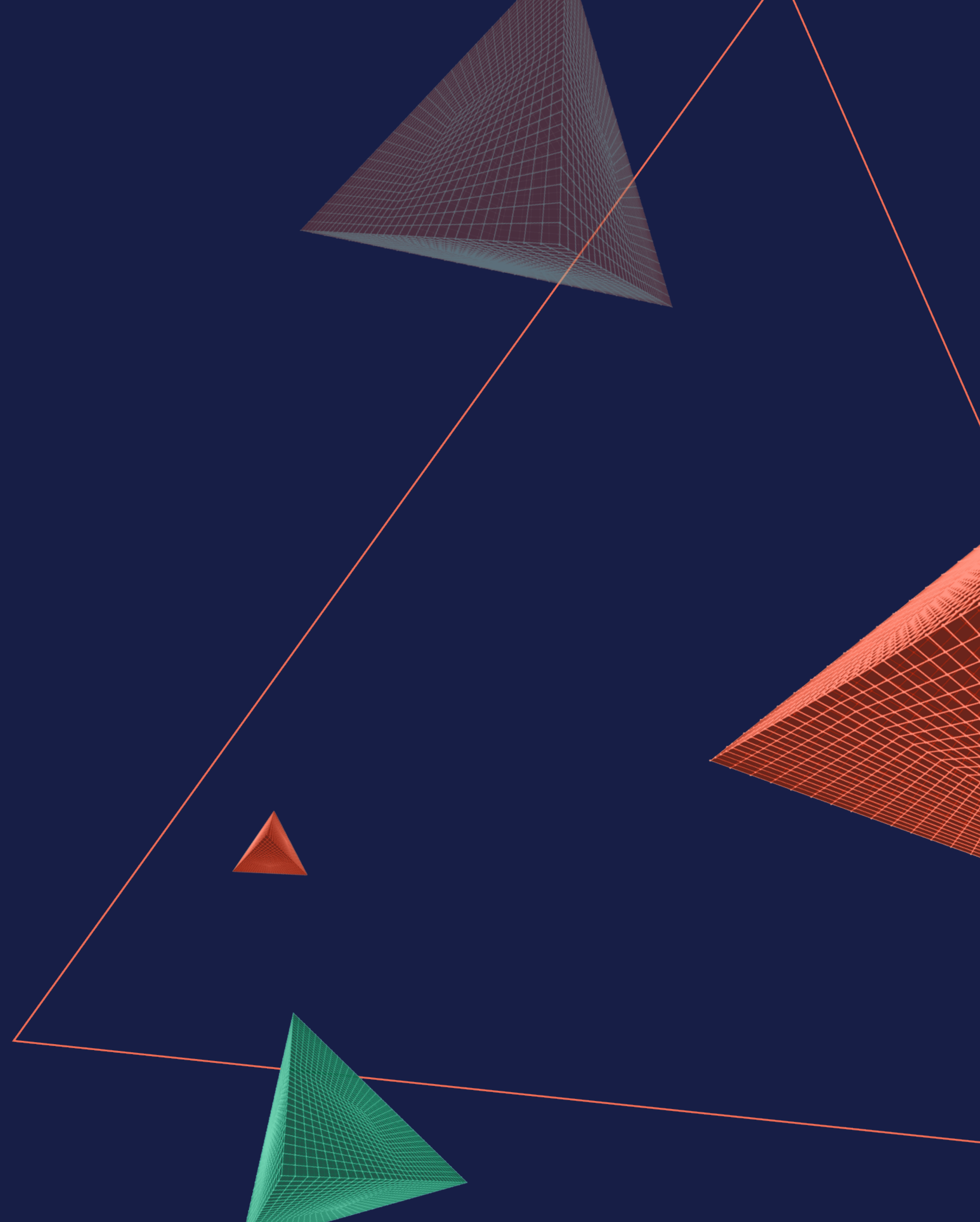




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## FY22 Q1 Investor Presentation

1 November 2021



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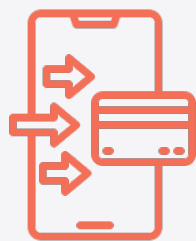


Payments solutions provider, driving innovation in the Banking as a Service ecosystem.

