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ASX:SPX

# Q4 FY24 Business Update Investor Webinar

25 July 2024

*Spenda Limited (The Company)*

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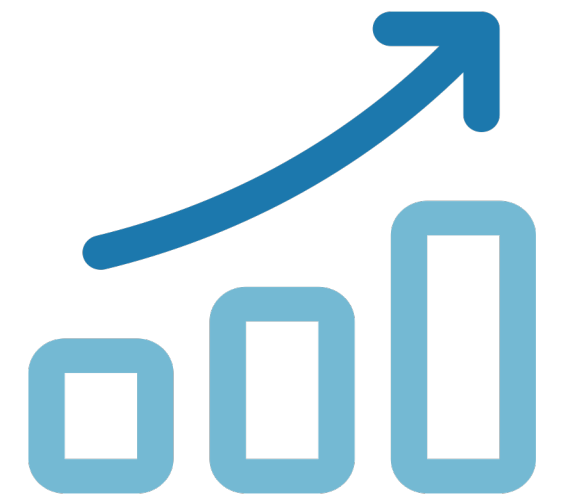
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- General economic conditions and levels of economic activity;
- Global financial conditions;
- Financing risks;
- Degree of competition in the industry;
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All references to currency are in AUD unless otherwise specified.

## Key Highlights in Q4 FY24



- ✓ Q3 cash receipts from customers of \$1.81m, up 49% on pcp and up 26% qoq
- ✓ Continued execution in the key strategic channels across the significant pipeline of work
- ✓ Total payment volumes on Spenda's platform up 161% on pcp, from \$96m in FY23 to \$250m in FY24
- ✓ Acquisition of Limepay to accelerate growth trajectory
- ✓ Cash balance of \$9.8m at 30 June 2024
- ✓ Growth trend expected to continue in FY25



## UNIQUE CUSTOMER VALUE PROPOSITION

**Spenda is an innovative software company providing electronic payment solutions across supply chains and trading networks.**

**Spenda is both a software solutions provider and a payment processor.**

**Spenda's mission is to deliver customers the ultimate platform with an integrated set of capabilities that disrupt single product vendors and enable us to scale revenues whilst delivering a compelling ROI to our customers.**

# Spenda + Limepay

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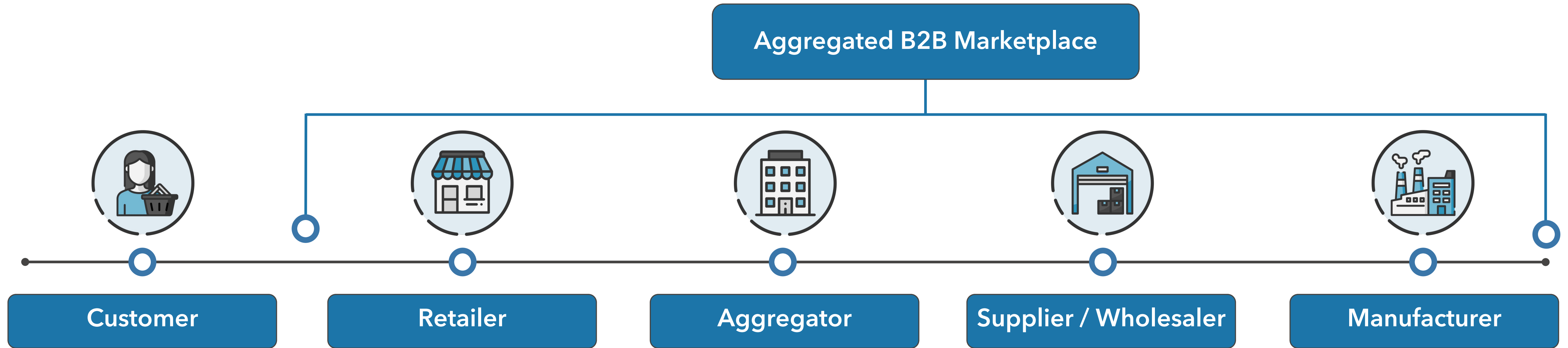


Quote → acceptance → supply of good or service → invoice → transaction integration



