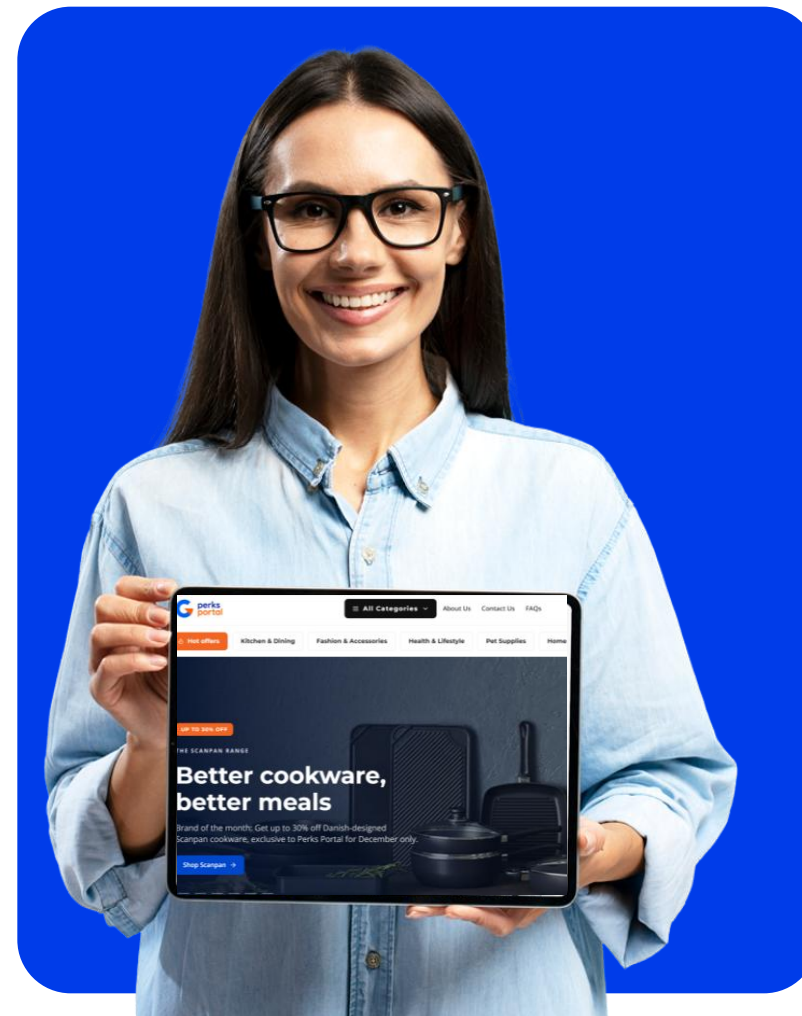




2Q FY27 Quarterly Business Update Investor webinar

Friday, 30 October 2026 | 9:00am AEDT
Iain Dunstan, CEO & Managing Director

Feel Good.



Step change from mid-market to **ASX 100 clients**

In the current Australian consumer environment, enterprise clients are increasingly looking to work with us.

- 1 Record quarter for new enterprise client wins.** Major ASX 100 listed household brands like Qantas and Woolworths are now choosing Gratific.
- 2 From signed to live on the Qantas marketplace in 8 weeks.** Delivered with our partner Marketplacer.
- 3 More new clients, and existing ones growing.** Seniors Victoria signed on; RAC WA, EML and Blackhawk Network are doing more with us.
- 4 Adding 30m+ members across our new clients' loyalty programs.** Now able to access Gratific's curated rewards. This is in addition to our existing 18m members.
- 5 Suppliers now come to us.** Brands like Georg Jensen, Rip Curl, Country Road and Breville are joining, with 4,000 products already listed.
- 6 Higher profile, bigger pipeline.** Five more enterprise deals are in the pipeline. Two are expected to close in November.

