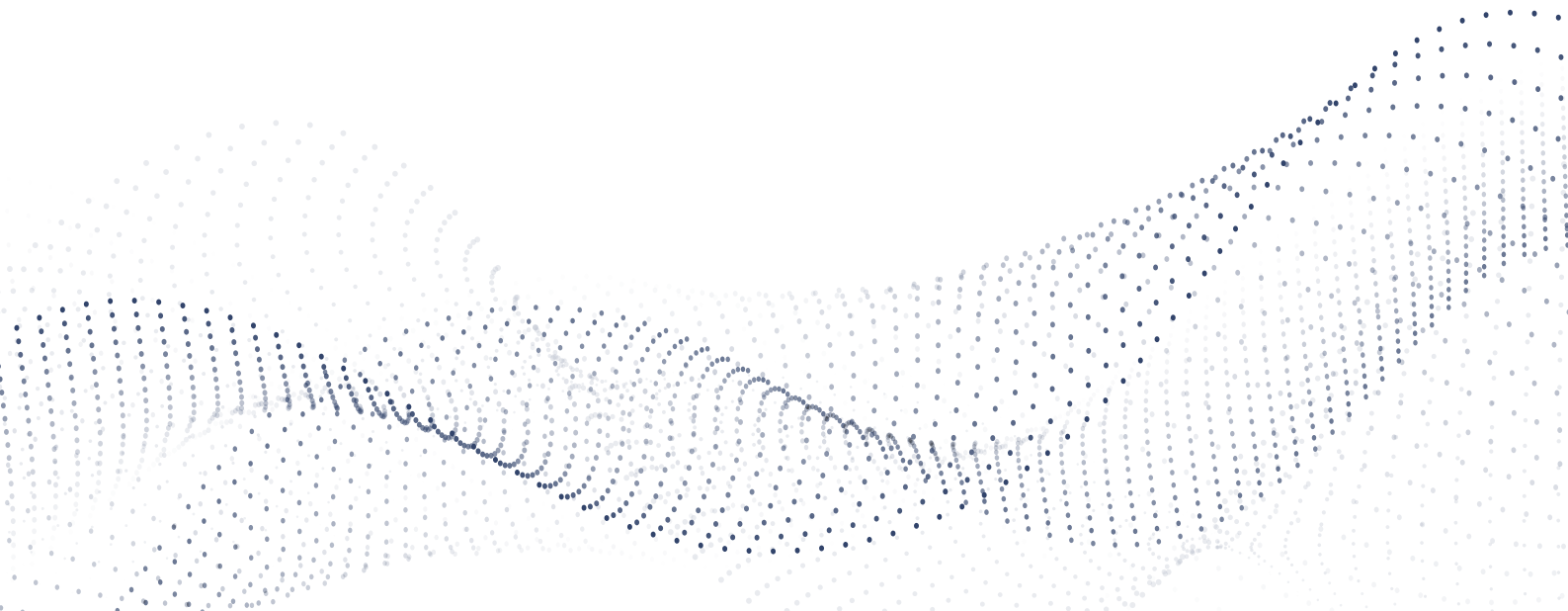


**NETWORK**  
presents

**Q.**  
**HQ CLIENT**

THE FUTURE OF PROFESSIONAL SERVICES



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# PLATFORM OVERVIEW



## Introduction

HQ Client is a platform that services and scales professional practices.

For the last 4 years, the HQ Client platform (Horwood HQ) has delivered superior outcomes for our member partners. In the 2018/19 financial year the platform assisted our member partners to service over 7000 entities and generate over \$7 Million in professional fees from their clients.

The platform provides a wide range of services enabling our member partners to both scale their business and extend their scope of offerings, all without the need for physical offices or staff.

HQ Client combines cutting edge technology designed specifically for the professional services industry with a highly educated, professional and service oriented team who have extensive experience running professional practices to deliver the highest standards to member partners and their clients.

## Technology

HQ Client recognises the opportunity to leverage our custom-built leading-edge technology to further expand and scale the platform.

The technology comprises a cloud-based portal for professionals and a fully integrated mobile application for clients.

### ***HQ CLIENT - Professional Cloud Platform***

The Professional Cloud Platform unplugs the professional from the office, enabling them to work anywhere, anytime.

Professionals are able to access and manage all their jobs, perform services and communicate with clients from any device with an internet connection. All industry tools are integrated into the platform.

