

1H FY24 RESULTS BRIEFING

# TASK Group Holdings Ltd

**Held on:**

21 November 2023, at 9am AEDT

**Webcast:** <https://loghic.eventsair.com/tsk-investor-briefing/register/Site/Register>

**TASK.**

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WELCOME

# Agenda

- Highlights
- Business Update
- 1H24 Financial Results
- Shareholder Questions



**Daniel Houden**

CEO & Executive Director



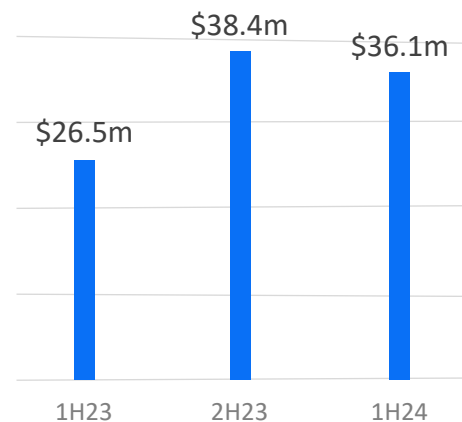
**Glenn Day**

Chief Financial Officer

## HIGHLIGHTS

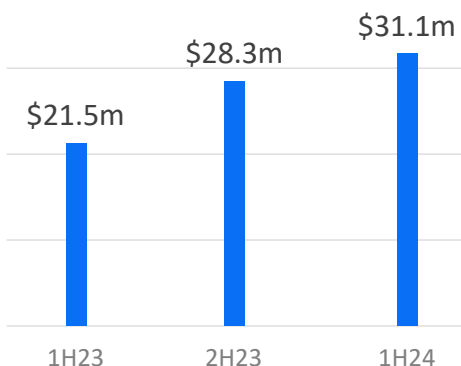
# Strong performance, investing for growth

### Revenue<sup>1</sup> up 36% pcp<sup>2</sup>



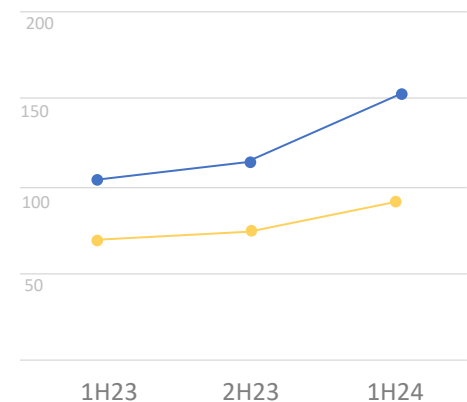
- Revenue up 36% to \$36.1m
- Recurring revenue up 57% to \$34.2m
- Uplift from 1H 23 reflects major contract renegotiation
- 1H24 below 2H23 only due to seasonality

### Increased Cash



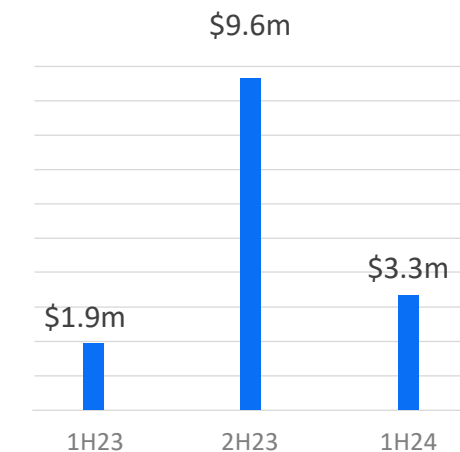
- Debt free
- Robust cash position of \$31.1m, up 45% from 1H23
- H1 includes upfront payments in Plexure

### Increased Development Resources



- Large investment in product team:
  - Support major client
  - Build out Payments capability
  - Improve digital capability
- Continued profitability despite significant investment in staff and capabilities
- 2H to benefit from revenue seasonality

### Operating Profit<sup>3</sup> up 75% pcp<sup>2</sup>



1. Revenue from customers, excludes Other Income;
2. The prior corresponding period (PCP) is the financial half-year ended 30 September 2022.
3. Operating Profit is a non-IFRS measure (refer to slide 10 for a reconciliation to statutory net loss after tax).

