

ANNUAL MEETING OF SHAREHOLDERS

SMARTPAY HOLDINGS LIMITED

29 September 2021

*smart*pay

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welcome and
introduction

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Annual Meeting
held on 25 Sept 2020

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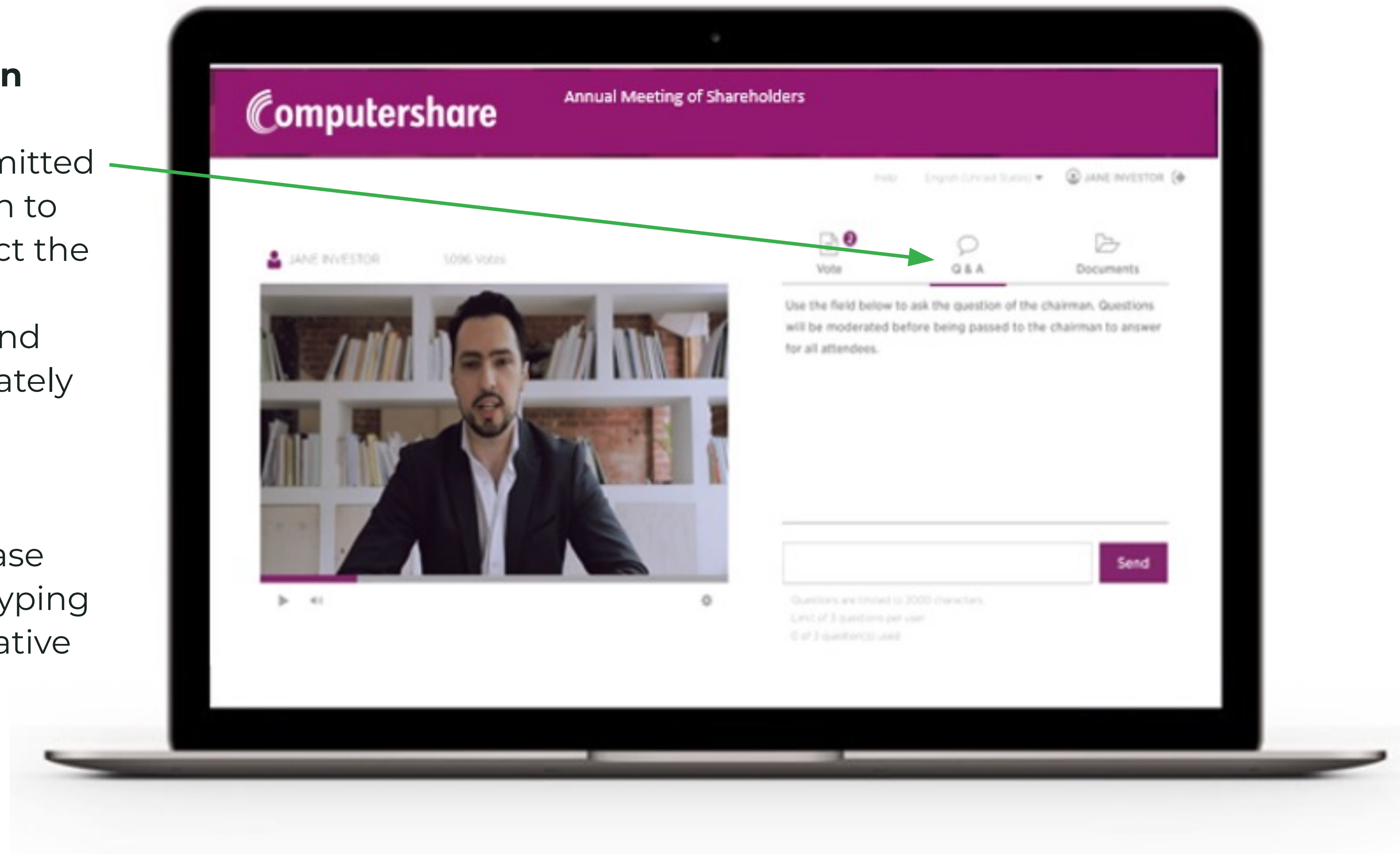
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Ordinary
Resolutions

Shareholder & Proxyholder Q&A Participation

Written Questions: Questions may be submitted ahead of the meeting. If you have a question to submit during the live meeting, please select the Q&A tab on the right half of your screen at anytime. Type your question into the field and press submit. Your question will be immediately submitted.

