



Axsesstoday

FY18 Results

& FY19 GUIDANCE

*Akses*today | FY18 Results Presentation

HIGHLIGHTS

BUSINESS UPDATE

FINANCIALS

OUTLOOK



Year at a glance

Our fintech platform

Our customer proposition

Positioned for rapid growth

Our market opportunity

100% Increase of
Net Receivables
over pcp to
\$336m

\$514m In Gross
Receivables

\$7m Increase of
NPAT by
94% over pcp

11.8c Basic
EPS

**New
Securitisation**
program established

**Youngest
Australian company**
to issue a Simple Corporate Bond

More than
**11,000 SME
end customers**

Canadian business passes
**A\$1.7m
in originations**

Best in class customer and merchant experience

- › Real time credit approvals
- › Automated credit bureau and identity verification



Sustained cost advantage

Ultra efficient administration

- › Advanced customer and introducer application portals
- › New customer log in screens



Strong market share gains

Scalable credit risk management

- › Implementation of proven score cards being installed into system
- › Initiative planned for machine learning to optimise credit decisions



Stable credit performance

Optimised funding

- › Continuous interest cost optimisation
- › Initiative planned for real time re-balancing of portfolio across funding lines



Reducing cost of funds

Unique financing solution

Offering flexible facilities for SMEs

- › Amortising operating lease (no residual/bullet), chattel mortgage and other finance products offered
- › Flexible features with annual payment options
- › Hospitality structured with reducing payments throughout the term
- › All loans are secured by PPSR over equipment and personal guarantees

Powered by technology

Speed of acceptance benefiting merchant and customers

- › Seamless end to end system
- › Integrated front end customer origination platform and back end loan management system
- › Bank statements reviewed and assessed by IT system followed by credit analyst
- › Accelerated investment in IT systems to increase capacity to support growth and continue to improve operating leverage

Alignment with retail merchants

Providing access to customers with untapped potential for future sales

- › Strong distribution channels
- › White label offering to selective retail merchants
- › Strong brand awareness
- › Tailored and strategic marketing materials
- › Development of innovative offering to further entrench channels

FY 2012
Disruptive digital financing launched

Commenced operations in response to a need for a unique product offering and enhanced through a compelling digital finance solution

FY 2014
Expansion into transport vertical

Expanded into transport and trial into other sectors following strong customer demand

