



Mint

Investor Update
Q4 FY2023

July 2023

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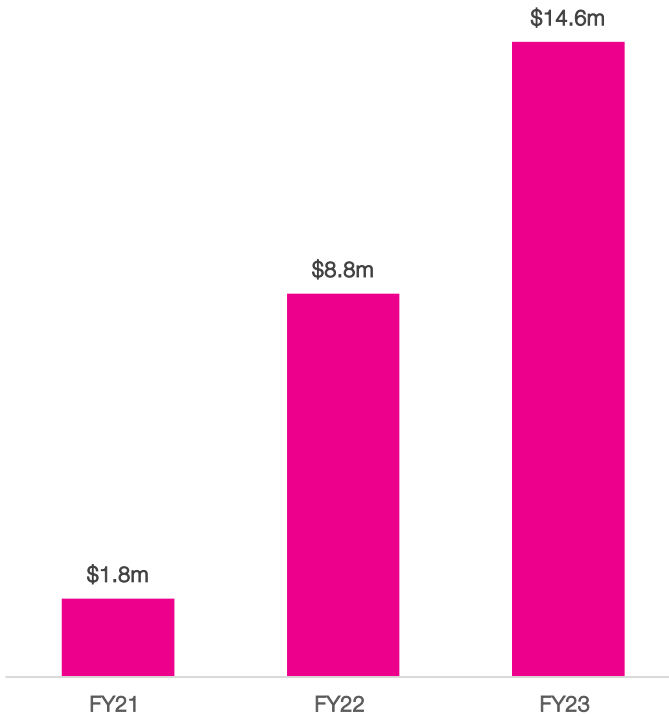
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Look back at FY23 – 66% growth in revenue

Last 3 years Mint Revenues (unaudited)

Mint Revenue Growth



\$2.7Bn

Transaction value
(v \$1.9bn in FY22, ↑ 37%)

\$14.6m

Recurring revenues
(v \$8.8m in FY22, ↑ 66%)

177%

Revenue growth in our
core travel vertical

103.7m

Transactions
(v 69.2m in FY22, ↑ 50%)

\$1.3m

Pro forma EBITDA
for FY23

1,732

Merchants
(v 1,293 in FY22, ↑ 34%)

FY23 (Jul22 – Jun23)

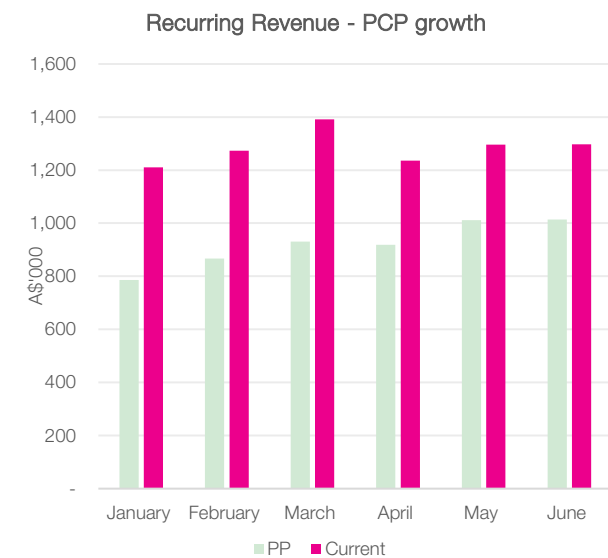
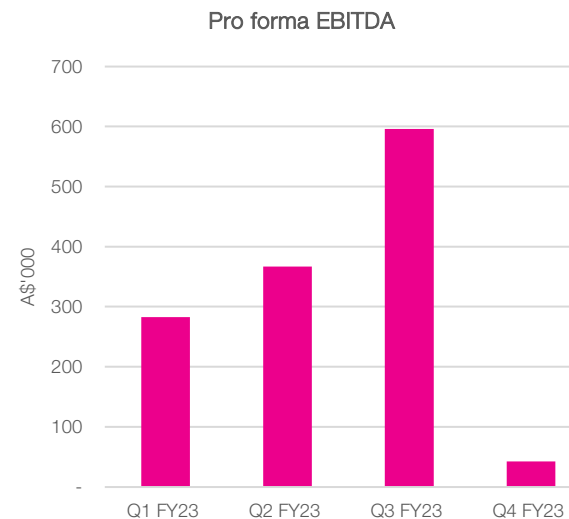
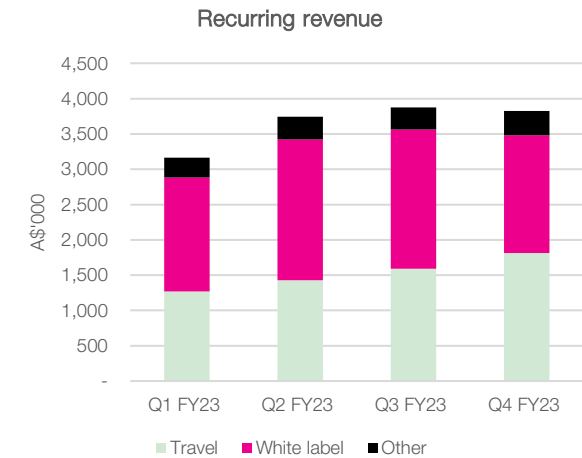
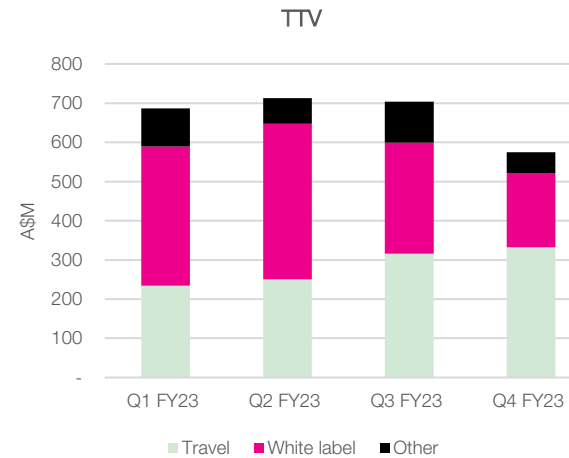
Q4 FY2023 | April to June

