



Results Presentation for the Half Year Ended 30 September 2020

November 2020



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AGENDA

Half Year Results

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Results Commentary

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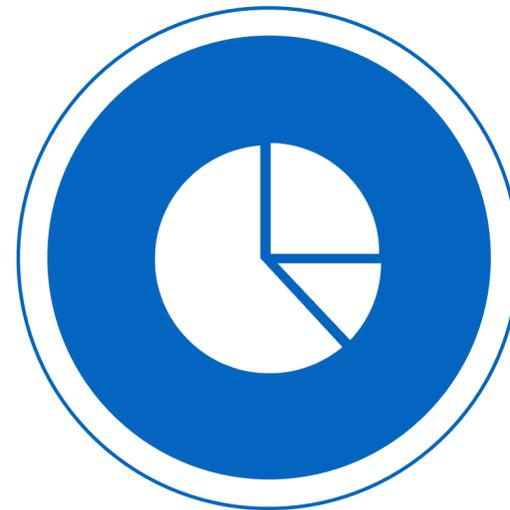
HALF YEAR FINANCIAL RESULTS

REVENUE



8% ↑
1st Half 21: \$14.5M
vs
1st Half 20: \$13.4m

EBITDA*



6% ↓
1st Half 21: \$3.4M
vs
1st Half 20: \$3.6m

NET PROFIT AFTER TAX



FY21: \$9.2M (*loss*)
vs
FY20: \$0.8m (*loss*)

NET DEBT



\$4.8M
(Excluding Convertible Notes)

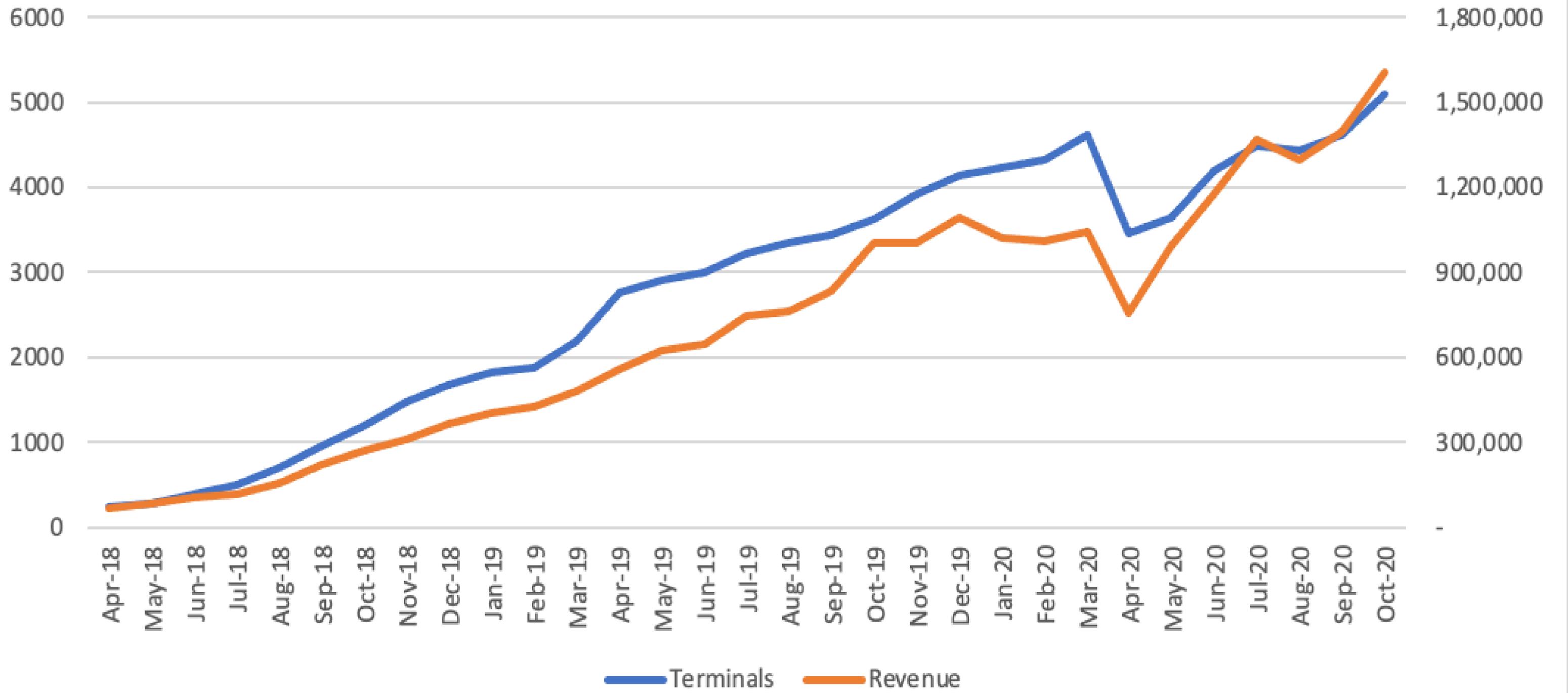
*EBITDA = Earnings Before Interest, Tax, Depreciation, Amortisation (including share option amortisation), Impairments and Foreign Exchange Adjustments. EBITDA is a useful non-GAAP measure as it shows the contribution to earnings prior to finance costs and non cash items.

