



Money in Motion

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Level 12

333 Ann Street

Brisbane QLD 4000

EML Payments Limited

14 October 2020

ASX Market Announcements

20 Bridge Street
SYDNEY NSW 2000

INVESTOR BRIEFING

EML PAYMENTS LIMITED (ASX: EML) (“EML”) provides the attached investor briefing for release to the market.

EML's Managing Director & Group CEO, Tom Cregan and Group CFO, Rob Shore will present the attached briefing for shareholders and the investment community throughout Wednesday 14th and Thursday 15th October at:

- Citi's 12th Annual Australia & New Zealand Investment Conference; and
- Market Eye's TechOps Investor conference.

About EML Payments Limited

At EML we develop tailored payment solutions for brands to make their customers lives simpler. Through next-generation technology, our portfolio of payment solutions offers innovative options for disbursement payout's, gifts, incentives and rewards. We're proud to power many of the world's top brands and process over \$17 billion in GDV each year across 28 countries in Australia, EMEA and North America. Our payment solutions in 27 currencies are safe and secure, easy and flexible, providing customers with their money in real-time. We know payments are complex, that's why we've made the process simple, smart and straightforward, for everyone.

We encourage you to learn more about EML Payments Limited, by visiting: EMLpayments.com

This announcement has been authorised for release by the Joint Company Secretaries.

For further information, please contact:

Robert Shore

Group CFO

EML Payments Limited (ASX: EML)

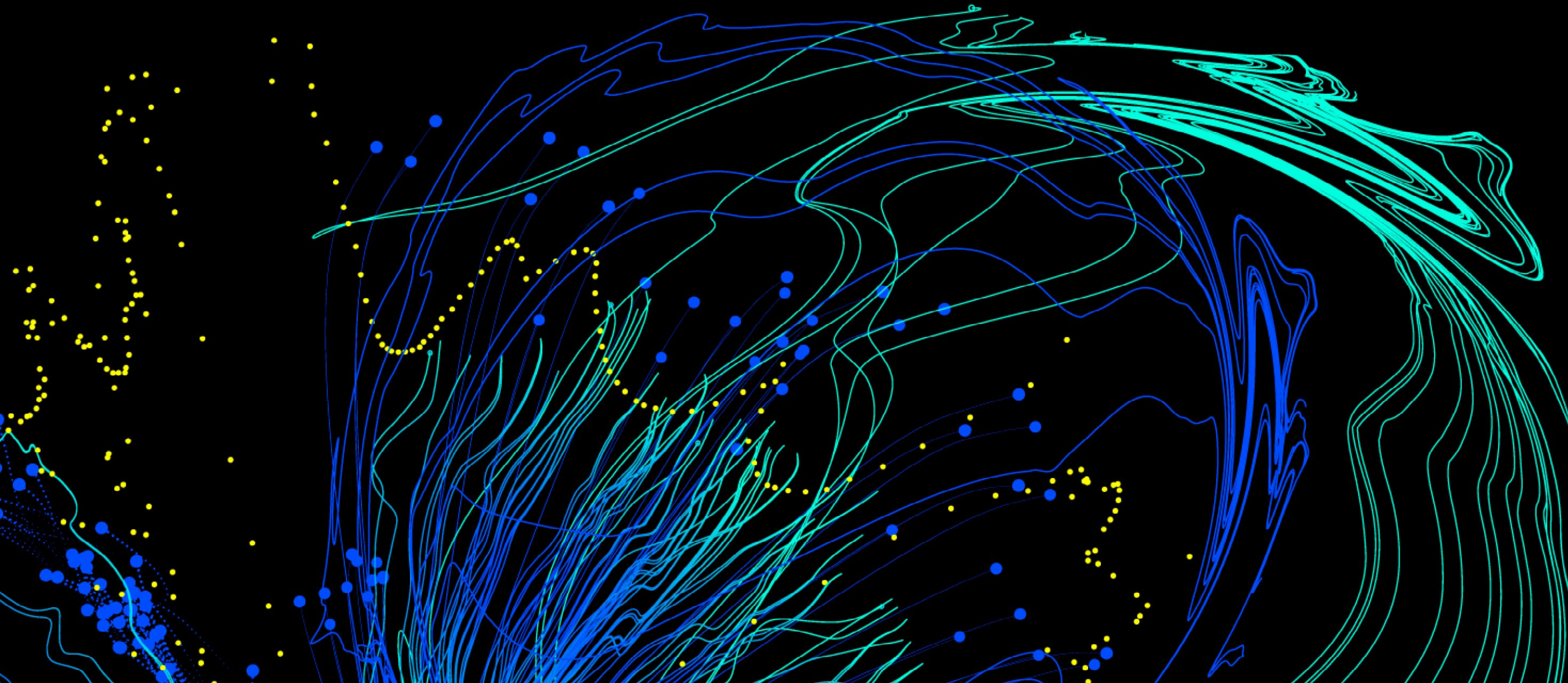
rshore@emlpayments.com.au

+61 (0) 419 590 128

Investor Briefing

October 2020

EML.



Money in Motion

Mission.

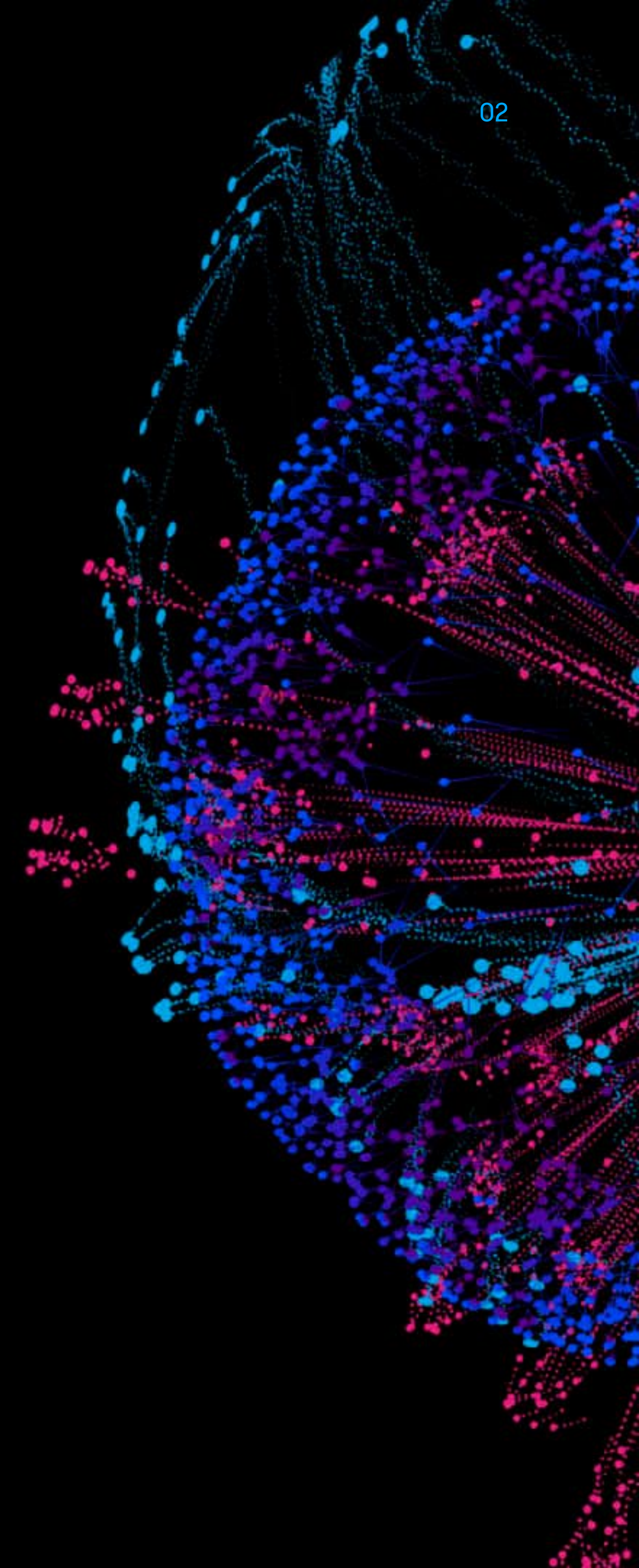
We create awesome, instant and secure payment solutions that connect our customers to their customers, anytime, anywhere, wherever money is in motion.

Vision.

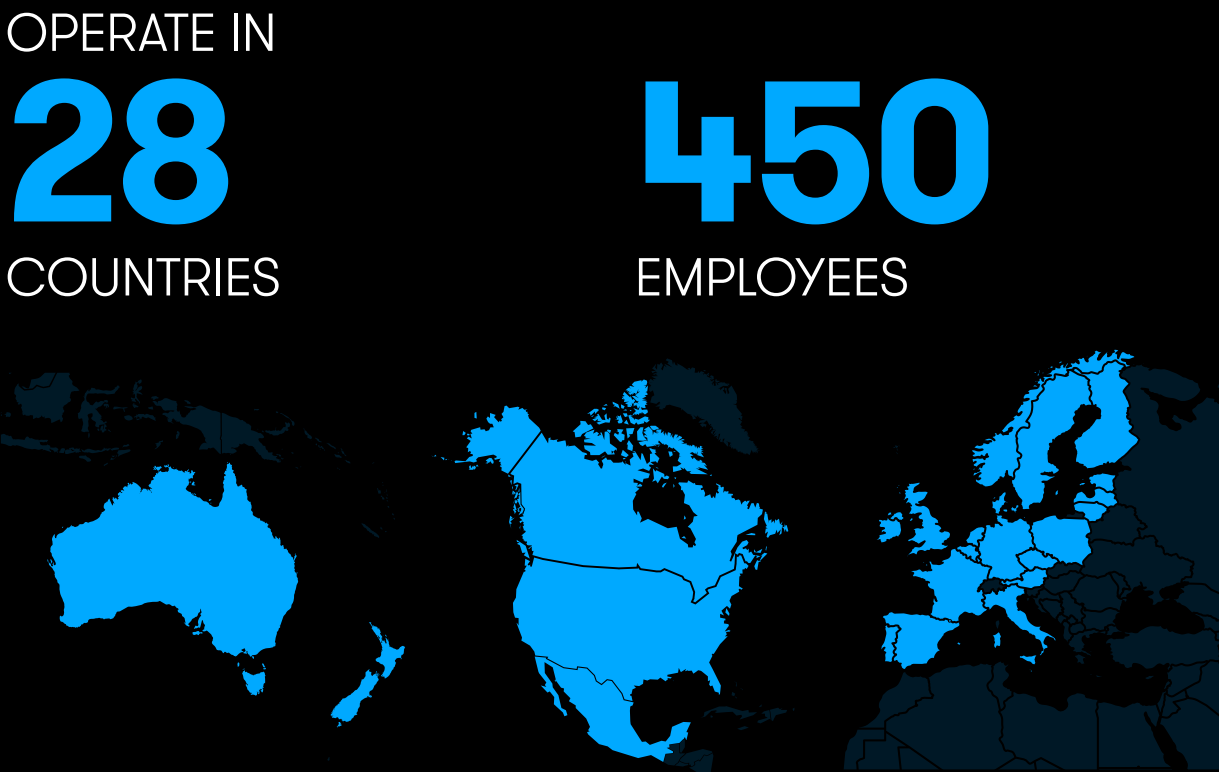
To offer customers a feature rich, fully embedded payment solution, via a simple, single touchpoint.

