



30 November 2021

Touch Ventures Limited (ASX: TVL)

Portfolio company webinar

As previously announced, Touch Ventures Limited is hosting a portfolio company webinar today at 10am AEST. The following companies will present at the webinar: Till Payments; Preezie; Postpay; and Sendle. Copies of the relevant company presentations are attached.

You can register to participate in the webinar through this link:

https://www.touchventures.com/webinar_Nov_2021.

To receive news and information on future events in relation to Touch Ventures, please sign up to our newsletter at <https://www.touchventures.com/contact>.

Authorised for release by the Touch Ventures Board.

-- ENDS --

About

Touch Ventures Limited (**Touch Ventures**) is an investment holding company focused on high growth, scalable investment opportunities in Australia and internationally, including to companies who may benefit from exposure to Afterpay's ecosystem.

Touch Ventures is an internally managed vehicle and has broad flexibility as to how it deploys capital. Touch Ventures' investment strategy is to deploy capital towards high growth, scalable investment opportunities, in particular, investment opportunities within the retail innovation, consumer, finance and data segments in Australia and internationally.

Through its subsidiary Touchcorp Limited, Afterpay Limited (**Afterpay**) is the largest shareholder in Touch Ventures and also party to a collaboration agreement with Touch Ventures whereby Afterpay may refer potential opportunities to Touch Ventures for evaluation.

Touch Ventures listed on the ASX on 29 September 2021.

Contact details

For further information, please visit our investor website <https://investors.touchventures.com> or contact Investor Relations at investors@touchventures.com

Important Notice

Touch Ventures Limited ACN 612 559 958 (ASX: TVL) has prepared the information in this announcement. This announcement has been prepared for the purposes of providing general information only. It does not constitute an offer, invitation, solicitation or recommendation regarding the purchase or sale of any securities in TVL, nor does it constitute financial product or investment advice, nor take into account your investment, objectives, taxation situation, or financial situation or needs. Any investor must not act based on any matter contained in this announcement in making an investment decision but must make its own assessment of TVL and conduct its own investigations and analysis. Past performance is not a reliable indicator of future performance.



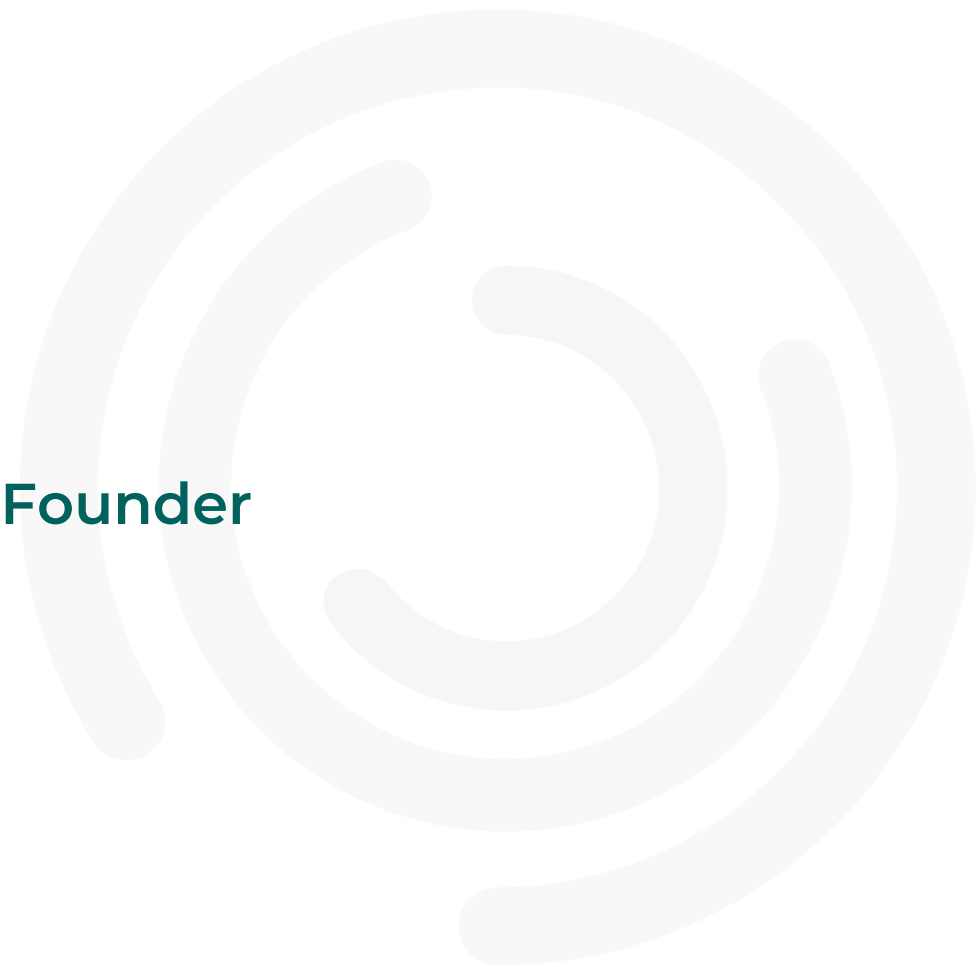
PORTFOLIO COMPANY WEBINAR

30 November 2021



TILL PAYMENTS

Presenter: Shadi Haddad, CEO and Co-Founder



Commercial in Confidence



Till Payments Touch Ventures Limited

November 30

Shadi Haddad
CEO

AUSTRALIA | NEW ZEALAND

UNITED STATES

UNITED KINGDOM

www.tillpayments.com



FORCE VALUES



Focus on the customer,
the rest will follow.



One team,
one family.



Rest in reason
(think), Move
(act) in passion.



Create, break,
iterate.



Exceptional.
Nothing else.

30 Staff to 200 Staff in 18 months



Till Payments Overview

Till Payments' omni-channel digital solutions provides merchants with all-in-one simplified and unified payments technology, merchant acquiring and access to financial products through data.

- T Global omni-channel payments platform with technology-led merchant acquiring solutions**
 - Leader in multi-step payments
 - Strategic alignment with leading global payments provider Mastercard
 - Next generation global platform under development enabling Till to become a player of scale
- T Strong revenue growth profile underpinned by favorable industry conditions from accelerated shift to digital payments**
- T Major partnerships with leading global software providers and billing management providers**
- T Licensed merchant acquirer in Australia and New Zealand expanding to US, UK and Europe in 2022.**

Commercial in Confidence

Who is Till?



Till.

**Till is
Australia's
leader in
multi-step
payments**

**We facilitate cross-channel payment experience
across online, in person or a combination of both**

- † Cashless transition
- † Click and collect
- † Check-in/out
- † Click and return
- † Click and consume
- † Endless aisle
- † Follow the customer
- † Know your customer
- † Self-service
- † Shop anywhere

Commercial in Confidence

Trusted payments partner for some of the worlds leading companies and cities



DIRECT

INDIRECT

HOSPITALITY

Hotel's, Clubs and Large
Format Venues

AUTOMOTIVE

OEMs
Dealers
Supply Chain

ISV

POS & Platforms

STAPLES

Grocery, Fuel & Utilities

RETAIL

Enterprise multi-store Omni-
channel Merchants

BILLERS

Utilities, B2B and Membership

B2B

Buyer to Supplier Payments
EoM Trade Receivables

CITIES

Parking & Transit
LGA's

FI'S

Payment Facilitators,
Challenger Banks

Commercial in Confidence

Our Industry and Opportunity



The problem



The world is changing, payments are following

- More ways to pay
- Engaging at and beyond the act of paying
- How does data drive the outcomes

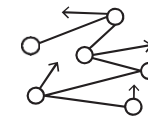
+



Software companies are trying to become payments companies

- Additional revenue from existing merchant base
- 3-4x increase in TAM compared to traditional SaaS-only
- Integrated merchant offer and experience

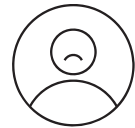
+



The payment industry has become fractured

- Incumbent banks unwilling or unable to change
- Emerging new players are cherry-picking
- Niche payment instruments are born daily

=



The merchants are the ones suffering

- Multiple providers, with multiple prices, settlement and reconciliation issues
- No omni-channel or customer experience capability
- Mix of old technology with new

Commercial in Confidence

Target Addressable Market

Till.

