

ASX Announcement

21 June 2023

Investor Presentation

Novatti Group Limited (ASX:NOV) (Novatti or Company), a leading fintech enabling businesses to pay and be paid, is pleased to provide the attached Investor Presentation.

Ends

Novatti invites investors to keep up-to-date with company news, events and industry research by joining the Novatti mailing list at <https://www.novatti.com/subscribe>

Investors can view all Novatti announcements and join the discussion at Novatti's Investor Community Hub at <https://announcements.novatti.com/>

For further information, contact:

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This announcement has been approved for release to the ASX by the Board of Directors.

About Novatti Group Limited (ASX:NOV)

Novatti is a leading fintech that enables businesses to pay and be paid from any device, anywhere. From corner stores and start-ups to global organisations, our solutions will unlock your ambitions. Solutions include acquiring, billing, issuing, processing and banking (via International Bank of Australia Pty Ltd (IBOA) under a Restricted Authorised Deposit-taking Institution licence).



Novatti Group Limited (ASX:NOV)

Investor Update

21 June 2023

Novatti



Disclaimer

The material contained in this document is a presentation of general information about Novatti Group Limited's activities, current as at the date of this presentation on 21 June 2023.

It is provided in summary and does not purport to be complete. You should not rely upon it as advice for investment purposes as it does not take into account your investment objectives, financial position or needs. These factors should be considered with or without professional advice when deciding if an investment is appropriate.

To the extent permitted by law, no responsibility for any loss arising in any way (including by way of negligence) from anyone acting or refraining from acting as a result of this material is accepted by Novatti Group Limited or any of its related bodies corporate.

A Snapshot

Novatti is an end-to-end payments provider with a growing international presence with operations across Asia-Pacific, Europe, UK, US, Middle-East and Latin America.

New Leadership

Mark Healy
CEO

Experienced global payments and software executive with prior senior roles in Global Payments Inc, Optimal Payments (UK), Ezidebit and eWAY delivering organic and inorganic growth.

Dharsh Mendez
CFO

Strategically and commercially focused leader having driven organisational growth and transformation in complex organisational settings across multiple industries.

Peter Pawlowitsch
Non-Executive Chair

Experienced Board Chairman with extensive ASX listed experience.

Peter Cook
Executive Director

Experienced technology entrepreneur and founder, having built telecommunications and payments companies in Australia, Canada, Africa and Asia.

+\$39m*

Group Revenue

20%

Growth rate

+\$3.4b

Annual transactions

+120

Employees

\$44m

Market cap

**Unaudited management estimate*



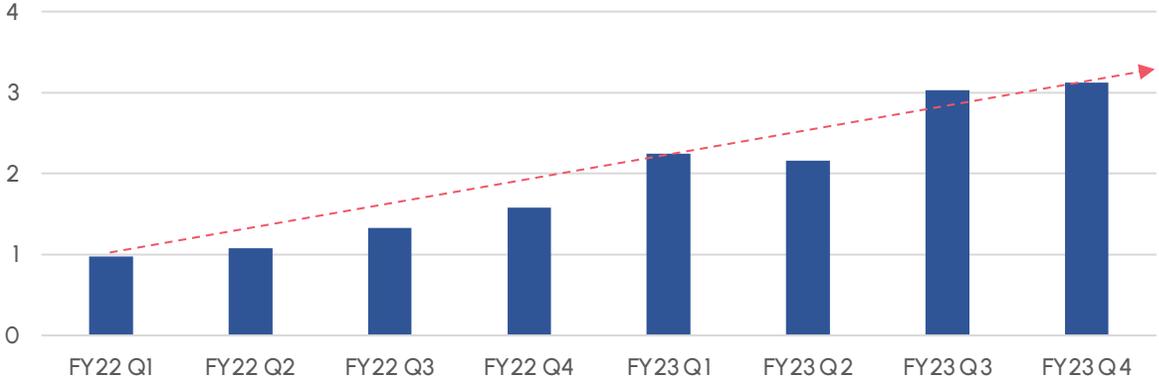
Our Mission

Novatti enables businesses to **pay and be paid** from any device, anywhere.

From corner stores and start-ups to global organisations, our solutions will unlock your ambitions.