Purpose.

Inspiring transformative digital change for our customers and communities.



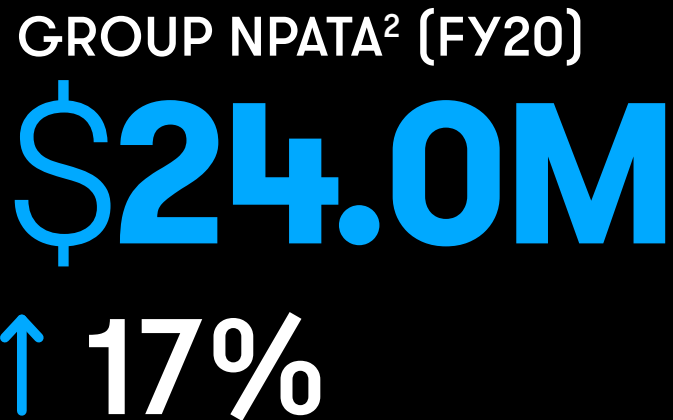
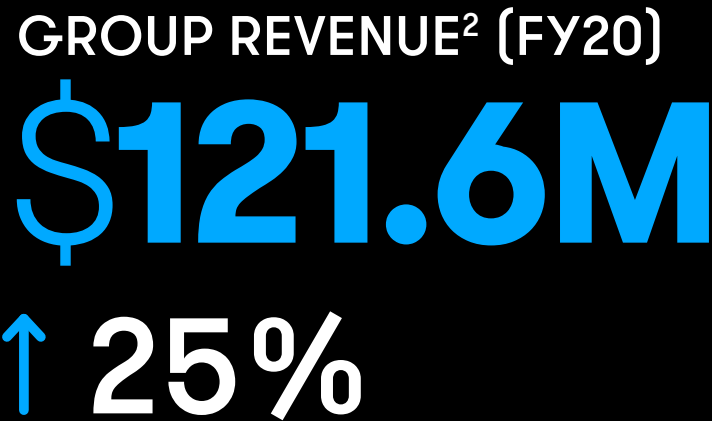
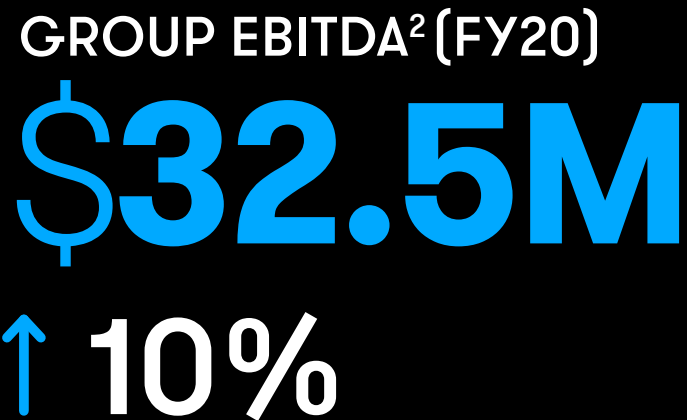
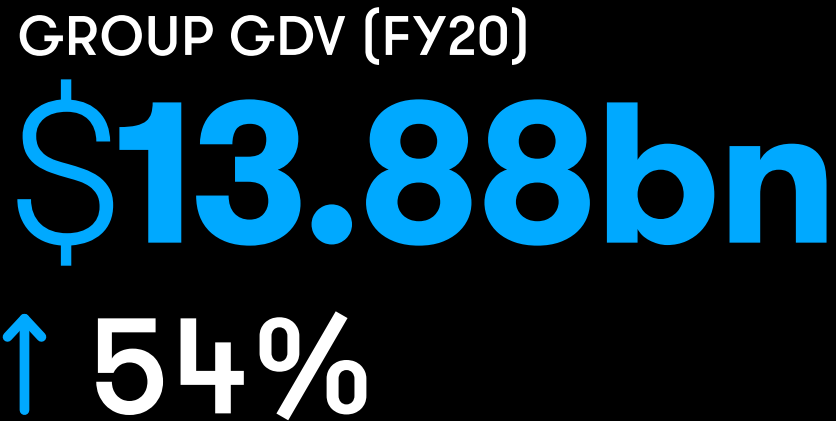
About Us – EML Snapshot



TECHNOLOGY PLATFORMS

SUPPORTING THOUSANDS OF PROGRAMS
ACROSS MULTIPLE INDUSTRIES

EML is an ASX listed (ASX:EML) Payments Technology company operating proprietary processing platforms that enable Fintech disruption, with offices in Australia, United Kingdom, Europe, and the United States of America.



Australia

Head Office
Brisbane, Australia
Melbourne, Australia



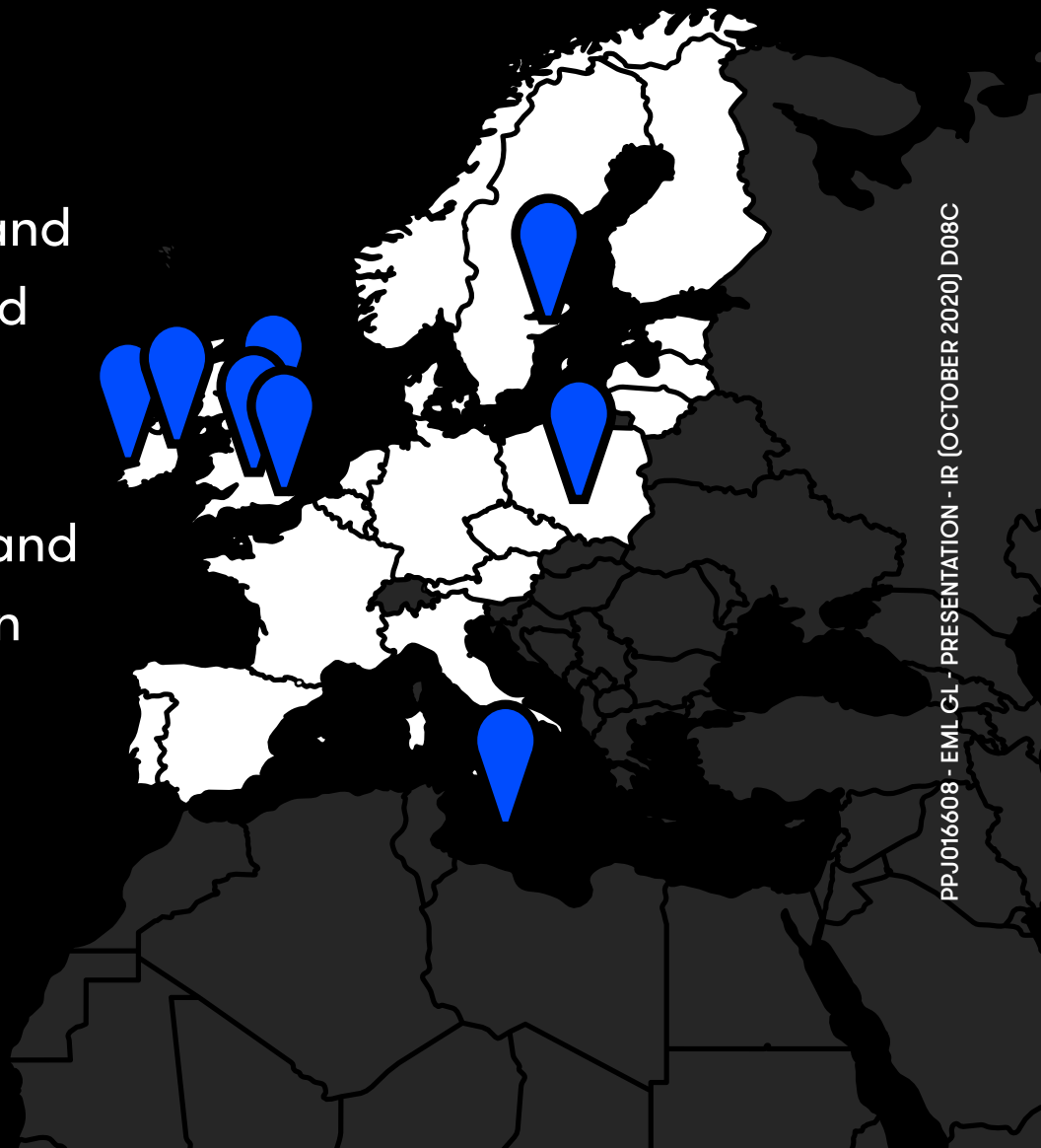
Americas

Kansas City, USA



Europe

London, England
Birmingham, England
Newcastle, England
Dublin, Ireland
Galway, Ireland
Czestochowa, Poland
Stockholm, Sweden
Malta



¹ GDV forward estimate based on June 2020 monthly run rate

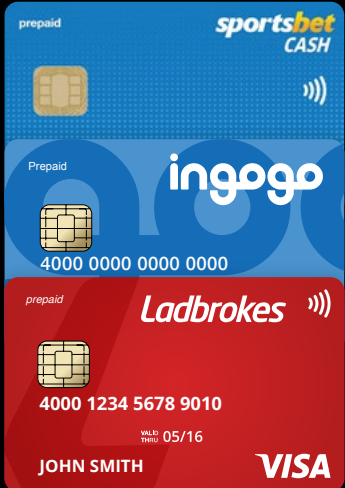
² Revenue, EBITDA & NPATA are stated excluding the impacts of AASB3 Business Combinations, a full reconciliation is provided in the FY20 Investor Presentation

Our Journey

Incentives
+ B2B & B2C Cards



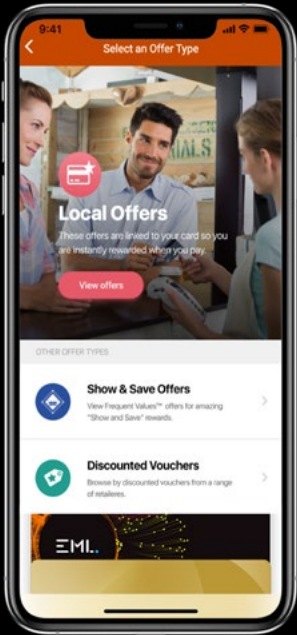
Launch of GPR
in Australia



Launch of GPR in
UK and Europe
+ Mastercard licence



Launch of GPR in North America
+ Launch of Mobile Rewards
+ Expansion into Scandinavia

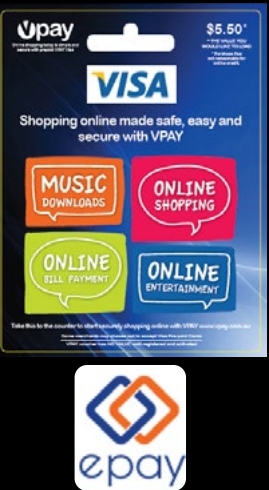


Launch of largest
European mall
program
+ Expand into Poland
+ Expanded technology
use cases
+ Delegated authority
+ Instant mobile gift

