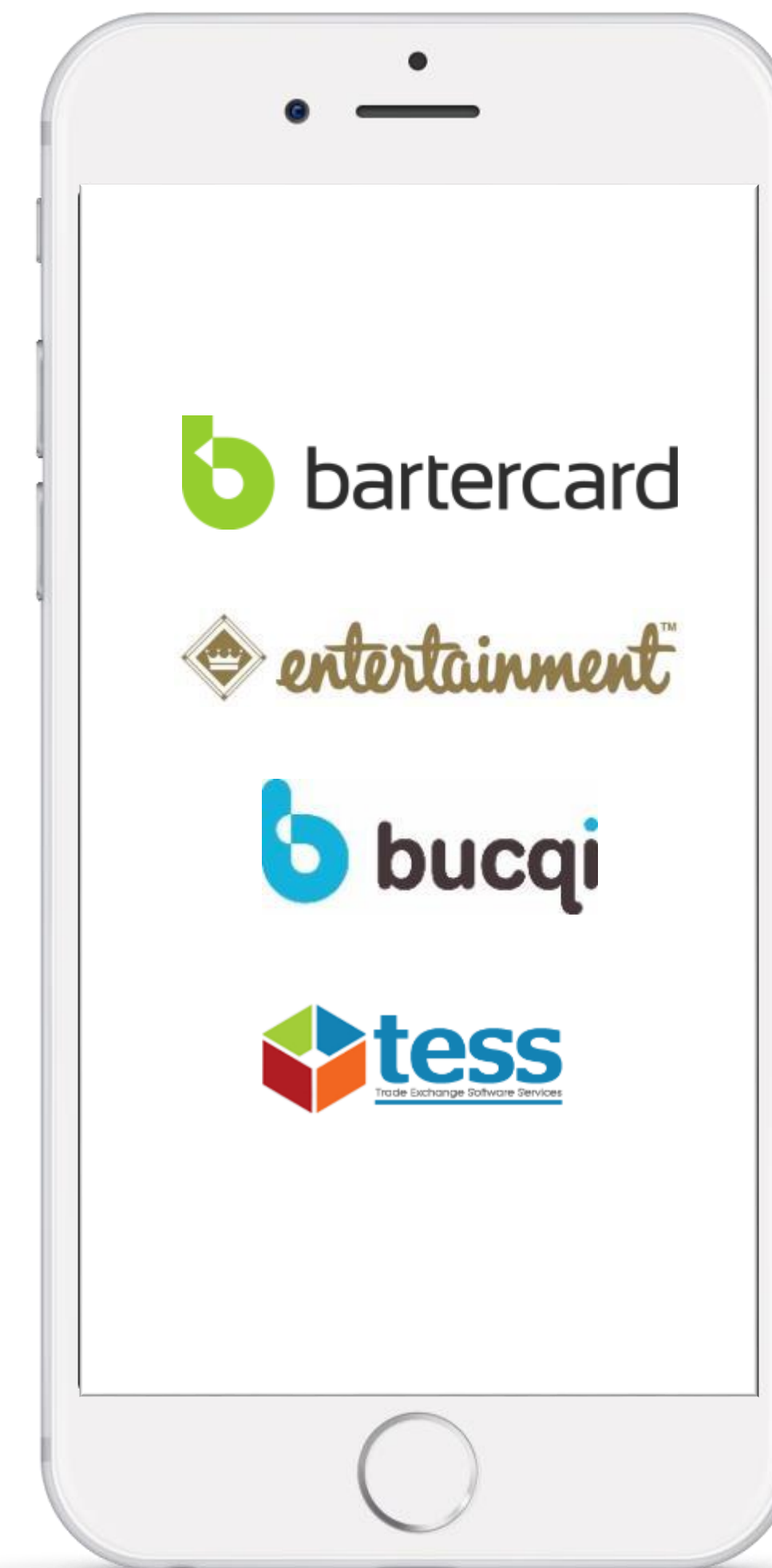
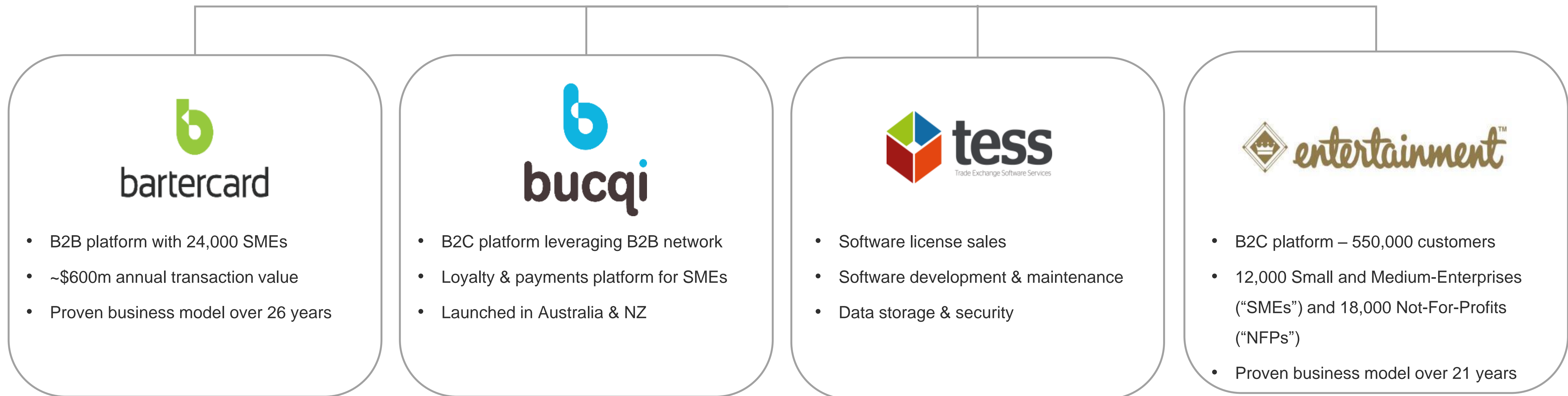




