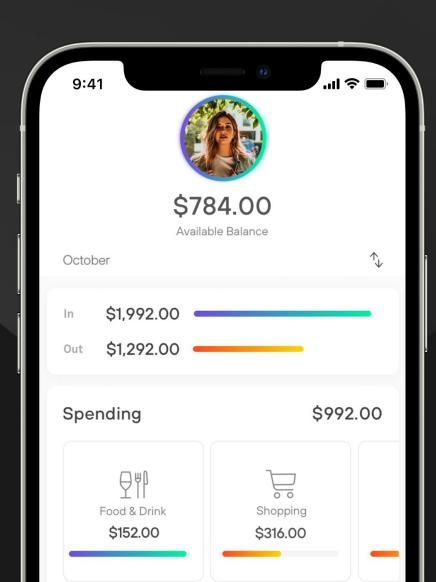
# Douugh

## Investor presentation

May 2021



# Capital lite, globally scalable

#### 1. Since launch we've validated strong customer demand for our differentiated product;

- o Optimising for onboarding, activation and quality.
- Revenue generation now a priority.

#### 2. 2021 product roadmap on track to drive significant customer engagement;

- o 'Goodments by Douugh' relaunch to offer commission free, fractionalised US stock trading (June).
- o Android and Douugh Wealth robo-advice services with subscription (Q1).
- o Crypto trading (Q2).
- o Single Stock trading & BNPL (Q3).

#### 3. Customer acquisition and revenue to be accelerated from July;

- o Marketing spend aligned to key dates and product/feature launches.
- o Partnerships in place to support this growth and in the pipeline to exceed it.
- o Additional growth capital will further accelerate acquisition beyond this point.

#### 4. Material revenue uplift to be delivered through;

- o Goodments as a standalone broadened stock investing product in Australia (FX).
- Subscription and card spend revenue (interchange and ancillary bank revenues).
- o Crypto trading and BNPL transactions.

#### 5. **Strong platform for growth;**

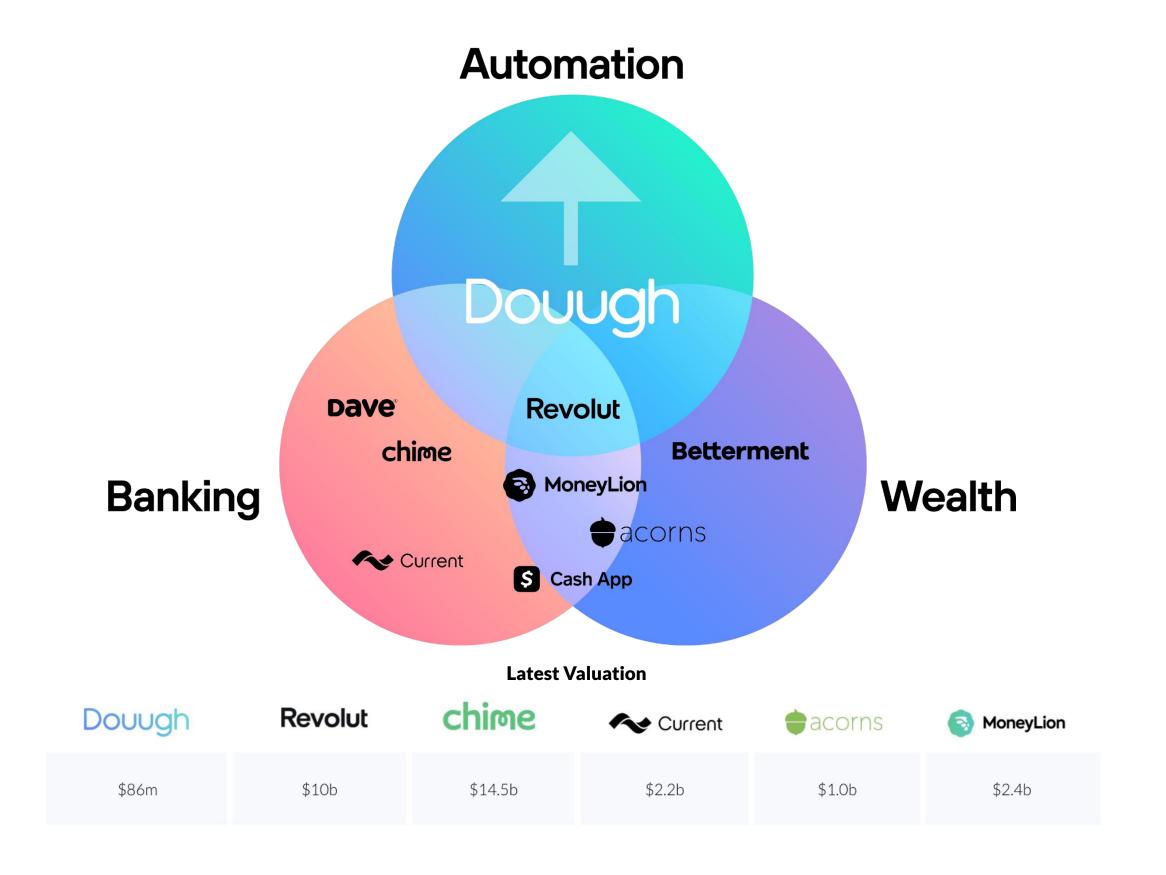
- o The Douugh platform is being built for scale.
- o Banking partners have significant appetite to accelerate growth across geographies.
- Partner approaches from other countries to achieve and exceed this scale.

