

# Novatti

## September Quarter FY22 Results Presentation

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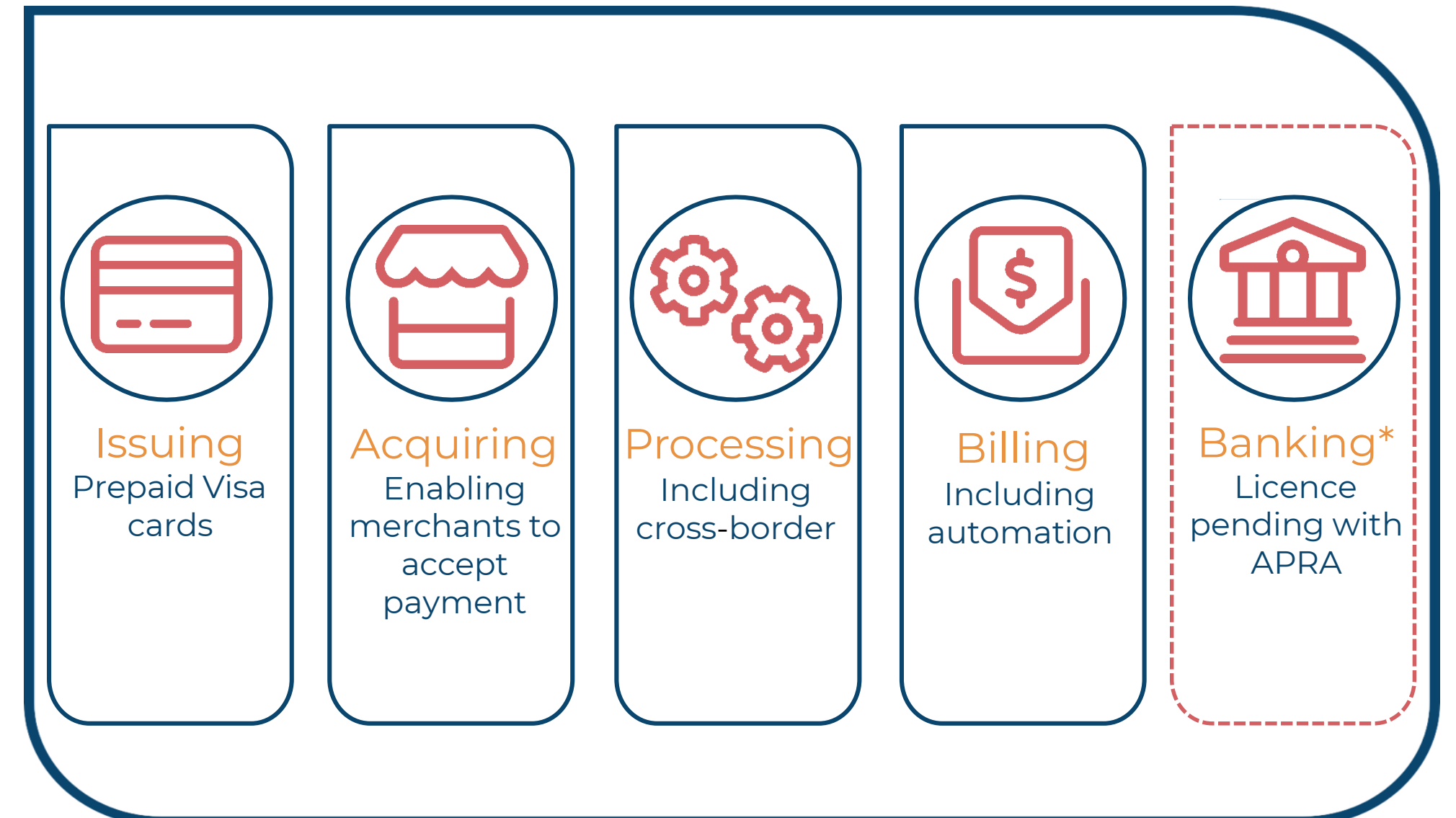


Novatti enables businesses to **pay and be paid**, from any device, anywhere. From corner stores and startups to global organisations, our solutions will unlock your ambitions.