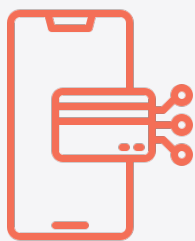
# Simplifying payment experiences worldwide

## Banking as a Service

### Payments as a Service



Issuing physical, digital and virtual prepaid, debit and credit cards

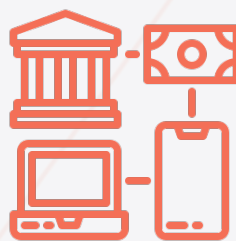


BNPL, Digital wallets, Apple Pay, Google Pay and Samsung Pay



Transaction processing for major schemes Mastercard, VISA, Union Pay, JCB and AMEX

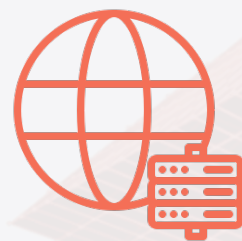
### Payment testing



Payment simulation



Testing automation



All network management and financial transactions

We have a diverse team of over 80 people with local knowledge to support our loyal and growing client base.

# Global fintech with local expertise



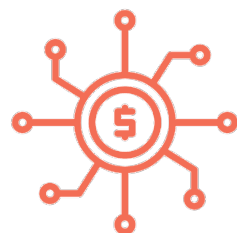
**16m+ cards**  
Scalable payments platform



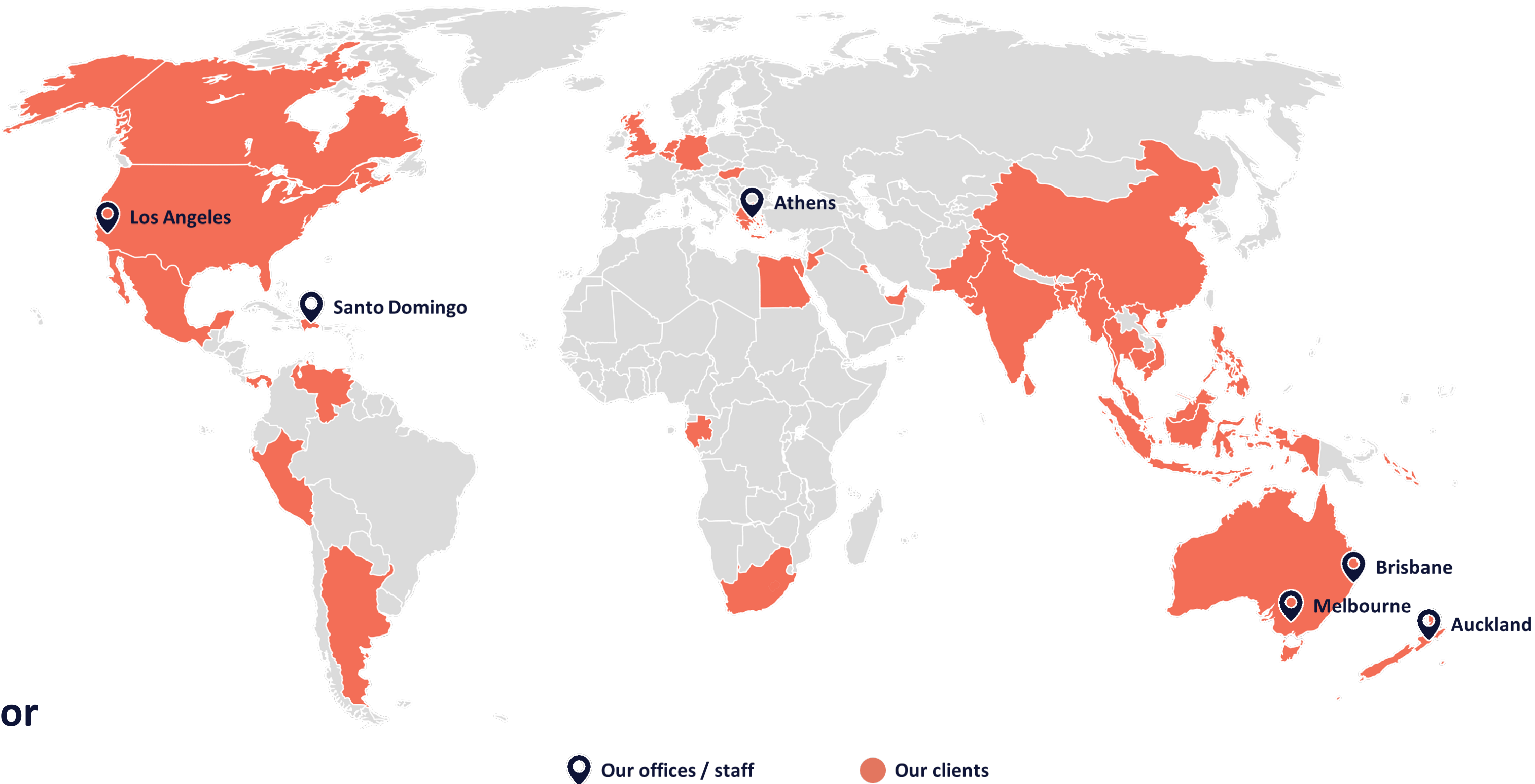
**136 Clients in 36 countries**  
Global footprint



