

Opy USA Market Update.



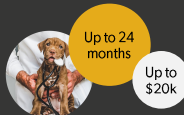
Michael Eidel, Group Chief Executive Officer and Managing Director

Brian Shniderman, Global Chief Strategy Officer & US Chief Executive Officer

October 2021

Opy USA Update **Executive Summary**

Diversified Global Fintech



- The most flexible installment plans in the market, partnering with merchants for fit-for-purpose solutions (OpyPay)



- End-to-end B2B trade account management for leading corporates, via a SaaS solution with no balance sheet risk to Opy (OpyPro)

Differentiated US Proposition

- Larger and longer than the pay-in-four BNPLs
- More responsible than traditional credit
- Targeting high-ATV verticals underserved by the competition:



Health / Dental



Veterinary



Education



Auto Repair



Home Repair



Big Ticket

Ready to Launch

- ✓ Unquestionable financial backing (equips Opy with a US\$271.4 million receivables facility)
- ✓ Accelerated access to the US market (enables Opy to offer loans across the US, including those with fees)
- ✓ Tailor-made risk solutions for the US (enables Opy to extend low-cost loans to a greater number of consumers)



Ready to Scale

- ✓ Distributes OpyPay to more than 2,500 healthcare providers and 1,200 veterinary clinics in the US
- ✓ Enables OpyPay on Everyware, making Opy the first US BNPL offering Pay-by-Text
- ✓ Distributes OpyPro to more than 2,000 enterprise-grade Kyriba clients world-wide



ready to launch

The better version of BNPL

We provide longer, larger, customized installment plans in verticals we own and can make a true difference, with a mission to change the way people pay, for the better

The Lower Cost Alternative.



Up to
\$20k

Up to 24
months

Diversified to trade credit

We eliminate manual processes to create
a frictionless B2B buying experience to
increase working capital, accelerate
growth at scale and improve supplier-
buyer relationships.

The B2B Solution of Choice.

B2B
Tech

Capital
light
SaaS



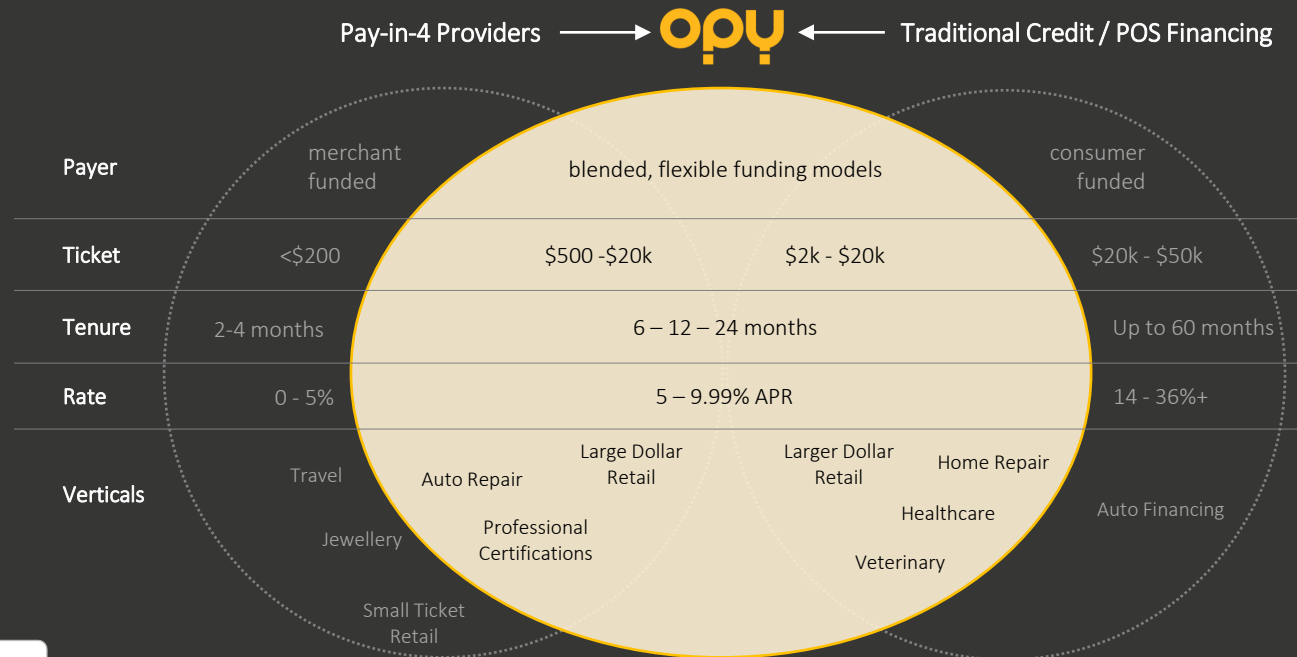
Differentiated US strategy

In the US, we offer flat fee products that are:

- larger and longer than pay-in-four (up to \$20k and 24 months)
- more responsible than traditional credit
- embedded in chosen high-ATV verticals

"As many as 111 million U.S. consumers want to use BNPL plans for purchasing high-value products and services."