# Business Overview

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



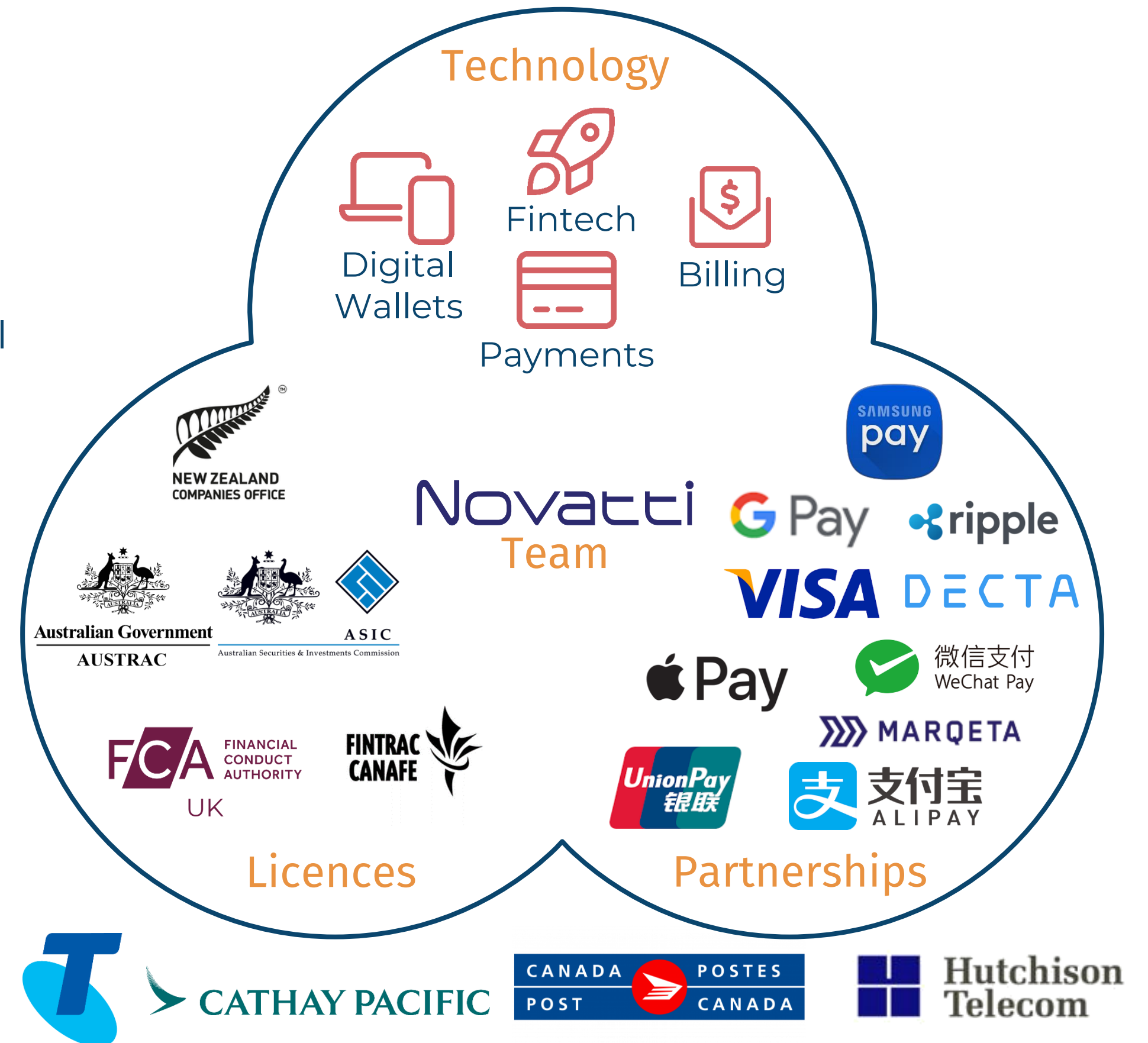
\*Licence pending with APRA



# Strategy

- Leveraging our leading B2B ecosystem combining:
  - **Technology** – digital and mobile platforms
  - **Licences** – opening jurisdictions and highlighting trust
  - **Partnerships** – providing scale without substantial capital
  - **Team** – leading in-house expertise
- Ecosystem now being monetised as fintechs and businesses utilise Novatti's capabilities
- Focus now on accelerating expansion