AUSTRALIA

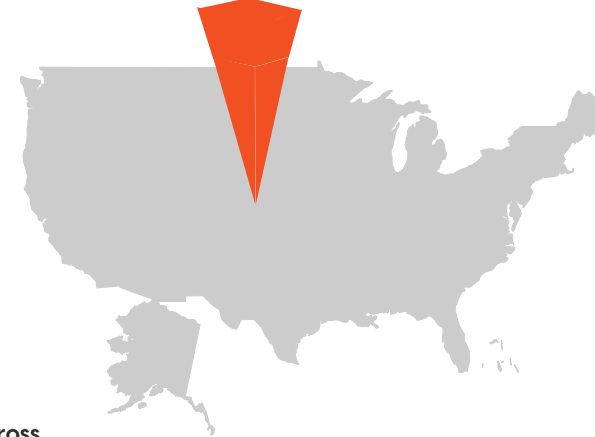
AU **\$66Ob**



Annual transaction value of card payments acquired in Australia¹ and New Zealand² (\$ billion) – as at 30 June 2020

UNITED STATES

US **\$7.9T**



Annual transaction value of card payments acquired across the EEA³ and in the USA⁴ (trillion) – as at 2018

NEW ZEALAND

NZ **\$9Ob**



EUROPE

EU **€3.9T**



Sources (AU): RBA C11 (Credit and Charge Cards – Original Series – Aggregate Data); RBA C21 (Debit Cards – Original Series); RBA C22 (Prepaid Cards – Original Series).

Source (NZ): MWE Consulting New Zealand Cards Report via Mastercard – Payments.co.nz Payments Stats 2019 in review – PBNZ C13 Credit Cards, Prepaid and Debit Cards

Notes: 1. Includes the total value of transactions acquired in Australia for credit and charge cards, and debit cards and the total value of transactions for prepaid cards. 2. Includes the total value of transactions acquired in New Zealand for credit and charge cards, and debit cards and the total value of transactions for prepaid cards.

Source (Europe): RBR's Payment Cards Issuing and Acquiring Europe report;

Source (US): US Federal Reserve – The 2019 Federal Reserve Payments Study (2019 study) – Milton Report Issue 1185

Notes: 3. Includes the total value of transactions acquired in the EEA for credit and charge cards, and debit cards and the total value of transactions for prepaid cards. 4. Includes the total value of transactions acquired in United States of America for credit and charge cards, and debit cards and the total value of transactions for prepaid cards.

Till.

The payments industry is fractured, merchants are the ones suffering

The incumbents (bank acquirers) are unwilling and unable to change yet still hold market share. The payments industry is “booming” with new players entering the market, all finding a piece of the payments pie to own. Amidst all of this, merchants remain underserved and supported with multiple providers.



WHAT THIS MEANS				
Fragmented Facilities & settlement	Settlement & recon 1	Settlement & recon 2	Settlement & recon 3	Settlement & recon 4
Fragmented Reporting	Reporting portal	Reporting portal	Reporting portal	Reporting portal
Disparate systems & rates	Bank or Acquirer 1	Payment provider 1	Bank or Acquirer 2	Payment provider 1
Common customer no relationship	In-store	Online	Mobile	Unattended
	Customer			

Commercial in Confidence

What we are building



STARTING OVER

How Till is different

We are taking the complexity out of the payment ecosystem – providing simple, seamless payments solutions for merchants and partners.

Unified and simplified true omni-channel solution

Accept any kind of payment on any platform across every touchpoint through one platform

Open technology

An adaptive front-end that allows merchants to intergrade their existing technology versus being forced to adopt proprietary technology

Holistic customer insights

Rich customer data visualised in meaningful ways enabling merchants to better understand and enhance their customer experience

Global and Local

A global company with local support. Till offers 24-hour customer service with local support

Merchant assurance (financial services through data)

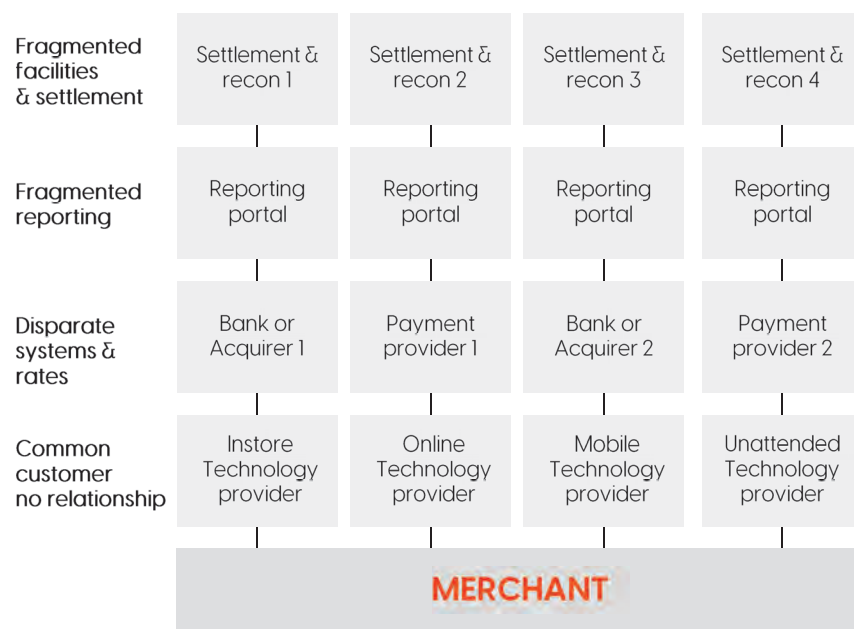
With fast-settlement cash advance, revenue protection insurance and white-labelled BNPL, we ensure merchants have a continuous flow of cash, revenue and data

Commercial in Confidence

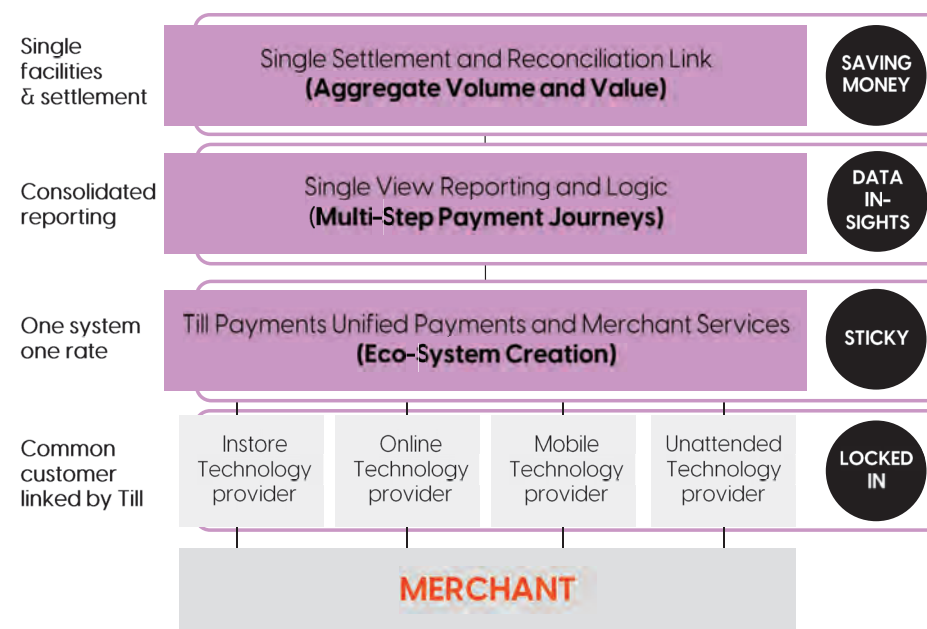


Till.

Before Till vs With Till



Till.



Commercial in Confidence

Till's Connected Ecosystem.



