

*Axsesstoday*

# **Shaw and Partners** **Emerging Leaders** **Conference**

30 May 2018

Peter Ferizis, CEO  
Joe Flanagan, CFO

This presentation (Presentation) has been prepared by Aksesstoday Limited (Aksesstoday) and is a summary overview only of the current activities of Aksesstoday. This Presentation does not purport to be complete or provide all information which is necessary in order to assess whether to acquire Shares in Aksesstoday. This Presentation does not constitute a recommendation with respect to Aksesstoday and whether a recipient of this Presentation (Recipient) should invest or recommend an investment in Aksesstoday.

This Presentation includes certain financial measures that are not recognised under International Financial Reporting Standards (IFRS). Such non-IFRS financial measures do not have a standardised meaning prescribed by IFRS and may not be comparable to similarly titled measures prescribed by other entities and should not be construed as an alternative to other financial measures determined in accordance with IFRS. The non-IFRS financial measures in this Presentation is presented to assist the Recipient make appropriate comparisons with prior periods and to assess the operating performance of the business of Aksesstoday. Aksesstoday uses these measures to assess the performance of Aksesstoday's business and believes that information is useful to Recipients.

Gross Transaction Value, EBITDA and EBIT have not been reviewed or audited. Recipients are cautioned not to place undue reliance on any non-IFRS financial measures included in this Presentation.

This Presentation should be read in conjunction with Aksesstoday's disclosures lodged with the Australian Securities Exchange, including Aksesstoday's full year results lodged with the Australian Securities Exchange.

The Presentation does not constitute an offer for or an invitation to subscribe for Shares or invest in Aksesstoday. An investment in Aksesstoday is subject to investment and other known and unknown risks.

The Presentation does not constitute investment, legal, accounting, regulatory, taxation or other advice and has been prepared without taking into account the objectives, financial situation or needs of entities or individuals. A Recipient must not use the information contained in this Presentation as a basis for investing in Aksesstoday or recommending an investment in Aksesstoday. Prior to making an investment decision, prospective investors should undertake their own independent review, investigations and analysis of Aksesstoday, consider the appropriateness of the information in this Presentation having regard to

their own objectives, financial situation and needs. Seek further information if required and seek such advice as the Recipient considers appropriate including legal and taxation advice appropriate to their jurisdiction.

Aksesstoday and its directors, officers, associates, contractors and employees and associated companies and businesses (collectively 'the Providers') make no representations or warranties, express or implied, or provide any guarantees regarding the likely investment returns, the performance of Shares in Aksesstoday, the suitability of Shares for any investor, any particular tax treatment or the accuracy, completeness or adequacy of information contained herein or any accompanying management presentation. Except insofar as liability under any law cannot be excluded, the Providers have no liability to the Recipient or any other person arising in respect of the information contained in this Presentation or in any way for errors and omissions (including responsibility to any person by reason of negligence). To the maximum extent permitted by law, Aksesstoday excludes all liability for any loss (including consequential loss or damage), suffered or incurred by the Recipient or any other person, however caused (including negligence) as a result of the use of, or reliance

on, this Presentation. Aksesstoday is under no obligation to correct, update or revise this Presentation or anything referred to in this Presentation which comes to its attention after the date of publication, whether as a result of new circumstances affecting Aksesstoday or otherwise.

Any opinions expressed in this Presentation are statements of Aksesstoday as of the date of publication and are subject to change without notice. This Presentation may contain forward looking statements. These forward looking statements are provided as a general guide and should not be relied upon as an indication or guarantee of future performance. They are by their nature, only predictions and are subject to inherent risks and uncertainty. The Providers do not give any assurance as to their accuracy. These statements are based on current expectations, estimates and projections about Aksesstoday's business, the industry in which it operates and management's beliefs and assumptions. Such matters require subjective judgment and analysis and may be based on assumptions which are incorrect. A Recipient should undertake their own independent review to determine the accuracy and robustness of the forward looking statements.

