



Money in Motion

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EML Payments Limited

23 October 2019

ASX Market Announcements

20 Bridge Street
SYDNEY NSW 2000

Investor Presentation

EML PAYMENTS LIMITED (ASX: EML) (“EML”) is pleased to provide investors with the following presentation.

About EML Payments Limited

With EML, you will be empowered with more control, transparency and flexibility over your payment processes. Whether you serve businesses or consumers, EML makes your payment processing more efficient and secure from start to finish, while helping you improve customer service and increase brand loyalty.

Our portfolio offers innovative financial technology that provide solutions for payouts, gifts, incentives and rewards, and supplier payments. We issue mobile, virtual and physical card solutions to some of the largest corporate brands around the world, processing billions of dollars in payments each year, and manage more than 1,200 programs across 21 countries in North America, Europe and Australia.

For more information on EML Payments Limited, visit: EMLpayments.com

For further information, please contact:

Robert Shore

Group CFO

EML Payments Limited (ASX: EML)

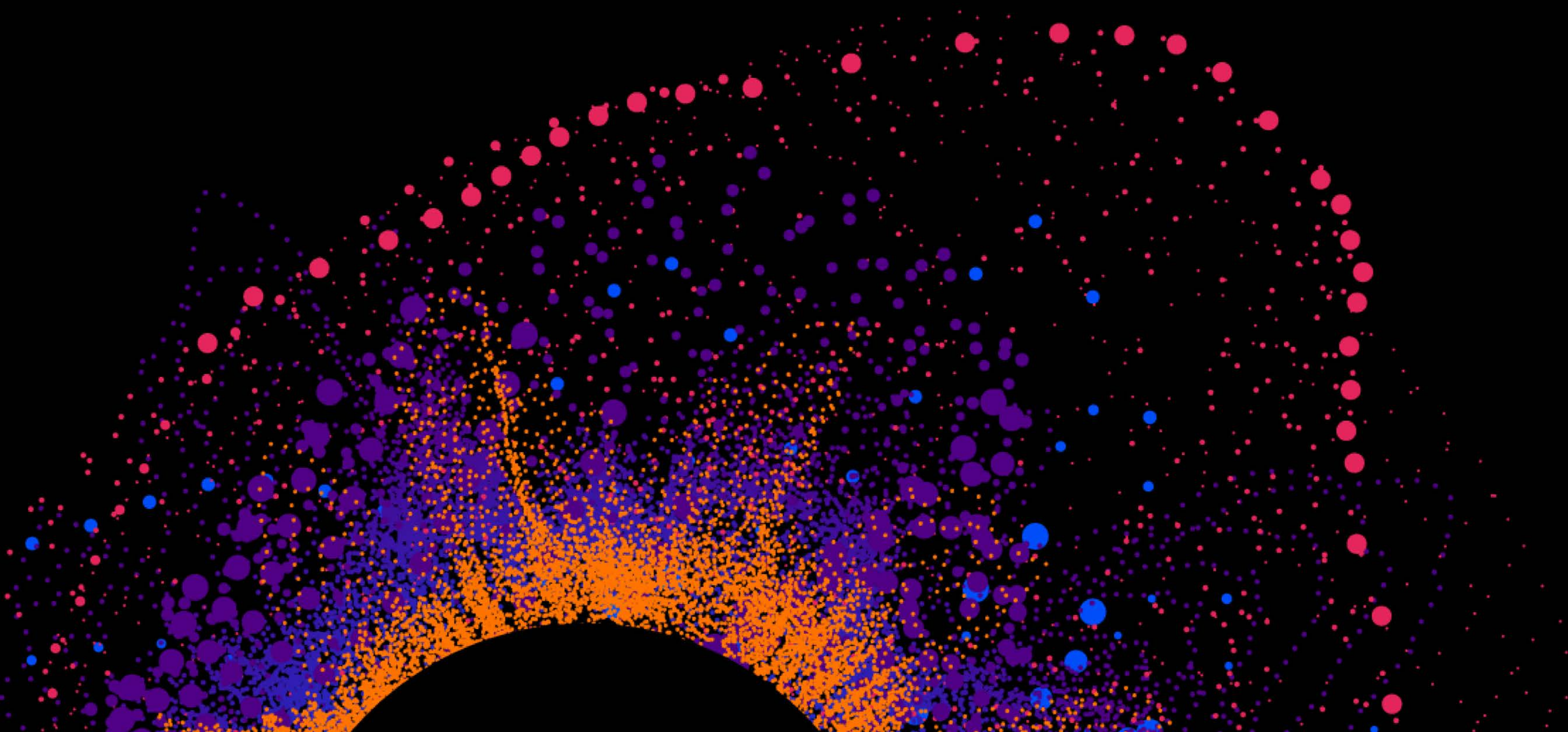
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Investor Presentation

October 2019

EM.



Money in Motion

Tom Cregan

Managing Director
& Group CEO

Rob Shore

Group CFO

01 Our History

02 Our Product

03 Our Growth

04 Q&A

Important Notice

This investor presentation has been prepared by EML Payments Limited ABN 93 104 757 904 (EML) and is general background information about EML's activities current as at the date of this presentation. This information is given in summary form and does not purport to be complete. Information in this presentation should not be considered as advice or a recommendation to investors or potential investors in relation to holding, purchasing or selling securities and does not take into account your particular investment objectives, financial situation or needs. Before acting on any information you should consider the appropriateness of the information having regard to these matters and seek independent financial advice.