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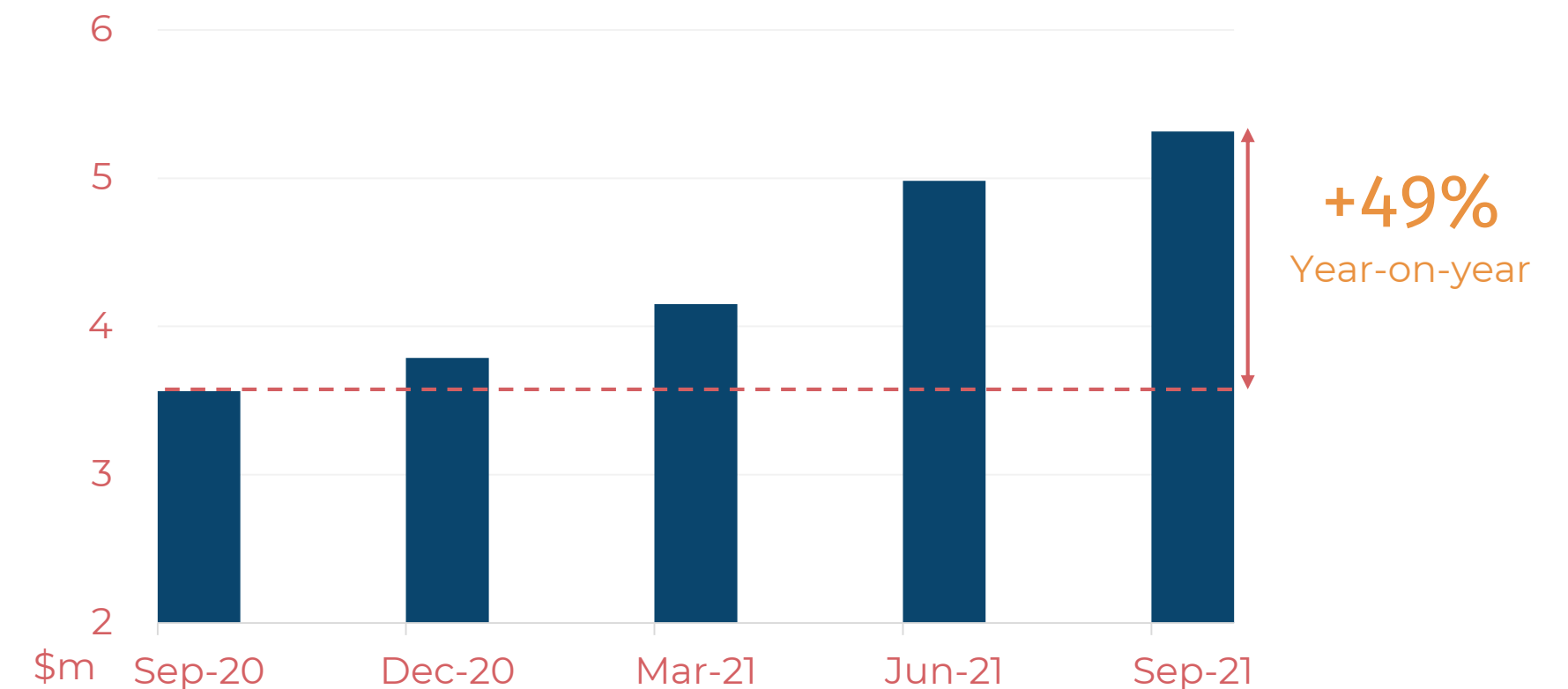


