



INTERIM RESULTS PRESENTATION

For the half year ended 30 June 2022 (HY22)

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HY22 HIGHLIGHTS

Touch Ventures recognised a loss for the period of \$29.7m. Well positioned with cash of \$64.1m

Highlights

- Net loss for the period of \$29.7m
 - Driven by revaluation of investment in Happay (Chinese BNPL investment) to US\$1.1m / \$1.7m as previously announced
 - Initial cash investment of US\$10m / \$14.1m, which was marked up to US\$24.9m in July 2021 following Happay's Series B capital raise
 - Offset by valuation uplift in Refundid and foreign exchange movements
- Given economic and market conditions, Touch Ventures has slowed the deployment of capital during this half. With \$64.1m cash on hand, we are well positioned to support our current portfolio and invest in new opportunities
- Touch Ventures completed 5 investments, deploying \$11.6m of capital:
 - \$0.5m new investment into Her Black Book under our early-stage strategy
 - US\$5m investment into Postpay via a convertible note
 - Pro-rata participation in the equity raise of Refundid, investing \$0.9m
 - Invested a further \$2.9m in Play Travel as final tranche of previous funding commitment
 - Further US\$0.2m into funds managed by Sugar Capital
- Implemented share-buy back in June 2022 to support the share price
- Post 30 June 2022, completed follow-on investments in Sendle and Refundid

Key Metrics (as at 30 June 2022)

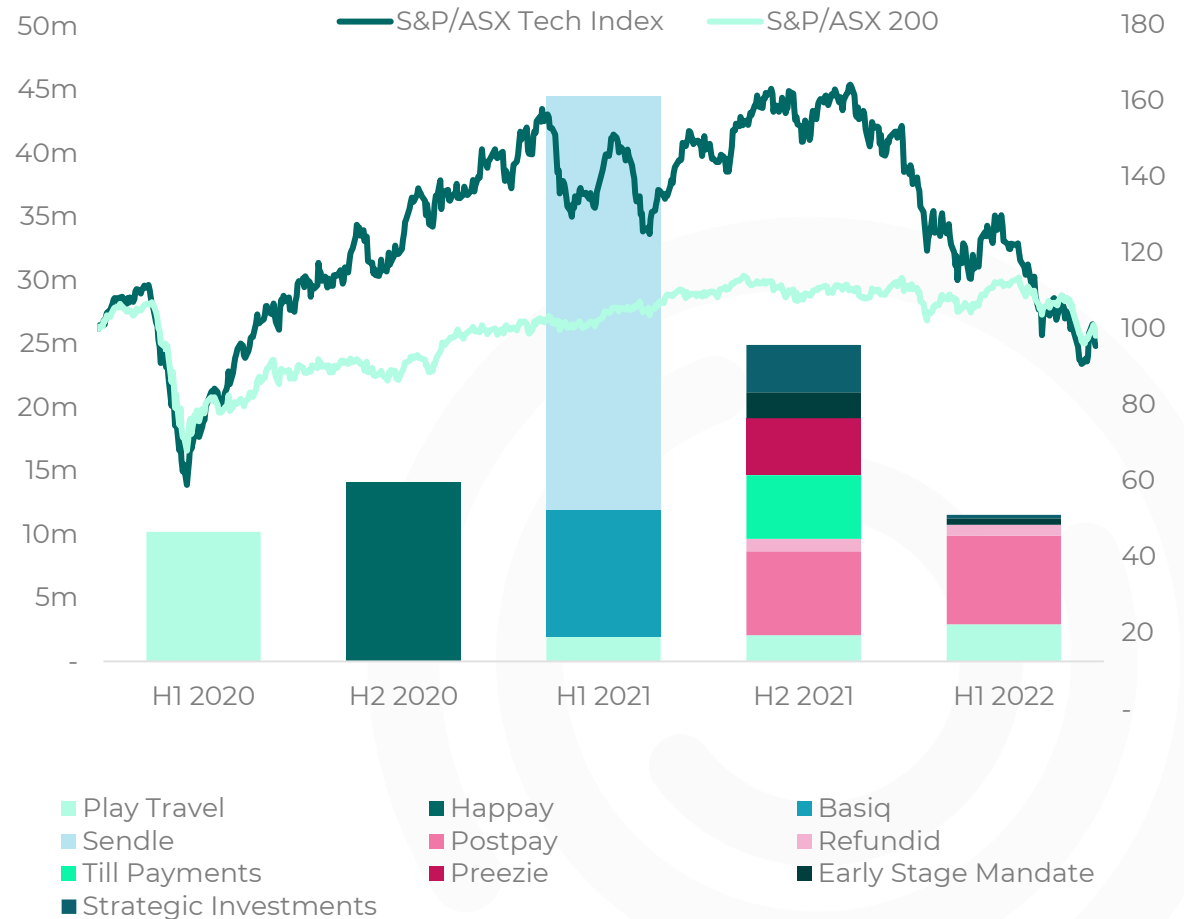
■ NTA per share:	\$0.22
■ Loss for the period:	\$29.7m
■ Net loss on investments (excl. FX) ¹ :	\$31.9m
■ Cash on hand:	\$64.1m
■ Capital deployed: 5 investments / \$11.6m	
• Core:	2 follow-ons / \$9.9m
• Early stage:	1 new, 1 follow on / \$1.4m
• Strategic:	1 capital call / \$0.3m
■ Full time employees:	6 employees

