



December Quarter FY23 Results Presentation

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Highlights in numbers*

Novatti

\$9.3m

December quarter
sales revenue

+60%

Increase in December
quarter sales
revenue YoY

\$1b+

Quarterly GTV
- first time**

+83%

Growth in quarterly
GTV year-on-year

13X

Growth in Acquiring
quarterly GTV
year-on-year

\$25.7m

End of quarter
cash balance



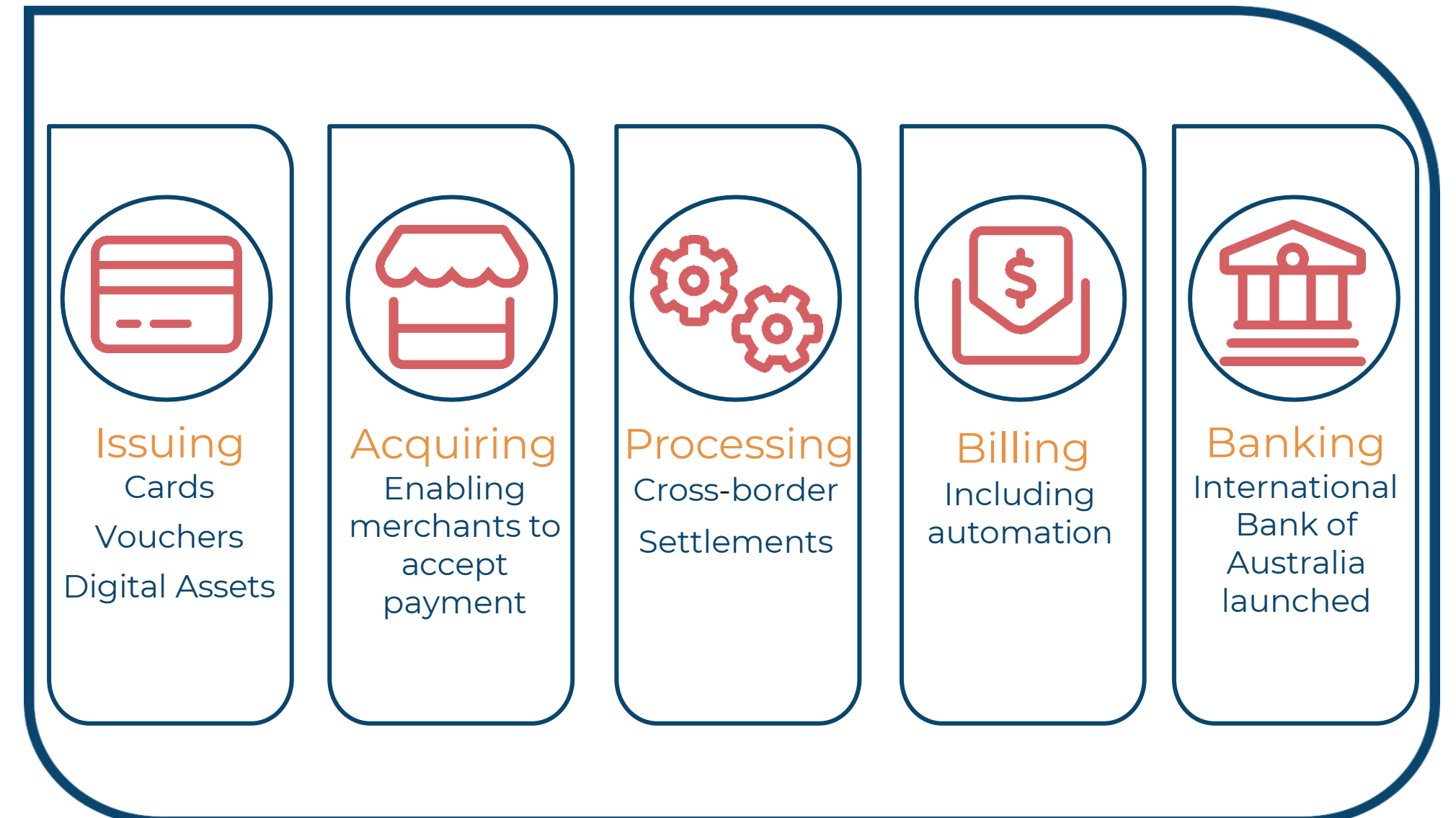
*All figures throughout this document related to the December quarter remain unaudited unless stated otherwise.

