

## Q3 FY24 Cash Flow Report

## A record qtr for revenue and operating cash flow

Wrkr Ltd (ASX:WRK) offers compliance solutions for Australian superannuation contributions and payroll including member onboarding, super payments, messaging and employee validation. WRK has reported a record quarterly cash receipt in Q3 FY24, +76% on the previous corresponding period (pcp) and +46% on Q2 FY24, boosted by a first-time contribution from Hong Kong, Link milestone payments relating to the Superannuation Clearing House (SCH) and the timing of client payments (from Q2 into Q3). Operating cash flow as a result was +\$465k for the quarter, also the highest on record. By RaaS estimates this equates to positive EBITDA for the quarter, placing the group on track to achieve our \$0.4m H2 FY24 EBITDA forecast. Despite looming large super fund implementations, WRK continues to expand relationships into the SME market. This quarter it collaborated with Workday via KPMG for worker onboarding. Workday is a new entrant into the Australian Enterprise Resource Management (ERP) space which unifies finance and HR on one platform. Our numbers and valuation remain unchanged, with our DCF valuation of \$0.08/share fully diluted for the convertible note.

### **Business model**

WRK operates three separate products, but each serves as a compliance solution for the Australia superannuation sector in one way or another. Wrkr PAY is a gateway clearing house, payment solution and ATO digital messaging provider used by payroll providers, employers, Self -Managed Super Funds (SMSFs) and funds which generates fees on transactions, SaaS fees, and float interest. Wrkr PLATFORM licenses the platform to super funds as a white-label solution and derives revenue from licence fees per user. Wrkr READY is a white-label automated onboarding solution for employees when selecting their super fund of choice and derives a fee for each onboarding, with further functionality likely to be added.

## On track for positive H2 FY24 EBITDA

Significant (~\$1.4m forecast over H2 FY24) first time implementation fees from Hong Kong are on track with ~\$0.4m banked in Q3. Multiple milestone payments were also received for the SCH associated with Link. We forecast the average interest rate on float holdings in H2 FY24 to be 210bps ahead of H2 FY23, contributing to higher H2 EBITDA, as is continued growth in new subscriptions to the SMSF Hub product. Costs appear well controlled, within 10% of the prior two quarters, offering strong operating leverage. Despite significant work around Hong Kong and REST pilot trials, WRK announced a collaboration with Workday via KPMG for the onboarding of SME clients, albeit revenue is not expected for at least 6 months.

## Valuation of \$0.08/share or \$105m market cap fully diluted

The near-term multiples of WRK do not reflect the medium-term revenue and earnings potential from Link customer migration, Pay Day Super, or direct client acquisitions, in our view. As a result, we deem a DCF as the most appropriate valuation methodology for WRK. Our DCF is unchanged at \$0.08/share and is driven by Pay Day Super, Link client migration assumptions and a normalised cash rate of 3.7% (for float interest). WRK has performed well against our selected peer group over the past three months, with its share price flat against an average decline of 10% for the peer group.

Historical earnings and RaaS' estimates (in A\$ unless otherwise stated)										
Year end	Revenue	EBITDA adj.	NPATA adj.	EPS adj.	P/E (x)	EV/EBITDA (x)	EV/ARR* (x)			
06/22a	4.6	(2.0)	(2.2)	(0.002)	nm	nm	11.3			
06/23a	6.6	(1.3)	(1.5)	(0.001)	nm	nm	9.5			
06/24f	10.2	(0.0)	(0.2)	(0.000)	nm	nm	10.6			
06/25f	16.8	5.5	4.3	0.003	9.1	6.6	4.2			
Sourco: E	$V22$ and $EV2^{\prime}$	2 company	data Paasa	ctimatos EV2	Af and EV	25f·*Evolud	00			

Source: FY22 and FY23 company data, RaaS estimates FY24f and FY25f; \*Excludes interest income

IT Services & Software

#### 3 May 2024

Share Details	
ASX code	WRK
Share price (2-May)	\$0.030
Market capitalisation	\$37.8M
Shares on issue	1,271.6M
Cash at 31-Mar-24	\$2.0M
Free float	33%
Share Performance	
50.54 50.53 50.52 50.55 50 50 50.55 50 50 50 50 50 500	

#### Upside Case

- Key Link clients migrate to Wrkr PAY
- Acceleration of direct customer growth using both super clearing, payroll and onboarding
- Replicate the business model in Hong Kong

