



LAB

**WHERE
WELCOME ONBOARD
BEGINS**

Connect to more people in more places

- ▶ A rapidly growing **2m consumer population**
- ▶ FY22 **\$500m invested monthly through LAB**
- ▶ **Over 130** organisations across **15+** financial services verticals distributing a broad range of product types
- ▶ **20+** industry wide integrations & strategic partnerships... more to be announced in **2022**
- ▶ **Series A** Costa Asset Management completed Feb 2021

LABForm



- ▶ Supports all entity types
- ▶ Automated Workflow
- ▶ Customised Branding
- ▶ Multiple Products
- ▶ Multi-Channel
- ▶ Electronic ID Verification
- ▶ Account establishment integrations
- ▶ Remediation

The screenshot shows a web browser window with the LAB logo in the top left corner. Below the logo, there is a dark blue header bar. The main content area is white and contains the following text: "To begin, please select your account type and click the "Next" button." Below this is the heading "ACCOUNT TYPE" and the instruction "Select your account type *". There are five radio button options, each with a description: "INDIVIDUAL (A natural person.)", "JOINT (Two or more individuals.)", "SOLE TRADER (An individual operating a business and registered as a sole trader, where the individual is the sole owner that controls and manages the business.)", "COMPANY (A company registered as an Australian proprietary company, an Australian public company, or a foreign company.)", and "TRUST OR SUPERANNUATION FUND (A trust with individual trustees or a company trustee as laid out in the trust deed. Types of trusts include self-managed superannuation funds, family or discretionary trusts, registered trusts (such as managed investment schemes or government superannuation funds), charitable trusts, or any other trust.)". At the bottom right, there are two buttons: "Next" (highlighted in dark blue) and "Cancel".

LAB

Application Manager



- ▶ Workflow drafting, oversight assistance & user role management
- ▶ White labelling + Status management & assignment
- ▶ Labels, tagging & commenting
- ▶ Data segregation, Integration triggers, auditing, SSO
- ▶ Reporting and analytics
- ▶ Multi-Factor Authentication & Mobile friendly/responsive

The screenshot displays the LAB Application Manager interface. On the left is a dark blue sidebar with the LAB logo and a yellow button with a document icon. The main content area is titled 'Applications' and features a search bar and navigation tabs for 'MY APPS', 'ALL APPS', and '+ NEW'. A list of applications is shown, with the first one selected and highlighted in light blue. The details for 'LAB GROUP SERVICES PTY LTD' (Application ID: 1302426) are displayed on the right. This details view includes contact information for 'Director One' (Stuart Smith), a progress indicator showing 75% completion, and status information indicating the application is in 'Primary edit' mode, owned by 'John Smith', and was created on '14 Jul 2020 09:58'. A 'DETAILS' section is also visible at the bottom.

APPLICATION
<input type="checkbox"/> LAB GROUP SERVICES PTY L... 1302426 john.smith@labgroup.com.au
<input type="checkbox"/> Stuart Smith 1302423 stuart.smith@labgroup.com.au
<input type="checkbox"/> Bill Rawlings 1301957 bill.rawlings@labgroup.com.au
<input type="checkbox"/> A.C.N. 123 456 789 PTY LTD 1298731 director@companyone.com.au
<input type="checkbox"/> Rebecca Franjic 1297713 ceo@directors.com.au
<input type="checkbox"/> Arthur D'Agostino 1296954 ada@fletcher.com.au

LAB GROUP SERVICES PTY LTD
Application ID: 1302426

Director One (M): 0412345678 | john.smith@labgroup.com.au

PROGRESS
75%
CREATED: 14 Jul 2020 09:58

STATUS: Primary edit | **OWNER**: John Smith

DETAILS

LAB Elevate: Keeping you ahead of rapidly changing customer needs & industry regulation



