

# Mobile Banking, Payments and Remittance

ASX: PIL

Investor Presentation  
March 2017



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# Company Overview

# Company Snapshot

Fintech targeting the mobile financial services sector,  
listed December 2015

Recognised by Forbes Philippines as one of Top 24  
Fintech start-ups in 2016

What we do;

- ✓ Operate an established mobile banking and payments platform in the Philippines
- ✓ Operate a pioneering mobile payment and remittance platform developed specifically for non-bank agent networks.
- ✓ Deliver an innovative mobile technology solution to facilitate financial inclusion and consumer convenience

## 1. Performance shares:

- Milestone 1: Company generates cumulative revenue of \$15,000,000 from operations by 20 May 2020 (50,000,000 shares)
- Milestone 2: Company generates cumulative revenue of \$50,000,000 operations by 20 May 2020 (50,000,000 shares)

## Security Details

### ASX Symbol: PIL

Listed:	654,569,301
Escrowed:	237,879,827
Performance shares <sup>1</sup> :	100,000,000
Total ordinary shares:	892,449,128
31 Dec cash balance:	A\$1.175m
Share price:	\$0.013
Market Capitalization:	A\$12m



# Investment Highlights



## Solution for developing world

Worldwide  
**2 Billion 'unbanked'**  
people



## Mobile Payments

Market expected to increase to  
**\$1.3 trillion**  
globally in 5 years



## Established Platform

Technology platform circa  
**\$10 Million sunk cost**  
to develop



## Commercially Proven

Deployed with  
**Blue Chip Partners**  
generating growing revenue  
stream



## Clear Growth Strategy

Target Revenues  
**\$50 Million**  
over first 5 years



## Cost Management

Low cost operation circa  
**\$170k per month**  
with a highly incentivized  
management team

# Leadership Team



**Christopher Kain**  
Managing Director  
& CEO

- Practiced Company Director with 17+ years experience in Finance and Investment Markets
- Accomplished in identifying business opportunities and executing commercial strategies for the benefit of both stakeholders and investors



**Anthony Kain**  
Executive Director  
& Acting Chair

- 20+ years experience working in Australian capital markets
- He has played a key role in the formation of numerous privately owned and publicly listed companies
- Deep understanding of intellectual property and its commercialisation



**Matthew Cahill**  
NED & Technical  
Consultant

- Accomplished Technical Director with 16+ years experience in the Web Industry
- Experience across a broad range of technologies
- Previous roles in Management, Strategy, Team Lead, Business Analysis, Application Architecture and Development



**Rod Tasker**  
NED & Strategic  
Advisor

- 25+ years at the forefront of developments across the payments services ecosystem
- Deep knowledge of payments space in Australia, Asia and around the world
- Consultant for Payments Consulting Network providing strategic management and innovative solution delivery to banking finance industry

# Our Mobile Financial Services Platform

## Non-Bank Partners

Mobile Payments & Remittance



MyWeps



MetroGas



- ✓ My Weps Remittance pilot approved by Central Bank
- ✓ My Weps Bill Payments Live
- ✓ GCash and Metrogas pilots pending

## Bank Partners

Mobile Banking & Payments



Metrobank



UnionBank



UCPB

- ✓ Commercially deployed and generating revenue

Fast Remittance System  
International remittance service



- ✓ Under development

# Compelling market sector



2007  
Launched in Kenya



An international  
remittance company  
based in the United  
States

Global money transfers and  
payment services company

Globally it is a hunted market  
sector



2013  
Circa USD \$252 million  
revenue  
17.1 million subscribers



Has 1.3 million active  
users



January 2017  
Ant Financial offers  
USD \$880 million to  
acquire MoneyGram.



