

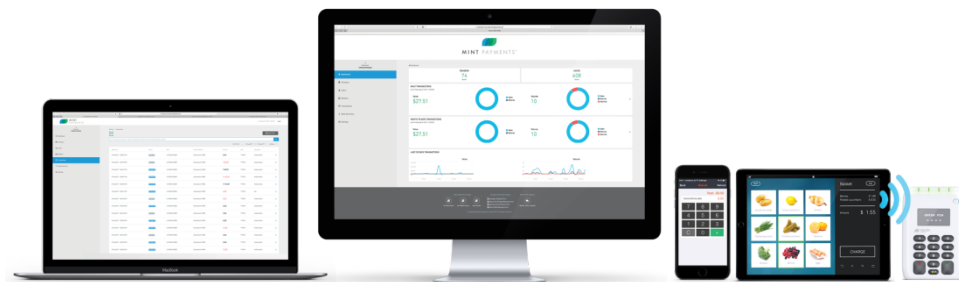


An Australian payments innovator

Mint Payments is one of Australia's most dynamic fintech's. It's award-winning integrated payment products mean companies now only need **one solution** for accepting and processing payments **in-store, online, and on mobile**.

Unlike competitors, Mint Payments offers **both a white-label solution** — so that banks and channel partners can offer payment products to their customers — **as well as direct-to-merchant** payment products.

Mint Payments operates in its core markets of **Australia** and **New Zealand** and will soon be **launching into South-East Asia**.



19,000+
Active Customers

High value, high
volume recurring
revenues

\$820m+
Transaction Value

South-East Asia
launch with major
partnerships

Unique, all-in-one technology

Mint's integrated payment technology **takes away the complexity** from banks and businesses to accept any type of payment, any way their customers want to pay

ANY KIND OF
PAYMENT



Customers

ANY WAY YOU
WANT

Online



In-person



Mobile / App



Merchants

Payments Authorisation, Clearing & Settlement

Banks / Acquirers

High value, high volume customers

Mint partners with market leaders for distribution, and recently commenced acquiring customers directly, focusing on high value, high volume category verticals

Channel Partners



- Multi-year (3-5 year+) enterprise agreements. Partners have > 100,000 business customers
- Traditional banks are responding to the threat of fintechs by partnering with them
- Banks are looking for innovative technology partners that can help them reduce churn in their customer base by improving customer experiences whilst adding new revenue streams

Direct Customers



- A focus on key verticals incl. Retail, Hospitality & Travel
- Targeting high value, high volume business customers

Mint's Competitive Advantage



**Enterprise grade payments platform:
Multi-Channel and Device Agnostic**



**White-label: Simple, Faster and
Value for money**



**High Recurring Revenue Model
Low Customer Churn**

Highlights & Achievements – 1HFY18

I

Total Revenue grew by 5%. Importantly, **recurring software and transaction revenues grew 48%** and as a percentage of total revenue is 42%, up from 27% from the previous FY. Revenue growth and cost reductions will continue to see the company achieve its goal of monthly cash flow positive in calendar year 2018

II

Key operating metrics that drive recurring software and transaction revenues continues to grow strongly:

- **19,000 Active users (21% growth from FY17)** transacting on the Mint Payments platform as at 1HFY18
- **\$329M Transaction values (52% growth from 2H FY17)** and over **1.7M Transactions (31% growth from 2H FY17)** processed on the Mint Payments platform during 1HFY18

III

Investment in our Direct Customer strategy is paying dividends as growth in our Direct Customers from high value and volume retail, hospitality and travel verticals have driven growth in transaction values during 1HFY18

