

Investor Presentation

28 January, 2021



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Q4 Highlights

- MSV up 218% YoY to US\$86.3M. Revenue up 359% to US\$2.9M
 - Annualised MSV US\$345M, Annualised Revenue \$11.6M
- Q4'20 MSV and Revenue reaching totals achieved in FY19
- Record number of new shoppers added, boosted by first ever shopper focused marketing campaign
- Self-onboarding via Stripe now available in 100+ countries
- Strong start to Q1'21 signing Google Japan, MSV continues to grow 3X YoY
- New large brands include Quiksilver, Billabong, DC Shoes, Puffy, Ghostbed & Cowboy Bikes



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

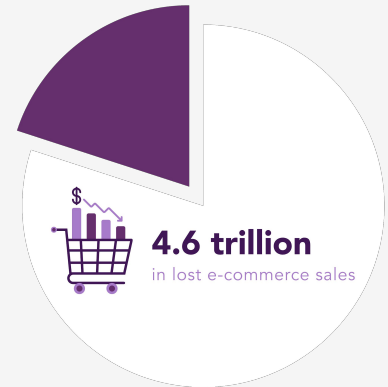
The Challenge

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.



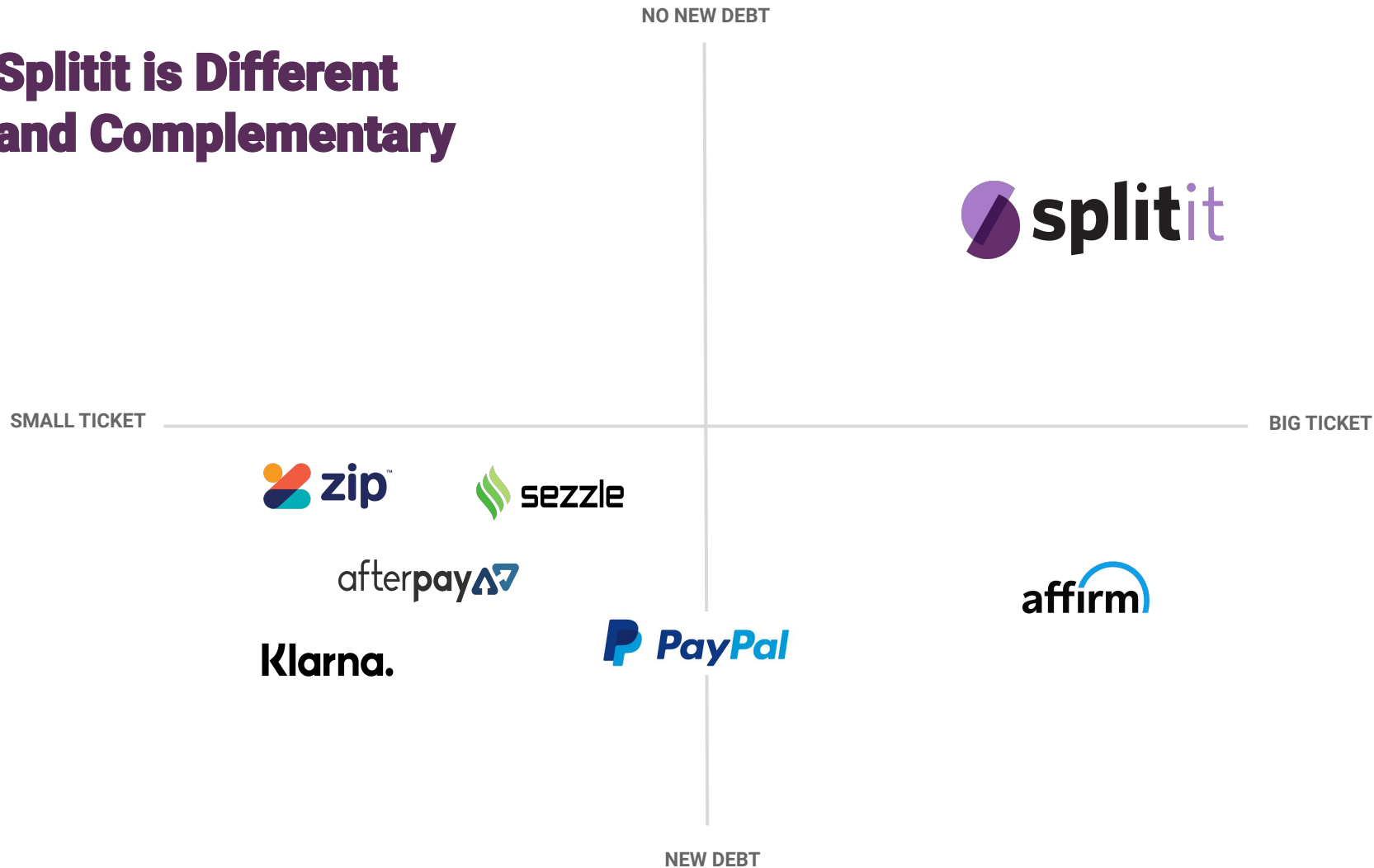
SPLITIT IS THE **FASTEST, EASIEST** INSTALLMENT PAYMENT OPTION