**8+ years average tenure**  
Highly engaged clients



**Processing for the major schemes**



Our Be Competitive year will focus on integration of our platforms, feature development, partnerships and customer growth.

# FY22 Key deliverables for growth

## FY22 Q1-Q2

- ✓ Payment Card Industry PA-DSS Certification
- ✓ BDO Unibank Major Platform Upgrade
- ✓ Established Global Business Development team
- ✓ New US Issuing Bank Partnership
- ✓ New US Payments as a Service Client

- ✓ Board changes announced
- ✓ Vertexon SaaS Platform launch
- ✓ New Website Launch
- ▶ Vertexon Eventing
- ▶ PaySim API launch

## FY22 Q3-Q4

- ▶ Partnership model enabled
- ▶ Vertexon SaaS Platform launch in new region
- ▶ Vertexon Product Roadmap release
- ▶ PaySim Product Roadmap Release
- ▶ Enhanced Customer Support Model
- ▶ PaySim SaaS Launch
- ▶ Axiom Bank issuing onboarding
- ▶ First Vertexon SaaS Customer



**Change has delivered significant milestones to strengthen the business and support our growth strategy.**

## Key Highlights

### **New US Issuing Bank Partnership**

- ▶ Partnership with Axiom Bank provides key relationship for onboarding clients in the US
- ▶ Partnership leverages Change's Mastercard registered processor and payments platform

### **New US Payments as a Service Client**

- ▶ Secured new US fintech card program client in the US – targeting go-live in Q3 FY22
- ▶ Revenue generation will commence upon go-live, adding to Annual Recurring Revenue

### **Vertexon SaaS Platform launch**

- ▶ Launched a new Payments as a Service (PaaS) offering in Oceania - can be launched into new jurisdictions in a matter of days
- ▶ Provides physical, digital and virtual card issuing to banks and fintechs
- ▶ Phase 2 delivered on time and within budget

### **Board Changes**

- ▶ Strengthened the Board with appointment of leading global payments executive
- ▶ Additional payments, operational and strategic experience added to Board

### **Brand Awareness**

- ▶ Launched new website
- ▶ Increasing PR and IR to drive awareness

Diverse range of customers and product usage globally.

# FY22 Q1 Financials

## Revenue

- ▶ US\$1.9 million for the quarter

## Receipts from Customers

- ▶ US\$2.8 million for the quarter
- ▶ Strong cash receipts for the quarter reflective of the collection of both current and prior period invoiced revenue

