



Money in Motion

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Brisbane QLD 4000

EML Payments Limited

27 October 2021

ASX Market Announcements

20 Bridge Street
SYDNEY NSW 2000

INVESTOR BRIEFING

EML PAYMENTS LIMITED (ASX: EML) (“EML”) provides the attached investor briefing.

EML’s Managing Director & Group CEO, Tom Cregan and Group CFO, Rob Shore will present the attached briefing for shareholders and the investment community at:

- Goldman Sachs Fifth Annual Virtual Emerging Technology Conference on Thursday 28th October 2021.

About EML Payments Limited

EML provides an innovative payment solutions platform, helping businesses all over the world create awesome customer experiences. Wherever money is in motion, our agile technology can power the payment process, so money can be moved quickly, conveniently and securely. We offer market-leading programme management and highly skilled payments expertise to create customisable feature-rich solutions for businesses, brands and their customers.

Come and explore the many opportunities our platform has to offer by visiting us at: [EMLPayments.com](https://emlpayments.com)

This announcement has been authorised for release by the Company Secretary.

For further information, please contact:

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Group CFO

EML Payments Limited (ASX: EML)

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EMI.

OCTOBER 2021

Investor Briefing

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Mission.

We create awesome, instant and secure payment solutions that connect our customers to their customers, anytime, anywhere, wherever money is in motion.

Vision.

To offer customers a feature rich, fully embedded payment solution, via a simple, single touchpoint.

Purpose.

Inspiring transformative digital change for our customers and communities.

Important Notice

This investor presentation has been prepared by EML Payments Limited ABN 93 104 757 904 (EML) and is general background information about EML’s activities current as at the date of this presentation. This information is given in summary form and does not purport to be complete.

Information in this presentation should not be considered as advice or a recommendation to investors or potential investors in relation to holding, purchasing or selling securities and does not take into account your particular investment objectives, financial situation or needs. Before acting on any information you should consider the appropriateness of the information having regard to these matters and seek independent financial advice. An investment in EML securities is subject to known and unknown risks, some of which are beyond the control of EML. EML does not guarantee any particular rate of return or the performance of EML.

This presentation may contain forward looking statements including statements regarding our intent, belief or current expectations with respect to EML’s businesses and operations, market conditions, results of operation and financial condition, capital adequacy, specific provisions, contingent liabilities and risk management practices. Readers are cautioned not to place undue reliance on any forward looking statements. Unless otherwise specified all information is for the twelve months ended 30 June 2021 ("FY21"), and is presented in Australian Dollars. Unless otherwise stated, the prior comparative period refers to the twelve months ended 30 June 2020 ("FY20").

Disclaimer

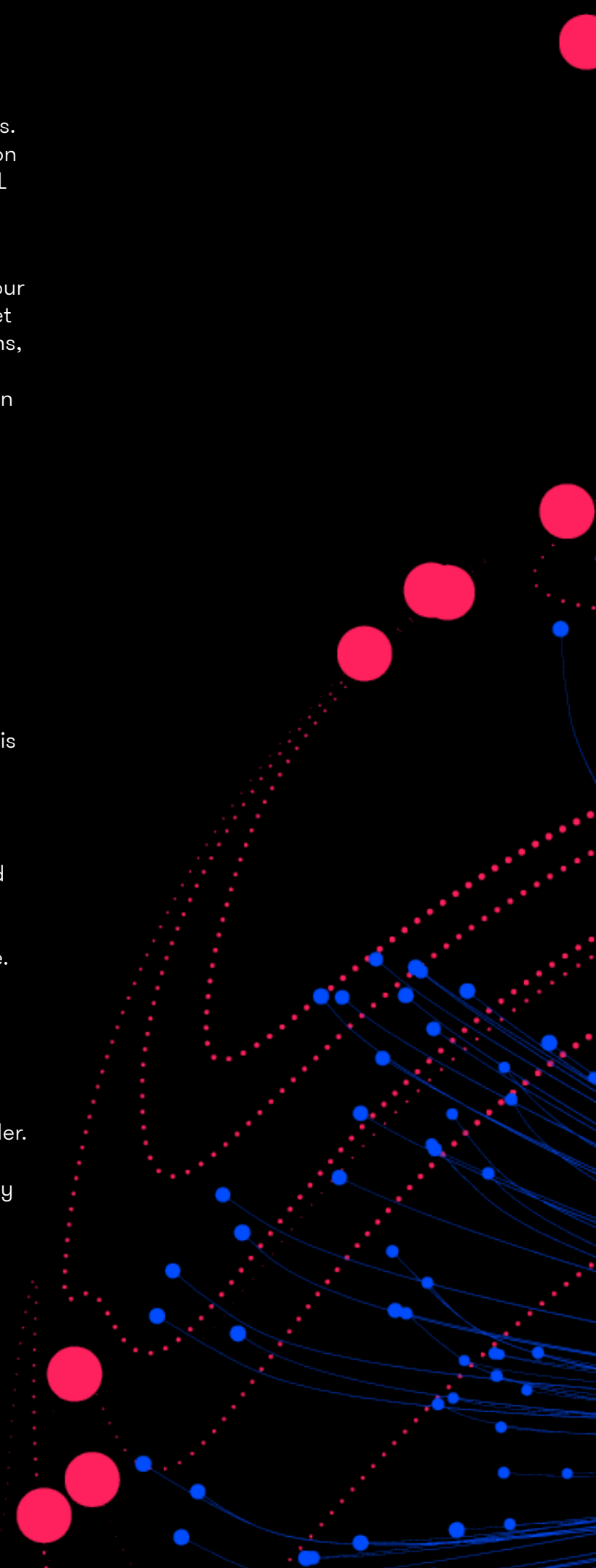
The information contained in this update is provided for general information purposes and is a summary only. The content of the update is provided as at 28 October 2021. Given the uncertain, unpredictable and volatile nature of business and economic conditions across the world as a consequence of the COVID-19 pandemic, and the significant influence of some third parties (such as regulators) on the business, reliance should not be placed on the content of this presentation or opinions contained in it. Further, subject to any legal obligation to do so, EML does not have any obligation to correct or update the content of this presentation.

The update does not and does not purport to contain all information necessary to make an investment decision, is not intended as investment or financial advice (nor tax, accounting or legal advice), and must not be relied upon as such. The update is of a general nature and does not take into consideration the investment objectives, financial situation or particular needs of any particular investor. Any investment decision should be made solely on the basis of your own inquiries, including inquiries beyond the scope and content of this update. Before making any investment in EML, you should consider whether such an investment is appropriate to your particular investment objectives, financial situation, risk appetite and needs. EML is not licensed to provide financial product advice in respect of its shares.

About Us

At EML we develop tailored payment solutions for brands to make their customers lives simpler. Through next-generation technology, our portfolio of payment solutions offers innovative options for disbursement payout’s, gifts, incentives and rewards. We’re proud to power many of the world’s top brands and process \$20 billion in GDV each year across 27 countries in Australia, EMEA and North America. Our payment solutions are safe and secure, easy and flexible, providing customers with their money in real-time. We know payments are complex, that’s why we’ve made the process simple, smart and straightforward, for everyone.

For more information on EML Payments Limited, visit: emlpayments.com This ASX announcement has been authorised for release by the Board.



