

MARKET UPDATE – IMPACT OF COVID-19

Sydney, AUS, Tuesday 24th March 2020: Mint Payments Limited (ASX:MNW) (“Mint” or “the Company”) provides an update on recent trading conditions and its response to the impact of the COVID-19 outbreak. Please note that the information contained in this market announcement is based upon current unaudited management accounts and has not been independently reviewed or verified.

March Quarter Trading Update

Prior to significant travel restrictions coming into effect as a result of COVID-19, Mint recorded solid increases in total transaction value (“TTV”) across January and February 2020 (relative to the comparable periods in 2019).

Total Transaction Value	2020	2019	%
January	\$74m	\$63m	+17%
February	\$78m	\$70m	+11%

In assessing March’s performance to date, we have seen a material decline in TTV from our Direct Travel channel and expect the recent expanded travel restrictions to further impact the Company’s TTV moving forward. We continue to monitor this channel closely and will provide a further update on trading volumes at the end of the March quarter. Mint’s other (non-travel) channels are currently performing as budgeted and the Company has continued to acquire merchants across its Direct channel.

Withdrawal of Previous Statements

Due to the continued uncertainty of the duration and scale of COVID-19, the Company has withdrawn its previously released statements that it expects to be cash flow positive in 2020.

Cost Initiatives

Mint is taking careful steps to mitigate the impact of COVID-19 including the implementation of a company-wide cost reduction programme that will reduce fixed and variable costs across the business. These initiatives are expected to reduce the Company’s monthly cash overheads by approximately 30%.

As the first stage of the cost reduction programme, the Company advises that for the remainder of the financial year:

- + the Chairman and non-executive Directors will take no fees;
- + the Group CEO will take a 30% salary reduction; and
- + senior management and the Executive team will take a 20 – 25% salary reduction.

Additional Funding Secured

In light of the unprecedented market environment and to allow Mint to navigate this period from a position of funding certainty, the Company has secured a further \$1.5m in finance facilities from its existing lender (and major shareholder) Roadhound Electronics (on equivalent terms to the current facility in place with Roadhound Electronics).

This additional facility, along with existing facilities and cash, gives the Company available cash of approximately \$4.5m.

With the available cash and cost control measures the Company has put in place, Mint is in a strong position to work through the current COVID-19 crisis and importantly, to continue to develop product solutions and updates that will maximise growth opportunities once trading conditions normalise.

Business Continuity Initiatives

On an operational note, it is important to highlight that Mint has robust plans in place to maintain continuity of payment services to its customers. Mint's Business Continuity Plans ("BCP") are being tested and reviewed regularly to ensure we can respond to this crisis accordingly. This has occurred seamlessly with no disruption to our service. The BCP will be reviewed regularly by Mint's Executive team so that we maintain safe working conditions for our staff over the coming weeks and months.

Once again, Mint would like to thank its customers and shareholders for their ongoing support of its business and its thoughts go out to all who have been affected in any way by these current and unprecedented times.

Authorised by Alex Teoh, Group CEO

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Investor & media enquiries

Alex Teoh
Group CEO
Alex.Teoh@mintpayments.com
+61 (0)2 8752 7888

About Mint Payments Limited

Mint Payments helps companies of all sizes transact in more rewarding ways – whenever, wherever and however the world wants to pay.

With a focus on Travel, Hospitality, On-The-Go and White-Label clients across Asia Pacific, Mint Payments offers a seamless, omni-channel payment suite that helps customers unlock profits, launch pioneering payment products, and enjoy more rewarding experiences. Online, in-store, in-app and beyond.

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