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# Mint

**MINT PAYMENTS LIMITED**  
**ABN: 51 122 043 029**

**HALF-YEAR FINANCIAL REPORT**  
**31 DECEMBER 2023**

# MINT PAYMENTS LIMITED

ABN: 51 122 043 029

## HALF-YEAR FINANCIAL REPORT

31 DECEMBER 2023

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The half-year financial report does not include all the notes of the type normally included in an annual financial report. Accordingly, this report is to be read in conjunction with the annual financial report for the year ended 30 June 2023 and any announcements made by Mint Payments Limited on [mintpayments.com](http://mintpayments.com) during the half-year reporting period in accordance with the continuous disclosure requirements of the *Corporations Act 2001*.

The Directors of Mint Payments Limited present their report on the consolidated entity consisting of Mint Payments Limited and the entities it controlled ("the Group" or "Mint Payments") at the end of, or during, the half-year ended 31 December 2023.

**DIRECTORS**

The names of the Directors of Mint Payments Limited during the half-year and until the date of this report are:

Non-Executive

Terry Cuthbertson  
 William Bartee  
 Martin Cowley

Executive

Alex Teoh (Group Chief Executive Officer)

Directors were in office for the entire period unless otherwise stated.

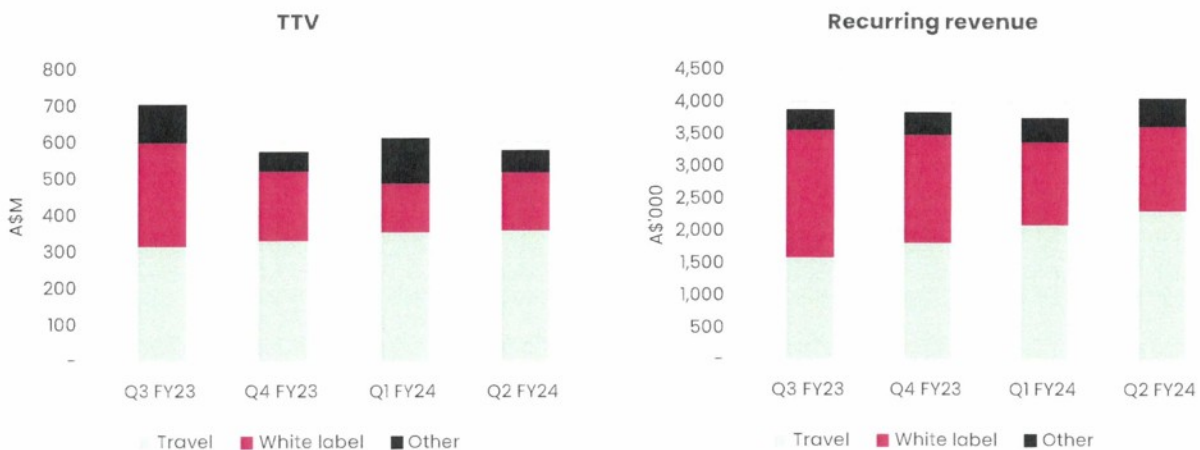
**PRINCIPAL ACTIVITIES**

The principal activities of the consolidated entity during the half year under review were innovative end-to-end payments and technology solutions for customers. Mint Payment utilises bank grade enabled technology and infrastructure on various POS, mobile, tablet devices and online interfaces, integrated into business processes, to facilitate payments across multiple markets and channels. Mint focuses on user experience acting as a payment orchestration layer to deliver a full-service payments workflow ecosystem, to help companies and their customers to transact in more rewarding ways.

**RESULTS AND REVIEW OF OPERATIONS**

Key financial results and highlights for the half-year ended 31 December 2023 were:

- HY24 recurring revenue was \$7,867,713 an increase of 16% from the prior financial half year, driven by TTV growth from the travel vertical (48% higher than the prior financial half-year), with travel revenue of \$4.4m in HY24 63% higher than HY23. The continued increase in travel volumes was offset by reductions in Mint's white label segment (61% lower than the prior financial half year). Lower white label TTV does not have a direct impact on revenue, as the white label business is based on transaction volume not TTV, however, revenue for white label is down 28% against comparable periods. Mint travel revenue for Q2 FY2024 was more than 300% higher than pre-COVID levels. The increase in travel volumes and revenue, partly offset by the reduction in white label, is illustrated in the charts below.