"Following a proven playbook to building a truly global consumer fintech business."

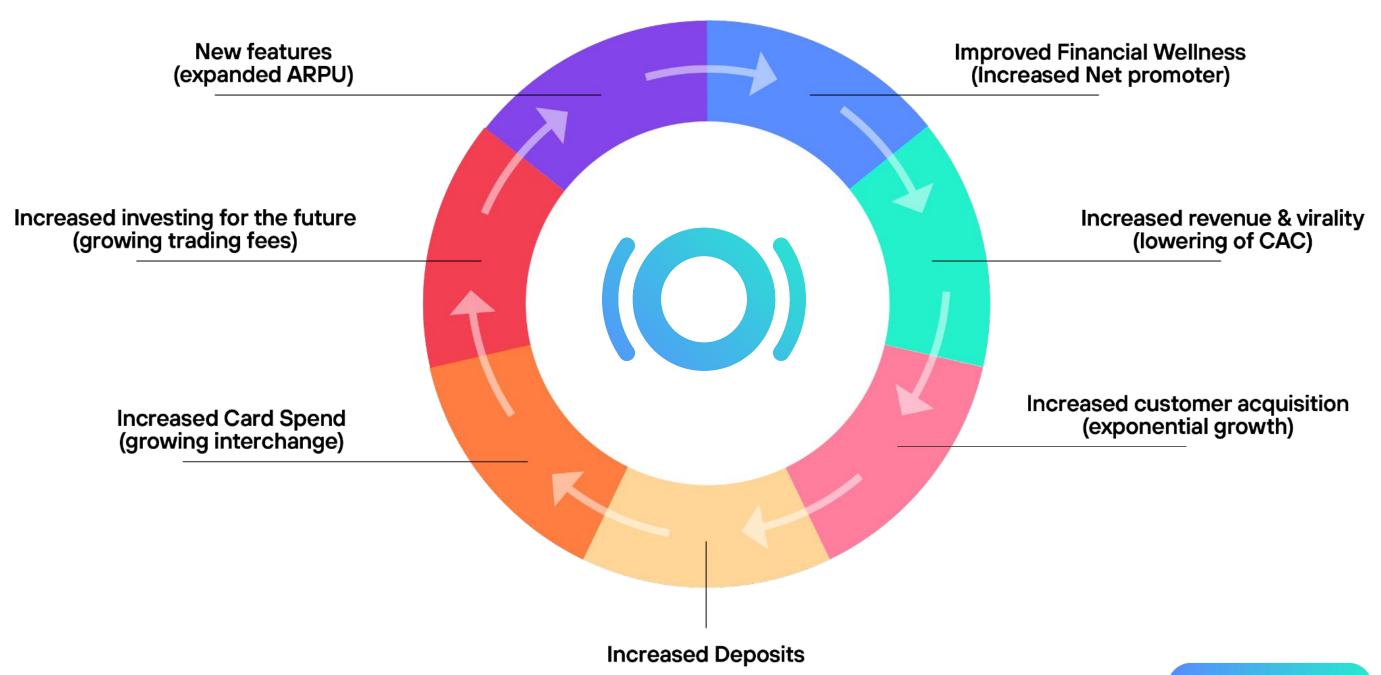
Andy Taylor Founder, CEO



## Building the future of banking



# Helping customers spend smarter, save more and build wealth



# Progress since launch

- Validated demand for the Douugh MVP, optimising key metrics.
- Accelerated pace of product development with the launches of;
  - Autopilot
  - Instant virtual card provisioning with Mastercard
  - Instant bank account funding with Stripe
- Acquired millennial investing App Goodments in Australia.
- Announced strategic investment and partnership with Humm to launch a BNPL anywhere feature.
- Partnered with Rakuten to expand distribution with affiliates.
- Received our RIA licence from the SEC to launch Wealth Management services.











