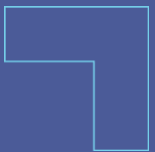


# QUICKFEE Q1 FY25 BUSINESS UPDATE



**21 October 2024**

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





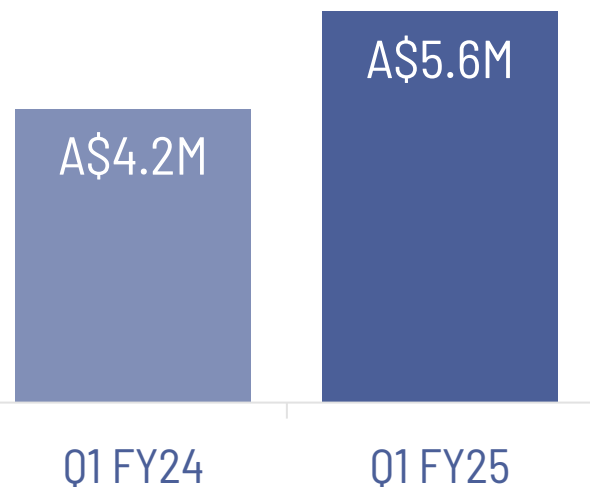
For personal use only

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

# Q1 FY25 summary: Strong growth continues

For personal use only

REVENUE UP 33% ON PCP



## Q1 FY25 PERFORMANCE<sup>1</sup>

	Q1 FY25	Q1 FY24	MOVEMENT
<b>REVENUE</b>			
US FINANCE (PAY OVER TIME)	<b>US\$ 659k</b>	US\$ 561k	+17%
US PAY NOW (ACH & CARD)	<b>US\$ 1,015k</b>	US\$ 934k	+9%
AU FINANCE (PAY OVER TIME)	<b>A\$ 2,651k</b>	A\$ 1,693k	+57%
<b>TOTAL TRANSACTION VALUES (TTV)</b>			
US FINANCE (PAY OVER TIME)	<b>US\$ 6.7m</b>	US\$ 5.9m	+14%
US PAY NOW (ACH & CARD)	<b>US\$ 309m</b>	US\$ 268m	+15%
AU FINANCE (PAY OVER TIME)	<b>A\$ 15.6m</b>	A\$ 11.0m	+42%



## FY25 EARNINGS GUIDANCE CONFIRMED

Expected FY25 EBTDA in the range of \$1.5 - \$2.5 million, weighted to the second half

<sup>1</sup>Figures shown are unaudited, from management accounts

# Q1 FY25 Highlights

For personal use only

## Quarterly revenue of A\$5.6m, up 33% on pcp

- + Driven by strong growth in the core Finance product in both Australia and the US

## New Connect integration launched with Thomson Reuters Practice CS

- + Practice CS is the most widely used practice management solution used by QuickFee firms

## Continued firm acquisition and strong Connect adoption

- + 23 firms signed in the US in Q1, 15 of these taking the Finance product. 69 firms now signed up for Connect.

## Substantial pipeline of activity

- + Increase in product demonstrations of Connect and sales activity
- + Onboarding of multiple large firms to Connect, continued work on a fifth Connect integration, ongoing development work on new payment portal – all with 'go-live' expected in Q2 FY25

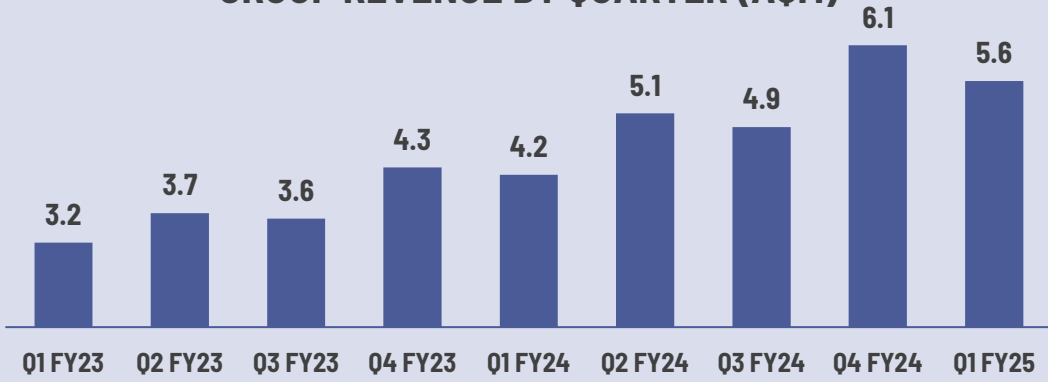
## Strategic partnerships with IRIS and Knuula progressing well

