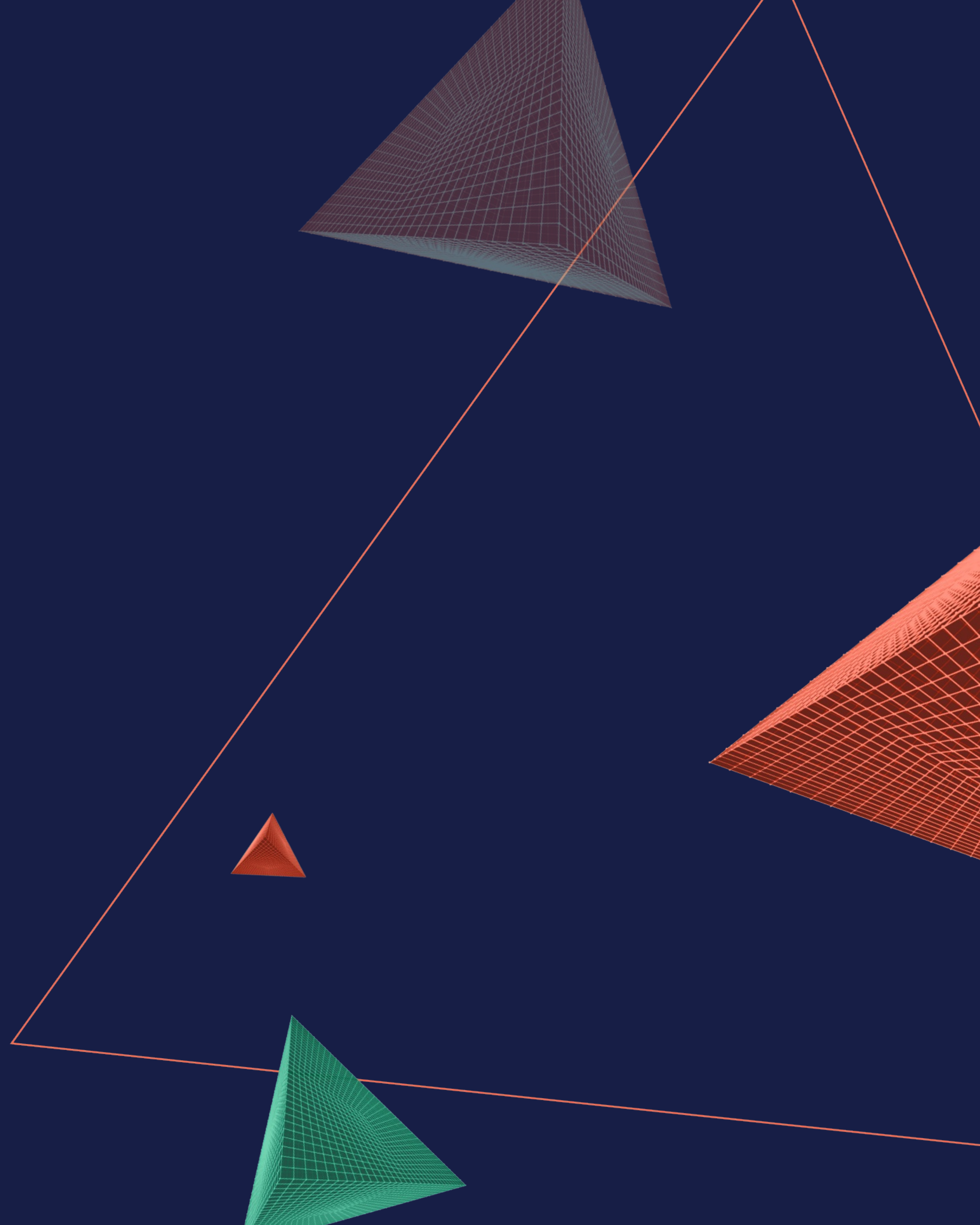


change.

