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INVESTOR BRIEFING

H1 FY25 Results

26 February 2025

Tyro Payments Limited ABN 49 103 575 042



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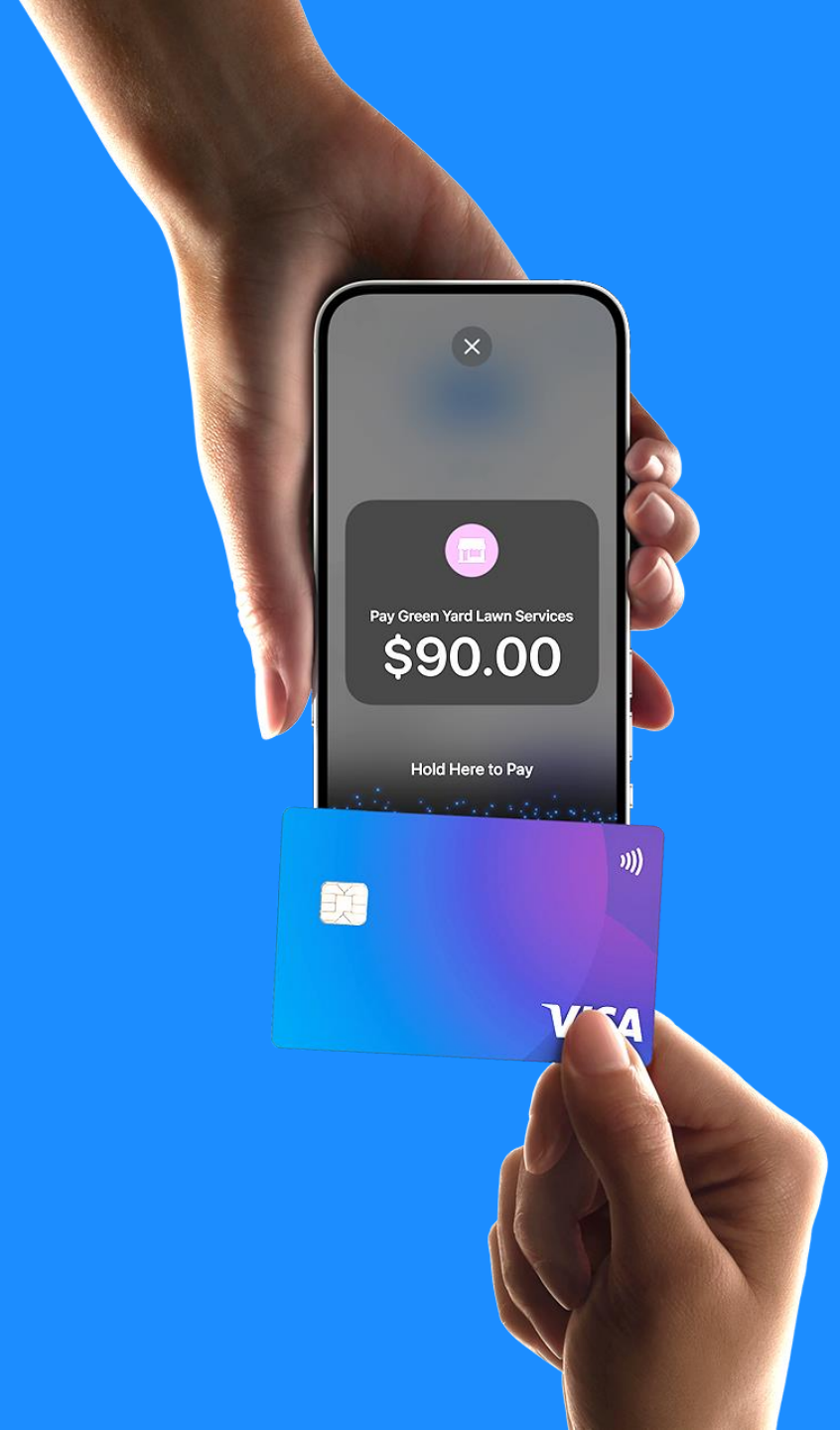
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INTRODUCTION AND SUMMARY



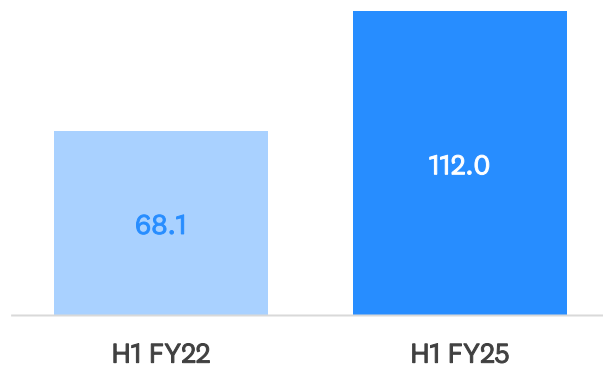
Jon Davey
CEO and Managing Director



← WHERE WE'VE COME FROM

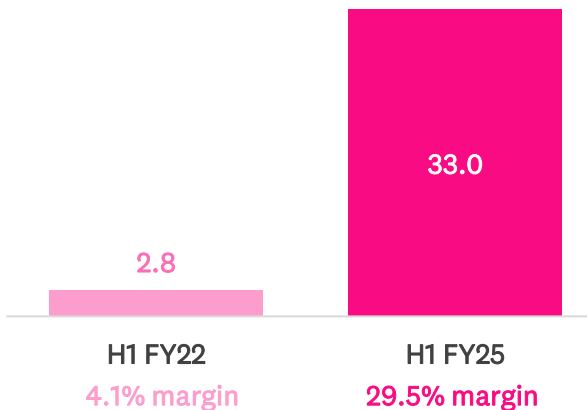
Gross profit¹

↑ **18% CAGR**



EBITDA²

↑ **12x**



Profit before tax³

↑ **\$21.7m**



¹ Gross profit (normalised), displayed in \$ millions. 18% CAGR for 3 years to H1 FY25.

² EBITDA and EBITDA margin (normalised), displayed in \$ millions. 12x improvement in EBITDA from H1 FY22 to H1 FY25.

³ Profit before tax (normalised), presented in \$ millions. \$21.7m increase in PBT from H1 FY22 to H1 FY25.

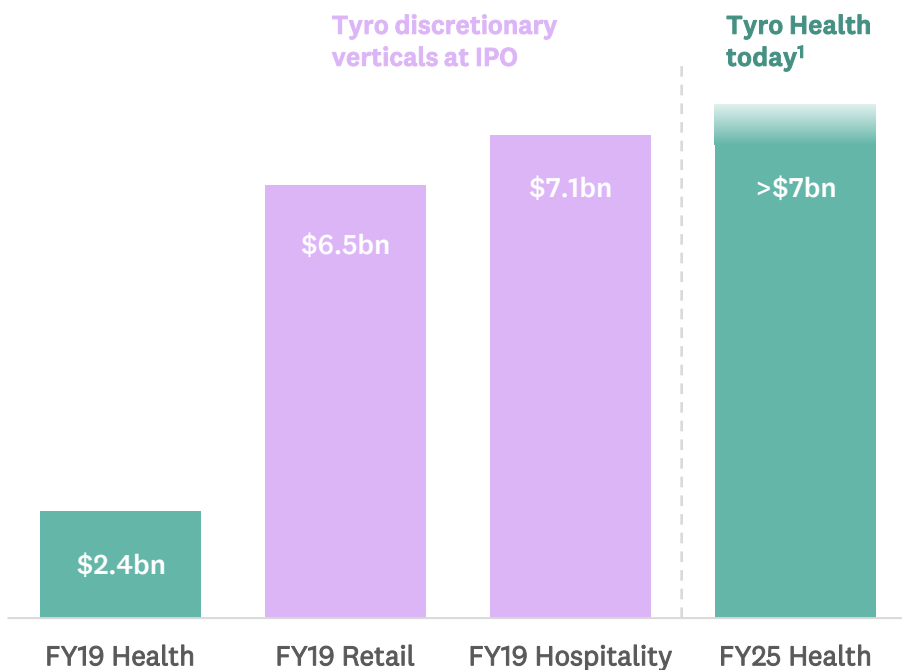
Note: Totals and movements based on unrounded numbers.



