



Money in Motion

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EML Payments Limited

19 May 2022

ASX Market Announcements

20 Bridge Street
SYDNEY NSW 2000

Investor Briefing

EML PAYMENTS LIMITED (ASX: EML) ("EML") provides the attached Investor Briefing for release to the market.

This briefing, covering an overview of the open banking sector, will be presented at investor meetings this afternoon by Brian Hanrahan, Nuapay CEO, and Ryan Chellingworth, Group Treasurer.

About EML Payments Limited

EML provides an innovative payment solutions platform, helping businesses all over the world create awesome customer experiences. Wherever money is in motion, our agile technology can power the payment process, so money can be moved quickly, conveniently and securely. We offer market-leading programme management and highly skilled payments expertise to create customisable feature-rich solutions for businesses, brands and their customers.

We encourage you to learn more about EML Payments Limited, by visiting: emlpayments.com

This ASX announcement has been authorised for release by the Company Secretary.

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EMI.

May 2022

Investor Briefing.

Personal use only

Mission.

We create awesome, instant and secure payment solutions that connect our customers to their customers, anytime, anywhere, wherever money is in motion.

Vision.

To offer customers a feature rich, fully embedded payment solution, via a simple, single touchpoint.

Purpose.

Inspiring transformative digital change for our customers and communities.

Important Notice

This investor presentation has been prepared by EML Payments Limited ABN 93 104 757 904 (EML) and is general background information about EML's activities current as at the date of this presentation. This information is given in summary form and does not purport to be complete.

Information in this presentation should not be considered as advice or a recommendation to investors or potential investors in relation to holding, purchasing or selling securities and does not take into account your particular investment objectives, financial situation or needs. Before acting on any information you should consider the appropriateness of the information having regard to these matters and seek independent financial advice. An investment in EML securities is subject to known and unknown risks, some of which are beyond the control of EML. EML does not guarantee any particular rate of return or the performance of EML.

This presentation may contain forward looking statements including statements regarding our intent, belief or current expectations with respect to EML's businesses and operations, market conditions, results of operation and financial condition, capital adequacy, specific provisions, contingent liabilities and risk management practices. Readers are cautioned not to place undue reliance on any forward looking statements. Unless otherwise specified all information is for the six months ended 31 December 2021 ("H1 FY22"), and is presented in Australian Dollars.

Unless otherwise stated, the prior comparative period refers to the six months ended 31 December 2021 ("H1 FY21").

Disclaimer

The information contained in this update is provided for general information purposes and is a summary only. The content of the update is provided as at 19 May 2022. Given the uncertain, unpredictable and volatile nature of business and economic conditions across the world as a consequence of the COVID-19 pandemic, and the significant influence of some third parties (such as regulators) on the business, reliance should not be placed on the content of this presentation or opinions contained in it. Further, subject to any legal obligation to do so, EML does not have any obligation to correct or update the content of this presentation.

The update does not and does not purport to contain all information necessary to make an investment decision, is not intended as investment or financial advice (nor tax, accounting or legal advice), and must not be relied upon as such. The update is of a general nature and does not take into consideration the investment objectives, financial situation or particular needs of any particular investor. Any investment decision should be made solely on the basis of your own inquiries, including inquiries beyond the scope and content of this update. Before making any investment in EML, you should consider whether such an investment is appropriate to your particular investment objectives, financial situation, risk appetite and needs. EML is not licensed to provide financial product advice in respect of its shares.

About Us

At EML we develop tailored payment solutions for brands to make their customers lives simpler. Through next-generation technology, our portfolio of payment solutions offers innovative options for disbursement payout's, gifts, incentives and rewards. We're proud to power many of the world's top brands and processed over \$30 billion in GDV in H1 FY2022 across 32 countries in Australia, EMEA and North America. Our payment solutions are safe and secure, easy and flexible, providing customers with their money in real-time. We know payments are complex, that's why we've made the process simple, smart and straightforward, for everyone.