Help: The Q&A tab can also be used for immediate help. If you need assistance, please submit your query in the same manner as typing a question and a Computershare representative will respond to you directly.



Chairman's Welcome and Introduction



Chief Executive's Review and Financial Statements

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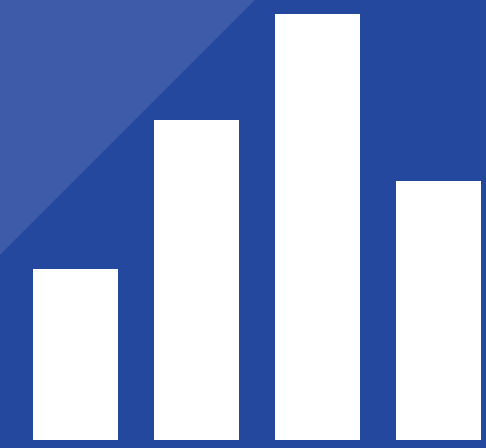
Full Year Results
and Commentary

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Business
Update

3

Summary
and Outlook



Full year
Financial Results

FULL YEAR FINANCIAL RESULTS

REVENUE



↑ 19.7%

FY21: **\$33.8m**
vs
FY20: **\$28.3m**

EBITDA*



↑ 2.7%

FY21: **\$7.6m**
vs
FY20: **\$7.4m**

NET PROFIT AFTER TAX



FY21: **(\$15.2)m** *(loss)*
vs
FY20: **(\$4.5)m** *(loss)*

NET DEBT



(\$4.7)m
(Excluding Convertible Notes)


*EBITDA = Earnings Before Interest, Tax, Depreciation, Amortisation, Impairments and Foreign Exchange Adjustments. EBITDA is a useful non-GAAP measure as it shows the contribution to earnings prior to finance costs and non cash items.

Net debt
excluding convertible notes
reduced to
\$4.7m

Australian transacting terminals fleet
6,754
at 31 March 2021

EBITDA
\$7.6m
A 2.7% increase on the prior year \$7.4m

Run-rate EBITDA at March 2021 **\$9.8m**



Revenue
\$333.8m
A 19.7% increase on the prior year \$28.3m



After Tax Loss of
\$15.2m
largely driven by (\$12.7m) non-cash fair value adjustment of existing convertible notes

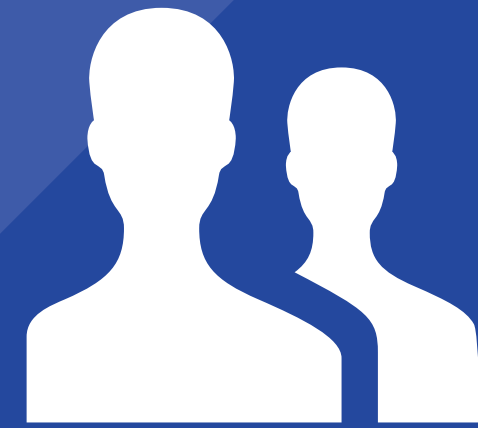
Continued increase in  **acquiring margin** through the year

Australian acquiring transactional revenue
\$17.1m
An increase on the prior year \$9.5m

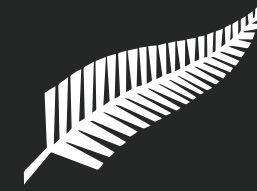


"Thanks to SmartCharge, we expect to save \$14,000 a year. I have invested some of this into social media advertising, which is helping us grow"





Business Update



Resilient through recent Nationwide COVID Lockdowns

Focused on expanding product offering to customers and deepening customer relationships



Ongoing investment in marketing, leads & brand



Further development of sales team (BDM and Outbound)



Fleet quality continues to improve

Organic search and customer referrals on **the increase**

"The contact at Smartpay was easy to deal with. I didn't have to jump through hoops."





Customer

Smartpay Australia 

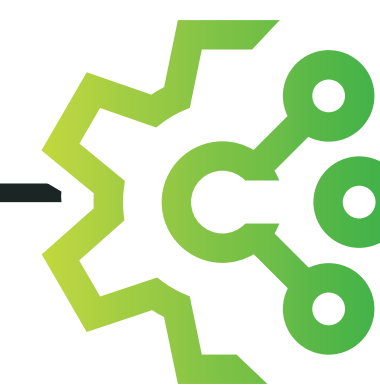
Website Directions Save

4.3 ★★★★★ 82 Google reviews

Eftpos equipment supplier in the City of Sydney, Australia



Brand



Technology



“From the first conversation to receiving the terminal, it was straightforward, quick and efficient.”

