QUICKFEE FY24 RESULTS PRESENTATION

27 August 2024

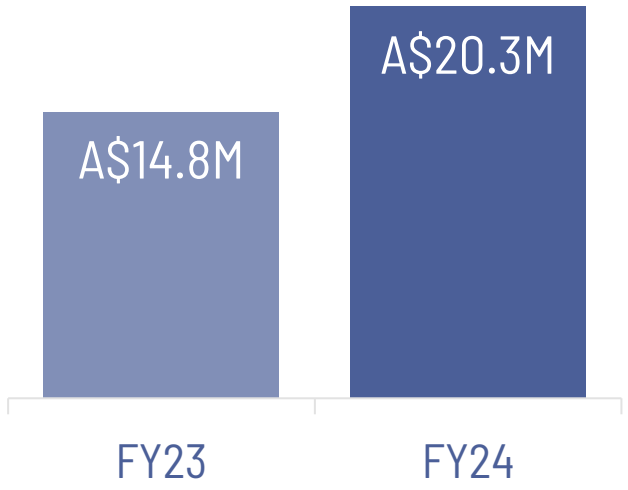
President, North America, **Jennifer Warawa**
Chief Financial Officer, **Simon Yeandle**

QuickFee helps professional services firms accelerate and automate accounts receivable and grow their business.

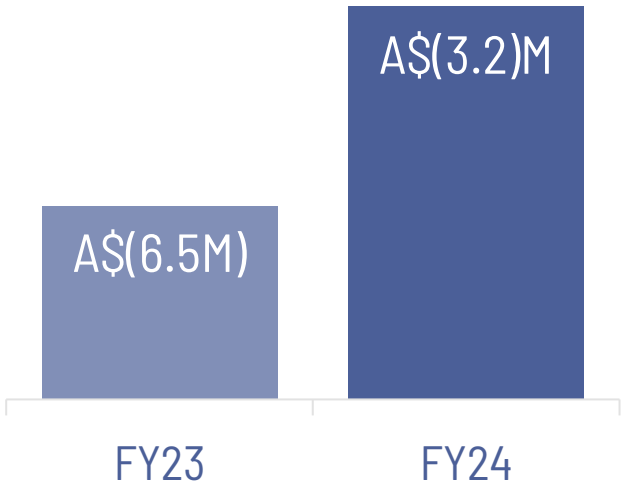


FY24 highlights: Executing on the strategy for transformational growth in the US

+ **REVENUE UP 37% ON PCP**



+ **IMPROVED PROFITABILITY**
+ **EBTDA POSITIVE in Q4 FY24**



+ **RECORD TRANSACTION VOLUMES IN FY24**

US PAY NOW	US$ 1.4BN UP 17%
GROUP LENDING	A$ 100M UP 22%

FY25 EARNINGS GUIDANCE
Expected FY25 EBTDA in the range of $1.5 – $2.5 million, weighted to the second half

Strong revenue growth and improved profitability

FY24 Key Highlights

- **Group revenue up 37% on pcp to A$20.3m driven by:**
  - Increased Total Transaction Volumes (TTV) and continued margin expansion
  - AU revenue up 49% on pcp to A$9.1 million
  - US revenue up 29% on pcp to A$11.2 million
- **Improved profitability:**
  - Group EBTDA of A$(3.2) million in FY24 (FY23: A$(6.5) million)
  - EBTDA positive in Q4 FY24
  - Stable cost base with operating expenses down 1% on pcp to A$15.8 million
- **Executing on the strategy for transformational growth in the US**
- **FY25 Earnings Guidance:**
  - Expected FY25 EBTDA in the range of $1.5 - $2.5 million, weighted to the second half

Financial Performance

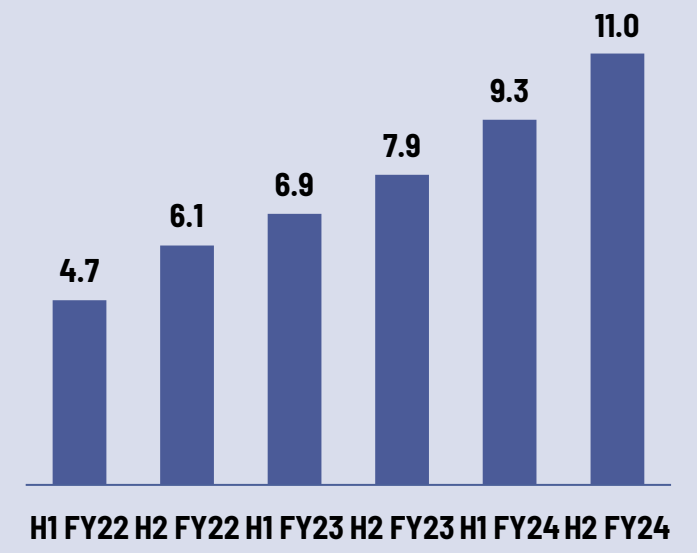
A$'M	FY24	FY23	%+/-
AU Finance (Pay Over Time) revenue	7.9	5.2	+52%
AU Pay Now revenue	0.9	0.8	+13%
AU BNPL	0.3	0.1	+200%
Total AU revenue	**9.1**	**6.1**	**+49%**
US Finance (Pay Over Time) revenue	4.0	2.6	+54%
US Pay Now revenue	7.2	5.9	+22%
US BNPL	-	0.2	-100%
Total US revenue	**11.2**	**8.7**	**+29%**
Total group revenue	**20.3**	**14.8**	**+37%**
Gross profit	**12.6**	**9.4**	**+34%**
Gross margin %	*62%*	*63%*	
Operating expenses*	(15.8)	(15.9)	-1%
EBTDA	**(3.2)**	**(6.5)**	**-51%**
NPAT	**(4.7)**	**(8.1)**	**-42%**

*General and administrative expenses nets off other income (US office sub-lease income) of $0.1 million in FY23

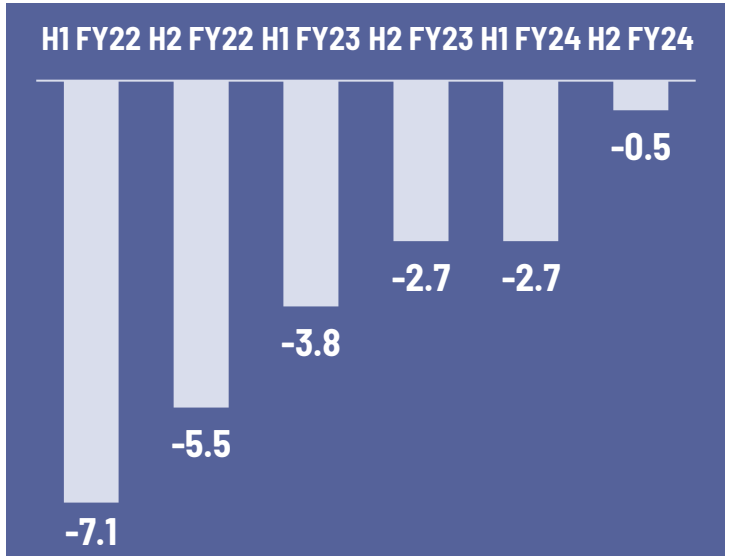
Ongoing improvement in underlying profitability

+ EBTDA improved significantly in H2 FY24 to -$0.5m, continuing the trajectory of improved profitability
+ Operating expenses of $7.4m in H2 FY24, down A$1 million (12%) on H1 FY24, primarily due to a decrease in general and administrative and product development expenses
+ **Expected FY25 EBTDA in the range of $1.5 - $2.5 million, weighted to the second half**

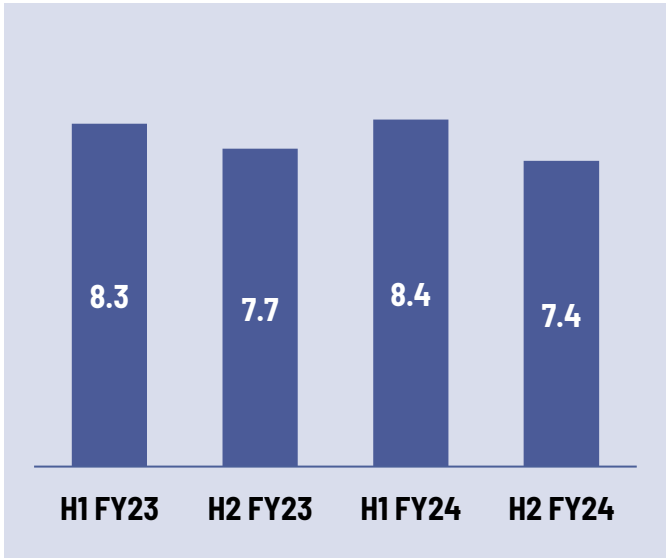
REVENUE BY HALF-YEAR (A$M)



EBTDA BY HALF-YEAR (A$M)



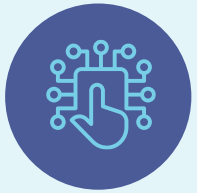
OPERATING EXPENSES BY HALF-YEAR (A$M)



THE US BUSINESS

US market dynamics

Accounting Profession



Process automation interest on the rise for front/back office



Mergers and acquisitions creating more focus on A/R health



Profitability focus driving price increases to firms' clients



Talent shortage accelerating technology and services spend

Small and Medium Businesses (SMBs)



Economic uncertainty creating financial concerns



Tighter lending restrictions by banks



More technology investment needed to stay competitive



Inflationary pressure and increasing operational costs

QuickFee.

