



Money in Motion

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Level 12  
333 Ann Street  
Brisbane QLD 4000

**EML Payments Limited**

**27 October 2021**

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**ASX Market Announcements**

20 Bridge Street  
SYDNEY NSW 2000

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## INVESTOR BRIEFING

**EML PAYMENTS LIMITED (ASX: EML) (“EML”)** provides the attached investor briefing.

EML’s Managing Director & Group CEO, Tom Cregan and Group CFO, Rob Shore will present the attached briefing for shareholders and the investment community at:

- Goldman Sachs Fifth Annual Virtual Emerging Technology Conference on Thursday 28<sup>th</sup> October 2021.

### About EML Payments Limited

EML provides an innovative payment solutions platform, helping businesses all over the world create awesome customer experiences. Wherever money is in motion, our agile technology can power the payment process, so money can be moved quickly, conveniently and securely. We offer market-leading programme management and highly skilled payments expertise to create customisable feature-rich solutions for businesses, brands and their customers.

Come and explore the many opportunities our platform has to offer by visiting us at: [EMLPayments.com](https://emlpayments.com)

This announcement has been authorised for release by the Company Secretary.

### For further information, please contact:

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Group CFO

**EML Payments Limited (ASX: EML)**

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EMI.

OCTOBER 2021

# Investor Briefing



# Mission.

We create awesome, instant and secure payment solutions that connect our customers to their customers, anytime, anywhere, wherever money is in motion.

# Vision.

To offer customers a feature rich, fully embedded payment solution, via a simple, single touchpoint.

# Purpose.

Inspiring transformative digital change for our customers and communities.

**Important Notice**

This investor presentation has been prepared by EML Payments Limited ABN 93 104 757 904 (EML) and is general background information about EML's activities current as at the date of this presentation. This information is given in summary form and does not purport to be complete.

Information in this presentation should not be considered as advice or a recommendation to investors or potential investors in relation to holding, purchasing or selling securities and does not take into account your particular investment objectives, financial situation or needs. Before acting on any information you should consider the appropriateness of the information having regard to these matters and seek independent financial advice. An investment in EML securities is subject to known and unknown risks, some of which are beyond the control of EML. EML does not guarantee any particular rate of return or the performance of EML.

This presentation may contain forward looking statements including statements regarding our intent, belief or current expectations with respect to EML's businesses and operations, market conditions, results of operation and financial condition, capital adequacy, specific provisions, contingent liabilities and risk management practices. Readers are cautioned not to place undue reliance on any forward looking statements. Unless otherwise specified all information is for the twelve months ended 30 June 2021 ("FY21"), and is presented in Australian Dollars. Unless otherwise stated, the prior comparative period refers to the twelve months ended 30 June 2020 ("FY20").

**Disclaimer**

The information contained in this update is provided for general information purposes and is a summary only. The content of the update is provided as at 28 October 2021. Given the uncertain, unpredictable and volatile nature of business and economic conditions across the world as a consequence of the COVID-19 pandemic, and the significant influence of some third parties (such as regulators) on the business, reliance should not be placed on the content of this presentation or opinions contained in it. Further, subject to any legal obligation to do so, EML does not have any obligation to correct or update the content of this presentation.

The update does not and does not purport to contain all information necessary to make an investment decision, is not intended as investment or financial advice (nor tax, accounting or legal advice), and must not be relied upon as such. The update is of a general nature and does not take into consideration the investment objectives, financial situation or particular needs of any particular investor. Any investment decision should be made solely on the basis of your own inquiries, including inquiries beyond the scope and content of this update. Before making any investment in EML, you should consider whether such an investment is appropriate to your particular investment objectives, financial situation, risk appetite and needs. EML is not licensed to provide financial product advice in respect of its shares.

**About Us**

At EML we develop tailored payment solutions for brands to make their customers lives simpler. Through next-generation technology, our portfolio of payment solutions offers innovative options for disbursement payout's, gifts, incentives and rewards. We're proud to power many of the world's top brands and process \$20 billion in GDV each year across 27 countries in Australia, EMEA and North America. Our payment solutions are safe and secure, easy and flexible, providing customers with their money in real-time. We know payments are complex, that's why we've made the process simple, smart and straightforward, for everyone.

For more information on EML Payments Limited, visit: [emlpayments.com](https://emlpayments.com) This ASX announcement has been authorised for release by the Board.



**EMI.CON**  
GLOBAL

# THE **FUTURE** OF PAYMENTS

**2021** 18 — 19  
NOVEMBER

NORTH AMERICA | EUROPE & UK | AUSTRALIA



# About Us

EML is an ASX listed (ASX: EML) Payments Technology company operating proprietary processing platforms that enable Fintech disruption

