



MINT PAYMENTS™

QUARTERLY UPDATE & APPENDIX 4C

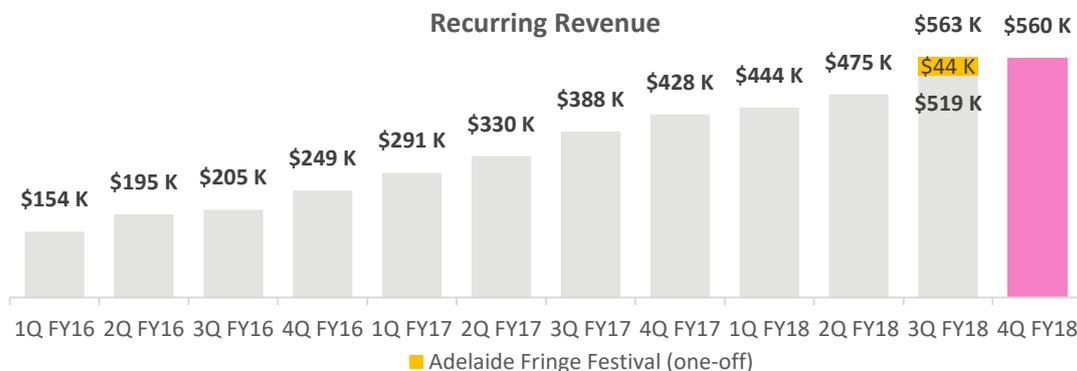
HIGHLIGHTS

- Recurring revenues grew by 42% to \$2.0M for the year ended 30 June 2018 in line with forecast.
- Cash receipts from customers for the quarter of \$966K are 8% higher than the previous quarter.
- Successfully raised funds totalling \$6.6M.
- Mint’s Direct to Merchant Channel won new business of approximately \$40M in annual transaction values.
- Announced that NETS Singapore has launched Mint’s “white-labelled” Unified mPOS solution.

Sydney, 31 July 2018: Payments technology solutions provider Mint Payments (**ASX: MNW**) (**Mint or the Company**) provides the following quarterly update and Appendix 4C consolidated statement of cash flow for the period ended 30 June 2018.

HIGHLIGHTS – Q4 FY18

KEY FINANCIAL HIGHLIGHTS



- Recurring revenues grew by 42% to \$2.0M for the year ended 30 June 2018 in line with forecast
- Recurring revenues was 8% higher than previous quarter, once removing the one-off impact of the Adelaide Fringe Festival that occurred over February and March 2018 (as announced in Q3 FY18, [click here for more detail](#)) and increased 31% on the prior corresponding quarter.
- Cash receipts from customers for the quarter of \$966K are 8% higher than the previous quarter.
- During the quarter, Mint successfully raised funds totalling \$6.6M, to accelerate growth in Mint’s Direct to Customer channel in Australia, expand Mint’s footprint in Southeast Asia and support general working capital requirements.

REGISTERED ADDRESS

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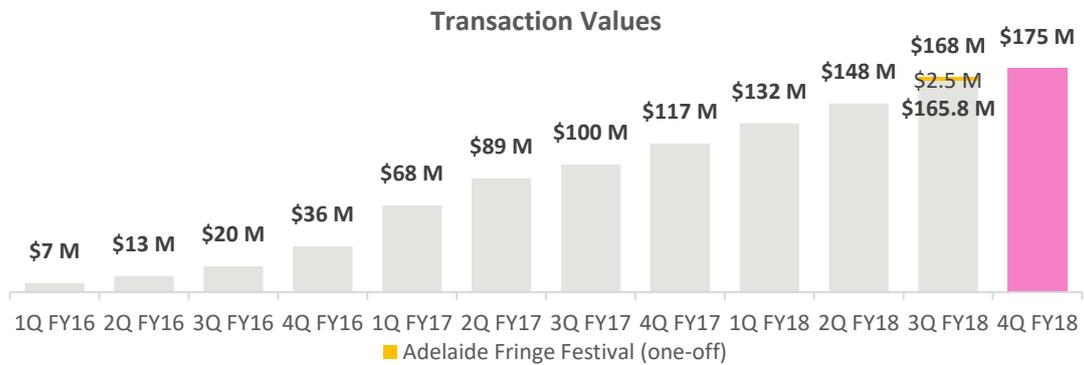
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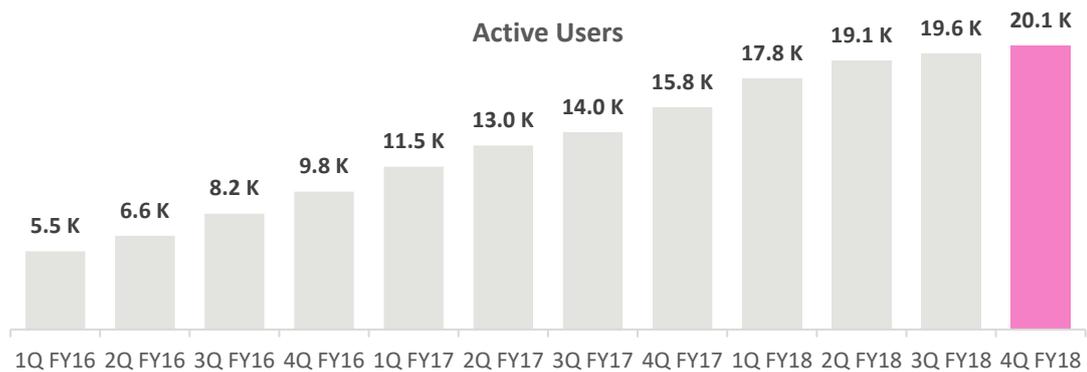
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- The Company holds total funds available of **\$7.0M** as at 30 June 2018.