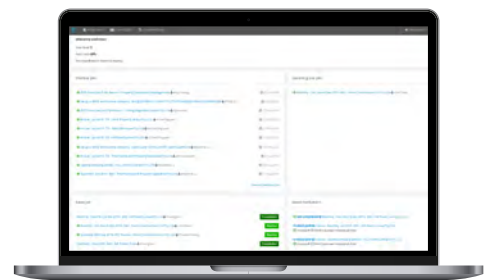


### ***HQ CLIENT - The App***

Clients access all their professional needs via the HQ Client App.

All communications and records are organised systematically for easy retrieval and record-keeping.

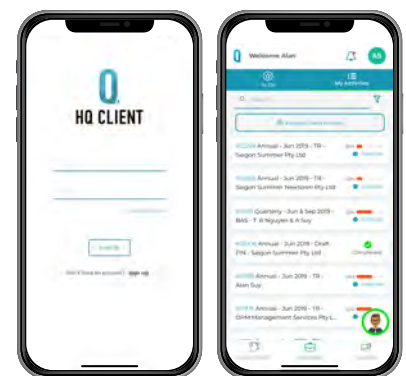
Invoicing and payments are seamlessly integrated into the platform. Status updates directly from ATO, ASIC, etc.



**PROFESSIONALS**



**CLIENTS**





## Client Service Centres

HQ Client currently has 3 offices in Asia and 3 client service centres with a sizeable footprint covering NSW and VIC.

Clients and member partners are able to utilise the facilities as part of many benefits of joining the platform.

Facilities include:

- Reception
- Partner rooms
- Client meeting rooms
- Conference rooms
- Media room
- Open plan work areas
- Staff amenities
- Car parking



# CLIENTS & SERVICES OF THE PLATFORM

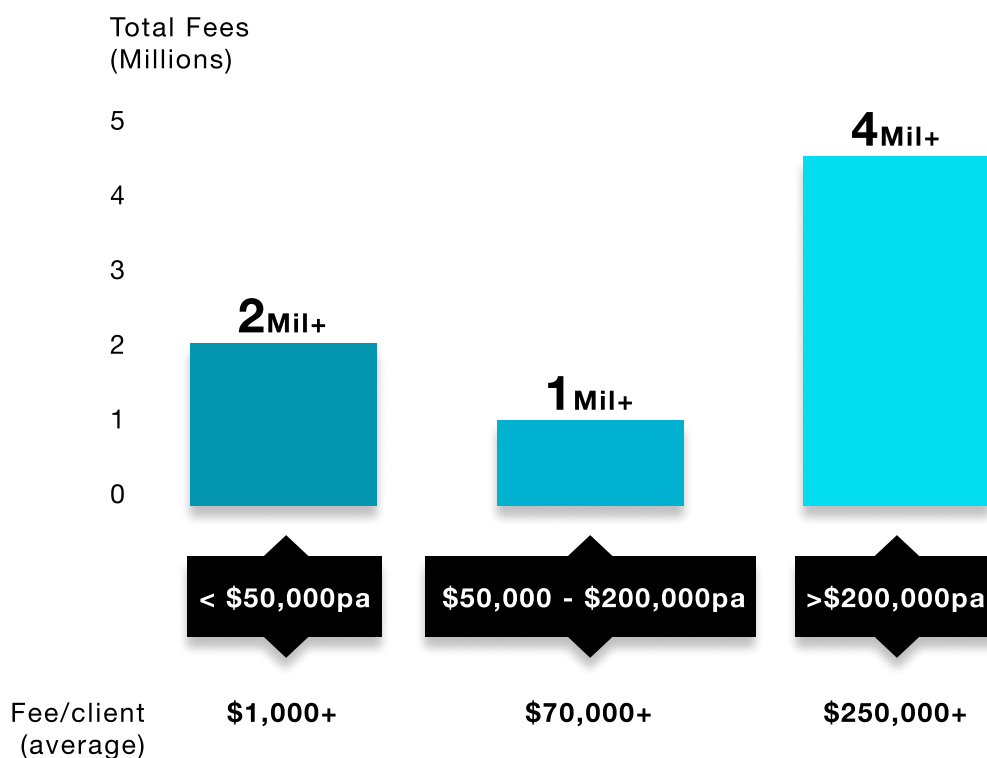
The HQ Client platform provides an extensive range of services to clients across Australia, the majority being from the eastern states of NSW, VIC and QLD.

A wide range of industries are represented across the client base including but not limited to construction, health professionals and services, finance, business services, agriculture, logistics, education, technology and retail.

With clients ranging from \$1000 - \$250,000+ and the average client fee being over \$3000 the platform can cater for the widest range of services among the industry.

