Annual Shareholders' Meeting

20 September 2019

Disclaimer

- *The information in this presentation is of a general nature and does not constitute financial product advice, investment advice or any other recommendation. Nothing in this presentation constitutes legal, financial, tax or other advice.*
- *This presentation should be read in conjunction with, and is subject to PaySauce's Annual Report, market releases and information published on PaySauce's website - www.paysauce.com*
- *This presentation may contain forward looking statements about PaySauce and the environment in which PaySauce operates, which are subject to uncertainties and elements outside of PaySauce's control - PaySauce's actual results or performance may differ materially from these statements. PaySauce gives no warranty or representation as to its future financial performance or any future matter.*
- *This presentation may include statements relating to past performance, which should not be regarded as a reliable indicator for future performance.*
- *This presentation may include information from third parties believed to be reliable; however, no representations or warranties are made as to the accuracy or completeness of such information.*
- *While reasonable care has been taken in compiling this presentation, none of PaySauce nor its subsidiaries, directors, employees, agents or advisors (to the maximum extent permitted by law) gives any warranty or representation (express or implied) as to the accuracy, completeness or reliability of the information contained in it, nor takes any responsibility for it. The information in this presentation has not been and will not be independently verified or audited.*
- *No person is under any obligation to update this presentation at any time after its release to you or provide you with further information about PaySauce.*

Please refer to the Appendix for definitions of key metrics used in this presentation.
All currency amounts are in New Zealand Dollars unless stated otherwise.

Welcome!

Chairman’s Introduction

Andrew Barnes

Chairman & Director
(Non-Independent)

Board of Directors

Asantha Wijeyeratne
CEO & Co-Founder, Director (Non-Independent)

Andrew Barnes
Chairman & Non-Executive Director (Non-Independent)

Gavin Thompson
Non-Executive Director (Non-Independent)

Mandy Simpson
Chair of the Audit & Risk Committee, Independent Non-Executive Director

Nick Lewis
Independent Non-Executive Director

Housekeeping

In case of emergency, follow the exit signs

Please have your phone on silent

Agenda

- Chairman's Introduction
- CEO's Address
- Financials
- Resolutions
- Other Business & Shareholder Questions

Highlights for the year

NZX: PYS

Media

ENERGY MAD PROFFERS ITSELF TO SAAS FIRM PAYSAUCE FOR REVERSE LISTING

Coretex, Zag and PaySauce appoint key executives

PaySauce Grows Recurring Revenue by 120%

NZX-listed PaySauce raises $1.5m

NZX-listed PaySauce reports growth amid partnership push

Highlights for the year

- Build out of senior leadership team
- Strong revenue and customer growth
- Launched platform and contract builder

CEO's Address

Asantha Wijeyeratne

CEO/Co-founder & Director
(Non-Independent)

Milestones

THE WELLINGTON
GOLD AWARDS
in association with THE DOMINION POST
2019 FINALIST

People

Team Growth

14 New Teammates in 2019

Greg

Mat

Tod

Community Good

Time Present

LIVING WAGE ACCREDITED

Accredited Employer

SUPERHERO SPONSOR

One Percent Collective

Customer Growth

2,000 CUSTOMERS

Live Processing at 30 June 2019

Customers by region

NPS SCORE: 58

Average net promoter score at 31 March 2019

All information in this presentation is confidential and should not be shared with anyone beyond the intended recipient

Customer Love

"Since starting with PaySauce I have breathed a sigh of relief, someone else is handling what had just become a stressful and annoying part of my business life. I am so grateful it is all sorted...with the click of a few buttons each fortnight."

Andy Rogers, Anroe Trust

"It takes the hard work out of my payroll. No remembering to file and pay paye. The staff are exceptional. They handle any problem I throw at them with easy to follow explanations, answers and really go the extra mile."

Fiona Brown, Cows and Me Limited

"Your service is unreal."

