



# The Spenda Platform

Integrated Applications, Payments and Non-Bank Lending platform

Cirralto Limited (the Company) to be renamed Spenda Limited with a new ASX code:SPX



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**Spenda has over 20 years experience in delivering a broad range of B2B payment services, digital trading software and integrated solutions.**

Spenda's product suite delivers our customers an integrated digital business platform that manages transactions flow from quote to pay and on-demand lending. This enables us to create a network of connected businesses transacting up and down the supply chain.

Spenda delivers a fully integrated digital payment and business software solution that enables businesses to transform with fast, error-free digital efficiency.





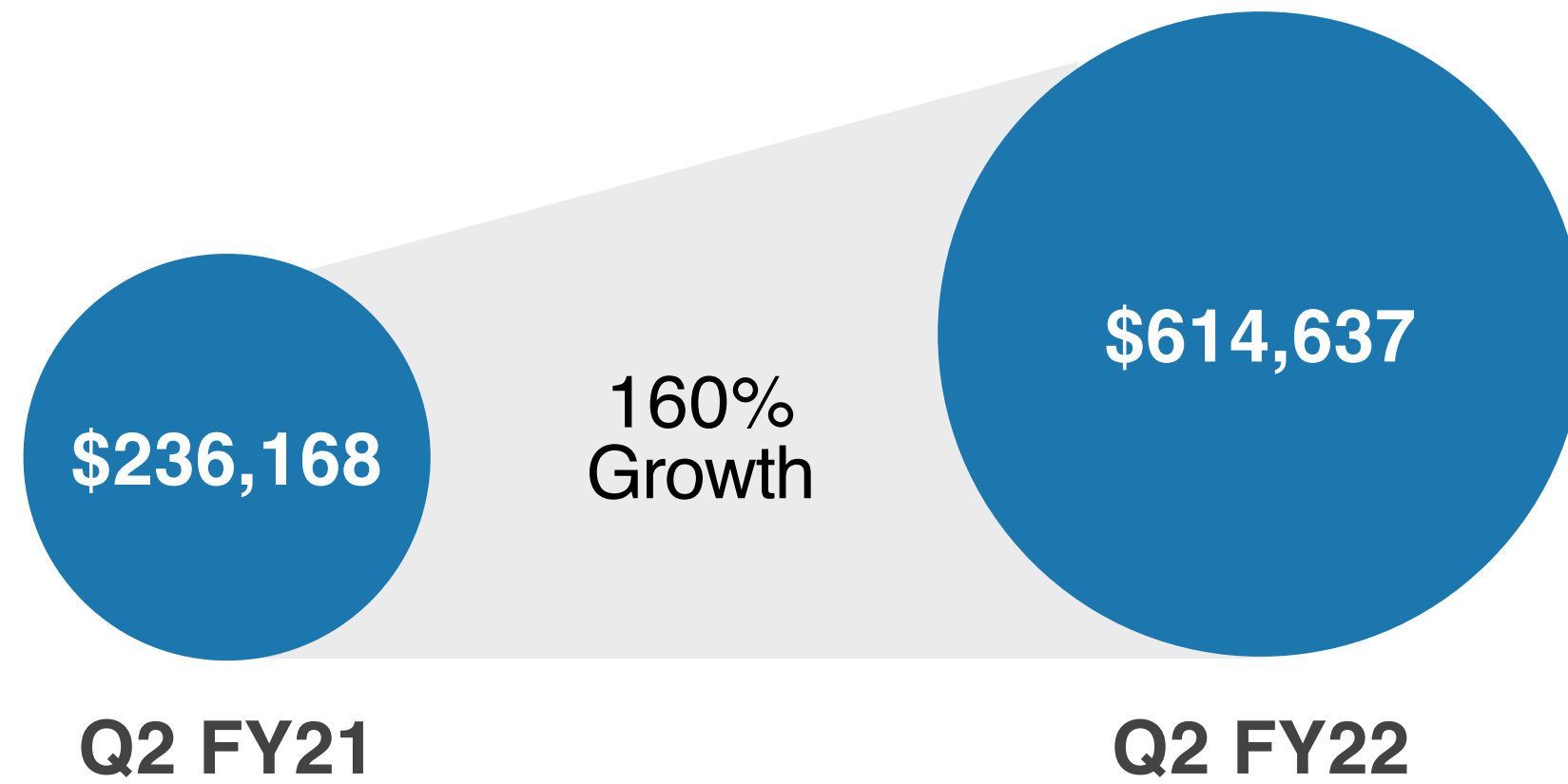
# Corporate Summary

JANUARY 2022

# Financial Snapshot

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## QUARTERLY CASH RECEIPTS

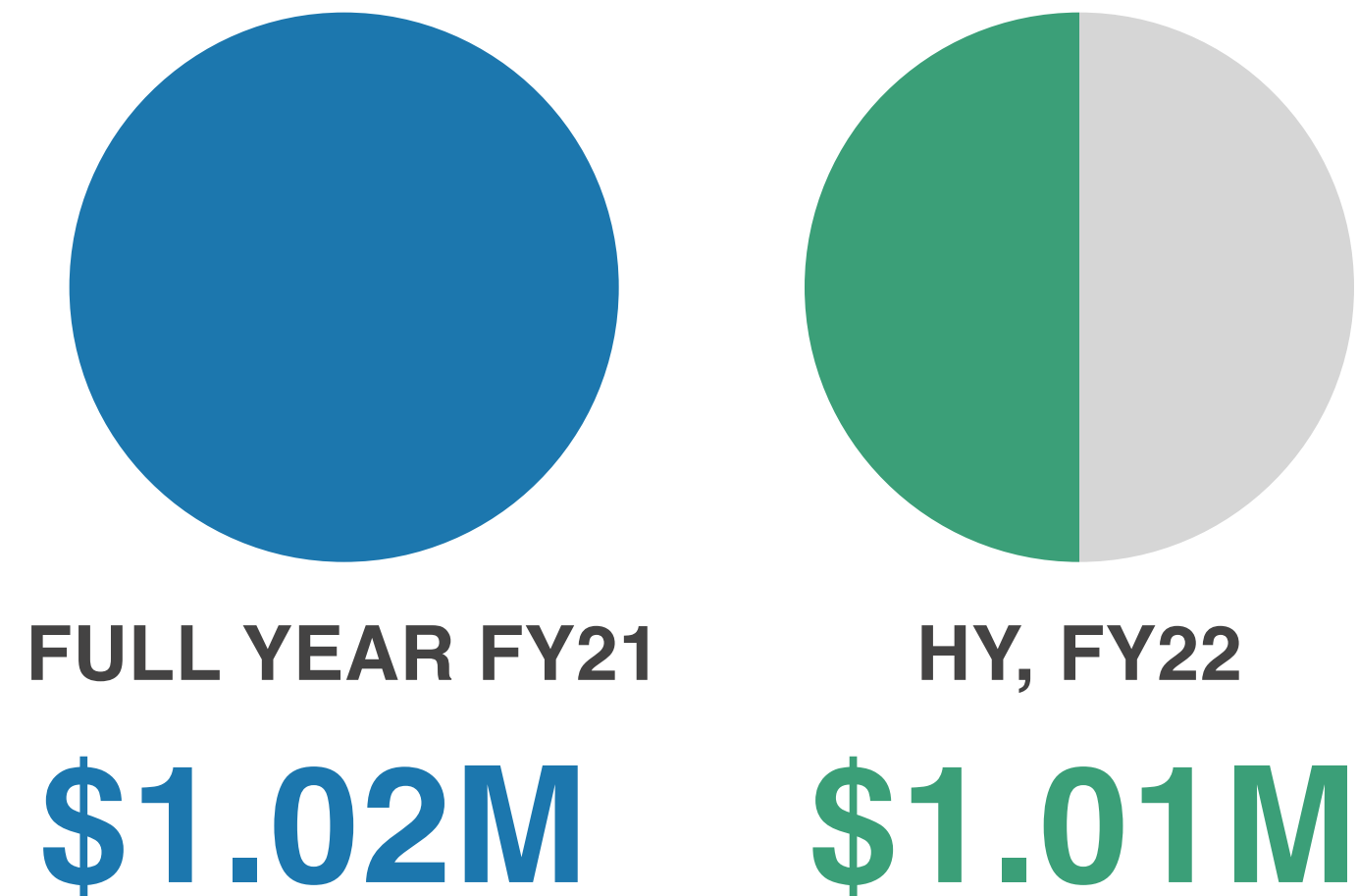


## MARKET CAP (AU) & CASH POSITION



\*Market cap is \$163,030,244 (3,135,196,999 shares on issue at \$0.052)  
\*\*Closing cash on hand at quarter end was \$13,033,973

## CASH RECEIPTS YTD GROWTH



## CASH RECEIPT GROWTH



## GROWTH IN CLIENT LOAN BOOK



# Setting up 2022

The achievements of 2021 have positioned the Company to look forward to a strong 2022. The acquisitions have given us the capabilities upon which we can deliver innovation for our customers and the expansions of the system to support an accelerated load.



