

Beforepay Group Limited

ASX ANNOUNCEMENT (ASX: B4P)

21 November 2022

ANNUAL GENERAL MEETING PRESENTATION

Beforepay Group Limited (Beforepay or the Company) (ASX: B4P) provides the attached CEO presentation to be delivered to shareholders at the Company's 2022 Annual General Meeting to be held at PwC, Level 17, One International Towers, Barangaroo NSW 2000 and virtually at 11.00am (AEDT) today.

The Company also advises that Ms Natasha Davidson a Non-Executive Director of the Company will be retiring by rotation at the 2022 Annual General Meeting and chooses not to stand for re-election.

Natasha joined the Board on 16 November 2020 and served as Chair of the Remuneration and Nomination Committee from September 2021. The Board of Directors would like to thank Natasha for her contribution to the Company during this time, where she provided valuable experience to the Board.

This announcement has been authorised for release to the ASX by the Board.

For more information, please contact:

| Investors | Media |
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| Andrew Keys | Natasha Hirani |
| Investor Relations, Beforepay | Senior Marketing Manager, Beforepay |
| Ph: 0400 400 380 | Ph: 0450 342 508 |
| investorrelations@beforepay.com.au | mediaenquiries@beforepay.com.au |

About Beforepay

Beforepay was founded in 2019 to offer consumers a better way to manage their personal finances by enabling early access to a portion of their pay, on-demand, in exchange for a single fixed fee. For more information visit www.beforepay.com.au.



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Annual General Meeting

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CEO Update



What we do.

Beforepay provides users with a service to manage their finances which is inclusive and is rewarding to use.

The service is resonating strongly with an average 4.8-star rating (out of 5) across Google Play Store and Apple App Store.

4.8 stars



We consider ourselves to be

A leading provider of Pay on Demand

services in Australia (not a Buy-Now-Pay-Later provider)



Money provided directly

to the customer—does not need to be spent at specific merchants



Provide short-term finance to working Australians

filling a gap in the market for flexible, transparent and on-demand access to credit



Focus on customer advocacy

and support; customer surveys, reviews and Trustpilot show strong customer advocacy and support for the product



A fixed fee of 5%

on the amount advanced, with no interest or late fees



Alternative to revolving debt

on credit cards and other types of revolving loans

Our mission

To support working Australians

Help customers

- Advance money to our customers in an ethical and responsible way to manage temporary cashflow challenges
- Help our customers improve their financial literacy
- Create the best possible product and service experience

Grow quickly

- Accelerate customer acquisition and increase throughput
- Launch new channel partnerships
- Explore additional growth opportunities

Create value

- Maintain or decrease dollar-weighted defaults
- Achieve profitability
- Improve our managerial infrastructure (HR, risk, compliance)
- Manage our risks effectively



FY22 HIGHLIGHTS



Pay Advances of \$327.3m up 252%

in FY22, driven by new customer acquisition and continued usage by existing customers



Positive Net transaction margin at 1.1%

of Pay Advance fee income in FY22 vs (2.2%) in FY21.



Net transaction loss down to 2.4%

from 5.2% in FY21, driven by ongoing refinements to the risk model, customer limit management and higher recoveries.



69% Growth in active users to 173,398

in FY22 reflecting strong customer acquisition



95% of customers who have successfully repaid their first pay advance

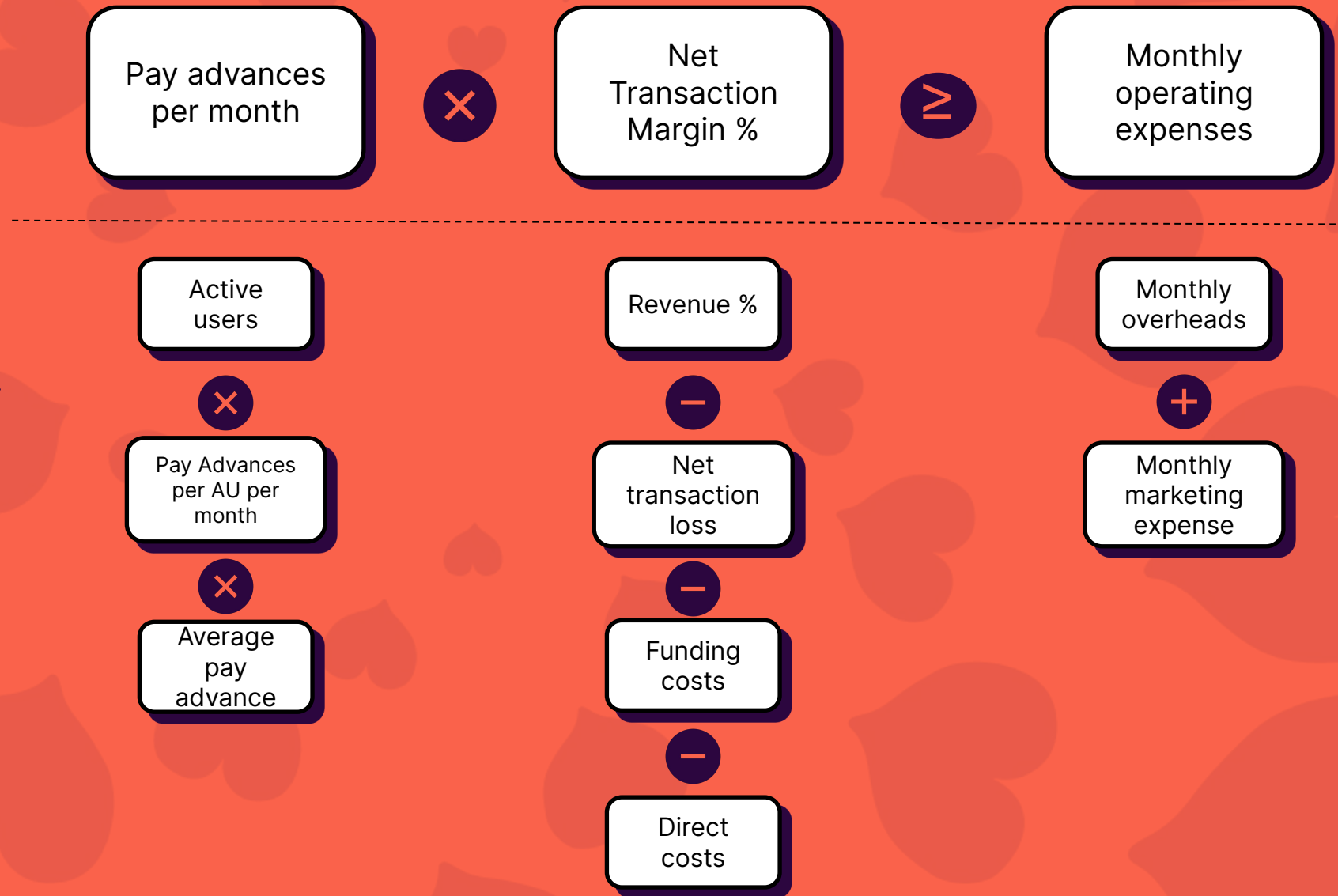
have since taken out a second Pay Advance in FY22



Strong balance sheet

with \$28.4m cash position and \$32.7m equity at 30 June 2022

Our Pathway to Profitability/ Breakeven



What comes next



Seek to maintain growth in Australia with existing direct-to-consumer acquisition model



Constrain costs and drive towards profitability



Identify opportunities to work with channel partners for additional B2C and B2B customer acquisition



Continuous improvement of risk models, product, and customer experience