



Afterpay Limited ASX: APT

ASX Announcement

25 August 2021

FY21 Results Presentation

Afterpay Limited attaches the FY21 results presentation materials for the briefing to be held via a live audio webcast at **9.30am** (AEST) today.

The webcast will be accessible via this link: [Afterpay FY21 Results Presentation](#).

Investors wishing to ask questions at the end of the presentation will be required to also register using the following link: [Afterpay FY21 Results Q&A](#). On registering you will receive a dial in number based on your location, the conference ID and a unique PIN to use when dialling into the call on the day.

Authorised by:

Anthony Eisen
Co-CEO & Managing Director

ENDS

For further information contact

Investors and Media		Company
Investor Relations Rhianna Fursdon Director, Investor Relations rhianna.fursdon@afterpay.com +61 477 020 337	AU Media Amanda Shannahan Moore Head of Comms & PR amanda.shannahan@afterpay.com +61 429 374 531 US Media Amanda Pires VP, Communications amandap@afterpay.com 650 208 372	Amanda Street Company Secretary amanda.street@afterpay.com

afterpay↔

Unlock

FY21 Results Presentation

25 August 2021

Disclaimer

The material in this presentation is general background information about Afterpay Limited (APT) and is current at the date of the presentation, 25 August 2021. The information in the presentation is given for informational purposes only, is in summary form and does not purport to be complete. It is intended to be read by a professional analyst audience in conjunction with APT's other announcements to the ASX, including the FY21 Trading Update. It is not intended to be relied upon as advice to current shareholders, investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular shareholder or investor. No representation is made as to the accuracy, completeness or reliability of the presentation. APT is not obliged to, and does not represent that it will, update the presentation for future developments.

All currency figures are in Australian dollars unless otherwise stated. Totals and change calculations may not equate precisely due to rounding.

This presentation contains statements that are, or may be deemed to be, forward-looking statements. These forward-looking statements may be identified by the use of forward-looking terminology, including the terms “believe”, “estimate”, “plan”, “target”, “project”, “anticipate”, “expect”, “intend”, “likely”, “may”, “will”, “could” or “should” or similar expressions, or by discussions of strategy, plans, objectives, targets, goals, future events or intentions. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. You are cautioned not to place undue reliance on such forward-looking statements. Such forward looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of APT or any of its related entities which may cause actual results to differ materially from those expressed or implied in such statements. There can be no assurance that actual outcomes will not differ materially from these statements.

FY21 key highlights

On a **constant currency basis**¹

Underlying Sales are up **102%** ON PCP

A total of

\$22.4b

Delivered

\$21.1b

FY21 Underlying Sales (AUD)

Up

90% ON PCP

Exceeded objective to reach

\$20b in Underlying Sales **12 months early**

Grew to

MORE THAN

16m

Active Customers²

Partnered with

100k

Active Merchants²

Sustained **Merchant Margin**³ at **3.9%**

Net Margin⁴ maintained at **+2%**

Gross Losses⁵ of Underlying Sales **remained below 1%**

Notes: 1. Constant currency is a non-IFRS measure and has been calculated by translating the results for the year ended 30 June 2021 at the effective exchange rates for the year ended 30 June 2020. 2. Defined as having transacted at least once in the last 12 months. 3. Merchant margin is defined as Afterpay income as a percentage of Underlying Sales. 4. Net Margin is defined as merchant transaction margin earned directly from Underlying Sales, plus margin associated with the Afterpay platform (such as Money by Afterpay) as a percentage of Underlying Sales. 5. Gross losses are defined as Receivables Impairment Expenses as a percentage of Underlying Sales.

North America key highlights

North America¹
Underlying Sales **\$11.1b**
constant currency²

North America
Underlying Sales up **177%**
constant currency² ON PCP

+28k Active Merchants³ up **148%**
ON PCP

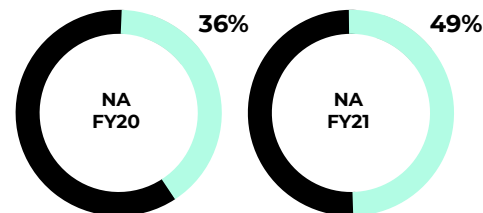
10.5m Active Customers³
88% higher than PCP

US in-store sales for
July implies a current
run rate of **~\$400m**

~81% of US Active
omni consumers
made their first
purchase **online**

Afterpay App
downloaded
by **6.5m**
MORE THAN
North
American
consumers
in FY21

**NA CONTRIBUTION TO GROUP
UNDERLYING SALES GROWING**
constant currency



Launched
Affiliate program
and **virtual card**
Available to shop across
~40% of total US
ecommerce

Canada
run rate **~\$211m**
July
Underlying
Sales

Significant new partners

DICK'S
SPORTING GOODS

The Container Store
FASHION NOVA

PETSMART
allbirds

ANZ key highlights

Underlying Sales **\$9.4b** **+44%** ON PCP

Average 12-month frequency across all Active ANZ Customers¹ **>17x** **28% higher** than prior year

ANZ in-store sales up **48%** ON FY20

Online sales up **43%** ON PCP

Earliest ANZ customer cohorts now **transacting** **~31x** PER YEAR

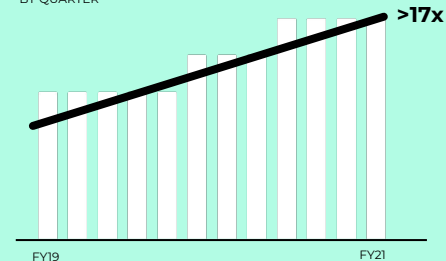
Active Merchants¹ **63k** **up 47%**

3.6m Active Customers¹

afterpay

ANZ UNDERLYING SALES AND FREQUENCY

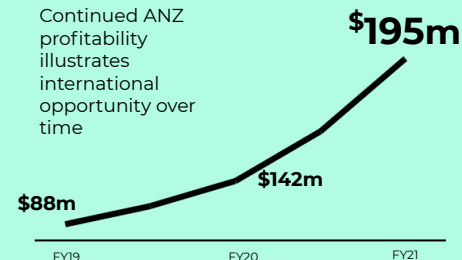
AVERAGE PURCHASE FREQUENCY, BY QUARTER



AFTERPAY ANZ EBITDA²

EXCLUDING SIGNIFICANT ITEMS

Continued ANZ profitability illustrates international opportunity over time



Clearpay key highlights

Clearpay¹ FY21
Underlying Sales
constant currency²

\$1.9b
AUD

up
242%
ON PCP

Number of orders up
205%
ON PCP

MORE
THAN

2.1m Active
Customers³
in FY21

up
104%
ON PCP

Merchant acceptance in the UK grew strongly with > **5,000 new Active Merchants** added during FY21

Total number of Active Merchants³ up
501% SINCE JUNE 2020

Active EU Merchants³ **\$1.5b** of total addressable online sales live
AUD

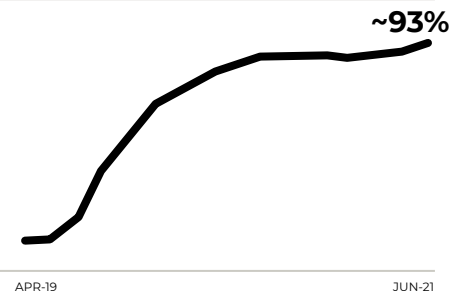
Clearpay EU live with
+100 team members across France, Italy and Spain

Total downloads of Clearpay App reached
+1.4m Devices June 21

afterpay

GROWING CONTRIBUTION FROM RETURNING UK CUSTOMERS

RETURNING CUSTOMER, MONTHLY ORDERS



4.8 MOST LIKED UK TRUSTPILOT⁴ RATING

4.8

CLEARPAY

BRITISH
FASHION
COUNCIL

**Partnership
launched**
February 2021

The principles
on which Afterpay
was built

Vision

Fairness and
financial freedom
for all

Mission

To power
an economy
in which
everyone wins

Don't just pay later.

Pay better.

Spend with responsible limits.

Choose

afterpay

Do the right thing

People

Hybrid operations

- Afterpay has adopted a hybrid working style with team members attending their local offices 2 days per week

Health and Wellbeing

- Held regular team wellbeing surveys
- Quarterly Wellbeing Days
- Dedicated weekly Wellbeing Hour
- Partnership with Headspace to support mental health and wellbeing

Diversity and Inclusion

- Enhanced D&I strategy & principles, policies and engagement with education, resources, events and programs

The Afterpay team has since grown to **~1,300 employees globally.**

New hires during H2 FY21 were predominantly in the sales, tech and product departments.

Communities

Good On You

- Partnered with Good On You and launched a dedicated Ethical Fashion category on our Shop Directory

Thread together

- Doubled our commitment to minimum \$400k per annum
- Afterpay teams participated in a number of volunteering opportunities

Global Sisters

- Committed to raising a minimum \$50k each year
- Connecting teams to volunteering opportunities

Support Small Campaigns

- SMB partners featured online and at in person events throughout FY21
- Most recent Support Small weekend in ANZ saw more than 75k consumers shop across >15k participating businesses.

Governance

- The Board Charter was reviewed and updated during FY21
- During FY21 Gary Briggs became Chair of the People, Remuneration and Nomination Committee (PRNC)
- Special purpose Board Sub-committees were established to oversee significant projects, including the increased interest in Afterpay US, Inc. and the Square, Inc. transaction (2 August, 2021)
- These efforts reflect a continued enhancement in governance and ensure clear delineation of the Board's responsibilities

GLOBAL
SISTERS

THREAD
TOGETHER
CLOTHING COMMUNITIES



good on you

Regulation update

Continuing to engage across regions
and supporting regulatory frameworks

Governments across the globe have recognised that BNPL can deliver better consumer outcomes than traditional credit, and requires a tailored approach to regulation.

ANZ

Australia

- Afterpay has engaged with ASIC on the forthcoming Design and Distribution Obligations (DDO) and is on track to implement the requirements prior to DDO's commencement in October 2021

New Zealand

- Afterpay continues to proactively engage with the New Zealand Ministry of Business, Innovation, and Employment (MBIE) regarding the BNPL industry in that jurisdiction

Europe

EU Consumer Credit Directive

- The updated customer EU Credit Directive (released during July 2021), recognised the rapid growth of BNPL and its differentiation from traditional customer credit
- Proposals to protect consumers from exploitative high-interest credit products are welcomed by Afterpay
- Clearpay (EU) continues to operate under a license from the Bank of Spain

United Kingdom

Woolard Review and UK regulation

- Clearpay (UK) continues to engage with HM Treasury and the UK Government regarding a proportionate regulatory framework for currently exempted BNPL products

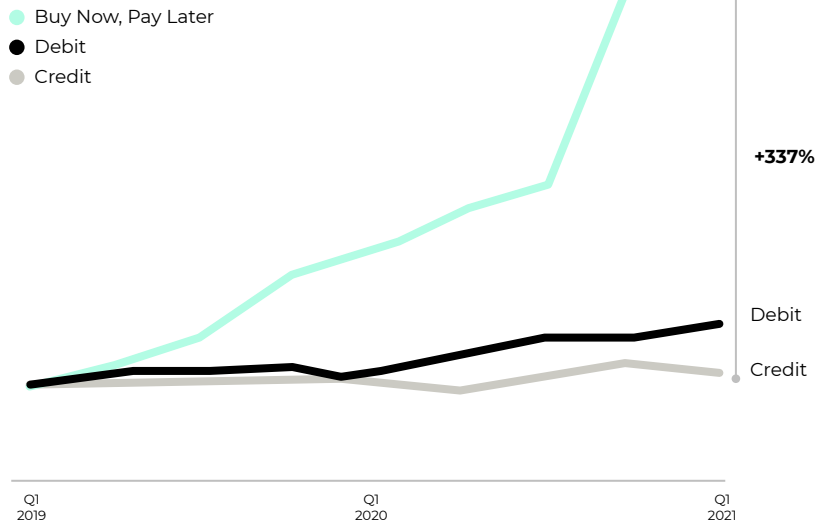
**We're still in the
early stages of
a consumer
and commerce
revolution**

The shift towards BNPL continues to accelerate...

Spending globally on BNPL has increased rapidly over the last two years - up +300%. Credit card purchases have flatlined.

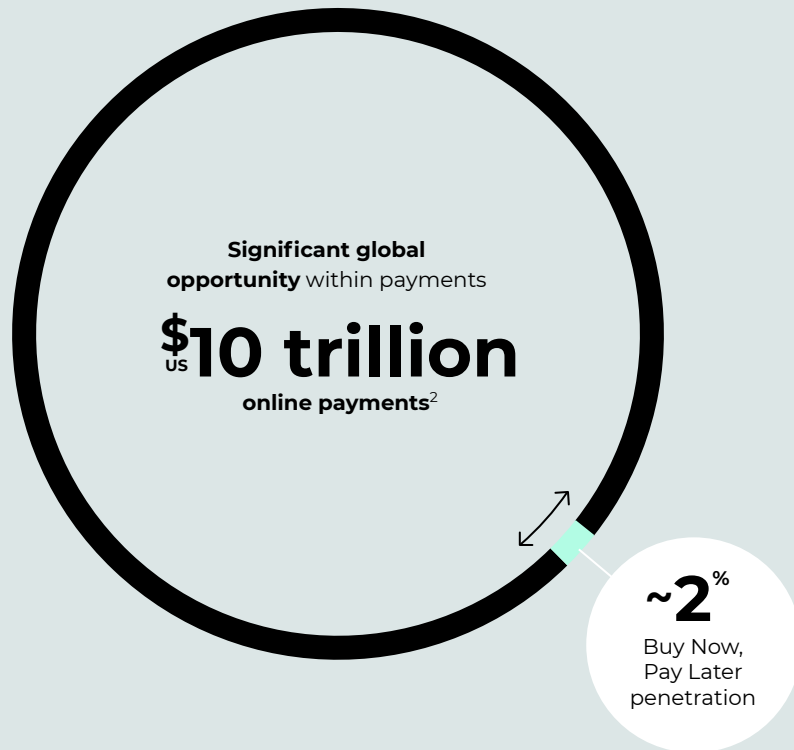
Spending by payment type¹

QUARTERLY INDEX OF CONSUMPTION, 100=2019 QTR 1



1. Accenture Global Next Gen research 2021

While BNPL is still in the early stages of global growth...