- The Next BNPL Horizon, PYMNTS.COM and AWS

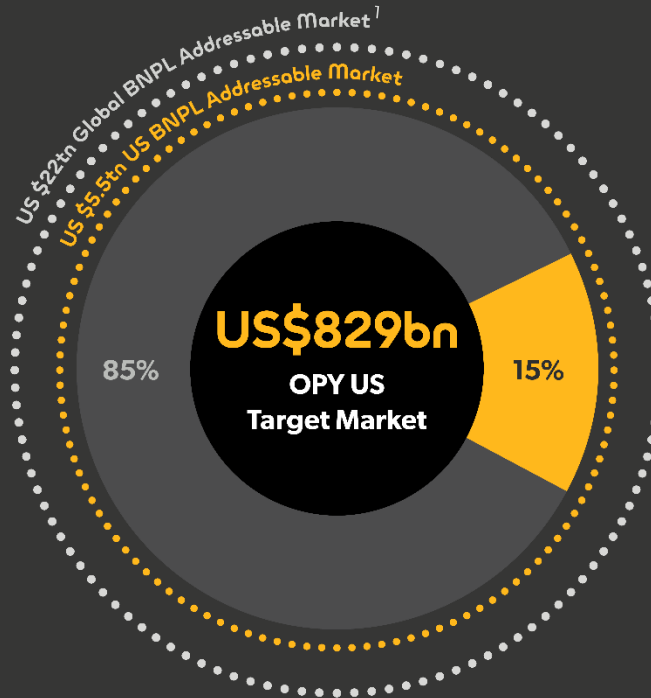


Opy closes the gap between BNPL fintech and traditional credit – targeting unserved verticals with high average transaction value

Untapped US verticals

We've already begun tapping into a massive addressable market

- lucrative verticals with high transaction values (\$1,000+)
- complacent competition charging >36% APR on continuously revolving products
- access to big-ticket retail through known, low-risk customers



Target Verticals

underserved by BNPL fintechs and occupied by complacent incumbents



Healthcare
\$218bn⁹⁻¹³



Education
\$89bn¹⁴⁻¹⁶



Auto Repair
\$65bn¹⁶



Home Improvement
\$78bn⁸

Pivot to big-ticket.....



Big-Ticket Retail
follow good customers to vertical complements
\$379bn²⁻⁷

1. Barclays Research, 2021: Buy Now, Pay Later: Global Uptake Points to a Long US Growth Runway 2. IBIS 3. CNBC 4. IBIS 5. IBIS 6. IBIS 7. IBIS 8. Census 9. IBIS 10. World Bank 11. Assumption based on UK Market 12. IBIS 13. IBIS 14. IBIS 15. PR News 16. IBIS 17. IBIS Note: Addressable market in the US comprises of Total Retail Commerce, Out of Pocket Healthcare (including vet care), Home Improvement services, Education Services, Auto Repair and Maintenance Services

Imminent US launch

Our go-to-market
strategy now
complete, we're
ready to embark
on our US growth
in October



Unmatched team

25+ senior executives
in fintech, payments



Localized solution

Opy adapted to fit US
regulations & needs



Regulatory permission

cross river



Marquee funding

Goldman Sachs **ATALAYA**



Customized risk models

experian



Scaled payment partners

worldpay
from FIS



Scaled distributors

ezyVet **EVERYWARE**
PatientNow **kyriba**
PRACTICE WITH PURPOSE

Unmatched US leadership

We've assembled the best team in US fintech – with decades of experience in payments, banking, fintech, regulatory, and retail.

selected team member experiences



Global Management



Michael Eidel
CEO

fmr MD, Credit Suisse, CommBank, McKinsey



Ed Bunting
COO & GC

fmr GC, Meydan Group Solicitor, Ashurst



Brian Shniderman
US CEO, Global CSO

fmr Senior Partner, Deloitte 30-yr payments veteran



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fmr CFO, CommBank, ANZ Bank, GE Capital