#### **Downside Case**

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- Change in fund administrator or a client taking solutions in-house results in contract loss
- Reduction or elimination of the super contribution clearing period
- Slower/lower-than-expected migration of customers to the PAY platform

#### **Board and Management**

Emma Dobson	Non-Executive Chair								
Trent Lund	Executive Director/CEO								
Paul Collins	Non-Executive Director								
Randolf Clinton	Non -Executive Director								
Karen Gilmour	Chief Financial Officer								
Company Interview									
Wrkr RaaS 2024 Outlook Interview 25 Jan 2024									
Vrkr Contact									
Trent Lund (CEO)	wrkr.com.au								
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## Q3 FY24 Cash Flow Highlights

Key observations from the Q3 FY24 cash flow release include:

- Cash receipts of \$2.8m were 76% ahead of the pcp and the highest quarter on record. A ~\$770k payment due Q2 and \$1.3m from the Link Hong Kong implementation and multiple SCH milestone payments from Link boosted this number;
- **Revenue** of \$2.6m was 46% ahead of the pcp and also the highest quarter on record;
- Cash at bank at March 2024 was \$2.0m, in-line with the \$2.1m balance in December 2023 as positive operating cash flow was offset by spend in new product development (\$500k);
- New product development spend slowed in Q3 to \$500k, down from \$900k in Q2 as Hong Kong moves to implementation;
- Cash burn excluding product development has averaged \$114k/quarter for the past 12 months, and \$712k/quarter including, implying three quarters of cash runway before any new paying customers are included; and
- While not disclosed, our assumptions for positive H2 FY24 EBITDA (\$0.4m) appear to be on track.

Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24					
1,591	1,860	1893	1,914	2,802					
38	26	43	10	76					
(2,224)	(2,320)	(2,259)	(2,000)	(2,337)					
922	0	0	0	0					
(10)	(467)	(508)	(916)	(508)					
279	(460)	(366)	(86)	465					
(653)	(927)	(874)	(1,002)	(43)					
5,022	4,846	4,108	3,160	2,083					
(176)	(738)	(948)	(1,077)	(123)					
4,846	4,108	3,160	2.083	1,960					
cements									
	Q3 FY23 1,591 38 (2,224) 922 (10) 279 (653) 5,022 (176) 4,846	Q3 FY23     Q4 FY23       1,591     1,860       38     26       (2,224)     (2,320)       922     0       (10)     (467)       279     (460)       (653)     (927)       5,022     4,846       (176)     (738)       4,846     4,108	Q3 FY23     Q4 FY23     Q1 FY24       1,591     1,860     1893       38     26     43       (2,224)     (2,320)     (2,259)       922     0     0       (10)     (467)     (508)       279     (460)     (366)       (653)     (927)     (874)       5,022     4,846     4,108       (176)     (738)     (948)       4,846     4,108     3,160	Q3 FY23     Q4 FY23     Q1 FY24     Q2 FY24       1,591     1,860     1893     1,914       38     26     43     10       (2,224)     (2,320)     (2,259)     (2,000)       922     0     0     0       (10)     (467)     (508)     (916)       279     (460)     (366)     (86)       (653)     (927)     (874)     (1,002)       5,022     4,846     4,108     3,160       (176)     (738)     (948)     (1,077)       4,846     4,108     3,160     2.083					

#### Exhibit 1: WRK quarterly cash flow (in A\$'000 unless otherwise stated)

## **Key Outlook Assumptions**

Key assumptions that underpin our earnings estimates are detailed below:

Link client migration to Wrkr PAY. We now expect REST (~1.4m active members) to begin client migration in Q1 FY25 and take two quarters to complete. We forecast HOSTPLUS to begin migration in Q2 FY25 (~0.9m active members) and another 0.3m in smaller funds by the end of H2 FY25, resulting in an additional 2.4m users on the PAY platform by the beginning of FY26. WRK management estimates the total Link opportunity at 7.0m users.

Link recently signed an MoU with Australian Super to extend their relationship 'until at least 2028'. We do not have Australian Super in our numbers, but migration of an estimated ~1.7m active members represents a further \$5.0m-\$6.0m revenue opportunity by our calculations.

- ART client migration. H1 FY24 revenues imply limited migration of the ~1.0m QSuper clients to the ART platform to date. We believe this migration is still likely post legacy contract expiry, with the QSuper merger with SunSuper to create ART occurring in February 2022. We continue to forecast full migration by the end of H2 FY25.
- Interest income from float monies. We estimate the average Bank Bill Swap rate (BBSW) in H2 FY24 will be 210bps above H2 FY23, resulting in higher interest income on a stable float balance.



