winds

Proposed PayDay Super reforms are set to double 'Super' transactions and open a software change moment across Australian businesses.



Favourable market conditions

Interest rates are high, generating increased float income. Population growth and immigration is high.



Industry dynamics

M&A activity, Super performance tests, increased cyber threats, and PayDay Super preparation is driving investment programs in Super, HR/Payroll sector.

Thank you & Questions



wrkr.com.au

Management Team



Trent Lund

CEO and Managing
Director

Trent has over 25 years experience in technology and innovation. Trent is also CEO of Unlocked Ventures and holds numerous advisory board roles in technology & business.



Karen Gilmour

CFO

Karen has over 15 years experience in senior finance management positions across banking & finance, commodities and construction across Australia and UK.



Joe Brasacchio

CTO (Comply Path
Founder)

Joe has over 20 years of experience in leading high profile digital transformations, co-design in open Data Standards development, building RegTech platforms and venturing.



Jean-Paul Seow

Head of Commercial
and Alliances

Jean-Paul has over 15 years experience covering commercial, strategy and venturing. Worked across FS, Telco, Retail and Postal industries across AU, Asia and US.



Greg Tonner

Head of Growth

Greg is a strong leader with over 25 years in executing growth strategies in the software and technology sectors across Asia and the UK. Greg was CEO and led the transformation of the Queensland Cowboys.

Board



Emma Dobson

Non-Executive Chair



Paul Collins

Non-Executive Director



Randolf Clinton

Non-Executive Director



Jillian McGregor

Company Secretary

Summary information

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