## Confirm guidance: Expected FY25 EBTDA in the range of \$1.5-\$2.5 million, with a stronger second half

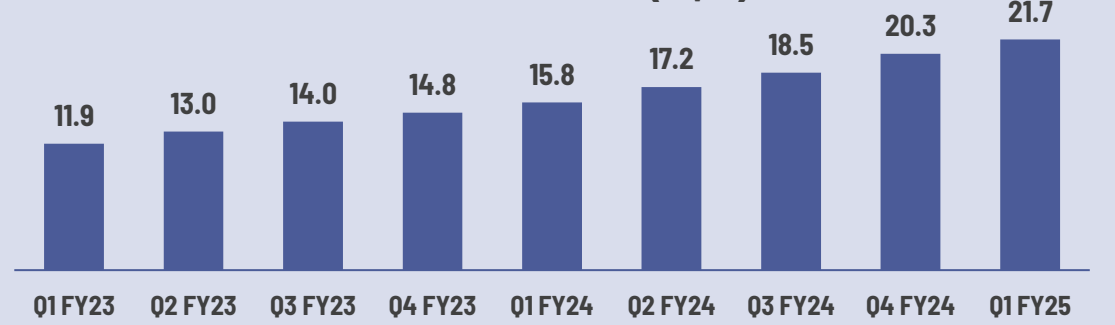
# Strong revenue growth expected to continue

For personal use only

### GROUP REVENUE BY QUARTER (A\$M)



### 'LAST 12 MONTHS' ROLLING GROUP REVENUE (A\$M)

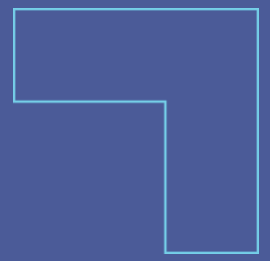


## Seasonality

- + Revenue stronger in Q2 and Q4, due to Pay Now seasonal volumes; Q4 traditionally stronger than Q2
- + **Q1:** US northern hemisphere summer, AU start of financial year
- + **Q2:** US lead-up to 1 January tax season start, AU lead up to summer break
- + **Q3:** US tax season runs 1 January – 15 April, AU summer break
- + **Q4:** US out of tax season and billing backlog, AU lead up to EOFY

# UNITED STATES:

# CONTINUED FOCUS ON FINANCE PRODUCT AND CONNECT



# QuickFee Connect: integrations with an 'automate everything' mindset

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

## Overview

QuickFee Connect offers a scalable A/R solution that is designed specifically for accounting 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



## Q1 FY25 Update

- + Integration with Thomson Reuters Practice CS launch
- + Current development work on fifth Connect integration for launch in Q2 FY25
- + Strategic partnerships with IRIS and Knuula progressing well