## Business update

TASK.



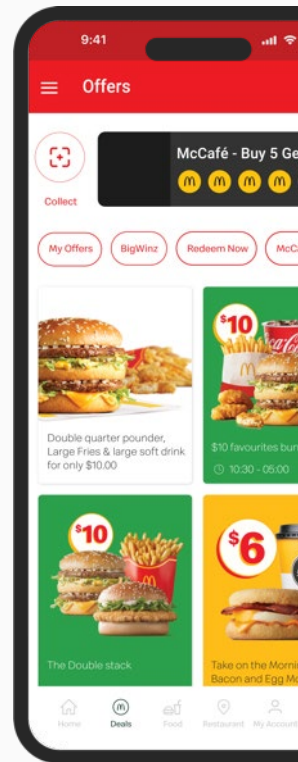
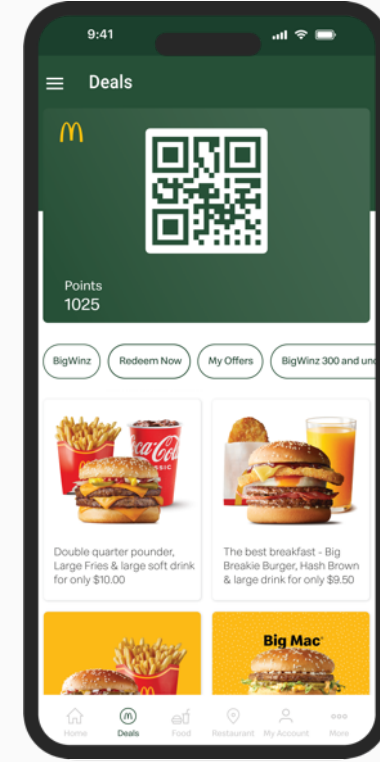
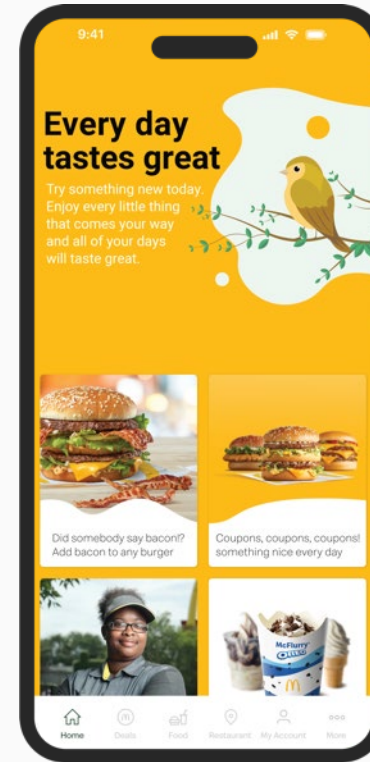
## BUSINESS UPDATE

# Plexure is driving significant growth in digital engagement

Investment in Plexure product capabilities to support significant growth aspirations for platform usage

Strong operational growth, supporting key customer outcomes<sup>1</sup>

- Monthly Active User growth of **+18%**
- Active customers growth **+33%**
- Engaged (transacting) customers **+44%**
- +67%** growth in Loyalty customers and **>76-87%** growth in Loyalty transactions<sup>2</sup>



## TASK.

1. Year-on-year platform growth based on H1 FY2024 vs H1 FY2023; 2. Dependent on form of Loyalty transaction (points versus stamp card gamification)

# TASK platform capability investment

Investments in platform ensure TASK continues our technology leadership



**FY23**

TASK transaction platform

Modules adopted



POS & API

Digital & POS



Early adopter deployment

**12 month platform investment**

Major investment and launch of our mobile-first platform

New platform is delivering clients major benefits.