An investment in EML securities is subject to known and unknown risks, some of which are beyond the control of EML. EML does not guarantee any particular rate of return or the performance of EML.

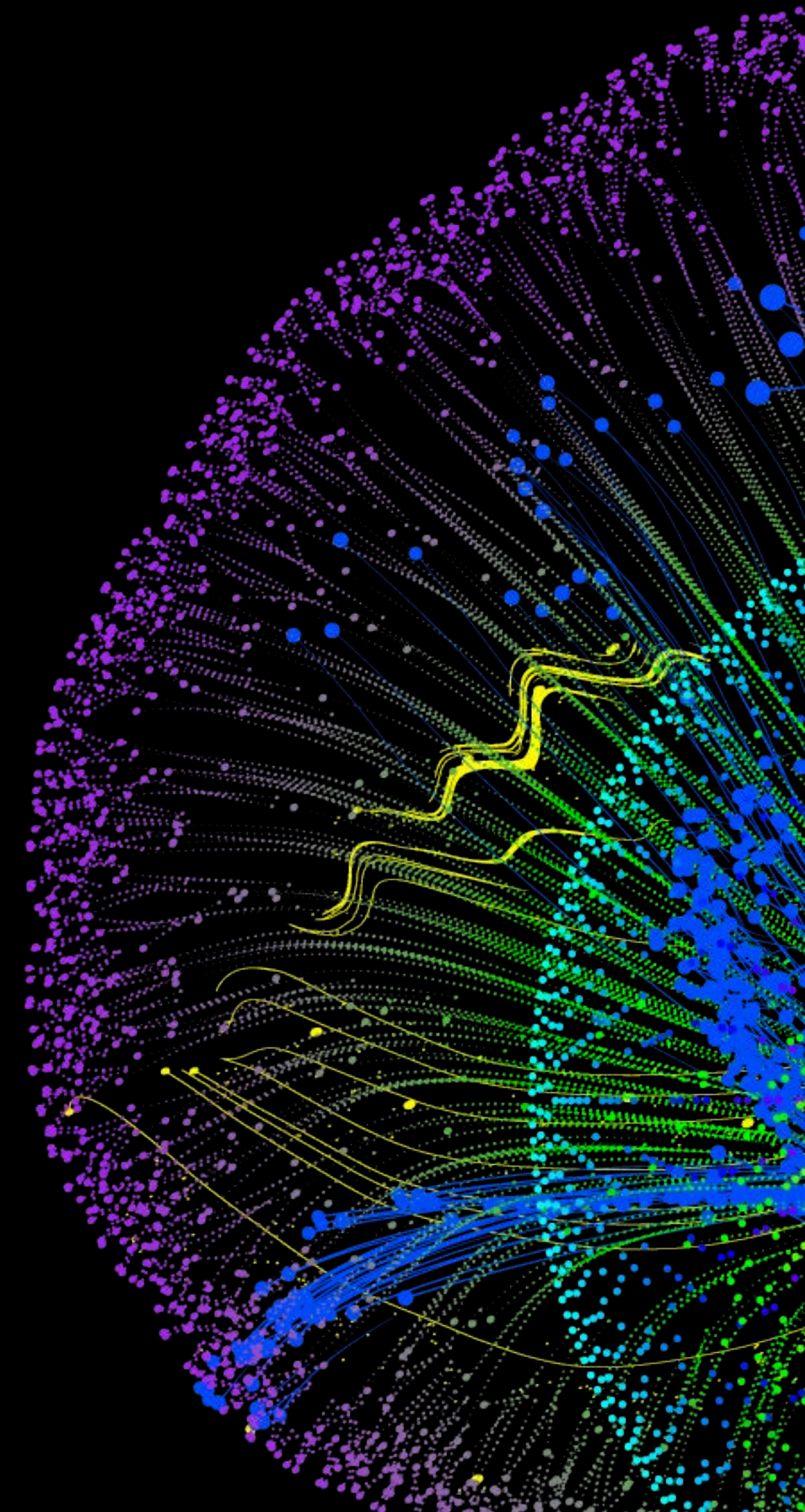
This presentation may contain forward looking statements including statements regarding our intent, belief or current expectations with respect to EML's businesses and operations, market conditions, results of operation and financial condition, capital adequacy, specific provisions and risk management practices. Readers are cautioned not to place undue reliance on any forward looking statements. Unless otherwise specified all information is for the twelve months ended 30 June 2019 ('FY19'), and is presented in Australian Dollars. Unless otherwise stated, the prior comparative period refers to the twelve months end 30 June 2018 ('FY18' or 'PCP').



EML Mission Statement

We create awesome, instant and secure payment solutions that connect our customers to their customers, anytime, anywhere, wherever money is in motion.

EML.



About Us – EML Snapshot

EML is an ASX listed (ASX:EML) financial services company specialising in prepaid stored value products with offices in Australia, United Kingdom, Europe, United Arab Emirates and the United States of America.