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EMI.CON
GLOBAL

THE FUTURE OF PAYMENTS

2021 18 — 19
NOVEMBER

NORTH AMERICA | EUROPE & UK | AUSTRALIA

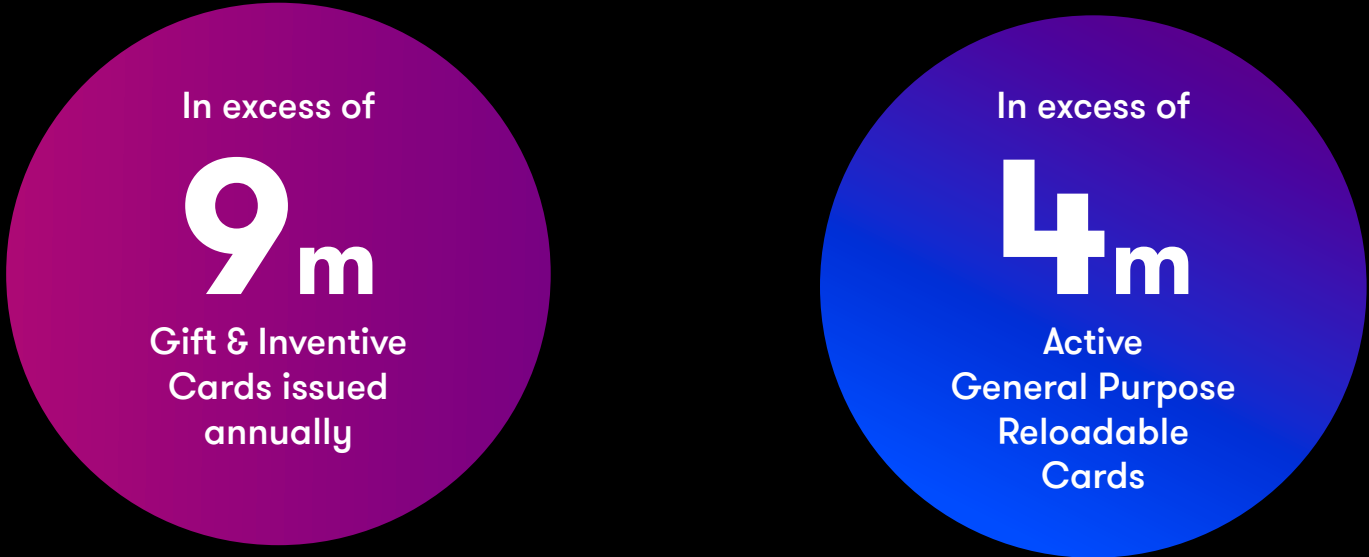
About Us

EML is an ASX listed (ASX: EML) Payments Technology company operating proprietary processing platforms that enable Fintech disruption