Financial Performance – Q4 FY2023 (unaudited)

- + **\$575.2m** in Total Transaction Value (TTV) (↓ 18% lower than the March 2023 quarter and ↓ 13% lower than the June 2022 quarter). **TTV growth from the travel vertical** (5% ↑ compared to March 2023 quarter and 63% ↑ compared to June 2022 quarter) offset by reductions in white label (33% ↓ compared to March 2023 quarter and 55% ↓ compared to June 2022 quarter). Lower white label TTV does not have a direct impact on revenue, as the white label business is based on transaction volume not TTV. Pleasingly for Mint, TTV in travel increased for the quarter compared to Q3 despite Q4 traditionally being a lower seasonal period for travel booking off the back of new merchants onboarded during FY23.
- + Total Revenue of **\$3,828k** was ↓ \$47k vs. last quarter and ↑ \$884k vs. last year (like-for-like growth). Additionally, travel revenue increased 14% in Q4 compared to Q3, and up 59% compared to Q4 FY22.
- + Pro forma EBITDA for the quarter was **\$42k**, and pro forma EBITDA for FY23 (unaudited) was **\$1,288k**.

Highlights

- + **\$2.7bn** in TTV for FY23 – This compares to pre-COVID **annual** TTV for Mint of c. \$800m.
- + **Continued quarterly growth in travel** – Mint’s travel TTV for the June quarter was \$332.4m, compared to the March 2023 quarter of \$316.0m (↑ 5%) and June 2022 quarter of \$204.2m (↑ 63%), driven by continued travel recovery from COVID-19 and strategic travel partnerships. The increased TTV has resulted in June 2023 quarterly travel revenue being 14% higher than the March 2023 quarter and 59% higher than the June 2022 quarter.
- + **Mint’s core strategic market of travel generated revenue increases of nearly 3x from FY22 from \$2.2m to \$6.1m.** This was driven by travel TTV increasing from \$385.7m to \$1.1bn.



Financial Summary



Quarterly Performance

A\$'000	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23 (unaudited)
Travel	1,268	1,427	1,590	1,816	6,101
White label	1,613	1,997	1,972	1,667	7,249
Other	285	321	314	345	1,266
Revenue	3,167	3,746	3,875	3,828	14,616
Cost of sales	(1,251)	(1,471)	(1,440)	(1,838)	(6,000)
Gross profit (excl. other income)	1,916	2,275	2,436	1,990	8,617
Other income	149	545	819	478	1,992
Gross profit	2,065	2,820	3,254	2,468	10,608
Employee costs	(1,474)	(1,552)	(1,620)	(1,769)	(6,416)
Other overheads	(745)	(916)	(883)	(919)	(3,463)
Reported EBITDA Pro	(154)	35	751	(219)	729
forma adjustments	437	2	(155)	262	558
Pro forma EBITDA	283	3671	596	42	1,288
<i>KPIs</i>		5			
TTV	686,936,135	713,293,538	704,087,401	575,230,722	2,679,547,795
Travel	234,374,446	250,760,254	316,048,295	332,417,842	1,133,600,836
White label	355,108,744	396,848,000	283,737,000	189,591,000	1,225,284,744
Other	97,452,945	65,685,284	104,302,106	53,221,880	320,662,215
Transaction volume	23,801,430	32,004,383	29,507,193	18,750,601	104,063,607
Avg. ticket size	28.86	22.29	23.86	30.68	25.75
Revenue % of TTV	0.46%	0.53%	0.55%	0.67%	0.55%
Gross margin (excl. other income)	60.5%	60.7%	62.9%	52.0%	59.0%