GROUP GDV (FY19)

\$9.03bn

↑ 34%

GROUP REVENUE (FY19)

\$97.2m

↑ 37%

GROUP EBITDA (FY19)

\$29.1m

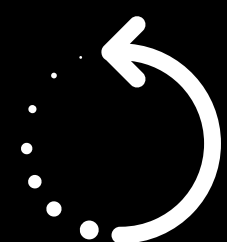
↑ 40%

Australia

Head Office
Brisbane, Australia
Melbourne, Australia



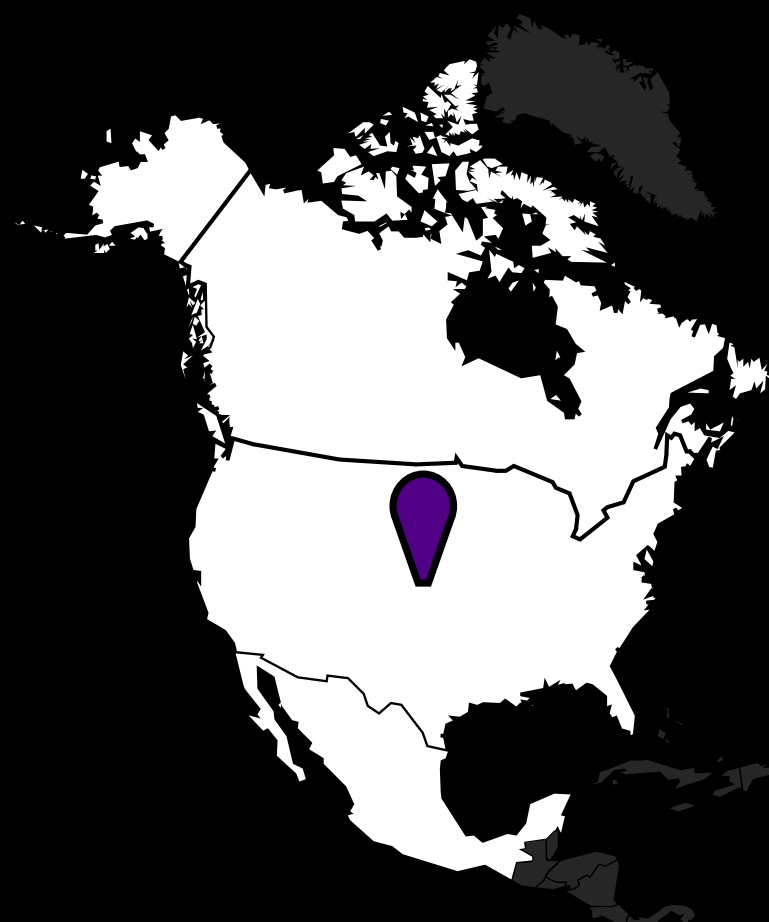
Australia



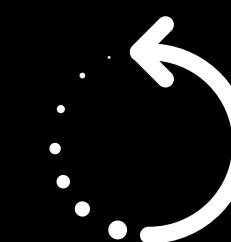
One processor

Americas

Kansas City, USA



Rest of the world



One processor

Europe & Middle East

Birmingham, England
Dublin, Ireland
Newcastle, England
Galway, Ireland
Stockholm, Sweden
Dubai, UAE
Czestochowa, Poland



Our Journey

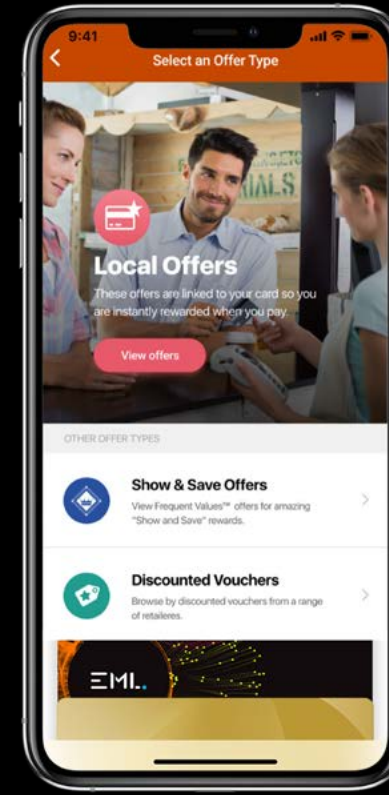
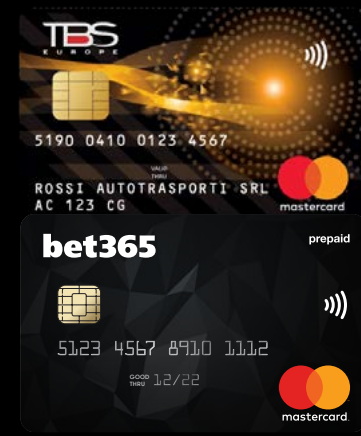
Incentives
+ B2B & B2C Cards



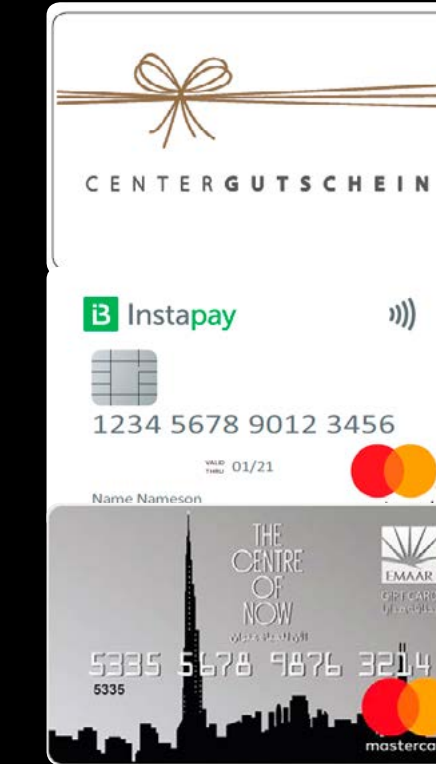
Launch of GPR
in Australia



Launch of GPR in
UK and Europe
+ Mastercard licence



Launch of GPR in
North America
+ Launch of
Mobile Rewards
+ Expansion into
Scandinavia