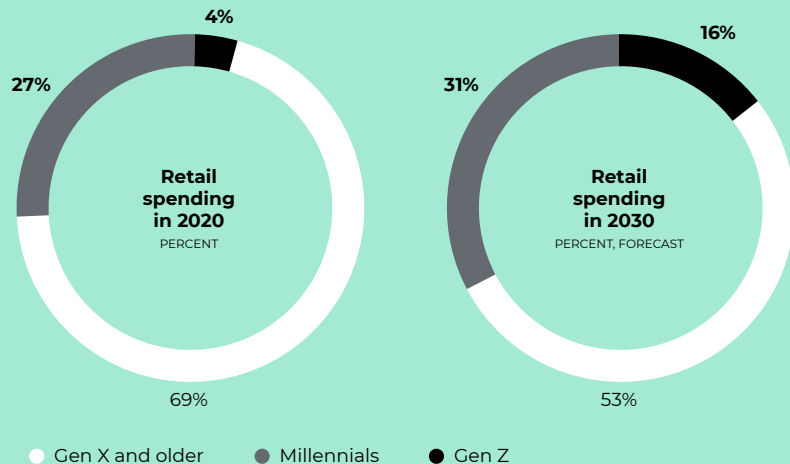
2. Represents global opportunity, based on IDC's Worldwide New Media Market Model forecast for 2024. Sources: CB Insights (see Appendix), Worldpay Global Payments Report (2021), eMarketer Retail eCommerce Sales (May 2021)

Millennials and Gen Z are increasingly influential on the global retail economy

Millennial and Gen Z share of spend will grow to 47% by 2030 across AU, UK and US

Retail spend

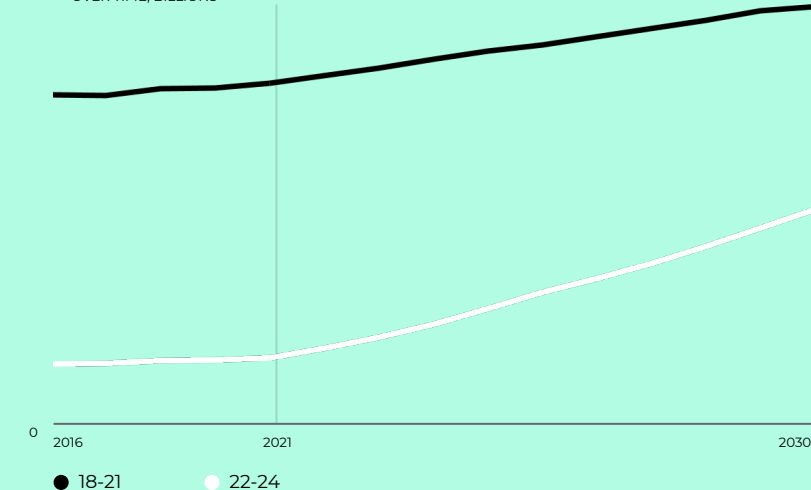
BY GENERATION



Millennial and Gen Z peak earning years are still to come

Millennial and Gen Z retail spend

OVER TIME, BILLIONS

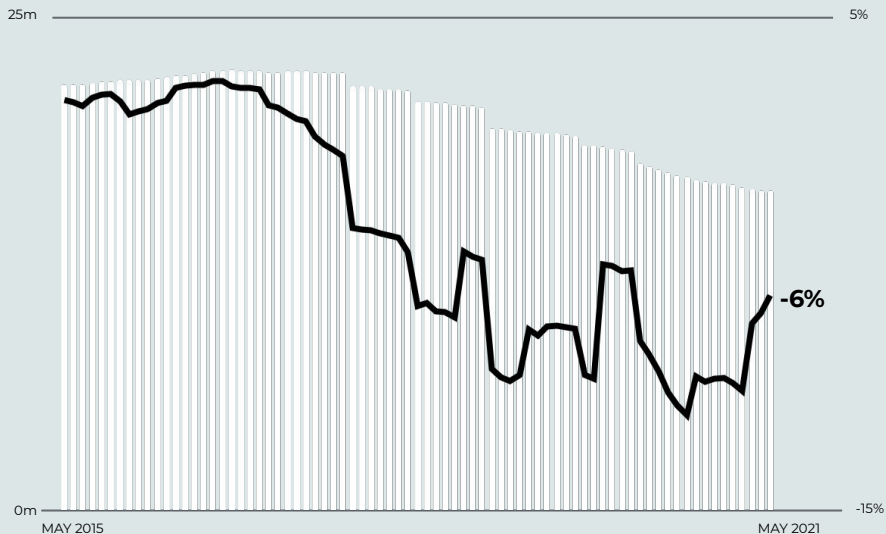


Powering a shift from the credit to debit economy

The shift predates COVID-19, with the number of AU credit cards in circulation declining since 2018

Decline in personal credit cards¹

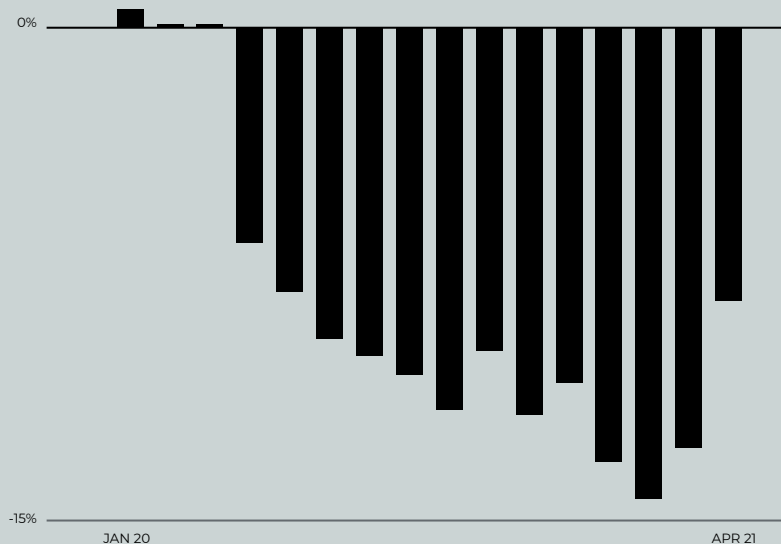
- Number of personal credit cards (LHS)
- Year on Year change (RHS)



A similar trend has been visible in the US during the last 12 months

Change in average US credit card balances²

PERCENTAGE CHANGE, YEAR-ON-YEAR



Afterpay is aligned with the next generation of consumers

50K independent global customer reviews rank Afterpay

4.9

out of **5 stars for trustworthiness¹**

~70% of Afterpay's global Active customers are **Millennial or Gen Z**

Weighted **average age** of Active customers across regions is:

ANZ	NA	EU	UK
35	33	37	35

Late fees continue to decline and were

0.4%

of total FY21 Underlying Sales

Afterpay's **proprietary risk model** uses **machine learning technology** to approve discrete transactions in **real time**

96% of all FY21 installments were **paid on time**

98% of all FY21 purchases incurred **no late fees**



Focused on financial fairness and freedom

We empower people to use their money for the things they want – we put the **consumer first**.

We **don't charge interest** or hidden fees.

We **cap late fees** and they don't accumulate.

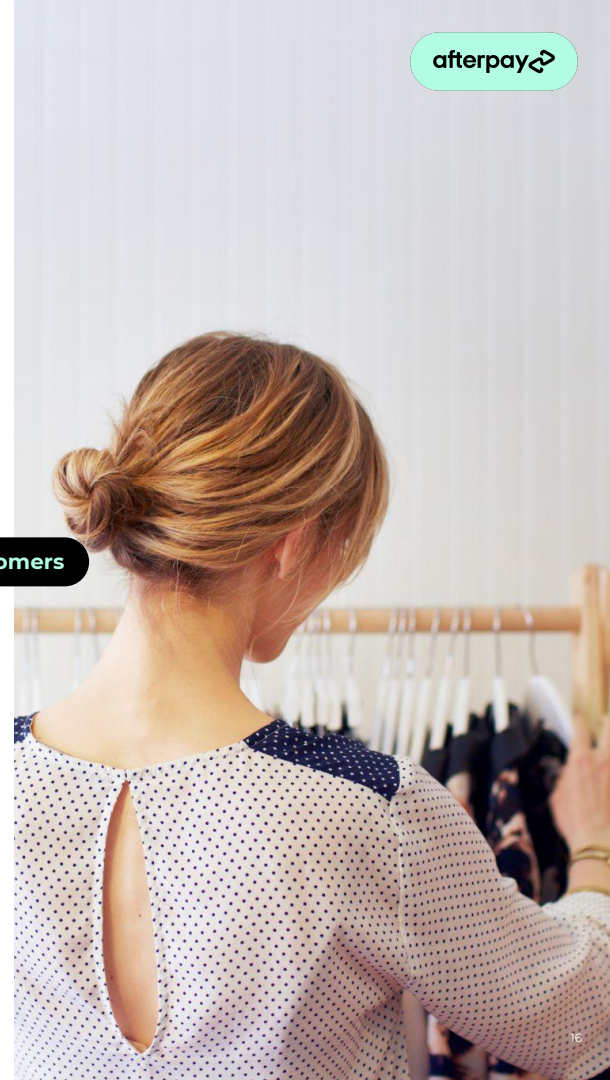
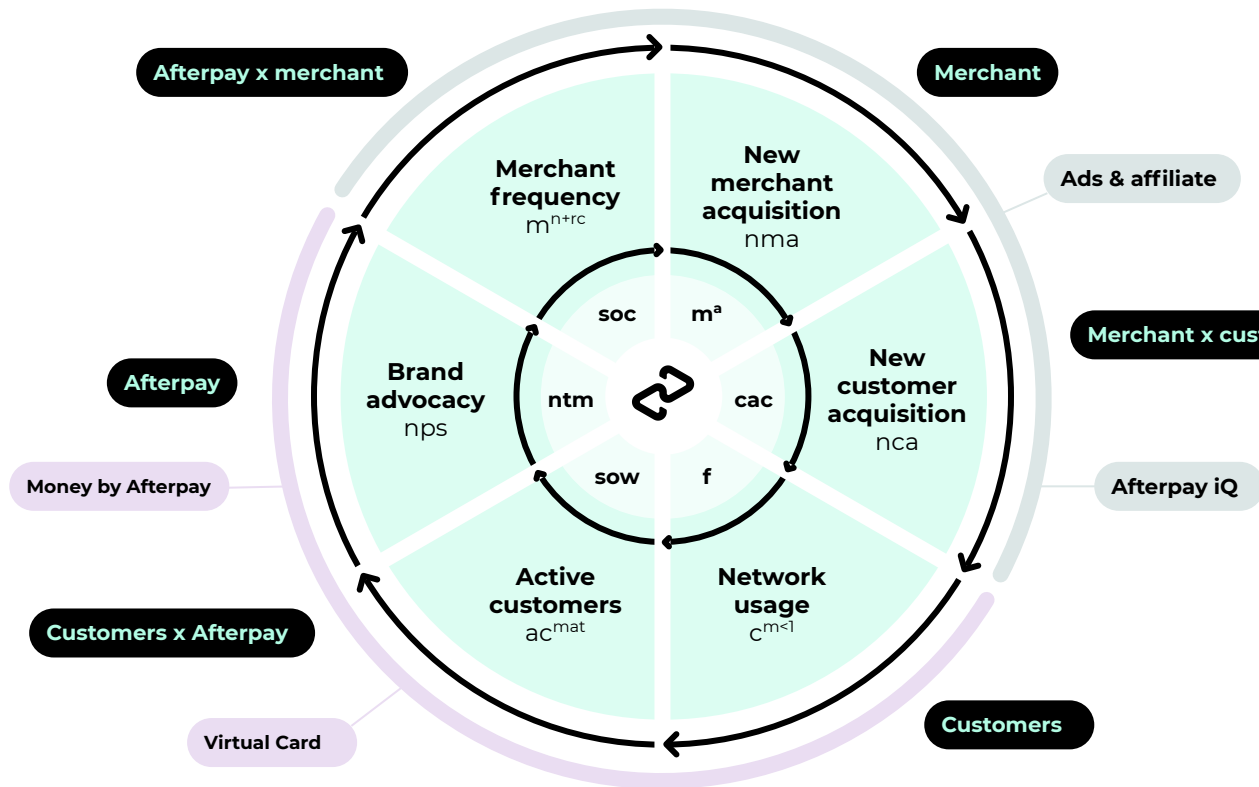
Accounts are paused when customers miss a single payment.

Low average order value² (\$153) and low average outstanding balances³ (\$216).

We only increase customer limits as **good repayment behaviours** are demonstrated.

