

## QUARTERLY UPDATE & APPENDIX 4C

**Sydney, 30 April 2015:** Mint Payments (**ASX: MNW**) (“**Mint**” or “**the Company**”) today reported its cash flow for the quarter ended 31 March 2015. At the end of the quarter, the Company had total available funds of \$6.2 million.

### CUSTOMER UPDATES

#### *MYOB & Bank of New Zealand*

During the quarter, the Company has successfully continued to support its key distribution partners MYOB and the Bank of New Zealand with a number of significant milestones and product launches achieved during the quarter that will help drive an increase in active users and transaction volumes for the Company.

MYOB’s PayDirect solution was enabled and went live with the ability to accept EFTPOS transactions in March 2015. With EFTPOS transactions accounting for 70% of all debit card transactions, MYOB has incorporated Mint’s mobile payments solution through their range of mobile applications including MYOB PayDirect – their standalone payments application and MYOB OntheGo, which is their flagship mobile application that is integrated with MYOB’s flagship cloud accounting software products AccountRight Live and Essentials.

MYOB General Manager, SME Solutions, James Scollay stated: “By introducing the ability to take EFTPOS payments, we are making it easy for businesses to manage payments and their accounts wherever they are.”<sup>1</sup>

Mint and the Bank of New Zealand are in the final stages of upgrading from the original Chip & Signature mobile payment solution where the solution was only capable of processing credit card transactions; to a complete Chip & PIN, magnetic swipe and contactless payments solution that will enable the Bank of New Zealand to offer their Mint “white labelled” PayClip payment solution to a greater number of businesses needing to accept all forms of card payment types such as credit, debit and EFTPOS cards.

#### *New Customers, Active users and Transaction values*

During the quarter, the Company has further strengthened its sales and distribution network by entering into agreements with a number of new strategic customers and partners.

Notably, the Company signed an Agreement with Rewardle, a marketing technology service provider with over 4,000 merchants using Rewardle’s digital customer engagement platform. Mint will integrate its mobile payments platform with Rewardle’s digital customer engagement platform with a view to providing Rewardle’s growing network of over 4,000 merchants with the ability to access integrated data analytics, marketing services and through Mint, the additional benefits of accepting card payments. Rewardle’s merchants will be able to accept the full spectrum of card payments, including Visa, MasterCard, American Express, as well as EFTPOS through popular payment methods such as Chip & Pin, Contactless and Magnetic Swipe.

<sup>1</sup> <http://prwire.com.au/pr/50240/myob-extends-range-of-on-the-go-payment-solutions>

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#### **Registered Address**

**Mint Payments Limited** • Level 4 Unit 3 436-484 Victoria Road • Gladesville • 2111 • NSW • Australia • ABN No: 51 122 043 029  
[www.mintpayments.com](http://www.mintpayments.com)

During the quarter, the Company also signed an additional six new distribution customers, with these customers looking to progressively deploy Mint's payment solution over the next quarter and into the new financial year. One such customer includes Xpresso Mobile, a premium mobile espresso van service and TradiePad, a Cloud Integration specialist with over 300 business clients in the trades and mobile services sector.

Murray Stratham, General Manager of TradiePad commented: "TradiePad looks forward to assisting all current and future clients develop their mobile payments strategy through Mint."

During the quarter, due to the recent software launch of EFTPOS payments being added to MYOB and also a migration of existing users and PayClip payment terminals by the Bank of New Zealand, the rate of growth for the quarter of the number of users and transaction volumes had slowed from the previous quarter.

The Company has now grown its active user base to approximately 3,500 processing \$35 million in transaction value on the Mint payments platform.

However, with these significant milestones being achieved with existing distribution partners, new customers now in production and conversion from pipeline to new customers, the Company expects to see an increase in the rate of growth of the number of users and transaction volumes from the next quarter.

