

Novatti

ACBNEWS Fintech Investment Forum

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Disclaimer

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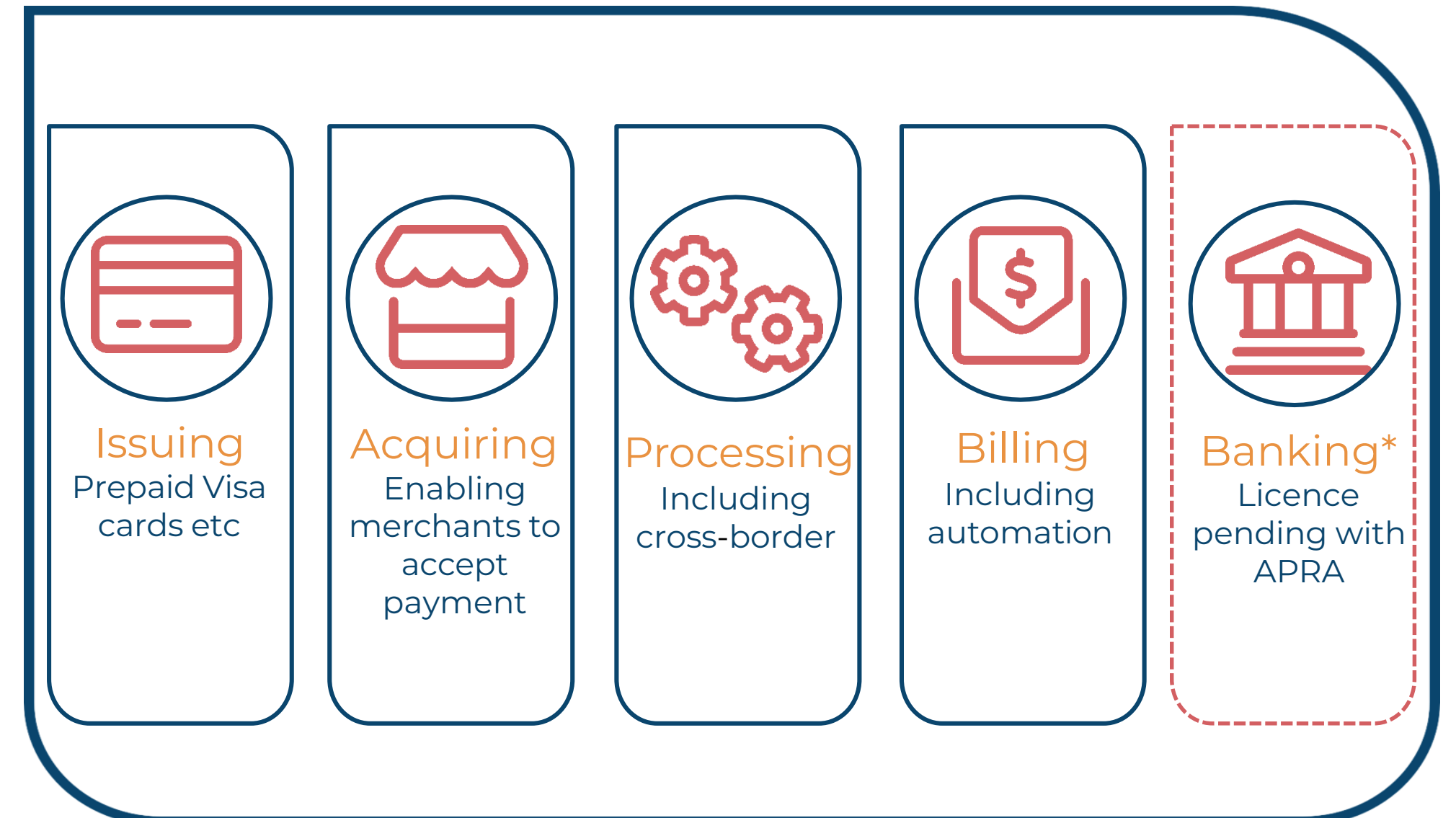
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Making payments easy

Novatti

- Novatti provides businesses with everything they need to **pay and be paid**
- Focus on mobility through technology – using any device, anywhere
- Cover the complete payments value chain – from issuing payment cards to banking services*