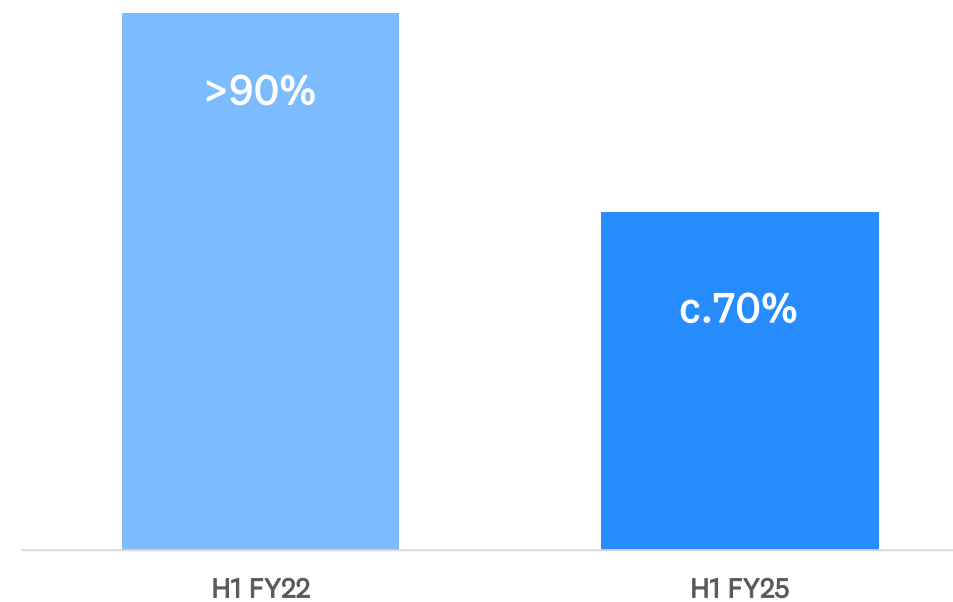
GROWTH IN HEALTH AND IMPROVED OPERATING EFFICIENCY



Tyro Health is large, and growing fast



Our operating efficiency has improved significantly²



¹ Chart displays TTV in \$bn. Tyro Health TTV for FY25 on run-rate basis using H1 FY25 growth rate applied to total FY24 volumes.

² Operating efficiency defined as operating expenses as a percentage of gross profit, on a normalised basis, displayed as a percentage.

ON TRACK TO DELIVER FY25 GUIDANCE



GROSS PROFIT¹
FY25 GUIDANCE: \$218m - \$226m (3-7% growth)

H1 FY25
\$112.0m (+6.5% vs PCP)

Payments +6.0% supported by higher payment margin.

Banking +9.1% supported by increased revenue from lending and lower deposit costs.

EBITDA MARGIN¹
FY25 GUIDANCE: c.28%

H1 FY25
29.5%

Strong EBITDA margin supported by gross profit growth and continued cost discipline.

INVESTING IN **KEY BUILDING BLOCKS** FOR FUTURE GROWTH

with positive momentum on integrated payments and banking strategy

HIGHER EBITDA FROM TOP-LINE GROWTH AND EFFECTIVE COST MANAGEMENT

On track to deliver FY25 guidance

WELL POSITIONED TO **DELIVER PROFITABLE GROWTH**

while navigating the evolving external environment



INVESTING IN THE BUILDING BLOCKS FOR GROWTH IN PAYMENTS

SOME MERCHANTS WANT US TO PROVIDE A DEVICE

We're modernising our fleet with next-generation terminals and developing new terminals for SME sub-segments

- 3G shutdown successfully navigated
- Tyro Pro and Pro Key rolling out across our network
- Development of new terminals for micro merchants

SOME MERCHANTS WANT TO BRING THEIR OWN DEVICE

Through our embedded payments SDK, we're enabling payments on any device

- 3 POS providers now certified and live with embedded payments
- 17 additional POS providers in development
- Increasing adoption with positive merchant feedback

SOME JUST WANT OUR PAYMENT TECH

Enabling new partners to build better services by leveraging our payments capabilities

- Development and go-to-market work underway for Unattended Devices and Health-adjacent vertical
- Both verticals on track to contribute to gross profit from FY26

GIVING MERCHANTS MORE WAYS TO GET PAID



SHARE YOUR SECURE PAYMENT LINK

Payment request from Evergreen Landscaping

\$900.99

Pending payment

Created on 20/01/2024 21:00 AEST

Turf front yard

Reference number 112345

FAST, EASY & SECURE

tyro EFTPOS

View all Payment links

Payment link

Payment of \$900.99 Paid [View transaction](#) [Email receipt](#)

Jane Doe

Payment link <http://tyro.mtf.gateway.mastercard.com/pbl/PAYLINK0001032122627G08150156E5>

Date created 25/07/2023 13:45 AEST

Payment received on 26/07/2023 12:00 AEST

Reference no. 12345

tyro EFTPOS

Payment Links

LINE	CREATED ON	AMOUNT	STATUS	ACTIONS
Turf front yard Reference No.: 12345	18/01/2024 20/01/2024 21:00 AEST	\$900.99	Pending	View Copy link Cancel link
Loren Ipsum-dolor sit... Reference No.: 12345	18/01/2024 20/01/2024 21:00 AEST	\$900.00	Pending	View Copy link Cancel link
Loren Ipsum-dolor sit... Reference No.: 12345	18/01/2024 20/01/2024 21:00 AEST	\$900.00	Paid	View Copy link Cancel link

Macbook Pro

ACCESS IN THE MERCHANT PORTAL



WE CONTINUE TO GROW FAST IN TYRO HEALTH

1 Source: ABS Monthly Household Spending Indicator December 2024. 3-year CAGR from December 2021 to December 2024.

2 >\$7bn annual TTV run-rate based on H1 FY25 TTV of \$3.6bn with FY25 growth consistent with H1 FY25 growth Compound Annual Growth Rate for 3-year period from H1 FY22 to H1 FY25.

