



Money in Motion

+61 (07) 3557 1100

Level 12
333 Ann Street
Brisbane QLD 4000

EML Payments Limited
ACN 104 757 904

Chairman's address EML's 2019 Annual General Meeting

2019 has been a fantastic year for EML. In addition to what I said in my letter to shareholders contained in the Annual Report, I'd like to say a few short words about:

- The year we have had
- The exciting acquisition that we announced on Monday
- The fantastic team that we have at EML.

Some of our headlines for 2019 include:

- Seven years of continuous growth – which is an incredible achievement.
- That growth has come both organically – and is a testament to the effort and energy of our employees.
- And through acquisitions – Tom and the team have worked incredibly hard at identifying the right acquisitions and then executing on them.
- During FY19 we welcomed two new businesses into our fold: First, PerfectCard our Irish based subsidiary which holds our eMoney licence.
- Second, Flex-e-Card based in the UK, but which has customers throughout Europe and the United Arab Emirates.
- In Australia we grew the business organically, including a major new contract with Smartgroup in the Salary Packaging space.

I wanted to touch very briefly on the acquisition we announced on Monday. Which is significant. The details are in the Investor Presentation lodged with the ASX, but if I could just make the following observations:

- Prepaid Financial Services, PFS, represents a wonderful opportunity for EML.
- It adds strength to our GPR business and provides us with the ability to provide Banking as a Service to the Fintech sector and digital banks.
- Like EML, PFS has a history of innovation and strong growth.
- Like EML, PFS has strong relationships.
- Like EML, PFS has historically delivered strong growth. We think it delivers a platform for future growth too.

I'd encourage you read the Investor Presentation to the ASX for more information about the transaction.

Finally, I'd like to say thank you to the whole of our EML team. People are integral to our business. The culture of our people, and their commitment to our goals and vision is first rate. The team at EML, including those we have welcomed during the year, have continued to out-perform and for that, on behalf of the whole of the Board I would like to say thanks.

About EML Payments Limited

With EML, you will be empowered with more control, transparency and flexibility over your payment processes. Whether you serve businesses or consumers, EML makes your payment processing more efficient and secure from start to finish, while helping you improve customer service and increase brand loyalty.

Our portfolio offers innovative financial technology that provide solutions for payouts, gifts, incentives and rewards, and supplier payments. We issue mobile, virtual and physical card solutions to some of the largest corporate brands around the world, processing billions of dollars in payments each year, and manage more than 1,200 programs across 21 countries in North America, Europe and Australia.

For more information on EML Payments Limited, visit: emlpayments.com