



MINT WIRELESS
COMPANY PRESENTATION | JULY 2014

Mint's Vision

“To provide the most innovative mobile payments platform in the Asia Pacific region by enabling the mobile point of sale (mPOS) revolution.”

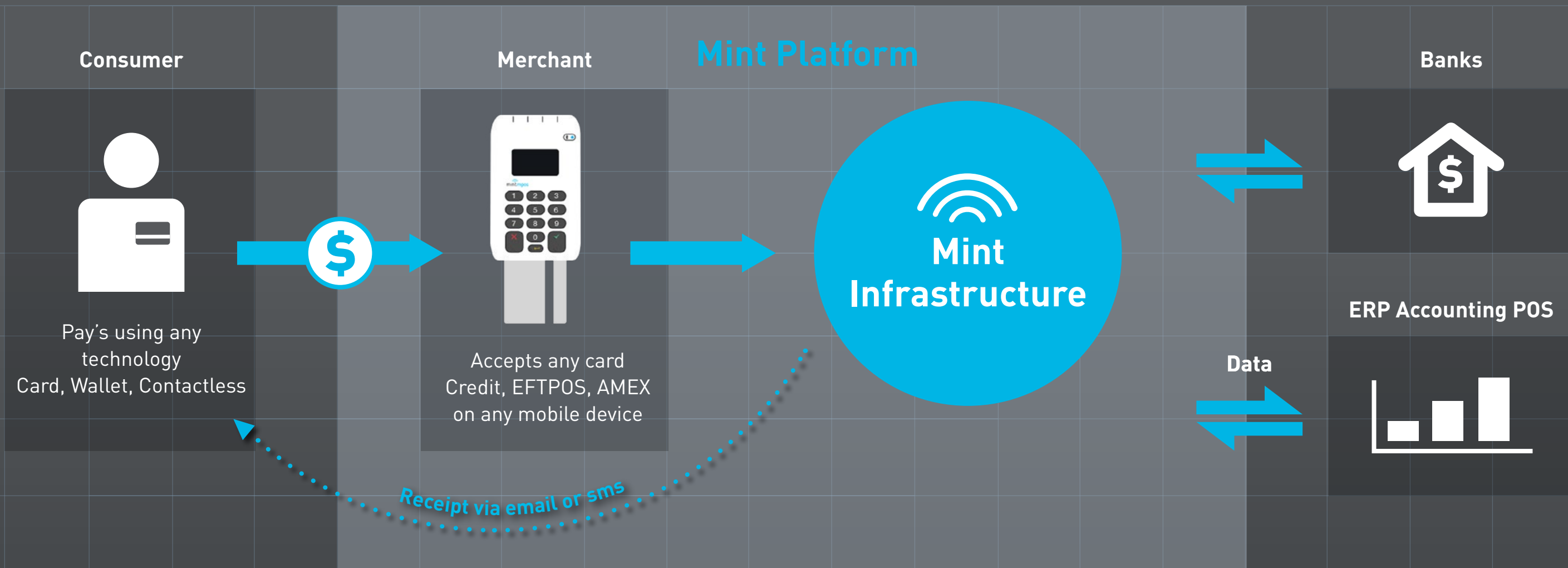
Why Mint Is Unique

Mint is a software company providing a seamless payment experience utilising the Mint Payments Platform. Mint's platform allows for easy integration into accounting and billing systems to simplify business processes and lower transaction cost.

- ✓ Over 7 years of innovation and investment
- ✓ Offers end to end integration with customers ERP platform
- ✓ Bank acquirer agnostic
- ✓ Hardware agnostic
- ✓ Payment Card Industry (PCI) compliant
- ✓ Supports various payment technologies (e.g. Chip & PIN contactless)
- ✓ Supports both iOS and Android platform
- ✓ Accepts EFTPOS*