Q3 FY23 Investor Presentation

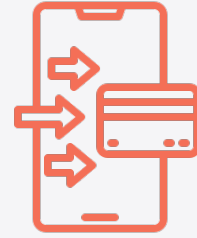
27 April 2023



Change today: delivering scalable payments solutions

Banking as a Service

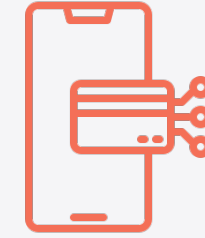
Payments as a Service



Physical & virtual card issuing



Transaction processing for all major card schemes

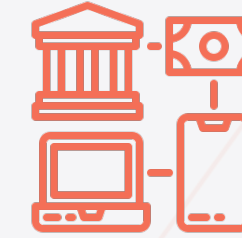


Digital payments (Apple, Google & Samsung Pay), BNPL

63%

of FY23 YTD Revenue

Payment testing



Full payment simulation



ATM & POS emulation



Visa, Mastercard, UnionPay, Amex, JCB validation

37%

of FY23 YTD Revenue

Global fintech with local expertise

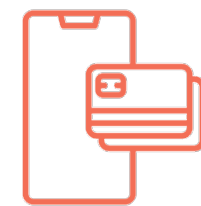
Global team with local knowledge to support our loyal & growing client base