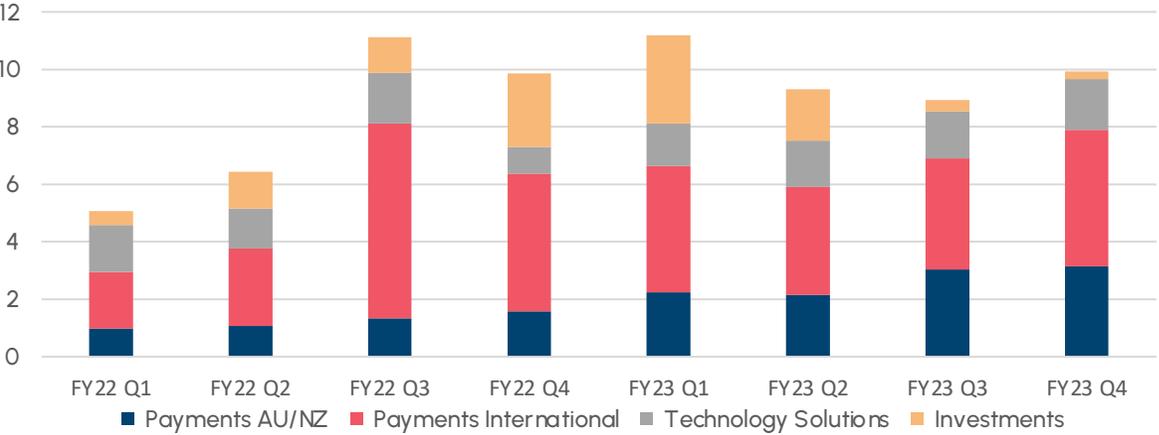
Payments AU/NZ the future growth engine

Payments AU/NZ Revenue (\$ million)



----- 113% YoY revenue growth with +\$12m annualised exit run rate*

Novatti Group Revenue (\$ million)



*Unaudited management estimate

A Unique end-to-end Payments Capability

Acquiring

Omni-channel payment acceptance for merchants, eCommerce, embedded and in-store payments.

Issuing

Visa prepaid, debit and gift cards, digital wallets and end-to-end program management.

Cross Border Payments

International transfer payments network for businesses in 20+ currencies.

Novatti BillPay

B2C bill payment solution heavily utilised by international students.

International Payments

Services and products to drive success for international payments.



With a Deep and Inter-connected Ecosystem

Our assets, regulatory coverage and relationships are hard to replicate

Technology

High barriers to entry to digital and mobile platforms.



Digital Wallets



Fintech



Payments



Billing

Licenses

Opens jurisdictions, generates trust and builds opportunities across regions.



Partnerships

Strong global associations.



Novatti

Growth Driver 1 - Acquiring

Acceptance innovation driving our solutions

- Omni-channel experience across online, offline and in-app payments.
- Acquiring of all scheme cards, Asia wallets, New Payments Platform.
- Mobile solutions, digital onboarding and fraud chargeback protection.



The Acquiring Landscape

Market Size & Growth



AU Point-of-sale and e-Commerce
[Source: FIS World Pay 2023]



