



# Global VAT Refunds

Amos Simantov, CEO

February 2023



## Investor Presentation Preliminary Full Year FY22

All currency in AUD dollars unless otherwise noted

## Purpose

Simplify and fully automate VAT reclaim for business

## Vision

Challenge the status quo of the global VAT/GST industry from

**Payment to Recovery**

## Leadership Team



**Amos Simantov**  
Founder & CEO



**Smadar Noy**  
Chief Financial Officer



**Alex Alegert**  
CEO DevoluIVA



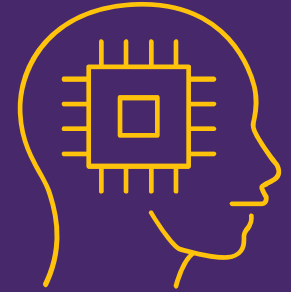
**Amir Peretz**  
VP Product



**David Bermudez**  
VP R&D

# W2V is the world's only fintech company

That automates global VAT/GST reclaim processing through image processing and AI



Leading technology partners



webexpenses  
an ELMO company



ALLOCATE

yokoy  
PARTNER

sage

SMB Customers  
Over **900**

Enterprise Customers  
Over **250**



Resulting in significantly more reclaimed VAT/GST

# Wide range of multinational enterprise customers

  
amdocs

  
EY

  
BASF



  
Pizza  
Hut



 Raiffeisen  
BANK

SIEMENS

  
AVIVA

  
ZIM

  
MOBILEYE  
An Intel  
Company



  
Kimberly-Clark

RAMBOLL

  
Hogan  
Lovells

eToro

synergy  
SECURITY SOLUTIONS

  
Foot Locker

 NCR

 Falck

 SMBC SUMITOMO MITSUI  
BANKING CORPORATION

  
mastercard.

  
playmobil

BANG & OLUFSEN  
B&O

  
BRITISH AMERICAN  
TOBACCO

 SOLENIS

RedHill  
Biopharma

  
PUMA  
ENERGY

FARFETCH

 FALCON  
GROUP

 klöckner pentaplast

CBRE

# Proprietary technology automating VAT/GST reclaim processing across 40 countries in 20 languages

AI technology patents used in proprietary image-processing technology

USPTO granted (App.17.059,482)

100% owned by W2V

Four patents enable:

- Full AI-driven automation
- Human-level perception
- Accurate image processing

8%-27% VAT/GST Rate

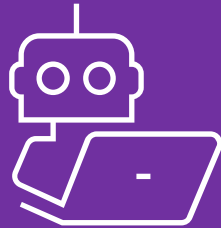
Australia		Austria		Belgium		Bulgaria		Bahrain		Cyprus	
Croatia		Canada		C. Republic		Dubai		Denmark		Estonia	
Finland		France		Germany		Greece		Hungary		Iceland	
Ireland		Italy		Japan		Latvia		Lithuania		Luxembourg	
Malta		Netherlands		New Zealand		Norway		Poland		Portugal	
Romania		Saudi Arabia		Serbia		Slovakia		Slovenia		South Korea	
Spain		Sweden		Switzerland		Taiwan		UK			

# Key drivers and FY22 highlights



**Multi year  
contracts**

Average  
2-3 years



**250**

Enterprise clients at end  
2022



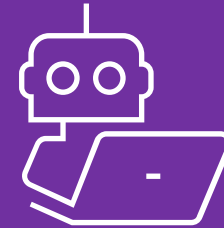
**57%**

Increase in Transaction  
Volume to **\$21.33M**



**\$21.33M**

VAT refunds in 2022



**900**

SMB clients at end 2022

# Financial Snapshot FY22



**\$1.9M**

Net Revenue in 2022  
+7% on pc  
+11% before currency  
adjustment\*



**77%**

Gross Profit Margin



**\$1.5M**

Cash balance



**\$2.5M**

Trade Receivables

\* Operational currency in Euro: FY22 Revenue €1.23m up 10.9% on FY21 €1.12million



# Strategy & Outlook



ersonal use only



# Growth Strategies

✓ Grow VAT sales through European enterprise hubs: UK and Spain

✓ Spain growth utilising DevoluIVA partners' hub; integration with W2V VAT product suite and SmartSpend Card

✓ Provide SMBs with holistic solution: SmartSpend Card & VAT

✓ Consider additional growth opportunities via acquisition

# SMART SPEND PLATFORM

2023  
GROWTH  
ENGINE



Offering

Smarter management of  
corporate expenses

- ✓ Control
- ✓ Compliance
- ✓ Visibility
- ✓ Savings



Subscriptions



Accounts Payable



Travel Expenses



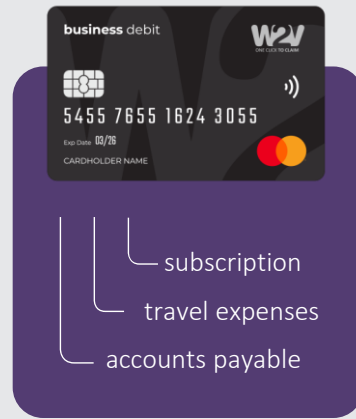
VAT Reclaim



**Mobile App**



**Ruling Engine**  
(smarter mng of expenses)



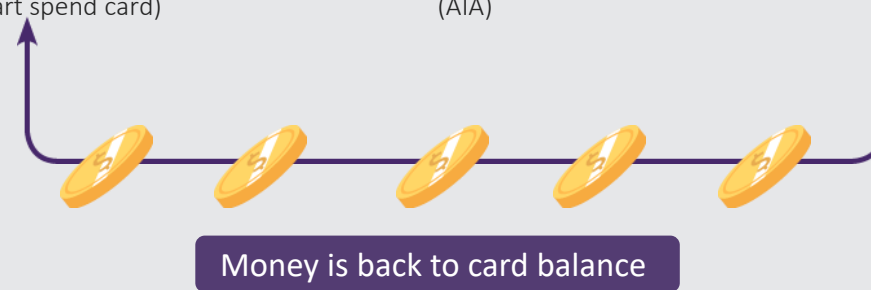
**Payment**  
(smart spend card)



**VAT Compliance**  
(AIA)



**VAT Refund**



# The reducing impact of the pandemic on W2V

As 2022 evolved, travel and expense activity across the W2V product suite returned to pre-COVID levels, mirroring increased business travel.

Additional revenue streams to fit the post pandemic lifestyle will increase – SmartSpend Card, interchange fees, payment solutions

# Outlook



- ✓ We expect substantial growth in revenue post covid in 2023
- ✓ New revenue streams in 2023 from SmartSpend Card
- ✓ W2V continue to focus on sales, product development and R&D
- ✓ Possible M&A – to increase enterprise clients
- ✓ Spain market growth by DevoluIVA, introduction of SmartSpend Card and interchange fees

# Thank You



[www.way2vat.com](http://www.way2vat.com)