Group GDV

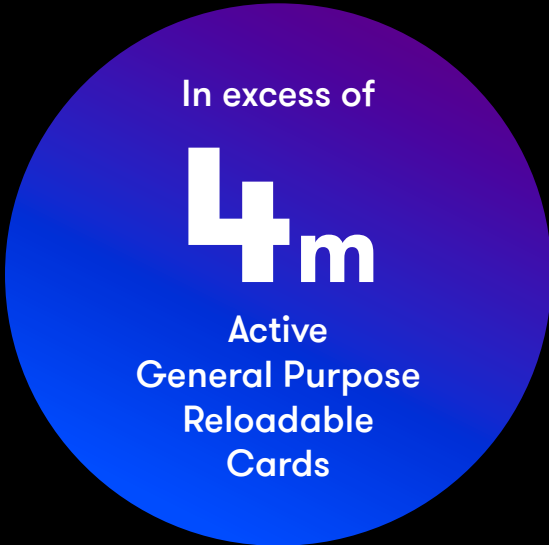
\$19.7bn

5 Year GDV CAGR

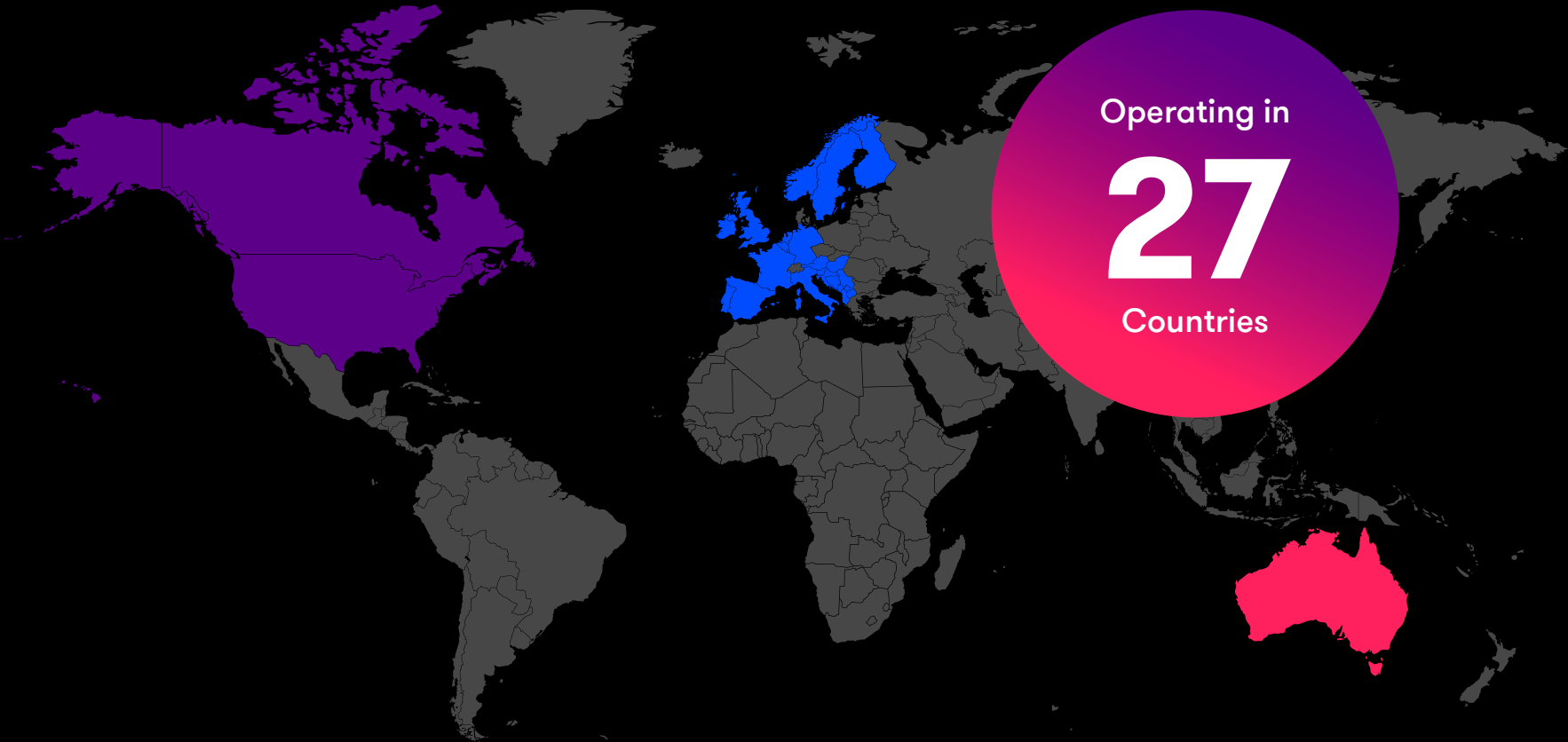
82%

5 Year EBITDA CAGR

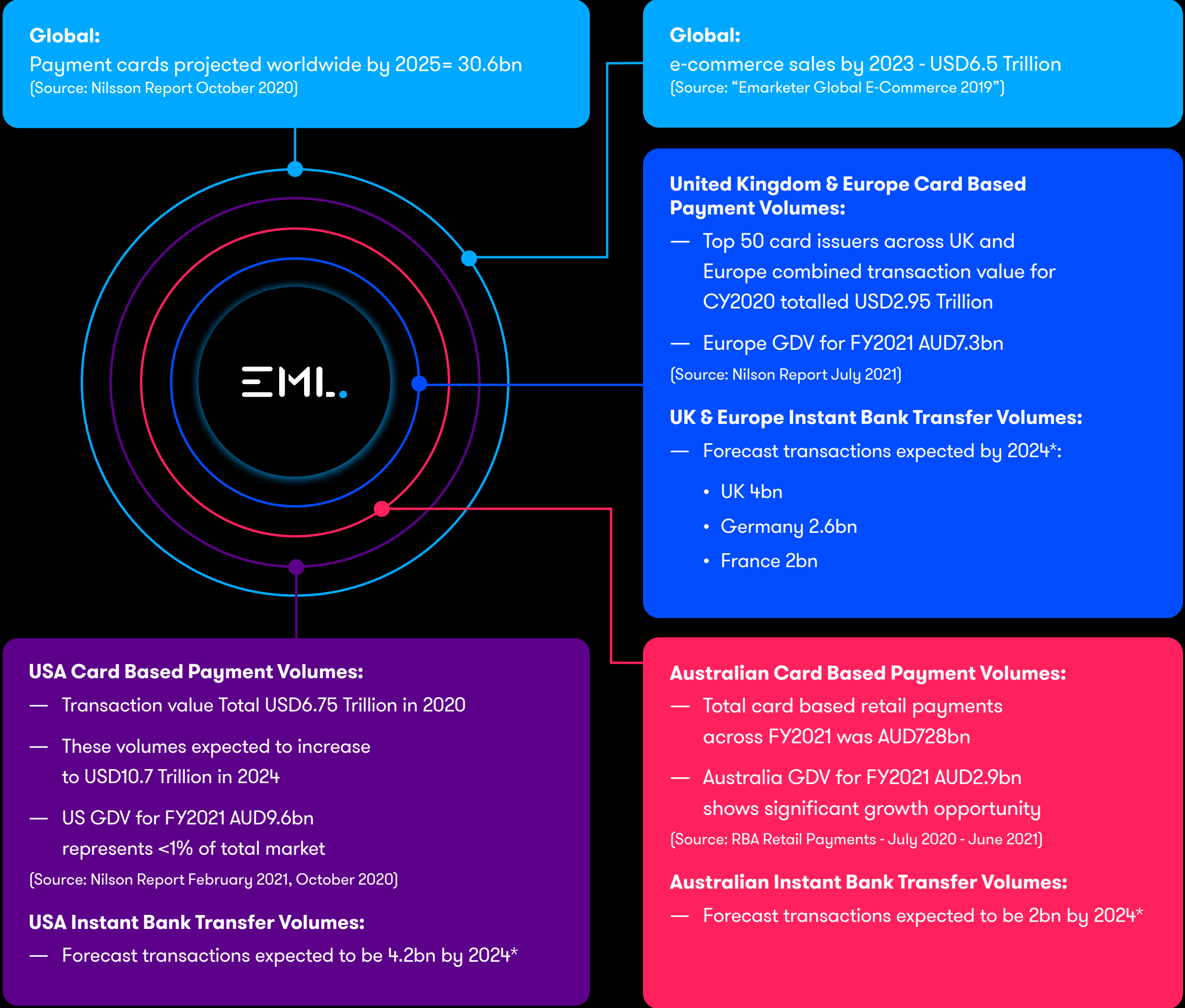
60%



## We operate across the Globe



## We operate in a trillion dollar industry



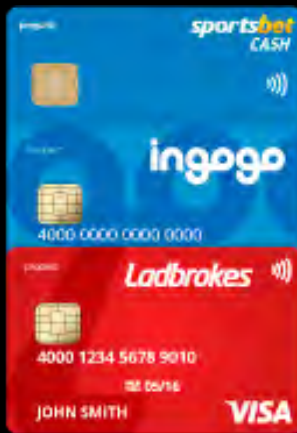
\*Source: Mordor Intelligence, Real-time Payments Market, <https://www.mordorintelligence.com/industry-reports/real-time-payments-market>; ACI, Prime Time for Real-time Payments, [https://go.aciworldwide.com/rs/030-ROK-804/images/ACI\\_Prime\\_Time\\_for\\_RealTime\\_Report.pdf](https://go.aciworldwide.com/rs/030-ROK-804/images/ACI_Prime_Time_for_RealTime_Report.pdf)

