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## **Australian Bond Exchange FY2023 Results Presentation**

**Thursday 7 September 2023**

**Australian Bond Exchange Holdings Limited (ASX: ABE) (“Australian Bond Exchange” or “ABE” or “the company”) hosted an online FY2023 market briefing.**

Please find attached the presentation and a recording of the briefing will be made available on our website later today.

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Company Secretary

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## **About Australian Bond Exchange Holdings**

Australian Bond Exchange Holdings (ASX: ABE) is an Australian financial services company that uses its proprietary technology to provide Australian Investors with direct access to the best of the fixed income asset class in Australia and internationally.

ABE's access and proprietary technology allows "access for all" in a transparent and efficient way. Transparent trading allows investors, brokers and advisers to deliver highly demanded fixed income asset class product to end clients.

This is coupled with an advanced AI driven Product Governance model, which allows greater investor protections, providing a new over the counter venue for private investors, financial advisers, and investment professionals to access the global financial markets.

ABE is eliminating barriers to entry to the bond market, providing access, efficiency, lower cost and transparency.



# FY 2023 Results Investor Presentation 7 September 2023

Australian Bond Exchange  
Holdings Limited

# Disclaimer

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# Agenda

- FY2023 Key Highlights
- Business Overview
- FY2023 Financial Results
- FY24 Priorities
- Long Term Strategic Priorities



Bradley McCosker  
Managing Director &  
CEO

# FY2023 Key Highlights

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# FY2023 Key Highlights

**\$4.7M**

Total Revenue  
↑ 131% YoY

**77%**

Active clients  
↑ YoY

Client retention  
rate

**99%**

Completed  
transactional CBDC  
pilot with the  
DFCRC and RBA

**\$5.9M**

Cash and cash  
equivalents

Investments per  
Client Portfolio

**↑ 21%**

**\$77M+**

Of Market Linked  
products issues  
In FY2023

Successful  
completion of NPP  
ANZ pilot

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# Business Overview & Strategy

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# Who we are



## **Our Mission:**

Provide equal access to financial products and markets for all investors.

## **Our Strategy:**

Use our proprietary technology to remove barriers to entry that have limited investor access to global financial markets.

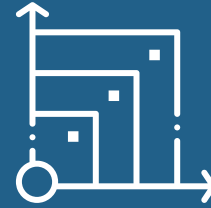
## **What we do today:**

Offer attractive financial products and provide user friendly, efficient and transparent means to make financial product transactions.

# Unique Position in Evolving Landscape



Proprietary innovative technology solution offering market transparency and investor protection



Scalable business model with significant barriers to entry



Access to numerous client acquisition channels



Ability to tailor product according to investor preferences

# Our strategy for growth

Opportunity

Transaction Technology Opportunities

Credit Technology Opportunities

Foundation

Client Opportunities

Bond trading is the foundation of our business which we can scale to grow and cultivate other revenue streams as part of our long-term strategic priorities