3 Compound Annual Growth Rate for 3-year period from H1 FY22 to H1 FY25

**HOUSEHOLD HEALTH
SPEND**

**\$100bn+
per annum¹**

**Growing at:
9% CAGR¹**

**TYRO HEALTH
TTV**

**\$7bn+
Run-rate²**

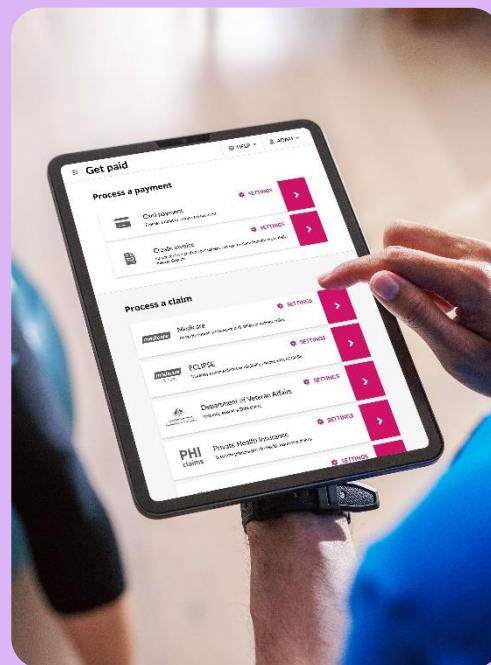
**Growing at:
24% CAGR³**



INVESTING TO TAKE GREATER SHARE OF HEALTH PAYMENTS

OMNICHANNEL EXPERIENCE

TYRO HEALTH ONLINE



NEXT-GEN TERMINAL



tyro Health

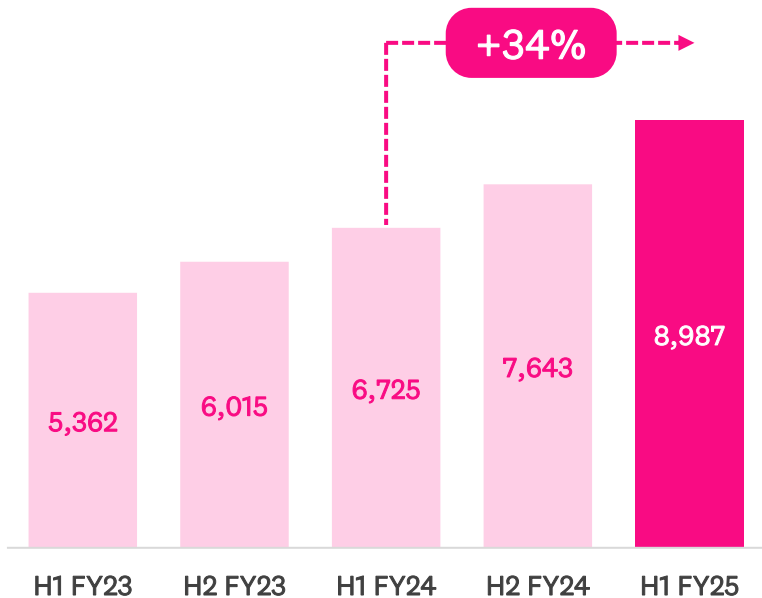


POSITIVE TRENDS DEMONSTRATE THAT MERCHANTS VALUE BANKING PROPOSITION



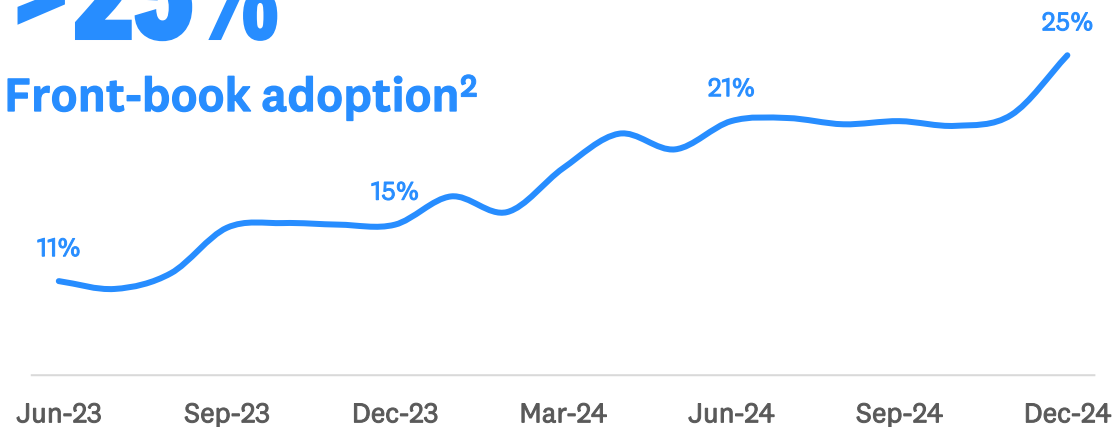
>2,200

New active accounts¹



>25%

Front-book adoption²



Net promotor score³

24

Tyro Bank Account

62

Lending

¹ Active Tyro Bank Accounts, >2,200 compares with H1 FY24.

² Front-book adoption is the percentage of new, actively transacting, merchants that open a Tyro Bank Account within 1 month of joining Tyro.

³ Net promotor score for merchants that have a Tyro Bank Account, and for merchants that have a Tyro Bank Account and have used our cashflow product. NPS data as at November 2024.



HIGH PERFORMING TEAM TO DRIVE NEXT PHASE OF GROWTH



RECENT LEADERSHIP HIRES



Emma Burke
CFO



Steve Willson
CTO



Steen Andersson
CPO

EVOLVING OUR TECH OPERATING MODEL

Focus on improving execution, creating greater capacity for investment, and driving a digital-first customer experience

HIGH PERFORMANCE CULTURE

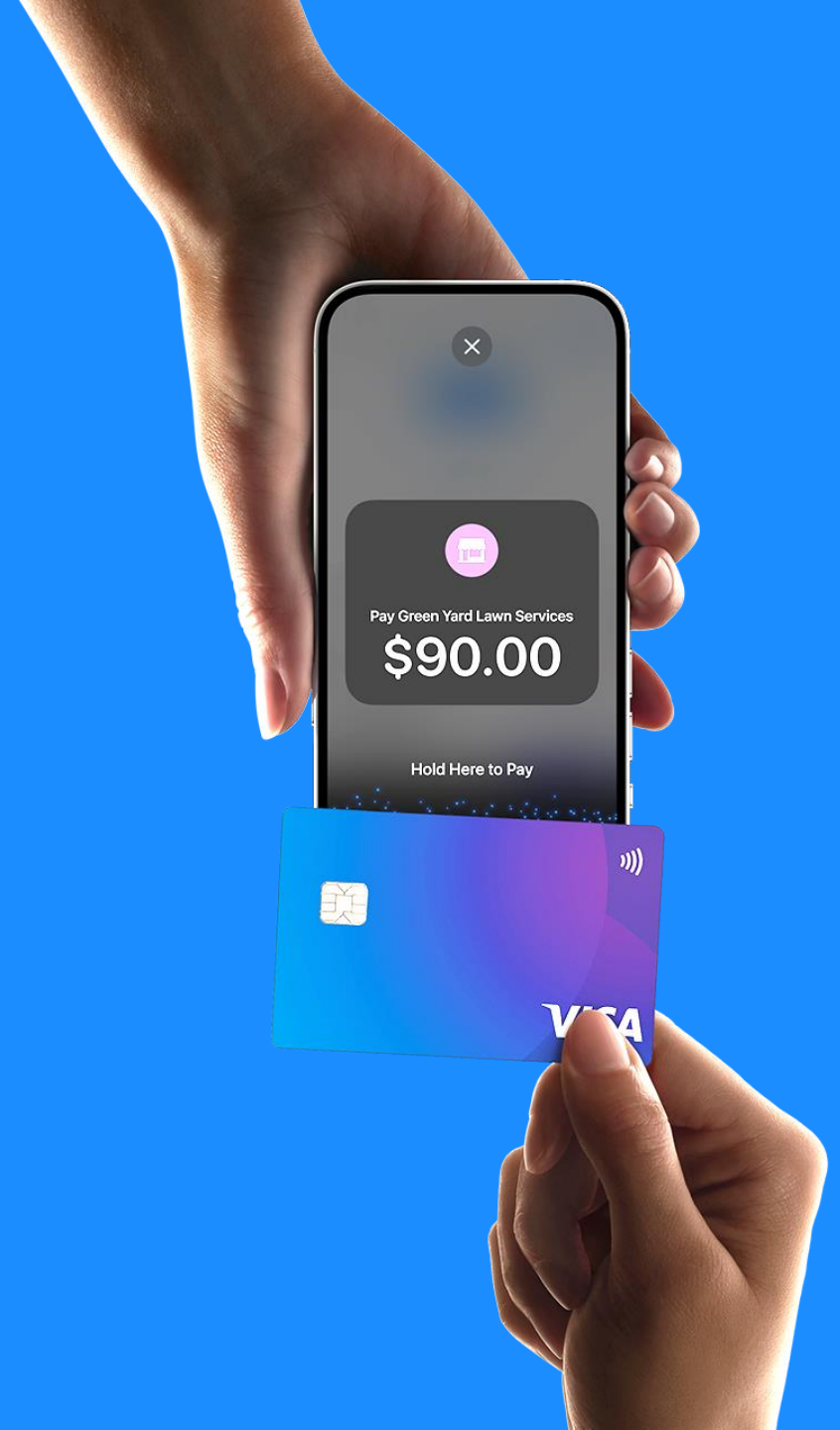
Embedding a growth and innovation mindset, hiring top talent and rewarding high performance