Critical payments infrastructure
Deep client integration



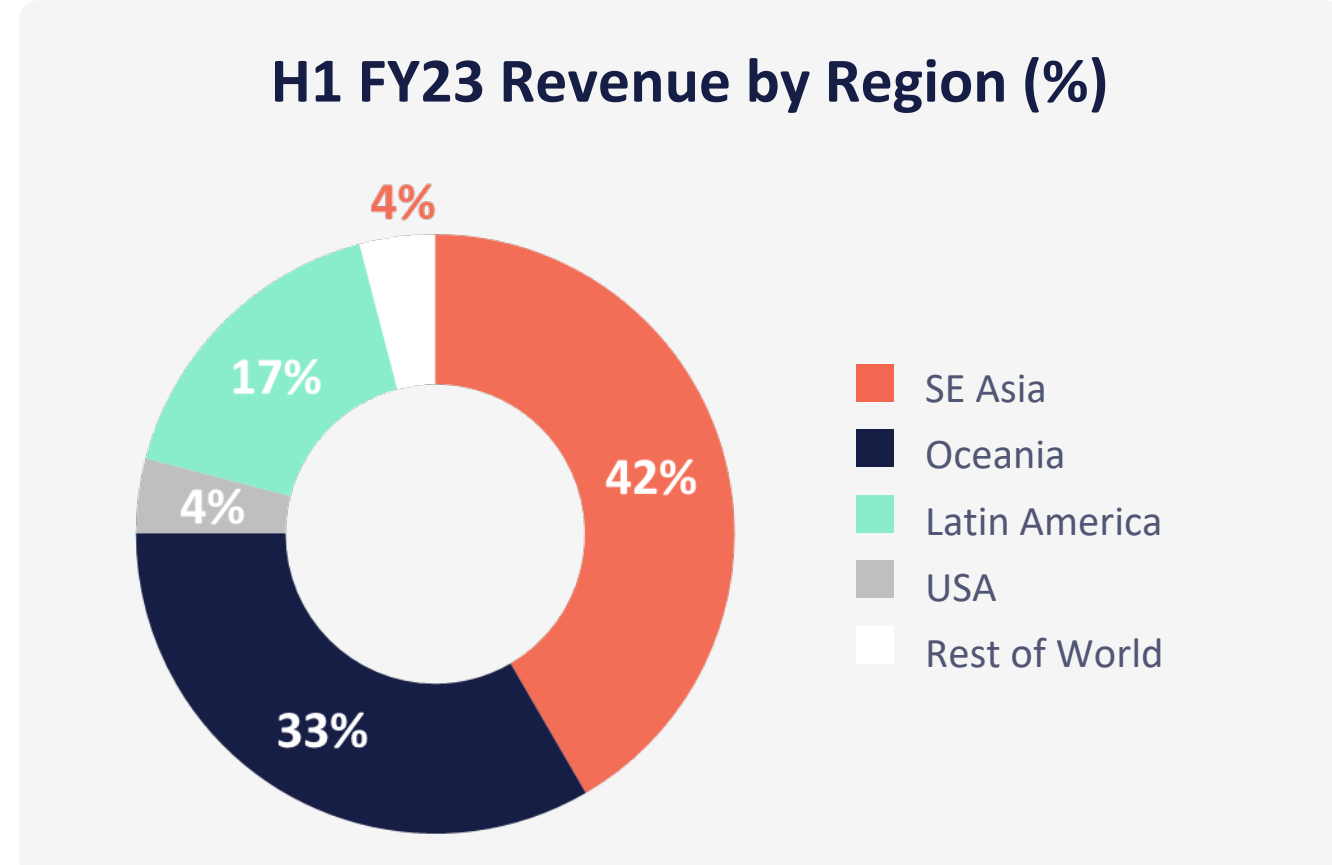
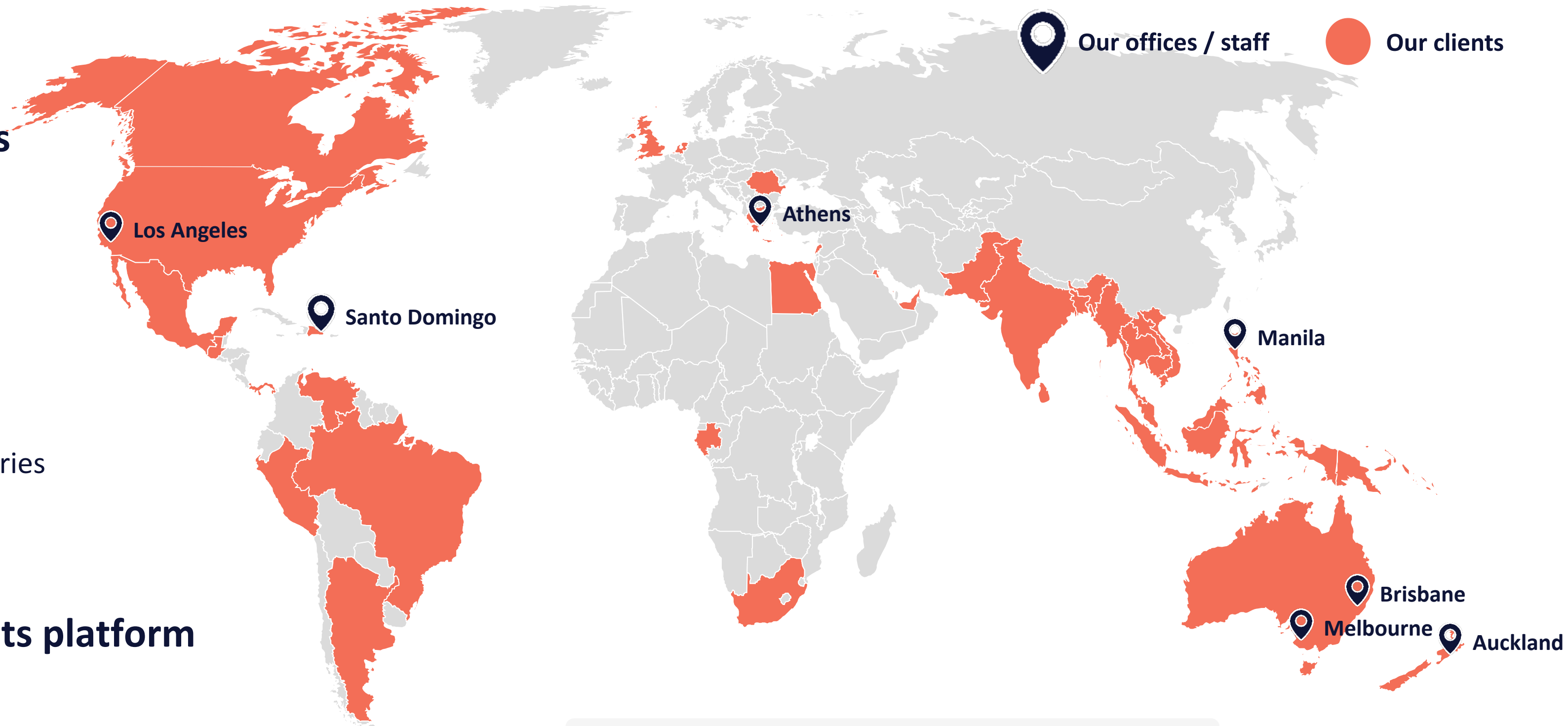
Global footprint
157 Clients in 41 countries