## 1H17 Results Presentation 23 February 2017



BPS is a marketing and payments platform with 26 years of operations and 95 office locations across 8 countries



- ❖ BPS platforms serve **36,000** merchants, **~600,000** paying customers and a network of **~20,000** Not-For-Profit organisations
- ❖ BPS earns revenues on every transaction over the platforms via its subsidiaries Bartercard, Entertainment, bucqi and TESS

# Strong 1H17 results and highlights

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- ❖ Successful acquisition and integration of Entertainment
- ❖ HY17 results consistent with management guidance
- ❖ Reconfirming FY2017 guidance
  - Revenue of \$109.1 million
  - Net Profit After Tax of \$10.6 million
- ❖ Successful equity raising for Entertainment acquisition
- ❖ Refinancing of \$5m convertible note on more favourable terms
- ❖ Fully franked interim dividend declared of 2.25 cents per share

|                                    | 1H17 | 1H16 |
|------------------------------------|------|------|
| Revenue (\$m)                      | 55.9 | 25.1 |
| EBITDA (\$m)                       | 6.9  | 4.6  |
| Earnings per share (cents)         | 7.1  | 6.0  |
| Interim dividend per share (cents) | 2.25 | 2.0  |

#### Notes for 1H17 cash flow

- ❖ Entertainment sells publications between April and July and therefore cash receipts heavily weighted to second half
- ❖ Tax rate is lower mainly due to Entertainment's taxable income weighted to second half