# Our Journey

Incentives & PVL\*  
B2B & B2C  
Cards



Launch  
of GPR  
in Australia

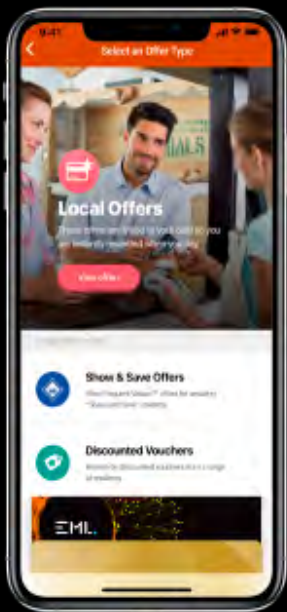


Launch of GPR in  
UK and Europe  
Mastercard licence



Launch of GPR in  
North America  
Launch of Mobile  
Rewards

Expansion into  
Scandinavia



Launch of largest  
European mall program  
Expand into Poland  
Expanded technology use cases  
Delegated authority

Instant mobile gift



Launched Corporate  
Growth Strategy



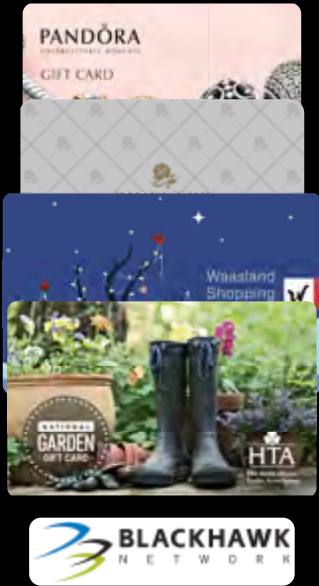
EML launches EML  
Finlabs. Investing  
in technology  
partnerships:



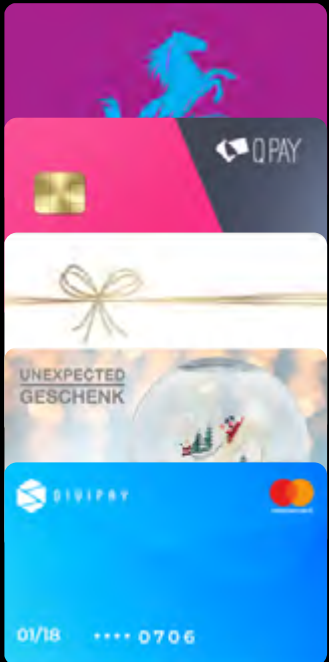
2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021



Heritage-Issued  
Visa Integration



ECE  
Expansion into the  
UK and Europe



Expansion into the  
USA and Canada  
Obtain MC licence  
in Australia



Launch of  
mobile payments  
Obtain E-money  
licence in Europe



Acquisition of Prepaid  
Financial Services (PFS):  
Multi Currency  
Payments as a Service  
Banking as a Service



Acquired Sentenial  
Group





# Experienced Management Team



**Tom  
Cregan**

Managing Director  
& Group CEO



**Rob  
Shore**

Group Chief  
Financial Officer



**David  
Curneen**

Group Chief  
Operating Officer



**Sarah  
Bowles**

Group Chief  
Digital Officer



**Andrew  
Betts**

Group Chief  
Risk Officer



**Kristen  
Shaw**

Group Chief  
People Officer



**Paul  
Wenk**

Group General  
Counsel



**Eric  
Mettemeyer**

Group Chief Corporate  
Development Officer



**Richard  
Anderson**

Group Chief  
Revenue Officer



**Jason  
Nadler**

Group Chief  
Technology Officer



**Rachelle  
St Ledger**

CEO Australia



**Nikki  
Evans**

CEO Europe



**Ailie  
Kofoid**

CEO Americas



**Sean  
Fitzgerald**

CEO Sentenial



**Brian  
Hanrahan**

Chief Commercial  
Officer Sentenial







# A Unique Difference



## Proprietary Processor

- Issuer (not in US)
- Processor
- Program Manager
- Rare to have all three from one company
- eMoney License



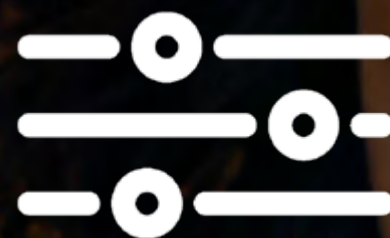
## Agile

- Being quick and responsive
- Bespoke solutions
- Prepaid specialists
- Global Personnel Coverage



## Innovation

- Dual wallet card
- Pays
- Merchant coalition
- Instant issuance
- Constantly evolving product suite aimed at eliminating friction points by being quick and responsive



## Tailored

- White labeled customised offering
- Merchant restrictions RAN
- Transactions delegation authority
- Self Issuance
- Commercial model



## Operational Execution

- Diligence and commitment to local support
- Full end to end solution comprising issuing, processing, fraud monitoring, treasury, regulatory, customer support and account management