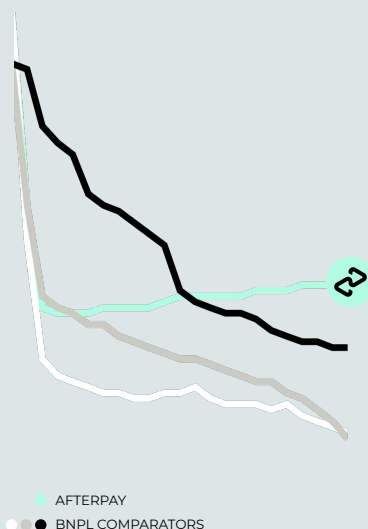
Afterpay's competitive advantage

Strengthening the Afterpay platform - compounding value for both sides



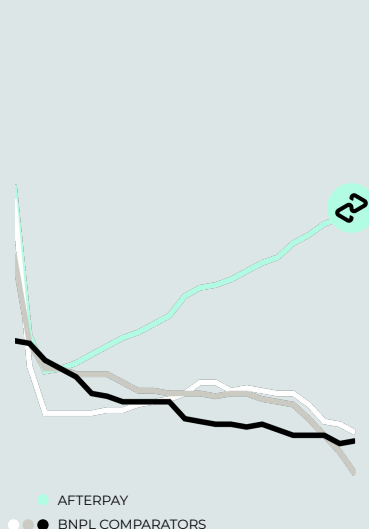
Unparalleled consumer loyalty and frequency

% OF USERS WHO CONTINUE TO TRANSACT ON PLATFORM OVER TIME

US USER RETENTION¹

1 MONTHS SINCE FIRST PURCHASE 23

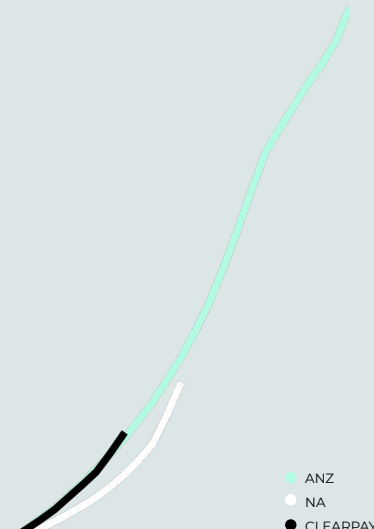
% OF CUSTOMER SPEND IN SUBSEQUENT MONTHS COMPARED TO FIRST PURCHASE

US DOLLAR RETENTION¹

1 MONTHS SINCE FIRST PURCHASE 23

CUSTOMER LIFETIME FREQUENCY

AVERAGE PURCHASES, TENURE IN QUARTERS



1 23

afterpay

Top 10% of customers² use Afterpay

FREQUENCY

ANZ

64x
PER YEAR
across
11 verticals and
28 merchants

UP
28%
ON FY20

US

24x
PER YEAR
across
6 verticals and
11 merchants

UP
50%
ON FY20

UK

32x
PER YEAR
across
4 verticals and
9 merchants

UP
60%
ON FY20

GLOBAL

34x
PER YEAR
across
7 verticals and
14 merchants

UP
21%
ON FY20

Linked directly to commerce – Afterpay App is a shopping companion

Investing into a strong and scalable mobile platform to support our business growth

Afterpay App

Top 15 Global Shopping App

in both Apple and Google App stores¹

Monthly app usage increased

131%

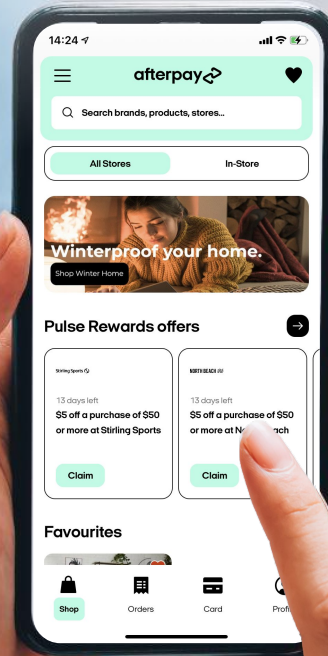
during FY21

55%

of referrals come from consumers **browsing the homepage of the Afterpay mobile app**

34%

of referrals come from consumers who are **searching for specific brands**



Personalisation

- Shop personalisation
- One time use card
- Wishlists and budgeting
- Sale notifications
- Pulse loyalty
- Enhanced servicing and orders
- In-store card launch

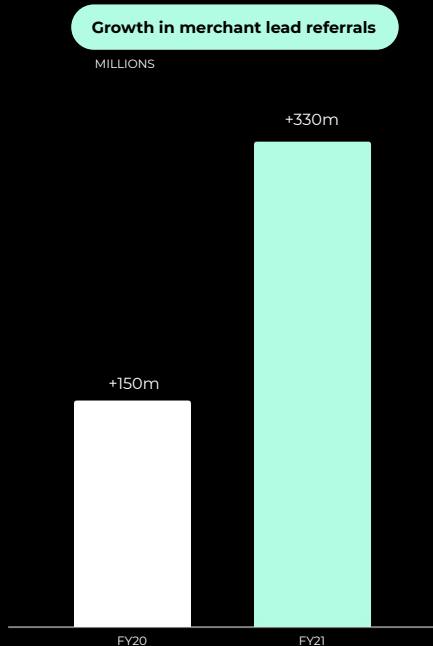
Future enhancements

- New onboarding and registration
- Navigation refresh
- Enhanced shop and product search
- Personalised product collections
- Loyalty challenges and streaks
- Promo wallet
- Notifications and inbox

Our global digital marketing channel drives better merchant results

30%

of Active Customers initiated one or more transactions from the Afterpay Shop Directory¹ while **lead referrals from the platform more than doubled year on year.**



Lead referrals grew to

~1m

per day during H2 FY21

~30m

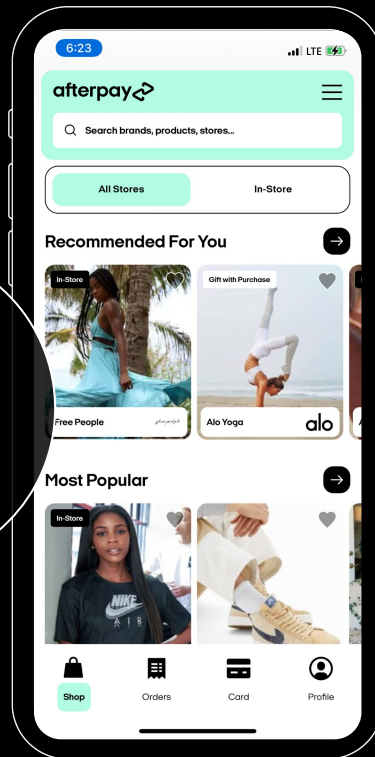
Average number of lead referrals from Afterpay platform

PER MONTH²

~41m

Lead referrals from Afterpay platform

DURING DECEMBER 2020

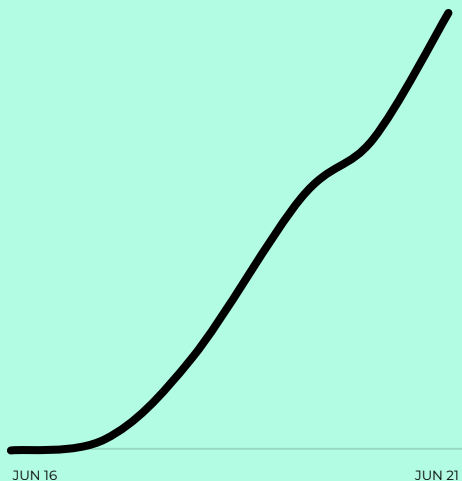


Expanding from online to in-store with US gaining momentum notwithstanding COVID-19 impacts

Afterpay rolled out at ~50K global storefronts across AU, NZ and US

GLOBAL STOREFRONTS

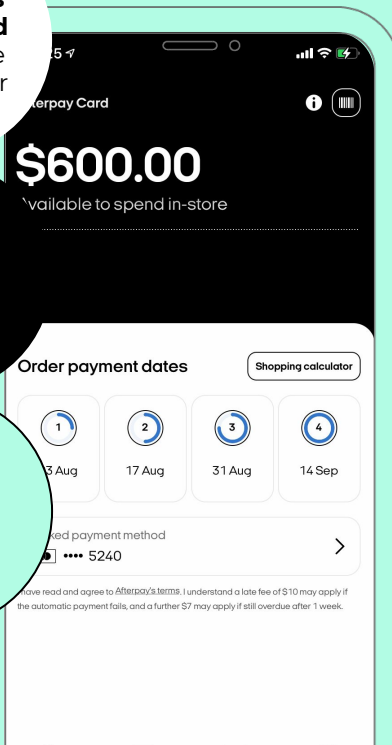
CUMULATIVE



>1.4m AU consumers have added the in-store card to their wallet

23% of ANZ FY21 Underlying Sales came from in-store

UK in-store card to roll out in Q2 FY22

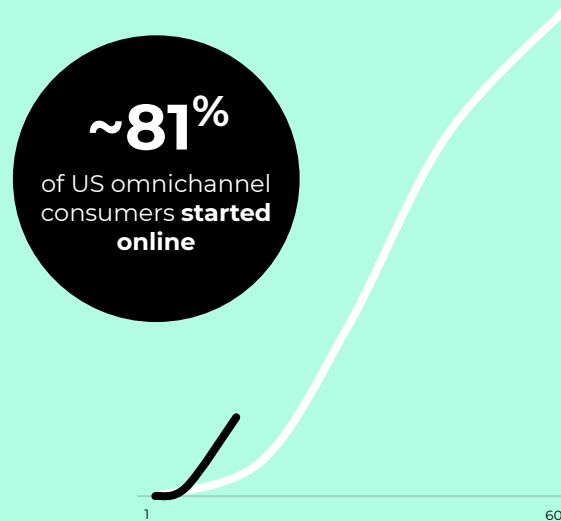


US in-store consumers ~425% higher than AU at 12 months post launch

IN-STORE CUSTOMERS

MONTH 1 = JULY 2016 AU, JULY 2020 US

● US
● AU

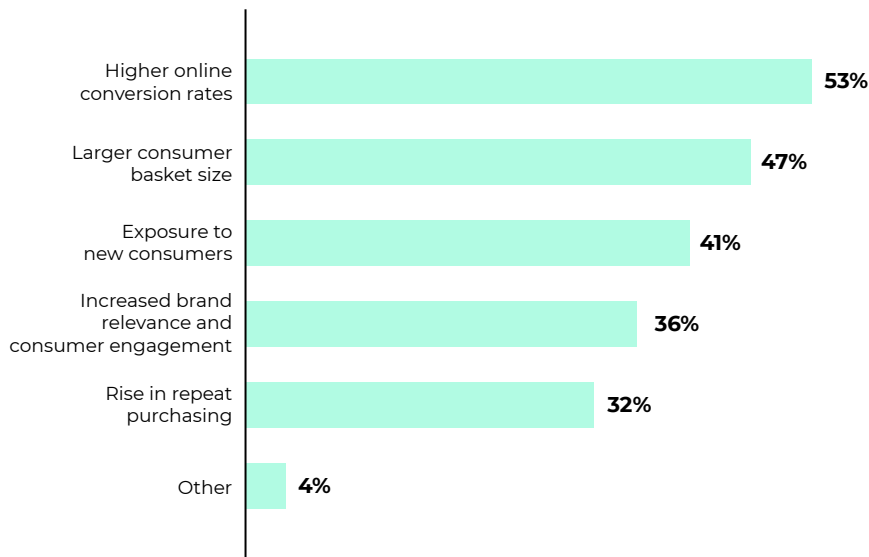


~81% of US omnichannel consumers started online

Driving high impact and merchant ROI

Benefits of Afterpay to which merchants attribute increased sales post-adoption

% of merchants surveyed that experienced an increase in sales after adopting Afterpay, latest data



Source: Afterpay Merchant Survey (n = 669 of 1043) 2019/2020

Across all Australian merchants that used Afterpay in 2020, over half of the incremental sales occur due to an increase in conversion rates online and an increase in the customer basket size.

Driving incremental value to merchants

A Mastercard Advisors study² found that following their adoption of Afterpay, US consumers shop:

+50%
more frequently

AND SPEND
~46%
more per transaction

across Afterpay integrated merchants

New Express Checkout

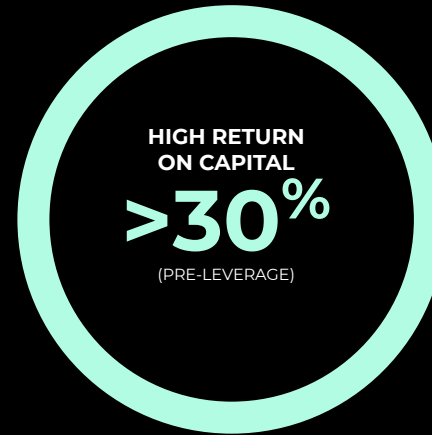
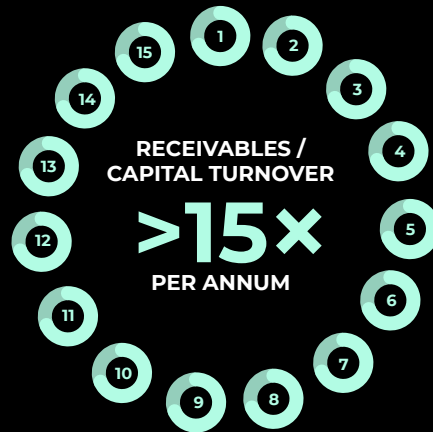
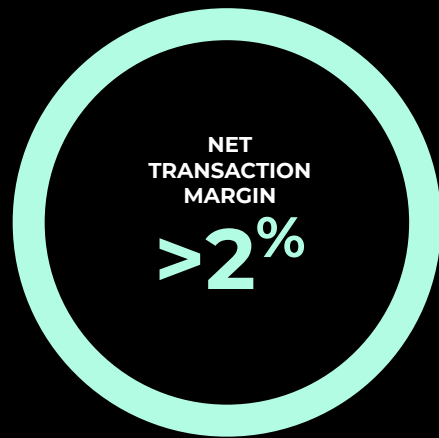
Enabled merchants report increased **sales conversion** by up to
+7%

+25%
lift in **Underlying Sales**
with some merchants seeing up to **+264%**

+51%
lift in **user sessions**
with some merchants seeing up to **+271%**

Source: 2. Mastercard Advisors 2021 study commissioned by Afterpay.