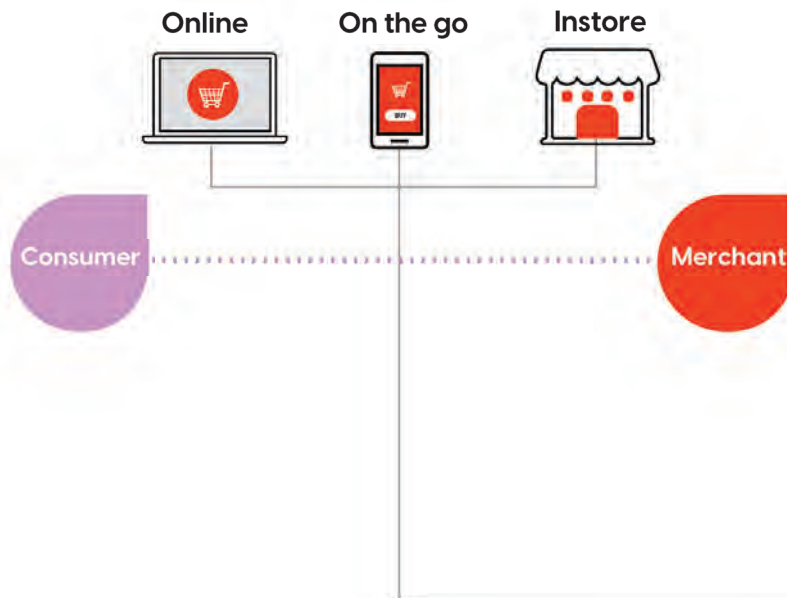
Over 350 connections



See real-time transactions



Fast and reliable payments



Till.

**We focus on creating value
above the payment's
infrastructure**

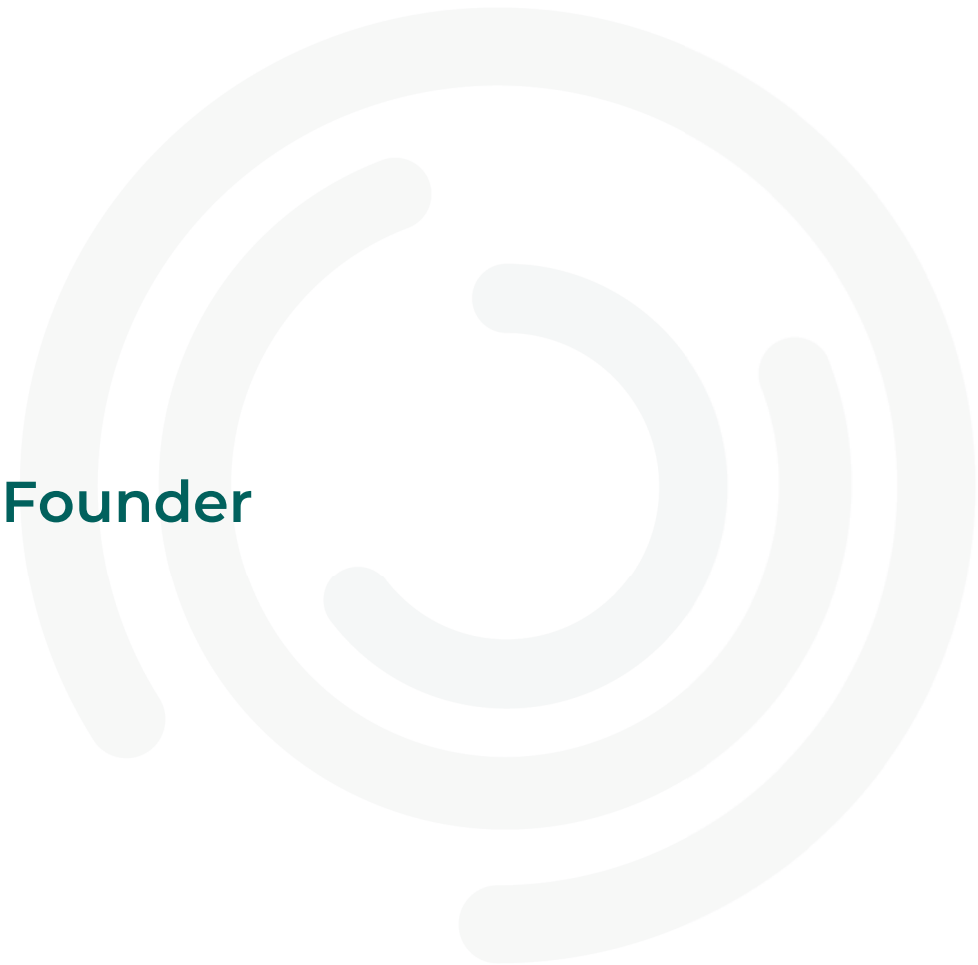
Thank you





PREEZIE

Presenter: Michael Tutek, CEO and Co-Founder

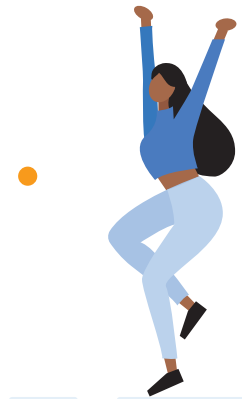
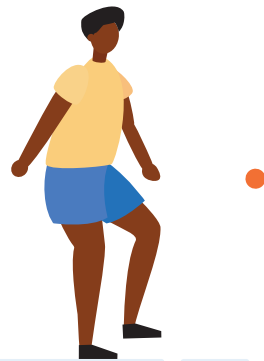




Touch Ventures
November 2021



The future of retail is powered
by individuality





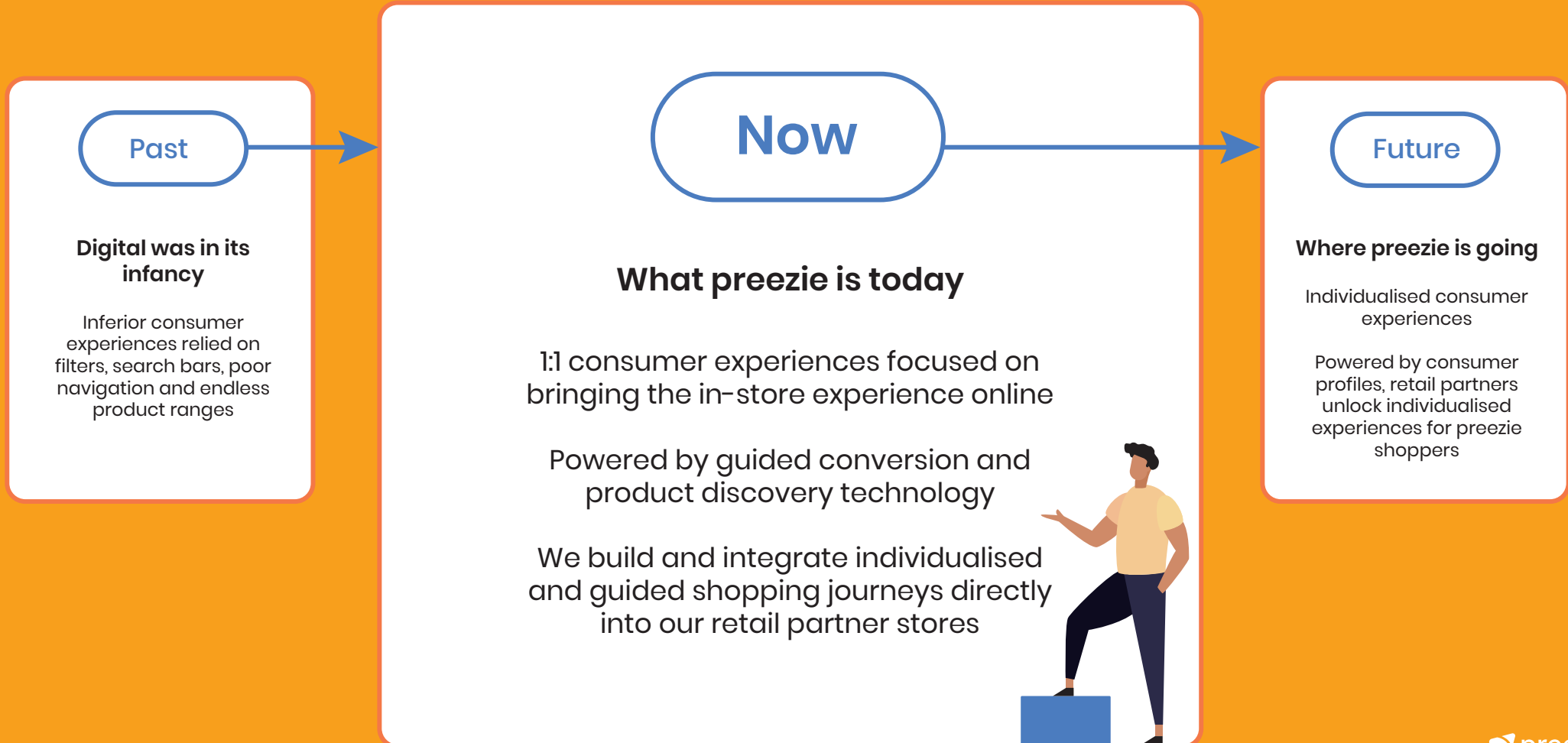
Solution

A retail experience platform that enables brands to empower shopping experiences through individuality