1. The net loss on investments for the period is \$27.4m which includes a fair value loss of \$31.9m and an unrealised foreign exchange gain of \$4.5m

MARKET CONDITIONS

Listed technology company valuations have reduced and is now also impacting private companies

- Public market valuations, particularly within technology sector, have reduced significantly
- This has had an impact in the private sector with a number of funds taking mark-downs on assets to align with the current market conditions
- The number of deals and capital raised within the Australian start-up space has dramatically fallen in Q2 2022¹. Similar data points globally with deal value and volumes falling over Q2 2022²
- We have placed a heavy focus on our existing portfolio, to manage costs and extend their runway
- Slowed down the deployment of capital



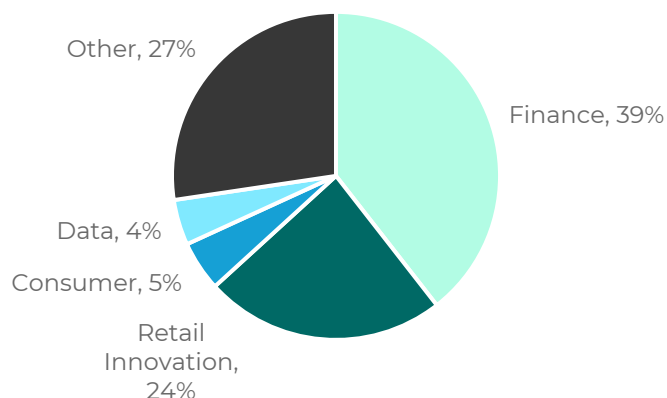
1. Cut Through Venture Australian Startup Funding 1H2022 Check-in (July 2022)

2. Pitchbook Q2 2022 US VC Valuations Report

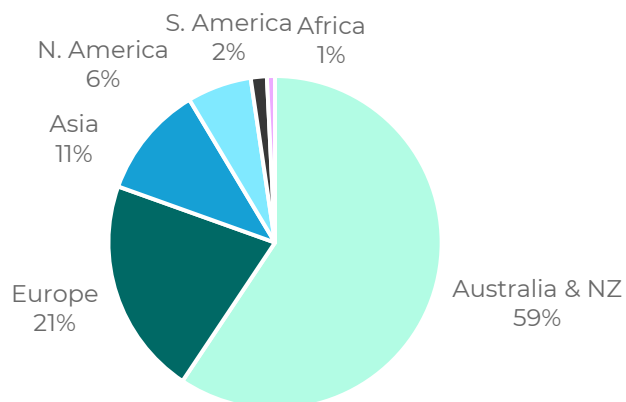
OPPORTUNITIES / PIPELINE

While deal flow is still strong with over 120 opportunities reviewed in the half, we have taken a more cautious approach to progressing new opportunities

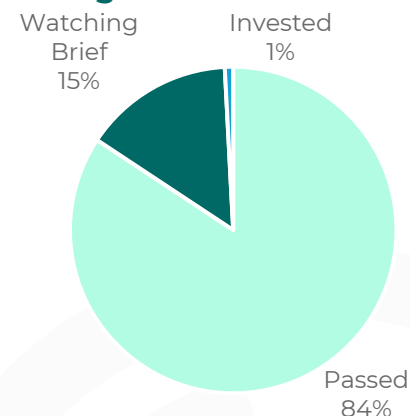
Key segments / sectors¹



Country of Incorporation



Outcome of Screening



Commentary

- In general, we are seeing round sizes decreasing and deal valuations moving to more normal investments
- Five investments completed this half, deploying \$11.6m
- We maintain a cautious approach to deal evaluation
- Well positioned with \$64m to support our existing portfolio and pursue new investments
- Post 30 June 2022, completed follow-on investments in Sendle and Refundid

