

# ASX Announcement

## PRESENTATION TO MACQUARIE EMERGING LEADERS CONFERENCE

**Sydney, 17 November 2021** – Tyro today released a presentation to be made at the 2021 Macquarie Emerging Leaders Conference. The presentation is attached to this ASX announcement.

For further information, please contact:

**Media:** Monica Appleby  
Head of Corporate Communications  
Ph: +61 466 598 946  
E: [mappleby@tyro.com](mailto:mappleby@tyro.com)

**Investors:** Giovanni Rizzo  
Chief of Investor Relations  
Ph: +61 439 775 030  
E: [grizzo@tyro.com](mailto:grizzo@tyro.com)

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*Pursuant to Listing Rule 15.5, Tyro confirms this document has been authorised for release to the market by its Board*

**About Tyro** - Tyro is a technology-focused and values-driven Group providing Australian businesses with payment solutions and value-adding business banking products. The Group provides simple, flexible and reliable payment solutions as a merchant acquirer, along with complementary business banking products. For the more than 58,000 Australian merchants who chose to partner with Tyro at 30 June 2021, the Group processed more than \$25.5 billion in transaction value in FY21. In FY21 the Group generated \$119.4 million in gross profit, originated \$25.8 million in loans and held merchant deposits totalling \$75.5 million.

Tyro is Australia's fifth largest merchant acquiring bank by number of terminals in the market, behind the four major banks. The business was founded in 2003 with a goal of being the most efficient acquirer of electronic payments in Australia. Tyro has a track record of innovation, creating purpose-built solutions and being first to market. This approach saw the company become the first technology company to receive an Australian specialist credit card institution licence in 2005. In 2015 that licence was replaced by the award of an Australian banking licence, making Tyro the first new domestic banking licensee in over a decade.

Payments are at the core of Tyro's business, using its proprietary core technology platform to enable credit and debit card acquiring. This offering is enhanced by features purpose-designed for those merchants who choose to partner with the Group, including Point of Sale systems integrations, least-cost routing (Tap & Save) and alternative payment types such as integrated Alipay. While traditionally focused on in-store payments, Tyro has recently expanded into eCommerce. Further, Tyro provides value-adding solutions to its partners, such as loans in the form of merchant cash advances and fee-free, interest-bearing merchant transaction accounts.

Tyro has a team of more than 500 people, approximately half of whom are in technology roles.





# PRESENTATION TO MACQUARIE EMERGING LEADERS CONFERENCE

17 NOVEMBER 2021

**Tyro Payments Limited**  
ABN 49 103 575 042





## Our Purpose

Setting businesses free to get on with business

by

simplifying payments + banking solutions

## Our Mission

We eliminate friction with payments + banking solutions, that:



**Businesses trust**



**Partners advocate**



**Employees are proud of**



**Our community backs**

## Our Vision

To be Australia's:



**fastest growing**



**most loved + trusted**



**sustainable**

payments + business banking partner

***“We are a tech company providing payments + business banking - taking on the big guys”***

# Delivering against our Growth Plan

We have a clear strategy that underpins our growth ambitions. FY21 saw us execute against a number of elements of that plan:

Significant uplift in transaction value to \$25.5 billion (IPO: \$17.5 billion) ✓