The image displays three overlapping mobile app screens illustrating the Splitit checkout process. Each screen has a status bar at the top showing the time as 9:41 and signal/battery icons.

- Screen 1 (Left):** Titled "Payment Options", it shows a progress indicator with steps 1, 2, and 3. Step 1 is active. Below the indicator are three radio button options: "Pay with Credit Card", "Pay with PayPal", and "Pay with **splitit**". The "Pay with **splitit**" option is selected. A "Next" button is at the bottom.
- Screen 2 (Middle):** Titled "Installments", it shows a progress indicator with steps 1, 2, and 3. Step 2 is active. Below the indicator are four radio button options: "3 installments", "6 installments", "12 installments", and "24 installments". The "6 installments" option is selected. A "Next" button is at the bottom.
- Screen 3 (Right):** Titled "Existing Card Info", it shows a progress indicator with steps 1, 2, and 3. Step 3 is active. Below the indicator are four input fields: "Card Holder" (John Smith), "Card Number" (XXXX XXXX XXXX 1234), "Good Thru" (1/29), and "CCV" (045). A "Buy Now" button is at the bottom.

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

Splitit is Different and Complementary



Credit Card Opportunity

“Reports of credit cards' death are greatly exaggerated. Again.” - Forbes

1.8B+

credit cards globally

\$2.97T

available credit on US consumer credit cards

457M

credit cards in the US

25%

utilisation rate

2021 credit card recovery will be driven by:

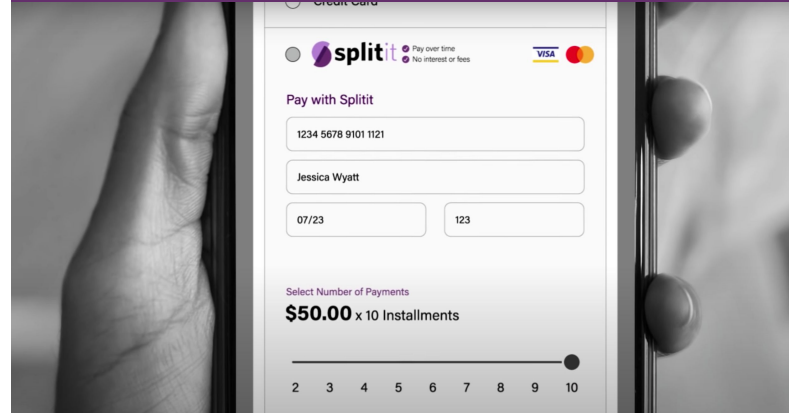
1. Convenience, replacing cash
2. Economic Recovery
3. Rewards
4. Credit builder cards

Credit cards are expected to closely follow digital wallets as the preferred form of payment in Asia by 2025.



eCommerce & Professional Services Market Opportunity

- 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 trillion**³ global commercial payments market



Q4 2020 Performance



Q4 Key Financials

US\$2.9M Gross revenue (non GAAP)

