



Money in Motion

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EML Payments Limited
ACN 104 757 904

16 February 2022

ASX Market Announcements

20 Bridge Street
SYDNEY NSW 2000

INVESTOR PRESENTATION

EML Payments Limited (ASX: EML) is pleased to provide investors with the following presentation.

About EML Payments

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 Board of Directors.

For further information, please contact:

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EMI.

16 FEBRUARY 2022

Half Year 2022

Interim Results.

Tom Cregan

Managing Director
& Group CEO

Rob Shore

Group CFO

01 Business Update

incl. Strategy Update

02 H1 FY2022 Financial Results

incl. FY2022 Guidance

03 Q&A

04 Analyst Briefing Data

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 six months ended 31 December 2022 ("H1 FY22"), and is presented in Australian Dollars. Unless otherwise stated, the prior comparative period refers to the six months ended 31 December 2021 ("H1 FY21").

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 16 February 2022. 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 processed over \$30 billion in GDV in H1 FY2022 across 32 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.

Mission.

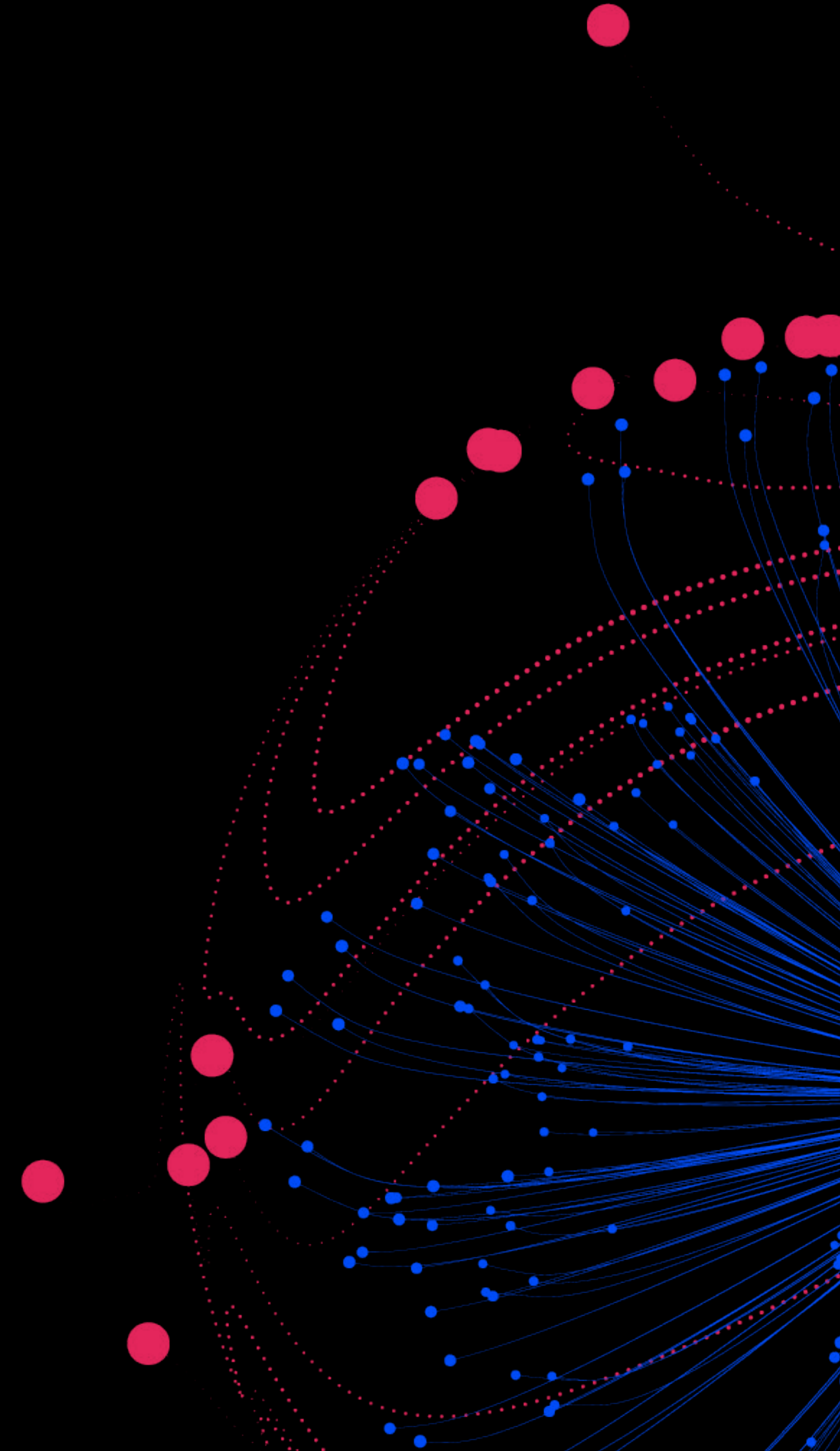
We create awesome, instant and secure payment solutions that connect our customers to their customers, anytime, anywhere, wherever money is in motion.

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.



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About Us

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

Group GDV¹

\$31.6bn

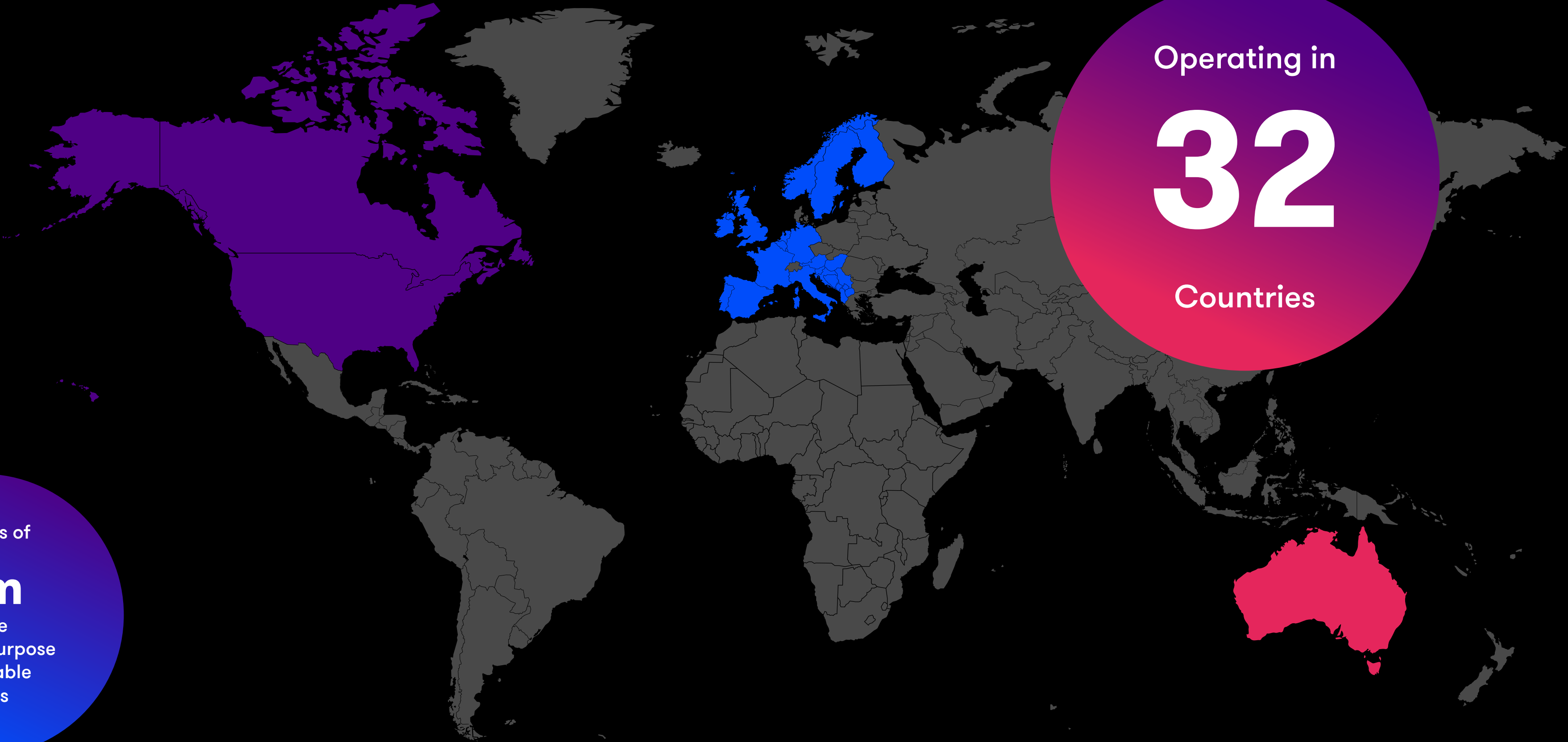
5 Year GDV CAGR¹

75%

5 Year Underlying EBITDA^{1,2} CAGR

37%

We operate across the Globe



Operating in

32

Countries

In excess of

9m

Gift & Invenive
Cards issued
annually

In excess of

4m

Active
General Purpose
Reloadable
Cards

1 Figures for the 6 months ended 31 December 2021

2 Underlying EBITDA & Underlying NPATA excludes the impacts of AASB3 Business Combinations and costs associated with the Central Bank of Ireland investigation. A reconciliation is provided in the Analyst briefing data pages appended to this presentation

01

Business Update

EML.

Money in Motion

Financial Results

GDV

\$31.6bn ▲ 209%

UNDERLYING EBITDA²

\$26.9m ▼ 4%

Revenue¹

\$114.4m

▲ 20%

Underlying NPATA²

\$13.1m

▲ 6%

Cash At Bank

\$86.2m

▼ 39%

Key Takeaways

- **Strong GDV growth (+209%)** - organically in all segments and acquisitive with the consolidation of Sentenial for 3 months from October 2021
- **Strong Revenue growth (+20%)** - in all segments
- **GP margins impacted by lower net interest (down \$2.7m) and lack of European set up fees (down \$2.4m).** Net interest impact of \$2.7m vs H1 FY2021, or 4% of Gross Profit. Interest revenue will improve in H2 FY2022 as announced Central Bank interest rate increases improve yields
- **Overheads increased**, particularly in Europe and includes consolidation of Sentenial and leaves EML well positioned to support future revenue growth

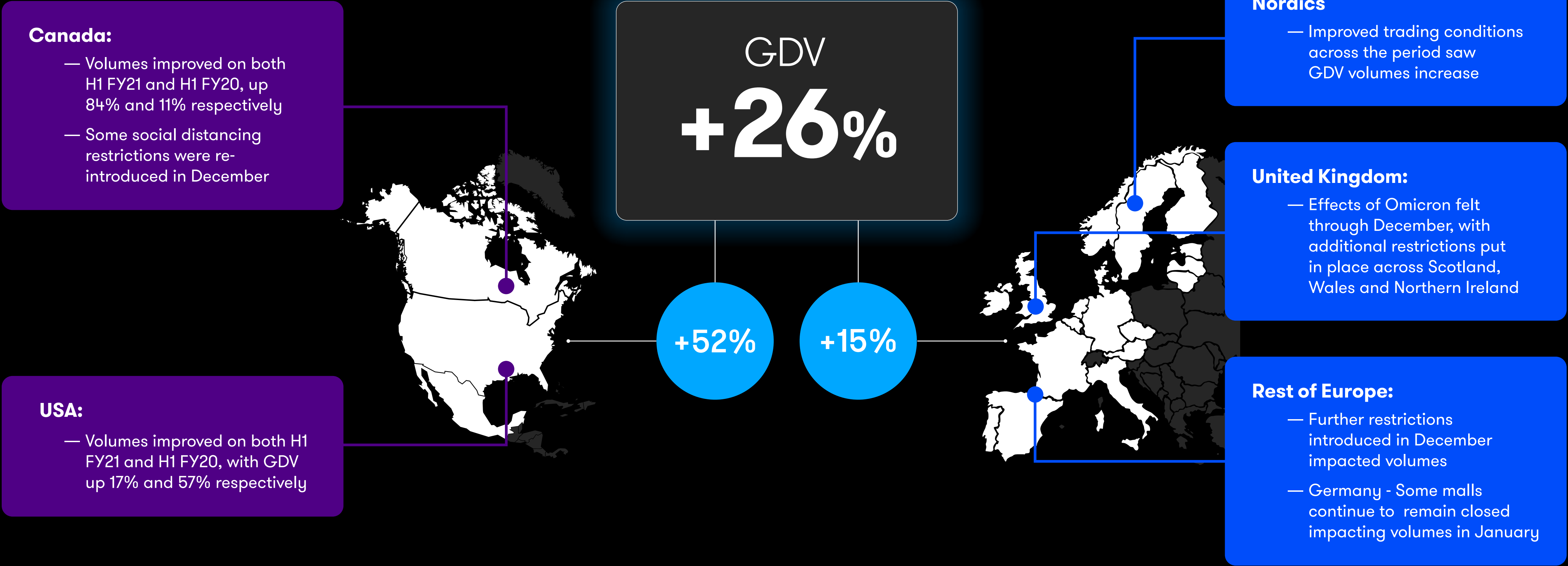
¹ Revenue is adjusted for the non-cash amortisation of the AASB3 fair value uplift to bond investments

² Underlying EBITDA & Underlying NPATA excludes the impacts of the non-cash amortisation of the AASB3 fair value uplift to bond investments and CBI and related costs. A reconciliation is provided in the Analyst briefing data pages appended to this presentation

³ Percentage movement has been calculated based on the prior comparative period, H1 FY2021, unless otherwise noted.

Malls Volumes up on Increased Foot Traffic

- GDV was up 26% on H1 FY21
- GDV up 6% on H1 FY20 (pre-COVID-19) despite the impact of Omicron on December results



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Digital Payments - Sentenial Open Banking Continuing Growth

Sentenial Key Highlights H1 FY2022

Open banking volumes have grown 30% for the six months to 31 December 2021 vs PCP

Key Wins

- FedEx (via Visa Cybersource)
- The Economist (via Visa Cybersource)
- Fiat Chrysler (via Visa Cybersource)
- Crosspay
- Cocoon partnership for Car Dealerships
- Jeeves

Integration Plan Update

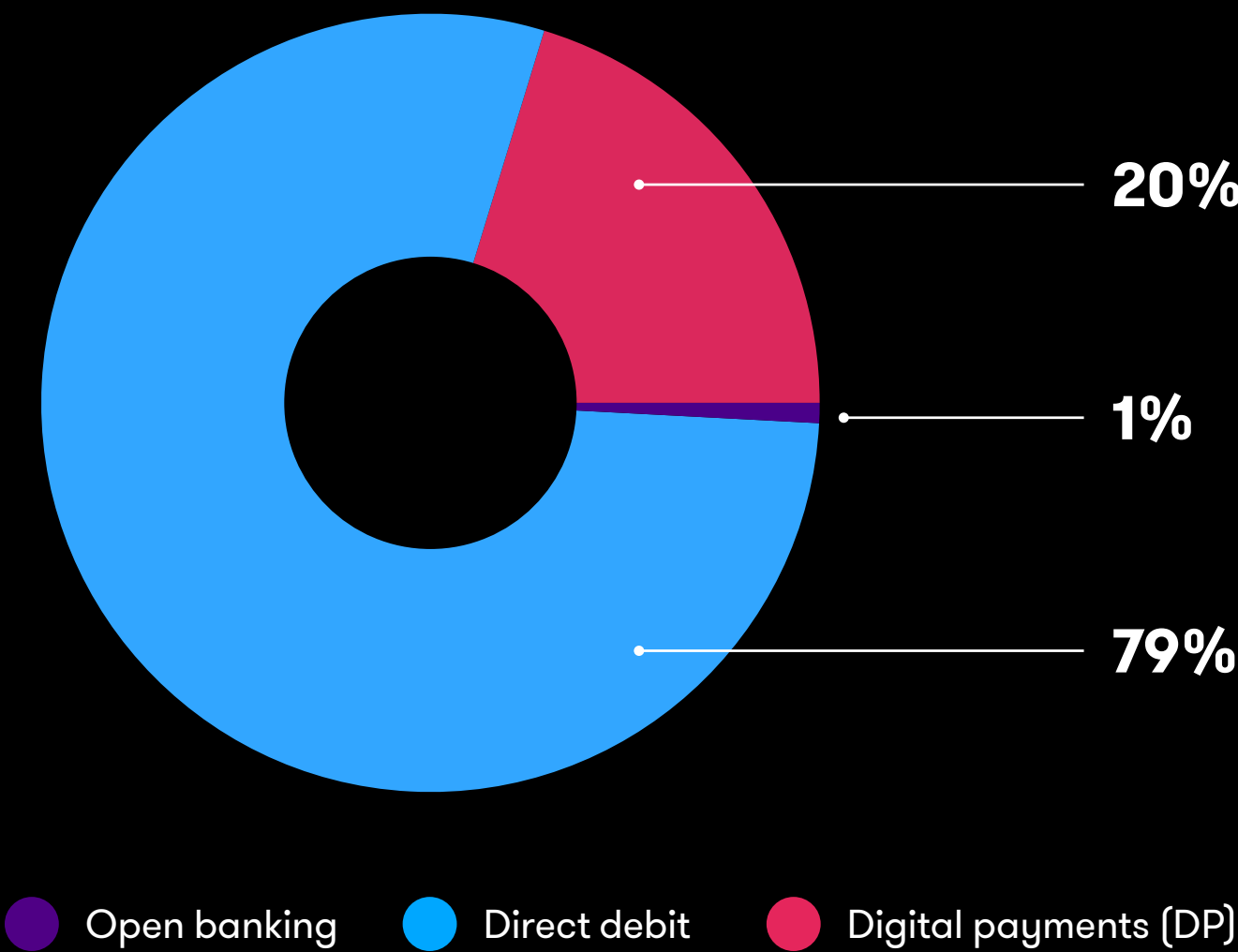
- Integration Plan well progressed
- Agreed Growth/investment plan