Added mobile and digital functionality:



Loyalty



Menu



Prices



Stock



Availability



Offers

**>2x**  
\*Customer  
revenue

**Roll out with all customers will  
drive growth**

Launched initially with Starbucks, now  
with several customers



Up to  
**10%**

customer base  
conversion currently  
slated for H2FY24

Further platform enhancements  
will ensure TASK remains the best  
global platform

- ✓ **Capacity management**
- ✓ **Live order tracking**
- ✓ **Further personalisation**
- ✓ **Wallet**

# TASK platform capability investment

All payments across the TASK platform are currently via integrations



## TODAY

TASK Payments overview

Huge volumes but no share in payment revenue

**0%** Payment clip Revenue

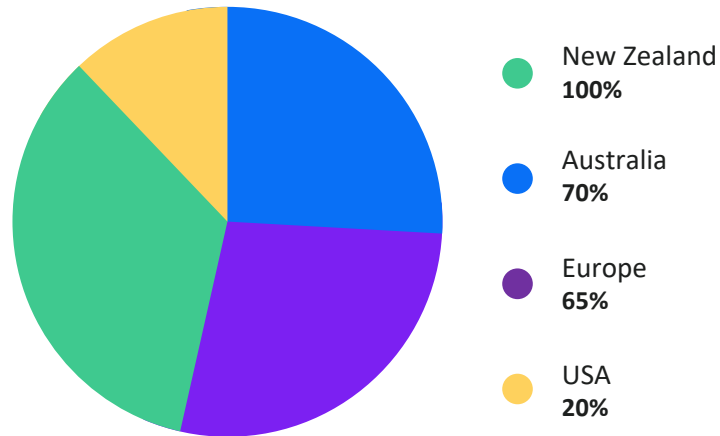
A comprehensive of 20+ payment integrations



## Global payment certifications

Progressing

TASK completing its payment certifications around the world



**>2x**  
\*Customer revenue



## H1FY25

### Payments commercialisation

Trail customers established in Australia & New Zealand



Introducing

**TASK.PAY**



## Strong team



Bill Crichton  
Chairman



Daniel Houden  
CEO  
Executive Director



Manda Trautwein  
Non-Executive Director  
Audit and Risk Committee Chair



Phil Norman  
Non-Executive Director  
Nominations and Remuneration Committee Chair