Into FY25 we forecast a stable BBSW but a higher average float balance as Link clients migrate to Wrkr PAY, further boosting float interest income.

Hong Kong. We expect completed delivery of the Wrkr employer platform to HSBC (via Link) in Hong Kong by June 2024 and result in milestone payments for development, implementation and acceptance testing of approximately \$1.4m over H2 FY24, with ~\$0.4m banked in Q3.

Post implementation Wrkr will receive a service management fee and further milestone payments over the three-year contract term based on a minimum membership quota, with a total contract value of \$3.0m, according to the company. We have incorporated these revenues into our numbers between FY24 and FY27 and assumed a gross profit margin of 70%.

In Link's recent H1 FY24 result call we believe management indicated HSBC (the first Link client) was a 10-year contract with considerable consolidation opportunities and that the Link Group expected 'a material (revenue) contribution from the region over the next 3-5 years', which would clearly be a positive for WRK, in our view.

- No R&D tax credit assumed in FY24, but \$860k is assumed in FY25 on the back of the accelerated (capitalised) R&D spend in FY24. We have no tax credits forecast into FY26 as we forecast revenue to exceed \$20m; and
- We expect EBITDA positive results in H2 FY24 and FY25. In H2 FY24 significant forecast Hong Kong implementation fees together with similar trends from H1 FY24 (higher interest float, well managed cost base) should combine to produce a positive EBITDA (\$0.4m forecast), in our view.

In FY25 we expect the initial benefit from both Link client migration and ART client migration, and flow-on effects to interest income and other product offerings such as Wrkr READY to produce positive EBITDA (\$5.5m forecast).

## **Investment Case Revisited**

From a \$6.6m revenue base in FY23 we see a range of partnerships and events that combined could drive revenue to \$29m by FY27, supporting a fully diluted valuation of \$0.08/share:

- WRK has built and refined a range of solutions that help super funds and employers automate and comply with government regulations around the payment of superannuation contributions and payroll. These regulations are ever-changing and create somewhat of a moat for potential new competitors, in our view.
- The commercial agreement with Link Group (ASX:LNK) opens the way for the migration of key retirement and super clients of LNK to the Wrkr infrastructure (PAY), offering transaction fee, float interest and other revenue opportunities for WRK. Link counts three of the top-10 super funds in Australia as clients being Australian Super (3.2m members), REST (2.0m members) and HOSTPLUS (1.8m members). REST is currently conducting real-life trials, and we expect migration of the 1.4m active member base in Q1 FY25.
- Australia's second-largest super fund (ART) is the major customer on the Wrkr PLATFORM with ~1.0m members and is yet to materially add QSuper members following the merger with SunSuper in February 2022 to create ART. Such a migration could deliver at least 0.6m members or ~\$1.2m revenue per annum post legacy contract expiry at QSuper.
- Pay Day Super regulations slated for implementation in July 2026 require the payment of superannuation at the same time as salary/wages. Most employers currently pay quarterly, so a move to monthly or fortnightly super payments could increase the processing and messaging of super by between 2x-5x per year. RaaS numbers assume 2.0x and we estimate a revenue opportunity of \$6.0m in FY27, all else equal.



- Piggy-backing half the top-10 super funds in Australia offers WRK the opportunity to become an industry standard and with that comes the potential of an even stronger moat across a range of solutions.
- Some of WRK's product development is funded by its clients in the form of managed service programme and consulting fees, reducing the cash-flow burden on the group. WRK says it has also invested heavily in new product development over the past nine months, spending \$1.8m.
- We view a DCF as the most appropriate methodology to value WRK, with a summary of the key assumptions driving our \$0.08/share valuation detailed in Exhibit 2 below.