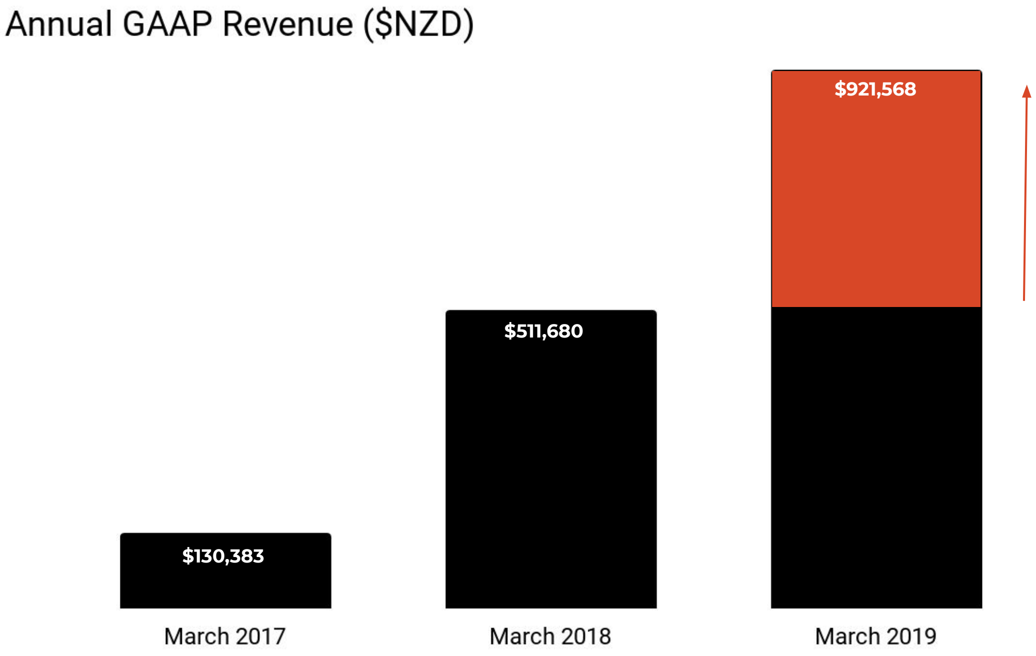
Lachlan Baynes, Hawke's Bay Mobile Shearing

