



Compliance. Simple.

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Authorised by Trent Lund ,CEO

Wrkr Ltd

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Revolutionising workforce compliance

Wrkr is a regulatory technology business helping Australian employers to simplify workforce compliance from hire to retire.

We replace paper-based compliance processes across employee onboarding, payments, super contributions and SMSFs with a simple, sophisticated, and secure digital experience.

- ✓ Secure
- ✓ Modern cloud based
- ✓ Scalable
- ✓ Pre-integrated

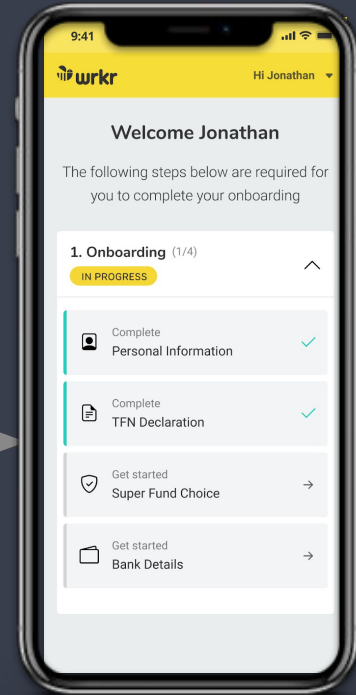


Wrkr solves compliance moments in a branded mobile experience



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**



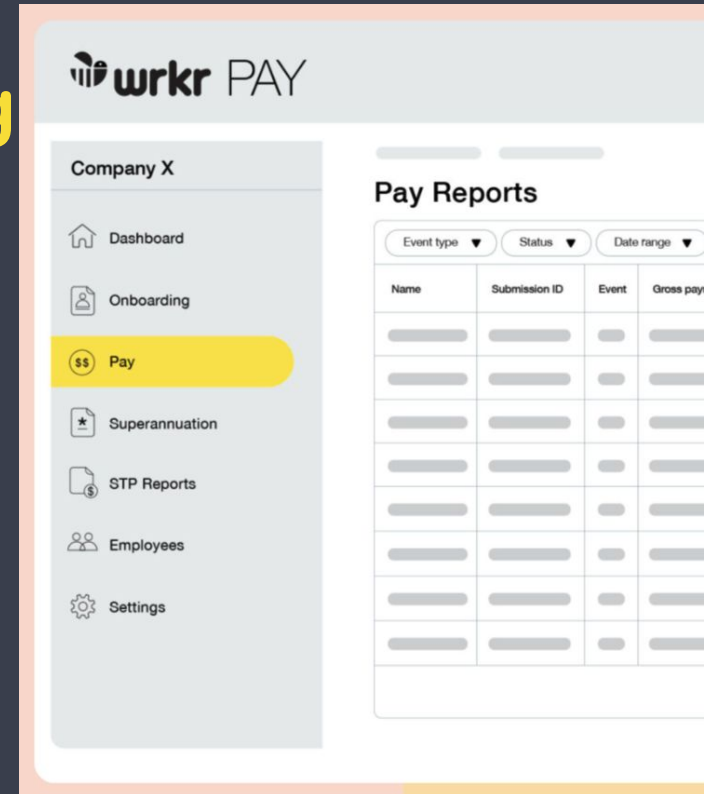


Our technology provides a 'one stop shop' for compliance from onboarding to pay

Our integrated applications, being served from a single platform make the experience for customers even easier.

One secure application to manage compliance moments.

- ✓ Pay
- ✓ Super & SMSF Contributions
- ✓ STP and other ATO services
- ✓ Onboarding and certification
- ✓ Continuous compliance



Our single platform is API first enabling broad integration



We have a secure, modern cloud platform that enables us to rapidly respond to evolving compliance needs today and into the future. We also enable the integration to existing providers for a comprehensive view of compliance.

- ✓ **Secure**
- ✓ **Modern cloud based**
- ✓ **Scaleable**
- ✓ **Pre-integrated**



Wrkr connects to all relevant regulatory services so our customers don't have to

Our regulatory and compliance footprint allows us to participate across a full spectrum of employee compliance moments from hire to retire, including payments under our AFSL, Super & SMSF contributions across the Superstream network and many individual compliance checks across federal and state based bodies.