EML launches
EML Finlabs and
proudly announces
the first partner:



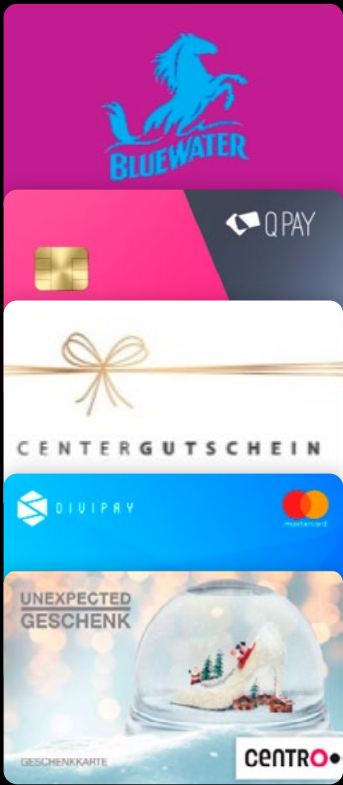
2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 Project Accelerator



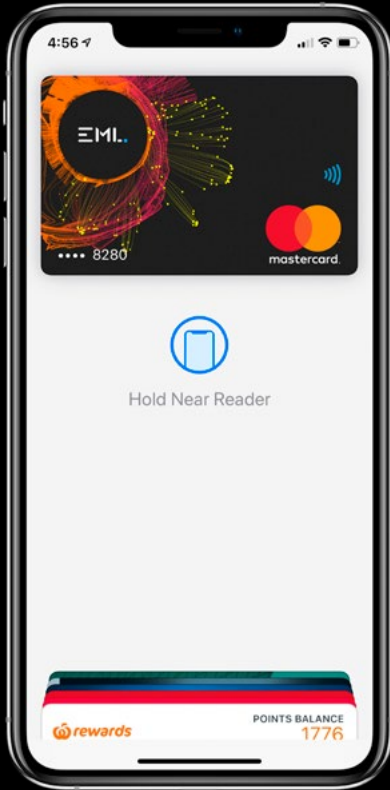
Heritage-Issued
Visa Integration



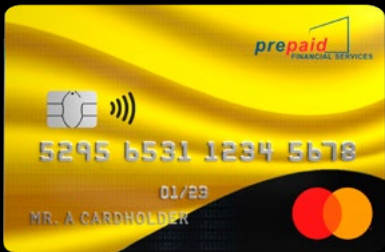
Expansion into the
UK and Europe



Expansion
into the USA
and Canada
+ Obtain MC
licence in
Australia

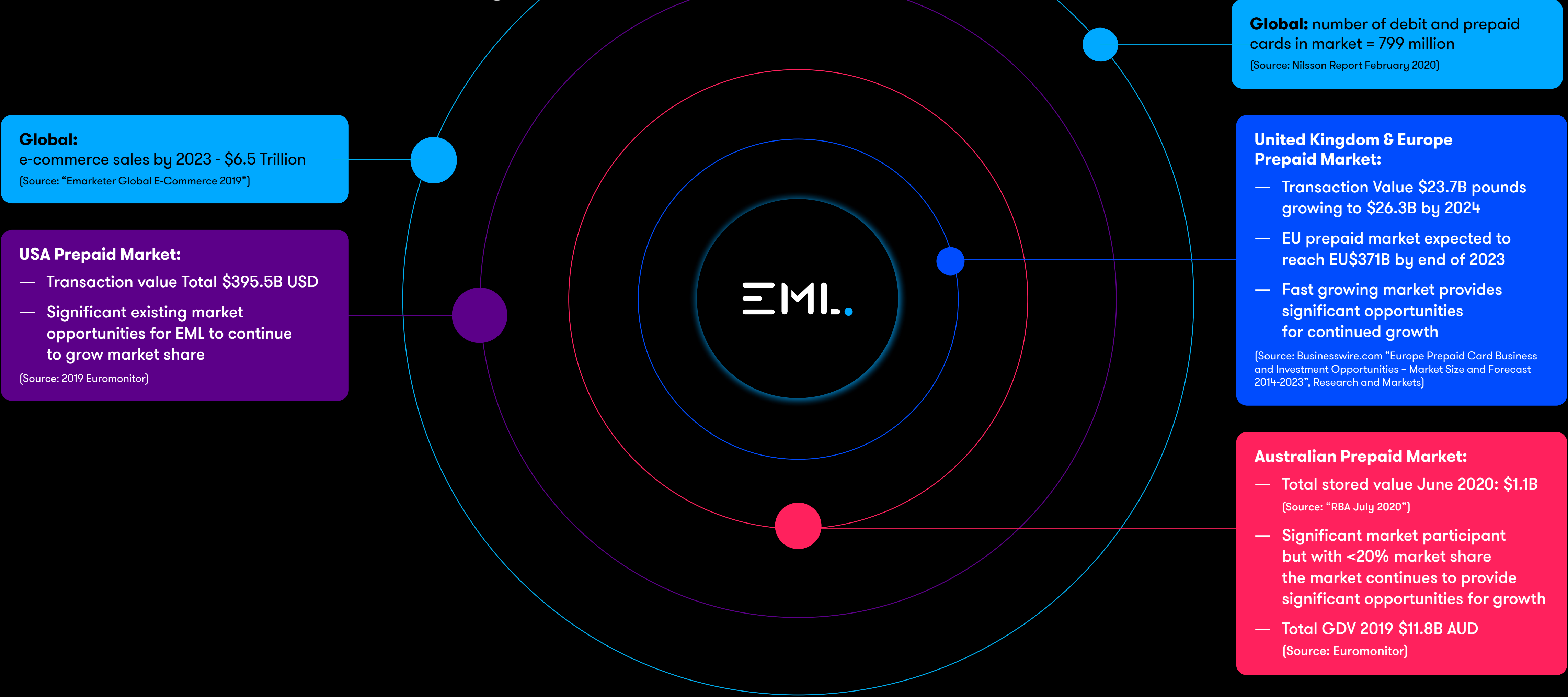


Launch of
mobile payments
+ Obtain E-money
licence in Europe



Acquisition of Prepaid
Financial Services (PFS):
+ Multi Currency
+ Payments as a Service
+ Banking as a Service

EML operates in a Trillion dollar industry



Solution Suite

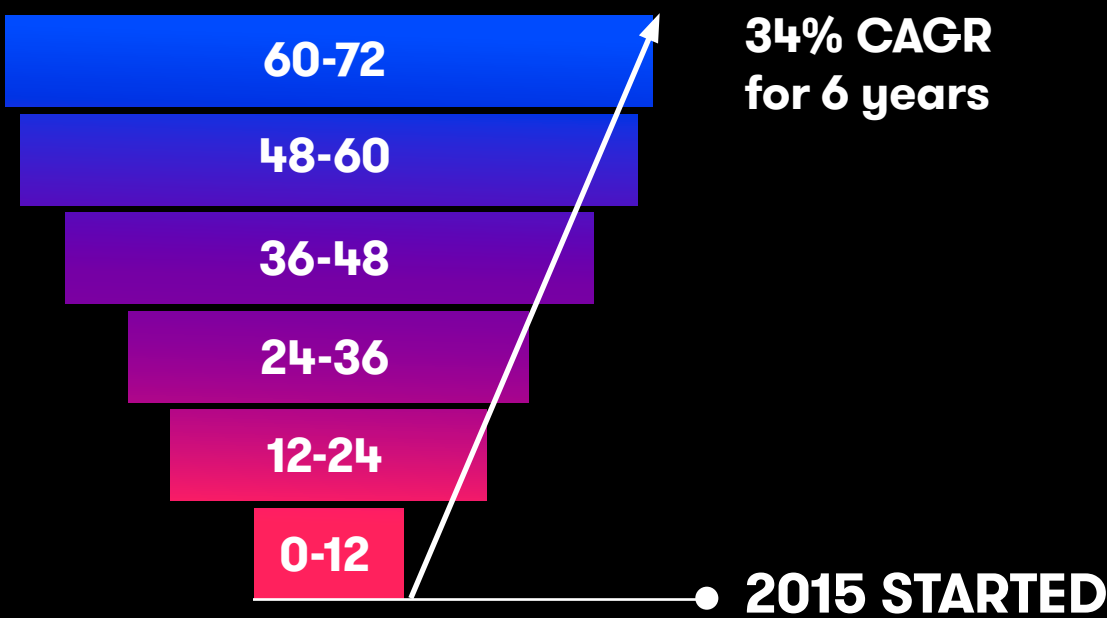
Platform	API	EMLConnect – API Interface and Sandbox				All	Analytics and Insights		
	PROGRAM MANAGEMENT: (beyond processing)	Cards Mgt	KYC & KYB	Licensing / Bank Agreements	Fraud Mgt	Regulatory & Compliance			
		Dispute Mgt	PCI-DSS Level 1	Onboarding	Treasury Mgt	Advisory Services	Account Mgt /Support		
Product Suite	FEATURES & FUNCTIONALITY	Physical Card	Virtual Cards	Loyalty	Realtime	Delegated Authorities			
		Spend Control	Multi-currency	E-wallets	Tokenised	Merchant Offers			



Business Model – Cohort Analysis

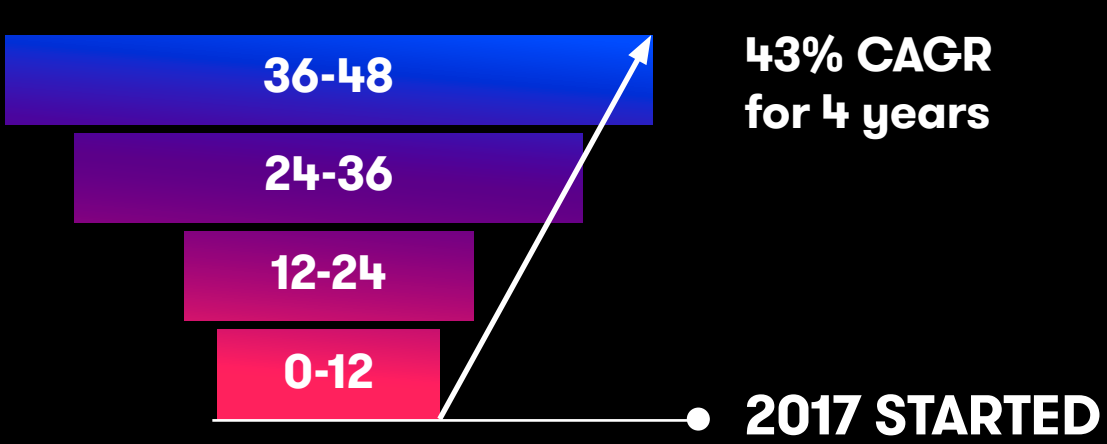
Distribution as a Service Customer

This gaming industry customer uses our cards to distribute funds to their customers. The programs loads have grown 34% over the last 6 years in GDV.



