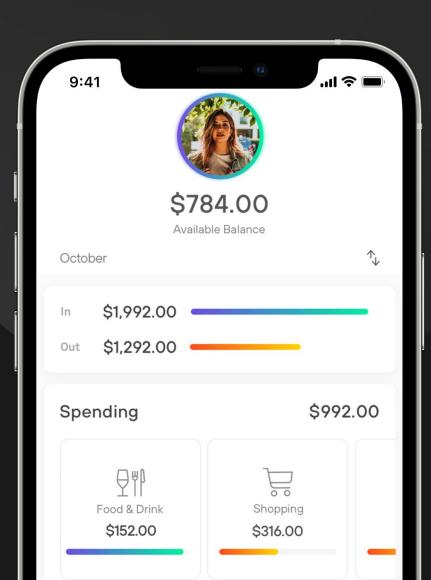
# Douugh

### Investor presentation

May 2021



# Capital lite, globally scalable

#### 1. Since launch we've validated strong customer demand for our differentiated product;

- o Optimising for onboarding, activation and quality.
- Revenue generation now a priority.

#### 2. 2021 product roadmap on track to drive significant customer engagement;

- o 'Goodments by Douugh' relaunch to offer commission free, fractionalised US stock trading (June).
- o Android and Douugh Wealth robo-advice services with subscription (Q1).
- o Crypto trading (Q2).
- o Single Stock trading & BNPL (Q3).

#### 3. Customer acquisition and revenue to be accelerated from July;

- Marketing spend aligned to key dates and product/feature launches.
- o Partnerships in place to support this growth and in the pipeline to exceed it.
- o Additional growth capital will further accelerate acquisition beyond this point.

#### 4. Material revenue uplift to be delivered through;

- Goodments as a standalone broadened stock investing product in Australia (FX).
- Subscription and card spend revenue (interchange and ancillary bank revenues).
- o Crypto trading and BNPL transactions.

#### 5. Strong platform for growth;

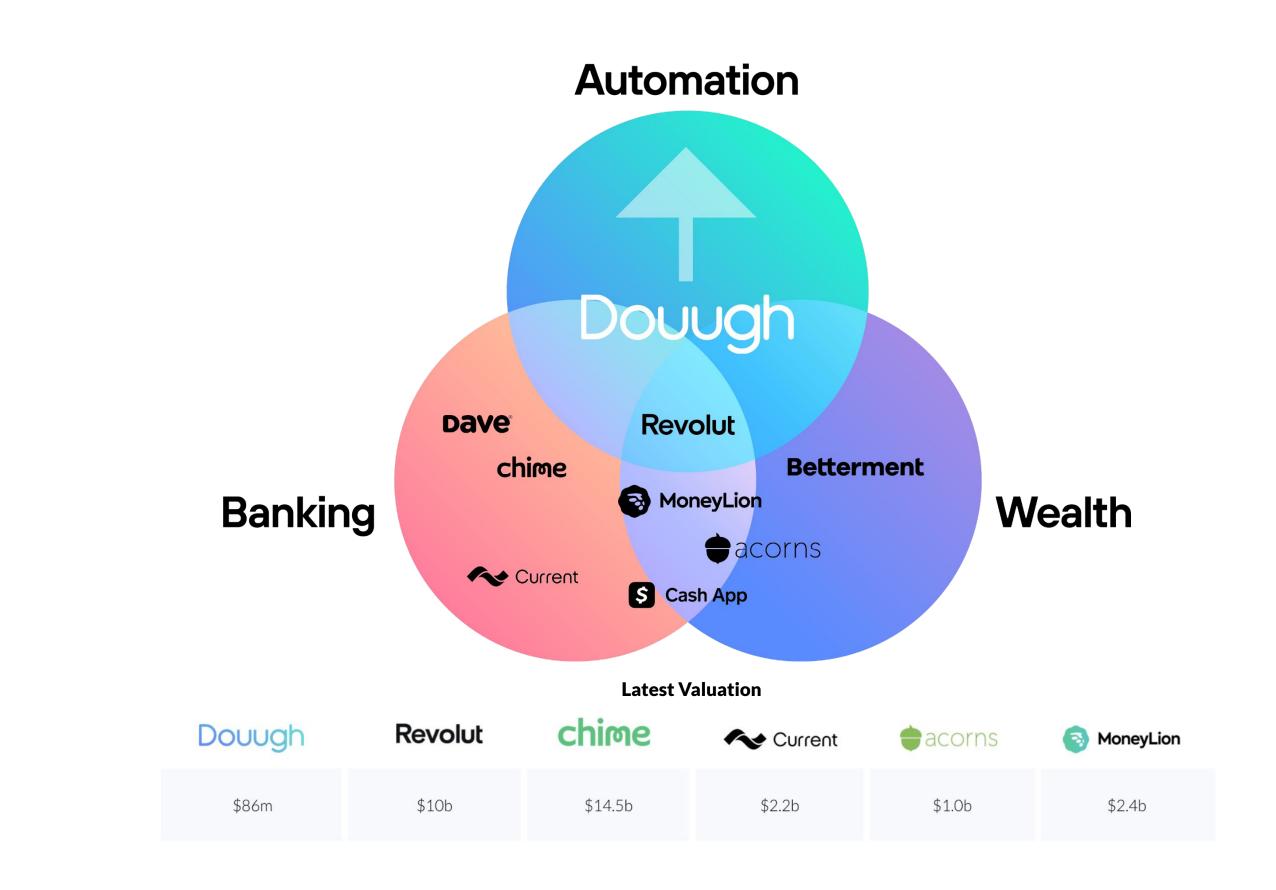
- The Douugh platform is being built for scale.
- o Banking partners have significant appetite to accelerate growth across geographies.
- o Partner approaches from other countries to achieve and exceed this scale.

