

27 October 2017

Australian Securities Exchange (**ASX**)  
Level 40, Central Park  
152-158 St George's Terrace  
Perth WA 6000



## INTIGER MARKET UPDATE

### HIGHLIGHTS

- Successful launch and implementation of our BOOM (Back Office Online Management) platform, which enable clients to easily order our services.
- Significant progress on development of next generation, Artificial Intelligence BOOM2 platform with launch set for Q4 2017.
- Recruitment of additional business development staff in Sydney and processing staff in the Philippines.

### Background

Intiger Group Limited (**Intiger** or the **Company**) (**ASX: IAM**), is pleased to provide an update on our recent business activity for the quarter ending 30 September 2017 (**Q3**) and the Company's ongoing progress towards the Company's goals.

Q3 saw significant progress in creating and implementing the building blocks of a sustainable and profitable business.

### Financial Planning Software Development – BOOM, KLIP & LILLY

Core to the Company's strategy is recognition that the industry's future lays in the creation & delivery of next generation Artificial Intelligence (**AI**) automated, scalable Financial Planning software. Offshore processing meets an immediate market need through lower unit costs, but longer term AI must deliver the bulk of our services.

Intiger continues to invest heavily in the creation & delivery of AI & automated Financial Planning software to aggressively reduce the cost, turn-around time & manual processing associated with Financial Planning. The Company's Artificial Intelligence Team has expanded recently, leveraging best of breed global expertise in Europe, the USA, South East Asia & Australia.

The Company's first generation solutions, LILLY & KLIP were important steps in automating and reporting on the work required to both produce Statements of Advice and manage financial planning practices. The launch of the BOOM platform subsequently provided an online ordering service for customers that also increased Intiger's internal efficiencies.

The Company is pleased to announce that during Q4 of 2017 it will release BOOM2 – the next generation of our platform. BOOM2 will incorporate and amalgamate LILLY and Klip into it, and dramatically increase the range of tasks and Statements of Advice that are delivered through AI.

BOOM2 will deliver:

- Elimination of the need for & cost associated with traditional Client Relationship Management platforms
- Fully digitised/online complete client lifecycle; from first client meeting, creation of SoA & ongoing client management
- High volume, low cost, fully compliant Statement of Advice processing

With Australian Financial Services Licensees struggling to meet the demands of aggressively increasing compliance & back office cost to serve, Intiger recognises BOOM2 (& subsequent extrapolations) as the future of its business. BOOM2 will continue Intiger's delivery of its vision to help Financial Planners spend more time with their clients.

## **BOOM2 Full Life Cycle Digitised Financial Planning**



To manage groups, use the Group Administration page.

User Administration									
First Name ▲▼	Last Name ▲▼	Practice ▲▼	Post Pay	Requires Approval	Practice Group	Licensee Group	Practice Admin	Licensee Admin	
Sam	Jones	BF Group	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Practice1 ▼	Licensee1 ▼	<input type="checkbox"/>	<input type="checkbox"/>	<a href="#">Update</a>
John	William	BF Group	<input type="checkbox"/>	<input type="checkbox"/>	Practice1 ▼	Licensee1 ▼	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<a href="#">Update</a>
Jenny	Jenkins	Financial Wizards	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Practice2 ▼	Licensee1 ▼	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<a href="#">Update</a>
Troy	Smith	Financial Wizards	<input type="checkbox"/>	<input type="checkbox"/>	Practice2 ▼	Licensee2 ▼	<input type="checkbox"/>	<input type="checkbox"/>	<a href="#">Update</a>
Christine	Adams	Financial Wizards	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Practice2 ▼	Licensee1 ▼	<input type="checkbox"/>	<input type="checkbox"/>	<a href="#">Update</a>

## **Cross-industry automated Statement of Advice production**

### SoA Generation

Accessing Fact Find  
 Research Cross Check  
 Validating Authority  
 Engaging KPMG\_9 Algorithm...  
 Production Authorised  
 Pending...