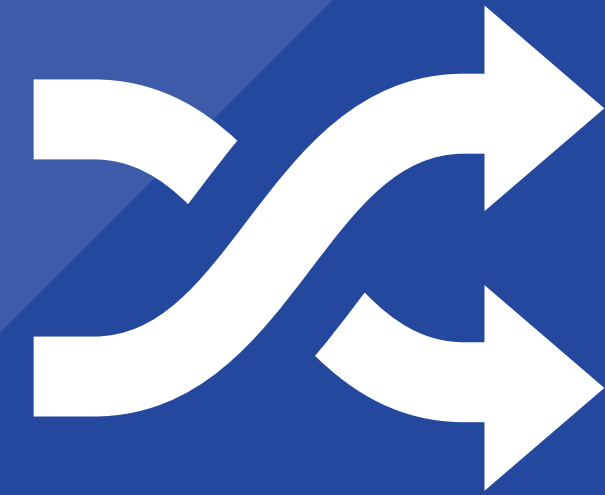


SMARTPAY HUB



"It's a perfect EFTPOS solution for small businesses."





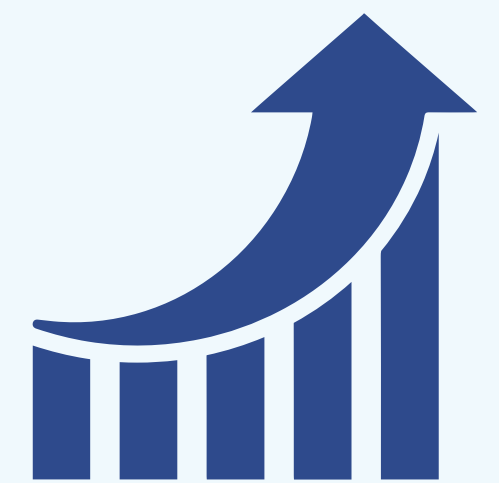
Summary
and outlook

We continue to see positive results from our investment in both our marketing and sales functions in Australia with ongoing momentum in lead generation and new terminal sales through the second half of FY21 carrying into the first half of FY22.

These results combined with increases in our acquiring revenue and gross margin per terminal have had a positive effect on our cash generation which we will continue to invest in technology, marketing and sales resource to meet the growing demand for our products.

The quality of our NZ business continues to show through our resilience during the most recent nationwide COVID lockdowns and remains a strategic asset both in the NZ market and in providing operational leverage and scale support for our Australian business.

FY22 has seen continued momentum in Australian customer acquisition. Whilst the current trading conditions in Australia and New Zealand have presented challenges for our customers and our team, we all look forward to the lifting of restrictions in Q3 and a recovery in trading levels.



“The bank fees were killing us, it was \$800 in fees a month. Smartpay were the only one that truly don’t charge fees.”





