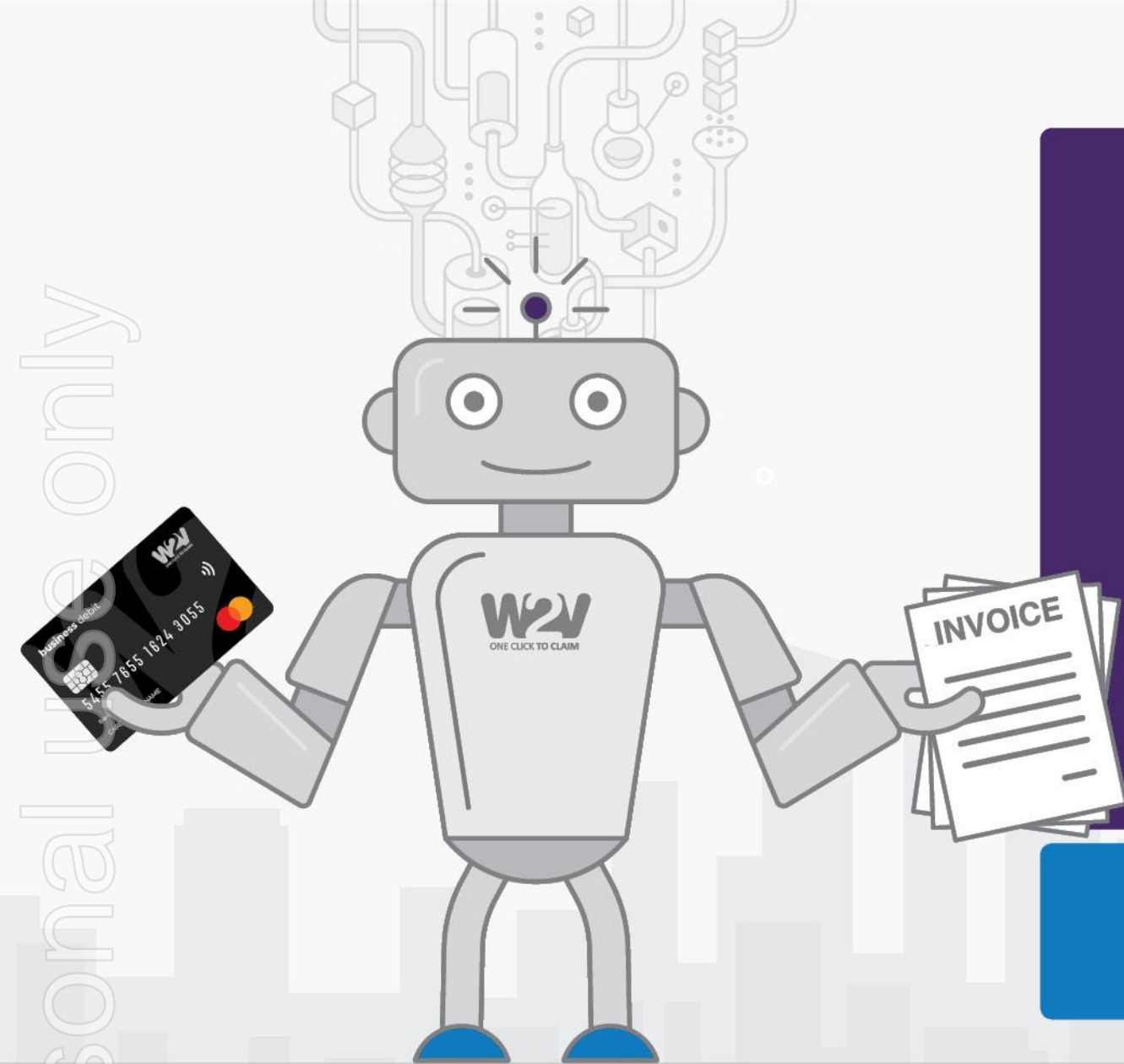


# Investor Webinar February 2023

WAY2VAT



ersonal use only

# Way2VAT Business – who we are

## About Way2VAT

### GST/VAT reclaim solutions

- Providing compliance and fully automated local & foreign VAT/GST reclaim solutions for Companies
- Partner with 19 technology and accounting firms, including Xero, Expensify, Acubiz
- Recover VAT/GST in over 20 languages and in more than 50 European, Asian, Middle Eastern, and North American countries with VAT/GST rate ranged between 8%-27%
- New multinational clients: Max Mara, Pizza Hut Spain, BASF Spain, TikTok