Afterpay has maintained a short duration and lower risk business model



Afterpay has consistently maintained a receivables profile that is:

- low value
- lower risk
- shorter duration
- widely distributed, and
- higher return on capital employed

Unlocking our ecosystem advantage

Continued global expansion and cross-border shopping

Cross Border Trade (XBT)

- Now available across all operating regions
- XBT sales have increased ~120% during FY21 as more merchants and consumers access the offering
- XBT shoppers transact ~24% more frequently than domestic-only
- ~350% increase in merchant uptake of Afterpay XBT on pcp
- Merchants using Afterpay XBT can see up to ~13% increase in sales

Leading across North America

- US in-store card live with ~\$400m Underlying Sales run rate¹
- Canada Underlying Sales run rate ~A\$211m¹
- Canadians purchased from +3,000 US XBT merchants during FY21
- ~10% of all Canadian consumer orders made to XBT merchants

Continued momentum in UK

- Added >5,000 new merchants during FY21
- UK in-store card launch planned for Q2 FY22

Successfully launched into EU

- Live in Italy, Spain and France driven by +100 strong team
- More than 450 brands now live
- Germany - a priority region for retail-led expansion

Established ANZ Leader

- Afterpay is a BNPL leader in AU
- New verticals including automotive, hospitality, travel and ticketing
- Successfully launched in-store card

APAC

- Expanding Shanghai Office
- Growing Risk, Analytics and Engineering team
- Strategic foothold in Singapore

Global Channel partnerships that went live during FY21



SQUARESPACE

stripe

adyen

Wix

PrestaShop

cybersource

Omni-channel accelerating as physical retail returns

Omni-channel drives increased consumer frequency and additional incremental merchant sales

FREQUENCY BY PURCHASE CHANNEL AND CUSTOMER CHANNEL

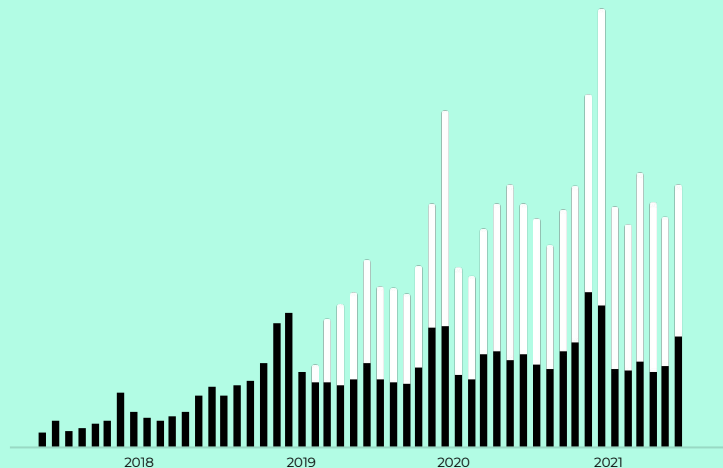
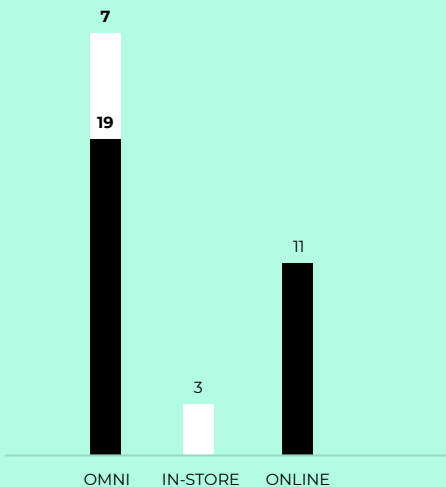
FY21

● In-store
● Online

TOTAL UNDERLYING SALES BY CHANNEL

ENTERPRISE AU MERCHANT

● In-store
● Online



New omni-channel Partnerships

ALDO Shutterfly lululemon

PETSMART THE GOOD GUYS J&B HI-FI

The Container Store JOHNNY WAS VetPartners

priceline pharmacy MECCA MITRE 10

DICK'S SPORTING GOODS CHEMIST WAREHOUSE THE CHILDREN'S PLACE



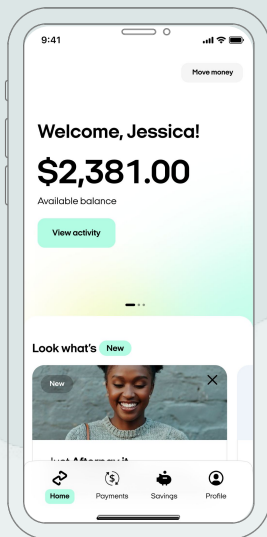
Empowering the Afterpay generation with a 'money positive' mindset for today and into the future

afterpay

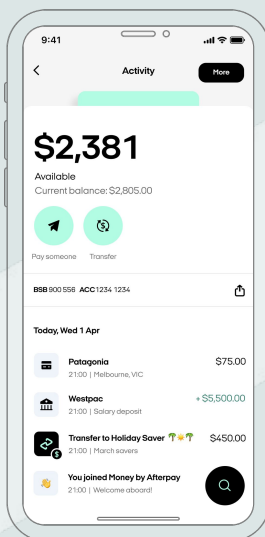


EVOLUTION

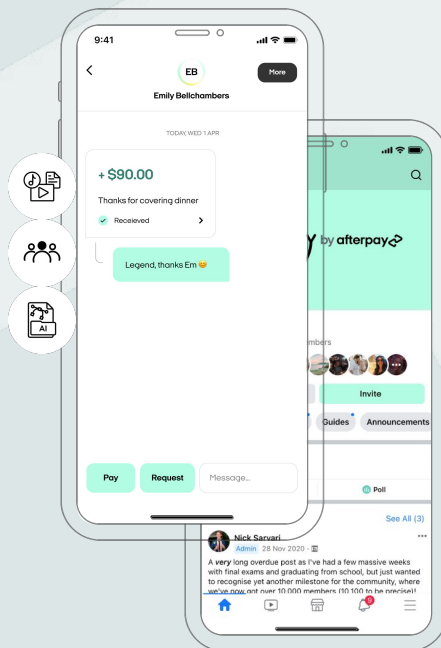
Meet Money by Afterpay



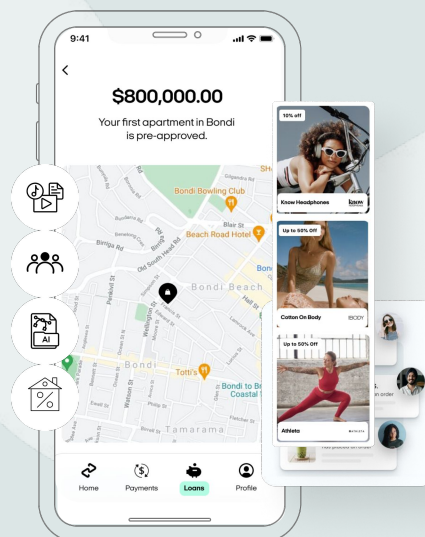
Your everyday money app for spending and savings



Community ecosystem driven by data and AI

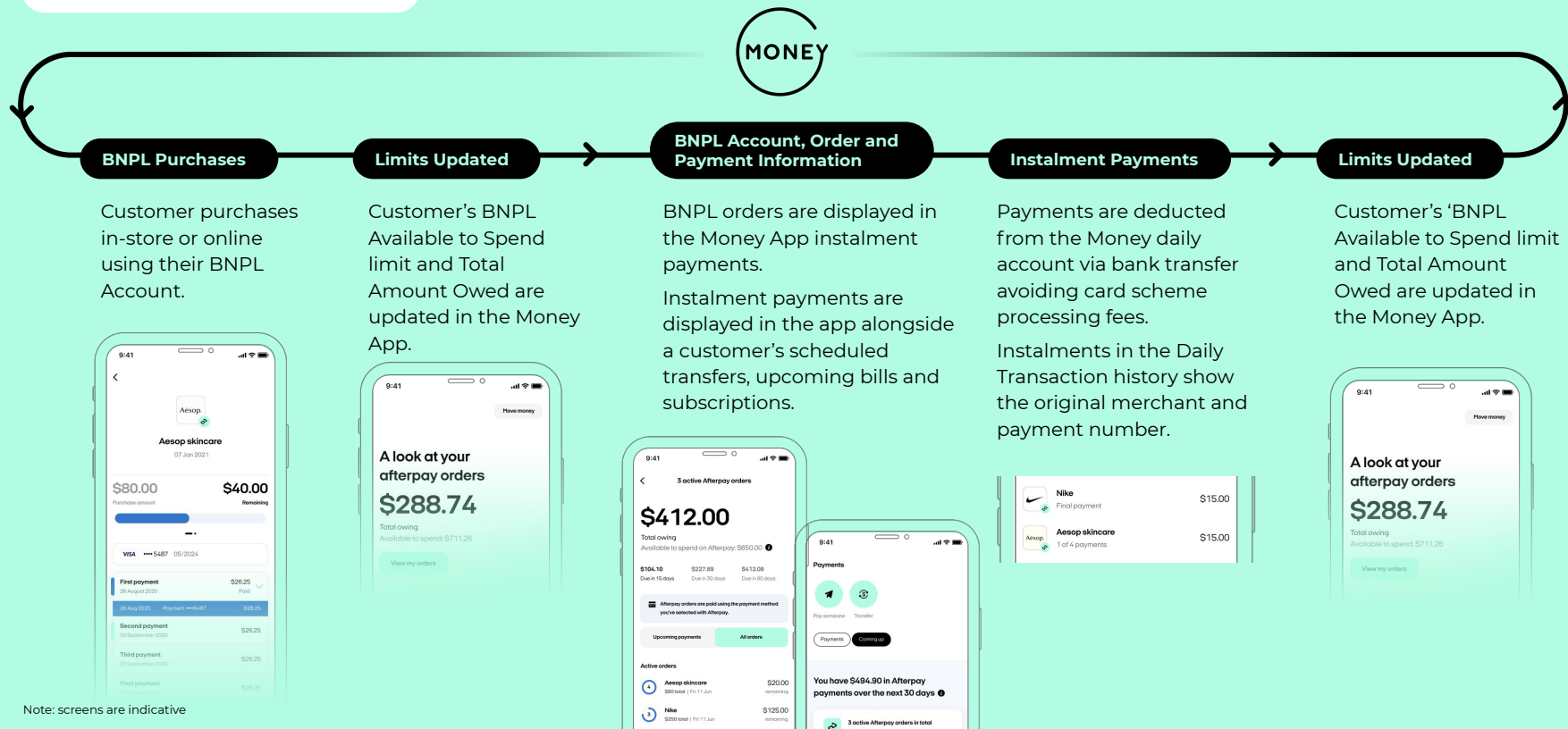


Powered with the support of partners to help customers achieve dreams



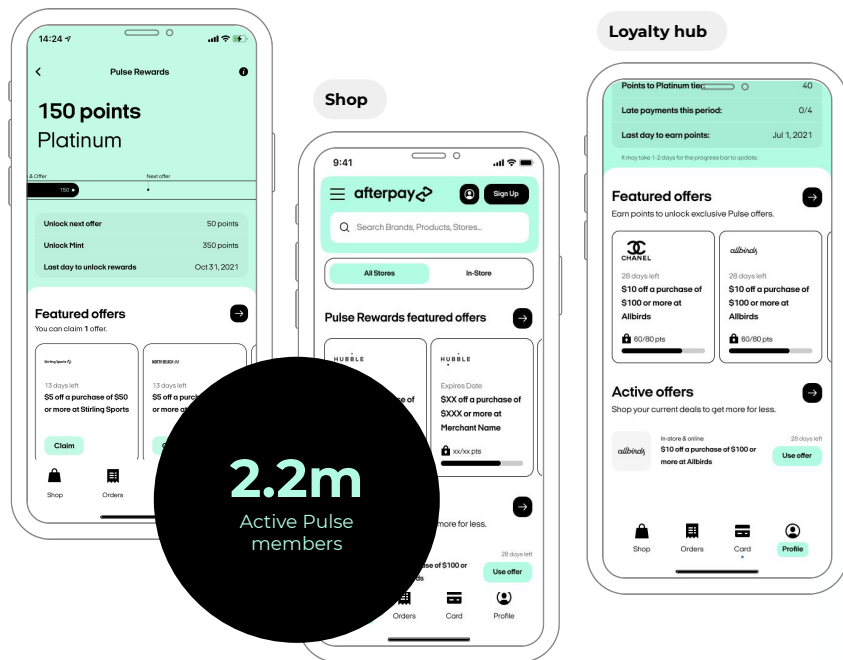
Customer's Afterpay BNPL is integrated seamlessly alongside their Money account

How Money & BNPL work in unison



Note: screens are indicative

Rewarding responsible spending, saving and loyalty



Loyalty: a feeling delivered through an experience that translates into sustainable growth for our merchant partners.

Pulse Rewards

Global program
across US, UK and ANZ

Greater customer inclusion through expanded tier structure

Balanced Afterpay and merchant rewards to provide **customers with greater value, access and financial flexibility**

Featured offers enabling merchants to meet their business objectives and create long term customer engagement

Integrated experience for **Money by Afterpay** customers, rewarding positive behaviour (e.g. saving)

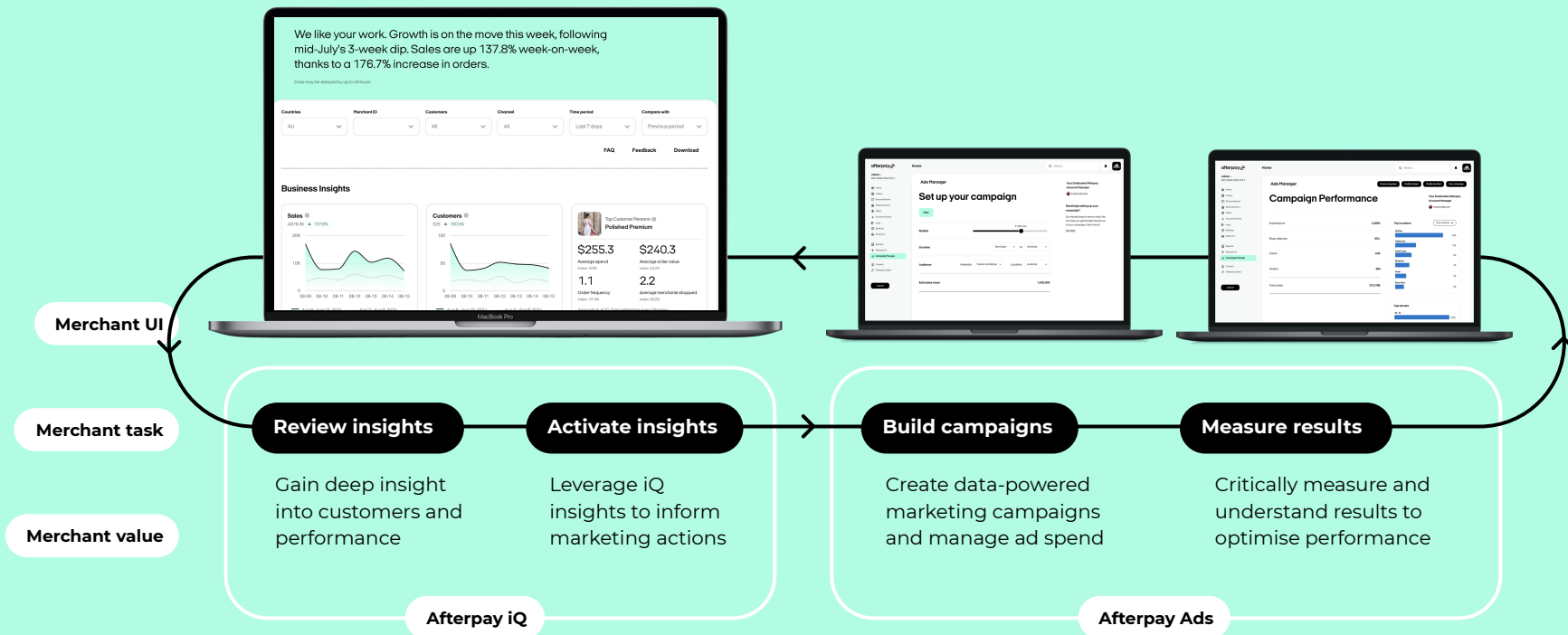
afterpay

pulse
REWARDS

Pulse members spend
8x
more time on the Afterpay App than non members¹

~7%
increase in incremental spend driven by higher frequency
SINCE JUNE 2021
RELAUNCH