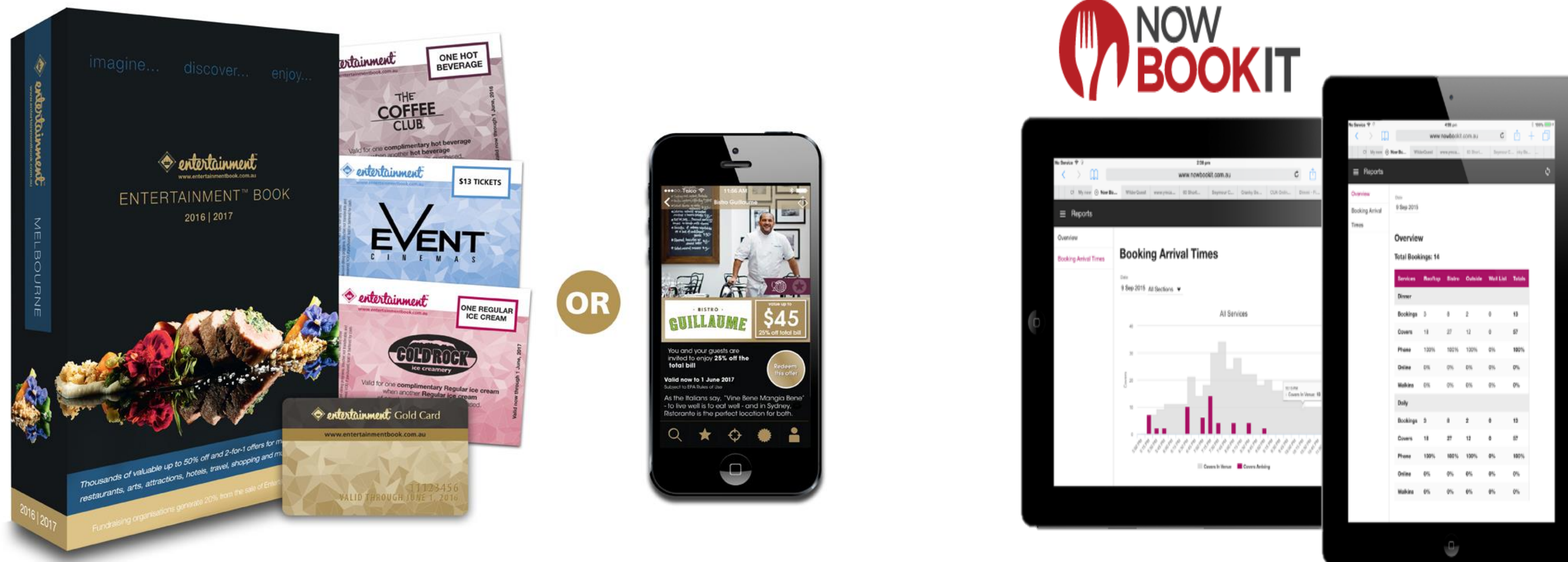


# The Entertainment acquisition

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The Entertainment acquisition represents a complementary marketing platform enabling the Group to:

- ❖ leverage its existing networks
- ❖ continue to build its technology and transactional platform to capture and utilise consumer data and behaviour; and
- ❖ to further monetise its merchant base through an enhanced offering to SMEs



- ❖ Go-digital strategy accelerated Entertainment subscriptions from 25% digital to 30% saving printing costs of ~\$200k, plan to be at 35% by the end of 2017
- ❖ Implemented a 30-point efficiency plan to improve Entertainment's revenues and to reduce costs with the aim of achieving a ~10% improvement in profitability for FY17
- ❖ Expanded Bartercard USA from 10 to 20 franchises, increasing US revenue by 89%
- ❖ Sold a TESS software license for commencement of Bartercard France
- ❖ Acquired 2 key metro Bartercard franchises in Australia, now control 76% of members
- ❖ Launched merchant finance product - first transactions settled in December 2016

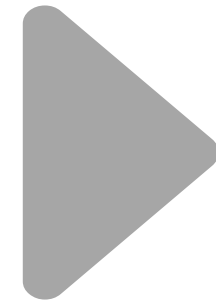




# About BPS

# Our vision, mission and purpose

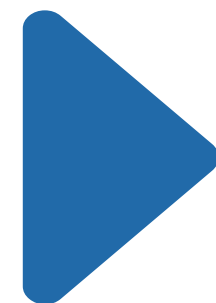
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The world's number one in marketing, payments and reward platforms for SMEs



Providing transactional platforms and management systems that enable businesses to attract customers across multiple sales channels

