

change.



Company Presentation October 2019

ASX: CCA



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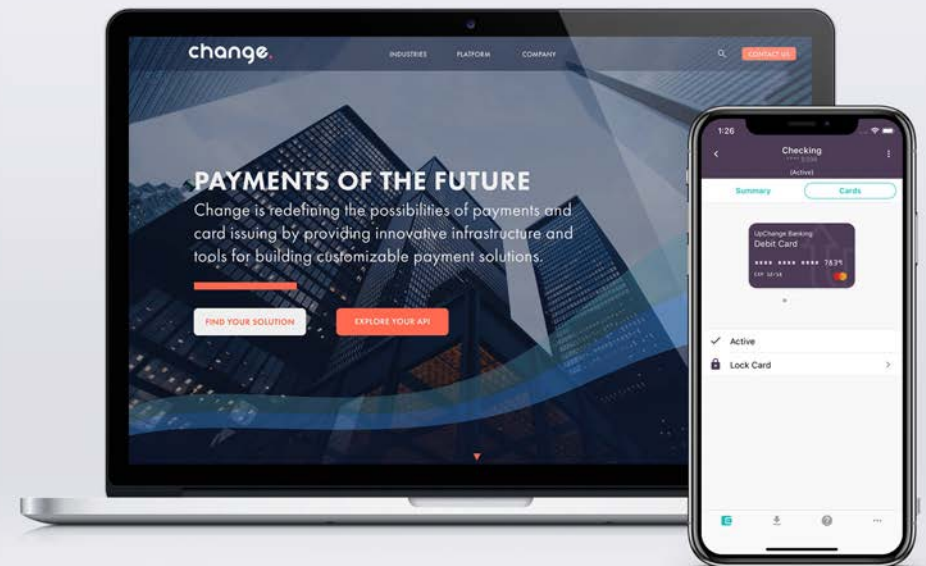
Overview

Change is a US-based fintech company listed on Australian Securities Exchange (ASX: CCA).

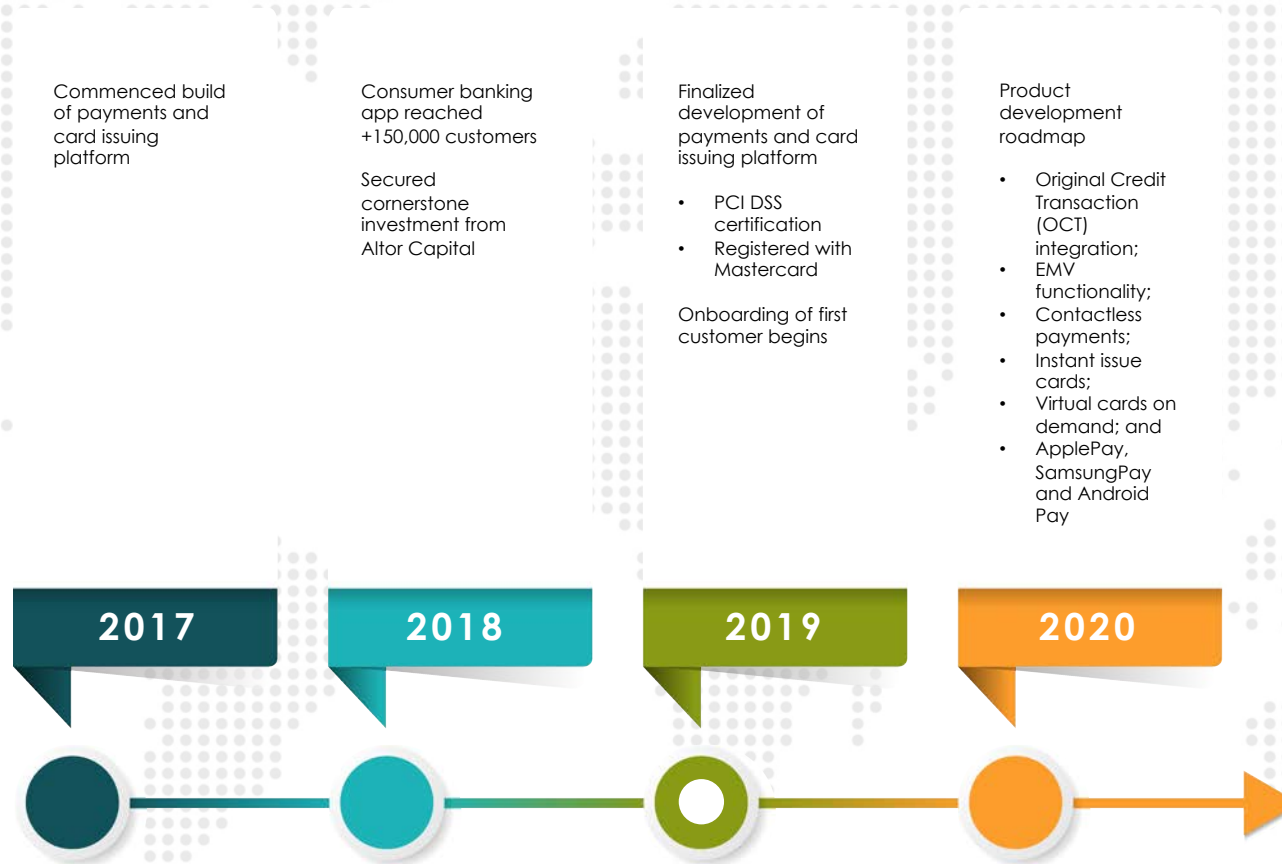
Change has built an innovative payments and card issuing platform which is PCI DSS certified and Mastercard registered.

