

AGM Presentation

Date: 25 November 2021

Authorised by: Trent Lund
InPayTech CEO

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The background of the slide features a blurred image of a person in a blue shirt and red tie, with their hand pointing upwards. Overlaid on this are several white line-art icons in circular frames: a hand pointing (top left), a smartphone and tablet (top right), a classical building (bottom right), and a cloud with an upward arrow (bottom left). A large white circle in the center contains the company name and details.

InPayTech

Integrated Payment Technologies Limited

ACN. 611 202 414

ASX Code IP1(one)

Disclaimers

Summary information

This presentation contains summary information about Integrated Payment Technologies Limited (Company) (ASX: IP1) and its activities as at the date of the presentation. The information in this presentation is of a general nature and does not purport to be complete or contain all information that a prospective investor should consider when evaluating an investment decision in the Company or that would be required in a prospectus or product disclosure statement prepared in accordance with the requirements of the Corporations Act 2001 (Cth) (Corporations Act). This presentation should be read in conjunction with the Company's other periodic news releases or ASX disclosure documents as available from time to time.

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This presentation contains forward-looking statements and information that are necessarily subject to risks, uncertainties and assumptions. Many factors could cause actual results, performance or achievements of the Company to be materially different from those expressed or implied in this release including, amongst others, changes in general economic and business conditions, regulatory environment, results of advertising and sales activities, competition, and the availability of resources. Should one or more of these risks or uncertainties materialise, or should underlying assumptions prove incorrect, actual results may vary materially from those described in this presentation. Except as required by law, the Company assumes no obligation to update or correct the information in this presentation. To the maximum extent permitted by law, the Company and its subsidiaries and officers do not make any representation or warranty as to the likelihood of fulfilment of any forward-looking statements and disclaim responsibility and liability for any forward-looking statements or other information in this presentation.

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Financial data

All financial information in this presentation is in Australian dollars (\$) or AUD) unless otherwise stated. Investors should note that this presentation may contain pro forma historical and forward looking financial information. The pro forma and forward looking financial information and the historical information, provided in this presentation is for illustrative purposes only and is not represented as being indicative of the Company's views on its future financial condition and/or performance.

The pro forma financial information has been prepared by the Company in accordance with the recognition and measurement principles of Australian Accounting Standards (AAS) and the Company's adopted accounting policies of applicable accounting standards and other mandatory reporting requirements in Australia. Investors should also note that any pro forma financial information does not purport to be in compliance with Article 11 of Regulation S-X of the rules and regulations of the U.S. Securities and Exchange Commission (SEC). Such information does not purport to comply with Article 3-05 of Regulation S-X.

Investors should be aware that certain financial measures included in this presentation are 'non-IFRS financial information' under ASIC Regulatory Guide 230: 'Disclosing non-IFRS financial information' published by ASIC and also 'non-GAAP financial measures' within the meaning of Regulation G under the U.S. Securities Exchange Act of 1934, as amended, and are not recognised under AAS and International Financial Reporting Standards (IFRS). The non-IFRS financial information / non-GAAP financial measures include EBITDA and EBIT. The Company believes the non-IFRS financial information / non-GAAP measures provide useful information to users in measuring the financial performance and conditions of the Company. The non-IFRS financial information / non-GAAP financial measures do not have a standardised meaning prescribed by AAS or IFRS. Therefore, the non-IFRS financial information is not a measure of financial performance, liquidity or value under the IFRS and may not be comparable to similarly titled measures presented by other entities, and should not be construed as an alternative to other financial measures determined in accordance with AAS or IFRS. Investors are cautioned, therefore, not to place undue reliance on any non-IFRS financial information / non-GAAP financial measures included in this presentation.

Voting instructions

Shareholders and proxyholders will be able to vote at the Annual General Meeting online by:

- visiting <https://web.lumiagm.com/357670040> on a smartphone, tablet or computer (using the latest version of Chrome, Safari, Edge and Firefox);
- using unique meeting ID 357-670-040.

If you have any issues voting please contact the Company's share registry, Boardroom Pty Ltd on 1300 737 760 (within Australia) or +61 2 9290 9600 (outside Australia).