Parameters	Outcome				
Discount rate /WACC	11.8%				
Beta	1.3x				
Terminal growth rate assumption	2.2%				
Sum of PV (\$m)	39.7				
PV of terminal value (\$m)	61.6				
PV of enterprise (\$m)	100.8				
Debt @ Dec 23 (cash) (\$m)	(2.1)				
Net value - shareholder (\$m)	103.0				
No. of diluted shares on issue (m)	1,309				
NPV (\$/share)	\$0.08				

Source: RaaS estimates



## Exhibit 3: WRK Financial Summary

Wrkr Limited (ASX:WRK)						Share price (2 May 2024)					A\$	0.030
Profit and Loss (A\$m)						Interim (A\$m)	H122A	H222A	H123A	H223A	H124A	H224F
Y/E 30 Jun	FY22A	FY23A	FY24F	FY25F		Revenue	1.8	2.8	2.7	3.9	3.9	6.3
Revenue	4.6	6.6	10.2	16.8		EBITDA	(1.6)	(0.4)	(1.2)	(0.1)	(0.5)	0.4
Gross profit	4.0	5.8	8.0	14.7		EBIT	(2.9)	(1.8)	(2.6)	(1.5)	(1.9)	(0.9)
GP margin %	87.6%	88.7%	78.7%	87.9%		NPATA (normalised)	(1.6)	(0.6)	(1.3)	(0.2)	(0.6)	0.4
EBITDA	(2.0)	(1.3)	(0.0)	5.5	10.3	Adjustments	(0.1)	0.6	0.1	(0.1)	(0.9)	0.0
Depn	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	NPAT (reported)	(3.0)	(1.4)	(2.5)	(1.6)	(2.8)	(1.1)
RoU	0.0	0.0	0.0	0.0	0.0							
Amortisation	(2.7)	(2.8)	(2.6)	(3.0)	(3.0)	EPS (adjusted)	(0.001)	(0.000)	(0.001)	(0.000)	(0.000)	0.000
EBIT	(4.7)	(4.1)	(2.7)	2.5	7.2	Dividend (cps)	0.000	0.000	0.000	0.000	0.000	0.000
Interest expense	(0.0)	(0.1)	(0.1)	(0.1)	0.1	Imputation	0.0	0.0	0.0	0.0	0.0	0.0
Tax	(0.2)	0.0	0.0	(1.1)	(3.1)	Operating cash flow	na	na	na	na	na	na
Equity accounted assoc	0.0	0.0	0.0	0.0		Free Cash flow	na	na	na	na	na	na
NPATA normalised	(2.2)	(1.5)	(0.2)	4.3	7.2	Divisionals	H122A	H222A	H123A	H223A	H124A	H224F
Adjustments	0.5	0.0	(0.9)	0.0	0.0	Revenue	1.8	2.8	2.7	3.9	3.9	6.3
NPAT (reported)	(4.3)	(4.2)	(3.7)	1.3	4.2		0.8	1.0	1.6	2.3	2.7	3.3
Cash flow (A\$m)	(,	()	(•)			PLATFORM	1.0	1.7	1.0	1.5	1.2	3.0
Y/E 30 Jun	FY22A	FY23A	FY24F	FY25F	FY26F		-	0.1	0.0	0.1	0.0	0.0
Adj EBITDA (after rent)	(2.0)	(1.3)	(0.0)	5.5	10.3			0.1	0.0	0.1	0.0	0.0
Interest	(0.0)	(0.2)	(0.0)	(0.2)	0.1							
Tax	(0.0)	0.9	0.0	0.9		Gross profit	1.5	2.5	2.4	3.5	3.3	4.8
Working capital/other	0.0	0.9	(0.6)	(0.5)	, ,	Gross Profit Margin %	85.0%	89.2%	87.6%	89.4%	84.5%	75.1%
Operating capital/other	(1.6)	0.8	(0.6)	(0.5) 5.7	. ,	Employees	2.1	2.2	2.6	2.9	84.5% 2.8	3.2
							0.1				0.1	
Mtce capex	(0.0)	(0.1)	(0.1)	(0.1)	( )	Administration		0.0	0.1			0.1
Capitalised Software	(0.4)	(0.4)	(2.4)	(2.0)	, ,	Other	0.8	0.7	0.8	0.7	0.9	1.0
Free cashflow	(2.0)	(0.3)	(3.5)	3.6	7.1		) 3.1	2.9	3.6	3.6	3.8	4.3
Acquisitions/Disposals	0.0	0.0	0.0	0.0	0.0			<i>/</i> <b>-</b>			<i>(</i> <b>, , )</b>	
Other	0.0	0.0	0.0	0.0		EBITDA	(1.6)	(0.4)	(1.2)	(0.1)	(0.5)	0.4
Cash flow pre financing	(2.0)	(0.3)	(3.5)	3.6		EBITDA margin %	(88.2%)	(14.8%)	(44.8%)	(3.4%)	(12.5%)	7.0%