By bridging the gap between in-store and online shopping, retail partners unlock individualised experiences

Product landscape



Retail partners

CURRENTBODY
THE BEAUTY DEVICE EXPERTS

LORNA JANE
ACTIVE LIVING

Snooze™

GODFREYS

EVERLAST

BabyBunting 

SHAVE SHOP
TRANSFORM YOURSELF™

Guitar Center

ADOREBEAUTY

SPALDING



700,000 +

preezie shoppers
per month



100+

customers



10

countries
implemented



6%

conversion rate

 preezie

Why retail partners work with us

Benefits



Customer
experience



Increased
revenue



Deeper consumer
insights



More leads/
emails

Key metrics

99

average ROI

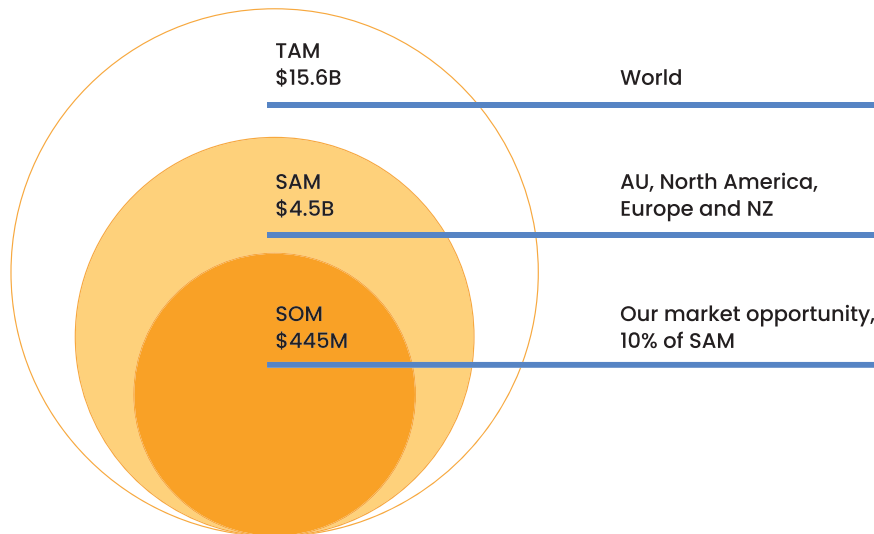
300–400%

average conversion rate
increase

530%

average email rate
capture increase

Market opportunity



Greenfield market in Australia

Pioneer in individualisation space

Team



Michael Tutek
CEO, Founder



Quoc Nguyen
CFO, Co-founder



Luke Milkovic
Product and CS,
Co-founder

Backed by:



Advisory board



Mark Goddard
Retail Exec – (Kmart, SRG, Toys R US Japan, HGH Ltd)



Kris White
Behavioural insights & behaviour change consultant
(Visa, Samsung, Instagram)



Will Egan
Growth Expert – Ausmed



Anthony Klein
Partner of PwC Australia for 17 years, Chair of
the Reach Foundation



Trevor Nelson
CTO of Pexa from early concept to \$1.6B exit



Chui-Ling Lee
Founder of Blue Bungalow (A preezie retail partner)

Future plans



Product focus

Product led and organic growth



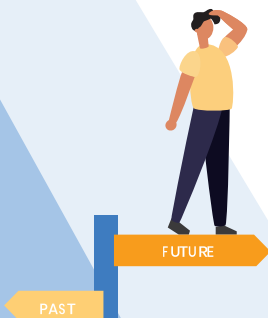
Global expansion

US and UK



1B valuation

Striving for fast growth with our unfair advantage





Feel free to reach out to support us through our journey

☎ 1800 085 488

✉ info@preezie.com



POSTPAY

Presenter: Tariq Sheikh, CEO and Co-Founder



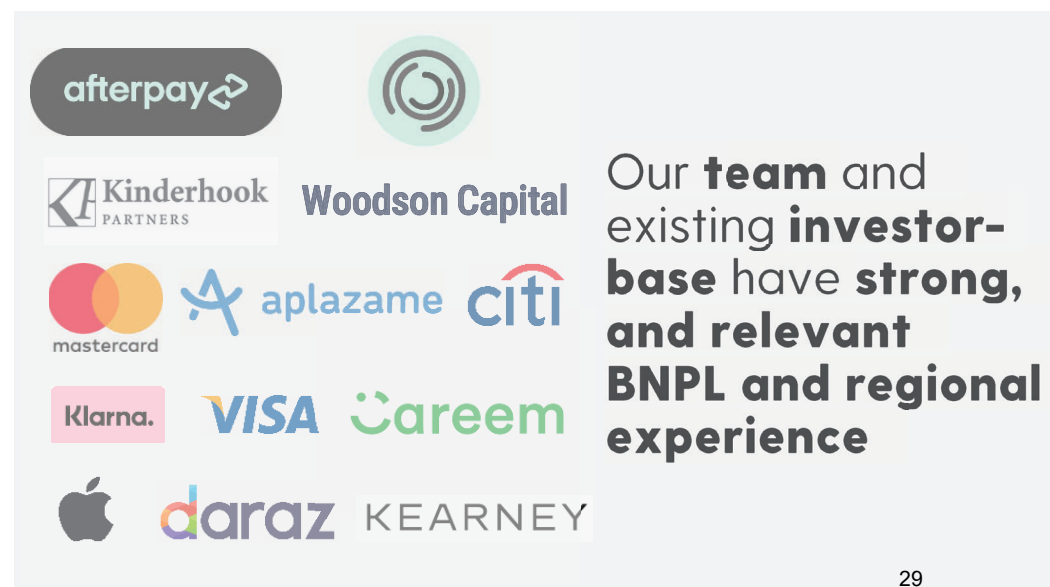
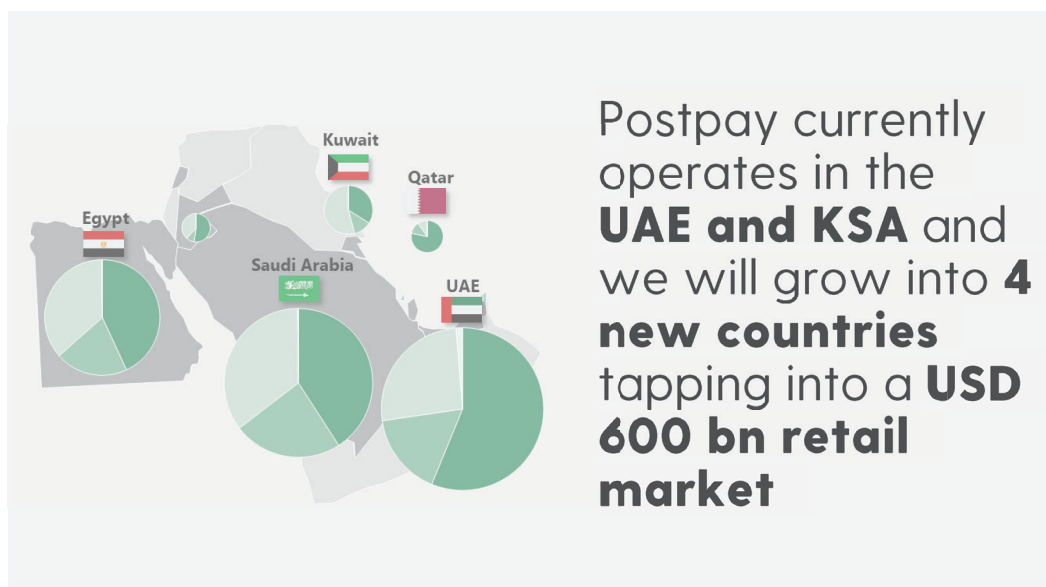
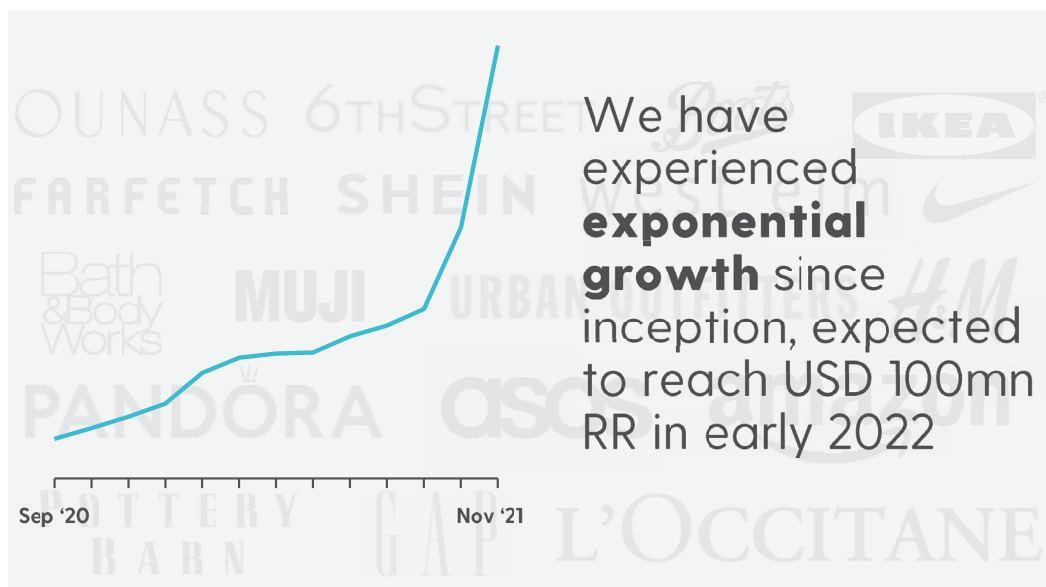
postpay