# September quarter growth\*

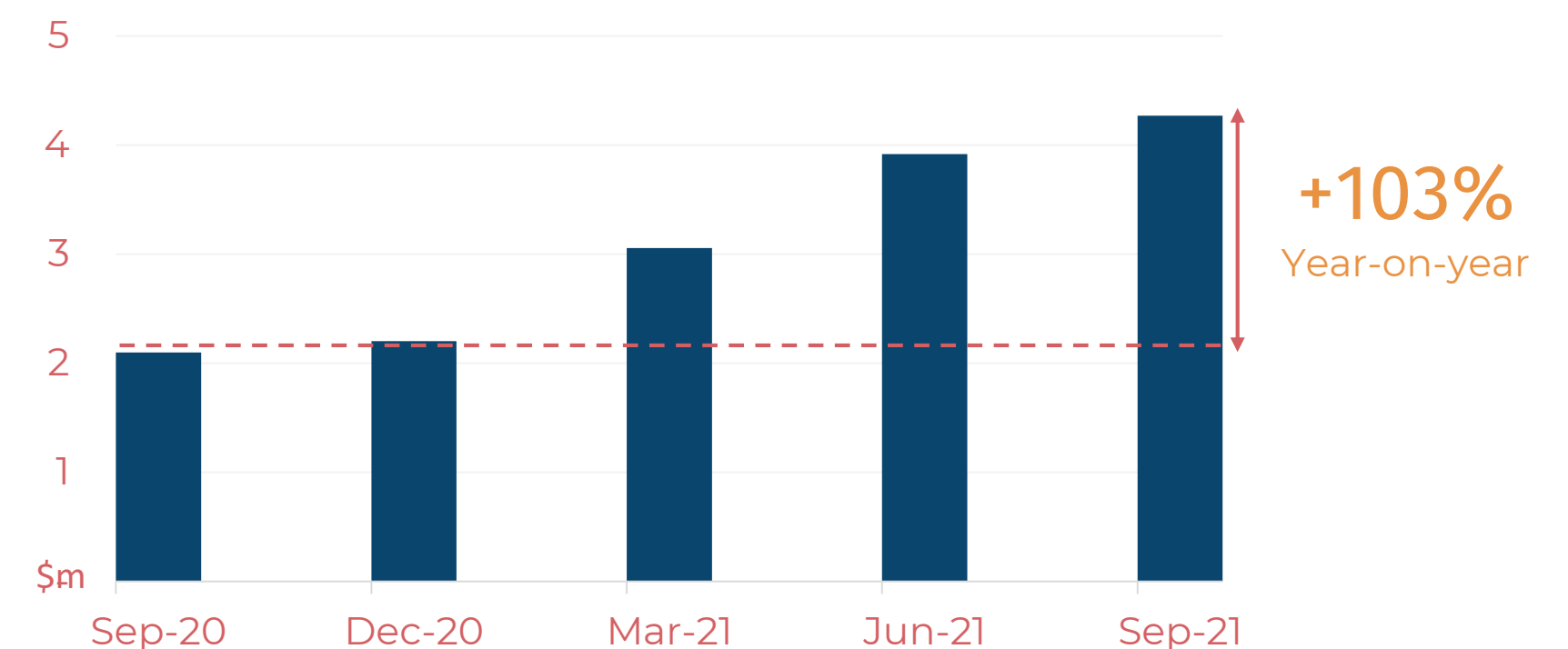
- September quarter sales revenue - \$5.3m
  - Highest-ever
  - 49% increase year-on-year
- Payment processing sales revenue - \$4.2m
  - 10th straight record quarter
  - 103% increase year-on-year

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Quarterly Sales Revenue



Quarterly Processing Revenue



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

# Delivering on new growth strategy

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With \$40m+ capital raising complete, now delivering on new growth strategy:



## Increase presence in existing markets

- New EU services with launch of Verv
- New acquiring business live and generating revenue



## Enter new markets

- Ripple partnership expanded into Thailand
- Series A for new banking business - \$10.5m committed