Launch of largest
European mall program
+ Expand into Poland
and UAE
+ Expanded technology
use cases
+ Delegated authority
+ Instant mobile gift

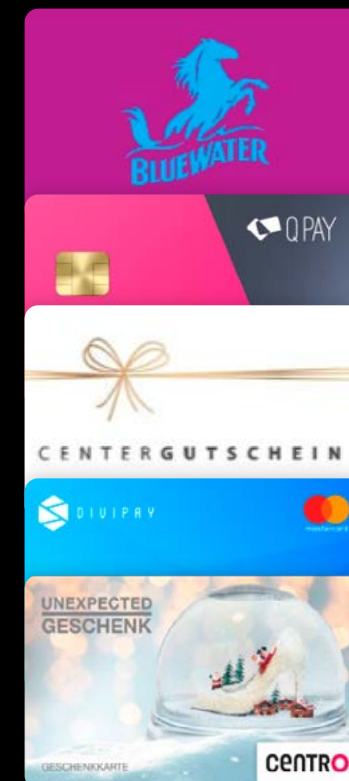
2011 2012 2013 2014 2015 2016 2017 2018 2019



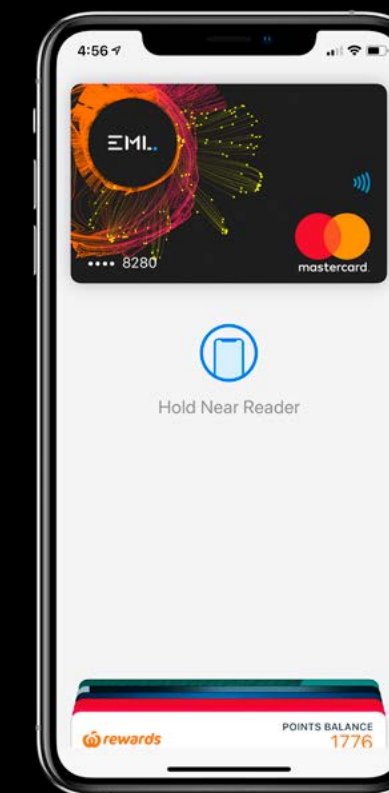
Heritage-Issued
Visa Integration



Expansion into the
UK and Europe



Expansion into the
USA and Canada
+ Obtain MC licence
in Australia



Launch of
mobile payments
+ Obtain E-money
licence in Europe



FY19 Business Update

Gift & Incentive

GDV
\$1.06bn
\$0.74bn (FY18)

Revenue
\$66.4m
\$46.6m (FY18)

627bps

Product

- Run rate at June '19 - \$87m p/month
- Single load multi factor (plastic, virtual, mobile) giftcards available instantly.

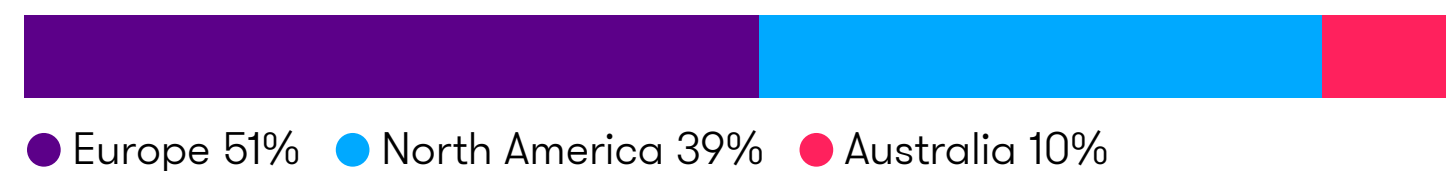
Partners



Growth drivers

- Adoption of instant gift
- New mall programs and maturity of recently added programs
- Geographic expansion into Eastern Europe and Middle East
- Adoption of pays technology for incentives vertical

Segmentation by region



General Purpose Reloadable (GPR)

GDV
\$2.74bn
\$3.35bn (FY18)

Revenue
\$23.9m
\$21.6m (FY18)

86bps

Product

- Run rate at June '19 - \$225m p/month
- Reloadable cards, linked to a 3rd party funding source, accessed physically, virtually or by mobile, for everyday use

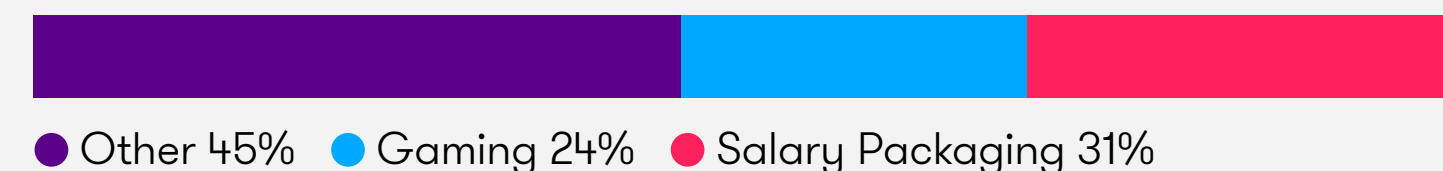
Partners



Growth drivers

- Transition of salary packaging
- Expansion of gaming solution in Europe and North America
- Rollout of delegated authority solution to existing markets