FY 2017
Launched SME business loans

Successful launch of business loans leveraging digital expertise

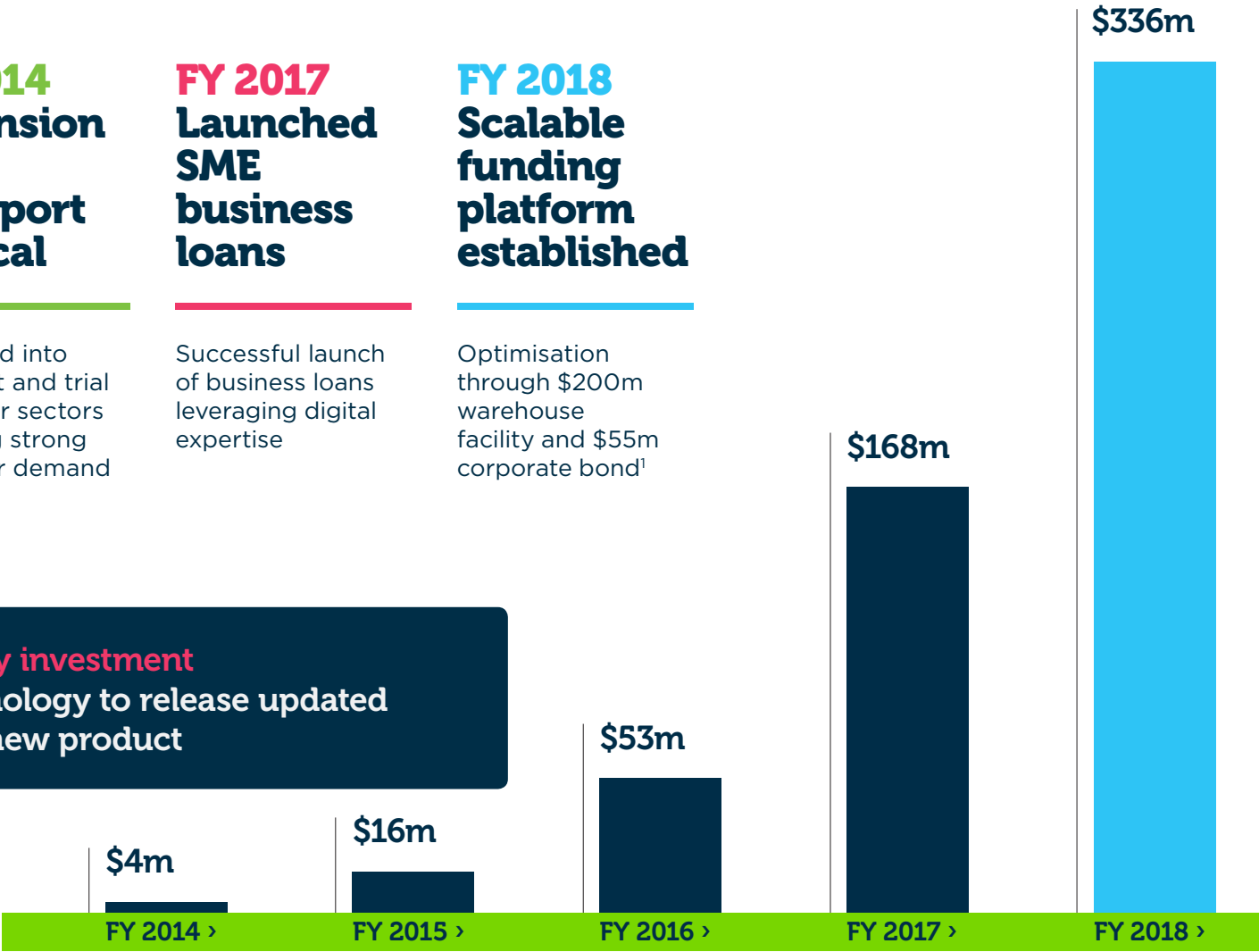
FY 2018
Scalable funding platform established

Optimisation through \$200m warehouse facility and \$55m corporate bond¹

Significant technology investment

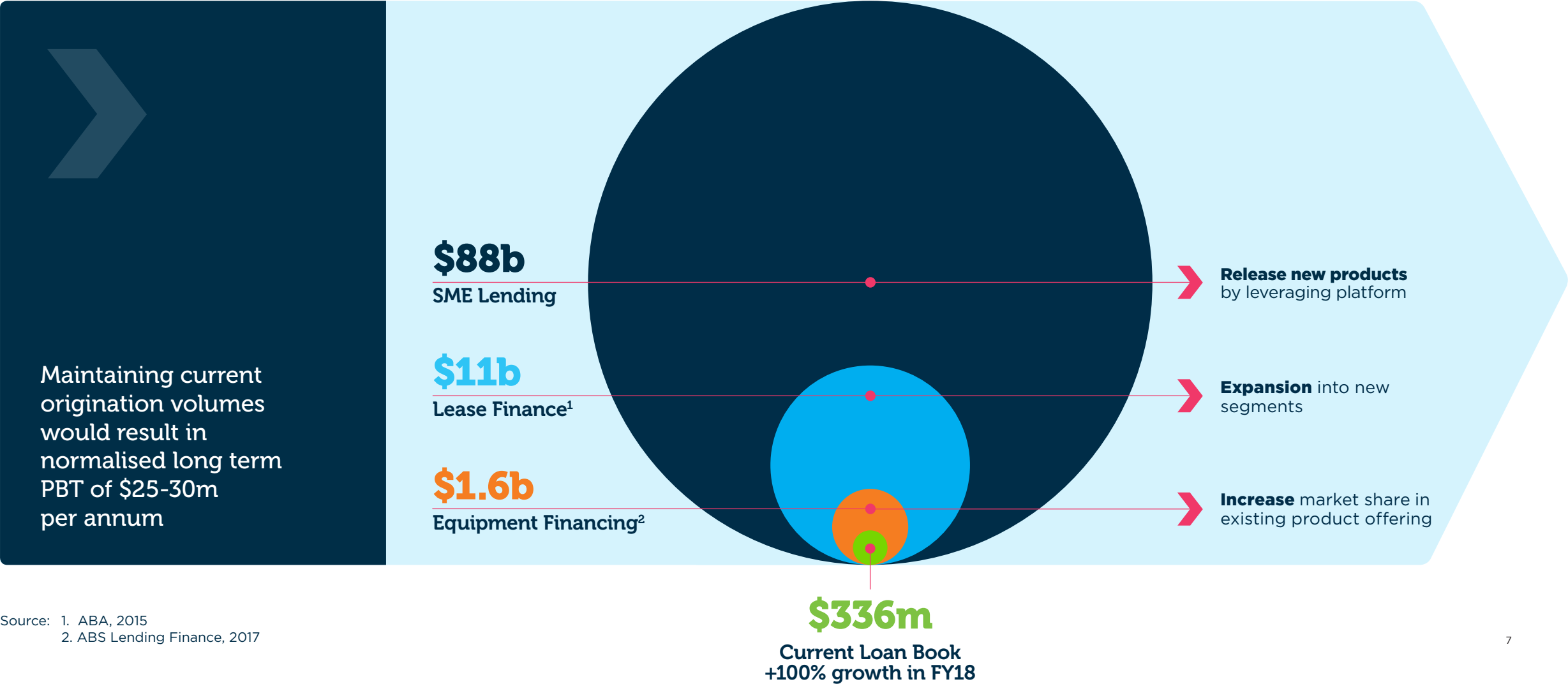
Investment into technology to release updated platform and design new product

