

SMARTPAY HOLDINGS LIMITED

# 2024 ANNUAL MEETING OF SHAREHOLDERS

12 JULY 2024



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## Non-GAAP measures

This presentation contains references to Non-GAAP measures including EBITDA, normalized EBITDA, normalized profit before taxation, and free cashflow.

Because Smartpay complies with accounting standards, investors know that comparisons can be made with confidence between reported profits and those of other companies. These non-GAAP figures are provided as a supplementary measure for readers to assess Smartpays performance alongside NZ GAAP reported measures.

Some reported measures have been amended from those previously reported due to the implementation of the IFRS Interpretations Committee (IFRIC) agenda decision which resulted in a change of accounting policy in the year ended 31 March 2023.

# Welcome to Smartpay's Annual Meeting of Shareholders

**PRESENTED BY:**

**Greg Barclay**

Chair

**Marty Pomeroy**

Chief Executive Officer and Managing Director

- 1 Chair's address to shareholders
- 2 Chief Executive Officer's address to shareholders
- 3 Shareholders questions and discussions
- 4 Ordinary resolutions

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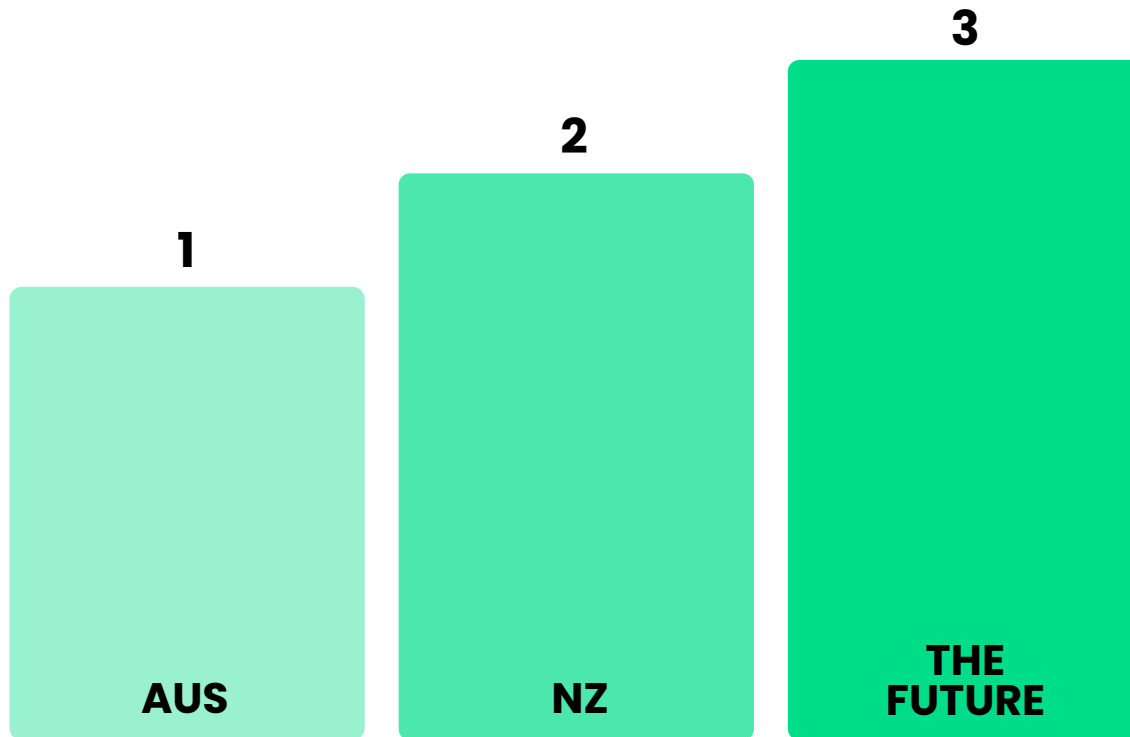
# CHAIR'S ADDRESS TO SHAREHOLDERS

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# CHIEF EXECUTIVE OFFICER'S ADDRESS TO SHAREHOLDERS

PHASE 1, 2 + 3

# The Network Effect. A Truly Trans-Tasman Payments Provider



## PHASE 1

### Australia

Continued to grow market share

- Expanding verticals

Leveraging one-team one-organisation

- Mature the Australian business to have a focus on customer growth and customer retention

