



Global VAT Refunds

Amos Simantov, CEO

February 2023



Investor Presentation Preliminary Full Year FY22

All currency in AUD dollars unless otherwise noted

Purpose

Simplify and fully automate VAT reclaim for business

Vision

Challenge the status quo of the global VAT/GST industry from

Payment to Recovery

Leadership Team



Amos Simantov
Founder & CEO



Smadar Noy
Chief Financial Officer



Alex Alegert
CEO DevoluIVA



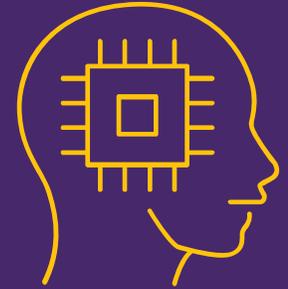
Amir Peretz
VP Product



David Bermudez
VP R&D

W2V is the world's only fintech company

That automates global VAT/GST reclaim processing through image processing and AI



Leading technology partners



webexpenses
an ELMO company



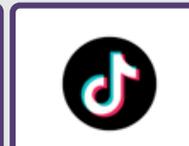
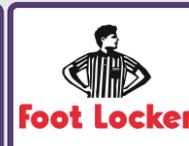
ALLOCATE

yokoy
PARTNER

sage

SMB Customers
Over **900**

Enterprise Customers
Over **250**



Resulting in significantly more reclaimed VAT/GST

Wide range of multinational enterprise customers



Proprietary technology automating VAT/GST reclaim processing across 40 countries in 20 languages

AI technology patents used in proprietary image-processing technology

USPTO granted (App.17.059,482)

100% owned by W2V

Four patents enable:

- Full AI-driven automation
- Human-level perception
- Accurate image processing

8%-27% VAT/GST Rate

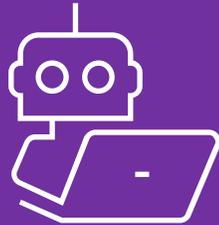
Australia		Austria		Belgium		Bulgaria		Bahrain		Cyprus	
Croatia		Canada		C. Republic		Dubai		Denmark		Estonia	
Finland		France		Germany		Greece		Hungary		Iceland	
Ireland		Italy		Japan		Latvia		Lithuania		Luxembourg	
Malta		Netherlands		New Zealand		Norway		Poland		Portugal	
Romania		Saudi Arabia		Serbia		Slovakia		Slovenia		South Korea	
Spain		Sweden		Switzerland		Taiwan		UK			

Key drivers and FY22 highlights



**Multi year
contracts**

Average
2-3 years



250

Enterprise clients at end
2022



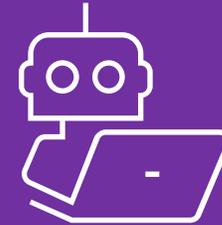
57%

Increase in Transaction
Volume to **\$21.33M**



\$21.33M

VAT refunds in 2022



900

SMB clients at end 2022

Financial Snapshot FY22



\$1.9M

Net Revenue in 2022
+7% on pcp
+11% before currency
adjustment*



77%

Gross Profit Margin



\$1.5M

Cash balance



\$2.5M

Trade Receivables

* Operational currency in Euro: FY22 Revenue €1.23m up 10.9% on FY21 €1.12million



Strategy & Outlook



Growth Strategies

 **Grow VAT sales through European enterprise hubs: UK and Spain**

 **Spain growth utilising DevoluIVA partners' hub; integration with W2V VAT product suite and SmartSpend Card**

 **Provide SMBs with holistic solution: SmartSpend Card & VAT**

 **Consider additional growth opportunities via acquisition**

SMART SPEND PLATFORM

2023
GROWTH
ENGINE



Offering

Smarter management of corporate expenses

- ✓ **Control**
- ✓ **Compliance**
- ✓ **Visibility**
- ✓ **Savings**



Subscriptions



Accounts Payable



Travel Expenses



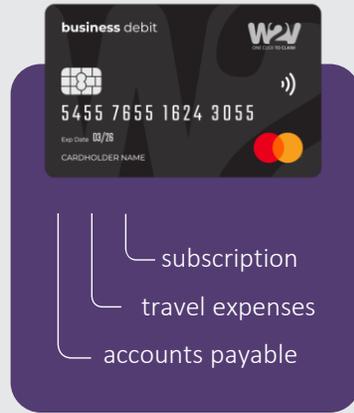
VAT Reclaim



Mobile App



Ruling Engine
(smarter mng of expenses)



Payment
(smart spend card)



VAT Compliance
(AIA)



VAT Refund



Money is back to card balance

The reducing impact of the pandemic on W2V

As 2022 evolved, travel and expense activity across the W2V product suite returned to pre-COVID levels, mirroring increased business travel.

Additional revenue streams to fit the post pandemic lifestyle will increase – SmartSpend Card, interchange fees, payment solutions

Outlook



- ✓ We expect substantial growth in revenue post covid in 2023
- ✓ New revenue streams in 2023 from SmartSpend Card
- ✓ W2V continue to focus on sales, product development and R&D
- ✓ Possible M&A – to increase enterprise clients
- ✓ Spain market growth by DevoluIVA, introduction of SmartSpend Card and interchange fees

Thank You



www.way2vat.com