Scalable payments platform
27m+ cards



Processing for all the major schemes



Accelerating sales activity across key regions following recent regulatory approvals and partnerships

Operational Update – Q3 FY23

Milestone	Q3 Key Achievements
Business readiness for direct card issuing in Oceania	<ul style="list-style-type: none"> ▶ Change now ‘live’ with first New Zealand client – cards issued and transactions processed <ul style="list-style-type: none"> ▶ ‘Go-live’ with other NZ clients expected in Q4 FY23 ▶ NZ client launch triggered US\$1.0m (A\$1.5m¹) incentive payment from Mastercard ▶ Completed all regulatory and applications processes for Mastercard Principal Issuer licence for Australia – awaiting approval
Grow through clients and partners	<ul style="list-style-type: none"> ▶ Partners <ul style="list-style-type: none"> ▶ Signed new Vertexon PaaS (processing & issuing) client, Credit Union Auckland – launch expected H1 FY24 ▶ Partnership with Finzsoft in New Zealand is continuing to generate attractive opportunities ▶ Progressing similar partnership opportunities in Australia – primarily focused on prepaid card programs ▶ Clients <ul style="list-style-type: none"> ▶ Signed 22 new contracts worth US\$1.6m (A\$2.4m) with both new and existing clients during Q3 FY23 ▶ New projects, services and licence sales for clients across SE Asia, Oceania and LATAM ▶ Signed Saudi National Bank as a new PaySim client
Corporate activities	<ul style="list-style-type: none"> ▶ Strategic partnership <ul style="list-style-type: none"> ▶ Secured a strategic investment of A\$6.9m from FinTech HQ and entered a MoU to accelerate growth in the US market ▶ Appointment of new CEO - Tony Sheehan <ul style="list-style-type: none"> ▶ Effective as of 3 July 2023; Tony is currently Change’s CFO, a position he has held for past 2 years ▶ Previously, held positions of CFO & COO for nine years at Global Payments Inc, (NYSE:GPN) and Change

