

# **ASX Small & Mid-Cap Conference presentation**

Bruce Coombes, CEO

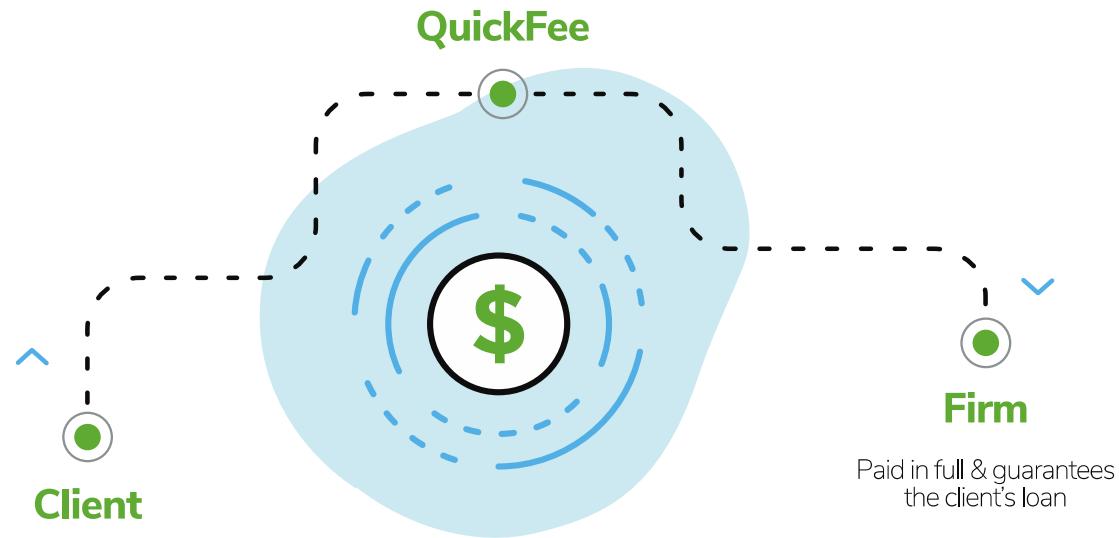
**QuickFee.**

9 September 2020

# Introduction to QuickFee

Smart, scalable, sustainable

A proven platform providing cash flow certainty



Monthly loan payments

- QuickFee provides financing to clients of accountants and lawyers (professional service firms)
- **High credit quality as loans guaranteed by professional firm**
- QuickFee has a proven business model with approximately 11 years operating in Australia and four years in the US
- QuickFee AU maintains a credit insurance policy to mitigate against the risk of default

A platform that borrowers rate highly

90%

of users found that accounting and law firms offering payment plans is very important.

92%

of users found the QuickFee payment plan application very or extremely easy.