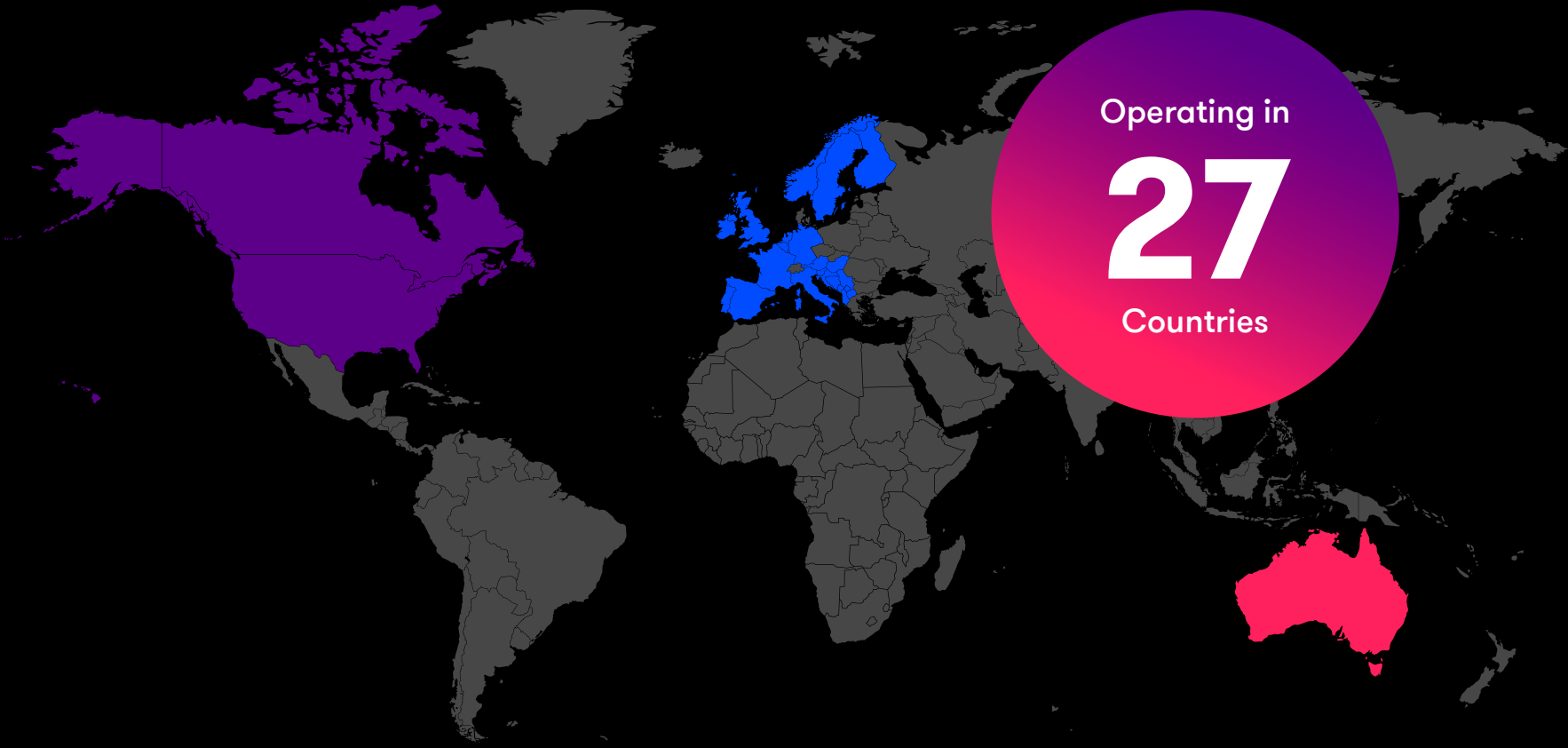
Group GDV
\$19.7bn

5 Year GDV CAGR
82%

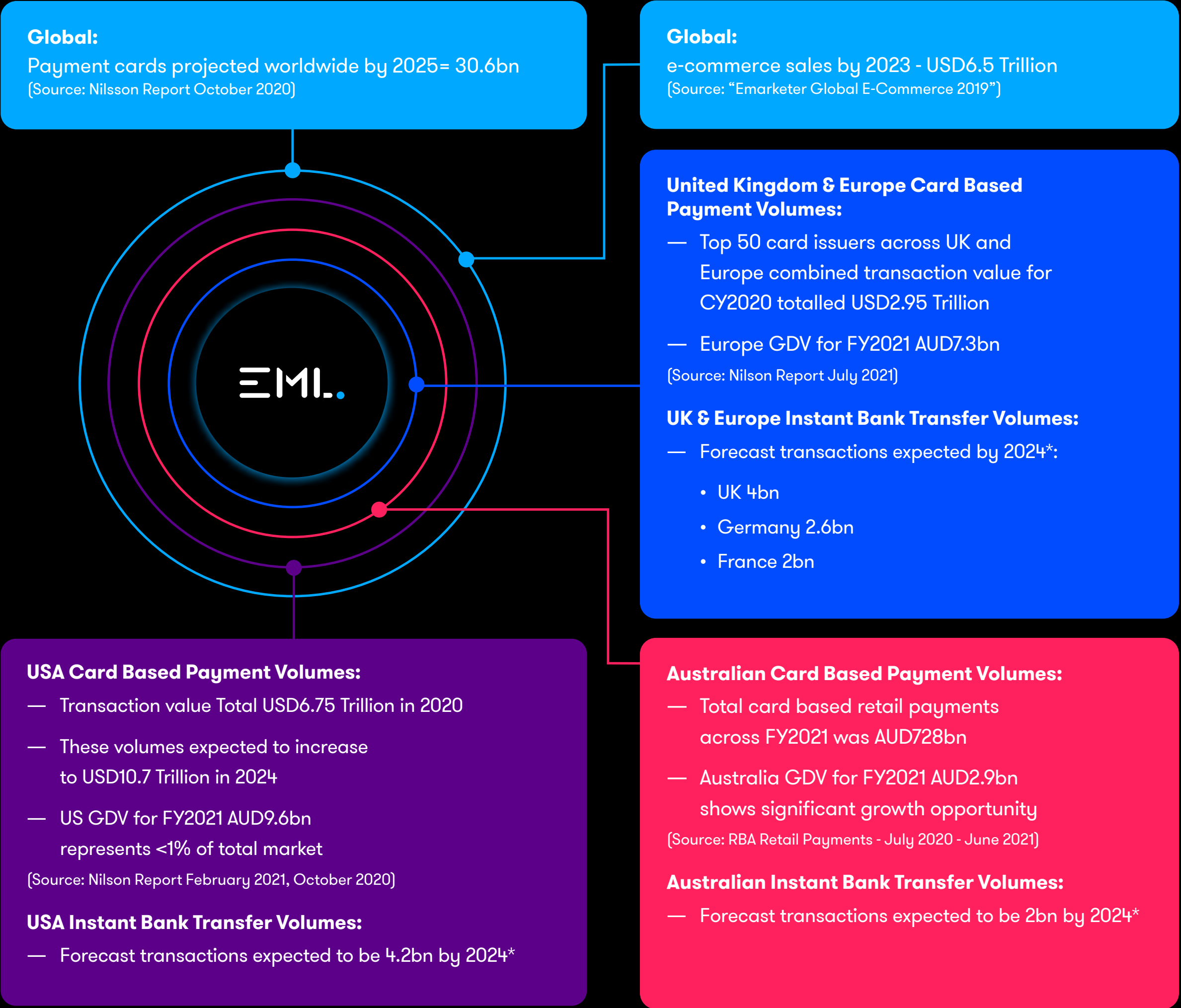
5 Year EBITDA CAGR
60%



We operate across the Globe



We operate in a trillion dollar industry



*Source: Mordor Intelligence, Real-time Payments Market, <https://www.mordorintelligence.com/industry-reports/real-time-payments-market>; ACI, Prime Time for Real-time Payments, https://go.aciworldwide.com/rs/030-ROK-804/images/ACI_Prime_Time_for_RealTime_Report.pdf

Our Journey

Incentives & PVL*
B2B & B2C
Cards



Launch
of GPR
in Australia

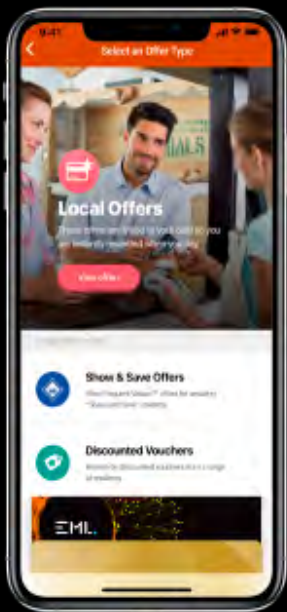


Launch of GPR in
UK and Europe
Mastercard licence



Launch of GPR in
North America
Launch of Mobile
Rewards

Expansion into
Scandinavia



Launch of largest
European mall program
Expand into Poland
Expanded technology use cases
Delegated authority
Instant mobile gift



Launched Corporate
Growth Strategy



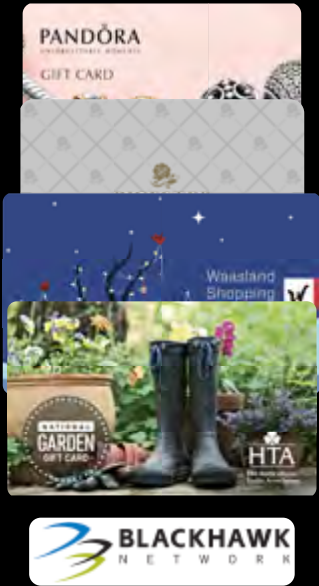
EML launches EML
Finlabs. Investing
in technology
partnerships:



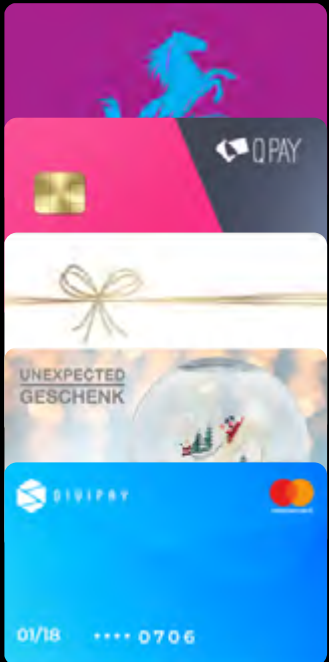
2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021



Heritage-Issued
Visa Integration



Expansion into the
UK and Europe



Expansion into the
USA and Canada
Obtain MC licence
in Australia



Launch of
mobile payments
Obtain E-money
licence in Europe



Acquisition of Prepaid
Financial Services (PFS):
Multi Currency
Payments as a Service
Banking as a Service



Acquired Sentenial
Group



* Issuing and Processing PVL programs since inception.

Experienced Management Team



Tom Cregan

Managing Director
& Group CEO



Rob Shore

Group Chief
Financial Officer



David Curneen

Group Chief
Operating Officer



Sarah Bowles

Group Chief
Digital Officer



Andrew Betts

Group Chief
Risk Officer



Kristen Shaw

Group Chief
People Officer



Paul Wenk

Group General
Counsel



Eric Mettemeyer

Group Chief Corporate
Development Officer



Richard Anderson

Group Chief
Revenue Officer



Jason Nadler

Group Chief
Technology Officer



Rachelle St Ledger

CEO Australia



Nikki Evans

CEO Europe



Ailie Kofoid

CEO Americas



Sean Fitzgerald

CEO Sentenial



Brian Hanrahan

Chief Commercial
Officer Sentenial

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A Unique Difference



Proprietary Processor

- Issuer (not in US)
- Processor
- Program Manager
- Rare to have all three from one company
- eMoney License



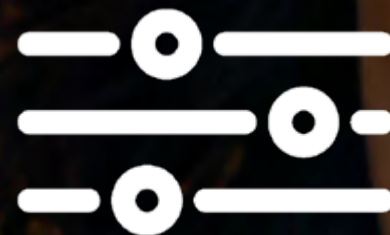
Agile

- Being quick and responsive
- Bespoke solutions
- Prepaid specialists
- Global Personnel Coverage



Innovation

- Dual wallet card
- Pays
- Merchant coalition
- Instant issuance
- Constantly evolving product suite aimed at eliminating friction points by being quick and responsive



Tailored

- White labeled customised offering
- Merchant restrictions RAN
- Transactions delegation authority
- Self Issuance
- Commercial model



Operational Execution

- Diligence and commitment to local support
- Full end to end solution comprising issuing, processing, fraud monitoring, treasury, regulatory, customer support and account management