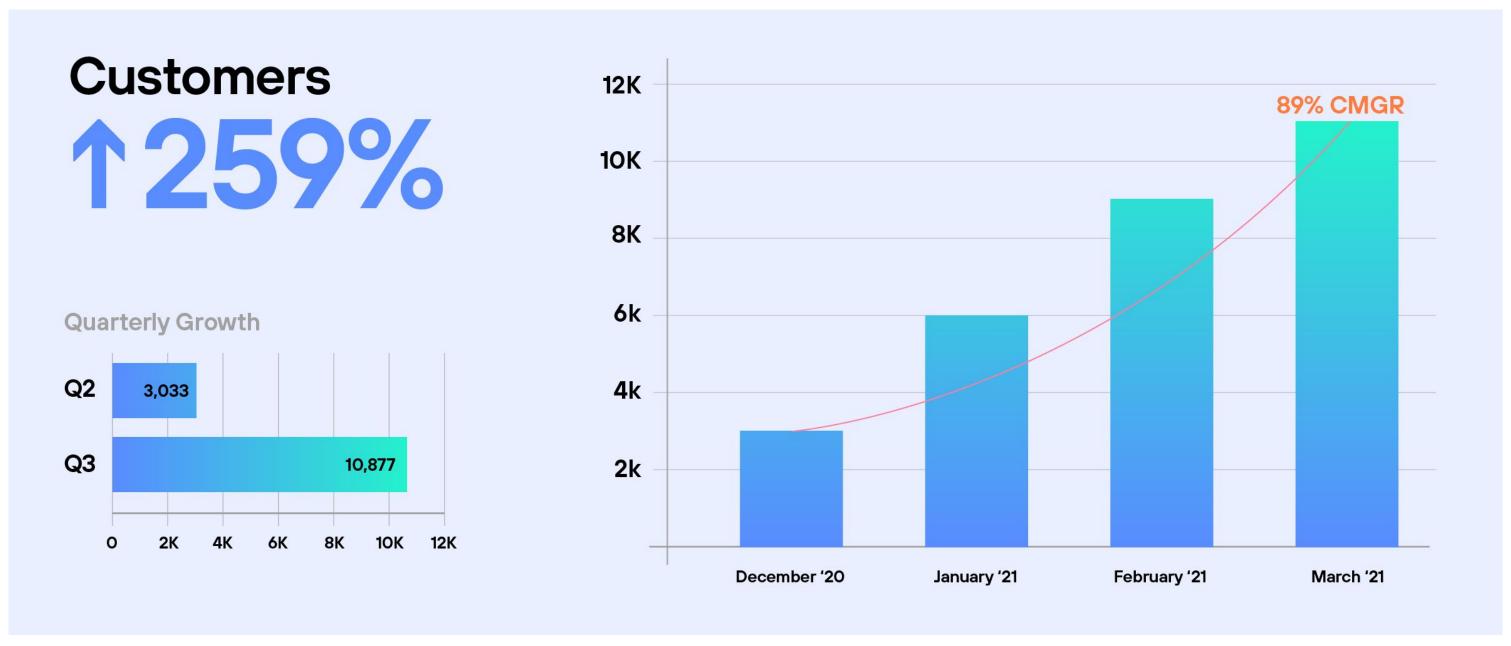








## **Growth in numbers**



Total number of Customers signed up to the Douugh Platform. Marketing budget restricted due to physical card shortage which has carried into Q4.



## **Growth in numbers**



Total \$AUD value of deposits by Customers using the Douugh Platform. Customers are starting to deposit their salaries directly into their Douugh account, new initiatives will further encourage this behavior.



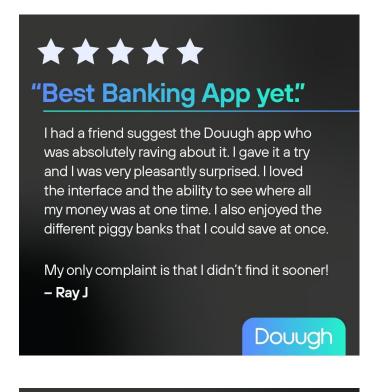
## **Growth in numbers**

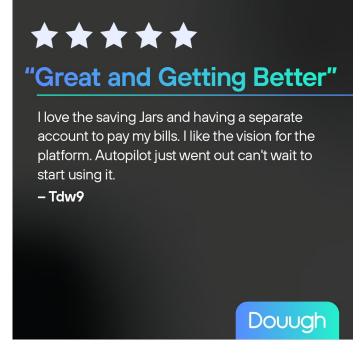


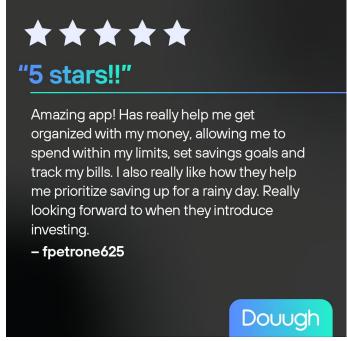
Total \$AUD value of spending by Customers using the Douugh Platform. Pleasingly customers are using their Douugh card to pay their bills e.g. Uber, Netflix.

