

FY17
**RESULTS
PRESENTATION**

 **afterpay**touch





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1. INTRODUCTION

ANTHONY EISEN - EXECUTIVE CHAIRMAN

2. AFTERPAY BUSINESS UPDATE

NICK MOLNAR - AFTERPAY CEO AND EXECUTIVE DIRECTOR

3. POST MERGER UPDATE

DAVID HANCOCK, GROUP HEAD AND EXECUTIVE DIRECTOR

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NADINE LENNIE, CHIEF FINANCIAL OFFICER

5. STRATEGY AND OUTLOOK

DAVID HANCOCK, GROUP HEAD AND EXECUTIVE DIRECTOR



ANTHONY EISEN
INTRODUCTION

FY17 HIGHLIGHTS



AFTERPAY HAS GROWN RAPIDLY TO BECOME AUSTRALIA'S LEADING

**BUY NOW,
RECEIVE NOW,
PAY IT IN FOUR**

SERVICE PROVIDER IN THE AUSTRALIAN MARKET

RETAIL PARTNERSHIPS ESTABLISHED WITH THE LEADING AUSTRALIAN AND GLOBAL RETAIL BRANDS

NOW OVER
7,200 RETAILERS
ON-BOARDED

**STRONG
FINANCIAL
PERFORMANCE**

PROFITABLE BUSINESS MODEL ILLUSTRATED BY POSITIVE OPERATING EARNINGS PERFORMANCE IN FIRST FULL FINANCIAL YEAR OF OPERATIONS

PROPRIETARY TRANSACTION INTEGRITY TECHNOLOGY AND DATA ANALYTICS
A COMPETITIVE ADVANTAGE

**DECLINING
LOSS RATES**
WHILE GROWING
EXPONENTIALLY

STRONG ALIGNMENT WITH CORE MILLENNIAL DEMOGRAPHIC CONTINUES TO GAIN MOMENTUM

**ONE MILLION
CUSTOMERS**

INTERNATIONAL EXPANSION STRATEGY

**LAUNCH IN
NEW ZEALAND**

GROWTH CAPACITY EXTENDED

**BANKING
FACILITIES
TO \$200M**

**MERGER WITH
TOUCHCORP
COMPLETED**

FACILITATING FURTHER RAPID EXPANSION IN AUSTRALIA AND OVERSEAS



MERGER UPDATE AND FY17 FINANCIAL STATEMENTS

AFTERPAY TOUCH GROUP LIMITED WAS INCORPORATED FOR THE PURPOSE OF THE MERGER BETWEEN AFTERPAY AND TOUCHCORP

MERGER BECAME LEGALLY EFFECTIVE ON 28 JUNE 2017 AND AFTERPAY TOUCH GROUP WAS LISTED ON THE AUSTRALIAN SECURITIES EXCHANGE (ASX: APT)

THE FY17 FINANCIAL STATEMENTS OF THE AFTERPAY TOUCH GROUP REFLECTS:

- The income and cashflows from Afterpay and its subsidiaries (Afterpay Group) only (i.e. nil contribution from Touchcorp and its subsidiaries)
- Accordingly, the comparative period results reflect Afterpay Group only
- The balance sheet reflects the acquisition of Touchcorp by Afterpay as at 30 June 2017
- A number of one-off and non-cash merger related acquisition adjustments (detailed herein) impact the Afterpay Touch Group FY17 financial statements



FY17 FINANCIAL HIGHLIGHTS

THE AFTERPAY
BUSINESS GREW
**RAPIDLY AND
PROFITABLY**
DURING FY17

	FY17	FY16	CHANGE %
UNDERLYING SALES	\$561.2M	\$37.3M	1405%
MERCHANT FEES	\$22.9M	\$1.4M	1535%
NET TRANSACTION MARGIN	\$14.1M	\$0.8M	1662%
EBTDA NORMALISED (EXCLUDING SHARE BASED PAYMENTS AND ONE-OFF EXPENSES)	\$5.8M	-\$1.4M	514%
SHARE BASED PAYMENTS	-\$1.8M	-\$0.1M	N/A
ONE-OFF EXPENSES	-\$2.1M	—	N/A
EBTDA (BEFORE ONEROUS TOUCHCORP COSTS)	\$1.9M	-\$1.5M	227%
DEPRECIATION AND AMORTISATION	-\$2.7M	-\$2.2M	-23%
TOUCHCORP ONEROUS CUSTOMER DEVELOPMENT COST	-\$13.6M	—	N/A
EARNINGS BEFORE TAX	-\$14.4M	-\$3.7M	-289%
REPORTED NET PROFIT AFTER TAX	-\$9.6M	-\$3.6M	-167%



NICK MOLNAR
AFTERPAY BUSINESS UPDATE



AFTERPAY
PROCESSES AN
ORDER ON AVERAGE
**EVERY TIME
SOMEONE BLINKS**



ONE MILLION AFTERPAY CUSTOMERS

REALLY
REALLY
CUSTOMER
CENTRIC

- ALIGNED WITH CORE MILLENNIAL VALUES AND LIFESTYLE PREFERENCES
- STRONG UPTAKE AND ADOPTION
- DEMOGRAPHIC APPEAL BROADENING WITH RETAIL EXPANSION AND FOLLOWER ADOPTION



**TOTAL TRANSACTIONS
SINCE INCEPTION**
4,902,585





OVER 7,200 RETAIL PARTNERSHIPS

NOW WORKING WITH THE **BIGGEST AND MOST CUSTOMER CENTRIC BRANDS** IN THE COUNTRY WITH FURTHER OPPORTUNITIES TO GROW

\$22b TOTAL AUSTRALIAN ONLINE RETAIL (EXCLUDING TRAVEL)



COTTON:ON	COUNTRY ROAD	SUPERCHEAP AUTO	MYER	SHERIDAN	OPTUS	ToysRUS	booktopia
The Athlete's Foot	LORNA JANE	BCF	THE ICONIC	pillow talk bedroom bathroom living	Beacon LIGHTING		THE NILE
<i>supré</i>	MIMCO	rebel	Best&Less	adairs	Typo		
THE JUST GROUP	PUMA		EZIBUY <i>Your Style</i>				
CUÉ	SEPHORA						



DELIVERING STRONG INCREMENTAL VALUE TO RETAILERS

“THE ICONIC is Australia’s largest online fashion retailer. As we are true to our customers, Afterpay has been integrated into our service offering, at the customer’s request.

Since launching Afterpay in early 2017 we have seen incredible results, e.g. higher NPS scores for Afterpay customers, higher basket values, etc.

Afterpay is the fastest growing payment service offered by THE ICONIC.”

THE ICONIC

PATRICK SCHMIDT,
CEO AT THE ICONIC

“For us, implementing Afterpay in-store was the natural progression after having such strong results online. The appetite for Afterpay from our customers has, even at this early stage, seen 12% of our in-store sales now coming through Afterpay with

the average order value up almost 60% on other payment options.”