"Following a proven playbook to building a truly global consumer fintech business."

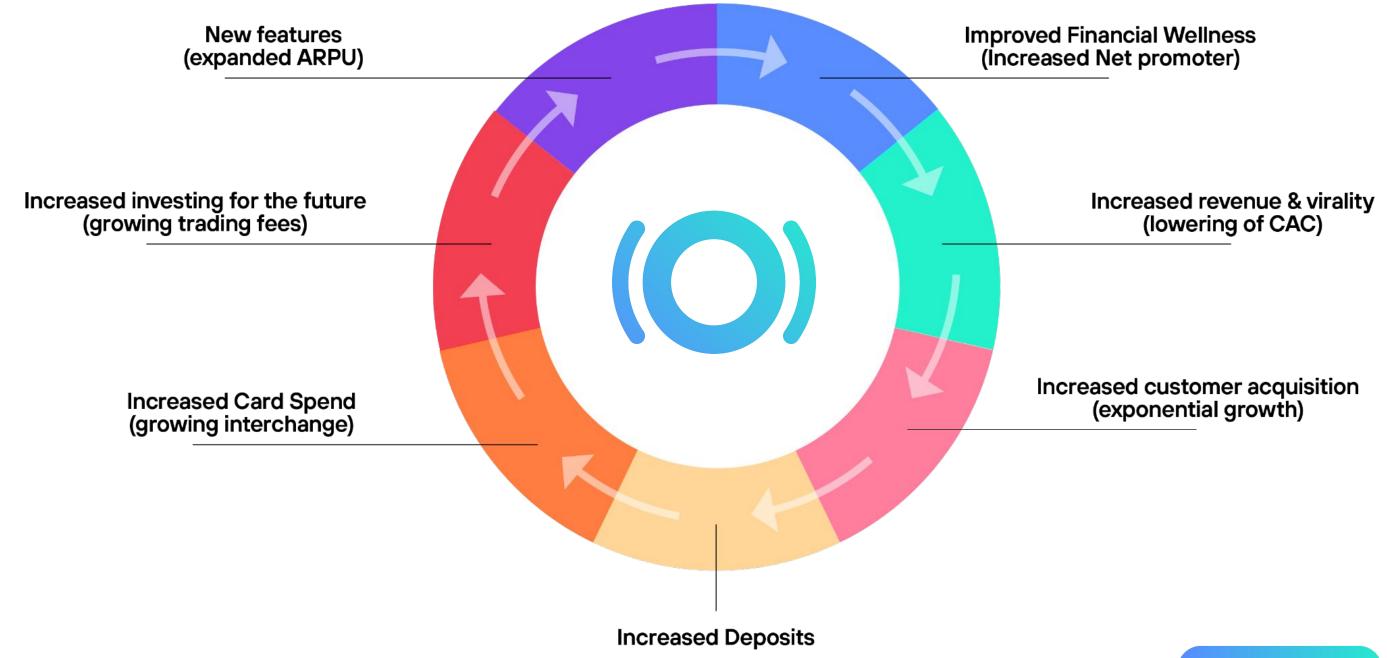
Andy Taylor Founder, CEO



### Building the future of banking



# Helping customers spend smarter, save more and build wealth





## Progress since launch

- Validated demand for the Douugh MVP, optimising key metrics.
- Accelerated pace of product development with the launches of;
  - Autopilot
  - Instant virtual card provisioning with Mastercard
  - Instant bank account funding with Stripe
- Acquired millennial investing App Goodments in Australia.
- Announced strategic investment and partnership with Humm to launch a BNPL anywhere feature.
- Partnered with Rakuten to expand distribution with affiliates.
- Received our RIA licence from the SEC to launch Wealth Management services.