Business Update

November 2021


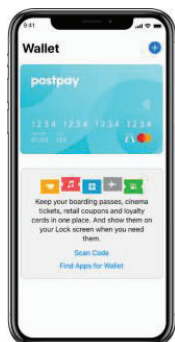
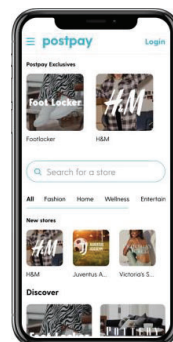


Postpay is a leading omnichannel buy now, pay later provider in the Middle East currently operating in the UAE and KSA



Shoppers can 'Pay in 3' instalments at our partner merchants online and instore, or at any retailer on our shopping app

Product portfolio

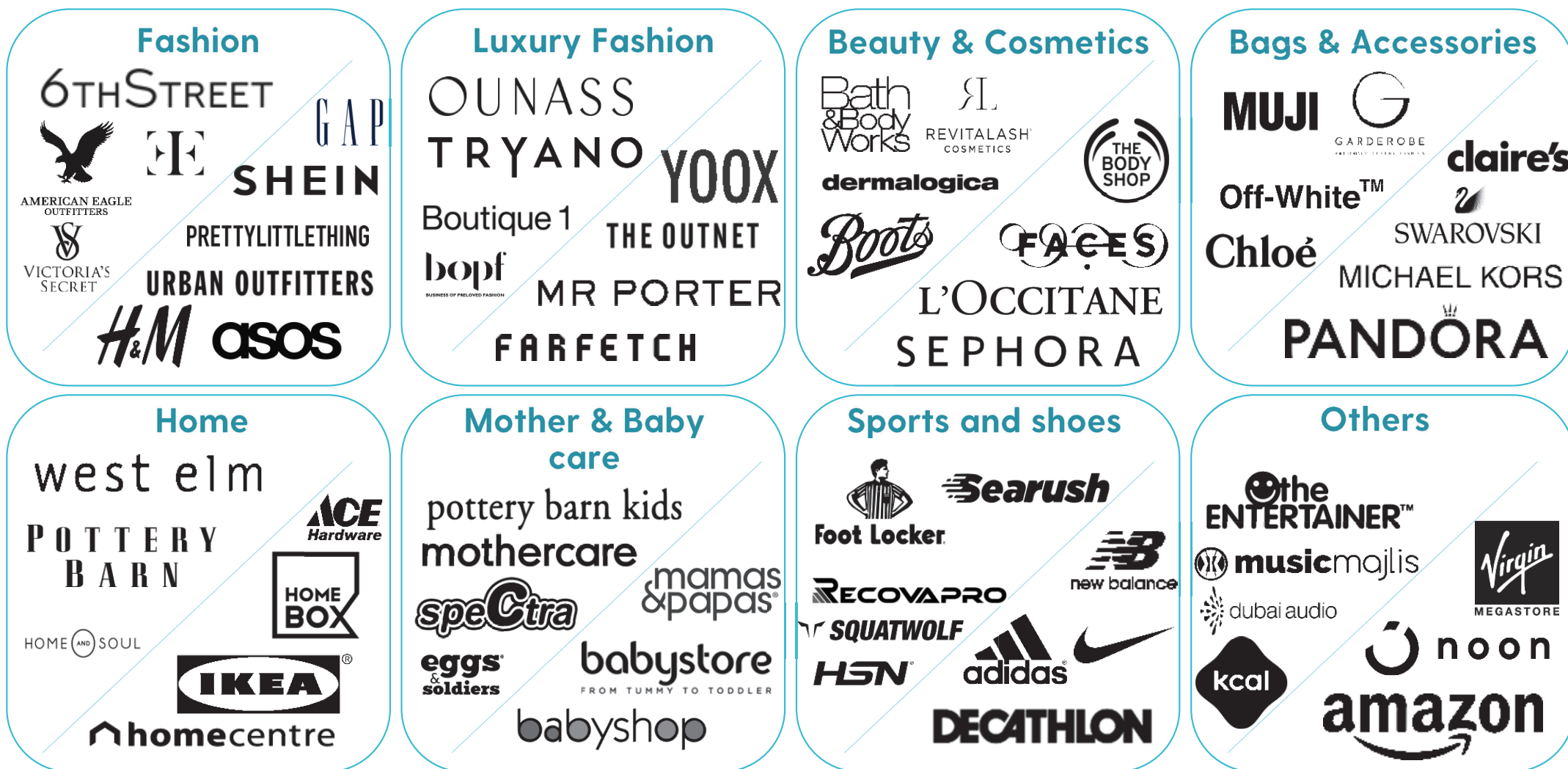
	Online	In-store	Shopping App
			
Description	Postpay integrates with signed merchant partners to offer their customers BNPL at checkout online	Postpay unlocks partner merchant POS MIDs to allow customers to tap to BNPL in-store	Postpay offers customers the opportunity to BNPL at practically any retailer through the Shopping App
Type of product	Ecommerce integration	Virtual Card Solution	Virtual Card Solution
Integration	Platform or Custom	No integration required	No integration required
Revenue model	Merchant take rate	Merchant fee invoicing	Affiliate fees

Postpay never charges customers interest or processing fees, and instalments are collected automatically from the debit/credit card used as a funding source

We are trusted by thousands of leading global and regional brands to bring Postpay to the GCC

Some of our partner brands

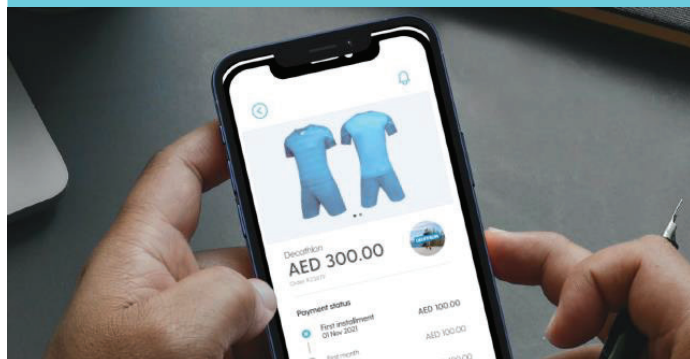
Non- exhaustive



2022 growth will be driven by Postpay Card – on Shopping App and in-store BNPL – and regional growth into key new markets

