

## ASX release

26 May 2025

### Way2VAT Investor presentation

Way2Vat Limited (“Way2Vat” or the “Company”) releases its investor presentation, which Chief Executive Officer Amos Simantov will speak to today at the Company’s investor webinar, followed by a Q&A session.

To register for the investor webinar at 11:00am AEST today, please use the following link:

[https://us02web.zoom.us/webinar/register/WN\\_5GIznfHKSQSY-0AqMUSkOw](https://us02web.zoom.us/webinar/register/WN_5GIznfHKSQSY-0AqMUSkOw)

**ENDS**

*Authorised for release to the ASX by the Board of W2V.*

For more information, please contact:

**Amos Simantov**

W2V Founder & CEO

[amos@way2vat.com](mailto:amos@way2vat.com)

#### **About Way2VAT**

Way2VAT is a global fintech leader in automated VAT/GST claim and return solutions in over 40 countries and in over 20 languages, serving hundreds of enterprise businesses worldwide. Way2VAT owns and operates a patented artificial intelligence technology that powers the world’s first fully automated, end-to-end VAT reclaim platform.

Established in 2016, Way2VAT is headquartered in Tel Aviv with offices in the United Kingdom, Spain, and Romania. It has over 70 employees, and more than 400 global enterprise clients.

[www.way2vat.com](http://www.way2vat.com)



One Vision. Four Pillars.  
**The Era of eW2V Begins.**



# Disclaimer

## NOT AN OFFER OF SECURITIES

This document has been independently prepared by Way2Vat Ltd (W2V) and is provided for informational purposes only.

This document does not constitute or contain an offer, invitation, solicitation or recommendation with respect to the purchase or sale of any security in W2V. This document does not constitute an offer to sell, or a solicitation of an offer to buy, any securities in any jurisdiction (in particular, the United States), or a securities recommendation. This document is not a prospectus, product disclosure statement or other offering document under Australian law or any other law, and will not be lodged with the Australian Securities and Investments Commission.

## Summary information

This document contains a summary of information about W2V and its activities that is current as at the date of this document. The information in this document is general in nature and does not purport to be complete or to contain all the information which a prospective investor may require in evaluating a possible investment in W2V or that would be required in a prospectus or a product disclosure statement prepared in accordance with the Corporations Act 2001 (Cth) (Corporations Act).

## No liability

The information contained in this document has been prepared in good faith by W2V, however no guarantee representation or warranty expressed or implied is or will be made by any person (including W2V and its affiliates and their directors, officers, employees, associates, advisers and agents) as to the accuracy, reliability, correctness, completeness or adequacy of any statements, estimates, options, conclusions or other information contained in this document.

To the maximum extent permitted by law, W2V and its affiliates and their directors, officers employees, associates, advisers and agents each expressly disclaims any and all liability, including, without limitation, any liability arising out of fault or negligence, for any loss arising from the use of or reliance on information contained in this document including representations or warranties or in relation to the accuracy or completeness of the information, statements, opinions, forecasts, reports or other matters, express or implied, contained in, arising out of or derived from, or for omissions from, this document including, without limitation, any financial information, any estimates or projections and any other financial information derived therefrom.

- Statements in this document are made only as of the date of this document unless otherwise stated and the information in this document remains subject to change without notice. No responsibility or liability is assumed by W2V or any of its affiliates for updating any information in this document or to inform any recipient of any new or more accurate information or any errors or mis-descriptions of which W2V and any of its affiliates or advisers may become aware.
- Forward looking statement
- Certain information in this document refers to the intentions of W2V, but these are not intended to be forecasts, forward looking statements or statements about the future matters for the purposes of the Corporations Act or any other applicable law. The occurrence of the events in the future are subject to risk, uncertainties and other actions that may cause W2V's actual results, performance or achievements to differ from those referred to in this document. Accordingly W2V and its affiliates and their directors, officers, employees and agents do not give any assurance or guarantee that the occurrence of these events referred to in the document will actually occur as contemplated.

Statements contained in this document, including but not limited to those regarding the possible or assumed future costs, performance, dividends, returns, revenue, exchange rates, potential growth of W2V, industry growth or other projections and any estimated company earnings are or may be forward looking statements. Forward-looking statements can generally be identified by the use of words such as 'project', 'foresee', 'plan', 'expect', 'aim', 'intend', 'anticipate', 'believe', 'estimate', 'may', 'should', 'will' or similar expressions. These statements relate to future events and expectations and as such involve known and unknown risks and significant uncertainties, many of which are outside the control of W2V. Actual results, performance, actions and developments of W2V may differ materially from those expressed or implied by the forward-looking statements in this document.

