



**RESULTS PRESENTATION FOR
THE 6 MONTHS ENDED
30 SEPTEMBER 2014**



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Summary and Outlook

Half Year Financial Highlights



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Full Year Financial Highlights



- Revenue of \$11.8m, up 4% on the previous period of \$11.3m
- EBITDA* of \$4.8m, up 2% on the previous period of \$4.7m (previous period normalised for reported non-recurring items)
- Net Profit After Tax of \$1.5m, up 70% on previous period of \$0.9m
- Diluted EPS of 0.87 cents, up 71% on prior year of 0.51 cents

*EBITDA = Earnings Before Interest, Tax, Depreciation, Amortisation (including share option amortisation), impairments and foreign exchange adjustments.

Results Table for the Half Year



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Results Table for the Half Year

	Group	
	30 Sept 2014	30 Sept 2013
	Unaudited	Unaudited
	\$'000	\$'000
Continuing operations		
Revenue	11,770	11,308
Other income	2	-
Operating expenditure	(6,968)	(6,362)
Earnings before interest, tax, depreciation, share option expense, amortisation, impairments, and unrealised foreign exchange	4,804	4,946
Depreciation and amortisation	(2,223)	(1,926)
Unrealised foreign currency exchange differences	261	(720)
Share option amortisation	(58)	(196)
Net finance (costs) / income	(1,043)	(951)
Impairments	(301)	(263)
	(3,364)	(4,056)
Profit before tax	1,440	890
Tax expense	59	(6)
Profit for the period from continuing operations of owners	1,499	884
Other comprehensive income		
Foreign currency translation differences for foreign operations	(147)	331
Total comprehensive income of owners	1,352	1,215
Earnings per share from continuing operations		
Basic earnings/(loss) per share - cents	0.87 cents	0.51 cents
Diluted earnings/(loss) per share -cents	0.87 cents	0.51 cents

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- Revenue increase on the prior period mainly attributed to:
 - Revenues from the EPAY deal announced earlier in the year
 - SME growth in Australia
 - Completion of a long term payments software development project for an Australian state government transport authority
- EBITDA* of \$4.8m is up on the previous period normalised result of \$4.7m (adjusted for previously reported non-recurring items).
- The lower growth rate of EBITDA* relative to turnover reflects the investment in additional capacity, mainly staff costs, in both Australia and New Zealand to support current and future growth.
- Net Profit increase mainly attributed to the positive impact of unrealised foreign currency exchange differences (AUD strengthening) and lower share option amortisation.

*EBITDA = Earnings Before Interest, Tax, Depreciation, Amortisation (including share option amortisation), impairments and foreign exchange adjustments.

Review of Operations



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Summary and Outlook

- The company made good progress in all aspects of the business in the first half. Notable achievements in our New Zealand business during the period include:
 - A number of new distribution deals for our new mobile integrated payments terminals (including our mPos solution for ASB Bank)
 - The conclusion of the Epay deal announced in July this year
 - The recent launch of an integrated mobile taxi booking and payment app for our New Zealand taxi partners
- In Australia we delivered a significant Australian state government transport authority software payments project and continue to build our SME terminal base.

Review of Operations

New Products - Mobility Solutions

Interoperability



Developer Programme
integration available through
Smartlink – Smartpay’s Secure API