For more information on EML Payments Limited, visit: emlpayments.com This ASX announcement has been authorised for release by the Company Secretary.

About Us

EML is an ASX listed (ASX: EML) payments technology company operating proprietary processing platforms that enable Fintech disruption

Group GDV¹

\$31.6bn

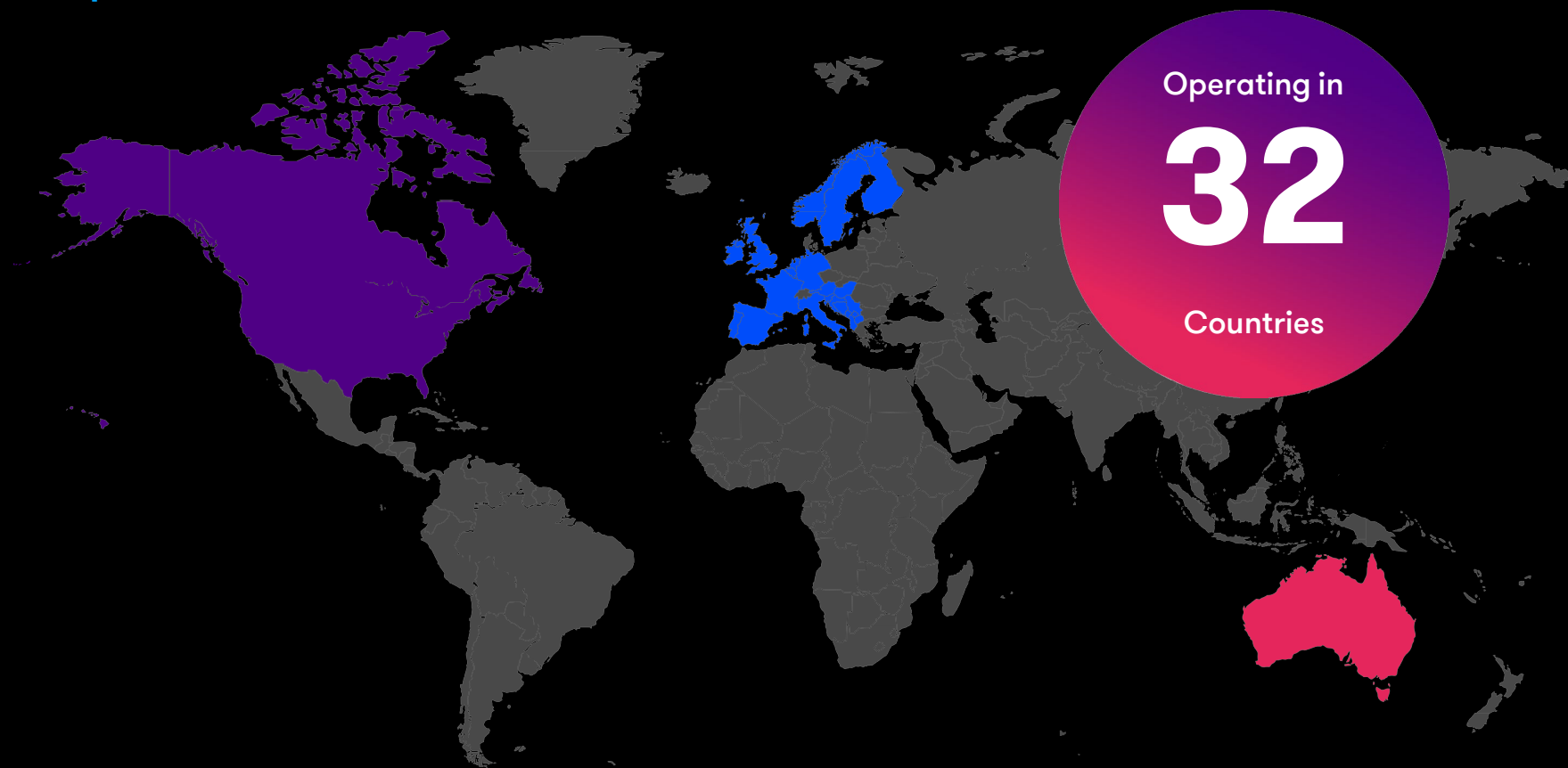
5 Year GDV CAGR¹

75%

5 Year Underlying
EBITDA^{1,2} CAGR

37%

We operate across the Globe



Operating in

32

Countries

¹ Figures for the 6 months ended 31 December 2021

² Underlying EBITDA excludes the impacts of AASB3 Business Combinations and costs associated with the Central Bank of Ireland investigation.

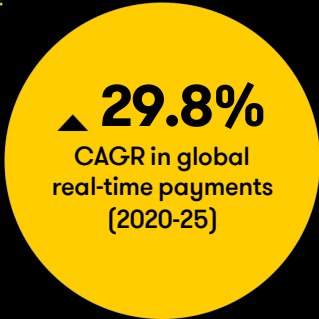
Open banking will fundamentally change the way we move money over the next decade

The EML Nuapay product suite couples open banking data enrichment with instant account payment capability to create a modern friction-free digital user experience.





EML.
NUAPAY



Open banking is gaining momentum globally, due to disruptive technology, regulatory changes and instant account payments, leading to more innovation & competition in financial services



Global forecast - A2A payments

		Forecast growth (CAGR to 24)	Forecast transactions (2024)
	Australia	49%	2.0bn
	Canada	21%	1.4bn
	France	54%	2.0bn
	Germany	43%	2.6bn
	United Kingdom	10%	4.0bn
	United states	42%	4.2bn

- Prescriptive (regulations in force)
- Facilitative (guidelines only)