Financials

Tod Rookes

Head of Finance

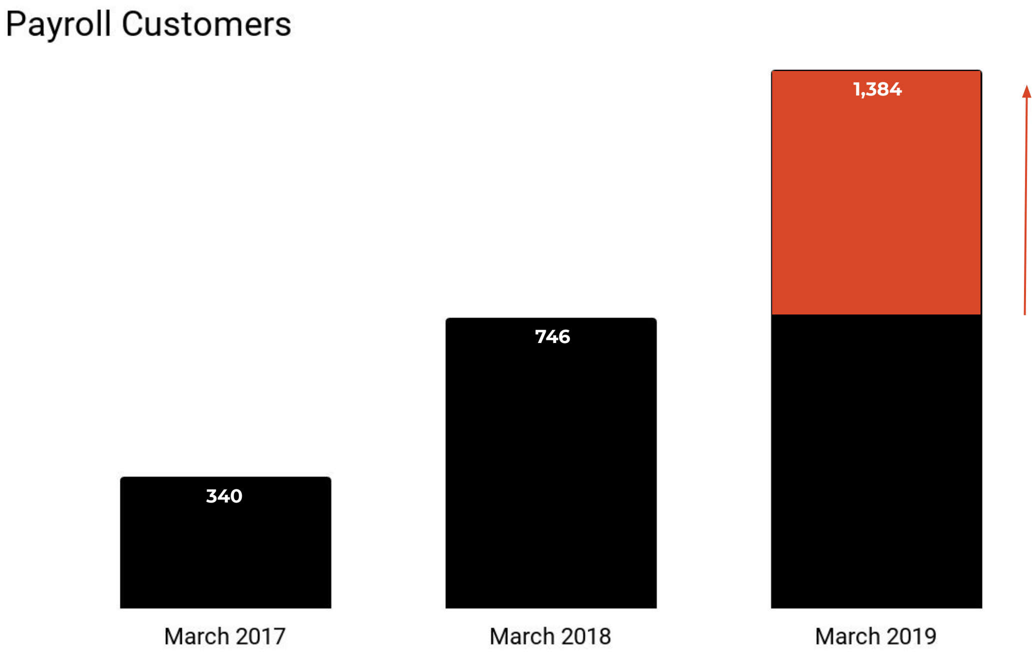
GAAP Revenue Growth



31 March 2019

80% increase from 31 March 2018

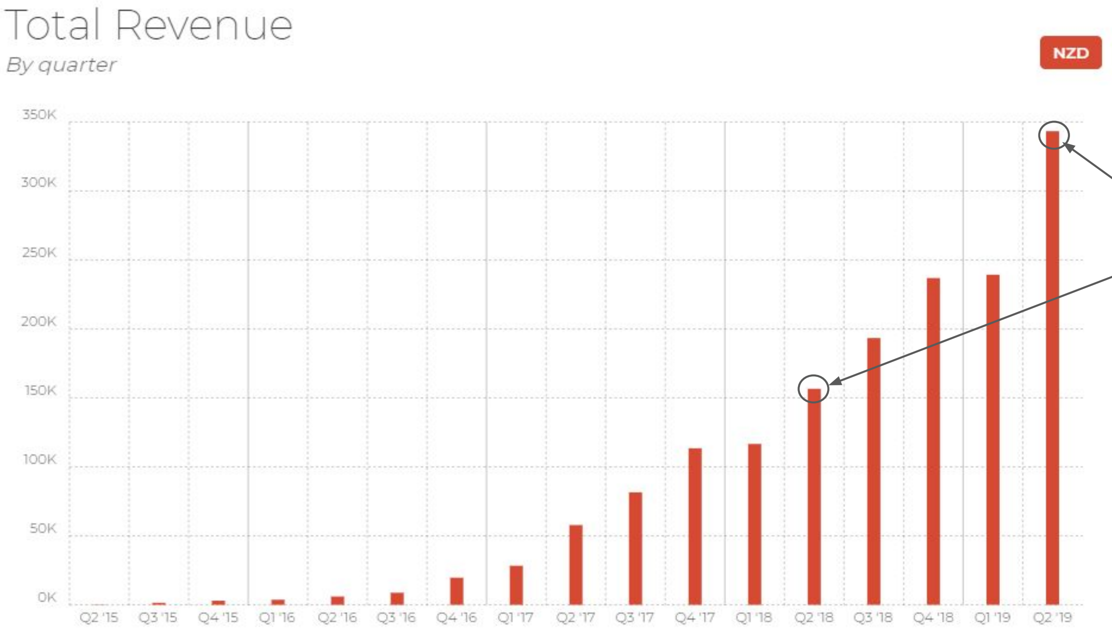
Customer Growth



31 March 2019

86% increase from 31 March 2018

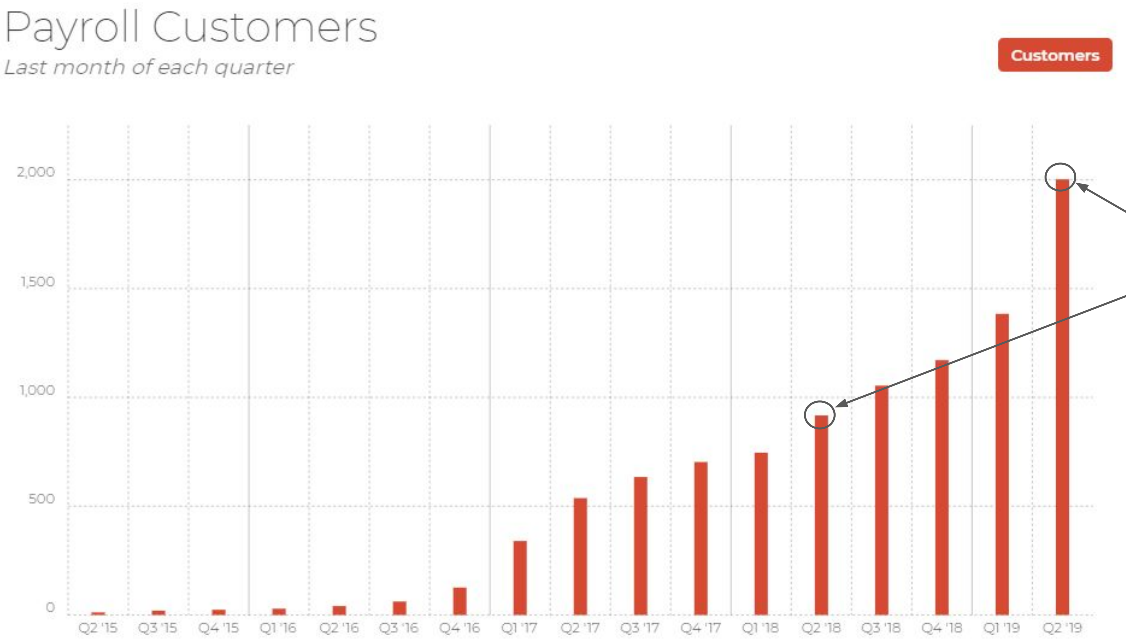
Quarterly Recurring Revenue Growth



30 June 2019

- 120% Year on year Growth for Q2 2019

Customer Growth



30 June 2019

118% Year on year Growth for Q2 2019

Metrics

ARR

Annual recurring revenue at 31 March 2019

ARR GROWTH ▲ 108%

$1,038,317

ARPU