Proxy results

Resolution	For	Against	Open	Exclusions	Abstain
Resolution 1 - Remuneration Report	433,095,620	85,806	4,182,755	391,523,218	25,063,334
Resolution 2A - Re-election of Director – Emma Dobson	850,547,828	1,411,166	1,991,739	0	0
Resolution 2B - Re-election of Director – Trent Lund	850,532,172	1,426,822	1,991,739	0	0
Resolution 2C – Re-election of Director - Randolph Clinton	850,082,172	1,426,822	2,441,739	0	0
Resolution 2D – Re-election of Director - Paul Collins	850,082,172	1,426,822	2,441,739	0	0
Resolution 3 – Change of Company Name	849,241,322	1,356,672	3,352,739	0	0
Resolution 4 – Amendments to Constitution	849,682,172	1,426,822	2,841,739	0	0
Resolution 5 – Renewal of Proportional Takeover Approval Provisions	849,692,322	1,416,672	2,841,739	0	0
Resolution 6 - Approval of issue of securities under ASX listing rule 7.1A	849,584,354	1,463,640	2,902,739	0	0
Resolution 7 - Approval of Employee Share Option Plan	231,144,017	1,937,822	1,991,739	575,302,114	26,555,001
Resolution 8 – Grant of Director Options	488,747,584	1,984,790	2,391,739	334,313,286	26,513,334

To vote during the AGM: <https://web.lumiagm.com/357670040> Any voting issues telephone: 1300 737 760



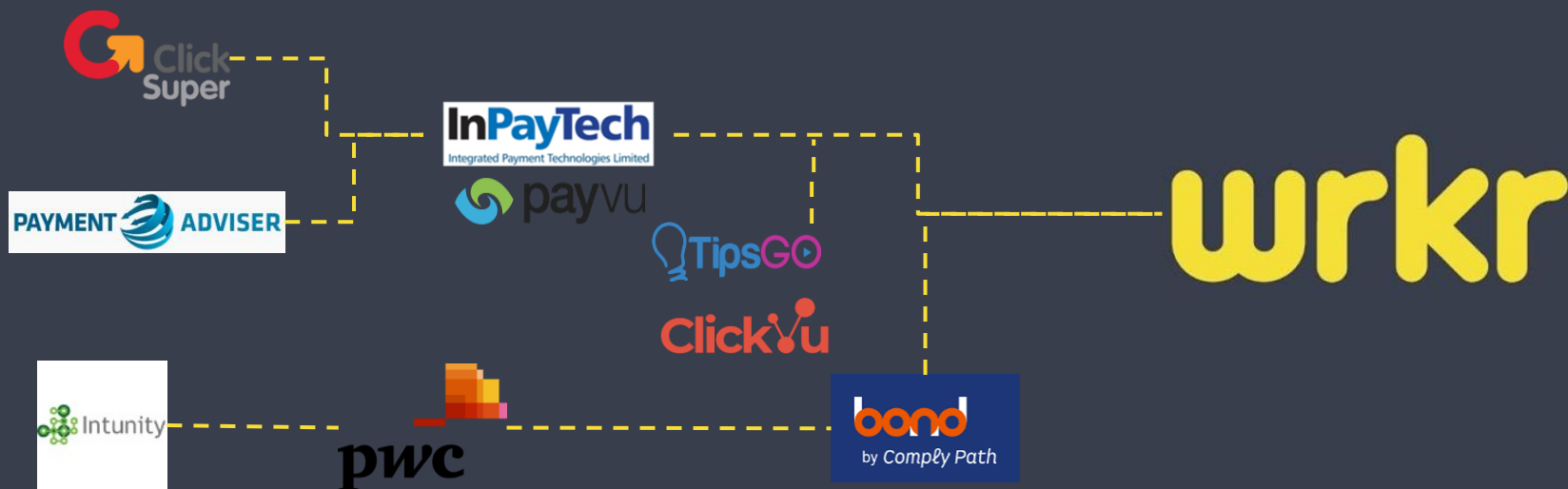
Compliance. Simple.