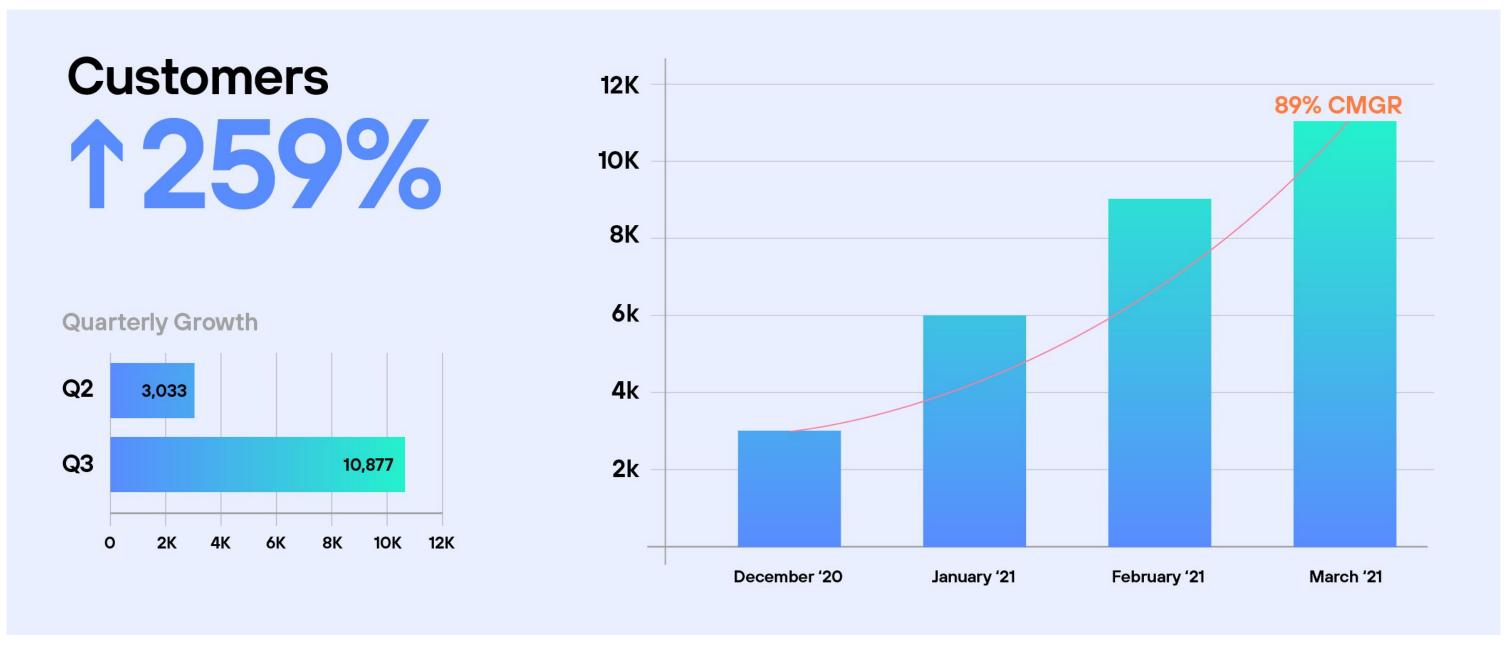








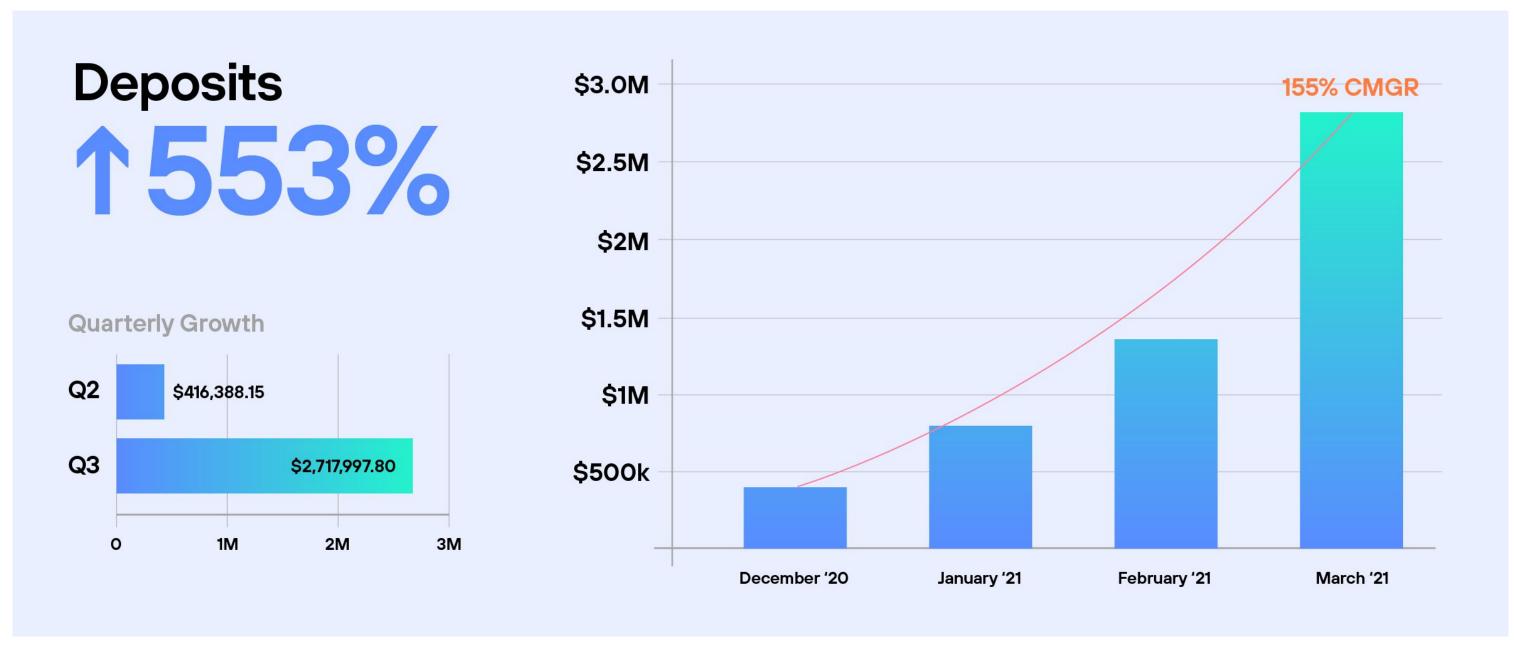
### **Growth in numbers**



Total number of Customers signed up to the Douugh Platform. Marketing budget restricted due to physical card shortage which has carried into Q4.