Tim Lewis
CTO

fmr CTO, eNett, WEX, Experian

Strategic Advisors

US Management



Efrat Vellen
US CO

fmr SVP, Deloitte AppCard, Merrill



Gary Stein
Chief Product & Compliance

fmr Dep Asst Dir, CFPB 30 years in payments



Michele Raneri
Data

fmr VP, Experian Sr Director, Citi



Kim Schwendeman
Partnerships

fmr SVP, Elavon Suntrust, WorldPay



Brett Adams
Product

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Doug Gross
CEO, NGDADA fmr Exec Dir, FIS



Troy Carrothers
fmr SVP, Kolhs VP, Citi



Mark Erhardt
fmr SVP, Fifth Third 25+ years banking



Ian Footitt
fmr Senior Partner, Deloitte

Unquestionable financial backing

Goldman Sachs &
Atalaya Capital Partners

- Triples Opy's credit facilities to support its US scale
- Provides US\$271.4 million receivables warehouse facility
- Large, competitive facility with marquee lenders that takes advantage of established and efficient capital markets
- Goldman Sachs provides Opy with senior financing allowing Opy to offer affordable products
- Atalaya allows Opy to increase leverage against the same pool of assets, reducing the equity needed to fund the portfolio
- Enables Opy to offer affordable financing rates to US consumers

Goldman
Sachs

OPY

ATALAYA

Accelerated access to the US market

Partnership with
Cross River Bank

- Fast-tracks Opy's ability to provide OpyPay consistently across the US
- Enables a balanced and sustainable business model including a mix of responsible consumer fees and flexible merchant fees
- Enables Opy to offer closed-end consumer loans up to US\$20,000, with terms up to 24 months
- CRB underwrites the loan using Opy's risk models, its own credit underwriting and regulatory framework
- Opy services the loan, retaining control of the consumer experience



Tailor-made risk solutions for the US

Customized decision
tools for the US market

- Enables Opy to manage risk, guide users to make better financial decisions, and extend low-cost and more affordable and transparent loans to a greater number of consumers
- Partnership to design custom tools fit for purpose for Opy that entail risk, decisioning, BI, AI, and growth analytics – leveraging over 20 industry leading solutions
- Will generate a unique Opy score for approved customers, including a First Step program for those who don't qualify for Opy on their first application – but may in the future
- Opy will report and furnish data to help consumers ladder up their credit score, which increase their credit options



Over 1,200 veterinary providers

Access to 25% of
the veterinary
cloud software
market via ezyVet

- Distributes OpyPay through a leading practice management platform used by over 1,200 US veterinary hospitals and clinics
- Global reach to over 40,000 licensed users and 2,000 practices
- Specialty veterinary market in the US has much higher transaction sizes due to medical technology and innovation (e.g., MRI, CT scans, ultrasounds, reconstructive surgery)
- Will feature full-scale integration with partner practices to deliver Opy's flexible payment plans



ezyVet



**Over 2,500
healthcare
providers**

Vertical reach into
health with PatientNow

- Distributes OpyPay through a leading practice management platform used by over 2,500 healthcare providers in the US
- Gains immediate access to Healthcare, including higher-cost, fast-growing treatments (e.g., elective life-changing procedures)
- Will feature full-scale integration with partner practices to deliver Opy's flexible payment plans
- Partner's patient-centric approach consistent with Opy's values

PatientNow
PRACTICE WITH PURPOSE



Distribution via SMS payments

The first US BNPL
offering Pay-by-Text,
via Everyware

- Distributes OpyPay through the market-leading contactless payments and customer solutions company including Pay by Text (SMS)
- Partnership to co-market OpyPay to Everyware's extensive merchant footprint in verticals such as healthcare and automotive
- Addresses the 69% percent of US consumers who would be more likely to pay bills on time, if they were presented via SMS

EVERYWARE®



Significant OpyPro channel partnership

Distribution via Kyriba
treasury management

- Distributes OpyPro to more than 2,000 enterprise-grade Kyriba clients world-wide, via an established treasury management solution
- Strategic partnership to introduce the OpyPro SaaS solution for B2B payments to Kyriba clients to improve their working capital performance and strengthen customer relationships
- Expands the reach of OpyPro throughout the US market