## Pursue acquisitions

- Agreement on ATX acquisition
- Pipeline of opportunities being assessed



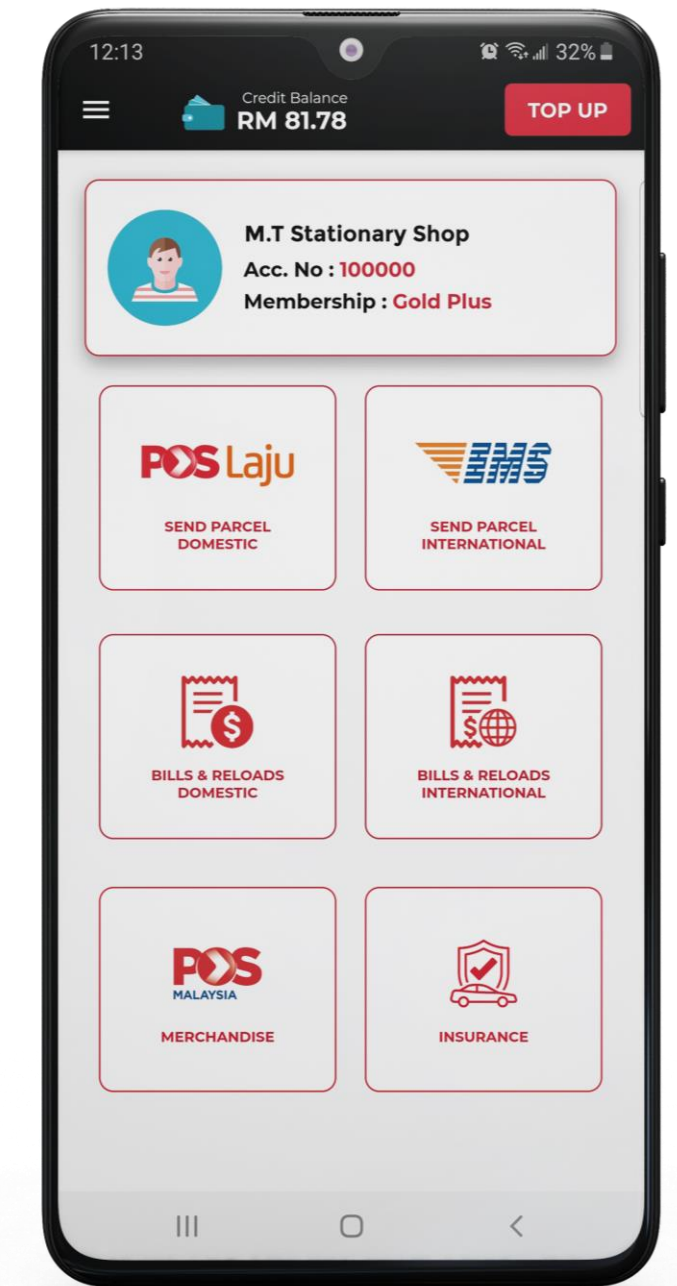
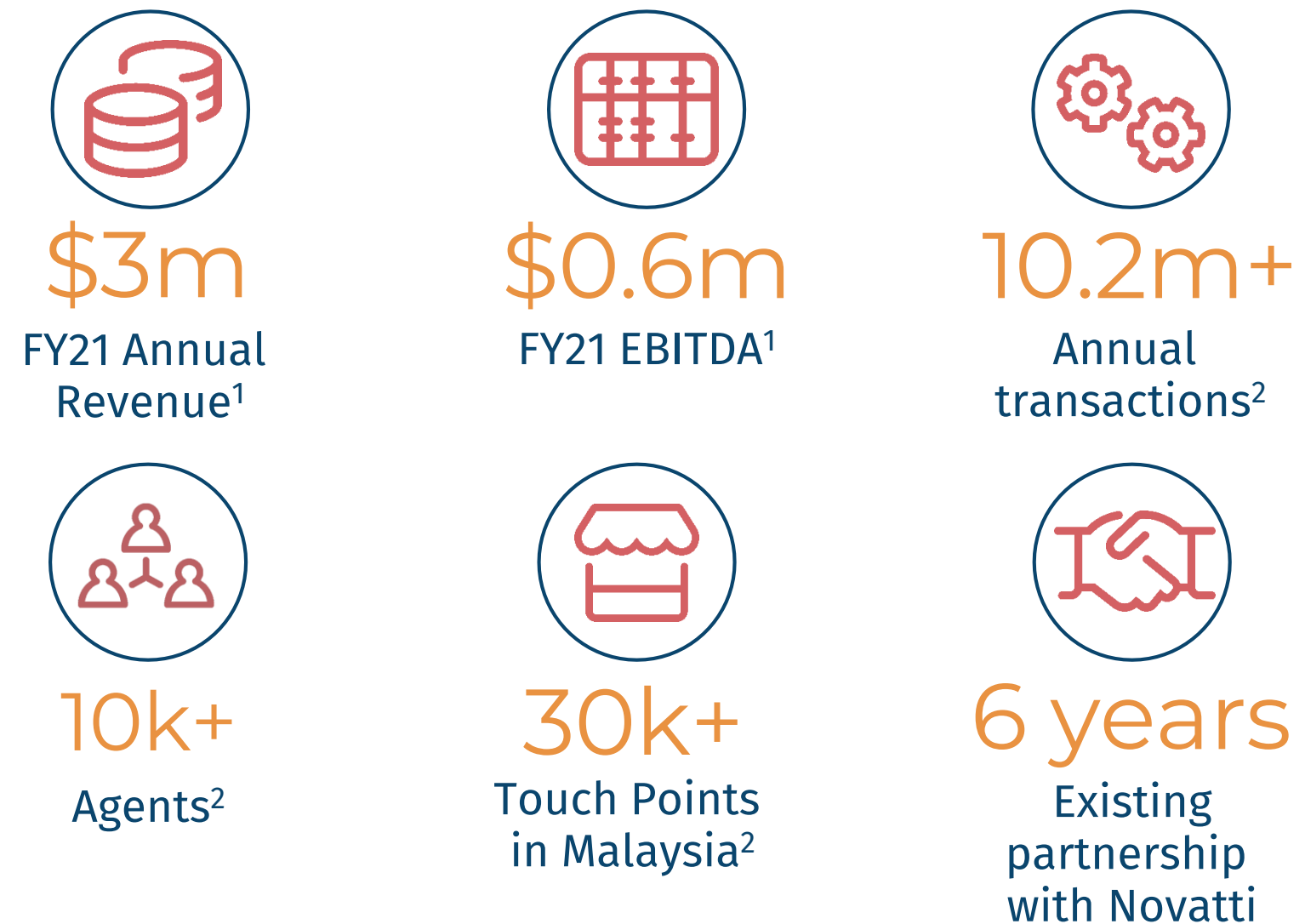
## Strategic Reckon investment