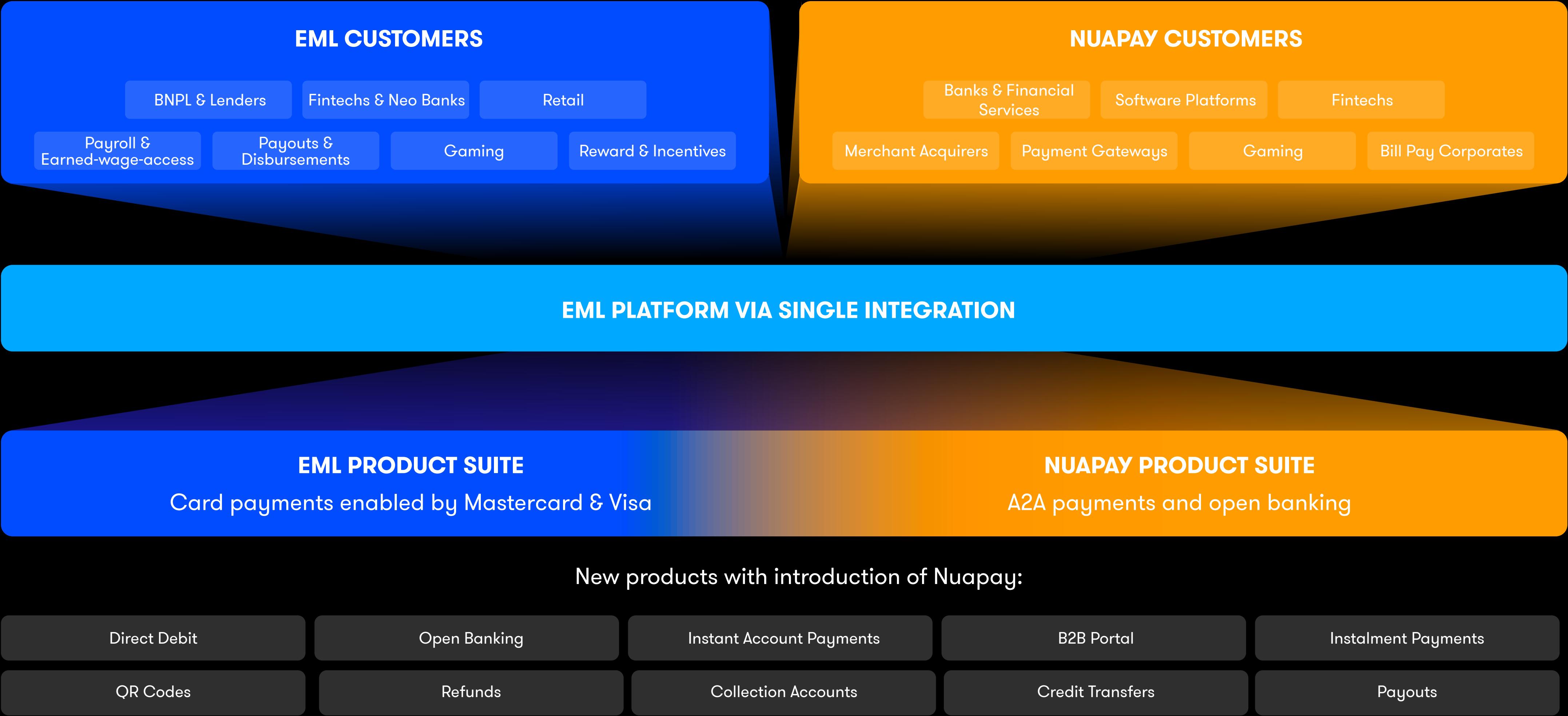


## Global Partnerships

- Local team networks
- High level system integrations
- Long-term exclusive contracts
- Major brands have benefited in multiple market roll outs and avoided needless third party integrations



# A World-first Platform Offering Customers Ultimate Choice

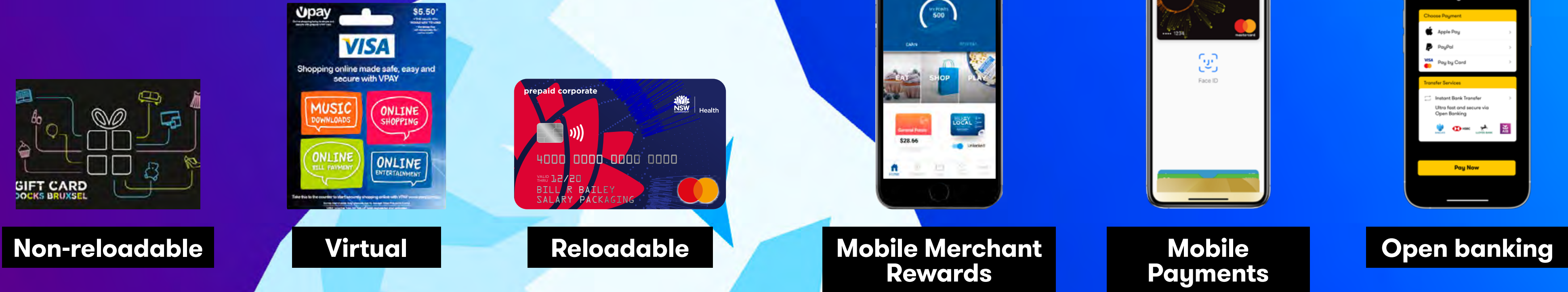




# Business Model - Barriers to Entry

## End to end

End to End payment processing platform  
(card issuing, transaction processing, fraud control, settlement and reconciliation)



## Regulatory and compliance across the globe

**5** Issuing bank agreements

**>50** Regulations / laws

**>20** Compliance with regulatory authorities

- 7 Major licences**
- AFS Licence (Australia)
  - Mastercard membership (Australia, UK & Europe)
  - E-Money Licence FCA (United Kingdom)
  - 2 x E-Money Licence CBol (Ireland)
  - Payments Institution Licence FCA (United Kingdom)
  - Payments Institution Licence ACPR (France)