TONY BIANCO

ADAM BIANCO
DIRECTOR, TONY BIANCO



UNDERLYING SALES AND **REVENUE**

UNDERLYING
ANNUALISED SALES
**TRENDING WELL
ABOVE \$1.2 BILLION**
BASED ON
RECENT MONTHLY
PERFORMANCE

FY17
\$561m

UNDERLYING
SALES

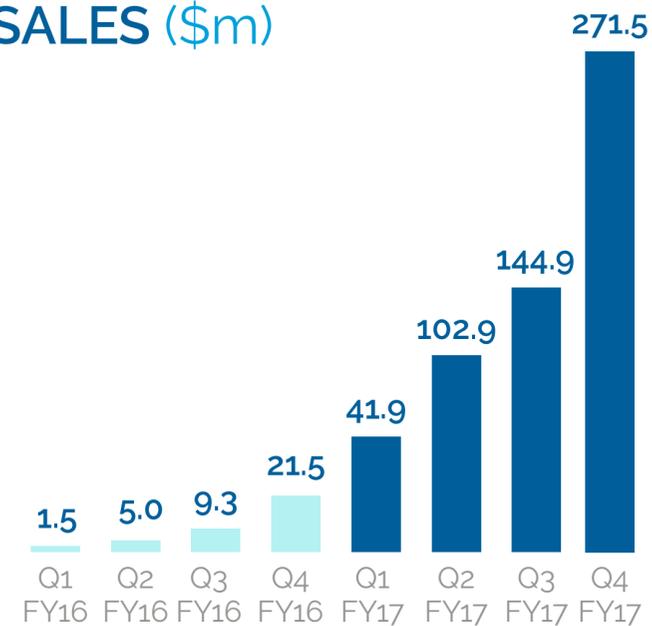
FY17
\$23m

MERCHANT
FEE REVENUE

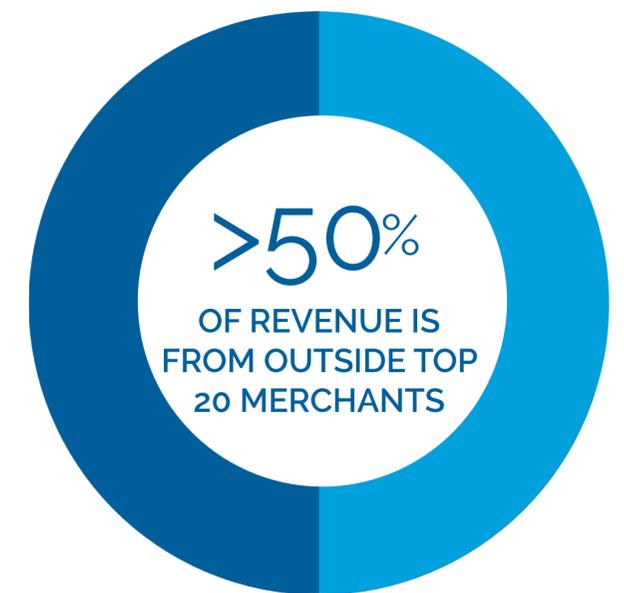
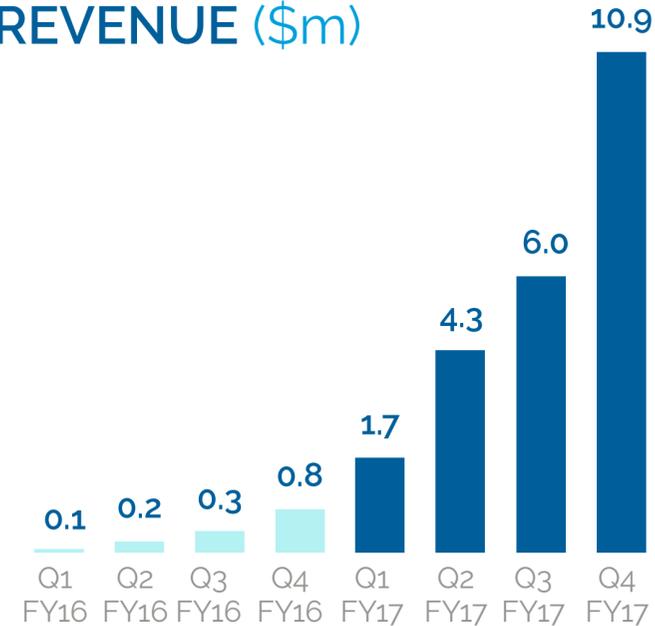
FY17
4.1%

MERCHANT
MARGIN

AFTERPAY QUARTERLY
SALES (\$m)



AFTERPAY QUARTERLY
REVENUE (\$m)