Segmentation by vertical



Virtual Account Numbers (VANS)

GDV
\$5.23bn
\$2.67bn (FY18)

Revenue
\$6.4m
\$2.4m (FY18)

12bps

Product

- Run rate at June '19 - \$700m p/month
- Quick and easy payment solution moving funds from one payer to multiple recipients using virtual card accounts

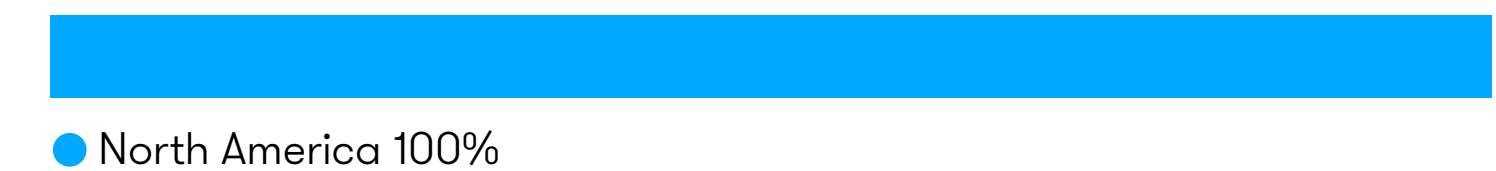
Partners

- 30+ programs in market

Growth drivers

- Volume growth through servicing payment aggregators

Segmentation by region

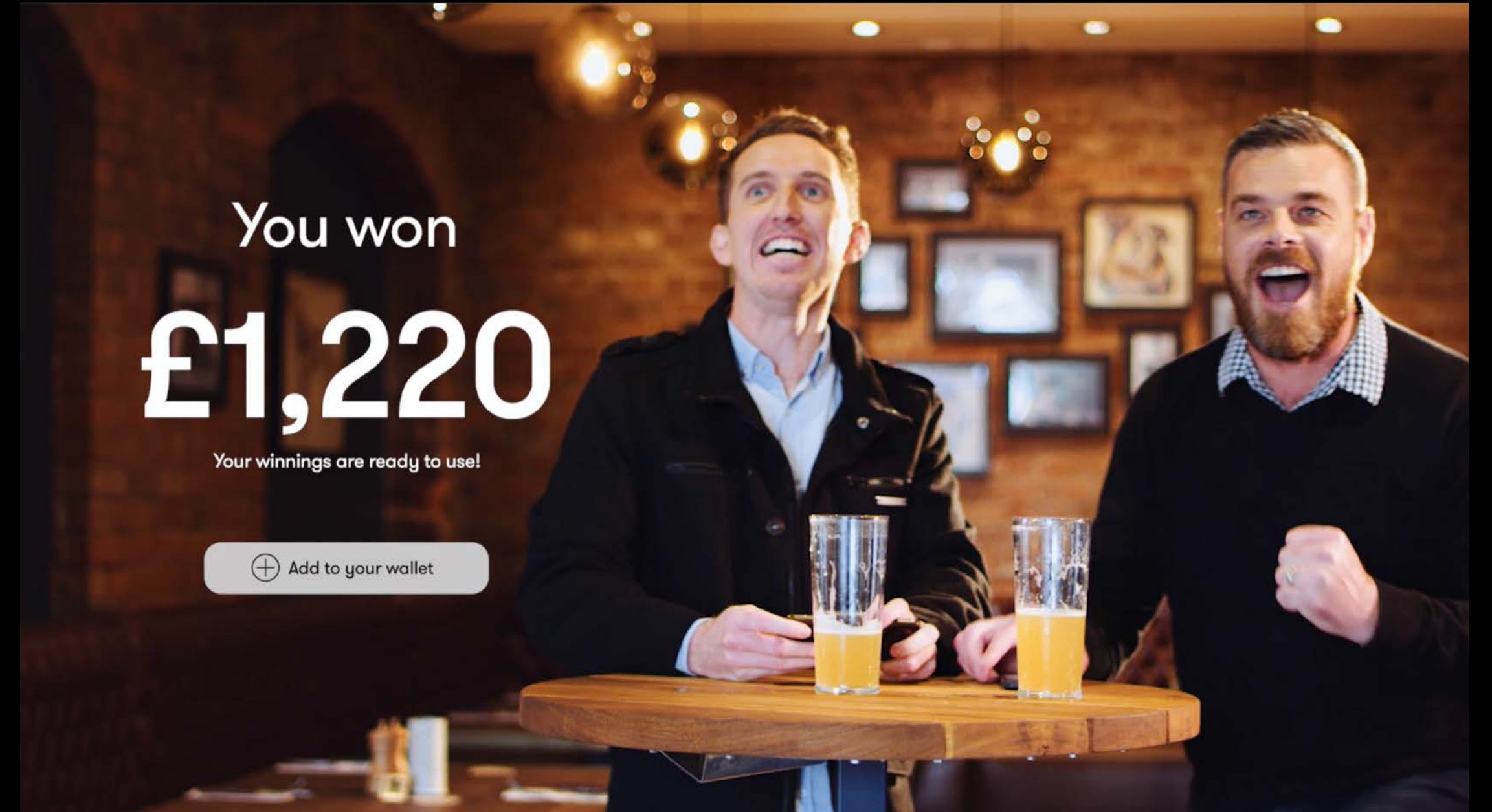


EML Salary Packaging



[▶ Watch the video here](#)

