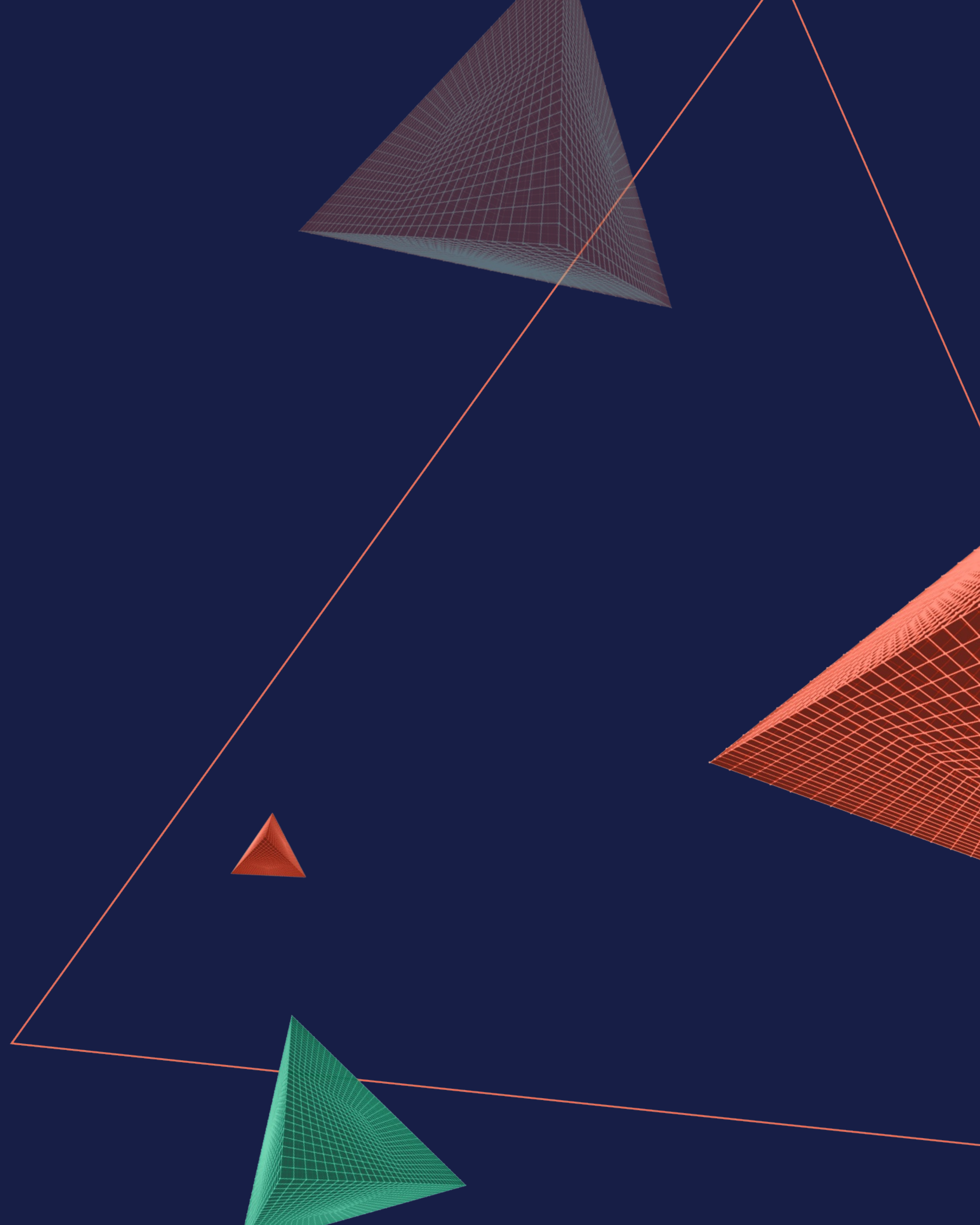


change.