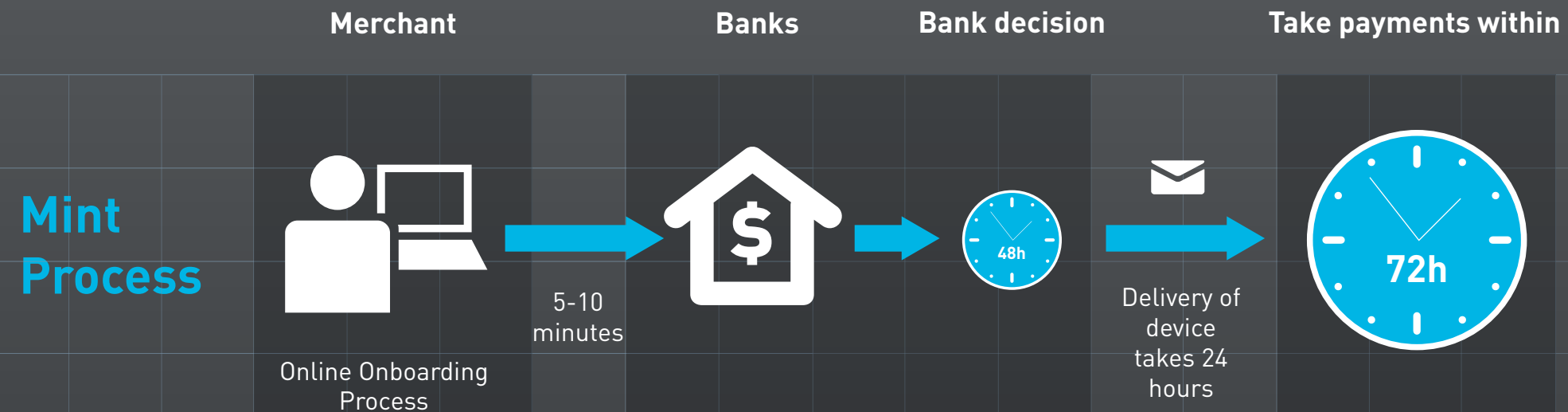
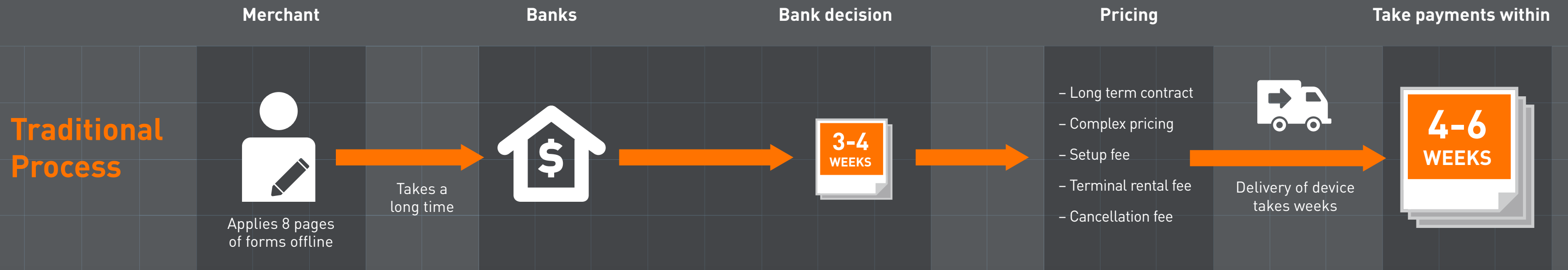
What Mint Does

Mint provides card payments functionality on mobile devices to merchants – anywhere, anytime.



Mint works collaboratively with various financial institutions to streamline the payment experience.

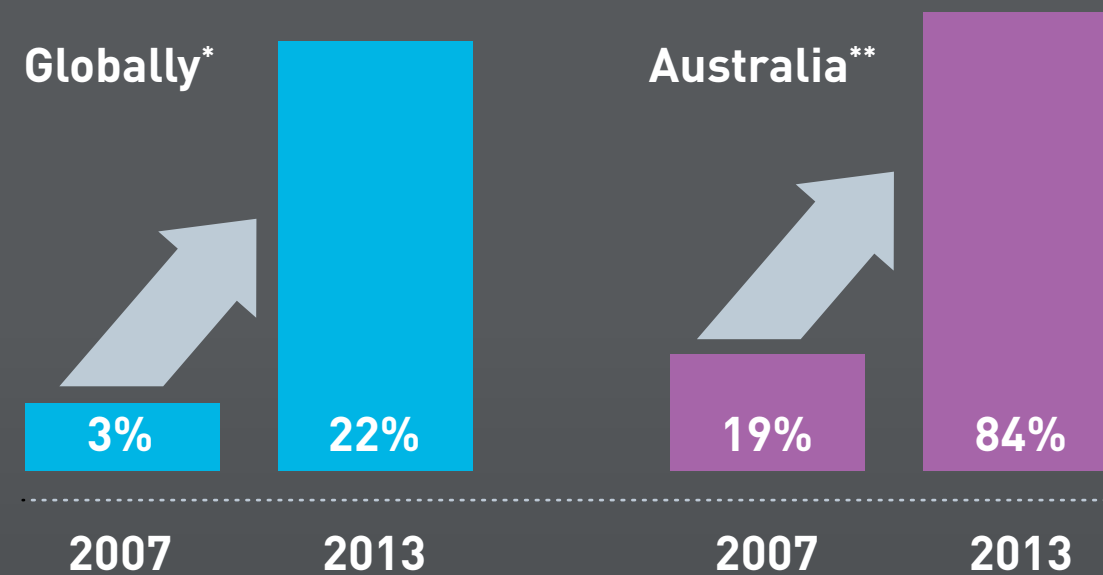
Starting To Accept Payments Can Be Simple