CEO & CFO Presentation

November 25th 2021



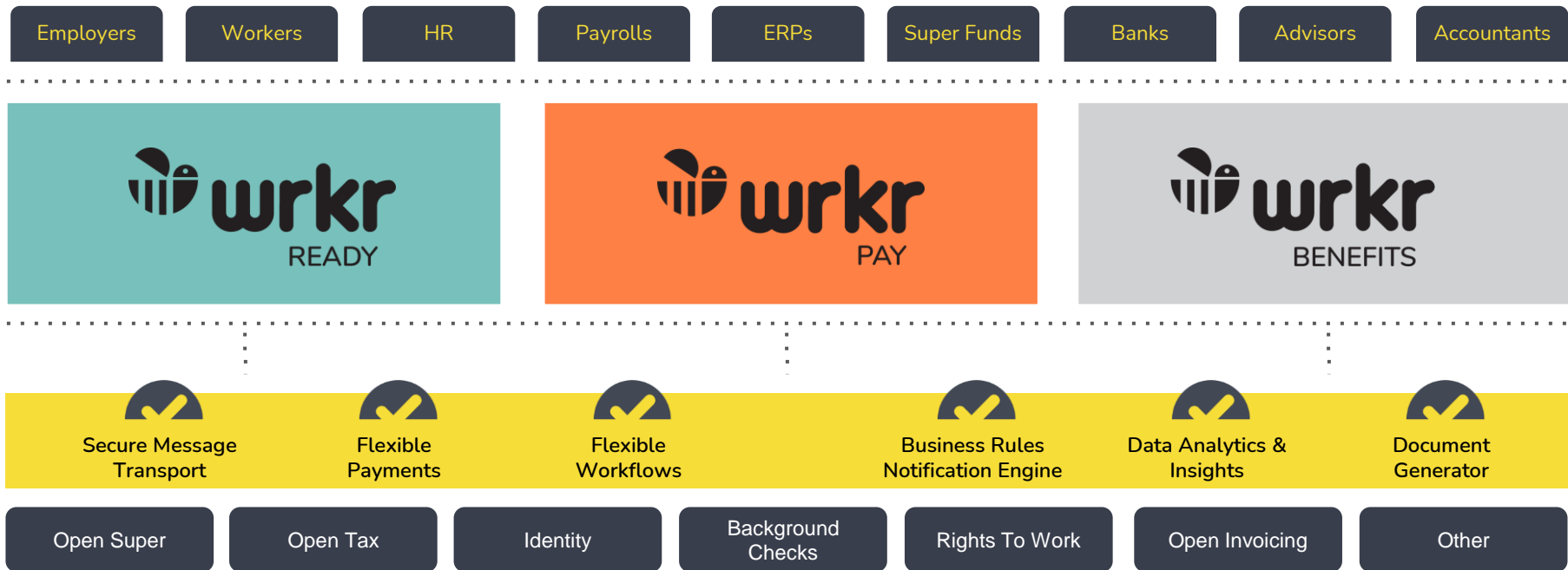
A new brand with a
deep history solving
compliance and
processing payments