Significant increase in merchants to 58,186 (IPO: 29,031) ✓

Sizable addressable market remains - TAM share 3.8% (IPO: 2.7%) ✓

Prompted brand awareness spike to 20% (IPO: 10%) ✓

Transformational Tyro | Bendigo Bank Alliance completed ✓

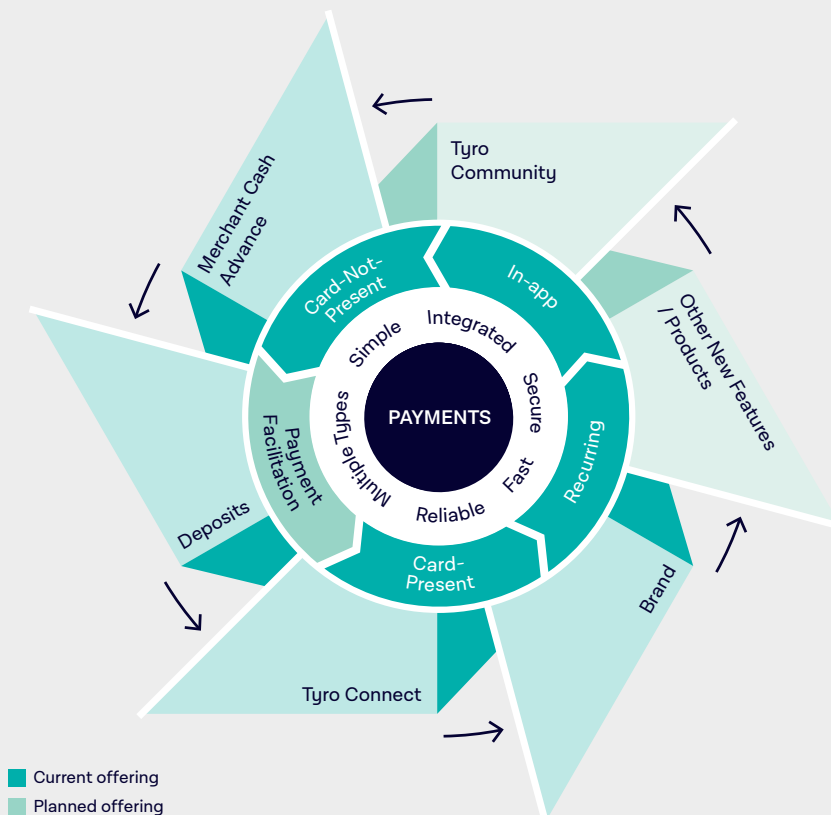
Acquisition of Medipass to build out our health solution ✓