NET LOANS



Now positioned for **rapid growth** following 6 years of product development and technology investment

¹ Simple Corporate Bond settled July 2018



Source: 1. ABA, 2015
2. ABS Lending Finance, 2017

Aksesstoday | FY18 Results Presentation

HIGHLIGHTS

BUSINESS UPDATE

FINANCIALS

OUTLOOK



FY18 highlights

Operational growth across
all core business units

Portfolio growth

Revenue and finance
costs

Operational growth

- › Consistent and strong performance in all operating metrics
- › Upgraded NPAT guidance achieved

Increased market share

- › Continued rapid market share growth
- › Loan receivables increasing by 100% in FY18

Origination focus

- › Current origination volumes forecast to deliver double digit growth EPS

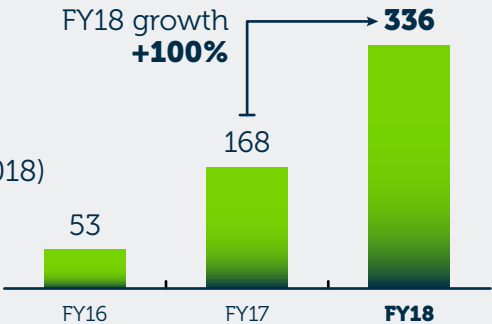
Technology upgrade

- › Substantial investment in technology
- › Second major core systems and platforms upgrade due in late 2018

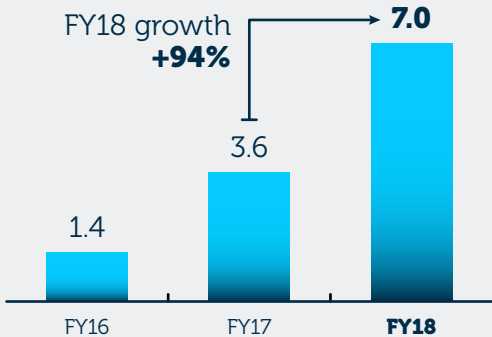
Funding optimisation

- › \$200m securitisation warehouse facility and \$55m Simple Corporate Bond
- › \$32m in oversubscribed equity capital raised in FY18

NET LOAN RECEIVABLES
(\$m as at 30 June 2018)