Our strategic investment in Marketplacer **is delivering**



Enabled us to go live in October with **Qantas** via API to their marketplace platform inside two months



Enabling full **eCommerce functionality** to be delivered to new and existing clients



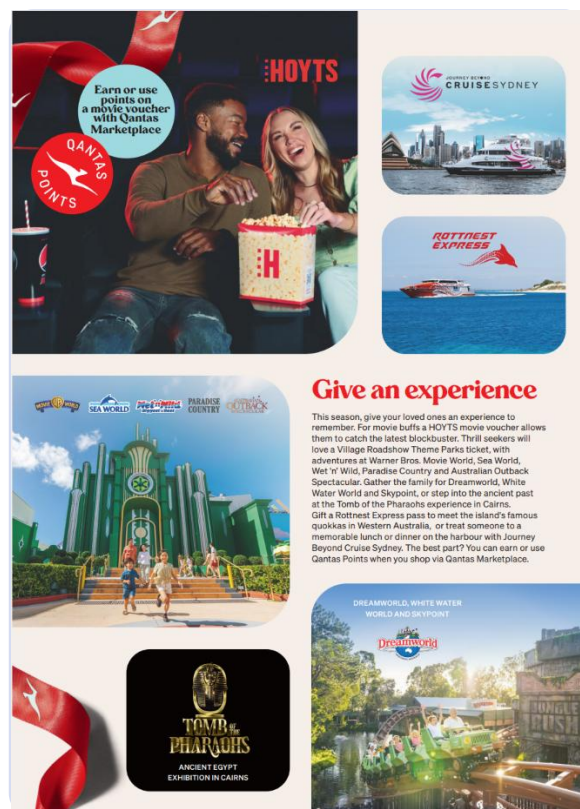
Marketplacer hit a major milestone this week, taking **Telstra** live on its platform