Tyro Connect POS integration hub gaining traction ✓

me&u 'tap, order and pay in app' solution a major eCommerce opportunity ✓

Launch of Open Banking ✓

Paypa Plane - innovative platform for recurring payment opportunities ✓

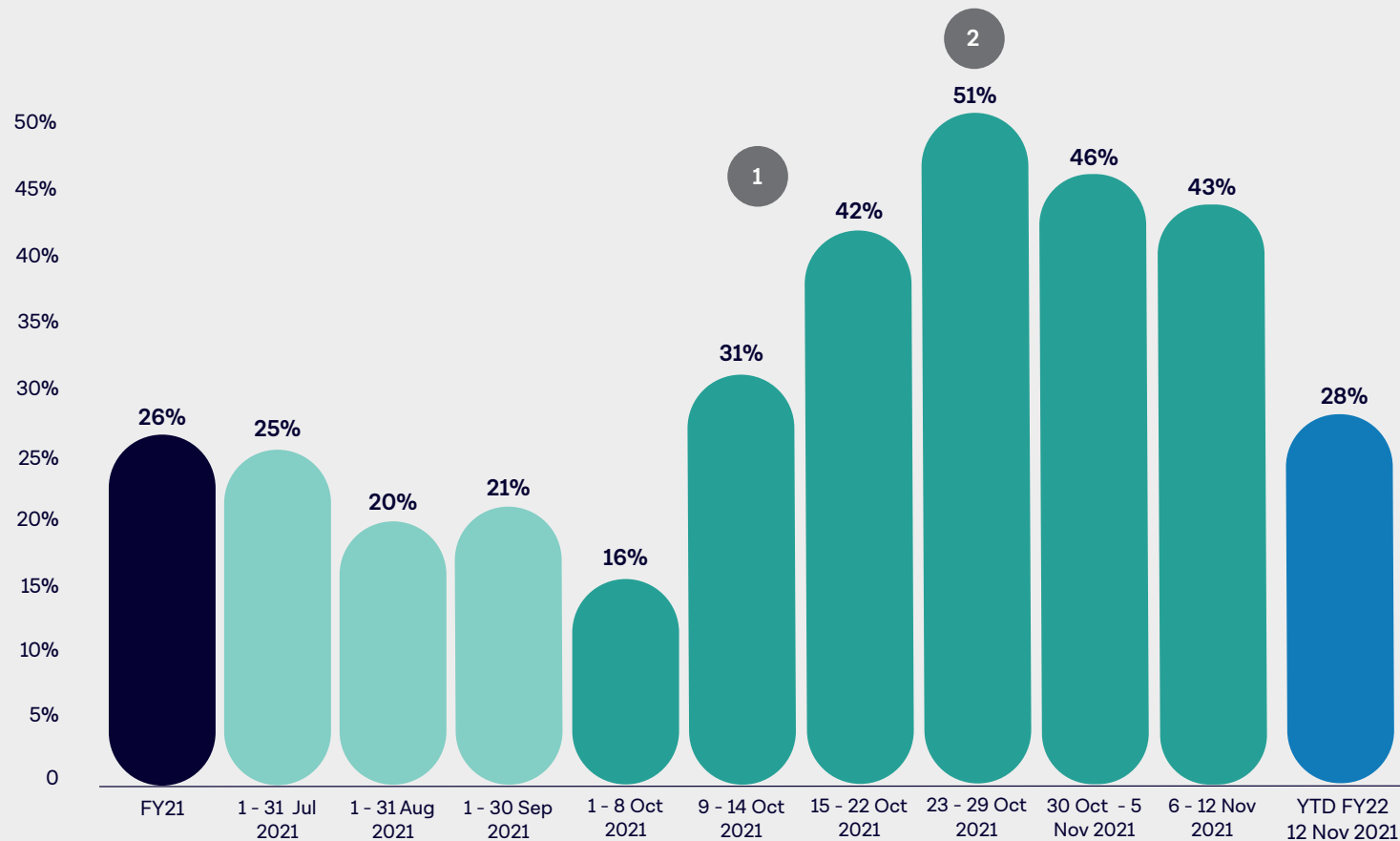




# Re-openings Delivering Accelerated Growth

- Transaction value in the 4 weeks since NSW came out of lockdown ↑45%

## Weekly Transaction Value Growth - FY22



- 1 NSW came out of lockdown on 11 October 2021
- 2 Victoria came out of lockdown on 26 October 2021

# Key Metrics - Year to Date



## 1. New Merchant Applications

Month	New Merchant Applications
July 2021	1,267
August 2021	1,100
September 2021	1,292
October 2021	1,375
1 November 2021 to 14 November 2021	678

## 2. Transaction Value

Month	FY20	FY21	% Increase FY21 vs FY20	FY22	% Increase FY22 vs FY21	% Increase FY22 vs FY20
July	\$1.666 billion	\$1.851 billion	<b>11%</b>	\$2.312 billion	<b>25%</b>	<b>39%</b>
August	\$1.766 billion	\$1.701 billion	<b>(4%)</b>	\$2.048 billion	<b>20%</b>	<b>16%</b>
September	\$1.696 billion	\$1.787 billion	<b>5%</b>	\$2.168 billion	<b>21%</b>	<b>28%</b>
October	\$1.817 billion	\$1.994 billion	<b>10%</b>	\$2.667 billion	<b>34%</b>	<b>47%</b>
To 12 Nov	\$0.716 billion	\$0.797 billion	<b>11%</b>	\$1.180 billion	<b>48%</b>	<b>65%</b>

## 3. Loan Originations

Month	Loan Originations
July 2021	\$5.9 million
August 2021	\$4.9 million
September 2021	\$4.3 million
October 2021	\$5.4 million
November 2021 - Week 1 (1 - 7 Nov 2021)	\$1.5 million
November 2021 - Week 2 (8 - 14 Nov 2021)	\$2.0 million