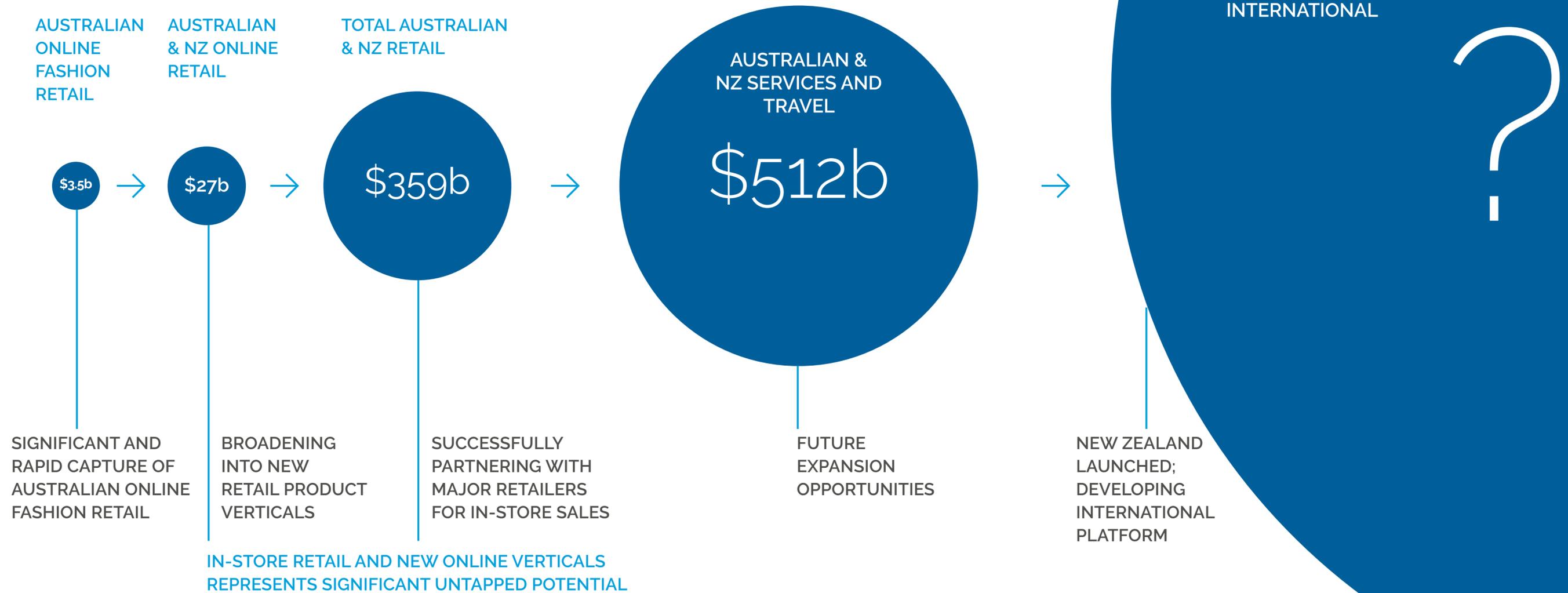
TOP 20

OTHER RETAILERS



MARKET EXPANSION POTENTIAL REMAINS LARGE

CURRENTLY PROCESSING APPROXIMATELY **20% OF ALL ONLINE APPAREL AND 5% OF ALL RETAIL E-COMMERCE** IN AUSTRALIA



SOURCE: AFTERPAY ESTIMATES BASED ON NAB ONLINE RETAIL SALES INDEX JUN-17, ABS DATA, BNZ NEW ZEALAND ONLINE RETAIL SALES. INTERNAL AFTERPAY DATA AND ESTIMATES. NOTE: TOTAL AUSTRALIAN & NZ RETAIL AND AUSTRALIAN SERVICES AND TRAVEL INCLUDES ONLINE AND OFFLINE



IN-STORE REMAINS A MAJOR FOCUS AND **UNTAPPED OPPORTUNITY**

→ LAUNCH OF AFTERPAY "APP"
IMPORTANT INITIAL ELEMENT OF
IN-STORE PRODUCT EVOLUTION

FURTHER RELEASES AND FUNCTIONALITY

LARGE AND INSTANTANEOUS CUSTOMER ADOPTION OF "APP"

SEEKING TO TRIPLE PHYSICAL FOOTPRINT BY CHRISTMAS
WITH MANY LARGE, EXISTING ONLINE PARTNERS IN THE
PROCESS OF IN-STORE INTEGRATIONS SUCH AS:

dotti.

michael hill.
WE'RE FOR LOVE

Jay Jays

portmans

JACQUIE

COUNTRY ROAD

HYPE

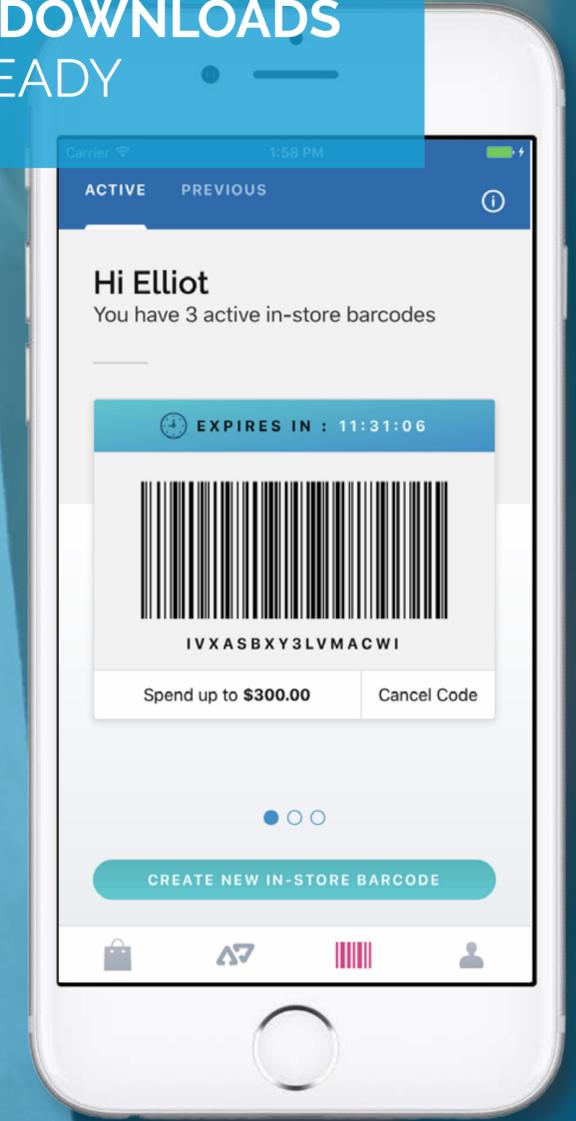
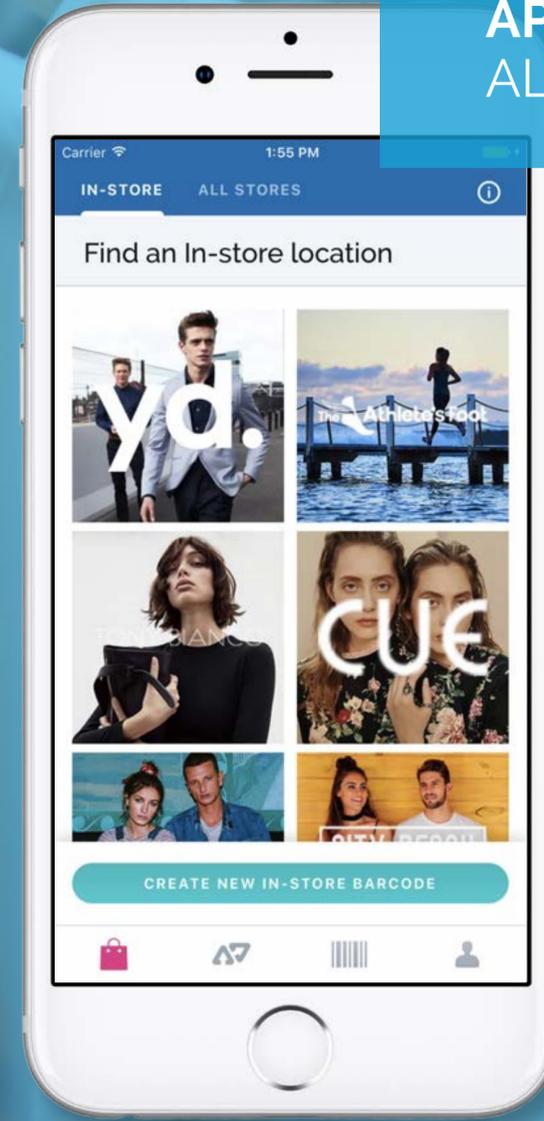
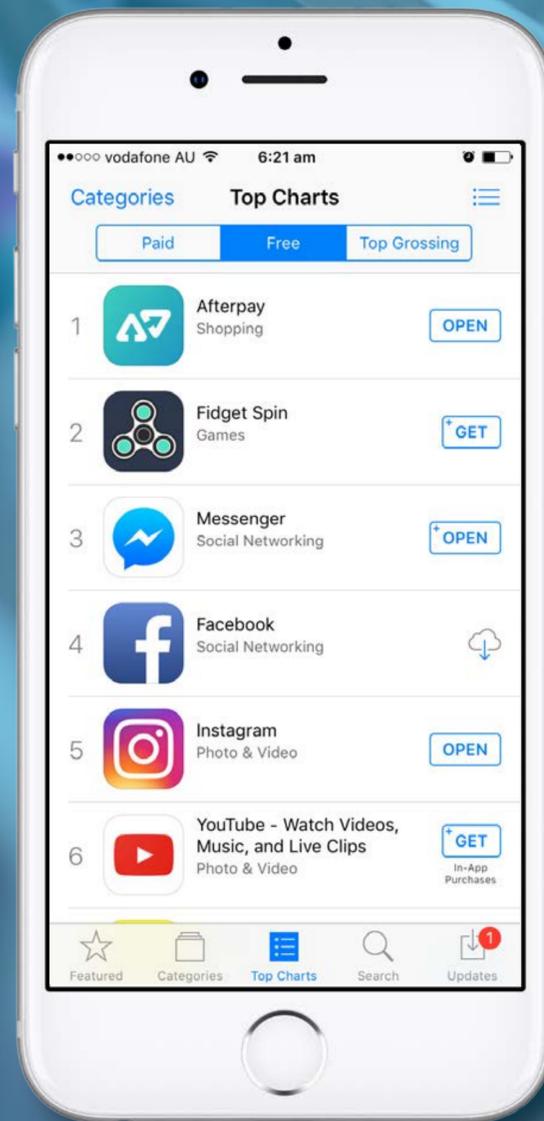
supré