What Is Driving mPOS Adoption

Prime Drivers

Smart Phone Adoption



Source: * BII estimates, Gartner, 2013

**AIMIA, BII Estimates, 2013

Other Drivers

- ✓ Low fees for small merchants (according to the RBA, currently SMEs are paying up to 10x more in bank fees than businesses)
- ✓ Simple on-boarding process
- ✓ Increased transaction speed
- ✓ Availability (payments can be taken anywhere)
- ✓ Enhanced customer experience

- 12 million Australians owned a smart phone in May 2014 (8% growth in 12 months)
- Use of the internet over mobile phone has grown by 196% over the last 3 years
- Availability of 3G networks (94-99% coverage) and increasing roll-out of 4G network (66% coverage)

Source: ACMA, June 2014 Report

mPOS Growth In Numbers

The value of mPOS transactions in Australia is expected to reach A\$7.6 billion in 2014, growing to A\$21.7 billion in 2016

GARTNER, 2013

Globally the number of mPOS terminal grew from 4.5 million in 2011 to 9.5 million in 2012 representing a CAGR of 111%

TIMETRIC, 2013

The World Payments Report forecasts mobile payment transactions will reach \$US 30 billion for 2014 – representing a 55% compound annual growth rate for bank based offerings between 2010 and 2014

WORLD PAYMENTS
REPORT, 2013

78% of retailers are piloting or planning to implement mPOS by 2015

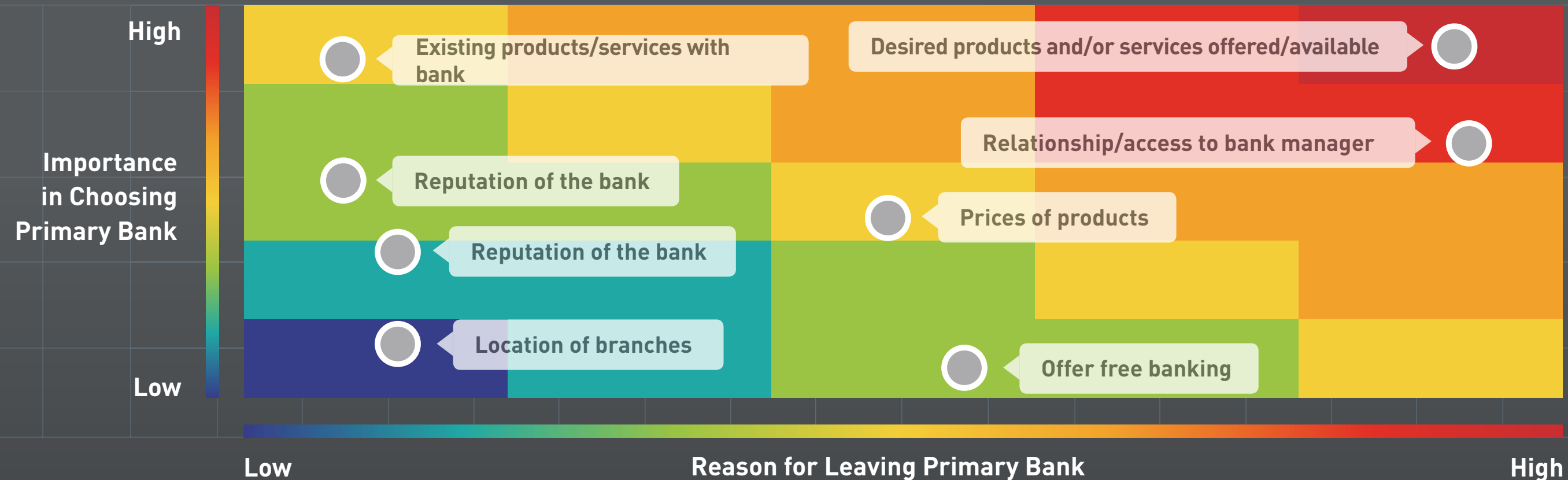
FORRESTER MARKET
OVERVIEW, 2013

mPOS devices will account for 52 million units shipped in 2018. At that time the installed base of mPOS will be larger than the number of traditional POS terminals.