HQ Client has a particular focus on helping accountants service their SME clients. These clients' annual fees range between \$2,000-\$50,000 and makes up the largest bracket of clients serviced by the platform.

## Average Client Fees (based on fee brackets)

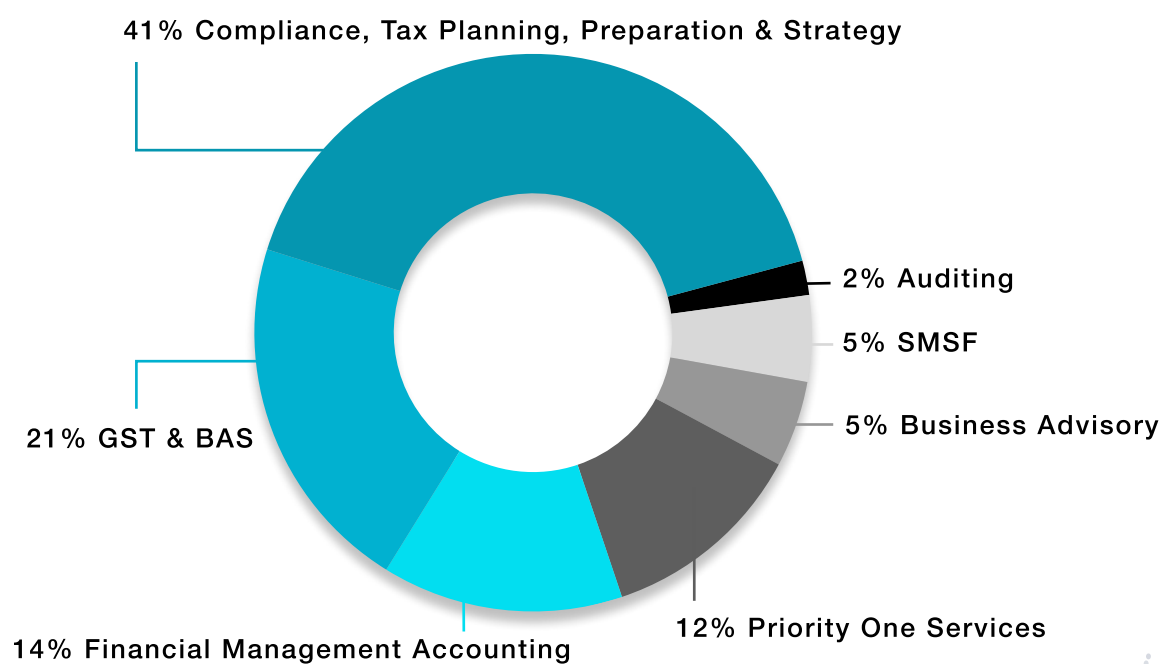


**\$3,000+**  
Average fee/client

## Trending Top 10 Industries Serviced by the Platform

**Construction** **Agriculture**  
**Health Professionals** **Logistics**  
**Health Services** **Education**  
**Finance** **Technology**  
**Business services** **Retail**

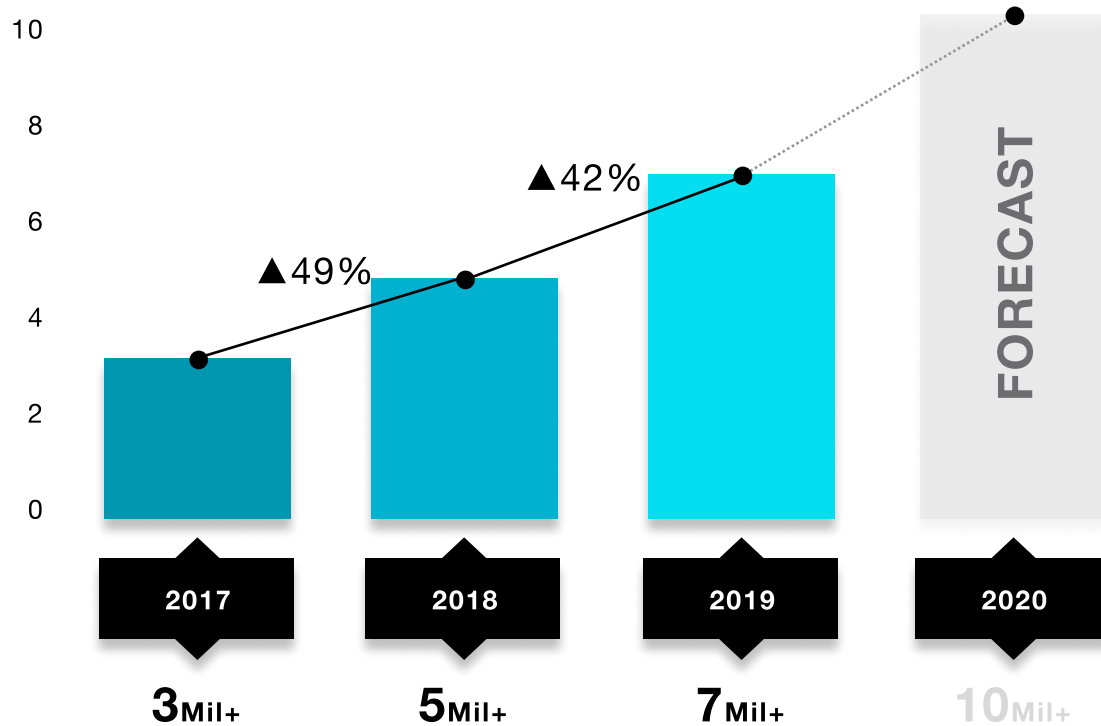
## Services provided by the Platform (as a % of fees)



