### **ASX & NZX Announcement**

## Plexure Group (PX1).

15 September 2022



#### Plexure Group Presentation to Bell Potter Investor conference

**Auckland, New Zealand** – Plexure Group Limited (NZX/ASX:PX1), soon to be "TASK Group Holdings" (TASK), today released a presentation to be made at the 2022 Bell Potter NZ Company Investor conference.

The presentation is attached to this ASX and NZX announcement.

The presentation notes that cash in bank at end of August 2022 was NZD\$25.3m, up from \$13.9m at end of March 2022, with negligible financial debt - reflecting the strong financial position of the Group.

#### Approved for release by the Board of Plexure Group Limited.

For more information, visit <u>www.plexure.com</u> and <u>www.TASKsoftware.com</u> or contact:

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**Bell Potter NZ Company Investor conference** 

## Plexure Group.

To be renamed TASK Group Holdings

15 September 2022







Who we are

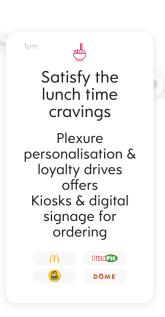
Vision.

# Personalise and power consumer transactions **around the world**

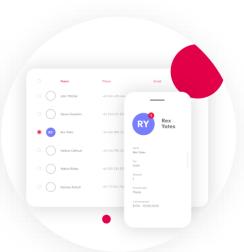
#### Who we are

### **Daily Interactions With Our Product.**











### **Extensive Blue Chip Client Base.**

















































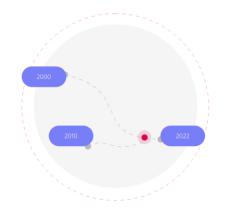






#### Who we are

### **Group Overview.**



### History

- TASK established in 2000
- Plexure established (as Vmob) in 2010
- Group created in Oct 2021



### **People**

- 180 staff
- Headquartered in Auckland (NZ)
- Offices in Sydney (AU), Tokyo (JP), San Diego (USA), Wroclaw (POL)



### **Hospitality industries**

- QSR
- Stadiums & Events
- Gaming & Casinos
- Food Service



### Offering

- End-to-end digital enterprise engagement and transaction platform (POS, data, loyalty)
- Hardware and Professional services

#### What we do

### The Power of Plexure and TASK.

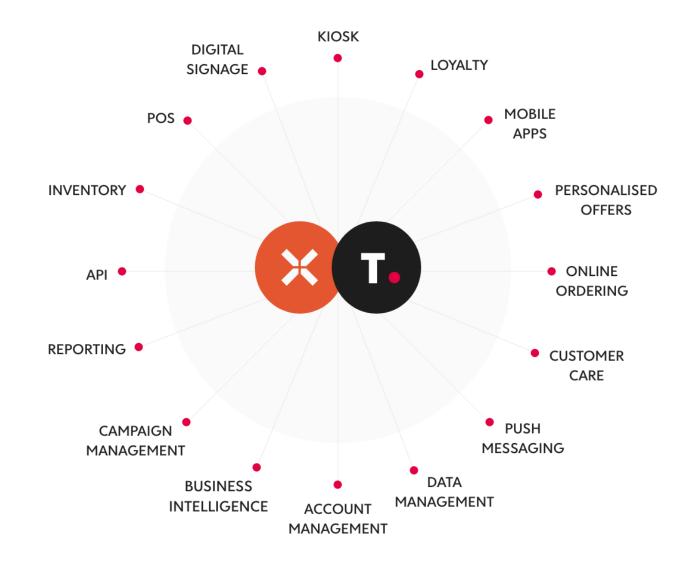
Together, **Plexure** and **TASK** own every consumer touchpoint – with the functionality to transact, facilitated by personalisation and data-driven insights, enabling our customers to **maximise the relationship with their consumers.** 



#### What we do

# Comprehensive Suite of Services.

Creating an end-to-end cloud
engagement and transaction platform
for the Hospitality sector to drive
efficiencies, improve customer
experience and create loyalty.



### Allianz Stadium.

### Allianz (II) Stadium

TASK was selected to support the redevelopment of the old Sydney Football Stadium precinct into a modern, world-class venue along with a new catering contract.

The stadium reopened in August 2022 with 400 connected TASK POS and Kitchen management devices, self-service kiosk, order confirmation boards and online ordering. Powering over 100,000 transactions over 2 nights



**Business Type** 

Stadiums – Management & Hospitality services

**Products Used** 

POS, Digital Display, Kiosk, Kitchen Management, Online Ordering, Order Confirmation Boards Location

Sydney, Australia

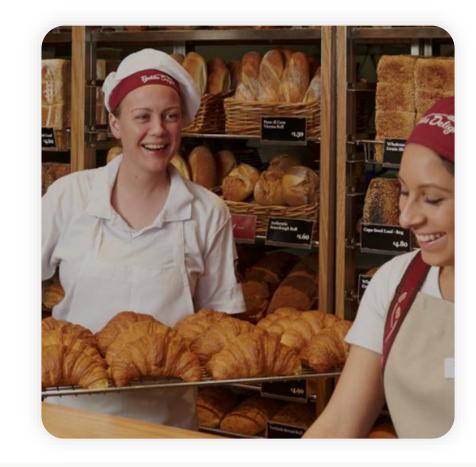
### **Bakers Delight.**

### Bakers Delight

Bakers Delight is Australia's most successful bakery franchise. 700 bakeries, across four countries, serving 2 million customers each week.

Bakers Delight have been with TASK since 2015.

"TASK superseded all others in the market and the TASK company was also selected as the best cultural fit for our organisation".