Today  
Fully integrated mobile  
financial services platform



2015  
PayPal acquired  
XOOM for USD \$890  
million



March 2017  
Euronet Worldwide  
Inc. launches a rival  
USD \$1 billion bid



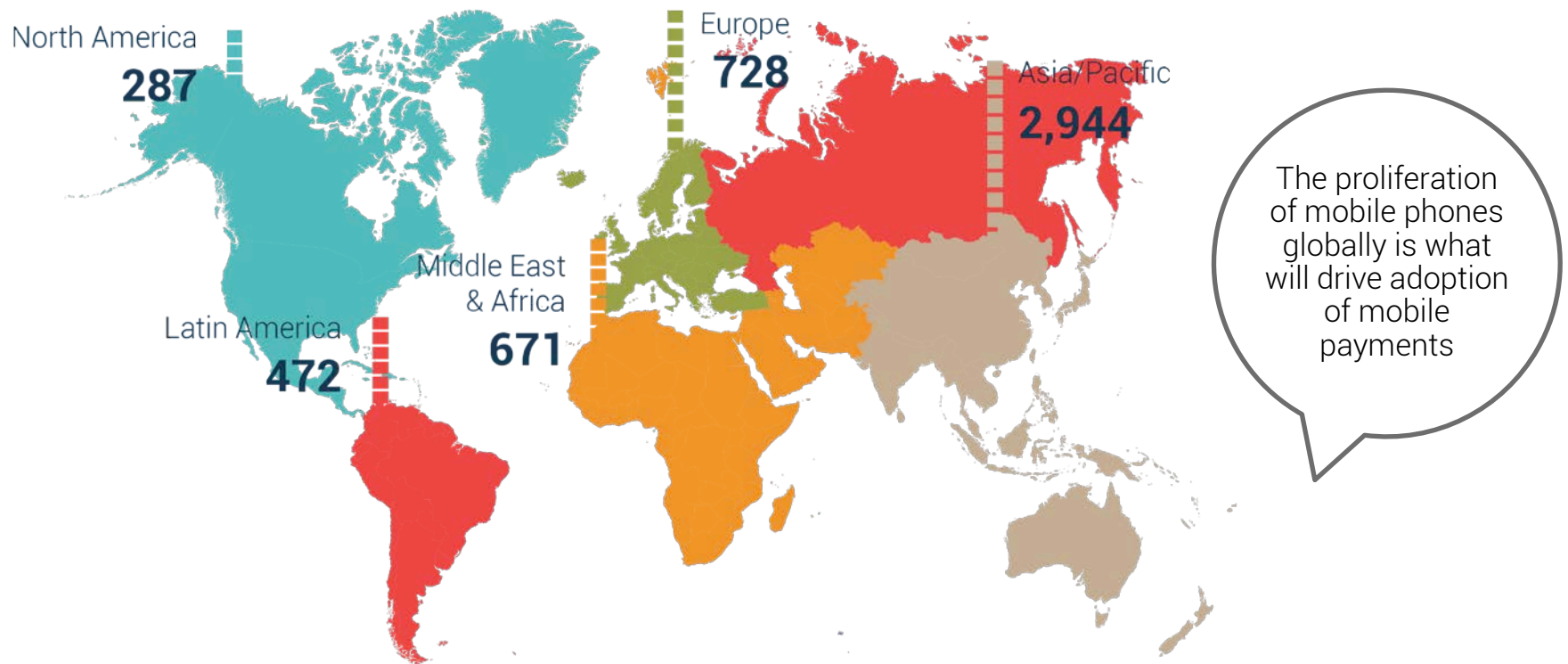


Market Opportunity

# Global Market - Mobile Payments

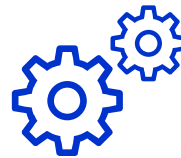
The mobile payments market is expected to increase over the next five years to exceed \$1.3 trillion in value.