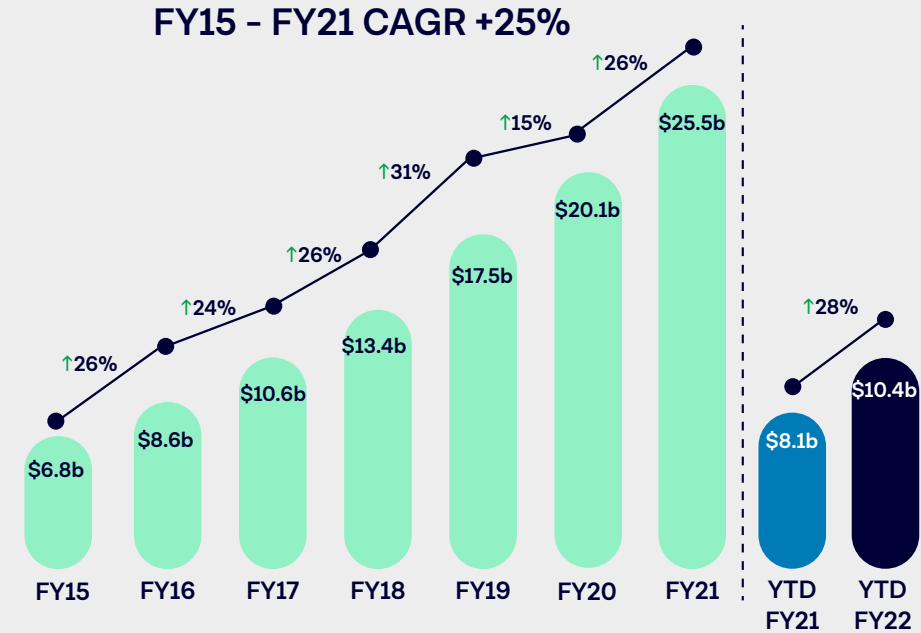
# Accelerating Growth on Scalable Platform

- Tyro is well positioned to continue to accelerate growth
- Tailored payment solutions for verticals drives strong merchant base and transaction value growth

### Annual transaction value of card payments acquired in Australia (\$ billion)



### Transaction Value Growth - FY15 to YTD FY22 (12 November 2021)



## 5x Above System Growth

- Strong track record of growth - above system growth + multiple growth levers to materially increase market share over the medium term
- CAGR of total card payments in Australia - **5.1%**
- CAGR of Tyro's annual transaction value - **24.6%**
- Tyro growing at **~5x market growth**

## Future Growth Drivers

- Add new verticals
- Increase share in existing verticals
- Increase share of TAM beyond current 3.8%
- Operating leverage as platform continues to scale
- Will underpin EBITDA growth and margin expansion

# Strategic Partnerships for Merchant Acquisition



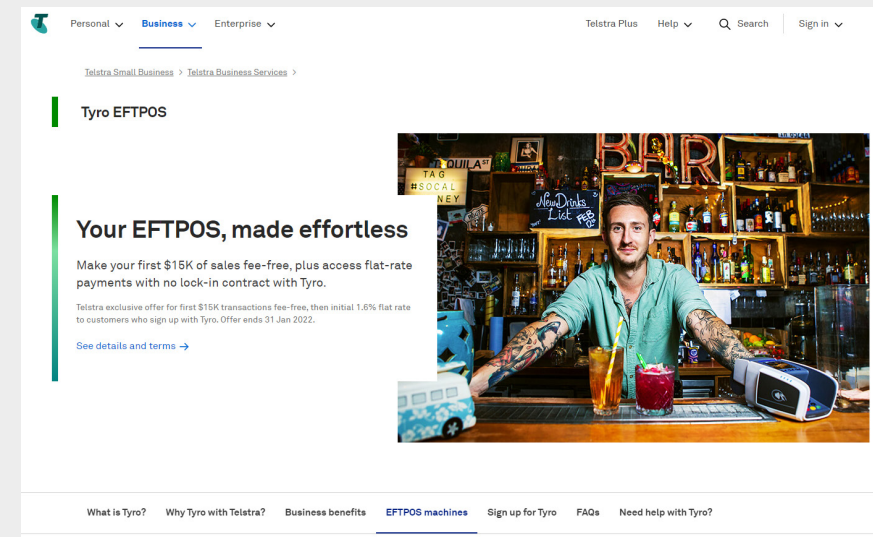
## Financial Organisations

- ✓ Bendigo Bank Alliance powered by Tyro completed 1 June 2021
- ✓ ~\$5 billion annual transaction value | \$19 million gross profit share to Tyro
- ✓ New staff operating resourcing ~\$6.7 million per annum - excludes non staff costs of approximately 30%



## Other Organisations

- ✓ Telstra pilot in operation that includes 29 of its retail locations where business customers can view and sign up to Tyro Terminals



## Future Growth Drivers

- Explore opportunities to partner with other organisations to deliver step change in segment share gains



# Strategic Investments to Extend Platform Reach

- Founded by Stevan Premutico (Ex-founder of Dimmi)
- Team of 125 across Aus, UK & USA
- Recently launched in UK & US
- Over 1,000 active venues
- Targeting ~\$100M in transactions this December