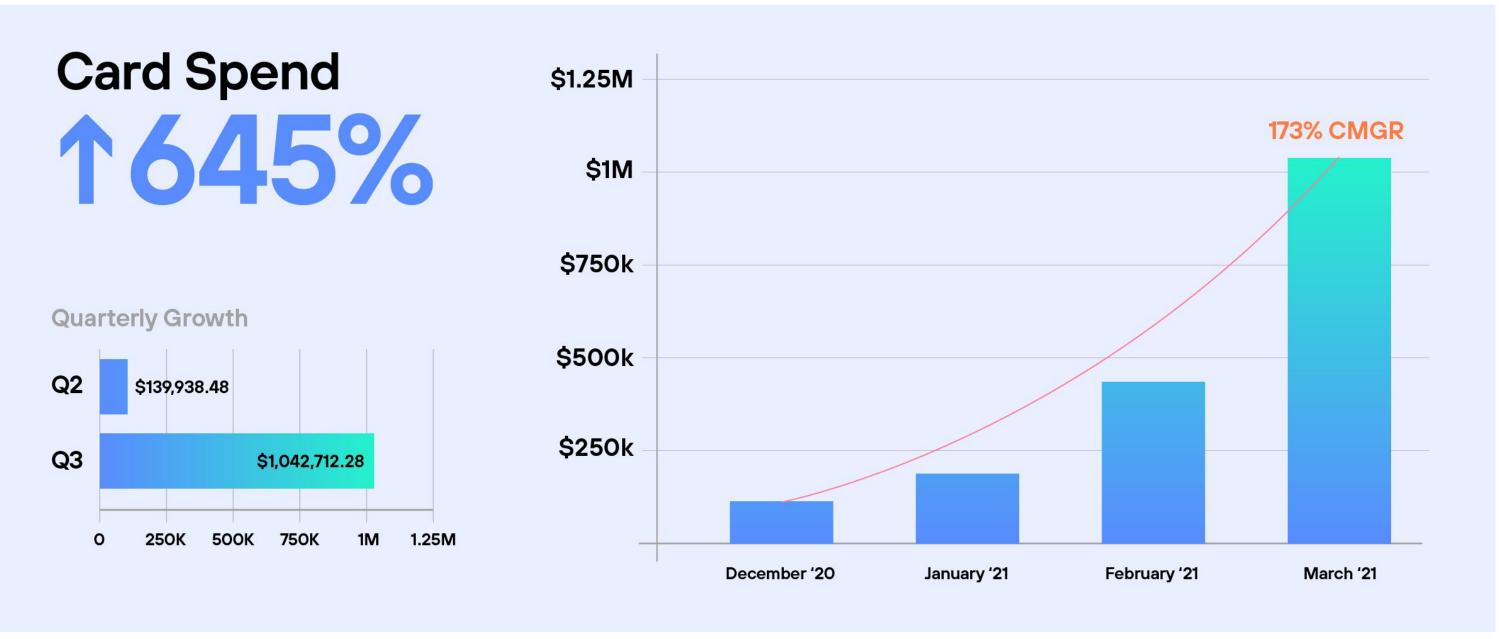
### **Growth in numbers**



Total \$AUD value of deposits by Customers using the Douugh Platform. Customers are starting to deposit their salaries directly into their Douugh account, new initiatives will further encourage this behavior.



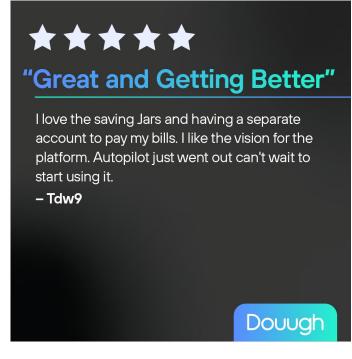
### **Growth in numbers**

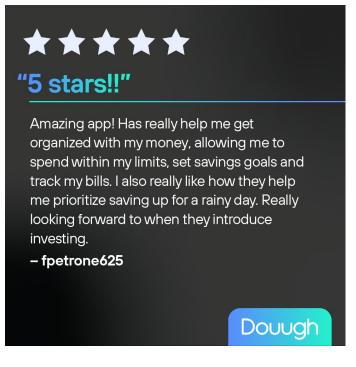


Total \$AUD value of spending by Customers using the Douugh Platform. Pleasingly customers are using their Douugh card to pay their bills e.g. Uber, Netflix.

# Enhancing with feedback











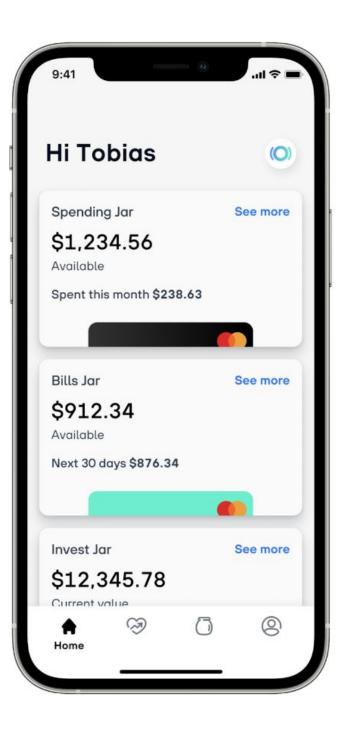
# "A great way to save and separate!"