Payment or payment arrangement → merchant settlement

# Spenda's Land and Expand Model

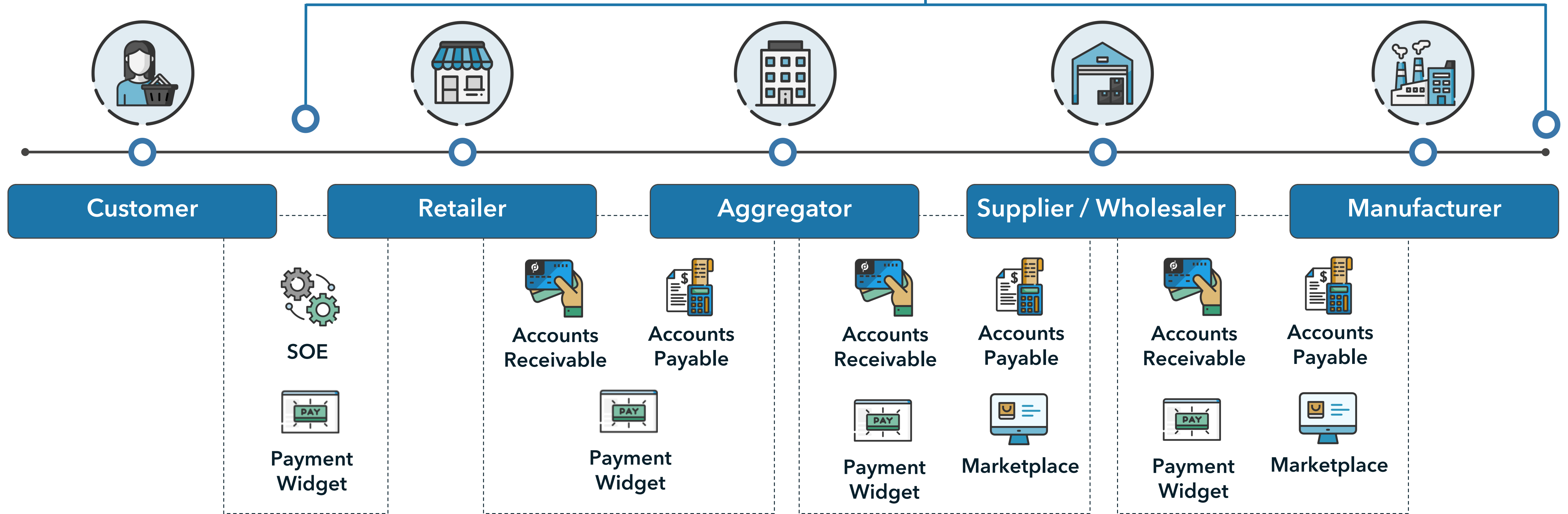


Spenda's strategy is to disintermediate supply chains and aggregator networks with an ecosystem that solves problems throughout the whole supply chain or network.

Spenda's business model is to offer bundled solutions across the network and generate revenue from a combination of SaaS, payments and lending across different products.