QuickFee at a glance

TRUSTED FOR PAYMENTS AND FINANCING SOLUTIONS SINCE 2009:

1,500+ PROFESSIONAL SERVICES FIRMS WORLDWIDE

OVER $500M LOANS ORIGINATED SINCE INCEPTION



TARGET MARKET: PROFESSIONAL SERVICES FIRMS OVER $1M IN ANNUAL REVENUE

WE HELP FIRMS

Reduce A/R
A/R typically runs high for firms, and we can help turn that A/R into cash

Grow the Business
There are many priorities competing for cash, and we can help find more of it for firms and their clients

Automate Processes
We increase efficiency while improving the client and employee experience

Save Money
Firms in the US can save money on credit card fees by reducing or eliminating merchant fees

OUR SOLUTIONS

Pay Now | ACH/EFT + Card
Secure digital payments platform for accounting and professional service firms

Pay Over Time | QuickFee Finance
Exclusive invoice and fee financing for clients to pay over 3,6,9 or 12-months

QuickFee Connect
An easy and cost friendly way to automate the engagement to cash workflow by integrating with leading practice management solutions

OUR COMPETITIVE DIFFERENTIATORS

+ Designed specifically for professional service firms
+ No invoice maximum for QuickFee Finance
+ No hard credit checks for clients of firms
+ Integration with the leading practice management solutions
+ Pricing that works for all sizes of firms

QuickFee.

Proof points from our customers

Reduce accounts receivable



"Our accounts receivable collections are a ton better now... we went from having even good clients pay 25, 30, or 35 days out, to now paying within a week!"

Steve Grissom, Owner
Grissom + Company, CPAs

Grow their business



"QuickFee allows us to receive the full influx of capital on the transaction upfront while offering our clients the ability to break up their payments over time. Around 25% of people inquire about a payment plan...this is going to be a real game changer for us."

Jaime Franco, Director of Administrative Services – Select GCR

Automate processes



"Accounts receivable has reduced by 90% and what used to take us a month to complete, we're now getting done in half the time."

Jeannine Hosta, Billing Supervisor
Pease Bell CPAs

Save money



"Since partnering with QuickFee, our firm has seen significant savings on credit card processing fees with the option to pass a nominal credit card surcharge to the clients. We realized approximately $140,000 in savings last year thanks to QuickFee.

Reyne Dvorak, Chief Revenue Officer
Whitley Penn

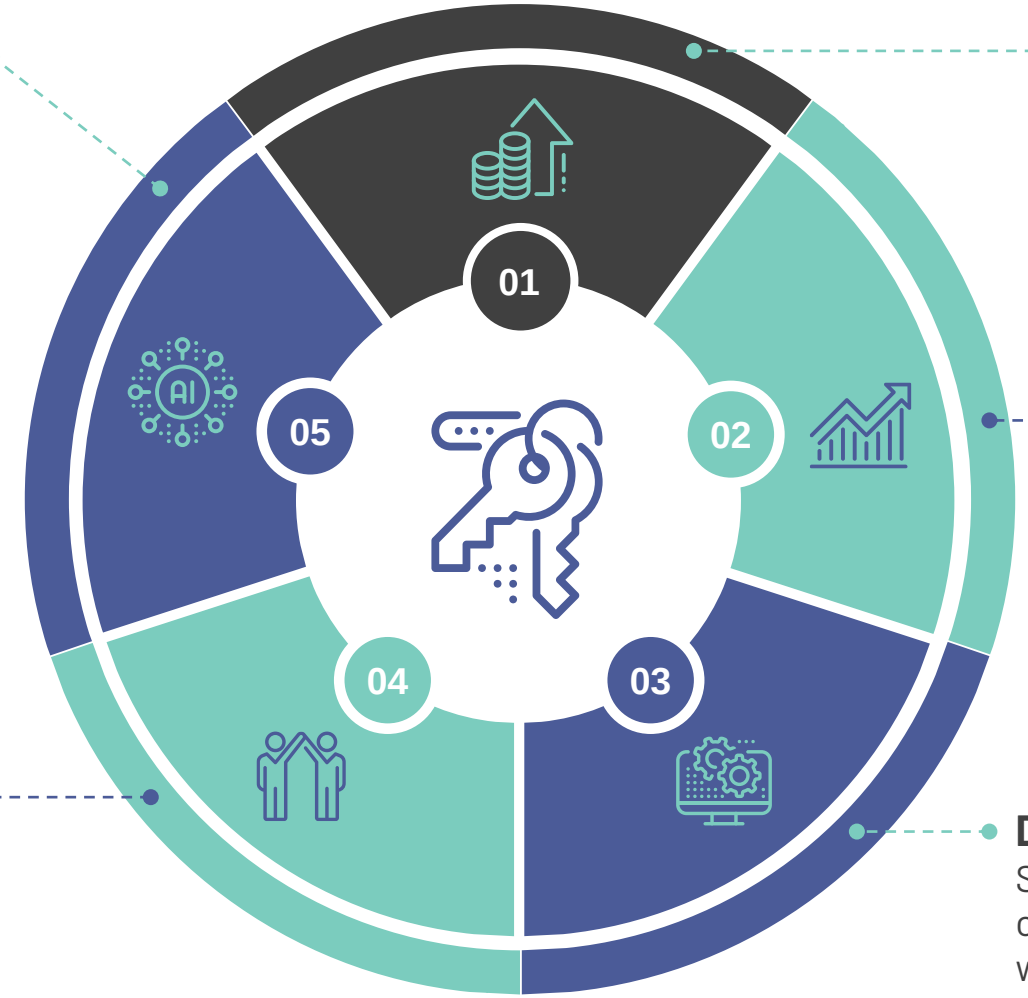
UNITED STATES:

BUILDING ON THE FOUNDATIONS FOR TRANSFORMATIONAL GROWTH

QuickFee.

Unlocking transformational growth in the US

Drive Cost Effective Growth Through Automation
Leverage automation across all functional areas to ensure we are driving growth in the most efficient, cost-effective, scalable way possible.



QuickFee Finance
Revenue yields on the Finance product are approximately 25x those of Pay Now.

Connect Adoption
Early results show that firms that adopt Connect can see double transaction volume over pcp.

Differentiated Technology
Shift Product Development from a cost center to a difference maker, delivering world-class solutions that provide a significant competitive advantage.

Strategic Alliances + Partnerships
Leverage strategic partnerships to bring new customers to QuickFee at scale.

QuickFee.

Executing on the strategy in FY24

- Signed 103 new customers in the US and increased the average firm size of new customers
- Improved and optimised the sales and success teams
- New strategic partnerships with Allinial Global, IRIS Software Group and Knuula
- Built platform for sustainable integrations
- Growing transaction volumes through QuickFee Connect
- Strengthened balance sheet to fund loan book growth
- Built ‘direct to bank’ ACH platform, improving profitability and ensuring redundancy

QuickFee Connect: integrations with an ‘automate everything’ mindset

Building our platform to enable easier, more scalable integrations with new strategic partners

- QuickFee Connect offers a scalable A/R solution that is designed specifically for account firms starting at $1m in annual revenue, with a competitive subscription pricing model
- Connect drives both new subscription revenue streams and increases total transaction volume
- Building ecosystem for firms that want to build their own tech stack – want deep functionality with lots of customisation

Current Integrations

THOMSON REUTERS

IRIS

Wolters Kluwer

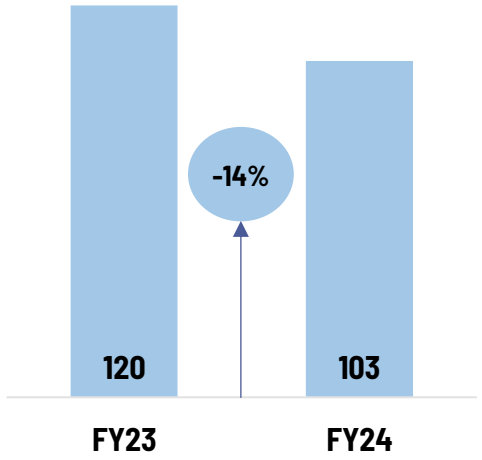
Knuula

Positive momentum in operational metrics

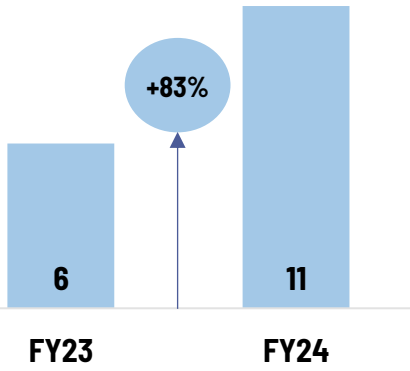
Commercial strategies implemented are taking effect and showing early signs of success

+ Focus on larger firms / higher adoption of QuickFee's solutions
+ Launch of new commission plans that incentivise Finance volume
+ Tech stack improvements through sales automation and AI intelligence tools
+ Redesigned consultative sales and onboarding process
+ Expanding partnerships through the addition of Knuula, IRIS Software Group and Allinial Global

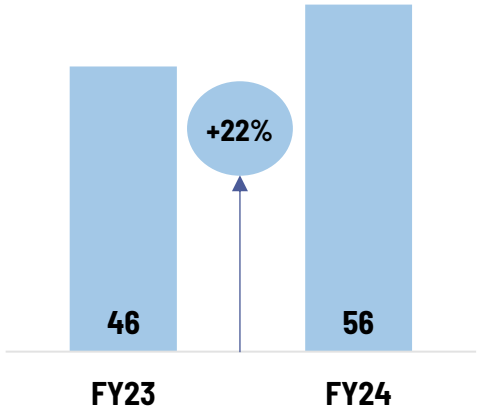
NEW FIRM SIGNUPS US$M



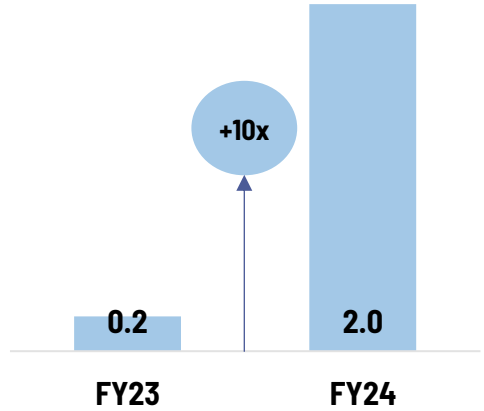
AVERAGE ANNUAL REVENUE PER NEW FIRM SIGNUP US$M