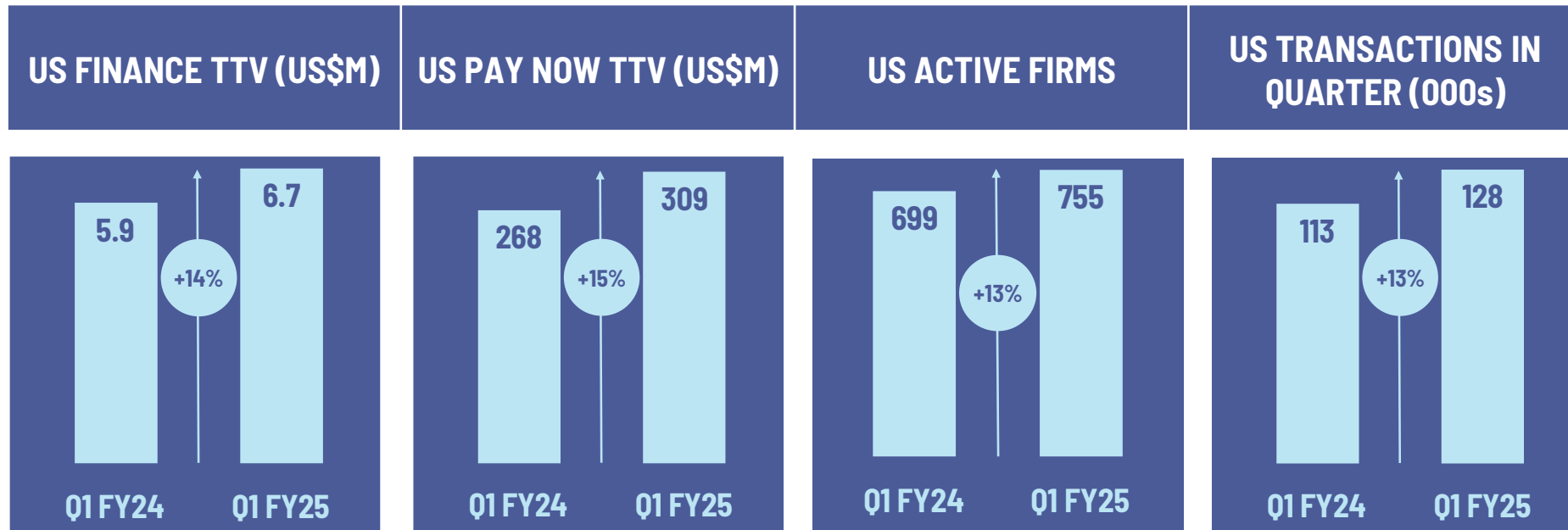
# Q1 FY25 activity and performance

## + New customer acquisition:

- + Strong growth in active firm numbers (up 13% to 755); 23 firms signed in Q1 FY25, 16 to Connect
- + Connect firms signed up now at 69, 30 active and 39 in implementation. Annual revenue of these 69 firms is US\$ 0.9 bn

## + Ongoing product innovation and development:

- + Launch of new Connect integration with Thomson Reuters Practice CS
- + Development work on fifth Connect integration – launch Q2 FY25
- + Nearing completion of development work on new payment portal – launch Q2 FY25





# US growth across all products

## Finance

- + US Finance TTV up 14% on pcp; revenue up 17% on pcp to A\$ 0.7 million (Q1 FY24: A\$ 0.6 million); revenue yield up 30 bps on pcp
- + US Finance revenue adversely affected by cancellation of ~\$40k of interest revenue, due to clients defaulting on their payment plans.

