



Investor Update

Q1 FY21 Results



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HIGHLIGHTS

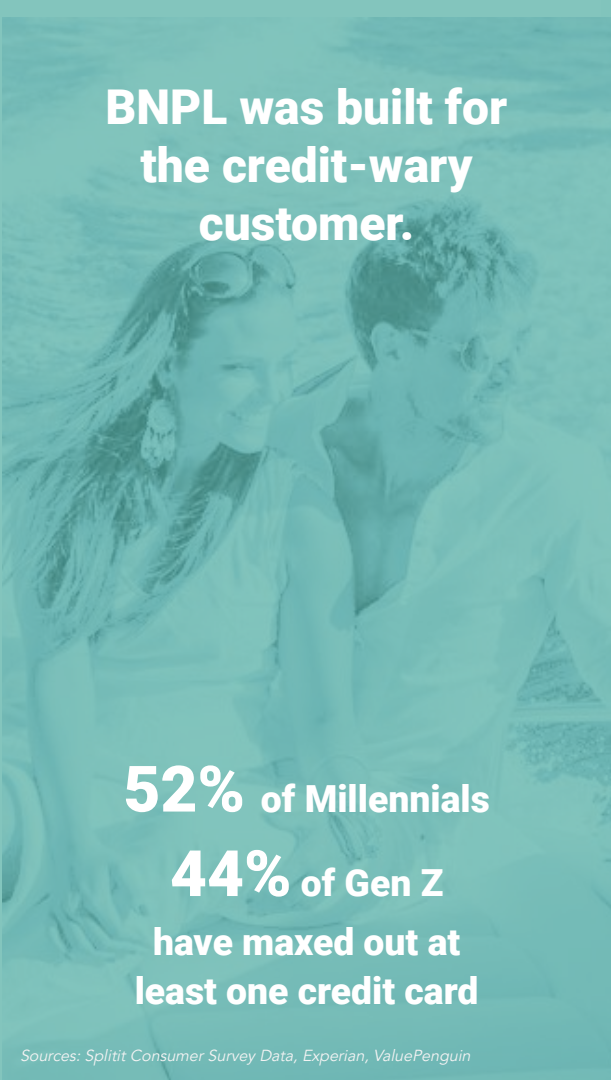
- Q1 MSV up 247% YoY to US\$82M
- Q1 Revenue up 292% YoY to US\$2.7M
- Normalising Q1 MSV for a deliberate shift away from debit card acceptance, MSV in Q1 2021 would have surpassed that of Q4 FY20, and growth rates would have exceeded 300% YoY
- Over 2,200 merchants, including addition of new major brands such as Google, Hastens, Giant Bicycles and partnership with Union Pay
- Added ~70K new shoppers reaching 500K Total Shoppers
- Launch of Splitit Plus, the world's first instalment payment gateway

WE DELIVER **BUY NOW,** **PAY LATER DIFFERENTLY...**

- Consumers with credit cards **don't want new debt** at point-of-sale
- They want **a smarter way to pay** over time
- Splitit pioneered a new way to pay, **empowering consumers** to use their **existing credit card** to spread payments over time
- **No applications, no fees, no hassle!**