## Cash Operating Costs

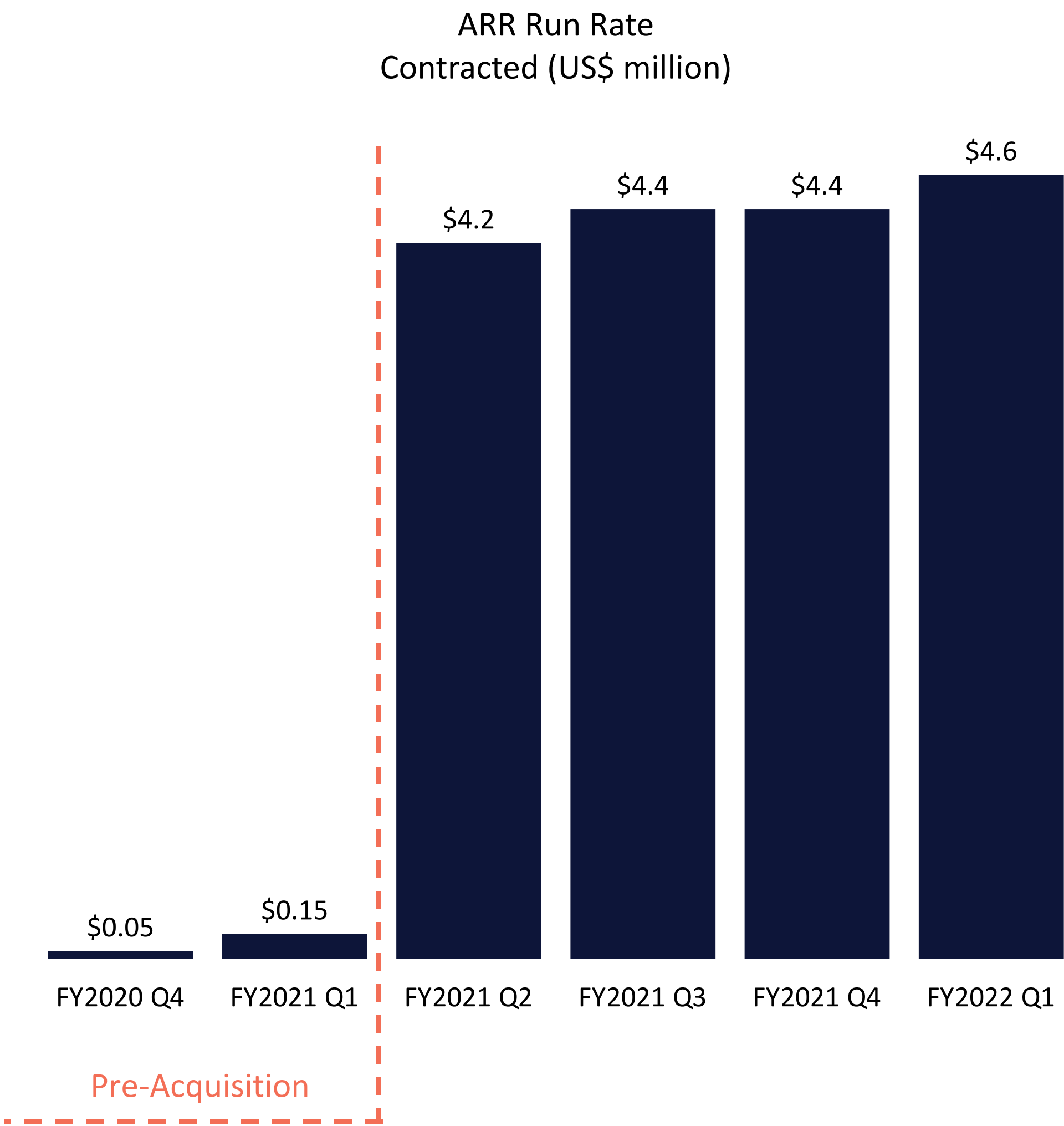
- ▶ Increased relative to the previous quarter as the Company continued to invest in building its team and executing the Go-to-Market strategy released in August to drive growth

## Cash Balance

- ▶ US\$3.5 million as at 30 September

## Contracted Annual Recurring Revenue (ARR)

- ▶ ARR run rate remained steady at quarter end – however following completion of the quarter, contracted ARR increased to US\$4.6 million
- ▶ Change maintains a healthy contracted pipeline of project work which it earns above ARR



Business Development activities has delivered new customers and opportunities.