## PHASE 2 – ALIGNING THE TWO

### New Zealand

Unlocking New Zealand Acquiring –Calendar Year 2024

- Android terminal tested and Certified
- New Zealand only development is underway
- Developing product offering
- Cuscal – **Agreement Executed and Notified**
- Preparing the business for launch

## PHASE 3

### The Network Effect

Delivering additional solutions and value to our Australasian customers

Continued strengthening and maturing of Smartpay

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2024  
**THE YEAR  
THAT WAS**

**“Vision without execution  
is hallucination”**

**Thomas Edison**

# FY24. Robust Performance Through Challenging Conditions



Terminals in Market

**48,000+**

+4% YoY



Merchants

**35,000+**

Continuing  
Revenue Growth

**\$96.5m**

Up 24% YoY      FY23 \$77.8m

Operating Cash to  
Fund Growth

**\$19.4m**

Down 3% YoY      FY23 \$19.9m\*

Delivers to  
EBITDA

**\$22.3m\*\***

(statutory \$21.3m)

Up 21% YoY      FY23 \$18.4m

Free Cash to  
Repay Debt

**\$1.7m**

Down 65% YoY      FY23 \$4.8m

Drops to the Bottom  
Profit Before Tax

**\$9.8m\*\***

(statutory \$8.8m)

Up 29% YoY      FY23 \$7.6m

Net Cash

**\$2.2m**

FY23 Net Cash \$2.0m



# The Business Drivers

(at 31 March 2024)

## Australia

Terminal rental plus transactional revenue

~ \$400 per month



**18,400+**

Transacting Terminals



**13,000**

Merchants

## New Zealand

Terminal Rental

~ \$40 per month



**30,000+**

Terminals in Market



**22,000+**

Merchants

No of Transactions Processed

**174m+** per annum

Total Transaction Value

**\$6.2bn** per annum

Terminals in Market

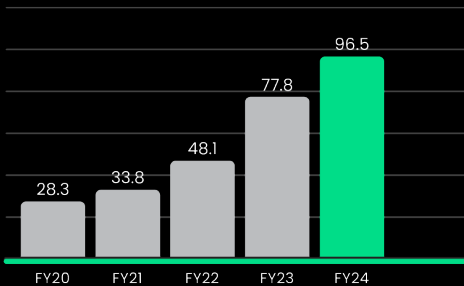
**48,000+**

Smartpay People

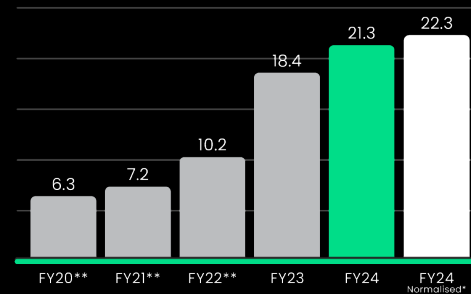
**179**

	FY24	FY23
EBITDA to revenue	23.1%**	23.7%
Operating cost to revenue	34.9%**	37.1%
Revenue per head	\$539k	\$486k
	FY24	FY23
Total transaction value	\$6.2b	\$5.0b

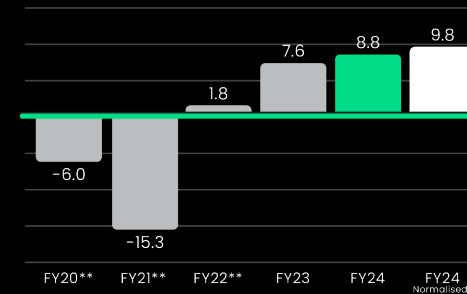
\$'m  
Revenue



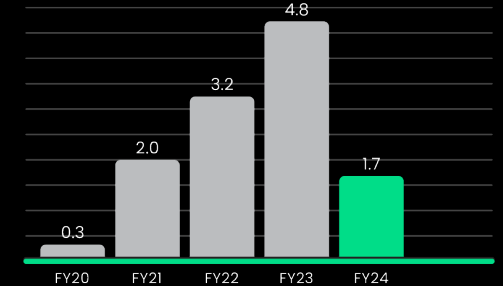
\$'m  
EBITDA



\$'m  
Profit Before Tax



\$'m  
Generating Free Cash Flows

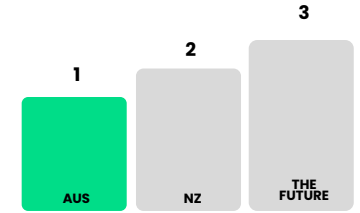


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**2025**  
**APRIL – MAY**  
**AN UPDATE**