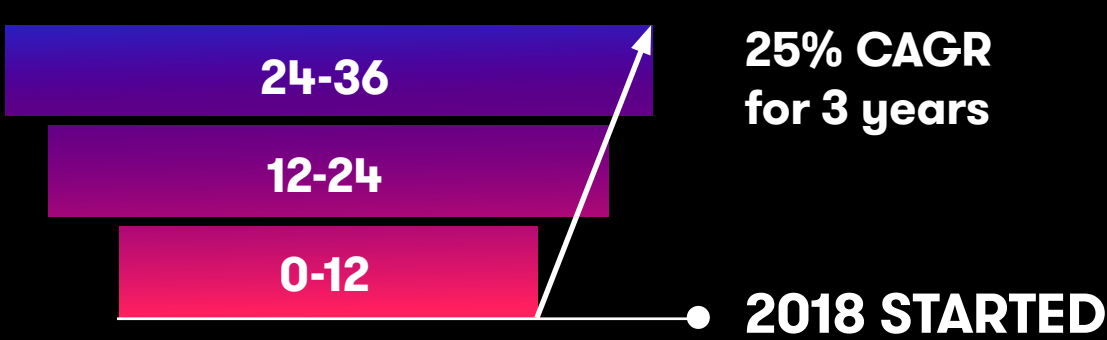
Banking as a Service Customer

This BaaS customer uses our full technology suite so that their customers can access the funds that they have in various accounts with us. The programs load have grown 43% over the last 4 years in GDV.

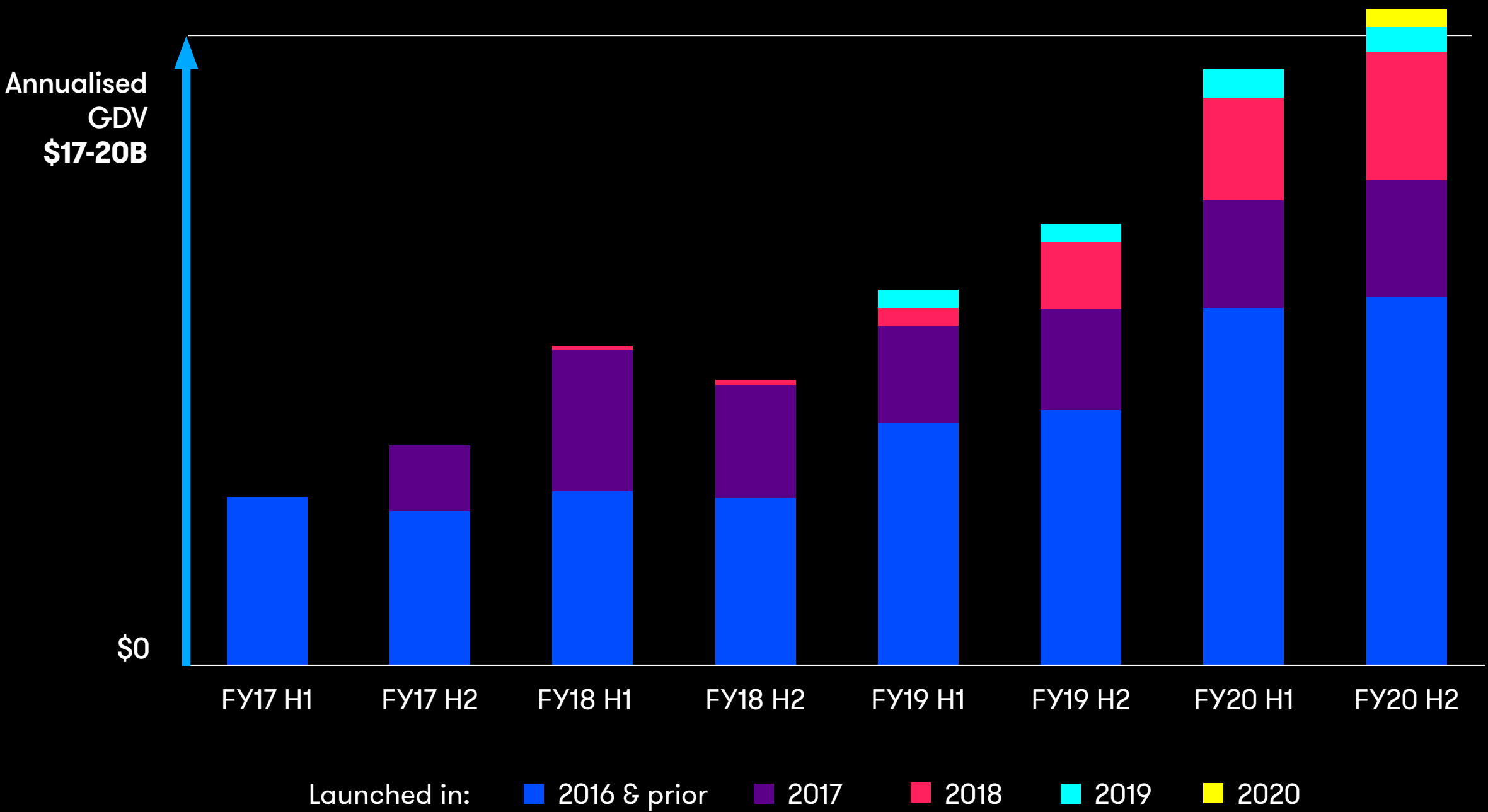


Salary as a Service Customer

This salary packaging program has cards to distribute pre-tax funds to their customers in accordance with government regulations for spend on various merchant categories. The programs load have grown 25% over the last 3 years in GDV.

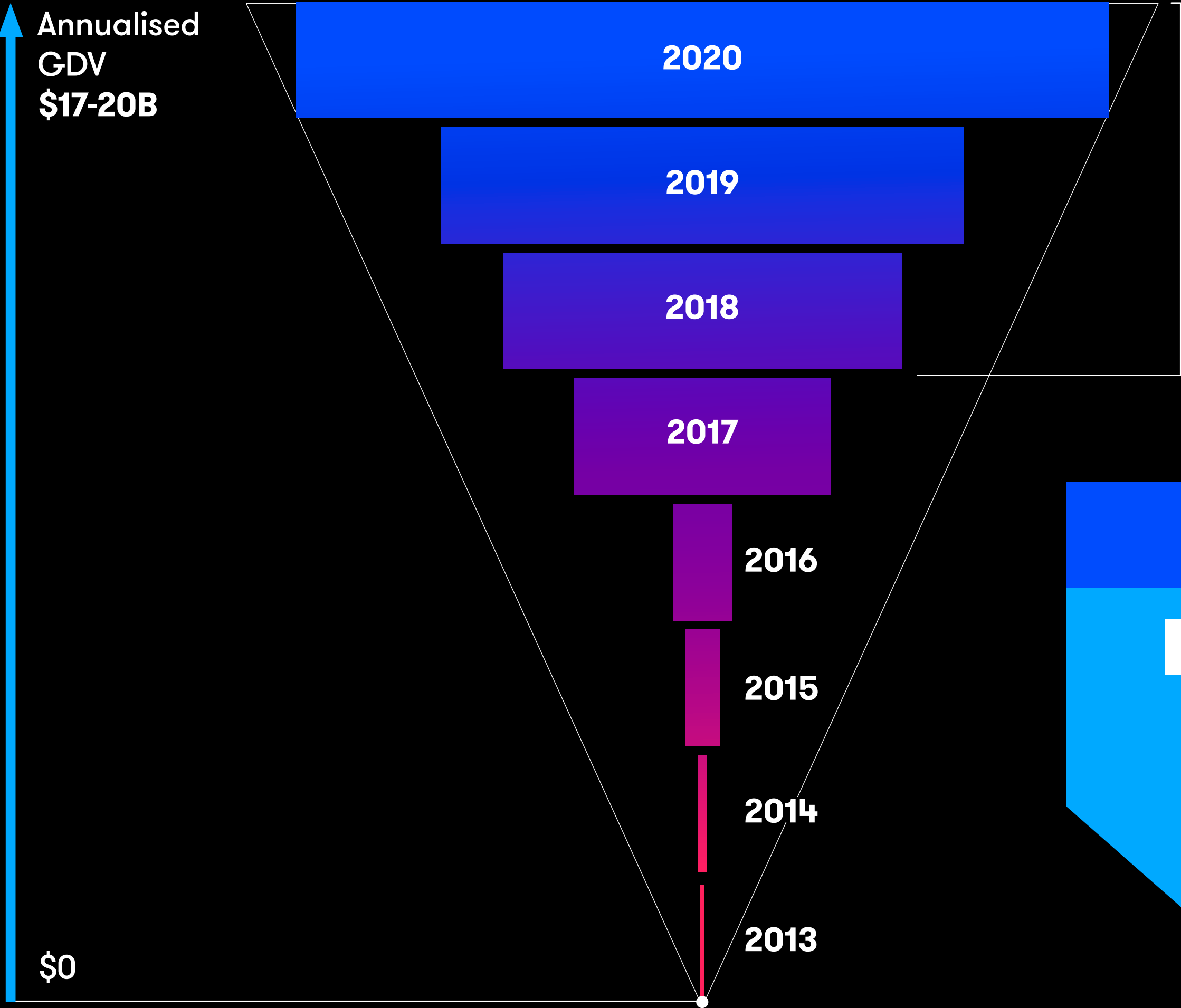
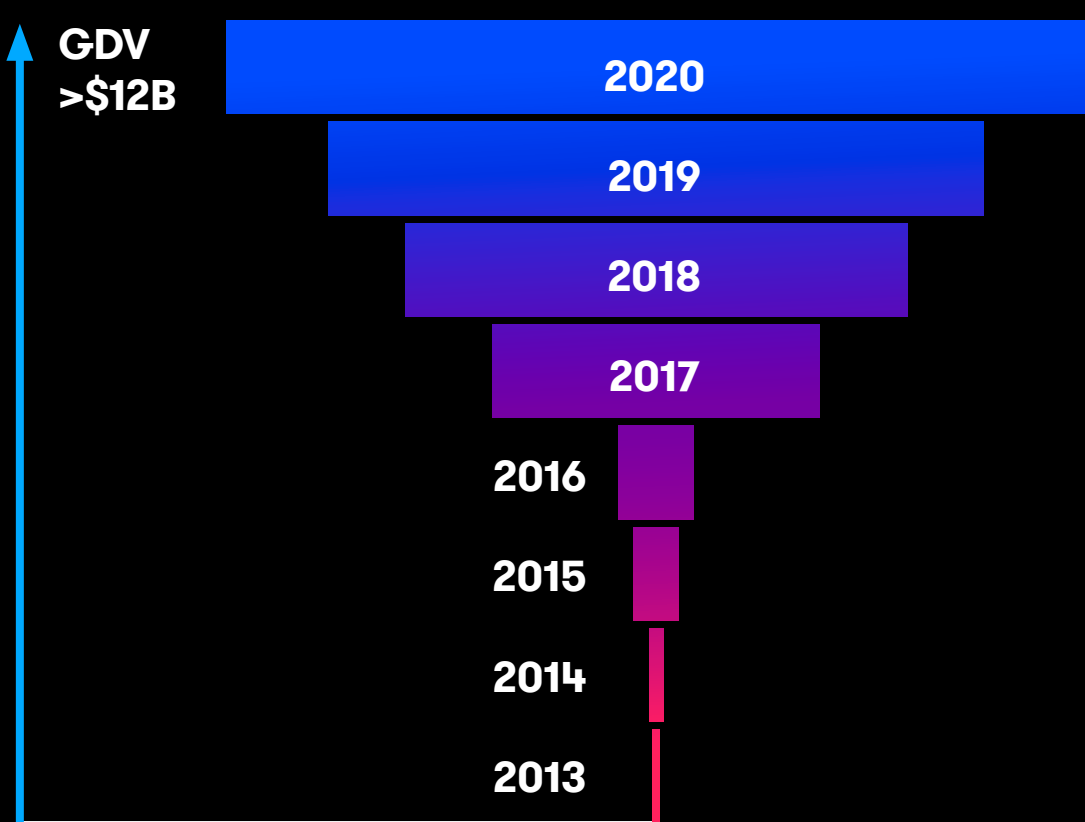


