



ANNUAL REPORT

2019-2020

MAKE **GREAT**
DECISIONS EVERY DAY



About Tactiv

Tactiv are a leading software solutions company and the creators of Enquire – the online grant, contract and impact reporting software empowering you to do good. Tactiv develop, support and maintain the Enquire application.

We work with organisations who aim to deliver a positive social impact in the government, not-for-profit, philanthropic and commercial sector. By being incredibly passionate about empowering organisations to do good and making a difference in today's social impact ecosystem, we help organisations take full control of their grant lifecycle and make great decisions every day.

With Enquire, we assist organisations in a range of industries and a wide variety of sizes. The shared purpose of these organisations is that they aim to make a difference – to create outcomes that affect the community and environment in a positive way.

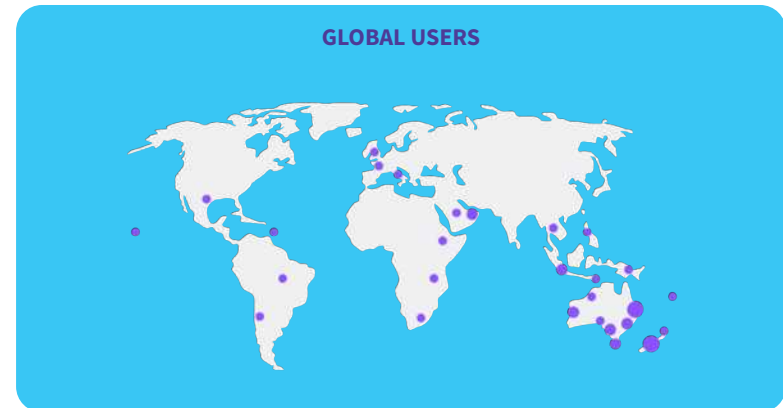
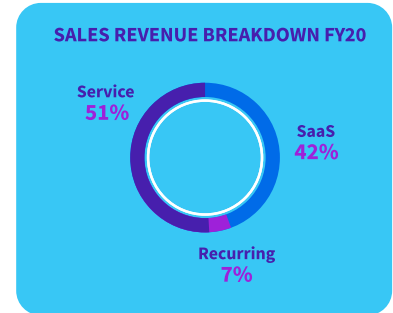
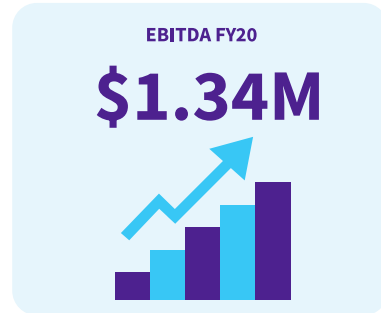
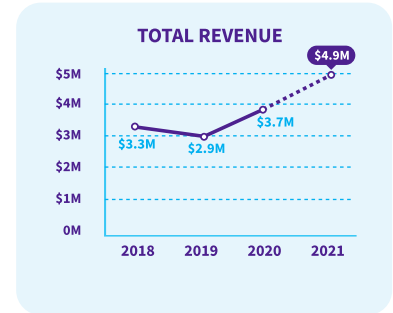
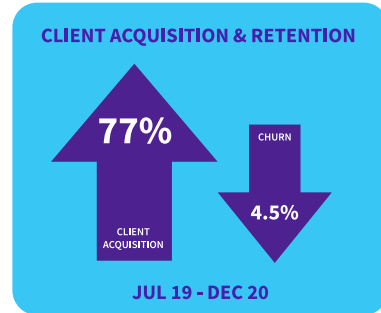


[Meet the board and the leadership team](#)



[Find out more about Tactiv's history](#)

Key Highlights



The Enquire family is growing

Tactiv had a total revenue of \$3.7M with sales totalling \$2.95M, an increase of 30% compared to 2018-2019. Since July 2019 we have extended Enquire's client base with 20 new clients to date. What all our clients have in common is that they are aiming to do good and deliver positive community outcomes. As their trusted technology partner we are proud of our role in this sector and to support the work our clients do. We look forward to many more businesses joining our family.



NSW Rural Fire Service

Manages more than \$80m in funds from international sources using Enquire.

Key focus areas for this high-profile client are transparency and efficiency of their grant management and improved impact reporting.



New Zealand Ministry for the Environment

Enquire manages their Waste Minimisation Fund.

A rapid configuration of MfE's existing Enquire instance to enable a fast track implementation for online applications.

Tactiv's continuously responds quickly to policy changes made by the NZ Government.



Busy At Work

Manages education scholarship programs for the Australian Government through the provision of The Commonwealth Scholarships Program for Young Australians and the Victorian Education department.

The first program we set up for BUSY was up and running and accepting applications 48 hours after engagement.

They partner with federal and state governments. As new programs become available to the public Tactiv is strategically placed to be the software provider.



The industries we serve

With Enquire, we assist organisations in a range of industries and a wide variety of sizes. The shared purpose of these organisations is that they aim to make a difference – to create outcomes that affect the community and environment in a positive way.



