

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>

WELCOME

Agenda

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



Daniel Houden

CEO & Executive Director



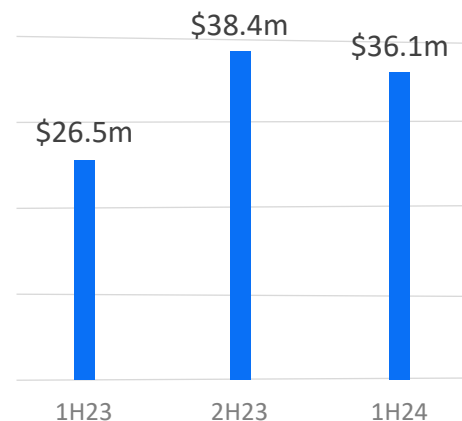
Glenn Day

Chief Financial Officer

HIGHLIGHTS

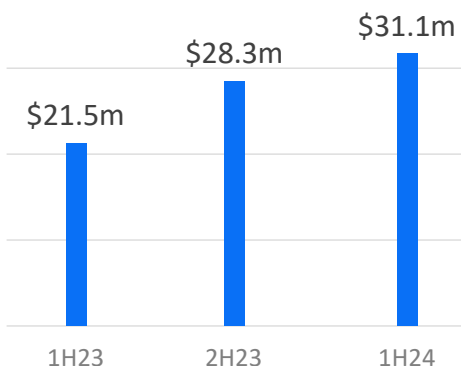
Strong performance, investing for growth

Revenue¹ up 36% pcp²



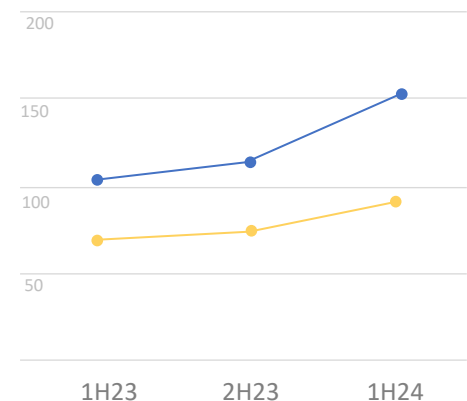
- Revenue up 36% to \$36.1m
- Recurring revenue up 57% to \$34.2m
- Uplift from 1H 23 reflects major contract renegotiation
- 1H24 below 2H23 only due to seasonality

Increased Cash



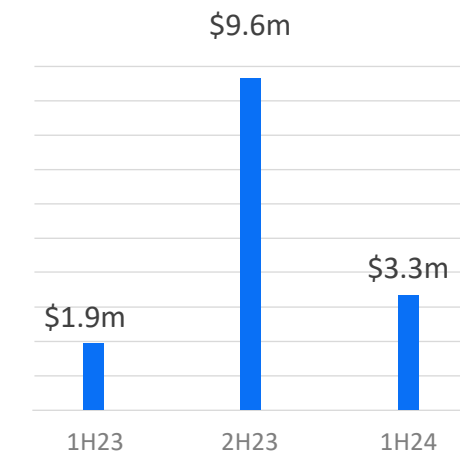
- Debt free
- Robust cash position of \$31.1m, up 45% from 1H23
- H1 includes upfront payments in Plexure

Increased Development Resources



- Large investment in product team:
 - Support major client
 - Build out Payments capability
 - Improve digital capability

Operating Profit³ up 75% pcp²



- Continued profitability despite significant investment in staff and capabilities
- 2H to benefit from revenue seasonality