Cohort – Half Year



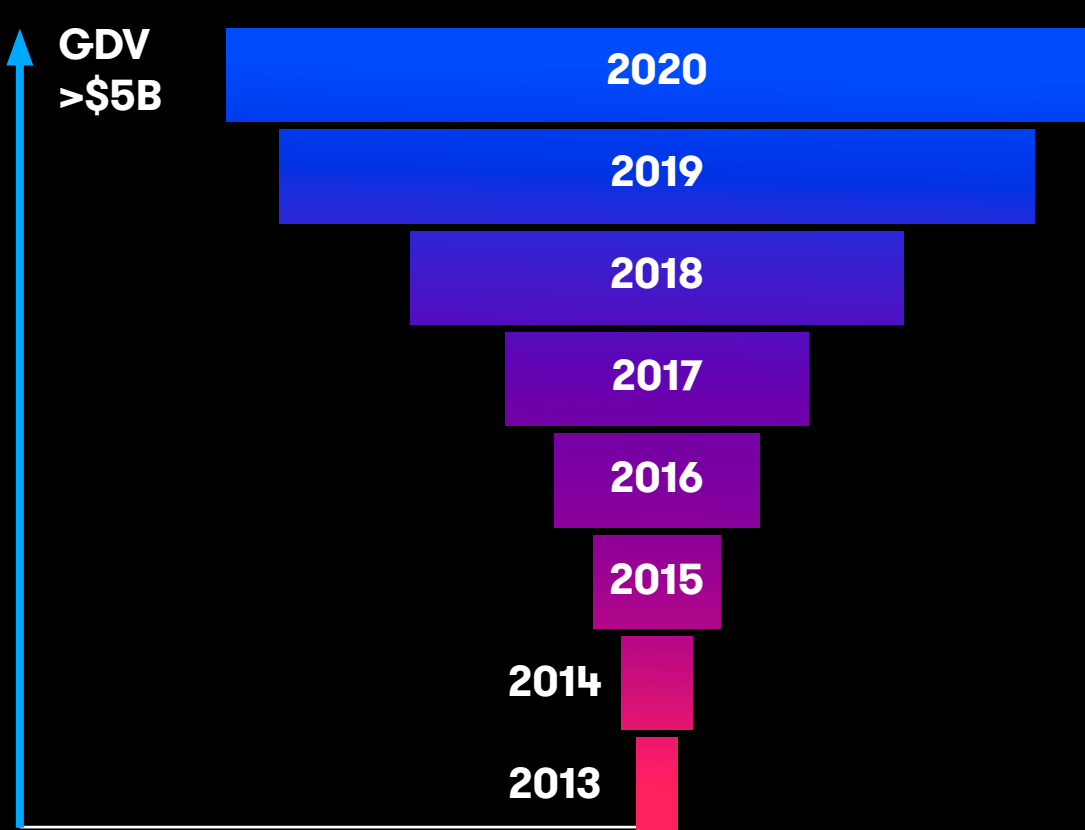
Business Model – Cohort Analysis

GDV – EML



99.9%
of clients
are retained
through this
3 year period

GDV – PFS



Sales Pipeline

46 contracts signed
in the last 2 quarters

331 in the
pipeline

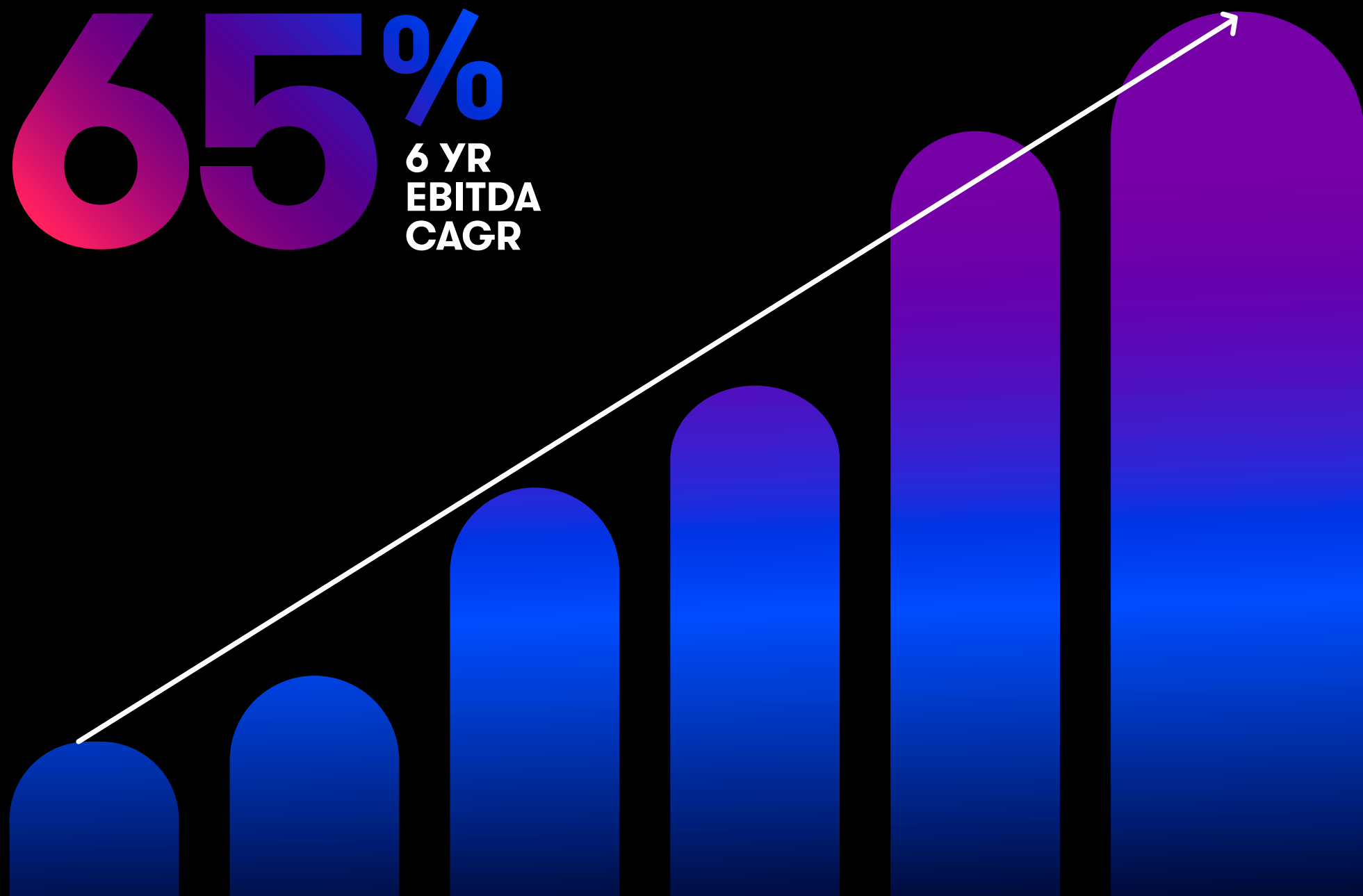
\$5B Projected
year 3-4
GDV

Customer attrition has been calculated based on GDV from active customers in 2017, and the cumulative GDV loss for FY2018, FY2019 and FY2020 over cumulative volume for the same period.

EML data is presented for the Financial Years ending 30 June. PFS data is presented for the calendar years ending 31 December, 2020 is extrapolated for illustration. Combined pro forma group ignores immaterial seasonality in the PFS data and timing of EML gaining control over PFS being illustrative only.