→ The Company has delivered 55% increase in cash receipts for the Dec 2021 Qtr up 17% on the 2 year average quarterly growth of 38%.

→ The Company has scaled the Spenda system to support continued accelerated growth in transaction load and customers.

→ Completed the following acquisitions:

- Appstablishment
- Invigo
- Greenshoots

And grown these businesses through the recognition of their synergies.

→ Laid the foundation upon which the debt warehouse will be established and partnered with Neu Capital to facilitate its creation.

# Realising our potential in 2022

The Company is well-positioned and anticipates a strong outlook for 2022. A key goal for the Company over the next two quarters is to deliver on the current signed deals with a focus to maximise the use of the Spenda Accounts Receivable and Accounts Payable products coupled with payments and lending.

## Q1

- Deliver on the current signed deals with a focus to maximise the use of the Spenda AR and AP products coupled with payments and lending.
- Loan book yield 18.8% + payments yield 8.5% = 26.8% blended returns via these products.

## Q2

- Launch the debt warehouse to expand lending and payment volumes.
- Release Spenda eCommerce to the Australian and overseas markets with integrated payments.

## Q3

- Expanding debt warehouse and payment services.
- Establish a Service Integrator channel as part of our go-to-market strategy.

## Q4

- Focus on Marketplace customer acquisition, product internationalisation and the extension of our platform services.
- Offer AP / AR solution in UK / US Markets.



# Lending Update

JANUARY 2022



# Lending International

In December 2021 the Company funded its first global Buy-Now, Pay-Later transaction between Australia and China, delivering on the agreement signed with James Tyler Pty Ltd (“**James Tyler**”) and Fresh Supply Co Pty Ltd (“**Fresh Supply Co**”) in November 2021.

The funding, provided through an extended evidence-based approval matrix, delivers certainty to both the quality of produce, coupled with payment and supply-chain certainty between the Chinese buyers and the Australian producers.

At the end of the quarter, James Tyler has drawn down an initial A\$124k from their approved initial A\$2m facility, enabling them to fund this first transaction in respect to the export of New South Wales nectarines and Plums, to China.

The success of this initial transaction through the BNPL cross-border network is now expected to be extended to the second phase limit in the March 2022 quarter, to support air freight sales of produce ahead of Chinese New Year.

# Lending Agricultural

During the quarter, the Company signed a binding agreement with Australian Agri Finance (“**AAF**”) and its parent company In Front Australian Business Solutions Pty Ltd (“**In Front**”) to deliver farm enhancement lending and input financing.

The In Front group of companies are based in Perth and Adelaide. They specialise in Equipment Finance and Agri financing and have a large portfolio of more than 2,000 customers across Australia.

Australian Agri Finance will work with Cirralto to refer pilot farms for the Company’s Carbon offset finance products.

The first three successful referrals have resulted in customer transactions and delivered revenue and cash receipts in the current quarter.



# Lending SME and Marketplaces

During the quarter the Company commenced the delivery of BNPL services to a variety of customers including independent retailers, small boutiques and online stores.

The customer adoption was predominantly driven by the wins with eBev.com Pty Ltd (“**eBev**”) and Whola, to supply business lending and funding to their customers.

The Whola agreement has now been active for three months. During this time it has created meaningful data that the Company is continuously evaluating and using to direct our B2B lending solution into the future.

This data will be used to improve the delivery and scalability of new services with marketplaces and retail customers.