The Company delivers innovative and scalable payments solutions for existing and emerging markets.

Change is the first US Mastercard certified processor in the last 5 years and second in the last 20 years.



Timeline



Industry Drivers



Legacy issues



- Legacy providers have antiquated technology and commoditized offerings.
- Expensive, large and slow moving existing issuer processors.
- Lack of flexibility with slow development and long implementation times reliant on third-parties.
- Consolidation in the industry has led to fewer options for customers.

Current operating landscape



- Increasing regulatory and compliance requirements and complexity.
- Rising risks to data privacy and incidents of card fraud.
- Financial service providers face increased competition for new payment products.

Evolving market



- Changing consumer spending patterns and behaviors.
- Consumer preference for prepaid and debit cards.
- Prepaid and debit cards are less profitable for issuers than credit cards.
- Social media and digital disruption of consumer interactions.
- Consumers demand mobile payments and innovative new financial products.



It's time for
change.

Market Opportunity



Cashless society driving significant growth

- Number of US debit and prepaid transactions projected to hit 132 billion p.a. by 2025⁽¹⁾
- Transaction volume growth projected at ~60% per annum to 2025⁽¹⁾

Attractive business model

- High barriers to entry - less than 30 Mastercard certified issuers in US
- Change is the first Mastercard certified issuer processor in the last 5 years and second in the last 20 years
- Recurring and scalable revenues

Large customer base in the US alone

- Large captive customer base with +7,000 FDIC banks and +6,000 credit unions in the US
- Many innovative players in the financial services arena looking for disruptive payments technology

(1) Edgar Dunn & Company

Our Benefits



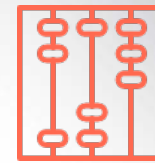
Designed For The Future

A modern payments and card issuing platform allowing delivery of innovative new financial products and services.



Speed To Market

Fully integrated infrastructure and partnerships improving time to market.



Flexibility and Control

Providing the management and control to implement and modify your payment and card products.

Payments and Card Issuing Platform

Innovative Payments and Card Issuing

Change is redefining the possibilities of payments and card issuing. Providing innovative infrastructure and tools for building customizable solutions via open APIs, our platform has been designed for companies who want to control their offering of payment products to their customers.



Innovative

Change's APIs provide the tools for companies to design, build and implement new payment solutions without legacy issuer processors.



Agile

Customer's needs are constantly evolving. Change's platform allows rapid deployment of new card programs and payment solutions.



Access

Gain a new level of control to implement and modify payment and card products. Set customer business rules.



Personalize

Change enables customization of parameters in real-time to control the flow and processing of funds. Configure payment and card experiences.



Business Intelligence

Provides a solution that is data driven and allows real-time analytics on customer and merchant behavior.



Mobile Solution

Award-winning consumer banking technology including features such as paperless mobile account opening and innovative money management tools.