- Market-driven (industry initiatives)
- In process of adopting or actively considering

Source:
Basel Committee (BIS), November 2019 <https://www.bis.org/bcbs/publ/d486.pdf>;
BBVA, May 2020 <https://www.bbva.com/en/open-banking-regulation-around-the-world/>; updated for subsequent developments in Brazil and Turkey

Source:
Mordor Intelligence, Real-time Payments Market, <https://www.mordorintelligence.com/industry-reports/real-time-payments-market>; ACI, Prime Time for Real-time Payments, https://go.aciworldwide.com/rs/030-ROK-804/images/ACI_Prime_Time_for_Real-Time_Report.pdf

Open Banking Encompasses Two Core Capabilities

**Send & Receive
Real-Time Payments**



Payment Initiation Service Provider (PISP)

Authorised to initiate payments into or out of a user's account to create a faster, safer and cardless way move money

**Send & Receive
Real-Time Data**



Account Information Service Provider (AISP)

Authorised to retrieve account data from financial institutions to help increase competition & innovation in pursuit of better CX



Consumer Benefits

- Removes friction in check out experience
- Safer way to pay – no sharing of sensitive info
- Consumer has more control
- More personalised offers
- Consumers own their data

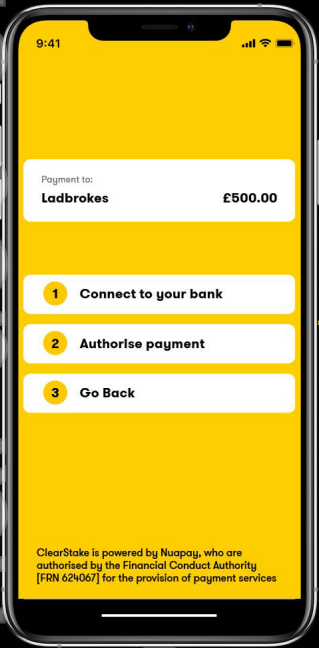
Business Benefits

- Significant operational cost savings
- Fraud prevention
- Better data on customer
- Instant access to funds
- Automation of back office processes

