



**BPS**

Technology

**‘Business Payment Systems’**

# H1FY16 Results Presentation

23 February 2016

- ❖ **To attract and retain Customers for our global network of Merchants**
- ❖ **To connect Customers to our Merchants through our transactional and payment platforms**
- ❖ **To retain Customers for our Merchants through our loyalty and rewards platforms**



# H1FY16 Financial Highlights

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- ❖ Revenue of \$25.1 million, exceeding prior corresponding period (H1FY15: \$24.9 million)
- ❖ EBITDA of \$4.7 million, up 4% (H1FY15: \$4.5 million)
- ❖ Earnings per share of 6.0c, up 7.2% (HY15: 5.6c)
- ❖ Cash position as at 31 December 2015 of \$2.4 million with zero bank borrowings
- ❖ Interim dividend of 2.0 cents per share unfranked declared



# H1FY16 Operational Highlights

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- ❖ **New Sales Model resulted in 39% growth in new Merchants**
- ❖ **Bartercard USA operations revenues up 124%**
- ❖ **Acquisition of further 2 large franchises in Australia – over 70% of Members now managed by company owned sites**
- ❖ **bucqi launched in 3 Queensland regional centres with more than 170 Merchants and 1,800 Consumers participating**
- ❖ **TESS delivered software to IRTA that saw record levels of trading recorded – highest ever achieved**



# Profit & Loss

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## For the 6 months to 31 December 2015

	6 months to Dec-15 ('000)	6 months to Dec-14 ('000)
Australia	12,722	12,694
New Zealand	5,918	6,098
United Kingdom	3,918	2,113
United States	454	202
Other	2,036	3,813
<b>Total Revenue</b>	<b>25,048</b>	<b>24,920</b>
Operational costs	20,399	20,468
<b>EBITDA</b>	<b>4,649</b>	<b>4,452</b>
Depreciation and Amortisation	438	329
Interest	110	30
<b>Profit before income tax</b>	<b>4,101</b>	<b>4,093</b>
Income tax expense	590	820
<b>Earnings for the half year</b>	<b>3,511</b>	<b>3,273</b>
<b>Shares in issue</b>	<b>58,509</b>	<b>58,509</b>
<b>Basic Earnings per shares (cents)</b>	<b>6.0</b>	<b>5.6</b>

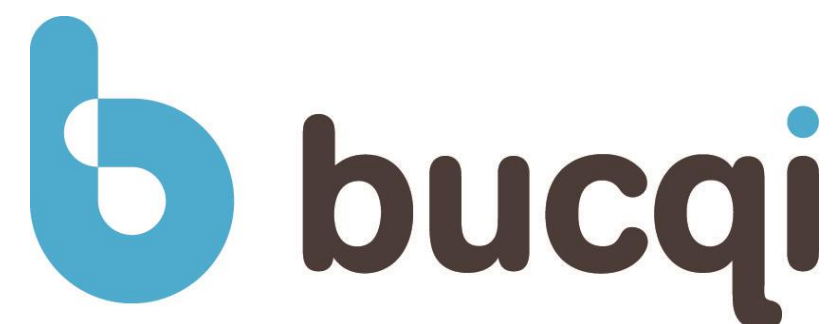




# H1FY16 Commentary on Profit & Loss

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- ❖ Revenue from key countries were stable. UK increase came mostly from the new master license sale made in December 15. “Other” decreased due to previous year license sales to India, China and South Africa
- ❖ Operational costs contained
- ❖ Depreciation increased due to higher technology assets
- ❖ Interest increased due to the convertible note
- ❖ Taxation is lower due to a more accurate effective tax rate



# Balance Sheet

## As at 31 December 2015

	31-Dec-15 ('000)	30-Jun-15 ('000)
Cash and cash equivalents	2,425	2,743
Trade and other receivables	9,177	6,772
Inventories	6,602	5,762
Property, plant and equipment	989	1,160
Deferred tax assets	2,682	2,840
Intangible assets	30,231	26,416
Other assets	964	383
<b>Total assets</b>	<b>53,070</b>	<b>46,076</b>
Trade and other payables	9,066	9,247
Provisions	1,876	1,721
Income tax liabilities	2,133	1,456
Deferred tax liabilities	675	921
Convertible notes	5,000	0
<b>Total Liabilities</b>	<b>18,750</b>	<b>13,345</b>
<b>Equity</b>	<b>34,320</b>	<b>32,731</b>



# H1FY16 Commentary on Balance Sheet

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- ❖ **Trade receivables increase mostly due to UK master license sale made on terms in December 15 and only partly paid by end of half year**
- ❖ **Intangible assets increased due to acquisition of franchises and investment in technology development**
- ❖ **Convertible notes of \$5m was issued at a conversion price of 117.5 cents per share. The note rate is at 12% and if not converted is redeemable after 24 months, or sooner at the election of BPS**





## For the 6 months to 31 December 2015

	6 months to Dec-15 ('000)	6 months to Dec-14 ('000)
<b>Cash flows generated from operating activities</b>	649	1,321
<b>Cash flows from financing activities:</b>		
Net proceeds from issue of share capital		22,651
Net proceeds from issue of convertible notes	4,925	
<b>Cash flows applied in financing activities:</b>		
Repayment of loans	(1,233)	0
Payment of dividends	(1,884)	0
<b>Cash flows applied in investment activities:</b>		
Purchase of property, plant and equipment	(63)	(239)
Investment in software and other intangibles	(1,616)	(608)
Investment in developing new territories	(956)	0
Business goodwill	(140)	0
Acquisition of investments	0	(20,110)
<b>Net increase (decrease) in cash held</b>	<b>(318)</b>	<b>3,015</b>
<b>Cash at beginning of financial period</b>	<b>2,743</b>	<b>1</b>
<b>Cash at end of financial period</b>	<b>2,425</b>	<b>3,016</b>



- ❖ **Cash generated from operations and the proceeds from the convertible notes have been invested into the business as follows:**

<b>Technology development:</b>	<b>\$1.6m</b>
<b>Development of new territories:</b>	<b>\$0.9m</b>
<b>Payments for franchises acquired:</b>	<b>\$1.2m</b>
<b>Dividend payment to shareholders:</b>	<b>\$1.9m</b>
<b>Other:</b>	<b>\$0.3m</b>

- ❖ **Undrawn facilities are \$3.5m at 31 December 2015**



- ❖ Continued growth in new merchants joining the Bartercard network in Aus and NZ
- ❖ USA expected to deliver triple digit revenue growth
- ❖ UK to make progress under new master licensee
- ❖ India and China commencing operations shortly
- ❖ Bucqi rollout momentum to increase with Merchants and Consumers
- ❖ TESS software sales and installations anticipated
- ❖ At least one material acquisition to be completed





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