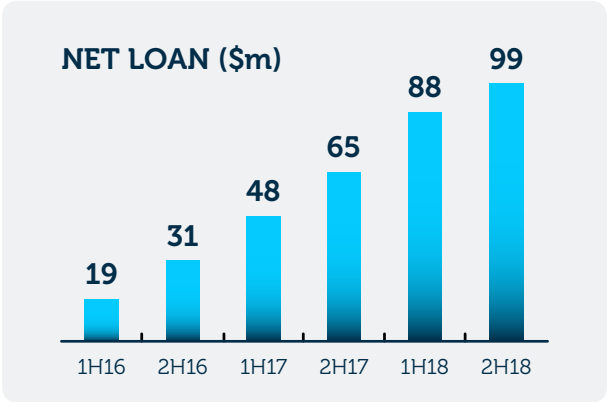
UNDERLYING NPAT
(\$m)



EQUIPMENT FINANCING

Hospitality

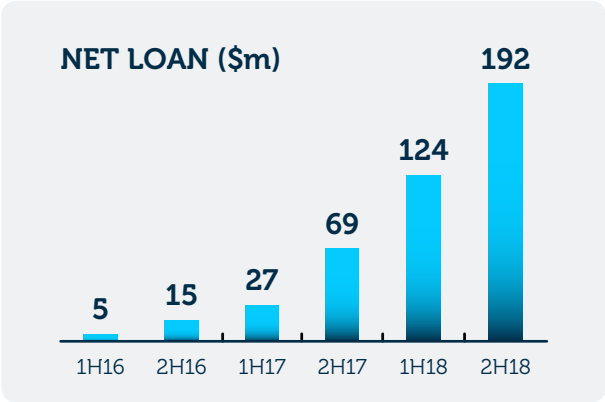
Includes coffee machines, display units, cooking equipment



Net loans	\$99m
Gross loans	\$145m
Average contract size	\$16k
Average contract life	50 months
Customers	5,405

Transport

Includes second hand trucks, trailers, forklifts, light commercial vehicles and tools of trade

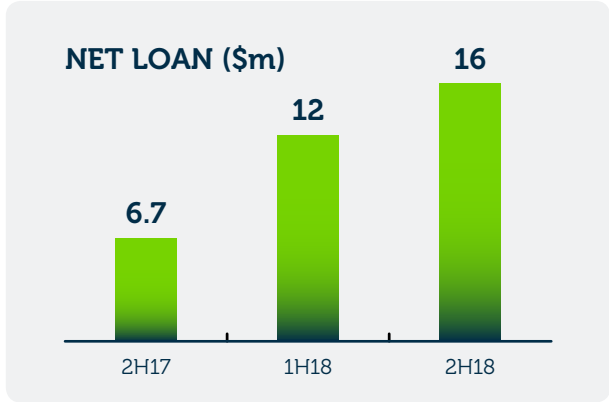


Net loans	\$192m
Gross loans	\$214m
Average contract size	\$50k
Average contract life	58 months
Customers	2,094

BUSINESS LOANS

All Sectors

Initially working capital funding in hospitality and transport, currently expanding to all industries



Net loans	\$16m
Gross loans	\$18m
Average contract size	\$21k
Average contract life	12 months
Customers	729

* Equipment Finance and Business Loans are listed in detail. Does not include breakdown of all sectors.

Consistent and rapid loan book growth to \$336m as at 30 June 2018

ASSETS UNDER MANAGEMENT
(Net Receivables \$m)

FY18 growth
+100%



Average gross value expected to increase based on expansion of introducer network

GROSS WEEKLY ORIENTATION VOLUMES
(\$m)