Such forward-looking statements speak only as of the date of this document. There can be no assurance that actual outcomes will not differ materially from these statements. To the maximum extent permitted by law, W2V and any of its affiliates and their directors, officers, employees, agents, associates and advisers:

- disclaim any obligations or undertaking to release any updates or revisions to the information to reflect any change in expectations or assumptions;  
do not make any representation or warranty, express or implied, as to the accuracy, reliability or completeness of the information in this document, or likelihood of fulfilment of any forward-looking statement or any event or results expressed or implied in any forward-looking statement; and
- disclaim all responsibility and liability for these forward-looking statements (including, without limitation, liability for negligence).

## Not financial product advice

This document does not constitute financial product advice or take into account your investment objectives, taxation situation, financial situation or needs. This document consists purely of factual information and does not involve or imply a recommendation of a statement of opinion in respect of whether to buy, sell or hold a financial product.

An investment in W2V is considered to be speculative in nature. Before making any investment decision in connection with any acquisition of securities, investors should consult their own legal, tax and/or financial advisers in relation to the information in, and action taken on the basis of, this document.

## Information in this document is confidential

This document and the information contained within it are strictly confidential and are intended for the exclusive benefit of the persons to whom it is given. It may not be reproduced, disseminated, quoted or referred to, in whole or in part, without the express consent of W2V. By receiving this document, you agree to keep the information confidential, not to disclose any of the information contained in this document to any other person and not to copy, use, publish, record or reproduce the information in this document without the prior written consent of W2V, which may be withheld in its absolute discretion.

## Acceptance

By attending an investor presentation or briefing, or accepting, accessing or reviewing this document you acknowledge and agree to the "Disclaimer" as detailed above.

## The release of this presentation was approved by the Board of W2V

## **We are executing a rigorous business plan to expedite profitability.**

- Building the world's leading Digital Tax Processing company
- Our products are based on advanced technology and are built for the AI age. A proven competitive advantage!
- We are expanding TAM from US\$20B/Y to 187B/Y Digital Tax Processing backed by AI technology in a high growth market
- ***2025 will see an inflection point for the business – execution of the business plan will expedite the move to profitability.***



# The Four Pillars Growth Strategy



What We've Built

## The First Pillar: **Global VAT Reclaim**

**A\$125M**

VAT reclaimed  
in four years

**+1M**

invoices processed  
per month

**+40**

Coverage in 40+  
countries

**409**

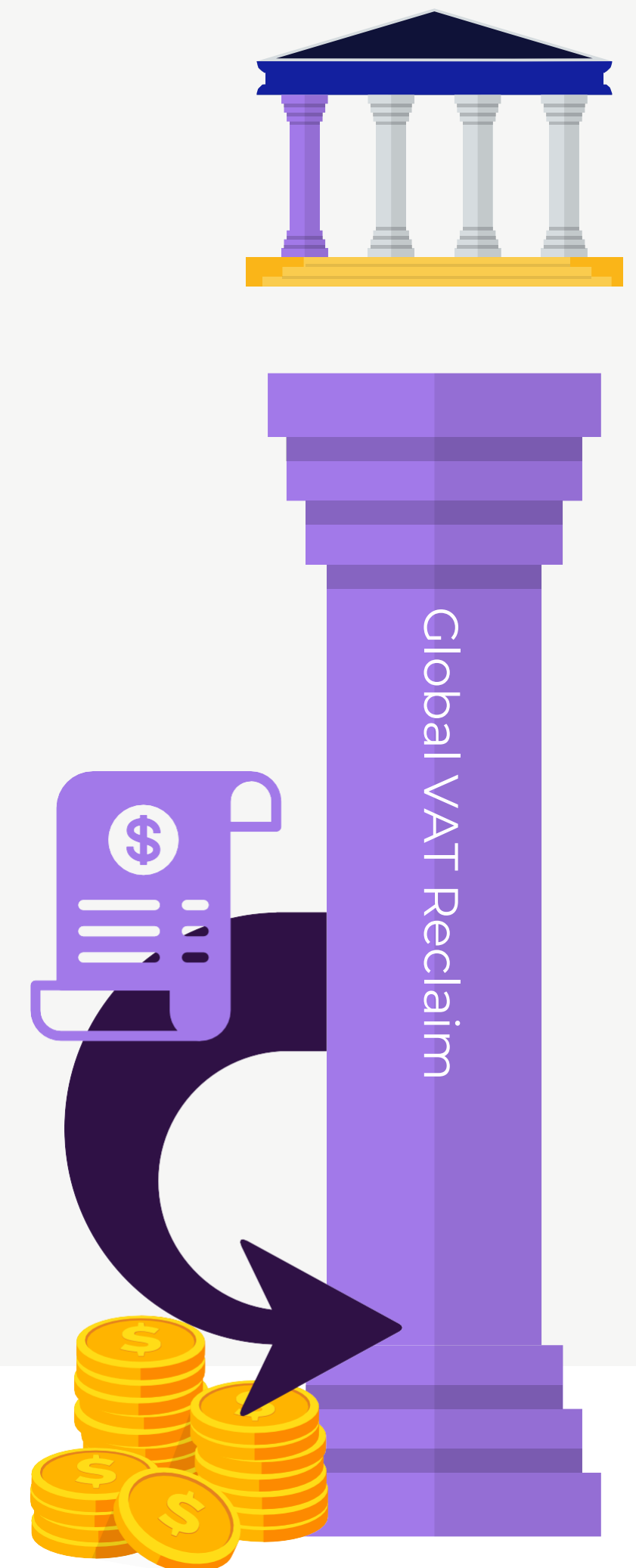
Enterprise clients  
(W2V and Devoluiva)