Russ Bennett  
General Manager, Plexure



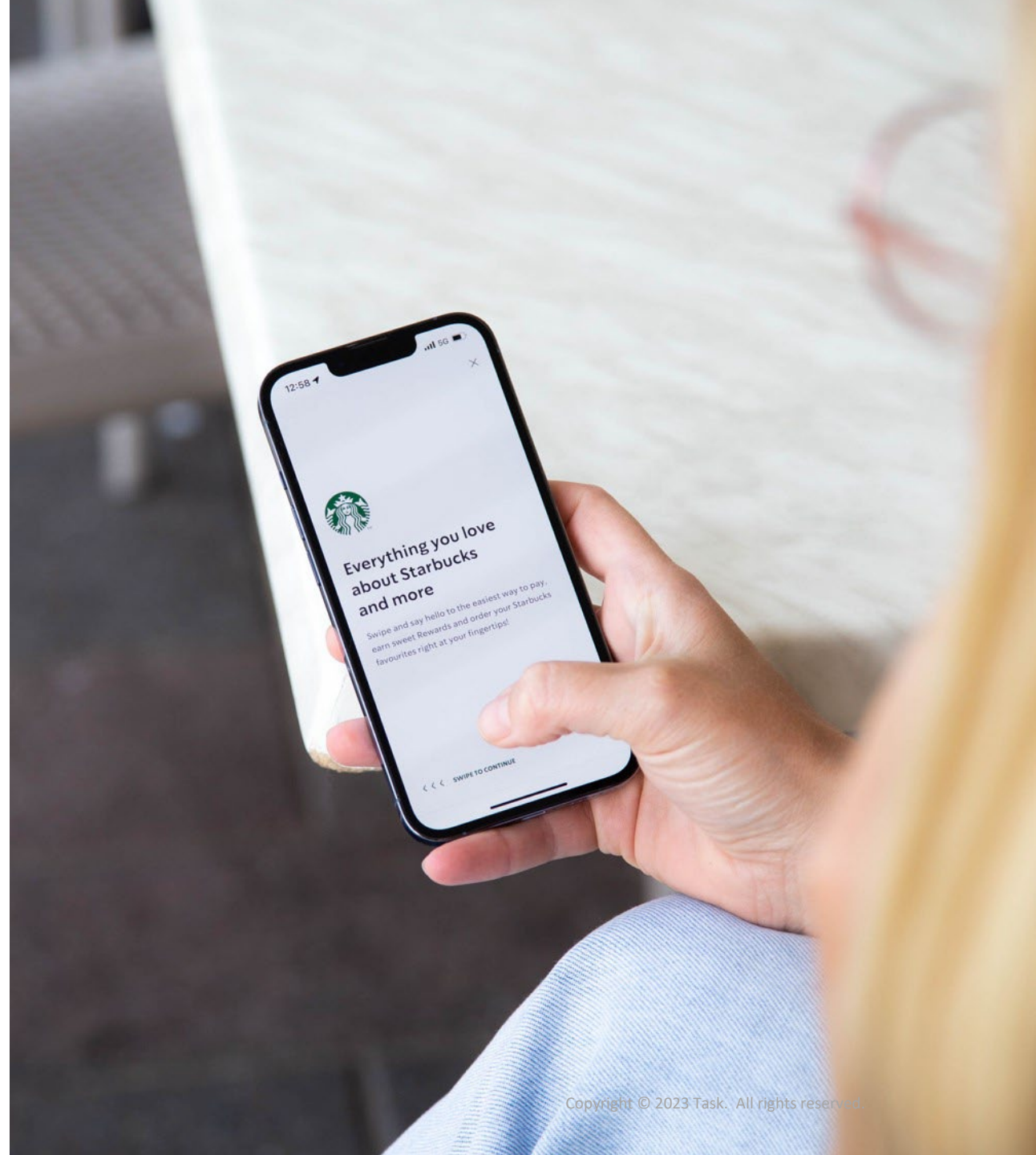
Dean Houden  
General Manager, TASK



Glenn Day  
Chief Financial Officer



## 1H24 Financials



# Financial performance

## Improved performance delivered 75% uplift in Operating Profit

- Group Total Revenue is up 36% on 1HFY23.
- Operating costs +33% on pcpc
  - Staff costs (excl. share-based costs) increased by \$4.2m (+33% pcpc) due to the Group investing in people to grow the Group’s product offering through internal development and increase the customer base through more customer acquisition roles.
  - IT costs increased by \$3.9m (+62% pcpc), reflecting the increased active users and engagement-related activities for McDonald's on Plexure division platform.
  - Hardware costs are lower than H1FY23 (-53% pcpc) by \$1.5m in line with the reduced hardware sales.
- Operating Profit remains strong at \$3.3m (+75% pcpc) despite the Groups ongoing investment in staff and capabilities.

### Six Months Ending 30 September 2023, NZD\$’000

Income Statement	H124	H123	PCP%
Recurring Revenue	34,181	21,735	+57%
Hardware Sales	1,338	3,292	(59)%
Non-recurring Revenue	574	1,514	(62)%
<b>TOTAL REVENUE</b>	<b>36,093</b>	<b>26,541</b>	<b>+36%</b>
<b>Operating Expenditure</b>	<b>(32,798)</b>	<b>(24,661)</b>	<b>+33%</b>
<b>Operating Profit</b>	<b>3,295</b>	<b>1,880</b>	<b>+75%</b>
Share-Based Payments Expense	(2,447)	(2,684)	(9)%
<b>EBITDA</b>	<b>848</b>	<b>(804)</b>	<b>+206%</b>
Depreciation	(911)	(1,029)	(11)%
Amortisation	(5,581)	(5,609)	(1)%
Net Interest, Other Income & FX	1,025	2,209	(54)%
<b>Net Loss Before Tax</b>	<b>(4,619)</b>	<b>(5,233)</b>	<b>+12%</b>
Income Tax	1,647	636	+159%
<b>Net Loss After Tax</b>	<b>(2,972)</b>	<b>(4,597)</b>	<b>+35%</b>