## me&u effect

### Helping venues achieve incremental revenue

- On average, up to 30% increase in customer spend when using me&u
- AI driven features adding 5% incremental revenue to venues
- 80% increase in tips since launching customised tipping feature

## Australia

me&u have increased number of venues by 360% over the past year and signed some of the most established hospitality names in Australia



## UK + US

me&u successfully launched in the UK and positioning themselves as the best order and pay solution, evidenced by their presence in locally renown venues and groups across the entire UK + have entered the US market



## usage & adoption

### The most customer centric and user friendly platform

- 55% usage (higher than industry average)
- Over 1 million orders going through the platform each month
- 2 million positive reviews

## Future Growth Drivers

- 'Bolt on' opportunities/partnerships/investments to enhance merchant solutions remain in appetite
- Demonstrated capability post IPO

# Strategic Investments to Extend Platform Reach (cont.)



## Acquisition of Medipass Solutions

- 100% acquisition of Medipass Solutions on 31 May 2021
- Digital health payments platform - linking funders, healthcare practitioners + patients
- Streamlines claims approval + payment acceptance
- Provides greater claiming + payment options to Tyro merchants


## Significant Scale to Drive our Health Business

- Enhanced practice management system (PMS) integration



- +15% increase in health merchants - limited overlap

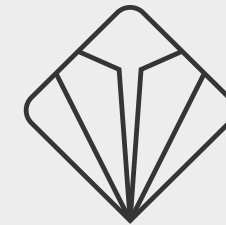


-  Medipass 20-strong team has joined Tyro's health team to form a new health business unit

<sup>1</sup> Includes 1,040 health businesses that use Medipass for digital claiming but do not have a payments settlement relationship with Tyro.

## Investment in Paypa Plane

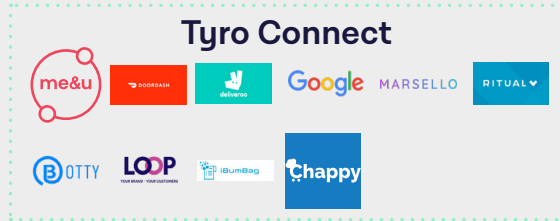
- 20% equity investment in Paypa Plane
- Paypa Plane is a layered payment platform - built for 3 levels of users
- Paypa Plane is the bank-grade platform where traditional scheduled payments and payment initiation via NPPA's PayTo meet.
- For banks and payment service providers looking to rapidly evolve their product offering without changing their core systems.



Paypa Plane



# Data, eCommerce + Other Payment Types



## Payments Data

(in-store + online)

Providing individual merchants with:

- A real time feed of all their card transactions
- A daily consolidated data share of all their transactions across all locations
- Insight into new vs repeat card usage

## Sales Data

Providing individual merchants with:

- Sales data feeds from their POS/PMS
- Ability to match their sales data to transactions + cards across all locations

## Integrations Data

Providing individual merchants with:

- Overview of app activity across their locations
- Ability to match payment data to their loyalty integrations
- Single view of their customer across channels (in-store + online)

## Launch of eCom in March 2019

- eCom transaction value up 536% (\$70.0 million) in FY21
- eCom transaction value up 1,848% (\$178.6 million) YTD 31 October 2021
- In June 2021 me&u commenced migrating their in-app payments to Tyro's eCom platform - to continue progressively throughout FY22

## Launch of Alipay in October 2018



- Impacted by closure of International borders
- Growth expected to rebound as international travel resumes
- \$3.6 million transaction value in FY21 (FY20: \$24.1 million)

## Future Growth Drivers

- Enhance offerings leveraged to growth in shifting consumer preferences including eCommerce, alternative payments, ISVs/in-App