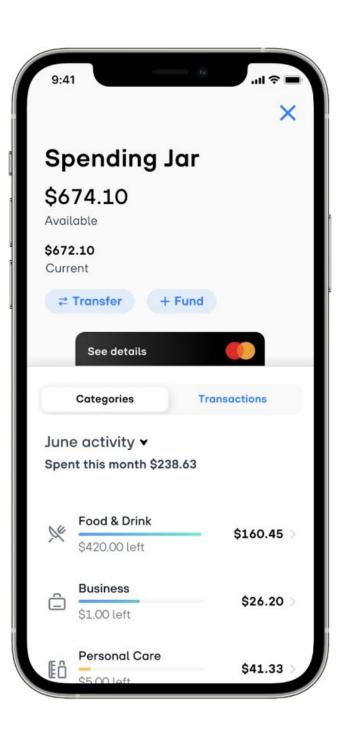
I love the jar features! The ability to separate money in "jars" helps with more strategic saving goals. Having a jar specifically meant to track monthly bills and subscriptions is incredibly helpful! I also love the fact that the bills jar has its own account number and credit card for easier separation.

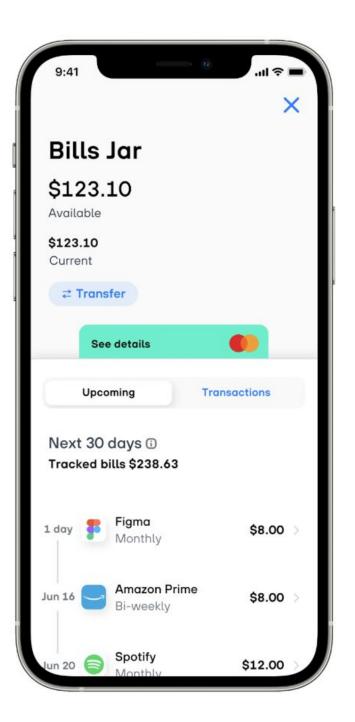
- Christopher F

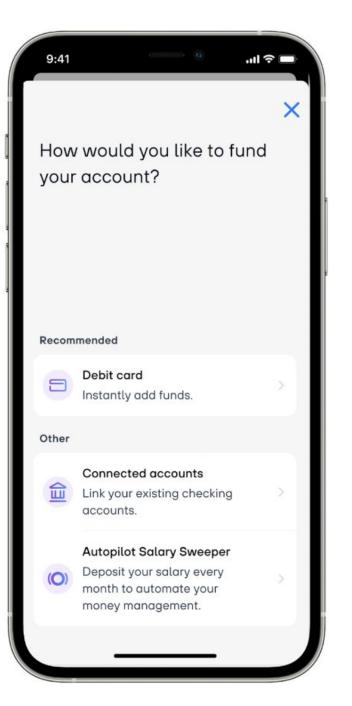


# **Evolving Mobile App**







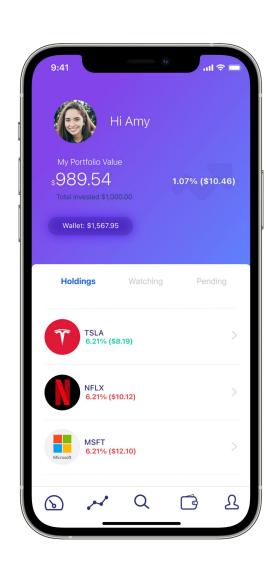


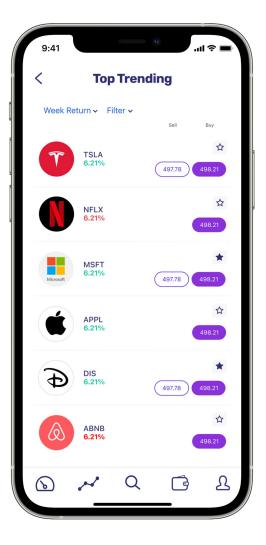


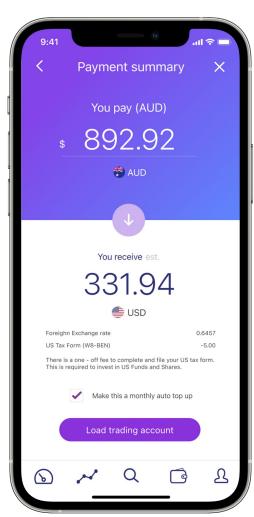
### Launching 'Goodments by Douugh'