## People

**540** Employees servicing 27 countries

**150** Over 150+ years fin services experience in group leadership team



## Information Technology

**3** In-house, prepaid, processing platforms

**LEVEL 1** PCI-DSS Level 1 compliant

**6** Data Centres

**~\$70m** Over ~\$70m invested in our platforms to date

**25%** Staff are IT based

**>1,800** Bank Connections

**MULTI** Multi-currency, Multi-factor (Plastic, Virtual, Mobile) & Multi-lingual

## Fraud Monitoring

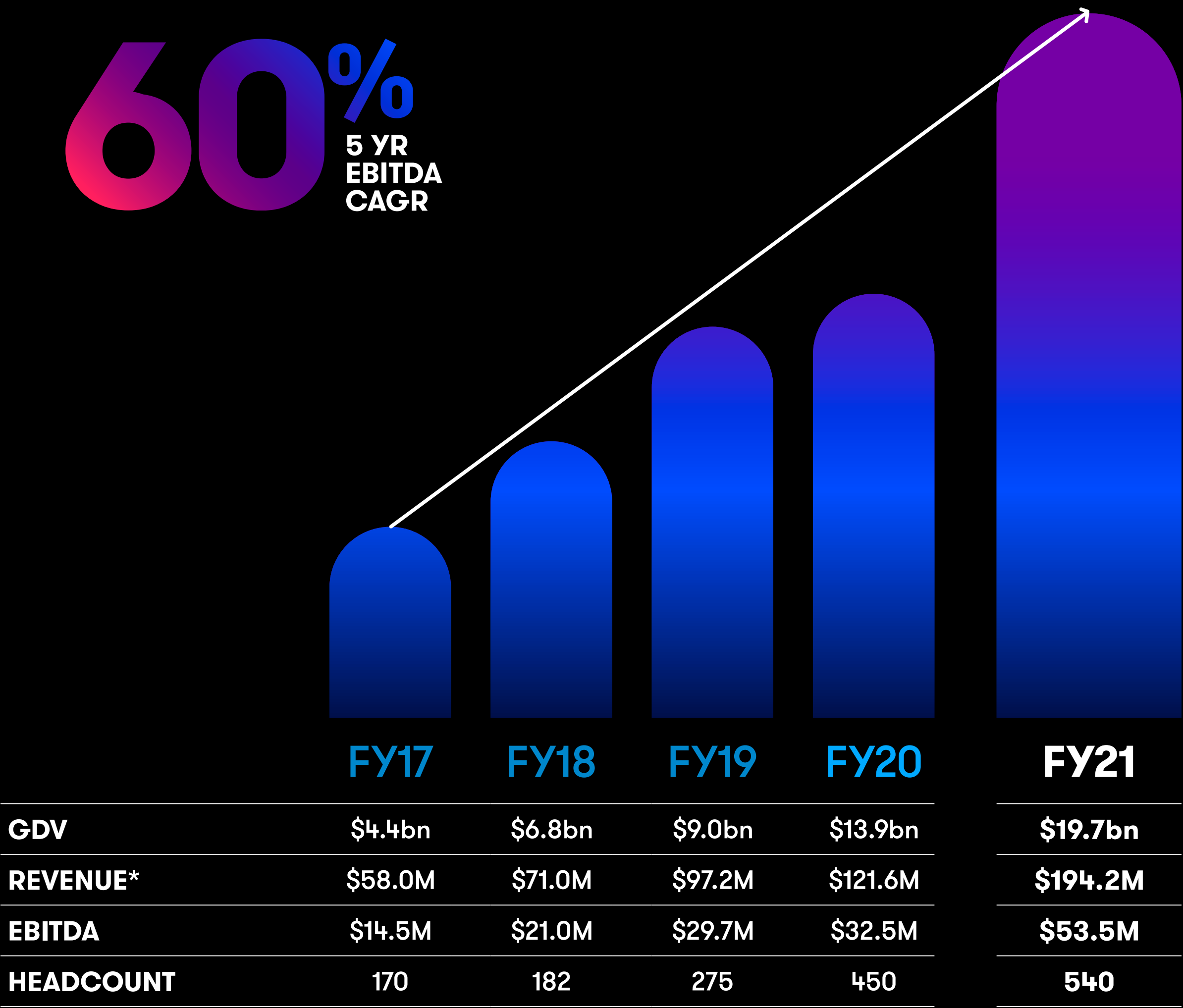
**24-7** Fraud Monitoring & Detection across 14 different currencies

**REALTIME ID** decision & action on suspect card transactions

**3D** Secure Capability



# Track Record of Growth



## Business Development Momentum

Launched 144 new programs in FY21

Signed 121 new contracts in FY21:

GPR	85
G&I	33
VANs	3

## Sales Pipeline

Active deals 313

GDV at maturity (3-4 Years) of \$10.5 bn+

\* Revenue is stated excluding the impacts of AASB3 Business Combinations



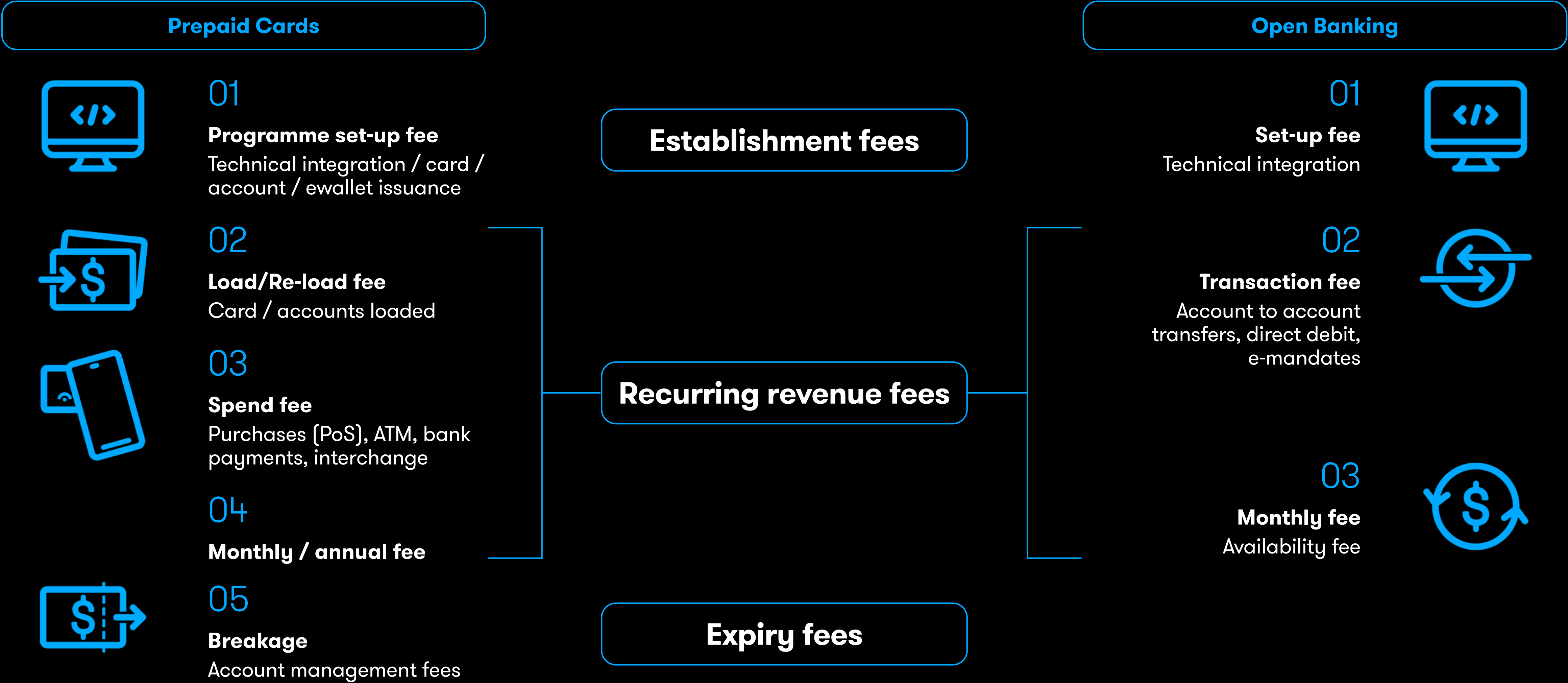
# Segment Performance

GDV

Figures specified above are for the twelve months ended 30 June 2021 ('FY21'), presented in Australian Dollars. Unless otherwise stated, the prior comparative period refers to the twelve months ended 30 June 2020 ('FY20').



# Revenue Generation



Recurring business model with significant opportunity for revenue growth aligned to volume growth



# Open banking will fundamentally change the way we move money over the next decade

The EML Nuapay product suite couples open banking data enrichment with instant account payment capability to create a modern friction-free digital user experience.