MIMCO

SEAFOLLY
AUSTRALIA

Bardot

APPROXIMATELY
300,000
APP DOWNLOADS
ALREADY



DEVELOPING MORE IN-STORE FOCUSED PARTNERSHIPS

Westfield

IN PARTNERSHIP, WESTFIELD AND
AFTERPAY ARE WORKING TOGETHER
TO SCALE THE IN-STORE OFFERING
FOR OUR RETAIL PARTNERS.

OVER WESTFIELD'S FASHION WEEKEND IN SEPTEMBER
THERE WILL BE AN AFTERPAY LARGE-SCALE IN CENTRE
ACTIVATION. THE ACTIVATION WILL BE BASED AROUND
A 'HAPPILY EVER AFTERPAY' CAMPAIGN WHICH ALLOWS
SHOPPERS TO CELEBRATE THEIR PURCHASES AND
PROMOTING AFTERPAY'S RETAIL PARTNERS.

THIS IS THE BEGINNING OF A LONG-TERM RELATIONSHIP
FOCUSED ON BRICKS & MORTAR, ALLOWING US TO
SUPPORT IN-STORE RETAILERS ON A LARGER SCALE.





NEW VERTICALS – TRAVEL

- AFTERPAY HAS REMAINED FOCUSED ON INTRODUCING NEW PRODUCT VERTICALS TO ITS CUSTOMER BASE TO PROVIDE MORE OPPORTUNITY TO USE AFTERPAY IN A MARKET WHERE MILLENNIALS ARE VERY ACTIVE
- TRAVEL AS A CATEGORY REPRESENTS A STRONG GROWTH CHANNEL FOR THE AFTERPAY BUSINESS AND A NATURAL EXTENSION FROM RETAIL
- AFTERPAY WILL COMMENCE A PILOT PROGRAM WITH AN AUSTRALIAN AIRLINE TOWARDS THE END OF Q1 OR EARLY Q2 FY18 (SUBJECT TO CONTRACT FINALISATION)





MORE CUSTOMER INNOVATION

- AFTERPAY'S GROWTH TO DATE HAS BEEN AN INNOVATIVE PRODUCT LEAD STRATEGY AND THIS FOCUS ON GROWTH WILL CONTINUE
- AFTERPAY DAY IS BEING RUN ON AUGUST 30 IN COLLABORATION WITH OUR RETAIL PARTNERS IN A 24 HOUR SALE DAY. AFTERPAY IS IN A STRONG POSITION TO DRIVE RETAIL PARTNER SALES VIA ITS ASSETS – SHOP DIRECTORY, APP, SOCIAL AND EMAIL CHANNELS
- AFTERPAY IS CONTINUING TO WORK ALONGSIDE OTHER STRATEGIC PARTNERS TO LAUNCH RETAIL DRIVEN INITIATIVES OVER THE COURSE OF FY18

afterpay 
day!
SALE
24 HOURS FROM MIDDAY
30TH TO 31ST AUGUST



NEW GEOGRAPHIES

CURRENTLY LAUNCHING IN NEW ZEALAND
IN ASSOCIATION WITH TRADE ME

Several large New Zealand local and Australian based retailers operating in the New Zealand market are now signed-up

Trade Me will be progressively introducing Afterpay within its marketplace

→ Trade Me is the largest e-commerce player in New Zealand and has over 4 million registered customers

New Zealand is a 'blue-print' for entering new markets and we are significantly investing in our platform and people to facilitate following our retail partners internationally



SHOWPO



redrat

fresh
discover beauty online

ZIERA



CUE

TRELISE COOPER

PRINCESS POLLY

SMITH+ CAUGHEY'S

mocka

dermalogica

luggage.co.nz
helping kiwis fly



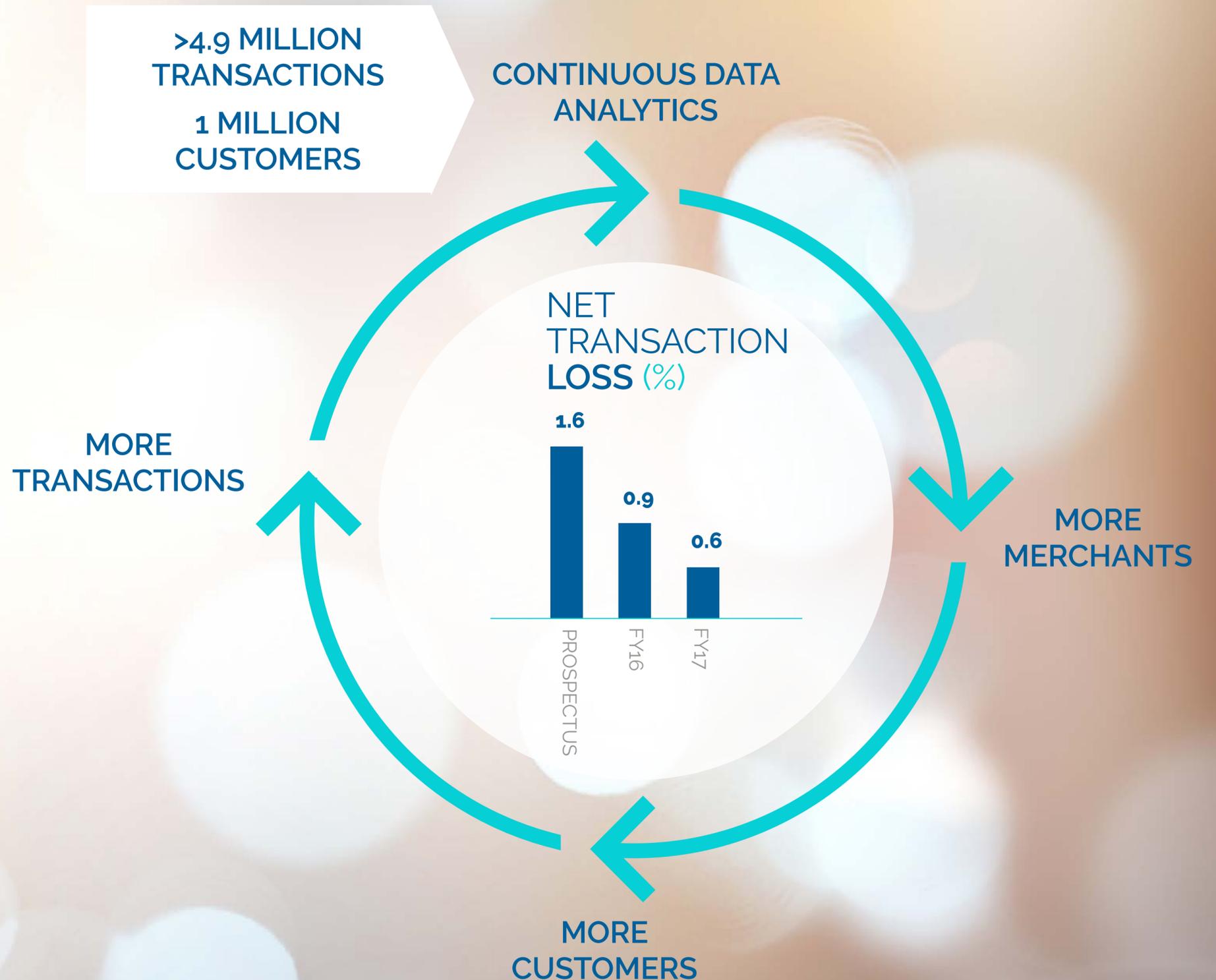
DATA AND TECHNOLOGY COMPETITIVE ADVANTAGE