SMART INSIGHTS
REPORT OVERVIEW, 2013

Without the Right Products or Services, Financial Institutions Risk Losing SME Customers

MasterCard research reported that of the 12 million mPOS solutions shipped to MasterCard merchants worldwide in 2010 and 2011, 75% went to merchants who did not previously accept credit cards.¹



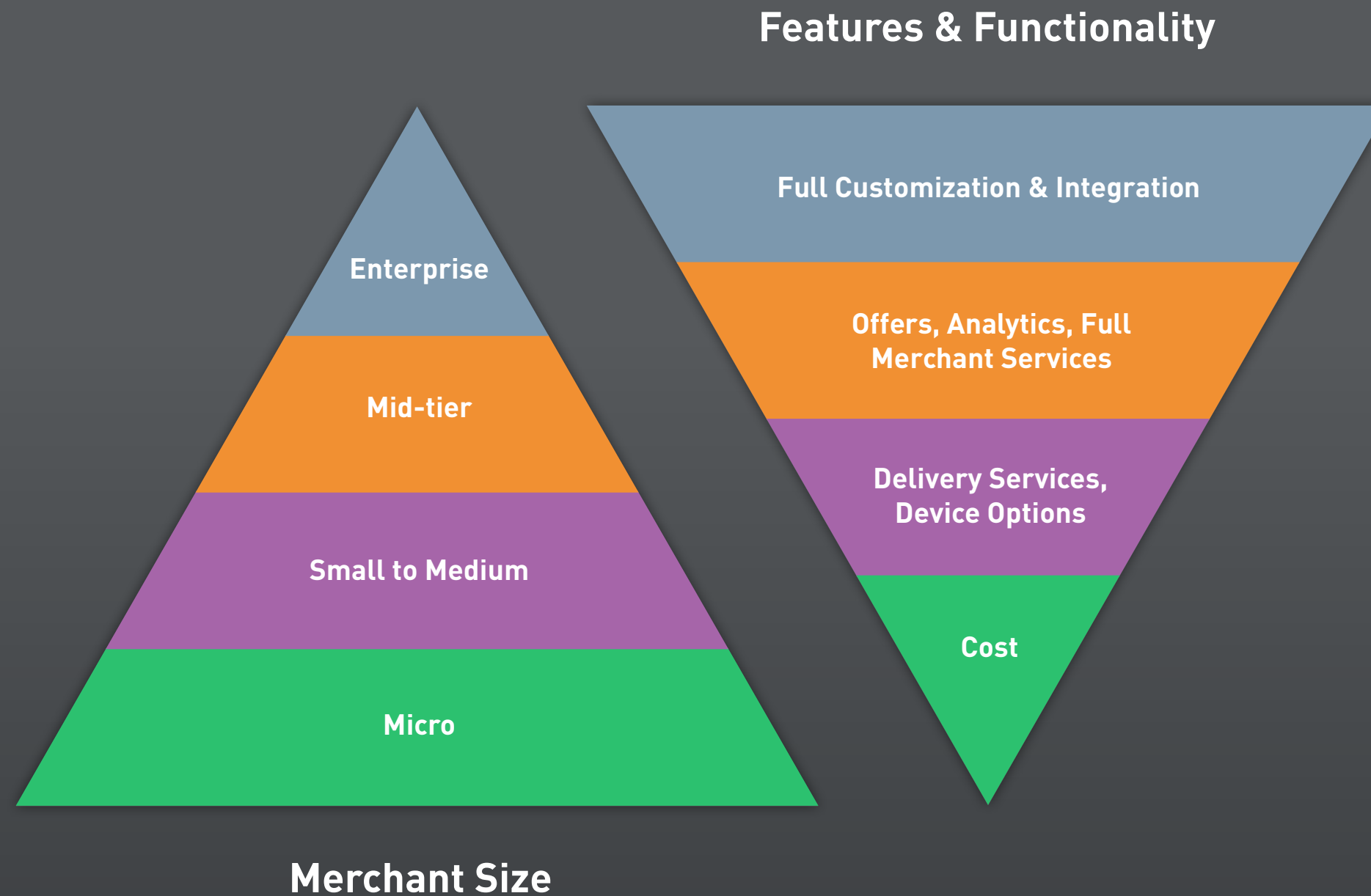
SMEs' Reasons for Switching Banks (UK Office of Fair Trading, 2010), Accenture 2012

30% of UK SMEs will switch banks for better products and services, mPOS has been identified as a key example²

Sources: ¹ Mastercard, ² OFT (2011), Accenture (2012)

Customers Needs and Requirements

Mint's white label or custom integration offerings can address a customer's varied requirements



Source: Visa, 2014

Chip & PIN – Why It Is So Important

Mint has built a bank grade infrastructure that is Chip & PIN compliant for card present transactions