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



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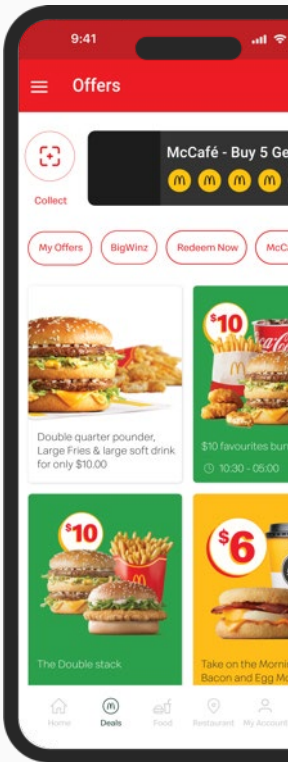
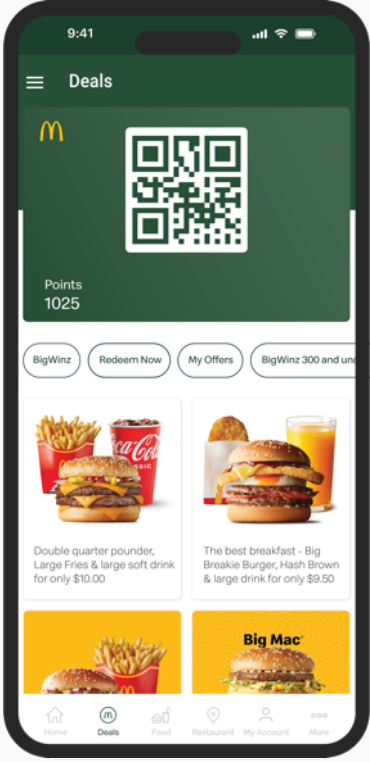
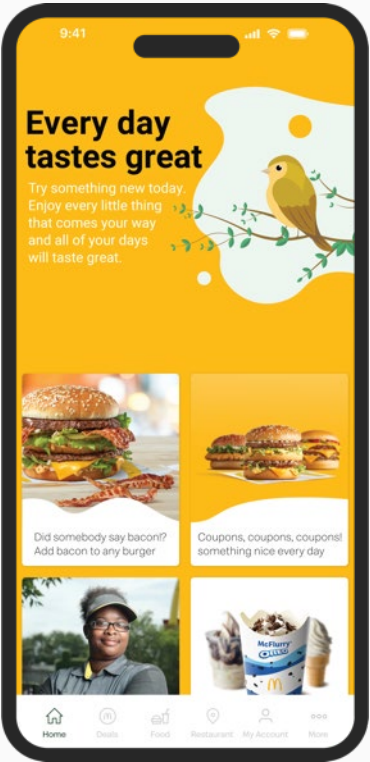
BUSINESS UPDATE

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 outcomes¹

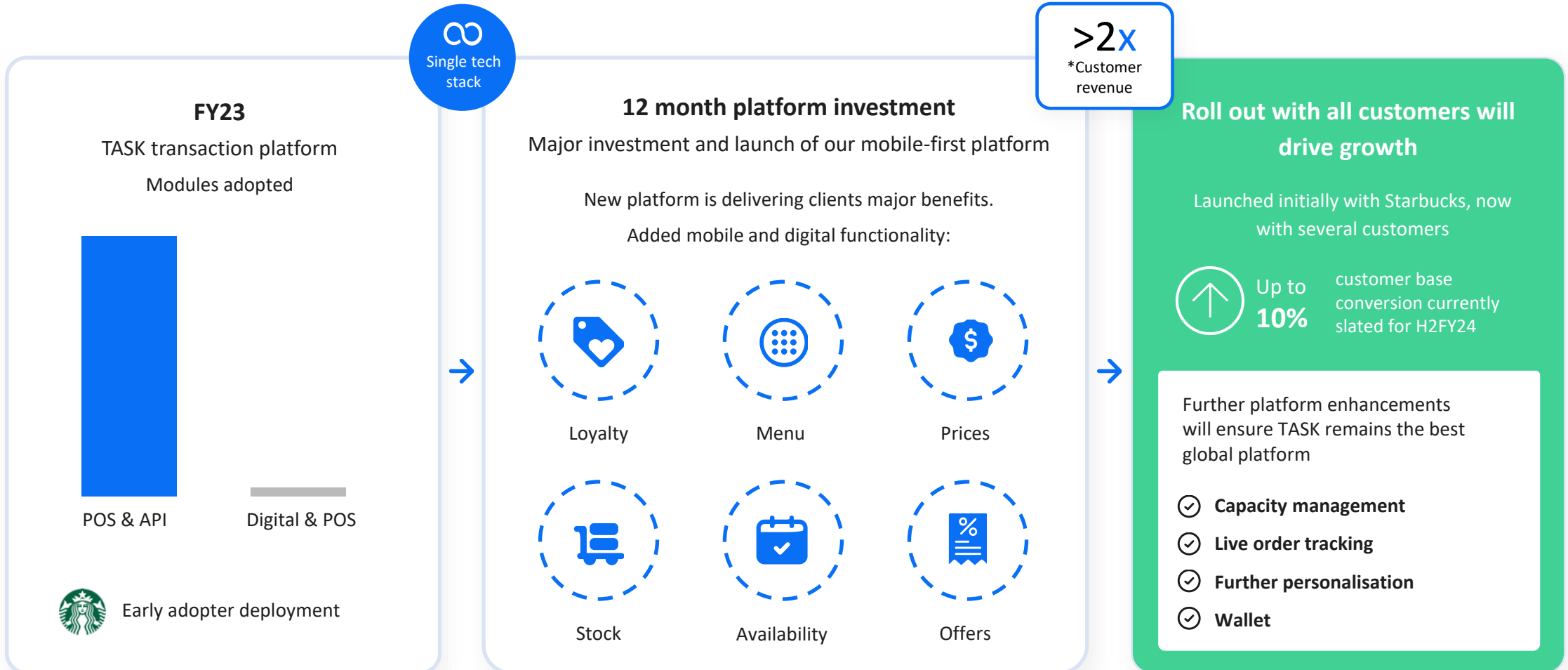
- Monthly Active User growth of **+18%**
- Active customers growth **+33%**
- Engaged (transacting) customers **+44%**
- +67%** growth in Loyalty customers and **>76-87%** growth in Loyalty transactions²