NEW FIRM SIGNUPS WITH FINANCE US$M



FINANCE TTV FROM NEW FIRM SIGNUPS US$M



Profitable segment operations in the US

+ **Strong revenue growth, up 29%:** 54% growth in Finance revenue to A$4.0 million and 22% growth in Pay Now revenue to A$7.2 million

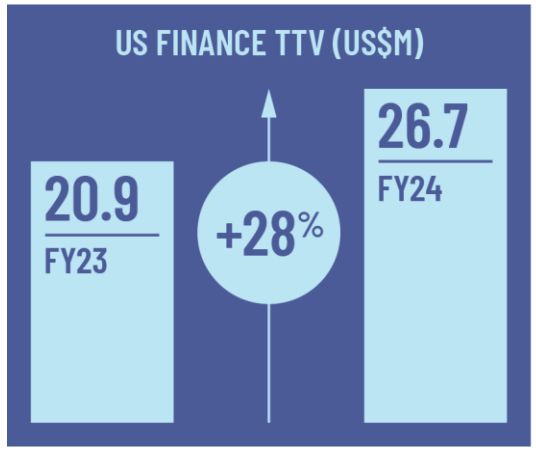
+ **Gross profit up 21%:** Margin % impacted by higher interest expense due to rate rises and higher borrowings to fund loan book growth

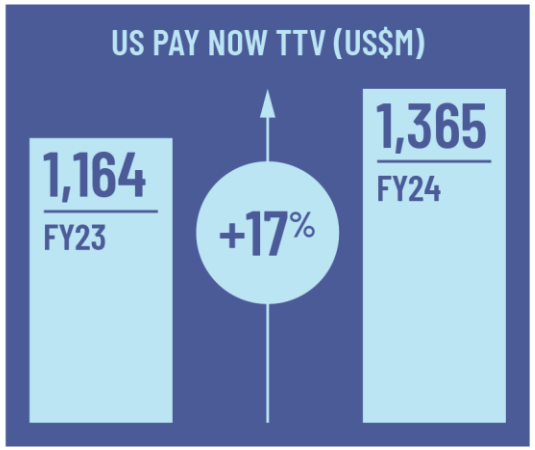
+ **Profitable US segment:** Improvement in EBTDA to +$0.2 million

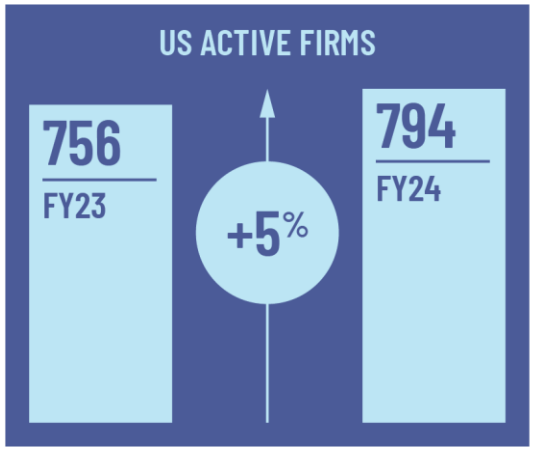
+ **New customer acquisition:** Strong growth in active firm numbers (up 5% to 794) and active customer numbers (up 12% to 357K)

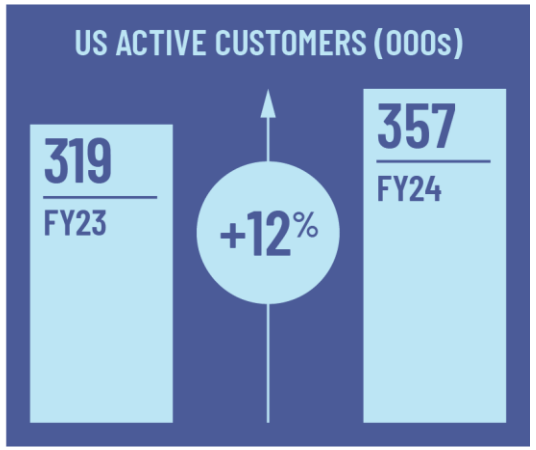
US Financial Performance

A$'M	FY24	FY23	%+/-
Pay Over Time (Finance) revenue	4.0	2.6	+54%
Pay Now (ACH + Card) revenue	7.2	5.9	22%
BNPL revenue	-	0.2	-100%
Total US revenue	**11.2**	**8.7**	**+29%**
Gross profit	**7.4**	**6.1**	**+21%**
Gross margin %	*66%*	*70%*	
Operating expenses	(7.2)	(6.8)	+6%
EBTDA*	**0.2**	**(0.7)**	**+129%**



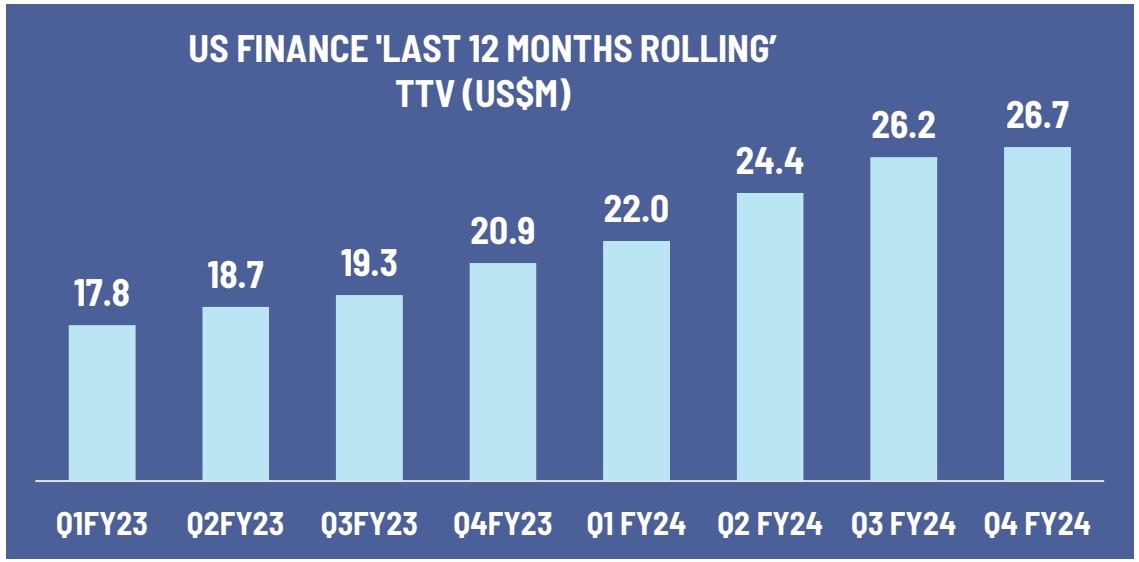


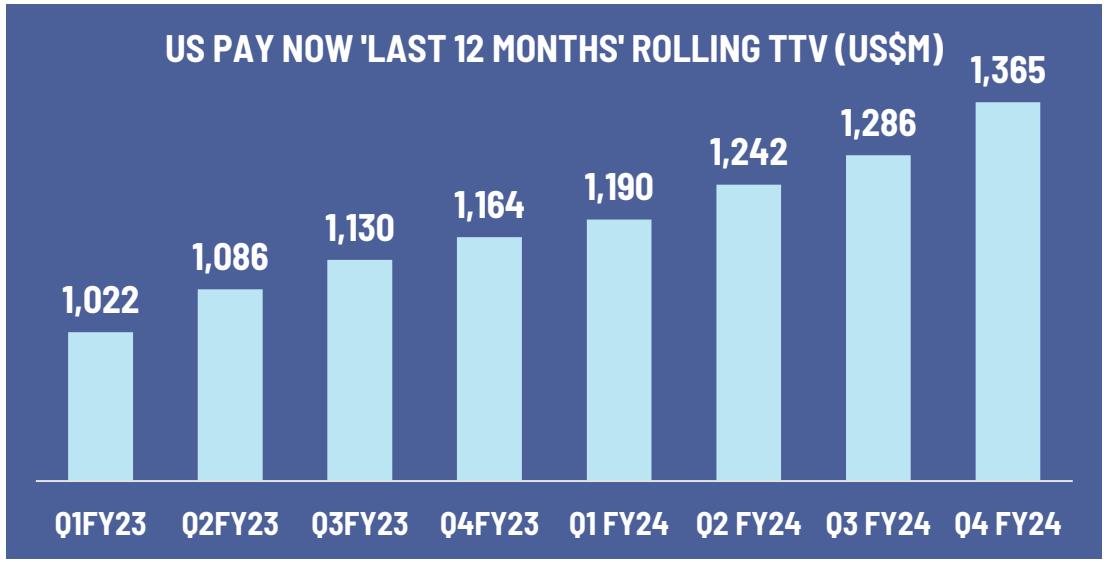




**EBTDA = statutory EBITDA less interest expense on loan book borrowings
Unallocated and Product development expenses are not included in the above segment results.