Identified Target  
Investor and Target  
Product Suite



Active Marketing  
& Sales



Operating Cash  
flow positive by  
end of CY 2024

# FY2023 Financial Results

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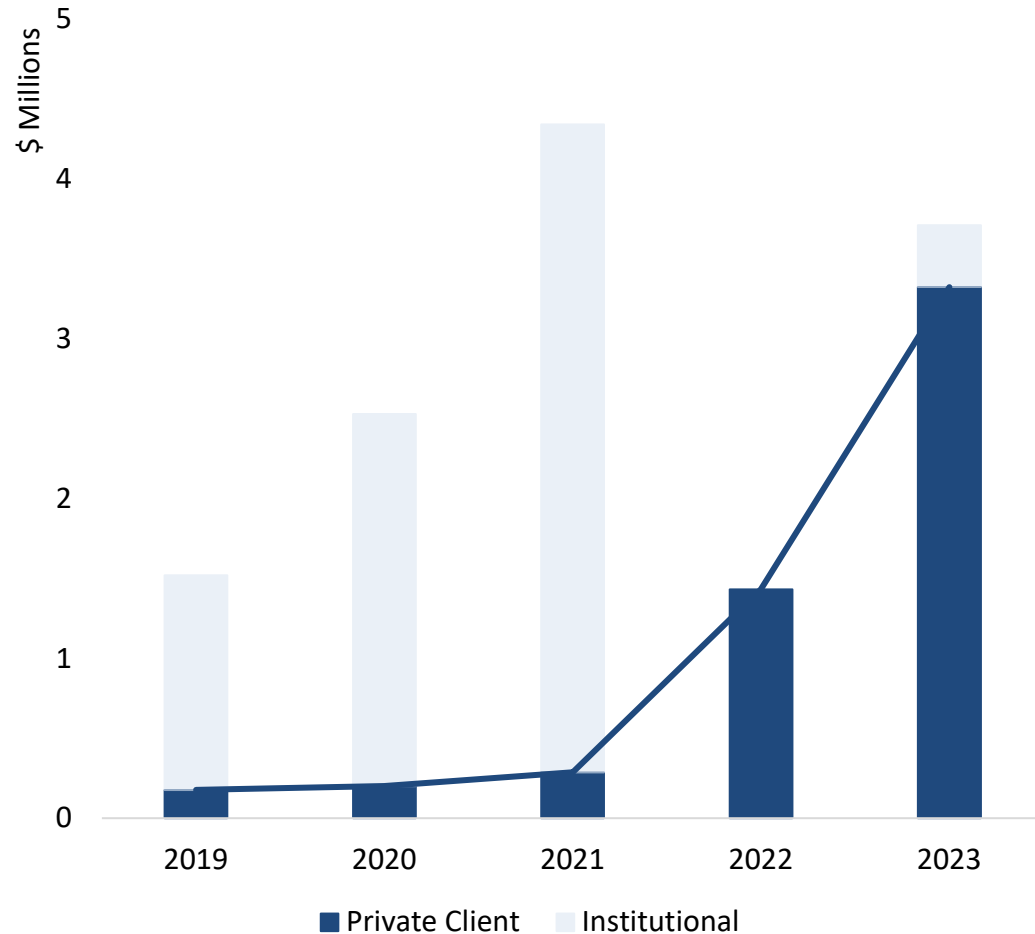
# Results Summary

	FY23	FY22	% difference
<b>Revenue</b>	<b>\$4.7million</b>	<b>\$2.0million</b>	<b>+ 131%</b>
Other income	\$0.6million	\$0.5million	+ 40%
Total expenses	\$10.3million	\$6.1million	+ 62%
Net loss	(\$5million)	(\$3.6million)	- 38%
Earnings per share	(4.38) cps	(3.51) cps	- 25%
<b>Operating cash flow</b>	<b>(\$2.3million)</b>	<b>(\$5.7million)</b>	<b>+59%</b>
Closing net cash	\$5.9million	\$9million	-35%

- 131% growth in revenue
- Significant improvement of 59% in operating cash flow
- The total expense increase of 62% is in part due to an increase in revenue generating activity expenses

# FY 2023 Revenue

Private Client Revenue Growth over time



## Desirable Business Features

## Private Clients

Shown long term Revenue Growth



Resistant to different economic cycles



Stable Income Stream



Repeat Business



Significant Growth Opportunity



Competitive Advantage



# Cash flows

	FY23	FY22	% difference
<b>Cash flow from operating activities</b>	<b>(\$2.3million)</b>	<b>(\$5.7million)</b>	<b>+59%</b>
- Receipt from customers	\$156.0million	\$106.6million	+46%
- Payments to suppliers & employees	(\$159.0million)	(\$112.6million)	+30%
<b>Cash flow investing activities</b>	<b>(\$0.7million)</b>	<b>(\$0.6million)</b>	<b>+23%</b>
<b>Cash flow financing activities</b>	<b>(\$0.1million)</b>	<b>\$13.9million</b>	<b>-101%</b>
<b>Change in cash &amp; cash equivalents</b>	<b>(\$3.1million)</b>	<b>\$7.6million</b>	
<b>Cash &amp; Cash Equivalents at 30 June</b>	<b>\$5.9million</b>	<b>\$9million</b>	<b>-29%</b>