**Gross Transaction Value

Making business payments easy

Novatti

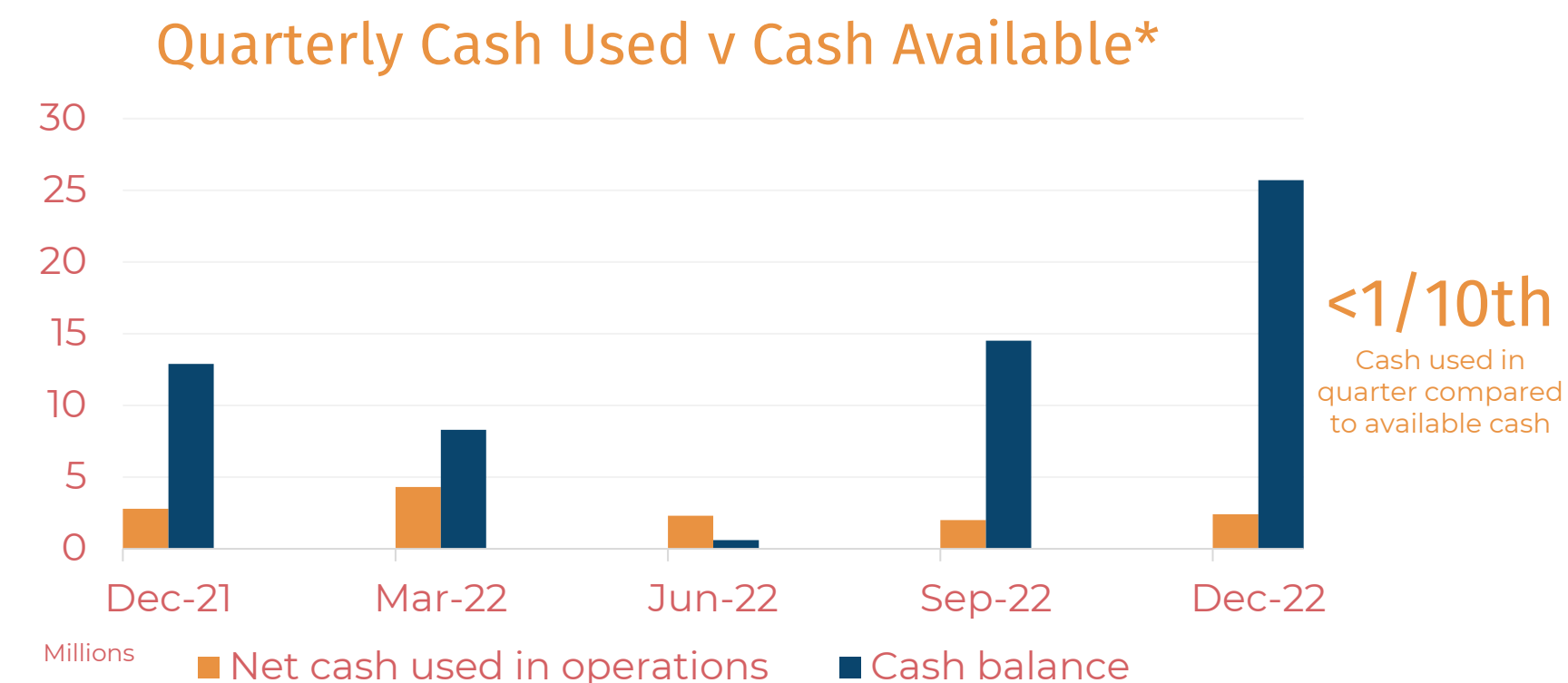
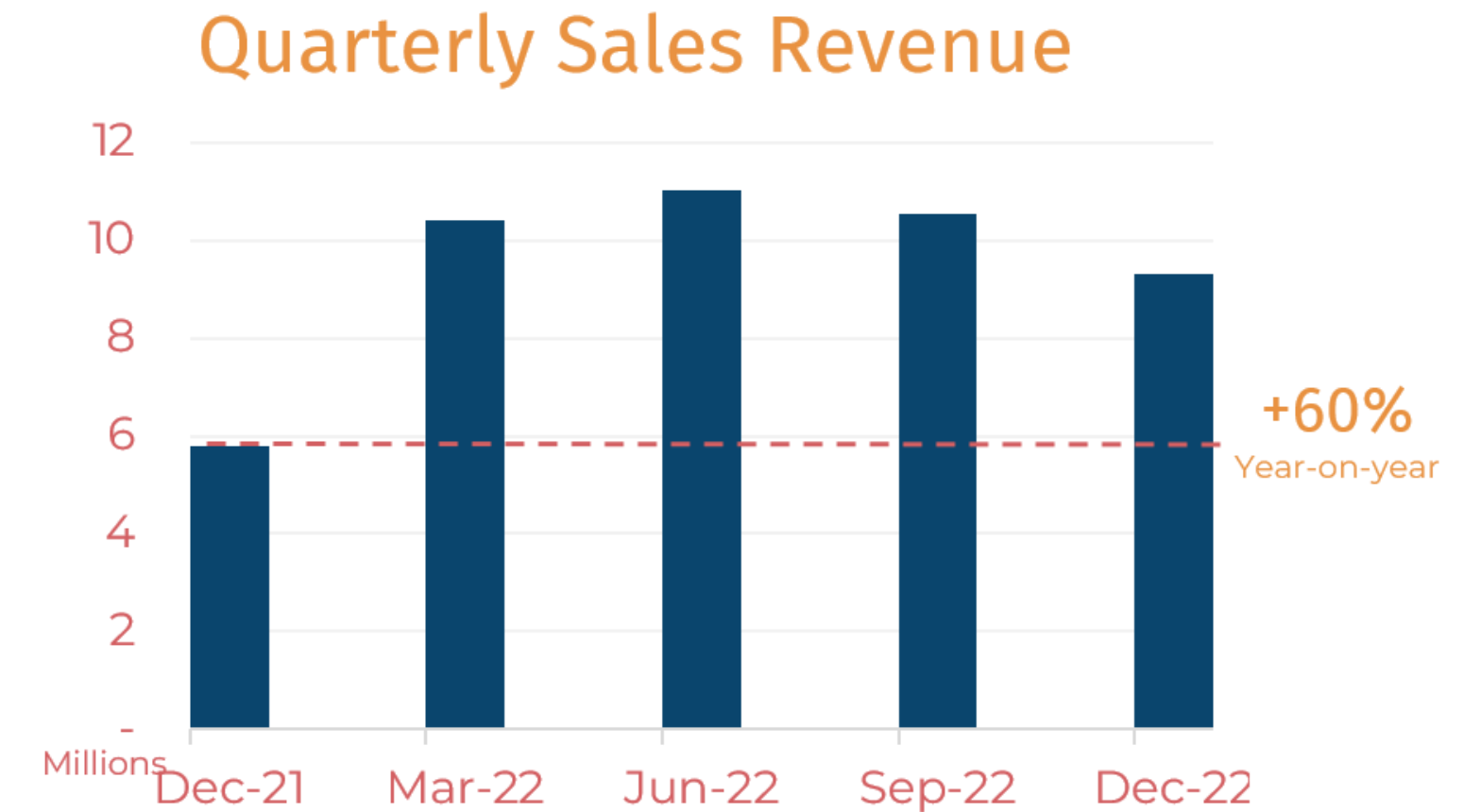
- Novatti provides businesses with everything they need to **pay and be paid**
- Focus on mobility through technology – using any device, anywhere
- Covers the complete payments value chain – from issuing payment cards to banking services