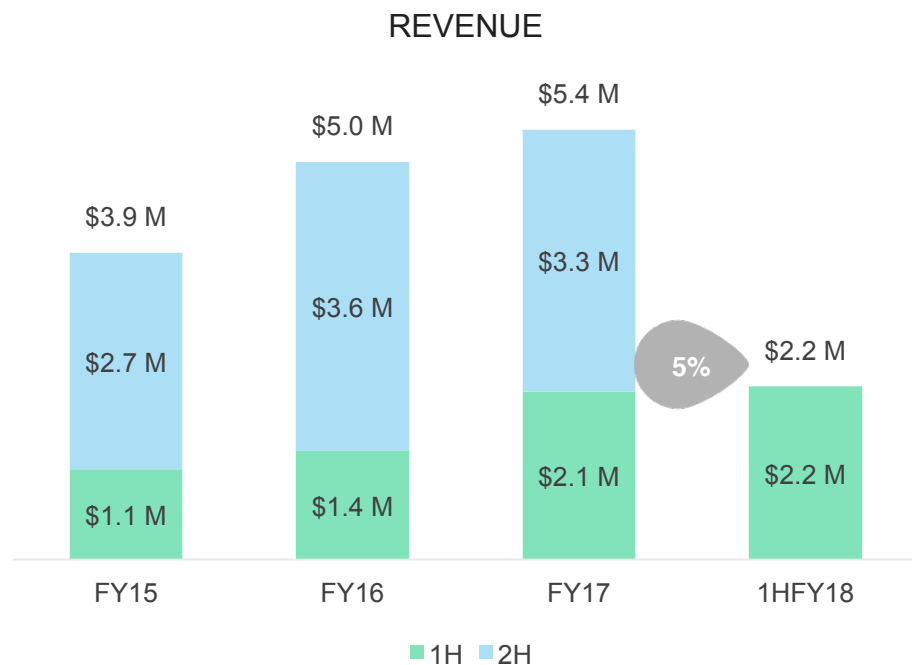
IV

Mint has been appointed as one of the **Australian Federation of Travel Agents (AFTA)**'s primary payment providers in Australia. The partnership provides Mint with access to over 1,300 travel agents and further strengthens Mint's value proposition and commitment to the high value travel industry

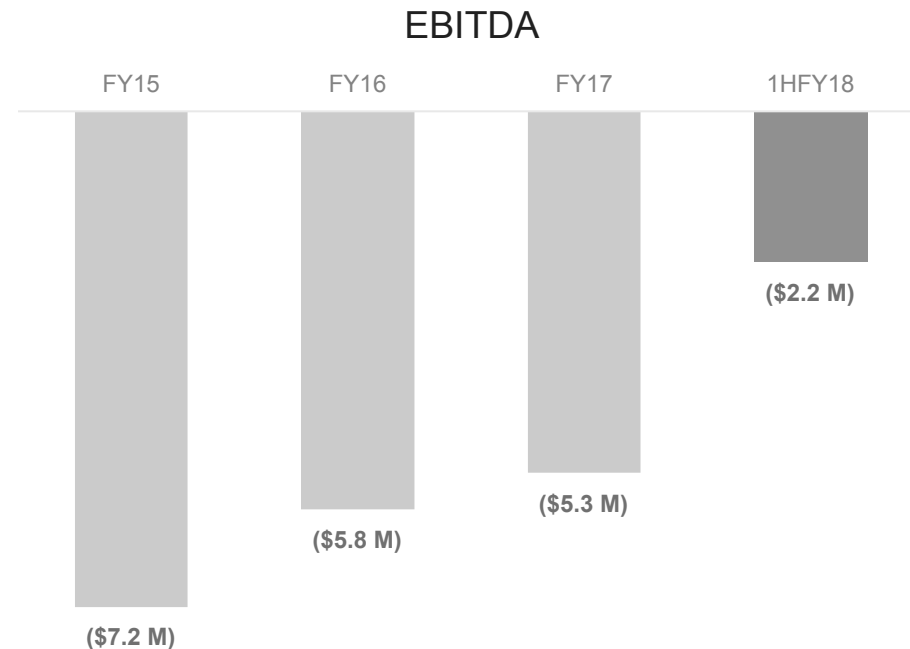
V

Progressing well with NETS in Singapore with a confirmed launch of the Mint white-labeled product in **April 2018**. Discussions with additional strategic channel partnerships in Malaysia has progressed well in the 1H

1H FY18 Revenue and EBITDA



- Total revenues grew by 5%. **Recurring software and transaction revenues** as a percentage of total revenues grew from **27%** to **42%** of total revenues from 2HFY17
- **Recurring software and transaction revenues** grew by **48%** when compared to the previous corresponding period
- Recurring revenues will continue to grow as a % of total revenues, largely driven by the growth in Mint's Direct Customers in Retail, Hospitality & Travel verticals