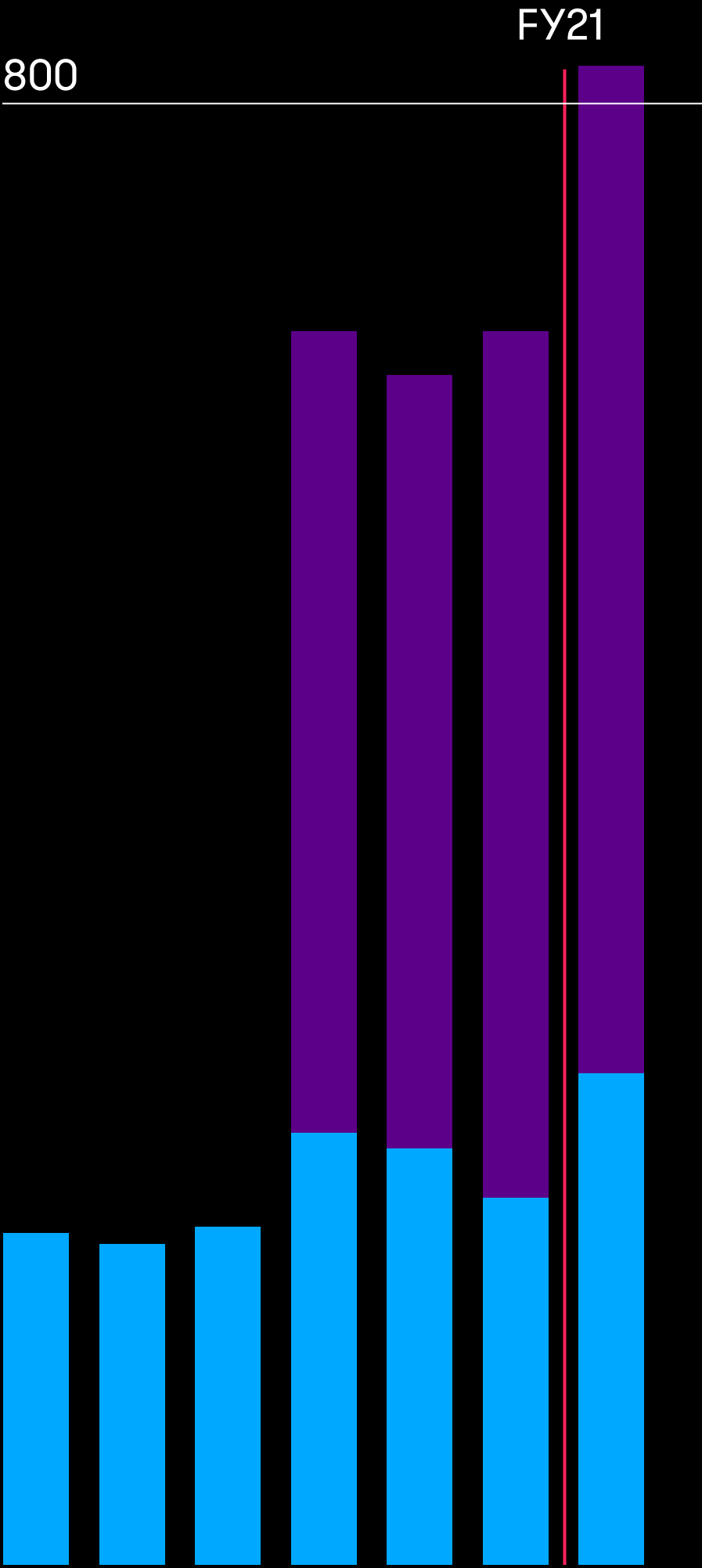
Track Record of Growth

65%
6 YR
EBITDA
CAGR

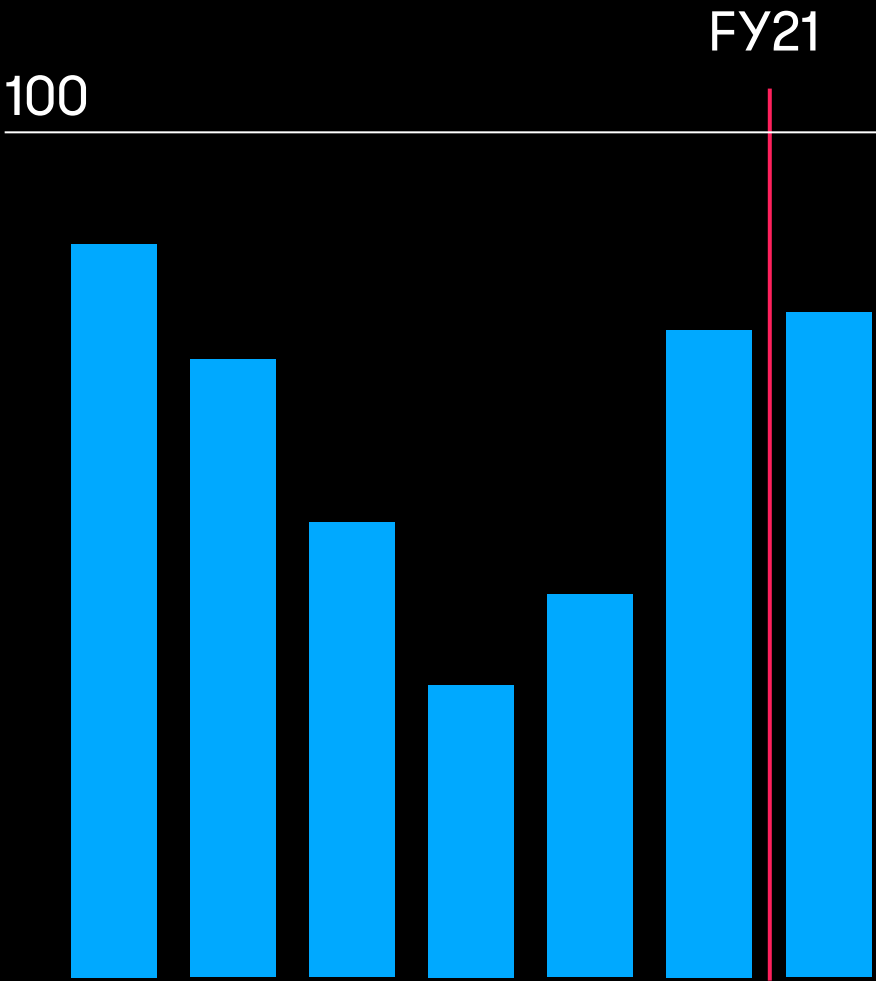


GDV	\$0.5B	\$1.0bn	\$4.4bn	\$6.8bn	\$9.0bn	\$13.9bn
REVENUE	\$14.4m	\$23.3M	\$58.0M	\$71.0M	\$97.2M	\$121.6M
EBITDA	\$2.6M	\$5.0M	\$14.5M	\$21.0M	\$29.7M	\$32.5M
HEADCOUNT	55	150	170	182	275	450
COUNTRIES	10	13	13	21	23	28

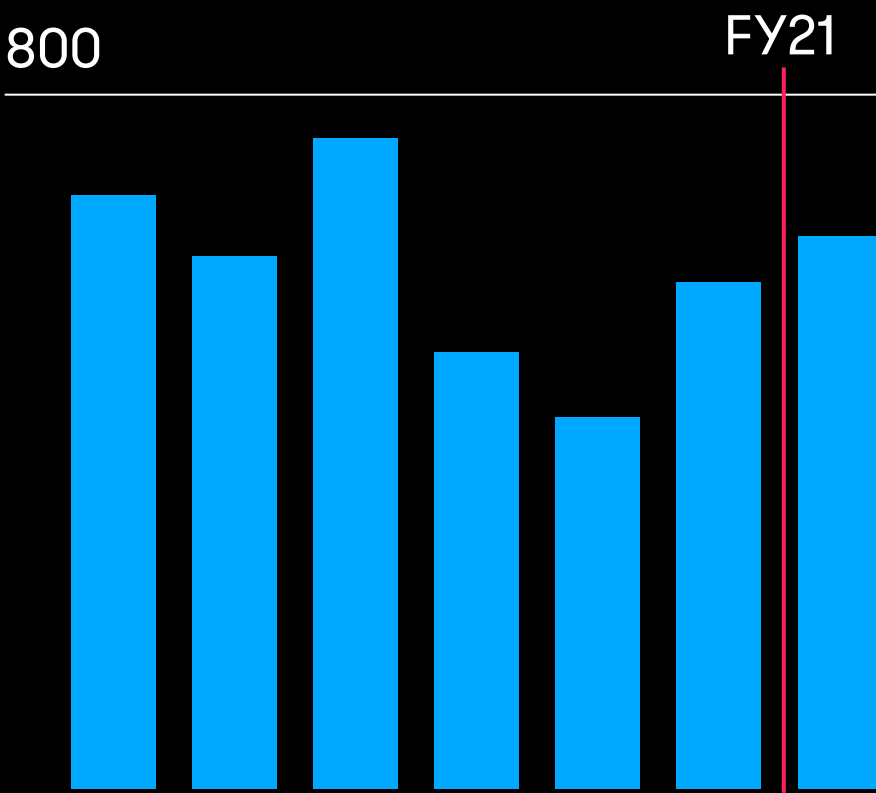
GPR GDV
January – July 2020



G&I GDV
January – July 2020



VANS GDV
January – July 2020



Business Model - Barriers to Entry

End to end

End to End payment processing platform
(card issuing, transaction processing, fraud control, settlement and reconciliation)



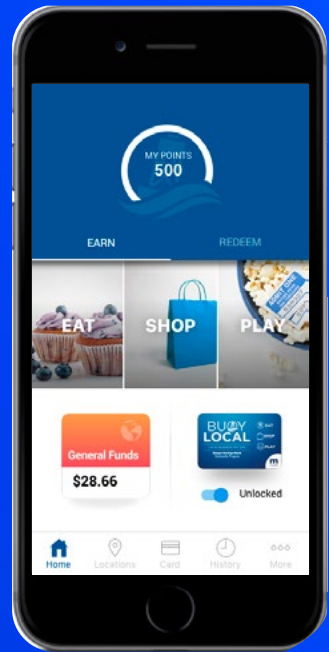
Non-reloadable



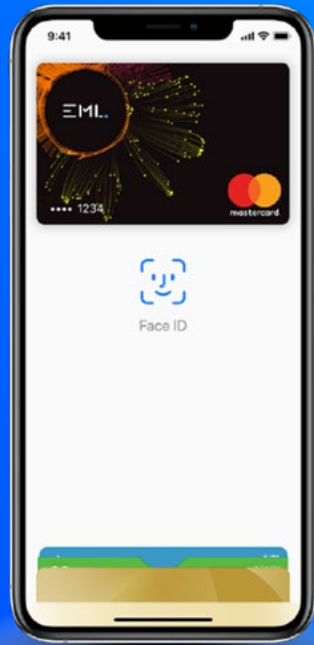
Virtual



Reloadable



Mobile Merchant Rewards



Mobile Payments



Regulatory and compliance across the globe

9 Issuing bank agreements

>50 Regulations / laws

21 Compliance with regulatory authorities

- 5 Major licences**
- AFS Licence (Australia)
 - Mastercard membership (Australia, UK & Europe)
 - BPay (Australia)
 - E-Money Licence FCA (United Kingdom)
 - E-Money Licence CBol (Ireland)