Estimated number of mobile phone users by 2017, worldwide (in millions)



Source: <http://www.eurocis.com>, Juniper Research & statista.com

# Established Operations - Philippines



The Company has well established operations and commercial contracts generating revenues in its initial target market of the Philippines

# Philippines Focus on Cash to Digital Payments

A growing market, with smartphone penetration in the Philippines to increase to 70% in 2018<sup>1</sup>

Better Than Cash Alliance estimates:



Currently 1% of these payments are electronic with the remainder cash and cheque payments<sup>2</sup>



The payments market is undergoing a structural shift towards mobile-based payments as smartphone penetration continues to increase

1. Source: Ericsson South East Asia and Oceania regional Ericsson Mobility Report).
2. Source: [www.betterthancash.org](http://www.betterthancash.org)



# Our Mobile Platforms

# Banking Platform

Established & proven  
business in the Philippines

White label mobile app

Full mobile banking and payments  
functionality provided

VAPT & Central Bank (BSP) Approved

Commercially deployed with Metrobank,  
Unionbank and UCPB

Circa 5.5 million combined account  
holders



Metrobank



UCPB



Unionbank



# Banking Platform Performance



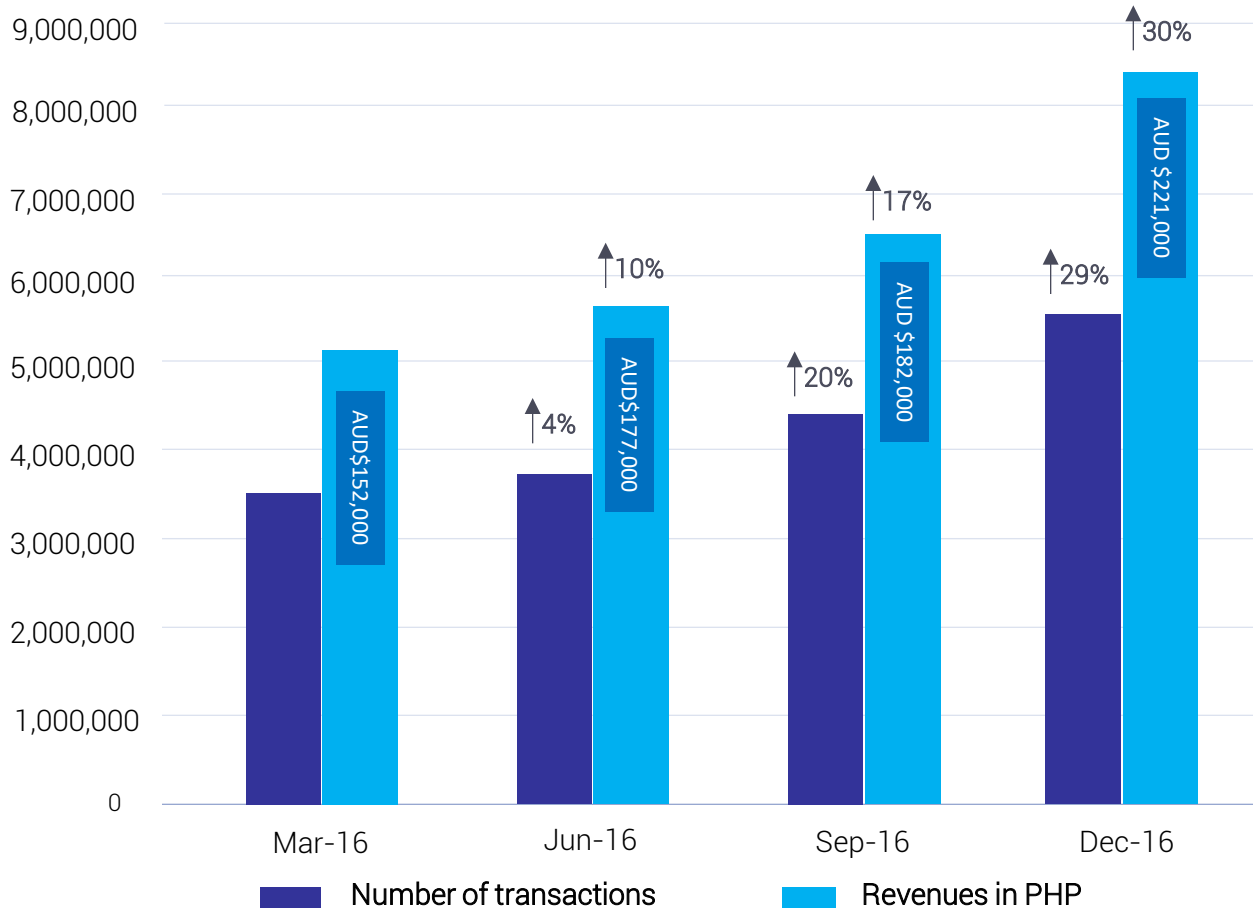
Registered users

Q1  
146,148

Q2 ↑ 11%  
162,581

Q3 ↑ 7.8%  
175,337

Q4 ↑ 12%  
197,142



Metrobank



Unionbank



UCPB



# Non-Bank Platform Evolution



Peppermint signs agreement with largest bill payment business in the Philippines

*ASX Announcement – July 18, 2016*



Partnership with GCash - part of Globe, the largest mobile services provider in the Philippines

*ASX Announcement – November 14, 2016*



Metrogas delivery network to distribute Peppermint's mobile bill payment service

*ASX Announcement – February 23, 2017*



MyWeps Mobile Remittance pilot approved by Central Bank

*ASX Announcement - March 7, 2017*



# Non-Bank Platform Features

## Transfer

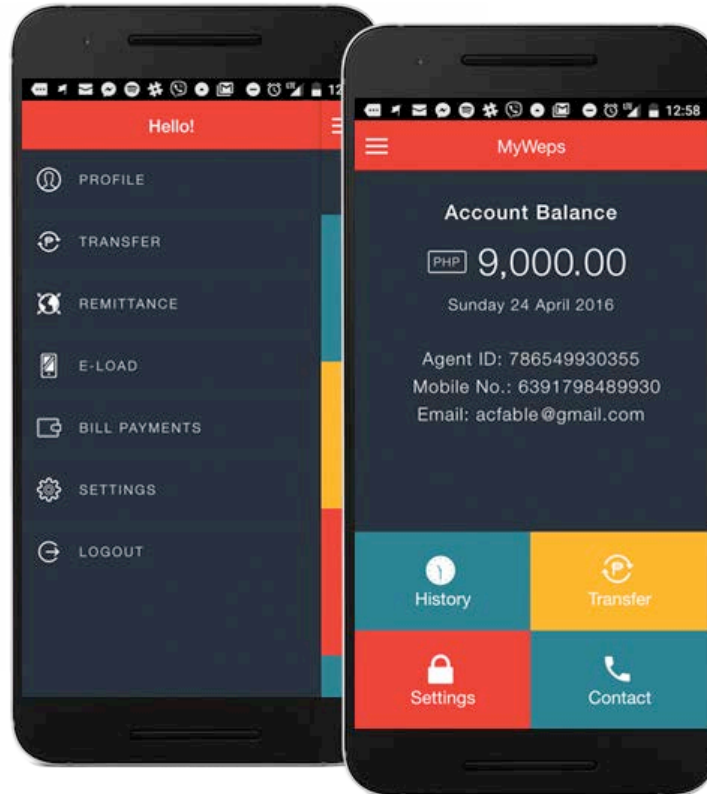
Send funds to another MyWeps wallet.

## Remittance

Send money domestically or internationally.

## E-Load

Purchase airtime credits.



## My Profile

Enables the user to check his balance and account details.

## Bill Payment

Enables the user to pay billers via mobile phone.

## History

Enables the user to view his/her recent transactions

## Other features:

For businesses who offer international and domestic money transfers services.

Anti money laundering & KYC compliant.

Empowers mobile remittance agents.