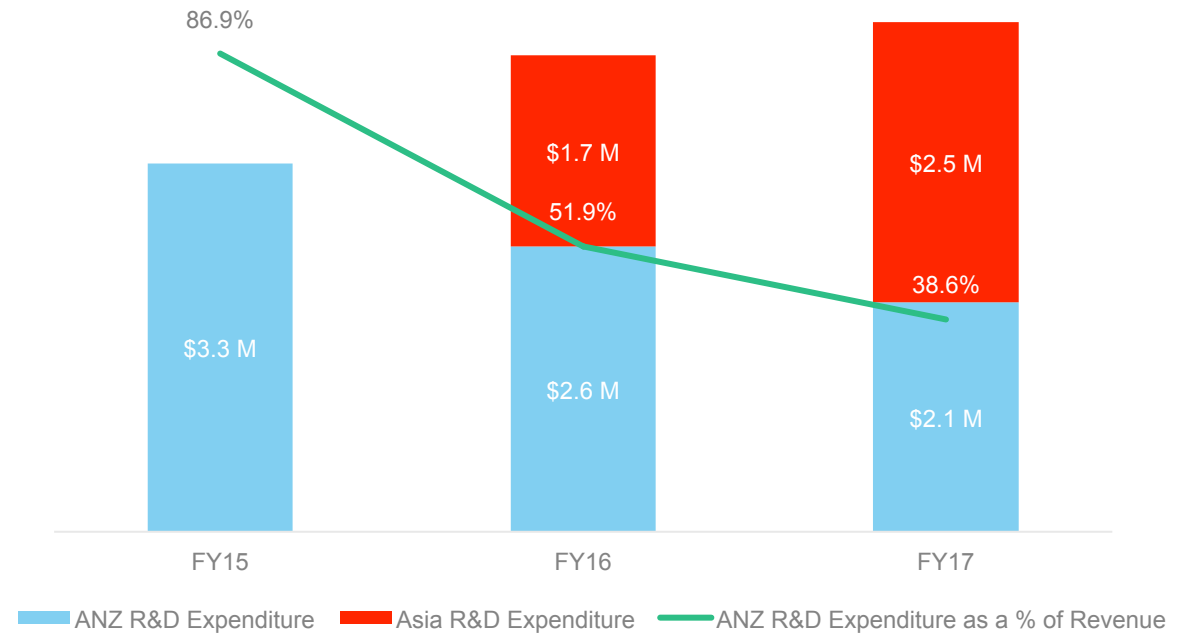


- **Monthly cash-flow positive and profitability** in our core, established markets of Australia and New Zealand remains a key priority for the business in 2018. This will be achieved through continued revenue growth from Mint's Channel Partners such as the Bank of New Zealand and growth from Direct Customers in Retail, Hospitality & Travel verticals
- In line with the company's continued commitment to cost reduction, we expect a further improvement in the cost base from the 2HFY18

R&D expenditure has been focused on Product Development and Growth Initiatives in Asia

R&D expenditure in Australia & New Zealand will continue to reduce, driving a pathway towards profitability

Significant operational and R&D expenditure has been focused on extending Mint's payment platform and growth to suit the emerging Asia market



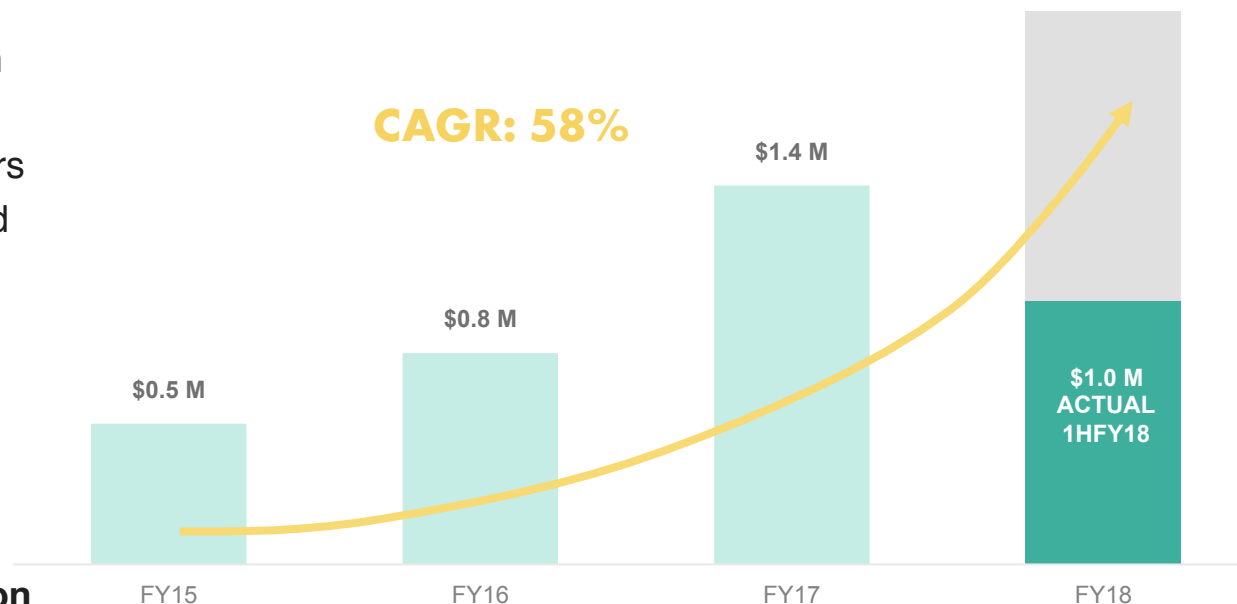
Recurring Software and Transaction Revenue