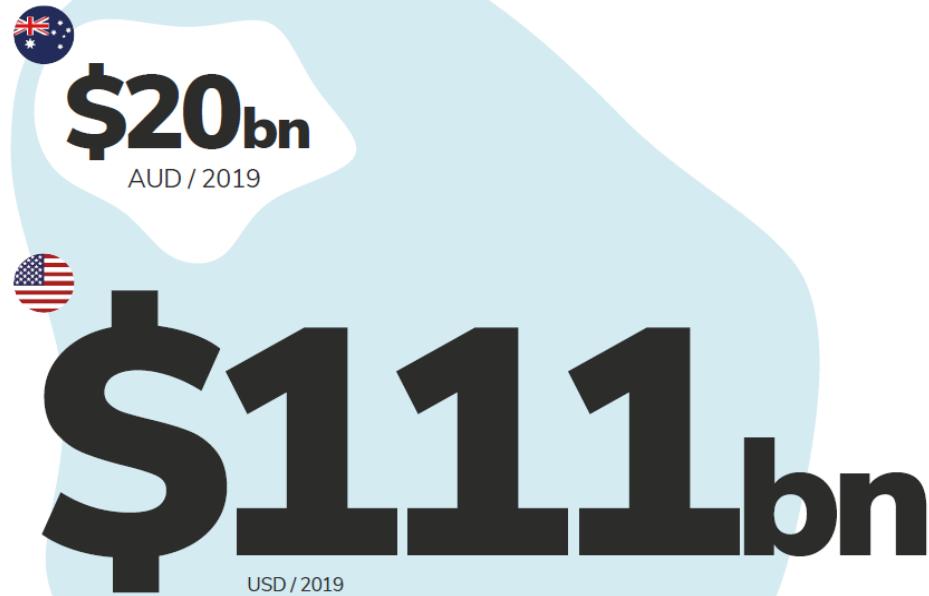
69%

of business users selected monthly payments to help with their cashflow.

