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# OVERVIEW

- ❑ Smartpay is a merchant focused FinTech – “We’re Not A Bank”!
- ❑ We have a significant position in the New Zealand payments market and a growing Australian business

**Leading NZ Provider**

**~ 110,000 terminal market**

**>30% market share**

**Payments partner to 3 of 4 banks**

**~110 staff**

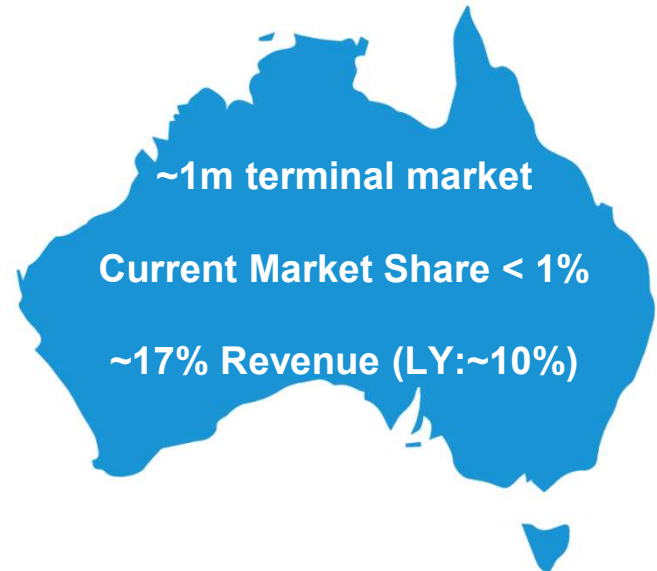
**~83% Revenue (LY:~90%)**



**~1m terminal market**

**Current Market Share < 1%**

**~17% Revenue (LY:~10%)**



# REVENUE MODEL



## Pure Rental Model

- Term: 3-5 year contracts
- Ave rental: NZ\$48 / month
- Terminal payback period: 6 - 8 months



## Transitioning from fixed rental to transactional

### Legacy:



### New:

- Predominantly fixed rental
- Ave RPU = AU\$43 / month
- Terminal payback period:  
6 – 8 months

- Predominantly “clip of ticket”
- Target RPU AU\$100 + / month  
(variable by customer size)
- Terminal payback period: 3 – 4  
months (variable)

Every 1,000 terminals adds: ~\$500k incremental revenue / EBITDA

~\$1m + incremental revenue / EBITDA

Other revenue lines: transaction processing, software development, terminal sales; content delivery; etc

# OUR STRATEGY

## 1. Australian Acquiring



0 – 12 months

## 2. Monetise NZ Network



12 – 24 months

## 3. Add Adjacent Product



24 months +

A grayscale photograph of a business meeting. In the foreground, a woman with long dark hair, wearing a blazer, is smiling and looking towards the right. Behind her, a man in a suit is also smiling and looking in the same direction. Both have their right arms raised, with their hands open. The background is a bright, out-of-focus office space with large windows. A large, solid blue circle is centered over the image. Inside this circle, a white question mark is positioned above the word "QUESTIONS" in a white, sans-serif, all-caps font.

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QUESTIONS