Notable Customers



Major gym software



Cloud accounting



Rural ISP



Tertiary accommodation



Telecoms

Key Competitors



BLOCK

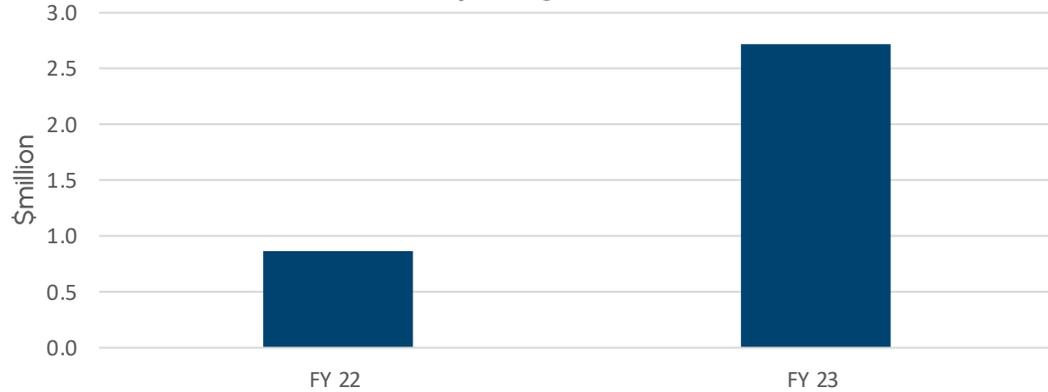


Our Growth Plan

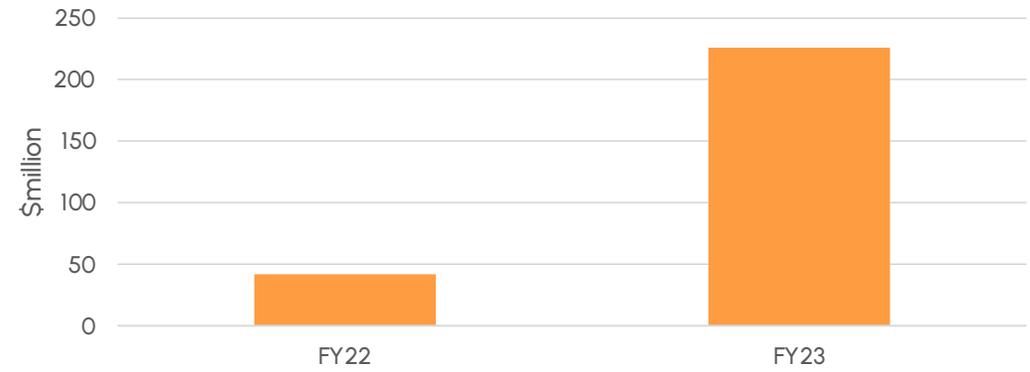


2023 A Break Out Year for Acquiring

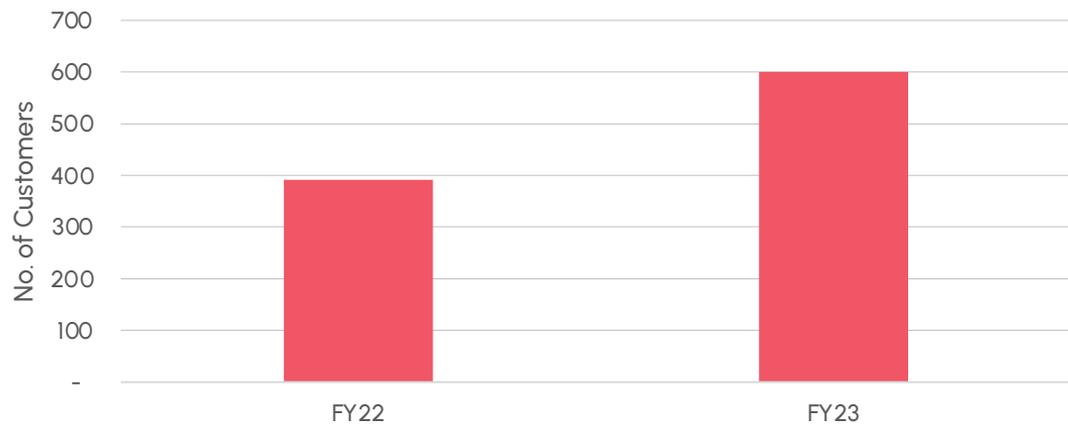
Acquiring Revenue*



Gross Transactional Value (GTV)



Acquiring Customers



+210% revenue growth
delivering ~\$1.8m
incremental revenue

Annualised \$3.3m exiting run
rate revenue

Strong GTV growth of 442%
(\$184m)

53% growth in customers

+235k (232%) margin
increase YoY

3 Year target margin growth
to 70%

*Unaudited management estimate

Growth Driver 2 – Issuing

Digital transformation across businesses driving our solutions

- Prepaid + Debit Cards, including multi-currency
- General Purpose Reloadable
- Gift & Incentive

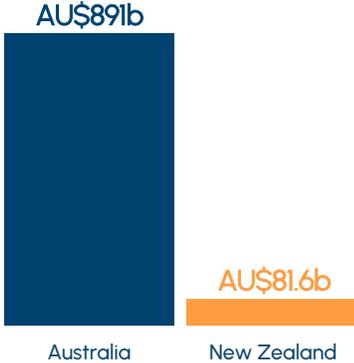
A diverse range of use cases for Fintechs, SMB and Corporates:

- Rewards programs
- Embedded finance
- Expense payments
- Distribution of funding
- BNPL providers
- Digital wallets



The Issuing Landscape

Market Size & Growth



Cards and payments
[Source: GlobalData 2022]



AU CAGR (2022 -2026)
~6%



NZ CAGR (2022 -2026)
~4%

Notable Customers

A collection of five red icons representing different customer segments: a wallet with cash, a document with a dollar sign, a hand holding a document, a gift card, and a calendar with a calculator.