US\$76.8M net cash + merchant receivables - debt payable¹

US\$92.8M total liquidity²

Underpinned by:

- Strong revenue growth +359% YoY
- US\$70m total loan facilities for funding merchant growth
- Negligible losses across all authorization models

1. \$92.8 m cash balance + \$52.1m merchant funded receivables - \$68.1 m debt payable (net of restricted cash balances available to be applied against loan balance)

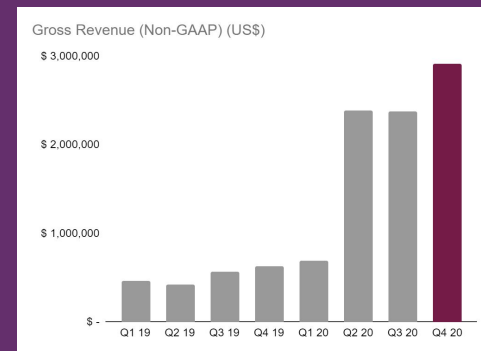
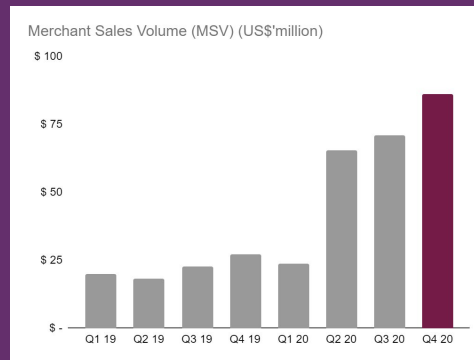
2. Available cash + undrawn loans

Record Growth in Q4 FY20

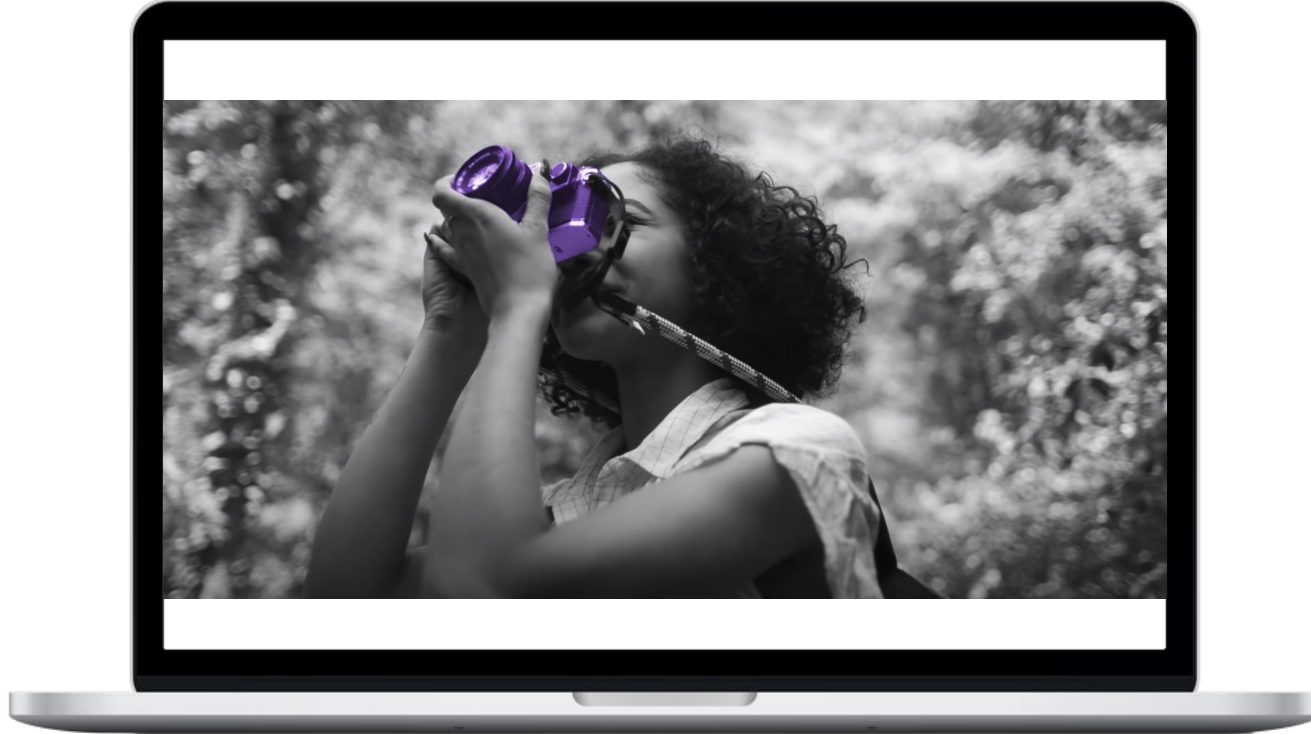
	Q4	YoY*
MSV	US\$86.3M	+218%
GROSS REVENUE YTD (Non GAAP)**	US\$2.9M	+359%
AOV YTD	US\$1,069	+24%
TOTAL MERCHANTS	1.8K	+144%
TOTAL SHOPPERS	432K	+106%
PLANS INITIATED	80.7K	+157%