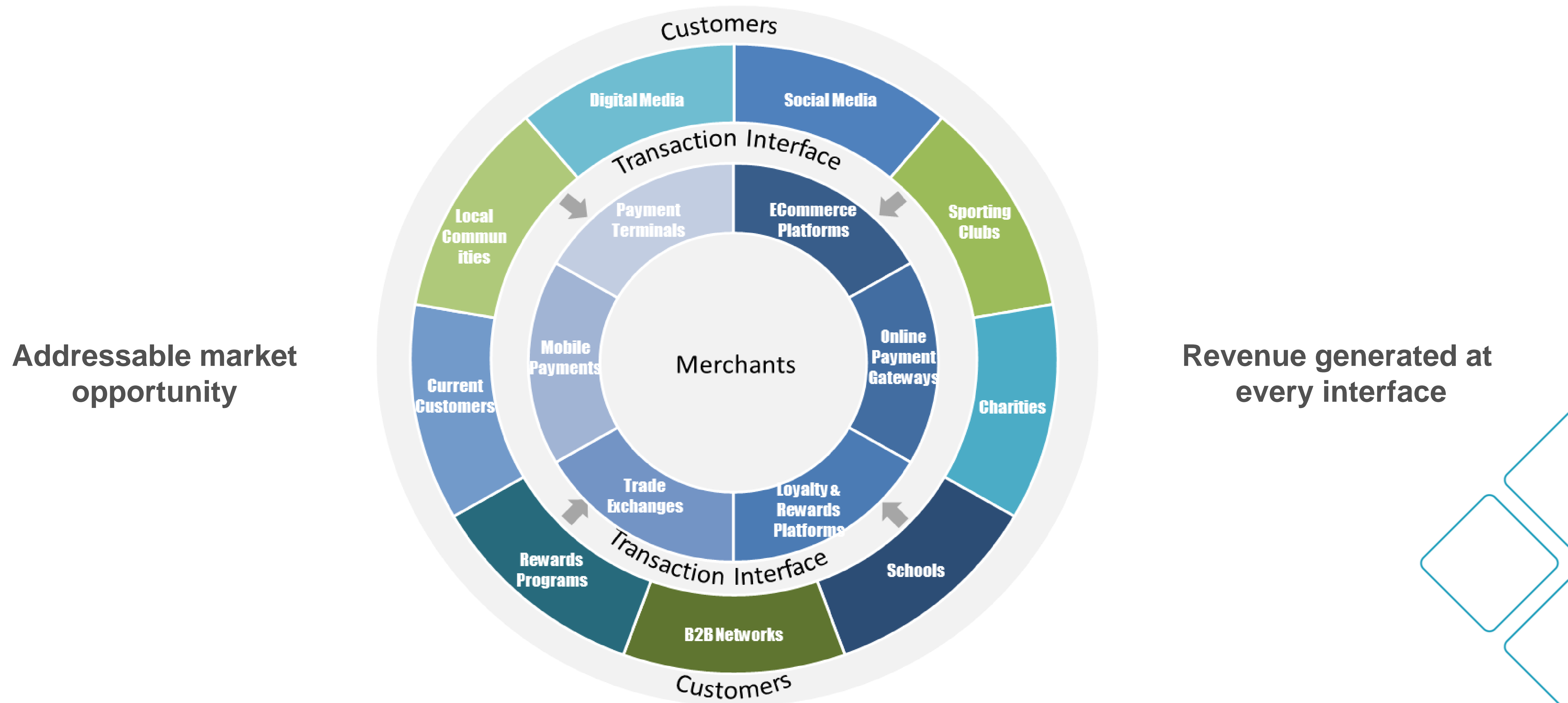


To help SMEs and organisations perform better by attracting more customers to them