Average revenue per user (monthly) at 31 March 2019

$63

Churn

Customer Churn % (monthly)

1.7%

Ordinary Resolutions

Andrew Barnes

Resolution A

Having retired, that Asantha Wijeyeratne be re-elected as a Director of PaySauce.

Asantha Wijeyeratne
Director (Non-Independent),
CEO & Co-founder

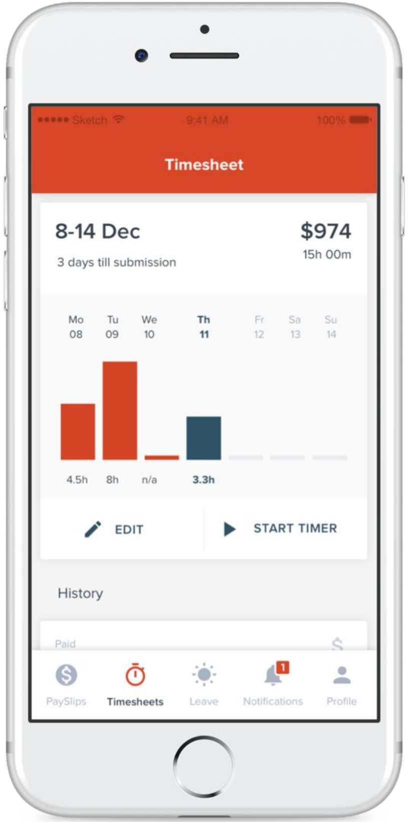
Resolution B

Having retired, that Mandy Simpson be re-elected as a Director of PaySauce.

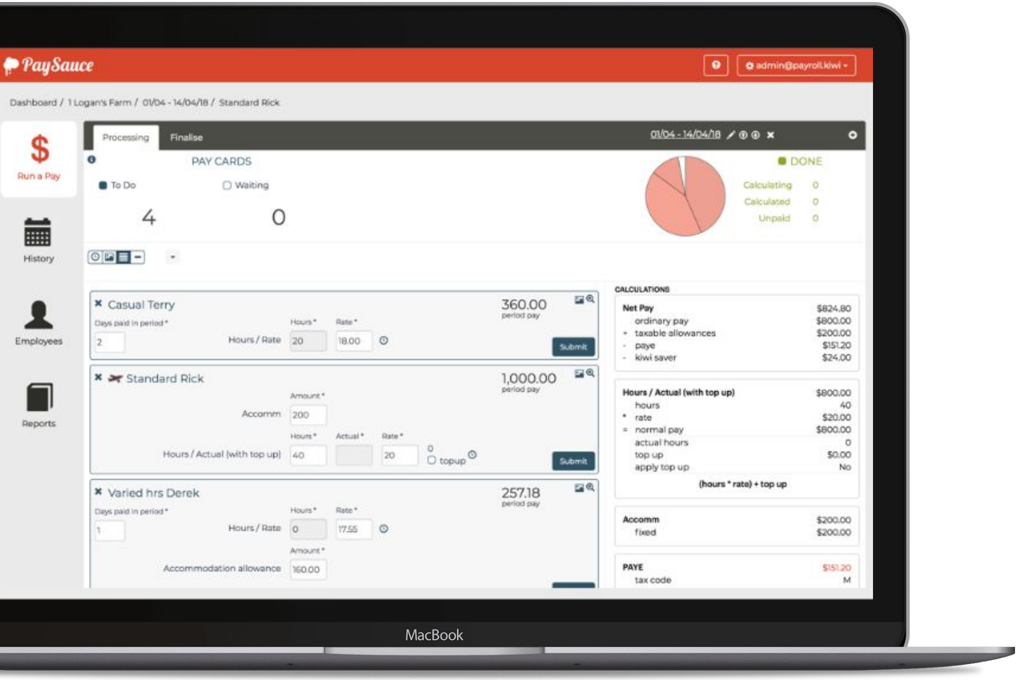
Mandy Simpson
Independent Non-Executive Director,
Chair of Audit & Risk Committee