- Significant improvement of 59% in operating cash flow
- Driven by strengthened controls over cash and inventory to maximise ABE's position

# FY2024 key priorities

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# Key priorities for FY2024

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# Revenue growth



Continue to grow sales volumes in both existing and new clients



Continue to identify and develop innovative financial products



Australian Credit Opportunity Fund

# Cost management



Implement cost reduction program across all aspect of the business



Reduce operating expenses and improve operating cash flows



Reduce dependency on third party agencies

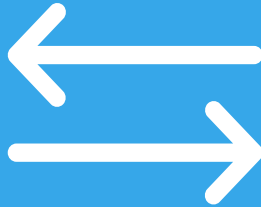
# Long term strategic priorities

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# Key Global Themes



Artificial  
Intelligence



Transaction  
Technology

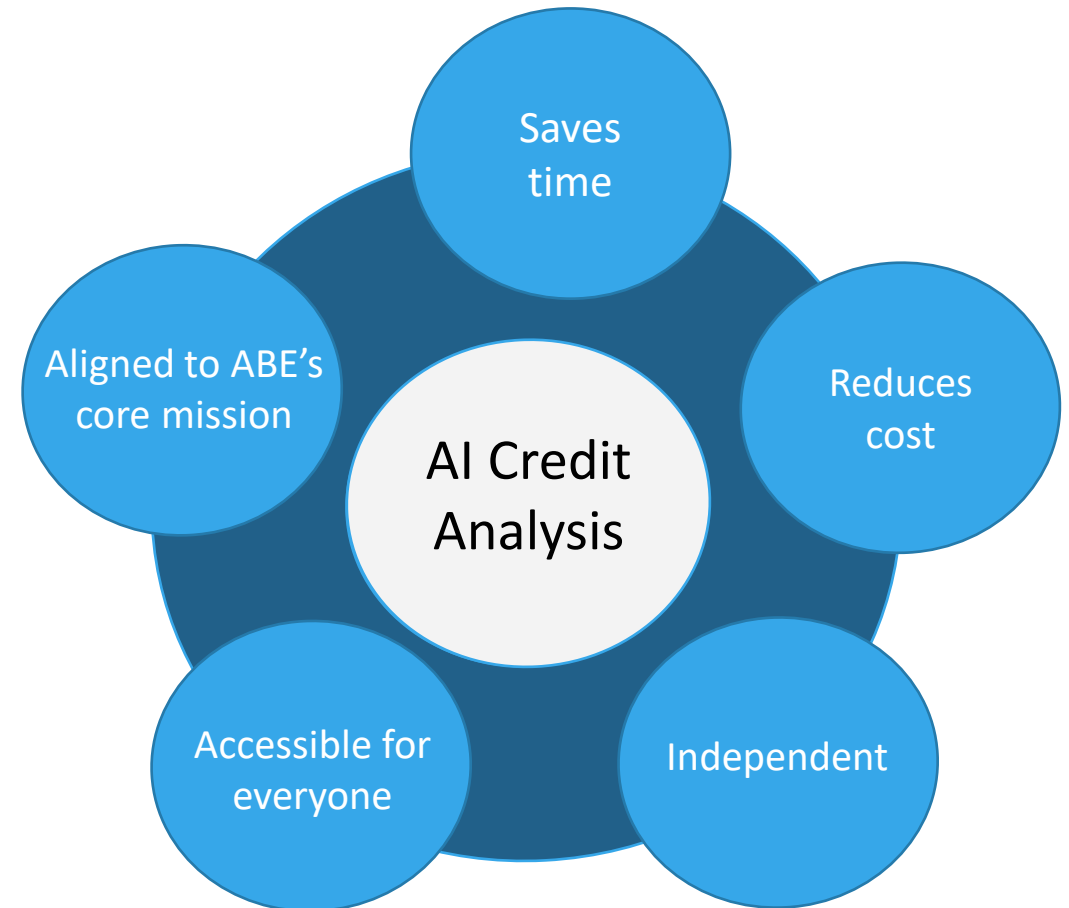