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



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

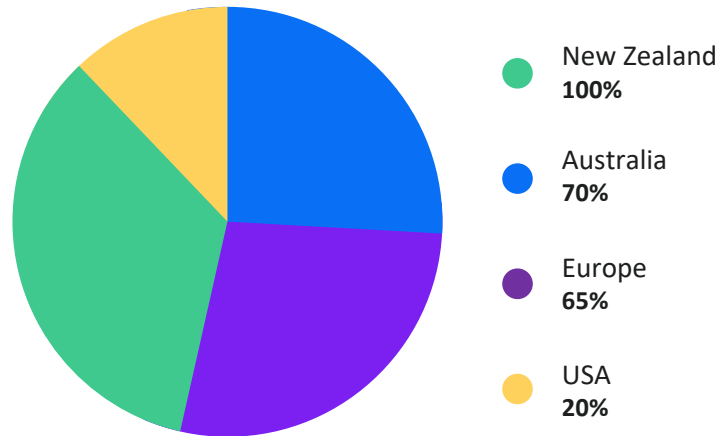
A comprehensive of 20+ payment integrations



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

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BUSINESS UPDATE

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

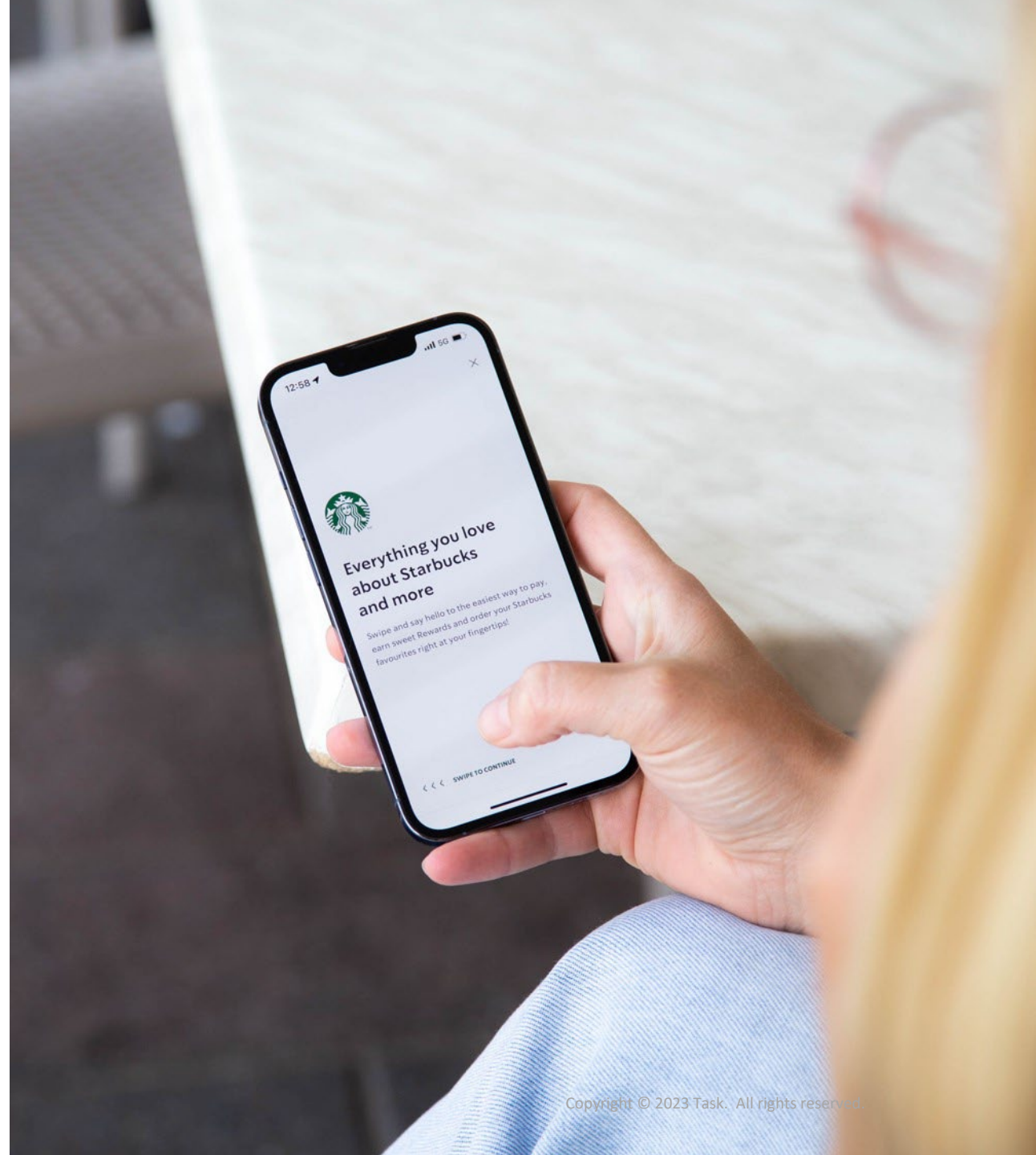


Dean Houden
General Manager, TASK



Glenn Day
Chief Financial Officer

1H24 Financials



1H24 FINANCIAL RESULTS

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)%