CAGR of 58% in Mint's recurring software and transaction revenue

Growth in recurring software and transaction revenue is expected to continue in FY18 as Mint's channel partners and Direct Customers in the high value verticals come onboard and ramp up in Australia and New Zealand

We are expecting contribution of recurring revenues from South East Asia following the launch of NETS in Singapore

1HFY18 recurring software and transaction revenue is 42% of total revenue

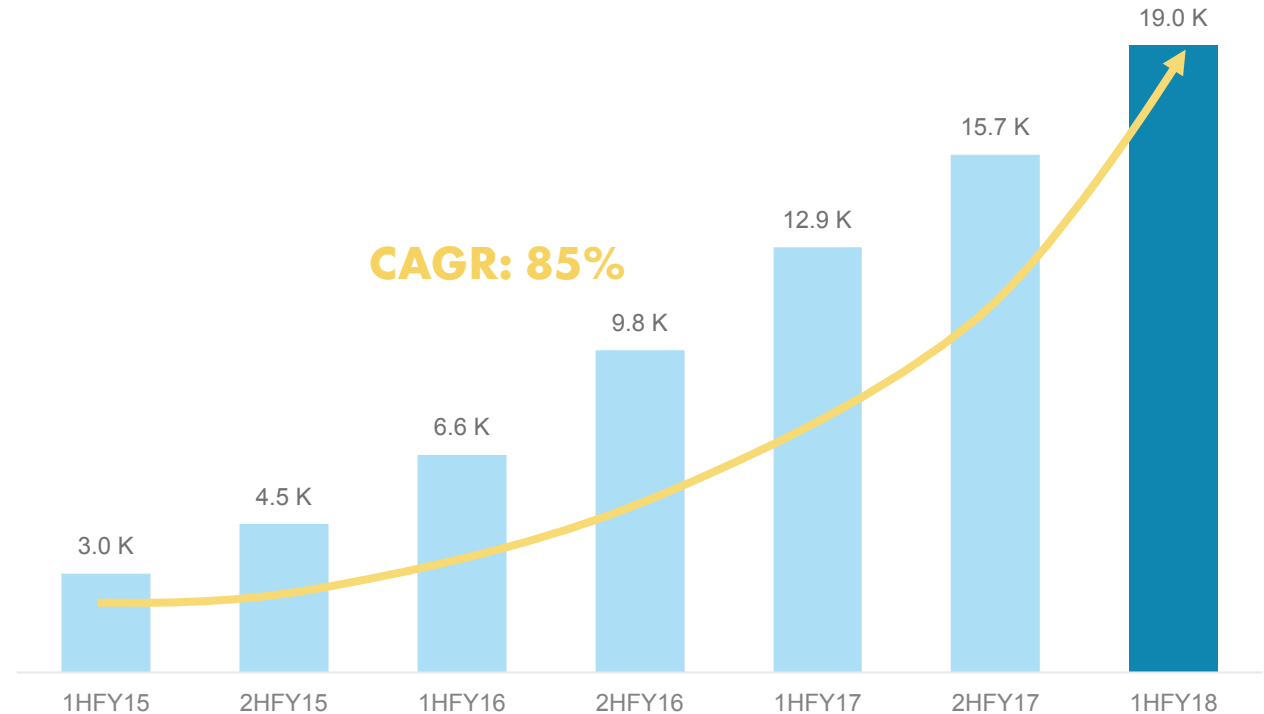


Active Users

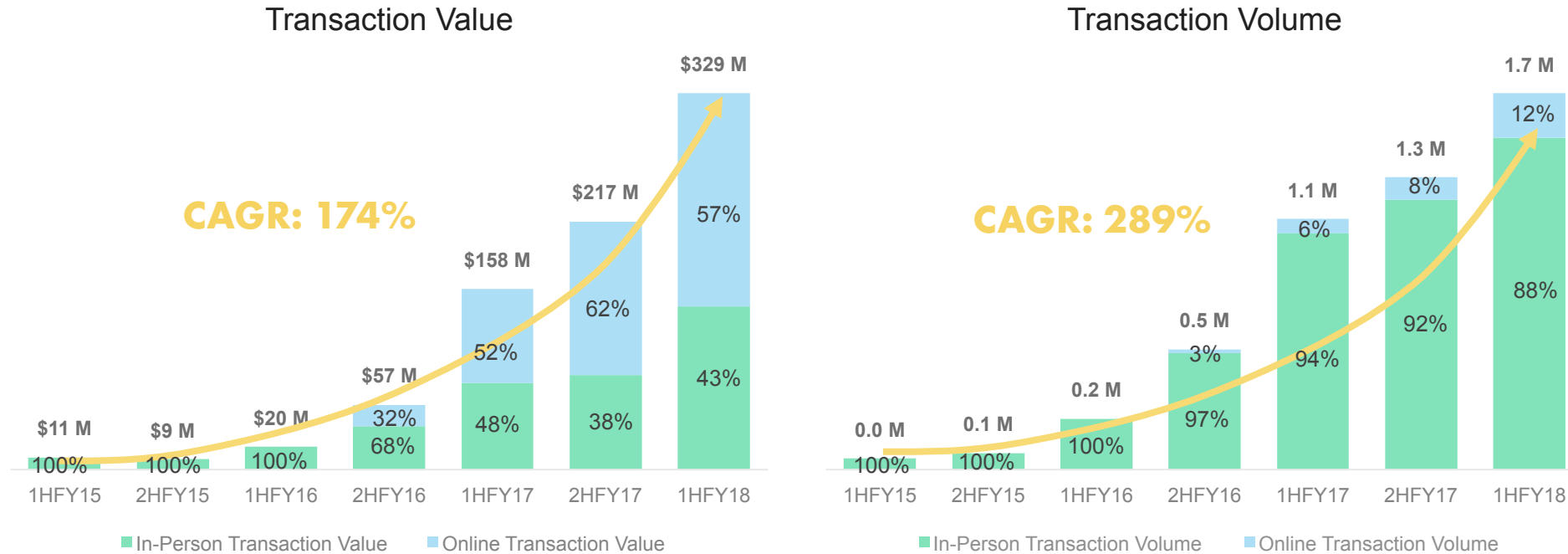
Active users continues to grow strongly largely due to Channel Partners like the Bank of New Zealand

Australia and New Zealand growth in active users is driven by continued ramp up of sales and marketing activities from Channel Partners like BNZ

Following the launch of NETS in Singapore will also add to the growth of our total active user base



Transaction Growth



- Growth in transaction values and volumes has been driven by:
 - Established **Channel Partners** including BNZ and MYOB
 - Mint's **Direct Customer** acquisition strategies to grow in high value and volume verticals such as Retail & Hospitality and Travel
 - Adding **new online payment products** onto the Mint payments platform from 2HFY16

Building on the established markets with further growth from emerging markets

Established and Mature Markets

Australia

New Zealand

30%+ growth over short to medium term

- Building on the base and success of Mint's Channel Partners such as the Bank of New Zealand
- Mint's Direct to market customers in the high value and volume industry verticals

Emerging High Growth Markets

Singapore

Malaysia

High growth over the medium to long term