Industry adaptations with rapid implementations

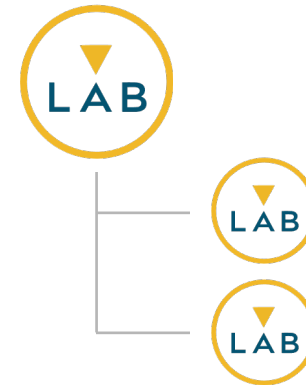
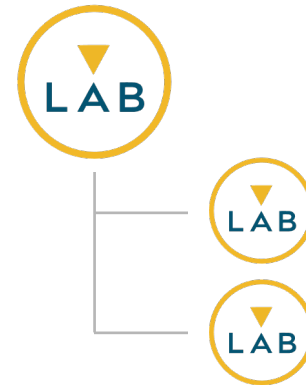
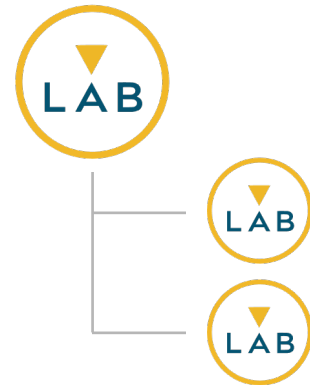
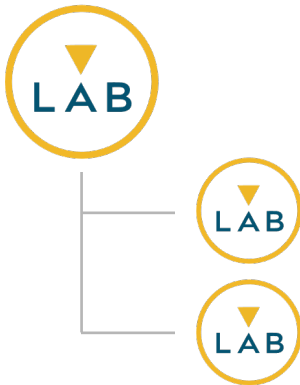
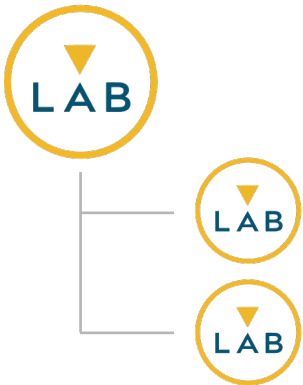
Stockbroking

Managed Funds

Deposits

Crypto

Online Trading



Continuous improvements deployed into and across verticals

- Debt Funds
- Property Funds
- Term Deposits
- Fixed Income
- Managed Accounts
- Commodities
- Physical FX
- Business Lending
- FMCG

Our Clients



Stockbroking

AUSIEX   ShawandPartners

Managed Funds

Vanguard   

Online Trading

SelfWealth  belldirect >

Banking

 MACQUARIE

Digital Assets

 B Digital Assets

OCT Derivatives

IG  

Superannuation



Debt Funds



Term Deposits



Business lending



Property Funds

APN | Property Group

Fixed Income



Managed Accounts



Gold Bullion



Physical FX



Robo Advice



Financial Planning



LAB Group's growing partnerships and integrations



Adviser/CRM



Clearing/Settlement



Portfolio Management



Cash Accounts



Registry Systems



Transfer Agency



Compliance Reporting



Trustee Services



Execution



LAB Network Connectivity



The above is an example of LAB's connectivity into upstream customer record systems and into downstream operational systems.