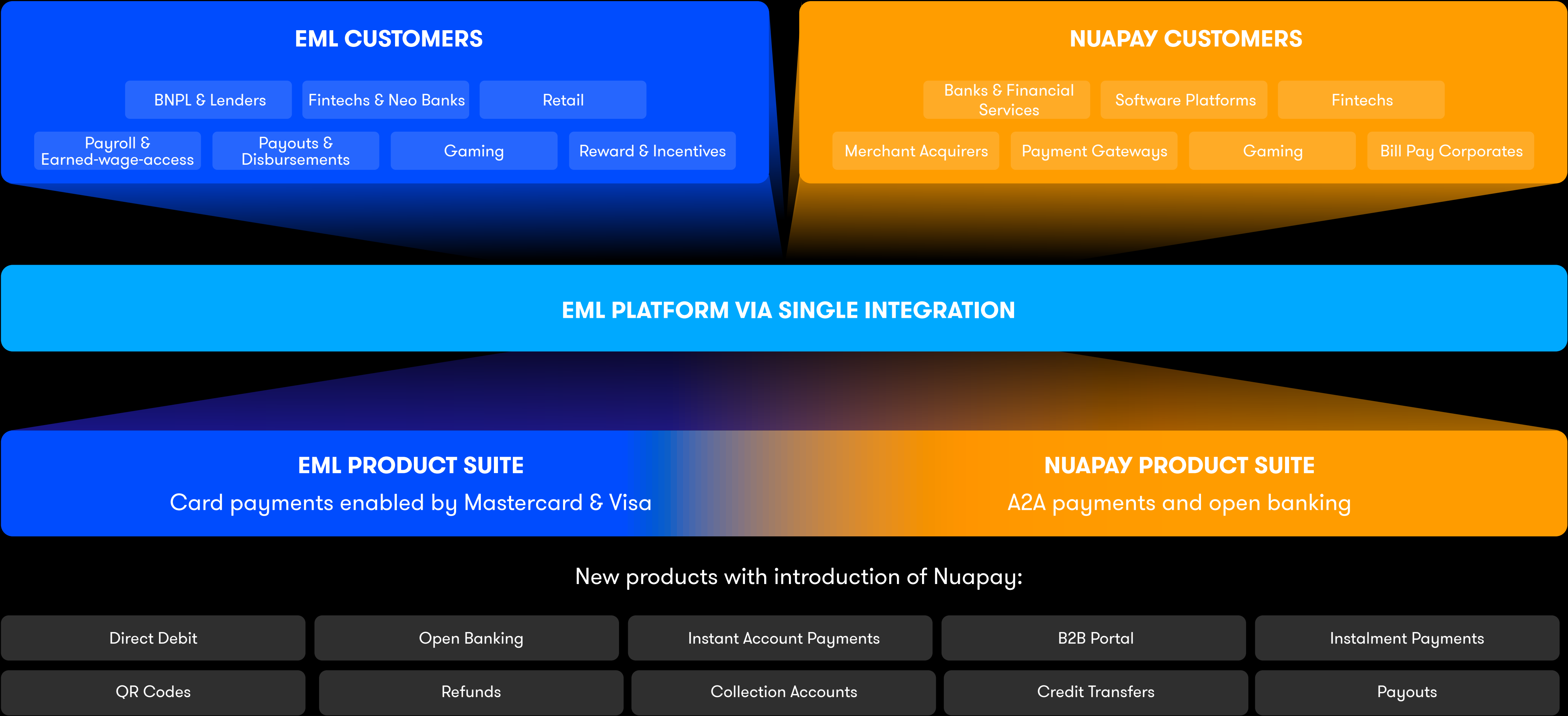


Global Partnerships

- Local team networks
- High level system integrations
- Long-term exclusive contracts
- Major brands have benefited in multiple market roll outs and avoided needless third party integrations

A World-first Platform Offering Customers Ultimate Choice

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Business Model - Barriers to Entry

End to end

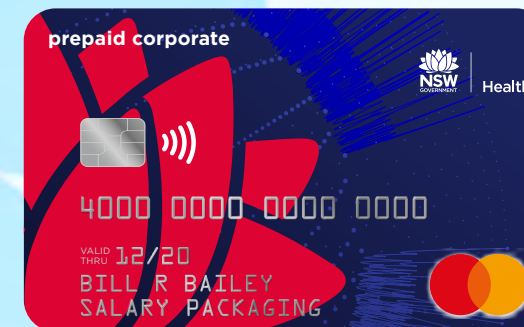
End to End payment processing platform
(card issuing, transaction processing, fraud control, settlement and reconciliation)



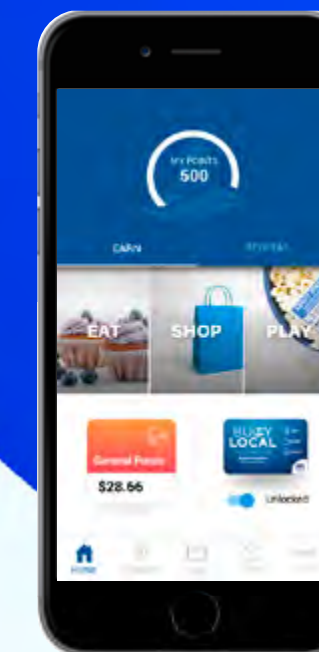
Non-reloadable



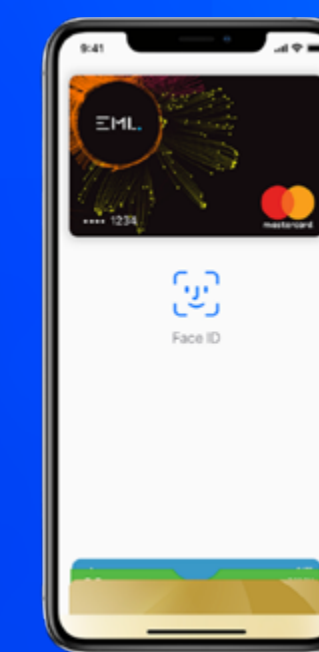
Virtual



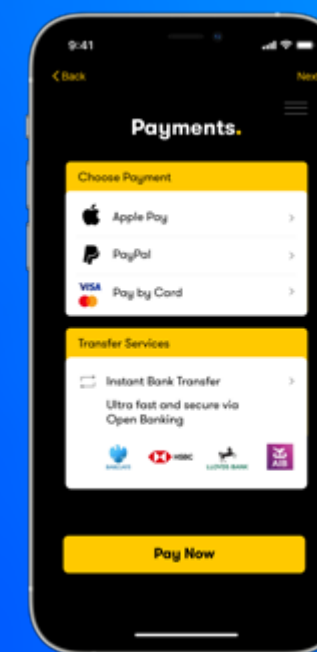
Reloadable



Mobile Merchant Rewards



Mobile Payments



Open banking



Regulatory and compliance across the globe

5 Issuing bank agreements

>50 Regulations / laws

>20 Compliance with regulatory authorities

7 Major licences

- AFS Licence (Australia)
- Mastercard membership (Australia, UK & Europe)
- E-Money Licence FCA (United Kingdom)
- 2 x E-Money Licence CBol (Ireland)
- Payments Institution Licence FCA (United Kingdom)
- Payments Institution Licence ACPR (France)