Q2 FY23 Investor Presentation

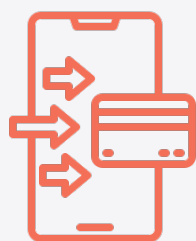
30 January 2023



Change today: delivering scalable payments solutions

Banking as a Service

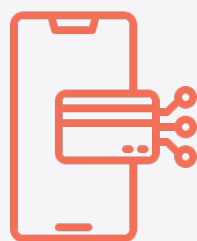
Payments as a Service



Physical & virtual card issuing



Transaction processing for all major card schemes

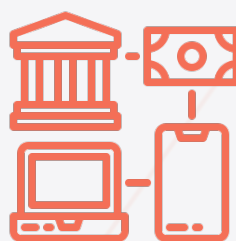


Digital payments (Apple, Google & Samsung Pay), BNPL

64%

% H1 FY23 Revenue

Payment testing



Full payment simulation



ATM & POS emulation



Visa, Mastercard, UnionPay, Amex, JCB validation

36%

% H1 FY23 Revenue

Global team with local knowledge to support our loyal & growing client base

Global fintech with local expertise



Critical payments infrastructure
Deep client integration



Global footprint
156 Clients in 41 countries



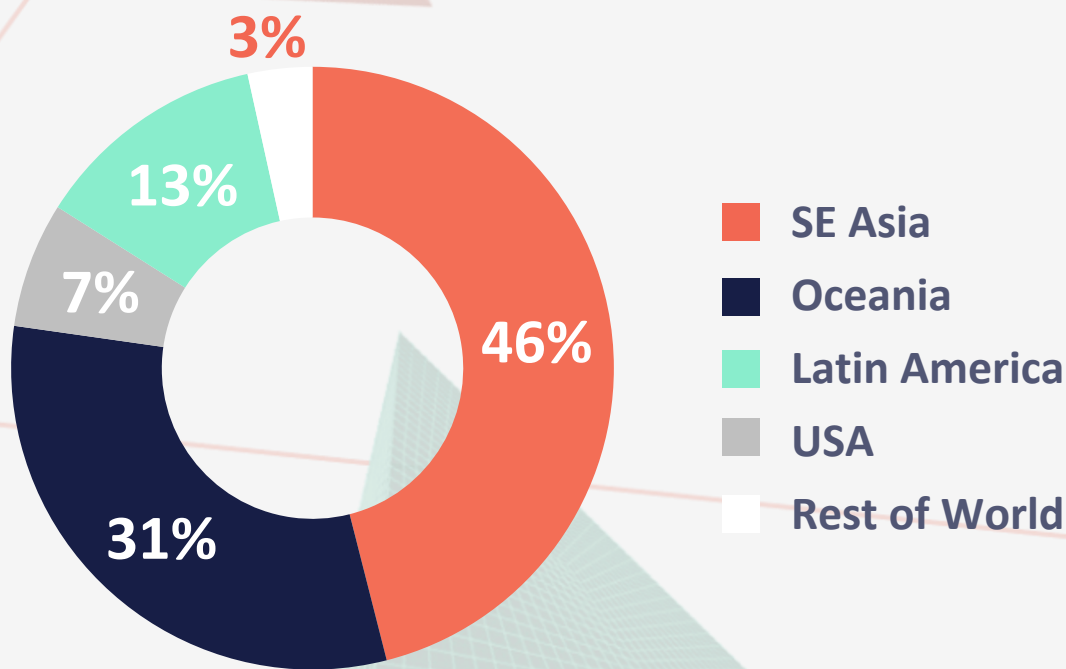
Scalable payments platform
27m+ cards



Processing for all the major schemes



FY22 Revenue by Region (%)



The AFSL will enable Change to issue prepaid cards in Australia, complementing the Company's debit and prepaid card issuing capability in New Zealand