# Intiger Group Limited

ASX: IAM

## Live compliance reporting, applicable to leading Licensees & Practices



Practice	Lodgement Date	Status	Due	Countdown	Request Type	Client Names	Comments	Action
BF Group	Wed 11th Oct	Completed		00:00:00	Risk & Super SoA	Andrew Smith	Add Comment	View
BF Group	-	Draft	-	-	Super & Investment SoA	George & Linda Samson		Edit
BF Group	Thu 12th Oct	Completed		00:00:00	Risk & Super SoA	Rick Parnell	Add Comment	View
Financial Wizards	-	Draft	-	-	Risk & Super SoA	Susan Williams		Edit
Financial Wizards	Mon 16th Oct	In Progress	19th Oct	01:15:34	Superannuation Only SoA	John & Rachel Rogan	Add Comment	View
Financial Wizards	Mon 16th Oct	In Progress	19th Oct	04:22:15	Super & Investment SoA Package	Henry Porta	Add Comment	View

## Applicable to all core products including insurance, investments & wrap platforms



### Insurance Quote Form

<p><b>Client name:</b> Peter Smith</p> <p><b>Occupation:</b> Manager</p> <p><b>Employment status:</b> Fulltime</p> <p><b>Salary:</b> \$ 200000 .00</p> <p><b>DOB:</b> 19/10/2017</p> <p><b>State/territory:</b> Tasmania</p> <p><b>Smoker status:</b> Yes</p>	<p><b>Partner name:</b> Firstname Surname</p> <p><b>Occupation:</b></p> <p><b>Employment status:</b></p> <p><b>Salary:</b> \$ Amount .00</p> <p><b>DOB:</b> DD/MM/YYYY</p> <p><b>State/territory:</b></p> <p><b>Smoker status:</b></p>
<p>+ Add Quote</p>	
<p>Remove Quote</p>	
<p>Remove Quote</p>	
<p>Remove Quote</p>	
<p>Provider and applicable discount: AIA - No discount   AIA - Vitality   AMP Elevate - No discount</p>	
<p>Life insured: For client   For client</p>	
<p>Life/Death</p>	
<p>Level of cover: \$ 50000   \$ 50000   \$ 50000</p>	
<p>Premium type: Stepped   Level   Stepped</p>	
<p>Ownership: Outside super   Within super   Outside super</p>	
<p>Commissions: Hybrid   Level   Uplift</p>	
<p>TPD</p>	
<p>Level of cover: \$ 50000   \$ 50000   \$ 50000</p>	
<p>Stand alone or linked to life? Stand alone   Linked to life   Stand alone</p>	
<p>Premium type: Level   Stepped   Level</p>	
<p>Occupation: Any   Any   Any</p>	
<p>Buy back: Zero year, immediate   Lowest premium   Fastest</p>	
<p>Double TPD: Yes   Yes   Yes</p>	
<p>Ownership: Within super   Within super   Outside super</p>	
<p>Commissions: Uplift   Level   Hybrid</p>	
<p>Superlink: Yes   No   Yes</p>	
<p>Income Protection</p>	
<p>Level of cover: \$ 200000   \$ 200000   \$ 200000</p>	
<p>Type of cover: Agreed   Indemnity   Agreed (endorsed)</p>	
<p>Premium type: Stepped   Level   Stepped</p>	
<p>Waiting period: N/A   180 days   30 days</p>	
<p>Benefit period: 3 year   Lifetime   To age 65</p>	
<p>Increasing claim benefit: Yes   No   No</p>	
<p>Accident benefit option: Yes   Yes   No</p>	
<p>Payment frequency (outside super): Monthly   Annually   Monthly</p>	
<p>Ownership: Outside super   Outside super   Outside super</p>	
<p>Commissions: Uplift   Level   Hybrid</p>	
<p>Superlink: Yes   Yes   Yes</p>	
<p>Trauma</p>	
<p>Level of cover: \$ Amount   \$ Amount   \$ Amount</p>	
<p>Stand alone or linked to life?</p>	
<p>Premium type:</p>	
<p>Reinstatement:</p>	

The Company is rolling out further pilot programs in November 2017 which if successful, would set the basis for the Company to negotiate longer term service level agreements. Running for between 3 & 6 weeks, the pilots will enable the customers to assess the integrity and value of Intiger's services & BOOM2 in both its wholly owned financial advice business and through its licensee network in a range of different sized financial planning practices. The pilot programs are being delivered on a non-binding service level arrangement and as there is no guaranteed level of service being acquired, future revenue is dependent upon a number of factors and cannot therefore be estimated.

## Financial and Activity Measures

- Cash receipts from customers of \$130,296 during the quarter ended 30 September 2017.
- Sales revenue of \$181,739 recorded during the quarter ended 30 September 2017.
- 23% increase in the number of Statements of Advice ordered (Q3 over Q2 2017).
- Over 3,317 Back Office tasks delivered to clients during Q3, a new quarterly activity record for the Company.
- Continued growth both in client engagement and span of tasks completed.

The reduction in revenues collected during the September 2017 quarter reflect the disruptive impact Intiger's services have on financial planning practices. The widespread adoption of the Company's services can bring significant operational efficiencies and profit margin improvement. Changing their operations to secure these gains though, may involve significant organisational and processing restructure, which can take time.