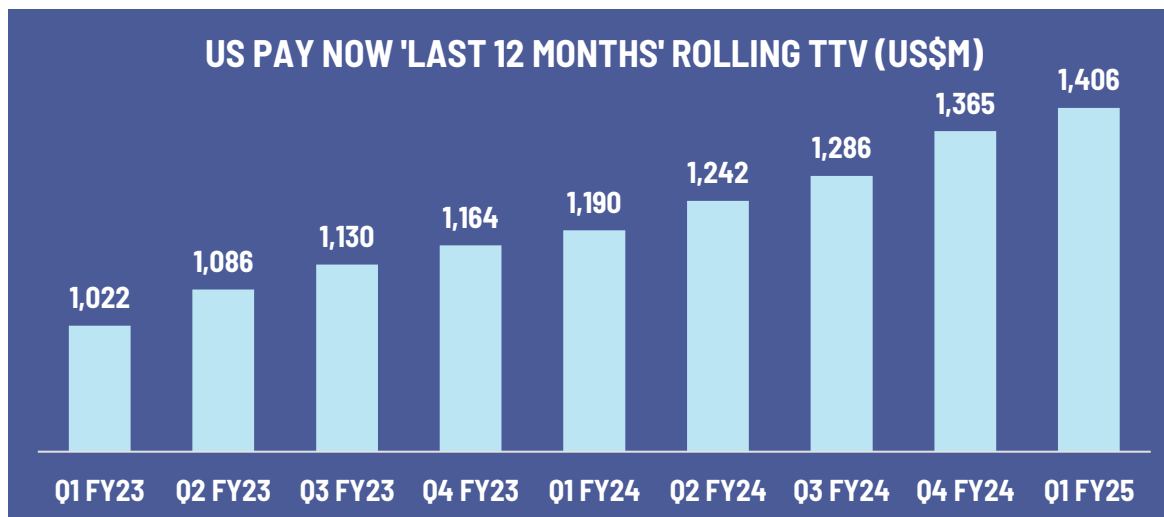
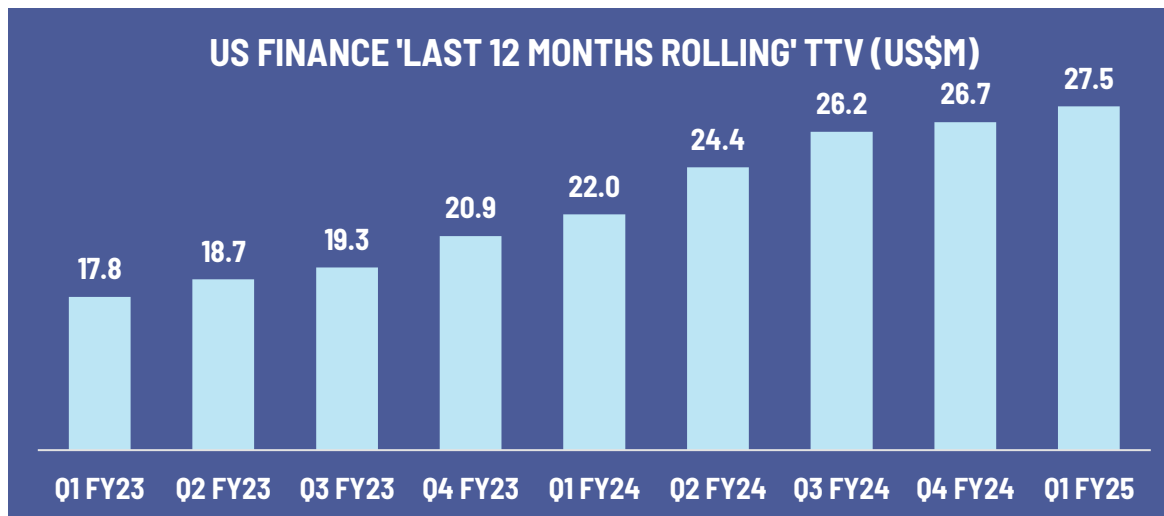
## Connect

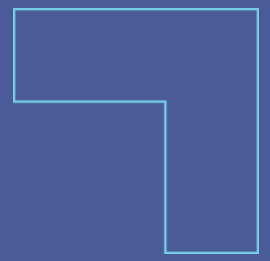
- + In September 2024, Connect delivered 4,500 invoices to firms' clients and was the highest volume month since Connect's launch, outside April 2024 (which is a seasonal high due to the 15 April 'end of tax season' billing)

## Pay Now

- + US Pay Now TTV up 15 on pcp; revenue up 9% to US\$ 1.0 million (Q1 FY24: 0.9 million) on slightly lower revenue yields

