

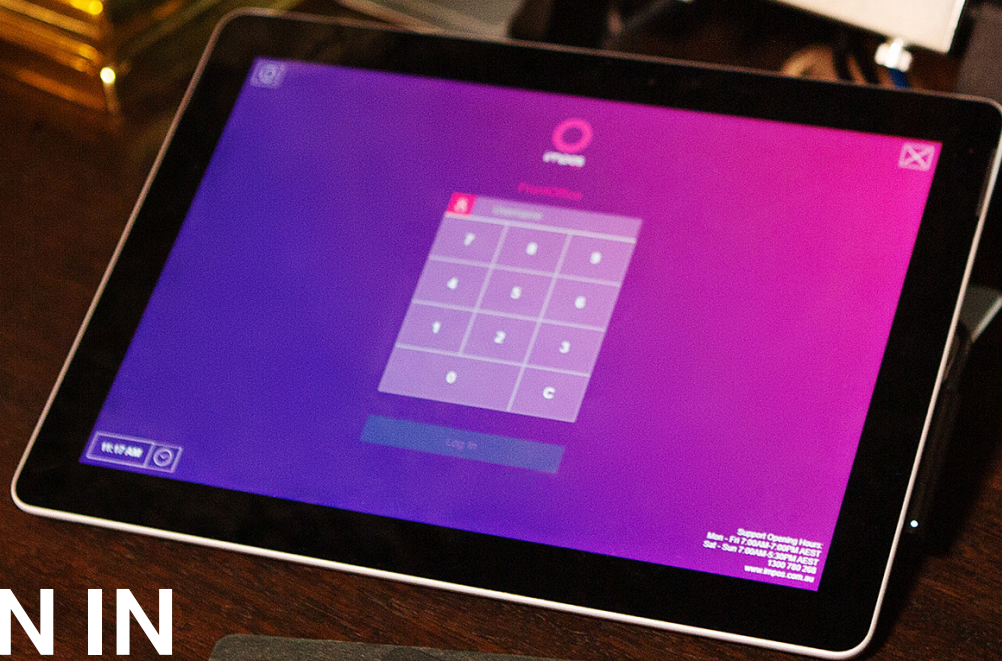
tyro

Tyro Payments Limited

ABN 49 103 575 042

INNOVATION IN PAYMENTS

6 May 2021



Tyro Connect



Paypa Plane

Key Metrics - Year to Date



1. New Merchant Applications

Month	New Merchant Applications
October 2020	1,182
November 2020	1,121
December 2020	879
January 2021	219
February 2021	774
March 2021	1,072
April 2021	943

2. Merchant Churn

Month	Merchant Churn
H1 FY20	12.0%
H1 FY21	10.2%
March 2021	10.7%
April 2021	10.8%

3. Transaction Value

Month	FY19	FY20	% Increase FY20 vs FY19	FY21	% Increase FY21 vs FY20	% Increase FY21 vs FY19
November	\$1.479 billion	\$1.913 billion	29%	\$2.159 billion	13%	46%
December	\$1.742 billion	\$2.206 billion	27%	\$2.626 billion	19%	51%
January	\$1.444 billion	\$1.830 billion	27%	\$2.022 billion	10%	40%
February	\$1.377 billion	\$1.785 billion	30%	\$1.955 billion	10%	42%
March	\$1.559 billion	\$1.600 billion	3%	\$2.247 billion	40%	44%
April	\$1.468 billion	\$0.911 billion	(38%)	\$2.246 billion	147%	53%