2022 Key Growth Drivers

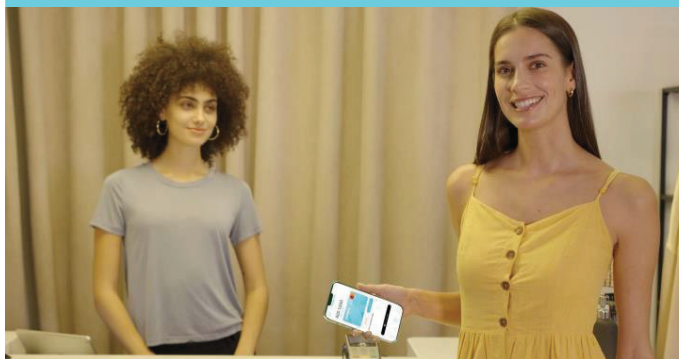
1 Shopping App



- Postpay Card, a virtual card solution, enables both shopping app and in-store
- In collaboration with Mastercard, the Commercial Bank of Dubai, and leading regional processor Tutuka, Postpay has recently launched the Postpay Card

- Grows the merchant-base immediately by several thousand retailers
- Allows Postpay to capture untapped retailers and those partnered with competitors
- Increases overall margins for Postpay while allowing our customers to shop anywhere

2 Postpay in-store



- Our in-store solution requires no integration with retailers so we can simply 'switch-on' all the brands we partner with today
- This will allow us to capture a portion of the remaining 90=95% of retail (in-store) which is valued at over USD 650bn in GET (GCC, Egypt, Turkey)

3 Regional Growth



- We are live in KSA and are doubling-down on KSA growth in order to capture significant market share (once SAMA license is issued)
- We will launch Qatar in Q1 '22 and Kuwait in Q2 '22 as they are low hanging fruit for Postpay
- Egypt and Turkey are the next significant markets that Postpay will enter likely towards Q4 '22 or Q1 '21
- Postpay's Sharia Compliant BNPL product has strong market fit with other large markets which will be explored in 2023 (e.g. Indonesia)

We pride ourself in a truly diverse team at Postpay



30+
countries

34+
languages

50%
women

We have a strong team of seasoned payments and BNPL leaders across all major verticals to ensure Postpay's continued success

Postpay Leadership

Tariq Sheikh
CEO (Founder)

Summary of experience

13+ years of experience in strategy and finance in the Middle East, Africa and Europe

Key achievements

Brought together a team of superstars and founded the leading Regional BNPL

Areas of expertise

- BNPL
- Strategy & Finance
- Fintech & Payments



Varun Gehani
CFO

Summary of experience

15+ years of experience in Finance and Banking

Key achievements

Successfully established one of the largest digital segments for a leading global bank in the GCC

Areas of expertise

- Finance and strategy
- Credit risk
- Securitized credit facilities



Yasir Malik
CPO

Summary of experience

13+ years of experience in BNPL, Payments and technology with industry giants

Key achievements

Spearheaded product development for Pay in 3 at Klarna

Areas of expertise

- BNPL and payments
- Product management
- Business intelligence



Dani Molina
CTO (Co-founder)

Summary of experience

11+ years developing Python APIs and deploying highly scalable, manageable and secure web applications

Key achievements

Co-founded Aplazame as founding CTO, the first BNPL in Spain

Areas of expertise

- Financial engineering
- BNPL, APIs and AWS
- Big Data ecosystem



Sait Halici
EVP Commercial

Summary of experience

14+ years of Sales experience in Payments, e-Commerce, and Technology with industry giants

Key achievements

Grew Mastercard's MPGS business by 4x in MENA

Areas of expertise

- Payments
- Sales and BD
- Retail, ecommerce



Omar Bahksh
EVP Marketing

Summary of experience

11+ years in developing and deploying results-driven marketing strategies for top brands across multiple categories and media

Key achievements

Built brands like Foodpanda (Rocket Internet), Careem (Uber) and Daraz (Alibaba)

Areas of expertise

- Growth marketing
- Digital and Ecom



We are backed by Afterpay, and have a board with valuable combined experience in BNPL, Payments and Ecommerce

Board and investor-base

Our Cap Table



Woodson Capital



BRADFORD BROWN
CAPITAL PARTNERS



And more...

Jan Bladen Chairman of the Board

Summary of experience

- 30+ years of industry experience in Banking, Regulation and Finance
- Founding COO of Dubai Financial Service Authority
- Launched Abu Dhabi Global Markets

Areas of expertise

- Financial Regulation and Compliance
- Banking and Finance
- Governance and Risk



Carl-Olav Scheible Board Member

Summary of experience

- 20+ years of industry experience in BNPL Fintech and Payments
- Ex-CEO of Clearpay (Afterpay UK and Europe)
- Senior positions in Paypal, MoneyGram and Qi Pay

Areas of expertise

- BNPL and payments
- Ecommerce and retail
- Hyper-growth companies



Fernando Cabello A. Board Member

Summary of experience

- 18+ years of industry experience in Finance, Strategy and Entrepreneurship
- Founder and ex-CEO of Aplazame, the first BNPL in Spain

Areas of expertise

- Buy now pay later
- Credit Risk and Scoring
- Payments & FinTech
- Startups and Entrepreneurship



Tushar Shah Board Member

Summary of experience

- 20+ years experience investing in private and public companies
- Co-founder and Managing Partner of Kinderhook Partners, a US based investment fund

Areas of expertise

- Investing across a wide range of sectors including payments, e-commerce, and software
- Startups, LBOs, and public company investing



postpay

SENDLE

Presenter: James Chin Moody, CEO and Co-Founder

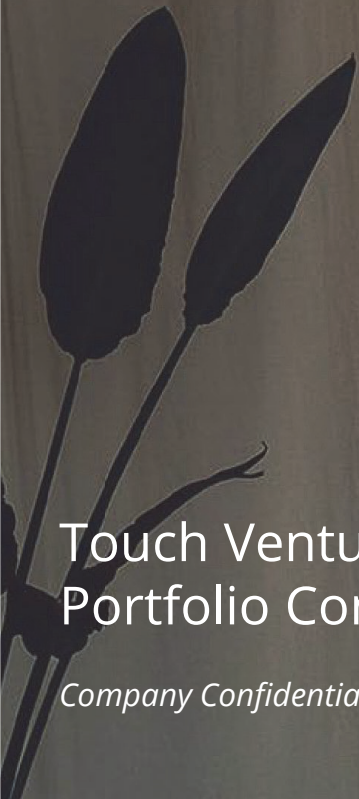




Shipping that's good for
the world

Touch Ventures
Portfolio Company Webinar

Company Confidential



Hi, We're Sendle

100% carbon-neutral digital courier designed for SMB eCommerce.

Our unique model means that customers can get better rates and higher levels of service than traditional parcel delivery services, while allowing Sendle to scale more rapidly than any other courier.