Providing merchants with access to world leading insights through **Afterpay iQ**



Leveraging the Afterpay ecosystem with new income streams

Affiliate & Ads



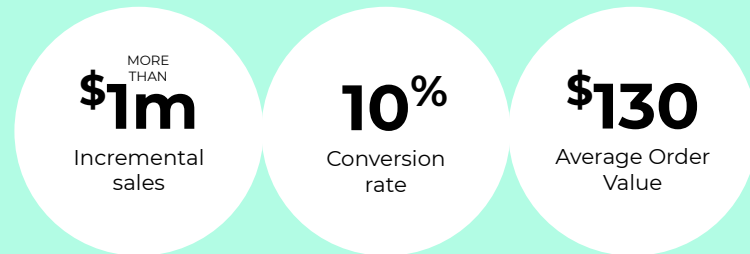
One time use virtual card

- Initial roll out with +30 US ecommerce brands
- Complementary to existing in-network merchants
- Income via affiliate commissions and advertising fees
- Currently enabled for ~25% of all US App customers
- Almost 30% of customers repurchase a second time, within 30 days
- Anticipate to add ~90 more top ecommerce merchants ahead of holidays
- No cannibalisation from existing integrated merchants
- Income generated through affiliate and interchange

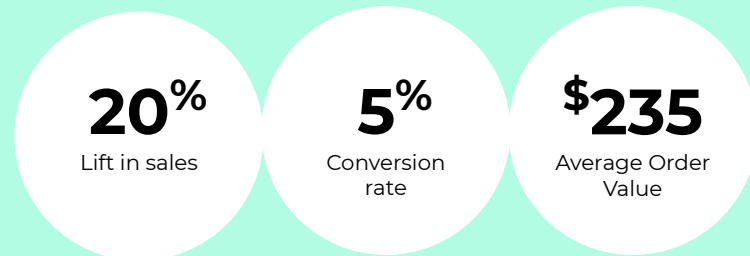


Early results from a new and existing retailer using Afterpay Ads¹

New merchant



Existing merchant



Square, Inc. and Afterpay transaction

Afterpay & Square, Inc.

potential opportunity to invest in longer term growth

Consumers



Expand consumer base

Strengthen Afterpay's **consumer base** of more than 16 million with 70 million annual active Cash App customers

Bring Afterpay's **merchant base** more consumers through Cash App

Reach new **Cash App** audiences in global geographies

Merchants



Strengthen Afterpay's **merchant base** with millions of Square sellers

Attract **new sellers** to Square with BNPL as an acquisition tool

Grow in upmarket and in **new geographies** together

Strengthen products and build connections

Add Afterpay to Cash App's ecosystem

Integrate commerce discovery from Afterpay App into Cash App to drive engagement

Afterpay consumers can **receive the benefits** of Cash App's ecosystem, including P2P, stock brokerage, bitcoin, Cash Card, Boost, taxes and more

Enable Afterpay BNPL for Square Sellers, supporting their growth through higher transaction sizes and conversion rates

Introduce **Seller ecosystem** to Afterpay's merchants

Grow Afterpay's presence with SMBs, in-person commerce, and new verticals

Transaction overview

Strategic Rationale

Afterpay is a category leader in the growing BNPL opportunity, focused on helping consumers pay and manage their financial wellbeing responsibly and empowering merchants to grow their business.

Square will integrate Afterpay into two of its existing ecosystems, strengthening the connections between its Seller and Cash App ecosystems and unlocking cross-sell opportunities with Afterpay.

Together, Square and Afterpay will focus on delivering growth at scale, and intend on investing behind transformative opportunities to drive long-term profitable growth.

Structure

Afterpay shareholders will receive a fixed exchange ratio of 0.375 shares of Square Class A common stock for each Afterpay ordinary share they hold on the record date.

Square may elect to pay 1% of total consideration in cash.

Transaction valued at US\$29 billion (AU\$39 billion).

Management & Governance

Afterpay to be integrated into Square's Seller and Cash App ecosystems.

Afterpay's Co-Founders and Co-CEOs Anthony Eisen and Nick Molnar will join Square upon closing of the transaction.

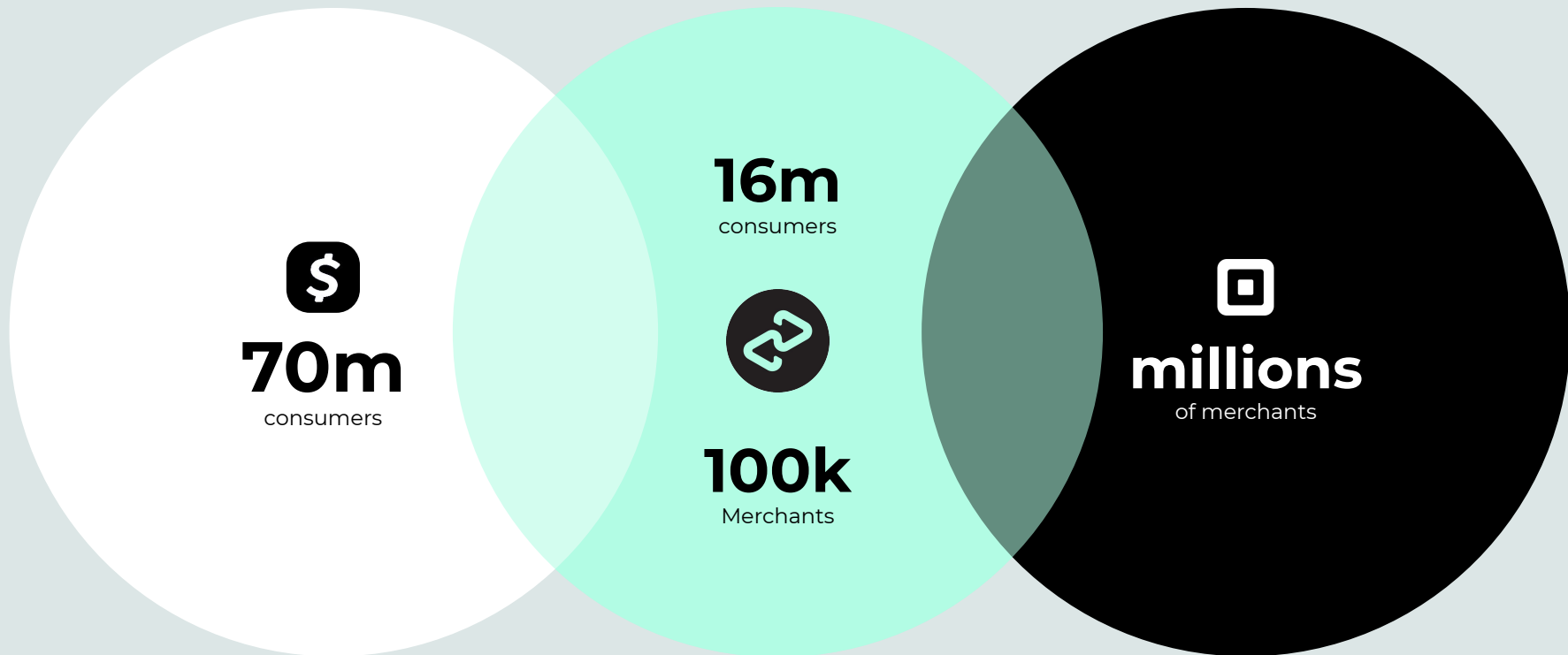
Anthony Eisen and Nick Molnar will run the respective Afterpay businesses in Cash App and Seller, led by Brian Grassadonia and Alyssa Henry, respectively.

Square will appoint one Afterpay director as a member of the Square Board of Directors immediately following closing.

Timing & Approvals

Expected to close in the first quarter of calendar year 2022, subject to the satisfaction of conditions precedent as is customary for transactions of this nature, including, among other things, approval by the shareholders of both companies, receipt of required regulatory approvals and no material adverse effect in relation to Afterpay or Square.

Afterpay & Square, Inc. Linking complementary ecosystems



Financial performance

Group financial snapshot

\$ million	FY21	FY20	CHANGE %
Total Income	924.7	519.2	78%
Afterpay Income ¹	822.3	433.8	90%
Pay Now Revenue	13.8	16.5	(16)%
Other Income ⁵	88.6	68.8	29%
Group Net Margin²	443.3	261.3	70%
Afterpay Net Margin	434.1	250.2	74%
Pay Now Margin	9.2	11.1	(18)%
EBITDA (excluding significant items)³	38.7	44.4	(13)%
Loss after tax	(159.4)	(22.9)	(597)%

Commentary

The Group's loss after tax has been impacted by the net loss on financial liabilities at fair value of \$96.8 million as a result of an increase in the valuation of Afterpay's UK operations (included within Clearpay).

The Group has adopted Afterpay Net Margin as a key performance metric, which is Afterpay Net Transaction Margin (merchant margin earned directly from Underlying Sales), plus other income and margin items associated with the Afterpay platform (such as Money by Afterpay).

Note: Change calculations may not equate due to rounding. 1. Afterpay Income reflects income from merchants. 2. Group Net Margin is equal to Afterpay Net Margin and Pay Now Margin. 3. EBITDA (excluding significant items) excludes foreign currency gains, share-based payment expenses, net loss on financial liabilities at fair value, share of loss of associate, gain on dilution of shareholding in associate and one-off items. 4. Unaudited. 5. Other income primarily comprises Late fees (\$87.3m) which is included in the calculation of NTL by management. The balance of Other income includes a small amount of income from Money by Afterpay (\$0.9m) and non-core international products which will be discontinued (\$0.4m) which are not included in the calculation of NTL. 6. Gross Loss is included within Receivables impairment expense in the Consolidated Statement of Comprehensive Income, Gross Loss is included in the calculation of NTL. 7. NTL calculation comprises Gross Loss, Chargebacks, Debt recovery costs, net of Late fees. 8. Finance costs associated with external receivables funding. Reported within Finance costs and included in Afterpay Net Margin. 9. Afterpay Net Margin is calculated as merchant margin earned directly from Underlying Sales, plus margin associated with the Afterpay platform (such as Money by Afterpay). A reconciliation from Afterpay income to Afterpay Net Margin is provided in the Appendix. 10. 'pp' represents percentage points, calculated as the difference between FY21 and FY20.

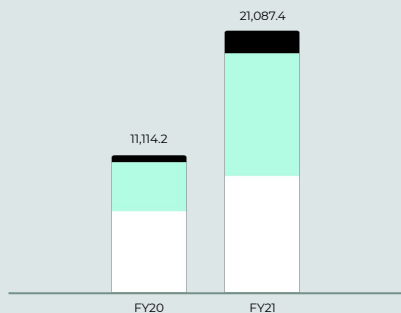
Afterpay key metrics

\$ million	FY21	FY20	CHANGE %
Underlying Sales⁴	21,087.4	11,114.2	90%
Afterpay Income¹	822.3	433.8	90%
% of Underlying Sales	3.9%	3.9%	0.0 pp
Other Income⁵	88.6	68.8	29%
Afterpay Total Income	910.9	502.7	81%
Gross Loss⁶	(194.9)	(94.5)	(106)%
% of Underlying Sales	(0.9)%	(0.9)%	-0.0 pp
Net Transaction Loss (NTL)⁷	(132.6)	(42.8)	(210)%
% of Underlying Sales	(0.6)%	(0.4)%	-0.2 pp
Other variable transaction cost (incl. Finance costs⁸)	(256.8)	(140.9)	(82)%
% of Underlying Sales	(1.2)%	(1.3)%	0.0 pp
Afterpay Net Margin⁹	434.1	250.2	74%
% of Underlying Sales	2.1%	2.3%	-0.2 pp

Merchant margin stable while doubling Underlying Sales in a competitive landscape

Growth in Underlying Sales¹

\$MILLION



Strong growth across all regions continues.

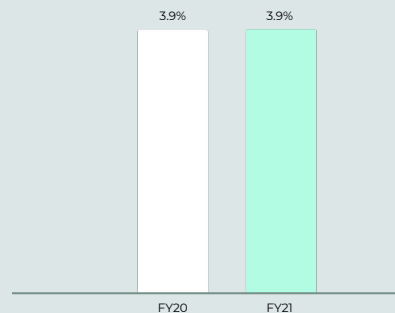
North America, Afterpay's largest region, grew by 146%.

Clearpay (UK and Europe), still in an early growth phase, and represents just 9% of Underlying Sales.

- Clearpay
- North America
- APAC

Afterpay Income Margin

PERCENTAGE OF UNDERLYING SALES

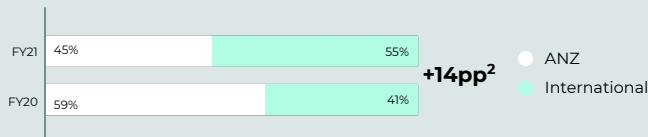


Income margins stable across all regions.

Merchant portfolio is constantly evolving as growth in newer regions and the in-store channel are typically enterprise led, offset by SMB merchants

Underlying Sales contribution by region

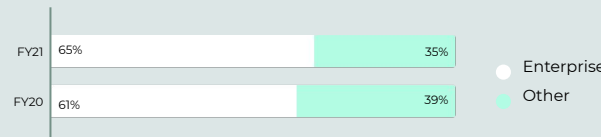
PERCENTAGE OF UNDERLYING SALES



- ANZ
- International

Group Merchant Tier mix

PERCENTAGE OF UNDERLYING SALES



- Enterprise
- Other

Net transaction loss result continues to be well managed

Loss performance continues to be well managed, with a net increase of 0.2pp¹ of Underlying Sales attributed to the reduction in late fees of 0.2pp.

Holding Gross Loss at 0.9% is a strong result given the 6m new customers (63% increase) and 43k new merchants (77% increase) added to the platform in FY21.