People

540 Employees servicing 27 countries

150 Over 150+ years fin services experience in group leadership team

Information Technology

3 In-house, prepaid, processing platforms

LEVEL 1 PCI-DSS Level 1 compliant

6 Data Centres

~\$70m Over ~\$70m invested in our platforms to date

25% Staff are IT based

>1,800 Bank Connections

MULTI Multi-currency, Multi-factor (Plastic, Virtual, Mobile) & Multi-lingual

Fraud Monitoring

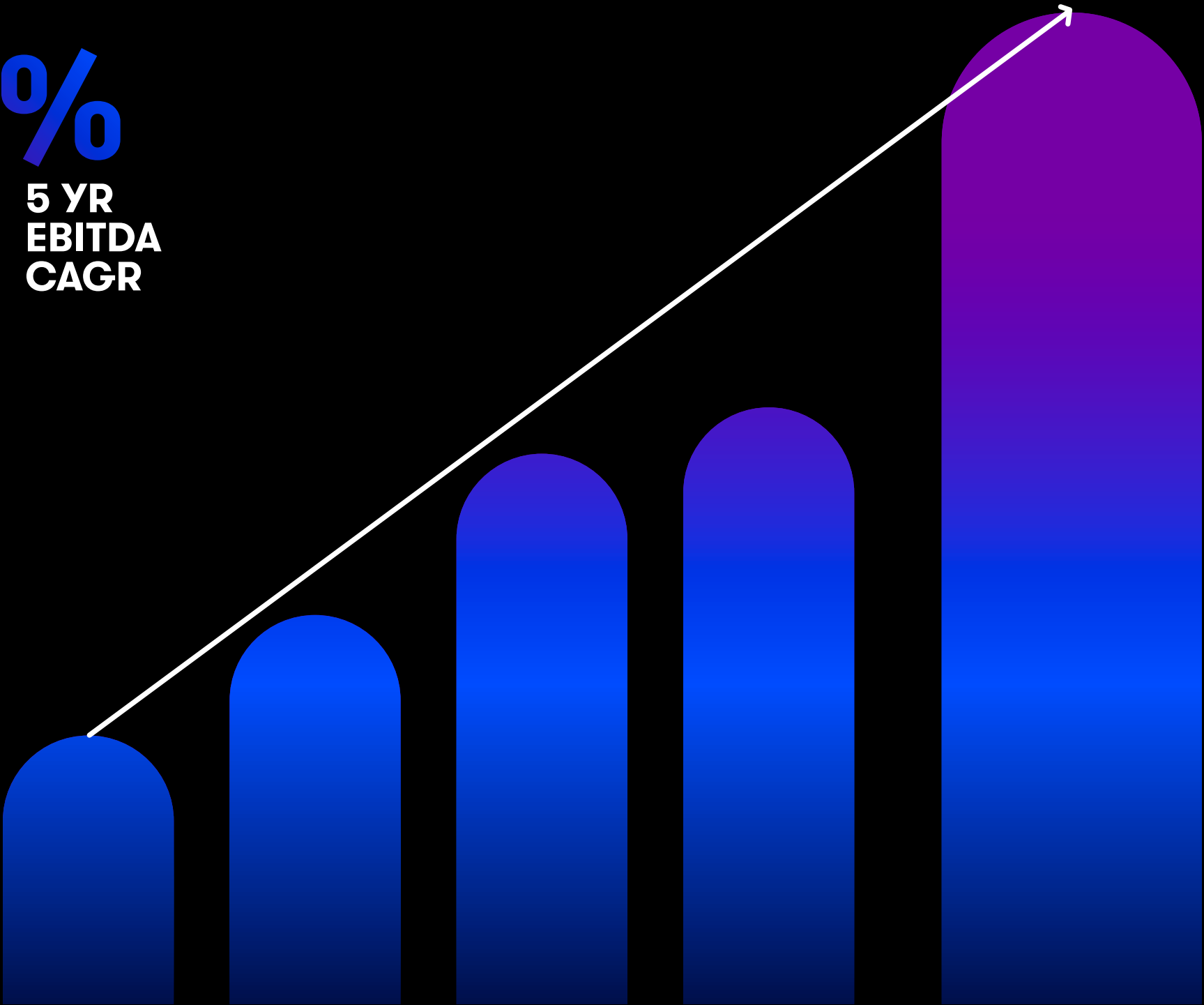
24-7 Fraud Monitoring & Detection across 14 different currencies

REALTIME ID decision & action on suspect card transactions

3D Secure Capability

Track Record of Growth

60%
5 YR
EBITDA
CAGR



	FY17	FY18	FY19	FY20	FY21
GDV	\$4.4bn	\$6.8bn	\$9.0bn	\$13.9bn	\$19.7bn
REVENUE*	\$58.0M	\$71.0M	\$97.2M	\$121.6M	\$194.2M
EBITDA	\$14.5M	\$21.0M	\$29.7M	\$32.5M	\$53.5M
HEADCOUNT	170	182	275	450	540

* Revenue is stated excluding the impacts of AASB3 Business Combinations

Business Development Momentum

Launched 144 new programs in FY21

Signed 121 new contracts in FY21:

GPR	85
G&I	33
VANs	3

Sales Pipeline

Active deals 313

GDV at maturity (3-4 Years) of \$10.5 bn+

Segment Performance

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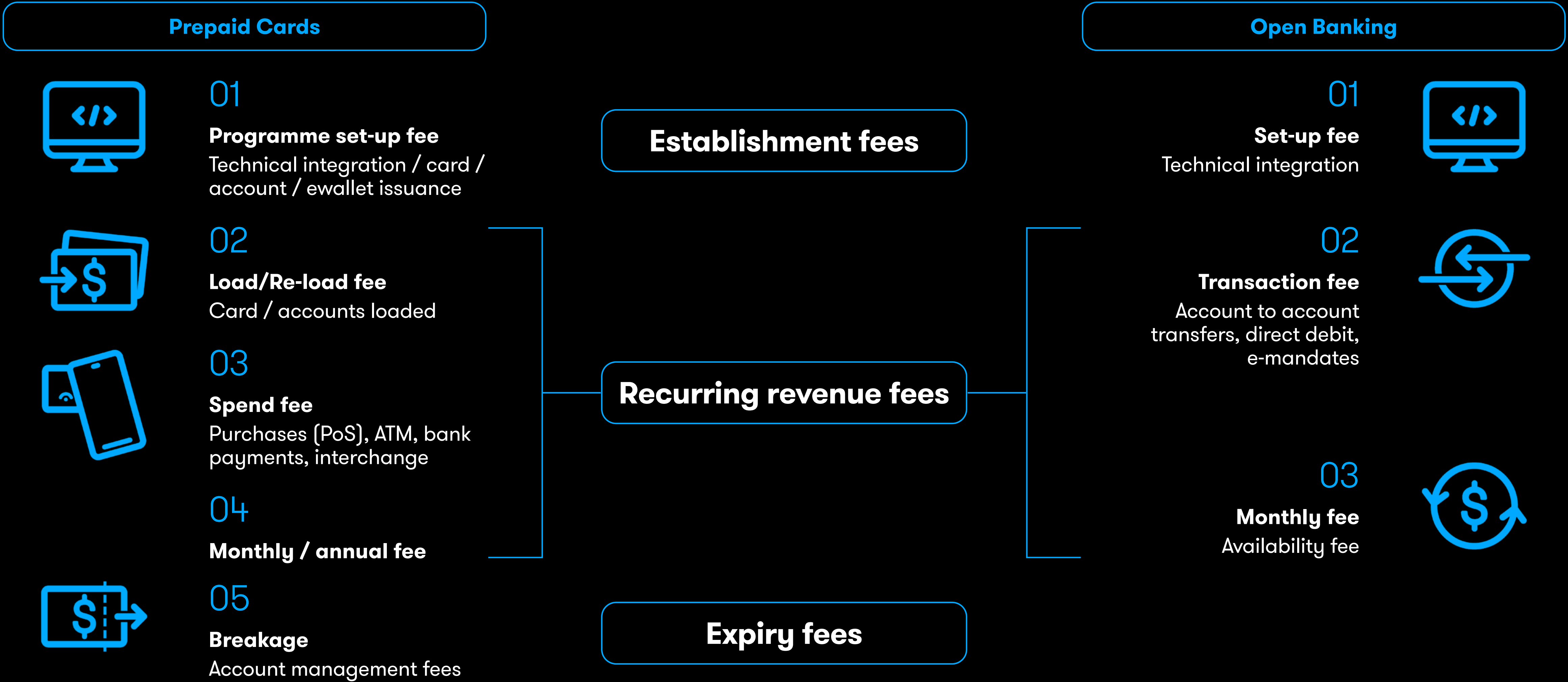
GDV

<

Figures specified above are for the twelve months ended 30 June 2021 ('FY21'), presented in Australian Dollars. Unless otherwise stated, the prior comparative period refers to the twelve months ended 30 June 2020 ('FY20').