**No credit losses in quarter**





# AUSTRALIA: POSITIVE MOMENTUM CONTINUES



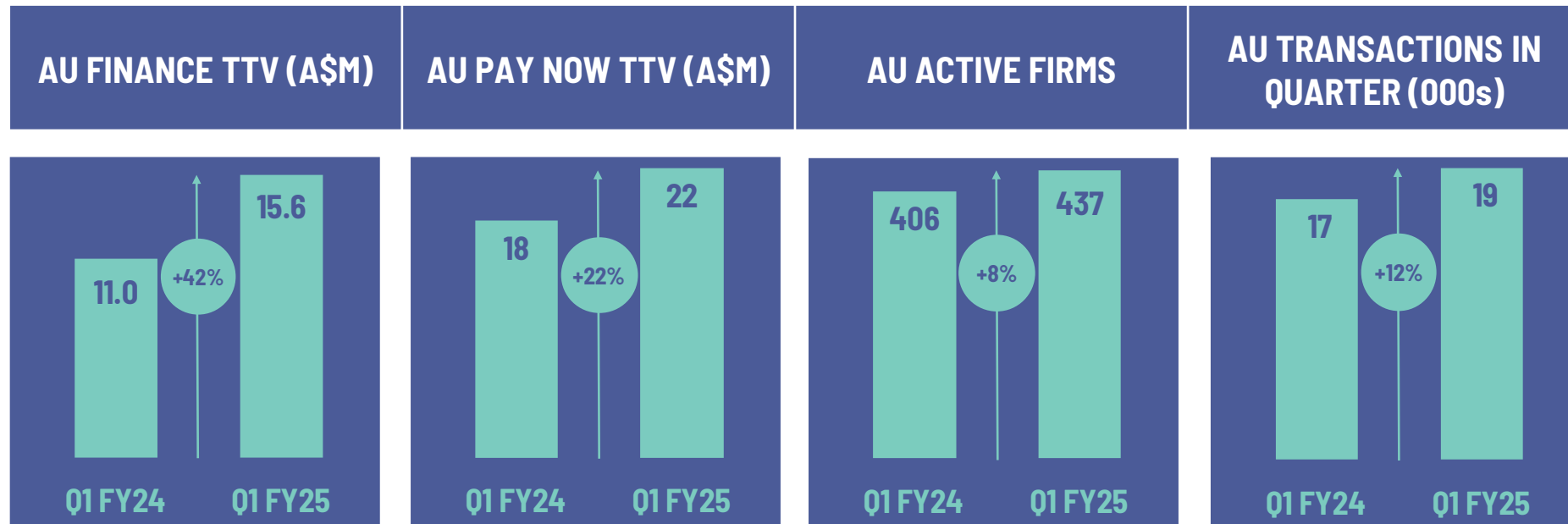
# Continued strong growth in AU

## + TTV growth:

- + AU Finance TTV up 42% to A\$ 15.6 million (Q1 FY24: A\$ 11.0 million)
- + AU PayNow TTV up 22% to A\$ 22 million (Q1 FY24: A\$ 18 million)
- + BNPL TTV up 100% to A\$ 1.2 million (Q1 FY24: A\$0.6 million)

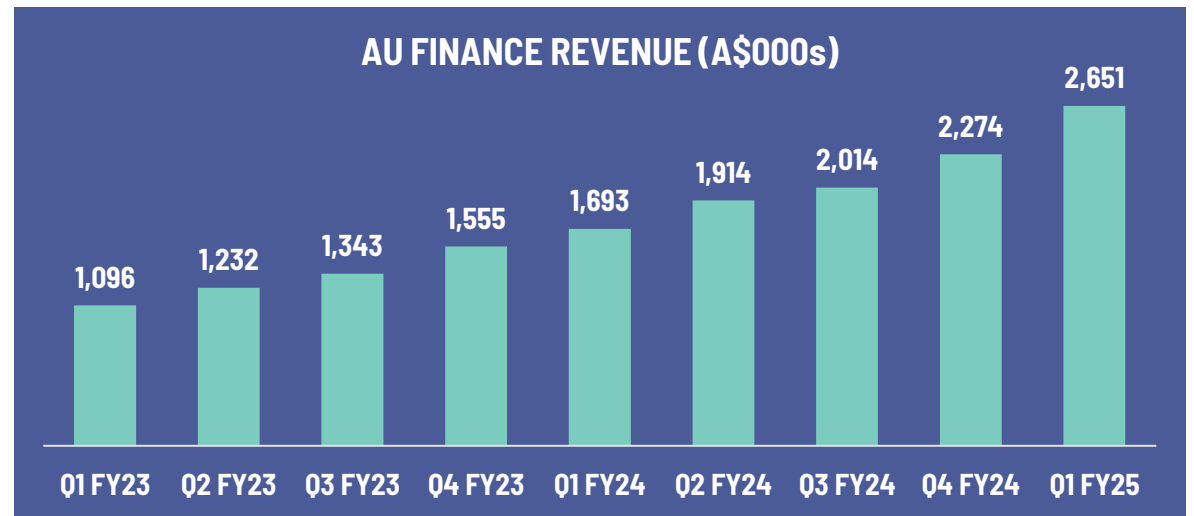
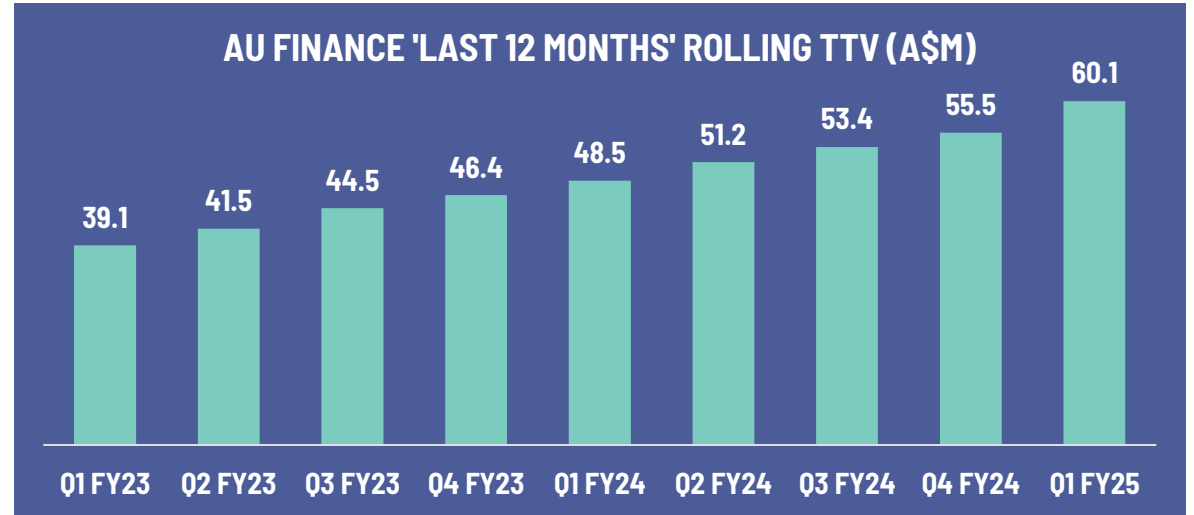
## + New customer acquisition:

- + Active firm numbers up 8% to 437 (Q1 FY24: 406); the second highest quarter on record (after Q4 FY24)
- + Focus on reactivating firms who have not processed payment plans in the last 12 months



# Strong performance in Q1

- + AU Finance TTV up 42% on pcp; AU Finance revenue up 57% on pcp to A\$ 2.7 million (Q1 FY24: A\$ 1.7 million); revenue yield up 160 bps on pcp
- + Legal disbursement funding product showing continued growth with loan book at 35% of total AU book.
- + Decline in total number of payment plans vs. pcp due to strong prior year quarter with new disbursement funding firm sign-ups in Q1 FY24
- + No credit losses in quarter



	Q1 FY24	Q1 FY25	%
# of Finance payment plans	1,967	1,908	-3%



For personal use only

# Liquidity and funding update

## Liquidity

- + At 30 September 2024, the Company had A\$ 4.6 million unrestricted cash on hand, with borrowing growth capacity of a further A\$ 16.5 million from existing facilities available to fund future loan book growth

## Funding update

- + In advanced discussions with various potential lenders to secure financing to replace the Northleaf facility in full prior to 31 March 2025

## Credit facilities

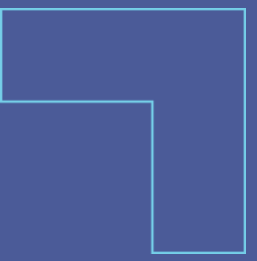
### Northleaf credit facility

- + US\$40 million (A\$57.7 million) facility
- + Currently drawn to US\$9.5 million + A\$30.5 million (A\$44.2 million in total)
- + Interest margin of 6.25% plus SOFR/BBSW
- + Secured against US & AU loan receivables
- + Advance rate 90%
- + Maturity November 2025; draw period to March 2025

### Wingate credit facility

- + A\$10 million facility
- + Currently drawn to A\$7.0 million
- + Interest margin of 9% plus BBSW
- + Secured against AU disbursement funding receivables
- + Advance rate 85%
- + Maturity June 2027; draw period to June 2025

**QuickFee has a strengthened balance sheet to achieve sustainable profitability within its existing cash and borrowings facilities.**