# FINANCIAL HIGHLIGHTS

## Revenue Growth (Millions)

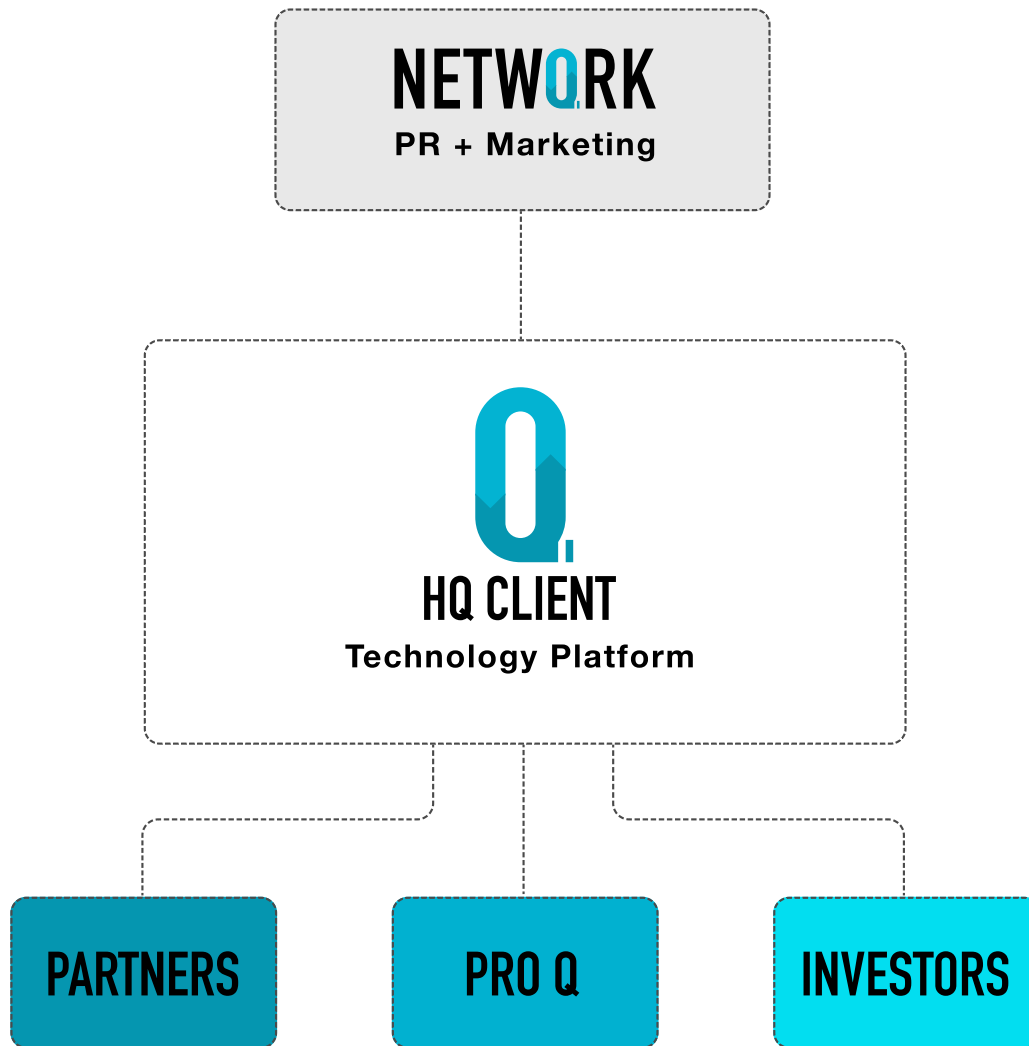
Total Revenue  
(Millions)