# Significant global opportunity

## Huge professional services market in the US

Accounting sector – estimated revenue



Legal sector – estimated revenue



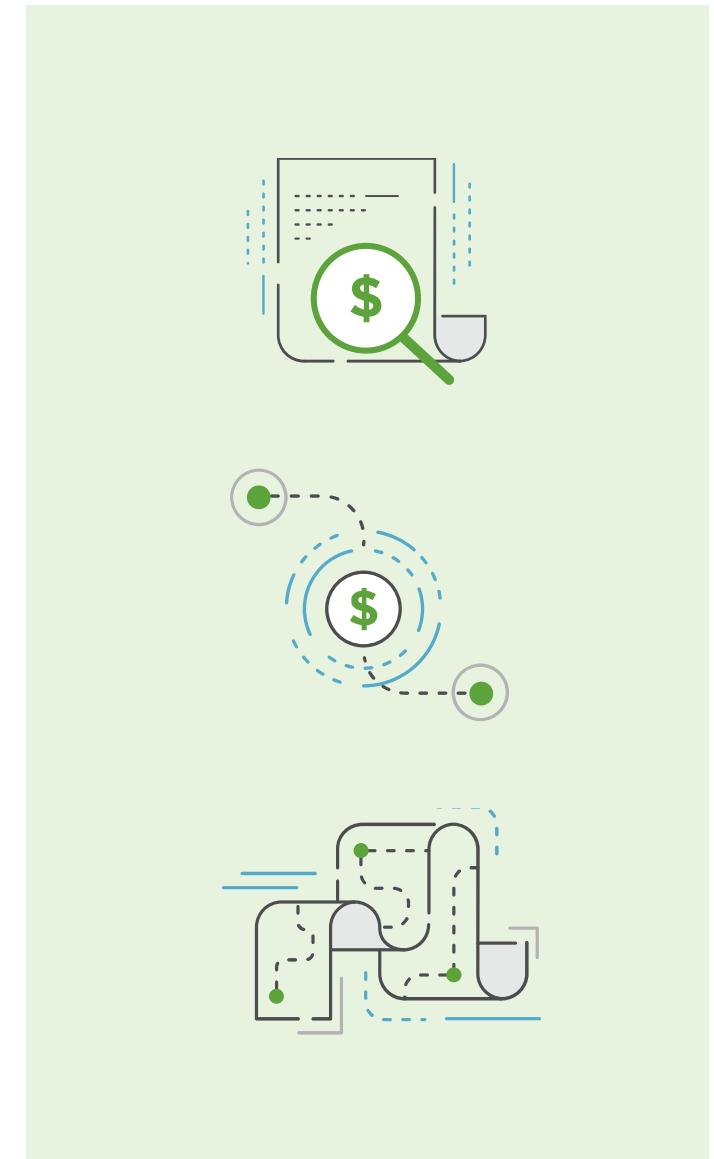
Source: IBISWorld

# Multiple revenue sources

**COVID-19 accelerating trend towards online