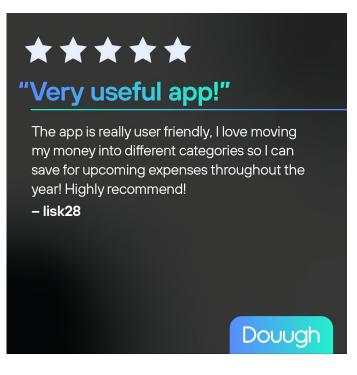


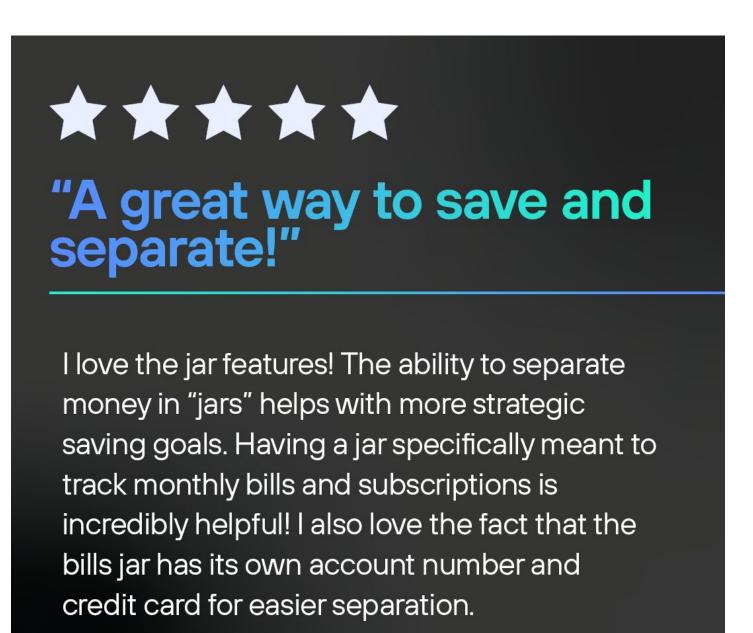
# Enhancing with feedback







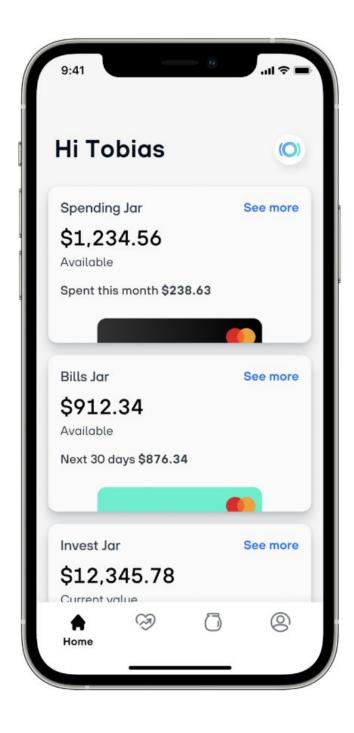


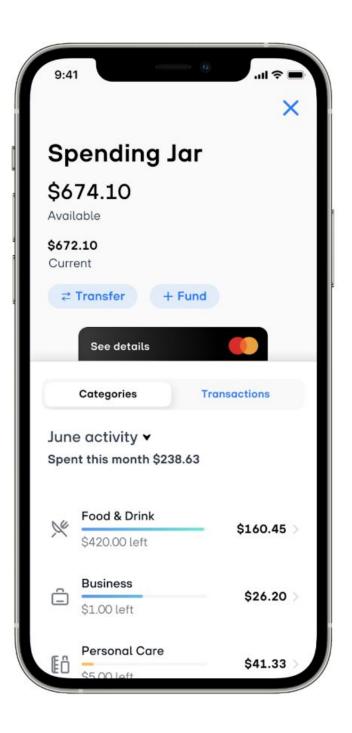


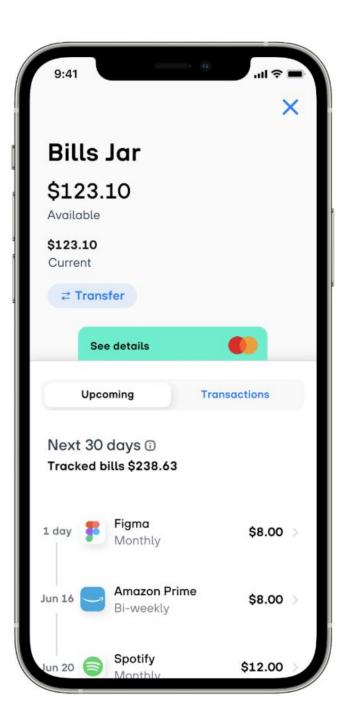
Douugh

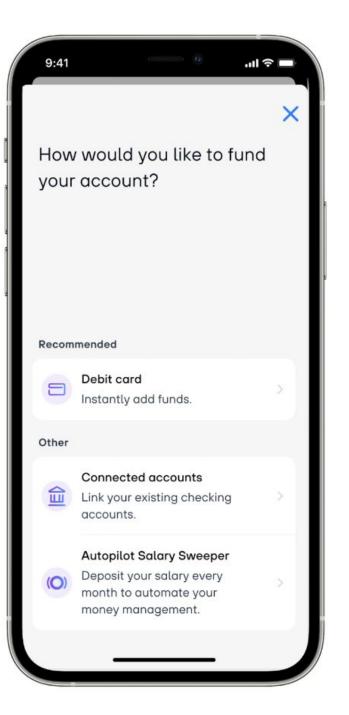
Christopher F

# **Evolving Mobile App**





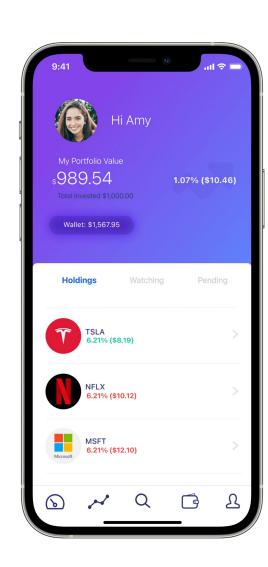


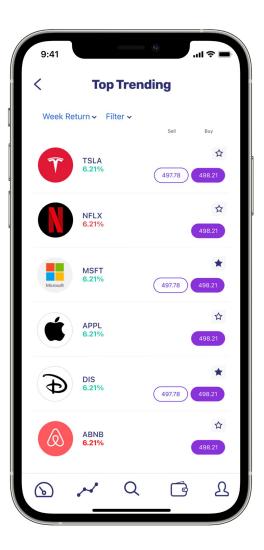


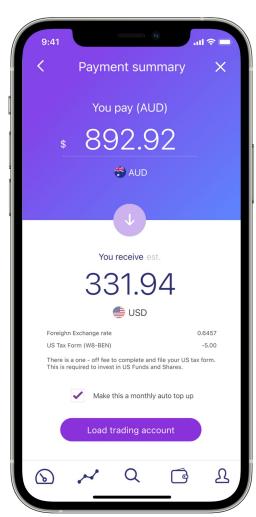
## Launching 'Goodments by Douugh'

The introduction of the Douugh brand in AU market. Relaunch supported with a new FX based commercial agreement allowing to position as "free", whilst broadening the appeal of the proposition by stepping back from the sustainability focus.