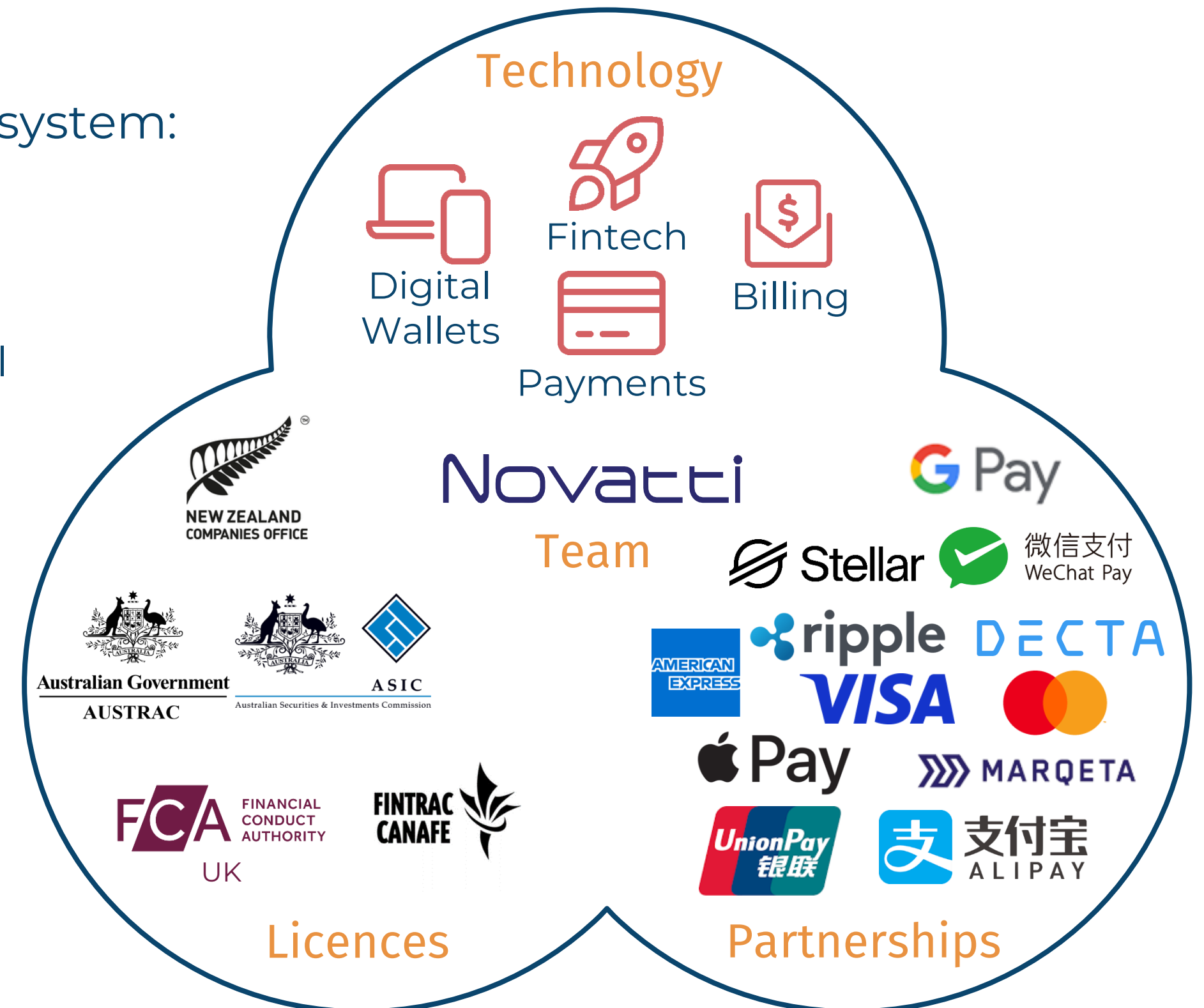


*Licence pending with APRA

Leveraging global ecosystem

Novatti

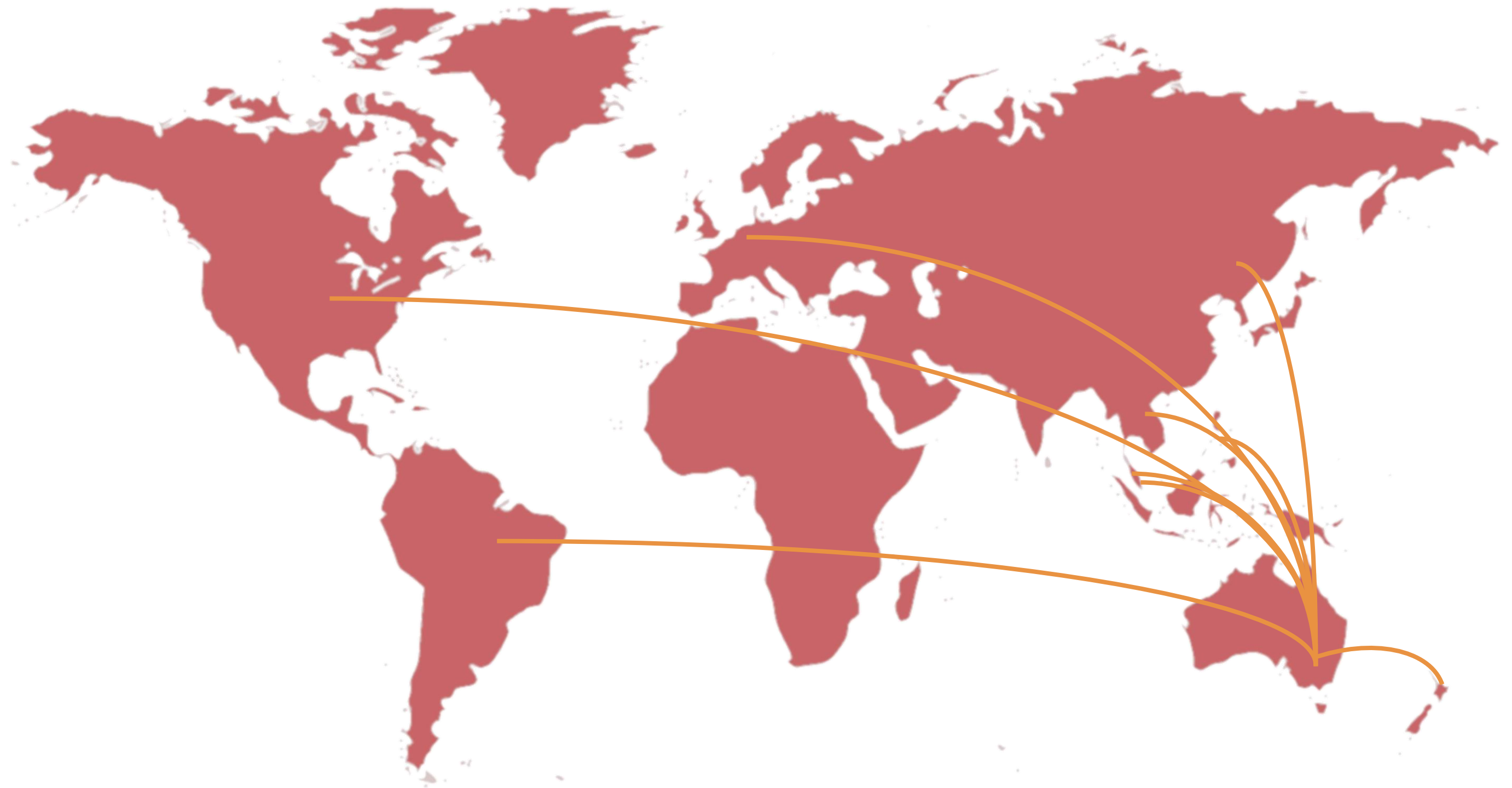
- We do this by leveraging global B2B payments ecosystem:
 - Technology – digital and mobile platforms
 - Licences – opening jurisdictions and highlighting trust
 - Partnerships – providing scale without substantial capital
 - Team – leading in-house expertise
- Ecosystem now being monetised as fintechs and businesses utilise Novatti's capabilities
- Focused on accelerating expansion