Sentenial Contribution H1 FY2022

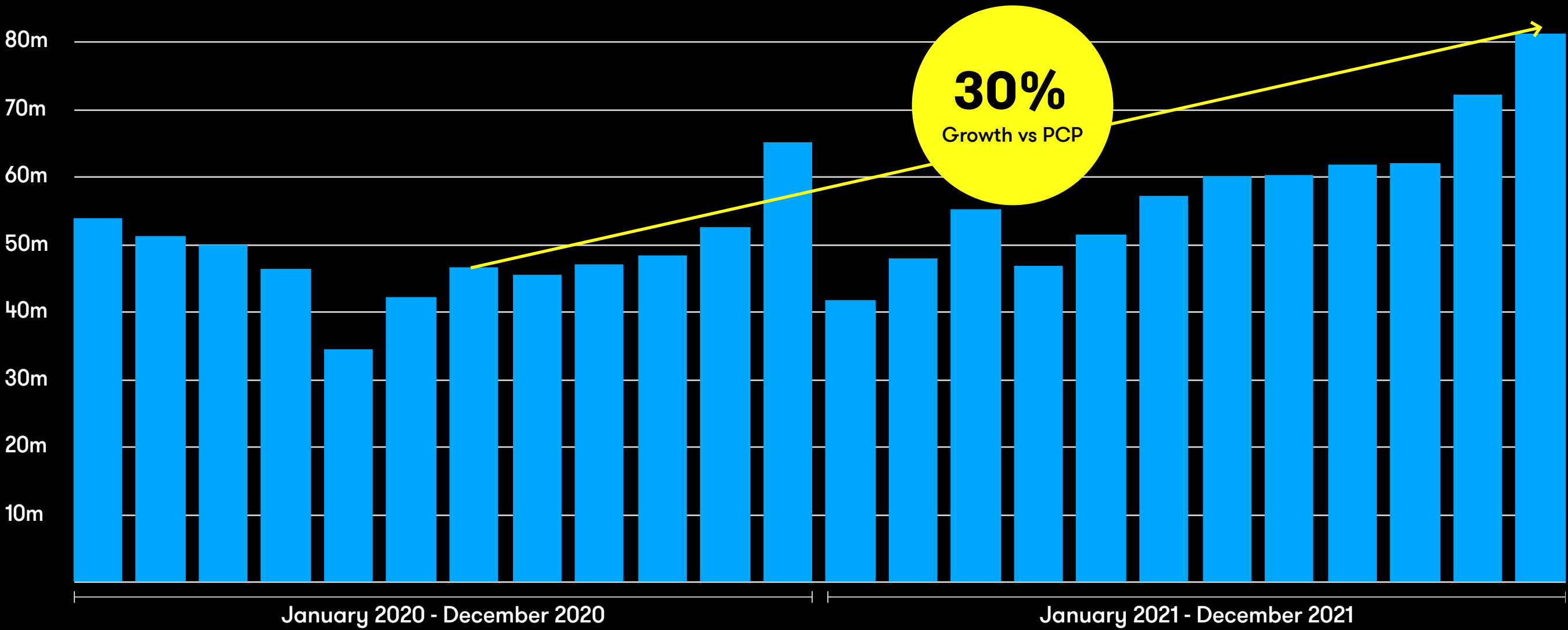
(consolidation from completion date of 1 October 2021)

- GDV = \$19.5bn
- Revenue = \$2.7m
- Overheads = (\$2.1m)
- Underlying EBITDA = \$0.2m

Total Digital Payments GDV - YTD (Dec21)



Open Banking Volumes



H1 FY2022 Highlights

- **Strong Revenue growth (+20%)** - in all segments
- **Signed 33 new contracts**
- **Across Europe we launched 22 new programs in December**
- **PFS Card Services (Ireland) Ltd (PCSIL) was permitted to sign new customers and onboard new programs**
- **Significant investment in our European business** particularly compliance to support remediation and ongoing improvements
 - Providing EML with a competitive advantage in the e-Money landscape as regulator compliance requirements continue to increase
 - Number of senior hires in the European region
- **Launched Seamless** - our newest payments portal through our partnership with Interchecks
- **Hydrogen platform went live in July 2021**
- **Re-signed PCS**, one of our largest European clients with the addition of further product offerings
- Completed the **acquisition of Sentenial Ltd** enabling EML to enter the European open banking industry
- **Sentenial signed 34 new contracts** during the half



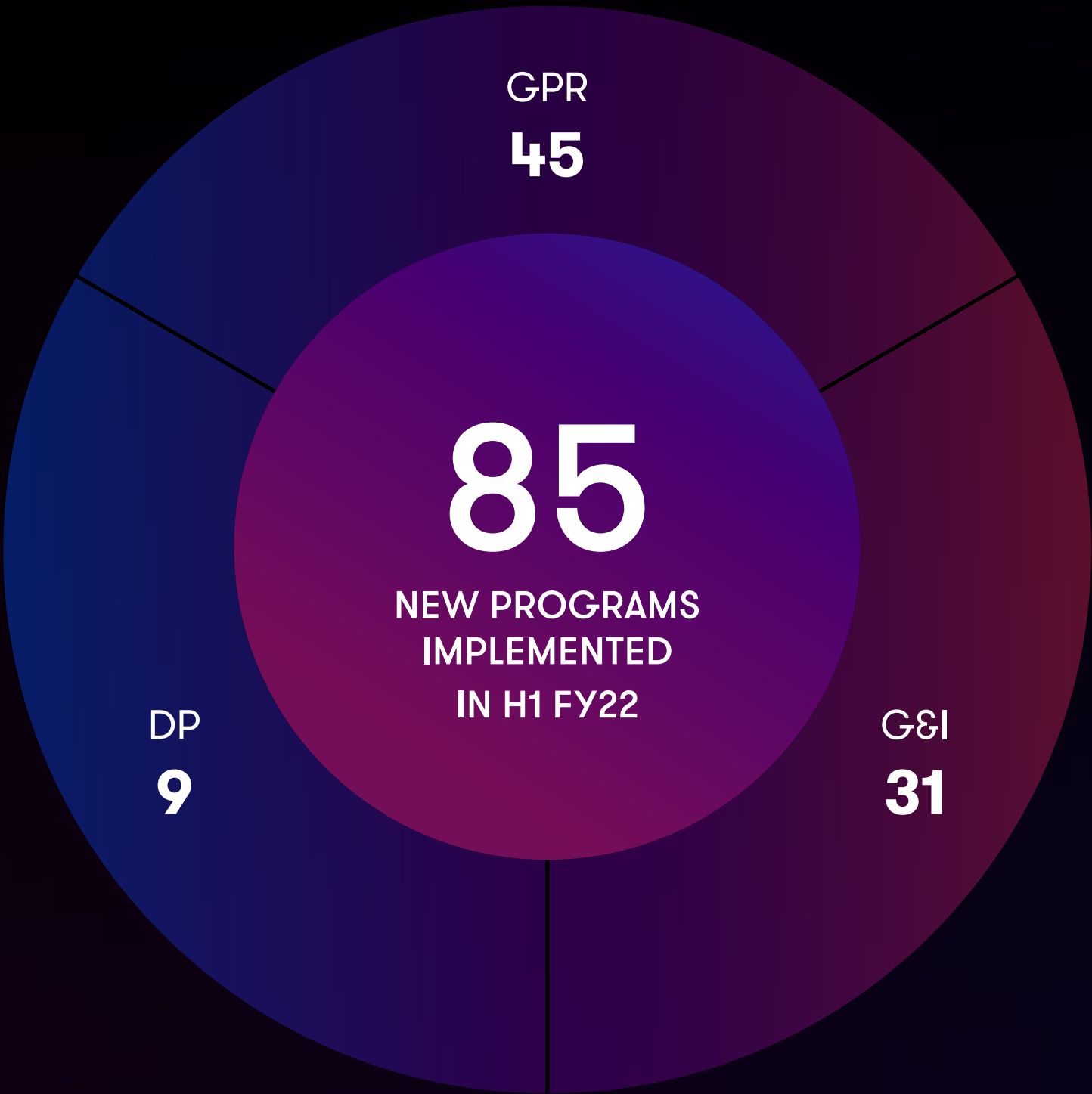
New Contracts and Program Launches

EML (excl. Sentenial)



Sentenial

During H1 FY22 Sentenial signed 34 new contracts



SALES PIPELINE
(INCL. SENTENIAL)

+\$13.6bn
Projected
year 3-4 GDV

439 deals

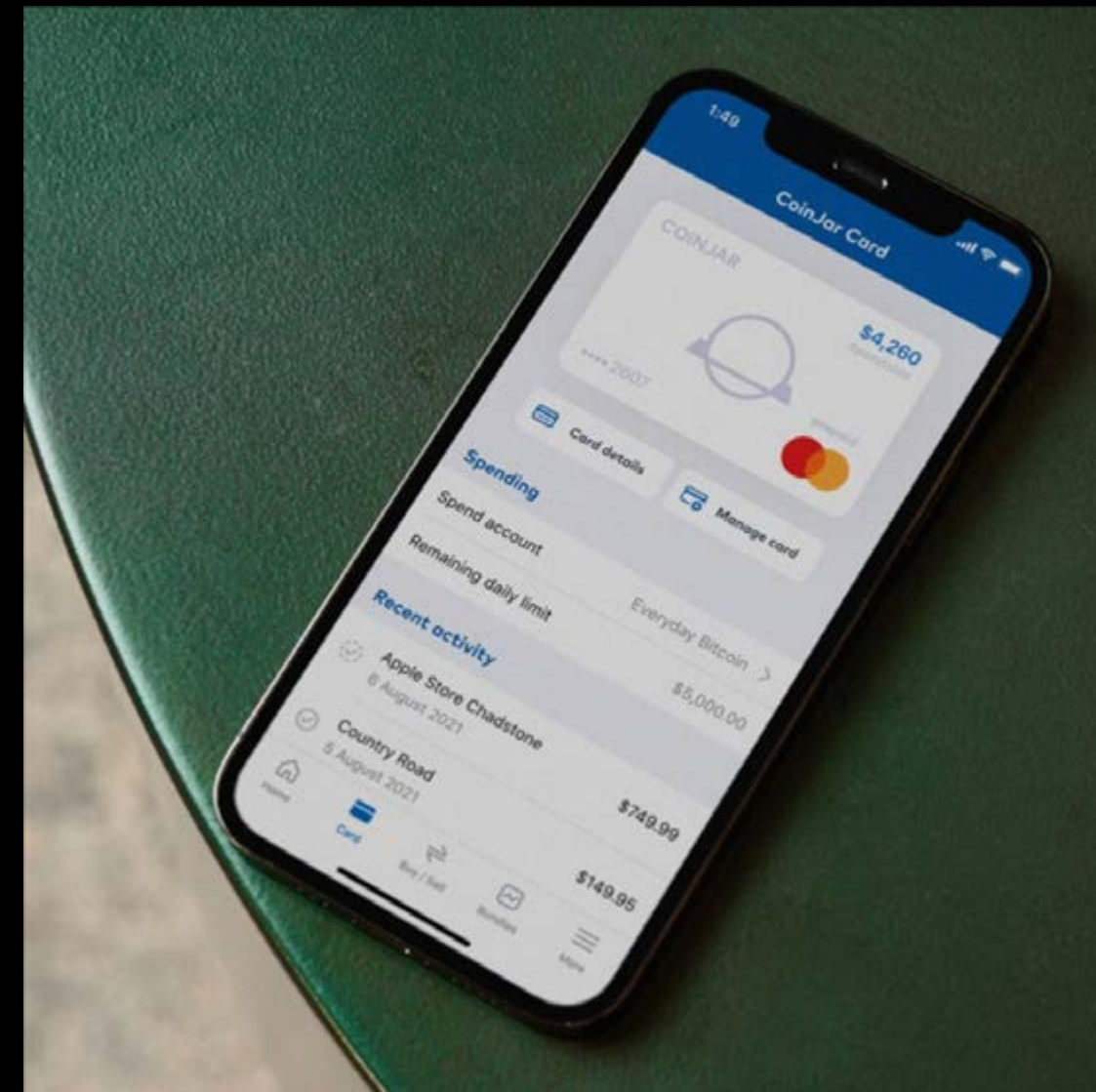
GPR - 212 G&I - 106 DP - 121

Historical win rate 40%

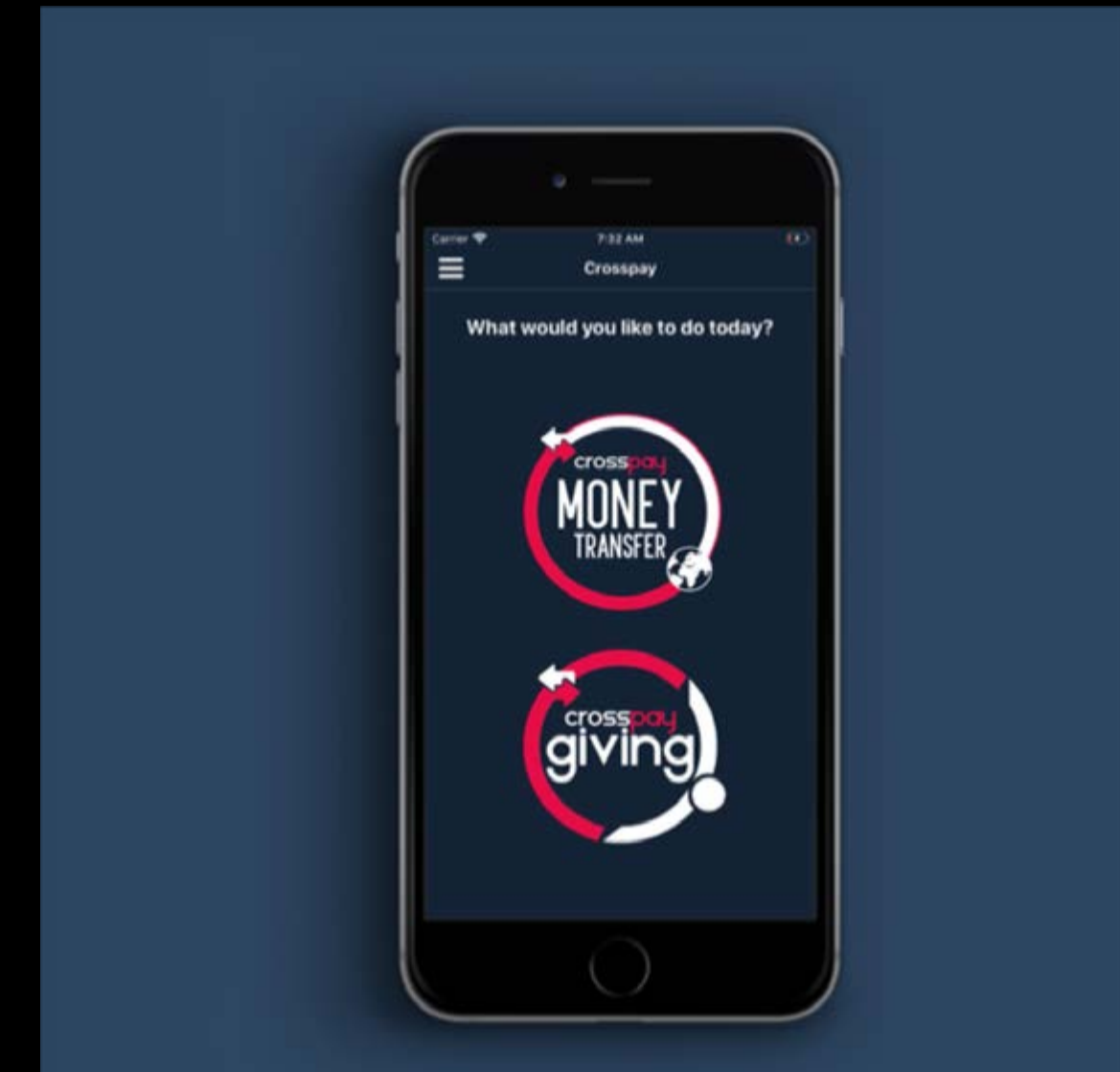
Digital Program Launches



A first for the shopping mall category in Canada, Cadillac Fairview launched a new digital gift card giving shoppers the ability to buy and receive digital gift cards instantly.



Coinjar are pushing the boundaries of innovation with a prepaid card that enables real time spending of crypto anywhere Mastercard is accepted. Launched in Australia & UK.



Crosspay is a British cross border payment platform adopting open banking payments to collect both faster payments and SEPA into Nuapay issued current accounts.

Earned Wage Access & Employee Wallets



USA

Enables companies to offer travel as a benefit. Offers an employee an online vacation planning & budgeting wallet.