LAB Outlook

Rapid growth and expansion



Newly Appointed NED

Steve McGovern
CEO & Founder - Dubber
ASX: DUB



Features

Digital ID
Data Insights and reporting

Appointed to Mastercard
StartPath Program



Growth of the LAB Network

New Strategic partnerships
& Integrations

Q4 FY22: Complii, Xplan & Praemium

Expansion to new Verticals

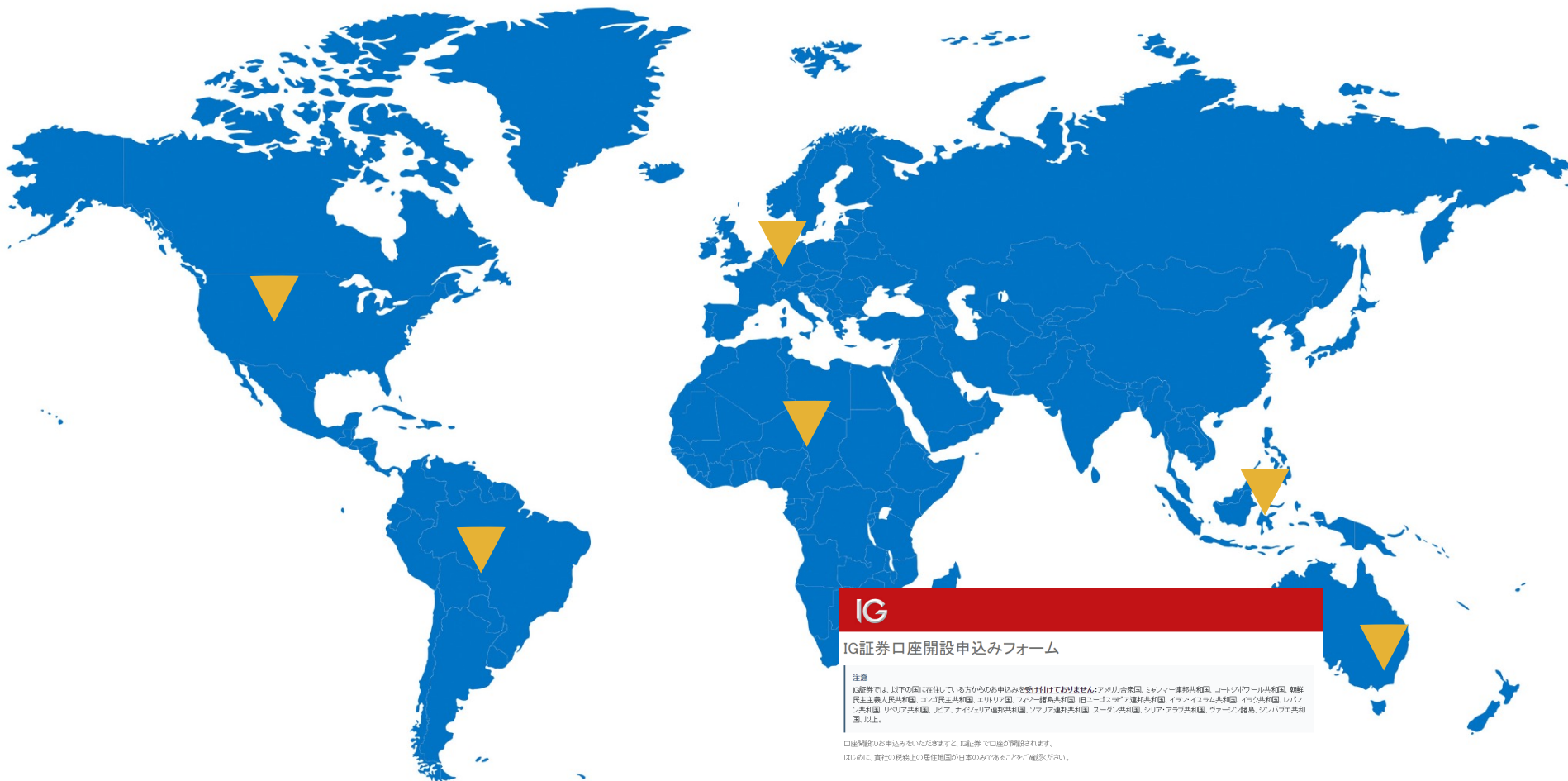
Crypto
(Listed Reserve & B Digital)
Same Day Alcohol Delivery
(Nosh Seltzer)



Singapore

New Strategic partnerships
& Integrations

International capabilities integrations, identification and infrastructure



- Multi-lingual capability
- LAB international identification
- Multi-country AWS deployment
- Current Hosting (UK, Singapore, Japan, Australia)
- AWS Outpost for on premiss hosting

IG
IG証券口座開設申込みフォーム

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はい、当社の税務上の居住国は日本のみです。 いいえ、当社の税務上の居住国は日本ではありません。

LAB Board



An experienced and diverse team



Nick Boudrie
Co-founder & CEO

- Driving Sales & Account Management function in Sydney
- 10 years banking and financial services tech, 10 years running startup to growth/scale
- Strategy, customer success



Lyndon Webster
Co-founder & CTO

- Product and technical strategic vision
- 10 years banking and financial services tech
- 10 years running startup to growth/scale



Liza Whitmore
Non Executive Director: LAB Group

- CEO of Costa Asset Management
- Leading Costa Asset Management since 2011
- Leads Costa's Investment Strategy
- Manages Costa's rapid growth and partner engagement



Steve McGovern
Non Executive Director: LAB Group

- CEO and Founder of Dubber (ASX: DUB)
- Over 20 years experience as an executive: *Technology, Telecommunications, Media Sales and Pay TV*
- Domestic and international leadership experience in high growth technology companies
- IPO experience as a founder and Executive

Thank you

We'd love to hear from you



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Chief Financial Officer

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