PROPRIETARY TRANSACTION INTEGRITY CAPABILITY IMPROVING WITH SCALE:

- Lower Net Transaction Loss Rates
- Higher Transaction Acceptance Rates
- Deep and representative retail and customer insights

INVESTING STRONGLY IN DATA DRIVEN CAPABILITIES:

- Growing team of data scientists and analysts
- Underpinning for future customer and merchant value-added services





DAVID HANCOCK
POST MERGER UPDATE



AFTERPAY TOUCH GROUP

MERGER BETWEEN AFTERPAY AND TOUCHCORP

EFFECTIVE ON 28 JUNE 2017

BOARD

ANTHONY EISEN
(EXECUTIVE CHAIRMAN)

NICHOLAS MOLNAR

DAVID HANCOCK

MICHAEL JEFFERIES

CLIFFORD ROSENBERG

ELANA RUBIN

BOARD AND MANAGEMENT TEAM ENHANCED

TO FACILITATE:

Resolute focus on maintaining Afterpay growth and performance

Optimising and enhancing core Touchcorp business lines

Integrating teams and extracting merger synergies

DAVID HANCOCK APPOINTED TO THE ROLE OF GROUP HEAD

WITH THE KEY RESPONSIBILITIES:

Implement Afterpay Touch Group strategy

Bring teams together and ensure common resources are maximised

Drive performance and synergies



STRONG MERGER RATIONALE

VERTICALLY INTEGRATED FROM A TECHNOLOGY
AND END-END SERVICE DELIVERY PERSPECTIVE

ENABLER FOR CONTINUING ACCELERATED GROWTH
OF AFTERPAY AND INTERNATIONAL EXPANSION

ABILITY TO **ENHANCE CORE TOUCHCORP**
RECURRING REVENUE STREAMS

CLEAR SYNERGIES BY WAY OF **COMBINED PLATFORM BENEFITS**
(TECHNOLOGY DEVELOPMENT, TRANSACTION INTEGRITY, DATA ANALYTICS)

ENHANCED **INTELLECTUAL PROPERTY** PROFILE

STRONG COMBINED **LEADERSHIP TEAM**



AFTERPAY TOUCH GROUP PROFILE

- ① VERTICALLY INTEGRATED
- ② DATA DRIVEN
- ③ PRODUCT FOCUSED



CUSTOMER
CENTRIC
PRODUCTS

TECHNOLOGY &
IP ADVANTAGE

ENTERPRISE
SCALABILITY



IMMEDIATE OBJECTIVES AND PRIORITIES



LEADERSHIP TEAM

RE-ORGANISE LEADERSHIP TEAM UNDER NEW GROUP STRUCTURE (COMPLETE)



FOCUS ON GROWTH, INNOVATION AND DATA

ENHANCE AFTERPAY GROWTH PLATFORM VIA GREATER ALLOCATION OF TECHNOLOGY RESOURCES AND STRONG FOCUS ON INNOVATION AND DATA CAPABILITIES



EXPANSION ROADMAP

UTILISE AFTERPAY NEW ZEALAND LAUNCH EXPERIENCE TO ARCHITECT A BROADER AND LARGER SCALE AFTERPAY INTERNATIONAL AND RETAIL EXPANSION ROADMAP



FANTASTIC TALENT

HIRE FANTASTIC TALENT REQUIRED TO FACILITATE OUR GROWTH AGENDA



ENHANCE TOUCHCORP

FOCUS STRONGLY ON TOUCHCORP BUSINESS LINES TO MAINTAIN OR ENHANCE RECURRING REVENUE STREAMS



STREAMLINE

ELIMINATE NON-CORE AND DUPLICATIVE ACTIVITIES

TOUCHCORP BUSINESS UPDATE



STABLE

UNDERLYING TRANSACTION VOLUMES
AND RECURRING REVENUES IN THE
KEY TOUCHCORP BUSINESS LINES





NADINE LENNIE
FINANCIAL INFORMATION

KEY FINANCIAL METRICS



\$M (UNLESS OTHERWISE STATED)	FY17	FY16	% CHANGE
UNDERLYING MERCHANT SALES	561.2	37.3	1405%
AFTERPAY MERCHANT REVENUE	22.9	1.4	1535%
MERCHANT SALES	4.1%	3.7%	0.4%
NET TRANSACTION LOSS	-3.1	-0.3	-933%
MERCHANT SALES	-0.6%	-0.8%	0.2%
OTHER VARIABLE TRANSACTION COSTS	-5.8	-0.3	1833%
MERCHANT SALES	-1.0%	-0.8%	-0.2%
NET TRANSACTION MARGIN	14.1	0.8	1663%
MERCHANT SALES	2.5%	2.1%	0.4%
OTHER REVENUE	6.1	0.3	1933%
OPERATING EXPENSES	-8.6	-2.2	-291%
OPERATING EBTDA	5.8	-1.4	514%
ONE-OFF EXPENSES	-2.1	-	N/A
SHARE BASED EXPENSES (NON-CASH)	-1.8	-0.1	N/A
EBTDA	1.9	-1.5	227%

COMMENTS

- > Growth in Merchant Revenue as a percentage of Underlying Merchants Sales is attributable to the increased mix of SMB to Enterprise merchants
- > Net Transaction Loss as percentage of Underlying Merchant Sales has reduced through improved data analytics and rules development
- > Other Variable Transaction Costs as a percentage of Underlying Merchant Sales have increased due to additional merchant and transaction related costs

NOTE: EBTDA REFERS TO EARNINGS BEFORE TAX, DEPRECIATION AND AMORTISATION (AFTER INTEREST REVENUE AND EXPENSES BUT BEFORE ANY ADJUSTMENTS FOR TOUCHCORP CUSTOMER DEVELOPMENT ONEROUS CONTRACT).