payments**

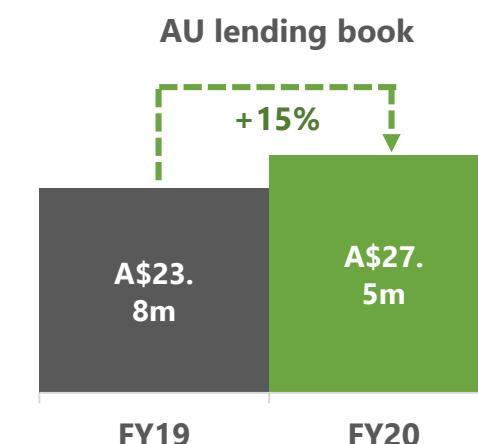
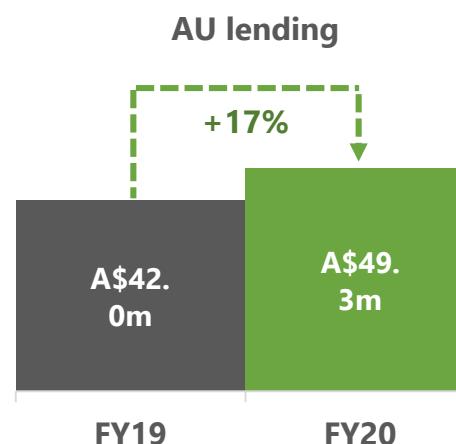
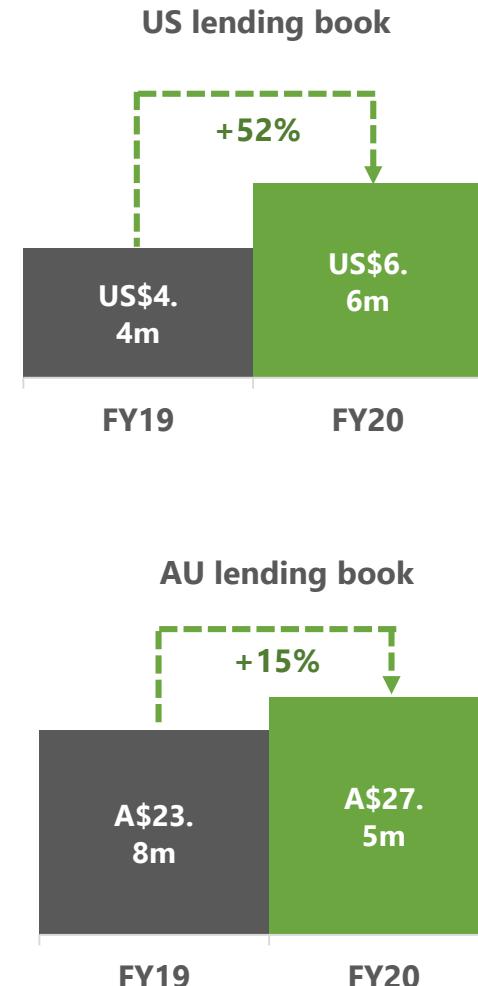
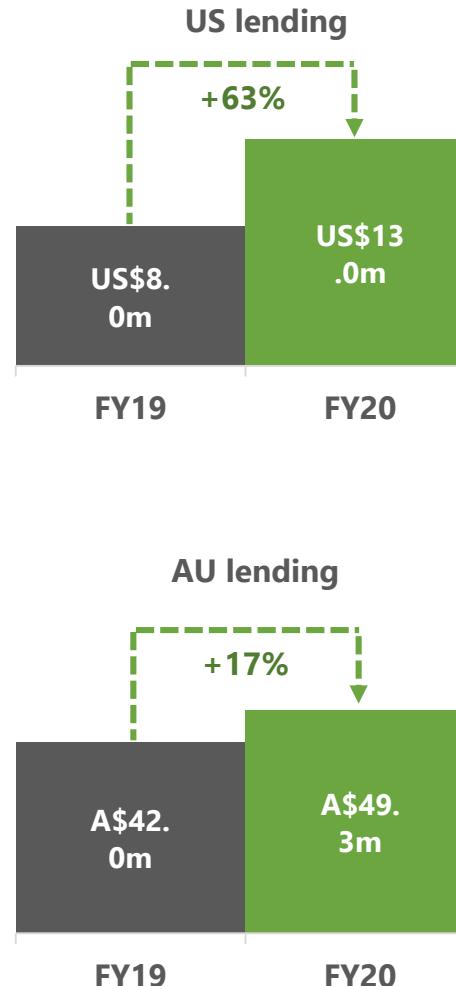
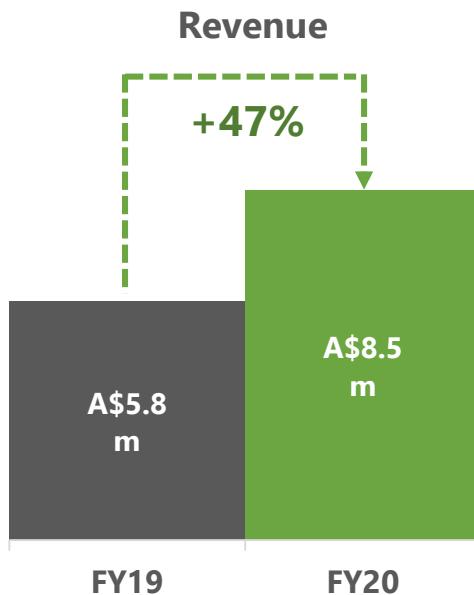
**All things payments,  
all things receivables  
for professional  
service firms**