Platform Features

Change's innovative payments and card issuing platform includes the following features:



Program Dashboard

Manage payment programs in real-time and configure program and account settings such as transaction limits and fees charged on an individual customer level.



Data Insights Dashboard

Access to data rich information allowing real-time insights that support day-to-day operations and drive growth.



API Connectivity

Built for connecting digital assets that improve time to roll out new programs and features while building infrastructure to improve productivity.



Dynamic Controls

Real-time payment and authorization controls to manage excess spending, reduce fraud and unwanted behaviors.



Banking as a Service

White-labelled banking application that allows companies to offer innovative mobile banking applications under their own brand.



Mastercard Processor

Payment processing capability built on Mastercard's new network gateway (MNGS). Leverages the best of Mastercard's evolving technology advancements.

Our Technology Benefits

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Microservices Architecture

Scale up operations with limited incremental spend

Modular design to isolate functionality and services



Cloud Based

Built on AWS and latest technologies

Increased efficiency and cost savings



API Driven

Intuitive, accessible and self-service platform

Easily integrated with partner systems



Audit Framework

Audit trail and event based architecture

Enhanced transaction monitoring and compliance benefits



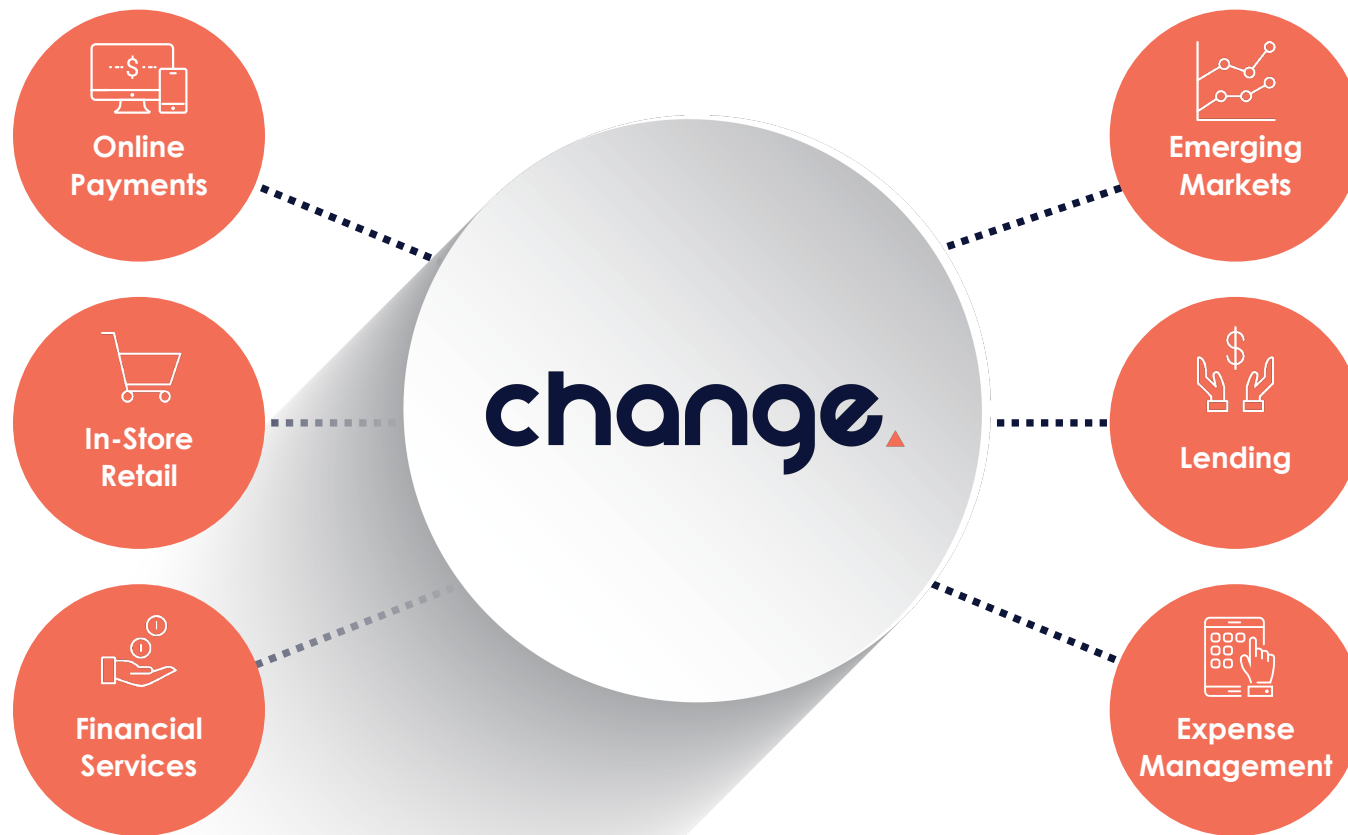
Global & Scalable

Easily adaptable application for new markets

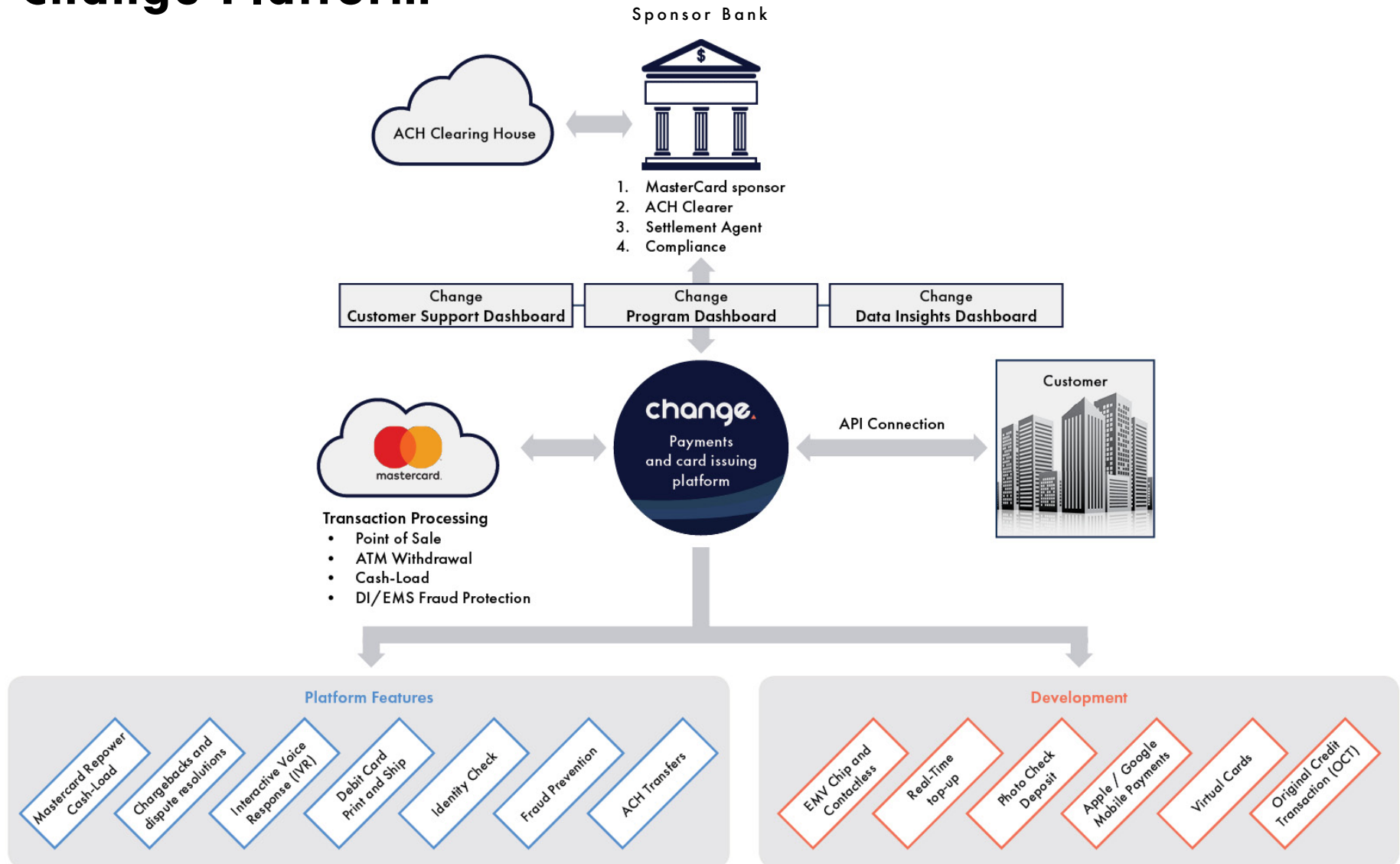
Automatic scalability of services and data centers

Industry Agnostic Solution

Change's Platform can power payment and card solutions across a wide range of industries.