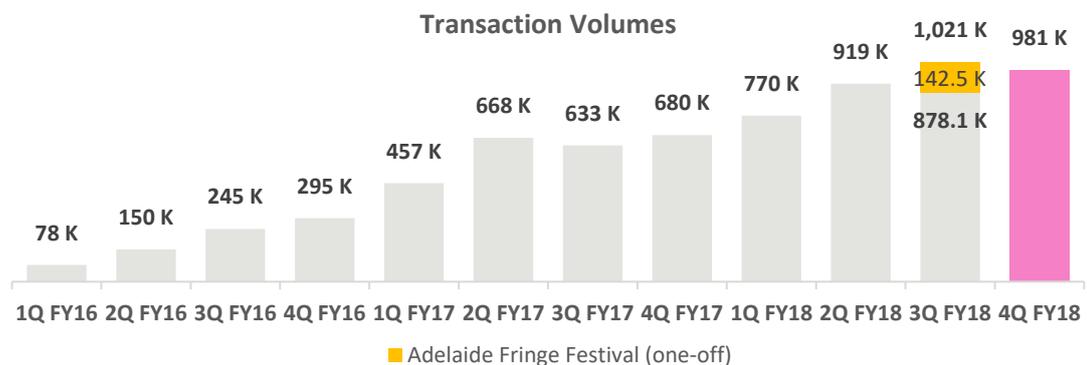
KEY OPERATING METRICS



- Transaction values increased by **67%** to **\$623M** for the year ended 30 June 2018
- Transaction value increased by **6%** from previous quarter, once removing the one-off impact of the Adelaide Fringe Festival, and **50%** on the prior corresponding quarter.



- Active user base increased by **27%** for the year ended 30 June 2018.
- Active user base increased by **3%** on previous quarter.



- Transaction volumes increased by **51%** to **3,691K** for the year ended 30 June 2018
- Transaction volume increased by **12%** from previous quarter, once removing the one-off impact of the Adelaide Fringe Festival, and **44%** on the prior corresponding quarter.

QUARTER OPERATING UPDATE

In addition to strong performance in the underlying business, the company has activated two of its major growth initiatives in the fourth quarter with the NETS white label product in Singapore and the Direct to Merchant growth program in Australia both launching in April 2018.

Direct to Merchant Channel Growth

Mint launched the first phase of its growth plan for the Direct to Merchant Channel with a comprehensive digital acquisition program commencing in late April 2018. The initial phases of the program have seen targeted marketing activity generate substantial lead volumes for Mint's omni-channel payment solution. In the quarter, Mint's Direct to Merchant Channel won **new business totalling \$40M** in annual transaction value which has come primarily from merchants in the Travel, Hospitality and On-the-go segments.

The program will be supported by the ongoing rollout of an extensive customer experience project that encompass an overhaul of Mint's digital properties, product improvements and the activation of strategic partnerships to enhance the value proposition and relevance of Mint's offering.