- In Asia, Reserve Banks are now mandating reforms to move cash to electronic payments
- The region is moving to Chip and PIN (EMV) technology used by Mint

NETS - Singapore update

During FY17, Mint has signed a 5 year + 5 year software license and distribution agreement with NETS

NETS is the sole debit card network and Singapore's leading payments solutions group that is owned by the 3 largest Singaporean banks (DBS, UOB & OCBC)

NETS is a virtual monopoly in Singapore with the number of NETS acceptance points approximating the total number card acceptance points in Singapore

In 2018, NETS currently has over 100,000 merchant payment acceptance points in the country, as well as online payments

The company is pleased to announce that NETS has confirmed that they will launch the Mint "white-labeled" solution in Singapore in **April 2018**

Mint will commence earning software and transaction revenues from Singapore from this time and will add to the Group's overall revenues, earnings, active users and transaction values



Outlook

- I Continue to execute on Mint's direct to market strategy by focusing on high value and volume users
- II Continue to grow and maintain a high CAGR in the companies recurring software and transaction revenues
- III Continue to drive operating leverage and cost savings to monthly cash flow positive and profitability in 2018
- IV Successfully launch NETS in Singapore, replicating the success of BNZ, and grow active users, transaction values and revenues in this market
- V Close additional strategic channel partnerships in Malaysia

THANK YOU

Contact us, we love to hear from you so get in touch.

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