Operational Update – Q2 FY23

Milestone

Business readiness for direct card issuing in Oceania

Deliver market leading products

Grow through clients and partners


Q2 Key Achievements

- ▶ Granted an Australian Financial Services Licence (AFSL)
 - ▶ Will enable Change to issue prepaid cards in Australia
 - ▶ In discussions with Mastercard seeking approval to issue debit cards in Australia where the customer is an authorised deposit-taking institution (ADI) or restricted authorised deposit-taking institution (RADI)
- ▶ Successfully completed Mastercard technical certification – Vertexon platform now live for NZ issuing
- ▶ Final phase of Vertexon integration and testing ahead of 'go-live' of first NZ clients expected in Q3 FY23
 - ▶ Upon 'go-live' of the first NZ client, Change will be entitled to a cash incentive of US\$1m from Mastercard
- ▶ Vertexon
 - ▶ Released Version 8, an updated version of the PaaS platform for ANZ clients – AWS hosted architecture, new API features, PCI-DSS security enhancements including 3DS 2.0, new rules engine features
 - ▶ Targeting to deploy the latest version of Vertexon into the US during H2 FY23
- ▶ PaySim
 - ▶ Certification Solution for ISO20022 (Faster Payments) development, focused on enabling scalable multi-region implementations
 - ▶ Certification Client Portal UX / UI design completed
- ▶ Partners
 - ▶ Signed an expanded partnership agreement with Mastercard in the US – enables Change to offer debit cards
 - ▶ Agreement includes incentives and fee waivers to support the growth and operations of the US business
- ▶ Clients
 - ▶ Pipeline continues to mature with higher value Vertexon PaaS opportunities and PaySim subscription and certification offerings progressing through the sales funnel
 - ▶ Existing Vertexon on-premise clients are actively exploring PaaS migrations – typically long sales cycle

Change continues to make strong progress on completing the key enablers for card issuing in Australia, New Zealand and the US

Issuing Capabilities

- ▶ AFSL is another key enabler in the Payments as a Service (PaaS) business model
- ▶ Now finalising Mastercard Australia Principal Issuing licence
 - ▶ Will allow the business to directly issue prepaid cards
 - ▶ Seeking approval to issue debit cards for customers that are an ADI or RADl – depends on legal advice and Mastercard approval (in Australia only ADI / RADl licenced institutions can issue debit cards)
- ▶ Following Mastercard licence approval, the PaaS platform will undergo technical certification followed by live issuing
 - ▶ This process has been recently completed in New Zealand and is substantially the same in Australia
- ▶ Expanded partnership agreement will enable Change to offer debit cards in the US in partnership with the issuing bank
 - ▶ This capability will be enabled in the coming months as Change deploys the latest Vertexon PaaS platform in the US

 change.	Regulatory Licence	Mastercard Issuing Licence	Mastercard Certified Processor	Mastercard Prepaid Issuing	Mastercard Debit Issuing ¹
United States	Issuing Bank Partner	Licenced	Certified	Live	Q4 FY23
New Zealand	Registered FSP	Licenced	Certified	Live	Live
Australia	AFSL	Q3 FY23	Q4 FY23	Q4 FY23	Pending approval