4. Weekly Loan Originations

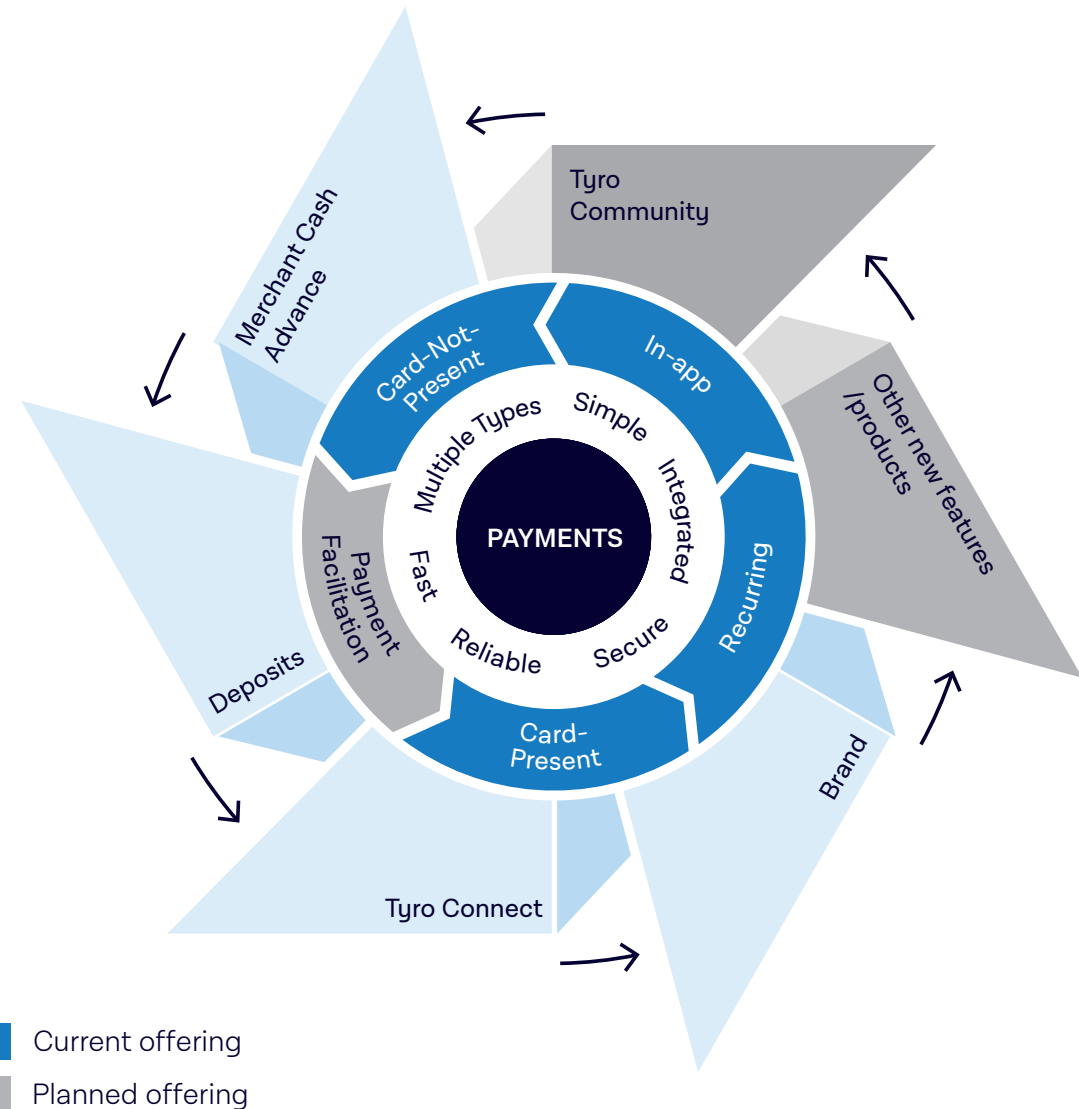
Week Ending	Loan Originations
Sunday 7 March 2021	\$379,705
Sunday 14 March 2021	\$484,010
Sunday 21 March 2021	\$140,000
Sunday 28 March 2021	\$350,000
Sunday 4 April 2021	\$890,500
Sunday 11 April 2021	\$1,073,452
Sunday 18 April 2021	\$1,090,318
Sunday 25 April 2021	\$1,021,747
Sunday 2 May 2021	\$1,565,638

The Tyro Payments Ecosystem



- Our current Ecosystem consists of:
 - ✓ Card-Present Payments
 - ✓ Card-Not-Present Payments
 - ✓ In-app Payments
 - ✓ Recurring Payments Capability
- Supported by Business Banking value-adding services + Tyro Connect
- To remain a disruptor in the Payments landscape, Tyro has made the following key strategic investments through a combination of 'build', 'invest' and 'partner' actions:
 - ✓ Tyro Connect POS integration hub
 - ✓ me&u 'tap, order and pay' solution
 - ✓ Paypa Plane recurring payment solution
 - ✓ Implementation of Mambu's cloud-native banking platform
 - ✓ Tyro | Bendigo Bank Alliance
- We are executing against our strategy as outlined in our Prospectus dated 18 November 2019:

"We have an appetite to pursue growth through acquisitions where it presents an opportunity to gain scale, leverage our platform or capabilities, enhance our market position in our core verticals or supplement our ecosystem. The Australian merchant acquiring market has not experienced significant consolidation to date, but we will assess potential opportunities and to this end may also enter into strategic partnerships to accelerate development and growth. We maintain a disciplined approach to inorganic growth, and will only pursue opportunities where we believe there is significant alignment around valuation, strategy and culture."