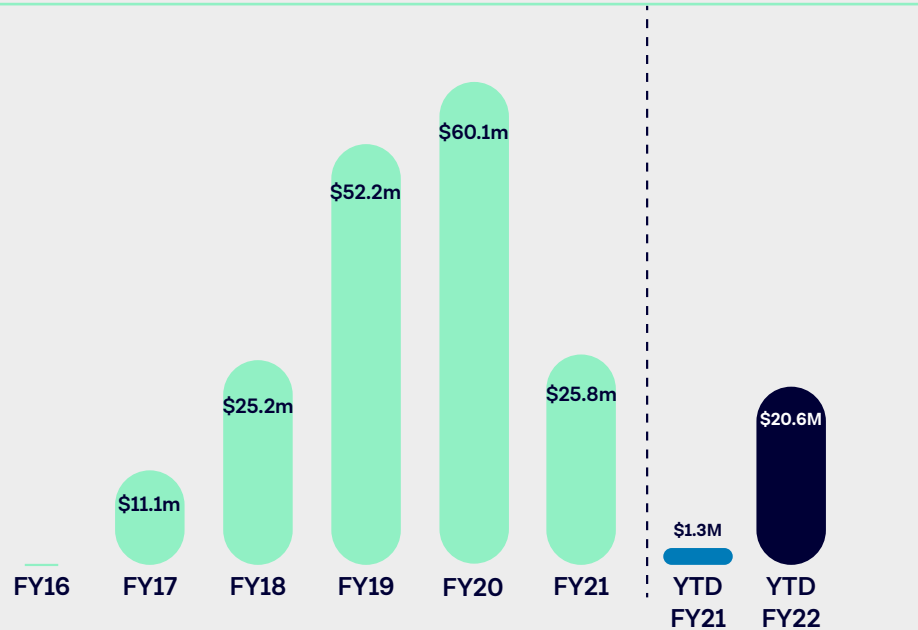




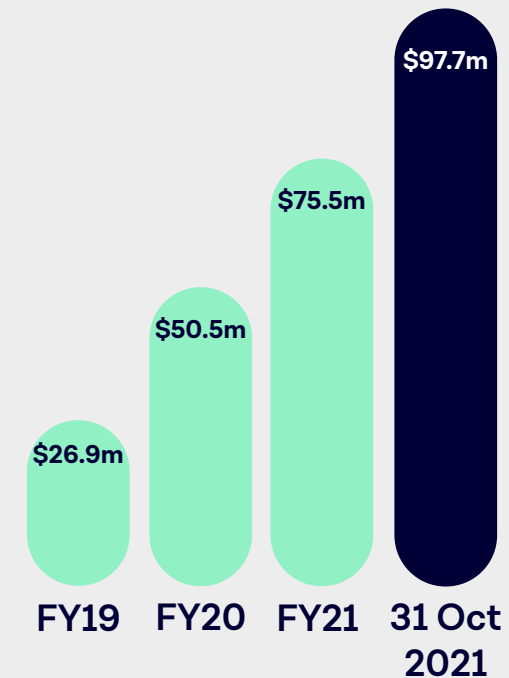
# Cross-sell Opportunities Represent Upside Potential

- All Tyro's merchants (excluding Bendigo Bank Alliance merchants) can now check their eligibility for a loan through the Tyro app (compared to ~7,500 merchants in prior periods)
- A manual credit team review can be conducted if eligibility is not met through the automated process to determine eligibility
- Maximum loan amounts increased to \$350,000 from \$120,000

## Loan Originations - FY16 to YTD FY22 (31 Oct 2021)



## Deposit Balances - FY19 to 31 Oct 2021



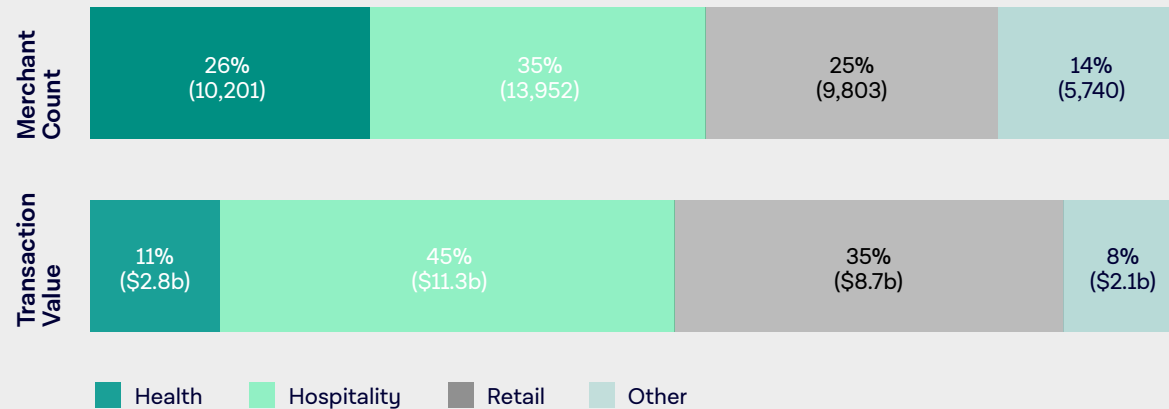
## Future Growth Drivers

- Contribution from adjacent banking products and growth in lending to accelerate as economy normalises