# The BPS merchant and consumer ecosystem

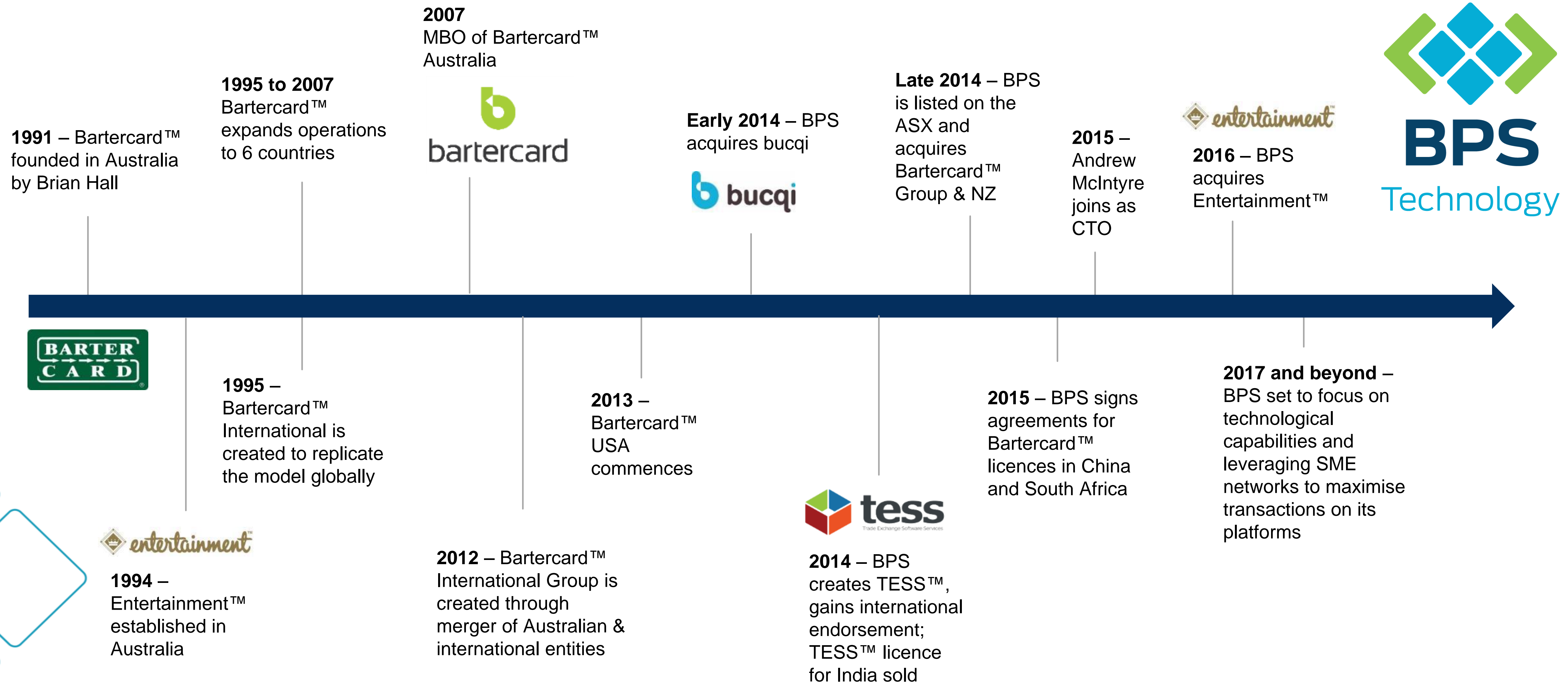
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# BPS Technology evolution

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**Murray d'Almeida, Chairman**

Founded Retail Food Group (ASX:RFG); Director Pacific Environment, Chair Management Resources Solution, Chair Barrack Street Investment

**Garth Barrett, Non-Executive Director**

More than 40 years' experience in strategic planning, M&A, financial systems, risk analysis and operations management; many years as partner at national and international chartered accounting firms

**Trevor Dietz, CEO**

30 years banking and digital payments, has delivered technology and business systems and run global operations

**Tony Wiese, CFO**

25 years financial and executive management, listed two companies, 15 years as Executive Director of listed public companies, completed over 20 acquisitions

**Brian Hall, CEO of Bartercard Group**

Bartercard co-founder; 27 years in sales and sales management, develop systems and technology in a major franchise network







**Susan Minnekeer**

**General Manager**

Improvements and delivery of  
services and technology



**Andrew McIntyre**

**Chief Technology Officer**

Big data, mobile app, fin tech specialist



**Clive van Deventer**

**CEO Bartercard Australia**

Tourism & hospitality, sales & marketing  
specialist



**John Scott**

**CEO Bartercard New Zealand**

Sales, marketing, financial, multi site  
specialist



**Paul Bolte**

**CEO Bartercard USA**

Sales management, franchising specialist



**Phil Scott**

**Inventor of bucqi**

Computer engineer, mobility specialist



**Phil Ciniglio**

**CEO Bartercard Europe**

Franchising, sales, marketing specialist

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