**2022**

Acquired DevoluIVA  
in 2022 - expanded VAT  
reclaim into Spain

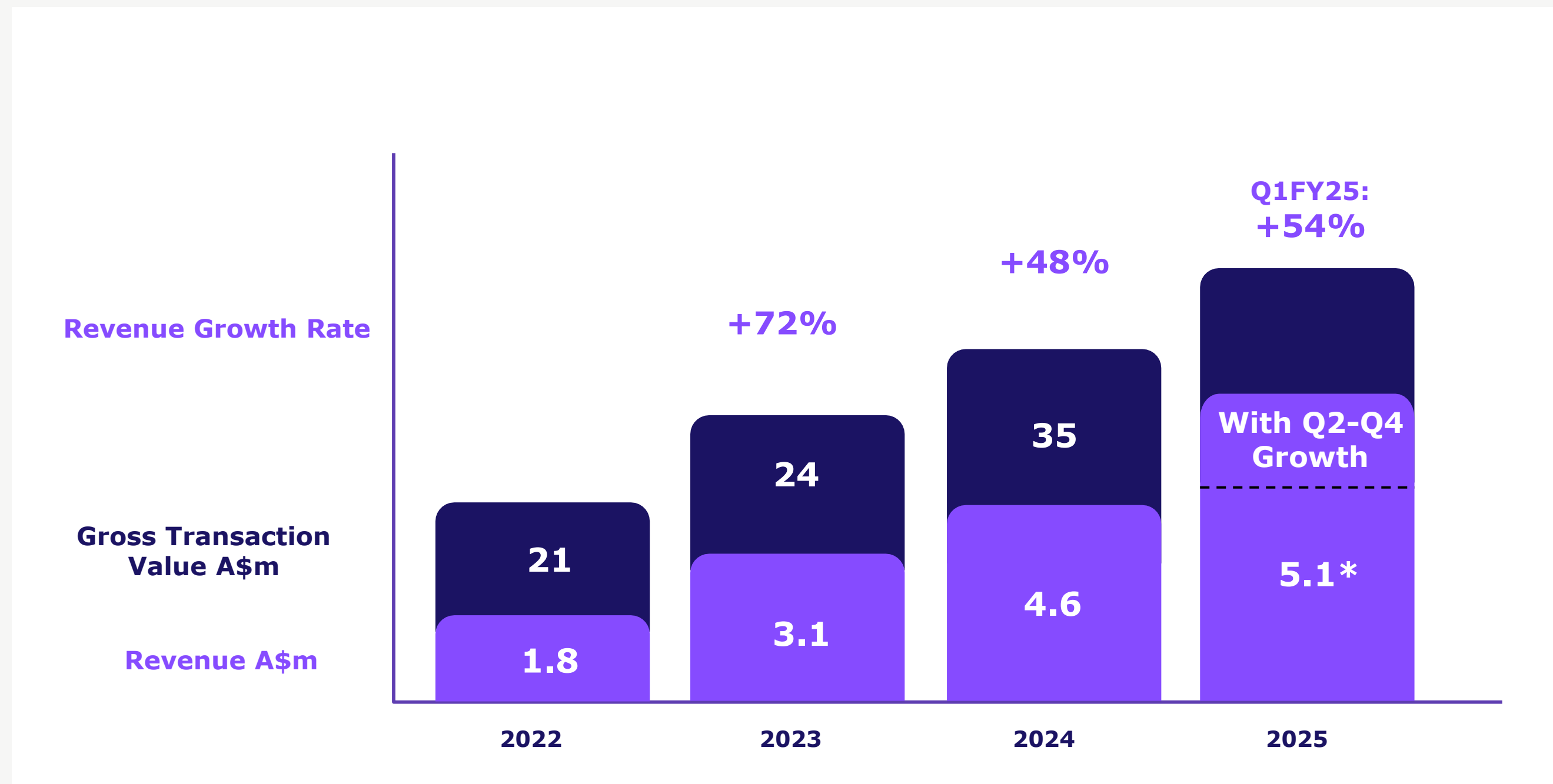
**AI tech**

Built on patented  
AI tech, trusted for  
automation + accuracy

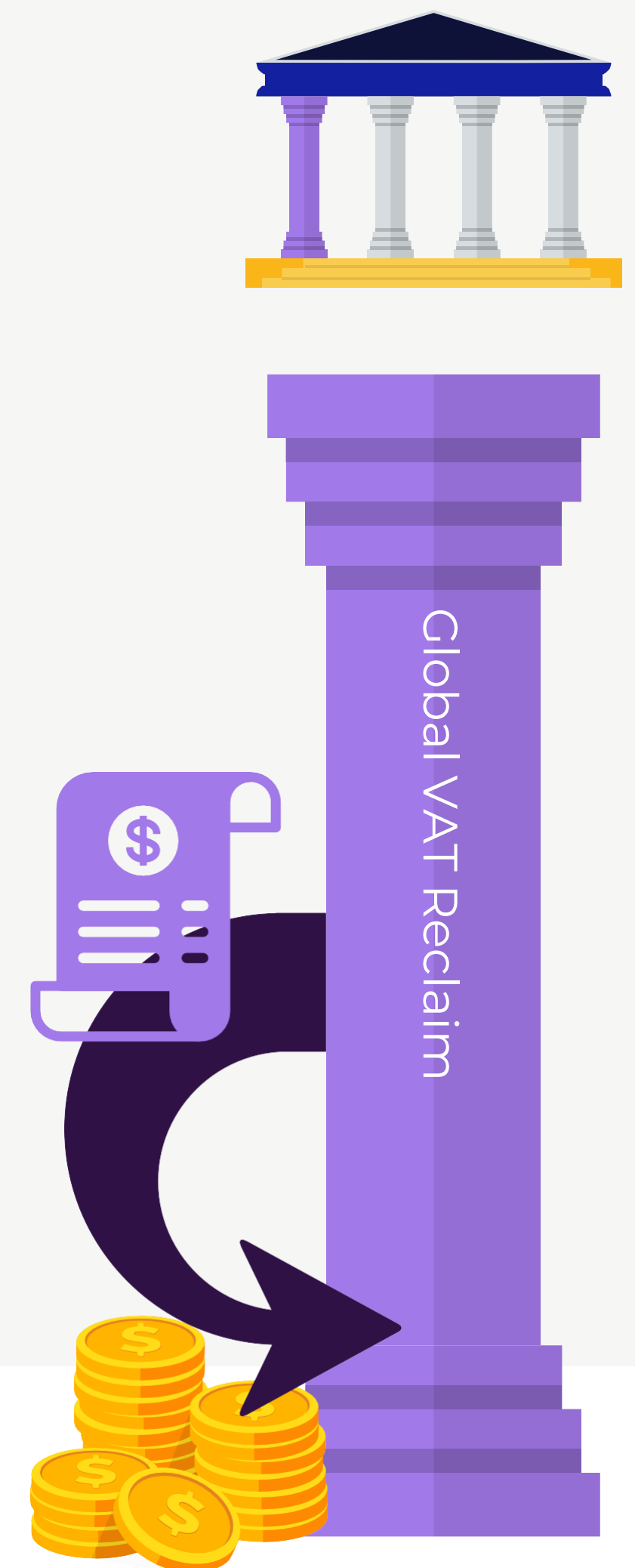


## What We've Built

# The First Pillar: **Global VAT Reclaim**



Note \* - this is annualized reported revenue from Q4FY24 and Q1FY25 as a proforma baseline before growth expected in Q2-Q4 FY25. Q4 and Q1 are W2V's highest and lowest quarters seasonally.