Scaling globally

Novatti

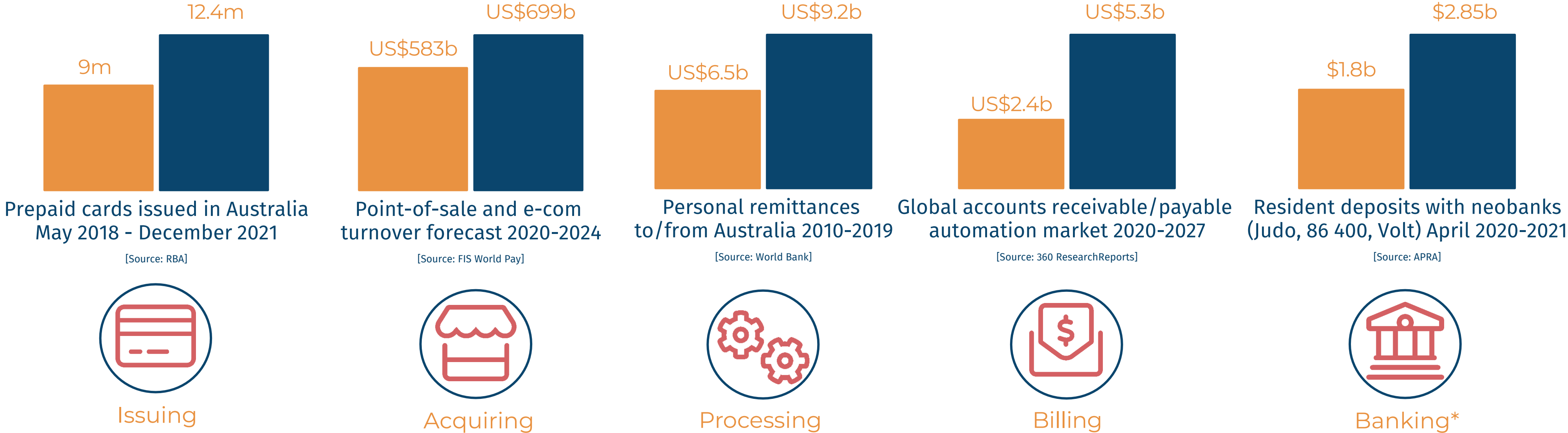
- Operating base now global:
 - Australia & New Zealand
 - Asia
 - North America
 - South America
 - Europe
- Focused on leveraging Novatti's ecosystem across this global base to achieve scale



Large and fast-growing markets



Strong, digital-led growth across key markets in which Novatti operates:



*Licence pending with APRA

Strategy is working (H1 results)

Targeted areas growing at over 100% YoY:

\$11.1m

H1 Sales Revenue
(Highest ever)