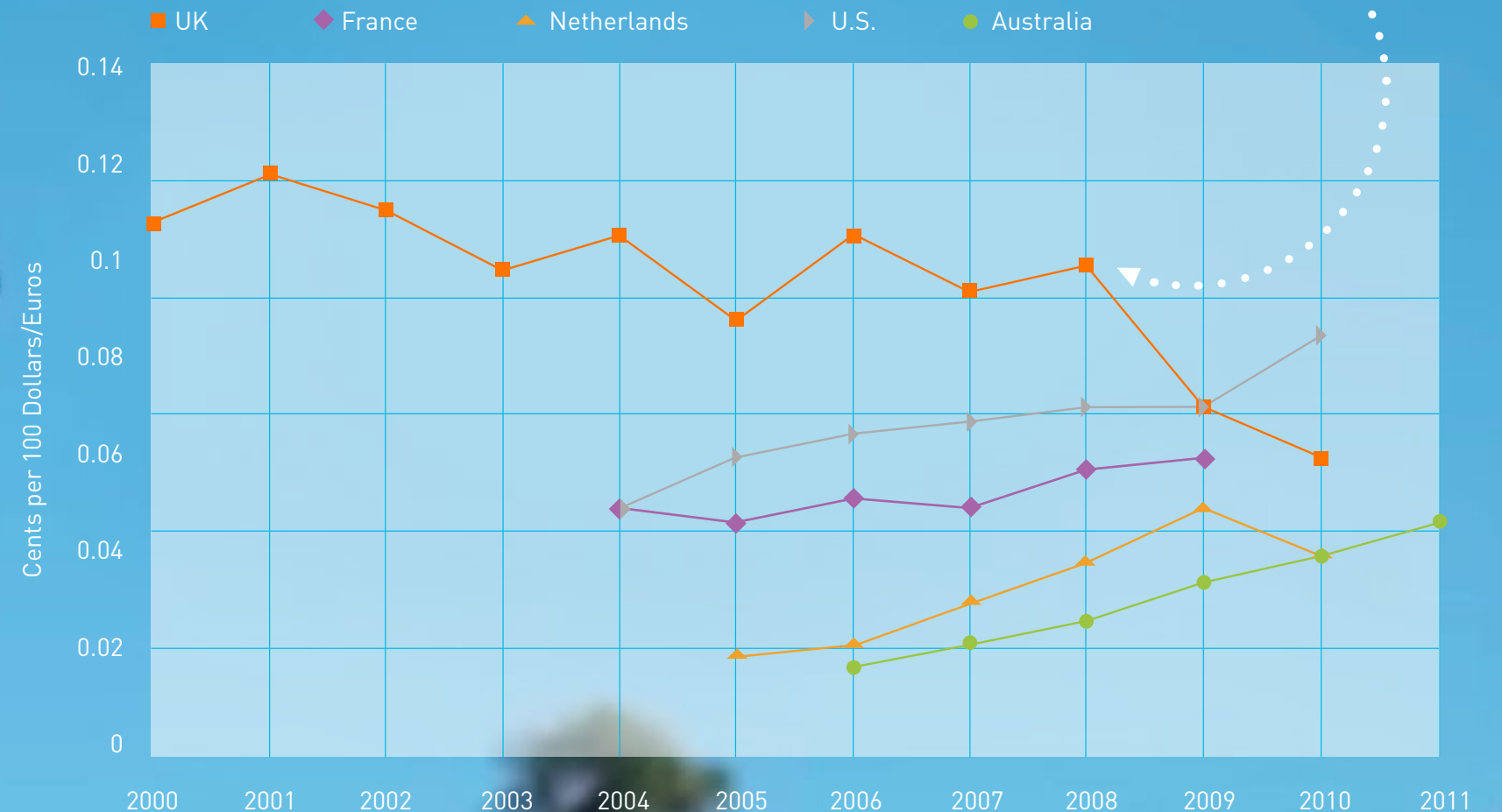


From August 1st. Chip and PIN is mandatory
in Australia for Card Present Transactions

Big campaign to merchants and Credit Card Users: PINWISE

Credit/Debit Card Fraud Rate

In 2008 the UK Mandated Chip & PIN



Card present and card not present – for select countries. Source: smartmobilepayments.wordpress.com, 2012

Competitive Landscape

	Mint	Banks	Square*	Quest Payments	Smart Pay	Paypal	
White Label Solution	✓	✗	✗	✗	✗	✗	
Easy Integration	✓	✗	✓	✓	✗	✓	
Hardware Agnostic	✓	✗	✗	✗	✗	✗	
End-to-End Solution	✓	✗	✓	✗	✗	✗	
Chip and Pin Ready	✓	✓	✗	✓	✓	✓	
Acquirer Agnostic	✓	✗	✗	✓	✓	✗	
Flexible Partner Pricing	✓	✓	✗	✗	✗	✗	
Contactless Ready	✓	✓	✗	✓	✓	✗	
Diverse Distribution Channels	✓	✗	✗	✗	✗	✓	
Takes Clip of the Transaction	✓	✓	✓	✗	✓	✓	
Enable EFTPOS Transactions	✓	✓	✗	✓	✓	✗	

*Currently do not operate in Australia. Mint's assessment based on Square's US operations.