Resolution C

That the maximum aggregate amount of remuneration payable by PaySauce to all Directors (in their capacity as Directors) be increased from $60,000 per annum to a maximum of $125,000 (plus GST, if any) per annum, with this sum available to be paid to the Directors of the Company as the Board considers appropriate.



Resolution D



That the Board is authorised to fix the fees and expenses of Grant Thornton as the auditor of PaySauce.

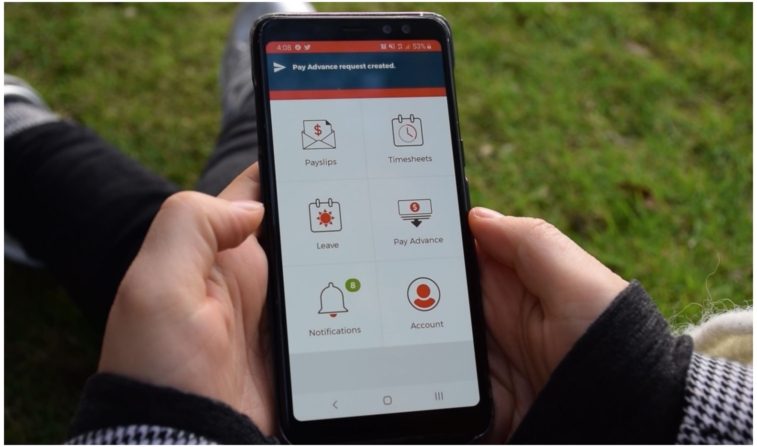
Special Resolutions

Andrew Barnes

Resolution E

Special Resolution

To amend PaySauce's constitution in the form and the manner described in the Notice of Meeting Explanatory Notes, with effect from the close of the Annual Shareholders' Meeting.



General Business

The floor is now open to questions


Thanks for being here!

Appendix

Definitions of Key SaaS Terms & Metrics

- **NPS:** The net promoter score is an index ranging from -100 to 100 that measures the willingness of customers to recommend a company's products or services to others.
- **Recurring Revenue:** Recurring revenue is revenue that is expected to continue into the future. For PaySauce, this is revenue directly linked to the number of payroll customers we have.
- **MRR:** Monthly recurring revenue is the total recurring revenue for the month.
- **QRR:** Quarterly recurring revenue is the total recurring revenue for the quarter.
- **ARR:** Annual recurring revenue is the MRR, multiplied by 12.
- **Churn:** Churn is expressed as a percentage, and is calculated as the number of cancellations divided by the total number of customers.
- **ARPU (monthly):** Average revenue per user (monthly) is total recurring revenue, divided by the total customers processing payroll.
- **Customer Acquisition Costs:** Customer acquisition costs are the costs which directly related to acquiring new customers.
- **Cost to Serve:** Costs to serve are those costs which directly relate to servicing and retaining our customers.
- **Total Customer LTV:** Total customer lifetime value is the lifetime value multiplied by the total customers.

Note - the terms and metrics above are Non-Generally Accepted Accounting Principles (non-GAAP) measures and should not be viewed in isolation, not considered substitutes for measures reported in accordance with New Zealand Equivalents to International Financial Reporting Standards (NZ IFRS).

PaySauce