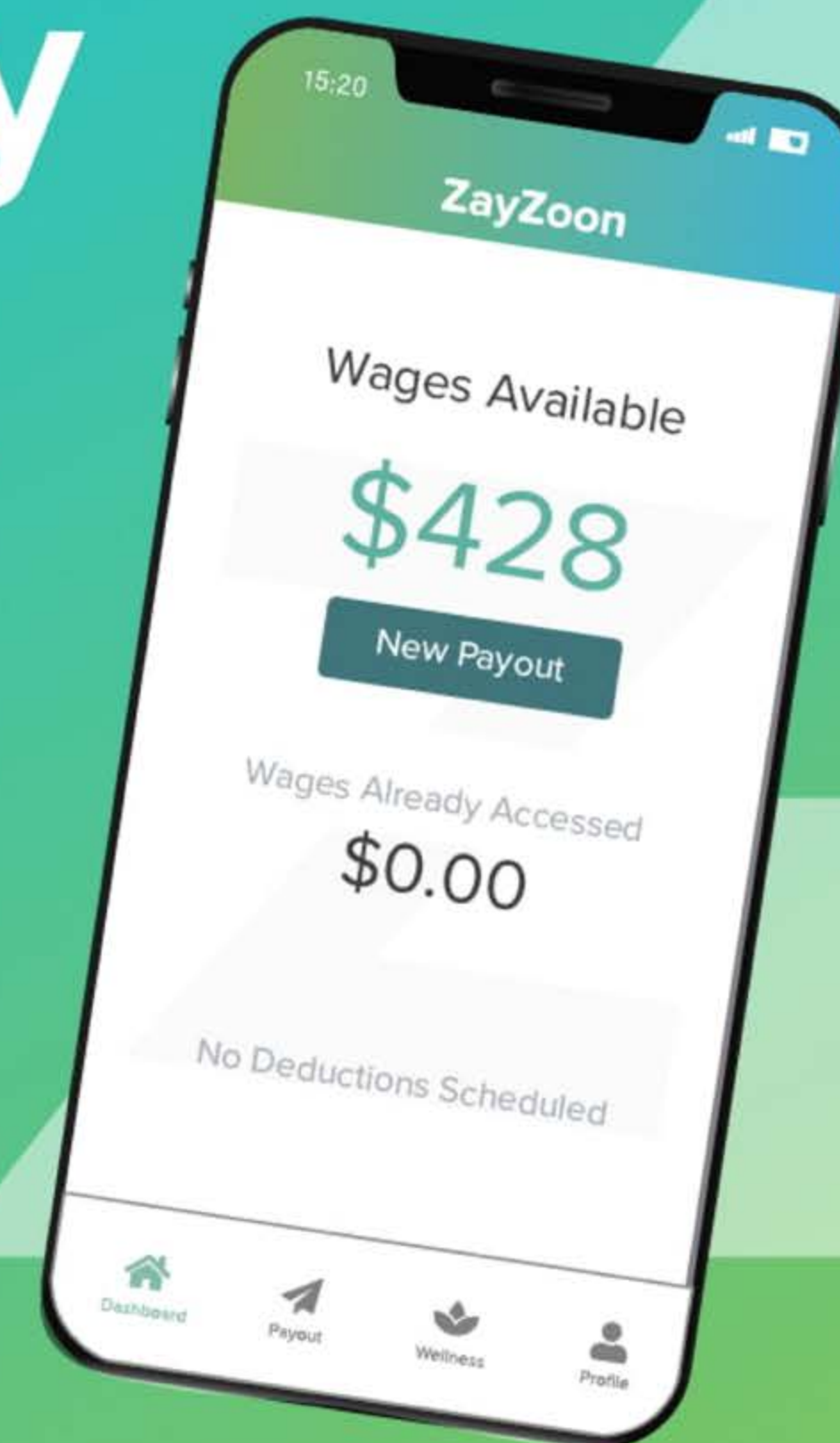


USA

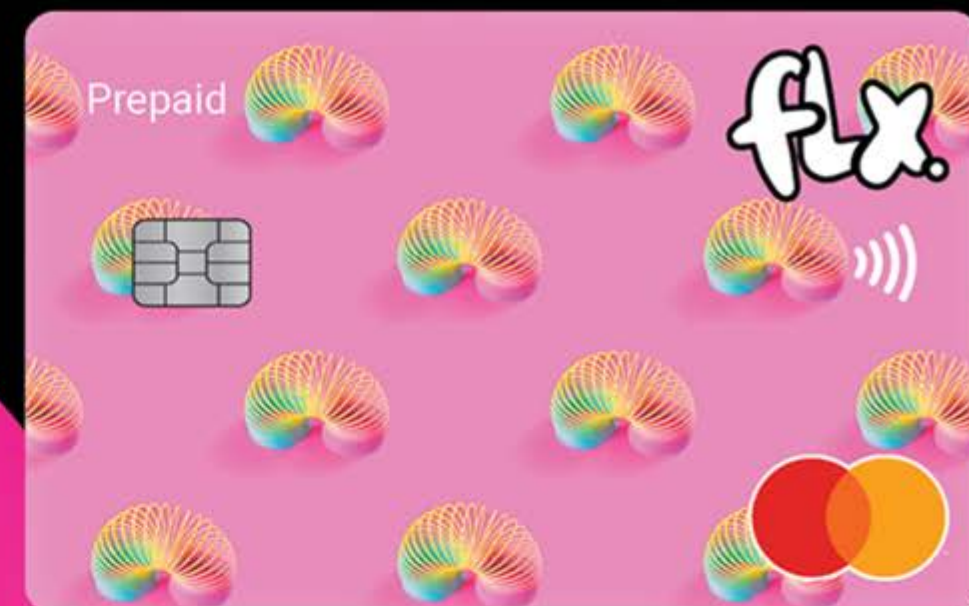
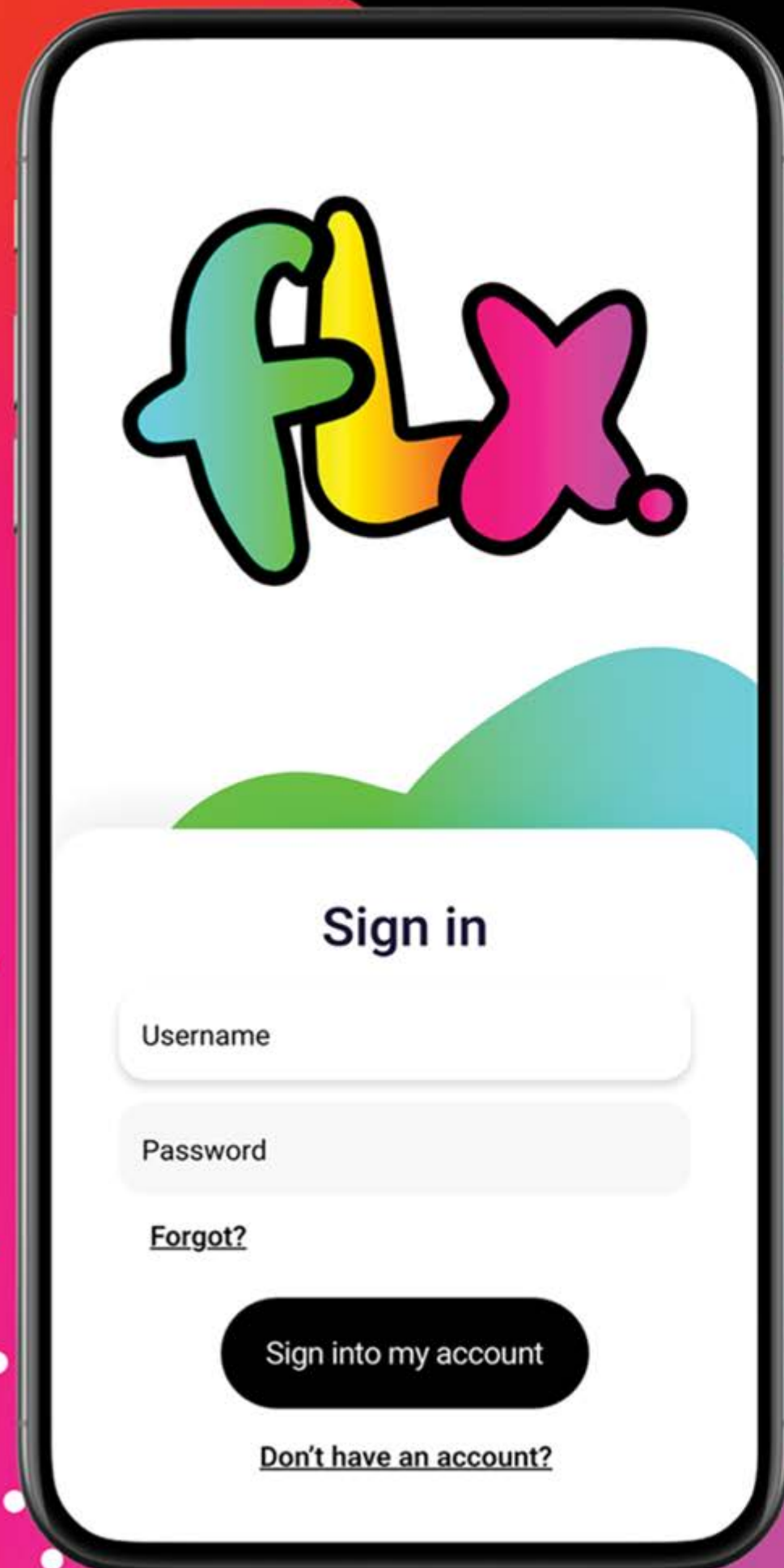
Leading earned wage access business allows employees to instantly access their earned wages on-demand instantly with a prepaid card.

Today is the new payday

Get your wages as you earn them.
Avoid late bill payments, overdraft fees,
and payday loans.



Fintechs launching digital solutions



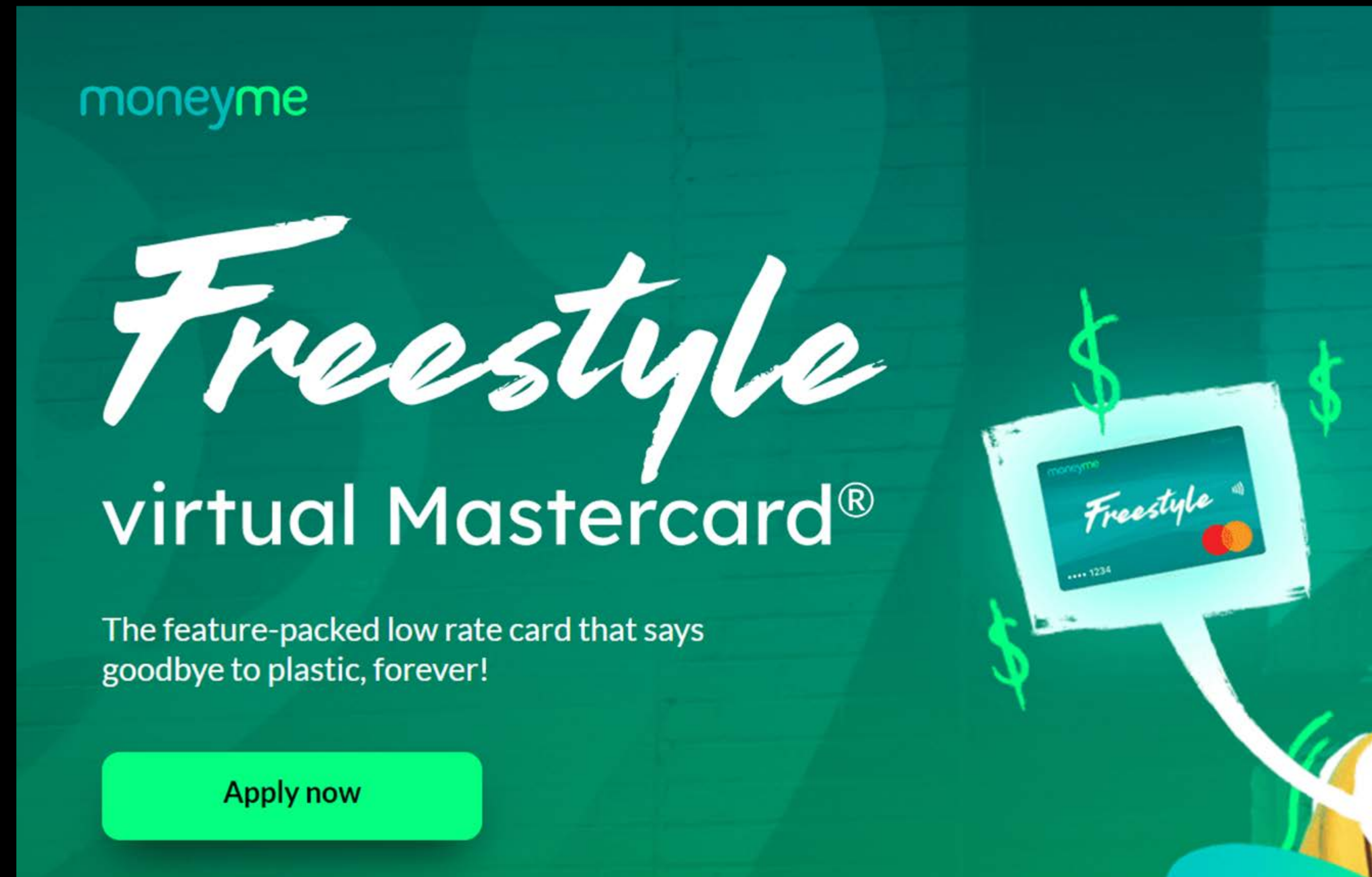
B Sabadell

Nomo is a BaaS digital tool to control the accounting, finances and of SMEs. Nomo provides customers with an IBAN and mobile prepaid cards to allow customers to receive, make payments, and control expenses.

flexischools

Flexischools, online school platform for parents, schools and suppliers has launched a pocket money product to help children save, spend and learn financial literacy.

Fintechs launching digital solutions



The advertisement features a dark blue background with a faint grid pattern. In the top left corner is the 'moneyme' logo in white. The main headline 'Freestyle' is written in a large, white, cursive script. Below it, 'virtual Mastercard®' is written in a clean, white, sans-serif font. A sub-headline in white text reads: 'The feature-packed low rate card that says goodbye to plastic, forever!'. At the bottom left is a red rounded rectangular button with the text 'Apply now' in white. On the right side, there is a stylized illustration of a smartphone displaying the 'Freestyle' card interface, with several green dollar signs floating around it.

moneyme

Freestyle

virtual Mastercard®

The feature-packed low rate card that says goodbye to plastic, forever!

Apply now

AUTOPAY

MoneyMe developed proprietary tech that allows car loans to be settled within hours by both brokers and auto dealers to create Autopay. MoneyMe will extend the Freestyle line of credit product to their new incredibly fast growing, high value customer base.

SocietyOne

With the acquisition of Society One, MoneyMe will extend the Freestyle line of credit product to Society One customers. Society One has 25k active loan customers, and 147k engaged in their credit score wellness product.

AptPay - partnering with NRT Technology

EML's first GPR program in Canada. Disbursement program catering to needs of the unbanked, challengers, nontraditional banking market, gig economy and gaming industries.

AptPay enables the instant disbursement of funds through its prepaid physical, virtual or digital cards products. AptPay has partnered with NRT Technology to enable casinos and online gaming sites to instantly disburse winnings onto a prepaid card or mobile wallet for guests and players. The service called smartSEND, will be available to all land based and online casinos in North America.



Innovative Partnership with PCS, France

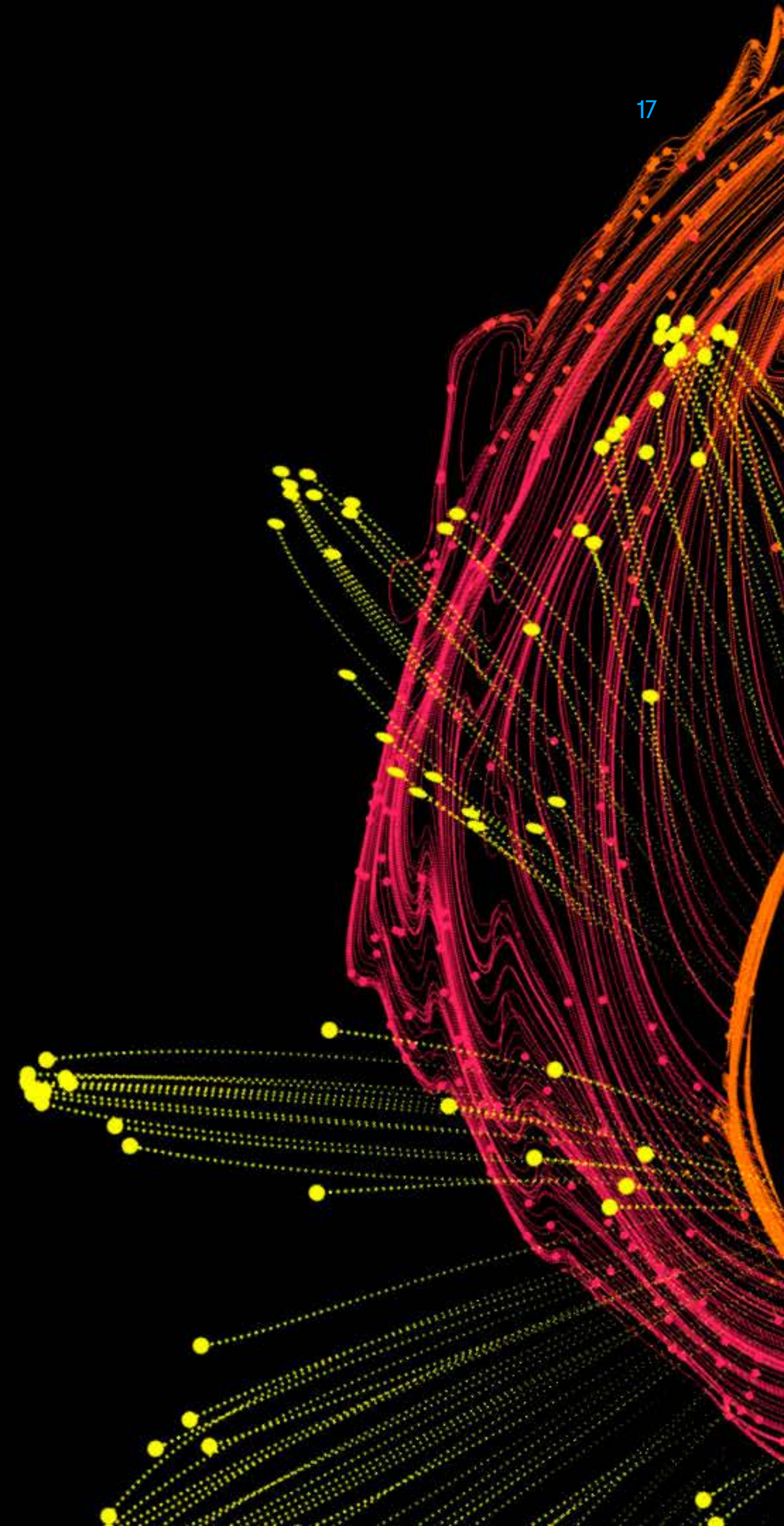
PCS launches another new product innovation with EML this year, continuing our strategic partnership to digitise cash for French citizens that are underbanked or looking at an alternate non-bank solution.