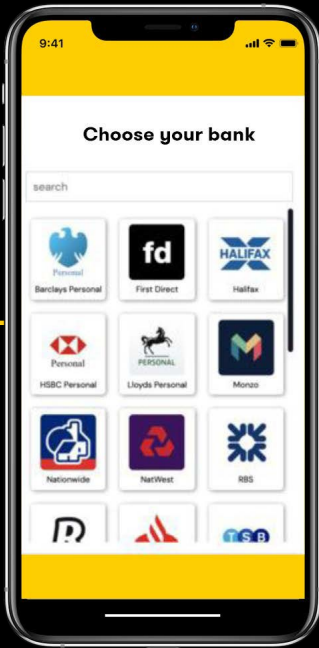


A Simple Use Case – Money in Under 30 Seconds with no Form Filling Required

This experience surpasses existing payments which can take up to 2-3 minutes to complete and sometimes 3-5 business days to clear funds, with onerous manual reconciliation processes.



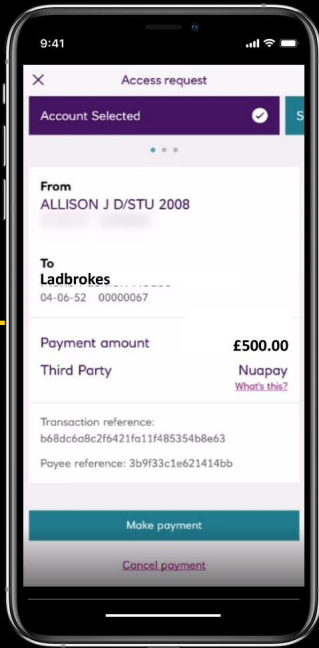
Choose to pay with open banking



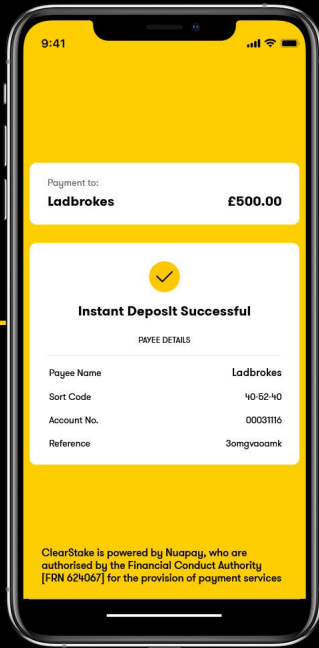
Customer selects their bank



Biometric secure log in to bank



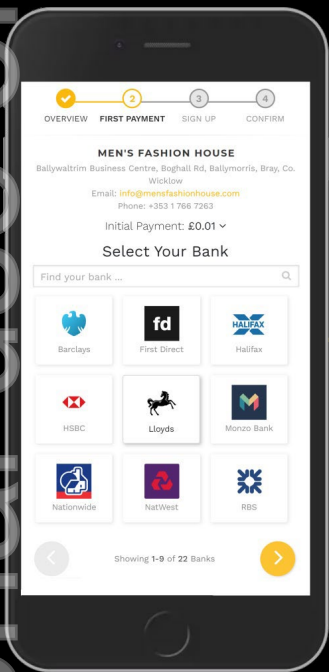
All details pre-filled: one click confirmation