0.2pp reduction in Late Fees continues trend of declining contribution to the Group.

Investments in Afterpay's proprietary risk management approach and high level of repeat transactions from longer-tenured customers continues to provide benefits.

	FY21	FY20
Late fees as a percentage of Underlying Sales	0.4%	0.6%
Late fees as a percentage of Afterpay Total Income ⁵	9.6%	13.7%

Net transaction loss ratio increased to 0.6% due to reduced late fee contribution



Note: Change calculations may not equate due to rounding. 1. 'pp' represents percentage points, calculated as the difference between FY21 and FY20. 2. Gross Loss percentage is defined as Receivables Impairment Expense (excluding \$0.2m relating to non-core international receivables impairment) as a percentage of Underlying Sales. 3. Gross Loss, Late Fees, and Net Transaction Loss (NTL) are shown as a % of Underlying Sales. 4. The NTL calculation includes other adjustments not shown on this page (chargebacks and debt recovery costs which were 0.1% in FY21 and 0.2% in FY20). 5. Afterpay Total Income includes Afterpay Income, Other Income (Late Fees) and Other Income associated with Money by Afterpay (\$0.9m) and non-core international products which will be discontinued (\$0.4m).

Afterpay Net Margin maintained above 2% of Underlying Sales demonstrates the power of the platform

Afterpay Net Margin

Afterpay Income

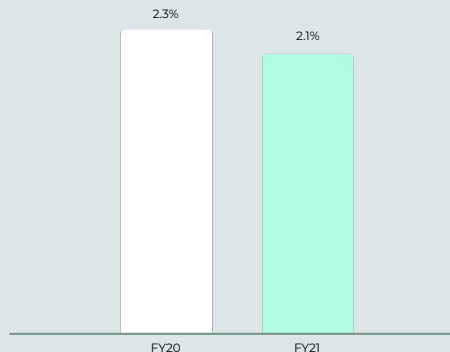
Other Margin¹

Net Transaction Loss

Other Variable Transaction Cost²

Afterpay Net Margin

PERCENTAGE OF UNDERLYING SALES



Afterpay Net Margin maintained at over 2% in a high growth year:

- Merchant margin held flat or improved in all regions
- Late fees from customers reduced
- Variable cost base well managed.

In line with accounting standards and while minimal in FY21, Afterpay income is supported by affiliate fees and interchange earned from the virtual one time use card.

Other margin reflects earnings from the Afterpay platform which is different from instalments, such as Money by Afterpay.

Net transaction loss and variable costs have been well managed in another high growth year.

Variable costs were held flat as benefits from strategic partnerships offsets higher structural costs in newer regions. Afterpay will continue to seek efficiencies in variable costs across all regions.

Strong balance sheet to support accelerated growth

Strong balance sheet with \$1.2 billion in Total Cash and \$2.3 billion of Liquidity.

Total Cash increased by \$0.6 billion which primarily relates to \$1.8 billion of net capital raises (equity and debt) offset by \$0.6 billion on US ESOP and the Matrix transaction and \$0.7 billion in receivables growth.

The balance sheet is able to support \$40 billion¹ in Underlying Sales above the current annualised Underlying Sales run-rate of \$24 billion (Q4 FY21 annualised).

Net Cash

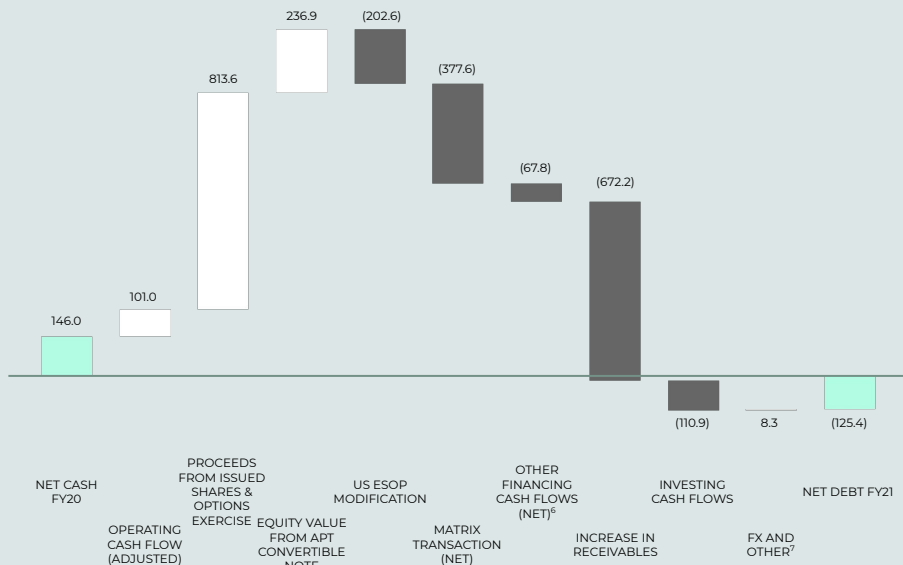
As at 30 June \$ million	2021	2020	Change
Cash	1,147.1	606.0	541.1
Restricted cash ²	13.8	1.5	12.3
Total Cash³	1,161.0	607.6	553.4
Debt ⁴	(1,286.4)	(461.6)	(824.8)
Net (Debt) / Cash	(125.4)	146.0	(271.4)

Liquidity

As at 30 June \$ million	2021	2020	Change
Cash	1,147.1	606.0	541.1
Undrawn warehouse capacity ⁵	1,151.6	122.4	1,029.2
Liquidity	2,298.7	728.4	1,570.3
Growth capacity ⁵	264.4	541.8	(277.4)
Total Liquidity & Growth capacity	2,563.2	1,270.2	1,293.0

Net Cash Reconciliation

\$MILLION



Note: 1. Estimated calculation based on the terms of Afterpay's existing warehouse funding facilities and historical performance of receivables. 2. Restricted cash relates to cash assets held with banks as collateral for daily cash settlements with merchants and payments to funding providers. 3. Total Cash includes Cash and Restricted Cash. 4. Debt is equal to Borrowings in the Financial Statements. Movement in debt on the balance sheet includes amortisation related to capitalised borrowing costs, accrued interest and other non-cash movements and will not be comparable to cashflow movement. The Debt figure varies to reporting in prior periods due to the exclusion of lease liabilities and will impact the starting and ending position reflected in the reconciliation. 5. Undrawn warehouse capacity refers to the borrowing capacity in the debt facilities. Growth capacity reflects the difference between the facility limit and the drawn and undrawn warehouse capacity of each facility. 6. Includes capital raising expenses related to the APT Convertible Notes. 7. Includes FX on cash balance (as reported in the Consolidated statement of cash flows) and non-cash movements in borrowings (as reported in the Consolidated statement of financial position), specifically amortisation related to capitalised borrowing costs, and accrued interest.

Balance sheet

Balance Sheet

As at 30 June	2021 \$m	2020 \$m	Change \$m
Cash	1,147.1	606.0	541.1
Restricted cash ¹	13.8	1.5	12.3
Receivables	1,454.1	781.9	672.2
Other current and non-current assets	501.2	219.1	282.1
Total Assets	3,116.2	1,608.5	1,507.7
Payables	306.3	182.6	123.6
Debt ²	1,286.4	461.6	824.8
Other current and non-current liabilities	219.7	18.0	201.7
Total Liabilities	1,812.3	662.2	1,150.1
Equity	1,303.9	946.4	357.6

Key Balance Sheet Metrics

\$ million	FY21	FY20	Change \$m
Net cash / (debt)	(125.4)	146.0	(271.4)
Liquidity	2,298.7	728.4	1,570.3
Warehouse debt, % of receivables ³	2.2%	59.5%	-57 pp
% drawn of warehouse funding facilities	2.2%	41.2%	-39 pp
Undrawn committed facilities ⁴	1,416.0	664.1	751.9

Commentary

Receivables increased to \$1,454.1 million at 30 June 2021 as a result of the increase in Afterpay Underlying Sales across all regions. The increase in Other current and non-current assets is primarily associated with an increase in Intangible assets and deferred tax assets. The increase in Intangible assets is associated with the acquisitions during the financial year.

The Group had net debt of \$125.4 million at 30 June 2021, a \$271.4 million decrease on the prior year net cash position. Net debt primarily consists of a \$1.5 billion convertible note issued during the year, offset by a cash balance of \$1.1 billion.

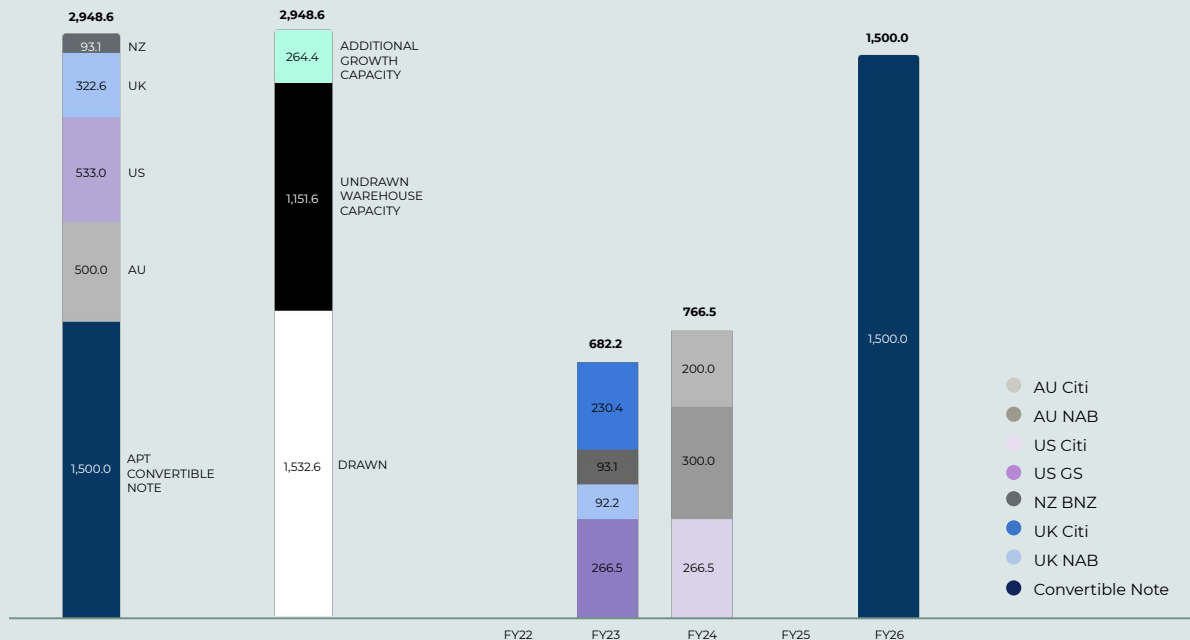
Proceeds from the convertible note, along with funds raised from equity placements during the year, were used to pay down the warehouse facilities during the period along with the US ESOP Modification and Matrix Transaction.

Warehouse debt as % of receivables is at 2.2%, with undrawn committed receivables warehouse facilities of \$1.42 billion.

Well diversified debt facility portfolio

Total debt facilities¹

\$MILLION



Funding Facility Maturity Profile¹

\$MILLION

Commentary

Capacity to fund additional growth:

- \$2.3 billion in liquidity consists of \$1.1 billion in Cash and \$1.2 billion of undrawn warehouse capacity.
- \$0.3 billion of warehouse facility headroom to fund growth in receivables ("additional growth capacity").

Facilities established and extended:

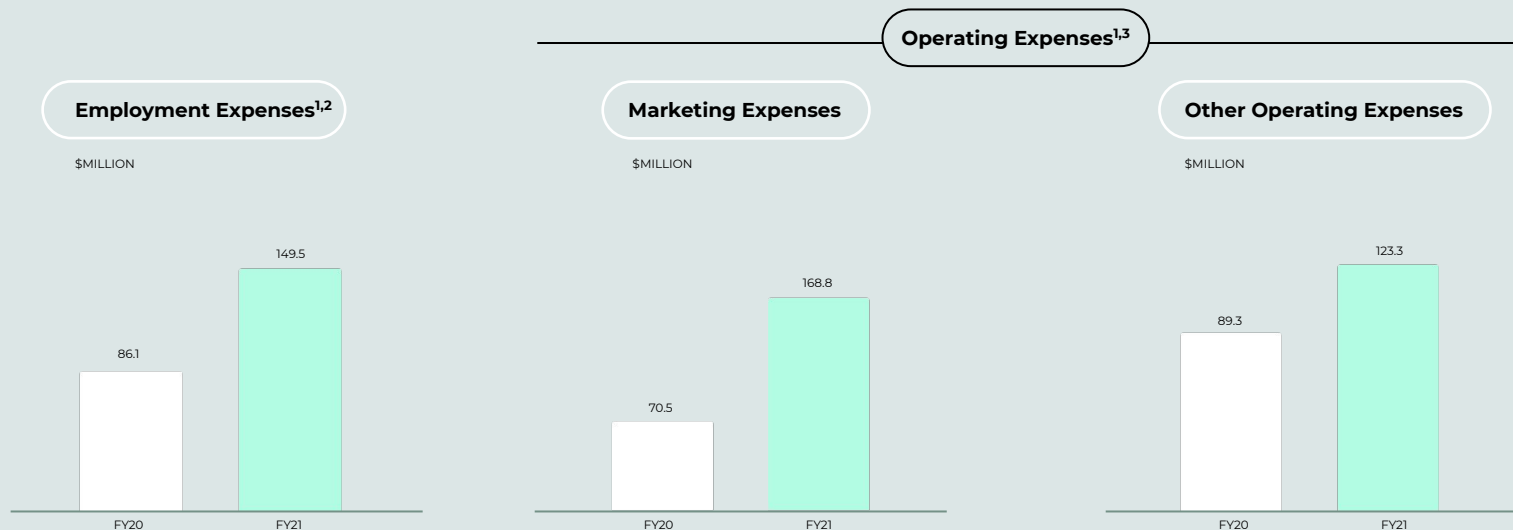
- All existing warehouse facilities were extended in FY21 and no warehouse facilities are due to mature in FY22.
- Increased the NZ\$50 million NZ receivables warehouse funding facility with Bank of New Zealand to NZ\$100 million.
- Established a £125 million UK receivables warehouse facility with Citi and a £50 million UK receivables warehouse facility with NAB to mature in FY23.
- Issued a \$1.5 billion zero coupon convertible note with a FY26 maturity.