<div>2017</div> <div>New Programs</div> <div>FC Nantes</div> <div>DiaCash</div> <div>Oren Cash</div> <div>Campusea</div>	<div>2018</div> <div>New Programs</div> <div>PCS Acterim</div> <div>PCS Optimisy</div> <div>PCS Cash Convertors</div>	<div>2020</div> <div>New Programs</div> <div>PCS print on demand</div>	<div>2022</div> <div>New Programs</div> <div>PCS X Metal Cards</div>
<div>Products</div> <div>GPR</div> <div>IBANS</div>	<div>Products</div> <div>Contactless Cards</div> <div>PAYS</div>	<div>2021</div> <div>New Programs</div> <div>PCS Incentives</div>	



Legal Update

- On 16 December 2021 Shine Lawyers filed group proceedings in the Supreme Court of Victoria.
- The proceedings allege that EML did not comply with its disclosure obligations and engaged in misleading and deceptive conduct regarding disclosure. The allegations relate to EML's governance arrangements as regards its Irish subsidiary, PFS Card Services Limited (PCSIL), and PCSIL's interaction with the Central Bank of Ireland (CBI).
- EML does not consider that it has engaged in misleading and deceptive conduct, and considers that it has at all times complied with its disclosure obligations. EML has engaged highly experienced and leading class action defence lawyers and will vigorously defend the proceedings.
- It is currently premature to determine the impact (if any) of the class action on EML.
- As class action proceedings can take an extended period to resolve and EML is resolute in its intention to defend, EML has recognised a \$10,500,000 provision for the highly likely legal costs that are expected to be incurred in defence of the claims. EML intends to seek an order for security for such costs from the class action Plaintiffs. Costs provided for are excluded from the underlying results.



We are making great progress on Accelerator, our 3 year strategy



Purpose Driven Alignment

Our people are our most valuable asset when it comes to delivering on this strategy so a focus on communication and new operating rhythms have been critical to the success

Launched our newest product solution, Seamless - a fully white label payments portal



EML's Newest White-Label *Payment Portal Solution*

EML Seamless offers merchants ability to disburse funds to end users through a multitude of digital payment options seamlessly using the user's email address.

The solution is seamless for merchants to integrate via APIs or use of our fully white-label payment portal.

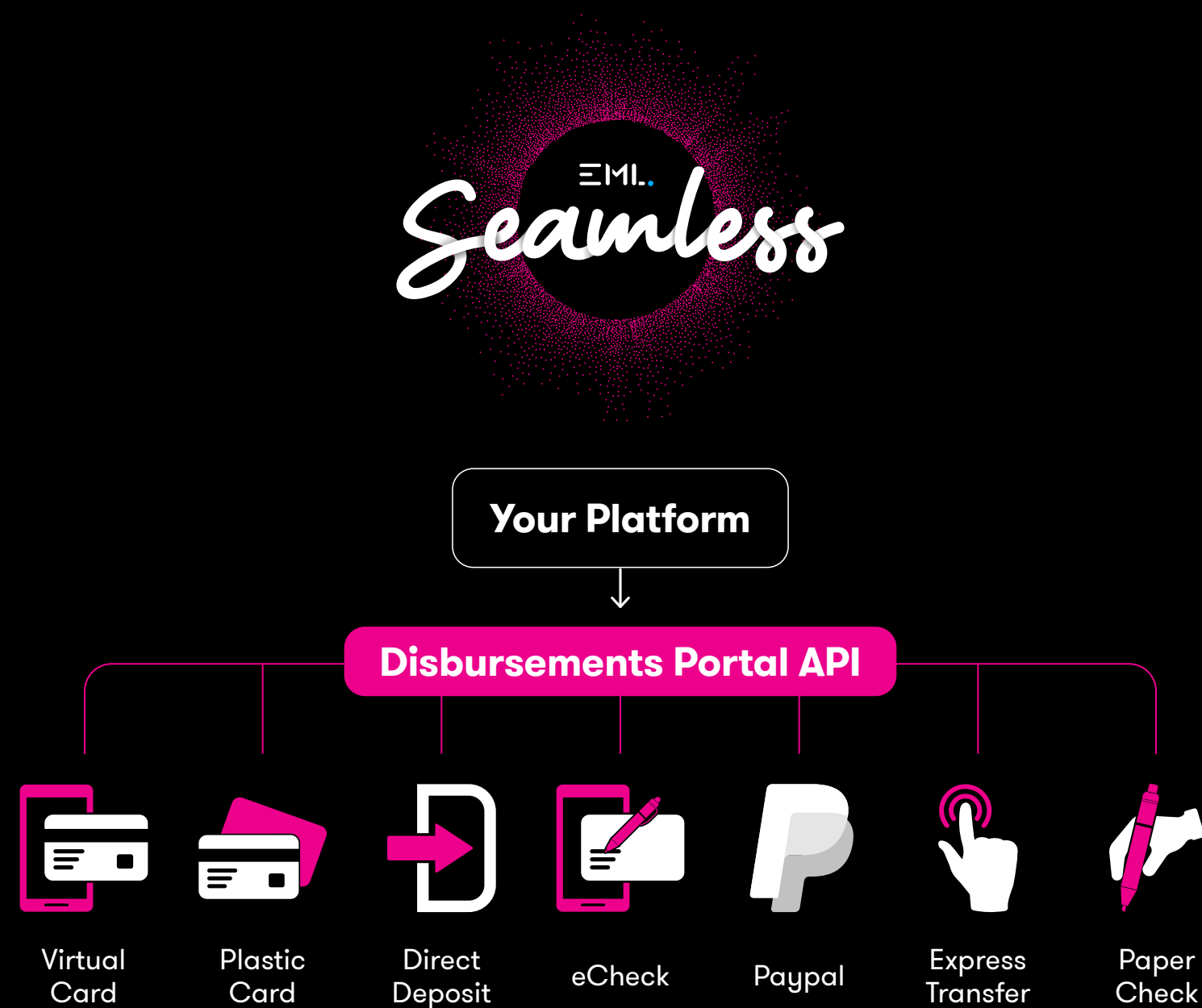


Simple, Powerful API

Use our REST API to quickly enhance, scale, and automate your payouts. Our Disbursements Portal's a la carte payment services and 1099 compliance offering allows you to tailor your payouts to accommodate an increasingly diverse set of recipients and use cases.

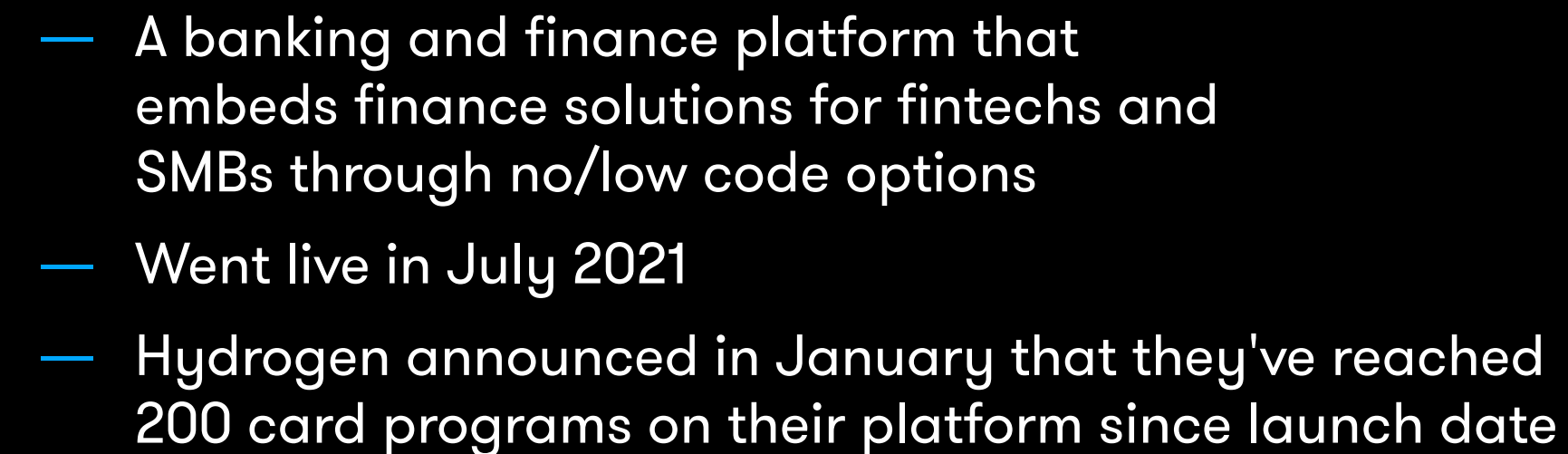
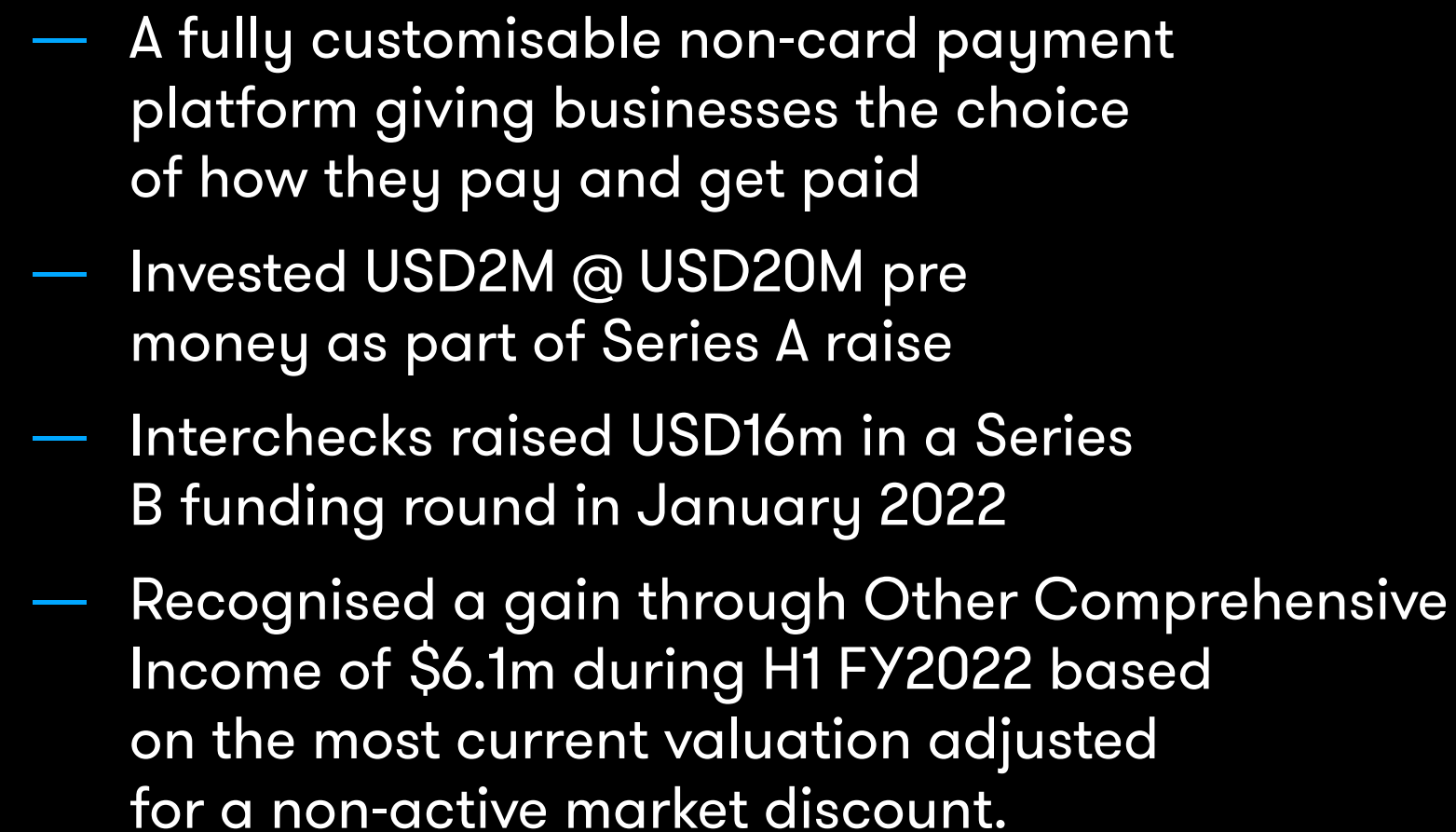
Drop our Disbursements Portal into your UI

Quickly and easily add a suite of payment options to your website or mobile app with our Disbursements Portal's drop-in payouts UI. Our simple, pre- formatted UI fits seamlessly into your user experience and manages the secure collection of payment data, real-time execution of payments and 1099 compliance.



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





02

Financial Performance.

EM.

Money in Motion

Key Financial Messages

- **GDV growth strong** - up 209% driven by Sentenial acquisition and growth in all segments;
- **Revenue growth strong** - up 20% on PCP with growth from all segments;
- **Gross Profit of \$75.4m¹, up 12% on PCP**, with GP margin of 66% down on PCP by 5%. GP impacted in H1 by a drop of \$2.7m in net interest income relative to PCP, or a 4% impact on GP margin;
- **Underlying Overheads growth of \$9.3m²**, up 24% on PCP impacted by additional resources to support the CBI remediation, insurance and audit cost increases and the consolidation of Sentenial for 3 months from October 2021;
- The surge in Omicron in late November led to social distancing restrictions being introduced in December in certain key markets for our G&I segment, particularly Canada, Germany and the UK. We saw volumes in these markets impacted in the key seasonal period, impacting G&I volumes in H1. Despite this, **G&I recorded record H1 GDV at \$0.9bn;**
- **Expect 2H improvement** - A number of initiatives have been completed or are underway that will deliver benefits to H2 FY2022 performance;
- **We remain in line with our guidance expectations** as H2 FY2022 will benefit from improved trading conditions, including:
 - improved interest revenue with further investments in bonds and the benefit of 40bps improvement in the GBP cash rate (+15bps in Dec 21 and +25bps Feb 22);
 - improved economics on revised commercial agreements with our schemes;
 - introduction of new inactive account maintenance fees on European GPR programs is expected to result in a recurring revenue stream and a non-recurring catch up for historical programs;
 - commenced launching new European programs in December as CBI licence restrictions eased;
- **Provided \$10.5m for highly likely future legal costs** in relation to the Group proceedings brought by Shine Lawyers, which we intend to vigorously defend. We will be seeking a Court order for security over these costs. We have an insurance policy which we expect to cover this event, subject to a deductible element, however this asset cannot be recognised until it is considered virtually certain.

¹ Gross Profit is stated excluding the non-cash amortisation of the AASB3 fair value uplift to bond investments.

² Underlying Overheads excludes CBI and related costs including the provision for the Shine Group Proceedings litigation defence

EML Payments H1 FY2022 Financial Results

Financial Performance

- Strong GDV and Revenue Growth

GDV

\$31.6bn

▲ 209% on PCP

UNDERLYING
NPATA^{1,2}

\$13.1m

▲ 6% on PCP

Revenue¹

\$114.4m

▲ 20% on PCP

UNDERLYING
EBITDA¹

\$26.9m

▼ 4% on PCP

(\$'000s)	H1 FY2021	H1 FY2022	GROWTH
GDV	10,212,313	31,558,151	209%
TOTAL REVENUE¹	95,329	114,416	20%
Revenue conversion bps	93bps	36bps	(61%)
GROSS PROFIT	67,252	75,407	12%
GP margin	71%	66%	(5%)
OVERHEAD EXPENDITURE (Incl. R&D tax offset)	(39,198)	(48,544)	24%
Costs in relation to CBI matter provided & incurred	-	(12,659)	(100%)
EBITDA (Incl. R&D tax offset)	28,054	14,204	(49%)
Addback: Costs in relation to CBI matter	-	12,659	100%
UNDERLYING EBITDA (Incl. R&D tax offset)¹	28,054	26,863	(4%)
UNDERLYING EBITDA margin	29%	23%	(6%)
Depreciation & amortisation	(14,824)	(14,159)	4%
Share-based payments	(2,876)	(3,580)	(24%)
Fair value adjustment (AASB3, contingent consideration and financial assets)	(57,510)	(464)	99%
Other	(2,261)	(5,725)	(153%)
Underlying Net Profit / (Loss) before tax	(49,417)	2,935	106%
Tax (including Research and Development tax offset)	(1,878)	(2,350)	(25%)
Subtract: Tax in relation to CBI matter provided & incurred	-	(3,558)	(100%)
Underlying Net Profit after tax	(51,295)	(2,973)	94%
Add back: Acquisition related adjustments ³	10,841	15,589	(19%)
Add back: FV on contingent consideration ³	51,771	-	(100%)
Subtract: Gain on cashflow hedge ³	-	(543)	(100%)
Add back: Non cash amortisation of AASB3 fair value uplift to bond investments ³	1,033	989	(4%)
UNDERLYING NPATA^{1,2}	12,350	13,062	6%

1 Revenue, EBITDA & NPATA are stated excluding the impacts of the non cash amortisation of AASB3 fair value uplift to bond investments and CBI and related costs, including the Shine Group Proceedings.

2 NPATA represents the profit generated by the business excluding all acquisition related costs including; amortisation, contingent considerations, share based payments and cash expenses that relate to acquisitions.

3 AASB3 Acquisition adjustments include amortisation arising on fair value adjustments to acquired balance sheets, acquisition costs and other costs where directly attributable to acquisitions.