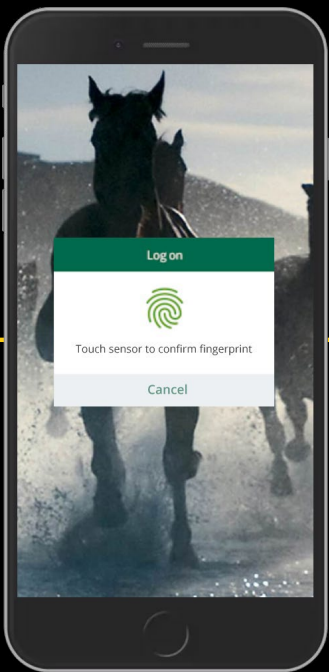
Done

Market Leading Recurring Payment Solution – Fast & Frictionless

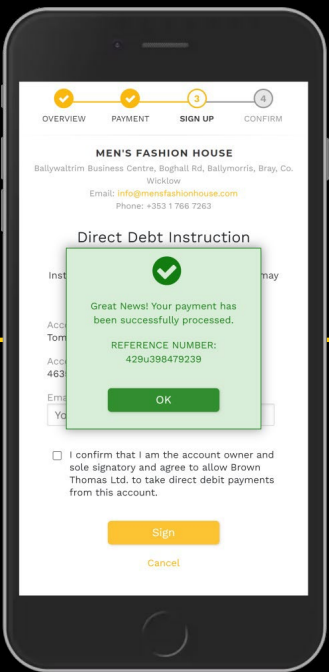
Direct debit can be set up using open banking in just a few clicks – eliminates data errors, fraud risk, manual reconciliation and poor end user experience of existing direct debit solutions.



