

AGM Presentation

October 2020



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To help people responsibly enrich their lives, leveraging the credit they have earned.



The Challenge

We help retailers overcome cart abandonment,

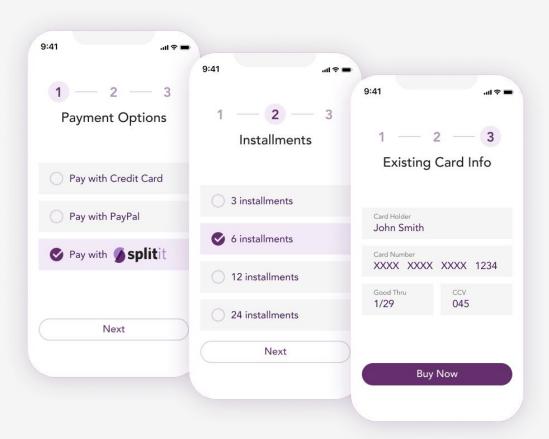
which is the single biggest challenge retailers face with ~**70 percent** of consumers abandoning their shopping carts.

The top 2 reasons for cart abandonment are price and user experience.

This translates into **\$4.6 trillion** in lost e-commerce sales each year.



SPLITIT IS THE FASTEST, EASIEST INSTALLMENT PAYMENT OPTION



- Flexibility on the number of payment installments
- No need for applications or credit checks
- No interest charges or fees



Splitit is Different and Complementary





SMALL TICKET

BIG TICKET





after**pay^7**



Klarna.

Market Opportunity

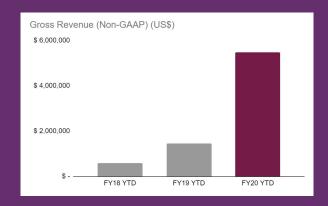
- In the US, there is currently \$2.97 trillion of available credit on consumer credit cards¹
- In 2019, retail e-commerce sales worldwide amounted to \$3.53 trillion US dollars and e-retail revenues are projected to grow to \$6.54 trillion US dollars in 2022²
- Professional services is our gateway to expand into the enormous \$120 trillion³ global commercial payments market





Record Growth in 2020 YTD

| | YTD (Q1 to Q3) | YoY* |
|-----------------------------------|----------------|-------|
| MSV YTD | US\$160M | +163% |
| GROSS REVENUE YTD (Non GAAP)** | US\$5.5M | +275% |
| AOV YTD | US\$909 | +51% |
| TOTAL MERCHANTS | 1.4K | +117% |
| TOTAL SHOPPERS | 362K | +97% |
| PLANS INITIATED YTD | 176K | +74% |





Merchant Sales Volume (MSV) (US\$'million)
\$ 200

\$ 150

\$ 100

\$ 50

\$ - FY18 YTD FY19 YTD FY20 YTD

^{*}Year over Year percentage growth to prior corresponding period (YTD: Q1 to Q3).

^{**} Revenue attributable to MSV, translated to reporting currency at plan activation date. This non-GAAP measure has not been independently audited or reviewed, and will differ from GAAP revenue due to IFRS revenue recognition rules and any potential net impact of payment reversals. It provides useful information for readers to assist in understanding the Company's financial performance, by aligning the full Gross Revenue impact with the MSV generated for the period.

2020 YTD Key Financials

US\$5.5M Gross revenue (non GAAP)

US\$81.7M net cash + merchant receivables - debt payable ¹

US\$108.4M total liquidity following AU\$90M placement and AU\$10M SPP

Underpinned by:

- Strong revenue growth YTD +275% YoY
- US\$73m total loan facilities for funding merchant growth
- Negligible losses across all authorization models