Segment Performance

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General Purpose Reloadable (GPR)

Use cases - Banking as a service, Software as a service, Neo-lending, Multi-currency, Government, Non Governmental Organisations

GDV

\$1.8bn

\$1.4bn

\$1.5bn

\$4.9bn

\$6.3bn

H1 FY18

H1 FY19

H1 FY20

H1 FY21

H1 FY22

Revenue

\$69.6m

\$53.4m (H1 FY21)

GP%

56%

63% (H1 FY21)

Yield

111bps

112bps (H1 FY21)

Highlights

— Strong revenue growth across all verticals, with largest growth coming from digital banking, government and payroll programs

— Gross margins down on PCP due to impacts of lower net interest and CBI restrictions on new program launches which reduced establishment income

Gift & Incentive (G&I)

Use cases - Mall gift cards, Employer incentives, cross-sell, consumer incentives

GDV

\$0.5bn

\$0.7bn

\$0.8bn

\$0.8bn

\$0.9bn

H1 FY18

H1 FY19

H1 FY20

H1 FY21

H1 FY22

Revenue

\$37.1m

\$35.0M (H1 FY21)

GP%

81%

82% (H1 FY21)

Yield

408bps

466bps (H1 FY21)

Highlights

— Revenue up 6% on PCP, primarily from improved mall volumes, particularly in Canada through to mid November, prior to Omicron impacts

— Malls performance improved vs PCP however the impact of Omicron (particularly in Canadian, UK & German malls) led to lower than expected mall traffic and mall volumes in December

Digital Payments (DP)

Use cases - Commercial Payments, Buy Now Pay Later

Sentenial

GDV - excl Sentenial

\$1.3bn

\$2.1bn

\$4.3bn

\$4.6bn

\$4.9bn

H1 FY18

H1 FY19

H1 FY20

H1 FY21

H1 FY22

Revenue

\$7.7m

\$5.8M (H1 FY21)

GP%

82%

73% (H1 FY21)

Yield

3bps

13bps (H1 FY21)

Highlights

— Sentenial results consolidated from 1 October 2021

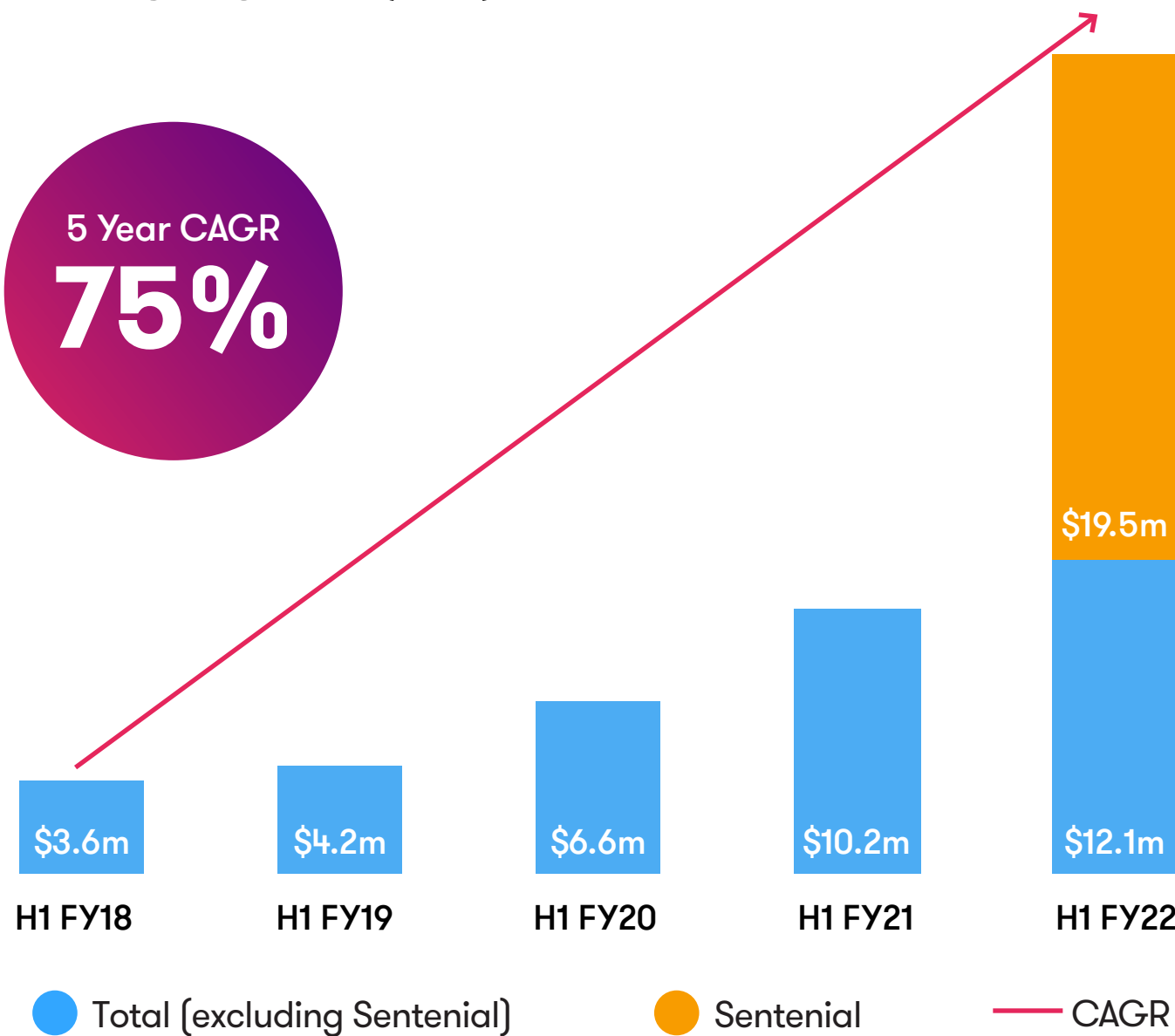
— Revenue yield drops due to consolidation of Sentenial direct debit business which yields less than 1bp.

Figures specified above are for the six months ended 31 December 2021 ('H1 FY2022'), presented in Australian Dollars. Unless otherwise stated, the prior comparative period refers to the six months ended 31 December 2020 ('H1 FY21').

Gross Debit Volume (GDV)

GDV
\$31.6bn ▲ 209%

GDV by Segment (A\$m)



General Purpose Reloadable (GPR)

\$6.3bn

▲ 29%

- Strong growth in GDV volumes primarily in Europe where key programs PCS, Correos and Home Office grew strongly against PCP.
- Continued to see growth across gaming and salary packaging verticals.
- Pipeline for GPR segment remains strong and focussed on larger opportunities.

Gift & Incentive (G&I)

\$0.9bn

▲ 21%

- Significant recovery from impacts of COVID in the prior year.
- GDV was up \$0.15bn vs PCP, with GDV exceeding pre-COVID volumes in Europe and North America.
- The Omicron wave led to social distancing restrictions in some key markets, particularly Germany, UK and Canada which impacted GDV in the key trading month of December.
- Incentives programs continued growth, up 4% vs PCP.

Malls

\$0.6bn

Incentives

\$0.3bn

Digital Payments (DP)

\$24.4bn

▲ 431%

- Digital Payments now incorporates our VANs vertical together with Sentenial from 1 October.
- Sentenial Direct Debit and Open Banking volumes contributed \$19.5bn (\$19.12bn from the direct debit business and \$0.33bn from Open Banking) of the \$19.8bn uplift seen over PCP.

EML

\$4.9bn

Sentenial

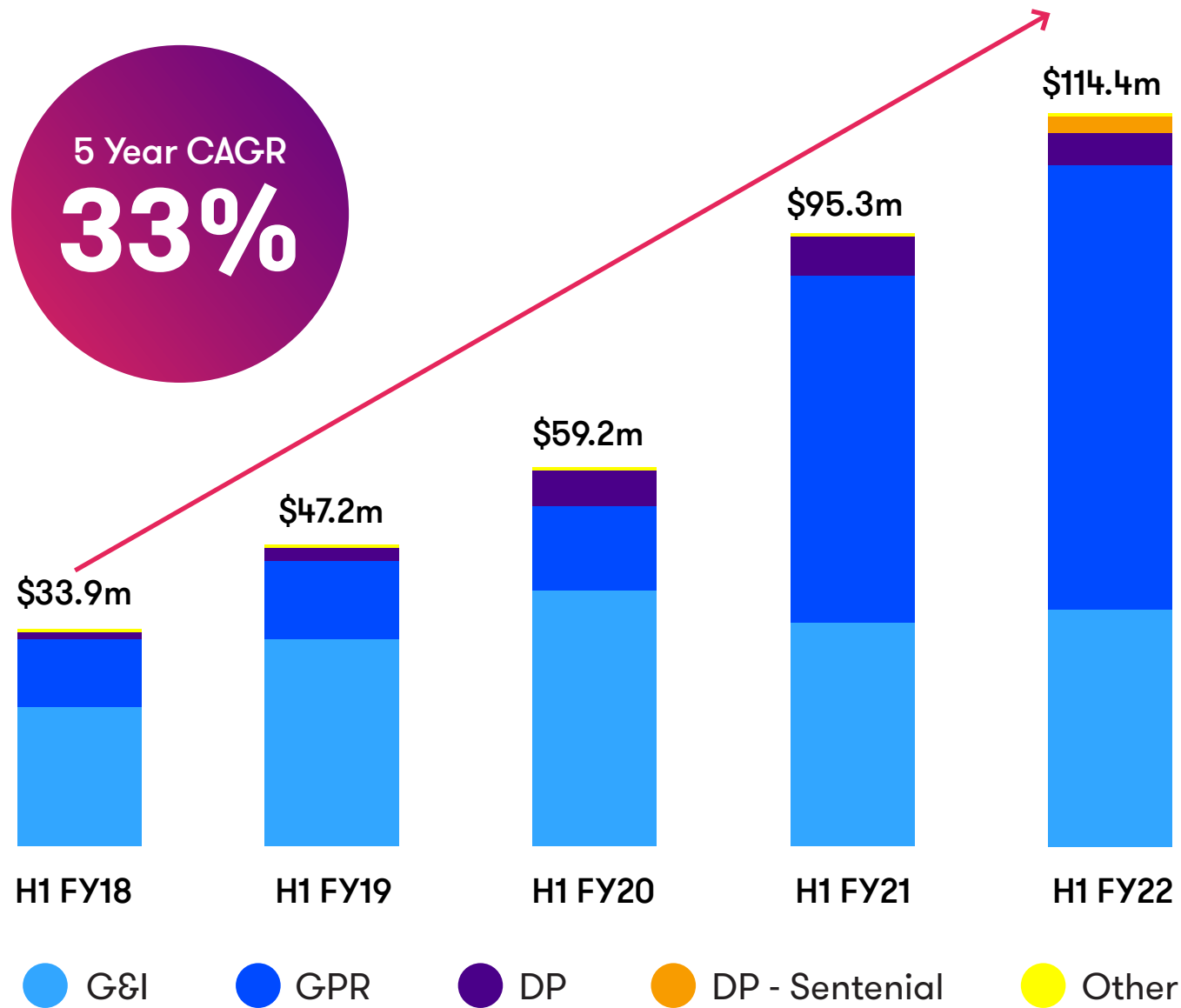
\$19.5bn

EML generates revenues from processing payment volumes on our processing platforms. The gross value of these transactions are defined as Gross Debit Volumes ('GDV') and are a key indicator of current & future revenues.

Revenue

Revenue¹
\$114.4m ▲ 20%

Revenue by Segment (A\$m)



General Purpose Reloadable (GPR)

\$69.6m

▲ 28%

- High levels of demand for our products continued to drive strong growth in Europe and Australia.
- The CBI regulatory matter impacted the ability to launch new programs in the period, reducing establishment income. The restrictions were eased in late November and we expect improved levels of establishment income in H2 FY2022.

Gift & Incentive (G&I)

\$37.1m

▲ 6%

- G&I segment performed well up to November, when the impacts of the Omicron variant of COVID-19 resulted in social distancing restrictions being re-introduced into certain key markets.
- Segment revenue increased \$2.1m, or 6%, on PCP. This offset \$5m of one off elevated breakage rates in the PCP driven by COVID-19.
- We will recognise \$4.2m of breakage income in H2 FY2022 on first half GDV under AASB15. (H1 FY2021 \$3.8m).

Digital Payments (DP)

\$7.7m

▲ 33%

- Sentenial contributed \$2.7m of revenue in the 3 months from acquisition date (30 September 2021).

EML
\$5.0m

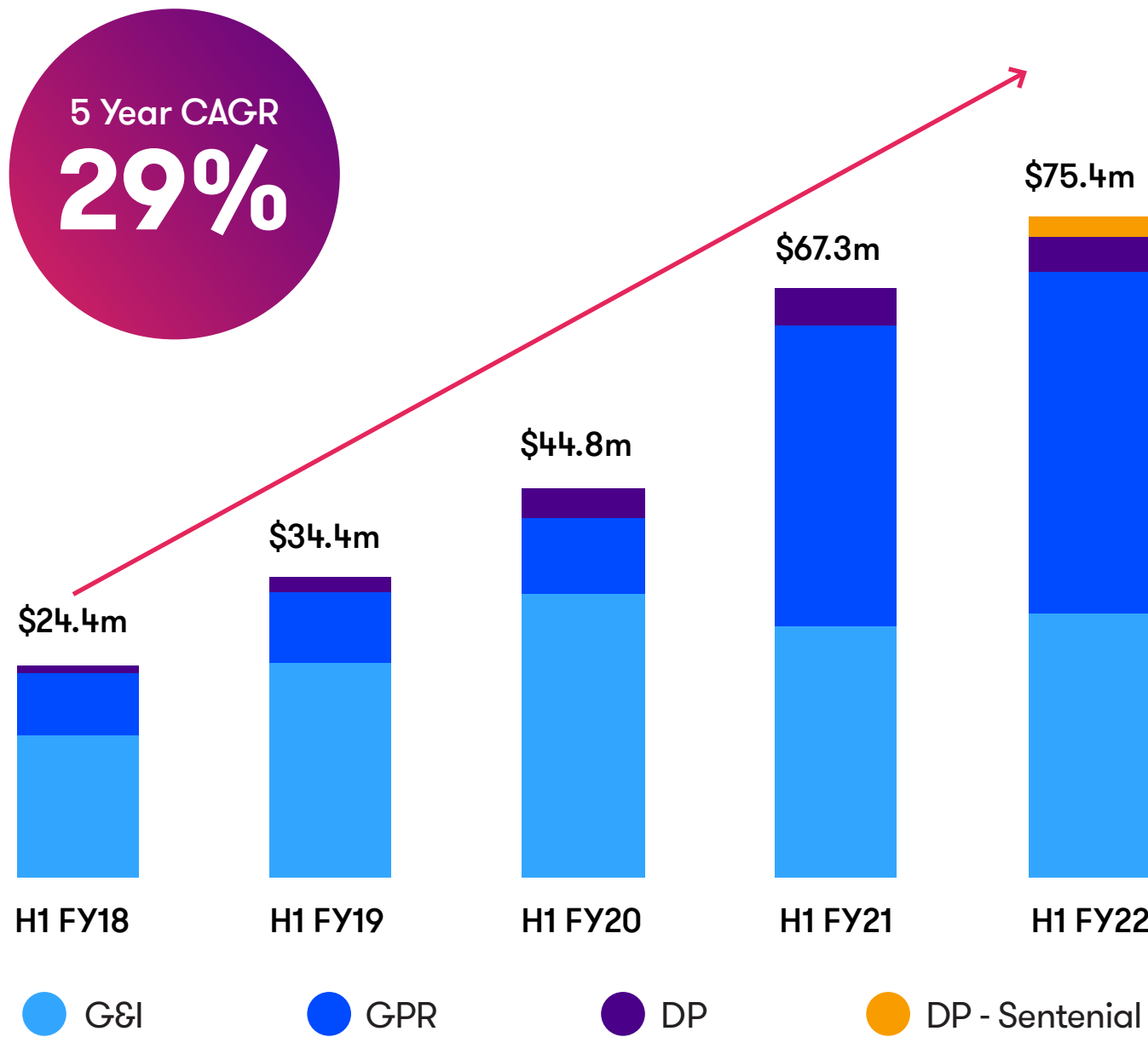
Sentenial
\$2.7m

¹ Revenue is stated excluding the impacts of the non-cash amortisation of the AASB3 fair value uplift to bond investments.

Gross Profit

Gross Profit¹
\$75.4m ▲ 12%

Gross Profit Margin by Segment



General Purpose Reloadable (GPR)

\$39.1m

▲ 15%

- Gross Profit margins for the GPR segment were lower at 56%.
- During the period the Group launched new programs on the TRACE processor. In H2 FY2022 we will commence moving some of the larger existing programs which should provide benefits from lower processing costs.
- EML has put in place initiatives to increase our investment in bonds to offset negative interest charged on stored value float balances which has impacted GP margins materially this half.

Gift & Incentive (G&I)

\$30.0m

▲ 4%

- Gross Profit margins for the G&I segment were down 1% to 81%.
- Improving Central bank interest rates will drive higher interest income in H2 and future periods.

Digital Payments (DP)

\$6.3m

▲ 48%

- Addition of high Gross Profit Margin Sentenial business improved Gross margins in the Digital Payments segment.
- Excluding Sentenial Gross Profit for the Digital Payments was down 8% from a change in customer mix.