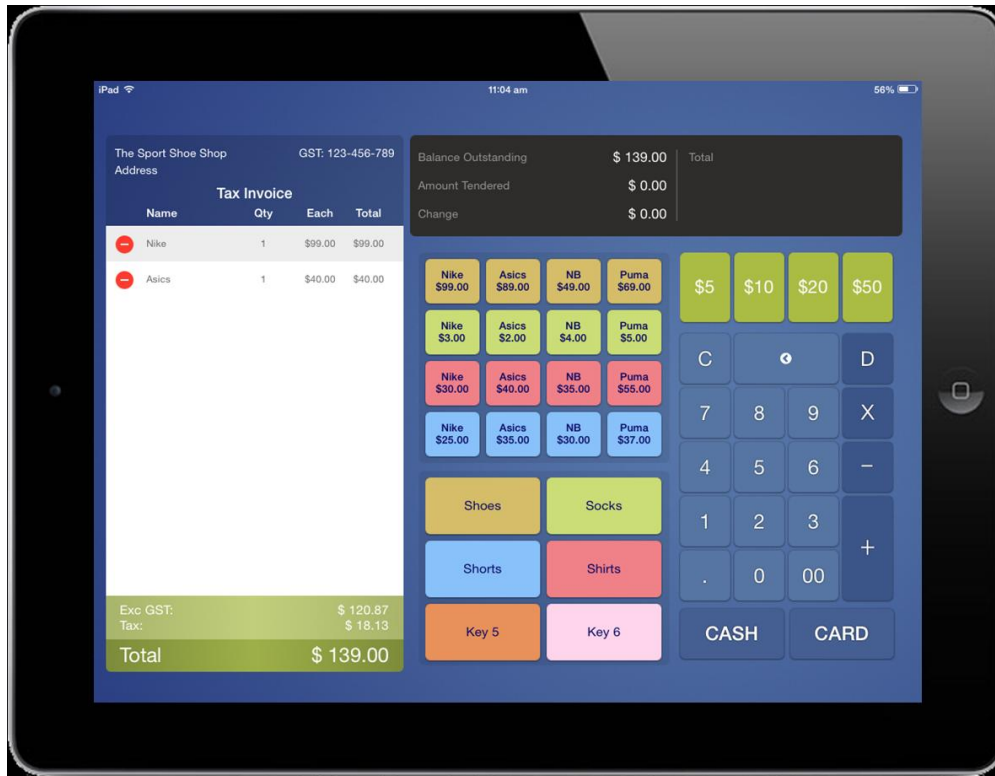


Review of Operations

New Products - Mobility Solutions



Till2Go



Review of Operations



Developer Programme – Live:

www.smartpaydev.com

The screenshot shows the Smartpay website. At the top is a dark blue header with the Smartpay logo on the left and navigation links (Home, About, Privacy Policy, Contact Us) on the right. The main content area has a blue background with a grid pattern. On the left, there's an image of a payment terminal labeled 'D200' with dimensions 55mm and 120mm. To its right, the text 'Secure EFTPOS – Payment Solutions Made Easy!' is displayed, followed by a yellow 'Learn More' button. Below this is a small image of a receipt. The bottom section is white and titled 'Platforms'. It features three columns for different operating systems: iOS (with an SDK icon), Android (with an Android robot icon), and Windows (with a Windows logo icon). Each column contains a brief description of the SDK and a yellow 'Download our SDK' button.

smartpay Home About Privacy Policy Contact Us

Secure EFTPOS – Payment Solutions Made Easy!

[Learn More](#)

Platforms

iOS
Download embed library SDK to develop a full payment functionality offer with your iPhone or iPad app.
[Download our SDK](#)

Android
Our Android SDK allows you to embed the payment library directly inside of your POS app for seamless payment integration.
[Download our SDK](#)

Windows
Our Windows SDK will support PC or tablet based POS solutions connecting to fixed line or mobile terminal payments.
[Download our SDK](#)

Review of Operations

Developer Programme – Live:

www.smartpaydev.com



The image shows a screenshot of the Smartpay Developer Programme website. The header features the Smartpay logo and navigation links: Home, About, Privacy Policy, and Contact Us. The main section is titled "Simple to Install" and outlines a three-step process: 1. Download, 2. Install, and 3. Publish. Each step includes an icon, a numbered title, and a description. Step 1 shows a download icon and text about downloading the SDK. Step 2 shows a smartphone with a payment interface and text about using the SDK. Step 3 shows a smartphone and a payment terminal, with text about sending the app to QA for testing. Below this, the "Integrations & Technology" section lists various integrations: Vend (online & iPad POS software), Advance Retail (comprehensive POS systems), Micros (end-to-end modular solutions), iOS or Android library (wireless interface for mobile solutions), .NET library (with RS232 or USB connection), and Windows CE (interface to fixed or wireless terminals).

Simple to Install

- 1 Download**


You've developed a POS app and you want to accept secure card payments. Choose the right SDK for your platform and download.
- 2 Install**


Create the payment interface. Use our SDK to integrate with Smartpay EFTPOS and follow the testing guidelines.
- 3 Publish**


Send your app to our Smartpay QA for payment acceptance testing before releasing your new POS solution to the market.