MARKETPLACERTM

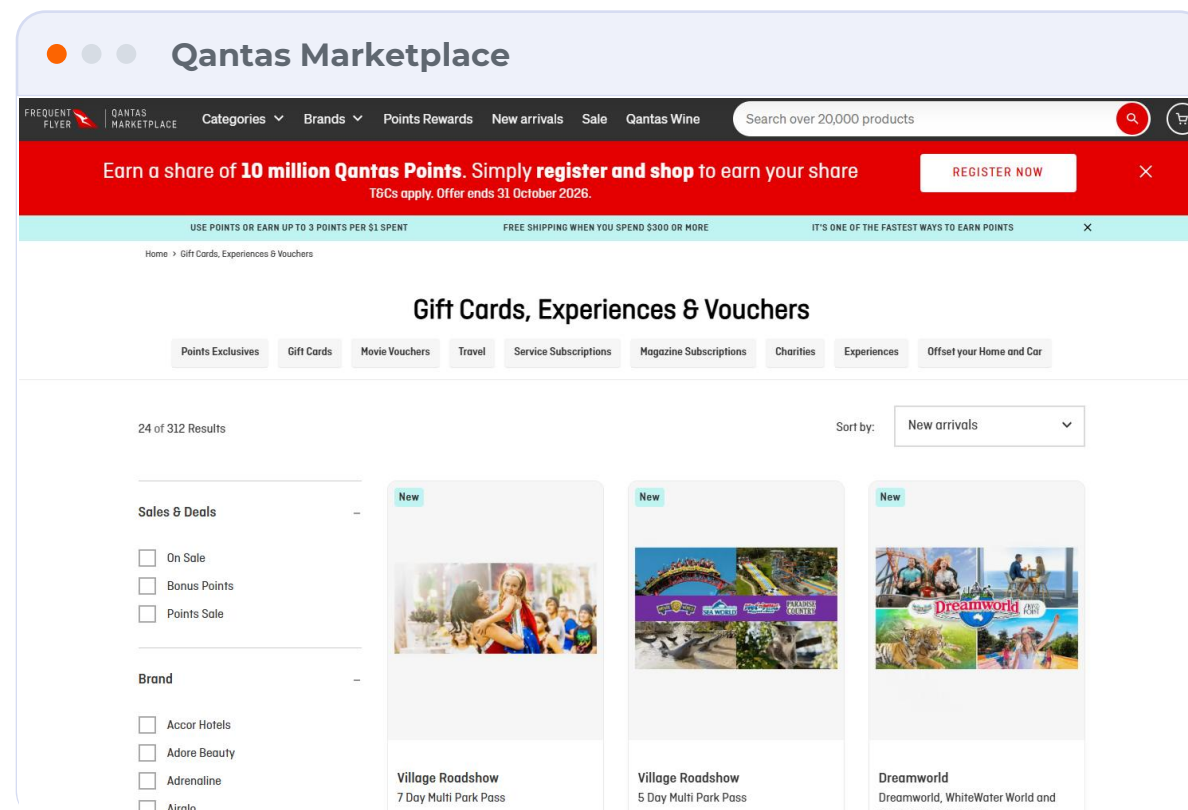
Qantas: live now

Binding three-year agreement. Movies and experiences already live on Qantas Marketplace.

Qantas marketing campaign to Frequent Flyer members from mid-November for total transaction value growth.



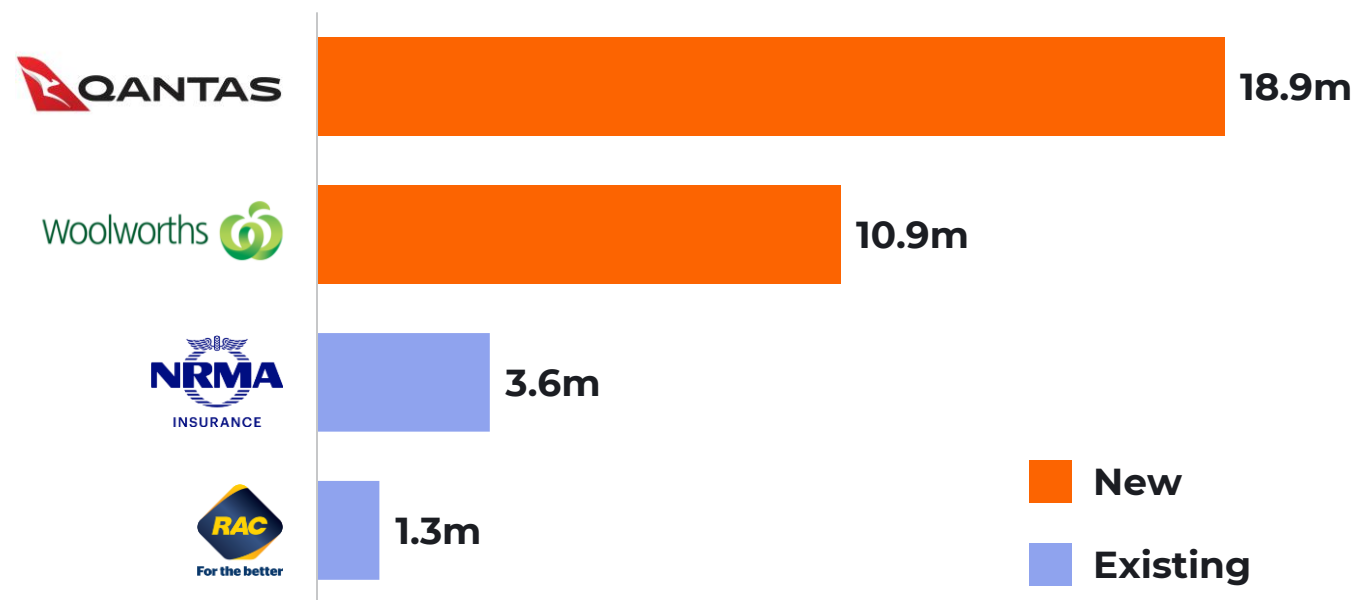
Print: full page in the Qantas Christmas gift insert – launched next week



Online, live now: connected through one API, with **early sales recorded.** Members earn or use Qantas Points on our movies and experiences.