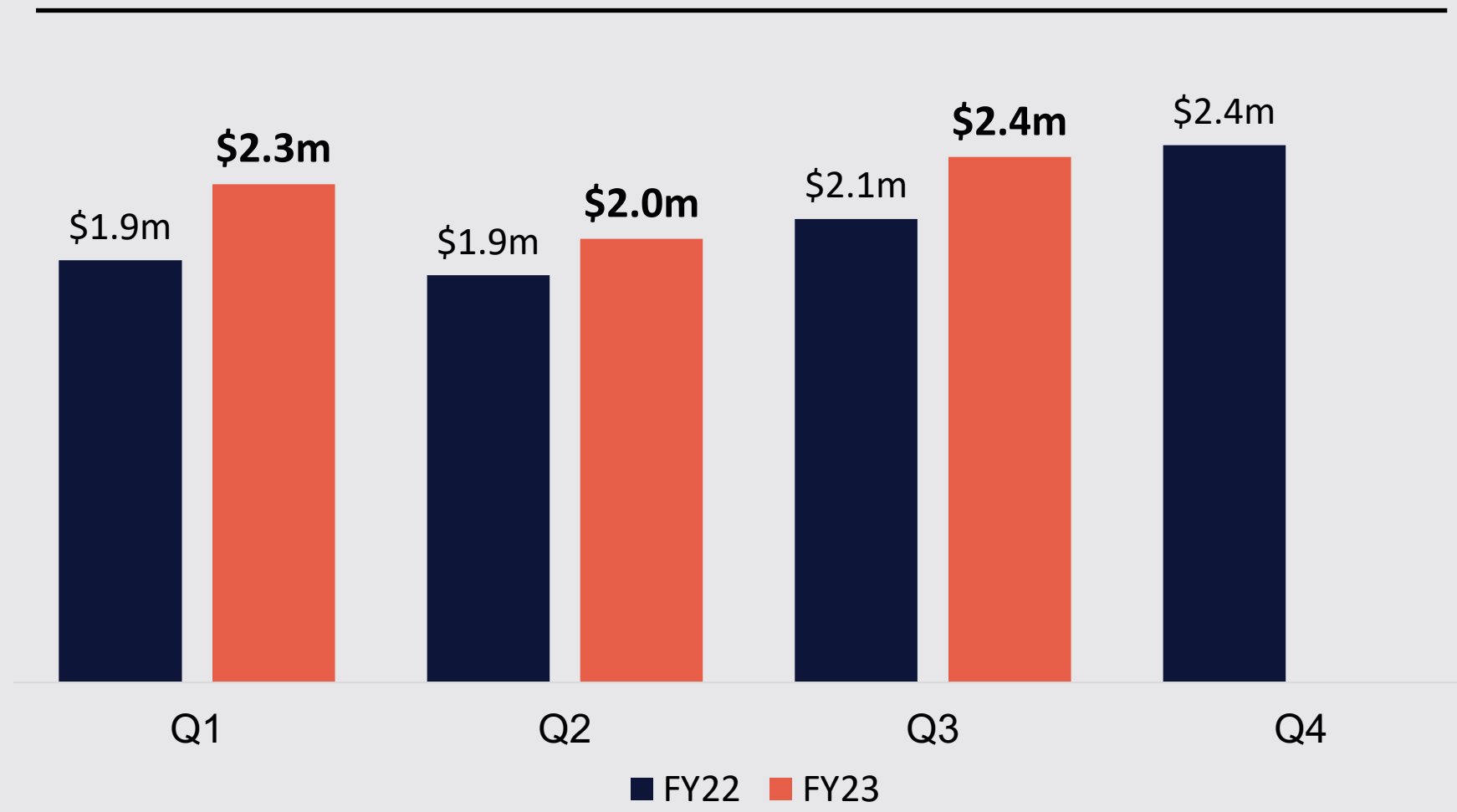
1. AUD/USD = 0.67

Financial Update – Q3 FY23

Q3 delivered revenue growth with reduced cost base (restructuring costs all expensed in H1)

- ▶ Q3 FY23 revenue of US\$2.4m (A\$3.6m¹), up 13% on pcp
 - ▶ FY23 YTD revenue (unaudited) of US\$6.7m (A\$10.0m), up 14% on pcp
 - ▶ Growth primarily driven by increased licence sales – will contribute associated recurring support and maintenance revenue in future periods
 - ▶ c.54% of revenue derived from recurring sources
 - ▶ Proportion of recurring income (as a % of revenue) is expected to increase over time, driven particularly by new PaaS clients as they progressively ‘go-live’
- ▶ Cash receipts of US\$2.3m (A\$3.4m), down 20% on pcp
 - ▶ Earlier collection of Q2 client invoicing has spread cash collections over Q2 and Q3 relative to pcp
- ▶ Cash payments for operating activities (excluding income tax and interest) of US\$2.4m (A\$3.6m), down 2% on pcp
 - ▶ Realigned cost base has contributed to reduction in staff costs
- ▶ Cash holdings of US\$6.0m (A\$9.0m)
 - ▶ Debt free - Unsecured loan facility fully repaid in Q3