+51%

Growth in H1 sales revenue YoY

\$9.1m

H1 Payment Processing Revenue

+113%

Growth in H1 payment processing revenue YoY

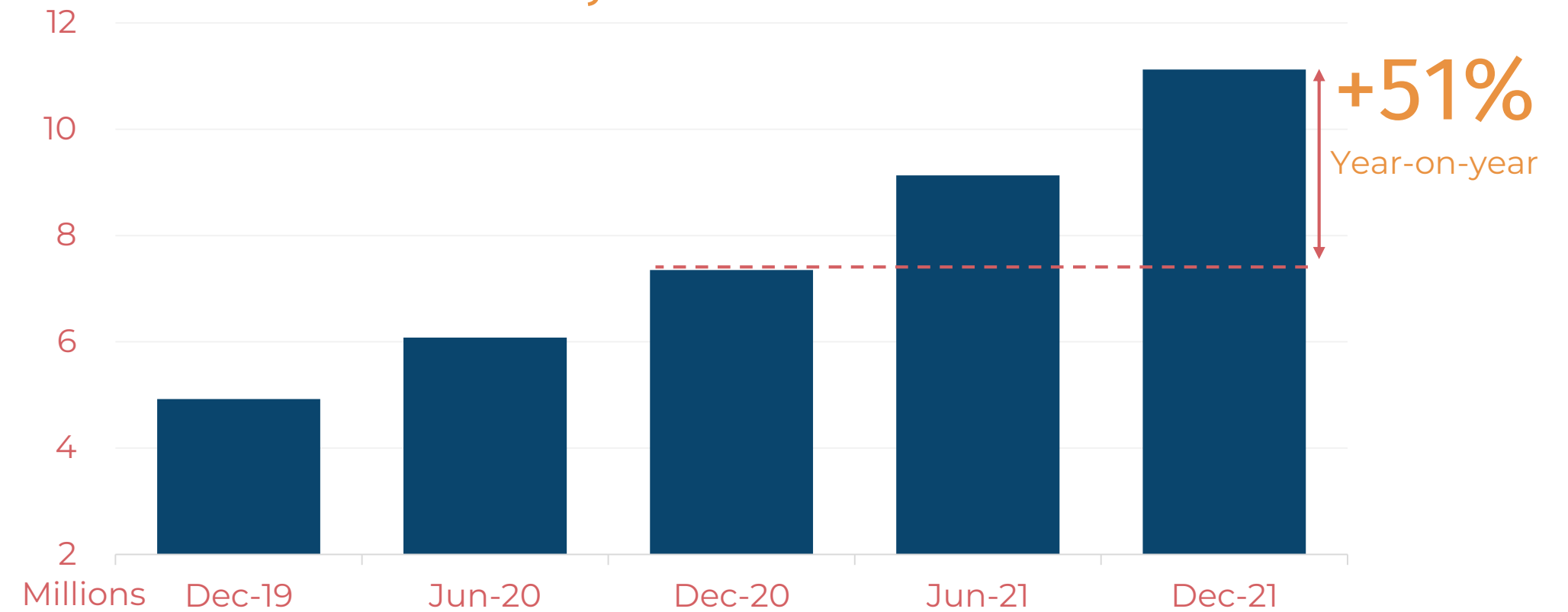
\$12.3m

H1 Total Revenue

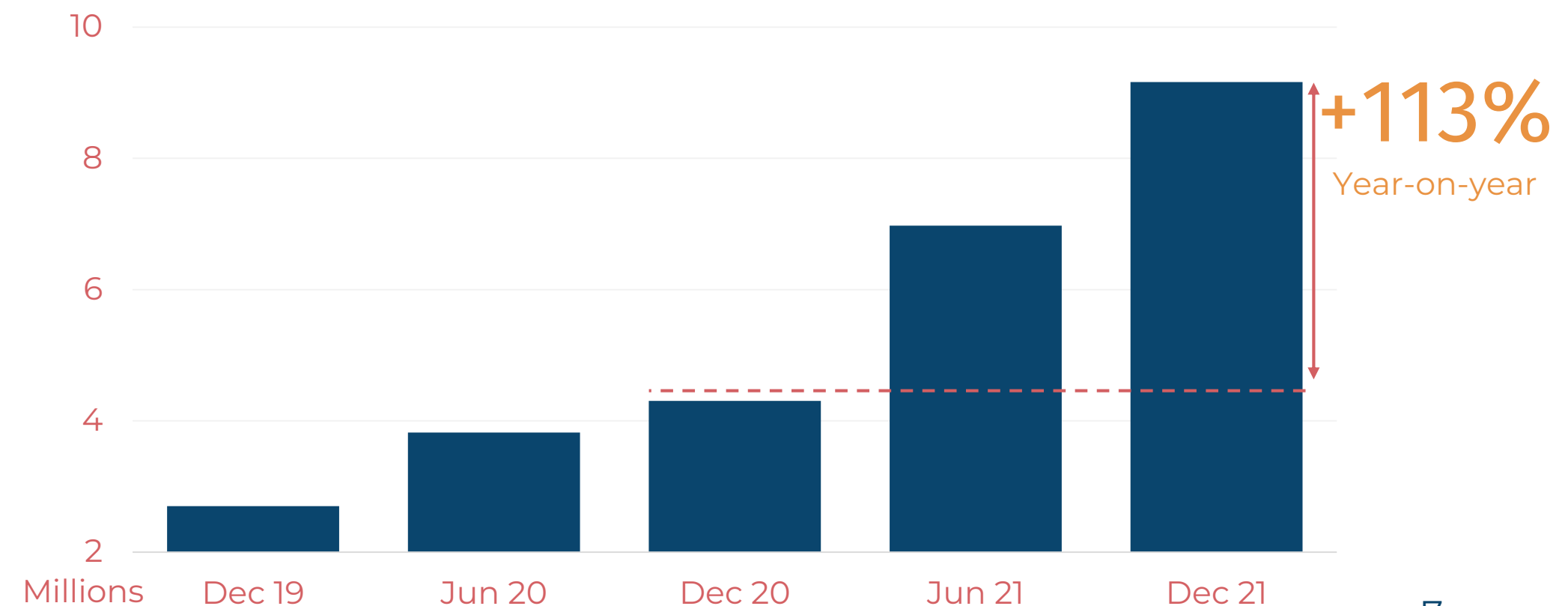
\$12.9m

Cash balance at end of half

Half Yearly Sales Revenue



Half Yearly Processing Revenue



*All figures refer to H1-FY22 results

Innovation - ChinaPayments.com

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Enables Chinese residents to pay Australian bills in Chinese currency