What We've Built

## The Second Pillar: **APAI Real Time Invoice Compliance Validation**



Validates invoices before ERP booking



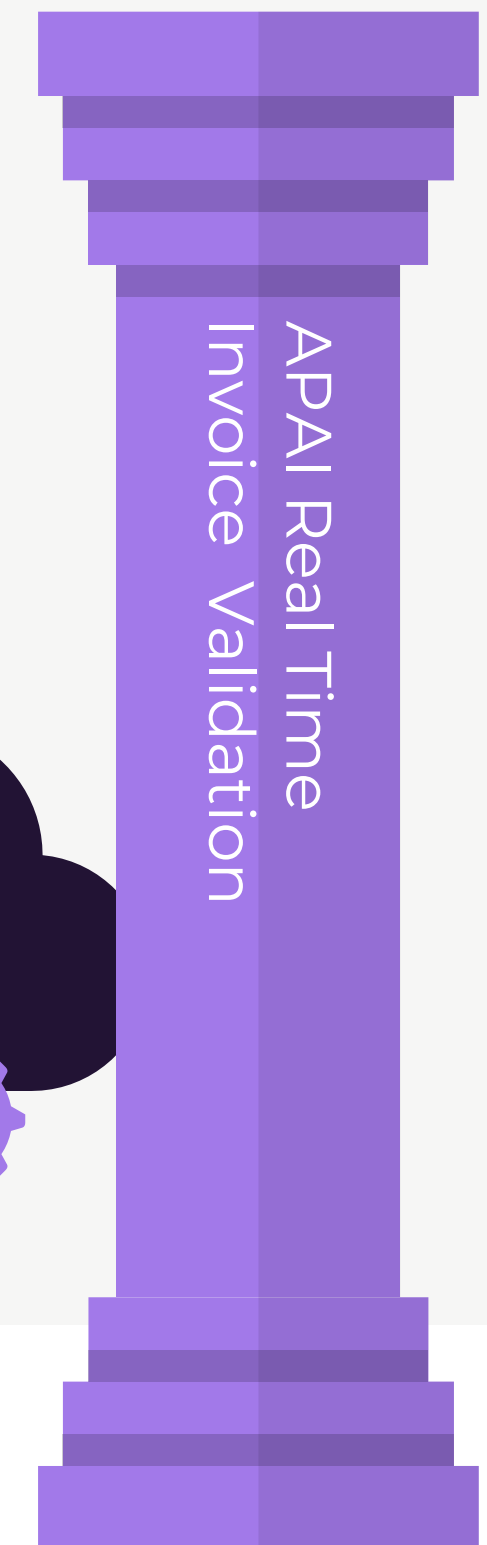
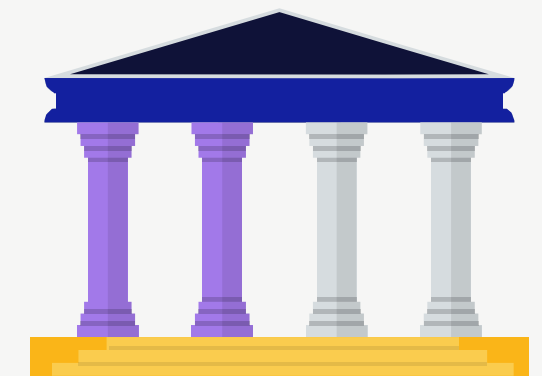
Identifies reclaimable, non-compliant, and at-risk invoices and data



Checks in accordance with VAT & invoicing rules with full audit traceability



Patented AI technology trusted by global enterprises





Why This Pillar - Why Now?

## Invoice Compliance Validation Powered by APAI Technology

- Validation more important than ever – images and e-invoicing
- Technology for real-time invoice analysis not available previously, until W2V's APAI solution
- High demand for a SaaS-based, real-time invoice validation platform to replace manual and outdated processes
- First large enterprise customer now signed up to APAI platform

## What's Next - Becoming a One-Stop Shop

# The Third Pillar: **VAT Compliance Services (Via M&A)**



Scaling invoice compliance validation and VAT reclaim



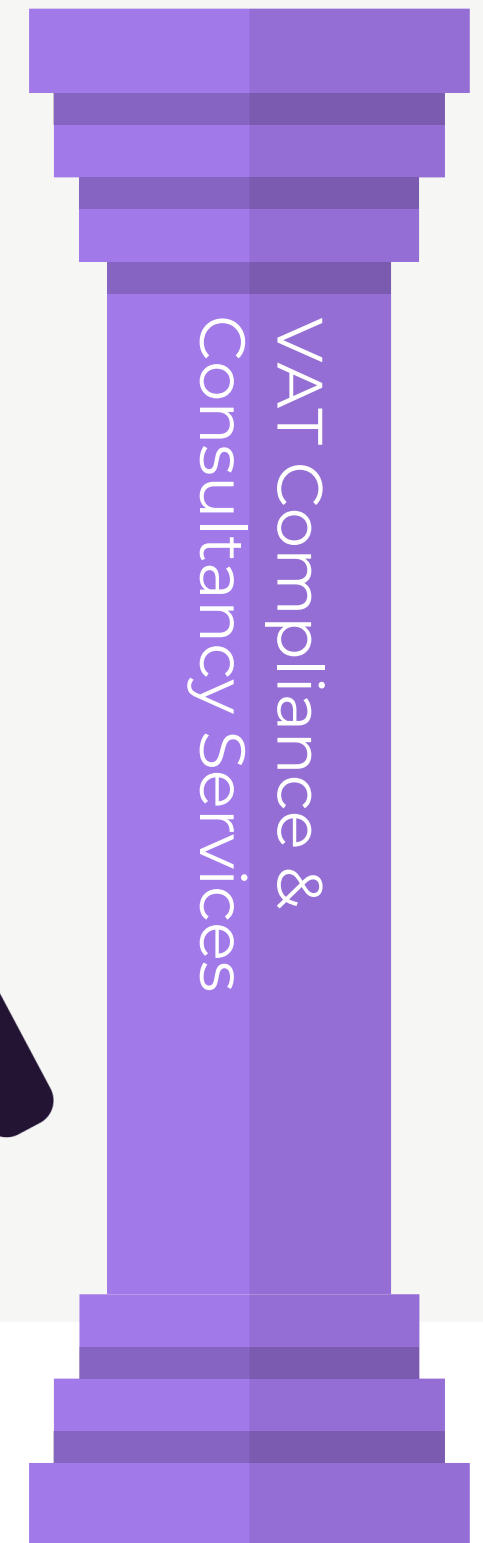
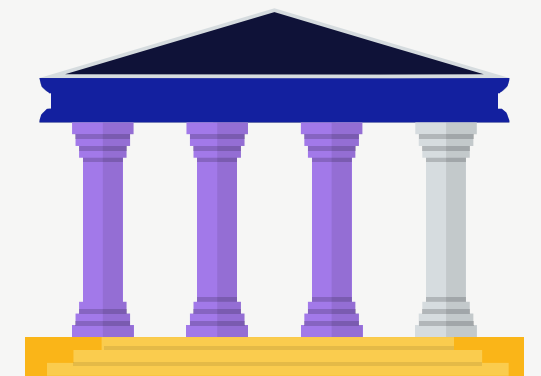
Adding Big-4 grade consultancy via strategic acquisitions