# Spenda's products throughout the supply chain or network

Aggregated B2B Marketplace

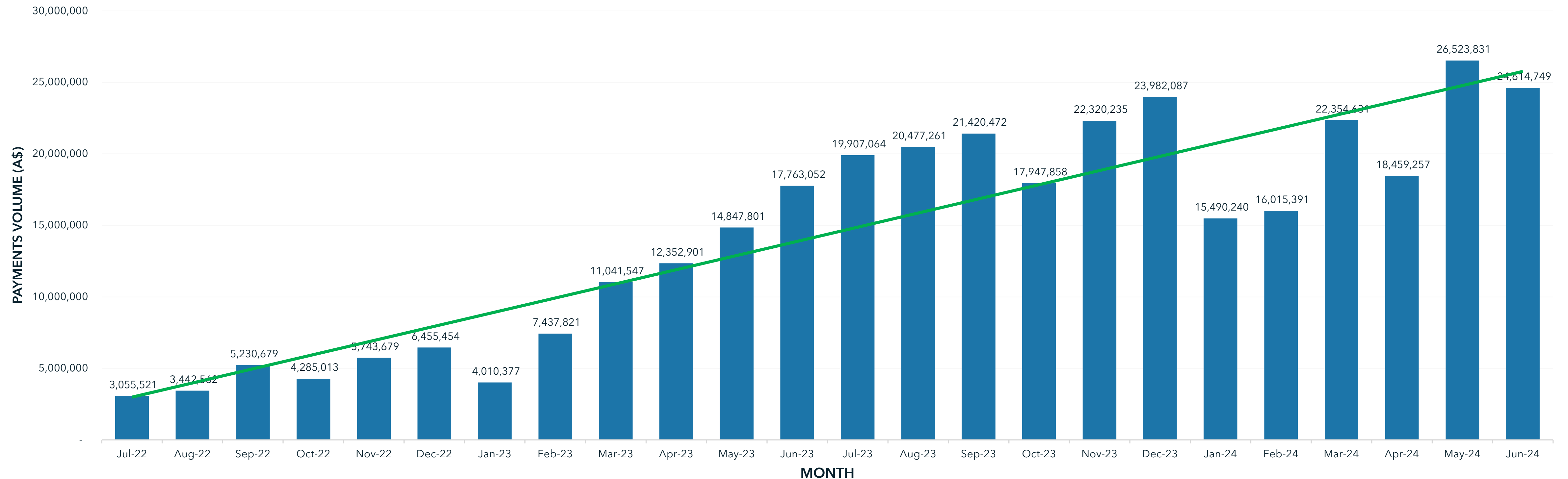


## Spenda has bundled solutions for:

- Network engagement - eInvoicing, dispute management, B2B payments
- Demand side engagement - Standard Operating Environment (SOE) and B2C payments
- Supply side engagement - Procurement and early settlement discounts

# Steady increase in payments volume on Spendia platform

PAYMENTS VOLUME  
FY23 & FY24 2-Year Trend



- Total payment volume on Spendia's platform was up 160% on pcp, from \$96m in FY23 to \$250m in FY24
- Primarily due to increased volumes through the Carpet Court network
- Total payment volume was up 30% qoq from \$54m in Q3 FY24 to \$70m in Q4 FY24
- Total payment flow is expected to continue growing in FY25



# Building a strong foundation for long-term sustainable revenue growth



- Continuing strong growth in AirPlus facilities with both new and existing clients
- Total approved limits of \$6.5m at 30 June 2024, with a further \$2.6m in the application phase
- Revenue generated from AirPlus facilities up from \$35k in Q3 FY24 to >\$200k in Q4 FY24
- Continued growth in Spenda AP adoption and AirPlus facilities expected in FY25



- Stable payment B2B volume of ~\$20m per month on Spenda's platform from roll out of Spenda AR to Carpet Court Head Office, in line with expectations
- Expect continued roll out of B2C payments
- Planned SOE roll out in September quarter, enabling Carpet Court stores to manage their quote-to-install payment flow and the scale up of consumer payment services



- Successful completion of 2nd performance milestone for the Capricorn DSD project
- Commercial launch of new payment infrastructure on track for 1H FY25
- Over half of \$1.3m in initial development fees now received
- 3rd milestone payment for onboarding of first cohort of suppliers expected in Q1 FY25, which will trigger the \$100k per month SaaS software licensing fee
- Continued work on other strategic digital initiatives

# Limepay Acquisition Structure

Spenda has executed a binding term sheet to acquire 100% of the issued capital in Limepay for up to \$8m in an all-scrip transaction

- The total purchase price is contingent on the achievement of specific performance milestones
- If all milestones are achieved, it will add a minimum of \$7.2m in ARR

Acquisition Price  
**Up to \$8m**

All-scrip transaction  
Consideration in 4 tranches



<b>Tranche 1</b>	<b>\$2.48m</b> Paid on completion 1-year voluntary escrow Script: 248m FPO @ 1.21c
<b>Tranche 2</b>	<b>\$0.78m</b> - Deferred consideration upon receipt of Limepay's FY24 R&D refund of ~\$0.72m expected by end 2024
<b>Tranche 3</b>	<b>\$2.4m</b> - Deferred consideration at an issue price of the greater of \$0.0175 or a 10% discount to the 90-day VWAP for Spenda shares, upon Limepay achieving Annualized Rolling 3-month average revenue ("ARR") of at least \$4.8m for three consecutive months
<b>Tranche 4</b>	<b>\$2.4m</b> - Deferred consideration at an issue price of the greater of \$0.0225 or a 10% discount to the 90-day VWAP for Spenda shares, upon Limepay achieving Annualized Rolling 3-month average revenue ("ARR") of at least \$7.2m for three consecutive months

All consideration shares will be issued subject to shareholder approval for the purpose of ASX listing rule 7.1.

# Upcoming operational milestones in Q1 FY25

## Commercial launch of Capricorn DSD project

- 3rd milestone payment relates to the onboarding of the first cohort of suppliers, expected Q1 FY25
- This will trigger the \$100k per month SaaS software licensing fee

## Delivering the SOE solution for the Carpet Court store network

- The rollout of the SOE is expected to start in 1H FY25
- This will enable Carpet Court stores to manage their quote-to-install payment flow and scale up of consumer payment services

## Continued roll out of SpendA AP bundled with AirPlus facilities

## Integrate Limepay acquisition and onboard new customers

## Continued roll out with eBev

## Growth trend to continue in FY25

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# Thank you.

Approved by the Managing Director

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