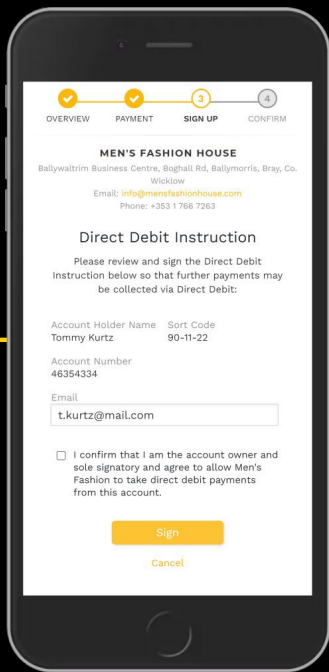
Customer selects their bank



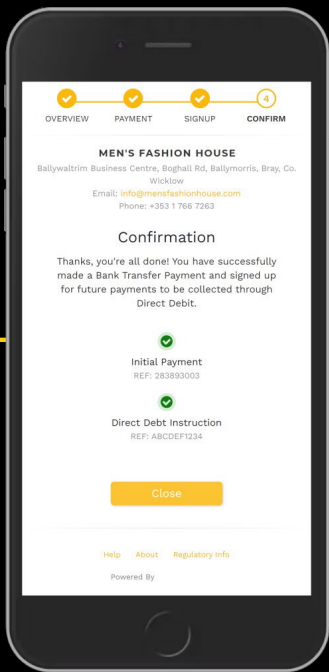
Biometric secure login to bank



First payment made via open banking in real-time

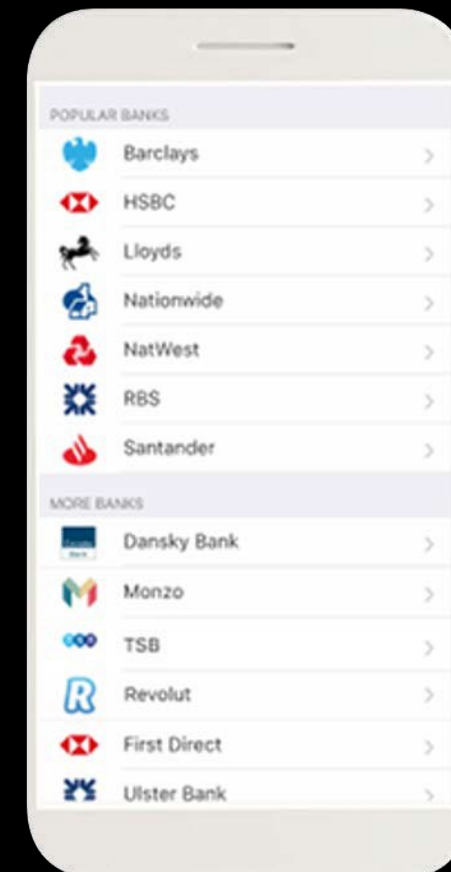
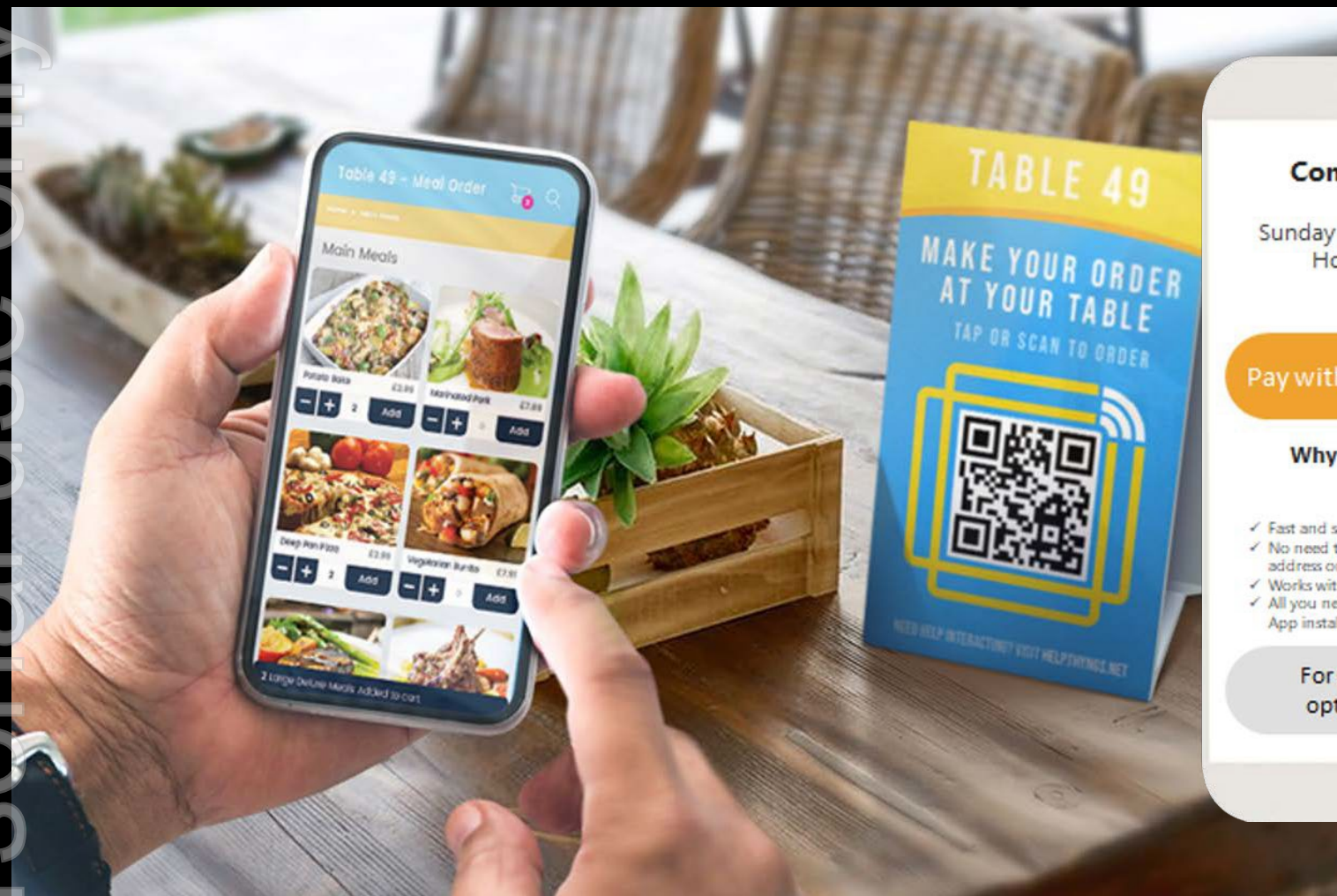