# Non-Bank Platform Progress



White label mobile app developed for non-bank agent networks as an accessible alternative to the traditional bricks and mortar outlets

Metrogas agreement bill payment pilot for 50 agents scheduled

MyWeps Remittance pilot approved by Central Bank of Philippines for 500 agents

GCash partnership to support a pilot for 2000 agents planned

My Weps payments and remittance initial commercial roll out planned via the 1Bro Global Inc. agent network aimed at 70,000 agents

Many established large agent networks operate in the Philippines



# My Weps at work



" Our neighbor offers MyWeps services in their Sari-Sari store and it definitely saves us a lot of time and money, now we won't have to travel and go too far to pay our bills or send money."

-Garry, MyWeps Customer



" What I like the most about MyWeps is the convenience that it provides, and of course, the opportunity for agents like us to earn extra and grow our business."

-Niel, MyWeps Agent



"In some provinces people would have to lineup for a day just to pay their electric bills. Imagine how much time was wasted and how MyWeps could change the lives of these people."

-Garry, MyWeps Customer

# Philippines Operations



With more than 31 years of combined experience and expertise in software & web applications development, and in business management. The team, realizing the great potential that the mobile technology has brought about, is now focused on developing mobile financial applications. Taking part in revolutionizing the banking and payment industry in the Philippines.

## Management Team

Rosarito Carrillo  
COO & General Manager

Adrian Ocampo  
CTO & Marketing Manager

Glenn Anthony Losentes  
Core Development/IT Team Lead

## Tech Team

Aljo Fabro  
Core Development/IT Team Lead

Percival de Leon  
Core Development/IT Team Lead

Kim Albarico  
Core Development/IT Team Lead

Carlo Cruz  
UI and Graphic Design

## Admin

Jo-Ann Magtangob  
HRAD Manager

Garry Murrillo  
Liaison Officer



# Growth Opportunities

# International Remittance Opportunity for Growth



The World Bank estimates that remittances totalled **US \$582 B** in 2015

**US \$ 432 B** went to Developing countries

**48** remittance sending countries and **105** receiving countries

**US \$16.5 B** Outbound Sent from Australia

# Growing Australian Outbound Remittance Market

*At 30 June 2015, 28.2% of Australians were born overseas*



**US \$7.8B** outbound remittances from Australia  
to East Asia, the Pacific and South Asia

# Expert Team Building Australian Operations



**Rod Tasker**

NED & Strategic Advisor

BA BSC Grad Dip Banking & Finance

- 25+ years at the forefront of developments across the payment services ecosystem
- Strategic management and innovative solution delivery consultant in the banking and finance industry
- Payment services and electronic banking expert
- Previous experience in venture capital, start-ups and mainstream banking with major banks ANZ and WBC



**Manish Arya**

Vice President

- 18+ years of experience
- Financial Services & International payments industry experience with knowhow across a broad range of technologies
- Instrumental in the Management, Strategy, Businesses Expansion & Operations of Multinational organisations
- Most recently, Manish was Director & Cluster Manager Australia, New Zealand, Oceania at Xpress Money

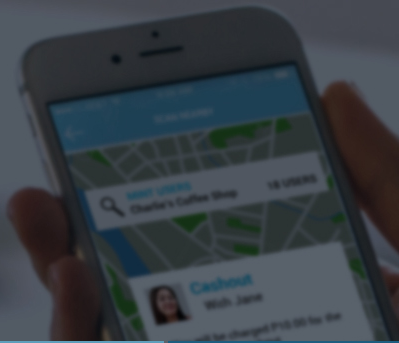






Moving Forward

# Moving Forward



# Summary

- ✓ Commercially deployed and proven technology platform
- ✓ Clear focus leveraging established market position
- ✓ Growing revenue stream & low cost operation
- ✓ Highly scalable business model
- ✓ Global growth options
- ✓ Experienced leadership & operations team
- ✓ Productive 12 months past
- ✓ Significant prospects for the next 12 months





**THANK YOU**