*Splitit puts consumers' credit
to work...on their terms.*





**BNPL was built for
the credit-wary
customer.**

52% of Millennials
44% of Gen Z
have maxed out at
least one credit card



**Splitit is made for the
135M shoppers in the
middle with over \$3.1T
in spending power.**

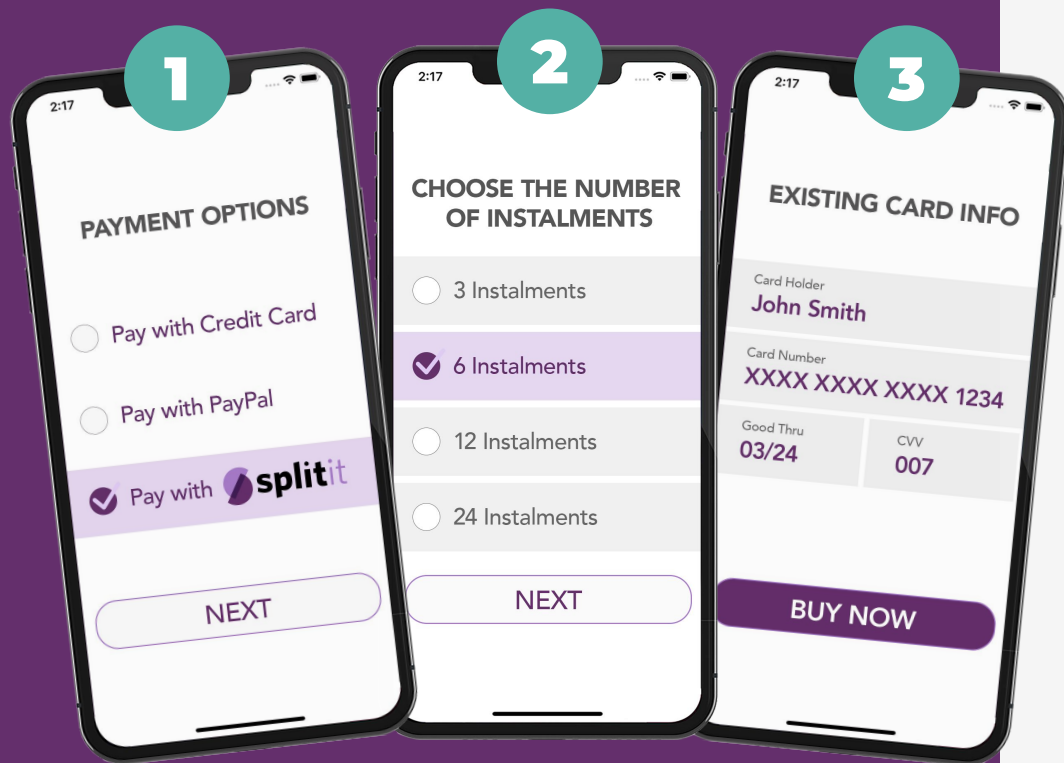
52% of Americans
would pay over time on
their credit card, if there
were no interest or fees



**Credit cards
work for the
wealthy.**

5% of wealthy
Americans carry a
credit card balance

THE FASTEST & EASIEST OPTION



No Application

No Interest or Fees

No Friction



VISA





BE ACCEPTED

Rapidly Expand Acceptance

Partner with the World's Leading Brands



BE CHOSEN

Engage Shoppers

Build Awareness and Preference

O U R S T R A T E G Y



BE LOVED

Amazing Customer Experiences

Easiest to Use, Mobile First



BE EVERYWHERE

Expand Globally: Asia, Europe, LATAM

Enter Professional Services

WHY SPLITIT?

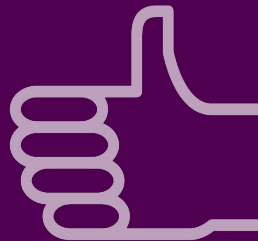
**100+
Countries**



**AOV of \$1K
is 4X other
BNPL**



**+75%
Approval
Rates**



**No Risk with
Negligible
Losses**



**30%+
Conversion
Improvement**



**Available to
1.8bn Credit
Cards**





Q1 2021 Performance



Q1 KEY FINANCIALS



US\$2.7M

Gross Revenue
(non GAAP)



US\$67M¹

Net Cash +
Merchant
Receivables -
Debt Payable



US\$225M²

Total
Liquidity

UNDERPINNED BY:

- Strong revenue growth +292% YoY
- US\$211M total loan facilities for funding merchant growth
- Negligible losses across all authorization models

1. \$75m cash balance + \$51m merchant funded receivables - \$59m debt payable (net of restricted cash balances available to be applied against loan balance)

2. \$75m available cash + \$150m undrawn loans

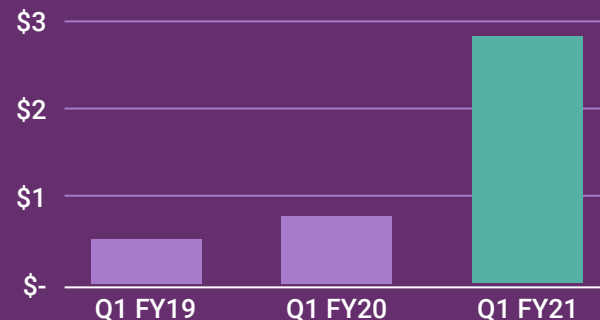
GROWTH IN Q1 FY21

	Q1 FY21	YoY*
MSV	US\$82M	+247%
GROSS REVENUE (Non GAAP)**	US\$2.7M	+292%
TOTAL MERCHANTS	2.2K	+155%
TOTAL SHOPPERS	500K	+111%
AOV	>\$1K	