- ✓ Significant multi year investment
- ✓ Barrier for new entrants and inhouse development, requires significant scale to compete



ASIC
Australian Securities &
Investments Commission



Australian Government
Office of the Australian Information Commissioner



Australian Government
Australian Signals Directorate

ACSC Australian
Cyber Security
Centre



Australian Government
Department of Home Affairs



**CYBER AND
INFRASTRUCTURE SECURITY
CENTRE**



Gateway
Network
Governance
Body



Workplace
Gender Equality
Agency



STANDARD
BUSINESS
REPORTING

APRA



We take security seriously

Full Encryption

All data is encrypted at rest and in transit. All data is stored and processed in Australia.

Continuous Monitoring

Deployment of a transparent Trust Centre for partner and customer visibility. All controls are monitored 24/7.

User Control / Data driven consent

Users control their own data and give time based consent for visibility (not download). We provide attestation not data.

Shift Left & Zero Trust

Tightest security controls (no access to data without strict supervision and security verification).



Wrkr is already delivering on our vision



>2.9 million
Australian
Workers

Suitable for every worker
in every profession and
industry.



>70,000
Employers

Scalable solution suitable
for businesses of all sizes
from freelancers to large
Federal Government
departments and all
businesses in between.



>500
Advisors

Professionals providing
services including tax,
accounting and financial
advisors serving over
20,000 SMSFs.



Financial Service
and Payroll
Providers

Integrating and
collaborating with leading
payrolls, APRA funds,
banks and payment
gateways

Financial Highlights

Unaudited FY 2023 Results (FY23 vs FY22)



ARR
\$3.61m

↑ 16% \$3.1m

Cash
\$4.11m

↑ 222% \$1.28m

Cost to
Income Ratio
1.07

↑ 20% 1.28

Revenue
\$6.6m

↑ 43% \$4.6m

Operating Cash
Outflows
-\$0.38m

↑ 330% -\$1.62m

Cash Receipts
from Customers
\$6.52m

↑ 43% \$4.56m

Cash Burn
Rate
\$132k/mth

↑ 21% \$167k/mth



Based on unaudited figures which may be subject to change upon completion of the audit
ARR is calculated using the Q4 average ARR to account for quarterly activity cycles
Cost to income ratio is calculated as operating costs divided by ordinary revenue from sales

- Cash Burn is net movement in cash at bank excluding proceeds from issues of equity securities and convertible notes, interest received and paid, share buy-backs, costs related to the issues of equity securities and convertible notes, government grants and income tax paid.

Revenue Growth



Unaudited FY 2023 Results (FY23 vs FY22)

- 43% growth in revenues from \$4.6m FY22 to \$6.6m (unaudited) in FY23.
 - Link - discovery and detailed planning for Australia & HK \$407k
 - SMSF Hub  FY23 \$615k ; FY22 \$113k
 - Float Income  \$1.1m
- Prioritising investment and effort for ARR growth into FY24/5 and beyond
- Focus on onboarding SaaS customers from new contracts

Managing costs responsibly



- Management continually assessing best use of resources and cash
- Improvements in cost to income ratio and cash burn in FY23 YoY
- Resources focused on developing products where assessed greatest opportunities for growth in SaaS revenues
- Cost management balanced with required investments in our:
 - Product development - features; functions; geographical reach; multi-cloud hosting ability
 - Efficiencies in operations
 - Sustaining high level of compliance in our complex regulatory environment
 - Cyber Security management
 - People

Key takeaways



- Demonstrated agility and focus to deliver multiple improvements across the business - financially, operationally and in our cyber posture.
- Starting the year with \$4m in the bank, a solid opening ARR, continuation of development projects with ART, exciting sales pipeline and receipt of float interest likely to continue in FY24.
- Tightly managing how resources are best deployed, increasing our marketing and growing our customer base across funds, payrolls and employers.
- Looking forward to completing our negotiations with Link and shifting from design & planning to implementation
- Very proud of the Wrkr team, who continue to deliver on the brand promise

Q&A



Payday Super reforms

Link Group MSA progress

Open Banking and CDR / Skript

Internal use only

Thank you & Questions



wrkr.com.au

Management Team



Trent Lund

CEO and Executive 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.



Paul Verkuylen

Head of Product

Paul has extensive experience leading product teams delivering enterprise-grade and scalable client-centric solutions in the finance and superannuation sector.

Board



Emma Dobson
Non-Executive Chair



Paul Collins
Non-Executive Director



Randolf Clinton
Non-Executive Director



Jillian McGregor
Company Secretary

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