PHASE 1

# Progress of Key Metrics



Terminals in Market  
**48,900+**



Merchants  
**35,500+**

Transacting Terminals  
**19,100+**

Up 16% pcp May 23 16,430+

Monthly Transaction Value  
**\$549m**

Up 21% pcp May 23 \$455m

Monthly Acquiring Revenue  
**\$7.2m**

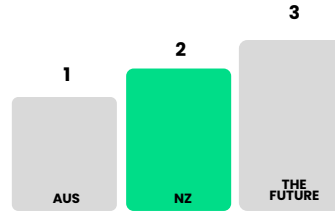
Up 24% pcp May 23 \$5.8m

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**2025**  
**LOOKING  
FORWARD**

## PHASE 2

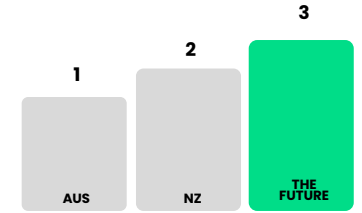
# Execute Against Our Strategic Ambition. Aligning the Two



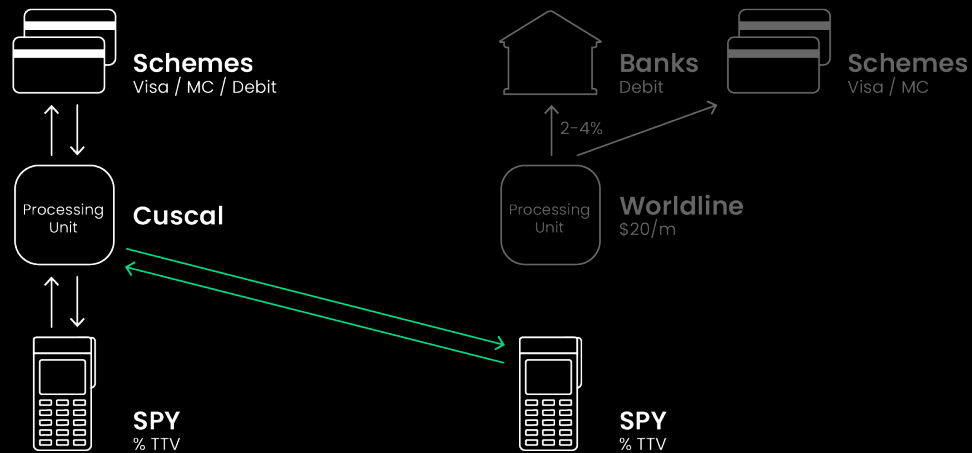
*"... Smartpay represents a blend of resilience, innovation, and potential for sustained growth in the Trans-Tasman payments market..."*

## PHASE 3

# The Network Effect



### TRANS-TASMAN



Terminals in Market  
**48,900+**



Merchants  
**35,500+**

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# SHAREHOLDER DISCUSSION AND QUESTIONS

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# ORDINARY RESOLUTIONS

## Resolution 1 + 2

# Ordinary Resolutions

### Resolution 1:

#### Fixing Remuneration of Auditor

*“That the Board be authorised to fix the auditor’s remuneration for the ensuring year.”*

#### Proxies:

For:	160,720,027	(66.38% of all securities)
Against:	31,583	(0.01% of all securities)
Discretionary:	210,697	(0.09% of all securities)
Abstain:	11,224	(0.00% of all securities)

### Resolution 2:

#### Election and Re-election of Directors

*“That Gregor John Barclay be re-elected as a Director of Smartpay.”*

#### Proxies:

For:	145,000,924	(59.89% of all securities)
Against:	15,752,280	(6.51% of all securities)
Discretionary:	210,788	(0.09% of all securities)
Abstain:	9,539	(0.00% of all securities)



## Resolution 3

# Ordinary Resolutions

### Resolution 3: Board Remuneration

*“That the aggregate fees payable to the Company’s non-executive Directors’ be increased from \$500,000 per annum to \$750,000 per annum with effect from 1 August 2024.”*

#### Proxies:

For:	94,717,848	(39.12% of all securities)
Against:	20,726,640	(8.56% of all securities)
Discretionary:	211,597	(0.09% of all securities)
Abstain:	45,317,446	(18.72% of all securities)

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**THANK  
YOU**