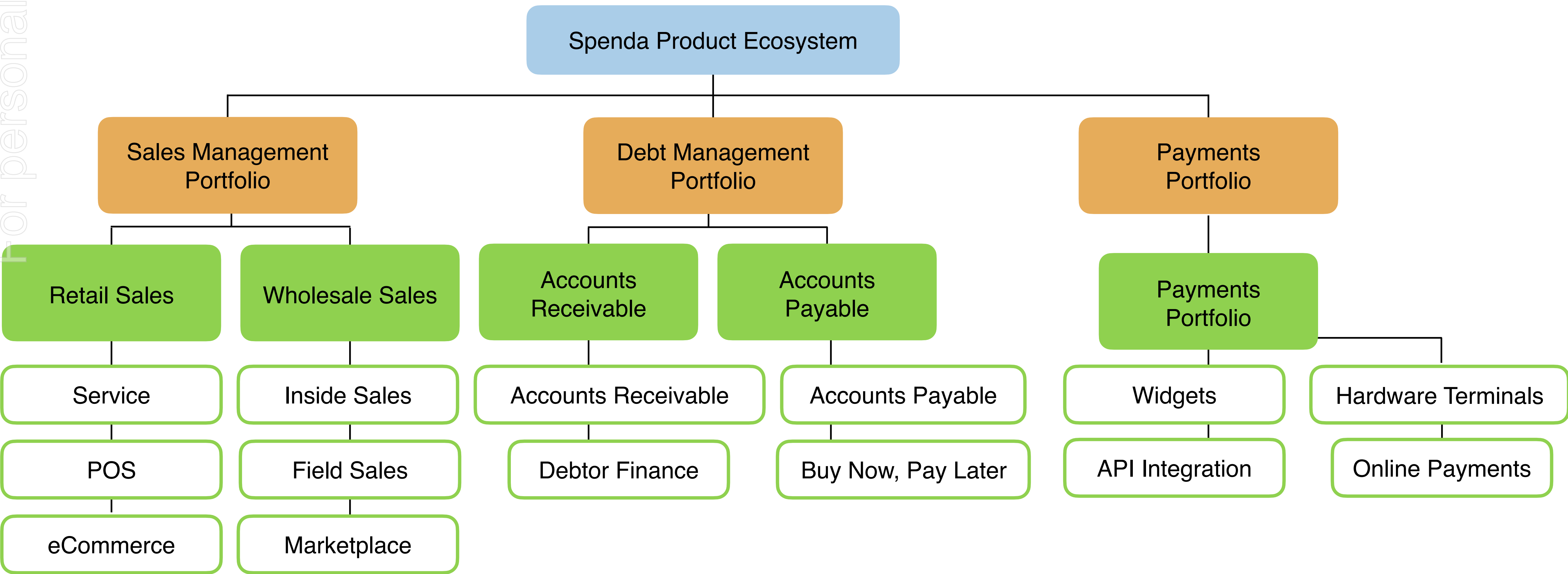
# Software Update

JANUARY 2022



# Spenda Product Portfolio 2022

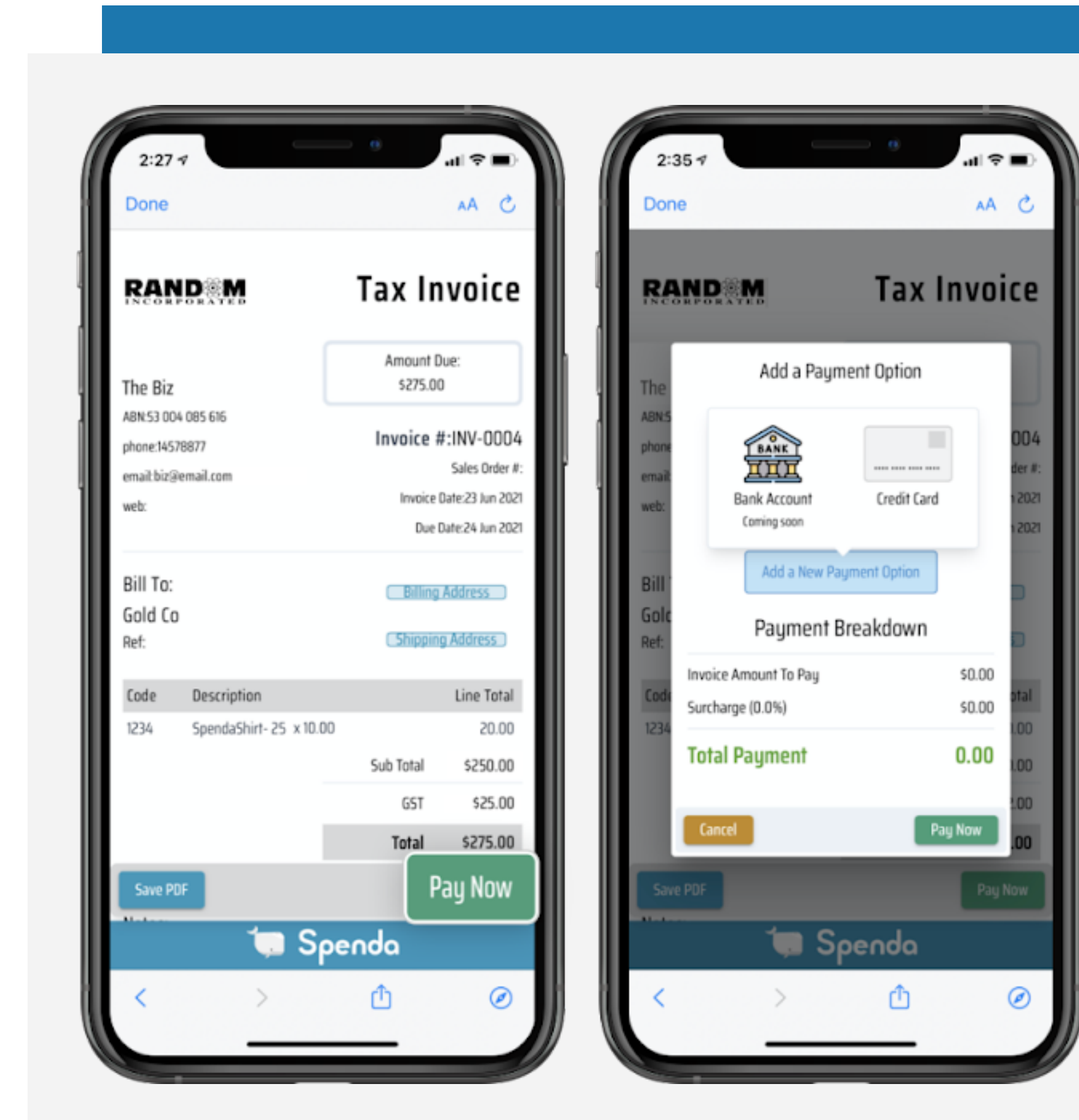
The strategic acquisitions of Invigo and Greenshoots have enabled the Company to quickly expand lending/payments and eCommerce capabilities (respectively) into the Spenda ecosystem. This diversity in both products and services has become one of our strongest competitive advantages. The platform is leveraging its cornerstone invitation structure and data sharing to weaponise customer acquisition and expand ARPU across customer networks and trading relationships.



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# Software Releases **Pay Invoice By Link**