me&u - Leading 'tap, order + pay' Solution

- ~16% equity investment in me&u (\$3.5 million), providing rights to be exclusive in-app payment provider
- me&u is a leading Australian tap, order + pay in venue solution for the hospitality industry
- Established by the founder of Dimmi - Stevan Premutico
- Enables customers to view menus, order and pay for meals via their mobile phone
- Solution improves customer experience, frees up wait staff and increases order value and frequency
- Foundation app on Tyro Connect platform
- Tyro expected to become in-app payment provider in June 2021 providing significant eCommerce transaction values

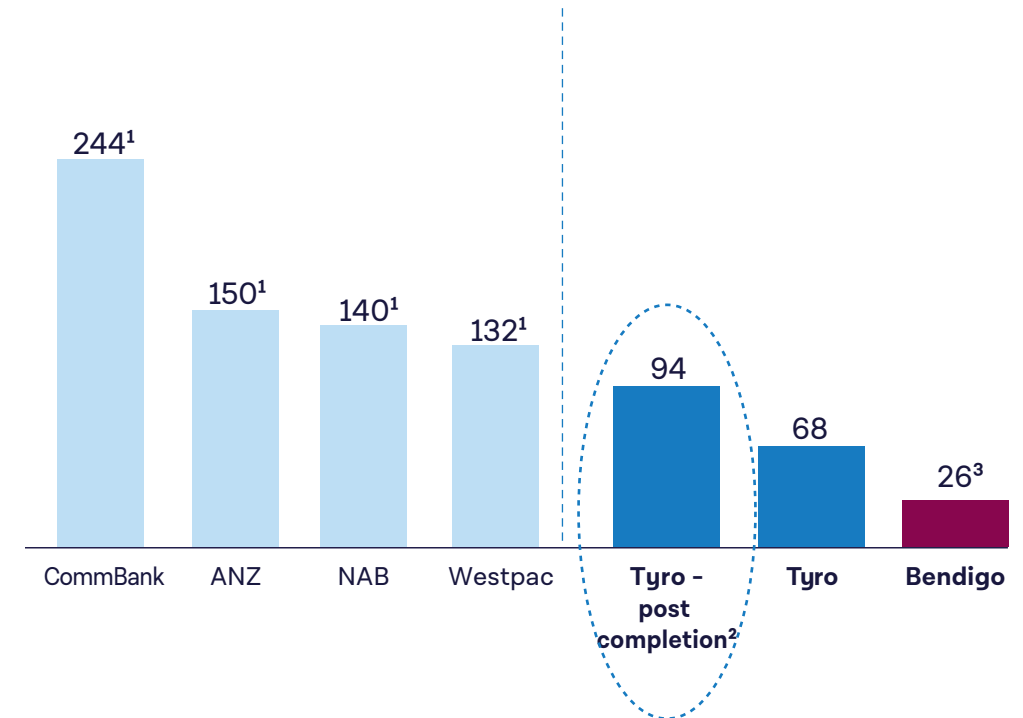


Tyro | Bendigo Bank Alliance



- Nearing commercial completion - on track for 1 June 2021
- Joint objective of alliance to provide Tyro's best-in-class payments solution to Bendigo Bank's business customers.
- Full technical + economic separation of Bendigo Bank's merchant acquiring service to Tyro.
- Tyro terminals (and where applicable eCommerce facilities) rolled-out to all Bendigo Bank merchant acquiring customers.
- Tyro will exclusively provide merchant acquiring services to current and referred Bendigo Bank customers for both:
 - ✓ card-present transactions
 - ✓ card not-present transactions
- Bendigo Bank to continue to provide all other banking services to its customers under the alliance.
- Initial 10-year term with provision for additional 5-year terms by mutual agreement.
- Replace Bendigo Bank's current solution - leverage Tyro's leading technology + scale.
- Maximise opportunity to convert more current and future Bendigo Bank business customers to the merchant acquiring alliance.
- Tyro to establish a customer support presence in Bendigo.

Number of terminals by banks in Australia ('000) -
as at 30 June 2020 (updated for Tyro terminals at 31 December 2020)



¹ Source: APRA, Authorised deposit-taking institutions' point of presence statistics, 30 June 2020

² Assumes on-boarding of entire existing Bendigo Bank merchant acquiring customer cohort

³ Source: Tyro | Bendigo Bank Alliance presentation dated 16 October 2020

Tyro | Bendigo Bank Alliance – Expected Financial Outcomes



One-off Project Costs (excluding GST)

- Project resourcing – \$3.8 million
- Other project costs (including terminals) – \$16.1 million