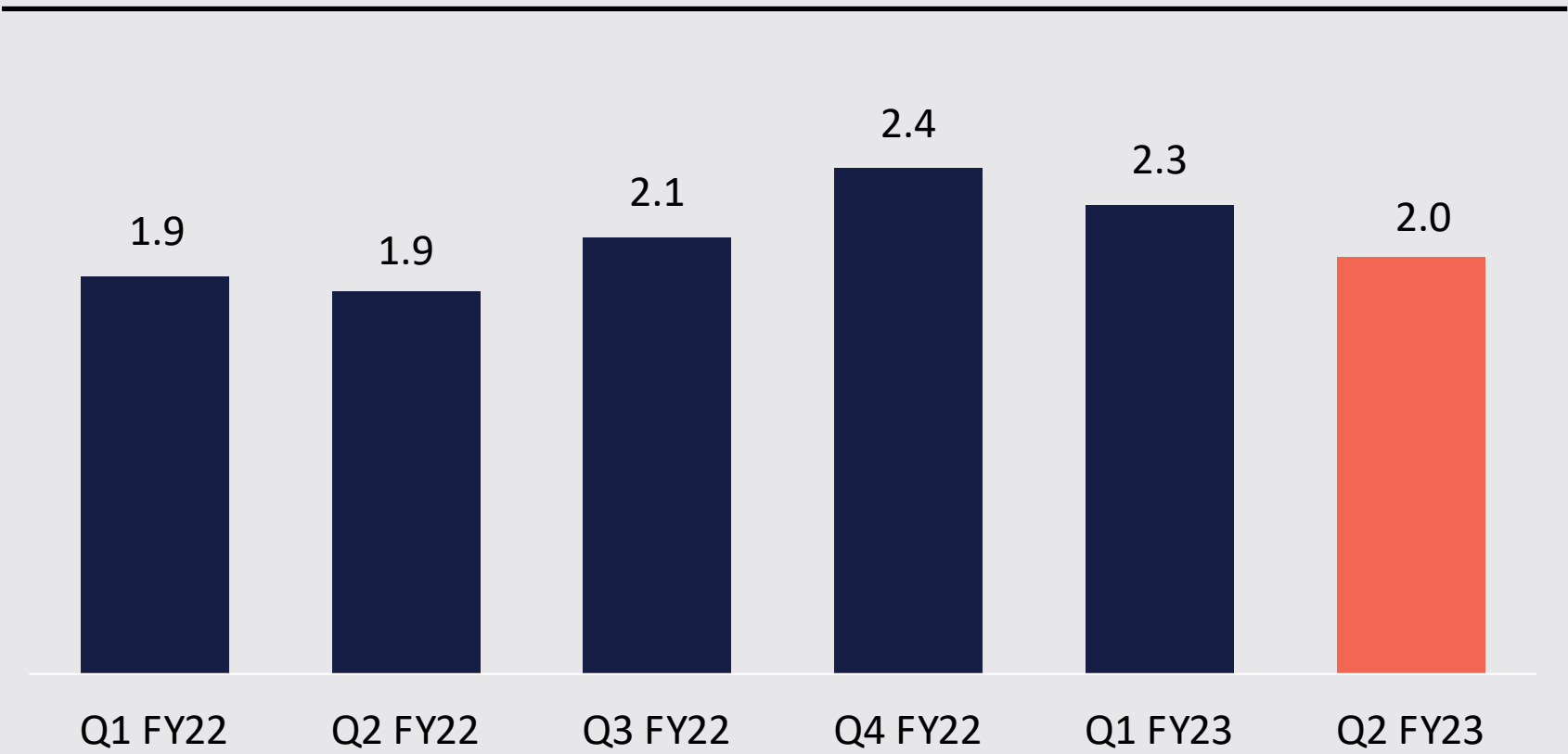
1. Debit issuing requires a partner bank (US) or customers to be a licensed deposit taking entity (NZ & AU)

H1 delivered revenue growth with reduced cost base (restructuring costs all expensed in H1)