Increasing transaction volumes across all products





+ US loan book grew 22% in FY24 to US$ 9.9 million (FY23: US$ 8.1 million)
+ US Finance TTV up 28% in FY24 to US$ 26.7 million (FY23: US$ 20.9 million)
+ Sales team incentivised to hit Finance volume targets

	FY23	FY24	%
# of Finance payment plans	2,043	2,476	+21%

+ QuickFee Connect has increased Pay Now TTV in FY24
+ Invoice volumes through Connect up 120% in Q4 FY24, quarter-on-quarter
+ Total number of invoices sent through Connect in H2 FY24 was more than 10x those sent in H1 FY24

	FY23	FY24	%
# of Pay Now transactions	504,000	574,000	+14%

AUSTRALIA: A RETURN TO STRONG LENDING ACTIVITY

QuickFee.

Profitable segment operations in AU

+ **Strong revenue growth:** AU revenue up 49% to $9.1 million, driven by a 52% increase in Finance revenue to $7.9 million

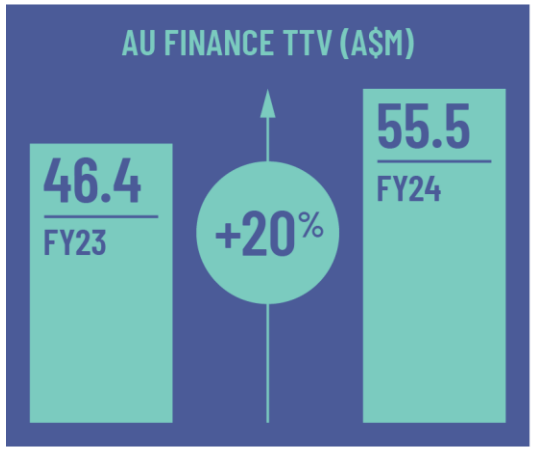
+ **EBITDA growth:** The AU business transitioned to sustainable profitable operations in FY24 driven by strong growth in the higher margin Finance product from both fee funding and disbursement funding. **EBTDA up A$2.2 million to A$2.4 million**

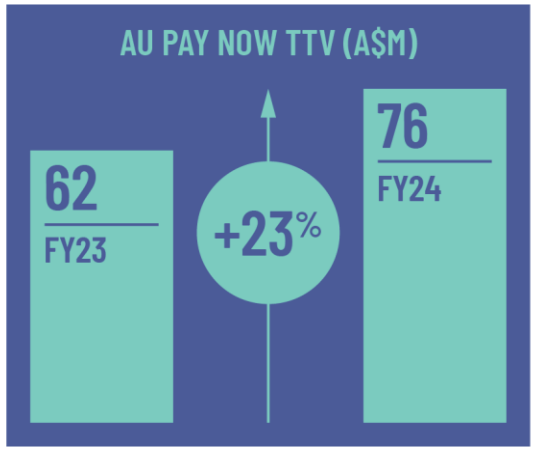
+ **OPEX down 6% year-on-year**

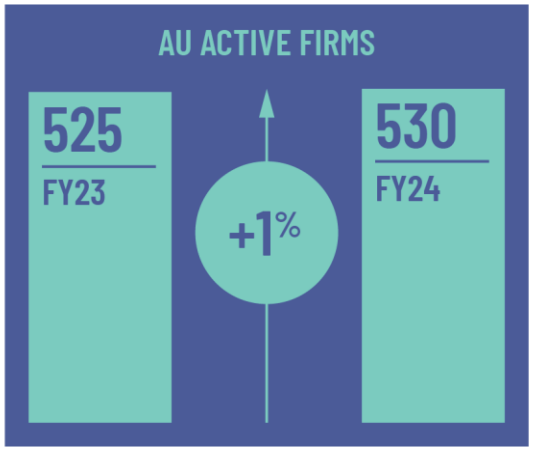
+ **Experienced and stable management team, led by Founder Bruce Coombes**

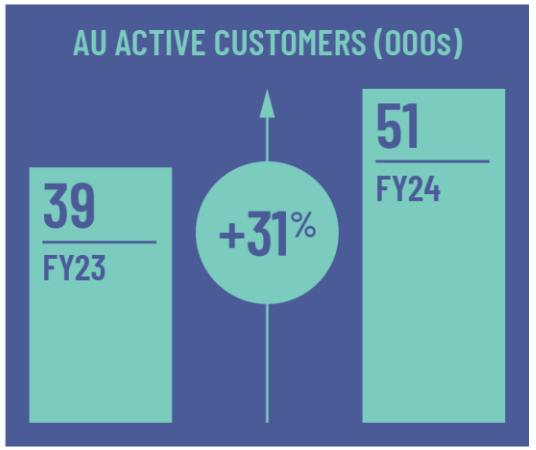
AU Financial Performance

A$'M	FY24	FY23	%+/-
Pay Over Time (Finance) revenue	7.9	5.2	+52%
Pay Now (EFT + Card) revenue	0.9	0.8	+13%
BNPL revenue	0.3	0.1	+200%
Total revenue	**9.1**	**6.1**	**+49%**
Gross profit	**5.3**	**3.3**	**+61%**
Gross margin %	*58%*	*54%*	
Operating expenses	(2.9)	(3.1)	-6%
EBTDA	**2.4**	**0.2**	**+1,100%**







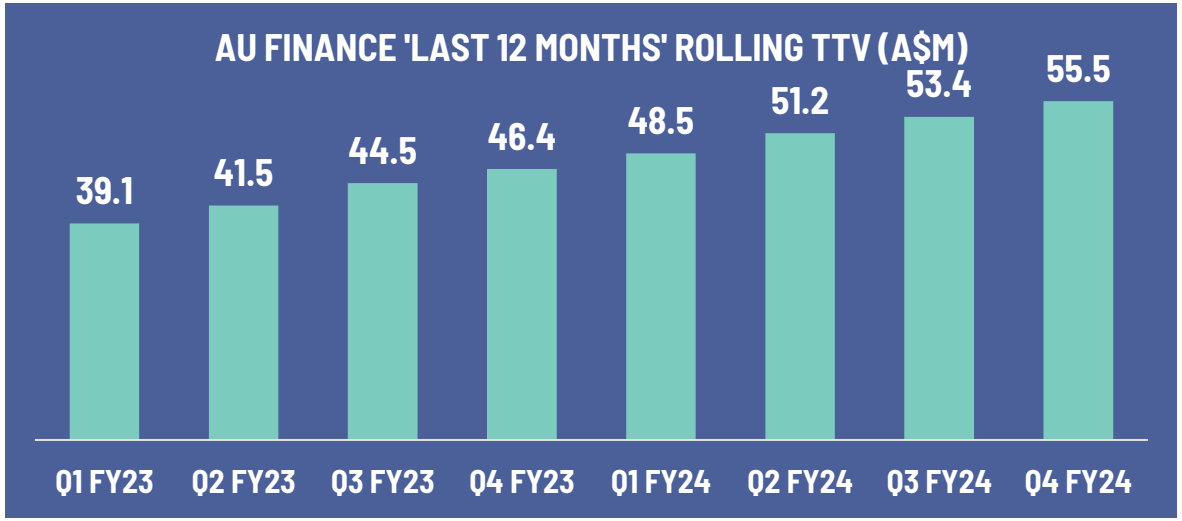


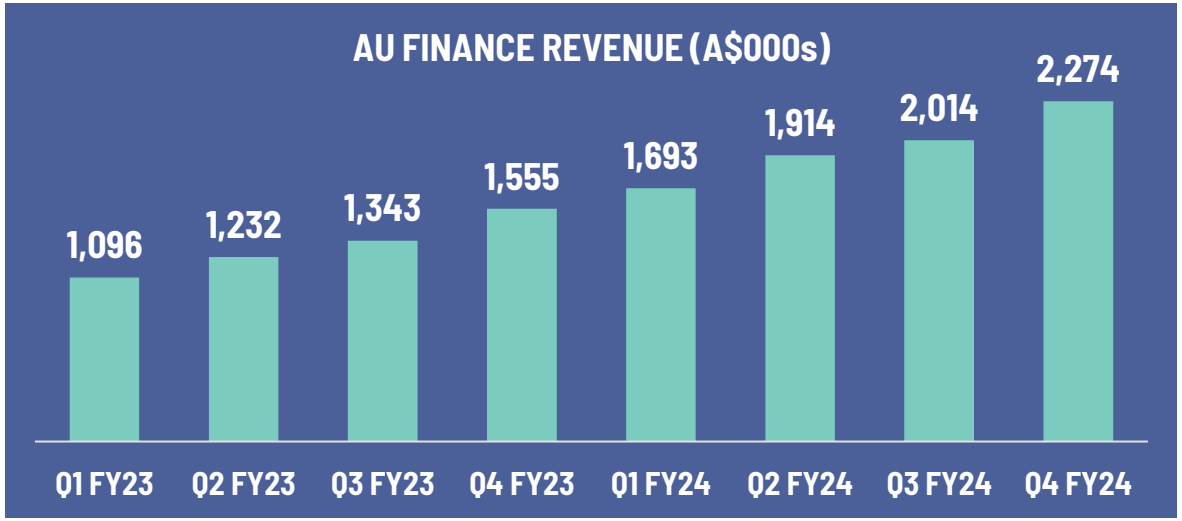
**EBTDA = statutory EBITDA less interest expense on loan book borrowings
Unallocated and Product development expenses are not included in the above segment results.