Commentary – Q4 FY23

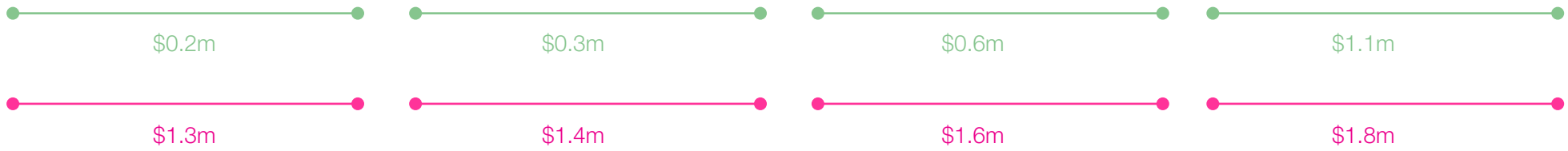
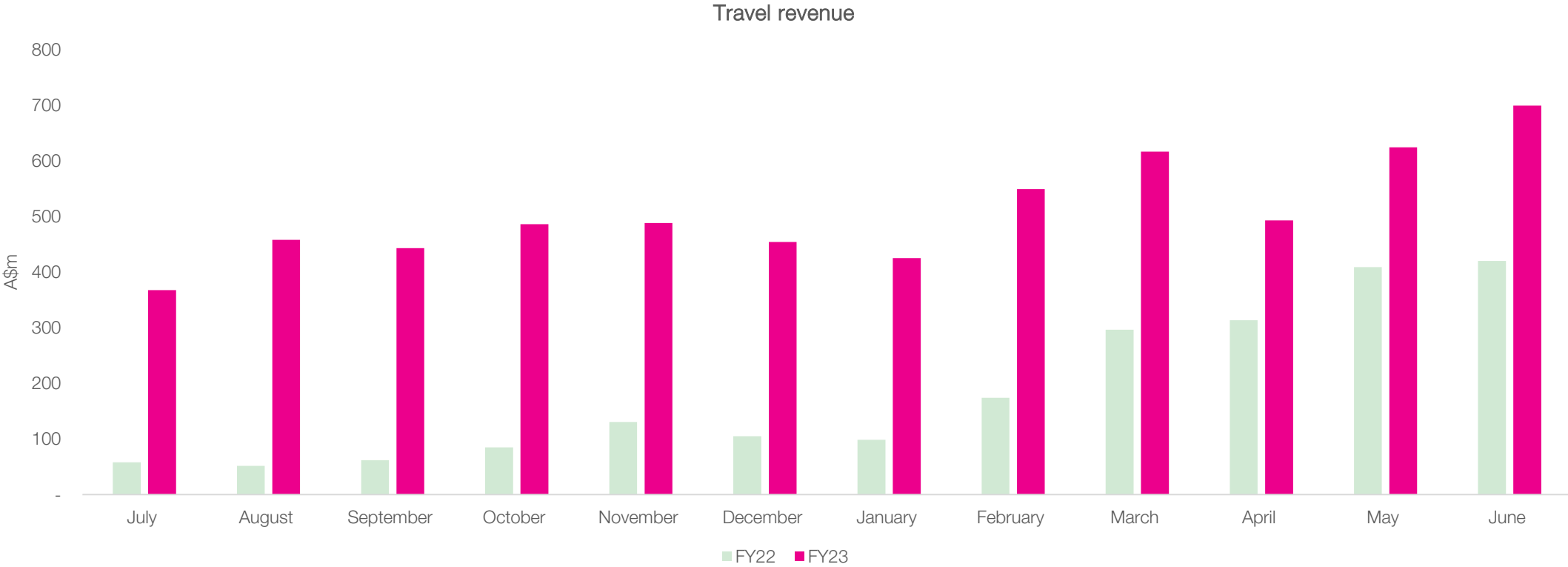
- + Revenue of \$3.8m for the June 2023 quarter, 1% lower than the March quarter due to a reduction in white label revenue. The reduction in white label revenue was offset by the continued increase in travel revenue with existing travel merchant growth supplemented by new merchant volumes (167 new travel merchants onboarded for the quarter). Mint's travel revenue for Q4 was 14% higher than Q3 due to new merchant growth, despite it seasonally being a lower quarter from a travel booking perspective. Mint's Q4 FY2023 travel revenue was 278% higher than pre-COVID levels before considering other verticals.
- + Significant customer wins since September 2021 (coinciding with the launch of the MintEFT product) have Mint well placed to continue to take advantage of the domestic and global travel recovery. We forecast travel total transaction value (TTV) and revenue to continue to increase materially in FY2024, particularly with a focus on new merchant wins and the launch Mint's new travel focused products as part of the Mint payment ecosystem to enhance the current offering.
- + Mint's travel product roadmap is in development with a key focus on user experience to deliver Mint's vision of being a full-service, end-to-end payments ecosystem, to help companies and their customers to transact in more rewarding ways. Mint aims to add value, rather than simply process it. The product roadmap supports this vision allowing merchants to benefit from a seamless, user-focused payments ecosystem.
- + Revenue and volume has reduced in Q4 for Mint's white label business as a result of a large merchant moving volume away to a different gateway and a change in risk profile from one acquirer resulting in suspension of a number of merchants. However, we anticipate this volume will return in due course when a new acquirer is found. The white label vertical generates revenue based on transaction numbers, not TTV like Mint's other verticals.
- + During the quarter, Mint continued to unlock synergies from the IPG acquisition, following its migration of its payments platform into a single environment in Q2. Q3 focused on modernising and optimising the payments platform resulting in an additional 15% cost savings in platform hosting costs, with more savings generated in Q4 post completion of the modernisation project increasing savings to 25%.
- + Gross margin reduced in Q4 due to the change in revenue mix with the growth in travel and decline in white label. White label does not incur any direct cost, compared to travel which factors in acquiring (interchange and scheme fees) costs and other direct payment related costs.
- + Mint finalised a corporate restructure during in Q3, with 15% of the workforce unfortunately made redundant to improve efficiencies in the organisation. Mint incurred one-off restructuring costs in Q4 leading to an increase in employee costs for the quarter. These have been normalised as part of the pro forma adjustment. This will result in c. \$1m annualised cost savings.