Revenue Generation

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Recurring business model with significant opportunity for revenue growth aligned to volume growth

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Open banking will fundamentally change the way we move money over the next decade

The EML Nuapay product suite couples open banking data enrichment with instant account payment capability to create a modern friction-free digital user experience.

EML.
NUAPAY



Combining A2A & Open Banking with Prepaid & Banking-as-a-Service (BaaS) Capabilities Expands our Addressable Market & Deepens Existing Relationships

PREPAID & BAAS

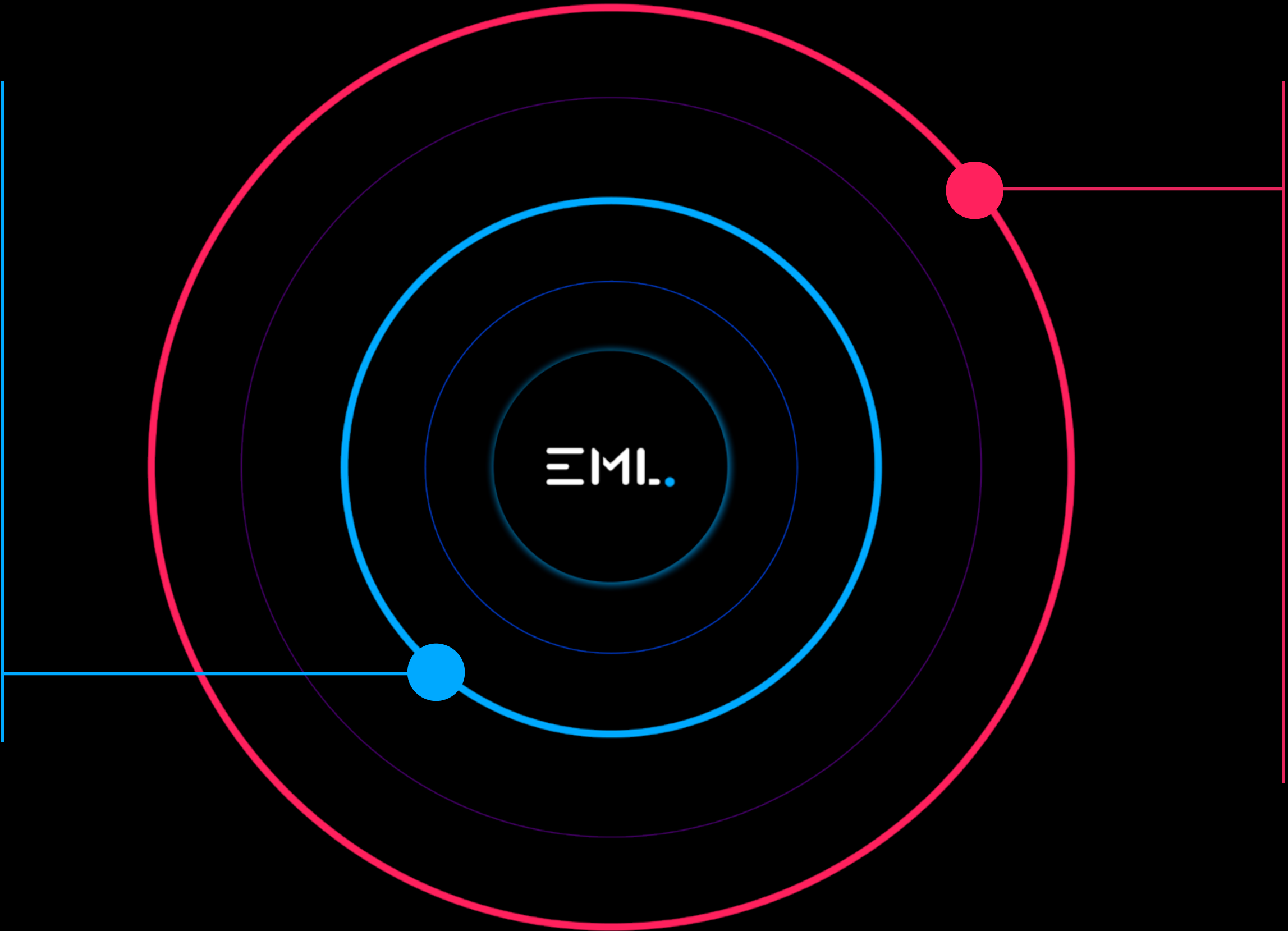
GPR, gift-incentive and virtual account numbers

Strong growth driven by disruption

CONTINUED STRONG GROWTH

consumer need for cash & credit alternatives + growth in ecommerce

Revenue yields: 10 –600bps



A2A & OPENBANKING

Mass market A2A payments & data sharing

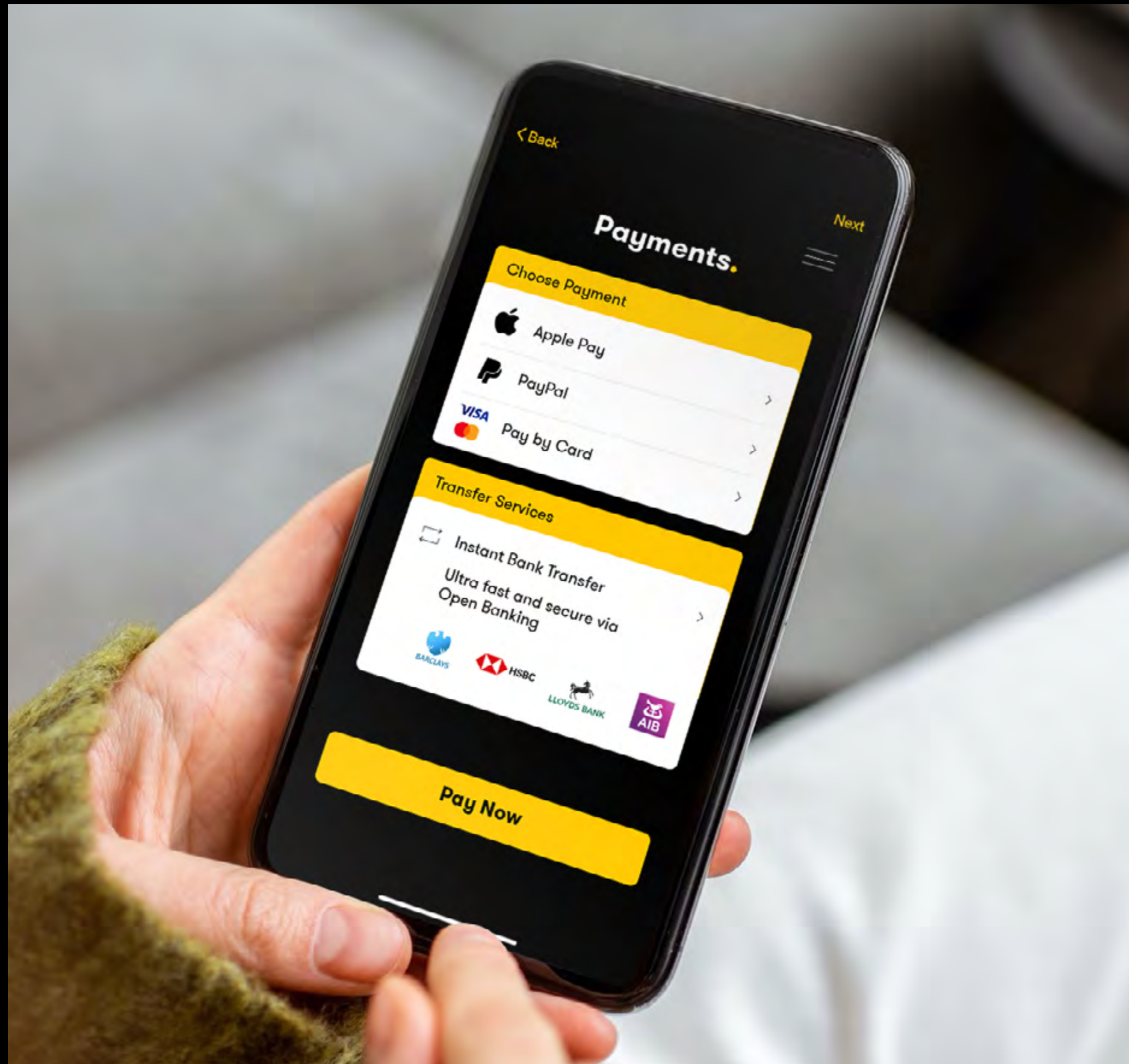
Yet to be allocated market, exponential growth & large addressable market