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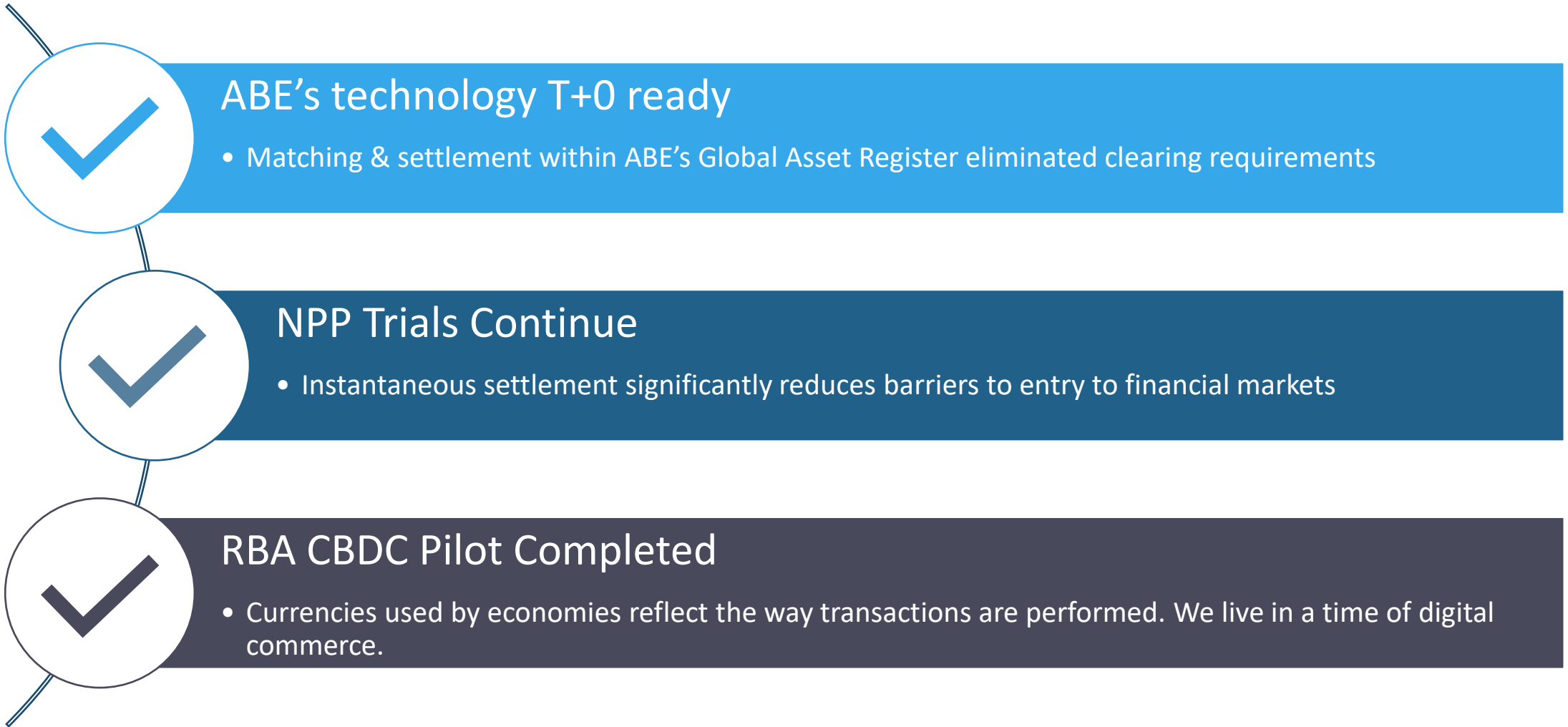
# ABE Credit Ratings leveraging AI

- We use AI for credit analysis on the products we offer
- Our technology produces a bond credit rating in a matter of minutes with accuracy
- We have been exploring the best way to monetise our AI credit rating capability
- There are multiple attractive revenue models with significant TAM



# Transaction Technology

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# Long term strategic priorities

Our mission is to provide all investors equal access to financial markets



ABE's state-of-the-art AI and T+0 transaction technologies are increasing efficiencies and reducing barriers for all prospective investors



Bond trading is the foundation of our business which we continue to scale to grow revenue and reach profitability





# Questions

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