# FY25 OUTLOOK



# FY25 Outlook

For personal use only 

## Our focus remains unchanged: reaching sustained profitability

- Focus on fastest path to profit: QuickFee Finance and QuickFee Connect
- Continue to manage cost base carefully
- Continued investment in Connect integrations and launch of Connect subscription model
- Build and execute strategic partnerships to enable exponential growth
- Scalable technology foundation with product modernisation and enhanced systems redundancy
- Expected FY25 EBTDA in the range of A\$1.5 - \$2.5 million, weighted to the second half

# 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 30%+ YoY revenue growth



Ability to substantially increase revenue through Connect integrations



Growing customer base of 1,250+ firms worldwide

To learn more about QuickFee, our business and strategy, please see our 'About Us' video located on our investor hub here: [investorhub.quickfee.com/activity-updates/quickfee-about-us](https://investorhub.quickfee.com/activity-updates/quickfee-about-us)

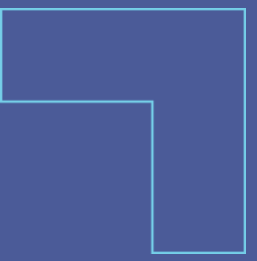




# QUESTIONS

To post any questions or feedback on this presentation, we encourage investors to sign up to the QuickFee investor hub at

[investorhub.quickfee.com/auth/signup](https://investorhub.quickfee.com/auth/signup)



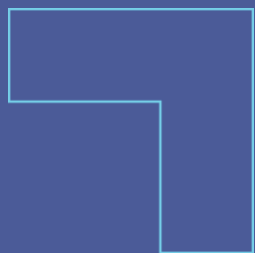
# CONTACT DETAILS

Simon Yeandle, CFO

p: +61 2 8090 7700  
e: [simon.yeandle@quickfee.com](mailto:simon.yeandle@quickfee.com)

Katie Mackenzie, Investor Relations

p: +61 455 502 197  
e: [kmackenzie@bellevueir.com.au](mailto:kmackenzie@bellevueir.com.au)



# Disclaimer

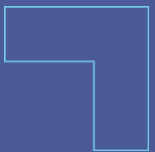
The material contained in this document has been prepared by QuickFee Limited ACN 624 448 693 ('company') and contains general information about the company's activities current as at the date of this presentation (21 October 2024). By accepting this document, you agree to be bound by the below terms 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.



# Glossary

<b>ACH</b>	Automated Clearing House	A type of electronic bank-to-bank payment in the US, equivalent to EFT in Australia
<b>Active customer</b>	Any customer who has transacted with QuickFee in the relevant period	
<b>Active firm</b>	Any firm that has had a transaction with QuickFee in the relevant period	
<b>APR</b>	Annual percentage rate	The annual rate of interest on payment plans or loans
<b>BNPL or Q Pay Plan</b>	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
<b>CC</b>	Credit card	
<b>Connect</b>	QuickFee's product name for its point-of-payment integration, e-invoicing, automated collections and receivables management product	
<b>Customer</b>	The customer of a merchant, who will use one of QuickFee's payment options to pay their invoice	
<b>EFT</b>	Electronic funds transfer	An Australian domestic payments network that facilitates the transfer of funds electronically
<b>Firm</b>	Typically used to describe a professional services firm (e.g. an accounting or law firm)	
<b>Gross Trading Margin (GTM)</b>	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)	
<b>KYC</b>	Know your customer	Practice to verify the identity of customers in compliance with laws and regulations
<b>Merchant</b>	A firm.	
<b>Net Transaction Margin (NTM)</b>	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.	
<b>QuickFee Financing/ Finance/ Lending/ Pay Over Time</b>	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	
<b>QuickFee Pay Now</b>	QuickFee's payment gateway that enables customers to pay their invoice in full to the merchant with or without taking out a payment plan	
<b>Revenue yield</b>	Revenue recognised in accordance with QuickFee's accounting standards, divided by TTV, for the relevant product(s)	
<b>Total Liquidity</b>	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.	
<b>Transactions in quarter</b>	The aggregate number of completed Pay Now transactions and new Finance loans (payment plans) originated in the relevant quarter.	
<b>TTV</b>	Total transaction value	The total value of all transactions for the relevant product(s)
<b>pcp</b>	Previous corresponding period	For example, the pcp for the December 2023 quarter is the December 2022 quarter



For personal use only