Strong performance in FY24

- AU Finance TTV up 20% on pcp to A$ 55.5 million (FY23: A$ 46.4 million)
- AU Finance revenue up 51% on pcp to A$ 7.9 million (FY23: A$ 5.2 million)
- Very strong Q4 with record month in June 2024
- Strong organic growth through existing firms
- New funding facility to support growth in disbursement funding product
- Low credit losses

	FY23	FY24	%
# of Finance payment plans	5,974	8,035	+34%





FY24
FINANCIAL HIGHLIGHTS

QuickFee.

Group profit and loss

+ **Strong revenue growth:** Total revenue up 37% to A$20.3 million, primarily due to strong growth in the higher margin Finance products in AU and US

+ **Partially offset by higher interest expense:** Gross profit up 34% to A$12.6 million, reflecting:
    + higher interest expenses from recent interest rate rises and increased borrowings to support loan book growth;
    + offset by lower ACH processing costs in the US, due to moving processing in-house in H2 FY24

+ **Operating costs:** A$0.2 million decrease in operating costs, a combination of further removal of non-essential costs from the business and a lift in investment in product and technology of A$0.5million

+ **Improved profitability:** 52% increase in EBTDA to A$(3.2) million and 42% increase in NPAT to A$(4.7) million

+ **Continued low credit losses:** QuickFee's professional firm clients guarantees their client's borrowings. Net bad debt write-offs of A$134,000, only 0.14% of total lending

+ **FTEs at 30 June 2024:** 46 (30 June 2023: 47)

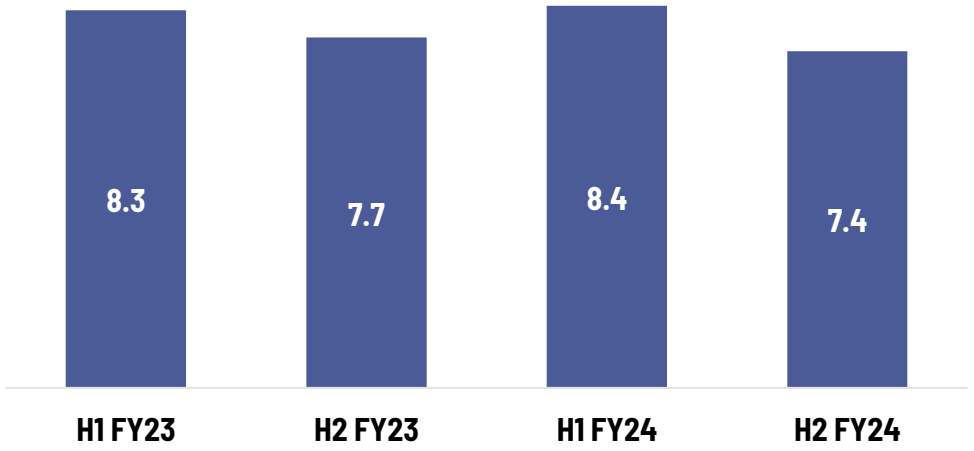
A$'M	**FY24**	FY23	$+/-	%+/-
Interest revenue**	**11.2**	7.3	+3.9	+53%
Revenue from contracts with customers	**9.1**	7.5	+1.6	+21%
Total revenue	**20.3**	**14.8**	**+5.5**	**+37%**
Less: interest expense	**(4.7)**	(2.6)	+2.1	+81%
Less: cost of sales	**(3.0)**	(2.8)	+0.2	+7%
Gross profit	**12.6**	**9.4**	**+3.2**	**+34%**
General and administrative expenses***	**(6.4)**	(7.0)	-0.6	-9%
Selling and marketing expenses	**(2.4)**	(2.4)	-	-
EBTDA* before growth expenses	**3.8**	**-**	**+3.8**	**-**
Customer acquisition costs	**(2.8)**	(2.6)	+0.2	+8%
Product development expenses	**(4.2)**	(3.9)	+0.3	+8%
EBTDA	**(3.2)**	**(6.5)**	**+3.3**	**+51%**
Depreciation and amortisation	**(1.1)**	(1.2)	-0.1	-8%
Net finance costs	**(0.4)**	(0.4)	-	-
NPAT	**(4.7)**	**(8.1)**	**+3.4**	**+42%**

*EBTDA = statutory EBITDA less interest expense on loan book borrowings
**Per statutory P&L statement in the financial statements
***General and administrative expenses nets off other income (US office sub-lease income) of $0.1 million in FY23
Group P&L total include US and AU segments, plus unallocated corporate and product development expenses

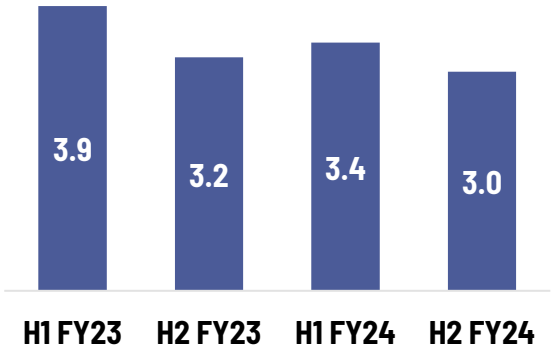
Stable cost base

+ Operating expenses reduced in FY24 by A$0.2 million (1%) on H2 FY23, from A$16.0 million to A$15.8 million, primarily due to a decrease in general and administrative expenses
+ Operating expenses of A$7.4m in H2 FY24, down A$1 million (12%) on H1 FY24
+ Product development expenses in H1 FY24 include a consulting project and transition costs to a lower FTE/higher contractor model in H1 FY24.
+ Expected FY25 opex to remain broadly at FY24 levels, as we accelerate development of the Connect product for 6 – 12 months

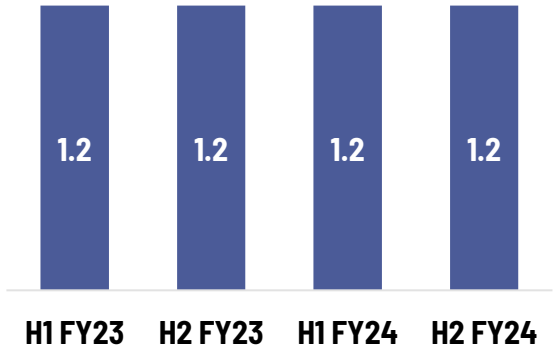
OPERATING EXPENSES BY HALF-YEAR (A$M)



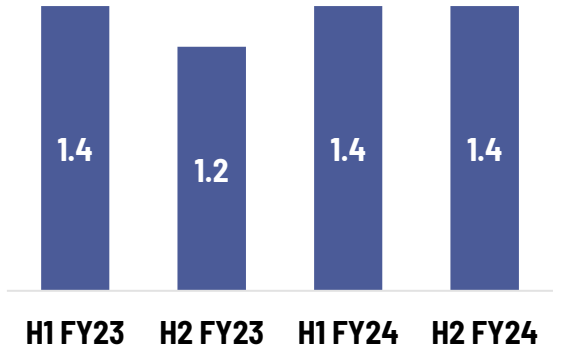
GENERAL & ADMINISTRATIVE



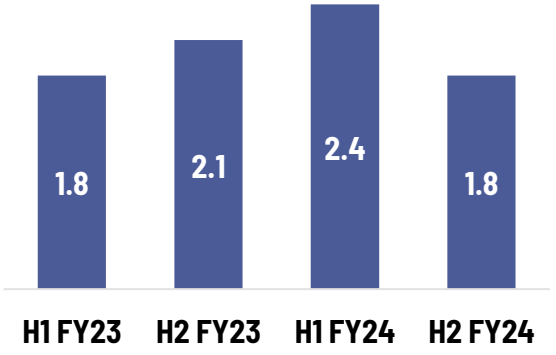
SELLING & MARKETING



CUSTOMER ACQUISITION



PRODUCT DEVELOPMENT



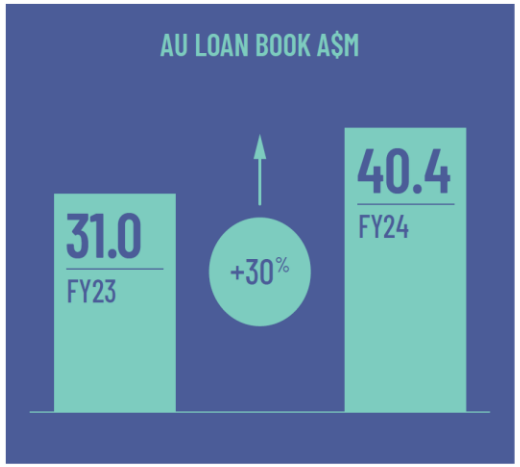
Group balance sheet

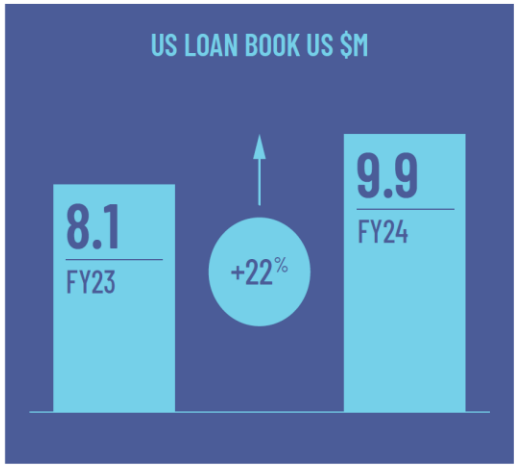
+ **Cash improvement:** Cash increase due to:
  + Equity raise A$3.8million (net of costs)
  + ACH 'cash in transit' held increase of A$6.6 million

+ **Strong loan book growth:** AU loan book up 30% to A$40.4 million and US loan book up 22% to US$9.9 million

+ **Increase in borrowings to fund growth in loan book:** Borrowings up 50% to A$48.3 million