Travel TTV increased by 197% to \$1.1bn for FY2023

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Travel revenue increased by 177% to \$6.1m for FY2023 M



Looking Ahead

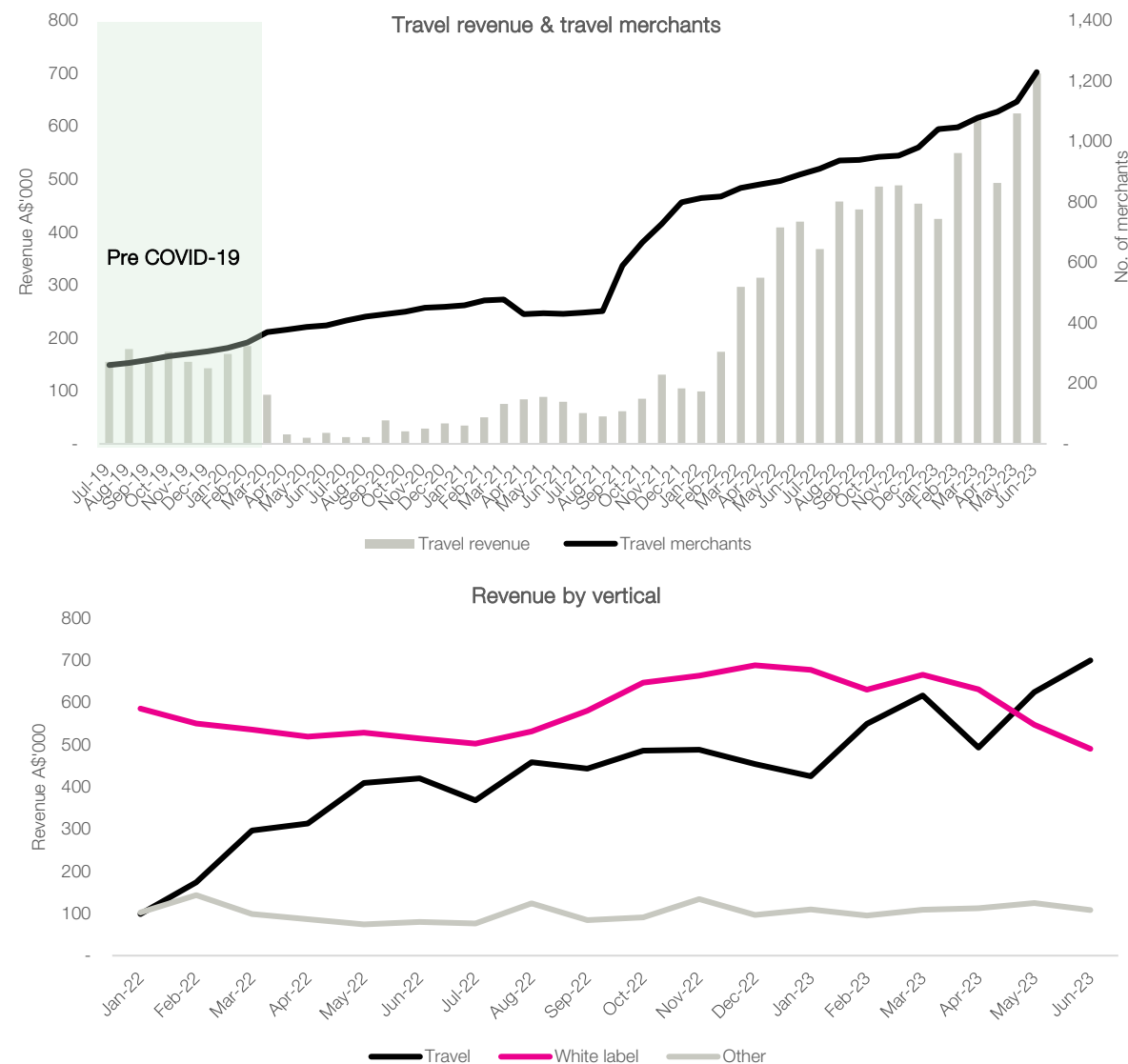


The last twelve months

- + TTV of \$2.7bn (a 37% increase on FY22), revenue of \$14.6m (a 66% increase on FY22) driven by 177% growth in the travel vertical and positive EBITDA of \$1.3m for FY23.
- + TTV and revenue significantly higher than pre COVID-19 levels, driven by the IPG acquisition, significant uplift in travel merchants onboarded, migration of Mint gateway merchants across to full service MSF offering on the platform and general lift from existing travel merchants' transaction volumes.
- + Mint travel revenue for Q4 FY2023 was 278% higher than pre-COVID levels despite the travel industry still recovering from COVID-19.
- + Although month to month group revenues and TTV over the last 6 months has been flat, as per the "revenue by vertical" graph on the bottom right, Mint's travel revenue for June 2023 far exceeded the white label business, with revenue of \$699k higher than the highest month for white label in FY23 off the back of Mint's focus on driving growth in this focus area to reduce reliance on the white label business and reduce customer concentration risk. We expect this trend to continue, which is the source of the Group's growth.

What does this mean?