Our vision is to become the largest SMB eCommerce courier in the world



Our Team



**James Moody, CEO /
co-founder**

TuShare, World
Economic Forum, CSIRO



**Sean Geoghegan, CTO /
co-founder**

TuShare, reInteractive,
DSTO



Eva Ross, CMO
Airbnb



**Apurva Chiranewala,
Chief Development
Officer**

eBay, Snapdeal



Ned Sizer, CFO (US)

Turo, Hightail,
Ancestry.com



**Dennis Oates, Chief
Logistics Officer (US)**

CloudSort, Amazon, FedEx



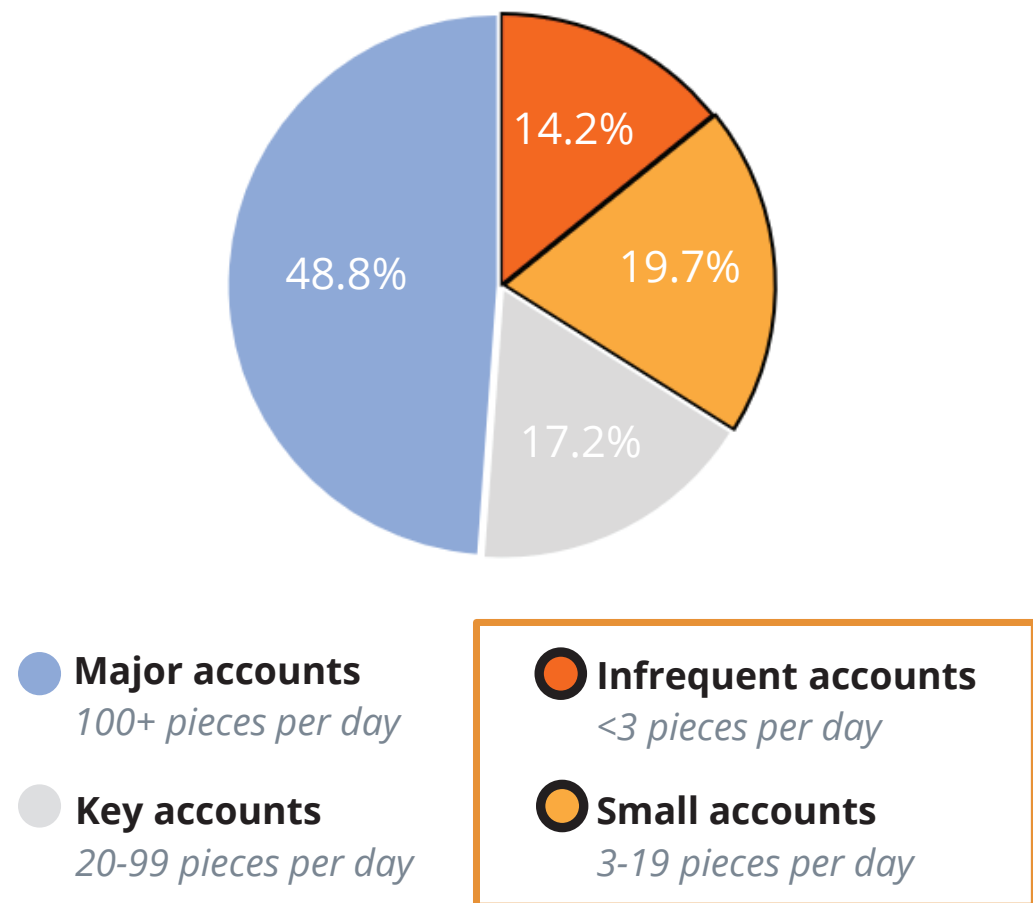
**Nicole Olver, Chief
People Officer**

Conductor, Contently

**SMBs represent
>30% of
eCommerce
shipping volume,
yet they *pay more*
and *get less***

Source: The Colography Group, Inc. ©2019 CGI all rights reserved.
Note: Market size for under-70-pounds only. Includes Amazon volume delivered via DSP, Flex, etc.

US package volume mix (2018 = 13bn)



Sendle is asset-light, designed 100% for SMB eCommerce
This makes us more flexible and scalable than incumbents

Serves the customer

Marketing, customer support,
network management,
SMB customer experience

Delivers packages

Capital and labour intensive





Our model makes us a win-win for both SMB merchants and delivery partners

- Consolidates volume/density to **reduce shipping costs**
- Overlays network management and customer service to provide a **better customer experience**
- **Improves courier partner economics** by driving incremental volume, improving network density, and deflecting CS and marketing cost

Sendle is proven in Australia...

Sendle is a carbon-neutral **virtual shipping company** designed for SMB eCommerce. We launched in Australia in 2015, where we are a major national shipper in less than 5 years.

>3-5%

of Australia SMB e-Commerce
shipping volume

46 NPS

vs. -4 industry average
in Australia

...with strong US traction

Sendle launched in the United States in November 2019, with strong early traction.

\$110 billion

US eCommerce shipping market
35x larger than Australia

68 NPS

vs. 26 industry average
in US

Sendle 2021

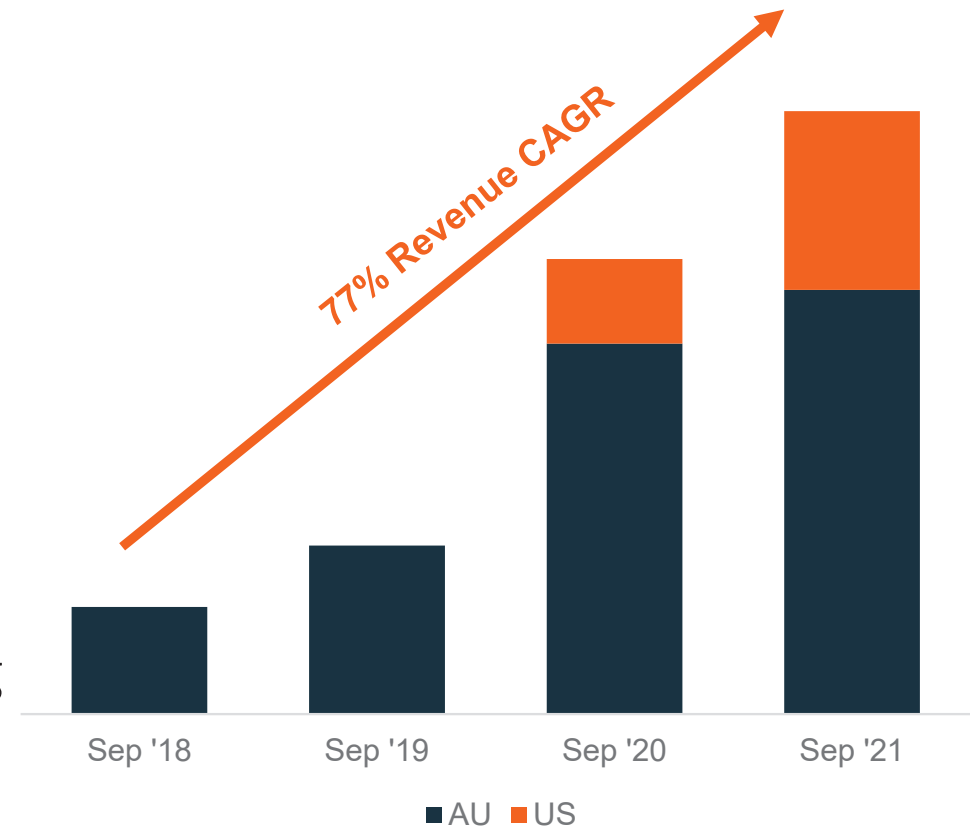
Markets: US & Australia

Average NPS: 69 (US), 46 (AUS)

Resellers: Shopify, eBay and many more

Team size: 180

Existing investors: Touch Ventures, Federation, Rampersand, Full Circle, King River