tyro

FINANCIAL PERFORMANCE



Emma Burke
CFO



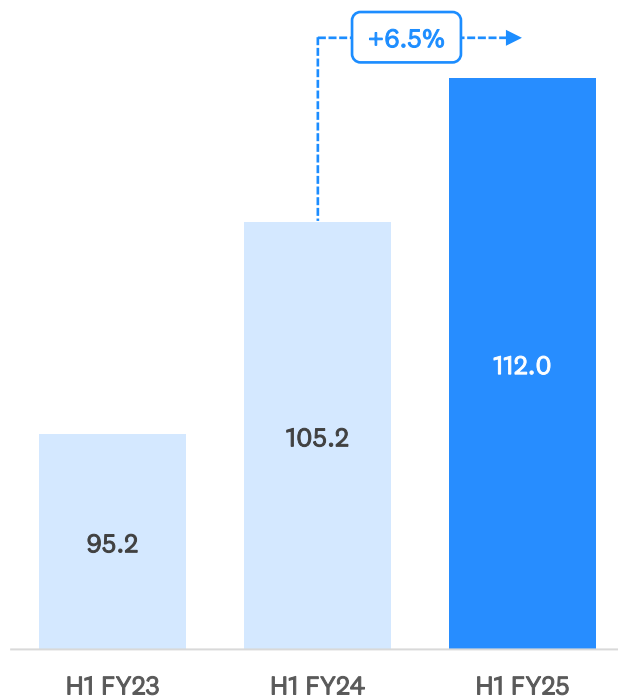


TOP-LINE GROWTH AND CONTINUED EBITDA MARGIN EXPANSION

GROSS PROFIT¹ GROWTH

✓ On-track³

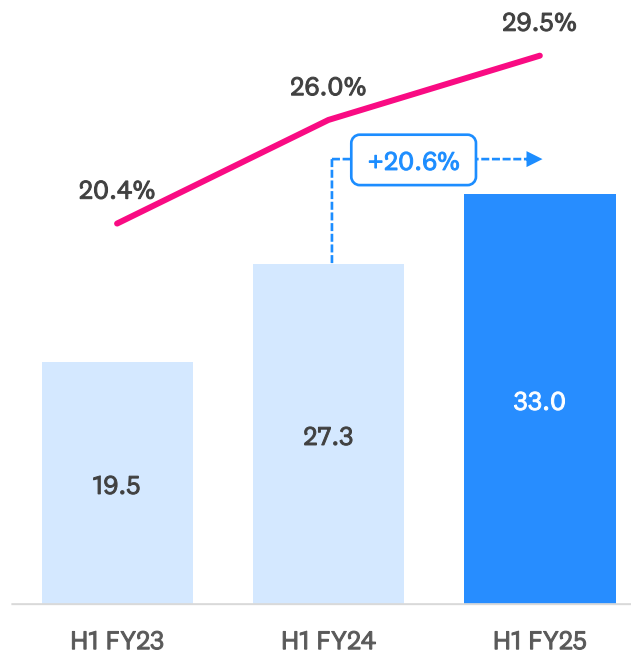
Gross Profit (\$m)



IMPROVING EBITDA MARGIN

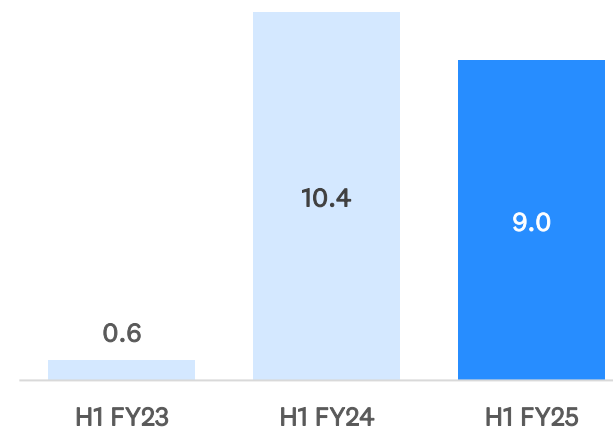
✓ On-track³

EBITDA (\$m) and EBITDA margin (%)²



CONTINUED STRONG CASH GENERATION

Free Cash Flow (\$m)



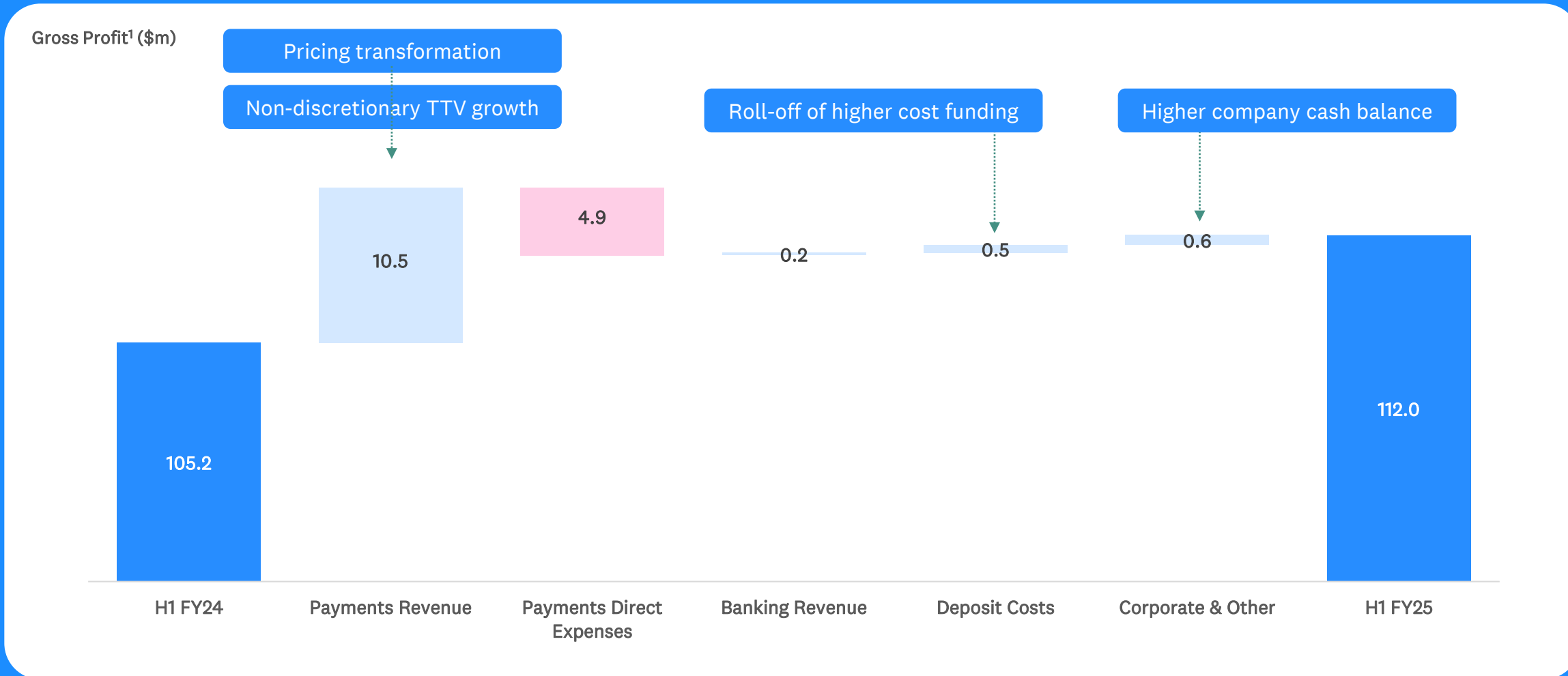
¹ Gross profit (normalised).

² EBITDA and EBITDA margin (normalised).

³ On-track to deliver previously announced FY25 guidance: gross profit of between \$218-226 million, and an EBITDA margin of c.28% for the full year.

Note: Totals and movements based on unrounded numbers.