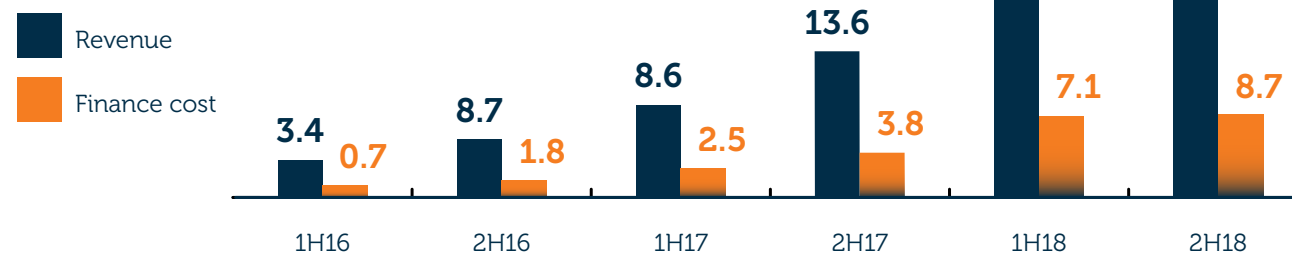
PCP growth
+47%



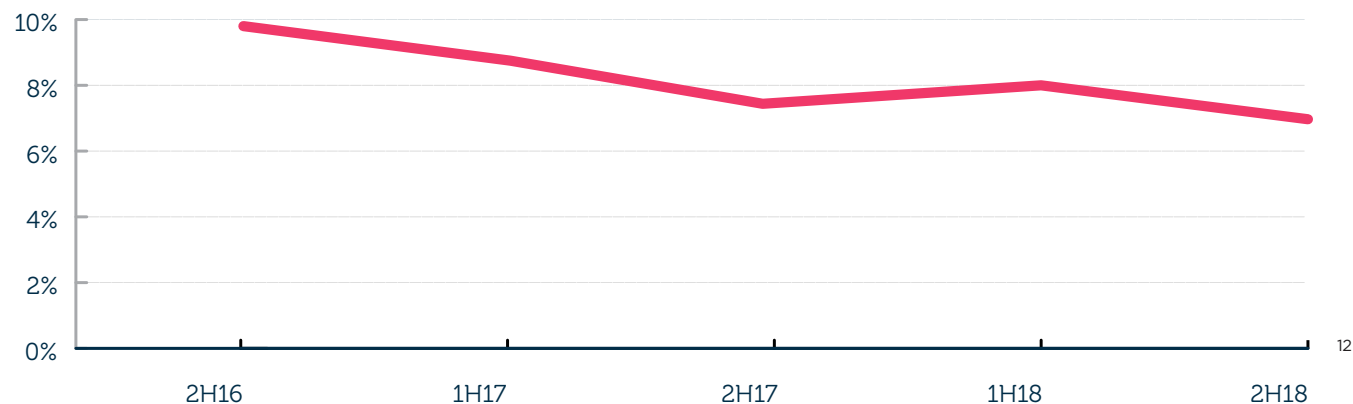
Both revenue and finance costs continue to improve through portfolio growth

Optimisation of Aksesstoday's capital structure continues to reduce annualised funding costs

REVENUE AND FINANCE COSTS HALF YEAR BASIS (Net Receivables \$m)



AVERAGE ANNUALISED FUNDING COSTS (%)



Aksesstoday | FY18 Results Presentation

HIGHLIGHTS

BUSINESS UPDATE

FINANCIALS

OUTLOOK



Financial results

Profit and loss

Balance sheet

Funding update

KEY FINANCIAL METRICS (\$)

	FY18	FY17	Change (YoY)
Loan receivables	\$336m	\$168m	+100%
Revenue	\$50.8m	\$22.2m	+129%
EBITDA	\$26.3m	\$11.4m	+130%
NPBT	\$10.2m	\$5.2m	+97%
NPAT	\$7.0m	\$3.6m	+94%
EPS (basic)	11.85cps	10.52cps	+13%



Strong growth in all key operating metrics

\$336m loan book will deliver 80-100% revenue growth in FY19

	FY18 (m)	FY17 (m)	Variance
Portfolio Income	\$50.8	\$22.2	129%
Finance Expenses	(\$15.8)	(\$6.2)	157%
Net Portfolio Income	\$34.9	\$16.0	118%
Loan Impairment Expense	(\$7.3)	(\$2.5)	188%
Employee Expenses	(\$9.4)	(\$4.8)	95%
Administration & Marketing Expenses	(\$3.3)	(\$1.6)	108%
Operating Expenses	(\$4.8)	(\$1.9)	148%
NPBT	\$10.2	\$5.2	97%
EBITDA	\$26.3	\$11.4	130%
NPAT	\$7.0	\$3.6	94%