Weighted average life of debt facilities of 3.3 years.

Investment positioning Afterpay to unlock future opportunities

Over 620 employees were added in FY21 as we deliver on our plan to invest in people and talent, merchant and customer relationships, and the Afterpay product and technology platform globally.

Marketing spend is in line with the stated strategy of the Group, driving merchant and customer engagement across each segment, and therefore contributing to growth in Underlying Sales. Further investment in marketing will continue into the next financial year.



Note: 1. Excluding significant items. 2. Employment expenses reported in the Financial Statements include one-off items of \$1.4m (FY20: nil). 3. Operating Expenses reported in the Financial Statements include one-off items of \$16.4m (FY20: \$6.4m) and foreign currency gain of \$9.9m (FY20: \$19.9m) which are excluded from EBITDA (excluding significant items).

Questions

Additional information

Statutory Loss after tax

\$ million	FY21	FY20
Afterpay Income	822.3	433.8
Other Income	88.6	68.8
Pay Now Revenue	13.8	16.5
Total Income	924.7	519.2
Cost of Sales	(249.6)	(134.3)
Gross Profit	675.1	384.9
Depreciation and amortisation	(39.0)	(30.0)
Employment expenses	(150.9)	(86.1)
Share based payments	(59.0)	(30.5)
Receivables impairment expense	(195.1)	(94.5)
Net loss on financial liabilities at fair value	(96.8)	(2.0)
Operating expenses	(298.6)	(146.3)
Operating Loss	(164.3)	(4.6)
Share of loss of associate	(2.3)	(1.1)
Gain on dilution of shareholding in associate	5.7	-
Net finance expense	(33.3)	(21.1)
Loss before tax	(194.2)	(26.8)
Income tax benefit	34.8	3.9
Loss after tax	(159.4)	(22.9)

Note: Change calculations may not equate due to rounding.

Commentary

Total income was up 78% on the prior year, driven by an uplift in Underlying Sales across all regions as Afterpay income margin was held flat. Gross profit was up 75% on the prior year, broadly following growth in Total income.

Employment expenses and Operating expenses were \$150.9m and \$298.6m respectively. Employment expenses include significant items relating to one-offs of \$1.4m, operating expenses also include significant items including one-off costs of \$16.4m and a foreign currency gain of \$9.9m.

The Group recorded a Loss after tax of \$159.4m. The Group's Loss after tax has been impacted by significant and one-off items.

Importantly, the net loss on financial liabilities at fair value of \$96.8m is as a result of an increase in the valuation of Afterpay's UK operations (Clearpay) due to better-than-expected results for the period ended 30 June 2021, improvements to Clearpay's forecast future cash flows and increases in broader market valuations for similar businesses.

Reconciliation to Financial Statements

A reconciliation of Gross profit to Net Margin and a reconciliation of Loss after tax to EBITDA (excluding significant items) are provided in the Appendix. EBITDA (excluding significant items) adds back depreciation and amortisation, net finance costs, foreign currency gains, share based payments, net loss on financial liabilities at fair value, share of loss of associate, gain on dilution of shareholding in associate and one-off items from Loss before tax.

Cash flow statement

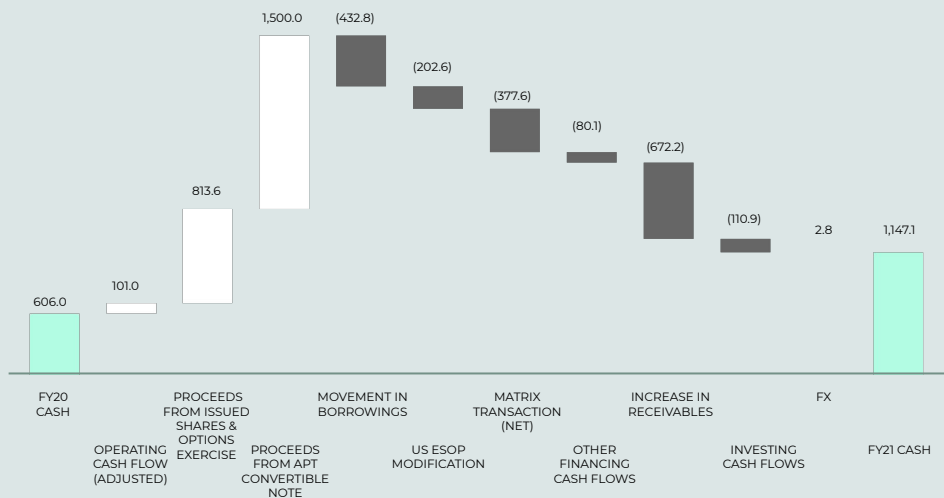
\$ million	FY21	FY20	Change \$m
Receipts from customers	18,645.7	9,955.0	8,690.8
Payments to merchants and suppliers	(19,068.6)	(10,103.8)	(8,964.8)
Payments to employees and other	(148.4)	(85.2)	(63.2)
Operating Cash Flow	(571.2)	(234.0)	(337.2)
Increase in receivables	672.2	329.2	343.0
Operating Cash Flow - adjusted	101.0	95.2	5.7
Payments for intangibles and PPE	(70.6)	(45.6)	(25.0)
Contribution to associates	(15.0)	(5.1)	(9.9)
Other	(25.3)	2.0	(27.4)
Investing Cash Flow	(110.9)	(48.6)	(62.3)
Movement in borrowings	(432.8)	415.4	(848.3)
Issue of APT Convertible Note	1,500.0	-	1,500.0
Matrix Transaction, net of transaction costs	(377.6)	-	(377.6)
FY21 US ESOP Modification	(202.6)	-	(202.6)
Proceeds from issue of shares	786.2	233.0	553.2
Share and APT Convertible Note expenses	(46.0)	(5.2)	(40.8)
(Increase)/decrease in restricted cash	(12.3)	0.5	(12.8)
Proceeds from exercise of share options	27.4	30.6	(3.2)
Payment of lease liabilities	(6.2)	(5.3)	(0.9)
Interest and bank fees paid	(15.6)	(19.5)	3.9
Financing Cash Flow	1,220.4	649.4	571.0
Net increase / (decrease) in cash	538.3	366.8	171.4
FX on cash balance ¹	2.8	7.7	(4.9)
Starting cash	606.0	231.5	374.6
Ending Cash	1,147.1	606.0	541.1

Commentary

Operating Cash Flow declined during the period primarily due to funding of receivables, which was driven by growth in Underlying Sales. Operating Cash Flow - adjusted was positive \$101.0 million excluding growth in receivables.

Cash increased during the period by \$0.5 billion primarily related to an inflow of \$1.8 billion from net capital raises offset by \$0.6 billion for US ESOP modification and the Matrix transaction and \$0.7 billion to fund receivables growth.

Change in Cash



Note: Amounts may not sum due to rounding. 1. FX on cash balance reflects unrealised foreign currency gain/loss, which is a non-cash item.

Statutory to management profit and loss reconciliation

Statutory Profit & Loss

\$ million	FY21	FY20	
Afterpay Income	822.3	433.8	A
Other Income	88.6	68.8	B
Pay Now Revenue	13.8	16.5	
Total Income	924.7	519.2	
Cost of Sales	(249.6)	(134.3)	C
Gross Profit	675.1	384.9	
Depreciation and amortisation	(39.0)	(30.0)	
Employment expenses	(150.9)	(86.1)	D
Share based payments	(59.0)	(30.5)	
Receivables impairment expense	(195.1)	(94.5)	E
Net loss on financial liabilities at fair value	(96.8)	(2.0)	
Operating expenses	(298.6)	(146.3)	F
Operating Loss	(164.3)	(4.6)	
Share of loss of associate	(2.3)	(1.1)	
Gain on dilution of shareholding in associate	5.7	-	
Net finance expense	(33.3)	(21.1)	G
Loss before tax	(194.2)	(26.8)	
Income tax benefit	34.8	3.9	
Loss after tax	(159.4)	(22.9)	

Management Profit & Loss — EBITDA Reconciliation

\$ million	FY21	FY20	
Afterpay income	822.3	433.8	A
Late fees	87.3	68.8	Included within B
Gross loss in Receivable impairment expense ⁴	(194.9)	(94.5)	Included within E
Chargebacks & debt recovery costs	(25.0)	(17.1)	Included within F
Net Transaction Loss (NTL)	(132.6)	(42.8)	
Other variable transaction costs	(244.8)	(128.9)	Included within C ¹
NTM Finance costs	(12.0)	(11.9)	Included within G ²
Other variable transaction costs (incl. Finance Costs)	(256.8)	(140.9)	
Afterpay Net Margin ³	434.1	250.2	
Pay Now Margin	9.2	11.1	Pay Now Revenue less Pay Now Cost of Sales
Group Net Margin	443.3	261.3	
Add: Chargebacks & debt recovery costs	25.0	17.1	
Add: NTM Finance costs	12.0	11.9	Included within G
Employment expenses	(150.9)	(86.1)	Included within D
Operating expenses	(298.6)	(146.3)	F
Add back: One-off costs in employment and operating expenses ⁴	17.8	6.4	Included within F & D
Add back: Foreign currency gains	(9.9)	(19.9)	Included within F
EBITDA (excl. significant items)	38.7	44.4	

Cross reference to Statutory Profit and Loss

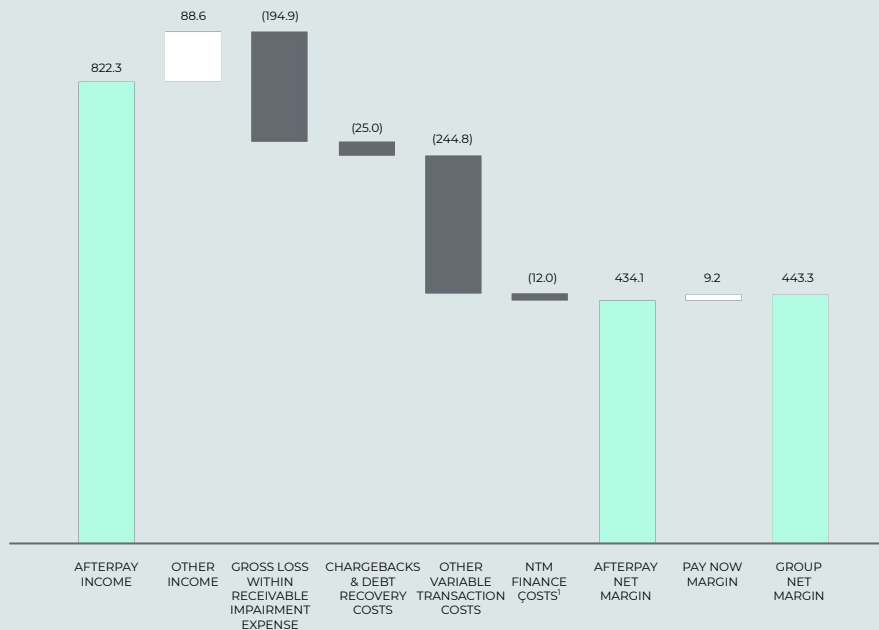
Note: Amounts may not sum due to rounding. 1. Equal to statutory cost of sales \$249.6m less cost of sales associated with Pay Now of \$4.6m and cost of sales of \$0.1m for non-core international products. 2. Finance cost associated with external receivables funding; reported in finance cost but included in Net Margin. Excludes amortisation of capitalised borrowing costs, lease expense and interest income. Methodology consistent with prior periods. 3. Afterpay Net Margin includes other platform related margin of \$13m. 4. Gross loss in Receivable impairment expense excludes \$0.2m which is considered One-off. One-off costs of \$17.8m added back to reconcile from Group Net Margin to EBITDA (excl. significant items) include \$16.4m relating to operating expenses and \$1.4m relating to employment expenses.

Afterpay Net Margin reconciliation

Afterpay's measure of margin is Net Margin. Net Margin is a more conservative view of gross margin which includes gross loss and finance costs.

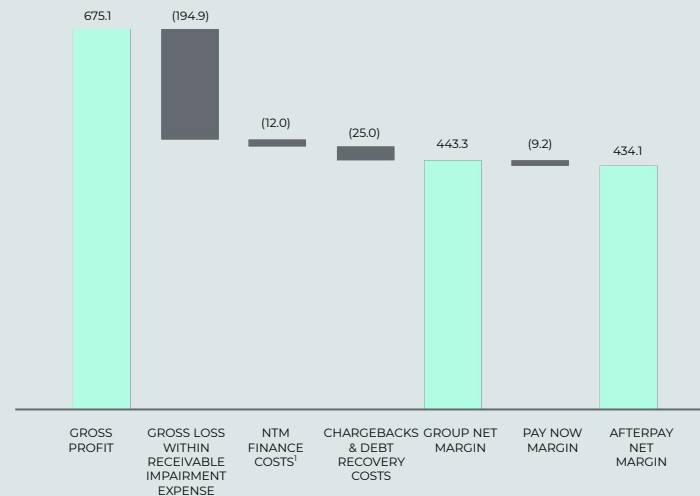
Management P&L - Afterpay Income to Group Net Margin

\$MILLION



Statutory Reconciliation - Gross Profit to Afterpay Net Margin

\$MILLION



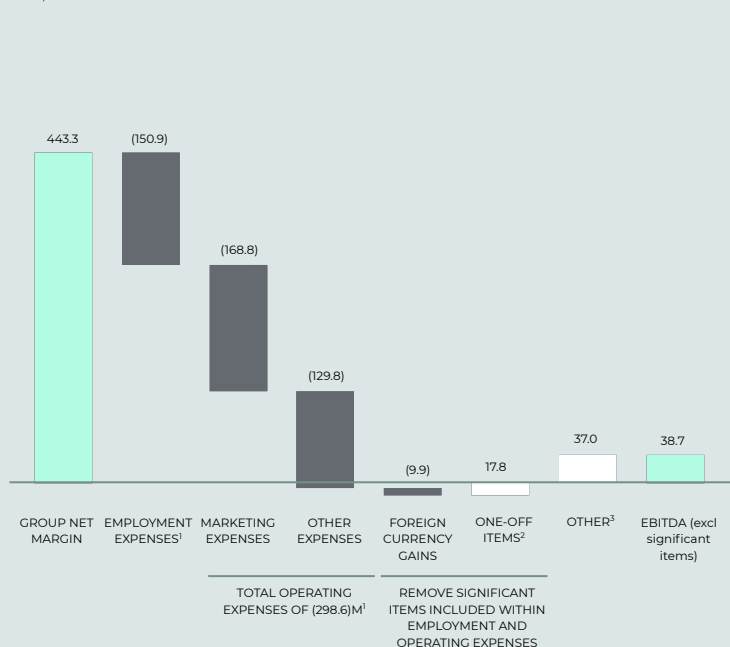
Note: Change calculations may not equate due to rounding. 1. Finance cost associated with external receivables funding: reported in finance costs but included in Net Margin. Excludes finance costs relating to the APT Convertible Notes, amortisation of capitalised borrowing costs, lease expense, and interest income. Methodology consistent with prior periods.