+ **Current liabilities:** Firm settlements increase offset by ACH cash in transit





A$'M	30 June 2024	30 June 2023	$+/-	%+/-
Cash and cash equivalents	**13.5**	3.4	10.1	+297%
Loan receivables (current)	**54.0**	42.2	11.8	+28%
Trade and other current assets	**1.5**	1.2	0.3	+25%
Total current assets	**69.0**	**46.8**	**22.2**	**+47%**
Loan receivables (non-current)	**1.2**	1.0	0.2	+20%
Fixed assets and other non-current assets	**0.5**	0.3	0.2	+67%
Total assets	**70.7**	**48.1**	**22.6**	**+47%**
Borrowings	**48.3**	32.2	16.1	+50%
Firm settlements outstanding	**10.8**	3.5	7.3	+209%
Trade and other current liabilities	**2.6**	3.2	(0.6)	-19%
Total current liabilities	**61.7**	**38.9**	**22.8**	**+59%**
Total non-current liabilities	**0.5**	0.3	0.2	+67%
Total liabilities	**62.2**	**39.2**	**23.0**	**+59%**
Net assets	**8.5**	**8.9**	**(0.4)**	**-4%**
Contributed equity	**51.6**	47.2	4.4	+9%
Other reserves	**0.9**	1.0	(0.1)	-10%
Accumulated losses	**(44.0)**	(39.3)	(4.7)	-12%
Total equity	**8.5**	**8.9**	**(0.4)**	**-4%**

Group cash flow

A$'M	FY24	FY23	$+/-	%+/-
Net cash outflow from operating activities	**(4.0)**	(6.9)	+2.9	+42%
Net cash outflow from loan book / firm funding	**(5.0)**	(9.3)	+4.3	+46%
Statutory net operating cash flow	**(9.0)**	**(16.2)**	**+7.2**	+44%
Net cash outflow from investing activities	**(0.1)**	**-**	**-0.1**	**-**
Net equity raising proceeds	**3.8**	0.4	+3.4	+850%
Net borrowings/facility proceeds	**16.2**	11.6	+4.6	+40%
Other	**(0.8)**	(0.6)	-0.2	-33%
Net cash inflow from financing activities	**19.2**	**11.4**	**+7.8**	**+68%**
NET CHANGE IN CASH BEFORE FOREIGN EXCHANGE	**10.1**	**(4.8)**	**+14.9**	**310%**

Reconciliation from loss for the period to operating cash flow

A$'M	FY24	FY23	$+/-	%+/-
Loss for the period	**(4.7)**	(8.1)	+3.4	+42%
Non-cash expenses	**1.4**	1.2	+0.2	+17%
Movement in other operating assets and liabilities	**(0.9)**	-	-0.9	-
OPERATING CASH FLOW BEFORE LOAN BOOK GROWTH FUNDING AND PAYMENT PROCESSING MOVEMENTS	**(4.2)**	**(6.9)**	**+2.7**	**+39%**
Change in loan book	**(12.1)**	(9.5)	-2.6	-27%
Change in payment processing working capital	**7.3**	0.2	+7.1	+3,550%
STATUTORY NET OPERATING CASH FLOW	**(9.0)**	**(16.2)**	**+7.2**	**+44%**

Operating cash flow improvement of A$7.2 million:

+ Improvement in net cash outflow from operating activities of +A$2.9 million
+ Loan and payment processing cashflow up A$4.3 million on FY23, comprising:
    + Loan book-related cashflow: down A$2.3m due to loan book growth, payment processing-related: up A$6.6m due to ACH processing cash in transit

Financing cash flow improvement of A$7.8 million:

+ Net equity raising proceeds of A$3.8 million ($350,000 is still pending shareholder approval)
+ Loan book growth funded by borrowings facilities

Funding update

Credit facilities

Northleaf credit facility

+ US$40 million (A$58.5 million) facility
+ Currently drawn to US$9 million + A$30.5 million (A$44.1 million in total)
+ Interest margin of 5.75% plus SOFR/BBSW
+ Secured against US & AU loan receivables
+ Advance rate 90%
+ Maturity November 2025; draw period to September 2024

Wingate credit facility

+ A$10 million facility
+ Currently drawn to A$6.5 million
+ Interest margin of 9% plus BBSW
+ Secured against AU disbursement funding receivables
+ Advance rate 85%
+ Maturity June 2027; draw period to June 2025

Loan book & Liquidity

A$'M	30 June 2024	30 June 2023	$+/-
Loan book	**55.2**	**43.2**	**+12.0**
Available cash and cash equivalents	**6.9**	3.4	+3.5
Borrowings facility growth capacity to support further loan book growth	**19.6**	24.5	-4.9
Total cash + growth capacity	**26.5**	**27.9**	**-1.4**
Cash held at bank representing firms' outstanding ACH settlements	**6.6**	-	+6.6

Supplementary financing

+ In advanced discussions with various potential lenders to secure supplementary financing to facilitate loan book growth post expiry of Northleaf utilisation increase period
+ No expected material financial or operational impact from any potential changes in lenders

FY25 OUTLOOK

QuickFee.

FY25 Outlook



Focus on reaching sustained profitability

- Focus on fastest path to profit: QuickFee Finance and QuickFee Connect
- Continue to manage cost base carefully
- Continued investment in breadth of Connect integrations to capture revenue opportunity
- Expected FY25 EBTDA in the range of A$1.5 - $2.5 million, weighted to the second half



Unlocking transformational growth in the US

- Scalable technology foundation with enhanced systems redundancy
- Build and execute strategic partnerships to enable exponential growth
- Launch of new Connect subscription model and additional integrations

Why QuickFee, why now



Top tier management team in place with owner mentality



$84B in Serviceable Addressable Accountant Market in the US Alone



Winning, differentiated value proposition: Finance, Connect, Pricing



Proven track record of delivering 35%+ YoY revenue growth



Ability to substantially increase revenue through Connect integrations



Growing customer base of 1,250+ firms worldwide

QUESTIONS

CONTACT DETAILS

Simon Yeandle, CFO

p: +61 2 8090 7700
e: simon.yeandle@quickfee.com

Katie Mackenzie, Investor Relations

p: +61 455 502 197
e: kmackenzie@belleviewir.com.au

Disclaimer

The material contained in this document has been prepared by QuickFee Limited ACN 624 448 693 ('company') and contains general information about the company's activities current as at the date of this presentation (27 August 2024). By accepting this document, you agree to be bound by the below terms and conditions.

This presentation is provided in summary and does not purport to be complete and is intended to be read in conjunction with the company's other announcements to ASX. The information contained in this presentation is not intended to be relied upon as advice to current shareholders or investors as it does not take into account the investment objectives, financial position or needs of any particular shareholder or investor. Shareholders and investors should assess their own individual financial circumstances and consider talking to a financial adviser or consultant before making any investment decision.

This presentation may contain forward looking statements including statements regarding our intent, belief or current expectations with respect to the company's businesses and operations, market conditions, results of operation and financial condition, capital adequacy, specific provisions and risk management practices. Such statements involve known and unknown risks, uncertainties, assumptions, and readers are cautioned not to place undue reliance on these forward-looking statements. No representation is made as to the accuracy, completeness or reliability of the presentation

QuickFee does not undertake any obligation to publicly release the result of any revisions to these forward-looking statements to reflect events or circumstances after the date hereof to reflect the occurrence of unanticipated events. None of the company, its subsidiaries, nor their respective directors, officers, employees, contractors or agents accepts responsibility for any loss or damage resulting from the use of or reliance on this presentation by any person. While due care has been used in the preparation of forecast information, actual results, performance or achievements may vary in a materially positive or negative manner from those expressed or implied by such statements. Forecasts and hypothetical examples are subject to uncertainty and contingencies outside QuickFee's control.

Past performance is not a reliable indication of future performance and no guarantee of future returns is implied or given. Some of the information in this presentation is based on unaudited financial data which may be subject to change.

QuickFee.

APPENDIX

Detailed profit and loss AU

A$'M	FY24	FY23	$+/-	%+/-
Interest revenue**	**7.5**	4.8	+2.7	+56%
Revenue from contracts with customers	**1.6**	1.3	+0.3	+23%
Gross revenue	**9.1**	**6.1**	**+3.0**	**+49%**
Less: interest expense	**(2.4)**	(1.6)	+0.8	+50%
Less: cost of sales	**(1.4)**	(1.2)	+0.2	+17%
Gross profit	**5.3**	**3.3**	**+2.0**	**+61%**
General and administrative expenses	**(1.7)**	(1.8)	-0.1	-6%
Selling and marketing expenses	**(0.7)**	(0.9)	-0.2	-22%
EBTDA before growth expenses	**2.9**	**0.6**	**+2.3**	**+383%**
Customer acquisition costs	**(0.5)**	(0.4)	+0.1	+25%
EBTDA	**2.4**	**0.2**	**+2.2**	**+1100%**
Depreciation and amortisation	**(0.2)**	(0.1)	-0.1	-100%
Net finance costs	**(0.1)**	(0.1)	-	-
NPAT	**2.1**	**0.0**	**+2.1**	**-**