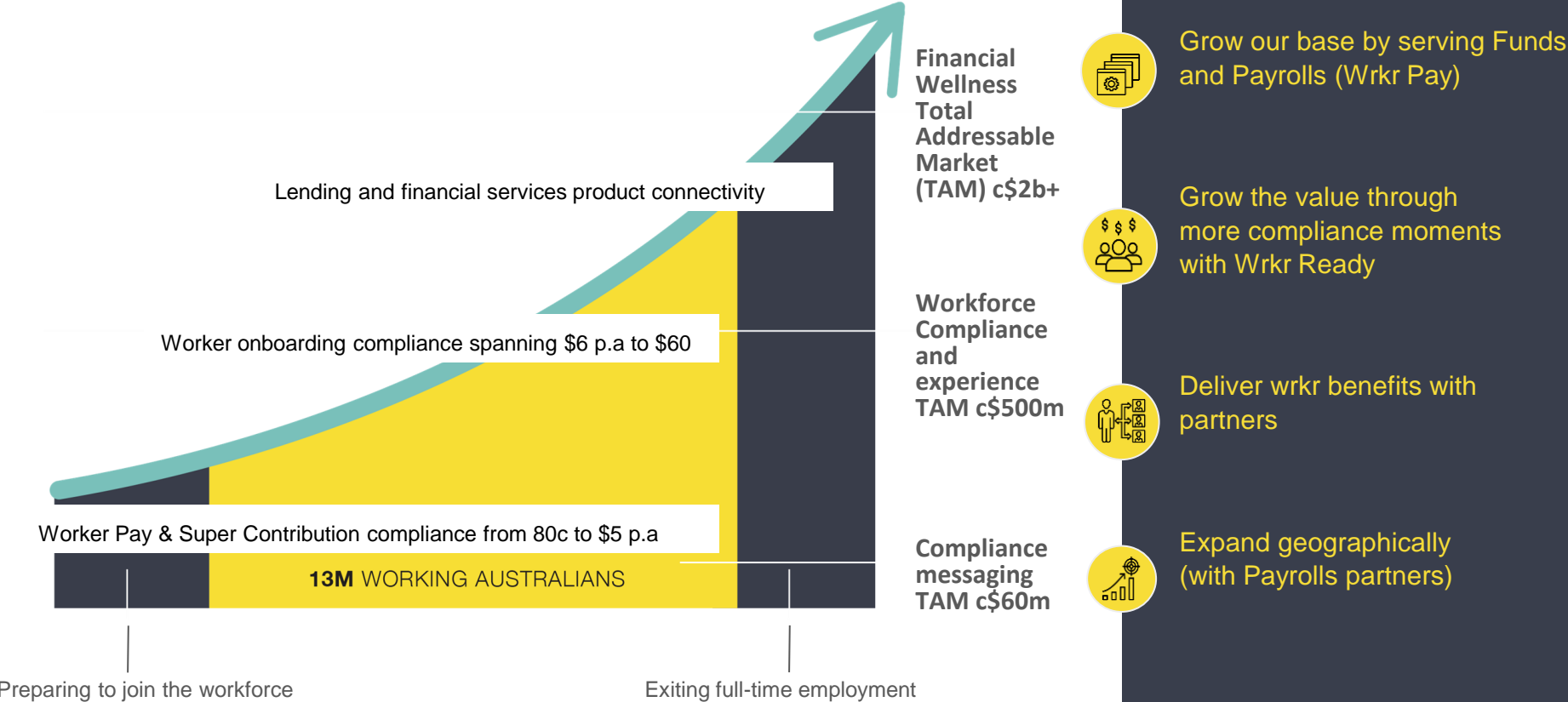
Our re-brand and marketing is designed to bring greater attention to our market relevance and market coverage







Served through a single cloud platform, Wrkr enables our customers to meet their compliance obligations cheaper and faster through real time connections



Wrkr has a clear strategy to be a dominant force in Australian regTech



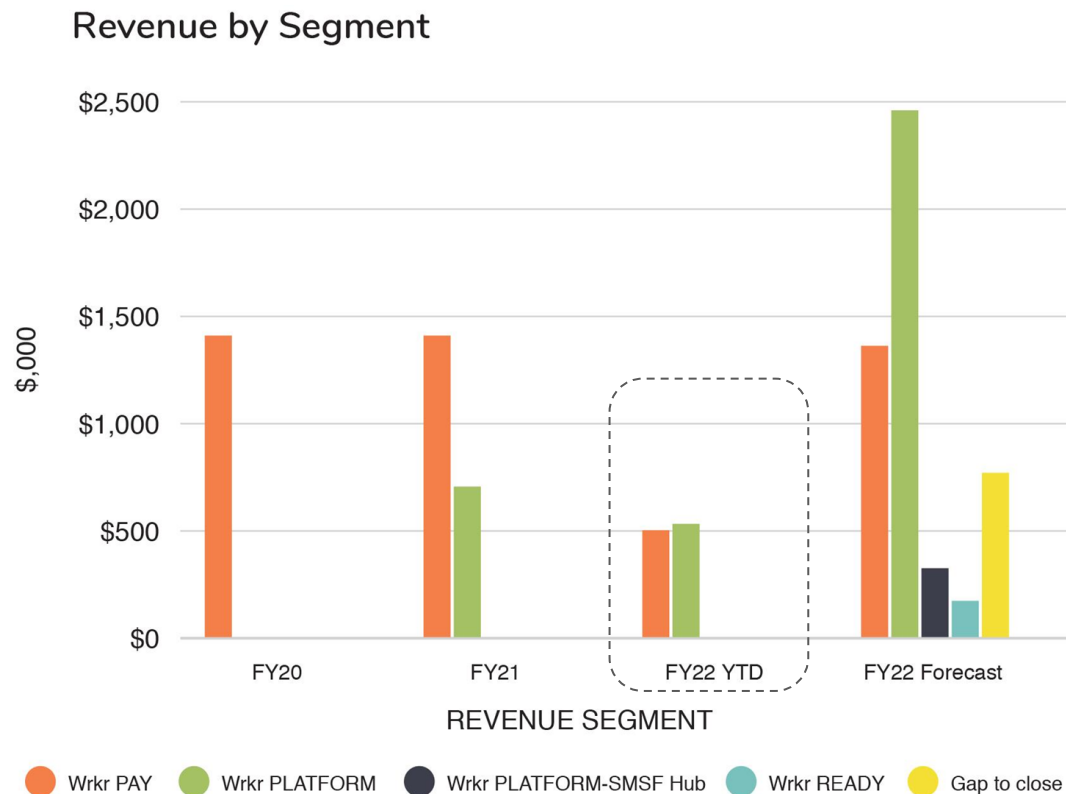
Our financial position continues to strengthen post our merger

