



Novatti Group Limited (ASX:NOV)

September Quarter FY24 – Activities Update

30 October 2023

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Disclaimer

The material contained in this document is a presentation of general information about Novatti Group Limited's activities, current as at the date of this presentation on 30 October 2023.

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A Snapshot*

Novatti is an end-to-end payments provider with a growing international presence with operations across Asia-Pacific, Europe, UK, US, Middle-East and Latin America.

New Leadership

Mark Healy
CEO

Experienced global payments and software executive with prior senior roles in Global Payments Inc, Optimal Payments (UK), Ezidebit and eWAY delivering organic and inorganic growth.

Dharsh Mendez
CFO

Strategically and commercially focused leader having driven organisational growth and transformation in complex organisational settings across multiple industries.

Peter Pawlowitsch
Non-Executive Chair

Experienced Board Chairman with extensive ASX listed experience.

Peter Cook
Executive Director

Experienced technology entrepreneur and founder, having built telecommunications and payments companies in Australia, Canada, Africa and Asia.

\$10.8m

Q1 FY24 Group Revenue

20%

FY23 Growth rate

160+

Employees

\$31m

Market cap**

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*All figures throughout this presentation remain unaudited unless stated otherwise.

**As at 24 October 2023



Our Mission

Novatti enables businesses to **pay and be paid** from any device, anywhere.

From corner stores and start-ups to global organisations, our solutions will unlock your ambitions.