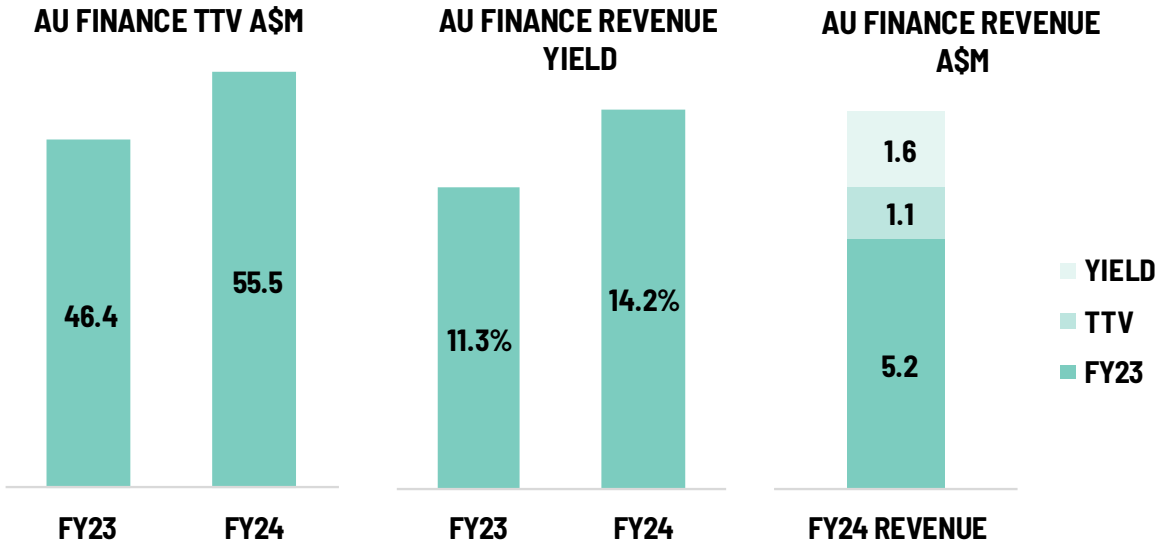
*Adjusted EBITDA = statutory EBITDA less interest expense on loan book borrowings
**Per statutory P&L statement in the financial statements
Group P&L total include US and AU segments, plus unallocated corporate and product development expenses

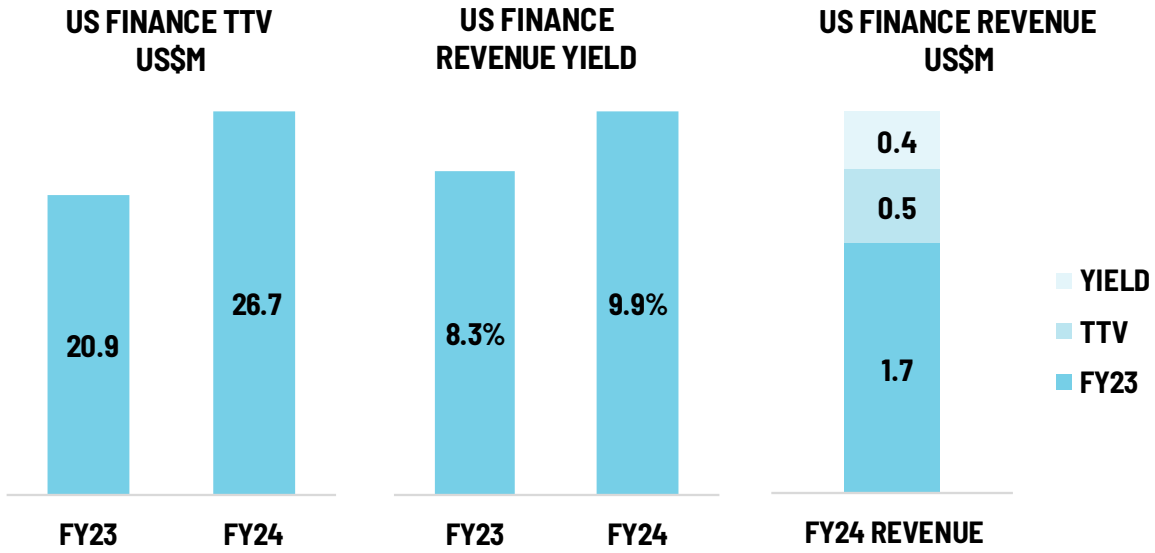
Detailed profit and loss US

A$'M	FY24	FY23	$+/-	%+/-
Interest revenue**	**3.8**	2.6	+1.2	+46%
Revenue from contracts with customers	**7.4**	6.1	+1.3	+21%
Gross revenue	**11.2**	**8.7**	**+2.5**	**+29%**
Less: interest expense	**(2.3)**	(1.0)	+1.3	+130%
Less: cost of sales	**(1.5)**	(1.6)	-0.1	-6%
Gross profit	**7.4**	**6.1**	**+1.3**	**+21%**
Other income	**-**	0.2	-0.2	-100%
General and administrative expenses	**(3.2)**	(3.2)	-	-
Selling and marketing expenses	**(1.7)**	(1.6)	+0.1	+6%
EBTDA before growth expenses	**2.5**	**1.5**	**+1.0**	**+67%**
Customer acquisition costs	**(2.3)**	(2.2)	+0.1	+5%
EBTDA	**0.2**	**(0.7)**	**-0.9**	**-129%**
Depreciation and amortisation	**(0.1)**	(0.3)	-0.2	-67%
Net finance costs	**(0.2)**	(0.2)	-	-
NPAT	**(0.1)**	**(1.2)**	**-1.1**	**-92%**

QuickFee.

Finance (Pay Over Time)





Key differentiator in payments market

+ Finance revenue up 53% to A$11.9m
+ Finance revenue accounts for 59% of total group revenue (FY23: 53%)
+ Revenue yields on the Finance product are approximately 25x greater than for Pay Now products
+ Continued negligible credit losses

QF FINANCE LOAN METRICS	AU		US	
	FY23	**FY24**	FY23	**FY24**
Average loan term (months)	10.1	**10.2**	9.3	**9.8**
Average APR on new loans in period	22.7%	**25.4%**	21.9%	**24.6%**
Average transaction size in period	A$ 13.4k	**A$ 13.2k**	US$ 10.2k	**US$ 10.8k**

Historical metrics - US

Total Transaction Volumes (TTV)	FY22							FY23							FY24						
	Q1	Q2	H1	Q3	Q4	H2	FY22	Q1	Q2	H1	Q3	Q4	H2	FY23	Q1	Q2	H1	Q3	Q4	H2	FY24
Professional Services	US$M	US$M	US$M	US$M	US$M	US$M	US$M	US$M	US$M	US$M	US$M	US$M	US$M	US$M	US$M	US$M	US$M	US$M	US$M	US$M	US$M
Pay Now																					
ACH	145.6	196.7	**342.3**	175	261	**436**	**778**	200	252	**452**	212	289	**501**	**953**	219	298	**517**	251	360	**611**	**1,128**
Card	34.5	46.2	**80.7**	44	57	**102**	**183**	42	54	**96**	51	64	**115**	**211**	49	60	**109**	56	72	**128**	**237**
Total Pay Now volume	**180.1**	**242.9**	**423.0**	219	319	**538**	**961**	242	306	**548**	263	353	**616**	**1,164**	268	358	**626**	**307**	**432**	**739**	**1,365**
Financing 'Pay Later' volume	3.8	4.4	**8.2**	4.4	4.2	**8.6**	**16.8**	4.8	5.3	**10.1**	5.0	5.8	**10.8**	**20.9**	5.9	7.7	**13.6**	6.8	6.3	**13.1**	**26.7**
Average Transaction size / Average Order Value	**US$**	**US$**	**US$**	**US$**	**US$**	**US$**	**US$**	**US$**	**US$**	**US$**	**US$**	**US$**	**US$**	**US$**	**US$**	**US$**	**US$**	**US$**	**US$**	**US$**	**US$**
ACH AOV	2,398	2,803	**2,601**	2,396	2,307	**2,351**	**2,569**	2,564	2,803	**2,684**	2,368	2,332	**2,302**	**2,487**	2,530	2,986	**2,793**	2,336	2,405	**2,386**	**2,551**
Card AOV	1,667	2,036	**1,852**	1,618	1,556	**1,587**	**1,792**	1,780	1,963	**2,609**	1,587	1,582	**1,564**	**1,719**	1,779	2,121	**1,967**	1,666	1,628	**1,647**	**1,790**
Financing AOV	10,457	10,484	**10,464**	10,610	8,530	**9,570**	**9,944**	10,802	9,746	**10,222**	9,845	10,634	**10,240**	**10,239**	11,437	11,008	**11,194**	10,749	9,878	**1,0314**	**10,741**
Total Transaction Volumes (TTV)																					
Active customers in period (#000s)	62.1	68.6	**115.6**	71	118	**174**	**253**	84	94	**134**	85	125	**187**	**319**	79	91	**148**	97	141	**211**	**217**
Active merchants in period (#s)	507	550	**564**	576	621	**674**	**700**	646	657	**693**	667	699	**717**	**756**	699	725	**757**	689	705	**717**	**794**

Professional Services Financing metrics	FY21	FY22	FY23	FY24
$ weighted average loan term (months)	9.4	9.4	9.7	9.7
Average flat interest rate on new loans	8.3%	7.4%	9.1%	10.3%
Average APR on new loans in period	17.8%	19.9%	21.9%	24.6%

	Dec-19	Jun-20	Dec-20	Jun-21	Dec-21	Jun-22	Dec-22	Jun-23	Dec-23	Jun-24
Loan book balance (gross receivables less expected credit losses and unearned interest) US$M	4.6	5.8	6.0	5.2	5.8	6.7	7.4	8.1	10.2	9.9

