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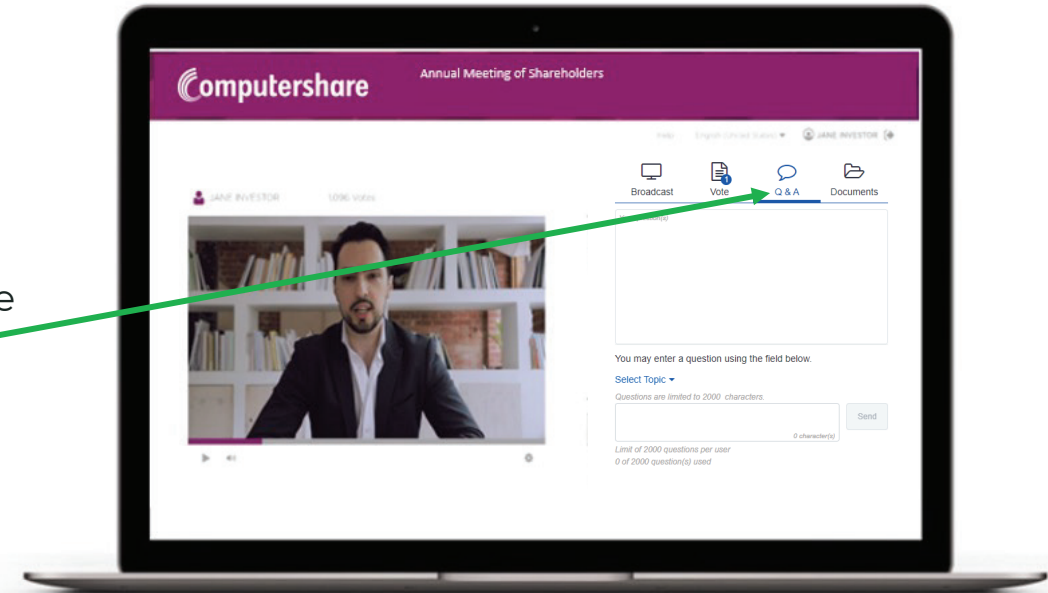
**Annual General Meeting  
of Shareholders  
25 August 2022**

# Online Attendees – Question Process

## Shareholder & Proxyholder Q&A Participation

**Written Questions:** Questions may be submitted ahead of the meeting. If you have a question to submit during the live meeting, please select the Q&A tab on the right half of your screen at anytime. Type your question into the field and press submit. Your question will be immediately submitted.

**Help:** The Q&A tab can also be used for immediate help. If you need assistance, please submit your query in the same manner as typing a question and a Computershare representative will respond to you directly.



# Welcome to Smartpay's Annual General Meeting of Shareholders

1. Chairmans welcome and introduction
2. Chief Executives report and Annual Financial Statements
3. Shareholder questions
4. Ordinary resolutions





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**Chairmans Welcome  
and Introduction**



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**Chief Executive  
Report and Annual  
Financial Statements**

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# 2022 Annual Results

The year has seen us continue to execute against the strategic objectives of growth into Australia

We have strengthened the business, reduced debt, increased free cashflows and generated the first profit since launching the acquiring business into Australia





# FY22 delivered a strong financial performance and strengthened the company



## Large increase in revenue year on year

Revenue FY22 \$48,080k vs FY21 \$33,845

↑ 42.1%



## Invested in the business and grew EBITDA\*

EBITDA FY22 \$11,096k vs FY21 \$7,582

↑ 46.3%



## Positive Net Profit after Tax

NPAT FY22 \$3,104k vs FY21 \$(15,200k)



## Generated positive cashflows and reduced debt

Net debt FY22 \$1,106k vs FY21 \$4,463k

↓ 75.2%

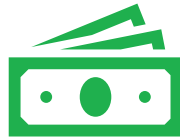
\*EBITDA –Earnings Before Interest, Tax, Depreciation, Amortisation, impairments, foreign exchange adjustments and share performance rights. EBITDA is a useful non-GAAP measure as it shows the contribution to earnings prior to finance costs and non-cash items.