Mint's internal assessment based on publicly available information and market research. This slide is for illustration purpose only to demonstrate currently available capabilities in marketplace and may not reflect other company's future plans

Mint Offerings

White Label Solution

Solution: ✓ Built on Mint’s existing platform without major modifications

Advantages: ✓ No Infrastructure investment
✓ Custom branded
✓ Easy integration

Time to implement: ✓ Less than 4 weeks



Reference customer



Custom Integrations

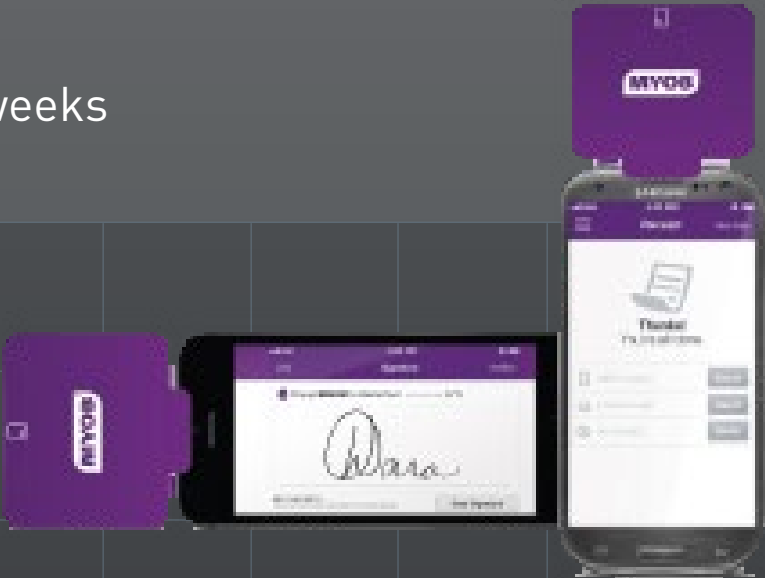
Solution: ✓ Deep integration into existing infrastructure and applications
✓ Modular solution – Customer can pick and choose

Advantages: ✓ Seamless customer experience
✓ Deep integration into existing applications like accounting apps, field service apps, POS solutions

Time to implement: ✓ 4-12 weeks

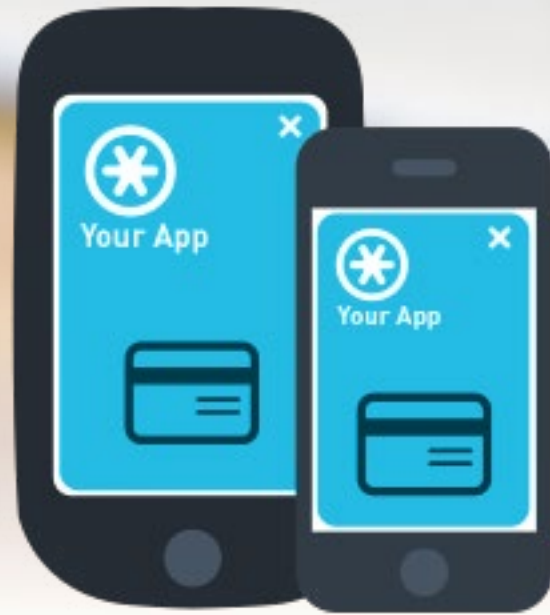


Reference customer



Mintegrate – Developer Program

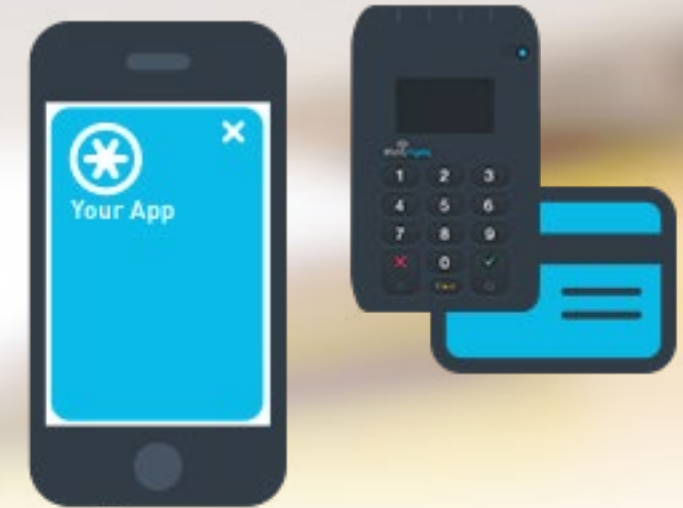
An open platform targeted to developers and integration partners