kyriba®

opy

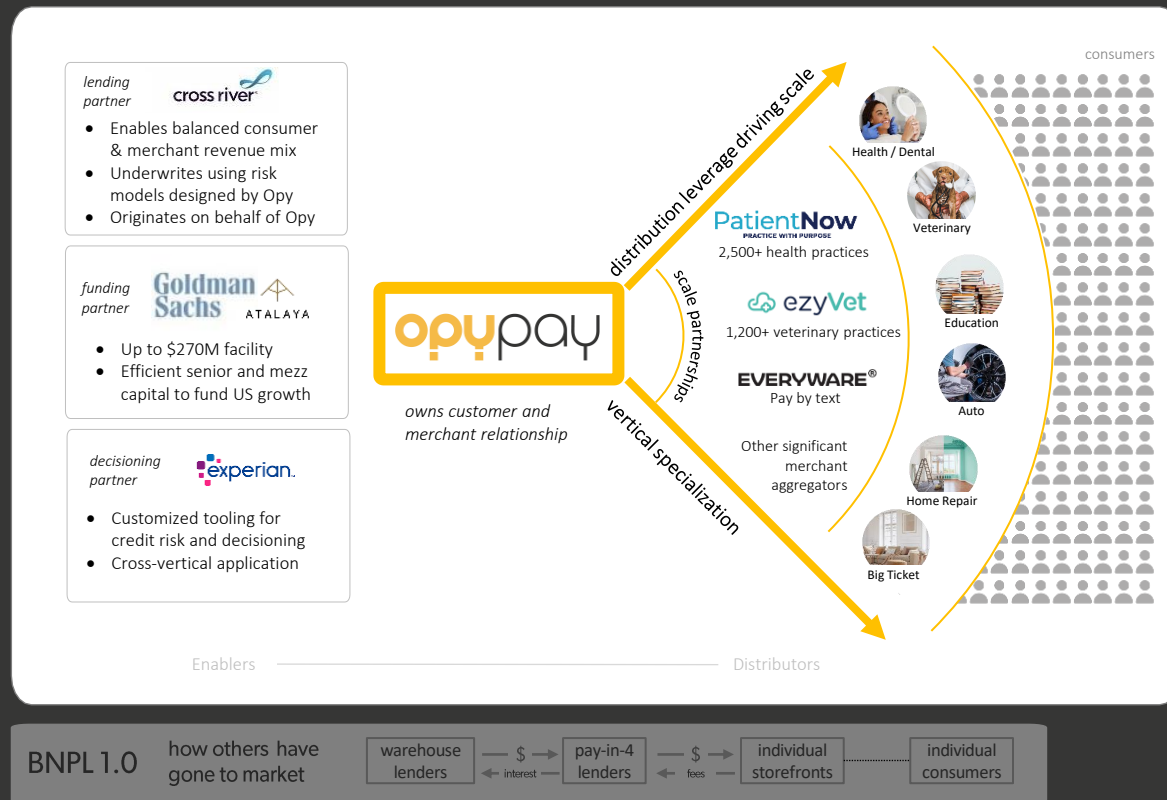
OpyPay formula for massive scale

Unlike Pay-in-4s, we distribute through partners with massive merchant footprints, and we're powered by expert partners

Example leverage models—how we efficiently access millions of OpyPay customers

1 dental service	1 US insurer
x 1,000 dentists	x 100k doctors
x 1,500 patients	x 800 patients
1.5 million consumers	80 million consumers