# The strategy delivered



**43.4% growth in number of transacting terminals in Australia**

FY22 9,684 vs FY21 6,754



**5.3% increase year on year in revenue per terminal**

FY22 \$4,105 vs FY21 \$3,900



**Improvement in average Net Promoter Score (NPS)**

FY22 66 vs FY21 59 Australia

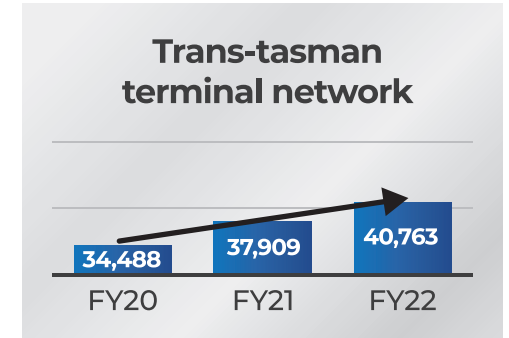
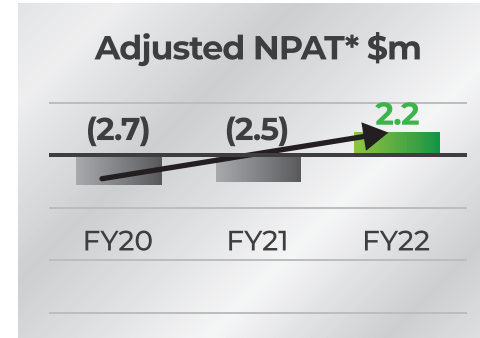
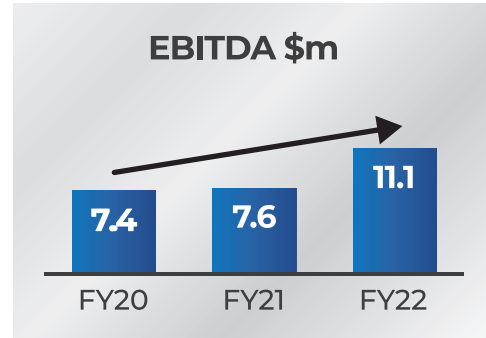
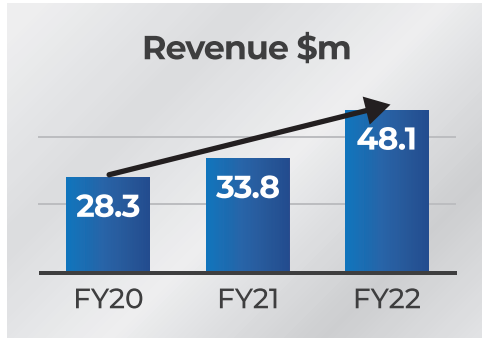
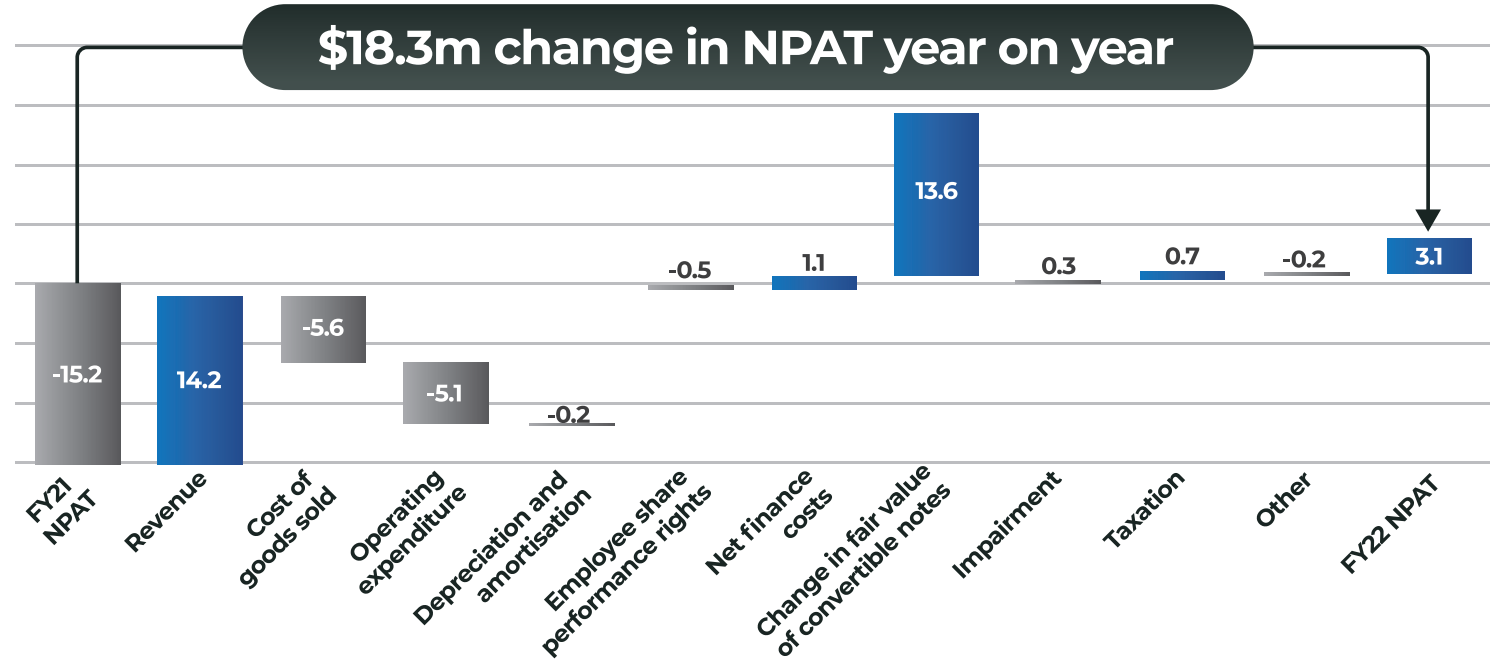
FY22 46 vs FY21 42 New Zealand