December quarter performance

Novatti

- \$9.3m - quarterly sales revenue
 - 60% increase YoY
 - Down on prior quarter - follows lower margin for international client and ATX seasonal factors
- Shift to positive cashflow strengthened:
 - \$3m annual saving expected with Bank launch
 - Significant cost control in place – focus on admin and corporate costs
- Strong balance sheet highlighted by:
 - \$25.7m end of quarter cash
 - Confident of resources to reach positive cashflow
 - Cash used in quarter <1/10th of end of quarter cash

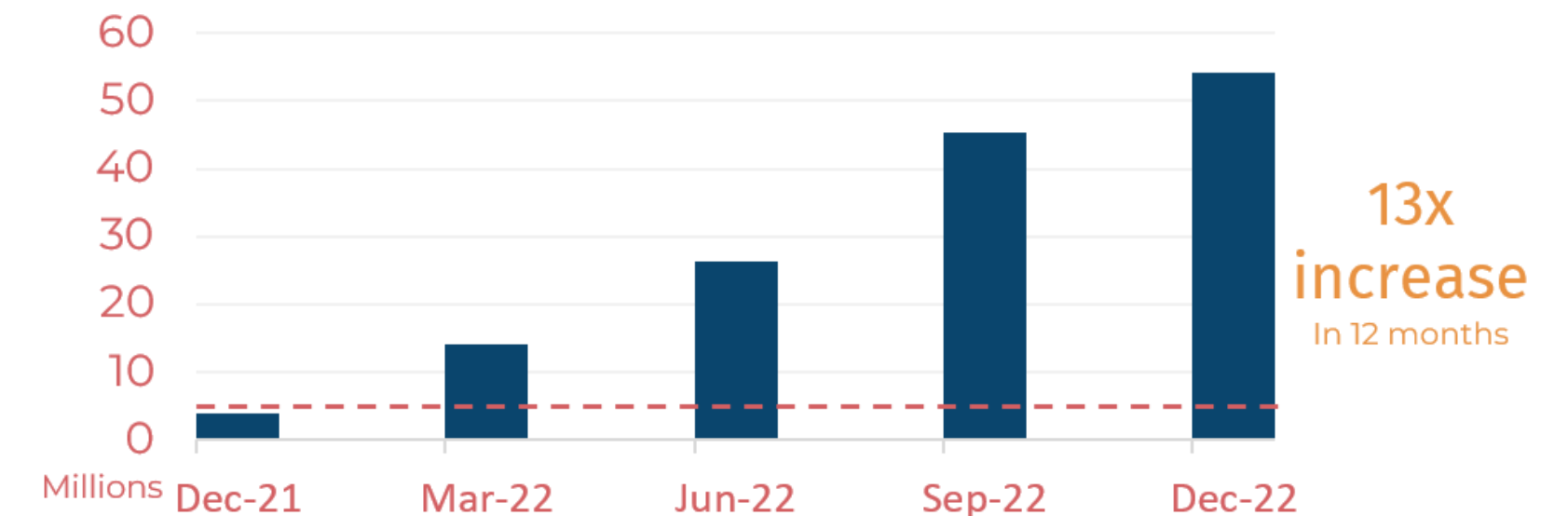


Strong underlying business growth

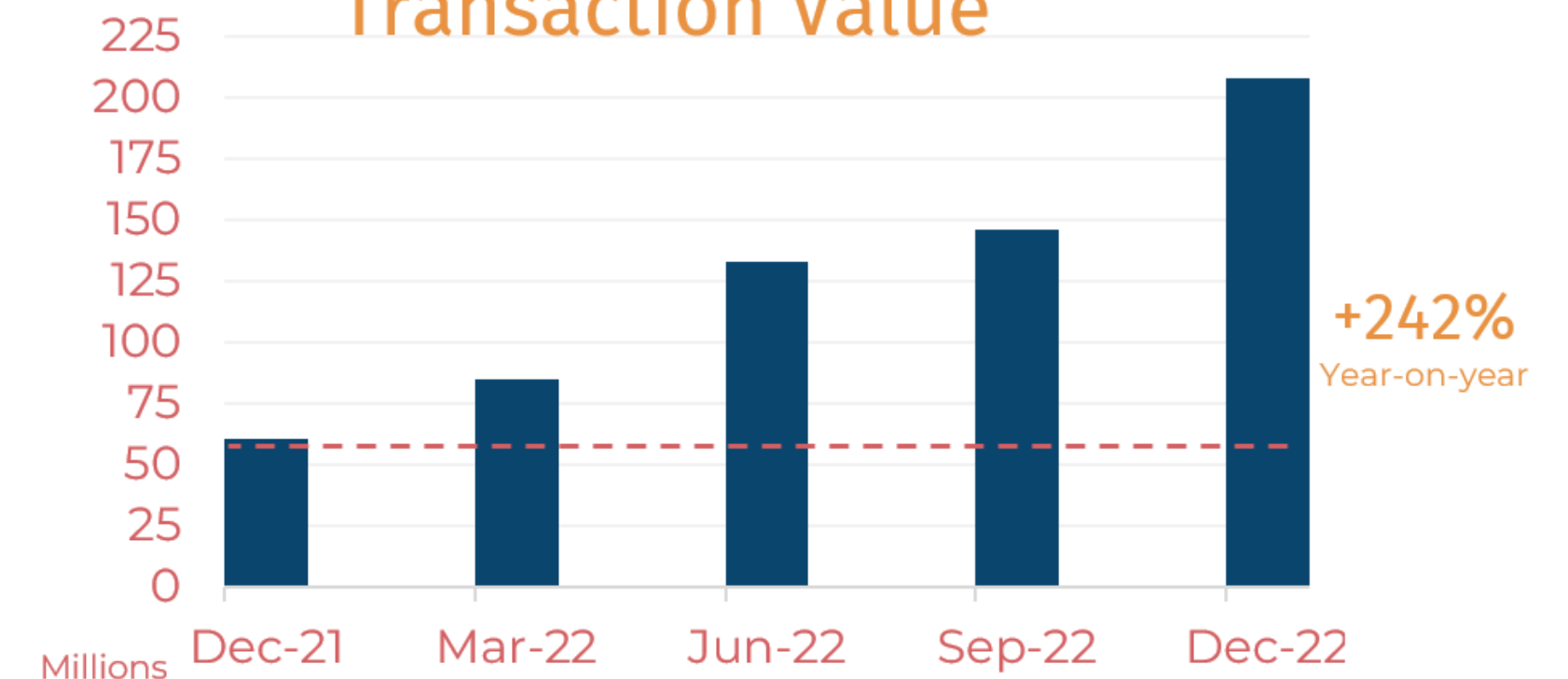
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- Gross Transaction Value (GTV)
 - Scaling business bringing larger GTV
 - December quarter up 83% YoY
 - \$1b+ in quarterly GTV for first time
- Sales strategy seeing new signings
- Momentum particularly building in future growth engines:
 - Acquiring - 13X quarterly GTV increase YoY
 - Issuing - 242% quarterly GTV increase YoY