Financial Performance	FY21	FY 22 Forecast	Trend FY21 - FY22 Forecast	
Revenue	\$2.2m	\$5.0m	+127%	
Revenue Growth YoY	+27%	+127%	+100%	
EBITDA	(\$1.93m)	(\$1.0m)	+48%	
Cost* to income ratio	-188%	-114%	+ 39%	

- Forecasting an upward trend across key metrics of the business in FY22
- Achieving economies of scale as our revenues grow and our cost to income ratio improves
- Revenue growth from FY20 to FY21 was due to addition of Comply Path revenues post merger of \$720k.

*Costs exclude interest, tax, depreciation and amortisation.

Wrkr has seen growth across the board in Revenue

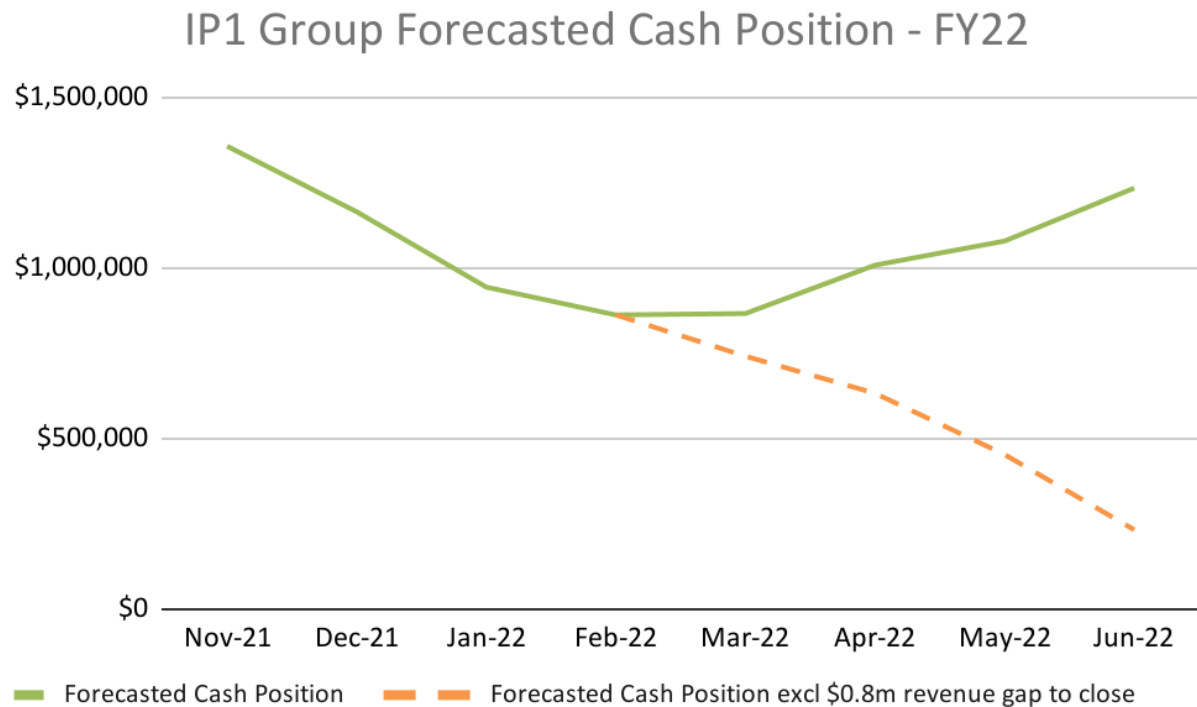


- Wrkr Pay relates to superannuation clearing house and STP fees (100% of revenues in FY20)
- Since the merge with Comply Path, we have seen the introduction of Wrkr Platform revenues
- With focus on the Wrkr brand, platform and offering, Wrkr Ready and Wrkr Platform revenues are forecasted to grow and contribute material income to the business