Revenue by Quarter (US\$m)



1. AUD/USD = 0.67

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)
- ▶ FY23 YTD (9 months) revenue (unaudited) of US\$6.7m (A\$10.0m)
- ▶ Key drivers of growth:
 - ▶ 'Live' and soon to 'go-live' NZ processing and issuing clients – will drive an anticipated increase in contracted revenues upon transition to the Vertexon platform
 - ▶ Long-standing client base with contracted revenue
 - ▶ Existing clients with identified projects / upgrades + new opportunities in advanced discussions

Cost Base Realigned

- ▶ Realigned the cost base in Q1 FY23 to streamline the business and enable future revenue growth to be delivered profitably
- ▶ All restructuring costs have been incurred in H1 FY23
- ▶ Reduction in costs evident in Q3, particularly through reduced staff costs

EBITDA Positive

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

Disclaimer

Important Notice

This presentation has been prepared by Change Financial Limited (Change Financial) in good faith. No express or implied warranty is given as to the accuracy or completeness of the information in this document or the accompanying presentation. All statutory representations and warranties are excluded, and any liability in negligence is excluded, in both cases to the fullest extent permitted by law. No responsibility is assumed for any reliance by any person on this document or the accompanying presentation.

Summary information

The information contained in this presentation is a summary overview of the current activities of Change Financial. This presentation does not purport to be all inclusive or to contain all the information that a prospective investor may require in evaluating a possible investment. This presentation is for general information purposes and is not intended to be and does not constitute an offer to sell or a solicitation of an offer to buy or sell securities, a prospectus, product disclosure statement, pathfinder document or other disclosure document for the purposes of the Corporations Act and has not been, and is not required to be, lodged with the Australian Securities & Investments Commission. This presentation should be read in conjunction with all other periodic and continuous disclosure announcements lodged by Change Financial with the Australian Securities Exchange, available at www.asx.com.au.

Not financial product advice

The material contained in this presentation is not, and should not be considered as, financial product or investment advice. This presentation is not an offer, invitation or recommendation to acquire New Shares, and does not take into account the investment objectives, financial situation or particular needs of any particular investor. You must make your own independent assessment and review of Change Financial, and the information contained, or referred to, in this presentation, including its financial condition, assets and liabilities, financial position, profits and losses, prospects and business affairs, including the merits and risks involved. Nothing in this presentation constitutes investment, legal, tax or other advice. You should seek legal, financial, tax and other advice appropriate for your jurisdiction.

Past and future performance

This presentation contains information as to past performance of Change Financial. Such information is given for illustrative purposes only, and is not – and should not be relied upon as – an indication of future performance of Change Financial. The historical information in this presentation is, or is based upon, information contained in previous announcements made by Change Financial to the market. These announcements are available at www.asx.com.au.

This presentation contains certain “forward looking statements”. Forward looking words such as “expect”, “should”, “could”, “may”, “will”, “believe”, “forecast”, “estimate” and other similar expressions are intended to identify forward-looking statements. Such statements are subject to various known and unknown risks, uncertainties and other factors that are in some cases beyond Change Financial’s control. These risks, uncertainties and factors may cause actual results, performance or achievements to differ materially from those expressed or implied by the forward-looking statements and from past results, performance or achievements. Change Financial cannot give any assurance or guarantee that the assumptions upon which management based its forward-looking statements will prove to be correct or exhaustive beyond the date of its making, or that Change Financial’s business and operations will not be affected by other factors not currently foreseeable by management or beyond its control. Such forward-looking statements only speak as at the date of this announcement and Change Financial assumes no obligation to update such information.

For personal use only

change.▲

Thank you.

Get in touch

investors@changefinancial.com