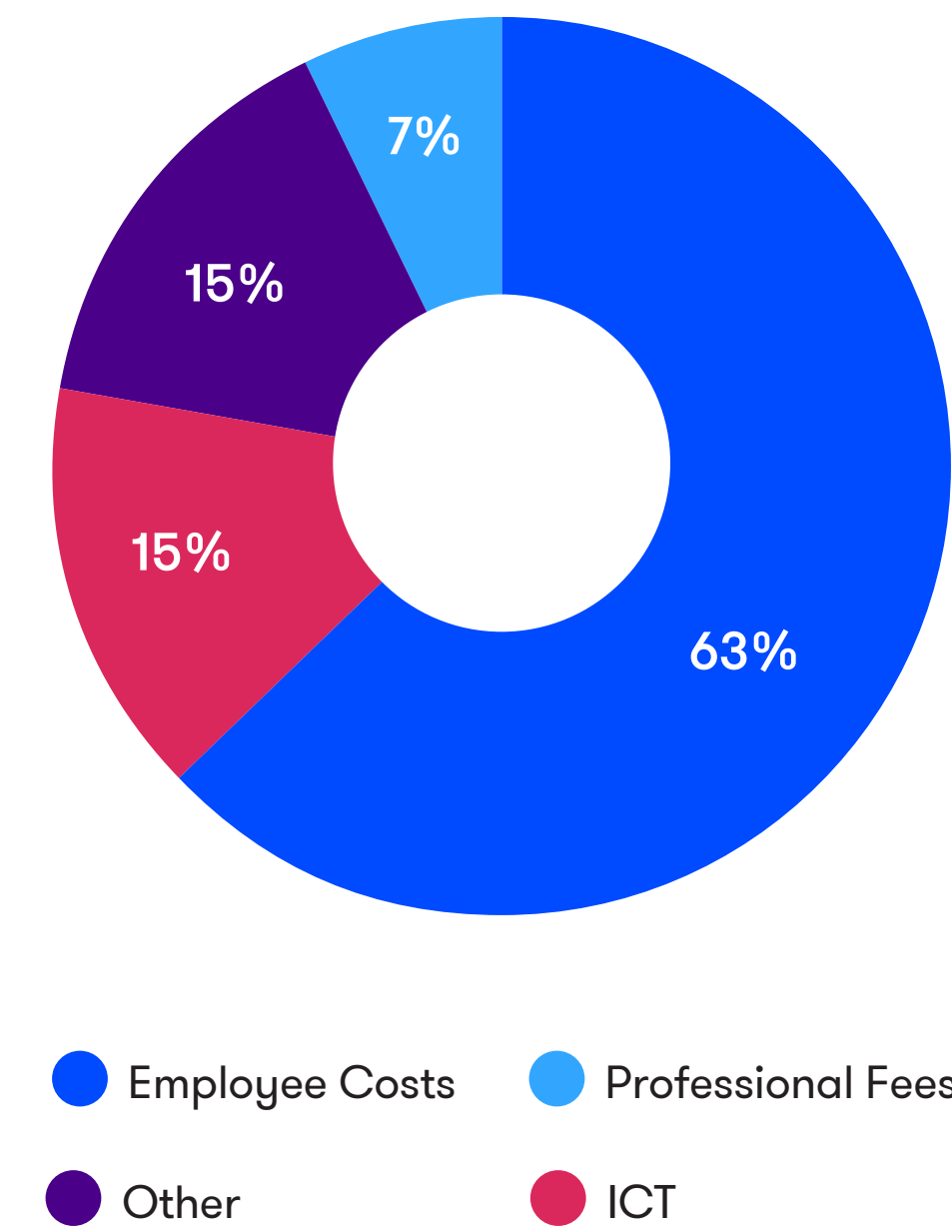
EML
\$3.9m

Sentenial
\$2.4m

¹ Gross Profit is stated excluding the impacts of the non-cash amortisation of the AASB3 fair value uplift to bond investments.

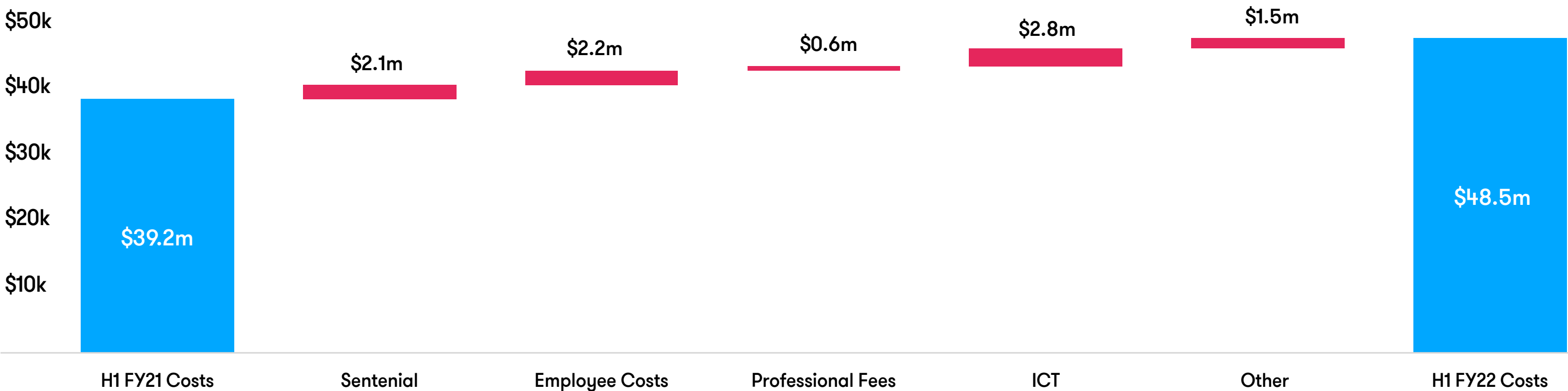
Overheads

Underlying Overheads¹
\$48.5m ▲24%



- Underlying overheads for the Group increased 24% on PCP.
- Increase primarily reflects continued investment in EMLs European operations, to implement the remediation plan in response to the CBI investigation. The PFS business accounted for 63% of the increase.
- The consolidation of the Sentenial Group from 1 October 2021 accounted for 23% of Group overheads increase.
- Employment related expenses fell to 63% of Group cash overheads primarily due to the increase in professional fees, risk and compliance and IT costs.
- Professional fees increased \$0.6m vs PCP primarily as a result of additional internal and external audit fees required as a result of the CBI matter.
- Other costs increases were driven primarily by increased insurance costs.
- Capitalised \$4.9m of internally developed software. This is in line with prior period however is a lower proportion of our total IT spend due to a focus on maintenance and remediation activities.
- Underlying overheads exclude CBI related costs of \$2.2m and the provision for the Shine class action defence costs of \$10.5m.

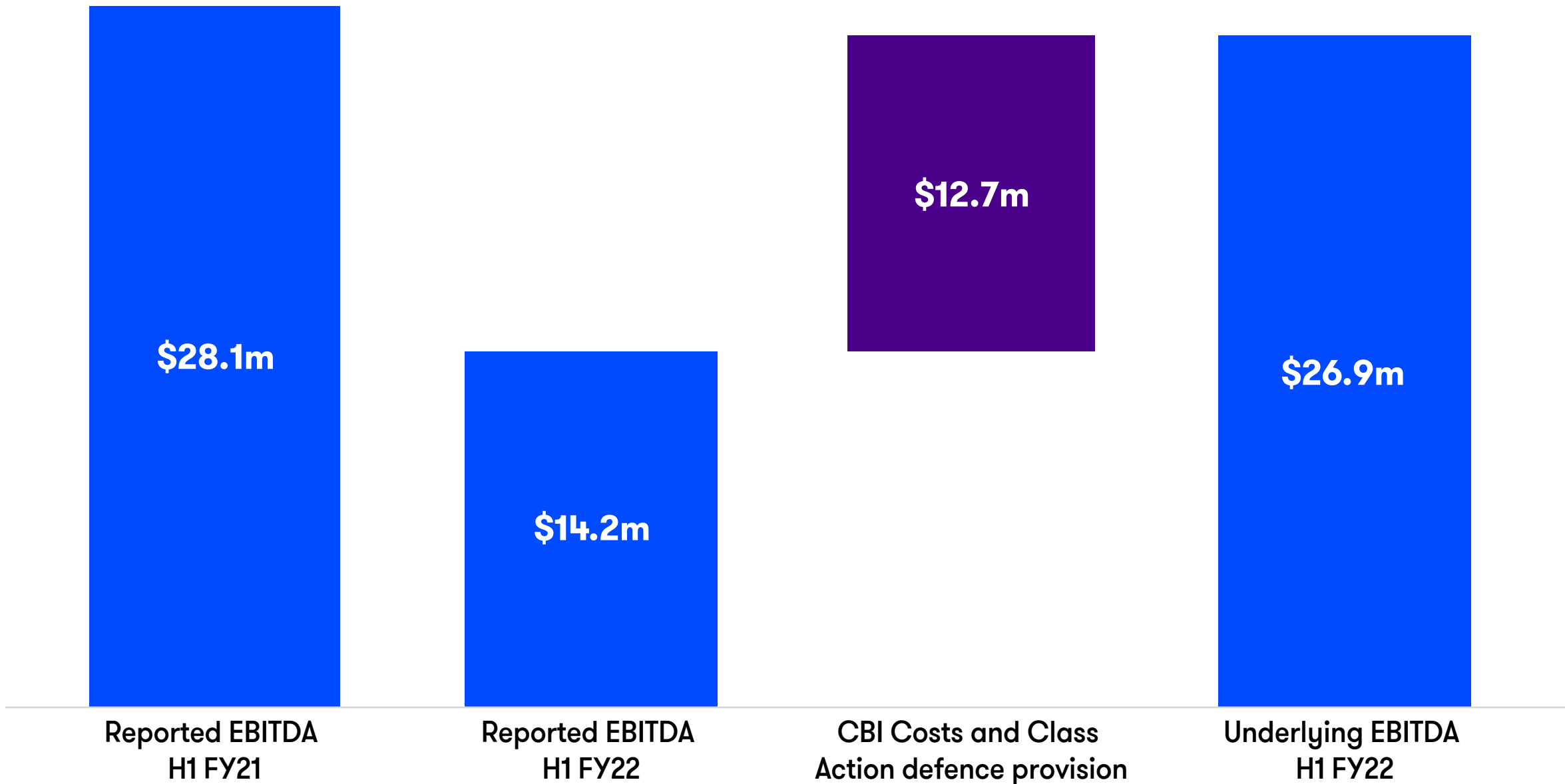
Overheads



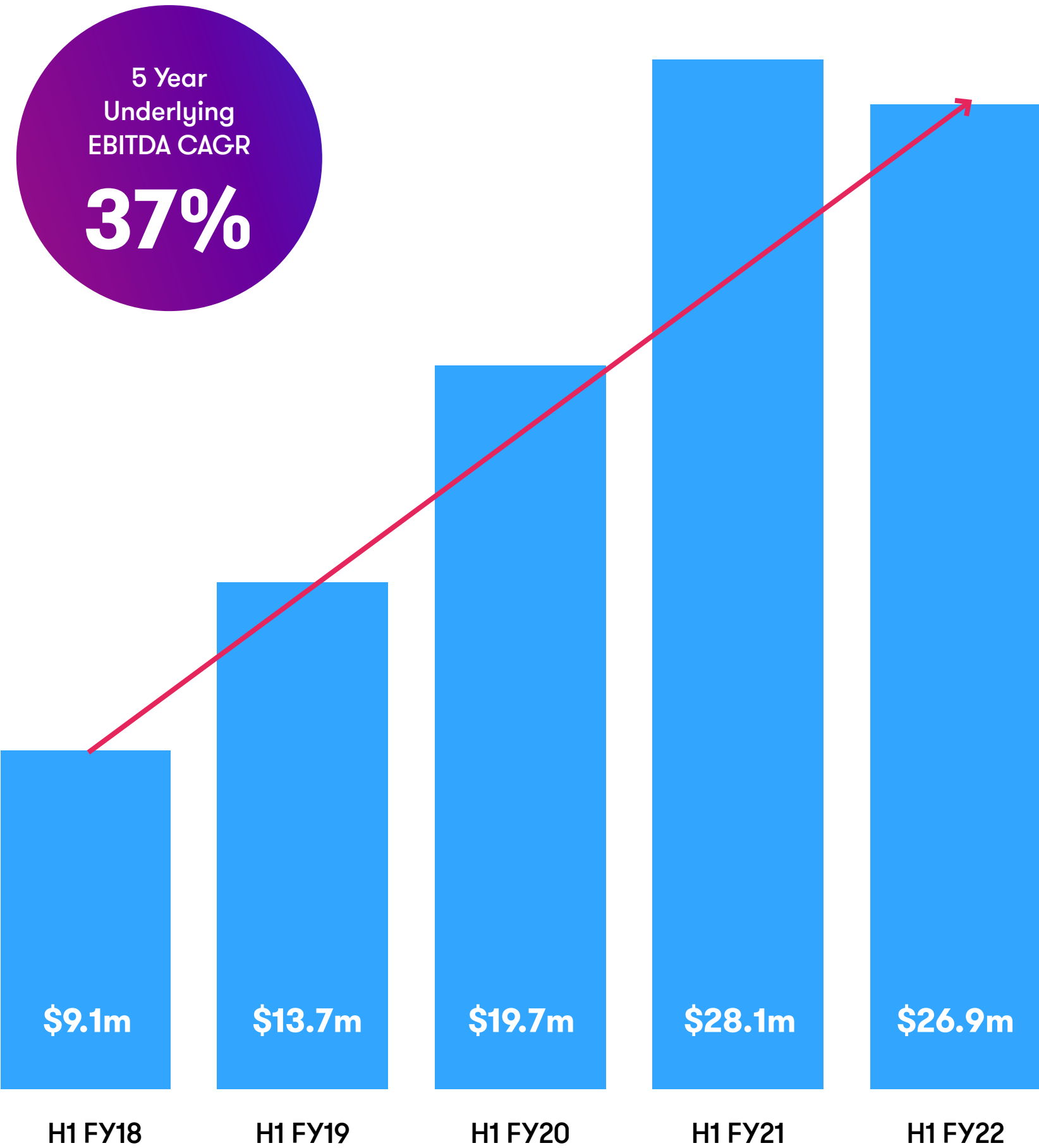
1 Underlying Overheads excludes CBI and related costs including the provision for the Shine Group Proceedings litigation defence.

Underlying EBITDA

Underlying EBITDA¹ **\$26.9m** ▼ 4% ON PCP



In H1 FY2022 the Group has incurred or provided for \$2.2m of costs in relation to professional advisory, remediation and other potential costs associated with resolving the CBI matter. Additionally a further provision of \$10.5m has been raised for the likely legal costs involved in defending the action brought by Shine Lawyers.
These costs are considered to be one-off in nature and are added back in arriving at Underlying EBITDA.



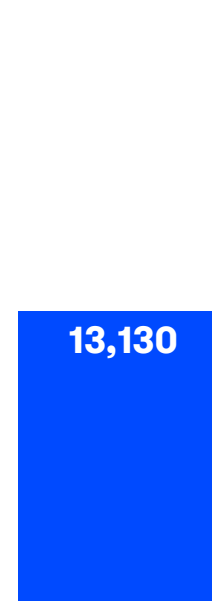
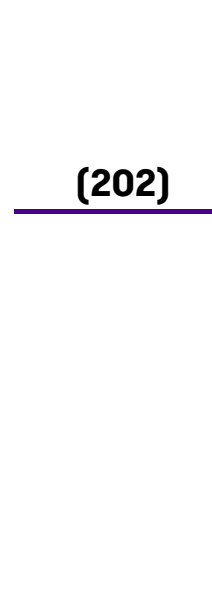
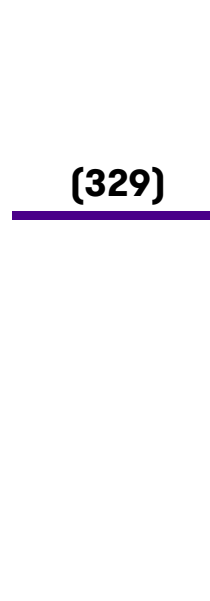
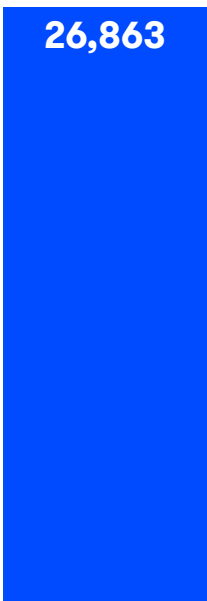
1 Underlying EBITDA excluding the non-cash amortisation of the AASB3 fair value uplift to bond investments, CBI and related costs (including the provision for the Shine Group Proceedings litigation defence).

Underlying EBITDA to Underlying NPATA

UNDERLYING EBITDA

\$26.9m

▼ 4% ON PCP



UNDERLYING NPATA

\$13.1m

▲ 6% ON PCP

	Underlying EBITDA	Depreciation & Amortisation	Share Based Payment	Non Cash Amortisation on FV Bond	Finance Costs	Borrowing Costs	Other Income /Expense	Gain on Cashflow Hedge	FV on Financial Assets /Liabilities	Tax	Acquisition Costs	Underlying NPATA
Operating Performance	26,863	(5,603)	(3,580)	-	(329)	235	(202)	-	-	(4,322)	-	13,062
Costs in relation to CBI matter provided & incurred	(12,659)									3,558		
Statutory profit reconciliation	14,204	(14,159)	(3,580)	(989)	(3,015)		(202)	543	(19)	(2,350)	(2,508)	3,961
Acquisitions related expenses		8,555		989	2,686	235		(543)	19	1,585	2,508	

Depreciation & Amortisation

- 60.4% of D&A relates to the AASB3 fair value uplift for acquired intangibles.
- Operating D&A of \$5.6m replaced by ongoing investment in internally generated software of \$4.9m

Share Based Payments

- Solely related to executive short term and global long term incentive plans. Included in NPATA.

Finance Costs

- Mostly relates to unwinding the discount on contingent consideration owing on acquisitions.
- Includes interest on unsecured vendor loans falling due in 2023 & 2024.
- Includes costs related to the Group's syndicated debt facility.