Change Platform



Corporate Overview



Executive Team



Alastair Wilkie - CEO

Alastair, an experienced executive in the financial services industry focussed on banking and payments with a background in information technology and business development. He has over twenty-five years' experience in senior leadership roles in Australia, Europe and North America.

He is the Founder and Chairman of a number of private companies driving digital disruption in the financial services industry. He was formerly COO of ASX listed EML Payments and was Executive General Manager at Indue, an Approved Deposit taking Institution providing aggregated banking services to the Australian Payment System. Prior to joining Indue, Mr Wilkie was CEO of Monterey Group Ltd, an ASX listed company managing solutions for the superannuation services market. He has also held senior executive roles overseas at Bull Information Systems, Vision Consulting and ExploreIT.

Alastair has a Diploma in Management Studies from W.L. College in Scotland and studied Business Administration at the Executive Management Institute, ESSEC in Paris.



Clayton Fossett - COO

Clayton has more than 20 years experience in fintech, financial services, technology and consulting. He has been COO at Change Financial from the Company's startup days and has been instrumental in the Company's journey building and launching its payments and card issuing platform. Over his tenure Clayton has directly managed and built the Company's Engineering, Compliance, Customer Support and Marketing teams. He has forged partnerships with issuing banks, Mastercard, and other networks and key industry service providers.

Prior to joining Change Financial, Clayton was at Yahoo! for 10 years, where he held a number of senior Operations Finance roles, supporting paid search, display advertising and subscription businesses in the US and globally. Clayton has also worked at the United States Securities and Exchange Commission, First Boston, Deloitte and Freddie Mac.

Clayton holds AB and MBA degrees from Harvard University.



Ian Leijer - Finance Director

Ian is a Chartered Accountant with over 25 years' experience in financial analysis, corporate transactions, business strategy and business management. He was CFO and Company Secretary for over 10 years of former ASX listed company Avatar Industries Limited which operated globally in a number of diverse industries including mining services, electronics distribution, fabrication of building products and printing. Ian started his career with Price Waterhouse specializing in corporate transactions and valuations before joining a boutique investment bank.

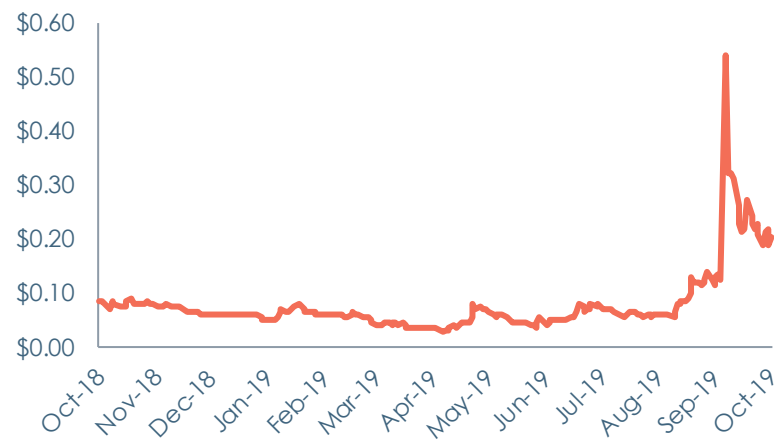
Ian currently works with a number of entities on business analysis, capital raising (debt & equity) and general management. Ian also holds a Bachelor of Economics from the University of Sydney, Australia.

Corporate Overview

Capital Structure	
Share Price (ASX: CCA) ¹	A\$0.205
Shares on Issue	102,518,631
Market Capitalization ²	A\$21.0m US\$14.3m

¹ as at 25 Oct 2019

² based on last price and AUD/USD 0.68



Shareholders	
Top 20 Shareholders	42.7%
Balance of Register	57.3%

Board

Teresa Clarke – Chair

Ian Leijer – Director

Ben Harrison – Director

Harley Dalton - Director

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