TOTAL REVENUE	36,093	26,541	+36%
Operating Expenditure	(32,798)	(24,661)	+33%
Operating Profit	3,295	1,880	+75%
Share-Based Payments Expense	(2,447)	(2,684)	(9)%
EBITDA	848	(804)	+206%
Depreciation	(911)	(1,029)	(11)%
Amortisation	(5,581)	(5,609)	(1)%
Net Interest, Other Income & FX	1,025	2,209	(54)%
Net Loss Before Tax	(4,619)	(5,233)	+12%
Income Tax	1,647	636	+159%
Net Loss After Tax	(2,972)	(4,597)	+35%

1H24 FINANCIAL RESULTS

Revenue growth

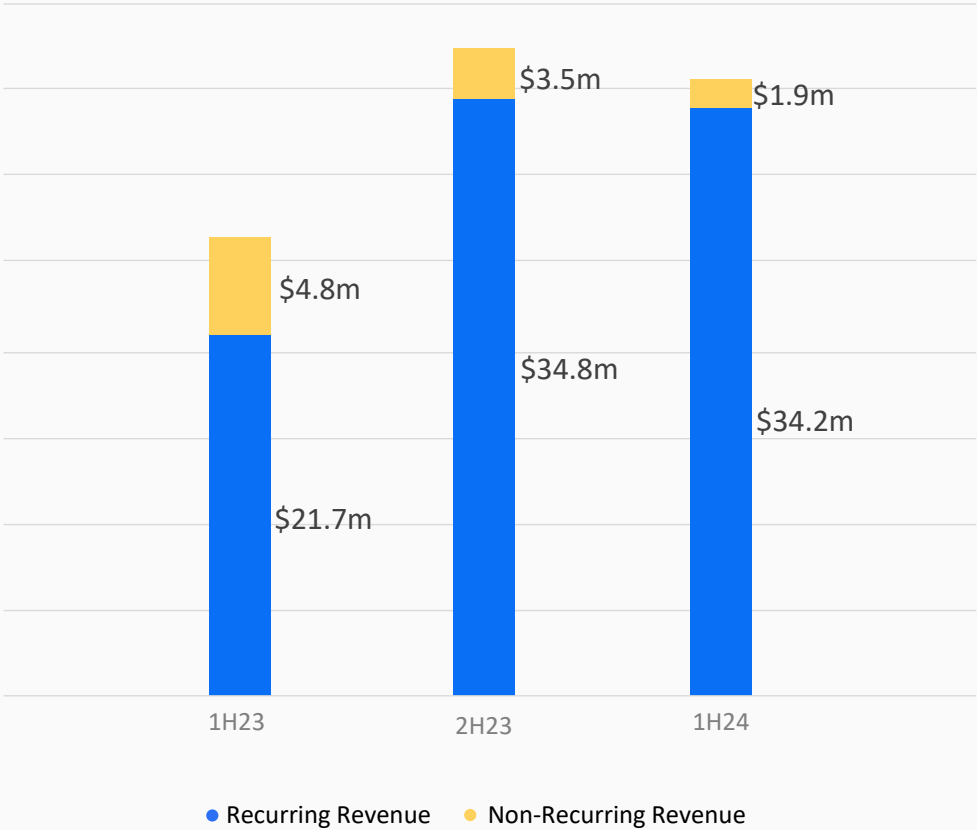
Recurring Revenue at \$34.2m (+57% pcp) ▲

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.



