

4 May 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 March 2018 (**Q1**) and the Company's ongoing progress towards its goals.

Q1 saw ongoing progress in creating and implementing the building blocks of a sustainable and profitable business.

HIGHLIGHTS

1. **Commencement of Statements of Advice (SOA) production in CBA pilot program during March 2018**
2. **CBA physical on-site inspection in Manila**
3. **CBA and IAM Structured Training Program agreed**
4. **Expansion of BOOM2 A.I. functionality into superannuation risk scenarios and Allocated Pensions**
5. **Successful expansion of Manila and Cebu Operating Platforms, doubling of IAM's RG146 Certified personnel numbers**
6. **Successful national high net worth and institutional investor Roadshows in NSW, Vic, and WA.**

Commencement of SOA production expansion of Commonwealth Bank programs

Further to our announcement of 2 February 2018, the Company can confirm that production of SOAs for the Commonwealth Bank (Commonwealth Financial Planning Limited, Financial Wisdom Limited, and Count Limited) Pilot programs commenced in early March.

This represents a significant achievement for CBA and IAM after over 18 months of discussions and due diligence required to commence the program.

IAM and CBA Program Management Teams are working closely to expand production volumes in line with our capacity and quality controls. Both firms recognise the scale and importance of the opportunity and are expanding production in a structured and disciplined manner.

Intiger is focussed on delivering a high quality, reliable, and long-term solution to CBA that delivers exceptional stability and compliant advice for the bank.

CBA on-site formal inspection and audit of IAM Manila operations

The Company can confirm that it hosted a team of CBA Senior Management and 3rd Party Site Inspectors to its Manila Operating Centre during early April.

The purpose of the on-site Inspection was for CBA and their 3rd Party Auditors to inspect all/every facet of IAM's:

- Production and training process
- Data protection training and protocols
- Documentation and processing
- Physical on-site security protocols
- CCTV structures and data retention rates
- Data Protection Protocols
- Password Encryption Processes
- Anti-Hack and Anti Pass Back protocols
- Human resource assessment, background checks
- Production capacity, scalability and overall site suitability
- Contingency planning and back up/recovery site production

CBA and IAM successfully commits to a structured training program

The Company can confirm that CBA and Intiger have agreed a mutually beneficial training and upskilling program to commence imminently.

The program will allow experienced CBA Advice Production Specialists to travel to and embed themselves in the IAM Manila Operations for a two week period to work with the IAM production team to upskill them to the 'CBA way' of advice production.

Continued Expansion of BOOM2 AI Functionality

The Company continues to develop the functionality of BOOM2 by expanding the range of advice scenarios it is capable of processing. These now include risk insurance within superannuation and allocated pensions advice scenarios.

Our vision with BOOM2 is to provide online tools that enhance the adviser/client relationship whilst reducing the costs and improving the quality of advice. Importantly, BOOM2 at a licensee level allows control over certain advice parameters that minimise the likelihood that non-compliant advice can be provided.

BOOM2 will continue to be a focus of the Company's development activities.

Intiger appoints Global Head of Productivity and Optimisation:

As announced on the 28 March the Company is pleased to reconfirm the appointment of experienced financial planning professional Mr George Jaja to the role of **Global Head of Productivity and Optimisation**.

Mr Jaja has circa 15 years wealth management experience and has held pivotal management and advisory roles across the industries most respected tier 1 institutions including:

- Commonwealth Bank of Australia: Count Limited, Financial Wisdom Limited, Commonwealth Financial Planning
- National Australia Bank's MLC
- AMP Financial Planning
- Genesys Wealth Advisers
- Colonial First State

National Roadshow

The Company is pleased to confirm that it completed two rounds of national roadshows to relevant high net worth and institutional investors during the quarter across NSW, Vic and WA.

The roadshows generated very significant interest in the IAM story and service offering with specific attention drawn to the timely release of the service in conjunction with the Royal Commission into Banking and Financial Planning.

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	0
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 5 April 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/>

Financial and Activity Measures

- Cash receipts from customers of \$127,314 during the quarter ended 31 March 2018.
- The Company expects production under the CBA pilots will be reflected in the coming quarters.
- 190 Statements of Advice ordered during the quarter ended 31 March 2018.
- 1,919 Back Office processes ordered during the quarter ended 31 March 2018.
- Ongoing expansion of both client engagement and span of tasks completed.
- Whilst the Company is very aware of the importance of growth in cash receipts, it took the prudent, short term decision to invest in the training and upskilling of its staff to meet the accreditation requirements of the CBA in order to satisfy the pilot requirements.
- Production staff historically assigned to revenue generating production for non CBA clients were temporarily diverted to short term CBA training programs.
- No revenue was generated from these staff whilst they participated in CBA training.
- As a result, short term revenue from other clients has reduced for the quarter. IAM anticipates this to be a short term occurrence.

Operations and service expansion

- Intiger has completed closure of the Company's India operation as processing is transferred to the Cebu and Manila Operating Centres.
- Additionally, the Company successfully engaged with an Australian Real Estate Licensee in the delivery of their Rent Roll Property Management processing.
- Ongoing expansion of the Accounting and Book-keeping service delivered from the Manila Operations Centre.

Acquisitions

- As advised in our ASX release of 7 August 2017, the Company is actively looking to expand its scale through appropriate, value-accretive acquisitions.
- Whilst there are some ongoing discussions with potential acquisitions, these remain confidential and non-binding at this stage. The Company will inform the market if these progress beyond this stage.

Conclusion

Commenting on the Company's activities, Intiger chair Patrick Canion said, "I am very pleased with the progress that the Company has made over the past quarter towards its goals. At Intiger, we are passionate about helping financial advisers spend more time with their clients and less time documenting their advice. This is because quality financial advice improves people's lives.

Whilst we would have preferred an acceleration in cash receipts, the Board takes a strategic perspective in prioritising our resources, and we remain confident that the focus on developing our people and on BOOM2 remains the appropriate pathway."

- ENDS -

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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 BOOM2, which has been designed to digitise and automate core components of the financial planning process including the production of automated statements of advice. BOOM2 also tracks key performance indicators of a financial planning practice and delivers oversight and control to both licensees and financial planning practices nationally.