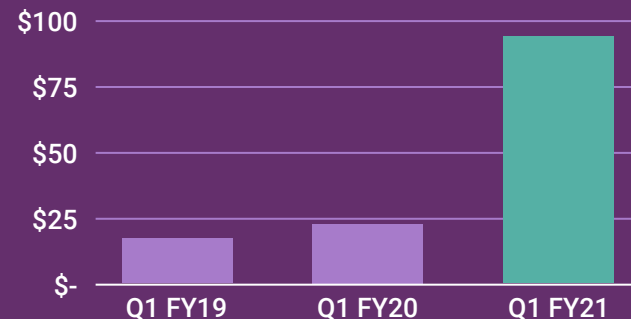
*Year-over-Year percentage growth to prior corresponding period.

** 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.

Gross Revenue (Non-GAAP) (US\$'million)



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



ACCEPTED BY MAJOR BRANDS AROUND THE WORLD

purple®

CANYON

Google



ROXY

GIANT



ECHELON®



Vestiaire Collective



byte®

NOMOS
GLASHÜTTE

SPECIALIZED

THE HUT GROUP®

fashionette®

Hästens



FABERGÉ



nectar



RVCA



crazy®
sales

POLY & BARK



BRAUN

ACE MARKS
HANDCRAFTED IN ITALY

77 DIAMONDS
LONDON | BERLIN



STEVEN SLATE | AUDIO



SOFA Club

COWBOY.