*Revenues exclude government grants & other income

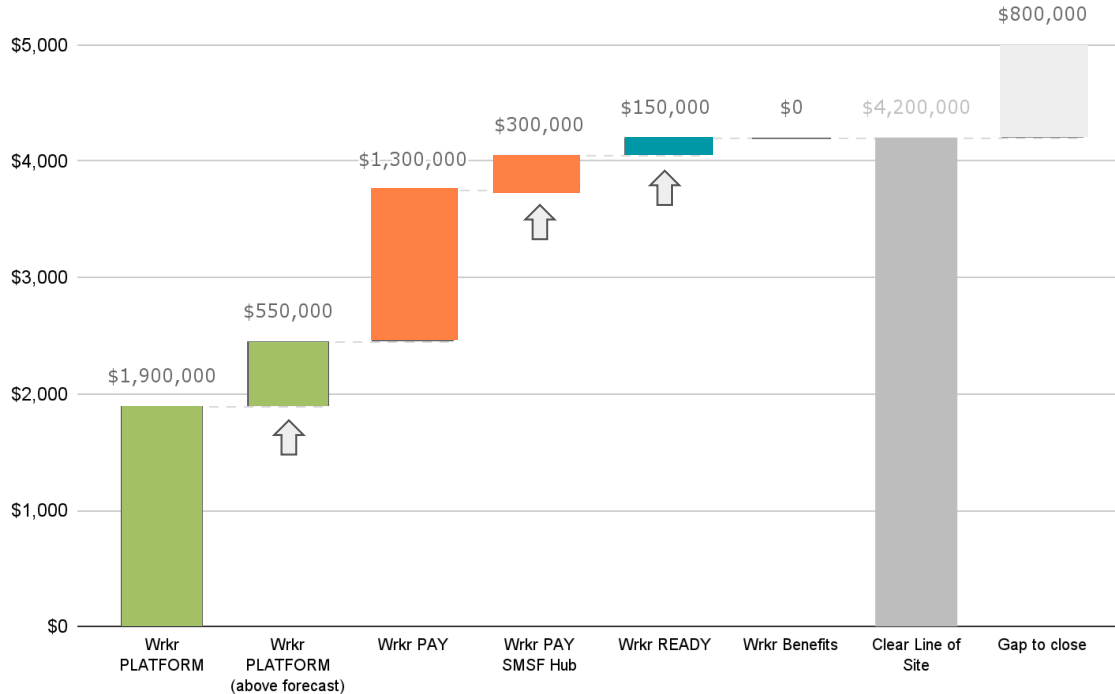
**YTD are unaudited accounts as at 31 October 2021