- 19.9% strategic investment completed
- Discussions begun on servicing the needs of Reckon customers

# Acquisition of ATX

Novatti will acquire ATX – an innovative and fast-growing South-East Asian payments fintech

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Customers include:



1. Based on Normalised Revenue, which is an estimate of Sales Revenue that best aligns with Novatti's Revenue Recognition policy. Normalised revenue and EBITDA are based on FY21 (July 20 – June 21). AUD\$ conversion based on RM:AUD0.33.  
 2. Data provided by ATX management and subject to final due diligence.



# Acquisition value proposition

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Acquisition of ATX provides strategic value to Novatti on several fronts:



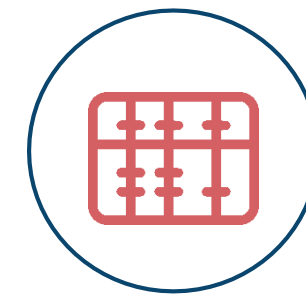
## On-the-ground in South East Asia

The acquisition creates an on-the-ground presence for Novatti in South-East Asia, a key growth market going forward. This will also provide a platform for the potential expansion of other existing services, including Novatti's partnership with Ripple



## Strong team and solutions

ATX is led by a strong team who will continue post acquisition. Since 2011, they have established a number of innovative solutions and a solid customer base delivering increasing revenues



## Strong deal valuation and growth potential

The acquisition price represents a valuation of 2.8x normalised annual revenue<sup>1</sup>



## De-risked through existing partnership

ATX has been a Novatti partner since 2015. As a result, the business is well known and understood by Novatti, de-risking the acquisition

1. Normalised Annual Revenue is an estimate of Sales Revenue that best aligns with Novatti's Revenue Recognition policy. Normalised revenue is based on FY21 (July 20 – June 21). AUD\$ conversion based on RM:AUD0.33

# Outlook

- Main ambition – continue to grow top line revenue
- Deliver on expanded growth strategy, underpinned by strong balance sheet with cash balance of \$19.9m\*:
  1. New and expanded markets
    - Finalise restricted banking licence approval
    - Strengthen acquiring business with Visa and Mastercard licences
    - Discussions with Ripple on new markets in South East Asia
  2. Acquisitions
    - ATX – complete acquisition and integrate
    - Assess other opportunities in pipeline
  3. Strategic investment in Reckon
    - Discussions begun on servicing the needs of Reckon's customers

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\*Cash balance at end of September quarter.