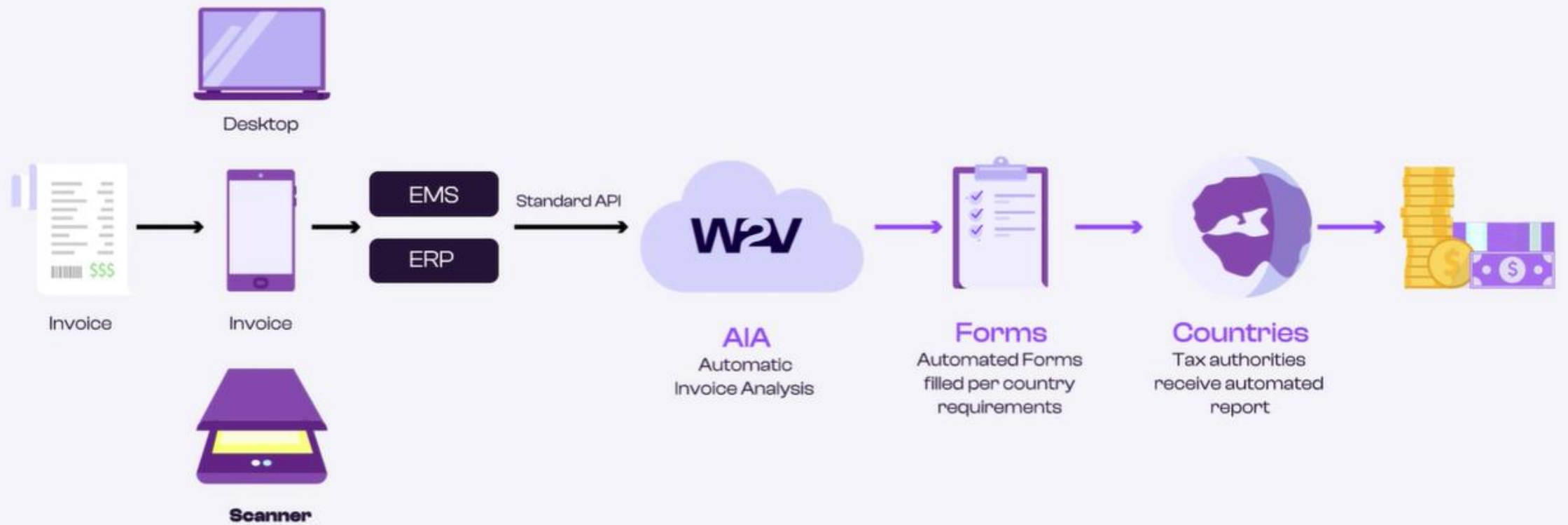
### W2V Smart Spend Card

- Smart Spend Card enables corporations to manage spending, gathering required documentation and connects it to an ERP system providing a fully automated end-to-end VAT / GST reclaim solution

## About DevoluIVA

- W2V completed DevoluIVA acquisition in September 2022.
- Spain's first fully digital solution for corporate expense and VAT recovery
- Automated management of corporate expenses and automatic recovery of domestic VAT services through over 60,000 users and more than 130,000 merchants.
- DevoluIVA app allows users to locate restaurants, taxis, petrol stations and car parks affiliated with the DevoluIVA network, automatically receiving an electronic invoice
- Recent signing of a major Spanish enterprise client, Grupo Constant, Spain's largest provider of outsourcing and temporary employment, with over 30 offices located across Spain, Portugal and Czech Republic.