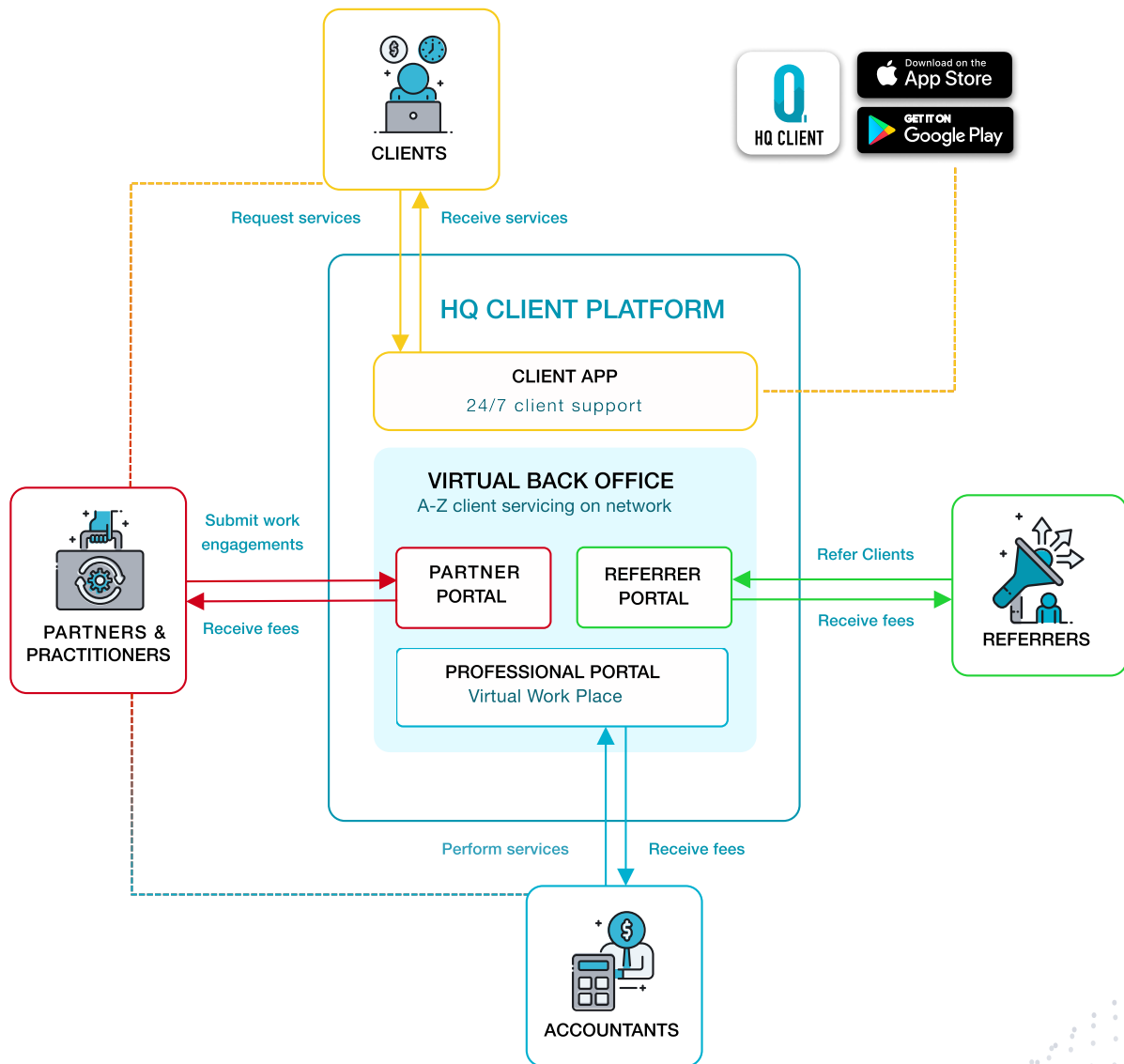
Note: The financial figures included in this document reflect the services performed by the HQ Client platform on behalf of its member partners and demonstrates the capacity and scalability of the servicing model.

HQ Client remains a neutral service entity and therefore does not directly own a client base.

# TEAM ORGANISATION



# TECHNOLOGY PLATFORM OVERVIEW



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