EML.  
**NUAPAY**





# Combining A2A & Open Banking with Prepaid & Banking-as-a-Service (BaaS) Capabilities Expands our Addressable Market & Deepens Existing Relationships

**PREPAID & BAAS**

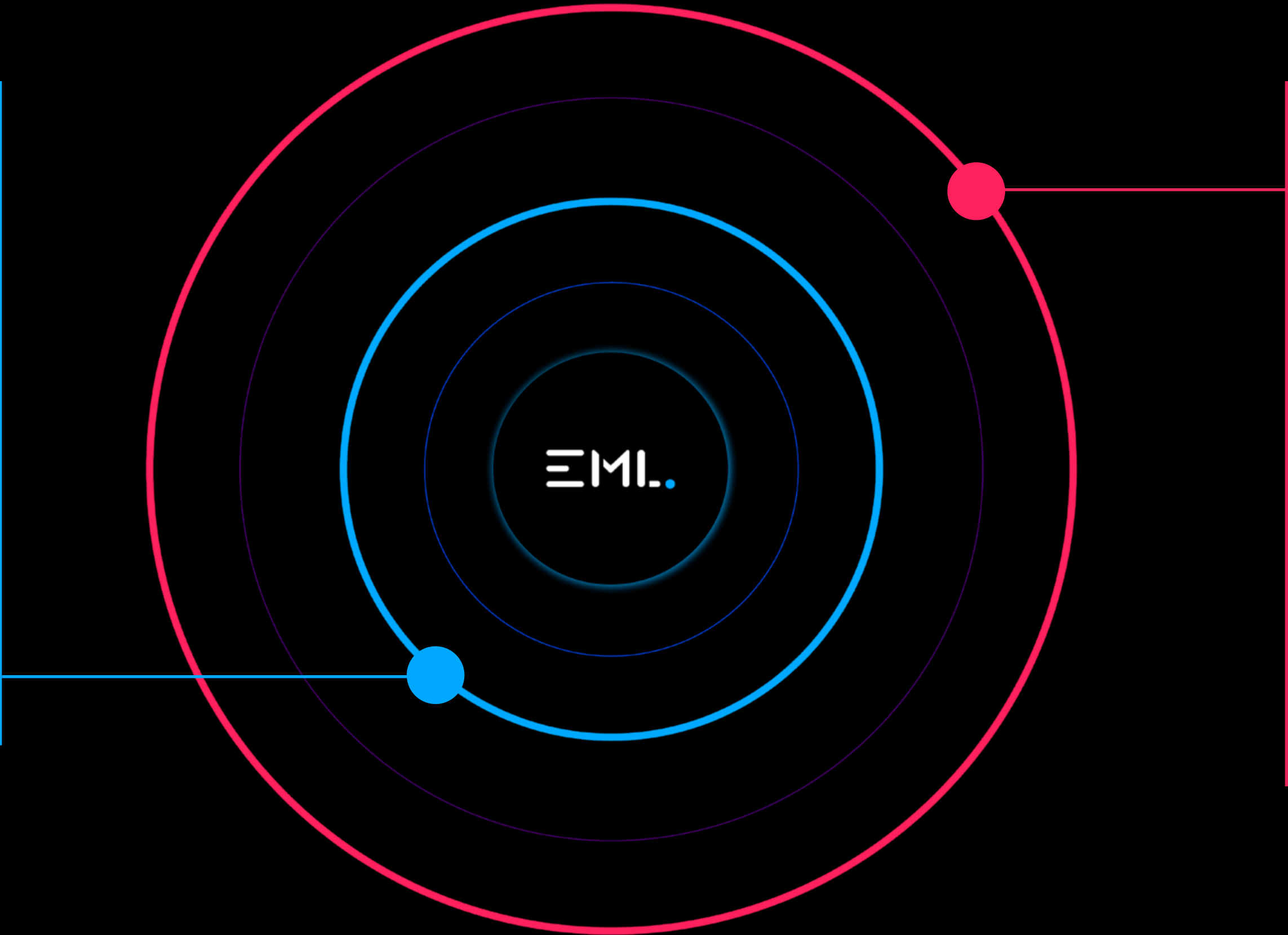
GPR, gift-incentive and virtual account numbers