The screenshot displays the China Payments website interface for paying a bill in CNY. The main heading is "Use CNY to Pay **BPAY** Tuition Fees". A progress bar shows three steps: 1. Bill Details (active), 2. Scan QR, and 3. Success. The form includes fields for "Biller Code*" (BPAY Biller Code), "Ref. Number*" (BPAY Reference Number), "Bill Amount*" (Bill Amount (AUD)), and "CNY Amount". Payment options for Alipay, WeChat Pay, and UnionPay are visible. A checkbox for terms and conditions is present, followed by a "Pay Bill" button. The page features promotional banners: one on the left for Alipay with a coupon for a ¥100 discount on a ¥10,000 bill, and one on the right for an 8-month promotion where users can win a Woolworths gift card or an Apple Watch SE.

China Payments | Home | Biller Lookup | User Guide | FAQ | Contact Us | Account | 中 EN

Use CNY to Pay **BPAY** Tuition Fees

1 Bill Details | 2 Scan QR | 3 Success

Biller Code* BPAY Biller Code [Camera] [Info]

Ref. Number* BPAY Reference Number [Info]

Bill Amount* Bill Amount (AUD) [Info]

CNY Amount [Info]

I have read and agree to the [terms and conditions](#), [BPAY Payer Terms](#) and [privacy policy](#)

Pay Bill

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8月CP抽奖活动

活动①整个8月支付任意≥\$50澳币的账单抽取5名幸运用户，送出价值\$50澳币的Woolworths gift card!

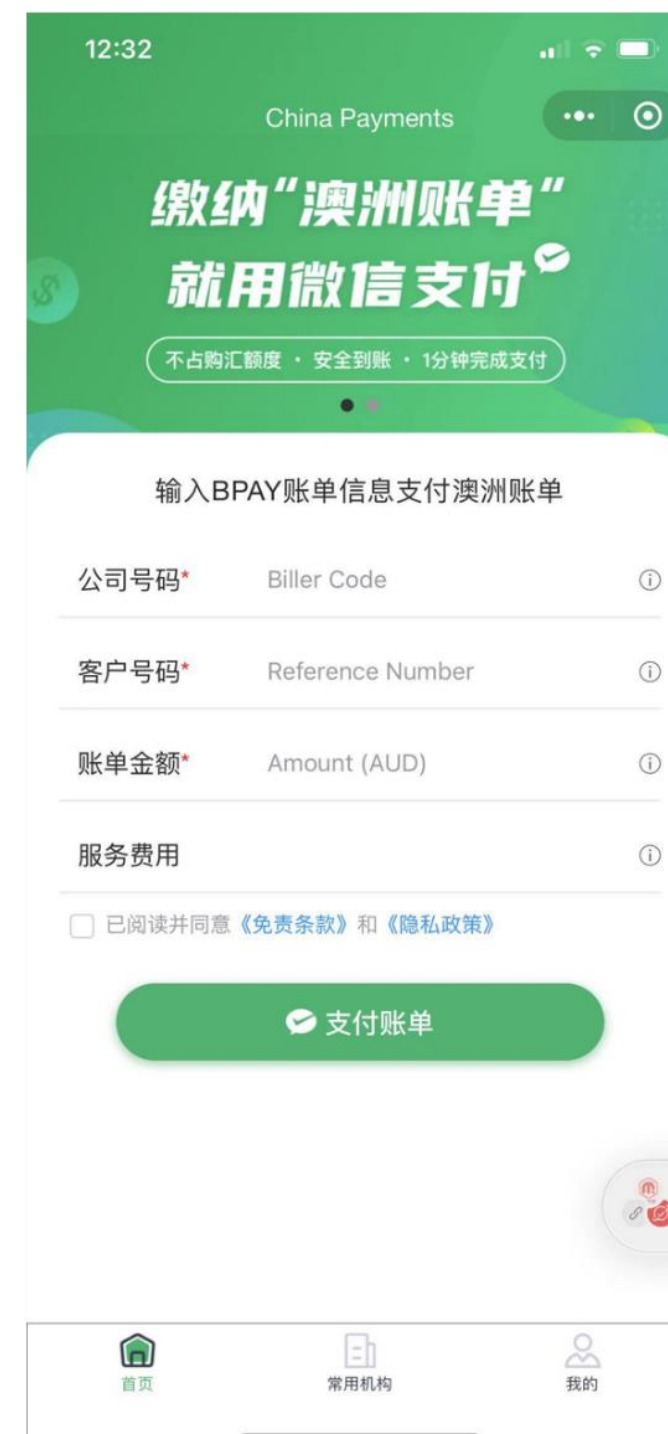
活动②在8月31日支付任意≥\$50澳币的账单抽取1名幸运用户，送出价值\$429澳币的Apple Watch SE一个!