**Invested in key resources with headcount primarily in sales and marketing**

FY22 140 vs FY21 124

# Growth in profitability year on year



\*Adjusted NPAT is NPAT adjusted for the fair value of the convertible notes

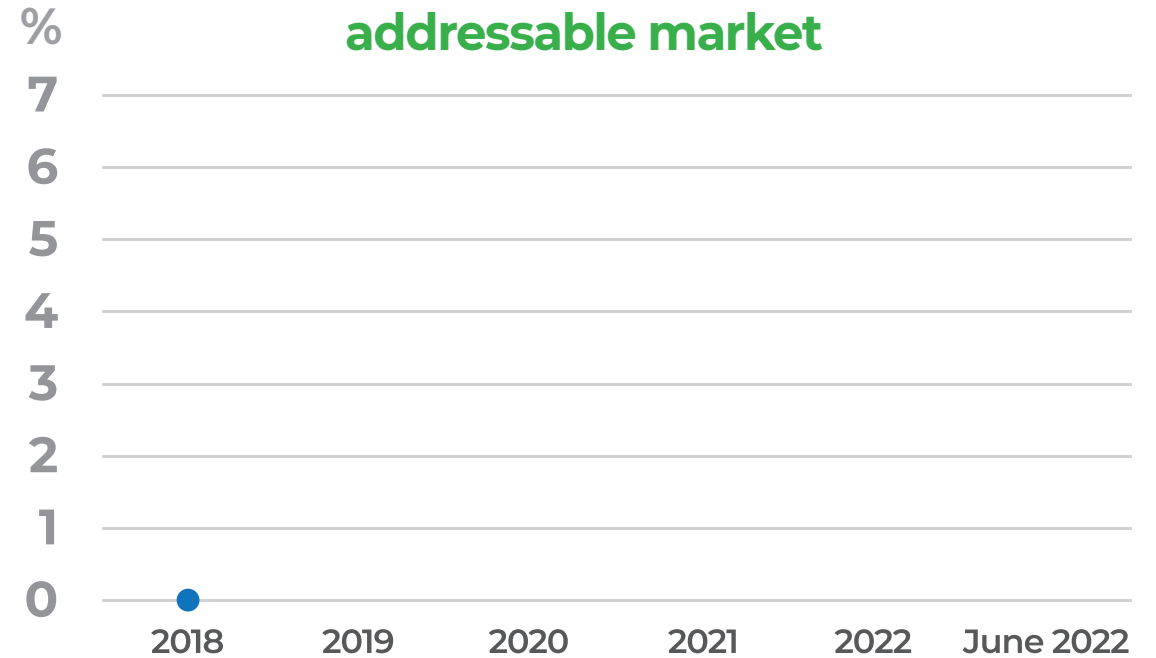


# Smartpay, Smartcharge

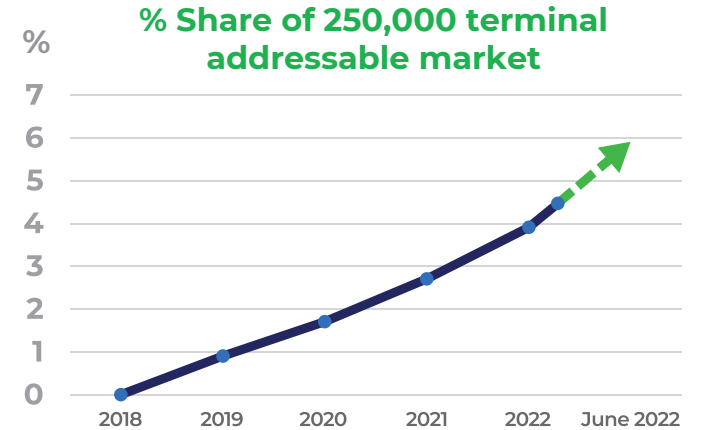
Addressable market  
250,000 terminals of 1,000,000