Your Apps



Mintegrate API's and SDK's



Mobile payments simplified

Sign up Process:

Free sign up for developer

- Mint issues developer ID
- Developer submits App
- Once approved by Mint integration is live

Target Customer:

- ✓ Retail and POS provider
- ✓ Mobile Field Service provider
- ✓ Mobile Sales Provider

Time to Integrate:




- ✓ Less than 3 days

Mint's Target Customers and Verticals





		Distribution Partners (Partner with a large existing customer base)	Enterprise Partners (Internal payment requirements)	Developers (Small to medium developers with mobile applications)	
	Potential per Partner*	10,000 or more potential merchants	100 plus licenses per partner	1 – 100 licences per developer	
	Verticals	<ul style="list-style-type: none"> ✓ Financial Services ✓ Telcos ✓ Software Providers ✓ Associations 	<ul style="list-style-type: none"> ✓ Retail ✓ Accommodation, Food and Hospitality ✓ Enterprises with Internal Sales or Service Teams ✓ Transport and Logistics 	<ul style="list-style-type: none"> ✓ POS Solution Providers ✓ Field Service Solution Providers ✓ Sales Solution Providers 	
	Potential end customers*	+2 million customers	+ 1 million customers	+1 million customers	

Business Drivers

Revenue Drivers

	Number of merchants
	Number of transactions
	Value of Transactions

Revenue Sources

	Annual or monthly License Fee (based on # users)
	% of transaction fees (up to 2% net of cost and partner share)
	Small margin from hardware
	Project management fees (based on Time & Materials)

Bank of New Zealand PayClip – Powered by Mint



White Label Solution

- ✓ New Zealand's largest small business bank with over 100,000 small business customers
- ✓ Largest small business bank in NZ (owned by NAB in AU)
- ✓ BNZ deployed Mint's white label solution for speed to market
- ✓ Solution live in 5 weeks from signing
- ✓ Won via competitive process
- ✓ 3 year agreement signed in Oct-13

MYOB PayDirect – Powered by Mint



Custom Integration

- ✓ Largest accounting software provider in AU and NZ with 1.2 million users
- ✓ MYOB PayDirect turns businesses' smartphones into payment terminals
- ✓ The solution is seamlessly integrated into MYOB's popular mobile accounting solution AccountRight offering mobile accounting features like invoicing and contacts
- ✓ Mint won the contract via a competitive process against major competitors
- ✓ 5 year agreement signed in Aug-13
- ✓ Solution is completely branded MYOB including
 - ✓ Hardware
 - ✓ App
 - ✓ Admin Portal and Merchant Portal
 - ✓ Customer Onboarding
 - ✓ Any Communication

Reference Customers

Australia, New Zealand

Europe



Experienced Management Team



Alex Teoh
Executive Chairman

Founder
Ernst & Young
Consulting, PwC



Robin Khuda
Chief Executive Officer

NEXTDC, PIPE Networks,
Fujitsu, SingTel Optus



Andrew Teoh
**Executive Director & Head
of International Business**

Sourcing and Sales,
Montec International



David Owyong
Chief Financial Officer

Finance
Ernst & Young,
Virgin Money



Dr. Fred Yip
Chief Technology Officer

Software development,
Infrastructure
Investec Bank, ViviPOS



Justus Hammer
Chief Marketing Officer

Online marketing,
e-Commerce
Spreets, Yahoo!7



Bjorn Behrendt
General Manager

Web and Mobile solutions
eBay, Styletread,
KPMG

Strategic Priorities



Products & Capabilities

- ✓ Enhanced capabilities (e.g. CNP, bank links)
- ✓ Innovation through R&D
- ✓ Build patent portfolio

Sales & Marketing

- ✓ Recruiting additional Sales & Marketing resources
- ✓ Targeted B2B marketing campaigns, targeting specific verticals
- ✓ Secure strategic customers