*Year over Year percentage growth to prior corresponding period.

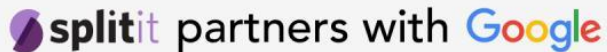
** Revenue attributable to MSV, translated to reporting currency at plan activation date. This non-GAAP measure has not been independently audited or reviewed, and will differ from GAAP revenue due to IFRS revenue recognition rules and any potential net impact of payment reversals. It provides useful 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.



Shopper Campaign Highlights



Google partnership in Japan



- Splitit is the first partner Google is working with to offer instalment payment solutions in Japan
- Splitit's instalment solution will support Google's instalment payment offers on the Google Store, Japan, for the purchase of the new Pixel 5 mobile phone, Nest products and Chromecast streaming devices

Acceptance Growing with World's Leading Brands

Home

purple[®]
BRAUN

nectar 
Silentnight

GHOSTBED[®]
SOFA Club

redsbaby
AWARA

SIMBA

 DREAMCLOUD

Virgin Pure

Puffy

idle
sleep

Sports &
Outdoor

SPECIALIZED 
ECCHELON[™]

CANYON
BIANCHI

QUIETKAT
EVOLUTION
BIKES

BICYCLE
WAREHOUSE
RAD POWER BIKES

HOCKEYSHIRT

Tatami
Tightwear

amain
hobbies

cake
explore with respect

SNOWJOE

COWBOY.

Luxury
Retail

77 DIAMONDS
LONDON | BERLIN
JAMES ALLEN

FABERGÉ
NOMOS
GLASHÜTTE

Vestiaire Collective

fashionette[®]

Alpina
1845 GENEVE
ACE MARKS
HANDCRAFTED IN ITALY

FREDERIQUE CONSTANT
GENEVE

SuperJeweler

General

Google

THE HUT GROUP[™]
viagogo

STEVEN SLATE | AUDIO

WAVES

crazy sales[™]
com.au
Bargains everyday

IIIIE Ableton

GlassesUSA[™]
com

tyresales

OCM

ROXY

BILLABONG

QUIKSILVER

VONZIPP

RVCA

DC

Joovy

Professional
Services

QuickFee.
Getting Paid Made Easy

finance 4 group

At time of publication the brands above accept Splitit or have signed and are in the process of integrating

splitit

Business Outlook

- MSV, Revenue and Customer growth trajectory improving, following exceptionally strong Q4
 - Scale continues with MSV processed in Q4 FY20 equivalent to entire FY19 MSV and Revenue surpassing the total FY19 Revenue
- Q1 2021 MSV commencing strongly with ongoing traction in its core verticals
- New partnership to become Google Japan's first instalment payment solution
- Self-onboarding via Stripe accelerating merchant numbers & building scale, plus Mastercard and Visa engagements continuing on track
- Well-funded to execute on strategy with US\$93M, with further investment in sales & marketing, product & technology innovation
- Continuing 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