Financial Position

(\$'000s)	30 June 2021	31 December 2021	GROWTH	CARDHOLDER ASSETS/ LIABILITIES	CORPORATE BALANCE SHEET
Cash and cash equivalents	141,228	86,175	(39%)		86,175
Contract asset	16,363	19,061	16%		19,061
Segregated funds and Bond investments	1,409,552	1,918,573	36%	1,918,353	220
Other current assets	36,368	55,477	53%		55,477
TOTAL CURRENT ASSETS	1,603,511	2,079,286	30%	1,918,353	160,933
Contract assets	10,219	10,962	7%		10,962
Plant, equipment and right of use assets	11,245	10,015	(11%)		10,015
Intangibles	350,133	471,044	35%		471,044
Deferred tax asset	21,453	22,621	5%		22,621
Segregated funds and Bond investments	274,024	147,777	(46%)	144,665	3,112
Other non current assets	18,193	25,105	38%		24,747
TOTAL NON CURRENT ASSETS	685,267	687,524	0%	144,665	542,859
TOTAL ASSETS	2,288,778	2,766,810	21%	2,063,018	703,792
Trade and other payables	(62,868)	(64,339)	2%		(64,339)
Liabilities to stored value account holders	(1,705,957)	(2,063,018)	21%	(2,063,018)	-
Contingent consideration	(863)	(15,233)	1665%		(15,233)
Interest bearing borrowings	(1,385)	(1,305)	(6%)		(1,305)
Provisions	(10,801)	(19,669)	82%		(19,669)
Other current liabilities	(10,918)	(12,506)	15%		(12,506)
TOTAL CURRENT LIABILITIES	(1,792,792)	(2,176,070)	21%	(2,063,018)	(113,052)
Deferred tax liabilities	(14,276)	(19,924)	40%		(19,924)
Contingent consideration	(14,280)	(26,119)	83%		(26,119)
Interest bearing borrowings	(36,860)	(84,675)	130%		(84,675)
Other non current liabilities	(15,675)	(17,452)	11%		(17,452)
TOTAL NON CURRENT LIABILITIES	(81,091)	(148,170)	83%		(148,170)
TOTAL LIABILITIES	(1,873,883)	(2,324,240)	24%	(2,063,018)	(261,222)
TOTAL EQUITY	414,895	442,570	7%	-	442,570

Cash on hand of \$86.2m. Cash reduced during the period as EML paid \$27.8m into the UK cardholder float in August 2021. This is expected to expire and return to cash between 2022 and 2028. The Sentenial acquisition was also partly funded by EML cash reserves of \$16.3m.

Trade Receivables balances were higher in H1 FY2022 as the delayed receipt of two customer receivable balances totalling \$8.6m which will be collected in H2 FY2022.

Contract asset increased \$3.3m in the period as the G&I segment volumes rebounded from COVID impacts on prior years.

Segregated funds include low risk bond investments and cash held at financial institutions. The reduction in the non-current asset balance represents the reduction in the maturity profile of the Group's bond portfolio.

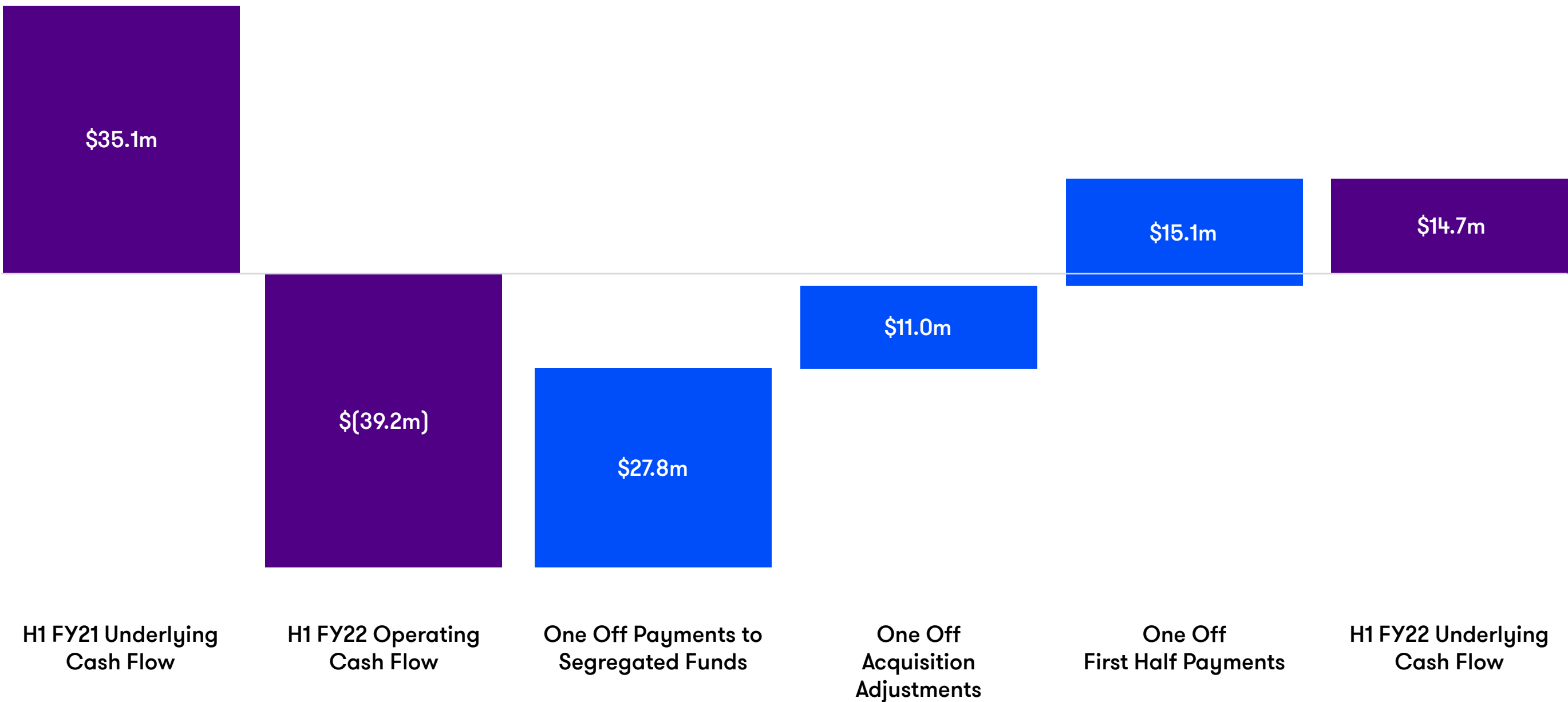
EML continued to invest in internally generated software (Intangibles) of \$4.9m which offset \$5.7m of amortisation in the period.

Contingent consideration increased during the period following the acquisition of the Sentenial Group.

Financial Performance – Cash Flow

Cash & Cash Equivalents
\$86.2m

H1 FY2022 Underlying Operating Cash Flow Movements



\$14.7m

Underlying Operating Cash Inflows¹

\$8.6m

Delayed receipt of two customer receivables resulted in a cash outflow in H1 which will be collected in H2 FY2022.

\$55.8m

Cash Outflows across Investing Activities representing the Sentenial acquisition.

\$48.1m

To support the Sentenial acquisition the Group drew down €30m (\$48.1m) under its Syndicated Bank Debt Facility.

\$4.9m

Capitalised internally developed software.

¹ Underlying Operating Cashflow excludes payments to UK cardholder float, acquisition related costs, CBI and related costs, tax payments and short term incentive payments for employees.

FY2022 - Financial Guidance - No change to Full Year

Gross Debit Volume

\$81bn – \$88bn (No Change)

(FY21: \$19.7b)

Prepaid

\$22bn - \$24bn

Sentenial

\$59bn - \$64bn

Revenue

\$230m – \$250m (No Change)

(FY21: \$194.2m)

Prepaid

\$220m - \$240m

Sentenial

\$8m - \$12m

Gross Profit Margin

~69% (No Change)

(FY21: 67%)

Overheads

\$103m – \$112m (No Change)

(FY21: \$76.8m)

Prepaid

\$91m - \$98m

Sentenial

\$10m - \$14m

Underlying EBITDA^{1,2}

\$58m – \$65m (No Change)

(FY21: \$53.5m)

Prepaid

\$58m - \$65m

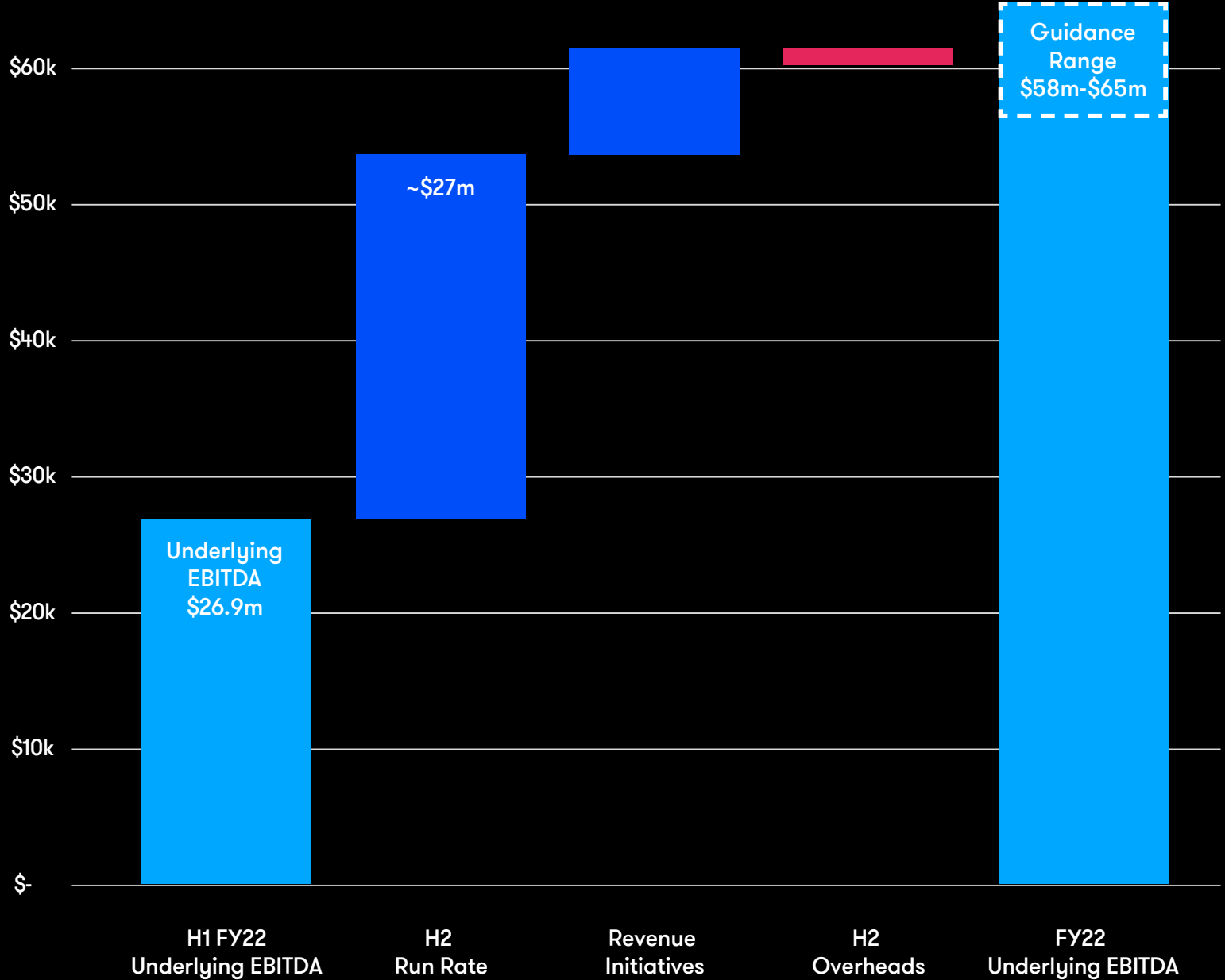
Sentenial

\$0m - (\$3m)

Underlying NPATA²

\$27m – \$34m (No Change)

(FY21: \$32.4m)



Operating Cashflow

80% – 90% (No Change)

(FY21: 87%)

1 Underlying EBITDA is equivalent to the net profit/(loss) for the period including R&D tax offset and excluding share based payments, depreciation and amortisation expense, acquisition expenses, non-cash unrealised foreign exchange and any costs related to the CBI matter which are included within the Statement of Profit or Loss and Other Comprehensive Income.

2 Underlying NPATA represents the profit generated by the business excluding all acquisition related costs including; amortisation, contingent considerations, share based payments, cash expenses that relate to acquisitions and any costs related to the CBI matter.

FY2022 - Financial Guidance

Assumptions:

01

Uncertainty regarding G&I segment volumes is largely resolved and we continue to assume that G&I will perform in line with seasonally adjusted trends, with no material new impact from Covid-19.

02

We are implementing opportunities to reduce dormant state balances including through reactivation programs to drive interchange revenue or dormancy fees. Subject to finalisation of this initiative, we expect a new recurring revenue stream and a non-recurring "catch-up".

03

We expect continued growth in the Digital Payments segment, particularly open banking. The pace of this growth is expected to accelerate in FY23 as our sales initiatives deliver results.

04

We have seen strong volumes in global GPR programs and a better program mix improving revenue yields. We expect to be able to launch new European programs under our CBI licence and do not expect a material impact from the growth directions which have been imposed.

05

FX rates (GBP & USD) have been net positive through to 31 December and we assume December fx rates do not materially change through to 30 June 2022.

06

Central Bank interest rates forecasted based on announcements as at February 2022 and are expected to remain stable through FY22. Subject to regulatory approval, more active treasury management on the Euro float and improved yields is expected to largely offset lower net interest in H2 FY2022 (H1 FY2022: \$2.7m reduction on PCP).

07

Overheads are tracking in line with expectations announced at our AGM in November with higher overheads driven by new roles in Europe to address CBI matters, higher insurance costs and higher internal and external audit fees.

08

Provisions booked for remediation and any potential enforcement action of the CBI matter are sufficient to cover actual costs incurred.

09

Provisions booked in relation to legal defence costs for the Group Proceedings are sufficient to cover the actual costs incurred. The contingent asset for the insurance claim is not expected to be virtually certain until FY2023.

FY2022 Financial Guidance

Interest Rates & Stored Float

Overview

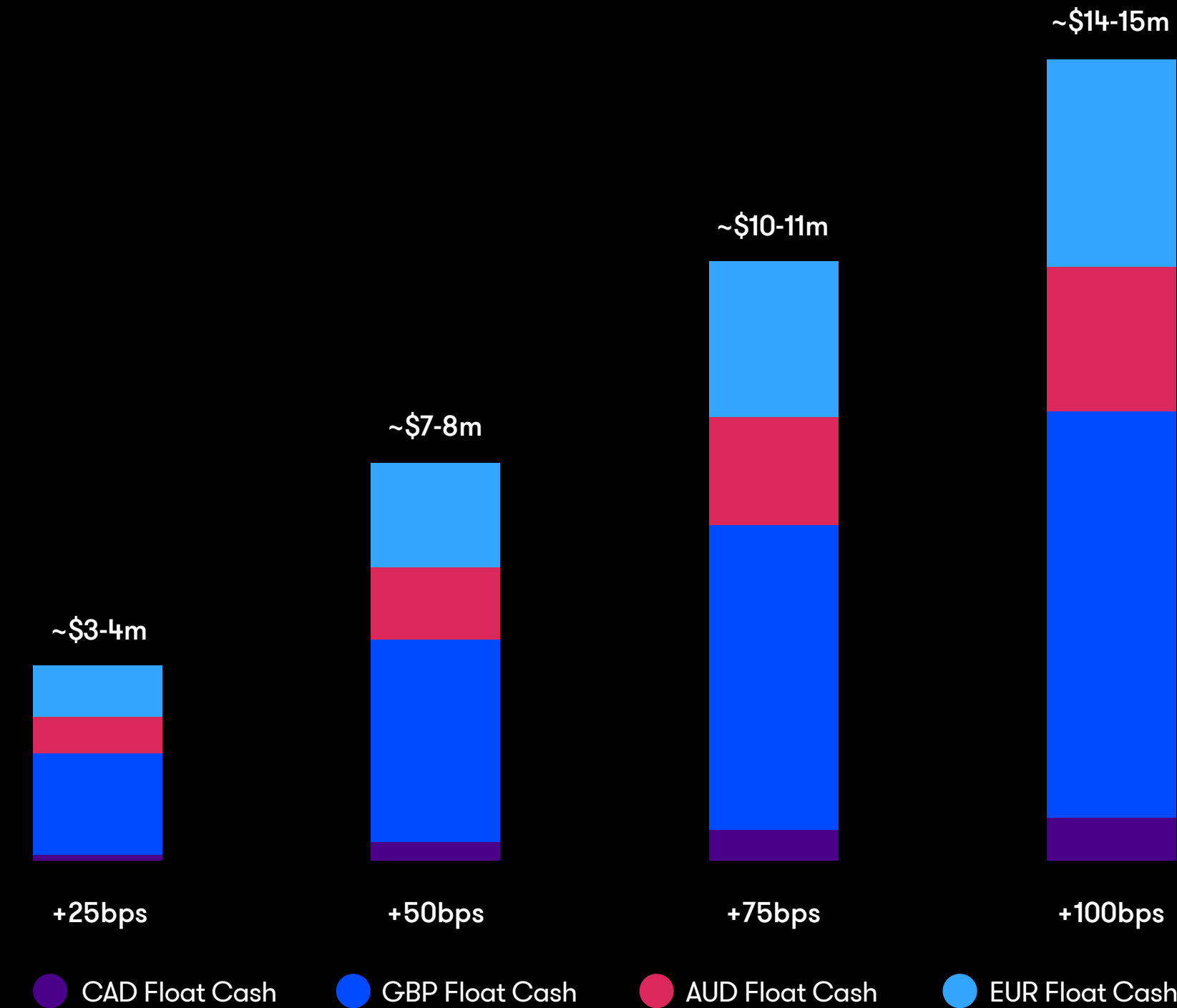
- EML benefits as interest rates rise due to our large Stored Value Float
- As at 31 December 2021, EML held an AUD equivalent of \$2.7b in its stored float, \$2.3b of which was held in cash and a further \$400m in highly rated, low-risk bonds