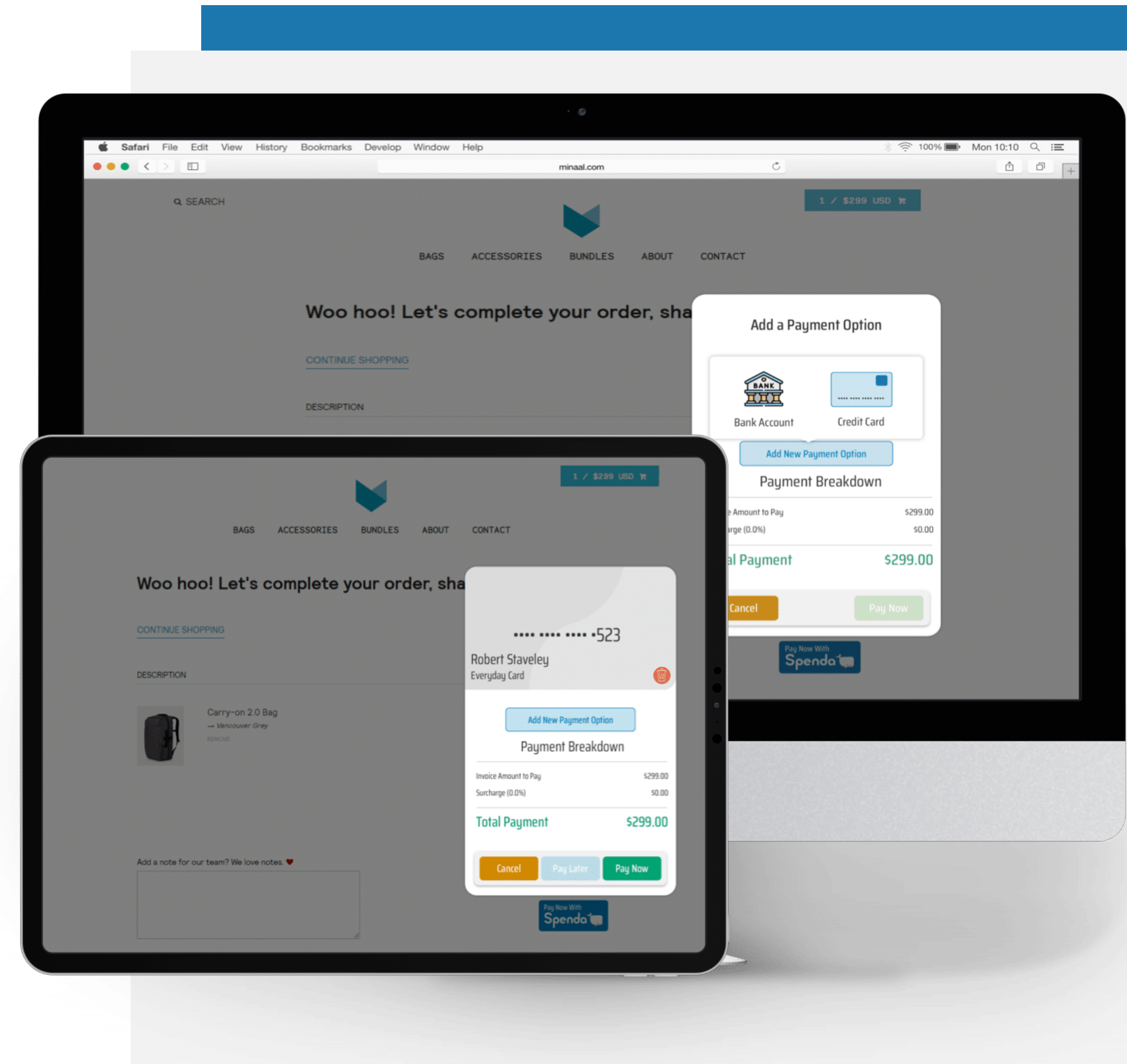
- Cirralto has released a new, contactless payment method. Pay By Link is a powerful payment tool enabling businesses to take contactless payments from customers without the need for a credit card to be exchanged or even for the customer to be physically present.
- When integrated with eCommerce, Pay By Link reduces the instance of returns or credit claims as customers are not sent the payment link until after an item has been picked, ensuring adequate stock levels to complete an order.
- The technology underpinning Pay By Link will be used as the framework for subsequent B2B releases including Pay Statement By Link, which is currently being developed and is scheduled for release in Q3, 2022.
- Cirralto charges an average of 1.5% for card transactions and 0.6% for bank transfers over the Pay By Link network. Depending on the rate we purchase these transactions, the Company makes between 0.70% to 1% from the total transaction volume for credit card payments and a variable rate for bank transfers.





# Software Releases Drop in Payment Widget

- During the quarter Cirralto released a sophisticated payments portal that has universal application to any online platform receiving or making payments. The payments widget has been designed for easy implementation and to maximise security in the check-out process.
- Backed with our security and compliance protocols and payment infrastructure the widget provides flexibility to customers allowing them to select to pay for goods using traditional payment methods or select a pay-later option and access on-demand lending options.
- The widget uses algorithms to pre-fill and remembers customers details for future payments.
- The payments widget is both a B2C and B2B tool, able to be implemented into existing eCommerce and booking sites as a Spenda branded offering or it can be fully white-labelled and provided to business clients to increase their capabilities.





# Kicking off 2022

JANUARY 2022



# Setting up the future - Q1 2022

Q1 is a springboard for 2022 and beyond. We are consolidating our operations under a new structure that solidifies our journey towards being an international software vendor, payments services provider and non-bank lender. We will stand on the achievements of 2021 and push for an even greater growth and business evolution in the coming 12 months.



## Product

- Release new versions of Spenda AR capable 1000x more customer throughput.
- Weaponise the software with AI, inline upgrades and automation.
- Certify ourselves for global remittance services.



## People

- Develop an international operating rhythm and grow the sales team for accelerated success.
- Reward the team for exceptional effort and continuously invest in a culture that retains and attracts talent.



## Customers

- Foster growth by realising the potential of current customers.
- Accelerate growth in the Agri channel with our partners and ready ourselves for needs of the industry as we come into winter.



## Strategy

- Complete the establishment of the debt warehouse.
- Expand relationships with the card schemes, payments partners and crypto industry.

# Question & Answers.

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