EML Pays



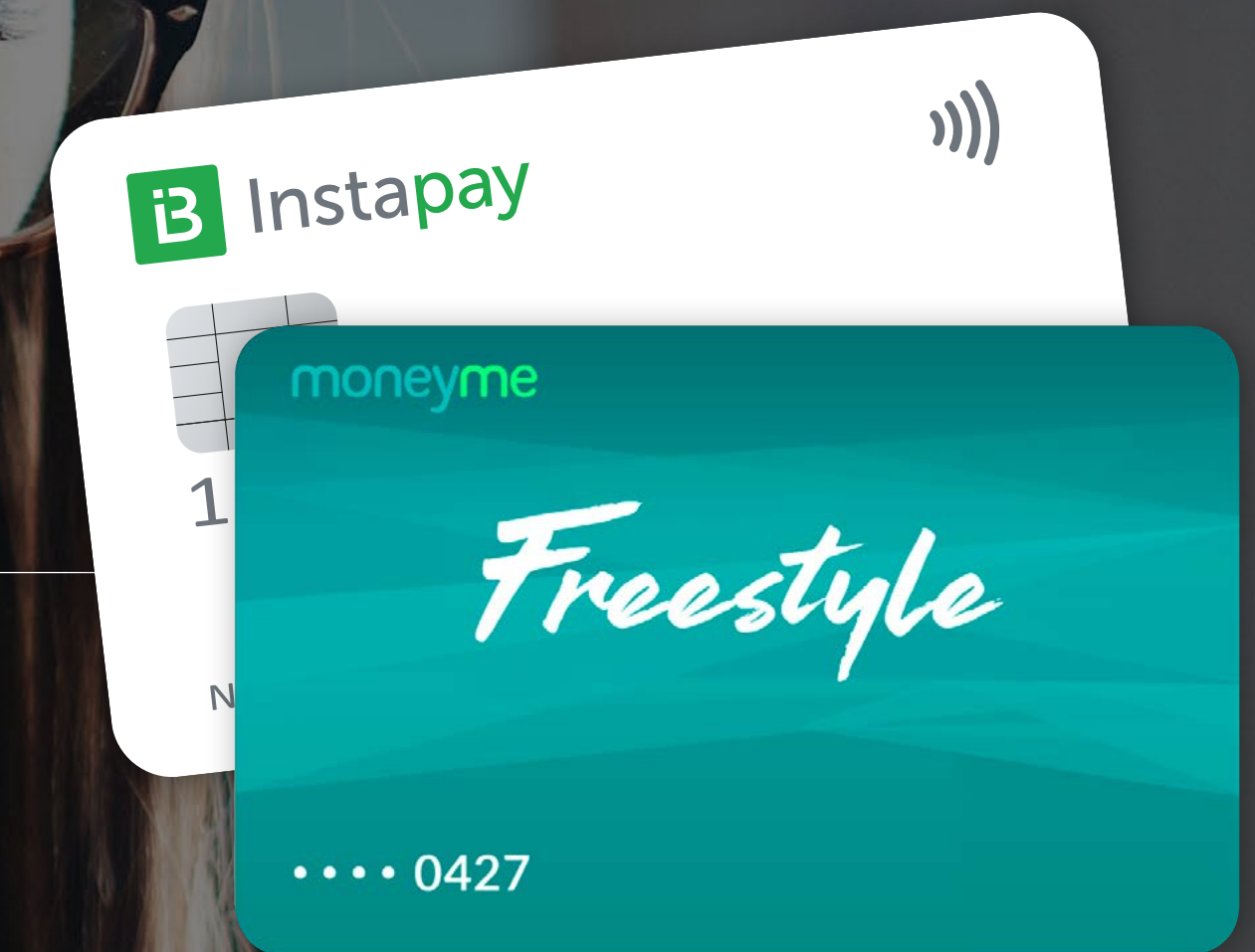
[▶ Watch the video here](#)

Consumer finance with delegated authority

Digital Payment Solution

Delegated authorisation

Real time load and settlement



EML's innovative solution

Through delegated authorisation EML provides revolutionary instant access to a funding facility, provided by the partner, for real time POS, ATM and Online Purchases.

EML, the partner, or both can assess the transaction against rules including merchant, merchant category, type of transaction and available funds before approving or declining the transaction in real time.