The introduction of the Douugh brand in AU market. Relaunch supported with a new FX based commercial agreement allowing to position as "free", whilst broadening the appeal of the proposition by stepping back from the sustainability focus.







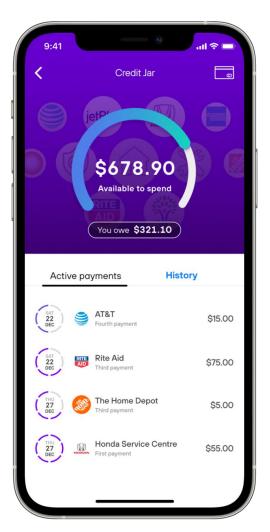


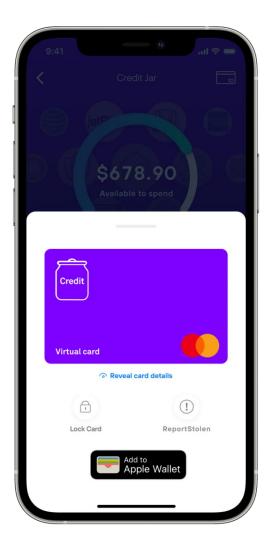
### BNPL anywhere, our Credit Jar

Douugh and Humm are finalising the commercial framework with a US originating bank to launch a card based, credit score building BNPL anywhere feature.









# Positioned for strong future

Douugh positioned for strong growth in the remainder of 2021.

- Aggressive customer acquisition targets in place from July onwards.
- 'Goodments by Douugh' to start contributing to customer and revenue growth in Australia from June.
- Material revenue uplift expected from Q1 FY 2022, further accelerated with the launch of Crypto and BNPL.
- Capital-lite, globally scalable with competitive and differentiated product features and stand alone capabilities.

#### Q4

Douugh/Goodments AU relaunch Android Beta testing Douugh Wealth Beta testing

#### Q1

Android launch
Douugh Wealth US launch
(portfolios)
Autopilot enhancements
Subscription launch

### Q2

Crypto US launch
Autopilot enhancements
AU Beta testing

#### Q3

Stocks launch US

BNPL launch

Douugh Banking AU launch













## Help us reinvent banking

We're on a mission to change people's relationship with money for the better.

Invest and grow with us as we continue to redefine what it means to live financially healthier.

### **Andy Taylor**

Founder & CEO

info@douugh.com



**Disclaimer**: The material in this presentation has been prepared by Douugh Limited (ABN 41 10 8042 593) ("Douugh") (ASX:DOU) and is general background information about Douugh's activities current as at the date of this presentation. The information is given in summary form and does not purport to be complete. In particular you are cautioned not to place undue reliance on any forward-looking statements regarding Douugh's belief, intent or expectations with respect to Douugh's businesses, market conditions and/or results of operations. Although due care has been used in the preparation of such statements, actual results may vary in a material manner. No representation, warranty or assurance (express or implied) is given or made in relation to any forward-looking statement by any person (including Douugh). Subject to any continuing obligations under applicable law or any relevant listing rules of the Australian Securities Exchange, Douugh disclaims any obligation or undertaking to disseminate any updates or revisions to any forward-looking statements in this presentation to reflect any change in expectations in relation to any forward-looking statements or any change in events, conditions or circumstances on which any such statement is based. Nothing in this presentation shall under any circumstances create an implication that there has been no change in the affairs of Douugh since the date of these materials. Information in this presentation, including any forecast financial or other information, should not be considered as advice or a recommendation to investors or potential investors in relation to holding, purchasing or selling securities. Before acting on any information you should consider the appropriateness of the information having regard to these matters and, in particular, you should seek independent financial advice.

Douugh