Between 1 January 2022 and 30 June 2022

1. Companies can be tagged in multiple categories (for e.g. Finance and Retail Innovation)

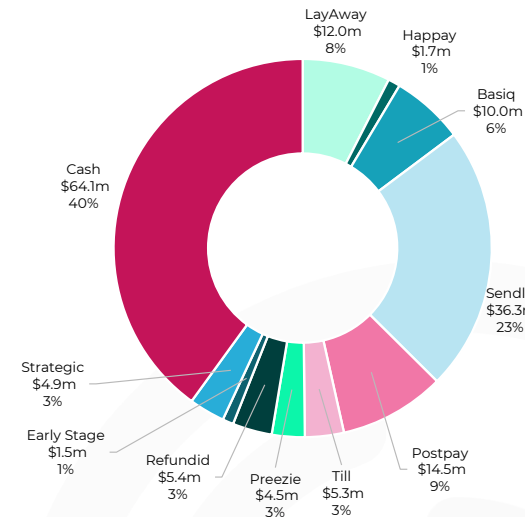
PORTFOLIO UPDATE

We revised our portfolio valuations following a detailed review as at 30 June 2022

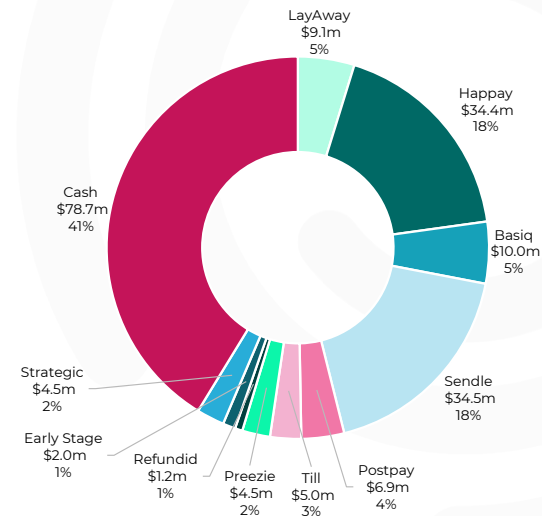
- Completed a detailed review of the portfolio valuations, announced to the market on 4 August 2022
- Loss on investments (excluding FX) of \$31.9m¹
 - Predominantly as a result of the impairment of Happay and one of our early stage investments,
 - Offset by a positive movement in Refundid
- Revised net asset position of \$160.1m (22c per share)
- Cash of \$64.1m (9c per share), making up 40% of the net asset position

1. The net loss on investments for the period is \$27.4m which includes a fair value loss of \$31.9m and an unrealised foreign exchange gain of \$4.5m

Portfolio as at 30 June 2022 (NAV: \$160.1m)



Portfolio as at 31 December 2021 (NAV: \$189.7m)



CORE PORTFOLIO HIGHLIGHTS



Investment Date	June 2021
Amount Invested	US\$25.0m / \$32.6m
Carrying Value (30 June 2022)	US\$25.0m / \$36.3m

Investment Date	Oct 2020
Amount Invested	US\$10.0m / \$14.1m
Carrying Value (30 June 2022)	US\$1.1m / \$1.7m

Investment Date	July 2021
Amount Invested	US\$10.0m / \$13.6m
Carrying Value (30 Jun 2022)	US\$10.0m / \$14.5m

Investment Date	Feb 2020
Amount Invested	\$17.2m
Carrying Value (30 Jun 2022)	\$12.0m

Key Highlights

- ✓ Launched Sendle Pouch, the 250g, tracked shipping service
- ✓ Continued to build US partnerships with courier networks and shipping aggregators
- ✓ Delivered and collected a parcel to and from every 3-digit zip code in the USA and recently sent its first parcel in Canada
- ✓ Completed a ~US\$10m capital raise through the issuance of convertible notes in August 2022

Key Highlights

- ✓ Impacted by regulatory changes and market dynamics in China and led business to pivot towards white-label BNPL product
- ✓ Adversely affected by extended lockdowns in major cities in China
- ✓ Impaired carrying value of investment in Happay. Currently carrying at \$1.7m vs capital invested of \$14.1m

Key Highlights

- ✓ Partnered with the UAE's largest fashion and beauty destination, Namshi.com
- ✓ Merchant base has grown to around 1,000 merchants across the Middle East region
- ✓ Completed capital raise of US\$10.5m through convertible note led by an institutional investor based in Saudi Arabia
- ✓ Launched an express check-out solution ("One by Postpay") to its existing merchants in July 2022

Key Highlights

- ✓ Gary Burrows (previously TheFork, Event Group, Groupon) joined as CEO in late February 2022
- ✓ Launched cruise offering and continues to offer existing travel products
- ✓ Shifted focus to its lay-by technology product called "PlanPay" and seeing good initial traction

CORE PORTFOLIO HIGHLIGHTS (CONTD.)