Deep and Inter-connected Ecosystem

Our assets, regulatory coverage and relationships are hard to replicate

Technology

High barriers to entry to digital and mobile platforms



Digital Wallets



Fintech



Payments



Billing

Licenses

Opens jurisdictions, generates trust and builds opportunities across regions



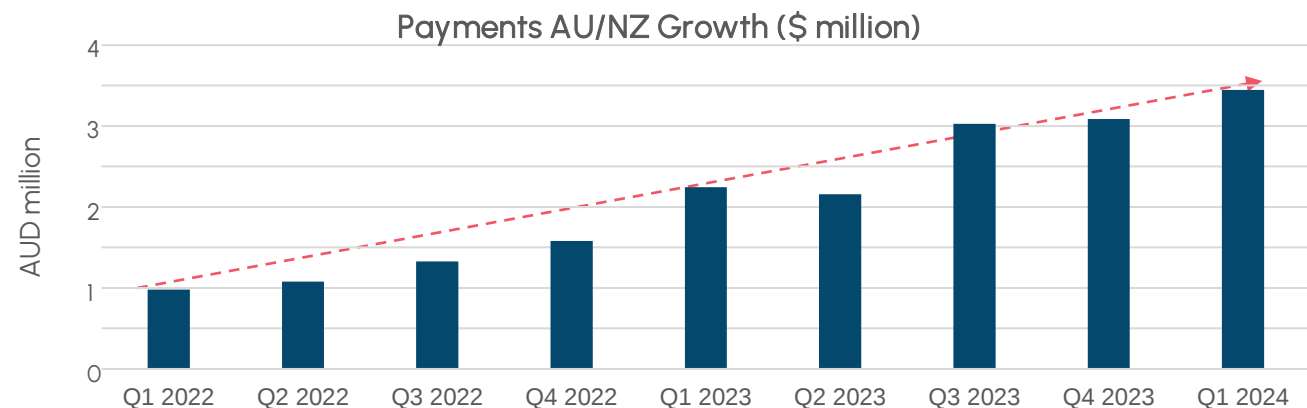
Partnerships

Strong global relationships

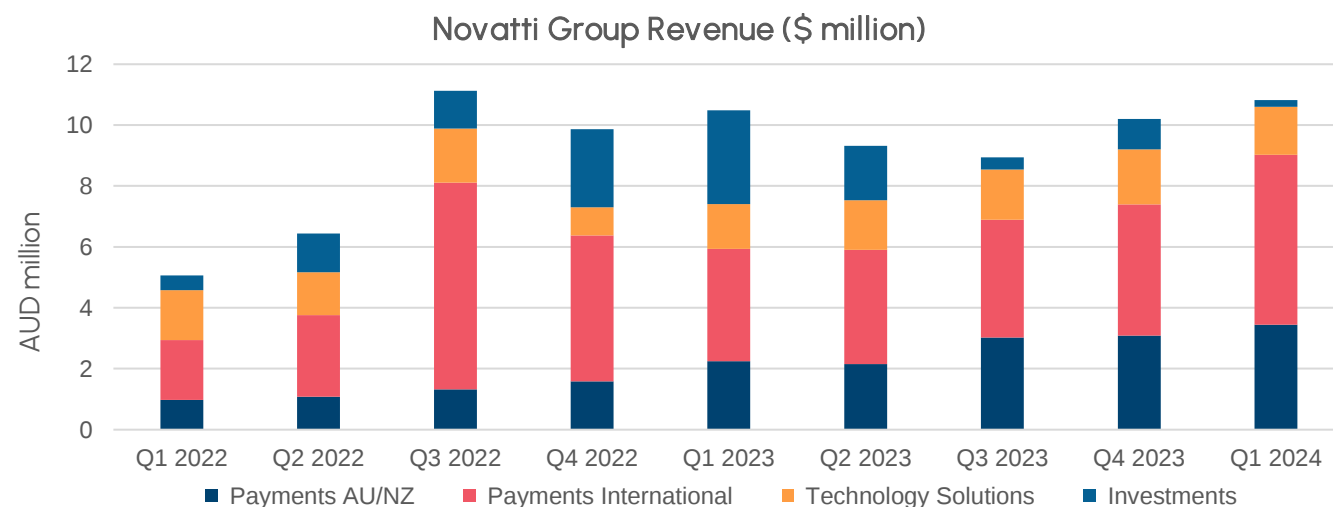


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Payments AU/NZ the Growth Engine



54% YoY quarterly revenue growth, \$13.8m+ annualised exit run rate*



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*Unaudited management estimate

Simplifying the Business - Delivering results

○ Revenue

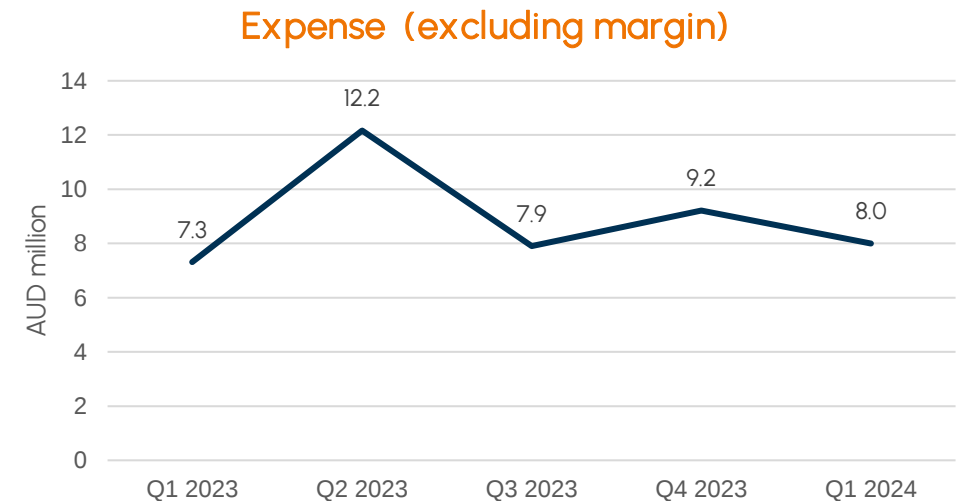
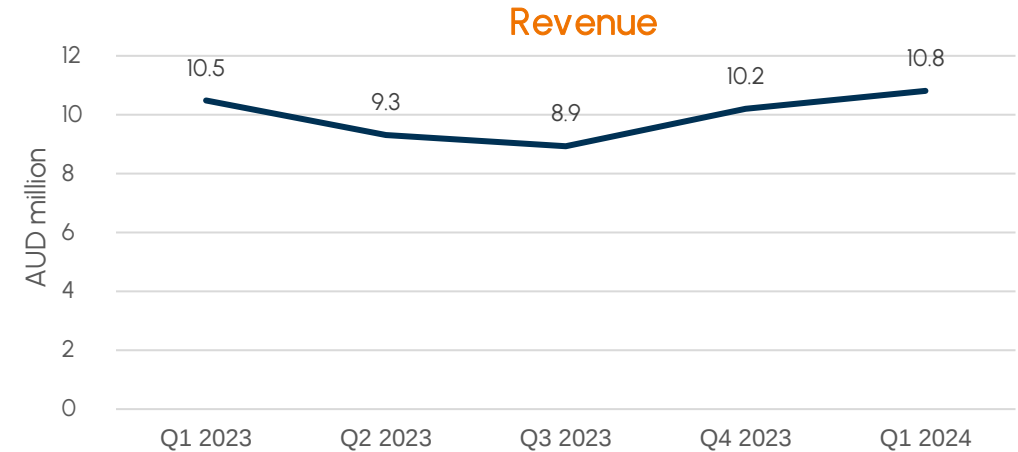
- Growth continues with \$10.8m in Q1 FY24 revenue (\$10.2m prior quarter)