Source	AU market	US market
Interest and fee income from lending	YES	YES
Platform fees	Some	YES
Transaction income	NO	YES
Net credit card processing income	NO	YES
SaaS e-invoicing tool revenue	CY20 release	CY20 release



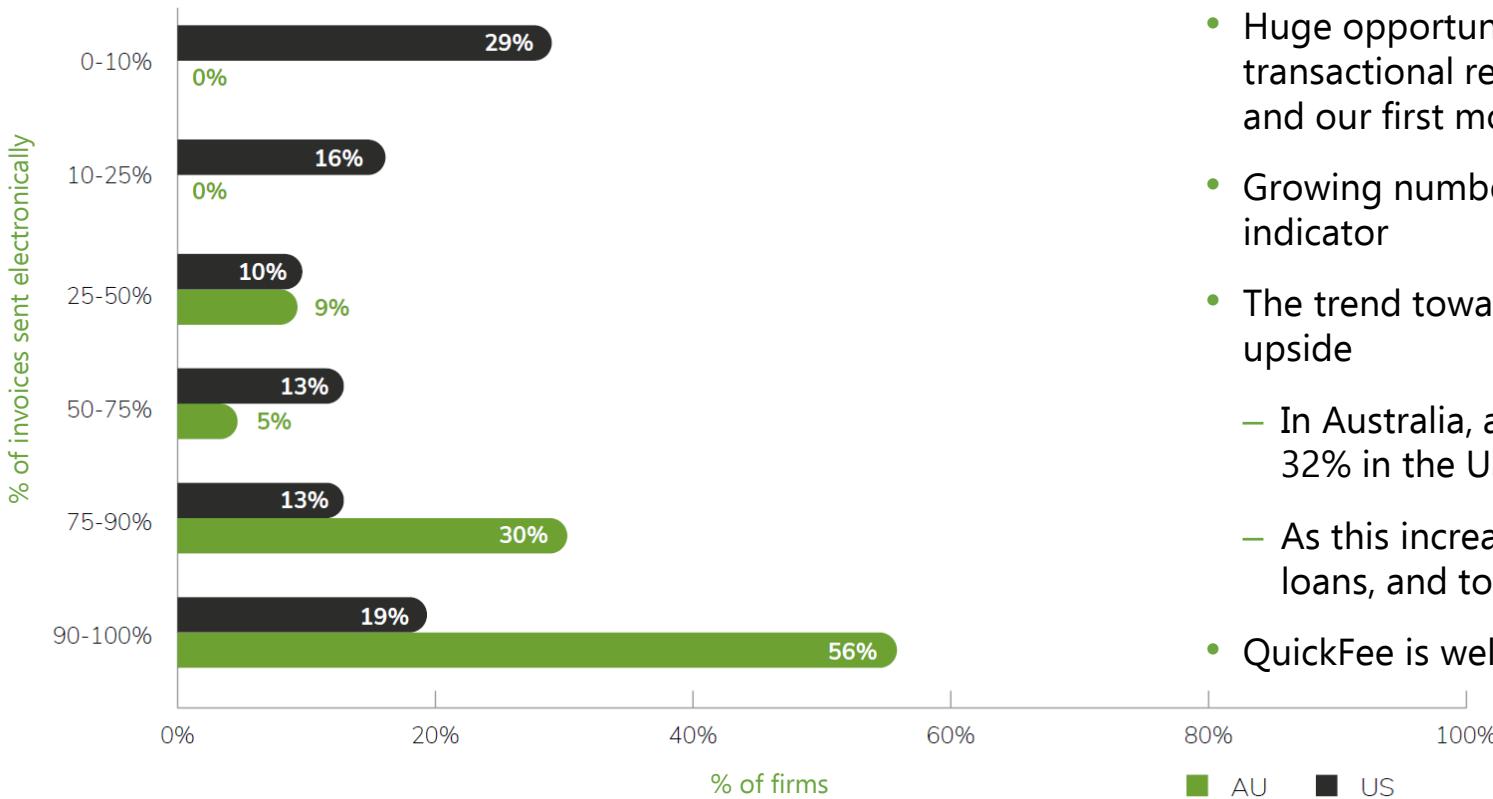
# FY20 financial overview

## Capitalising on first mover advantage in the US



# US market is modernising

## Creating significant opportunities for QuickFee



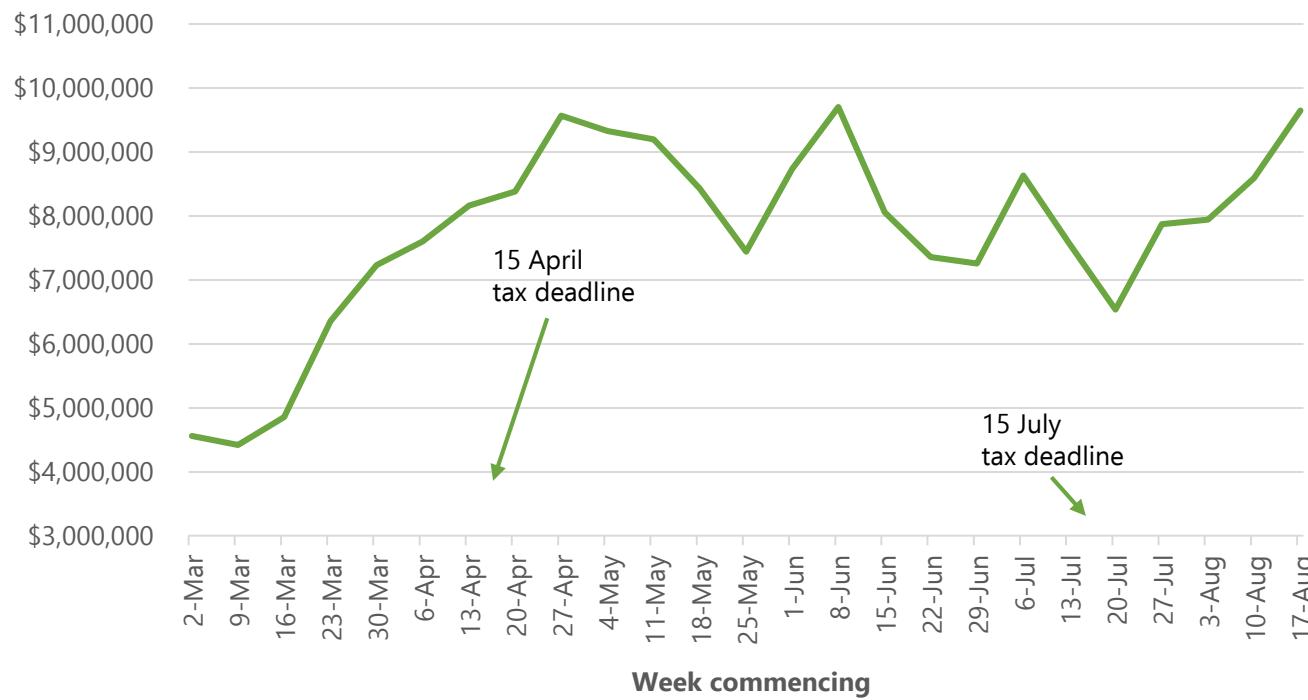
- Huge opportunity to grow both lending revenue and transactional revenue with the 'modernising' of the US market and our first mover advantage
- Growing numbers of new firm sign ups a leading growth indicator
- The trend towards electronic invoices represents significant upside
  - In Australia, around 84% of invoices are sent electronically vs 32% in the US
  - As this increases in the US, we expect this to lead to more loans, and to generate more transactional revenue
- QuickFee is well positioned to capitalise on this trend