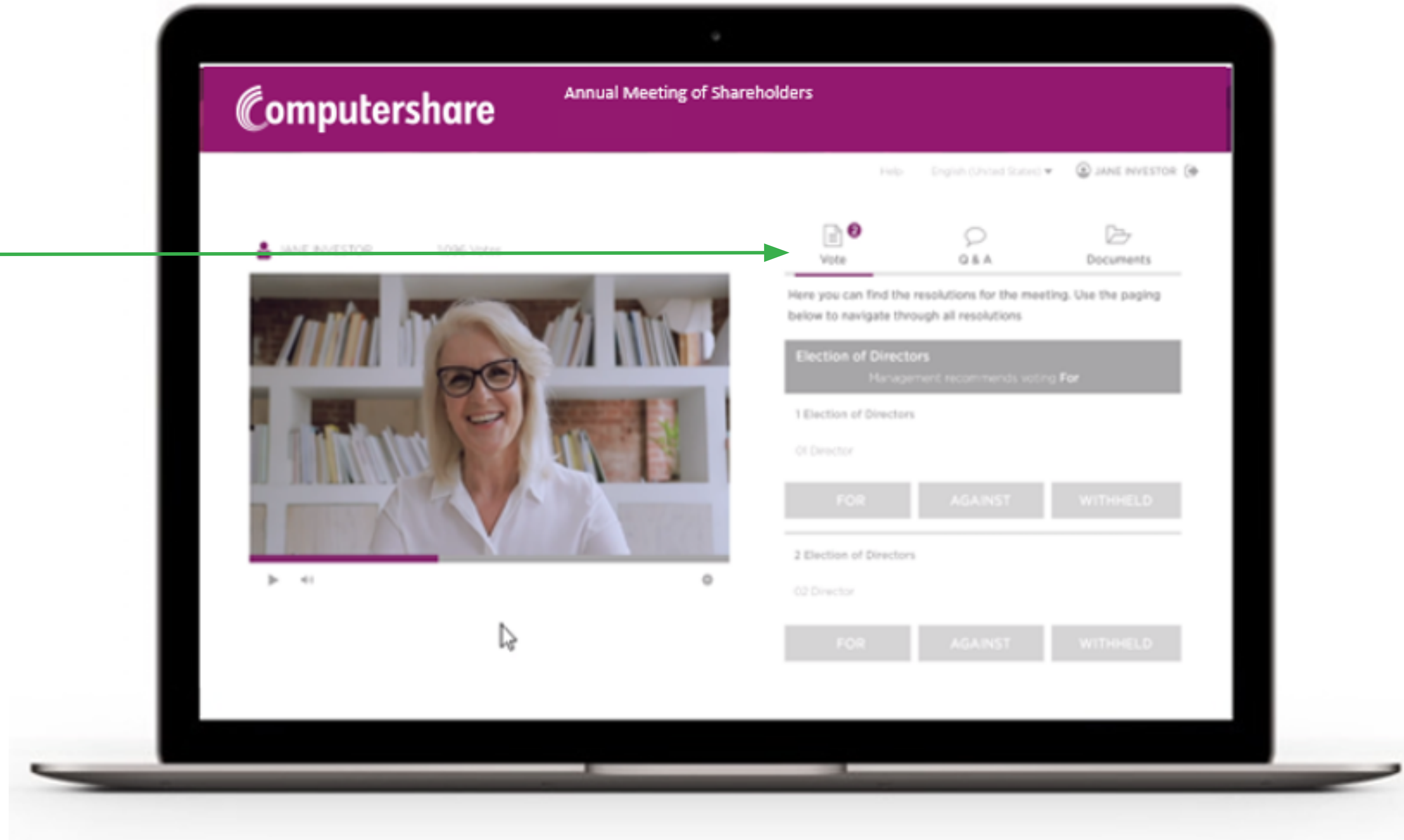
Questions

Shareholder & Proxyholder Voting

Once the voting has been opened, the resolutions and voting options will allow voting. —————→

To vote, simply click on the Vote tab, and select your voting direction from the options shown on the screen. You can vote for all resolutions at once or by each resolution.

Your vote has been cast when the tick appears. To change your vote, select 'Change Your Vote'.





Resolutions

Resolution One

Fixing Remuneration of Auditor.

“That the Board be authorised to fix the auditor’s remuneration for the ensuing year.”

Proxies

For: 86,919,683 (36.48% of all securities)

Against: 1,500 (0.00% of all securities)

Discretionary: 6,930,485 (2.91% of all securities)

Abstain: 42,660 (0.02% of all securities)

Resolution Two

Re-election of Director - Gregor John Barclay.

“That Gregor John Barclay be re-elected as a director of Smartpay.”

Proxies

For: 86,904,514 (36.47% of all securities)

Against: 221 (0.00% of all securities)

Discretionary: 6,929,769 (2.91% of all securities)

Abstain: 59,824 (0.03% of all securities)

Resolution Three

Issue of Share Performance Rights.

“That, for the purposes of NZX Listing Rule 4.2.1, share performance rights be issued to Martyn Pomeroy, Chief Executive and Managing Director on the terms and conditions set out in this notice of meeting (being 2,239,380 share performance rights in aggregate, allocated evenly amongst the financial years ending 31 March 2022, 31 March 2023 and 31 March 2024).”

Proxies

For: 86,860,946 (36.45% of all securities)

Against: 14,797 (0.01% of all securities)

Discretionary: 6,966,093 (2.92% of all securities)

Abstain: 52,492 (0.02% of all securities)

Close