## VISA AND MASTERCARD ENDORSEMENTS



During the quarter, Mint's payment solution and M10 card reader was approved under the Visa Ready and MasterCard Mobile POS programs, making Mint one of the first in the Australian market to obtain both approvals. The endorsement from Visa and MasterCard and acceptance of Mint into the program will allow for greater collaboration and access to Visa and MasterCard's network of acquirers and bank customers.

The Visa Ready Program is designed to provide innovators a path to ensure that devices, software and solutions used to initiate or accept Visa payments are compatible with Visa requirements. It also provides a framework for collaboration with Visa, as well as guidance and best practices to access the power of the Visa network.

The MasterCard Mobile POS Program offers guidance and best practices to mobile point-of-sale solution providers and merchants to help small businesses and retailers use their mobile devices as secure POS payment terminals. The program provides clarity as to how mobile POS solutions should be developed and deployed by establishing MasterCard Mobile POS Best Practices.

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## ENHANCED MINT PAYMENTS PLATFORM WITH ONLINE PAYMENTS CAPABILITY

Mint is pleased to announce the availability of its newest product “Minternet”, a portfolio of online payments solutions to service the “Customer-Not-Present” (CNP) sector of the payments market. Minternet targets the CNP based online and back office collections needs of small and medium sized enterprises (SMEs) to large corporates.

The incorporation of online payments solutions meets the evolving demands of all sized businesses seeking to create process efficiencies. By developing and integrating the Minternet product suite to Mint’s bank grade payments platform, Mint is tapping into a significant and fast-growing market by offering its distribution partners and end customers the full range of payments services from one service provider.

This provides the opportunity for Mint to increase its average revenue per user, transaction volumes and customer loyalty, setting Mint apart from its competitors and cementing Mint as a leader in the payments industry.

A copy of the Appendix 4C is attached.

ENDS

### About Mint Payments Limited

Mint Payments Limited is a mobile payments and transactions processing company listed on the Australian Securities Exchange (ASX: MNW). Mint Payments has a mobile payments technology platform that enables corporate enterprises to accept credit and debit card payments on various mobile phones, tablets and mobile devices. The Company has invested and built bank grade payments technology and infrastructure that has allowed it to become a multi-channel and multi-national payments organisation.

Mint Payments is headquartered in Sydney, Australia with offices and operations in Singapore.

### For further information, please contact:

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# Appendix 4C

## Quarterly report for entities admitted on the basis of commitments

Introduced 31/3/2000. Amended 30/9/2001, 24/10/2005.

Name of entity

Mint Payments Limited

ABN

51 122 043 029

Quarter ended ("1<sup>st</sup> quarter")

31<sup>st</sup> March 2015

### Consolidated statement of cash flows

Cash flows related to operating activities		Current quarter \$A (000's)	Year to date Mar-15 (9 months) \$A (000's)
1.1	Receipts from customers	532	1,594
1.2	Payments for		
	(a)staff costs	(1,523)	(4,491)
	(b)advertising and marketing	(66)	(143)
	(c)research and development	-	-
	(d)leased assets	-	-
	(e)other working capital	(501)	(1,938)
1.3	Dividends received	-	-
1.4	Interest and other items of a similar nature received	24	118
1.5	Interest and other costs of finance paid	(68)	(218)
1.6	Income taxes paid	-	-
1.7	Other (including operating grant receipts)	-	1,145
	<b>Net operating cash flows</b>	<b>(1,602)</b>	<b>(3,933)</b>

+ See chapter 19 for defined terms.