- + As illustrated in the charts opposite, Mint has experienced substantial merchant growth in the travel industry since the commencement of the COVID-19 pandemic. This has been particularly evident since September 2021, due to the introduction of MintEFT and the exclusive partnership with Helloworld. Mint's travel TTV was c. \$55m per month pre COVID-19 with only c. 300 merchants. Mint's travel merchants at June 2023 has grown to 1,228, with the recent TTV growth (\$117m in June 2023) evident that Mint is well positioned to maximise growth as the travel volumes continue to return.
- + Mint's travel TTV was over \$117m in June 2023 already 105% above pre-COVID levels, despite travel TTV recovery at a per merchant level c. 85% to 90% of pre-COVID levels. We forecast travel TTV and revenue to increase materially in FY24 as the recovery of travel continues and as new payment acceptance and supplier payment solutions are rolled out; resulting in an increase share of wallet.
- + White label gateway continues to perform as a core revenue stream for Mint, despite a reduction in revenue in Q4. As a white label gateway, Mint has lower level controls over customer behavior and influence on volume, with the business focusing on growth in the travel vertical to offset any potential declines to the white label business. We anticipate stable white label revenue in FY24.
- + Monthly revenue has Mint tracking at an annualised run-rate of \$16m, before factoring in continued travel recovery and the significant opportunities available through Mint's launch of new pipeline products to enhance Mint's end-to-end payment ecosystem.



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