Integrations & Technology

- 

Vend provides online & iPad POS software and inventory management solutions for general retail environments.
- 

Advance Retail's comprehensive POS systems are developed for a variety of general retail situations as well as Telco, Pharmacy and Kiosk.
- 

Micros POS are integrated, end-to-end modular solutions for medium to large scale hospitality and retail.
- 
 - iOS or Android library
 - Wireless interface for mobile solutions
 - PAX D Series Wi-Fi or Bluetooth EFTPOS terminals
- 
 - .NET library with RS232 or USB connection
 - PC enabled printing
 - Integrated PAX SP30 EFTPOS PINpad
- 
 - Interface to fixed or wireless terminals
 - Choose from PAX S80 and D Series range

Review of Operations

Smartpay Provides mPOS Payments Solution to ASB

7 August 2014

ASB mPOS allows NZ businesses to accept payments on the spot



Review of Operations



Smartpay Selected As Epay Preferred Terminal Partner



Music, Movies & Entertainment



Software



Calling Cards



Gift Cards



Mobile Top-Ups



Bill Payment



Prepaid Electricity



Virtual Money



Prepaid Couriers

Music, Movies & Entertainment

iTunes



XBOX
LIVE



PLAYSTATION
Network

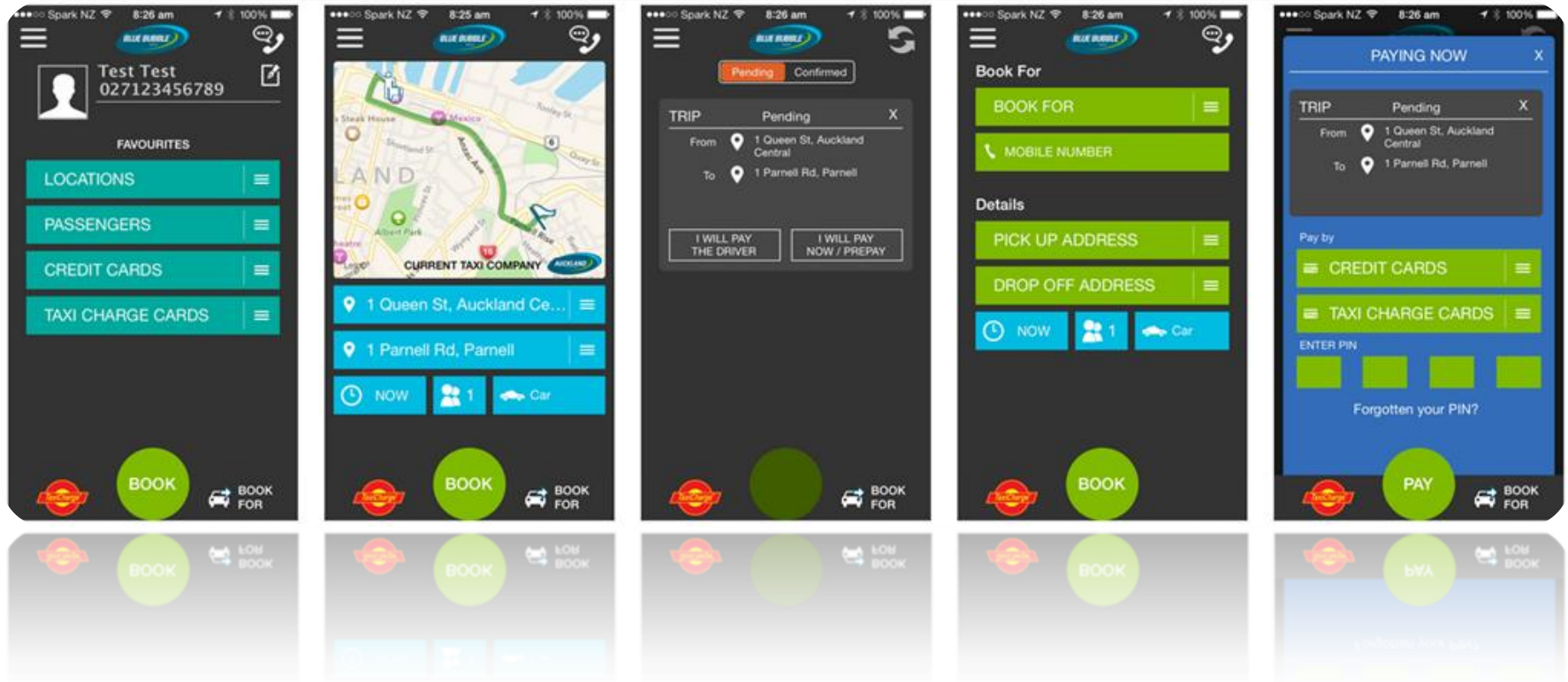
Mobile Top-Ups



Digicel

Review of Operations

Smartpay Launches Mobile Taxi Booking App



Summary and Outlook



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Summary and Outlook

Targets for Next 6 Months

1. Continue the growth in our Australian SME business
2. Launch Australian Taxi Business
3. Certify mobile / wireless integrated terminals in Australia and
launch Australian corporate business
4. Secure at least one additional bank / acquiring relationship
5. Further growth of mobile integrated products into NZ

Questions.