Strong growth driven by disruption

**CONTINUED STRONG GROWTH**

consumer need for cash & credit alternatives + growth in ecommerce

Revenue yields: 10 –600bps



**A2A & OPENBANKING**

Mass market A2A payments & data sharing

Yet to be allocated market, exponential growth & large addressable market

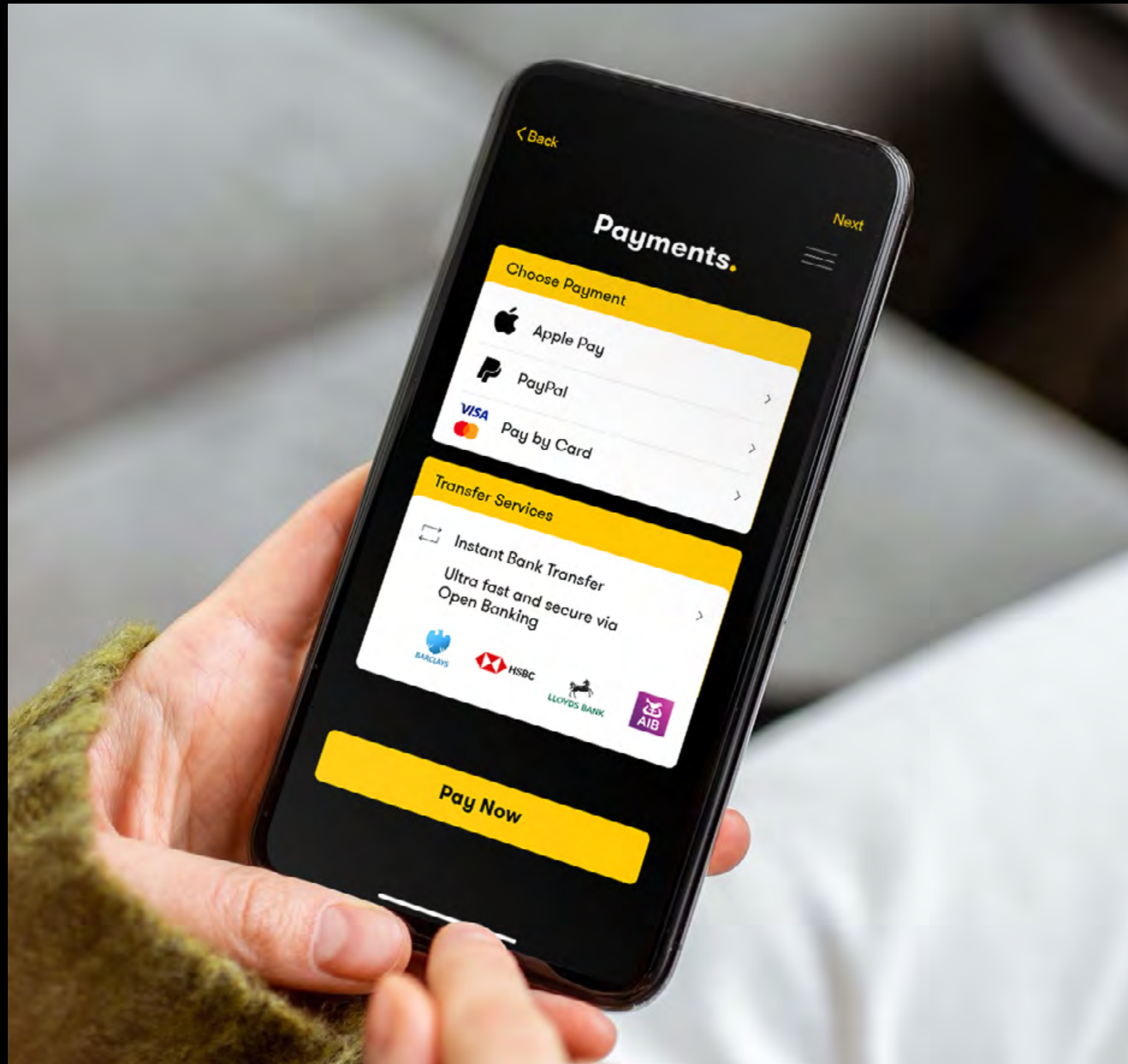
**EXPONENTIAL GROWTH**

Regulation & consumer need for fast, seamless customer experience & merchant need for alternate cost effective options

Revenue yields: 10-50 bps



# A Fully White Label Solution That Creates a Fast & Safe Way For Your Customers to Pay You



## SIMPLE

80% of payers say open banking is “easier” or “as easy as” PayPal

## FAST

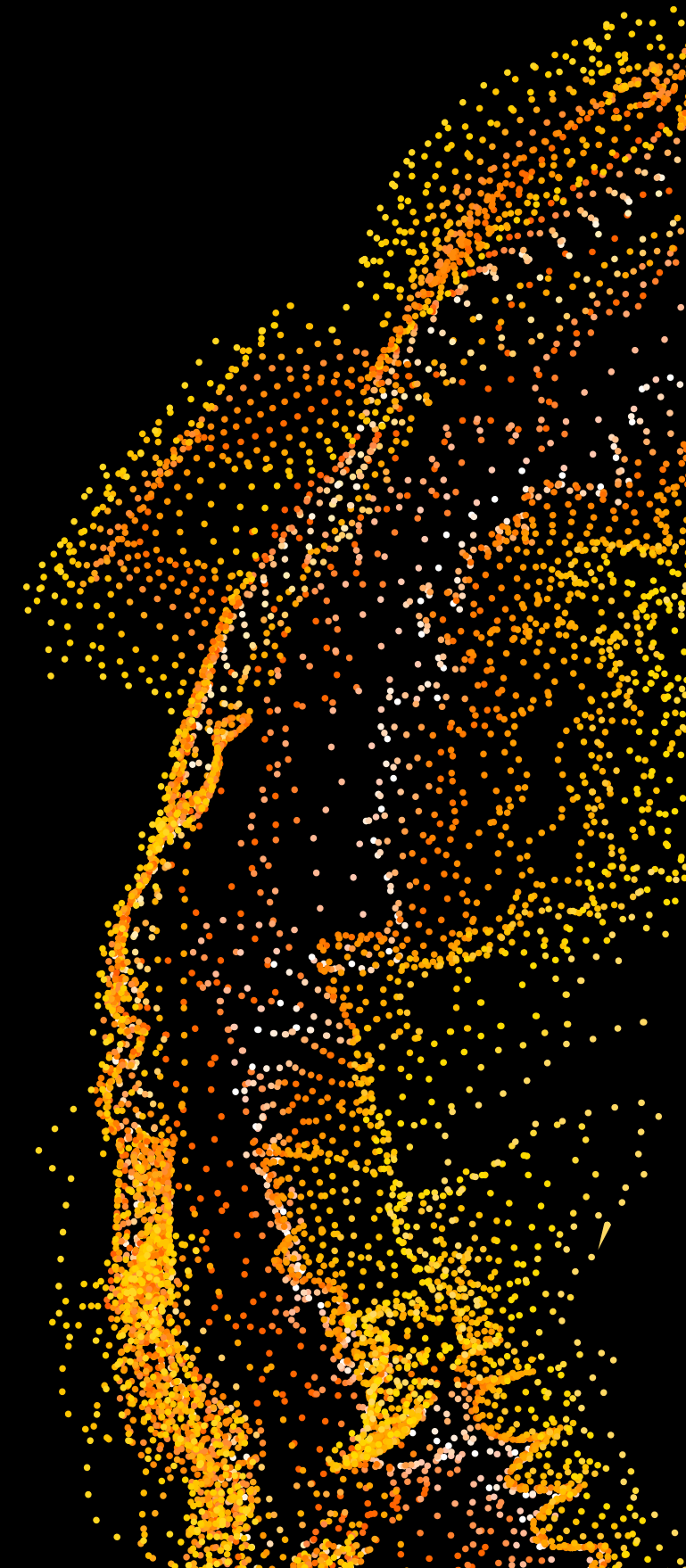
Customers pay in as little as 20 seconds (half the time a card takes!)