Acquiring - Quarterly Gross Transaction Value



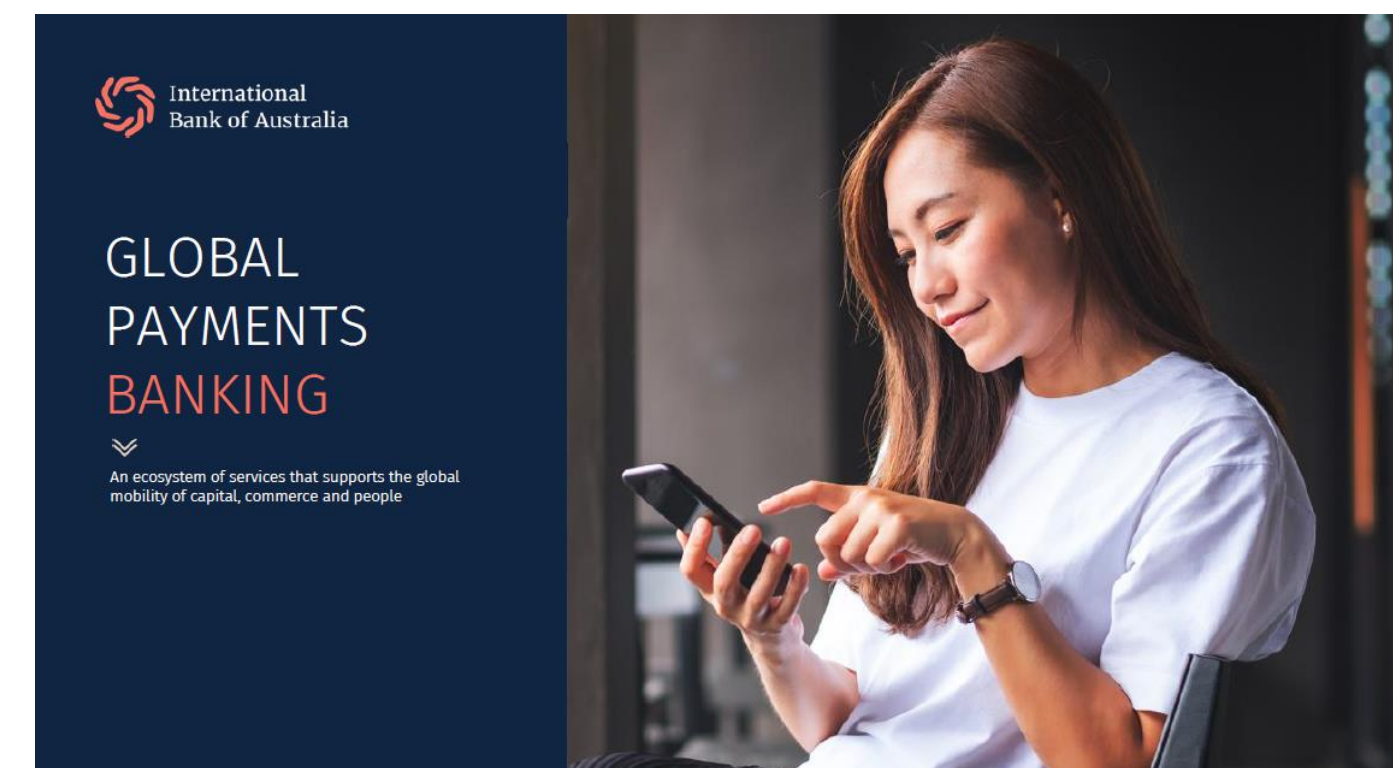
Issuing - Quarterly Gross Transaction Value