% Share of 250,000 terminal  
addressable market



# Smartpay, Smartcharge, Smart growth... gaining momentum

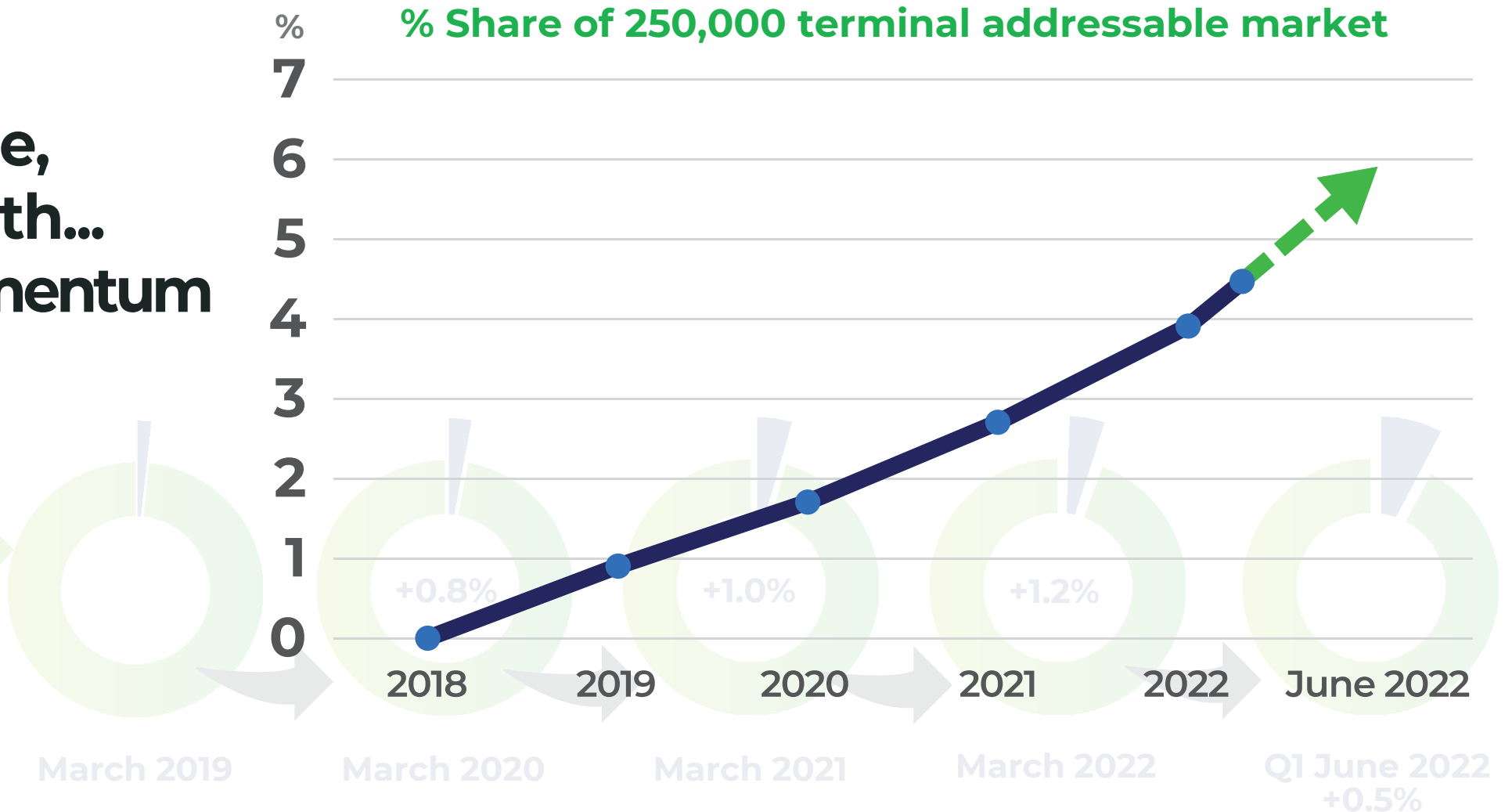


Addressable market  
250,000 terminals  
of 1,000,000








# Smartpay, Smartcharge, Smart growth... gaining momentum

Addressable market  
250,000 terminals  
of 1,000,000



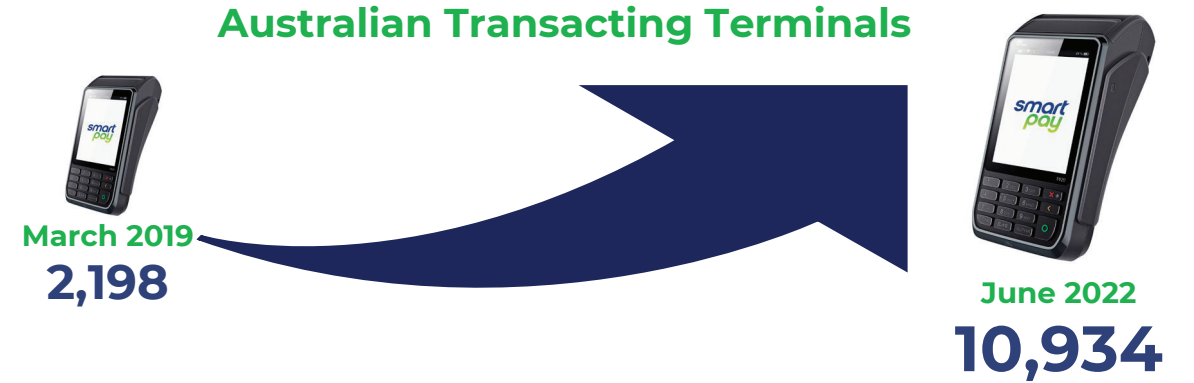
# Investing in marketing for growth



	2017	2018	2019	2020	2021	2022
						
						
						
						
Smartpay Marketing brought in house						



# Investing in key roles to deliver the growth



## In addition to that, we are



- **Maximising margin** via scale
- **Measured and appropriate investment** in the business ensuring the investment is in the right place and delivers the benefits
- **Android in-store proposition** to serve both the Australian and New Zealand markets
- **Ongoing development** of online / digital customer solutions – the HUB
- **Imbedding and leveraging the ERP** (Netsuite) to maximise efficiencies and enhancements to the business
- **Appropriately engaging** in the developments in respect of ESG as they apply to Smartpay
- Ongoing **Brand** investment
- **Remaining open and agile** to look at new opportunities