Direct Debit for remaining instalments pre-filled



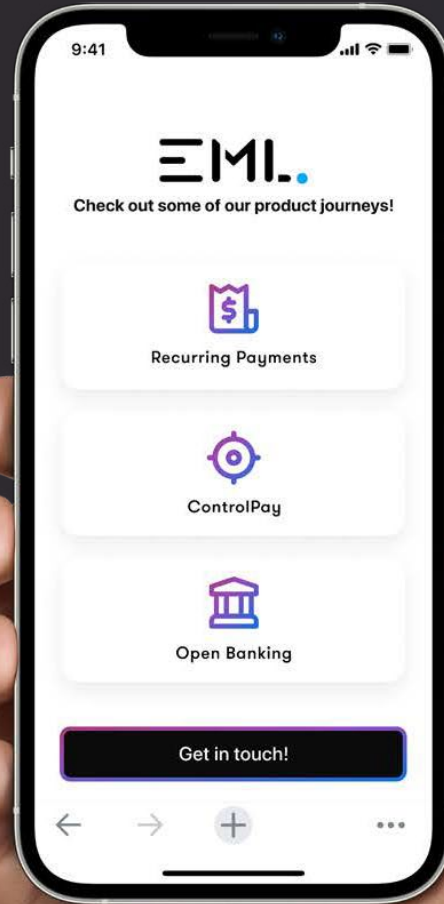
All done

Pay@table providers aiming to facilitate fast and simple mobile payments for today's generation





Scan for Product Demos!



Open Banking & ControlPay

[Watch Demo Video Here](https://vimeo.com/646223284/6ad0dce3c9)

Video source: <https://vimeo.com/646223284/6ad0dce3c9>

Additional Nuapay Opportunities

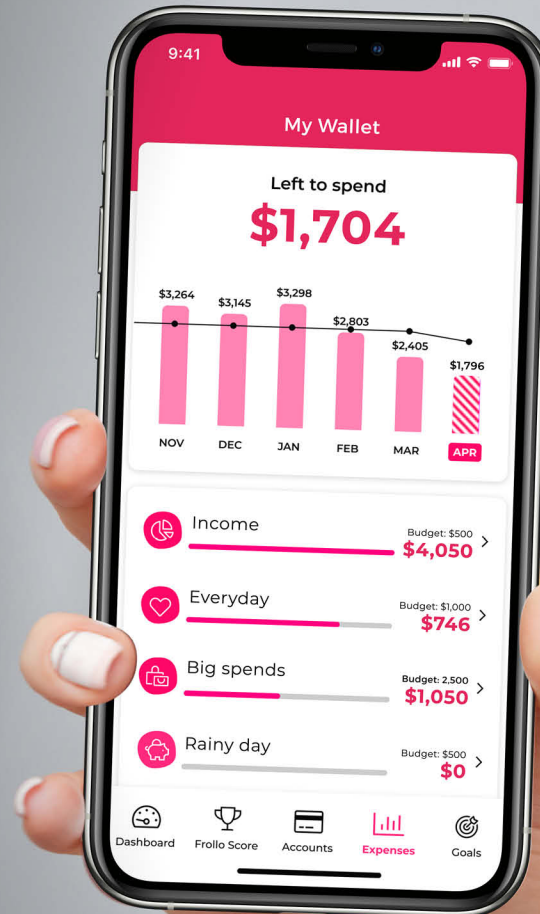
Strong cumulative growth with 5 million¹ regular users of Open Banking in the UK as of January 2022.

Trajectory of open banking growth continues to increase. It took 10 months to grow from 1 million to 2 million customers¹. The growth from 4 million to 5 million customers took 4 months¹.