Launching VAT compliance services: registration, filings, audit support



M&A strategy enables regional specialization and service scalability



Why This Pillar - Why Now?

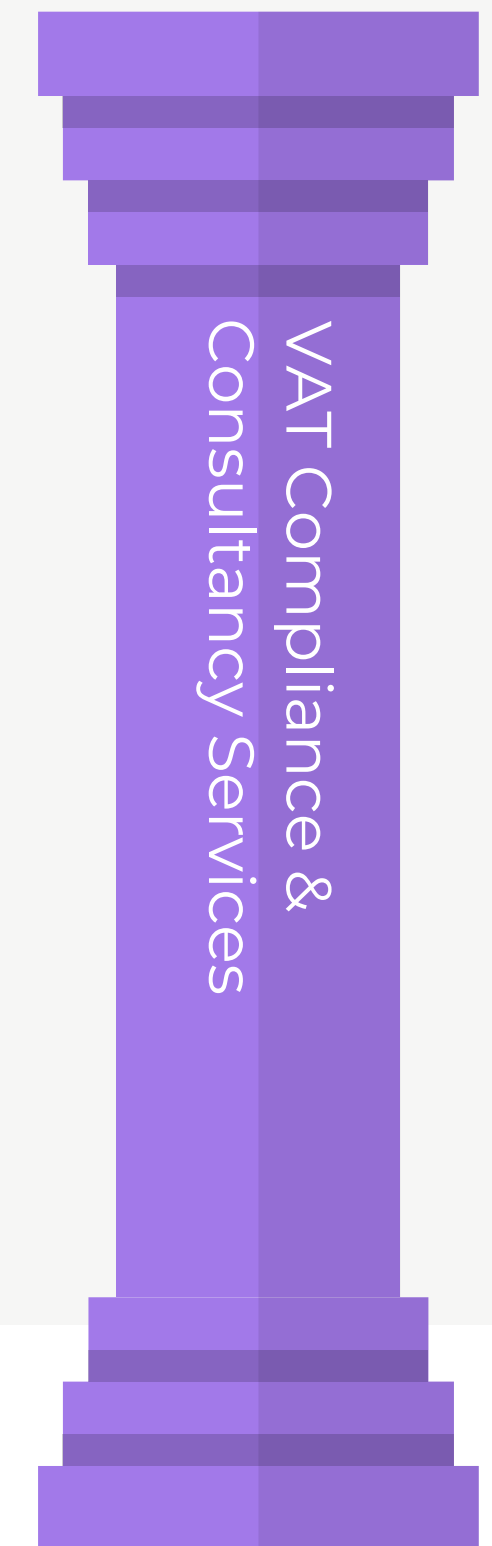
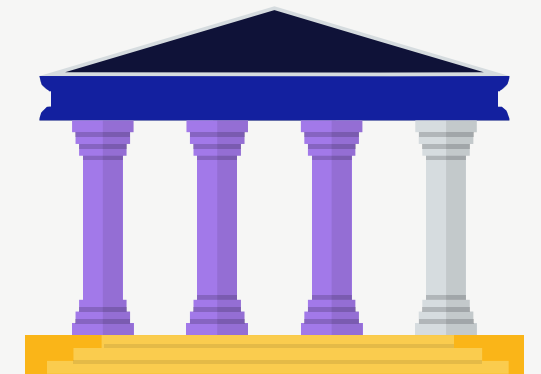
## VAT compliance via AI technology

- VAT compliance is a key feeder for revenue generation across all products and vice-versa
- Key services and technologies for companies needing to comply
- E-invoicing and ERP system integration/update will offer big online consulting opportunities
- M&A approach will enable immediate benefit/execution