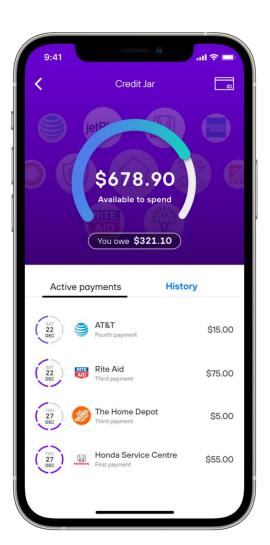


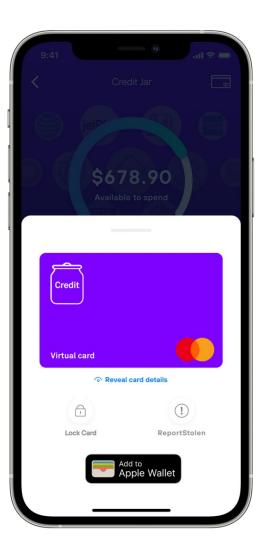
## BNPL anywhere, our Credit Jar

Douugh and Humm are finalising the commercial framework with a US originating bank to launch a card based, credit score building BNPL anywhere feature.









# Positioned for strong future

Douugh positioned for strong growth in the remainder of 2021.

- Aggressive customer acquisition targets in place from July onwards.
- 'Goodments by Douugh' to start contributing to customer and revenue growth in Australia from June.
- Material revenue uplift expected from Q1 FY 2022, further accelerated with the launch of Crypto and BNPL.
- Capital-lite, globally scalable with competitive and differentiated product features and stand alone capabilities.

#### **Q4**

Douugh/Goodments AU relaunch Android Beta testing Douugh Wealth Beta testing

### Q1

Android launch
Douugh Wealth US launch
(portfolios)
Autopilot enhancements
Subscription launch

### Q2

Crypto US launch
Autopilot enhancements
AU Beta testing

#### Q3

Stocks launch US

BNPL launch

Douugh Banking AU launch













## Help us reinvent banking

We're on a mission to change people's relationship with money for the better.

Invest and grow with us as we continue to redefine what it means to live financially healthier.

## **Andy Taylor**

Founder & CEO

info@douugh.com



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Douugh