Significant addressable market

\$3b

AU

eCommerce shipping

\$110b

USA

eCommerce shipping

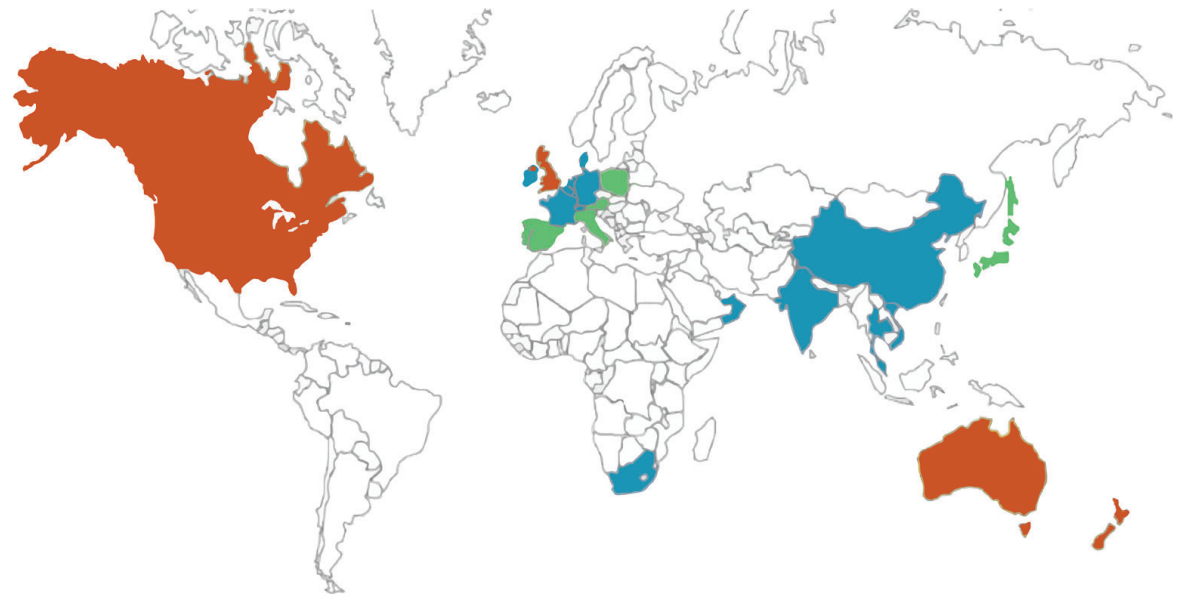
1% penetration in US
would be **>\$1bn revenue**



Rest of World

2022 & beyond: International growth

Identified courier supply
and SMB demand
relationships for most of
the English-speaking world
and much of Asia and
Europe



- Demand + Supply
- Supply Partner
- Demand Partner

Shipping that's good for the world

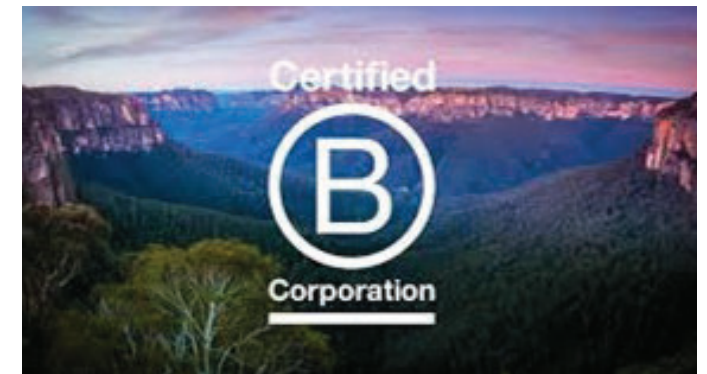


Access
to great shipping to
help Small Businesses
thrive

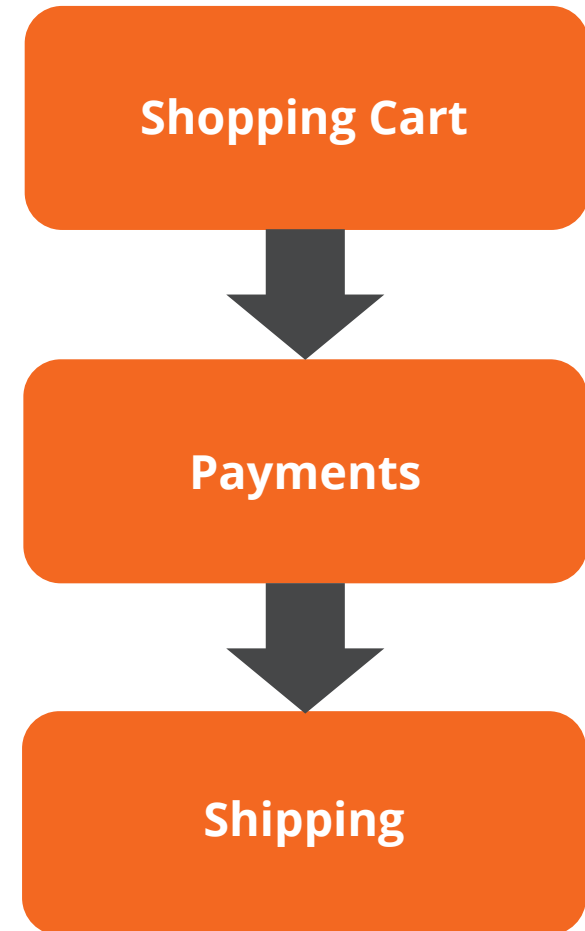
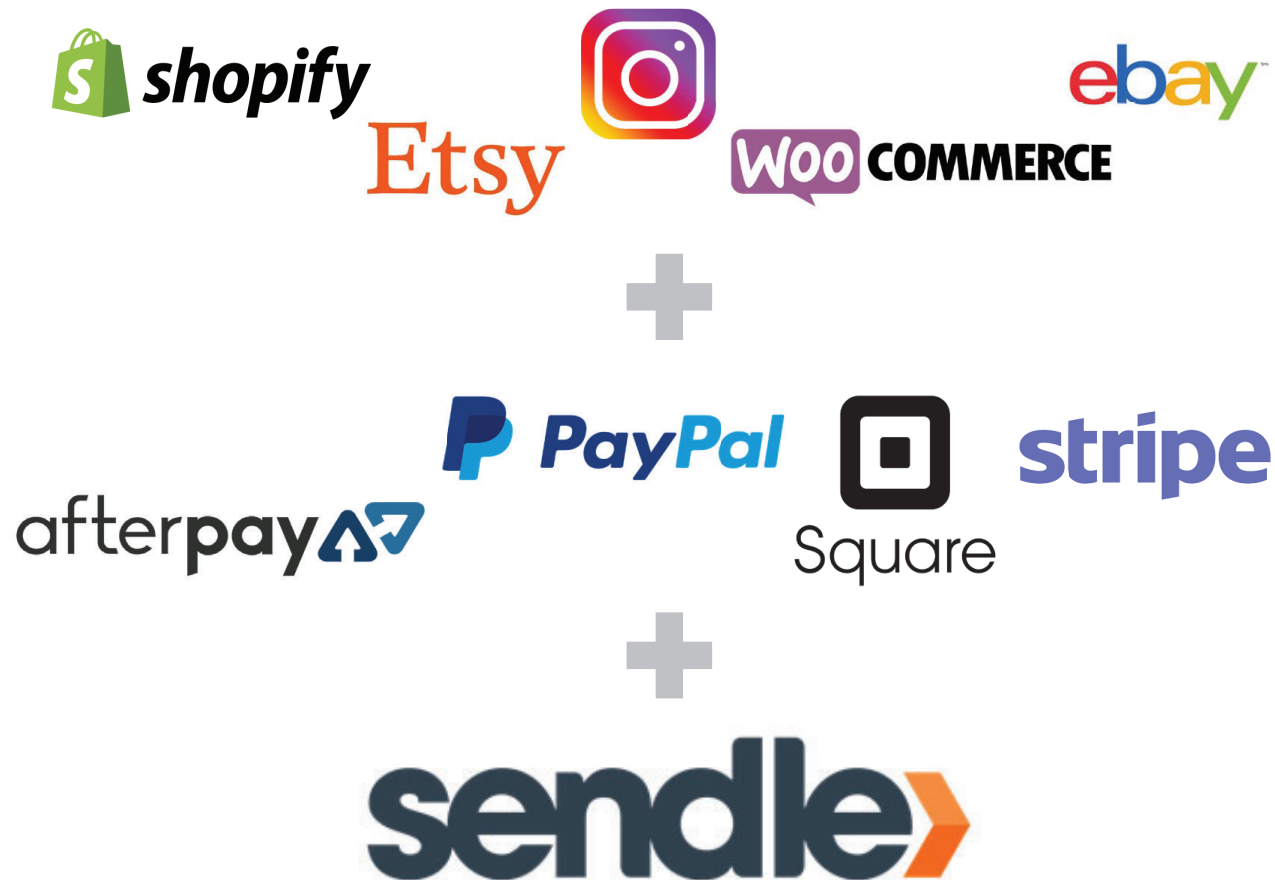
Leading the way to a
100% Carbon Neutral
Shipping Industry



B the Change
we want to see in business



Indispensable to SMB e-commerce



Near-term opportunity

Multi-billion dollar business in US & Australia

Long-term opportunity

The world's largest SMB eCommerce shipper

Shipping that's good for the world