Source: QuickFee CSAT survey (February 2020)

# COVID-19 accelerated shift to online payments in the US

Transaction value annualised run rate now US\$554m; annualised revenue run rate at US\$1.5m

Pay in full (up-front payments) weekly transactions processed  
(USD) since COVID-19 lockdown



## Value of electronic payments processed by QuickFee US

### Week commencing:

9 March:	US\$4.4m	▲
16 March:	US\$4.9m	▲
23 March:	US\$6.4m	▲
30 March:	US\$7.2m	▲
6 April:	US\$7.6m	▲
13 April:	US\$8.2m	▲
20 April:	US\$8.4m	▲
27 April:	US\$9.6m	▲

# Pivoting to 'next level' technology

## Accelerating tech investments to capitalise on market shifts

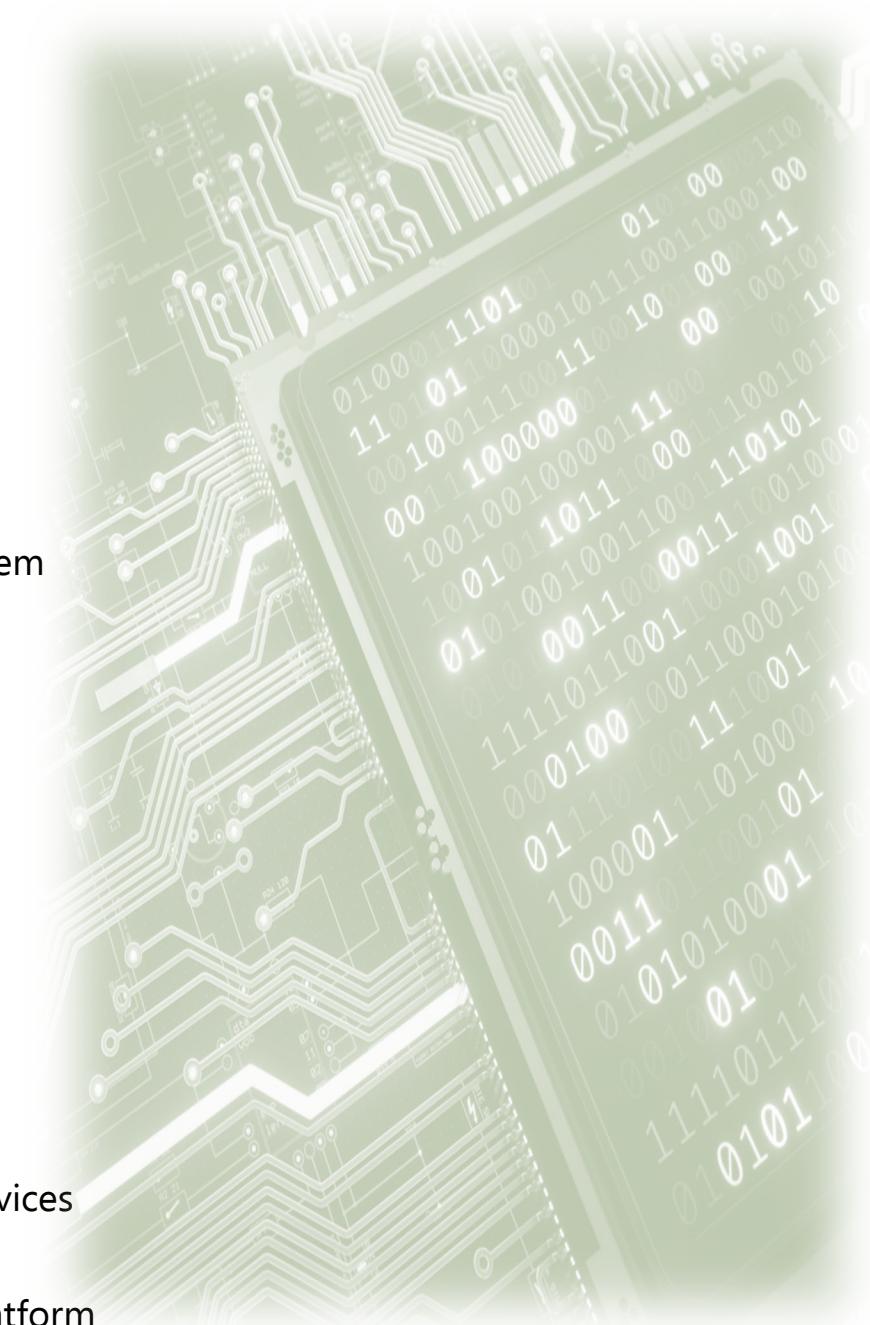
- Structural market shift is underway – professional services firms are 'digitising'
  - COVID-19 has accelerated this shift

### Current tech developments

- QuickFee is currently completing its e-invoicing and accounts receivable management system
  - This functionality will allow firms to automate electronic invoices through the QuickFee platform
  - Expected to receive strong demand for this functionality, particularly in the US
  - Anticipate to launch by the end of CY 2020
  - e-invoicing expected to drive further interest in payment plans

### Moving ahead

- QuickFee has ambitious plans to benefit from the market shift
  - Building out the tech team – technical leads now in place
  - Developing new technology solutions to meet specific needs of the B2B professional services market
  - Exploring other technology opportunities that can integrate with the QuickFee online platform



# **Outlook: capitalising on massive US opportunity**

## **Becoming a global market leader as an online payment provider**

- A strengthened financial position, record new firm sign ups, technology enhancements, and investment in people
- QuickFee is in an excellent position to continue to execute on our first mover advantage in the huge professional services market in the US and our North American growth aspirations
- Future growth to be supported by:
  - Strategic alliance partnerships
  - More accounting and law firms on the QuickFee platform
  - Structural shift to e-invoicing and online payments in the US to drive further transactional and lending revenue
  - Investment in technology advancements to capitalise on structural shifts
  - Recruiting the best talent available to assist us in executing our strategy
- Our platform is highly scalable, and readily deployable into new geographic markets where competition is low and the professional market is large. We will continue to plan for entry into these adjacent geographic markets. Timing should become clearer over the course of FY21





## Questions

**QuickFee.**



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