People

450 Employees servicing 28 countries

200 Over 200+ years prepaid experience in group leadership team

Information Technology

3 In-house, prepaid, processing platforms

LEVEL 1
PCI-DSS Level 1 compliant

6 Data Centres

~\$30m
Over ~\$30m invested in our platforms to date

30% Staff are IT based

5 Connectivity to 5 major card schemes

MULTI Multi-currency, Multi-factor (Plastic, Virtual, Mobile) & Multi-lingual

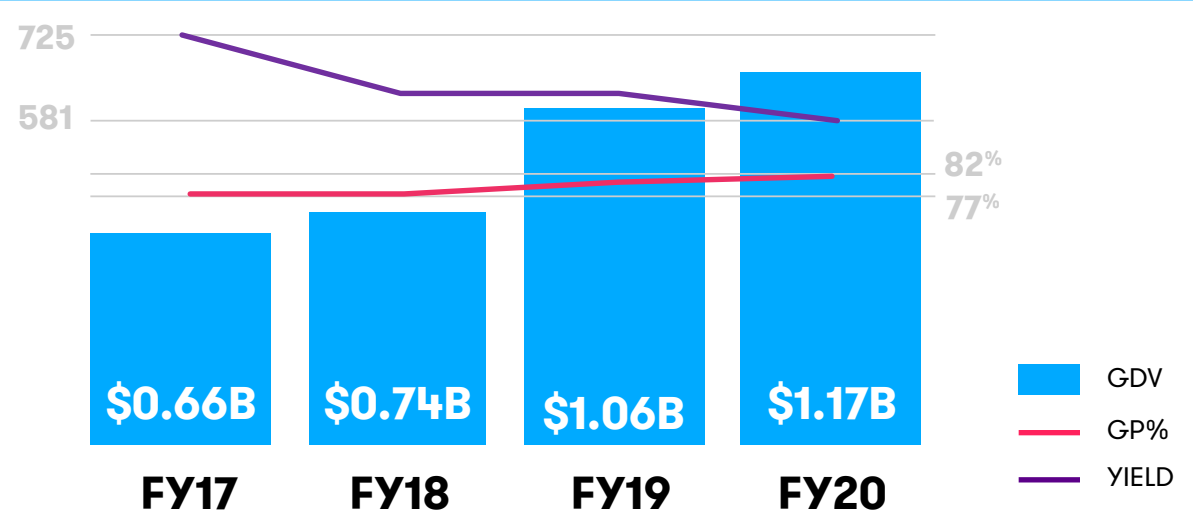
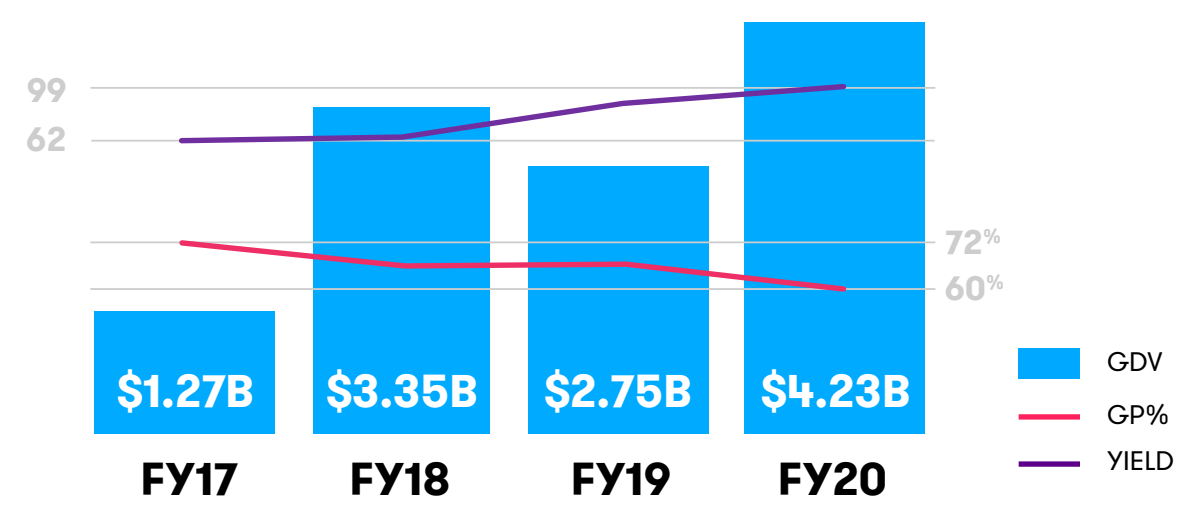
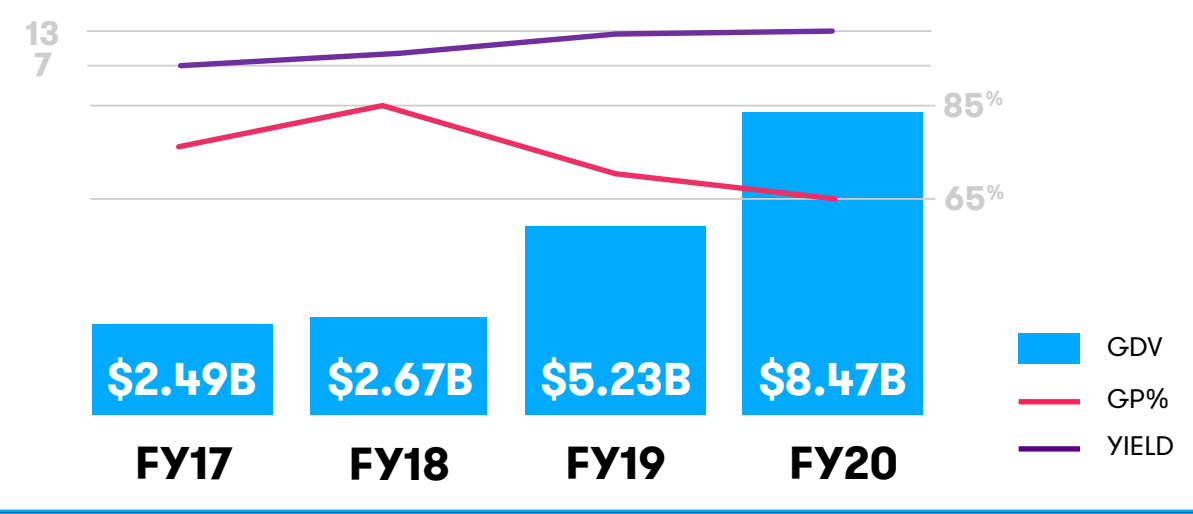
Fraud Monitoring

24-7
Fraud Monitoring & Detection across 14 different currencies

REALTIME ID
decision & action on suspect card transactions

3D Secure Capability

Segment Analysis

Gift & Incentive (G&I)																								
 <table><thead><tr><th>Metric</th><th>FY17</th><th>FY18</th><th>FY19</th><th>FY20</th></tr></thead><tbody><tr><td>GDV</td><td>\$0.66B</td><td>\$0.74B</td><td>\$1.06B</td><td>\$1.17B</td></tr><tr><td>GP%</td><td>77%</td><td>77%</td><td>82%</td><td>82%</td></tr><tr><td>YIELD</td><td>581bps</td><td>581bps</td><td>627bps</td><td>627bps</td></tr></tbody></table>	Metric	FY17	FY18	FY19	FY20	GDV	\$0.66B	\$0.74B	\$1.06B	\$1.17B	GP%	77%	77%	82%	82%	YIELD	581bps	581bps	627bps	627bps	<div>REVENUE</div> <div>\$68.2M</div> <div>PCP \$66.4M</div>	<div>GP%</div> <div>82.1%</div> <div>PCP 78.9%</div>	<div>YIELD</div> <div>581bps</div> <div>PCP 627bps</div>	<div>Use Cases</div> <ul style="list-style-type: none">— Mall Gift Cards— Employer incentives— Cross-Sell— Consumer incentives <div>Growth Thematics</div> <ul style="list-style-type: none">— Physical incentive gift card business transitioning to digital— Adoption of digital gifting— Recovery of Mall volumes post COVID
Metric	FY17	FY18	FY19	FY20																				
GDV	\$0.66B	\$0.74B	\$1.06B	\$1.17B																				
GP%	77%	77%	82%	82%																				
YIELD	581bps	581bps	627bps	627bps																				
General Purpose Reloadable (GPR) (Including PFS for 1 April to 30 June 2020)																								
 <table><thead><tr><th>Metric</th><th>FY17</th><th>FY18</th><th>FY19</th><th>FY20</th></tr></thead><tbody><tr><td>GDV</td><td>\$1.27B</td><td>\$3.35B</td><td>\$2.75B</td><td>\$4.23B</td></tr><tr><td>GP%</td><td>60%</td><td>60%</td><td>72%</td><td>72%</td></tr><tr><td>YIELD</td><td>99bps</td><td>99bps</td><td>86bps</td><td>86bps</td></tr></tbody></table>	Metric	FY17	FY18	FY19	FY20	GDV	\$1.27B	\$3.35B	\$2.75B	\$4.23B	GP%	60%	60%	72%	72%	YIELD	99bps	99bps	86bps	86bps	<div>REVENUE</div> <div>\$41.9M</div> <div>PCP \$23.9m</div>	<div>GP%</div> <div>59.7%</div> <div>PCP 66.0%</div>	<div>YIELD</div> <div>99bps</div> <div>PCP 86bps</div>	<div>Use Cases</div> <ul style="list-style-type: none">— Banking as a Service— Software as a Service— Neo-lending— Multi-currency— Government— Non Governmental Organizations <div>Growth Thematics</div> <ul style="list-style-type: none">— Digital payments transformation— Disruptive Fintech— Expanding PFS offerings - Banking as a Service— Expansion of Disbursements as a Service in Europe and North America— Rollout of ControlPay solution to existing markets
Metric	FY17	FY18	FY19	FY20																				
GDV	\$1.27B	\$3.35B	\$2.75B	\$4.23B																				
GP%	60%	60%	72%	72%																				
YIELD	99bps	99bps	86bps	86bps																				
Virtual Account Numbers (VANS)																								
 <table><thead><tr><th>Metric</th><th>FY17</th><th>FY18</th><th>FY19</th><th>FY20</th></tr></thead><tbody><tr><td>GDV</td><td>\$2.49B</td><td>\$2.67B</td><td>\$5.23B</td><td>\$8.47B</td></tr><tr><td>GP%</td><td>65%</td><td>65%</td><td>85%</td><td>85%</td></tr><tr><td>YIELD</td><td>13bps</td><td>13bps</td><td>12bps</td><td>12bps</td></tr></tbody></table>	Metric	FY17	FY18	FY19	FY20	GDV	\$2.49B	\$2.67B	\$5.23B	\$8.47B	GP%	65%	65%	85%	85%	YIELD	13bps	13bps	12bps	12bps	<div>REVENUE</div> <div>\$10.7M</div> <div>PCP \$6.4M</div>	<div>GP%</div> <div>64.8%</div> <div>PCP 68.1%</div>	<div>YIELD</div> <div>13bps</div> <div>PCP 12bps</div>	<div>Use Cases</div> <ul style="list-style-type: none">— Commercial Payments— Buy Now Pay Later <div>Growth Thematics</div> <ul style="list-style-type: none">— Volume growth through servicing payment aggregators
Metric	FY17	FY18	FY19	FY20																				
GDV	\$2.49B	\$2.67B	\$5.23B	\$8.47B																				
GP%	65%	65%	85%	85%																				
YIELD	13bps	13bps	12bps	12bps																				

Figures specified above are for the twelve months ended 30 June 2020 ('FY20'), presented in Australian Dollars. Unless otherwise stated, the prior comparative period refers to the twelve months ended 30 June 2019 ('FY19').

Project Accelerator

Technology

Single global integration touchpoint

Cloud native

Low/no-code

API integration

Support payments on mastercard and visa networks

EML.CON
GLOBAL

Premiere EML Virtual Event

Date: **29th October 2020**

[Click here to register for EML.CON](#)