**Appendix 4C**  
**Quarterly report for entities**  
**admitted on the basis of commitments**

	Current quarter \$A (000's)	Year to date Mar-15 (9 months) \$A (000's)
<b>1.8 Net operating cash flows (carried forward)</b>	<b>(1,602)</b>	<b>(3,933)</b>
<b>Cash flows related to investing activities</b>		
1.9 Payment for acquisition of:		
(a) businesses (item 5)	-	-
(b) equity investments	-	-
(c) intellectual property	-	-
(d) physical non-current assets	-	-
(e) other non-current assets	(33)	(149)
1.10 Proceeds from disposal of:		
(a) businesses (item 5)	-	-
(b) equity investments	-	-
(c) intellectual property	-	-
(d) physical non-current assets	-	-
(e) other non-current assets	-	-
1.11 Loans to other entities	-	-
1.12 Loans repaid by other entities	-	-
1.13 Other (provide details if material)	-	-
<b>Net investing cash flows</b>	<b>(33)</b>	<b>(149)</b>
<b>1.14 Total operating and investing cash flows</b>	<b>(1,635)</b>	<b>(4,082)</b>
<b>Cash flows related to financing activities</b>		
1.15 Proceeds from issues of shares, options, etc.	58	760
1.16 Repayment of convertible notes	-	-
1.17 Proceeds from borrowings	860	4,860
1.18 Repayment of borrowings	-	(5,842)
1.19 Dividends paid	-	-
1.20 Other expenses	(2)	(112)
<b>Net financing cash flows</b>	<b>916</b>	<b>(334)</b>
<b>Net increase (decrease) in cash held</b>	<b>(719)</b>	<b>(4,416)</b>
1.21 Cash at beginning of quarter/year to date	5,759	9,456
1.22 Exchange rate adjustments to item 1.20	-	-
<b>1.23 Cash at end of quarter</b>	<b>5,040</b>	<b>5,040</b>

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**Payments to directors of the entity and associates of the directors**

**Payments to related entities of the entity and associates of the related entities**

		Current quarter \$A (000's)
1.24	Aggregate amount of payments to the parties included in item 1.2	161
1.25	Aggregate amount of loans to the parties included in item 1.11	-
1.26	Explanation necessary for an understanding of the transactions	
	Payment of executive and non-executive directors salaries and fees	

**Non-cash financing and investing activities**

- 2.1 Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows

Nil

- 2.2 Details of outlays made by other entities to establish or increase their share in businesses in which the reporting entity has an interest

Nil

**Financing facilities available**

*Add notes as necessary for an understanding of the position. (See AASB 1026 paragraph 12.2).*

	Amount available \$A (000's)	Amount used \$A (000's)
3.1 Loan facilities	6,000	4,860
3.2 Credit standby arrangements	-	-

+ See chapter 19 for defined terms.

### Reconciliation of cash

Reconciliation of cash at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows.	Current quarter \$A (000's)	Previous quarter \$A (000's)
4.1 Cash on hand and at bank	5,040	5,759
4.2 Deposits at call	-	-
4.3 Bank overdraft	-	-
4.4 Other (provide details)	-	-
<b>Total: cash at end of quarter (item 1.23)</b>	<b>5,040</b>	<b>5,759</b>

### Acquisitions and disposals of business entities

	Acquisitions (Item 1.9(a))	Disposals (Item 1.10(a))
5.1 Name of entity	-	-
5.2 Place of incorporation or registration	-	-
5.3 Consideration for acquisition or disposal	-	-
5.4 Total net assets	-	-
5.5 Nature of business	-	-

### Compliance statement

- 1 This statement has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Act **(except to the extent that information is not required because of note 2) or other standards acceptable to ASX.**
- 2 This statement does ~~/does not\*~~ **(delete one)** give a true and fair view of the matters disclosed.



Sign here: ..... Date: 30/04/2015  
 Managing Director/ Chief Executive Officer  
 Print name: Alex Teoh

+ See chapter 19 for defined terms.

Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity wanting to disclose additional information is encouraged to do so, in a note or notes attached to this report.
2. The definitions in, and provisions of, *AASB 1026: Statement of Cash Flows* apply to this report except for the paragraphs of the Standard set out below.
  - 6.2 - reconciliation of cash flows arising from operating activities to operating profit or loss
  - 9.2 - itemised disclosure relating to acquisitions
  - 9.4 - itemised disclosure relating to disposals
  - 12.1(a) - policy for classification of cash items
  - 12.3 - disclosure of restrictions on use of cash
  - 13.1 - comparative information
3. Accounting Standards. ASX will accept, for example, the use of International Accounting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if any) must be complied with.

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