GROSS PROFIT GROWTH DRIVEN BY PAYMENTS



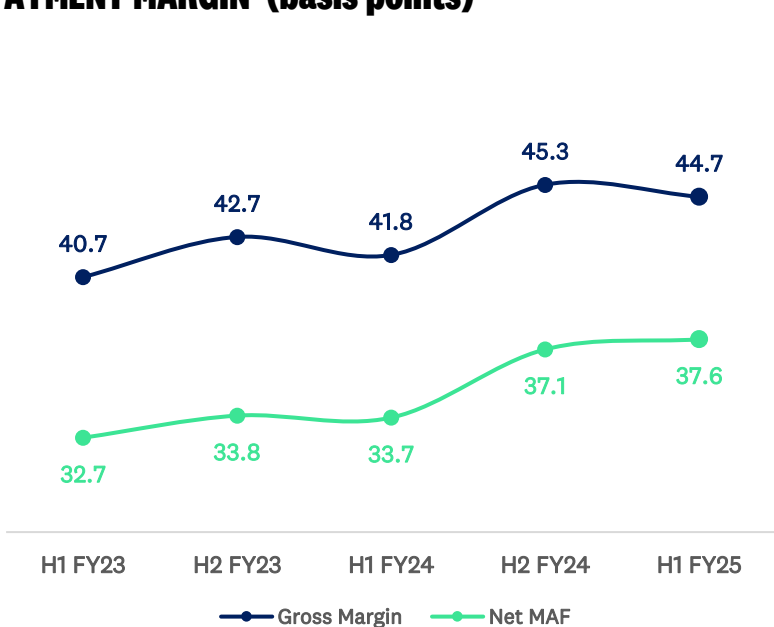
¹ Gross profit and drivers on a normalised basis. Totals based on unrounded numbers.



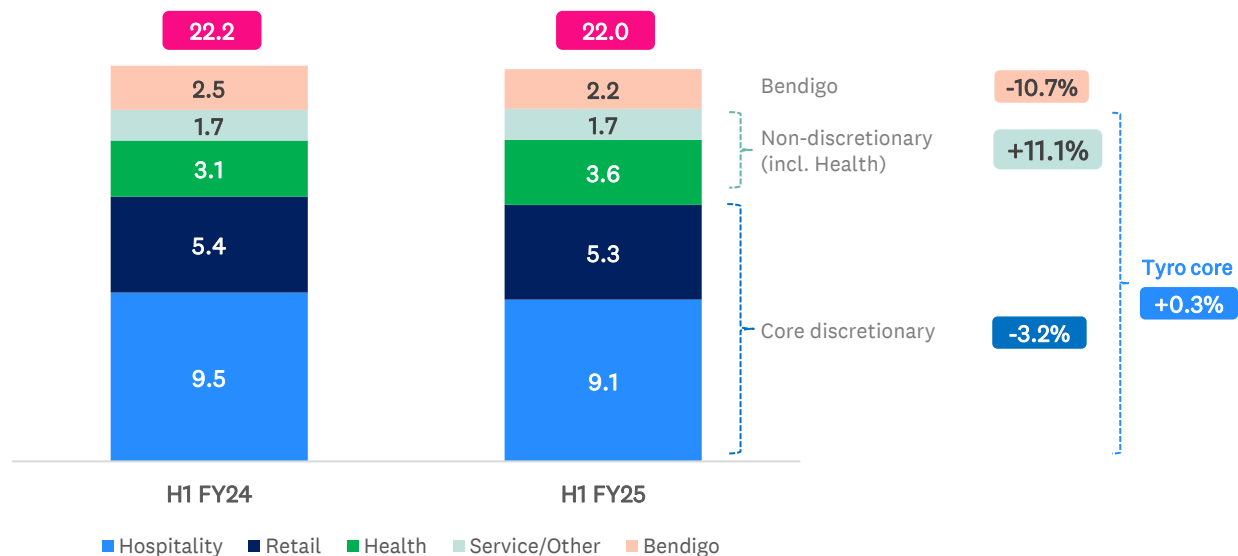
TOP-LINE DRIVEN BY IMPROVED MARGIN AND GROWTH IN HEALTH



PAYMENT MARGIN¹ (basis points)



PAYMENTS TTV (\$bn)



FRONT-BOOK VOLUMES SHOWING POSITIVE MOMENTUM²...

+17%
Tyro

...AND STRONGER IN OUR DISCRETIONARY VERTICALS

+22%
Retail & Hospitality

¹ Payments margin is for all of Tyro, inclusive of Bendigo.

² New Business Written (NBW) is the TTV processed within the first calendar month for new merchants. 17% increase in NBW covers new merchants across all of Tyro, 22% increase is for Tyro Retail and Hospitality only.

Note: Totals and movements based on unrounded numbers.

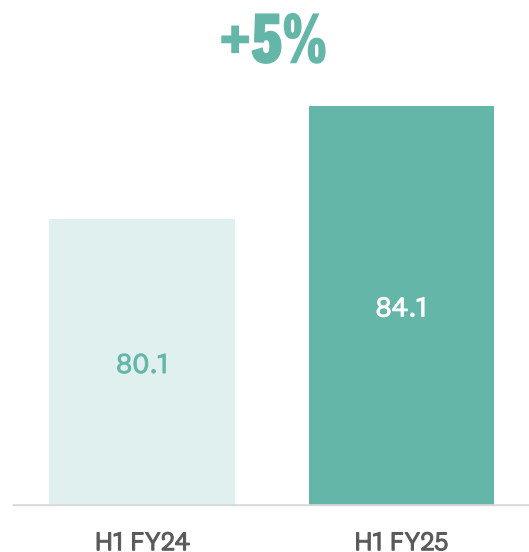


IMPROVED RETURNS ACROSS LENDING AND DEPOSITS

Banking gross profit \$7.8m (+9.1% vs PCP)

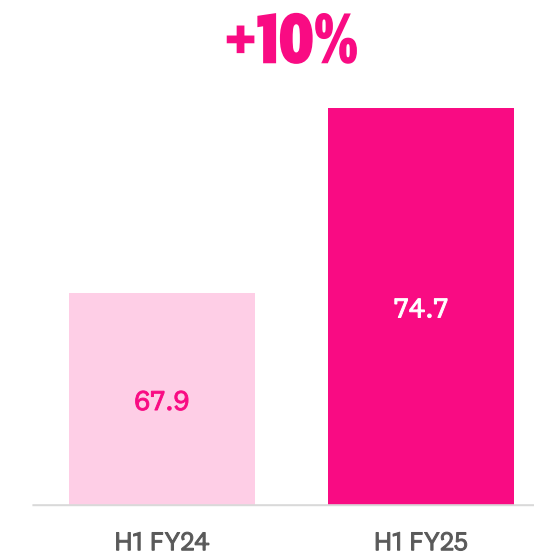
HIGHER BANK ACCOUNT BALANCES

Tyro Bank Account balances (\$m)¹

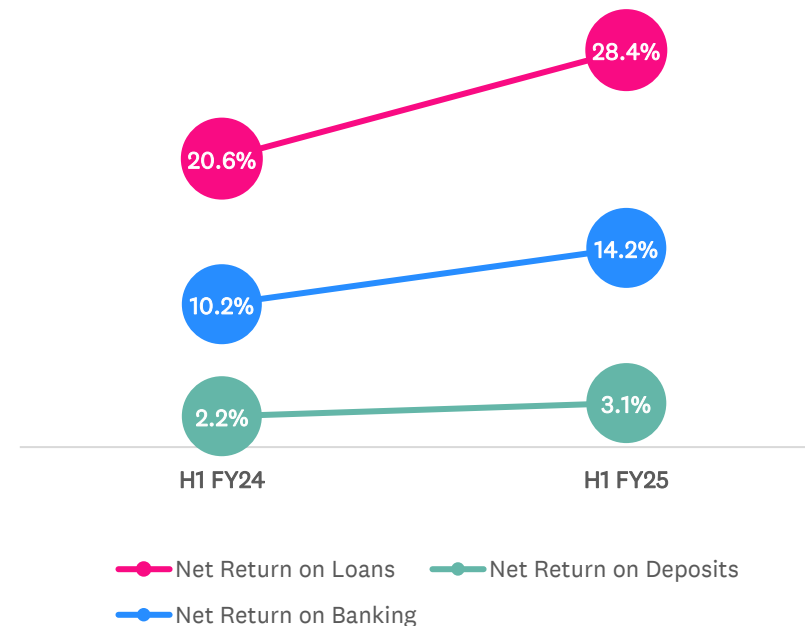


GROWTH IN LOAN ORIGINATIONS

Loan originations²



IMPROVED RETURNS³



¹ Deposit balances held within the Tyro Bank Account, excludes Term Deposits. Balances displayed in \$ millions.