- Cash back wallets
- Corporate Expenses
- Govt disbursements
- Gift card providers
- Payroll software

Key Competitors

A collection of five competitor logos: EMI., Cuscal, Shaype, change., and Airwallex.

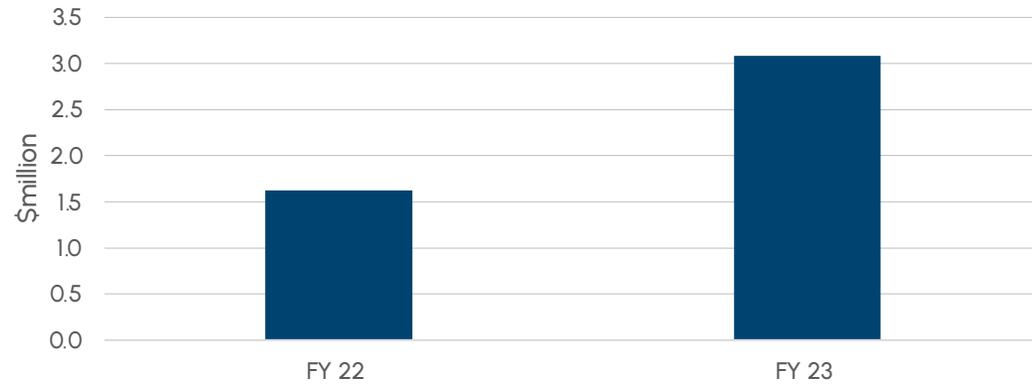
- EMI.
- Cuscal
- Shaype
- change.
- Airwallex

Our Growth Plan

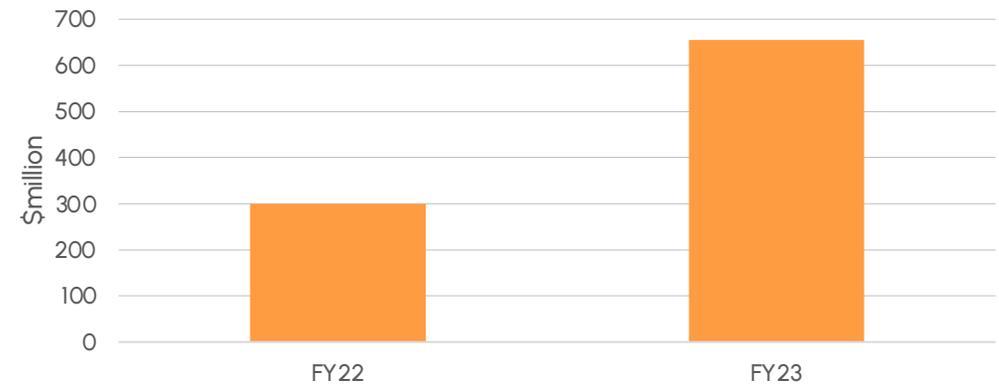


2023 delivering on Issuing growth objectives

Issuing Revenue*



Gross Transactional Value (GTV)



Issuing Customers



+90% revenue growth
delivering ~\$1.45m
incremental revenue

Annualised \$3.2m exiting run
rate revenue

Strong GTV growth of 118%
(\$355m)

20% growth in customers

+600k (115%) margin
increase YoY

3 Year target margin growth
to 70%

Outlook

- New leadership team with scaling expertise
- Digital transformation tailwinds
- Ecosystem cross sell of products and services
- Business simplification
- Improve Financial Performance:
 - Market and customer led
 - Integrated go to market
 - Gross margin improvements
- Target operating cash flow positive by end CY23
(excluding International Bank of Australia)