	FY18 (m)	FY17 (m)	Variance
Assets			
Cash	\$11.6	\$2.4	383%
Receivables	\$335.9	\$167.4	101%
Other Assets	\$12.0	\$7.4	62%
Total Assets	\$359.5	\$177.2	103%
Liabilities			
Trade Payables	\$3.5	\$3.3	6%
Senior Debt	\$58.2	\$59.9	(3%)
Corporate Bonds	\$78.2	\$77.7	1%
Securitised Notes	\$144.0	n/a	n/a
Other Liabilities	\$5.9	\$3.0	96%
Total Liabilities	\$289.8	\$143.9	101%
Equity	\$69.7	\$33.3	109%

	30 Jun 2018	31 Dec 2017
Funds available		
Securitisation warehouse ¹	\$200m	n/a
Senior debt	\$65m	\$178m
Series II Notes	\$30m	\$30m
Subordinated Notes	\$50m	\$50m
Simple Corporate Bond ²	\$55m	n/a
Total funds available	\$400m	\$258m
Funds utilised		
Total utilised	\$280m	\$220m
Cost of funds ³	7%	8%

Notes: 1. Securitisation warehouse includes \$200m of senior notes provided by Macquarie Bank
 2. Settled July 2018
 3. Average cost of funds over a 6 month period

Significant funding optimisation over the last 6 months achieved

Potential for further funding capacity and reduced funding cost through:

1. Refinance debt facilities:

Refinance debt facilities through current market opportunities to enable greater flexibility and continue to lower funding costs

2. Access to diversified funding sources:

Multiple funding sources and access to debt capital will enable accelerated growth

3. Securitisation increases available leverage:

Improving funding structure provides ability to increase leverage, unlock capacity and increase shareholder returns

4. Investment in Finance function:

Experienced team to focus on capital efficiency and return on equity

Streamlined approvals and administration processes

Robust credit controls enabling attractive risk adjusted returns

Improved by high repayment profile and recoveries

Portfolio performance better than industry benchmarks



Credit quality remained consistent in line with portfolio maturity and policy changes

Arrears recognition policy was updated during 2H18 to be consistent with securitisation and industry practice:

- › Transitional changes ahead of AASB 9 implementation to occur 1 July 2018
- › An updated approach to 30 day and greater arrears policy to reflect industry best practice

Impairment provision budgeted for in FY19 under new dynamic AASB 9 provisioning and in line with industry standards.

FY18 Impairments

at 1.6% of net receivables

Resulted in

**bolstered reserves
from \$1.9m to \$3.9m**

(+105% over pcip)

**AASB 9 impact
incorporated**

in FY19 guidance of \$12.5-13.0m

Aksesstoday | FY18 Results Presentation

HIGHLIGHTS

BUSINESS UPDATE

FINANCIALS

OUTLOOK



Continued revenue growth

Strong growth in NPAT

End to end industry leading fintech platform

Financial results

Summary

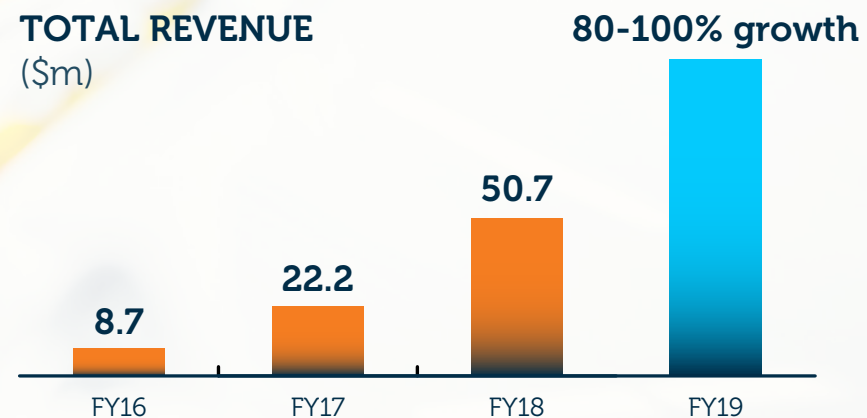
Strong revenue growth expected to continue in FY19



+80-100% revenue growth forecast in FY19
driven by continued net loan book growth