Equity	0.0	4.2	0.0	0.0		Margins, Leverage, Retu	rns	FY22A	FY23A	FY24F	FY25F	FY26F
Borrowings	0.6	0.1	0.0	0.0		EBITDA margin %		-43.0%			33.0%	48.7%
Net Dividends paid	0.0	0.0	0.0	0.0		EBIT margin %		-102.8%			15.0%	34.4%
Change in cash	(1.5)	4.0	(3.5)	3.6	7.1	NPAT margin (pre significa	ntitems)	-46.8%	-22.2%	-1.6%	25.8%	34.4%
Balance sheet (A\$m)						Net Debt (Cash)		- 0.81	- 3.37	0.42	- 2.52 -	9.23
Y/E 30 Jun	FY22A	FY23A	FY24F	FY25F	FY26F	Net debt/EBITDA (x)	(x)	0.4	2.5	-9.6	-0.5	-0.9
Cash	1.3	4.1	0.6	4.2		ND/ND+Equity (%)	(%)	(5.0%)	(22.5%)	(51.6%)	(19.4%)	(55.1%)
Accounts receivable	0.3	0.6	0.8	1.4	1.8	EBITDA interest cover (x)	(x)	-703.3	-13.8	-0.5	69.3	-171.2
Other receivables	1.8	0.9	0.6	0.6	0.6	ROA		nm	(22.4%)	(16.0%)	14.9%	35.0%
Other current assets	0.0	0.0	0.0	0.0	0.0	ROE		nm	(33.5%)	(41.8%)	9.9%	24.0%
Total current assets	3.4	5.6	2.1	6.2	13.7							
PPE	0.0	0.1	0.1	0.2	0.3	NTA (per share)		0.00	0.00	0.00	0.00	0.01
Intangibles	15.0	12.6	12.4	11.4		Working capital		2.0	1.4	1.3	1.9	2.3
Other	0.0	0.0	1.2	0.2		WC/Sales (%)		43.7%			11.2%	10.8%
Total non current assets	15.0	12.7	13.7	11.8		Revenue growth		126.5%			64.3%	25.7%
Total Assets	18.4	18.3	15.7	18.0		EBIT growth pa		n/a				188.0%
Trade payables	0.1	0.1	0.1	0.2		Pricing		FY22A			FY25F	FY26F
Other Payables	0.1	0.8	0.1	0.8		No of shares (y/e)	(m)	1,223	1,272	1,272	1,385	1,385
Contract Liabilities	0.3	0.0	0.0	1.6		Weighted Av Dil Shares	(m)	1,223	1,272	1,272	1,309	1,385
	0.4	0.2	0.3	0.2	0.2	v	(111)	1,220	1,200	1,271	1,000	1,000
Borrowings Employee benefits	0.6	0.2	0.2	1.0		EPS Reported	A\$ cps	(0.0036)	(0.0033)	(0.0029)	0.0010	0.0031
	0.6	0.8	0.9	0.0		EPS Reported EPS Normalised/Diluted		, ,	( /	· · · /	0.0010	
Other							A\$ cps	(0.0018)	(0.0012)	· · · /		0.0052
Total current liabilities	2.6	2.6	2.9	3.7		EPS growth (norm/dil)		na	-34%		-2658%	58%
Employee benefits	0.0	0.1	0.1	0.1		DPS	cps	0.000	0.000		0.000	0.000
Convertible Note	0.0	2.6	3.4	0.0		DPS Growth		na	na		na	na
Other	0.1	0.5	0.5	0.8		Dividend yield		0.0%			0.0%	0.0%
Total long term liabilities	0.1	3.2	4.0	0.9		Dividend imputation		0			0	0
Total Liabilities	2.7	5.8	6.9	4.6		PE (x)		- 17.1		- 232.1	9.1	5.7
Net Assets	15.7	12.5	8.8	13.4	17.7	PE market		15.0			15.0	15.0
						Premium/(discount)		(213.7%)	(272.4%)	(1647.0%)	(39.5%)	(61.8%)
Share capital	44.0	44.9	44.9	48.2	48.2	EV/EBITDA (x)		(18.6)	(28.2)	(862.5)	6.6	0.0
Reserves	0.2	0.2	0.2	0.2	0.2	FCF/Share	A cps	(0.002)	(0.000)	. ,	0.003	0.005
		(20.7)	(36.3)	(35.0)		Price/FCF share	· · ·	(18.2)	(112.1)	, ,	11.0	
Accumulated losses	(28.6)	(32.7)	(30.3)					(10.27	(112.1)	(10.0)	11.0	5.9



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