Forecasted Cash Position FY22



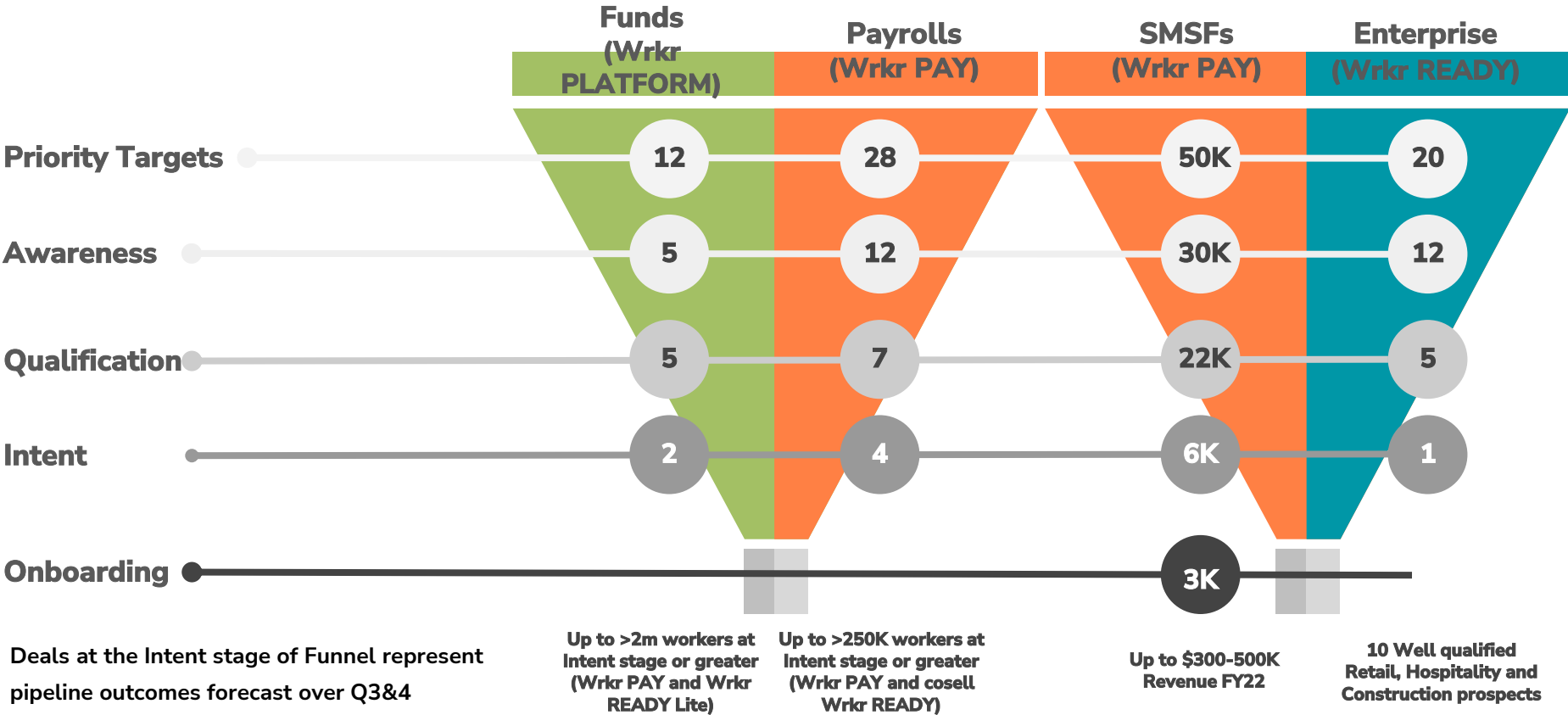
- Based on achieving forecasted revenues of \$5m in the year, our cash and working capital positions are adequate for operations and AFSL cash requirements
- Additional investment in resources may be required where the Group secures material contracts that are currently in the pipeline

We expect to finish the year strongly with a solid base for FY23 revenues



- 90% of revenues are annuity, building a strong base for FY 23-25
- All revenue lines are at or above forecast
- The revenue mix is balanced
 - PaaS 45%
 - Transactions 31%
 - SaaS 11%
 - Services 13%
- The gap to forecast at the full year is less than 10% of pipeline value
- Pipeline is weighted to PaaS and SaaS

Wrkr has a mature pipeline of opportunities with a low loss rate and clear line of sight on revenue conversion



Wrkr is positioned for growth

- **Market recognition** of our compliance value proposition delivered through quality technology and talented people
- **Strong pipeline** to underpin our aspirations
- **Revenue diversity** to move away from traditional competitors
- **Strong partnerships and alliances** (shared revenue and product co-creation)
- **Adequate capital** for sustained operations
- **Financial and technological rigour** across the business

Thank you & Questions



wrkr.com.au

Executive 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.

Board



Emma Dobson

Non-Executive Chair



Paul Collins

Non-Executive Director



Randolf Clinton

Non-Executive Director



Jillian McGregor

Company Secretary

Corporate Snapshot

ASX Code: IP1

Share Price (12 PM, 24 November 2021)	\$0.024
Market capitalisation (@ 2.4 cents)	\$26.91m
Shares on issue (listed)	1,223,443,971
% Shares currently escrowed	42.17%
Options on issue (unlisted)	14.7m

Substantial Beneficial Shareholders

Trent Lund*	21.1%	Escrowed
Joe Brasacchio*	21.1%	Escrowed
Colin Scully*	9.2%	
Don Sharp*	5.6%	
Top 20	72.0%	
Total Board and management shareholdings*	50.6%	

*Includes direct and associate holdings