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Shareholder  
Questions

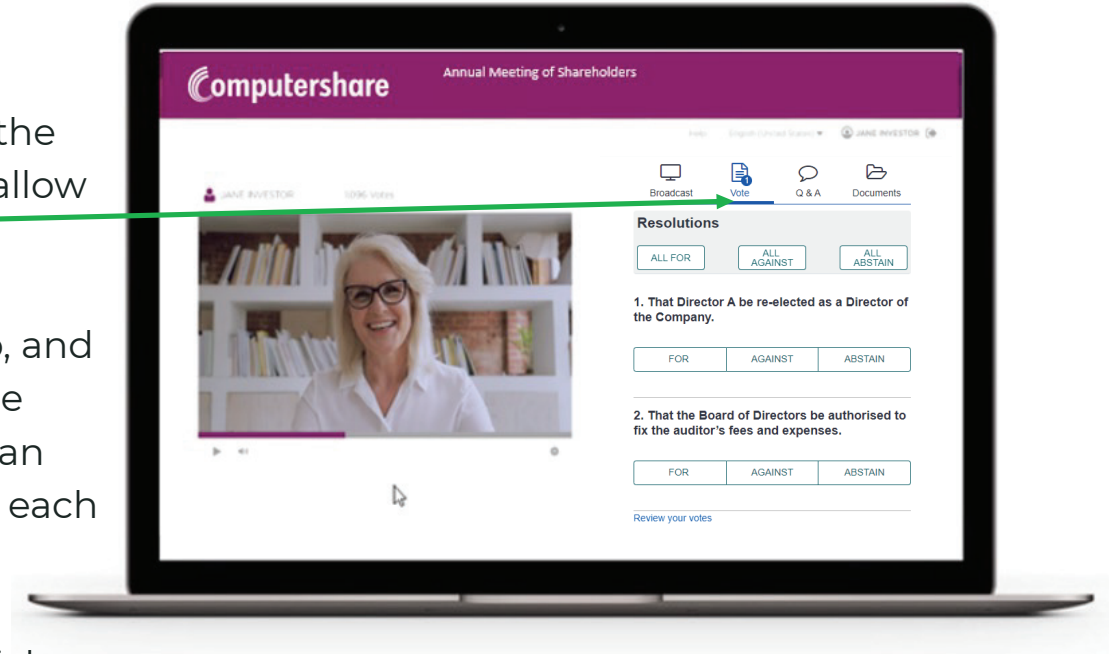
# Online Attendees – Voting Process

## Shareholder & Proxyholder Voting

Once the voting has been opened, the resolutions and voting options will allow voting.

To vote, simply click on the Vote tab, and select your voting direction from the options shown on the screen. You can vote for all resolutions at once or by each resolution.

Your vote has been cast when the tick appears. To change your vote, select 'Change Your Vote'.





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Ordinary  
Resolutions

# Ordinary Resolutions

## Resolution 1: Fixing the remuneration of the auditors

**“That the Board be authorised to fix the auditor’s remuneration for the ensuring year.”**

### **Proxies:**

For:	138,039,343 (57.93% of all securities)
Against:	54,002 (0.02% of all securities)
Discretionary:	266,049 (0.11% of all securities)
Abstain:	29,734 (0.01% of all securities)

## Resolution 2: Re-election of Director – Matthew George Turnbull

**“That Matthew George Turnbull be re-elected as a director of Smartpay.”**

### **Proxies:**

For:	138,115,969 (57.96% of all securities)
Against:	7,545 (0.00% of all securities)
Discretionary:	231,685 (0.10% of all securities)
Abstain:	33,929 (0.01% of all securities)

# Ordinary Resolutions

## Resolution 3: Re-election of Director – Martyn Richard Pomeroy

**“That Martyn Richard Pomeroy be re-elected as a director of Smartpay.”**

### **Proxies:**

For:	134,716,916 (56.54% of all securities)
Against:	7,545 (0.00% of all securities)
Discretionary:	231,685 (0.10% of all securities)
Abstain:	3,432,982 (1.44% of all securities)

## Resolution 4: Re-election of Director – Carlos Gil

**“That Carlos Gil be re-elected as a director of Smartpay.”**

### **Proxies:**

For:	138,103,512 (57.96% of all securities)
Against:	19,002 (0.01% of all securities)
Discretionary:	231,685 (0.10% of all securities)
Abstain:	34,929 (0.01% of all securities)

# Ordinary Resolutions

## Resolution 5: Re-election of Director – Geoffrey Myles Carrick

**“That Geoffrey Myles Carrick be re-elected as a director of Smartpay.”**

### **Proxies:**

<i>For:</i>	<i>138,104,512 (57.96% of all securities)</i>
<i>Against:</i>	<i>19,002 (0.01% of all securities)</i>
<i>Discretionary:</i>	<i>231,685 (0.17% of all securities)</i>
<i>Abstain:</i>	<i>33,929 (0.01% of all securities)</i>

## Resolution 6: Board Remuneration

**“That the aggregate fees payable to the Company’s non-executive Directors be increased from \$300,000 per annum to \$500,000 per annum with effect from 1 September 2022.”**

### **Proxies:**

<i>For:</i>	<i>137,671,982 (57.78% of all securities)</i>
<i>Against:</i>	<i>320,697 (0.13% of all securities)</i>
<i>Discretionary:</i>	<i>225,711 (0.09% of all securities)</i>
<i>Abstain:</i>	<i>170,738 (0.07% of all securities)</i>





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Thank you