² Value of loans originated in the period H1 FY25 (and H1 FY24). Originations displayed in \$ millions.

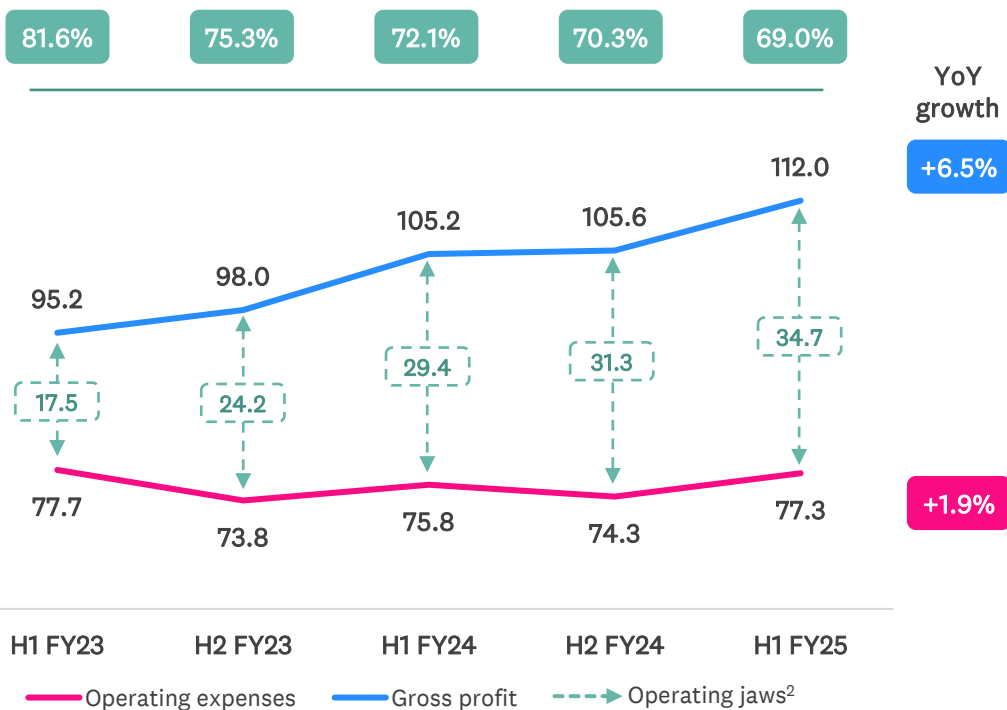
³ Net return on banking and net return on loans includes any fair value gain/loss on loans and includes the loan loss expense.



EXPENSES WELL MANAGED LEADING TO IMPROVED OPERATING EFFICIENCY



Operating expenses as % of gross profit¹



Continued improvement in operating efficiency

Disciplined expense management creating capacity for investment

H2 expenses to be higher due to pay increases and timing of investment spend

Expenses being managed to support target EBITDA margin

¹ Operating expenses exclude lending and non-lending losses, normalised.

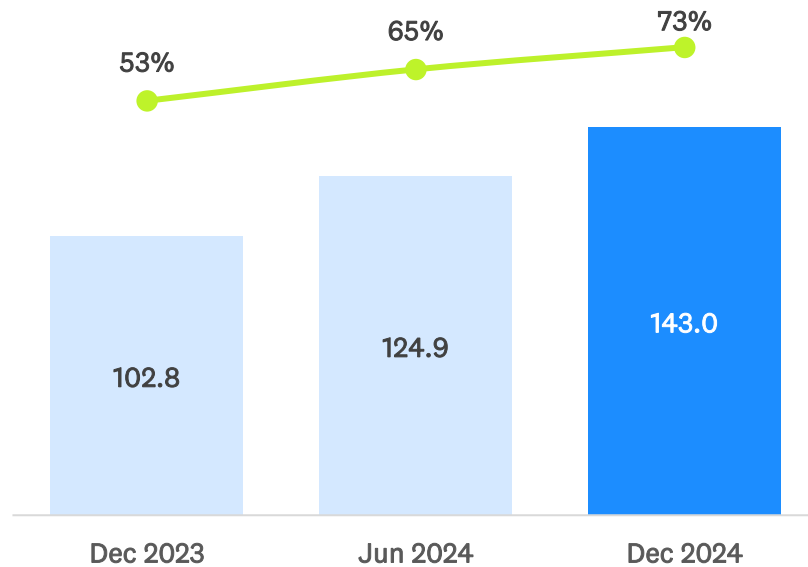
² Operating jaws is defined as the gap between gross profit and operating expenses (excluding lending and non-lending losses). Prior period expenses have been adjusted to be consistent with basis for H1 FY25 normalised expenses. Displayed in \$ millions.



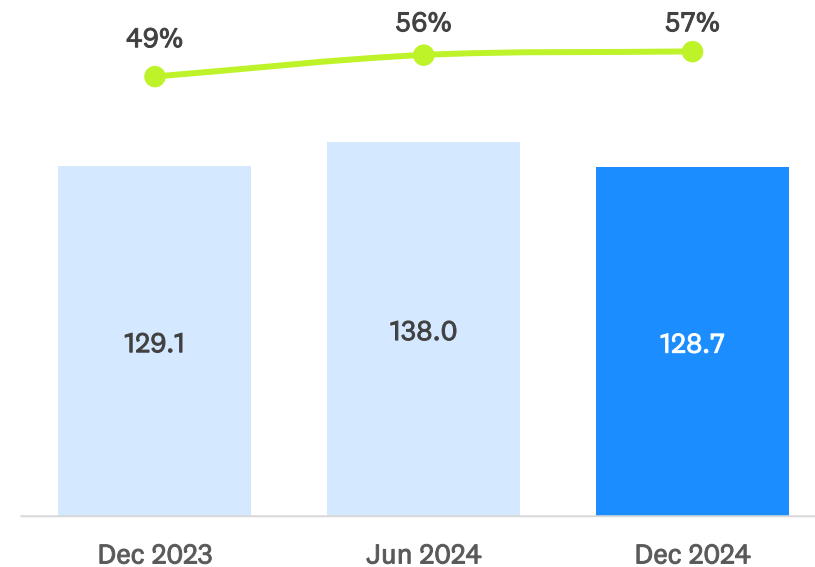
ROBUST BALANCE SHEET WITH HIGH LEVELS OF CAPITAL AND LIQUIDITY



TOTAL CAPITAL (\$M) & TOTAL CAPITAL RATIO (%)



LIQUID ASSETS (\$M) AND MINIMUM LIQUIDITY HOLDING RATIO (%)



