

7th February 2018

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

INTIGER MARKET UPDATE

Intiger Group Limited (**Intiger** or the **Company**) (**ASX:IAM**) is pleased to provide an update on its recent business activity for the quarter ending 31 December 2017 (**Q4**) and the Company's ongoing progress towards its goals.

Q4 saw ongoing progress in creating and implementing the building blocks of a sustainable and profitable business.

HIGHLIGHTS

- Intiger Asset Management Pty Ltd (**Intiger**), entered into a Letter of Intent ('**LoI**') with *Commonwealth Financial Planning*, and Deeds of Agreement ('**DoA**') with *Financial Wisdom* and *Count Financial*.
 - Each are subsidiaries of the Commonwealth Bank of Australia.
 1. **Commonwealth Financial Planning:** provides financial planning services throughout Commonwealth Bank's branch network of over 1,000 Branches.
 2. **Count Financial:** operates Australia's largest network of accountant-based professional advisers, with almost 300 accounting firms nationwide.
 3. **Financial Wisdom:** operates and facilitates a network of financial advisers who own their businesses.
- Successful beta launch and client testing of BOOM2 (Back Office Online Management) platform as an extension of the original BOOM platform.
- The incorporation of Artificial Intelligence into BOOM2 delivering IAM first-mover advantage in the Financial Planning industry.
- Pilot Programs continue to gain traction.
- 96% the Company's IAMOA options are exercised.
- Expansion of both Philippine Operating Platforms in Cebu and Manila.

Commonwealth Bank of Australia (CBA) engagement

The Company has worked closely with the CBA to agree and prepare for the pilot programs which were announced on February 2, 2018, which will commence in Q1 2018 and may be completed at any time within a 12-month period.

There is an agreed price schedule for services to be provided by the Company in the pilots. The price schedule affords the Company a commercially viable profit margin on all work completed.

Significant time, effort and investment has been made by all parties in preparation for these pilots. This increased investment is reflected in the increase in expenses incurred in Q4. The lower than anticipated growth in Q4 revenues is in part, as result of the Company's focus on preparing for the pilot.

Launch and Client Testing of BOOM2

As advised in the Company's Q3 Activity Update, the Company recognises that the industry's future lays in the creation and delivery of next generation Artificial Intelligence (AI) automated, scalable Financial Planning software.

Whilst manual Offshore Processing ensures IAM meets an immediate market need, it also effectively bridges the gap between the processing that Practices require now and what technology is currently capable of achieving.

The Company continues to leverage its position as a leading provider of Offshore Processing and the cash-flow this generates, to invest heavily in the creation and delivery of AI-driven automated, scalable Financial Planning software.

As the capability and uptake of the Company's AI software increases, the Company and the industry will rely less on manual processing (within Australia and offshore).

Artificial Intelligence (AI) automated, scalable Financial Planning software delivers significantly greater scale, efficiency and profitability for the Company and arguably represents the future of both the Company and the industry.

BOOM2, as an amalgamation and extrapolation of the Company's previous software (LiLLY, KLiP and BOOM) represents a significant milestone for the Company and the industry in its use of Artificial Intelligence (AI).

The Company is pleased to confirm that core functionality of BOOM2 is complete with testing currently being undertaken by Licensees and Practices nationally.

Additional Pilot Programs

As advised in the Q3 Activity Update dated 27 October 2017, the Company continued to engage in Pilot Programs (in addition to those referred to above and announced on February 2, 2018) which commenced in December 2017. If successful, these could set the basis for the Company to negotiate longer term service agreements.

The pilots will enable the customers to assess the integrity and value of Intiger's services and BOOM2 in both its wholly-owned financial advice business and through its licensee network in a range of different sized financial planning practices.

As previously advised, any potential revenue beyond any pilot engagement is dependent upon a number of factors and cannot therefore be estimated.

Intiger Client Base

The following table provides details on the number of clients which engage Intiger on a commercial basis.

This table serves to advise both the number and the size (based on the numbers of active financial planners within each client practice) of current clients and includes pilots.

Client Category	Financial Advisor Register ¹	Number of Clients in the relevant Tier
Tier 1	250 + Advisors	3
Tier 2	50 - 249 Advisors	1
Tier 3	20 - 49 Advisors	2
Tier 4	5 - 19 Advisors	9
Tier 5	2 - 4 Advisors	4
Tier 6	1 Advisor	1

¹The data included in this table is drawn from the Australian Securities and Investments Commission (ASIC) [financial adviser register](#). It is current as of April 5, 2017. The table was collated and the licensees grouped by Adviser numbers, please refer to <https://www.professionalplanner.com.au/licensees/2017/05/09/the-australian-financial-planning-market-full-licensee-listing-55649/> *Agreement with this client has yet to be concluded.

Successful Exercise of IAMOA Options

The Company is pleased to reconfirm that **291,277,453** of the total 303,182,093 IAMOA options were successfully exercised and converted to fully paid ordinary shares representing a **96% uptake**.

On exercise each listed option entitled the shareholder to receive one Ordinary Share in the Company.

The Company recognises the very high conversion rate as further evidence of the excellent shareholder support it enjoys as it continues to implement the building blocks of a sustainable and profitable business.

Financial and Activity Measures

- Cash receipts from customers of \$187,299 during the quarter ended 31st Dec 2017.
- 276 Statements of Advice ordered during the quarter ended 31st Dec 2017.
- 2,783 Back Office processes ordered during the quarter ended 31st Dec 2017
- Ongoing expansion of both client engagement and span of tasks completed.

Operations and Service Expansion

- On target closure of the Company's India operation as processing is transferred to the Cebu and Manila Operating Centres.
- FTE expansion in both Cebu and Manila in response to ongoing client demand and pending potential expansion.
- Successful ongoing engagement with Australian based Real Estate Licensee in the delivery of their Rent Roll Property Management processing.
- Ongoing expansion of the Accounting and Booking service delivered from the Manila Operations Center

Acquisitions



Intiger Group Limited

ASX: IAM

As advised in our ASX release of August 7 2017, the Company is actively looking to expand its scale through appropriate, value-accretive acquisitions. To date, 9 companies have been reviewed and 1 is in advanced stages of discussions.

Conclusion

Commenting on the Company's activities, Intiger chair Patrick Canion said,

'Intiger recognises that the future of Australian Financial Planning lays in the creation and delivery of Artificial Intelligence (AI) automated, scalable Financial Planning software. We continue to leverage the learnings generated as the profession's primary provider of Offshore Processing- to define and deliver next generation Artificial Intelligence platform that ensures more Australians benefit from exceptional financial advice.'

- ENDS -

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* a statement of opinion only

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.