1H24 FINANCIAL RESULTS

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

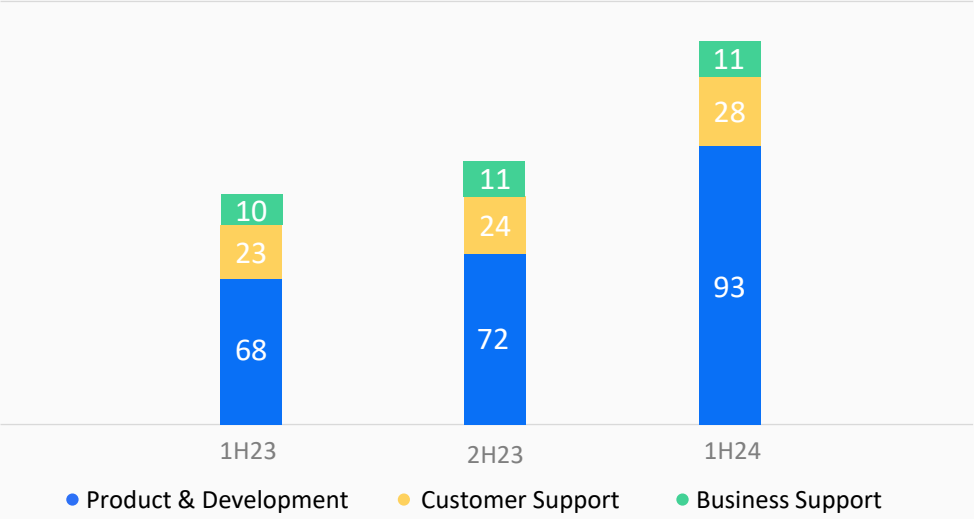
TASK

- 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.

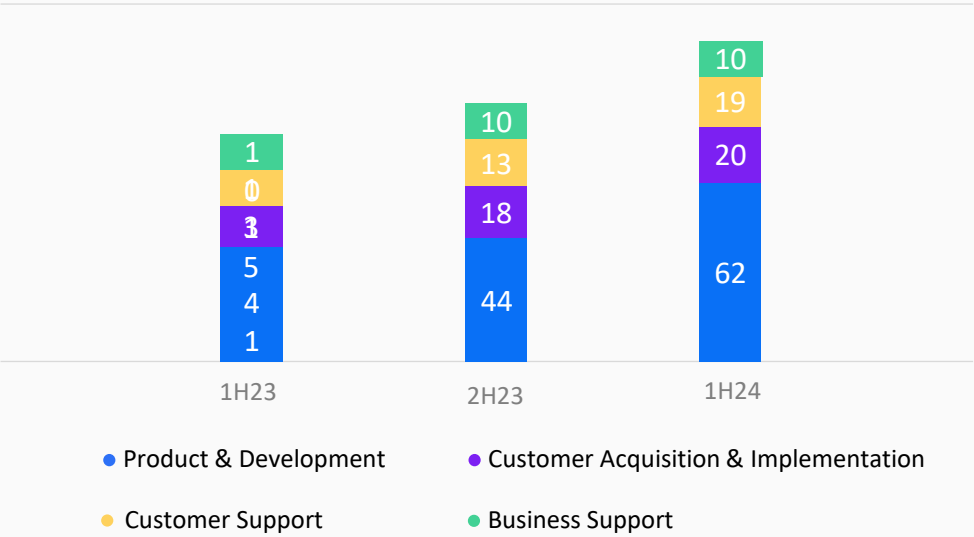
Business Support for each division includes allocated FTE’s for the Group’s non-divisional corporate staff

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



Shareholder questions



Disclaimer

Summary Information

The material here in is a presentation of general background information about TASK Group Holdings Limited ('TASK') activities as of the date of this presentation. This information given in summary form does not purport to be complete and should be read in conjunction with previous ASX/NZX filings, Half Year Report and the audited Annual Report as applicable. The presentation contains non-IFRS measures which are used internally by management to assess the performance of the business and have been extracted or derived from the Interim Report for the period ended 30 September 2023. All currency amounts are in NZD unless otherwise stated.

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This presentation was authorised for release to the market by the TASK Group Holdings Limited Board of Directors.



Thank you

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