Excludes impact from new sectors or
products released in FY19

Strong origination volumes expected
across FY19



FY19 NPAT guidance

➤ +80% increase driven by improved operating leverage and loan book growth

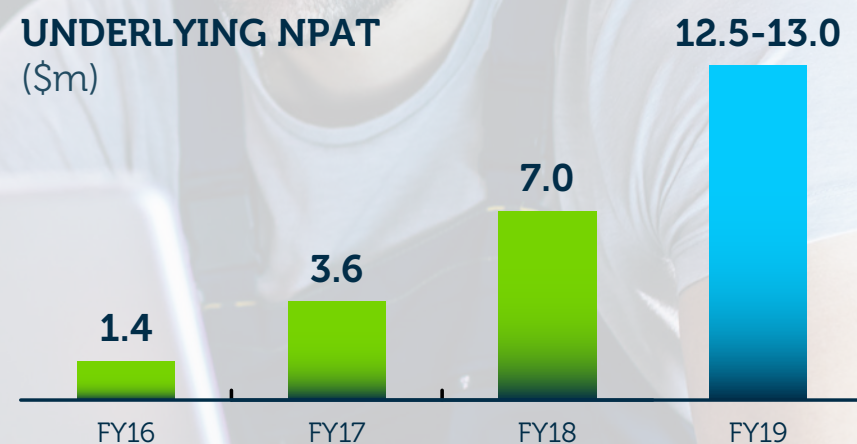
Operating margin expected to improve with scale

Implementation of funding initiatives expected to reduce costs in FY19¹

Excludes balance sheet and cash flow impact of investment in new sectors or products planned for commencement in FY19

¹Excludes one-off refinance costs

UNDERLYING NPAT
(\$m)



We understand the financial needs of SMEs and have built a platform ready to scale



- › New sectors to commence in FY19
- › New products to be launched in FY19
- › Significant value creation through leveraging existing introducers and end customers

Revenue and profit from the growth opportunities not reflected in FY19 earnings guidance

MAJOR SHAREHOLDERS

Total institutional ownership	43.65%
Total retail ownership	25.41%
Board	30.94%

FINANCIAL INFORMATION

Share price (23 August 2018)	\$2.45
Number of shares	65.2m
Market Capitalisation	\$159.7m
52 week high	\$2.60
52 week low	\$1.46

**BOARD OF DIRECTORS****Kerry Daly**

Non-Executive
Chairman

Kerry has 31 years experience across the financial services industry at Managing Director and Non-executive Director level.

Kerry was the inaugural Managing Director of the Rock Building Society Limited and initiated its ASX listing in 1992.

Directorships in previous 3 years – Collection House Limited and Trustees Australia Limited.

**Peter Ferizis**

CEO and Managing
Director

Peter is the Co-Founder and Managing Director of Axsesstoday and is central to the business's success.

Peter has over 15 years experience as an investment banker and institutional investor with a focus on credit, lending and equity investments.

Peter has overseen the growth of Axsesstoday to become a leading SME financier, leveraging its best-in-class technology platform

**Matthew Reynolds**

Non-Executive
Director

Partner of Thomson Geer lawyers with expertise in capital markets and mergers and acquisitions.

Current non-executive director of ASX listed company Bubs Australia Limited and non-executive director and chairman of P2P Transport.

Non-executive director of public unlisted company Licella Limited.

**Yaniv Meydan**

Non-Executive
Director

Yaniv brings investment, strategic and financial expertise to Axsesstoday.

Yaniv has been the Managing Director of Meydan Group since 1997, a diversified high net worth family investment group.

**Michael Sack**

Non-Executive
Director

Michael has extensive financial services experience and has held the following positions in Australia: Head of ANZ Private Bank Victoria (ANZ Bank) and Head of Growth & Acquisition Finance (Investec Banking Group).

In South Africa Michael was a Senior Manager and Head of Pretoria for Mercantile Bank.

Michael also served as the Managing Director of Mercantile Asset management.



SME focused lender with a disruptive fintech platform



Point of sale

Innovative point of sale technology



Rapid growth

Loan book growth to \$336m in FY18 (up +100% YoY)



Technology focus

Significant investment into core technology platform over 6 years



Increasingly profitable

\$7.0m FY18 NPAT achieved the twice upgraded guidance



Customer friendly

Over 11,000 customers

This presentation (Presentation) has been prepared by Aksesstoday Limited (Aksesstoday) and is a summary overview only of the current activities of Aksesstoday. This Presentation does not purport to be complete or provide all information which is necessary in order to assess whether to acquire Shares in Aksesstoday. This Presentation does not constitute a recommendation with respect to Aksesstoday and whether a recipient of this Presentation (Recipient) should invest or recommend an investment in Aksesstoday.