添加客服 了解更多

Innovation - ChinaPayments.com

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Integrated with Alipay, WeChat Pay and UnionPay



Innovation getting recognised

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Focus on innovation and development is paying off as industry recognition grows:



6th Annual FinTECH Awards 2021

Winner Best Fintech Payments Provider
(including Remittance/FX)



Alipay Top Innovation Partner Australia 2021

Awarded for the second year in a row



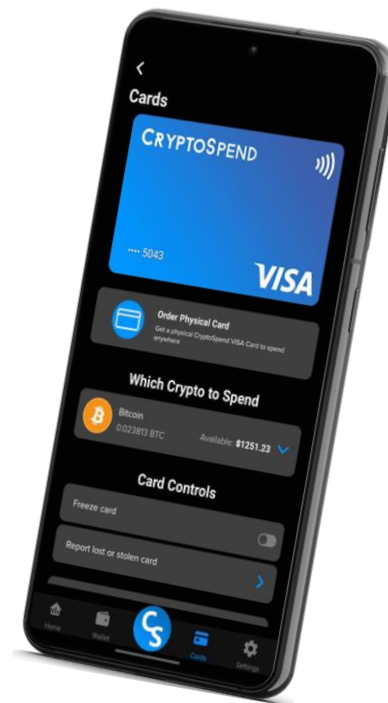
Blockchain Australia The 'Blockies' 2021

Finalist – Solutions Provider of the Year

Embracing growth in digital assets

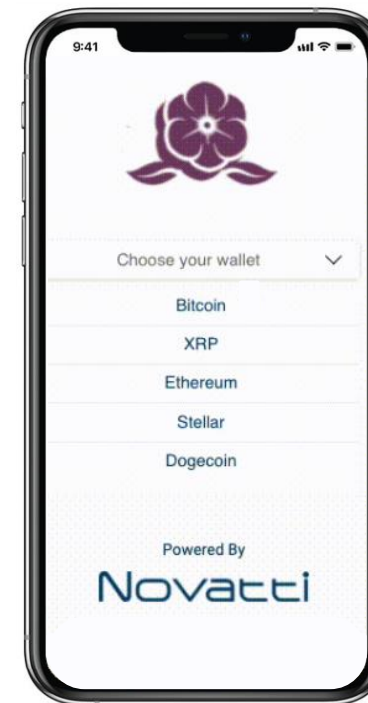
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Getting ahead of the growing demand for digital currencies and assets



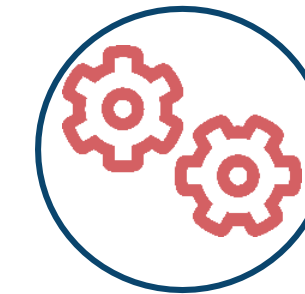
Issuing

Enabled Australia's first Visa-powered crypto payments card - Cryptospend



Acquiring

Enabling businesses to accept crypto payments settled in AUD



Processing

Advanced work on digital currency and stablecoin solutions

What to expect going forward

Novatti

- Many years of investment and development seeing results
- Global operating base can now be leveraged for scale
- Continue to grow topline revenue by delivering on growth strategy:



New and expanded markets

- Promote and leverage ecosystem globally
- Accelerate acquiring business
- Enable shift from fiat payment to crypto and digital



Pursue acquisitions

- Completed ATX acquisition
- Assessing other opportunities in pipeline
- Strategic & value based



Strategic Reckon investment

- Business relationship established
- Payment solution launched
- Look for further value-add opportunities