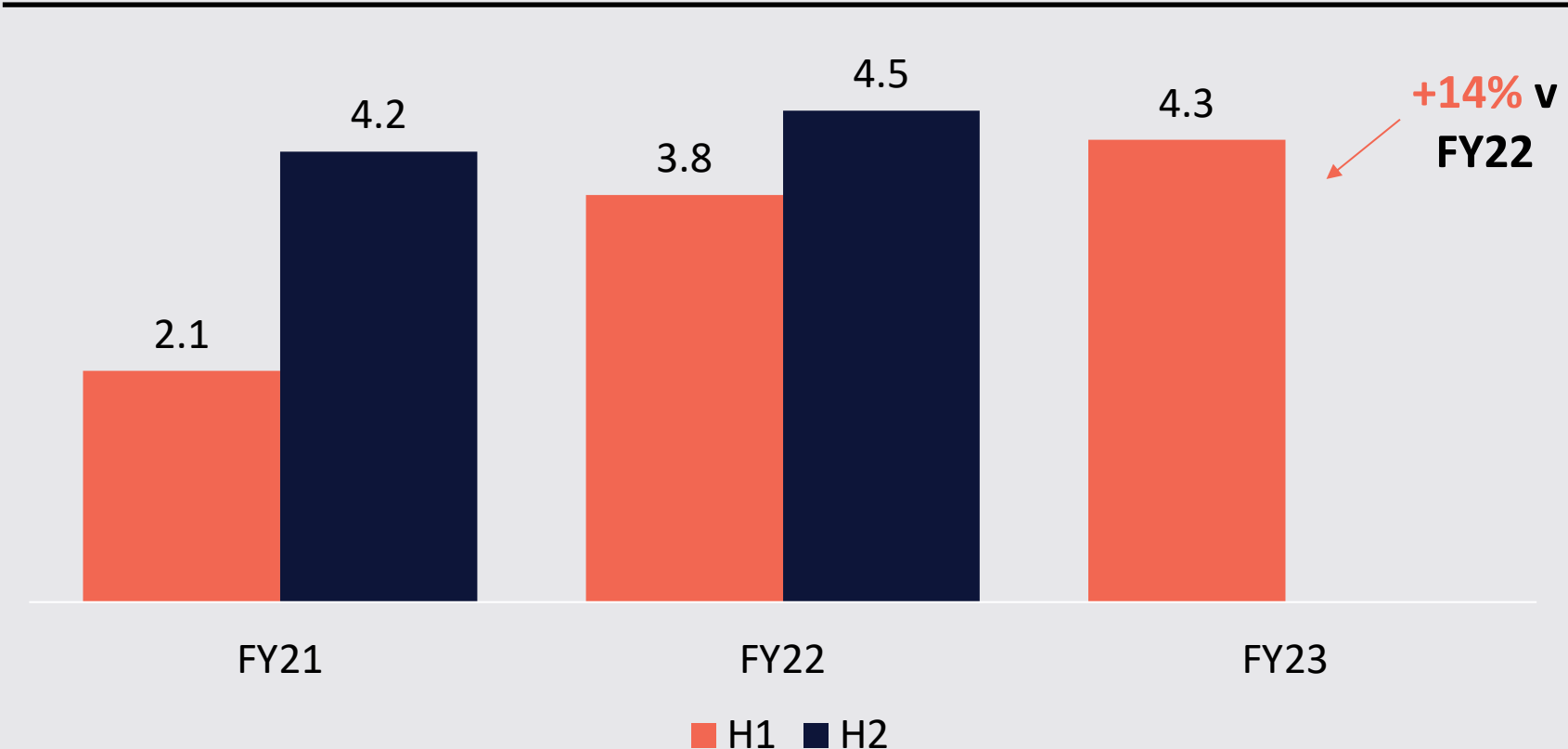
Financial Update – Q2 FY23

- ▶ Q2 FY23 revenue of US\$2.0m (A\$2.8¹m), up 9% on pcip
 - ▶ H1 FY23 revenue (unaudited) of US\$4.3m (A\$6.0m), up 14% on pcip
 - ▶ Growth primarily driven through support and maintenance and new licence sales
 - ▶ c.57% of revenue derived from recurring sources
- ▶ Cash receipts of US\$2.3m (A\$3.2m), up 57% on pcip
 - ▶ Stronger cash collections in current period driven by higher customer invoicing in Q1 FY23 and some earlier debtor collection
- ▶ Cash payments for operating activities (excluding income tax) of US\$2.8m (A\$3.9m), down 8% on pcip
 - ▶ Staff costs were down on pcip but increased slightly relative to Q1 FY23 due to the payment of FY22 staff incentives, the final payment of restructuring costs and an additional fortnightly pay-run
 - ▶ Staff costs are expected to decrease in H2 FY23
- ▶ Cash holdings of US\$2.8m (A\$3.9m)
 - ▶ Unsecured loan facility balance of US\$0.6m (A\$0.8m)

Revenue by Quarter (US\$m)



Revenue by Half (US\$m)



1. AUD/USD = 0.71

Outlook

Continue to target to deliver double-digit revenue growth in FY23 and achieve monthly EBITDA positive during H2 FY23

Revenue **Growth**

- ▶ Targeting to deliver double digit revenue growth in FY23
 - ▶ FY22 revenue of US\$8.3m
 - ▶ H1 FY23 revenue of US\$4.3m, up 14% on pcp
- ▶ Key drivers of growth:
 - ▶ Long-standing client base with contracted revenue
 - ▶ Recently contracted PaaS clients who are anticipated to 'go-live' throughout H2 FY23
 - ▶ Existing clients with identified projects / upgrades + new opportunities in advanced discussions

Cost Base **Realigned**

- ▶ Realigned the cost base to streamline the business and enable future revenue growth to be delivered profitably
- ▶ All restructuring costs have been incurred in H1 FY23
- ▶ Expect operating expenses to reduce in H2 FY23

EBITDA **Positive**

- ▶ Targeting to achieve monthly EBITDA positive during H2 FY23
 - ▶ Focused on achieving through revenue growth combined with reduced cost base

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Thank you.

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