## Strong loan book growth to continue to drive double digit EPS growth

- › Leading specialist lender to SMEs
  - › Focused product offerings
  - › Highly efficient capital structure
  - › Technology disruptor
- Founded in 2012
  - Provider of business critical equipment funding and business loans to SMEs
  - Complimented by new product strategies, increased market penetration, reduced funding costs and disruptive technology
  - Securitisation program provides the catalyst for continued strong growth momentum

**10,000+**

**Equipment finance customers**

- › As at 30 April, current run rate exceeding 6,000 new customers p/a

**180%+**

**Loan book growth CAGR since 2016**

- › \$256m net receivables (\$395m in gross receivables as at 1H18)

**1.6%**

**Portfolio credit losses as at 1H18**

- › Net receivables

**10%+**

**FY19 Earnings Per Share growth**

- › By maintaining current origination levels

## Unique financing solution

Designed to promote the most flexible solutions for SMEs

- › Amortising operating lease (no residual / bullet)
- › Flexible features with annual payment options
- › Hospitality structured with reducing payments throughout the term
- › All loans are secured by PPSR over equipment and personal guarantees

## Disruptive technology

Speed of acceptance benefiting merchant and customers

- › Seamless end to end system
- › Integrated front end customer origination platform and back end loan management system
- › Bank statements reviewed and assessed by IT system followed by credit analyst
- › Continued investment in IT systems to increase capacity to support growth and continue to improve operating leverage

## Alignment with retail merchants

Providing access to customers with untapped potential for future sales

- › Strong distribution channels
- › White label offering to selective retail merchants
- › Strong brand awareness
- › Tailored and strategic marketing materials

**Increase origination volumes in core equipment finance and business loans**



- › Leverage specialist skills and proprietary technology in hospitality and transport markets
- › Continue enhancing current unique value proposition to maintain rapid market share growth
- › Maintaining current origination volumes will provide compound earnings per share growth

**Expand into other segments and enhance customer experience**



- › Successful launch of business loans in 2017 with a current loan book of >\$15m
- › Successful launch of hospitality equipment finance in Canada in 2017
- › Strategic and innovative products to be released in FY19 that will enable strong cross sell to existing customers

**Scalable, revolving funding platform increasing capacity for growth**



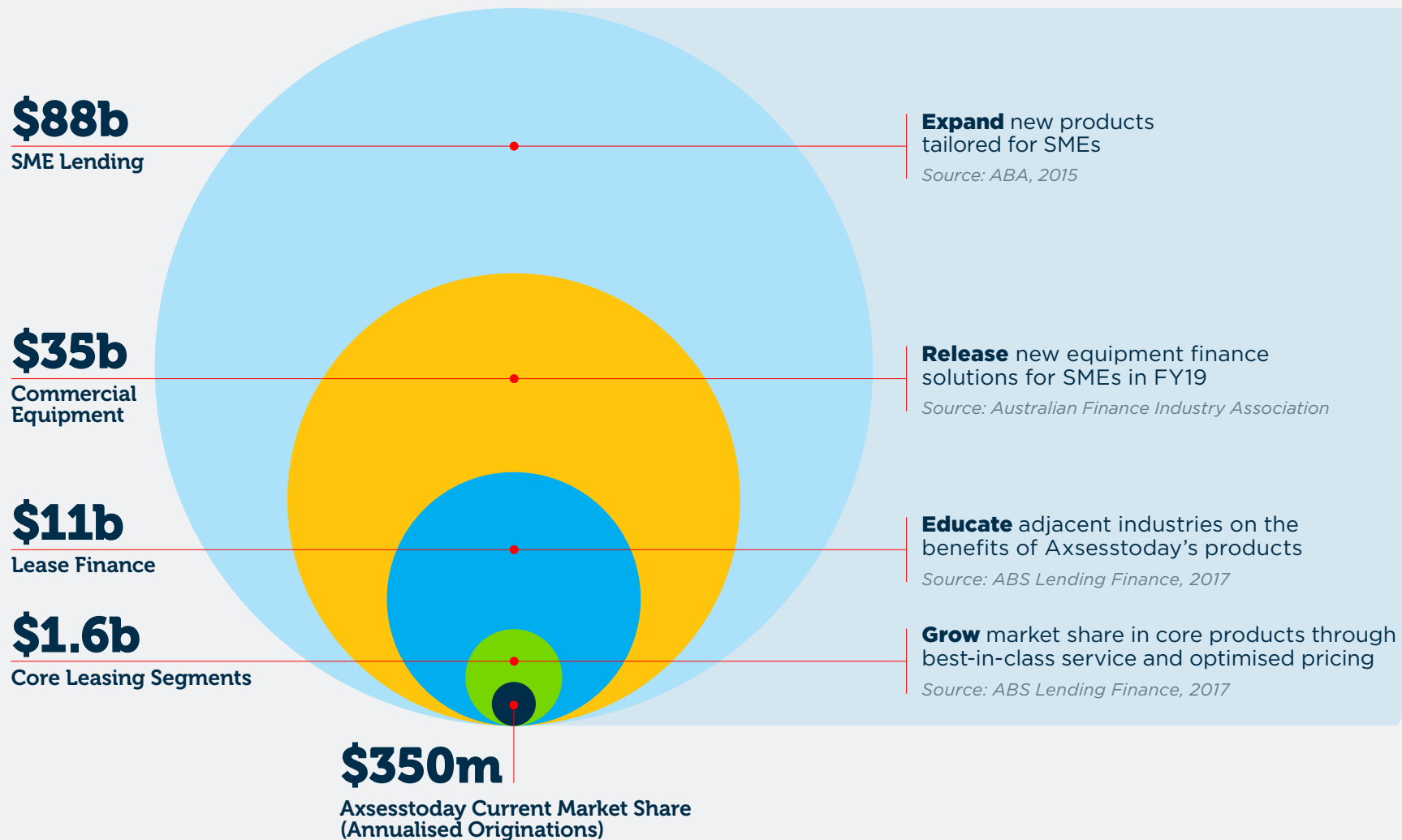
- › Utilisation of both corporate debt facilities and \$200m line of credit securitisation warehouse facility
- › Material reduction in cost of funds as the securitisation programme matures
- › Potential to reduce equity requirements further accelerating growth