EXPONENTIAL GROWTH

Regulation & consumer need for fast, seamless customer experience & merchant need for alternate cost effective options

Revenue yields: 10-50 bps

A Fully White Label Solution That Creates a Fast & Safe Way For Your Customers to Pay You



SIMPLE

80% of payers say open banking is “easier” or “as easy as” PayPal

FAST

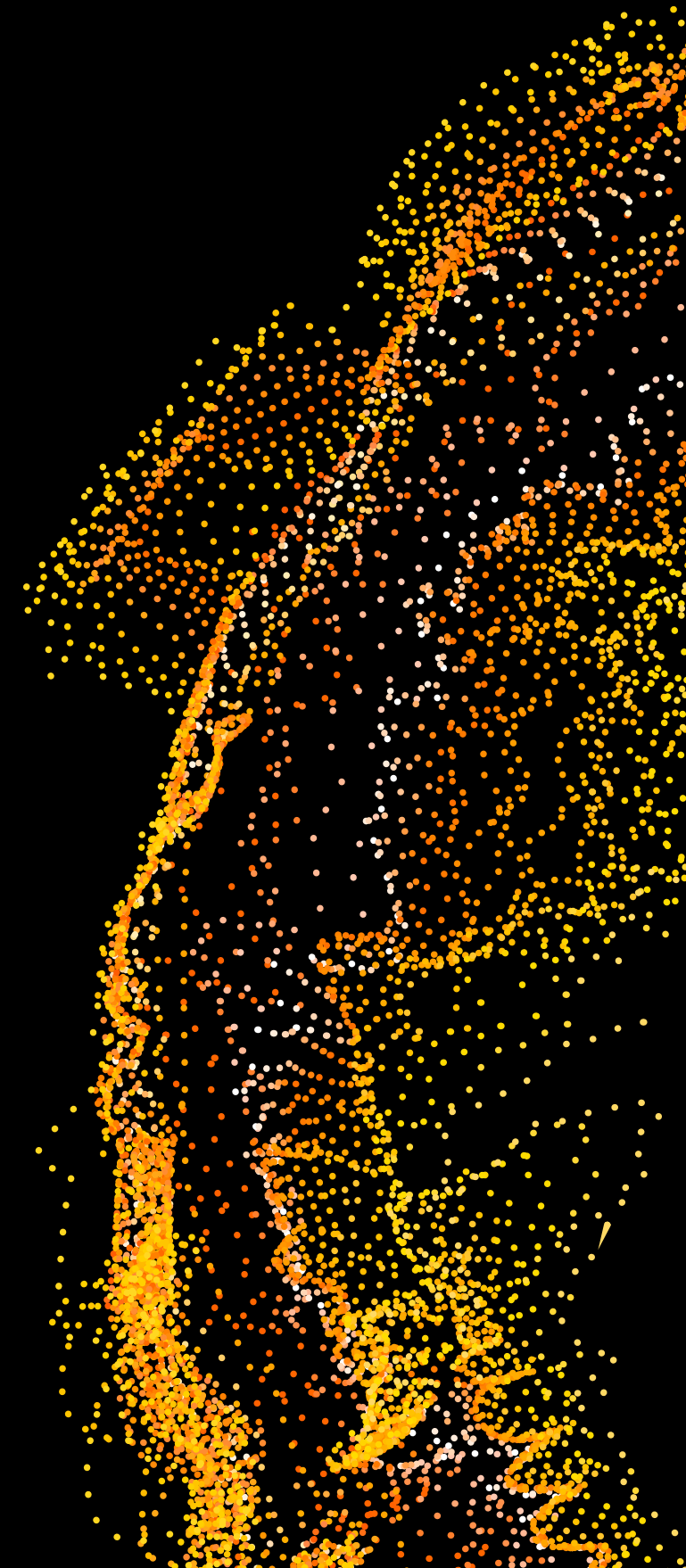
Customers pay in as little as 20 seconds (half the time a card takes!)