Current Central Bank Positions

- The US Federal Reserve kept rates unchanged at its January 2022 meeting but noted "with inflation well above 2% and a strong labor market," it expects to soon raise the target fed funds rate
- The Bank of England raised interest rates at its February 2022 meeting by 25bps following a 15bps increase in December 2021
- The Reserve Bank of NZ increased the target cash rate by 25bps in both October and November 2021
- Key members of the European Central Bank have also indicated there may be a need to raise EUR rates toward the end of calendar year 2022 depending on the medium term inflation outlook

EML Stored Float & Rising Interest Rates

- Based on our current banking arrangements, if rates across all jurisdictions were to rise 1% from the current historic lows, this would add \$14-15m to annual EBITDA
- EML previously announced it is looking to increase the size of its low risk bond portfolio to offset negative interest rates being experienced on EURO balances which will help to improve returns in H2 FY2022



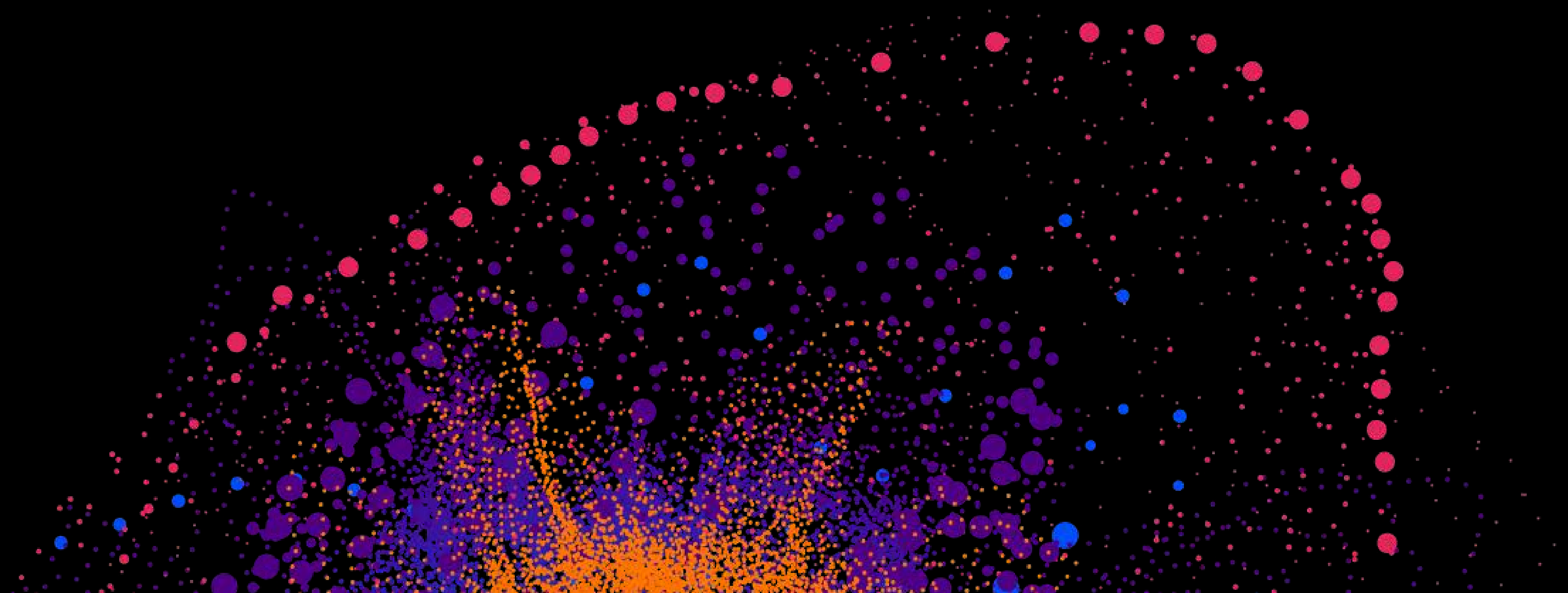
EML Stored Float Summary
(AUD Equivalent \$millions)

	AUS	CAD	EUR	GBP	USD	Other	Total
Stored Float Cash	255	138	677	723	389	101	2,282
Stored Float Bonds	-	-	43	343	14	-	399
							2,682

03 Q&A

EM.

Money in Motion

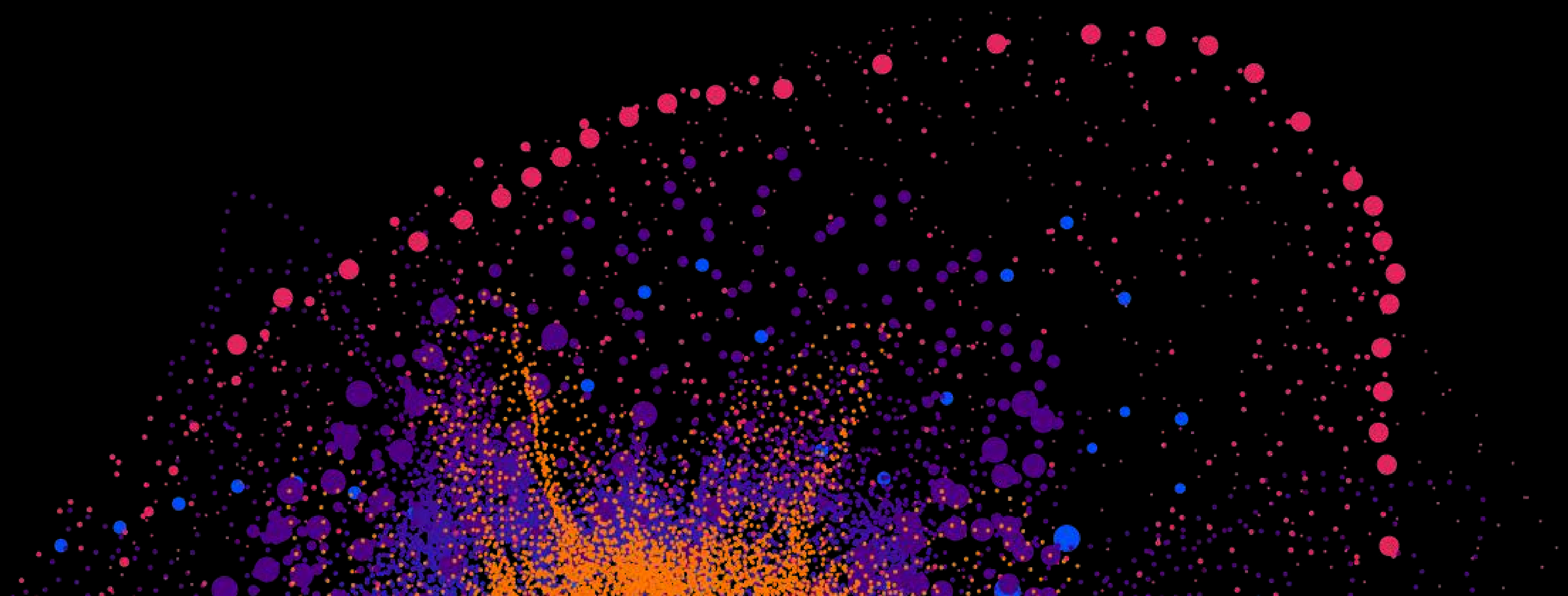


04

Analyst Briefing Data

EML.

Money in Motion



Analyst Briefing Data - FY2020-FY2022

Key Metrics (\$'000s)	H1 2020	H2 2020	FY 2020	H1 2021	H2 2021	FY 2021	H1 2022
	6mnths	6mnths	12 mnths	6mnths	6mnths	12 mnths	6 mnths
Headcount (closing)	272	450	450	486	540	540	584
Total Stored Value (including bonds) - AUD	\$710,671	\$1,471,467	\$1,471,467	\$1,844,262	\$2,103,963	\$2,103,963	\$2,681,974
Net Interest on Stored Value (incl. bonds, exc Group funds)	\$872	\$2,543	\$3,415	\$3,346	\$1,998	\$5,344	\$609
Effective Interest Rate (%)	0.25%	0.34%	0.23%	0.36%	0.19%	0.25%	0.05%
Cash opening	\$33,085	\$256,812	\$33,085	\$118,381	\$136,530	\$118,381	\$141,228
Operating activities	\$8,121	\$13,949	\$22,070	\$34,849	\$13,969	\$48,818	(39,219)
Investing activities	(\$6,055)	(\$148,560)	(\$154,615)	(\$16,655)	(\$9,337)	(\$25,992)	(62,290)
Financing activities (incl FX)	\$221,663	(\$3,822)	\$217,841	(\$45)	\$66	\$21	46,714
Cash closing	\$256,812	\$118,381	\$118,381	\$136,530	\$141,228	\$141,228	\$86,175

Stored Value by Currency (AUD equivalent) (\$'000s)	H1 2022
	6 mnths
Total Stored Value (including bonds) - AUD	\$2,681,974
Stored Value - GBP	\$1,066,246
Stored Value - EUR	\$719,167
Stored Value - USD	\$402,850
Stored Value - AUD	\$255,120
Stored Value - CAD	\$137,500
Stored Value - Other	\$101,089

Analyst Briefing Data - FY2020-FY2022

Key Financials (\$'000s)

	H1 2020	H2 2020	FY 2020	H1 2021	H2 2021	FY 2021	H1 2022
	6mnths	6mnths	12 mnths	6mnths	6mnths	12 mnths	6 mnths
General Purpose Reloadable	\$1,465,909	\$2,768,260	\$4,234,169	\$4,874,500	\$4,868,096	\$9,742,596	\$6,264,905
Gift & Incentive	\$838,729	\$336,240	\$1,174,979	\$750,177	\$356,126	\$1,106,303	\$911,099
Digital Payments	\$4,311,602	\$4,155,186	\$8,466,788	\$4,587,636	\$4,241,851	\$8,829,487	\$4,925,509
Digital Payments - Sentenial	-	-	-	-	-	-	\$19,456,637
Gross debit volume (GDV)	\$6,616,240	\$7,259,696	\$13,875,936	\$10,212,313	\$9,466,077	\$19,678,386	\$31,558,151
General Purpose Reloadable	\$13,160	\$28,706	\$41,866	\$54,435	\$59,112	\$113,547	\$69,578
Gift & Incentive	\$40,137	\$28,034	\$68,171	\$34,982	\$35,267	\$70,249	\$37,130
Digital Payments	\$5,525	\$5,137	\$10,662	\$5,789	\$4,495	\$10,284	\$5,017
Digital Payments - Sentenial	-	-	-	-	-	-	\$2,680
Group interest & adjustments	\$334	\$597	\$931	\$123	[\$27]	\$96	\$11
Revenue (includes interest income)	\$59,156	\$62,474	\$121,630	\$95,329	\$98,847	\$194,176	\$114,416
General Purpose Reloadable	90 bps	104 bps	99 bps	112 bps	118 bps	117 bps	111 bps
Gift & Incentive	479 bps	834 bps	580 bps	466 bps	990 bps	635 bps	408 bps
Digital Payments	13 bps	12 bps	13 bps	13 bps	11 bps	12 bps	10 bps
Digital Payments - Sentenial	-	-	-	-	-	-	1 bps
Revenue Yield	89 bps	86 bps	88 bps	93 bps	103 bps	99 bps	36 bps
General Purpose Reloadable	\$8,738	\$16,269	\$25,007	\$34,096	\$31,630	\$65,726	\$39,071
Gift & Incentive	\$32,284	\$24,540	\$56,824	\$28,793	\$28,221	\$57,014	\$30,062
Digital Payments	\$3,447	\$3,468	\$6,915	\$4,241	\$3,395	\$7,636	\$3,914
Digital Payments - Sentenial							\$2,360
Group interest & adjustments	\$334	[\$334]	-	\$123	[\$123]	-	-
Gross profit	\$44,803	\$43,943	\$88,746	\$67,253	\$63,123	\$130,376	\$75,407

Analyst Briefing Data - FY2020-FY2022

Key Financials (\$'000s)

	H1 2020	H2 2020	FY 2020	H1 2021	H2 2021	FY 2021	H1 2022
	6mnths	6mnths	12 mnths	6mnths	6mnths	12 mnths	6 mnths
Revenue (includes interest income)	\$59,156	\$62,474	\$121,630	\$95,329	\$98,847	\$194,176	\$114,416
Gross profit	\$44,803	\$43,943	\$88,746	\$67,253	\$63,123	\$130,376	\$75,407
Employee benefits expense	(\$16,794)	(\$22,279)	(\$39,073)	(\$27,076)	(\$26,758)	(\$53,834)	(\$30,664)
Professional fees	(\$1,689)	(\$1,310)	(\$2,999)	(\$2,084)	(\$1,880)	(\$3,964)	(\$3,240)
Other operating expenses	(\$7,098)	(\$8,383)	(\$15,481)	(\$10,944)	(\$9,253)	(\$20,197)	(\$15,514)
Research and development credit	\$500	\$843	\$1,343	\$906	\$61	\$967	-
Costs in relation to CBI matter provided & incurred	-	-	-	-	(\$11,351)	(\$11,351)	(\$12,659)
Other income	-	-	-	-	\$178	\$178	\$874
EBITDA	\$19,722	\$12,814	\$32,536	\$28,055	\$14,120	\$42,175	\$14,204
Addback: Costs in relation to CBI matter provided & incurred	-	-	-	-	\$11,351	\$11,351	\$12,659
UNDERLYING EBITDA	\$19,722	\$12,814	\$32,536	\$28,055	\$25,471	\$53,526	\$26,863
UNDERLYING EBITDA margin	33%	21%	27%	29%	26%	28%	23%
Acquisition costs	(\$3,373)	(\$12,421)	(\$15,794)	(\$125)	(\$3,306)	(\$3,431)	(\$2,508)
Depreciation and amortisation	(\$6,768)	(\$12,351)	(\$19,119)	(\$14,824)	(\$15,012)	(\$29,836)	(\$14,159)
Share-based payments	(\$4,706)	(\$1,440)	(\$6,146)	(\$2,876)	(\$2,091)	(\$4,967)	(\$3,580)
Research and development credit	(\$500)	(\$843)	(\$1,343)	(\$906)	(\$61)	(\$967)	-
Finance costs	(\$1,333)	(\$1,202)	(\$2,535)	(\$1,230)	(\$753)	(\$1,983)	(\$3,015)
Other non-operating income / (expenses)	\$1,390	\$3,820	\$5,210	(\$5,372)	(\$731)	(\$6,103)	\$323
Deduct: Non cash amortisation FV - bond investments	-	(\$671)	(\$671)	(\$1,033)	(\$925)	(\$1,958)	(\$989)
Fair value lost on contingent consideration	-	-	-	(\$51,771)	\$35,560	(\$16,211)	-
Tax (expense)/benefit	(\$127)	\$846	\$719	(\$1,878)	(\$3,536)	(\$5,414)	(\$2,350)
Addback: Tax in relation to CBI matter provided & incurred	-	-	-	-	-	-	(\$3,558)
Underlying Net profit/(loss) after tax	\$4,305	(\$11,448)	(\$7,143)	(\$51,295)	\$33,951	(\$17,344)	\$ (2,973)
Addback: Amortisation on acquisition intangibles	\$1,477	\$9,608	\$11,085	\$10,186	\$10,024	\$20,210	\$8,555
Addback: Acquisition related costs	\$990	\$2,637	\$3,627	\$530	\$3,675	\$4,205	\$4,255
Deduct: Gain on cashflow hedge for acquisition	-	(\$3,026)	(\$3,026)	-	-	-	(\$543)
Add back: Tax expense effect on hedge	-	-	-	-	\$3,714	\$3,714	\$271
Addback: Non cash amortisation FV - bond investments	-	\$671	\$671	\$1,033	\$925	\$1,958	\$989
Addback: Fair value lost on contingent consideration	-	-	-	\$51,771	(\$35,560)	\$16,211	-
Adjustments for: Acquisition costs	\$3,373	\$12,421	\$15,794	\$125	\$3,306	\$3,431	\$2,508
UNDERLYING NPATA	\$10,145	\$10,863	\$21,008	\$12,350	\$20,035	\$32,385	\$13,062

Analyst Briefing Data - Guidance FY2022

Key Financials (\$'000s)	FY 2021	EML GROUP GUIDANCE RANGE FY2022
General Purpose Reloadable	\$9,742,596	
Gift & Incentive	\$1,106,303	
Virtual Account Numbers	\$8,829,487	
GDV	\$ 19,678,386	\$81bn - \$88bn
Revenue	\$ 194,176	\$230m - \$250m
General Purpose Reloadable	117 bps	
Gift & Incentive	635 bps	
Virtual Account Numbers	12 bps	
Revenue Yield	99 bps	
Gross profit	\$ 130,376	~69%
Overheads	(\$76,850)	(\$103m - \$112m)
Provision for CBI costs	(\$11,352)	
EBITDA	\$ 42,175	
UNDERLYING EBITDA	\$ 53,526	\$58m - \$65m
Depreciation and amortisation	(\$29,836)	Approx. (\$30m)
Share-based payments	(\$4,967)	Approx. (\$10m)
Fair value adjustment (AASB3, contingent consideration and financial assets)	(\$18,449)	Approx. (\$2m)
Other	(\$17,618)	Approx. (\$11m)
Underlying Net profit/(loss) after tax	(\$17,344)	\$5m - \$12m
Add back: Acquisition related adjustments	\$27,846	Approx. \$20m
Add back: Tax expense effect on PFS hedge	\$3,714	
Add back: Fair value adjustments (AASB3 and contingent consideration)	\$18,169	Approx. \$2m
UNDERLYING NPATA	\$32,385	\$27m - \$34m

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Thank you



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