EBITDA reconciliation

Afterpay's key OPEX items between Group Net Margin and EBITDA (excluding significant items) are employment, marketing and other operating expenses.

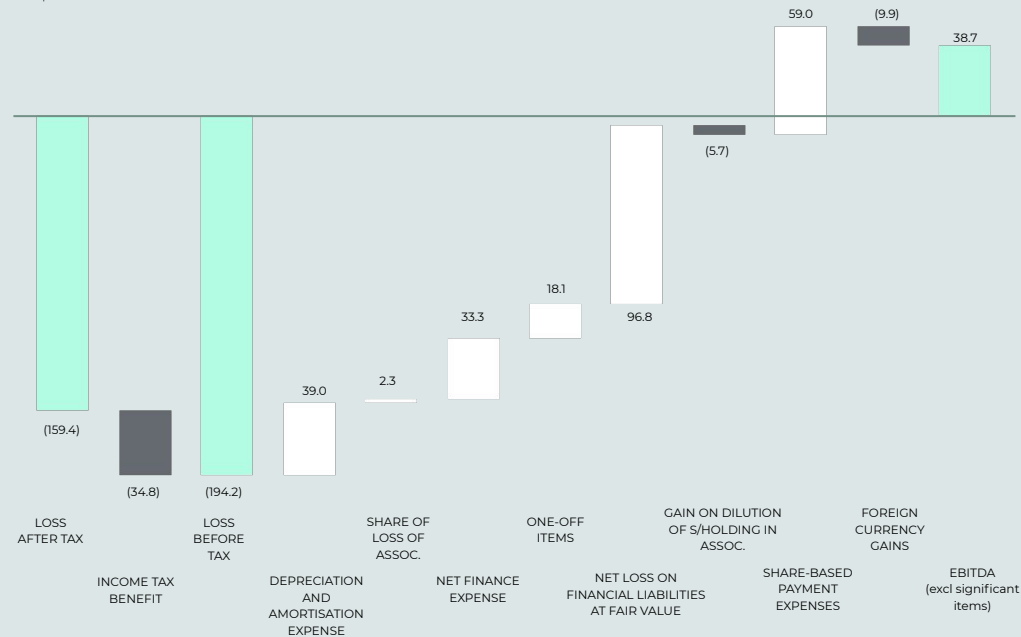
Management P&L – Group Net Margin to EBITDA (excluding significant items)

\$MILLION



EBITDA Reconciliation – Loss after tax to EBITDA (excluding significant items)

\$MILLION

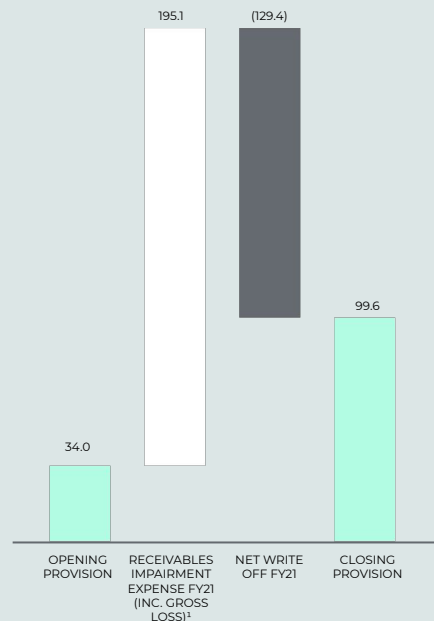


Note: Change calculations may not equate due to rounding. 1. Employment and other expenses include one-off items of \$17.8 million and foreign currency gains of \$9.9 million, which are not included in the calculation of EBITDA (excluding significant items). 2. One-off costs added back to bridge from Group Net Margin to EBITDA (excl. significant items) include \$16.4 million relating to operating expenses and \$1.4 million relating to employment expenses. 3. 'Other' includes: \$25.0 million of chargebacks and debt recovery costs (transaction costs reported in operating expenses but included in NTM) and \$12.0 million of finance costs associated with external receivables funding included in Net Margin but not EBITDA.

Net transaction loss reconciliation

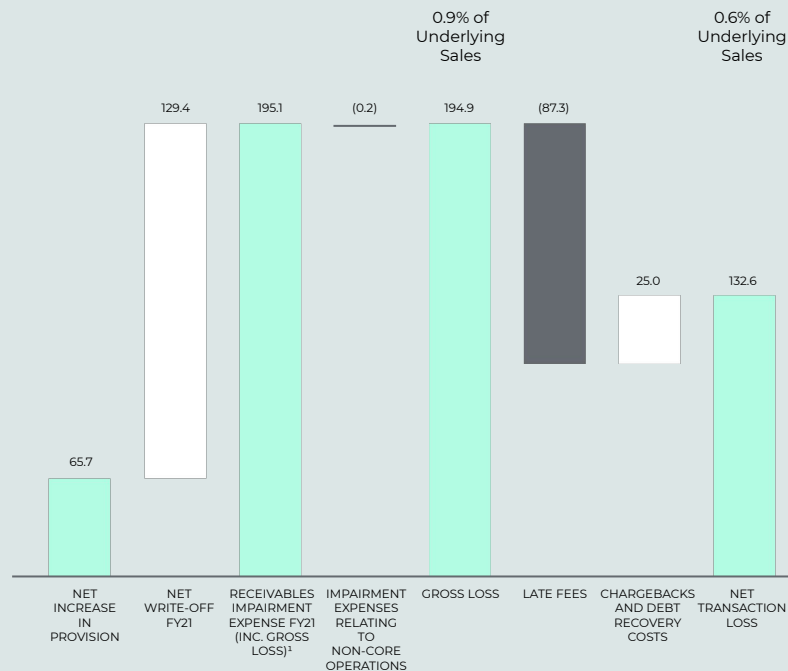
Balance Sheet

PROVISION FOR EXPECTED CREDIT LOSSES
\$MILLION



Income Statement

PROFIT AND LOSS NTL BRIDGE
\$MILLION



	FY21	FY20
Late fees as a percentage of Underlying Sales	0.4%	0.6%
Late fees as a percentage of Afterpay Total Income ²	9.6%	13.7%

Note: Change calculations may not equate due to rounding. 1. Receivables impairment expense in the Consolidated Financial Statements of \$195.1 million includes Gross loss of \$194.9 million and \$0.2 million that relates to non-core receivables impairment expenses that are considered one-off. 2. Afterpay Total Income includes Afterpay Income, Other Income (Late Fees) and Other Income associated with Money by Afterpay (\$0.9m) and non-core international products which will be discontinued (\$0.4m).

Significant items and depreciation and amortisation

One-off costs

\$ million	FY21	FY20
International expansion costs	(8.4)	(3.5)
Impairment	(4.7)	-
Business combination and other costs	(5.0)	0.8
AUSTRAC-related costs	-	(3.7)
Total	(18.1)	(6.4)

International expansion costs include costs relating to capital raising, as well as expansion into Europe and Asia. Impairment costs relate to Pay Now and Asia.

Net loss on financial liabilities at fair value

\$ million	FY21	FY20
Clearpay Put option	(96.8)	(2.0)
Total	(96.8)	(2.0)

Net loss on financial liabilities at fair value relates to the increase in fair value of ThinkSmart's put option to sell the remaining 6.5% of issued shares it holds in Clearpay (10% less 3.5% allocated to Clearpay employees).

Share based payments

\$ million	FY21	FY20
Share based payments	(59.0)	(30.5)
Total	(59.0)	(30.5)

SBP increased as the Group added over 620 new employees in the financial year, the material increase in Afterpay's share price and the investment in eligible employees across the Group who were issued share-based equity in line with the Group's remuneration framework.

Depreciation and amortisation

\$ million	FY21	FY20
Depreciation	(9.6)	(7.6)
Amortisation	(29.4)	(22.4)
Total	(39.0)	(30.0)

Depreciation and amortisation relates primarily to amortisation of internally generated technology (\$25.3m), and other intangibles (\$4.1m), depreciation of PP&E (\$2.8m) and the depreciation of right-of-use assets (\$6.8m).

Pay Now segment

\$ million	FY21	FY20	Change %
Revenue			
Mobility	8.9	10.8	(18)%
E-Services	0.7	2.0	(67)%
Health	4.2	3.7	15%
Total Income	13.8	16.5	(16)%
Cost of Sales	(4.6)	(5.4)	14%
Gross Margin	9.2	11.1	(18)%
Other expenses	(0.4)	(4.6)	92%
EBITDA	8.8	6.5	35%

Commentary

Gross margin and expenses declined in FY21 primarily due to the wind down of the e-Services business.

Key metrics

Contribution by geography

\$ million	FY21	FY20	Chg %
Underlying sales¹	21,087.4	11,114.2	90%
APAC	9,447.1	6,566.9	44%
North America	9,818.9	3,990.4	146%
Clearpay	1,821.3	557.0	227%
Active Customers²	16.2m	9.9m	63%
APAC	3.6m	3.3m	8%
North America	10.5m	5.6m	88%
Clearpay	2.1m	1m	104%
Active Merchants²	98.2k	55.4k	77%
APAC	63.1k	42.8k	47%
North America	28.4k	11.5k	148%
Clearpay	6.7k	1.1k	501%

Underlying Sales break-down

	FY21	FY20
Underlying sales (%)	100%	100%
APAC	45%	59%
North America	47%	36%
Clearpay	9%	5%
APAC Underlying sales (%)	100%	100%
In-store	23%	22%
Online	77%	78%
Underlying sales (%)	100%	100%
Enterprise	65%	61%
Other	35%	39%

Afterpay financial metrics

\$ million	FY21	FY20	Chg %
Afterpay income³	822.3	433.8	90%
% of Underlying sales	3.9%	3.9%	~
Afterpay other income⁴	88.6	68.8	29%
Afterpay total income	910.9	502.7	81%
Gross loss⁵	(194.9)	(94.5)	(106)%
% of Underlying sales	(0.9)%	(0.9)%	~
Net transaction loss (NTL)⁶	(132.6)	(42.8)	(210)%
% of Underlying sales	(0.6)%	(0.4)%	~
Other variable transaction costs (incl. Finance costs ⁷)	(256.8)	(140.9)	(82)%
% of Underlying sales	(1.2)%	(1.3)%	~
Afterpay net margin⁸	434.1	250.2	74%
% of Underlying sales	2.1%	2.3%	~
EBITDA⁹ (excl significant items)	38.7	44.4	(13)%
Afterpay APAC	195.2	142.2	37%
Afterpay North America	(101.1)	(47.0)	(115)%
Clearpay	13.6	(12.9)	205%
Pay Now	8.8	6.5	35%
Corporate	(77.8)	(44.4)	(75)%

Group financial metrics

\$ million	FY21	FY20	Chg %
Total Income	924.7	519.2	78%
Afterpay Income ³	822.3	433.8	90%
Pay Now	13.8	16.5	(16)%
Other Income ⁴	88.6	68.8	29%
Other Income (Late fees)			
% of Underlying sales	0.4%	0.6%	(33)%
% of Afterpay Total Income	9.6%	13.7%	(30)%
Group Net Margin	443.3	261.3	70%
Afterpay Net Margin	434.1	250.2	74%
Pay Now Margin	9.2	11.1	(18)%
Employment expenses (excl. significant items)	(149.5)	(86.1)	(74)%
Operating expenses (excl. significant items)	(292.1)	(159.8)	(83)%
Add: Chargebacks & Debt Recovery Costs	25.0	17.1	46%
Add: NTM Finance Costs	12.0	11.9	1%
EBITDA⁹ (excl significant items)	38.7	44.4	(13)%
Loss after tax	(159.4)	(22.9)	(597)%

Balance sheet metrics

\$ million	FY21	FY20
Cash	1,147.1	606.0
Restricted Cash	13.8	1.5
Total Cash	1,161.0	607.6
Debt ¹⁰	1,286.4	461.6
Net (Debt) / Cash	(125.4)	146.0
Cash	1,147.1	606.0
Liquidity	2,298.7	728.4
Liquidity + Growth Capacity	2,563.2	1,270.2
Incremental Underlying Sales capacity ¹¹	\$40b+	\$30b+
Receivables	1,454.1	781.9

Customer data

Other customer data	FY21	FY20
Average order value	153	153
Average outstanding balance	216	190

Note: Change or sum calculations may not equate due to rounding. 1. Unaudited, as at 30 June. 2. Active is defined as having transacted at least once in the last 12 months. 3. Afterpay income reflects income from merchants. 4. Afterpay Other Income include Late Fees (\$87.3m) as well as a small amount of income from Money by Afterpay (\$0.9m) and non-core international products which will be discontinued (\$0.4m). 5. Gross Loss is included within Receivables Impairment Expense in the Consolidated Statement of Comprehensive Income. Gross Loss is included in the calculation of NTL. 6. NTL calculation comprises Gross Loss, Chargebacks, Debt Recovery Costs, net of Late Fees. 7. Finance costs associated with external receivables funding. Reported within Finance Costs and included in Net Margin. 8. Afterpay Net Margin includes other Afterpay platform related margin of \$1.3 million. 9. EBITDA (excluding significant items) excludes foreign currency gains, share-based payment expenses, net loss on financial liabilities at fair value, share of loss of associate, gain on dilution of shareholding in associate and one-off items. 10. Debt is equal to Borrowings in the Financial Statements. Movement in debt on the balance sheet includes amortisation related to capitalised borrowing costs, accrued interest and other non-cash movements and will not be comparable to cashflow movement. The Debt figure varies to reporting in prior periods due to the exclusion of lease liabilities. 11. Estimated calculation based on the terms of Afterpay's existing warehouse funding facilities and historical performance of receivables.