STATUTORY RESULTS ANALYSIS



\$M (UNLESS OTHERWISE STATED)	FY17	FY16	% CHANGE
INCOME FROM RENDERING OF SERVICES	22.9	1.4	1535%
COST OF SALES	-5.3	-0.3	-1667%
GROSS PROFIT	17.6	1.1	1500%
OTHER INCOME	6.1	0.3	1933%
NET FINANCE EXPENSE	-0.2	0.2	-200%
OPERATING EXPENSES	-17.7	-2.8	-532%
EARNINGS BEFORE ONE-OFF ITEMS, DEPRECIATION & AMORTISATION	5.8	-1.4	514%
ONE OFF COSTS	-2.1	-	N/A
SHARE BASED PAYMENTS	-1.8	-0.1	N/A
EBTDA (EXCL. TOUCHCORP CUSTOMER DEVELOPMENT ONEROUS CONTRACT)	1.9	-1.5	227%
DEPRECIATION & AMORTISATION	-2.7	-2.2	-23%
TOUCHCORP CUSTOMER DEVELOPMENT ONEROUS CONTRACT	-13.6	-	N/A
EARNINGS BEFORE TAX	-14.4	-3.7	-289%
TAX (EXPENSE)/BENEFIT	4.8	0.1	N/A
NET PROFIT AFTER TAX	-9.6	-3.6	-167%
CASH	29.6	19.7	50%
TRADE RECEIVABLES	98.4	7.2	1266%
DEBT FACILITY	46.7	-	N/A
NET ASSETS	160.1	38.1	320%

COMMENTS

- > Strong sales performance and positive EBTDA
- > Expenses increased as the business continues to grow
- > Loss due to merger-related one-off costs and decision to classify Touchcorp customer development contract as an onerous contract

One-off costs relate to:

- > Merger costs \$1.6m
 - Scheme fees
 - Integration costs
 - Listing fees
- > Set-up costs (incl NAB Facility) \$0.5m
- > Total merger related and one-off costs were \$15.7m

NOTE: EBTDA REFERS TO EARNINGS BEFORE TAX, DEPRECIATION AND AMORTISATION (AFTER INTEREST REVENUE AND EXPENSES BUT BEFORE ANY ADJUSTMENTS FOR TOUCHCORP CUSTOMER DEVELOPMENT ONEROUS CONTRACT).

BALANCE SHEET



\$M (UNLESS OTHERWISE STATED)	FY17	FY16	% CHANGE
ASSETS			
CASH AND CASH EQUIVALENTS	29.6	19.7	50%
OTHER FINANCIAL ASSETS	8.9	-	N/A
TRADE RECEIVABLES	98.4	7.2	1267%
OTHER CURRENT ASSETS	11.9	0.6	1883%
TOTAL CURRENT ASSETS	148.8	27.5	441%
PROPERTY, PLANT AND EQUIPMENT	4.4	0.0	N/A
INTANGIBLE ASSETS	68.8	10.8	537%
DEFERRED TAX ASSET	16.8	0.7	2300%
OTHER NON-CURRENT ASSETS	1.5	-	N/A
TOTAL NON-CURRENT ASSETS	91.5	11.5	696%
TOTAL ASSETS	240.3	39.0	516%
LIABILITIES			
TRADE AND OTHER PAYABLES	22.8	0.9	N/A
EMPLOYEE LEAVE PROVISIONS	1.4	0.0	N/A
OTHER CURRENT LIABILITIES	7.4	-	N/A
TOTAL CURRENT LIABILITIES	31.6	0.9	N/A
LONG SERVICE LEAVE PROVISION	0.1	0.0	N/A
INTEREST BEARING LOANS	46.7	-	N/A
OTHER NON-CURRENT LIABILITIES	1.8	-	N/A
TOTAL NON-CURRENT LIABILITIES	48.6	0.0	N/A
TOTAL LIABILITIES	80.2	0.9	N/A
EQUITY			
ISSUED CAPITAL	171.4	41.5	313%
ACCUMULATED LOSSES	-13.2	-3.6	-267%
RESERVES	1.9	0.2	850%
TOTAL EQUITY	160.1	38.1	320%

COMMENTS

- > Net assets increased due to acquisition of Touchcorp in June 2017
- > Intangible assets includes \$41m of goodwill on acquisition of Touchcorp and \$17m of acquired Touchcorp technology
- > Significant growth in Afterpay business resulted in increases to accounts receivable and trade payables. The NAB receivable facility funding (drawn amount) shown as interest bearing loans

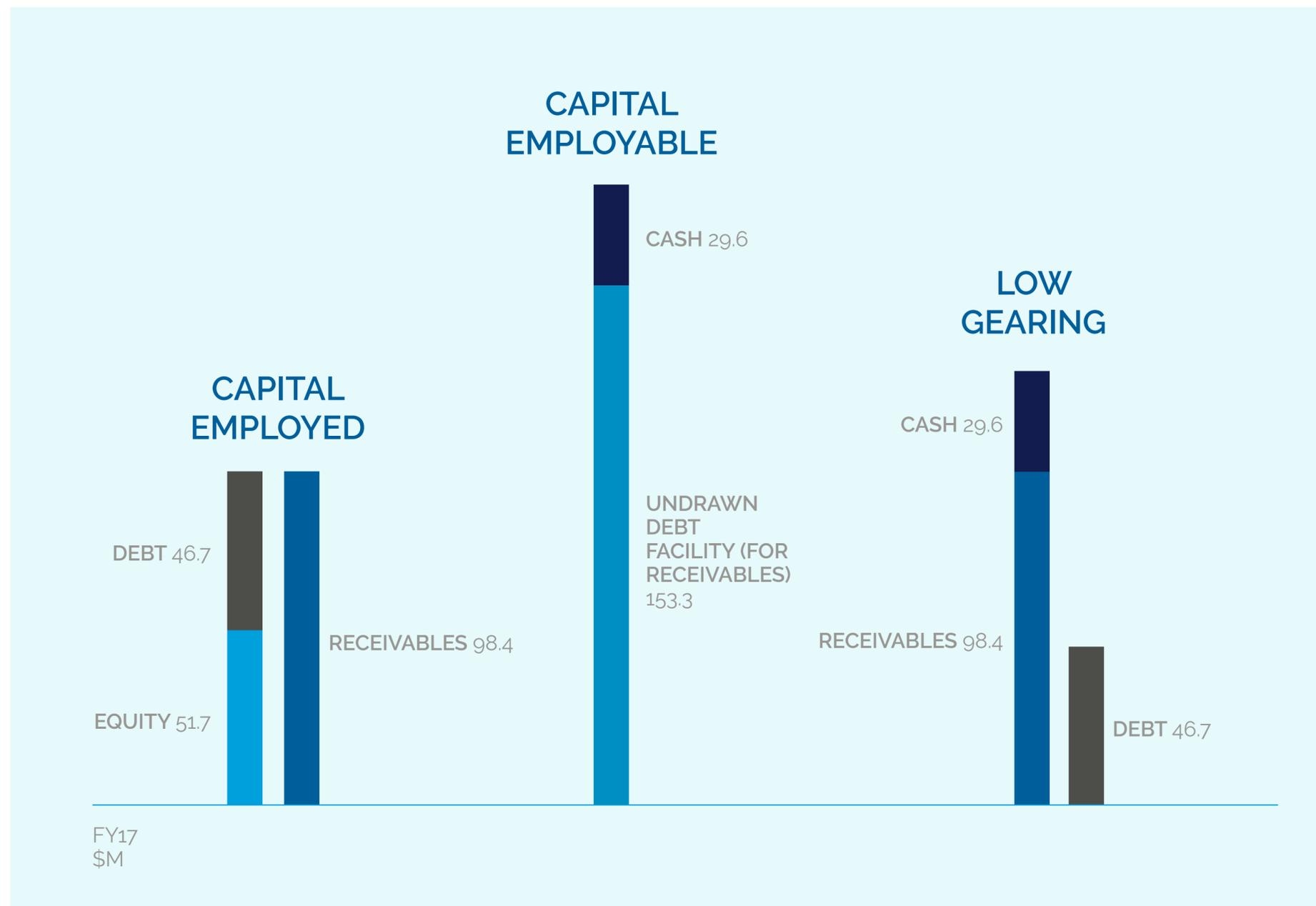
RECEIVABLES FUNDING FACILITY AND CAPACITY