Environment



International Aid



Education & Research



Community Health



Community Services

Tactiv's roots in the government, philanthropic and not-for-profit sector provided us with the knowledge, experience and product offering to be fully equipped for these industries.

[More about Tactiv](#)

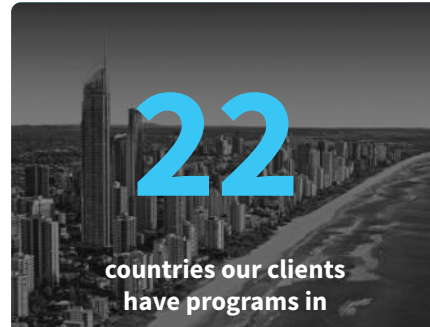
Tactiv's Achievements

We are passionate about the work we do and the organisations we support. Let's look back at some of our key achievements.



\$1.45M

annual recurring revenue (ARR) and increasing



22

countries our clients have programs in



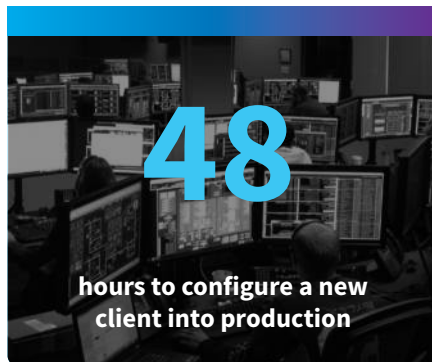
39

new product features over 6 major releases



12,000+

active users per year



48

hours to configure a new client into production



20

new clients since July 2019



ISO

finalising certification with ISO 27001 Information Security



\$800M

of contract funds managed annually

The development of Enquire

Enquire continues the aim to streamline and improve grant, contract and impact reporting. The philosophy for better impact and better decisions through Enquire is still:



SIMPLE

Intuitive grant, contract & impact reporting

Enjoy full lifecycle management, user friendly form builders and automated reports all at your finger tips



SOCIAL

Connect your team, partners and systems

See your operations, financials, results and impact in one clear view



SECURE

Access, data and process is securely protected

Reliable transparency, governance and auditability of your people, process and information management



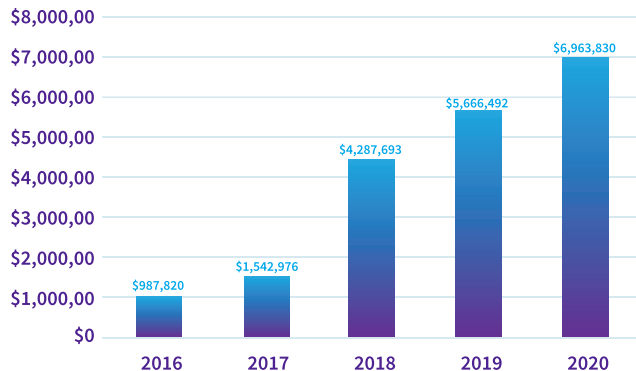
SCALABLE

Suitable from small NFP's to enterprise agencies

Use the features you want when you want with flexibility that respond and adapt as your needs change and grow.

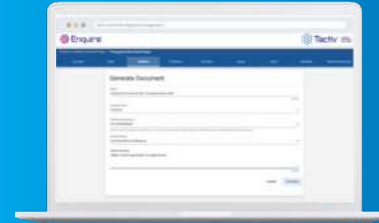
Research and Product Development

To ensure our clients stay at the forefront of grant management and social impact reporting, we are continuously enhancing Enquire. Since 2016 Tactiv has invested over \$6.9M into research and development.



[More about the power of Enquire](#)

Some of the notable enhancements delivered in the last year:

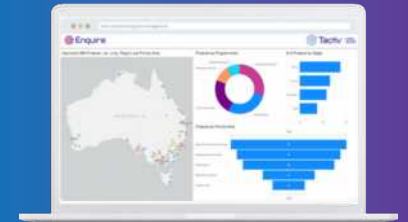


Form building capability

Organisations are able to configure forms entirely according to their needs, enabling them to design their own application process, branded and collecting the exact information necessary.

Built-in automations

Enquire automatically fills out business registration or healthcare card details based on an ABN or healthcare card number entered by the grant applicant.