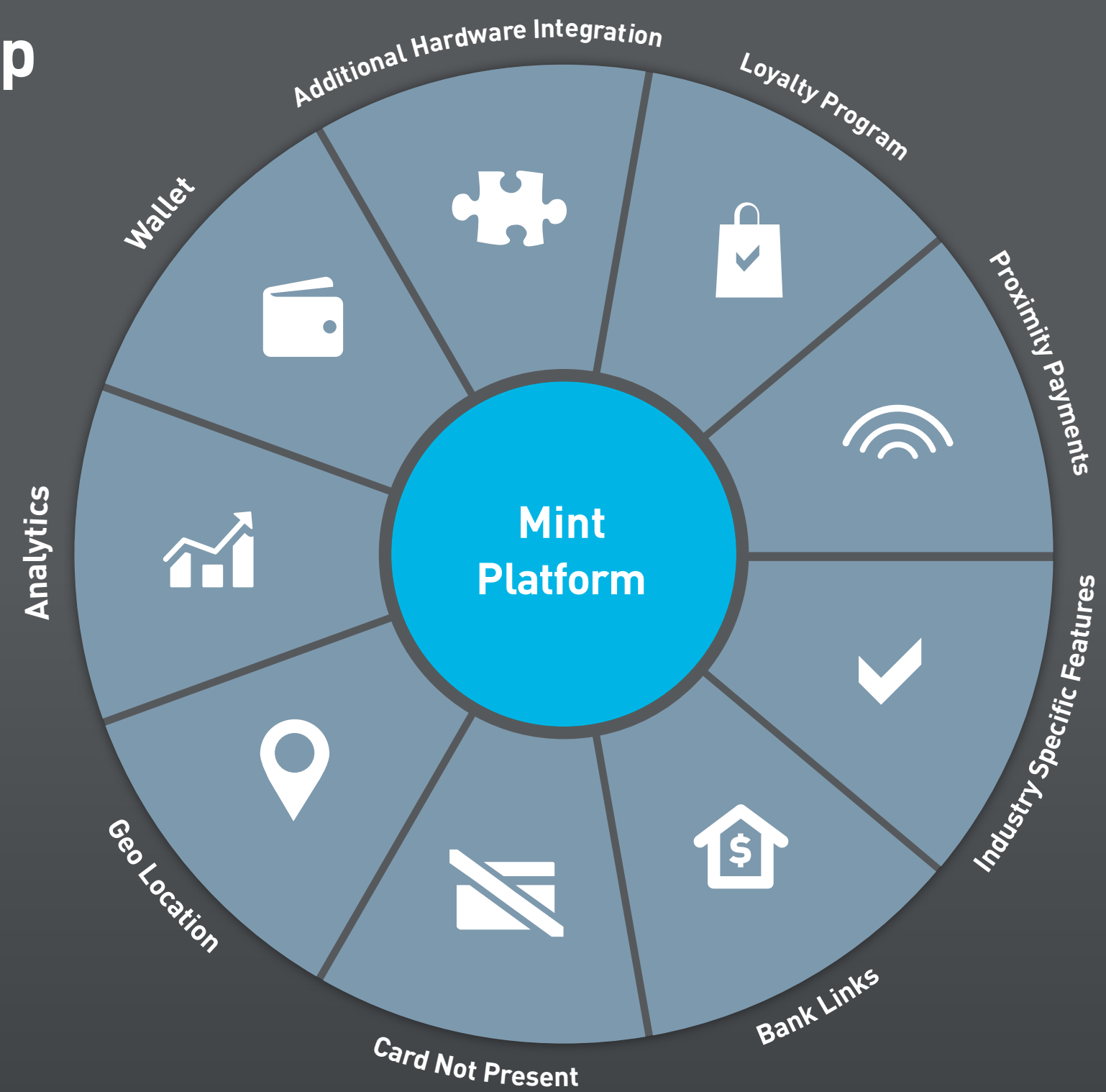
Employees

- ✓ High moral aligned with company values
- ✓ Develop high performing team
- ✓ Customer centric

Shareholder Return

- ✓ Deliver profitability
- ✓ Secure scale/market share in ANZ region
- ✓ Expand into strategic markets in APAC region (white label solution)

Product Roadmap



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MINT WIRELESS LTD

Investor Relations

Robin Khuda CEO

 mintpayments.com

 **+61 2 8752 7888**

 twitter.com/mintpayments

 **Robin.Khuda@mintwireless.com**

 tinyurl.com/mintpayments

Sydney Level 4, Unit 3, 450 Victoria Road, Gladesville NSW 2111, Australia

London 450 Bath Road, Heathrow, UB7 0EB, United Kingdom

Singapore Marina Bay Financial Centre Tower Two, L39, 10 Marina Boulevard, Singapore 018983