US product profitability

US$000s except volume	ACH		Card		Financing		BNPL		Total	
	FY24	FY23	**FY24**	FY23	**FY24**	**20.9**	**FY24**	FY23	**FY24**	**FY23**
Volume US$ M	**1,128**	953	**237**	211	**26.7**	20.9	**-**	1.2	**1,391.7**	1,186.1
Financing revenue (interest)	**-**	-	**-**	-	**2,475**	1,636	**-**	91	**2,475**	1,727
Payments and other revenue	**4,182**	3,599	**520**	380	**155**	94	**-**	64	**4,857**	4,137
Total revenue	**4,182**	3,599	**520**	380	**2,630**	1,730	**-**	155	**7,332**	5,864
Total revenue/volume yield %	***0.37%***	*0.38%*	***0.22%***	*0.18%*	***9.9%***	*8.3%*	*-*	*12.9%*	***0.53%***	*0.49%*
Direct processing costs	**(564)**	(414)	**-**	-	**-**	(1)	**-**	(74)	**(564)**	(489)
Transaction losses and bad debt charge-offs	**-**	-	**-**	-	**(50)**	-	**-**	34	**(50)**	34
Net Transaction Margin (NTM)	**3,618**	3,185	**520**	380	**2,580**	1,729	**-**	115	**6,718**	5,409
NTM/Revenue %	***86.5%***	*88.5%*	***100.0%***	*100.0%*	***98.1%***	*99.9%*	*-*	*74.2%*	***91.6%***	*92.2%*
Platform, credit check and credit staff costs	**(123)**	(155)	**(25)**	(34)	**(283)**	(360)	**-**	(15)	**(431)**	(564)
Interest expense	**-**	-	**-**	-	**(1,502)**	(687)	**-**	(4)	**(1,502)**	(691)
Gross Margin	**3,495**	3,030	**495**	346	**795**	682	**-**	96	**4,785**	4,154
Gross Margin/Revenue %	***83.6%***	*84.2%*	***95.2%***	*91.1%*	***30.2%***	*39.4%*	*-*	*61.9%*	***65.3%***	*70.8%*

Historical metrics - AU

Total Transaction Volumes (TTV)	FY22							FY23							FY24						
	Q1	Q2	H1	Q3	Q4	H2	FY22	Q1	Q2	H1	Q3	Q4	H2	FY23	Q1	Q2	H1	Q3	Q4	H2	FY24
Professional Services	A$M	A$M	A$M	A$M	A$M	A$M	A$M	A$M	A$M	A$M	A$M	A$M	A$M	A$M	A$M	A$M	A$M	A$M	A$M	A$M	A$M
Pay Now																					
EFT	4.4	4.2	**8.6**	3.7	4.8	**8.5**	**17.1**	4	5	**9**	4	5	**9**	**18**	6	6	**12**	5	7	**12**	**24**
Card	8.8	8.7	**17.5**	7.6	9.6	**17.2**	**34.7**	10	10	**20**	10	14	**24**	**44**	12	13	**25**	11	16	**27**	**52**
Total Pay Now volume	**13.2**	**12.9**	**26.1**	11.3	14.4	**25.7**	**51.8**	14	15	**29**	14	19	**33**	**62**	18	19	**37**	16	23	**39**	**76**
Financing 'Pay Later' volume	8.1	9.3	**17.3**	7.9	13.0	**20.9**	**38.1**	8.9	11.7	**20.6**	10.9	14.9	**25.8**	**46.4**	11.0	14.4	**25.4**	13.1	17.0	**30.1**	**55.5**
BNPL / Q Pay Plan	0.2	0.2	**0.4**	0.2	0.2	**0.4**	**0.8**	0.4	0.4	**0.8**	0.5	0.4	**0.9**	**1.7**	0.6	0.8	**1.4**	0.9	1.1	**2.0**	**3.4**
Average Transaction size / Average Order Value	**A$**	**A$**	**A$**	**A$**	**A$**	**A$**	**A$**	**A$**	**A$**	**A$**	**A$**	**A$**	**A$**	**A$**	**A$**	**A$**	**A$**	**A$**	**A$**	**A$**	**A$**
EFT AOV	890	1,036	**963**	1,148	1,164	**1,158**	**1,047**	869	1,011	**935**	1,167	1,238	**1,203**	**1,058**	964	1,095	**1,030**	1,203	1,295	**1,257**	**1,128**
Card AOV	1,237	1,433	**1,335**	1,612	1,624	**1,618**	**1,457**	1,341	1,568	**1,447**	1,698	1,827	**1,763**	**1,604**	1,445	1,667	**1,560**	1,738	1,827	**1,791**	**1,665**
Financing AOV	10,056	9,315	**9,823**	8,863	8,141	**8,502**	**8,921**	7,695	9,701	**8,677**	6,501	7,684	**7,122**	**7,788**	5,589	7,682	**6,664**	6,726	7,574	**7,226**	**6,903**
Total Transaction Volumes (TTV)																					
Active customers in period (#000s)	13.2	11.7	**21.4**	10	12	**18**	**35**	14	13	**23**	12	14	**21**	**39**	13	17	**28**	15	20	**29**	**51**
Active merchants in period (#s)	390	394	**442**	388	421	**459**	**495**	397	410	**464**	409	424	**470**	**525**	406	423	**470**	411	477	**479**	**530**

Professional Services Financing metrics	FY21	FY22	FY23	FY24
$ weighted average loan term (months)	12.0	11.5	11.2	11.3
Average flat interest rate on new loans	8.6%	8.7%	10.1%	11.6%
Average APR on new loans in period	18.8%	21.8%	22.7%	25.4%

	Dec-19	Jun-20	Dec-20	Jun-21	Dec-21	Jun-22	Dec-22	Jun-23	Dec-23	Jun-24
Loan book balance (gross receivables less expected credit losses and unearned interest) US$M	25.3	27.0	18.7	19.1	20.2	23.2	25.3	31.0	33.0	40.4

AU product profitability

A$000s except volume	EFT & card		Financing		BNPL		Total	
	FY24	FY23	**FY24**	FY23	**FY24**	FY23	**FY24**	FY23
Volume A$ M	**76**	62	**55.5**	46.4	**3.4**	1.7	**134.9**	110.1
Financing revenue (interest)	**-**	-	**7,178**	4,699	**287**	67	**7,465**	4,766
Payments and other revenue	**864**	764	**717**	527	**61**	12	**1,642**	1,303
Total revenue	**864**	764	**7,895**	5,226	**348**	79	**9,107**	6,069
Total revenue/volume yield %	**1.1%**	*1.2%*	**14.2%**	*11.3%*	**10.2%**	*4.6%*	**6.8%**	*5.5%*
Direct processing costs	**(789)**	(689)	**(133)**	(22)	**(25)**	(15)	**(947)**	(726)
Transaction losses and bad debt charge-offs	**-**	-	**(35)**	(130)	**(26)**	-	**(61)**	(130)
Net Transaction Margin (NTM)	**75**	75	**7,727**	5,074	**297**	64	**8,099**	5,213
NTM/Revenue %	**8.7%**	*9.8%*	**97.9%**	*97.1%*	**85.3%**	*81.0%*	**88.9%**	*85.9%*
Platform, credit check and credit staff costs	**-**	-	**(506)**	(475)	**(16)**	(13)	**(522)**	(488)
Interest expense	**-**	-	**(2,388)**	(1,604)	**-**	-	**(2,388)**	(1,604)
Gross Margin	**75**	75	**4,833**	2,995	**281**	51	**5,189**	3,121
Gross Margin/Revenue %	**8.7%**	*9.8%*	**61.2%**	*57.3%*	**80.7%**	*64.6%*	**57.0%**	*51.4%*

Glossary

ACH	Automated Clearing House	A type of electronic bank-to-bank payment in the US, equivalent to EFT in Australia
Active customer	Any customer who has transacted with QuickFee in the relevant period	
Active firm	Any firm that has had a transaction with QuickFee in the relevant period	
APR	Annual percentage rate	The annual rate of interest on payment plans or loans
BNPL or Q Pay Plan	BNPL powered by QuickFee	QuickFee's 'Buy Now, Pay Later' product to enable a customer to pay their invoice in 3-12 instalments using the unused balance of their credit card
CC	Credit card	
Connect	QuickFee's product name for its point-of-payment integration, e-invoicing, automated collections and receivables management product	
Customer	The customer of a merchant, who will use one of QuickFee's payment options to pay their invoice	
EFT	Electronic funds transfer	An Australian domestic payments network that facilitates the transfer of funds electronically
Firm	Typically used to describe a professional services firm (e.g. an accounting or law firm)	
Gross Trading Margin (GTM)	Gross Trading Margin is calculated as Gross Profit per QuickFee's audited financial statements, less bad debt write-offs (which are included in general and administrative expenses)	
KYC	Know your customer	Practice to verify the identity of customers in compliance with laws and regulations
Merchant	A firm.	
Net Transaction Margin (NTM)	Net Transaction Margin is a non-IFRS measure that is not audited but is derived from audited figures and is a financial metric used by management to track QuickFee's unit economics of processing individual transactions, after deducting any bad debt write-offs. It excludes fixed platform and staff costs and any interest on funding facilities, as these costs are not incurred as a result of processing individual transactions.	
QuickFee Finance/ Financing/ Lending/ Pay Over Time	QuickFee's traditional merchant-guaranteed fee funding product that enable customers to take out a payment plan to pay their invoice, while QuickFee settle to the merchant immediately	
QuickFee Pay Now	QuickFee's payment gateway that enables customers to pay their invoice in full to the merchant with or without taking out a payment plan	
Revenue yield	Revenue recognised in accordance with QuickFee's accounting standards, divided by TTV, for the relevant product(s)	
Total Liquidity	Cash and cash equivalents held, plus undrawn borrowings that are available to be drawn from QuickFee's asset-backed credit facility based on the quantum of eligible loan receivables.	
TTV	Total transaction value	The total value of all transactions for the relevant product(s)
pcp	Previous corresponding period	For example, the pcp for the December 2022 quarter is the December 2021 quarter