## MOBILE NATIVE

No data entry needed on mobile – just use your biometrics

## SECURE

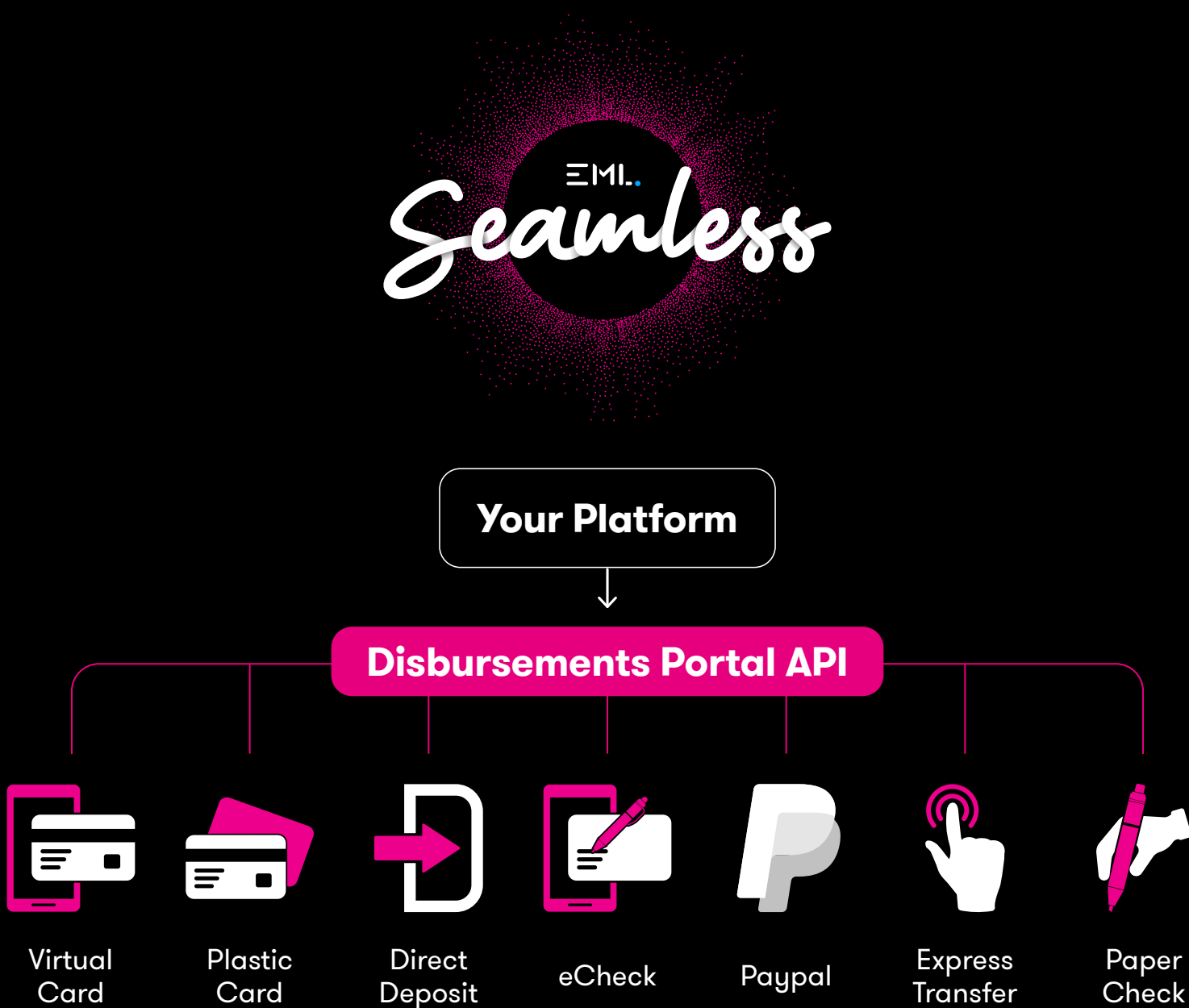
Built upon bank grade security





EML’s newest “white-labeled” product offers enhanced customer engagement and satisfaction via a fully branded single portal experience.

EML Seamless allows merchants to disburse funds to consumers or SMEs through a multitude of payout options. This is a simplified solution, facilitated through a RESTful API connection, file transmission, or payer UI to disburse payments to eligible payees. The payee receives an email to access and confirm their payment, and chooses the payout method, through the same (customer facing) branded UI. This solution allows the merchant to maintain gross margins through a cost and value-based fee/revenue share structure and provides enhanced revenue opportunities through a physical or virtual pre-paid card.



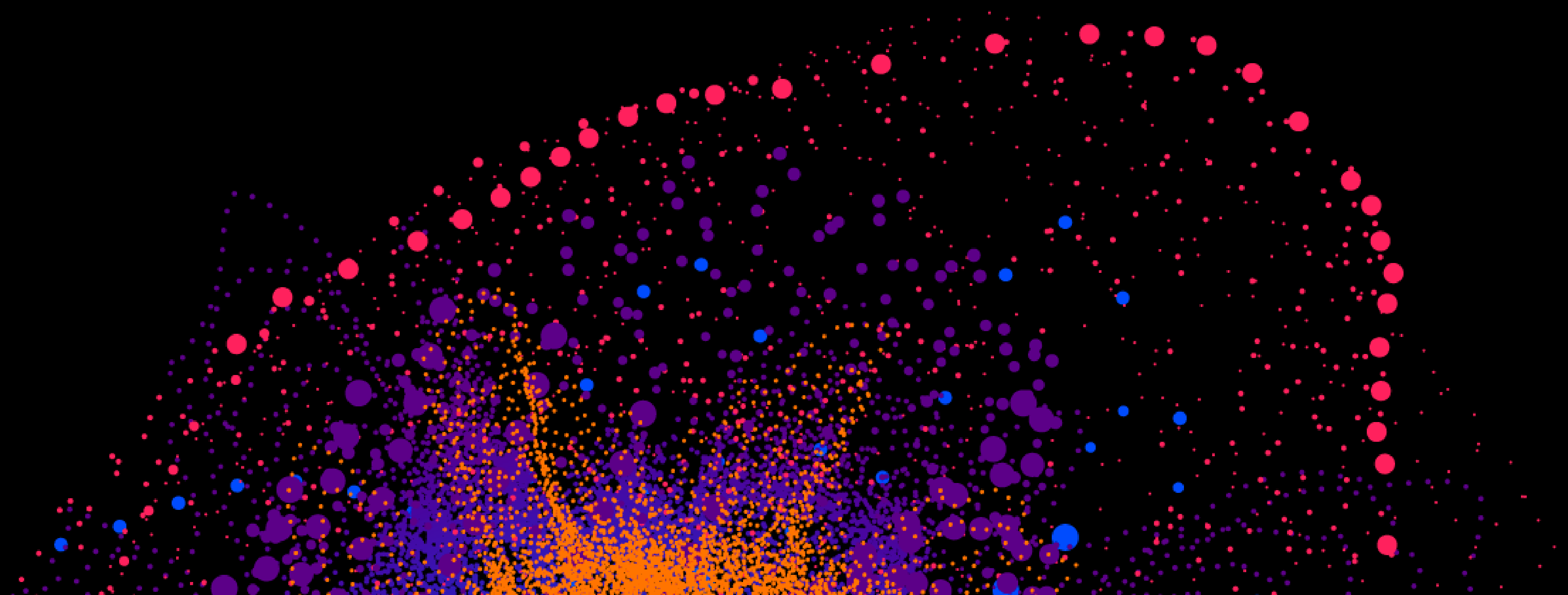
Feature	Benefit
White-labeled	Merchant branded
Multiple Payout Methods	Merchant driven or consumer choice
Simple Integration	Fast implementation
Low Tech Integration	Minimal IT and operational support
Offering multiple payout options	Positive consumer experience
Easy Capture (email and amount owed)	Simplified Data Capture/Remittance
Cost and value based fee structure	Manage costs and drive behavior
Enhanced Pre-paid card revenue options	Earn profits on payouts
1099 Reporting	Meet tax reporting requirements





# Q&A

Money in Motion





# Thank you



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