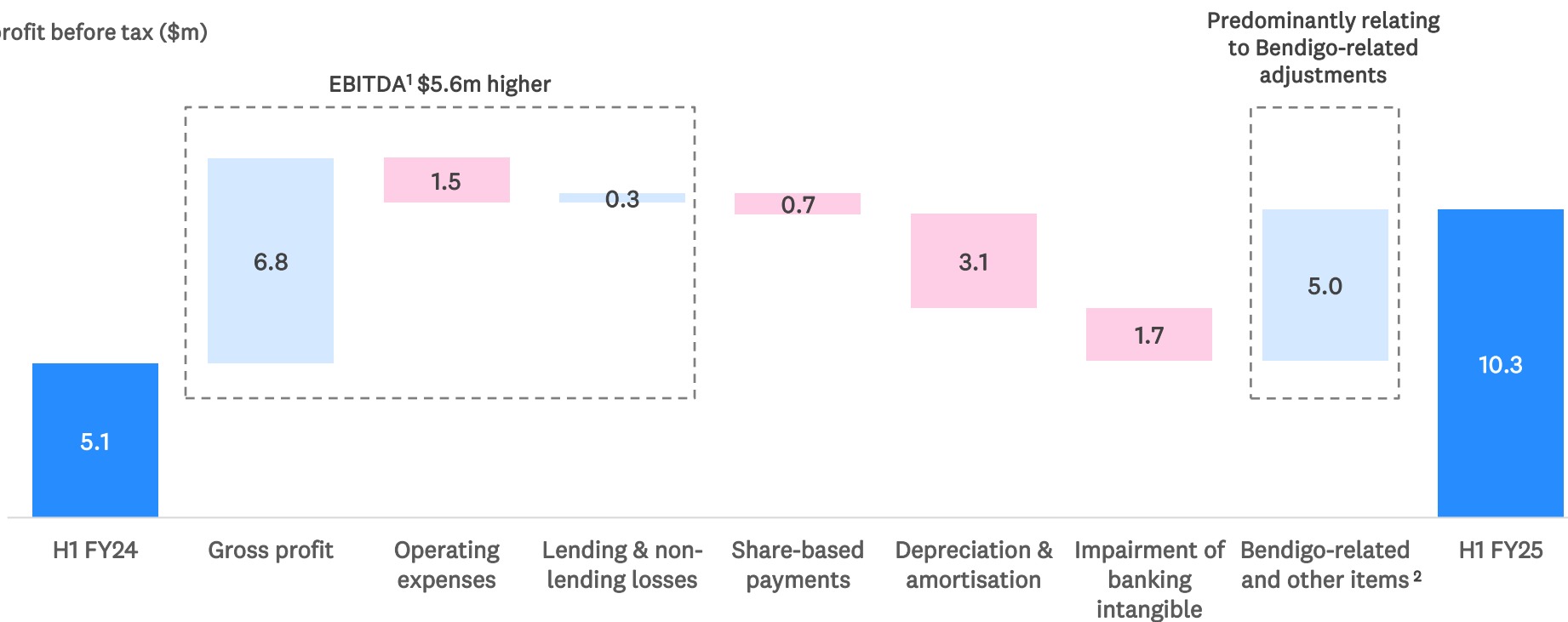
Capital Management

- Tyro Employee Share Trust completed the purchase of \$3.8m of shares in H1 FY25
- Actively exploring opportunities to deploy surplus capital via strategic opportunities, enhancing Tyro's product delivery, and/or return of capital



STATUTORY PROFIT SUPPORTED BY LOWER NON-RECURRING ITEMS

Statutory profit before tax (\$m)



- Profit before tax in H1 FY25 includes a \$1.7m impairment of intangible assets related to banking platform software
- H2 FY25 profit before tax will likely decline vs PCP due to the non-recurrence of c.\$10m one-off from compensation and remediation in H2 FY24

¹ EBITDA and its constituent parts (gross profit, operating expenses and lending & non-lending losses), share-based payments and depreciation and amortisation are on a normalised basis. Movements in EBITDA not captured within normalised performance are captured in other movements.

² Other items includes the Bendigo intangible impairment and remeasurement of commission liability in H1 FY24, and the share of gains/losses on associates.

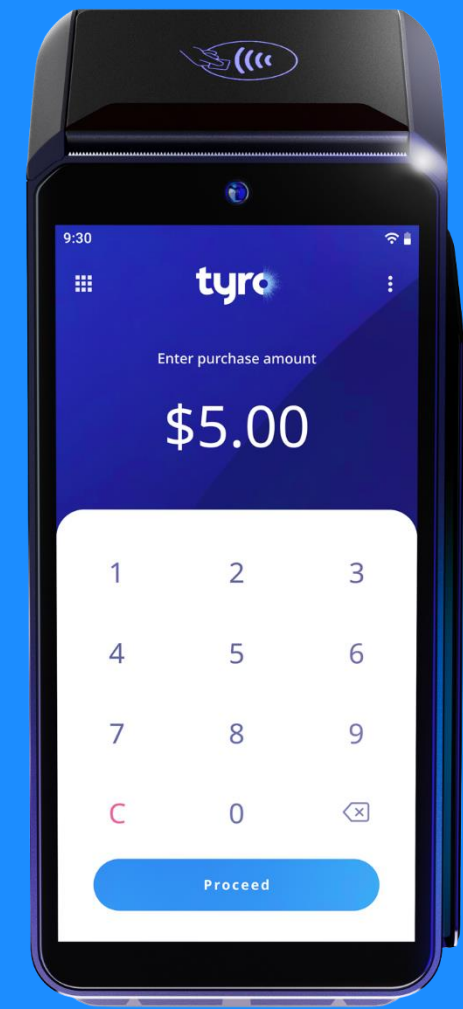
Totals based on unrounded numbers.