BNPL 2.0: how Opy drives massive efficient scale in the US

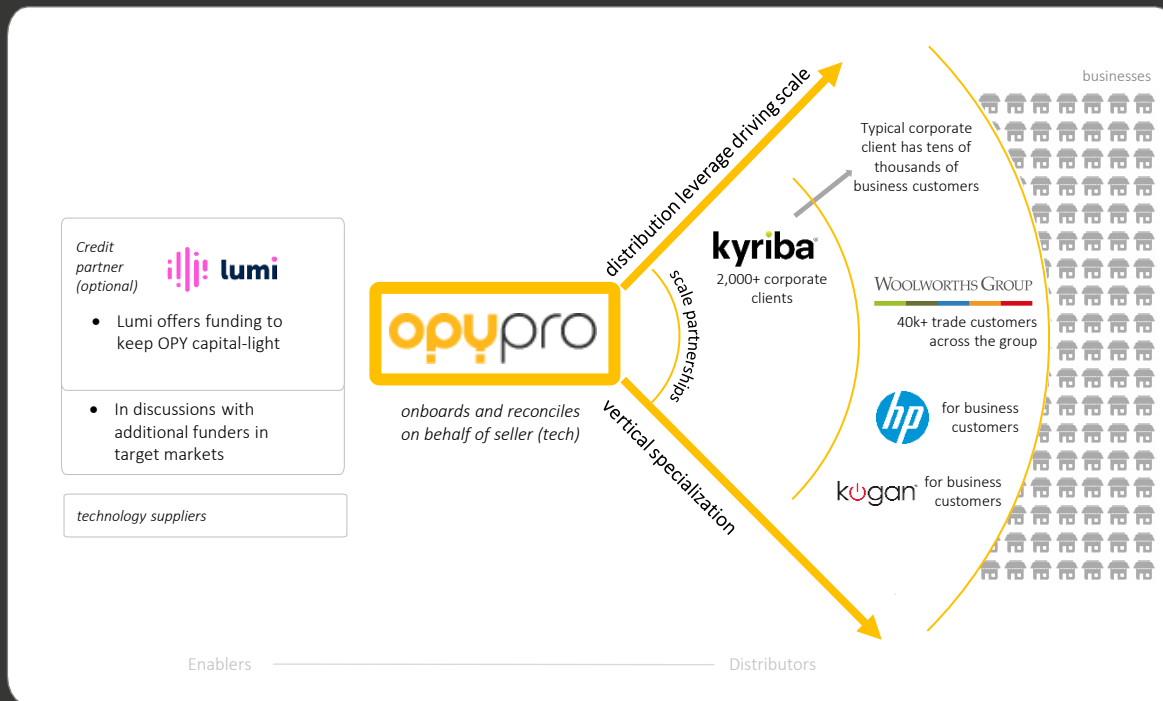


OpyPro formula for B2B scale

Business Account Management SaaS solution to simplify your trade accounts

- Business customers can start shopping 'on account' straight away, online and in-store.
- Automated digital onboarding and credit checks for business customers in under 10 minutes.
- Simple, automatic reconciliation of customer payments and accounts
- Pure SaaS – capital light, high margin, no risk to Openpay

OpyPro Leverage Model (Global)



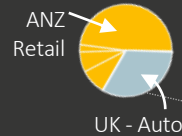
Transforming Opy over 3 years post US launch

Our US ambitions to transform and grow Opy by orders of magnitude

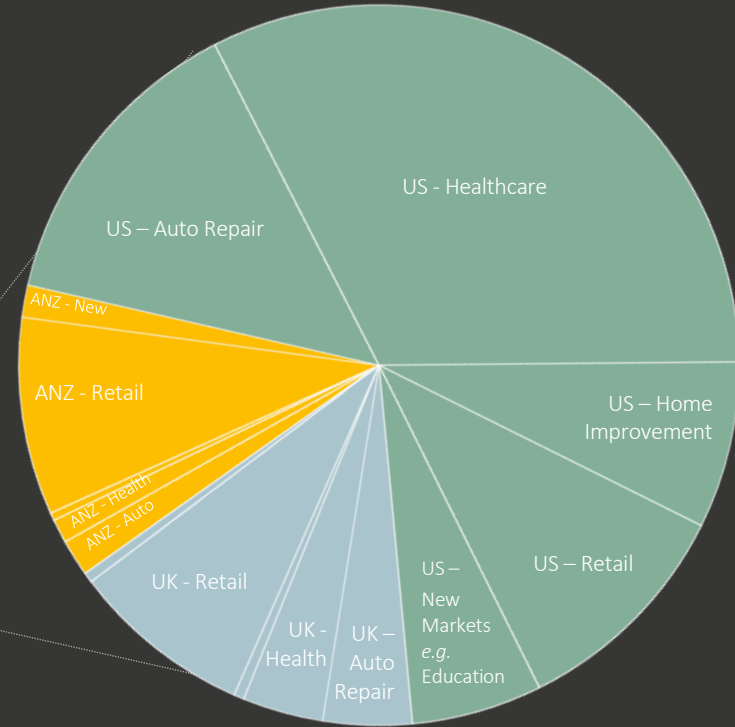
Growth drivers:

- Targeted average transaction value >US\$1,000—via high ticket verticals
- Efficient distribution through partners e.g., ezyVet, PatientNow, Everywhere
- Streamlined cost base over a significantly increased total transaction value
- Efficiencies via financial partners e.g., Cross River, Goldman Sachs, Experian
- OpyPro growth (capital light; pure SaaS) through partners e.g., Kyriba, HP

FY21



Future Target Addressable Market Capture





mal use only

Shoulder surgery for Mike

Accounting classes for Eva

New alternator for the car

New kitchen for the family

Trade finance for the family business

Soccer club for Brianna

Teeth cleaning for Opy

mal use only

We can't wait
for what's to come.



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