Intiger works closely with our customers to assist them in this process, and in Q3 we developed additional resources to achieve this. This change has sometimes meant that customers who are fully satisfied with our services, have not yet engaged with us to their full revenue potential.

At the same time, the Company has been active in recruiting, training and developing Offshore team members to an appropriate standard. It's essential that customers are highly satisfied with our service and quality, which is further enhanced by the calibration of our onboarding operations during the quarter to ensure that these standards are maintained.

Both these factors are actively reviewed by Company board and management to ensure that revenue growth is achieved during the period.

## Operations and Service

- Cost reductions being realised through migrating work from our India office to the Philippines.
- An additional business development manager has been appointed to our Sydney office to assist with customer recruitment and onboarding processes.
- Additional referral partner contracts signed to increase lead and referral generation activities in the ordinary course of business.
- Intiger Property Administration Services, a new division, is successfully launched to provide the Company with an additional cash generating potential.



# Intiger Group Limited

ASX: IAM

The Company remains mindful of securing cost reductions and efficiency gains wherever possible. With an increased presence and capacity in the Philippines, the Company has been moving workload away from India which provides an overall cost saving.

Additionally, Intiger has built on its early experience in Property Administration Management and secured additional servicing work in this area. This service is a further complement to our mainstream financial planning service offering and the Accounting and Taxation services division.

## Acquisitions

As advised in our ASX release of August 7 2017, the Company continues to look to expand its scale through appropriate, value-accretive acquisitions. Confidential discussions continue to be non-binding and non-conclusive at this stage.

## Conclusion

Commenting on the Company's activities, Intiger chair Patrick Canion said, "I am very pleased with the progress the team has made in developing, strengthening and diversifying the range of services and customers we have.

"BOOM2 and the advances we are making with AI and its role in producing compliant Statements of Advice promise to dramatically increase our capacity and margins. Its potential to increase shareholder and customer value should not be underestimated.

"Whilst we would have preferred quarterly revenue to be higher, it underlines the disruptive change our services can cause in the businesses of our customers. The strategic gains and measured progress we have made bode well for the long-term success of the company."

- ENDS -

For further information, please contact:

### Investors

#### **Patrick Canion**

Chairman

E:[reception@cicerocorporate.com.au](mailto:reception@cicerocorporate.com.au)

T: +61 8 6489 1600

F: +61 8 6489 1601

### Industry

#### **Mark Fisher**

Executive Director & Founder

E:[reception@cicerocorporate.com.au](mailto:reception@cicerocorporate.com.au)

T: +61 8 6489 1600

F: +61 8 6489 1601

### About Intiger Group Limited

The business of **Intiger Group Limited (ASX: IAM)**, was founded by experienced investment banking and financial services executive Mark Fisher and operates an Australian software development house dedicated to supporting professional Financial Planners to meet the needs of their clients. Intiger does this by reducing the back office and operational costs within the Australian financial planning industry. Working with Australian Financial Services Licensees and their advisers, the Intiger Group has developed and launched proprietary software platform LiLLY, which has been designed to digitise and automate core components of the financial planning process including the production of automated statements of advice. In conjunction with LiLLY, the Intiger Group has presented the online practice management system KLIP which tracks key performance indicators of a financial planning practice and delivers oversight and control to both licensors and financial planning practices nationally.

### FORWARD LOOKING STATEMENTS

Certain statements contained in this ASX release, including information as to the future financial or operating performance of the Company and its projects, are forward looking statements. Such forward looking statements:



# Intiger Group Limited

ASX: IAM

(a) are necessarily based upon a number of estimates and assumptions that, while considered reasonable by the Company, are inherently subject to significant technical, business, economic, competitive, political and social uncertainties and contingencies;

(b) involve known and unknown risks and uncertainties that could cause actual events or results to differ materially from estimated or anticipated events or results reflected in such forward looking statements; and

(c) may include, among other things, statements regarding estimates and assumptions in respect of prices, costs, results and capital expenditure, and are or may be based on assumptions and estimates related to future technical, economic, market, political, social and other conditions.

The Company disclaims any intent or obligation to publicly update any forward looking statements, whether as a result of new information, future events or results or otherwise.

The words "believe", "expect", "anticipate", "indicate", "contemplate", "target", "plan", "intends", "continue", "budget", "estimate", "may", "will", "schedule", "planned" and similar expressions identify forward looking statements.

All forward looking statements contained in this ASX release are qualified by the foregoing cautionary statements. Recipients are cautioned that forward looking statements are not guarantees of future performance and accordingly recipients are cautioned not to put undue reliance on forward looking statements due to the inherent uncertainty therein.