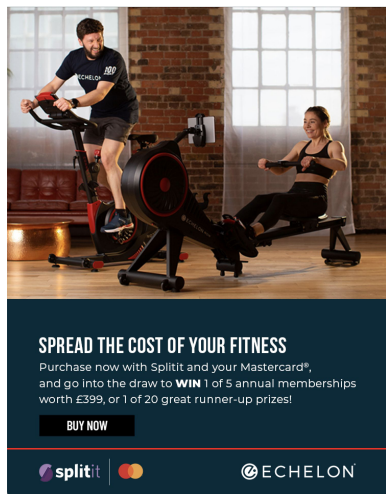
GlassesUSA
.com



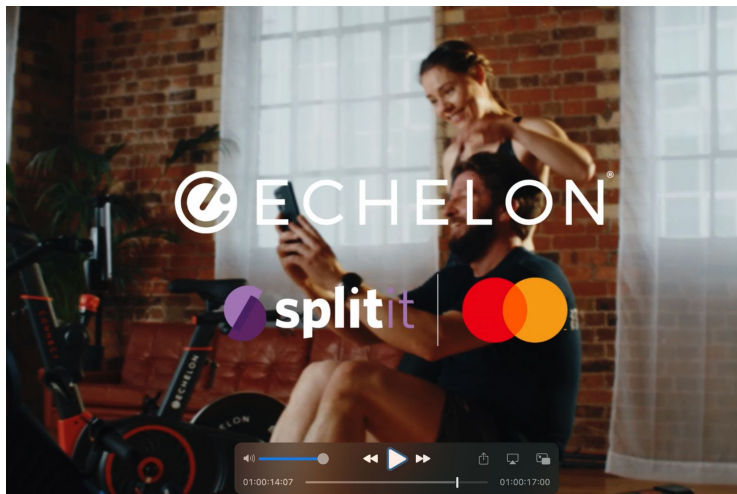
NOT JUST ANY JEWELER
SuperJeweler

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

PARTNERSHIP UPDATES: MASTERCARD, GOOGLE, UNIONPAY



MERCHANT CO-MARKETING WITH MASTERCARD



NOW LIVE IN JAPAN



NOW ACCEPTING UNIONPAY

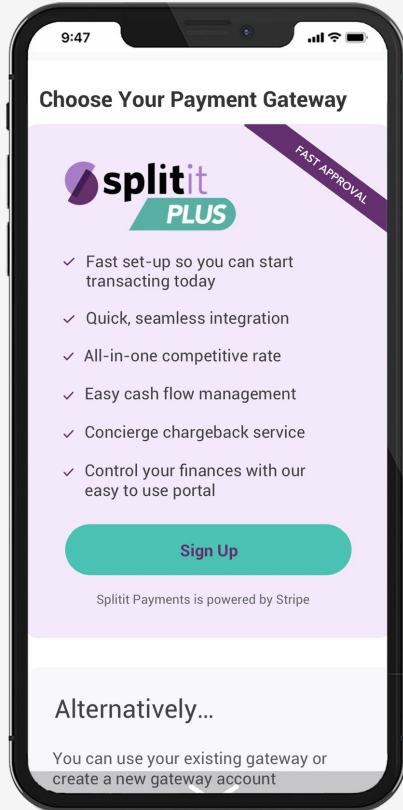
INTRODUCING



The World's First Instalment
Payment Gateway



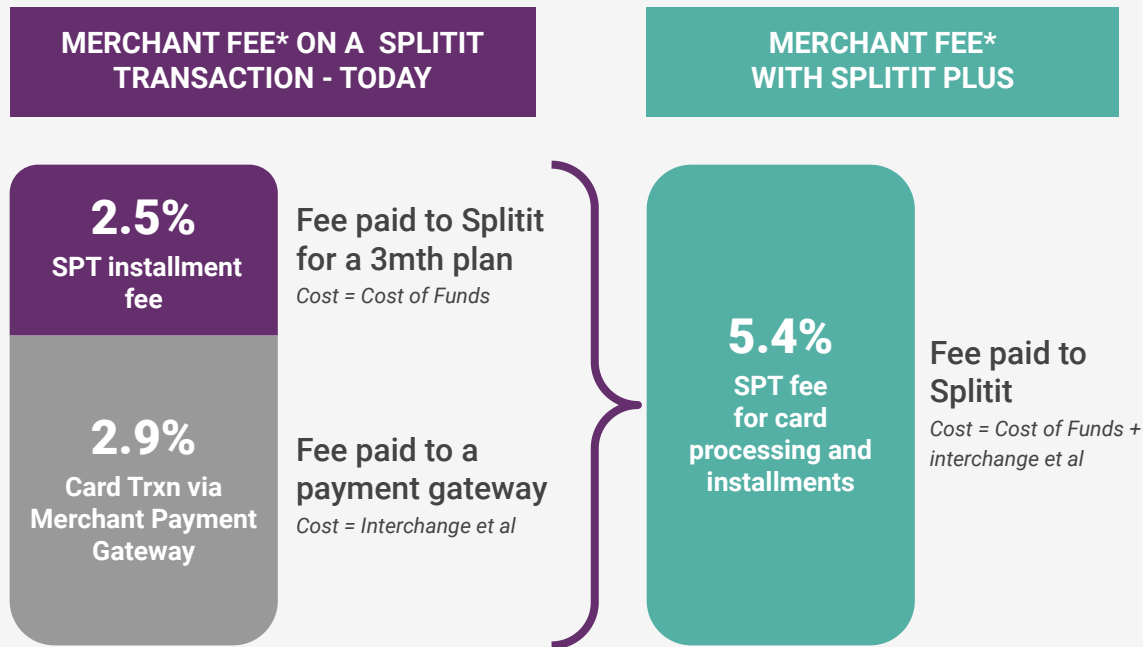
A NEW PAYMENT GATEWAY BUILT FOR INSTALMENT PAYMENTS



- Instalment payment gateway by Splitit
- Begin accepting instalment payments in minutes
- Streamlines integration for merchants
- Expected to accelerate merchant acquisition
- New revenue stream to Splitit
- Launching in the US now

SPLITIT PLUS WILL DRIVE AN ACCELERATION IN REVENUE

- **Splitit Plus** will accelerate revenue with Splitit charging fees for the entire transaction
- **Profit will increase**, albeit at a smaller rate, as margins will be lower given interchange costs



*Fees are illustrative only.

BUSINESS OUTLOOK

- Merchant acceptance to accelerate with the launch of Splitit Plus and the addition of new executive advisors
- MSV, Revenue and Shoppers to continue to grow with new large merchants, partnerships and expansion into new channels, e.g., Professional Services
- Google Japan now live, plus new partnership with UnionPay, reflecting excellent progress against Splitit's global expansion strategy
- Goldman Sachs facility has doubled funding capacity to support \$800M of annual MSV, improving gross margins from H2 FY21
- Well-funded to execute on growth strategy with US\$67M, ongoing investment in sales & marketing, product & innovation
- Continuing to build foundations with new partnerships and further innovation with existing partnerships including Mastercard, Visa and UnionPay

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:** Total number of merchants on the Splitit platform
- **Total Shoppers:** Total number of unique shoppers to use Splitit
- **Average Order Value (AOV):** Average value of plans initiated in the period
- **YoY:** Year-over-Year growth to prior corresponding period
- **PCP:** Prior corresponding period