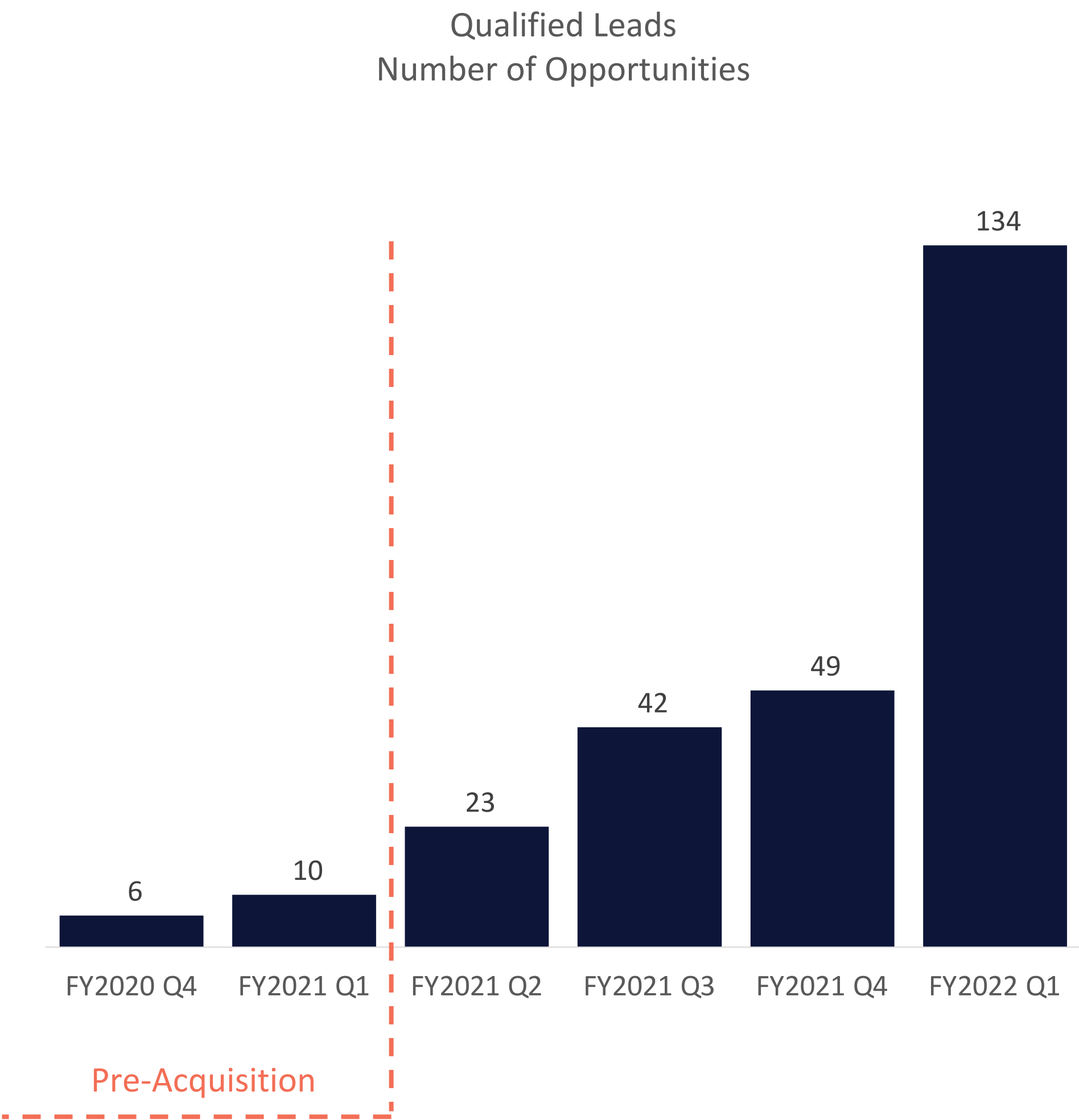
# FY22 Q1 Business Development Update

## Business Development Activities

- ▶ 3 new customers and 5 new implementations for existing clients
- ▶ Significant growth in pipeline from 49 to 134 opportunities across Vertexon and PaySim
- ▶ Strong interest in Vertex SaaS solutions from new and existing clients that will drive ARR growth

## Strategic Activities

- ▶ Implemented Salesforce CRM to provide greater visibility and management of sales activities across all regions
- ▶ Sales strategies in place for all key regions
- ▶ Partner growth program under development







# Thank you.

**Get in touch**

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