SALES GROWTH CAPACITY



COMMENTS

- > Majority of capital raised to date preserved for growing receivables
- > Capital primarily utilised for underlying sales growth
- > NAB \$200m – low cost, flexible debt structure, scales up and down with needs
- > Debt is the focus for funding future receivables growth
- > Intention for low gearing levels at present to be scaled up in-line with underlying sales growth

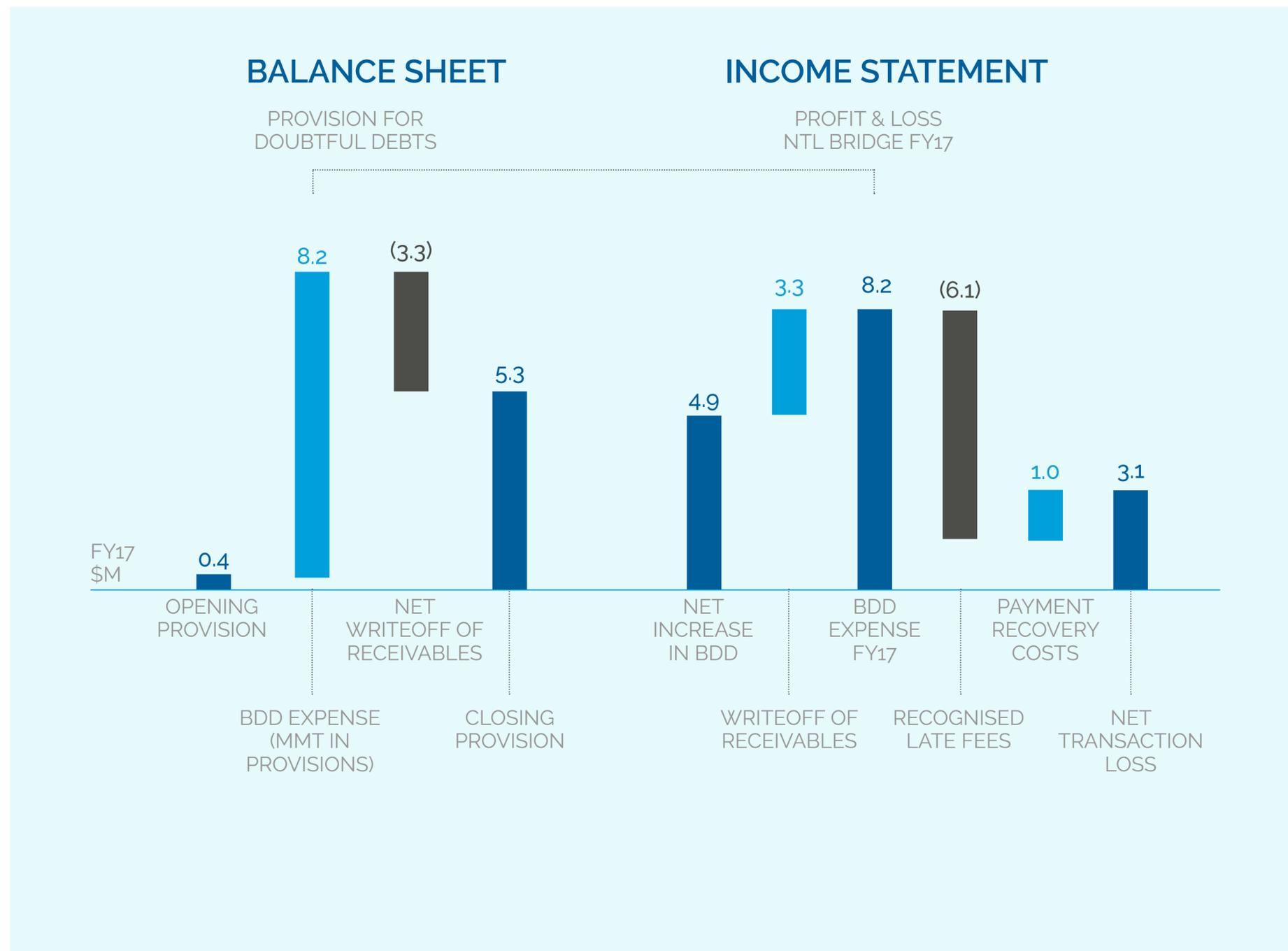




NET TRANSACTION LOSS ANALYSIS

COMMENTS

- > FY17 Net Transaction Loss of \$3.1m or 0.6% of Underlying Sales
- > Late fees are reflected in 'other income' in the income statement
- > Payment recovery expenses are reflected in 'cost of sales' in the income statement
- > Receivables and provision for doubtful debts include late fees