Major Retailer Acceptance is Accelerating















Starting with 15 countries across Europe

















Introducing Splitit Flex Fields

Innovation to Significantly Improve Cart Conversion for Retailers

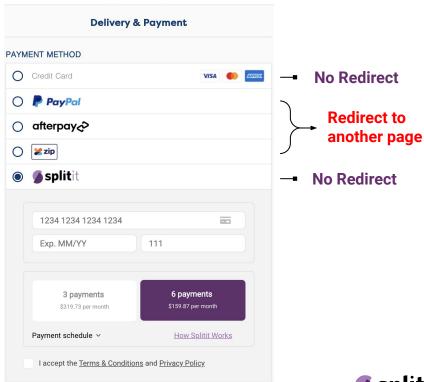


Splitit Flex Fields

Removing Friction at Checkout

- Shoppers now stay on the merchant site, improving conversion
- No redirects with Splitit Flex Fields. Merchants control the checkout experience and branding
- No additional steps
- Available now for new and existing Splitit merchants
- Can lead to a 20% increase in cart conversions¹

ecosa



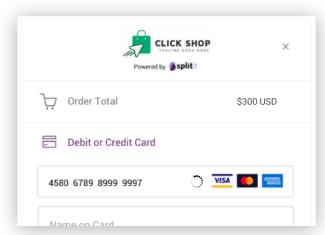






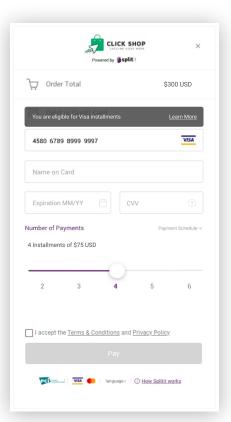
Pilot Launching for the Holiday Season

Pilot With Visa Launching in Q4



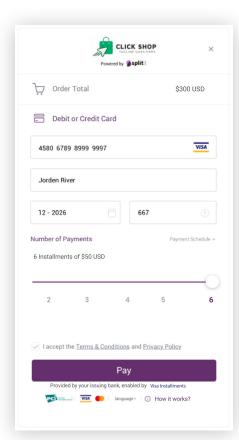
When entering a card number...

Seamless eligibility check to determine if the card and Issuing Bank are enrolled





Pilot With Visa Launching in Q4



Phase 1 of our integration with the Visa Instalment API.

This deepens Splitit's relationship with Visa and Issuers and reinforces the trust and benefits provided to shoppers and merchants.

Splitit's instalment platform now enables Issuers to provide instalment programs to their cardholders wherever Splitit is accepted, via the Visa Instalment API

- Splitit processes eligible transactions via the Visa Instalment API
- Issuers will fund merchants, via Splitit, on eligible plans
- Issuers can decide to approve transactions beyond a consumers normal credit e.g. debit cards, new instalment plan credit
- Installment plan terms are determined by the merchant during the pilot
- Capability for the Issuers to provide alternative instalment plan options to consumers, providing consumers choice on the terms of the plan

Pilot Splitit merchants and marketing to launch during Q4. Expansion in 2021



Business Outlook

- Inflection point in MSV, Revenue and Customer growth
- Expansion into professional services market via QuickFee
- Self-onboarding via Stripe partnership already driving scale across US
- Strategic partnership engagement with Visa and Mastercard expected to accelerate MSV growth
- Well funded to execute high-growth strategy with US\$108.4M¹
- Further investment in sales and marketing, product and technology development
- Continue to build foundations with new credit facilities and strategic partnerships



THANK YOU



Appendix



Operating Metrics - Definitions

- Merchant Sales Volume (MSV): underlying sales volume for successful transactions that a merchant fee is charged
- **Plans Initiated**: number of plans initiated in the period
- **Total Merchants**: number of merchants on the Splitit platform
- **12M Active Merchants**: number of merchants that received a successful payment in the previous 12 months
- 12M Active Consumers: number of shoppers that made a successful purchase in the previous 12 months
- Average Order Value (AOV): average value of plans initiated in the period.
- Repeat Usage: percent of shoppers that have made a purchase in the current period that had previously made a successful purchase
- YoY: Year over Year growth to prior corresponding period
- **PCP:** prior corresponding period