SUMMARY

**TOP-LINE
GROWTH**

**EBITDA MARGIN
EXPANSION**

**ON TRACK FOR
FY25 GUIDANCE**



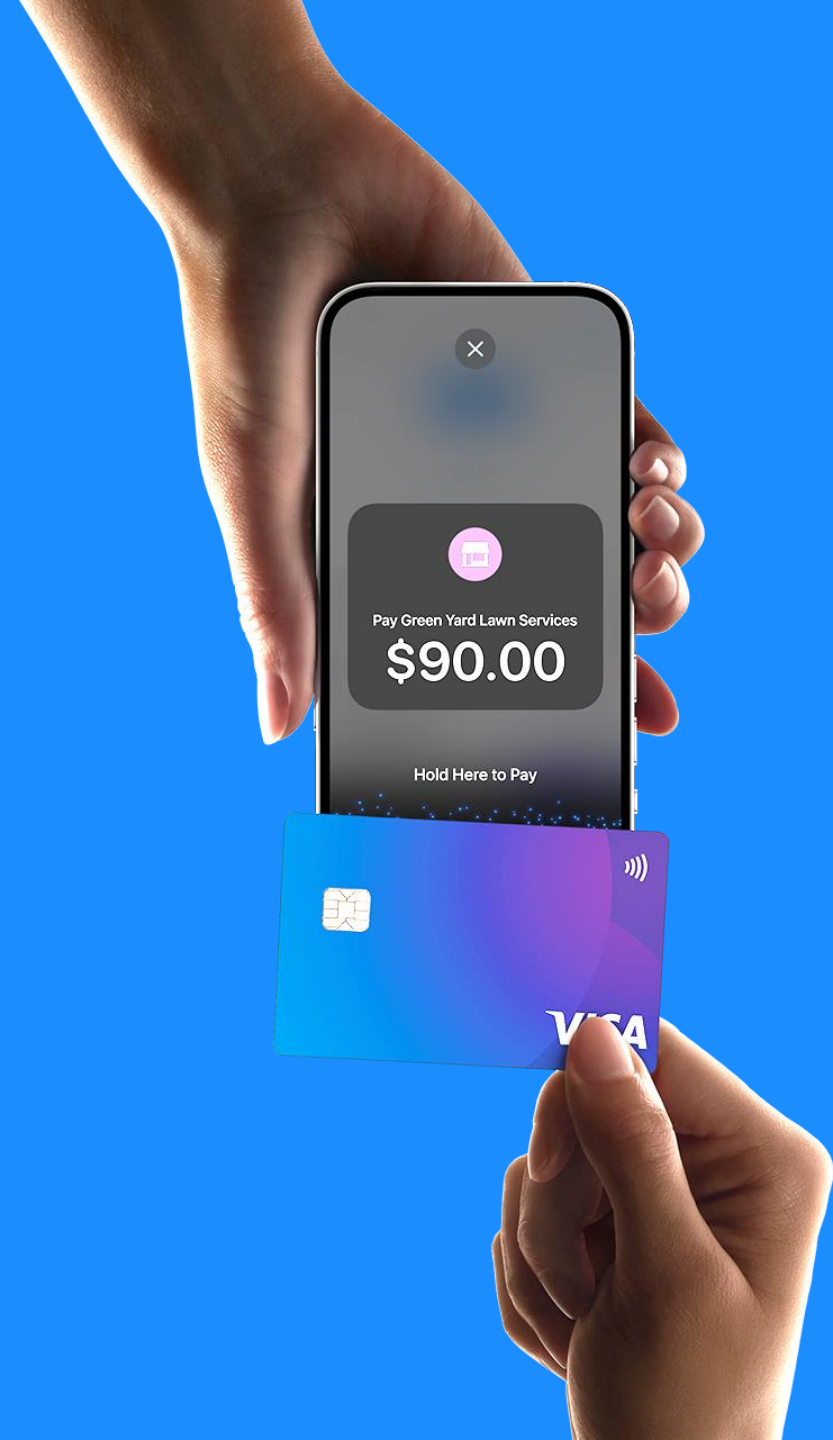


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OUTLOOK



Jon Davey
CEO and Managing Director





UNIQUELY POSITIONED TO DELIVER PROFITABLE GROWTH

WE WILL LEVERAGE OUR STRENGTHS

**SCALABLE, PROPRIETARY
PAYMENTS TECH**

**TARGETED
DISTRIBUTION CHANNELS**

**INTEGRATED PAYMENTS
AND BANKING**

TO DELIVER PROFITABLE GROWTH

**GROWTH IN
ADDRESSABLE MARKET**

**IMPROVED
CUSTOMER ECONOMICS**

**IMPROVED
PROFITABILITY**

EXTERNAL ENVIRONMENT PRESENTS OPPORTUNITIES

- Positive on changes from RBA Payments Review; see opportunities to acquire new merchants
- Improvements in economic conditions and consumer spending provide tailwind to payment volumes
- Valuable strategic opportunities exist to deploy surplus capital to build scale and create greater shareholder value

ON TRACK TO DELIVER FY25 GUIDANCE



GROSS PROFIT¹
FY25 GUIDANCE: \$218m - \$226m

EBITDA MARGIN¹
FY25 GUIDANCE: c.28%

MEDIUM-TERM TARGET:
Rule of 40 from FY26²

¹ Gross profit and EBITDA margin on normalised basis.

² Refer to FY24 Investor Briefing presentation for further detail on Rule of 40. Captures gross profit growth and EBITDA margin on normalised basis.

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Q&A



Jon Davey

CEO and Managing Director



Emma Burke

CFO



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APPENDIX



SUMMARY OF FINANCIAL PERFORMANCE

	H1 FY25 \$'000	H1 FY24 \$'000	Change %
Transaction value	21,971,420	22,173,537	(0.9%)
Revenue (normalised) ¹	248,310	237,058	4.7%
Payments direct expenses (including Bendigo Alliance gross profit share)	(135,730)	(130,792)	3.8%
Interest expense on deposits	(598)	(1,099)	(45.6%)
Total direct expenses	(136,328)	(131,891)	3.4%
Gross profit (normalised)²	111,982	105,167	6.5%
Operating expenses (excl. share-based payments and lending and non-lending losses)	(77,269)	(75,797)	1.9%
Lending and non-lending losses	(1,717)	(2,022)	(15.1%)
Total operating expenses	(78,986)	(77,819)	1.5%
EBITDA (normalised)³	32,996	27,348	20.6%
Share-based payments expense	(2,004)	(1,320)	51.9%
Depreciation and amortisation	(18,027)	(14,903)	21.0%
Impairment of intangible asset	(1,747)	-	Large
EBIT	11,218	11,125	0.8%
Other interest expense	(670)	(712)	(5.9%)
Profit before tax (normalised)⁴	10,548	10,413	1.3%
Statutory items	(292)	(5,275)	(94.5%)
Profit before tax (statutory)	10,256	5,138	99.6%
Income tax	-	-	-
Profit after tax (statutory)	10,256	5,138	99.6%

1 Normalised revenue is adjusted to exclude the gain on remeasurement of the commission liability related to the Bendigo Alliance.

2 Normalised gross profit is adjusted to reflect the Bendigo Alliance gross profit share not deducted from statutory gross profit but reflected within the movement on commission liability relating to the Bendigo Alliance.

3 Tyro uses EBITDA as a non-IFRS measure of business performance, which excludes the non-cash impact of share-based payments expense, share of gain or loss from associates, the non-cash accounting impact of the Bendigo Alliance and other one-off costs.

4 Normalised profit before tax excludes the non-cash accounting impact of the Bendigo Alliance and other one-off costs.



RECONCILIATION OF STATUTORY TO NORMALISED RESULTS

\$'000 unless stated otherwise	H1 FY25 Statutory	Normalisation adjustments		H1 FY25 Normalised
		Bendigo Alliance gross profit share	Investment in associate	
Total revenue	248,310			248,310
Payments direct expense	(130,958)	(4,772)		(135,730)
Interest expense on deposits	(598)			(598)
Total direct expenses	(131,556)	(4,772)		(136,328)
Gross profit	116,754	(4,772)		111,982
Employee benefits expense (excl. share-based payments)	(50,701)			(50,701)
Licencing, hosting and communication costs	(11,295)			(11,295)
Administrative and other expenses	(8,099)			(8,099)
Marketing expenses	(4,815)			(4,815)
Contractor and consulting expenses	(2,359)			(2,359)
Operating expenses	(77,269)			(77,269)
Lending and non-lending losses	(1,717)			(1,717)
Total expenses	(78,986)			(78,986)
EBITDA	37,768	(4,772)		32,996
Share-based payments	(2,004)			(2,004)
Share of gains from associates	63		(63)	-
Depreciation and amortisation	(22,382)	4,355		(18,027)
Impairment of intangible assets	(1,747)			(1,747)
EBIT	11,698	(417)	(63)	11,218
Other interest expense	(1,442)	772		(670)
Net profit before tax	10,256	355	(63)	10,548



FINANCIAL POSITION

\$'000 unless stated otherwise	31 December 2024	30 June 2024
Assets		
Cash and financial investments ¹	155,449	165,042
Loans to merchants	38,838	39,325
Property, plant and equipment	55,851	51,334
Intangible assets and goodwill	91,239	97,772
Right-of-use assets	21,830	23,630
Other current assets	48,364	49,764
Other non-current assets	24,654	24,591
Total assets	436,225	451,458
Liabilities		
Deposits	89,151	88,882
Commissions payable to Bendigo Bank	55,031	59,031
Other current liabilities	47,461	66,148
Non-current liabilities	27,805	29,723
Total liabilities	219,448	243,784
Equity		
Contributed equity	275,988	279,466
Accumulated losses and reserves	(59,211)	(71,792)
Total equity	216,777	207,674

¹ Cash and financial investments excluding equity investments.



FREE CASH FLOW

\$'000 unless stated otherwise	H1 FY25	H1 FY24	Change
Operational cash flows			
EBITDA	32,996	27,348	5,648
Non-cash adjustments	(1,257)	600	(1,857)
Capital expenditure	(17,353)	(15,014)	(2,339)
Rent payments	(2,292)	(2,139)	(153)
Working capital movements	(3,124)	(428)	(2,696)
Free cash flows in the course of normal business¹ (before banking)	8,970	10,367	(1,397)

¹ Free cash flow is calculated before changes in banking funds and timing differences relating to net scheme receivables. It is calculated as EBITDA before share based payments adjusted for non-cash items in Tyro's working capital movements, statutory adjustments (including rent payments) and capital expenditure including internally generated intangibles. Terminal capital expenditure includes both new and replacement terminals.

SUPPLEMENTARY INFORMATION: PAYMENTS



Performance by vertical	Transaction Value (TTV)				Merchant Count		
	H1 FY25 \$'million	H1 FY24 \$'million	Change %	Proportion of H1 FY25 TTV	H1 FY25 #	H1 FY24 #	Change %
Hospitality	9,058	9,455	(4.2%)	41.2%	15,955	16,333	(2.3%)
Retail	5,314	5,393	(1.5%)	24.2%	10,586	10,850	(2.4%)
Health	3,648	3,139	16.2%	16.6%	25,277	18,716	35.1%
Service/Other	1,733	1,704	1.7%	7.9%	9,206	8,917	3.2%
Tyro core	19,753	19,691	0.3%	89.9%	61,024	54,816	11.3%
Bendigo	2,218	2,483	(10.7%)	10.1%	12,535	13,964	(10.2%)
Total	21,971	22,174	(0.9%)	100.0%	73,559	68,780	6.9%

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THANK YOU