**Business Type** 

QSR (Bakery)

**Products Used** 

POS, data warehouse, enterprise management, Kiosk, Online ordering, Loyalty & API

Location

Australia, New Zealand, Canada & USA

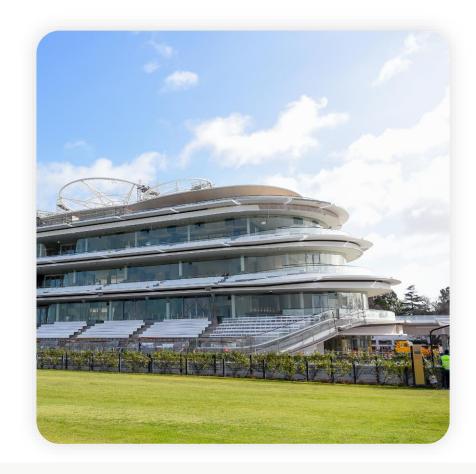
### **VRC - Flemington Racecourse.**

### **FLEMINGTON**

The home of the Melbourne Cup and the Spring Racing Carnival, the Victorian Racing Club selected TASK to support their signature venue, Flemington Racecourse.

85% of VRC's revenue is congested into four carnival event days annually, highlighting the importance of the TASK system scalability, redundancy and service uptime.

Ramping up to 300+ devices, the system averages 325k transactions over the Melbourne Cup week with zero outages reported since deployment in 2019



Business Type

Stadiums & Events

**Products Used** 

POS, Kiosk, Loyalty, Digital Media, data warehouse, inventory & enterprise management.

Location

Melbourne, Australia

### Compass Group.



TASK was selected to replace the incumbent Oracle/Micros solution initially in Australia and New Zealand, implementing the enterprise solution across over 1000 widely dispersed devices from coast to coast, including Antarctica and remote mining sites.

Compass is taking advantage of all TASK modules including POS, Kitchen Display, unattended 24/7 self service kiosk, loyalty, and the TASK online ordering solution. There is a wide range of use cases and operational service requirements across all hospitality sectors.



**Business Type** 

Food Service / Hospitality

**Products Used** 

Kiosk, POS, Loyalty, Digital Media & Online Ordering.

Location

Australia and NZ

#### 2022: Year in Review

### A Transformational Year.



### **Acquisition of TASK**

- AUD\$120m
- 1 October 2021
- Over-subscribed institutional and retail offer

### **888** Fresh Leadership

 New CEO, CFO, CTO, CSO & Directors in second half of the year



#### Plexure division

- +28% increase in customer activity on platform y-o-y
- -40% reduction in salaries and wages post restructure



### TASK division growth

- Positive EBITDA contribution
- +30% AMRR SaaS revenue growth<sup>2</sup>
- +178% increase in Polish software development team



### Financial results!



### **Corporate Reorganisation**

- Primary listing move to ASX
- Change of Name to TASK Group Holdings



### New terms with McDonald's

- New 5-year contract
- Shift to profitability



### **Financial transformation**

- FY23 Revenue guidance up +72%
- Business now profitable

### **Our trajectory**

### Step-Change in Financial Performance.

### Revenue growth:

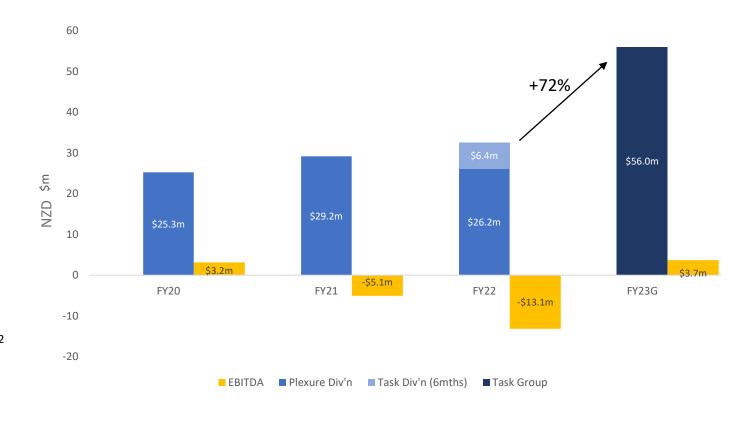
Step-change in revenue (from NZD\$32.6m to \$56.0m) through a combination of the transformational TASK merger and renegotiation of contract with major customer

### **Profitability growth:**

Forecast \$3.7m adjusted EBITDA<sup>1</sup> understates the run rate profitability of TASK Group due to the transformations taking place during the FY23 year

#### Cash in bank:

\$25.3m (31 August 2022), up from \$13.9m (31 March 2022) - with negligible financial debt - highlighting strong financial position of the Group<sup>2</sup>



<sup>1.</sup> Adjusted EBITDA for FY22 and FY23G which removes non-cash impact of Employee Share Option Schemes post merger.

<sup>2.</sup> Cash and cash equivalents

#### **Our Growth Strategy**

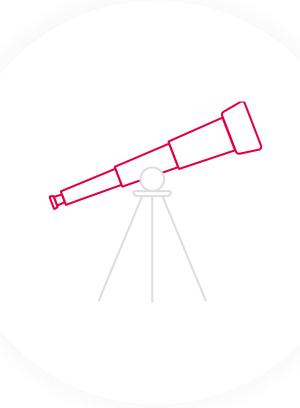
### Where To Next.

### **Our Vision**

To be the **all-encompassing** global **platform of choice** from marketing through to operations for the **hospitality sector** 

### **Our Focus**

- Extend customer breadth and depth using our connected platform
- 2. Reimagine and deliver (at scale) the **digital evolution of the Hospitality industry** (QSR, Stadiums, Gaming, Food Service)
- 3. Expand the power of the **platform ecosystem**
- To continuously improve business performance (better each day)





Thank you.