Launch of NETS White Labelled Product

In April 2018, the Company announced that NETS, Singapore's leading payments solutions group owned by Singapore's largest banks (DBS, OCBC & UOB), has launched Mint's "white-labelled" Unified mPOS solution. Mint will commence earning software and transaction revenues in Singapore from NETS merchants and channel partners signed up to the payment service.

A copy of the Appendix 4C is attached.

ENDS

About Mint Payments Limited

Mint Payments helps companies of all sizes transact in more rewarding ways—whenever, wherever and however the world wants to pay.

With a focus on high value, high volume verticals throughout Asia Pacific, Mint Payments delivers a single, seamless solution to help channel partners and financial institutions unlock revenues, launch pioneering payment products, and build richer customer experiences. Online, in-store, in-app and beyond.

Investor & media enquiries

Alex Teoh – Chief Executive Officer

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Appendix 4C

Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

Name of entity

Mint Payment Limited

ABN

51 122 043 029

Quarter ended ("current quarter")

30th June 2018

Consolidated statement of cash flows	Current quarter \$A'000	Year to date Jun-18 (12 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	966	3,390
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(900)	(3,109)
(c) advertising and marketing	(44)	(185)
(d) leased assets	-	-
(e) staff costs	(1,266)	(5,675)
(f) administration and corporate costs	(122)	(644)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	5	39
1.5 Interest and other costs of finance paid	(94)	(350)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	19	2,146
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	(1,436)	(4,388)
2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-

Consolidated statement of cash flows	Current quarter \$A'000	Year to date Jun-18 (12 months) \$A'000
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	(201)	(454)
2.3 Cash flows from loans to other entities	-	-
2.4 Dividends received (see note 3)	-	-
2.5 Other (provide details if material)	-	-
2.6 Net cash from / (used in) investing activities	(201)	(454)

3. Cash flows from financing activities		
3.1 Proceeds from issues of shares	4,116	4,116
3.2 Proceeds from issue of convertible notes	-	-
3.3 Proceeds from exercise of share options	-	-
3.4 Transaction costs related to issues of shares, convertible notes or options	(101)	(101)
3.5 Proceeds from borrowings	200	2,530
3.6 Repayment of borrowings	(75)	(505)
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Other (provide details if material)		
(a) Payment for other financial assets	-	-
3.10 Net cash from / (used in) financing activities	4,140	6,040

4. Net increase / (decrease) in cash and cash equivalents for the period		
4.1 Cash and cash equivalents at beginning of quarter/year to date	520	1,825
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(1,436)	(4,388)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(201)	(454)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	4,140	6,040

Consolidated statement of cash flows		Current quarter \$A'000	Year to date Jun-18 (12 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of quarter*	3,023	3,023

* Total available cash is \$6,998 (\$3,023 in cash and cash equivalents with \$3,975 in undrawn facilities, see note 8.)

5. Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1 Bank balances	3,023	520
5.2 Call deposits	-	-
5.3 Bank overdrafts	-	-
5.4 Other (provide details)	-	-
5.5 Cash and cash equivalents at end of quarter (should equal item 4.6 above)	3,023	520

6. Payments to directors of the entity and their associates

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

**Current quarter
\$A'000**

117

-

Payment of executive director and non-executive directors' salaries and fees.

7. Payments to related entities of the entity and their associates

- 7.1 Aggregate amount of payments to these parties included in item 1.2
- 7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2

**Current quarter
\$A'000**

-

-

8. Financing facilities available <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	10,500	6,525
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

- Secured working capital borrowing facility of \$7,500,000 from Roadhound Electronics Pty Ltd
- Unsecured working capital borrowing facility of \$3,000,000 from TAAJ Corporation Pty Ltd
- Interest rate on the facilities is 4.5% per annum above the Reserve Bank of Australia's Cash Rate

9. Estimated cash outflows for next quarter	\$A'000
9.1 Research and development	-
9.2 Product manufacturing and operating costs	(340)
9.3 Advertising and marketing	(220)
9.4 Leased assets	-
9.5 Staff costs	(1,270)
9.6 Administration and corporate costs	(122)
9.7 Other (provide details if material)	-
9.8 Total estimated cash outflows	(1,952)

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
10.1 Name of entity	-	-
10.2 Place of incorporation or registration	-	-
10.3 Consideration for acquisition or disposal	-	-
10.4 Total net assets	-	-
10.5 Nature of business	-	-

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Sign here:



Date: 31/07/2018

Managing Director/ Chief Executive Officer

Print name: Alex Teoh

Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.