**Strong focus in enhancing proprietary disruptive technology**



- › Over 30% of total staff in IT
- › Core systems and platforms include sophisticated automation and credit algorithms
- › Systems have commenced increased capacity to support growth, improving the customer service experience, broadening the Group's product base, and improving operating leverage

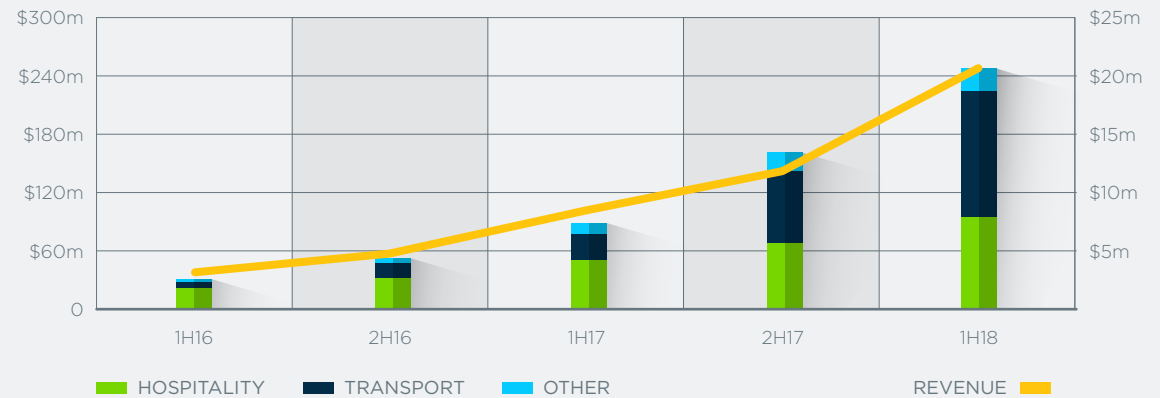
## Significant Opportunity for Expansion



**Continued rapid market share growth with loan receivables increasing by over 180% CAGR since 1H16**

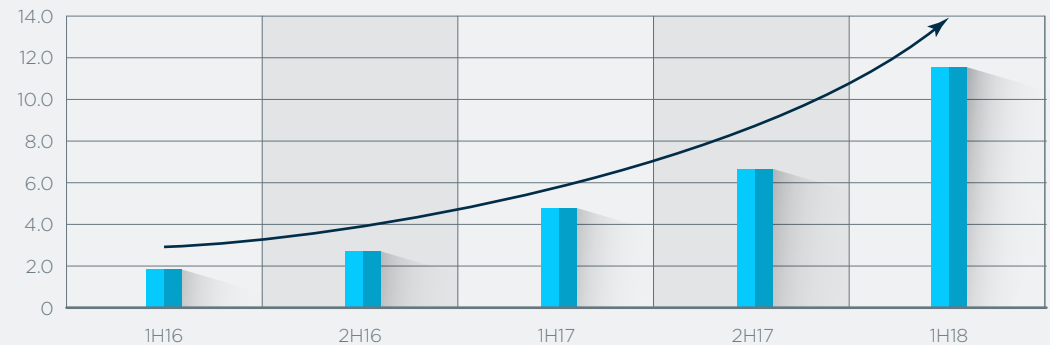
- › Strong organic growth across equipment finance and business loans
- › Market conditions remain favourable
- Maintaining current origination channels and volumes (no new products, channels or geographies) expected to provide 10%+ FY19 EPS growth
- The full year earnings impact from the growth in net receivables will not be realised until FY19

