

ASX Release
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ASX: WSG

WolfStrike Commences Operations in Australia

- **Wolfstrike commences rental operations in Australia via recently acquired Wolfstrike Distributors Pty Limited**
- **Appointment of experienced General Manager for Australia to drive growth**
- **First rental product ready for market and released. More products to follow.**
- **WSG assessing other growth opportunities to build sufficient scale in Australian technology rental market**

Technology rentals company, WolfStrike Rentals Group Limited (ASX: **WSG**) is pleased to announce that it has successfully commenced operations in Australia with two key developments and more announcements to follow.

Trading in Australia has commenced as WolfStrike Distributors Pty Ltd, an entity that was recently acquired by WolfStrike Rentals Group Limited. The Company today announced it has obtained sign off for the first of many products it intends to rent into the Australian market. This first product, *Settle*, is a leading edge mobile point of sale (mPOS) payments system developed by ASX listed payments company Mint Payments Pty Limited (ASX:MNW") and rebranded under the *Settle* brand owned by WolfStrike. www.settleup.com.au The service is now being actively marketed to mobile small businesses across Australia using the successful rental model operated by WolfStrike. In addition to the monthly rental fee, the company also obtains a percentage of each transaction as part of a revenue sharing agreement with Mint Payments Limited. Over time, as the rental base increases, this will represent a significant ongoing recurring revenue stream for WolfStrike.

Launch of *Settle*

Settle has been fully approved by all necessary regulators and banking authorities for use by small businesses in Australia. *Settle* offers both Wi-Fi and Bluetooth connectivity to all key smartphone and tablet devices and provides small businesses with cutting edge payments technology for a cost effective monthly rental fee.

Working in close collaboration with Mint Payments Limited to bring *Settle* to market, WolfStrike has launched a low cost, easy to use, compact device which, when coupled with a smartphone or tablet, allows the vendor to process the most common Australian card based transactions including Tap & Go, along with Chip & PIN (EMV). The uniqueness of this device is its portability, battery life and durability.

Using the Wolfstrike rental product, the customer has no up-front costs, and instead pays a monthly fee and a percentage of each transaction. As part of the agreement with Mint Payment Limited, there is a revenue sharing agreement in place that provides for an ongoing percentage of each transaction to flow to WolfStrike, which over time will deliver significant ongoing revenues and profits.

To augment the sales and marketing program, Wolfstrike has established a product website specifically for Australian customers www.settleup.com.au and invested in the necessary customer relationship management (CRM) systems to define and identify small business targets. *Settle* is illustrated below. As the *Settle* service is designed to be able to be set up and operational via the www.settleup.com.au web site, this will reduce operational costs and increase the reach into a wider Australian market.



Wolfstrike advises that there will be other rental products added over time and these will include POS systems, digital signage and other technology products. It is anticipated that there will be another announcement soon as new products are released to meet the demand.

Appointment of Australian General Manager to drive market entry

As per the announcement to the ASX on 29 March, WSG stated its intention to appoint experienced management personnel to help drive growth and assist the Managing Director in establishing WolfStrike Rental's operations in Australia.

The Company is also pleased to confirm the appointment of experienced technology sector executive Mark Bremberg as General Manager of the recently acquired Wolfstrike Distributors Pty Limited, to drive WolfStrike Rentals' growth in the local market.

Mark Bremberg is a seasoned executive with the prerequisite skills and industry knowledge to establish WolfStrike Rentals' presence in the Australian market.

Having developed a successful career over 30 years, in both executive sales management and enterprise sales roles in the IT&T sector, Mark has developed extensive Marketing and General Management experience.

Half of this tenure was spent with IBM, both in Australia and Singapore. His expertise in marketing technology includes enterprise software, payment systems, IT security technologies, IT services and infrastructure, in addition to industry related solutions for the banking, consumer products and retail sectors.

He has established two start-up organisations in Australia; one as an IBM Business Partner in Melbourne, and one as the Asia Pacific subsidiary of a United States software multinational. He has lead sales teams to drive multi-million dollar transactions and was also the technology buyer to efficiently manage procurement and stock control for the organisations retail solutions.

He has an MBA and a Masters in Marketing Management from Macquarie University (MGSM), plus a degree in Electronic & Telecommunications Engineering.

Managing Directors Commentary

WolfStrike's Managing Director Ian Bailey said: "We have hit the ground running in Australia with an experienced and committed General Manager that has a track record of growing businesses and delivering sales, combined with an initial product set and a focus on expanding our rental products offerings to include a wider range of products and services. Importantly, the *Settle* product provides for a low cost entry into the market, but with an ongoing revenues sharing as a percentage of each transaction processed, so Wolfstrike gets the best of both worlds, being an ongoing monthly income plus a percentage of every transaction. .

"*Settle* represents a solid maiden go-to-market offering for WolfStrike, and we are confident of building a significant rental book in Australia. This is only one of many products we will be bringing to market over the next few months.

"We intend to couple Mark's organic sales growth initiatives with strategic acquisitions that give us immediate scale and growth opportunities. We have a number of targets under consideration and we are also looking at various initiatives to reduce our funding costs. We look forward to updating shareholders on the progress of our Australian and New Zealand."

- ENDS -

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