Products

Leverage expanded product suite to drive incements revenue for EML and partners

Expand to include non-card payments

Expand to include open-banking payments

Investment

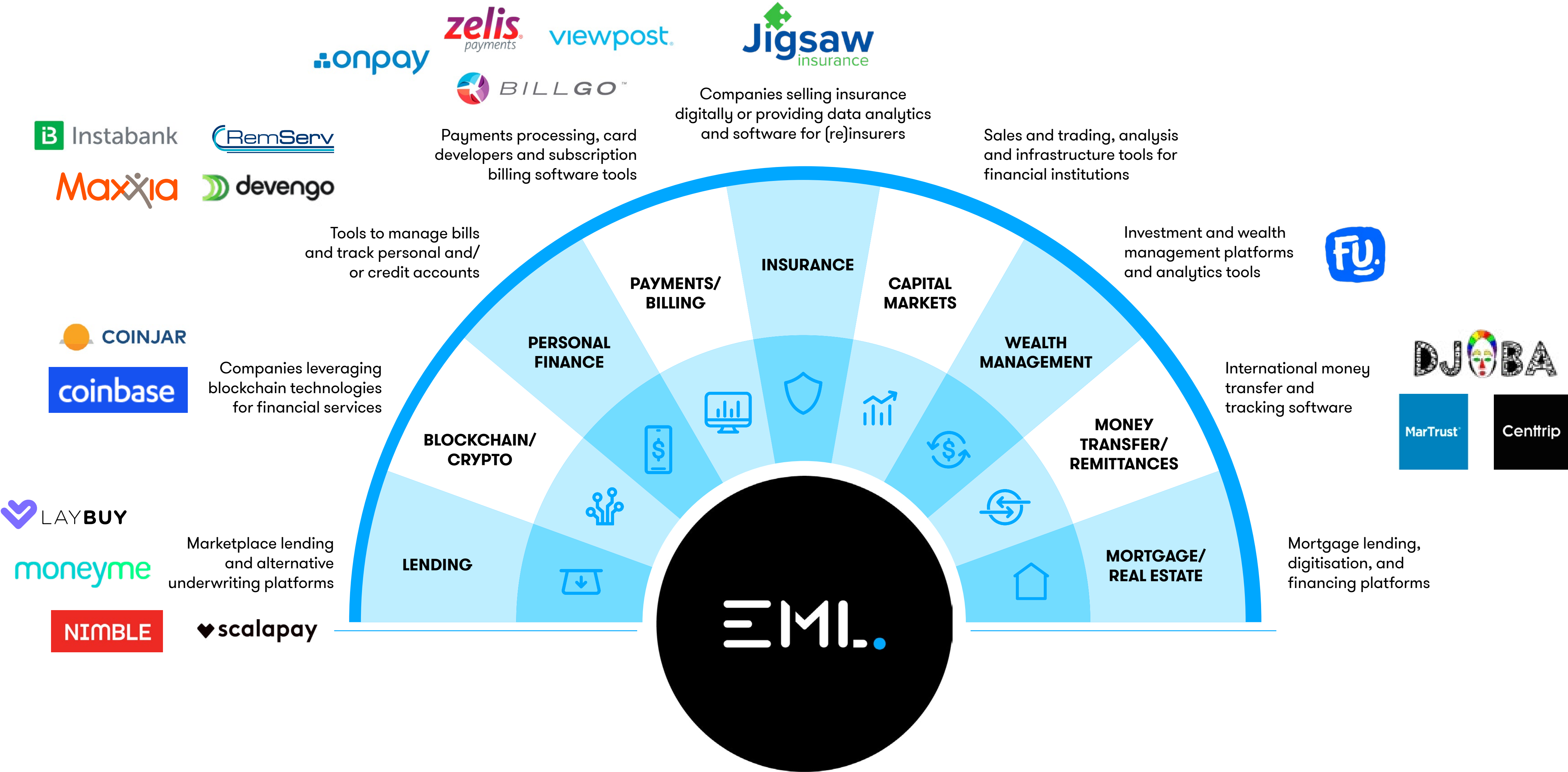
Internal investment in technology and platform \$10-15m over 2021/2022

External investments in Fintech innovators

Speakers will include:

Partners, Customers, Capital Markets, Schemes, FinLabs, Industry Experts, Global Perspective

We provide mission critical infrastructure to the fintech industry.



Building the EML Global Brand

Press releases have generated 2,814 stories, featured in Forbes, Wall Street Journal, Financial Time, Bloomberg, Sky news, and the Times

Estimated global news exposure to 10,804,177,808 people.

4775 uses of the Social Media images.

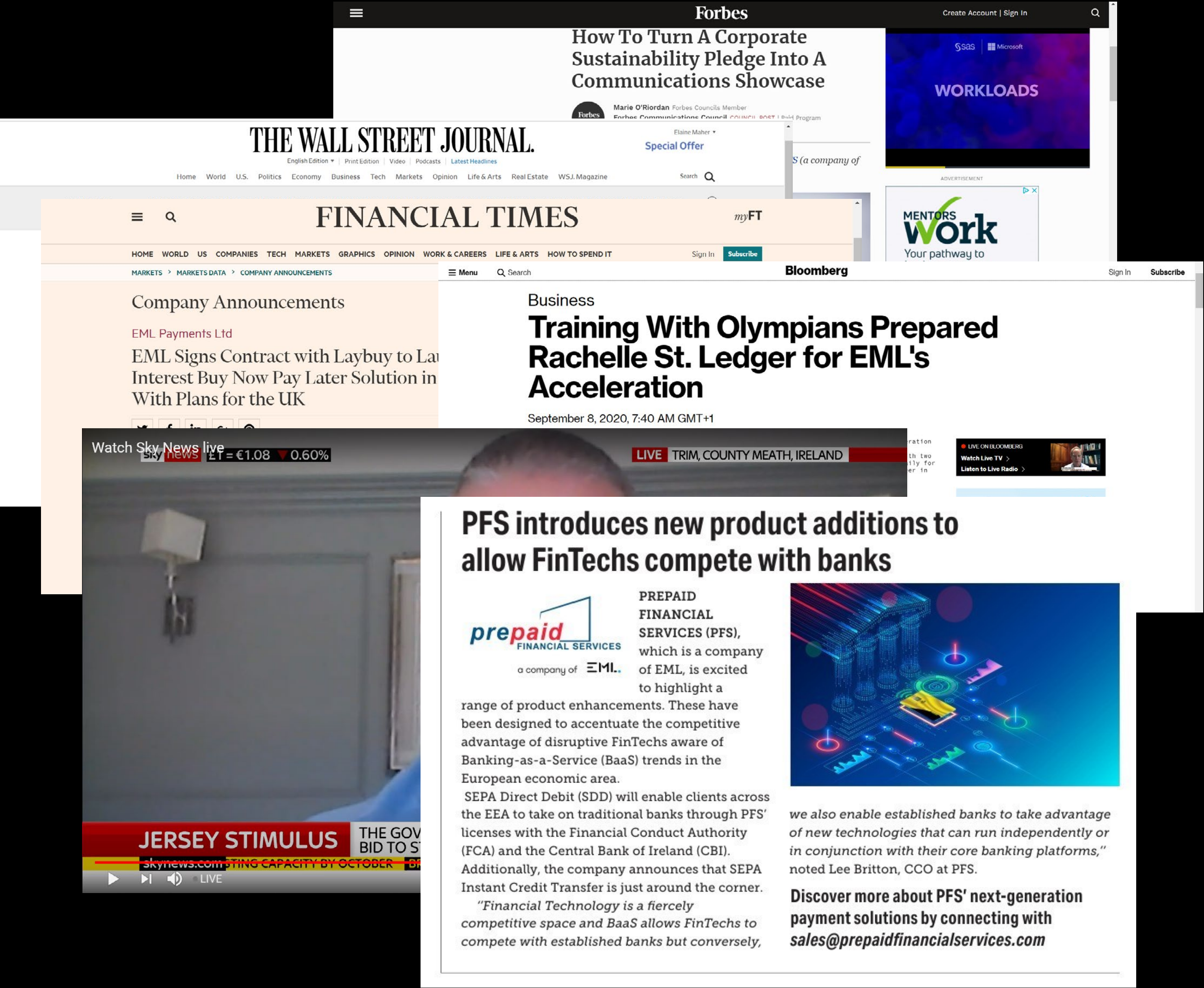
News in an average of 203 cities in 66 countries, per press release.

Stories found 1596 times via Google searches in: Australia, New Zealand, US, UK, Ireland, Spain, Italy, Germany, Canada, Switzerland, France, Singapore, Taiwan, Hungary, Hong Kong, Norway and Romania.

82,325 Newswire Subscriber emails read.

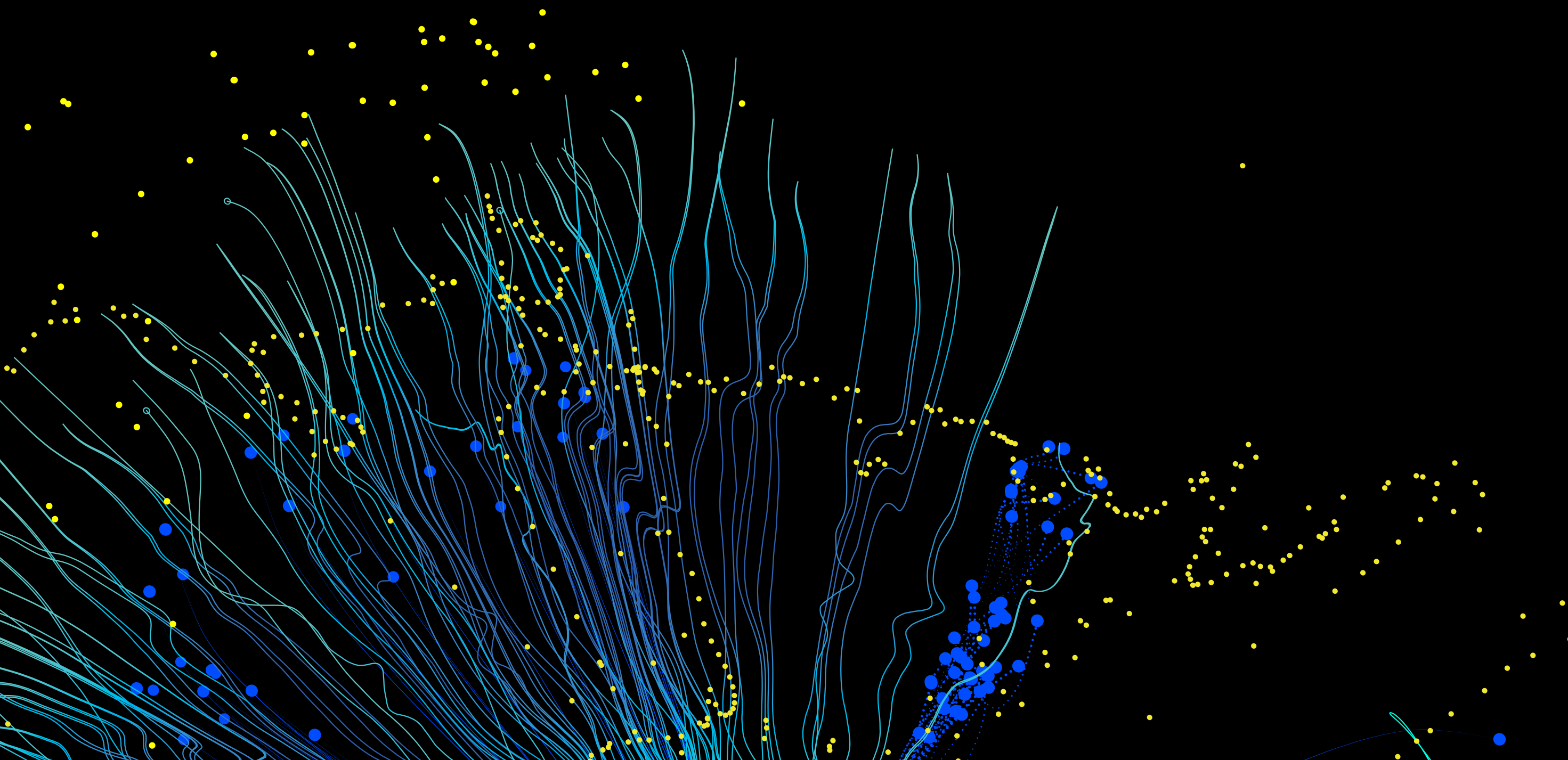
15,824 Newswire RSS feed reads.

548 clicks on the EML website just from the Business Wire link.



Q&A

EML.



Money in Motion



Premiere EML Virtual Event

Date: 29th October 2020

[Click here to register for EML.CON](#)

Speakers will include:

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