Variable Recurring Payments (VRP)

- Ecosystem and standards continue to evolve and expand to improve the user experience and enable new use cases which offer additional opportunities for Sentinal.
- An example is VRP in the UK, which are a payment instruction which can be set up to make a series of future payments.
- With VRP customers agree payment parameters with a Third Party Provider, and authenticate that mandate with their bank. Thereafter, payments can be initiated without the customer having to take any action.
- At present they are used to enable businesses to 'sweep' money between different accounts to run their finances more effectively.
- The UK Competition and Markets Authority (CMA) has required the nine largest UK banks to implement VRP to enable customers to sweep money between their accounts.
- A wide range of use cases are enabled by this extension to UK Open Banking, including Smart Overdrafts, Automated Savings, and with some further iteration also potentially Recurring Billing and Ecommerce card-on-file.

¹. <https://www.openbanking.org.uk/news/open-banking-passes-the-5-million-users-milestone/>



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Q&A

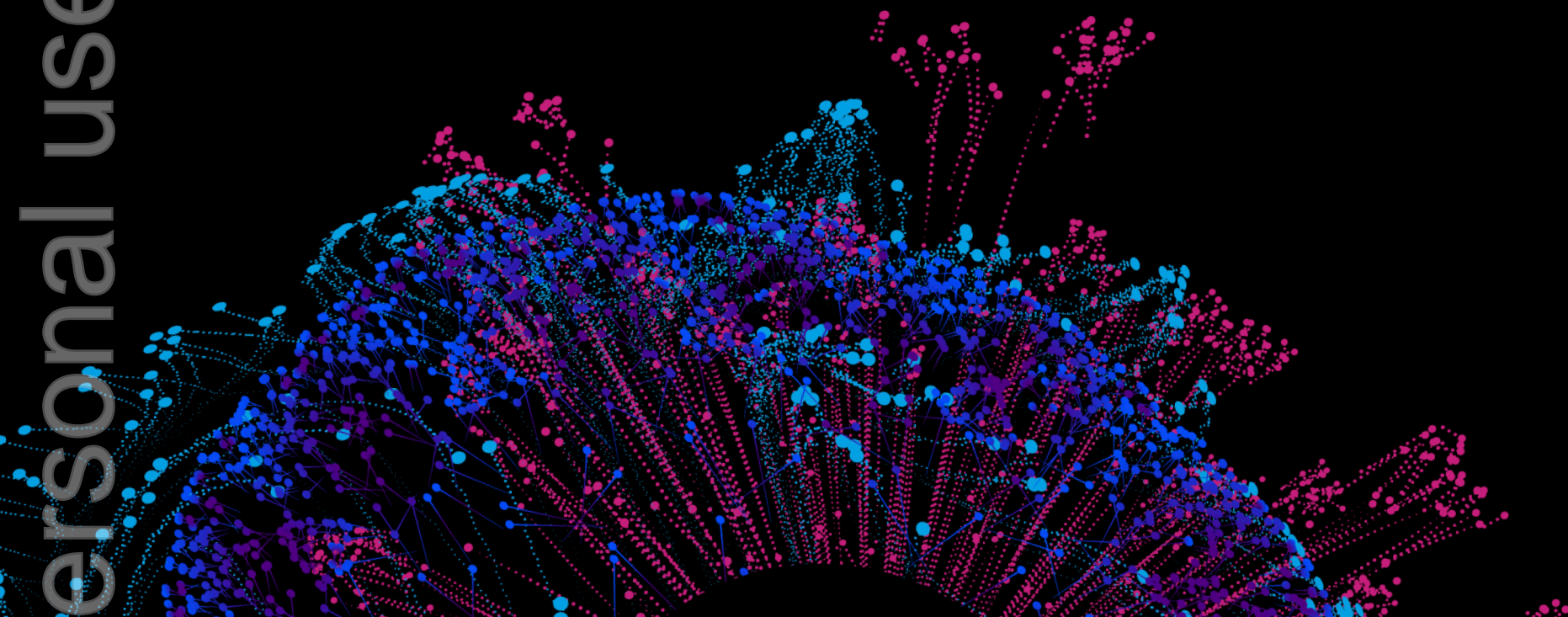
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Thank you

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