International Bank of Australia

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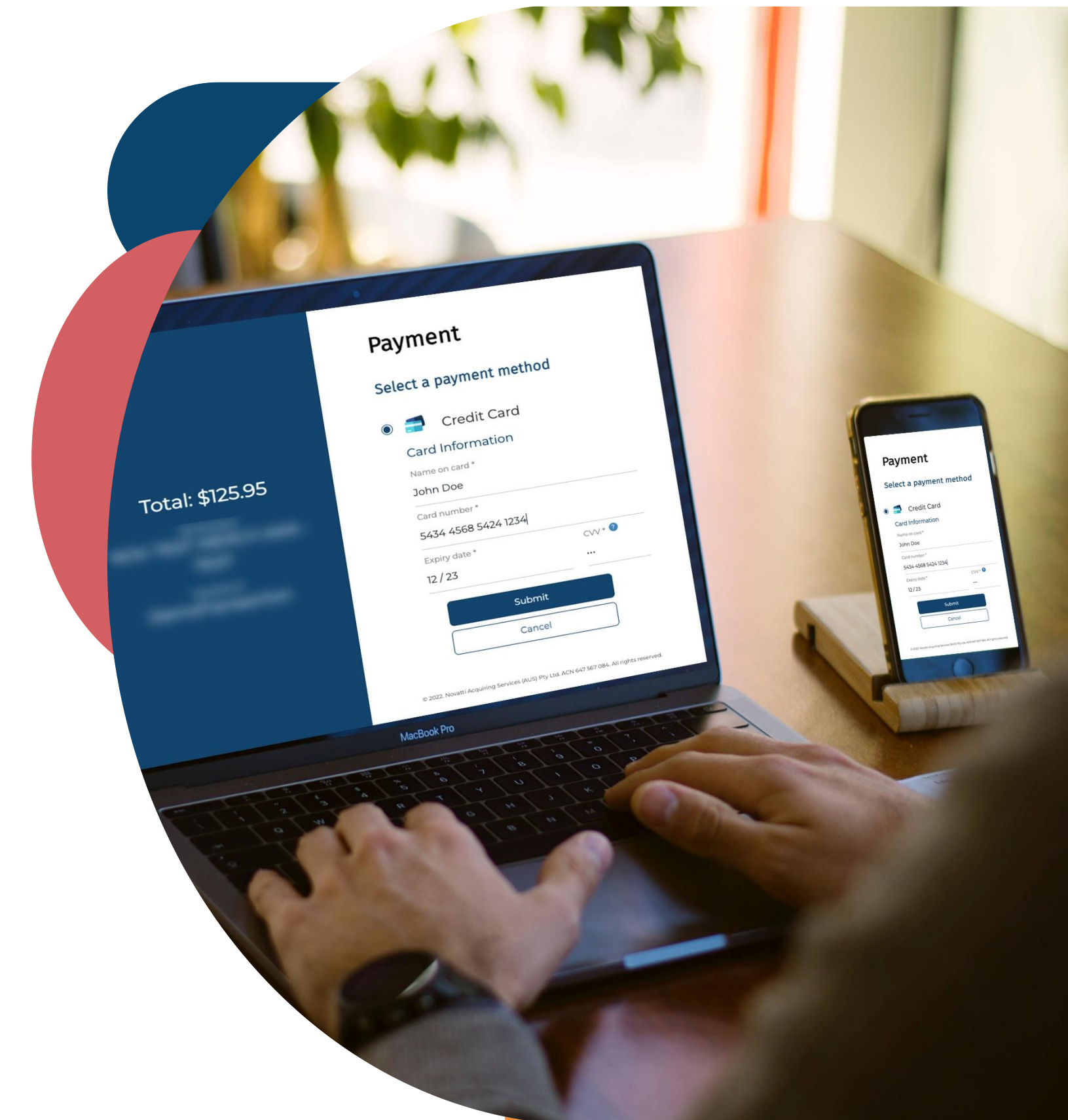
- International Bank of Australia launched
- Followed granting of restricted banking licence by APRA
- Novatti holds 91% interest
- Significant milestone in delivery of Novatti's long term strategy with full payments value-chain now established
- \$3m annual saving expected post launch
- Milestones since launching:
 - Chief Risk Officer appointed
 - Discussions with more than 50 potential channel partners (eg migrant agents)



Increasing Acquiring offering

- Accept payment online, in-store and via mobile
- Growing traction – quarterly GTV up 13X YoY
- Recent developments to increase offering:
 - “Tap and pay” - accept payment through an Android device without additional terminal
 - Reckon Integration – payment through invoices
 - Riskified partnership to provide 100% protection from fraudulent chargebacks
 - Working with DataMesh to potentially reach many thousands of retailers and businesses
- Expect Acquiring to have an increasing impact on overall performance

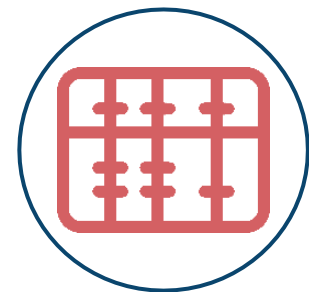
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What to expect going forward

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Novatti's business has shifted from an investment and development phase to scaling to drive increased margin. Key focus in FY23:



Shift to positive cashflow

- Focus already shifted to delivering positive cashflow
- Costs savings being achieved
- Significant cost control in place – focus on admin and corporate costs
- \$3m annual saving expected post launch of International Bank of Australia



Drive returns from existing investment

- Rapidly scale new growth engines, including Acquiring
- Sales strategy working, as shown in both Acquiring and Issuing
- Drive sales traction through ecosystem globally