○ Expenses (excluding International Bank of Australia)

- Enhanced focus on cost discipline
- Reduction of \$1.2m on prior quarter
- 74% of revenue, down from 90% prior quarter

○ Operating margin trending positively

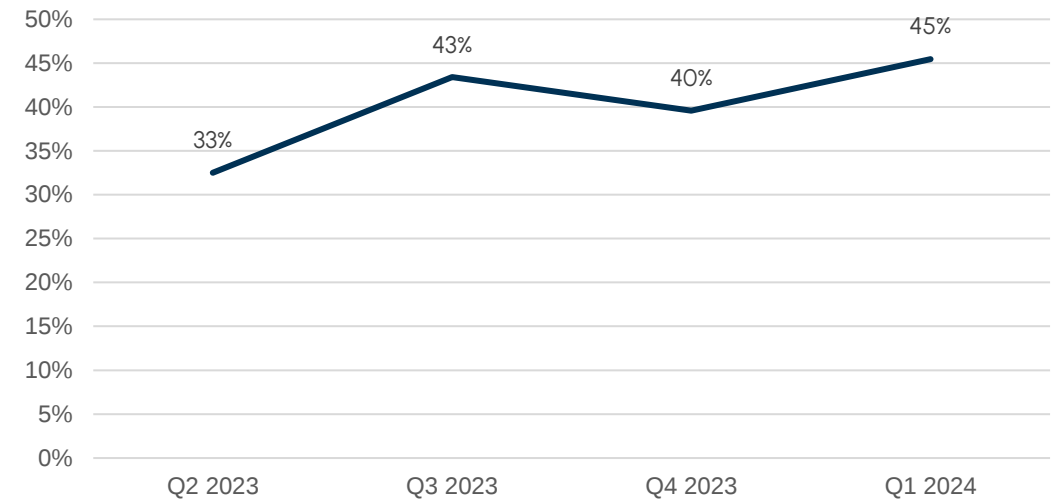
- Stage 2 of business simplification - strategic review of all business areas against strategic and financial goals underway
- Stage 2 to result in opportunities for portfolio optimisation and divestment



Unlocking margins

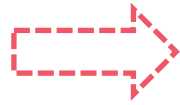
- Whole of business shift to focus on margin uplift
- Seeing tangible results - Payments AU/NZ margin increased to 45% from 40% against prior quarter
- Internal restructure implemented to improve access to multiple products and streamlining the sales process – early customer feedback is positive
- Company wide three year 70%+ margin target established

Gross Margin Payments AU/NZ

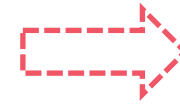


Path Forward

Simplify the Business



Market and Customer Led



Lift Financial Performance

- Stage 1: Structured business portfolio (*complete*)
- Stage 2: Strategic review
- Integrated go to market
- Ecosystem cross selling
- Strong revenue growth
- Increased gross margins