BASIQ

Investment Date	Jan 2021
Amount Invested	\$10.0m
Carrying Value (30 June 2022)	\$10.0m

Key Highlights

- ✓ Launched *Smart Payments*, which integrating access to financial data with payment services
- ✓ Continued its growth through partnerships, announcing a strategic partnership with FrankieOne
- ✓ Growing its network of partner and customers to access Open Banking data through Basiq's CDR representative arrangement

Till.

Investment Date	Nov 2021
Amount Invested	\$5.0m
Carrying Value (30 Jun 2022)	\$5.3m

Key Highlights

- ✓ Officially launched in the United States in April 2022
- ✓ Strong growth from the company's acquisition of Ziosk systems last year
- ✓ Continued processed volume growth with 40% quarterly growth and over 300% from the same time last year

preezie

Investment Date	Nov 2021
Amount Invested	\$4.5m
Carrying Value (30 June 2022)	\$4.5m

Key Highlights

- ✓ Strong customer growth and expanding their product to a global merchant base
- ✓ Co-Founder relocated to the US to fuel expansion
- ✓ Expanded team with key hires

refundid

Investment Date	Sep 2021
Amount Invested	\$1.9m
Carrying Value (30 Jun 2022)	\$5.4m

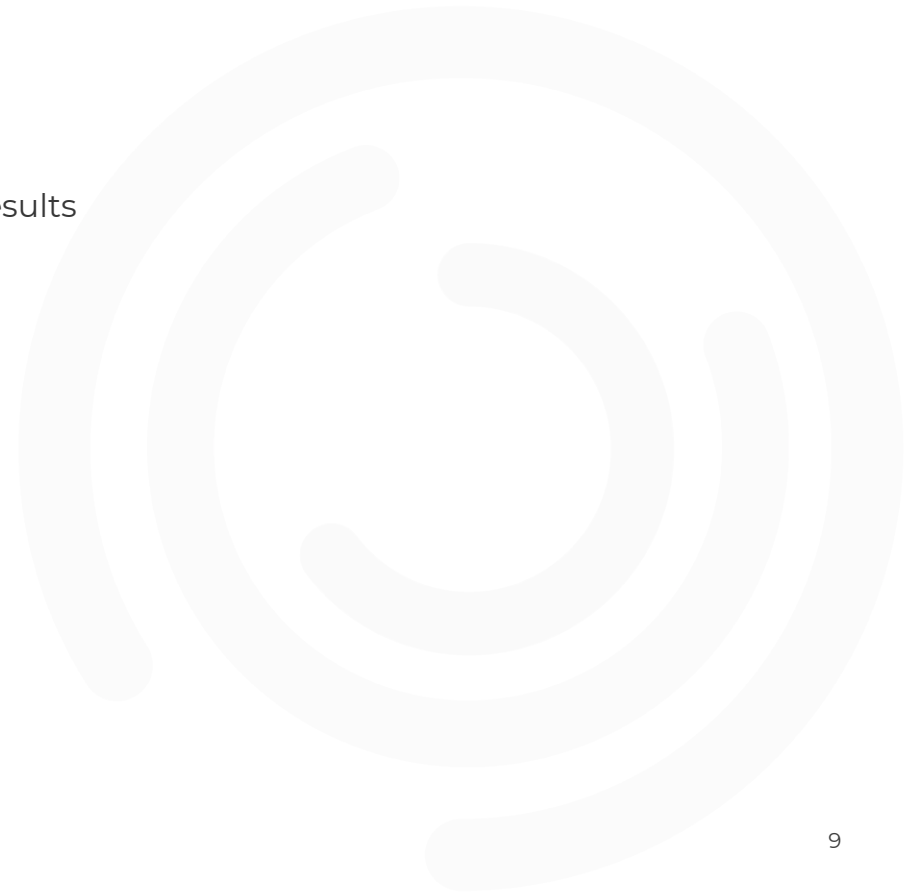
Key Highlights

- ✓ Completed capital raise in July 2022 led by Salesforce Ventures
- ✓ Strong merchant growth with over 70 retailers offering Refundid to their customers including Princess Polly, Adore Beauty, DISSH, sass & bide, PE Nation, Culture Kings and Aquila