# Revenue growth

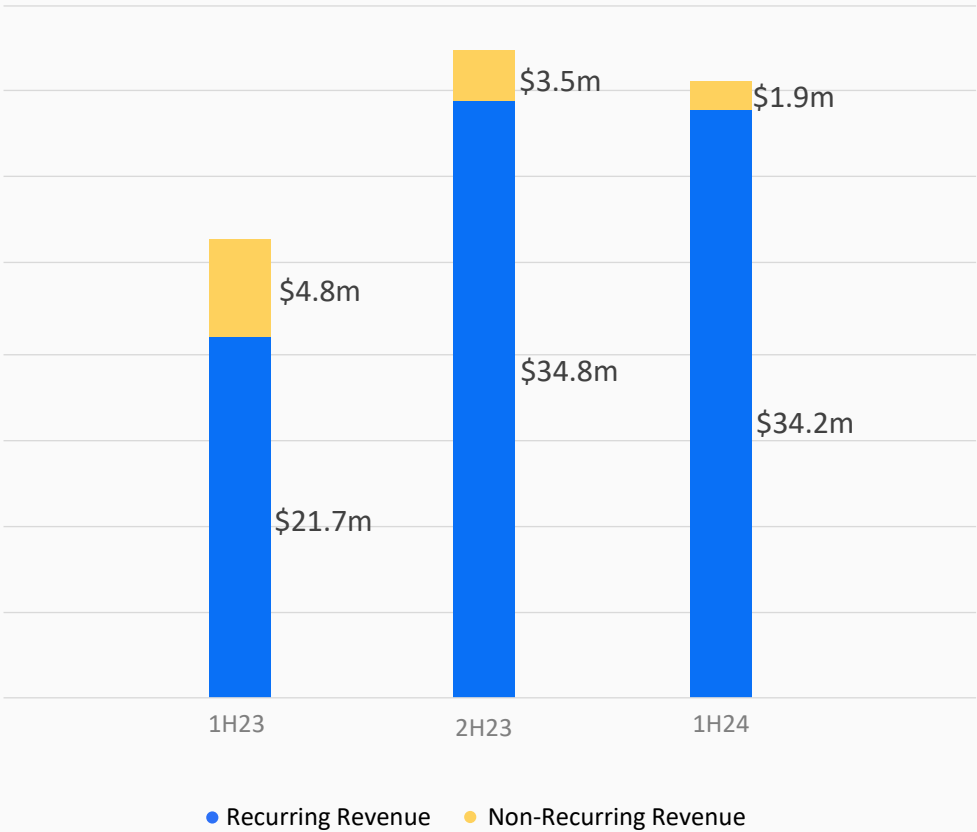
Recurring Revenue at \$34.2m (+57% pcp) ▲

## Plexure division

- Total revenue is +71% on pcp, reflecting a full six months of the new McDonald’s commercial relationship compared to only two months in H1FY23.
- Revenue is seasonal, with higher revenue traditionally recorded in H2 due to McDonald’s holiday campaigns increasing active users and engagement.
- Plexure division expanded its relationship with McDonald's through the contracted rollout of Taiwan, a significant Asian market.

## TASK division

- New customers were added in North America and Australia.
- Recurring revenue up 3% on pcp
- Non-recurring revenue is down on pcp due due to strategic focus on the TASK digital platform.



# Focused investment for growth

Investment in people (FTE +35%) and capability for long term growth.

The Group is investing in people, new product offerings and capabilities towards the vision of an end-to-end solution for the hospitality industry.