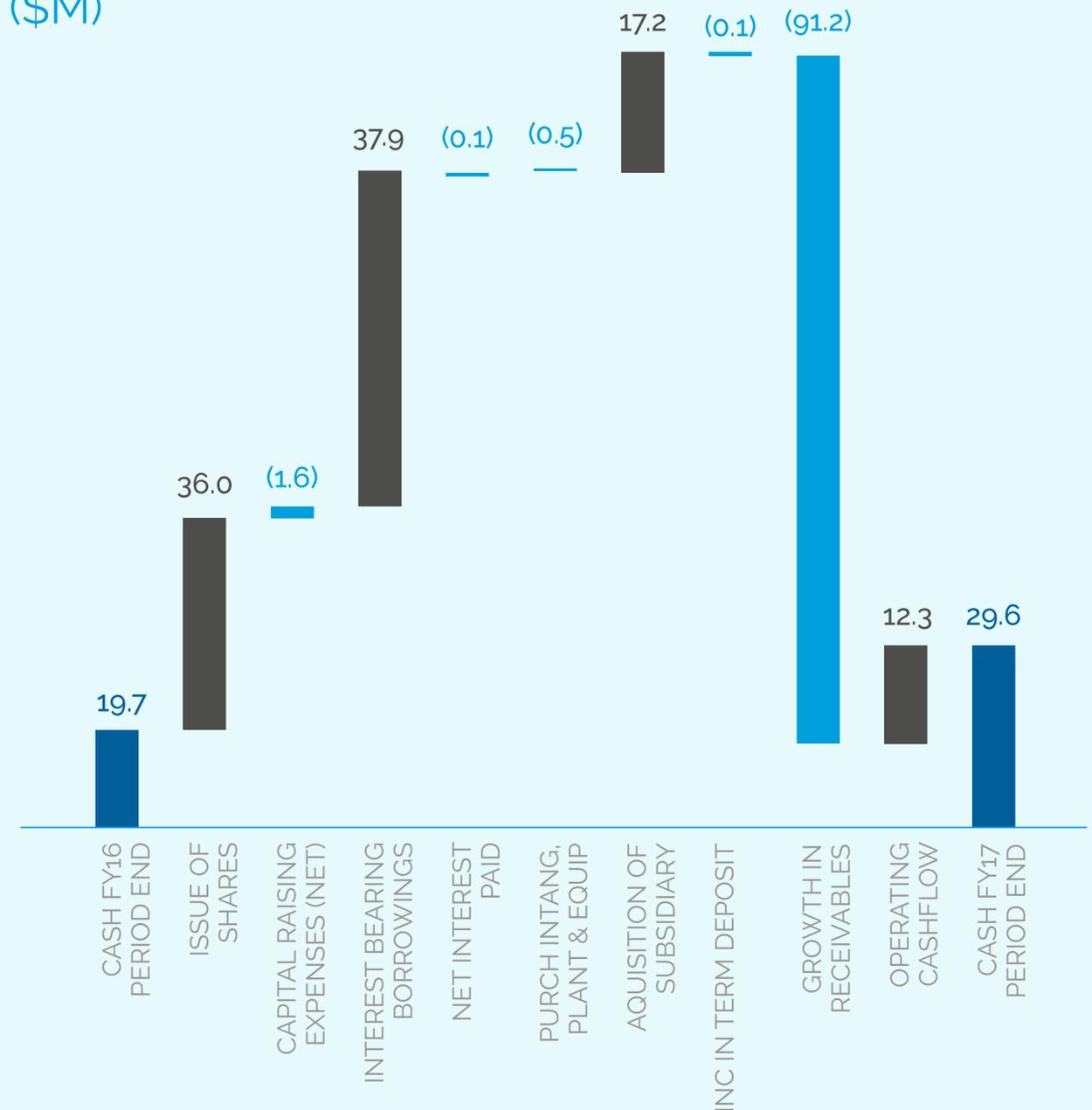




CASH FLOW ANALYSIS

\$M (UNLESS OTHERWISE STATED)	FY17	FY16	%CHANGE
CASH FLOWS FROM OPERATING ACTIVITIES			
RECEIPTS FROM CUSTOMERS (INCLUSIVE OF GST)	440.9	27.3	1515%
PAYMENTS TO EMPLOYEES	-3.7	-1.2	-208%
PAYMENTS TO MERCHANTS AND SUPPLIERS (INCLUSIVE OF GST)	-516.1	-34.4	-1400%
NET CASH FLOWS USED IN OPERATING ACTIVITIES	-78.9	-8.3	-851%
CASH FLOWS FROM INVESTING ACTIVITIES			
INTEREST RECEIVED	0.4	0.1	300%
INCREASE IN TERM DEPOSIT	-0.1	-	N/A
ACQUISITION OF SUBSIDIARY, NET OF CASH ACQUIRED	17.2	-	N/A
PURCHASE OF INTANGIBLES	-0.4	-3.0	87%
PURCHASE OF PLANT AND EQUIPMENT	-0.1	0.0	N/A
NET CASH FLOWS FROM/(USED IN) INVESTING ACTIVITIES	17.0	-3.0	667%
CASH FLOWS FROM FINANCING ACTIVITIES			
ADVANCE FROM/(REPAYMENT) TO DIRECTORS	-	-0.0	N/A
PROCEEDS FROM ISSUE OF SHARES	36.0	33.0	9%
PROCEEDS FROM BORROWINGS	37.9	-	N/A
INTEREST PAID	-0.5	-	N/A
CAPITAL RAISING EXPENSES	-1.6	-2.0	20%
NET CASH FLOWS FROM FINANCING ACTIVITIES	71.8	31.0	132%
NET INCREASE IN CASH AND CASH EQUIVALENTS	9.9	19.7	-50%
CASH AND CASH EQUIVALENTS AT BEGINNING OF THE YEAR	19.7	0.0	N/A
CASH AND CASH EQUIVALENTS AT END OF THE YEAR	29.6	19.7	50%

CASH FLOWS (\$M)





DAVID HANCOCK
FY18 STRATEGY & OUTLOOK





INVEST STRONGLY IN AFTERPAY GROWTH AGENDA



MILLENNIAL TO MASS MARKET

AFTERPAY PRODUCT DEVELOPMENT AND COMMUNITY FEATURES TO FURTHER DRIVE MASS MARKET GROWTH AND ADOPTION



IN-STORE ROLL-OUT

SUPPORT LARGE SCALE AFTERPAY IN-STORE ROLL-OUT PROGRAMME



VERTICAL EXPANSION

BUILD AFTERPAY'S PRESENCE IN MORE VERTICALS IN AUSTRALIA AND GROW NEW ZEALAND



PARTNER VALUE ADDED SERVICES

LEVERAGE OUR GROWING RETAIL AND CONSUMER ACTIVITY DATA POOL AND DEEPEN DATA ANALYTICS CAPABILITY TO PROVIDE VALUE ADDED SERVICES AND PROGRAMMES TO OUR RETAILER PARTNERS



PLATFORM DEVELOPMENT

TECHNOLOGY PLATFORM DEVELOPMENT AND EXPANSION TO FACILITATE INTERNATIONAL GROWTH AGENDA



STAFF INVESTMENT

WE ARE MATERIALLY BUILDING OUR TALENT POOL TO ACHIEVE OUR OBJECTIVES



OPTIMISE AND ENHANCE TOUCH RECURRING REVENUE BUSINESSES

MOBILITY REMAINS A CORE FOCUS AND WE WILL INVEST IN DEVELOPING THE TECHNOLOGY AND SERVICE DELIVERY PLATFORM THAT UNDERPINS THIS BUSINESS

STREAMLINE E-SERVICES BUSINESSES IN AUSTRALIA AND EUROPE

DEVELOP HEALTH BUSINESS OPPORTUNITIES AND LEVERAGE STRONG TECHNICAL AND PLATFORM CREDENTIALS





DRIVE MERGER INTEGRATION AND **SYNERGIES**

NEW ORGANISATION STRUCTURE IN
PLACE TO DRIVE GROWTH AGENDA

ENSURE TECHNOLOGY PLATFORM AND
IP LEVERAGED EFFECTIVELY ACROSS
THE ORGANISATION'S ACTIVITIES

ELIMINATE NON-CORE AND
DUPLICATIVE ACTIVITIES



 **afterpay**touch

THANK YOU