## What's Next - Becoming a One-Stop Shop

# VAT Compliance Services – the M&A Opportunity

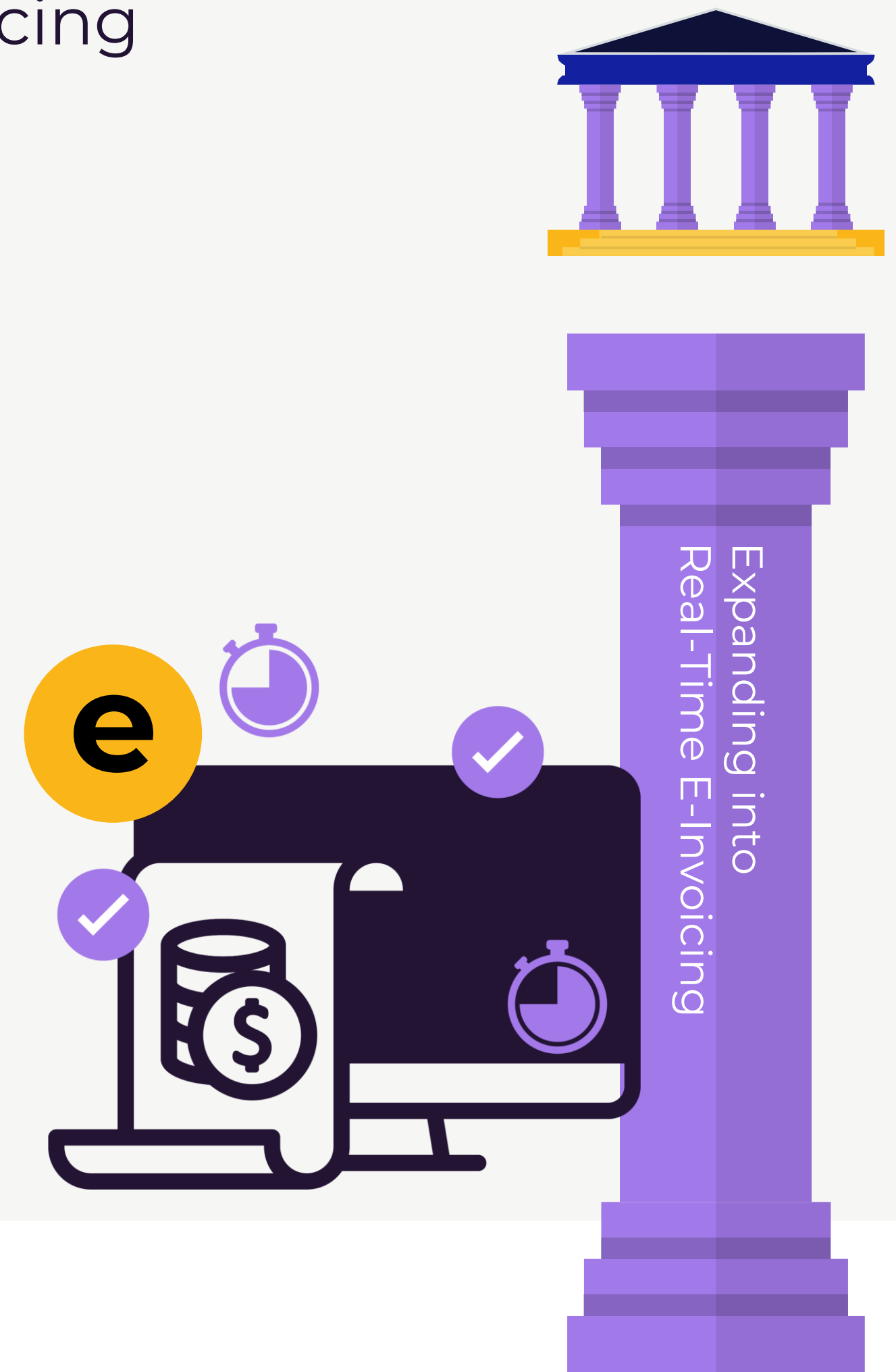
- W2V has always been transparent on its desire to grow both organically and by acquisition
- The Devoluiva acquisition has provided critical acquisition learnings and experience to build from
- European VAT reclaim industry is very fragmented - many small to medium sized compliance service firms exist, with good client numbers but outdated or virtually no technology
- W2V technology will provide strong synergy opportunities for enhanced revenue recovery and cost of processing for clients
- Acquisition of high-quality providers is a lower-risk and faster entry for W2V into this key strategic area, retaining key staff and client tax knowledge
- Acquisitions will provide strong cross-sell opportunity for other W2V services in time
- W2V has actively identified several firms that would be a good fit and has engaged in acquisition communications with a small selection
- Targeting to complete one transaction by the end of FY2025 (Dec 2025)



— Entering the high-demand market of e-invoicing

## The Fourth Pillar: **Expanding into Real-Time E-Invoicing**

- Companies are racing to adopt e-invoicing technology due to new mandatory requirements across the globe
- Integrates with VAT compliance
- Seamless integration with AP/AR and reclaim modules
- Enables real-time invoice exchange, validation, and compliance reporting