Mobile ready

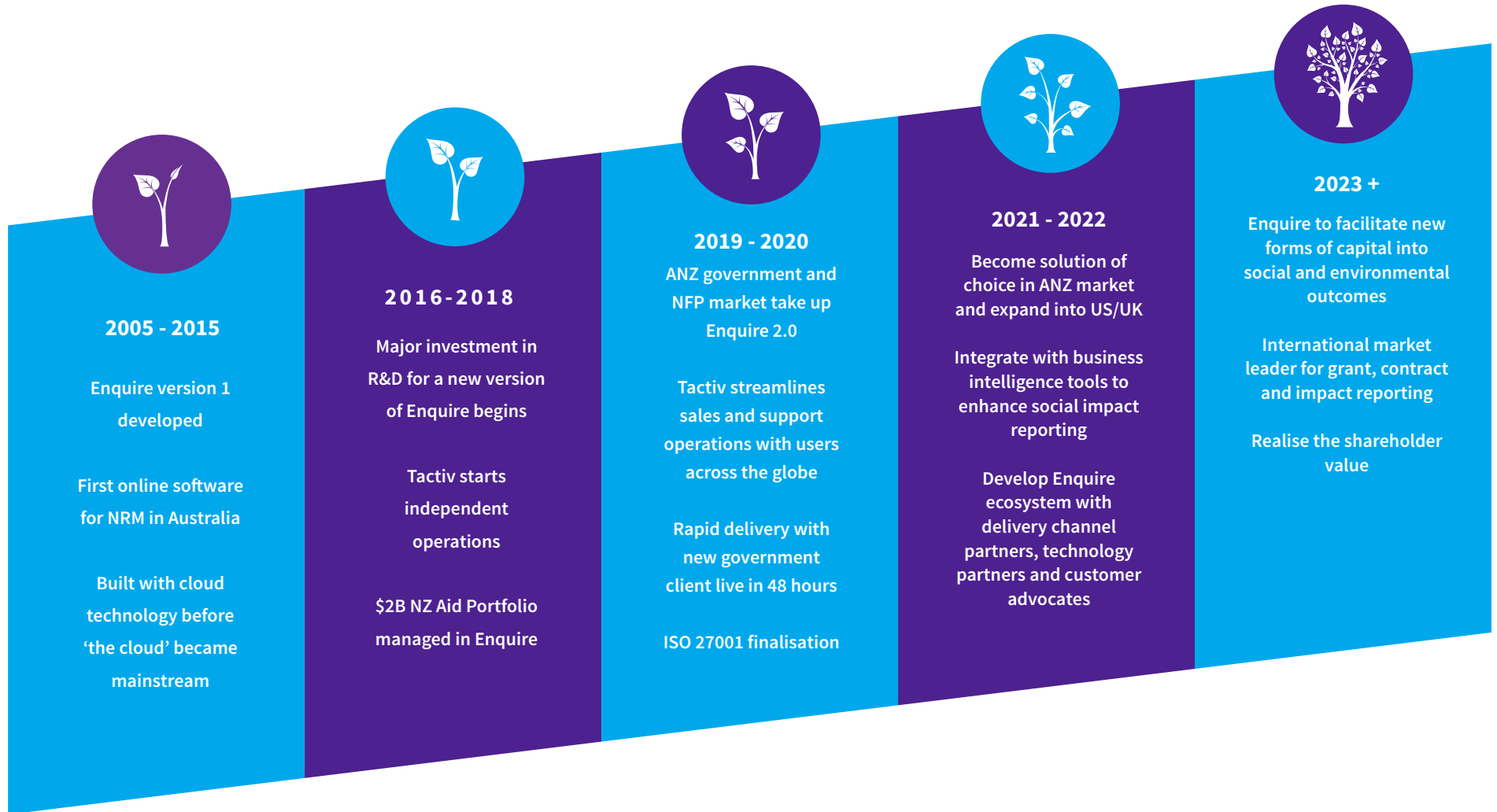
Enquire's interface is enhanced significantly to improve the user experience with Enquire on smaller screens, such as phones and tablets, to respond to changing community and work needs, like remote working as well as infield data collection.

Robust and scalable financial management

Enquire is equipped with in-depth analytical financial capabilities, such as forecasting and variations management, to integrate your finances seamlessly with your grant management in one system.



Tactiv's Rise



Financial Performance

REVENUE

\$3,688,368

+ 27% YOY

EXPENDITURE

\$2,339,547

- 15% YOY

EBITDA

\$1,348,821

+ \$1.18M

PROFIT

\$398,565

+ \$550K

INTANGIBLE ASSETS

\$2,841,864

+ 27% YOY

NET ASSETS

\$1,889,045

+ 50% YOY

Financial Performance

These accounts are an extract of the companies statutory accounts for the year ended 30 June 2020. They are for information only.

Consolidated Profit and Loss

	2020	2019
Revenue	3,688,368	2,912,321
Expenditure	(2,339,547)	(2,741,972)
EBITDA	1,348,821	170,349
Depreciation and Amortisation	(595,894)	(477,503)
Finance Costs	(81,790)	(73,573)
Profit Before Income Tax	671,137	(380,727)
Current Tax Expenses	(87,614)	-
Deferred Tax Expenses	(184,958)	226,324
Profit for the Year	398,565	(154,403)

Balance Sheet

	2020	2019
Assets		
Current	1,045,816	926,314
Intangible	2,841,864	2,232,319
Other Non Current	64,911	343,363
Total Assets	3,952,591	3,501,996
Liabilities		
Current	831,435	1,185,529
Non-Current	279,063	141,403
Borrowings	953,048	917,768
Total Liabilities	2,063,546	2,244,700
Net Assets	1,889,044	1,257,296
Equity		
Issued Capital	1,244,722	1,112,364
Reserves	100,827	-
Retained Earnings	543,495	144,932
Total Equity	1,889,044	1,257,296



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