New enterprise clients open Gratific rewards to **30m+** new members arriving in Q2, our busiest quarter

Member accounts by client program



OUR ENTERPRISE CHANNELS

Qantas

Binding three-year deal, now live, API access to our cinema network

Woolworths MarketPlus

Proof of concept signed, API access to our cinema network and revenue from day one

Blackhawk Network

API access to our cinema network

EML Payments

Adding 80+ retail gift cards to extend range

Member figures are each client's reported program membership. Members may hold accounts in more than one program. Woolworths MarketPlus is a live, six-month proof of concept.

4,000 physical products now sit alongside our digital rewards

Our expanded range is why some of Australia's biggest loyalty programs have chosen to work with us.

WHERE WE STARTED

Instant digital rewards, a strength we keep

- Cinema tickets & food
- Attractions and experiences
- Dining & 80+ gift cards

Enterprise clients wanted more products. The Connect+ Marketplace delivers it.



WHERE WE ARE NOW

A fully branded store, where new categories are easy to add

Physical products in the client's own brand, alongside digital rewards.



Electronics & Tech



Automotive & Outdoors



Health & Lifestyle



Home & Living



Fashion & Accessories



Kids & Baby



Travel & Luggage



Gift Cards & Gifting



More categories

"A genuine partnership. Our trusted brands reach every member, without the hassle of running a marketplace."

Darshan Parikh, Managing Director, Kappel

Connect+: a rewards marketplace, **no build required**

We start with Gratific Connect, then layer Marketplacer on top as the commerce engine

WE START WITH

Gratific Connect

- Starting with access to 18m member accounts
- Largest direct cinema access network
- Huge range of experiences and attractions
- 80+ retail gift cards
- All delivered digitally, in one seamless user experience



LAYERED ON TOP

Marketplacer

- Multi-seller marketplace technology used by enterprise brands globally
- Automates onboarding, catalogue, orders, payments, returns and fulfilment
- One API to add products in real time
- Well known household brands as suppliers



THE RESULT

Gratific Connect+ Marketplace

- Discounts on every item in the store
- ~4k and growing to 20k+ products
- Curated content + categories
- BigCommerce storefront and checkout
- Real-time supplier settlement via Airwallex

A rewards marketplace, without the build

Clients launch a full marketplace without building technology, sourcing products or managing supplier relationships.

Three revenue models, one rewards catalogue

1 CURATED SUPPLIER

We supply the rewards

HOW WE EARN

Margin on every ticket, experience or gift card sold

EXAMPLES



2 REWARDS STORE OPERATOR

We run the technology

HOW WE EARN

Implementation fees, platform fees, plus margin on rewards redeemed

EXAMPLES



3 FULL LOYALTY OPERATOR

We power the program

HOW WE EARN

Tech implementation, platform, marketing, social and service fees

EXAMPLES



Direct API

Live inventory, pricing and automated issuance

Connect and Connect+

Rewards platform and marketplace, on Marketplacer and BigCommerce

Loyalty platform

With social media and support from Mosh Digital team

Focus: turning momentum **into revenue**

Six milestones investors can track over the coming quarters.

- 1 Qantas Christmas marketing campaign to Frequent Flyer members from mid-Nov: for TTV growth
- 2 RAC WA go-live on Connect+ Marketplace targeted before end of CY2026
- 3 Woolworths MarketPlus: target live mid-November, revenue from day one
- 4 Close further Connect+ Marketplace enterprise pipeline opportunities, two expected in November
- 5 Grow the integrated Mosh business
- 6 Finalise the planned Simplicity acquisition in 1Q calendar year 2027

“Gratified is now operating at **a whole new level**. In two months, household names with ~30 million loyalty program members have chosen us, because our technology rebuild has turned us from a mid-market rewards **platform** into a leading eCommerce rewards **marketplace**.”

Iain Dunstan, CEO & Managing Director



Questions

Feel Good.

Iain Dunstan

CEO & Managing Director

iaind@gratificii.com

Ben Newling

CFO / CFOO

benn@gratificii.com

Learn more

Gratificii Limited (ASX: GTI)

www.gratificii.com