Ongoing additional operating personnel

- New permanent operating resourcing – \$6.7 million per annum¹

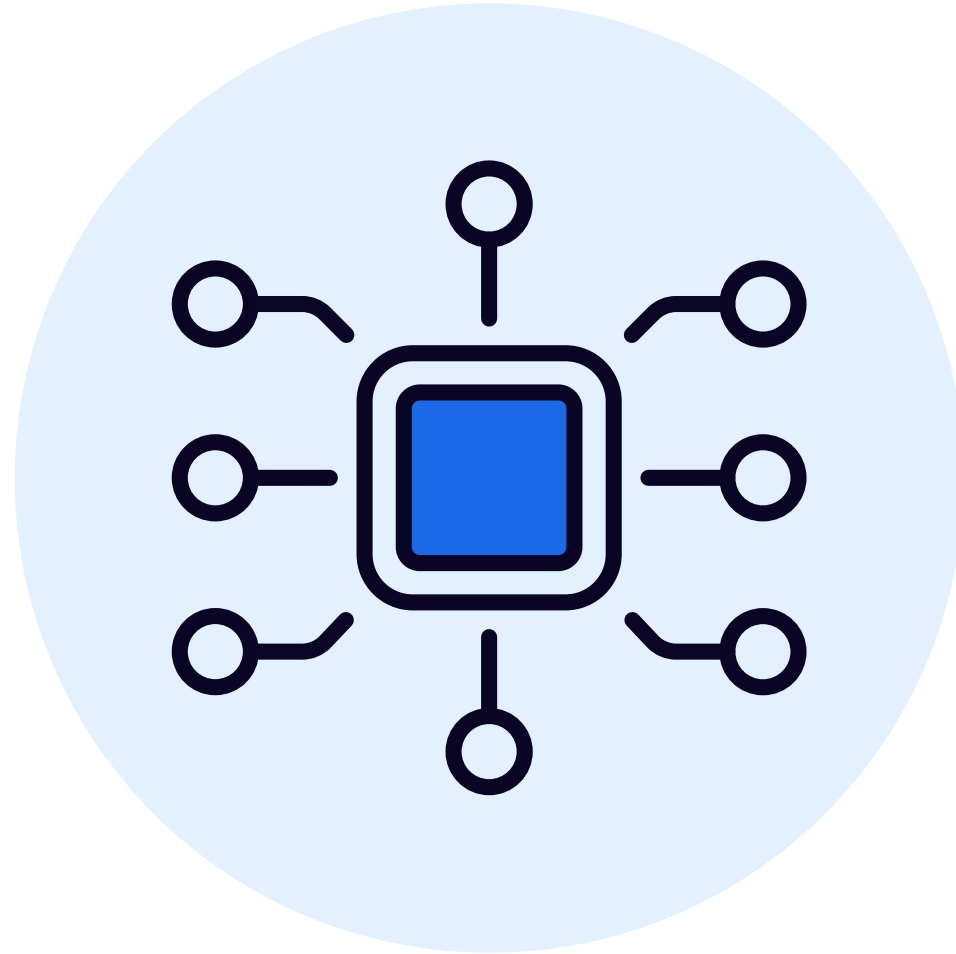
Expected FY22 Key Operating Metrics²

- Approximately \$5 billion transaction value
- Tyro gross profit share (after gross profit share to Bendigo Bank and before operating costs) – approximately \$19 million