LOAN RECEIVABLE GROWTH | REVENUE



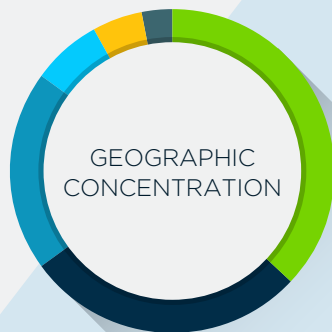
EBIT

CAGR over 200%



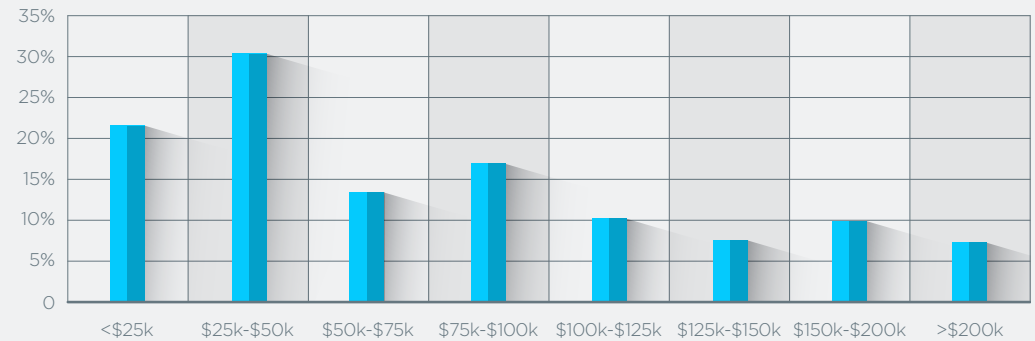
## Diversified Portfolio with more than 50% of leases originated at less than \$50k

- > Total credit losses of 1.6% of net receivables (1H18)
- > National footprint with concentration on Eastern seaboard

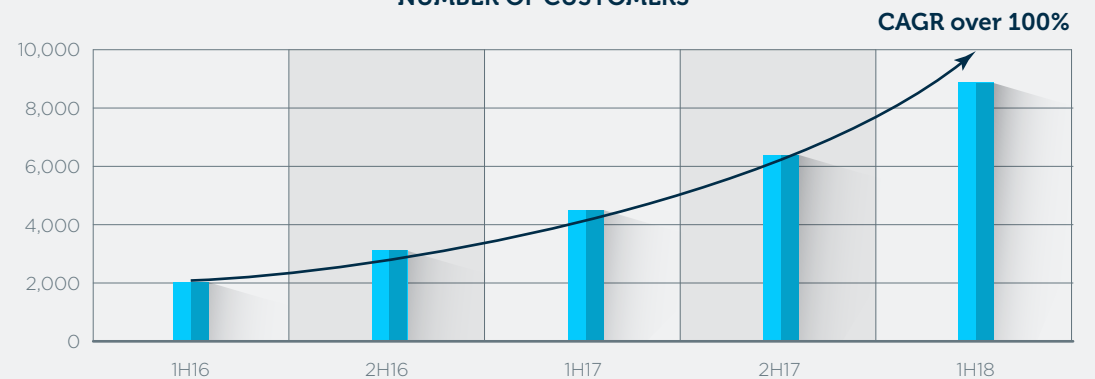


|     |            |
|-----|------------|
| 37% | NSW        |
| 28% | VIC        |
| 20% | QLD        |
| 7%  | WA         |
| 5%  | SA         |
| 3%  | ACT/TAS/NT |

ORIGINAL BALANCE DISTRIBUTION



NUMBER OF CUSTOMERS





**Current origination volumes forecast to deliver double digit EPS growth over FY19**

**Continued growth in core equipment finance and business loans segments**

**Long term market share growth deepened by new product launches**

**Continued improvement in margins underpinned by leveraging disruptive technology platforms**

# Q&A