OUTLOOK

The investment team remains focused on the current portfolio and will cautiously review new opportunities to deploy capital

- Well-positioned to invest in existing portfolio and new opportunities with \$64.1m of cash on hand
- Maintain focus on our existing portfolio
- Cautiously review new opportunities to deploy capital
- Share buyback may re-commence following the release of these results





FURTHER INFORMATION

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E: investors@touchventures.com

THANK YOU











APPENDIX 1

PORTFOLIO & DETAILED FINANCIALS



PORTFOLIO UPDATE

In HY22, Touch Ventures continued to support its existing portfolio with 4 follow-on investments

Company	Initial Investment	Business Description	Capital invested ¹	June 2022 Carrying Value ²	December 2021 Carrying Value
	June 2021	Sendle is an Australian & U.S. based virtual parcel courier platform targeting SMB eCommerce merchants.	US\$25.0m / \$32.6m	US\$25.0m / \$36.3m	US\$25.0m / \$34.4m
	October 2020	Happay is a buy-now, pay-later business based in China which allows consumers to pay for purchases in four instalments payments with no upfront fees or interest.	US\$10.0m / \$14.1m	US\$1.1m / \$1.7m	US\$24.9m / \$34.4m
	July 2021	Postpay is a UAE based BNPL business offering 'Pay in 3' instalment plans to online shoppers with no upfront interest or fees.	US\$5.0m / \$13.6m	US\$10.0m / \$14.5m	US\$5.0m / \$6.9m
	February 2020	Play Travel sells travel products using its lay-by payment system. It allows travellers to book travel packages and pay in instalments prior to departure, with no hidden fees or interest charges.	\$17.2m	\$12.0m	\$9.1m
	January 2021	BasIQ operates a financial data platform which allows financial institutions and fintechs to access, enrich and analyse their customers' financial data.	\$10.0m	\$10.0m	\$10.0m
	November 2021	Till Payments is an omni-channel, end-to-end Australian non-bank payments provider.	\$5.0m	\$5.3m	\$5.0m
	November 2021	Preezie is an Australian eCommerce technology company which provides an online guided selling customer engagement platform.	\$4.5m	\$4.5m	\$4.5m
	September 2021	Refundid is an instant returns platform for shoppers providing refunds to consumers before their items are returned to the merchants.	\$1.9m	\$5.4m	\$1.2m
Early-Stage Portfolio	Various	Early-stage investments limited to 5% of the Touch Ventures portfolio.	\$2.5m	\$1.5m	\$2.0m
Strategic Investments	Various	 	\$4.0m	\$4.9m	\$4.5m
Total Portfolio Value			\$105.2m⁴	\$96.1m	\$112.0m
Cash and other ³				\$64.0m	\$77.7m
Total Net Asset Value				\$160.1m	\$189.7M

1. Capital invested has been translated using the prevailing foreign exchange rates at the date of investment.

2. Current valuation has been translated using the prevailing foreign exchange rates at month end.

3. Cash and other includes operational cash accounts, other current assets and other current liabilities.

4. Totals may not reconcile due to rounding

SUMMARY FINANCIAL POSITION

Strong cash position with \$64.1m of cash on hand at 30 June 2022

\$000	Note	30 June 2022	31 December 2021
Cash and cash equivalents	1	64,069	78,658
Trade and other receivables		131	161
Prepayments		176	359
Other current assets		36	175
Total current assets		64,412	79,353
Intangible assets		25	20
Financial assets at fair value through profit or loss	2	96,085	111,980
Total non-current assets		96,110	112,000
Total assets		160,522	191,353
Trade and other payables		353	1,575
Employee benefit liabilities		79	81
Total current liabilities		432	1,656
Total liabilities		432	1,656
Net assets		160,090	189,697
Issued capital		197,192	197,346
Accumulated losses		(39,005)	(9,256)
Reserves		1,903	1,607
Total Equity		160,090	189,697

Notes

1. Deployment of \$11.6m in capital through 1 new investment and 4 follow-on investments
2. Net loss of \$27.4m (including impact of foreign exchange) recognised on financial assets at fair value through profit or loss