All figures within this presentation pack are presented in Australian Dollars unless otherwise noted.

This Presentation includes certain financial measures that are not recognised under International Financial Reporting Standards (IFRS). Such non-IFRS financial measures do not have a standardised meaning prescribed by IFRS and may not be comparable to similarly titled measures prescribed by other entities and should not be construed as an alternative to other financial measures determined in accordance with IFRS. The non-IFRS financial measures

in this Presentation is presented to assist the Recipient make appropriate comparisons with prior periods and to assess the operating performance of the business of Aksesstoday. Aksesstoday uses these measures to assess the performance of Aksesstoday's business and believes that information is useful to Recipients. Gross Transaction Value, EBITDA and EBIT have not been reviewed or audited. Recipients are cautioned not to place undue reliance on any non-IFRS financial measures included in this Presentation.

This Presentation should be read in conjunction with Aksesstoday's disclosures lodged with the Australian Securities Exchange, including Aksesstoday's full year results lodged with the Australian Securities Exchange.

The Presentation does not constitute an offer for or an invitation to subscribe for Shares or invest in Aksesstoday. An investment in Aksesstoday is subject to investment and other known and unknown risks.

The Presentation does not constitute investment, legal, accounting, regulatory, taxation or other advice

and has been prepared without taking into account the objectives, financial situation or needs of entities or individuals. A Recipient must not use the information contained in this Presentation as a basis for investing in Aksesstoday or recommending an investment in Aksesstoday. Prior to making an investment decision, prospective investors should undertake their own independent review, investigations and analysis of Aksesstoday, consider the appropriateness of the information in this Presentation having regard to their own objectives, financial situation and needs. Seek further information if required and seek such advice as the Recipient considers appropriate including legal and taxation advice appropriate to their jurisdiction.

Aksesstoday and its directors, officers, associates, contractors and employees and associated companies and businesses (collectively 'the Providers') make no representations or warranties, express or implied, or provide any guarantees regarding the likely investment returns, the performance of Shares in Aksesstoday, the suitability of Shares for any investor,

any particular tax treatment or the accuracy, completeness or adequacy of information contained herein or any accompanying management presentation. Except insofar as liability under any law cannot be excluded, the Providers have no liability to the Recipient or any other person arising in respect of the information contained in this Presentation or in any way for errors and omissions (including responsibility to any person by reason of negligence). To the maximum extent permitted by law, Aksesstoday excludes all liability for any loss (including consequential loss or damage), suffered or incurred by the Recipient or any other person, however caused (including negligence) as a result of the use of, or reliance on, this Presentation. Aksesstoday is under no obligation to correct, update or revise this Presentation or anything referred to in this Presentation which comes to its attention after the date of publication, whether as a result of new circumstances affecting Aksesstoday or otherwise.

Any opinions expressed in this Presentation are statements of Aksesstoday as of the date of

publication and are subject to change without notice. This Presentation may contain forward looking statements including statements regarding our intent, belief or current expectations with respect to Aksesstoday's business and operations, market conditions, results of operations and financial condition, capital adequacy, specific provisions and risk management practices.". These forward looking statements are provided as a general guide and should not be relied upon as an indication or guarantee of future performance. They are by their nature, only predictions and are subject to inherent risks and uncertainty. The Providers do not give any assurance as to their accuracy. These statements are based on current expectations, estimates and projections about Aksesstoday's business, the industry in which it operates and management's beliefs and assumptions. Such matters require subjective judgment and analysis and may be based on assumptions which are incorrect. A Recipient should undertake their own independent review to determine the accuracy and robustness of the forward looking statements.

A close-up photograph of a person's hand holding a tangled string of warm white LED lights. The background is a solid light blue. A large, dark blue, stylized 'X' graphic is overlaid on the right side of the image. The text 'Thank You' is centered over the hand and lights.

Thank You