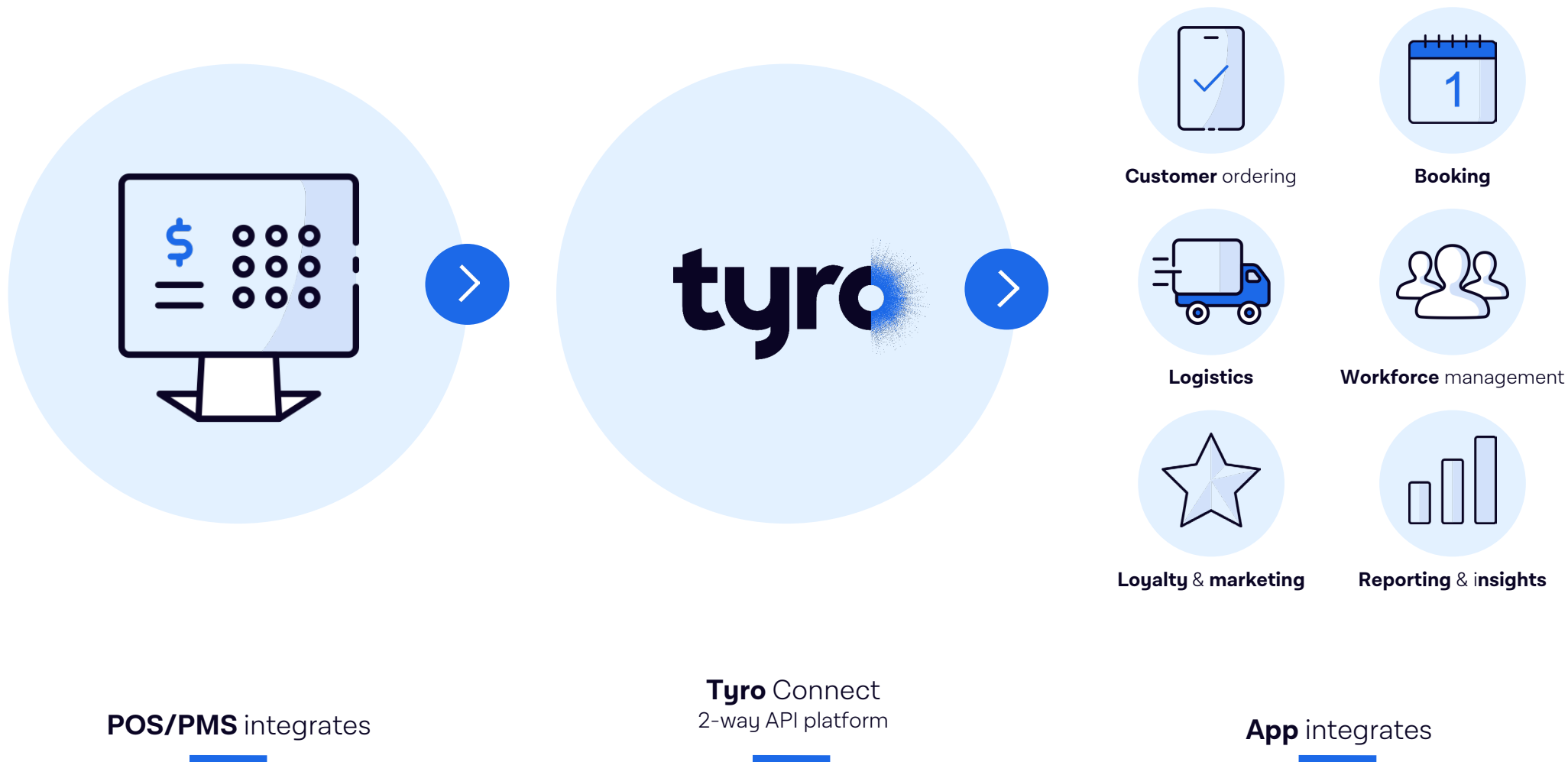
¹ Expected to commence in Q4 FY21

² Based on existing Bendigo Bank merchant numbers, merchant acquisition and churn rates continuing as experienced historically and COVID-19 impacted merchants recovering by the end of FY21

An integration + insights
platform connecting apps to
POS/PMS systems



Tyro Connect: Integration - a hub for apps + POS/PMS systems



Tyro Connect: Insights – provides merchants with valuable insights about their business + customers



Payments Data

(in-store + online)

Providing individual merchants with:

- A real time feed of all their card transactions
- A daily consolidated data share of all their transactions across all locations
- Insight into new vs repeat card usage

Sales Data

Providing individual merchants with:

- Sales data feeds from their POS/PMS
- Ability to match their sales data to transactions + cards across all locations

Integrations Data

Providing individual merchants with:

- Overview of app activity across their locations
- Ability to match payment data to their loyalty integrations
- Single view of their customer across channels (in-store + online)

Paypa Plane - Where traditional scheduled payments and new mandated payments meet



- 20% equity investment in Paypa Plane (\$1.9 million)
- Paypa Plane is a layered payment platform built for 3 levels of users



Banks & Payment Service Providers

- Integrates into core Business Banking systems
- Floating over the top of in-bank merchant services and payment channels and enterprise or SME bank accounts
- Elevates the business banking service suite, drives transactional traffic and closes the compliance circle whilst seamlessly preparing the bank for the transition to the NPPA and Mandated Payment Services.

Enterprise & SME Businesses

- Built to significantly increase successful on-time payments in the face of overdue invoices and failing scheduled or subscription payments
- Designed for automated tasks, integrated compliance, payer self-service and scenario-based communications - more cash flow for merchants, less heartache



Paying Customers

- Critical (and mostly overlooked) layer in the payment platform
- Allowing payers to self-serve and self-manage their payments
- Consent-to-pay is explicit and payments are compliant and secure
- When payers are delivered transparent, dynamic service and self-management tools = less failed payments + drastically reduced admin for merchants + fewer disputed transactions

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