MOBILE NATIVE

No data entry needed on mobile – just use your biometrics

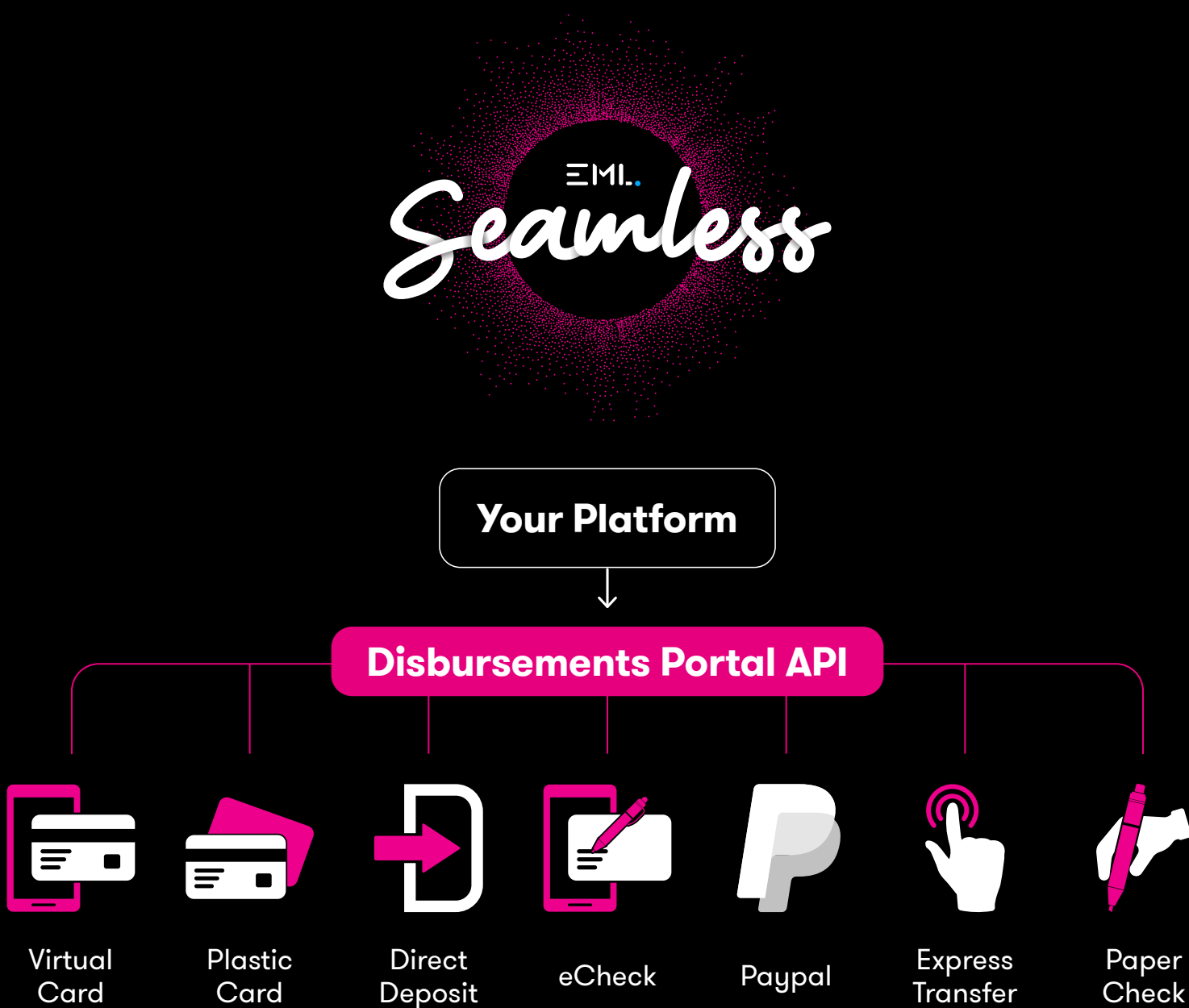
SECURE

Built upon bank grade security



EML’s newest “white-labeled” product offers enhanced customer engagement and satisfaction via a fully branded single portal experience.

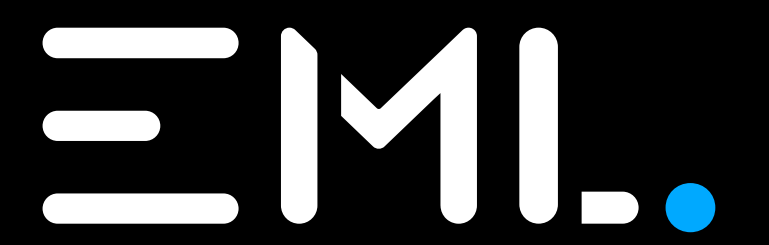
EML Seamless allows merchants to disburse funds to consumers or SMEs through a multitude of payout options. This is a simplified solution, facilitated through a RESTful API connection, file transmission, or payer UI to disburse payments to eligible payees. The payee receives an email to access and confirm their payment, and chooses the payout method, through the same (customer facing) branded UI. This solution allows the merchant to maintain gross margins through a cost and value-based fee/revenue share structure and provides enhanced revenue opportunities through a physical or virtual pre-paid card.



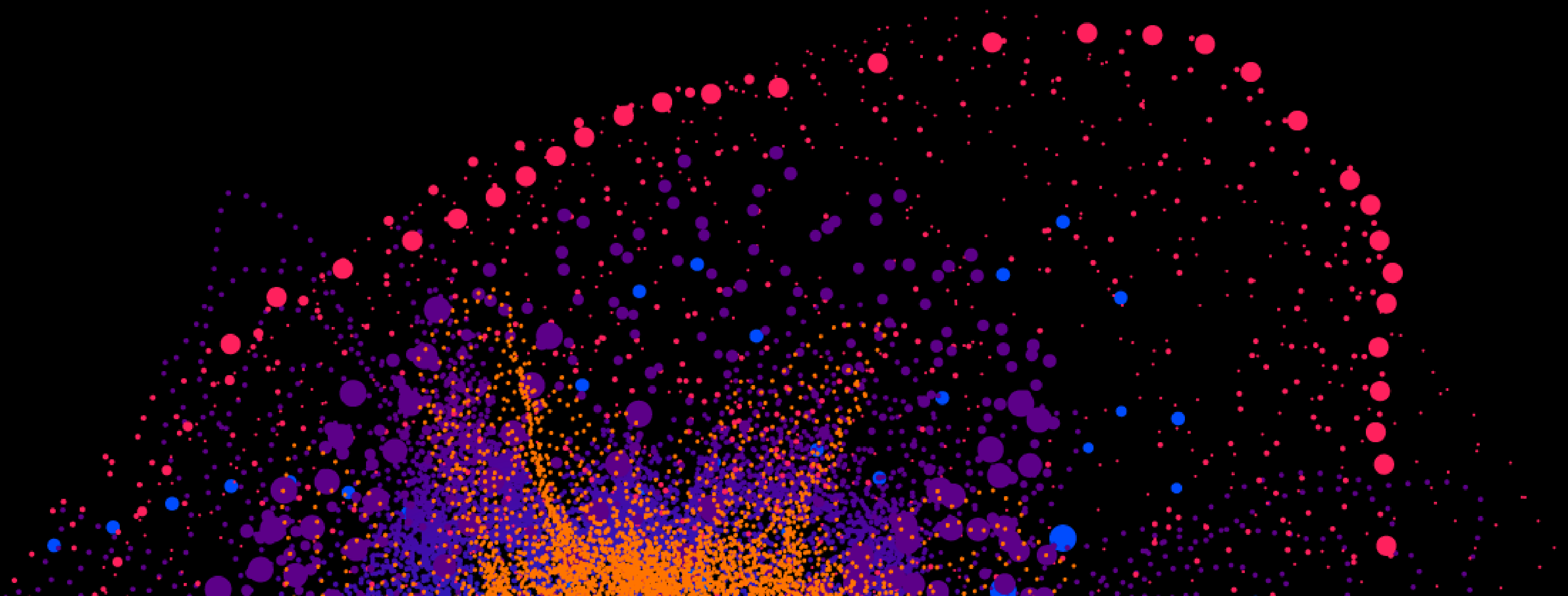
Feature	Benefit
White-labeled	Merchant branded
Multiple Payout Methods	Merchant driven or consumer choice
Simple Integration	Fast implementation
Low Tech Integration	Minimal IT and operational support
Offering multiple payout options	Positive consumer experience
Easy Capture (email and amount owed)	Simplified Data Capture/Remittance
Cost and value based fee structure	Manage costs and drive behavior
Enhanced Pre-paid card revenue options	Earn profits on payouts
1099 Reporting	Meet tax reporting requirements



Q&A

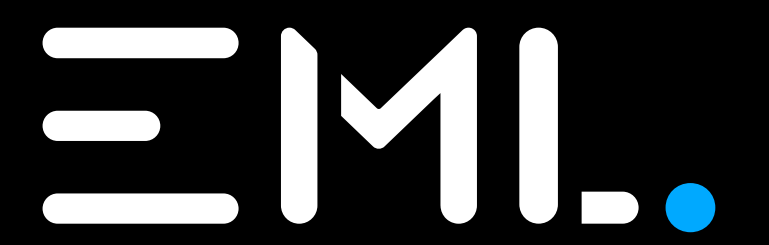


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Thank you



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