STATEMENT OF COMPREHENSIVE INCOME

Touch Ventures reported a net loss for the period of \$29.7m

\$000	Notes	HY22	HY21
Net (loss)/gain on financial assets at fair value	1	(31,949)	14,766
Other income		-	2
Employee benefits expense		(921)	(553)
Share based payment expense		(296)	(464)
Due diligence and acquisition costs		(91)	(424)
Insurance expense		(239)	(14)
Professional fees		(122)	(74)
Legal expenses		(47)	(15)
Other expenses	2	(645)	(145)
Operating (loss)/profit		(34,310)	13,079
Interest income		45	46
Unrealised foreign exchange gain in financial assets at fair value	3	4,516	977
(Loss)/profit before tax		(29,749)	14,102
Income tax		-	-
(Loss)/profit for the period		(29,749)	14,102

Notes

1. Material impacts from a reduction in the value of investment in Happay and an early-stage investment offset by increase in value of investment in Refundid
2. Other expenses includes audit and accounting fees, director fees, marketing, lease and other general administrative expenses. Higher in HY22 as a result of listed company costs, travel and marketing spend that were not incurred in HY21
3. Unrealised foreign exchange gain in financial assets at fair value is due to the currency translation of foreign currency investments held at fair value through profit or loss

APPENDIX 3

ABOUT TOUCH VENTURES





ABOUT TOUCH VENTURES

Touch Ventures is an investment holding company focused on high growth, scalable investment opportunities globally, including those who may benefit from Afterpay's ecosystem

- Touch Ventures' key objectives are to:
 - Deliver long-term absolute returns to shareholders, primarily from the capital appreciation of its portfolio
 - Through our portfolio, provide shareholders with exposure to a concentrated group of growth-stage companies of approximately 8 to 10 investments with a view to grow the value of these investments over a 3 to 5 year period
 - Provide additional opportunities for returns through investments in early-stage companies
 - Provide shareholders with the ability to invest in a structure that is more readily accessible and more liquid than may be typical for an unlisted investment holding company or fund

INVESTMENT STRATEGIES

Our core investment strategy is to target minority positions, typically investing \$10m - \$25m or more in growth-stage unlisted companies in retail innovation, consumer, finance and data segments

	Core Investment Strategy	Early-Stage Investment Strategy
Stage of investment	<ul style="list-style-type: none"> Companies with an existing revenue base Opportunity to grow revenue and market position faster than more mature companies 	<ul style="list-style-type: none"> "Pre-seed" to "Series A" financing rounds Earlier stage businesses that may still be seeking consistent or proven revenues or product acceptance Articulated business plan
Investment size	<ul style="list-style-type: none"> Investment of \$10.0m – \$25.0m 	<ul style="list-style-type: none"> Investment of \$0.5m – \$2.0m
Portfolio allocation	<ul style="list-style-type: none"> Aim to invest in approximately 8 to 10 investments over the short to medium term 	<ul style="list-style-type: none"> Approximately 5% of portfolio
Approach	<ul style="list-style-type: none"> Aim to acquire a 10% - 40% non-controlling equity interest in a portfolio company Undertake appropriate due diligence (commercial, financial and legal - outsourced to external advisers as required) 	<ul style="list-style-type: none"> More "passive" investor role compared to core portfolio CEO and Chair approval and a notification to the board Aggregate portfolio reporting
Special terms	<ul style="list-style-type: none"> Negotiate the terms of the desired security Minority protections Board seat(s) 	<ul style="list-style-type: none"> May not require bespoke terms, board member or observer rights or extensive due diligence
Target focus	<ul style="list-style-type: none"> Sector focus: Retail innovation, consumer, finance and data 	<ul style="list-style-type: none"> Similar to the core mandate However, Afterpay ecosystem and benefits may be less apparent or proved up at the time of investment

WHAT DIFFERENTIATES TOUCH VENTURES?

Touch Ventures is uniquely positioned in the Australian and global market with long term permanent capital to deploy

Listed Entity

- Exposure for investors to hard to access asset class
- Patient capital focussed on long-term returns
- Self-sustaining at scale by recycling capital
- Liquidity for our shareholders
- Internalised management team

Later-stage investor with strategic Afterpay relationship

- Generally invest where product-market fit has been proven
- Taking execution and scaling risks
- Access to deep expertise, strong skillsets and networks including through Afterpay

Australian roots with a global focus

- Attracted to businesses with overseas aspirations, particularly expanding into North America and / or Europe
- Touch Ventures can bring a competitive edge through our network which we continue to strengthen