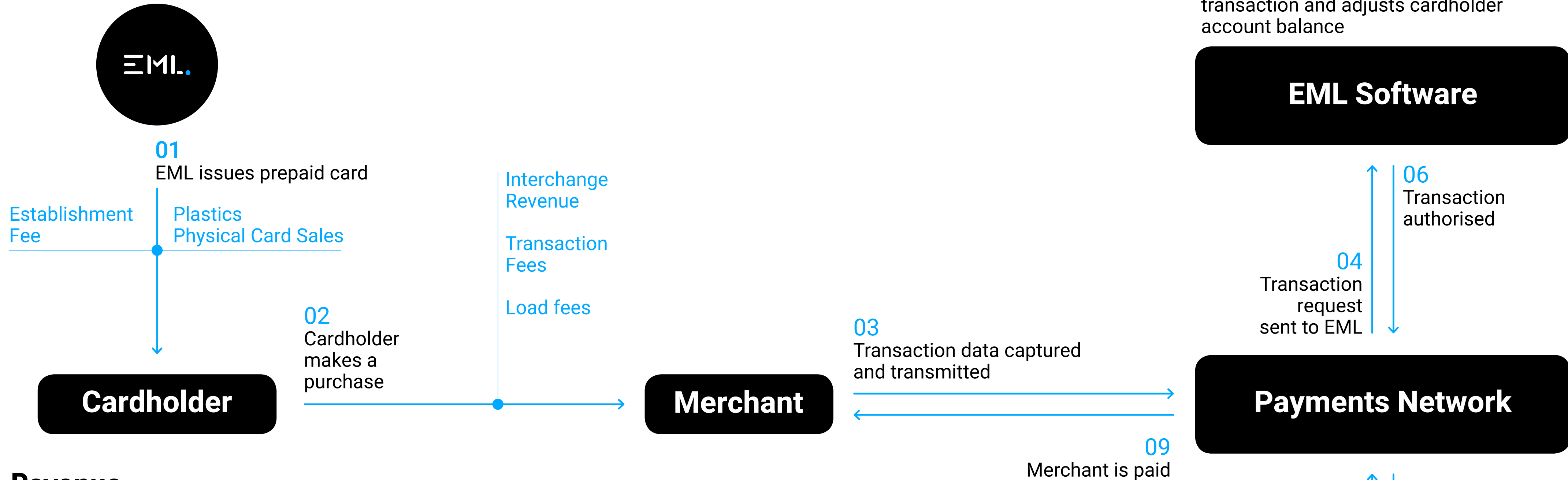
With Instabank, consumers can instantly access credit on the go from Instabank at POS, online or ATM. (anywhere Mastercard is accepted)

Consumers experience a seamless transaction that moves funds in real-time via EML's Delegated Authorisation Webservices API to the Instapay card from the Instabank Flexible Loan balance.

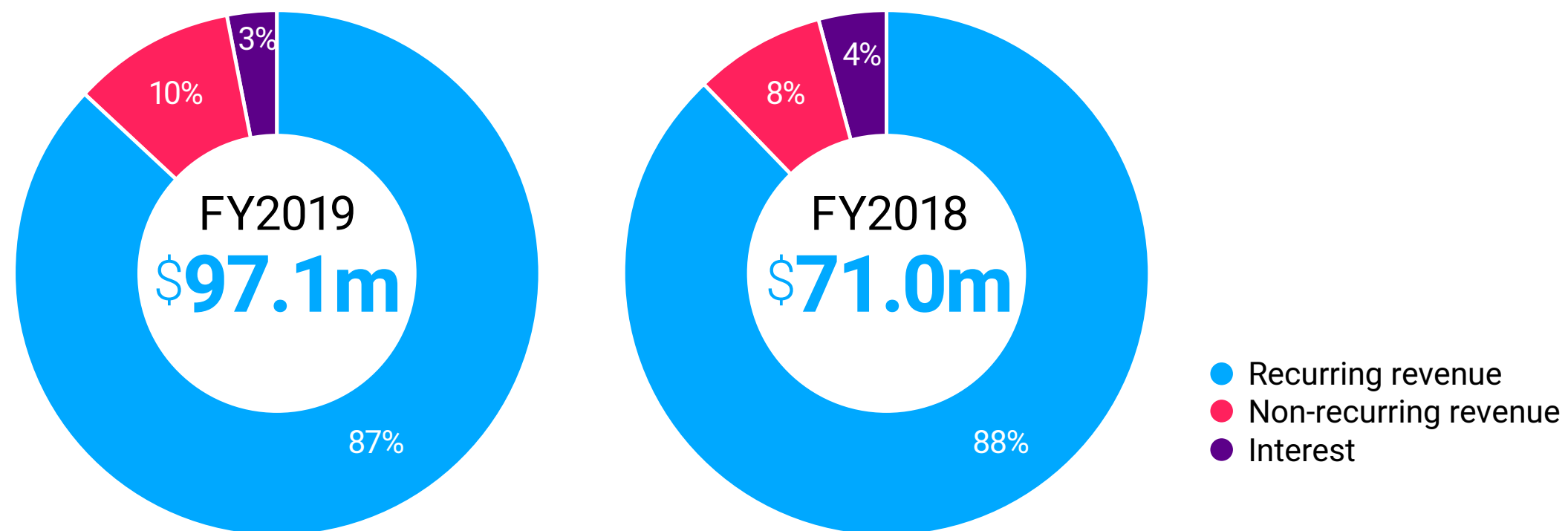
Instabank is a registered bank regulated by the Norwegian FSA.

In July 2019, EML signed a contract with MoneyMe, an Australian company who will use our delegated authorisation and Pays technology to launch an innovative solution enabling instant access to a line of credit. MoneyMe expect to launch early in FY20.