# VAT / GST Reclaim Process



# Smart Spend Card Process



## Business Model



Monthly SaaS fee per card/employee



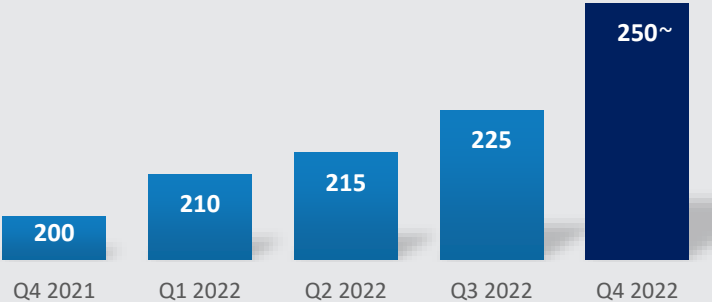
Monthly SaaS fee per admin user/company



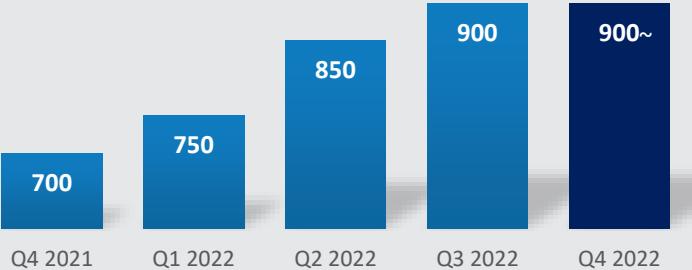
Quarterly fees for VAT reclaim/company

# Growth Momentum Continues

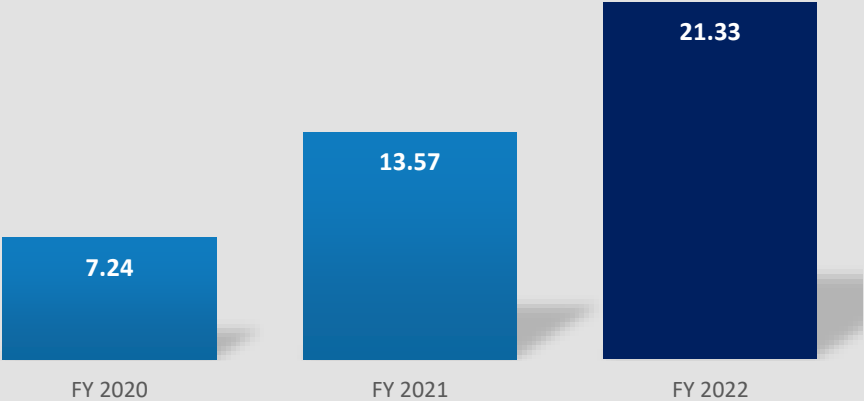
No. of Enterprise Clients



No. of SMB Clients



Annual Gross Transaction Value (A\$m)



FY 2022 up 57%

# New Multinational Enterprise Customers in Q4 2022



Spain

MaxMara

**QUERSUS**



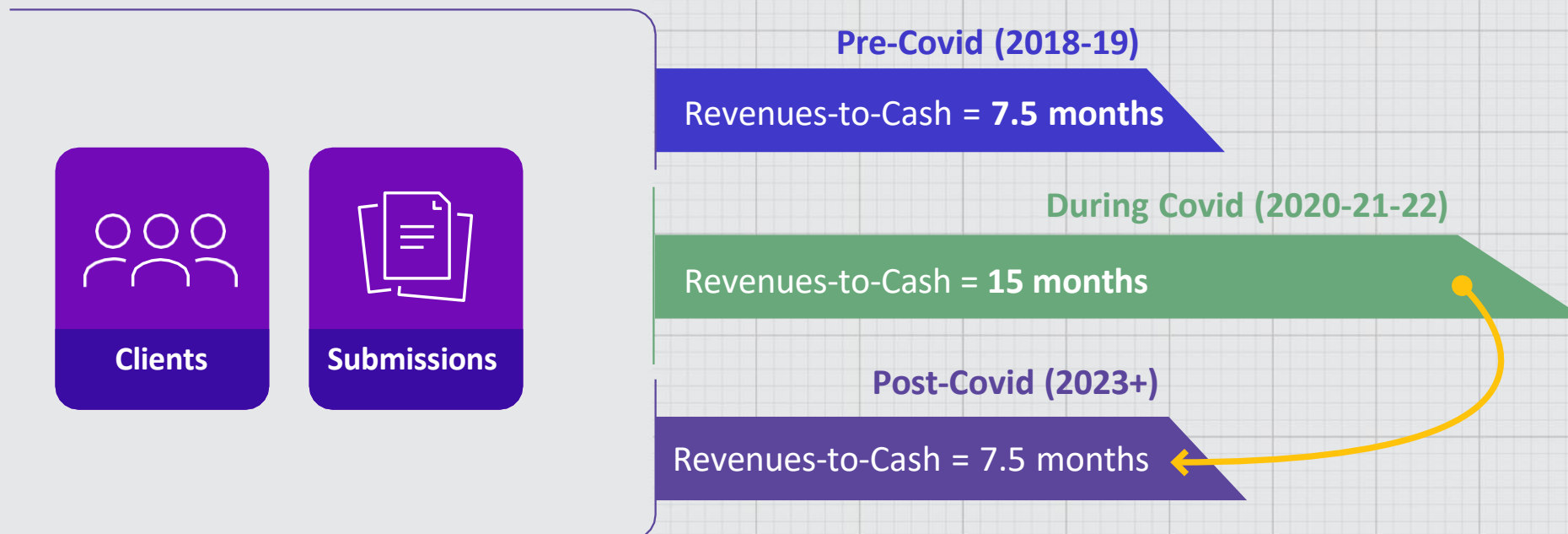
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# Q4 2022: Quarterly Highlights

## Summary

- Transaction volume **A\$6.73m up 40%** on pcq
- Revenue of **A\$797k up 92%** on 3Q FY22 (A\$415k)
- Cash receipts of **A\$531k up 155%** on previous quarter
- Signed **25** new multinational enterprise customers
- Raised **A\$1.1m** in a private placement to accelerate current growth opportunities for expanded product suite
- Cash balance of **A\$1.51m** as at 31 December 2022
- Platform is scaling as transaction volumes and revenues increase, and cash receipts are growing as the lag between transaction volume processing and returns from government tax authorities decreases.

# During Covid revenue-to-cash latency doubled...now normalising



We believe that over time, the Rev-to-cash latency, will revert to pre-covid standards



# Outlook on our future performance

VAT authorities' response time expected to shorten back to normal overtime

Our new combined Smart card with Mastercard, and VAT reclaim, is a unique technology-driven advantage in enterprise clients

Continued increase in international business travel is soaring, leading to higher VAT submissions

DevoluIVA, the opening gateway of the Spanish markets

THANK YOU