RESULTS COMMENTARY



- Australian acquiring revenue:
 - \$6.3m, a 67% increase on the prior year \$3.8m – current run rate revenue \$19m (end of October) compared to \$9.5m full FY20.
 - Monthly acquiring revenue grew to \$1.4m / month, up from \$1m at the beginning of the period.
- Australian acquiring terminal fleet 4,611 at end September 2020, returning to pre COVID transacting terminal levels. Current transacting terminal fleet 5,098 – end of October 2020.
- September and October record months for lead generation and customer acquisition.
- Continued increase in acquiring margin through the first half of the year.
- EBITDA reduction due to:
 - COVID impact on revenue
 - Increase in y-o-y sales and marketing costs
- NPAT reduction due to: Non-cash Con Note costs: \$7.7m - (change in fair value due to significant share price rise over the 6 months)

Australian Acquiring Revenues



SUMMARY & OUTLOOK

- The strong growth being achieved in our Australian Acquiring business is to some degree disguised by the impact of COVID on the early part of the half year results.
- We are seeing positive results from our increased investment in both our marketing and sales functions in Australia with record levels of lead generation and new terminal sales in the later part of the first half.
- These results combined with increases in our acquiring revenue and gross margin per terminal have had a positive effect on our cash generation which we will continue to invest in marketing spend and sales resource to meet the growing demand for our products.
- Our NZ business has shown strong resilience through the COVID period and we are returning to pre-COVID customer acquisition levels.
- Given the current level of growth and underlying performance of the business, we expect to generate record revenue in the second half.





Condensed Statement of Comprehensive Income

For the Six Months Ended 30 September 2020

	Note	Group		
		30 Sept 2020 Unaudited \$'000	30 Sept 2019 Unaudited \$'000	31 Mar 2020 \$'000
Continuing operations				
Revenue	3	14,530	13,423	28,271
Other income	4	3	13	19
Operating expenditure	5	(11,142)	(9,838)	(20,894)
Earnings before interest, tax, depreciation, share options expense, amortisation, impairments, and unrealised foreign exchange		3,391	3,598	7,396
Depreciation and amortisation	5	(3,386)	(3,579)	(7,350)
Unrealised foreign currency exchange differences		(202)	(255)	(214)
Net finance costs	5	(1,022)	(1,199)	(2,453)
Change in fair value of convertible notes	5	(7,700)	298	(1,809)
Impairments	5	(358)	(53)	(553)
		(12,668)	(4,788)	(12,379)
Loss before tax		(9,277)	(1,190)	(4,983)
Tax benefit	6	59	451	511
Loss for the period from continuing operations of owners		(9,218)	(739)	(4,472)
Other comprehensive income				
Foreign currency translation differences for foreign operations which may be reclassified subsequently to profit and loss (no tax effect)		241	163	(45)
Share based payments reversal which will not subsequently be reclassified to profit/loss (no tax effect)		-	-	104
Total comprehensive income of owners		(8,977)	(576)	(4,413)
Earnings per share from continuing operations attributable to the equity holders of the company during the period.	7			
Basic and diluted earnings per share - cents		(4.68) cents	(0.43) cents	(2.59) cents

Includes:
 • COVID impacts: ~500
 • Increased marketing and sales costs in Q2

Includes:
 • Con note fair value change: 7,700

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