# Continued expansion into new verticals



Tyro merchant count and transaction value by vertical  
as at 30 June 2021

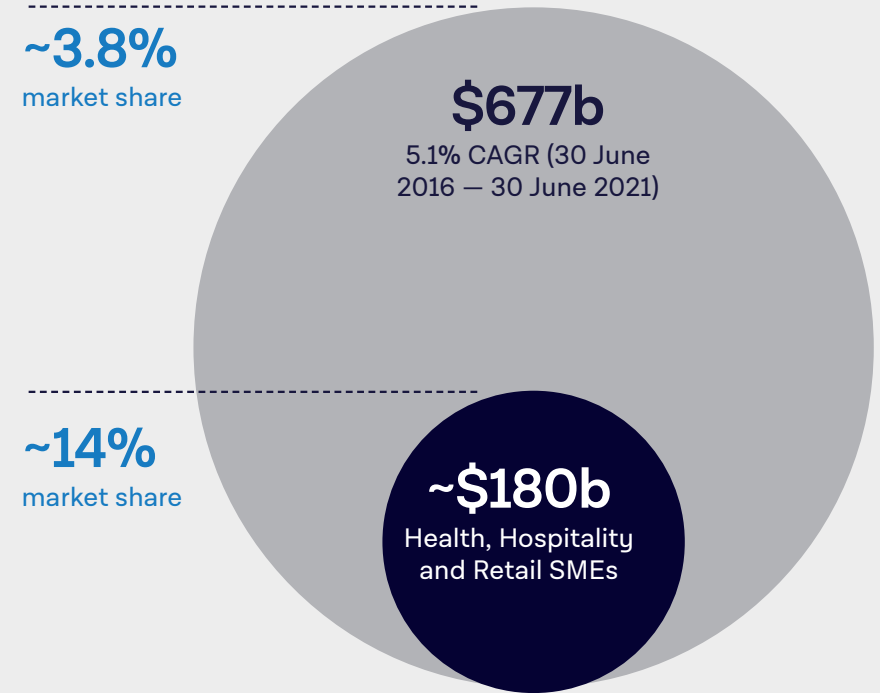


The data only relates to Tyro merchants and excludes Bendigo merchants

## Future Growth Drivers

- Leverage platform to expand into new verticals including trades, accommodation and services
- Tyro Go dangle for:
  - › trades vertical
  - › 'queue buster' for high volume retail
  - › micro merchants

Annual transaction value of card payments acquired in Australia<sup>1</sup> (\$ billion) -  
as at 30 June 2021



Source: RBA C1.1 (Credit and Charge Cards – Original Series – Aggregate Data); RBA C2.1 (Debit Cards – Original Series); RBA C2.2 (Prepaid Cards – Original Series); internal company data.

<sup>1</sup> Includes the total value of transactions acquired in Australia for credit and charge cards, and debit cards and the total value of transactions for prepaid cards. While our payments product can be used by businesses across different verticals and size of merchants, we provide our assessment of annual transaction value for small and medium-sized enterprises in our core verticals of Health, Hospitality and Retail. This has been estimated by multiplying the count of SMEs in these core verticals at 30 June 2020 by the estimated proportion of these merchants that accept card payments and average transaction values by vertical per merchant across 'card-present' and 'card-not-present' by reference in particular to our aggregated merchant data, and applying a growth rate (based on CAGR of total industry transaction value acquired from 30 June 2015 to 30 June 2020) to determine a figure as at 30 June 2021. Market sizes and subsets of those amounts are provided to illustrate their sizes relative to our relevant performance metrics and do not imply that we could achieve 100% penetration of them. Market share is based on our FY21 transaction value.

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