Business Model - Sources of revenue



Revenue



Business Model - Barriers to Entry

End to end

End to End payment processing platform
(card issuing, transaction processing, fraud control, settlement and reconciliation)



Customers



Merchants



Regulatory and compliance across the globe

9 Issuing bank agreements

52 Abiding by over 52 regulations / laws

21 Compliance with regulatory authorities

5 Major licences
→ AFSL (Australia)
→ MasterCard membership (Australia)
→ BPay (Australia)
→ Mastercard private label issuance (UK and Europe)
→ European eMoney

People

275 Employees servicing 23 countries

200 Over 200+ years prepaid experience in group leadership team

Information Technology

2 In-house, prepaid, processing platforms

LEVEL 1
PCI-DSS Level 1 compliant

4 Data Centres

~\$30m
Over ~\$30m invested in our platforms to date

30% Staff are IT based

5 Connectivity to 5 major card schemes

MULTI Multi-currency, Multi-factor (Plastic, Virtual, Mobile) & Multi-lingual

Fraud Monitoring

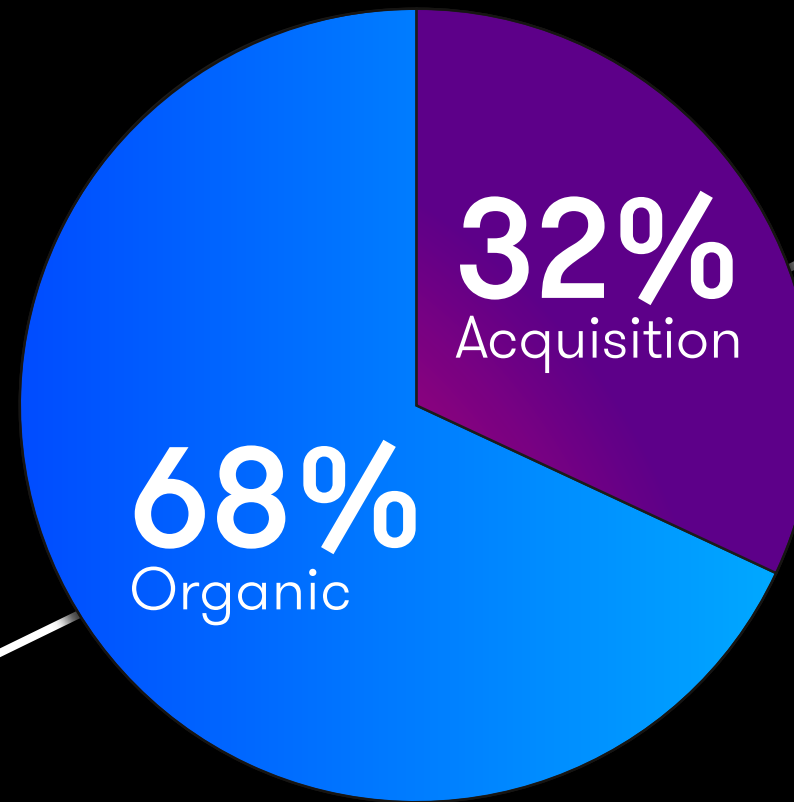
24-7
Fraud Monitoring & Detection across 14 different currencies

REALTIME ID
decision & action on suspect card transactions

3D Secure Capability

Track Record of Growth

82%
5 YR
EBITDA
CAGR



+\$8.3m
FY19 EBITDA Growth



	FY15	FY16	FY17	FY18	FY19
GDV	\$0.5B	\$1.0B	\$4.4B	\$6.8B	\$9.0B
REVENUE	\$14.4m	\$23.3m	\$58.0m	\$71.0m	\$97.2m
EBITDA	\$2.6M	\$5.0M	\$14.5M	\$20.8M	\$29.1M
HEADCOUNT	55	150	170	182	275*
COUNTRIES	10	13	13	21	23

Growth Drivers

Gaming

Expand European and North American programs

Salary Packaging

Transition contracted benefit accounts

Gift and Incentive

Expand mall programs and use of instant gift

Delegated Authority

Launch delegated authority to new verticals

VANS

Processing plus solution gaining traction

run rate at June 19

G&I \$87m p/month*

GPR \$225m p/month

VANS \$700m p/month

*G&I is a seasonal segment and June run rate is not representative of seasonal peaks

How we think about growth

Strong Organic Growth

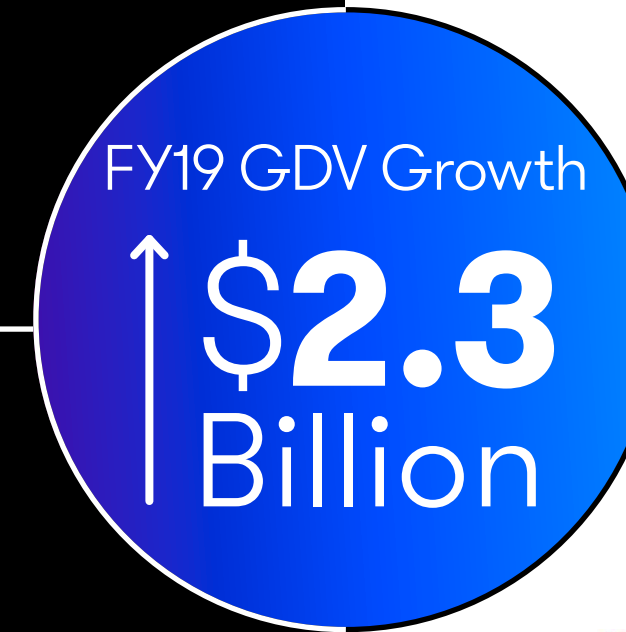
GDV growth from existing customers in FY19 at \$2.0bn

Constant Growth Drivers



Short Term

Long Term



Acquisitions



Q&A
Thank you



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