# — Entering the high-demand market of e-invoicing

## E-Invoicing Is Becoming **Mandatory** Around the World

- As of May 2025, e-invoicing is mandatory in many countries across the EU and beyond
- Requirements vary by country
- Regulatory pressure is accelerating digital transformation in tax reporting



### Europe



### Asia-Pacific



### Americas



## Why This Pillar - Why Now?

# eW2V: Built for Demand (E-invoicing deadlines), Scale, and Opportunity

- Global shift to real-time tax compliance (ViDA\*, CTC\*\*, DRR\*\*\*)
- Legacy tools no longer fit for purpose
- Clients need compliance + reclaim + intelligence in one workflow + E-invoicing (becoming mandatory globally)
- Leveraging existing e-invoicing SaaS technology in DevoluVA

\*ViDA – VAT in the Digital Age    \*\*CTC – Continuous Transaction Controls    \*\*\*DRR – Digital Reporting Requirements



— Massive, Timed Opportunity

**From a \$20B to \$187B TAM in US Dollar**

**\$20B**

VAT Reclaim: \$20B  
goes unclaimed  
annually (BTN Europe)

**\$58.5B**

E-Invoicing:  
\$58.5B by 2032 (IMARC)

**\$17.2B**

Invoice Validation &  
VAT Compliance Tech:  
\$17.2B by 2033 (FMI)

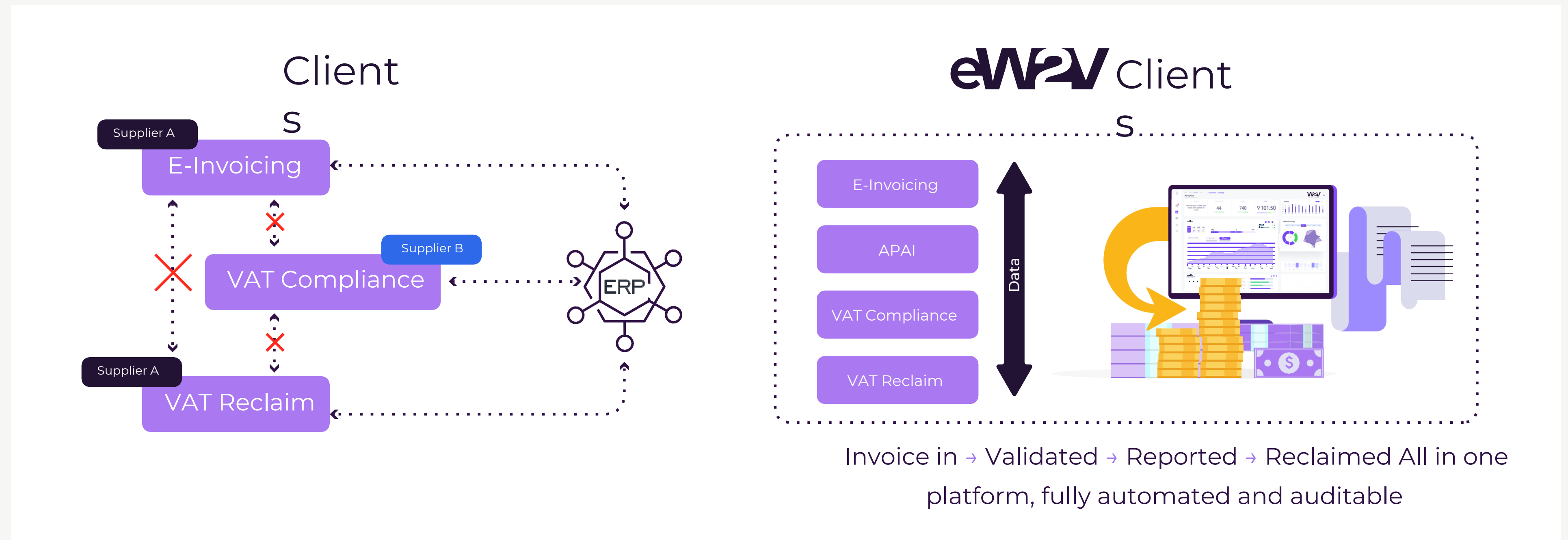
**\$91.5B**

VAT Advisory Market:  
\$91.5B by 2030  
(Straits Research)



# How It Works - The Connected Compliance Platform

## The Engine Behind Real-Time Tax Control



## — What Makes It Revolutionary

# One SaaS Unified Platform. Endless Tax Intelligence.

- Single SaaS platform to cover anything from E-invoicing to VAT reclaim
- Inclusion of APAI
- Simple integration
- Free-flowing data in the same ecosystem of products



# Let's Talk

Be Part of the VAT Transformation

Amos Simantov – CEO  
amos@way2vat.com



[www.way2vat.com](http://www.way2vat.com)