## Plexure

- Plexure continues to work with McDonald’s to develop new features including loyalty capabilities and scalability to further support the combined digital growth ambitions of the world’s largest QSR

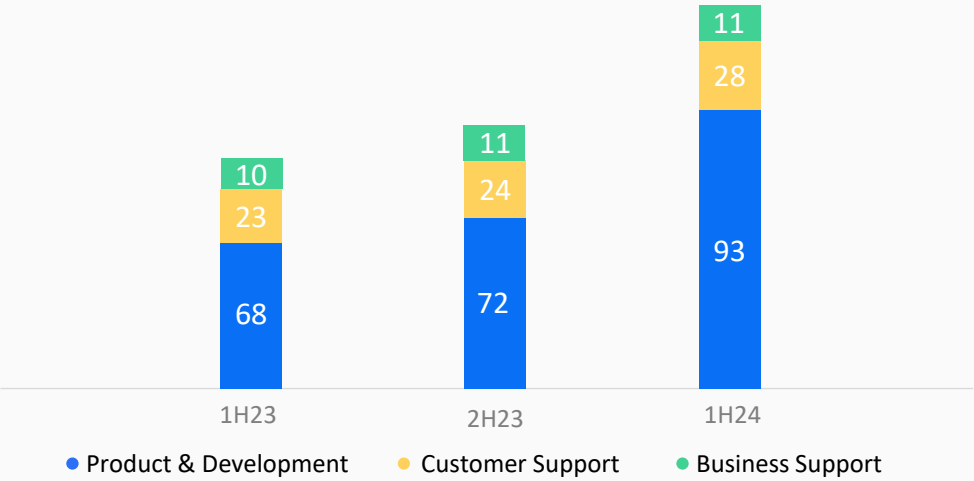
## TASK

- Delays in onboarding new customers addressed by new processes and investment in customer acquisition and implementation resources and additional product and development capacity.
- Additional product and development resources and processes supporting growth in the product offering with substantial work on TASK POS 2.0, TASK mobile and the next-generation Enterprise Management tool.

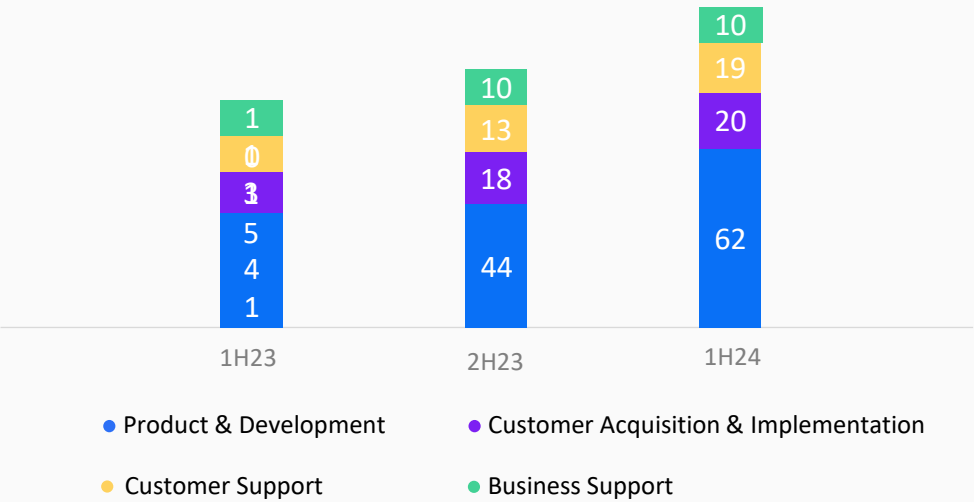
Business Support for each division includes allocated FTE’s for the Group’s non-divisional corporate staff

## TASK.

## Plexure Growth



## TASK Growth





## Exciting outlook

### Outlook - Continuing, profitable growth

#### Growth from existing clients

including as clients adopt our mobile-first digital modules

#### Growth from new clients

US pipeline in particular is now approaching fruition

#### Growth from payments

Commercialisation of the payments platform is in sight

#### Growth from activity

Regardless of broader economic outlook, we expect to continue to grow, driven by the expansion of our stable of major national and global customers

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## Shareholder questions





# Disclaimer

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Thank you

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