- Mint's travel TTV for the December quarter was \$360.1m, compared to the September 2023 quarter of \$355.5m (up 1%) and December 2022 quarter of \$250.8m (up 44%), driven by continued travel recovery from COVID-19, new merchant growth and strategic travel partnerships. The increased TTV has resulted in December 2023 quarterly travel revenue being 11% higher than the September 2023 quarter and 62% higher than the December 2022 quarter. Mint is well positioned to maximise growth as travel market volume exceed pre-COVID levels during 2024, with Mint currently only at c. 15-20% market share of the SME travel agent and tour operator industry for C2B, before factoring in growth opportunities in B2B. Additionally, Mint has material opportunities available within existing partner networks where Mint is only at low level share of the network TTV. With Australian outbound travel at pre-COVID levels, new merchant growth and cross-selling new products is critical for Mint to maximise the market opportunity at hand. This continues to be a key strategic initiative for the business, noting that new large merchant acquisition and activation is an important milestone, setting the business up for continued growth in the coming periods.
- Mint generated sustained merchant growth in H1 FY24, with total merchants increasing from 1,732 to 2,083 in December 2023. In particular, Travel merchants increased from 1,228 to 1,564 in the same period, representing more than 5x pre COVID-19 travel merchants. This sustained merchant growth positions Mint well to continue to maximise growth as travel volumes continue to return.
- The Company continues to monitor macro risk factors, in particular rising cost of living and interest rates globally, which may impact Mint's growth objectives. The Company has a number of risk mitigation measures in place to offset any macro impact, whilst continuing to focus on driving key growth initiatives and generate significant return for shareholders. Whilst the current economic climate is an area Mint remains conscious of, 20+ years of economic data shows that pre-Covid Australian Households historically spent between 6.5% and 7.5% of their Gross Disposable Income on Holiday travel with the average of around 7%. This points to the fact Consumers prioritise spending on Holidays regardless of economic circumstances, with Holiday Travel spend typically behaving as a non-discretionary spend item.
- White label gateway continues to perform as a core revenue stream for Mint, despite a reduction in revenue in H1FY24. As a white label gateway, Mint has lower-level controls over customer behaviour and influence on volume, with the business focusing on growth in the travel vertical to offset any potential declines to the white label business.
- The Company generated negative reported EBITDA of \$99,960 for HY24 which was anticipated based on the forecasted decline in TTV and revenue from the European white label business, alongside Mint reinvesting available cash into the business to drive growth in Mint's core travel vertical. The impact of the decline in the white label business has had c. \$600k impact to gross profit compared to the prior year, which Mint has partially offset through continual travel growth and non-core cost minimisation strategies. Management has identified a number of one-off and non-recurring pro forma adjustments (presented in quarterly investor update) to reported EBITDA including restructuring costs, corporate development costs and prior period non-cash adjustments. These adjustments total \$292,512 for HY24, resulting in positive pro forma EBITDA of \$192,552.
- Reported loss from ordinary activities was \$2,536,370, which was 45% more than the previous corresponding half-year. Mint's reported negative EBITDA of \$99,960, with key items below EBITDA including amortisation relating to the IPG acquisition, fair value losses on financial instruments and deferred consideration, and interest on debt facilities. The table below provides a reconciliation between reported loss and reported EBITDA. For the avoidance of doubt, the reconciliation below does not include one-off and non-recurring pro forma adjustments as per Mint's quarterly investor updates; incorporating these items results in an increase to EBITDA for HY24.

| Line item                          | \$                 |
|------------------------------------|--------------------|
| <b>Reported loss</b>               | <b>(2,536,370)</b> |
| <b>Add back:</b>                   |                    |
| Amortisation and depreciation      | 1,137,041          |
| Interest expense                   | 710,805            |
| Inventory provision (non-core)     | 380,658            |
| Fair value losses                  | 265,169            |
| Employee performance rights scheme | (57,263)           |
| <b>Reported EBITDA</b>             | <b>(99,960)</b>    |

- During the half-year, Mint's travel product roadmap and strategy continued to develop significantly, with a key focus on user experience to deliver Mint's vision of being a full-service, end-to-end payments ecosystem. As part of this, Mint aims to enable merchants to process 100% of pay-in and 100% of pay-out volumes all through a single platform. The product roadmap supports this vision allowing merchants to benefit from a seamless, user-focused payments ecosystem.
- In December 2023, Mint was recognised as the fastest growing financial services company in Australia by the Australian Financial Review, placing 13<sup>th</sup> in the AFR Fast 100 Awards. Additionally, Mint placed 26<sup>th</sup> in the Deloitte Tech Fast 50 awards.
- On 14 July 2023, Mint refinanced the \$3.65m HGL facility and \$8.5m Roadhound facility, drawing down on a new \$12.5m loan from Roadhound with a fixed interest rate of 9.5%. The loan is secured through a fixed and floating charge over the assets and undertakings of Mint Payments Ltd, with an expiry date of 14 July 2026. As a result, Mint's sole debt obligations going forward is the \$12.5m facility with Roadhound.
- On 31 August 2023, Mint repaid the final deferred consideration relating to the IPG acquisition, with restricted cash (cash backed bank guarantee) on statement of financial position utilised as part of the final repayment. As all earn-out targets were met, the IPG vendors were paid the full consideration amount, bringing the total consideration for the IPG acquisition to be \$13m. Part of the \$13m consideration was the release of \$2.5m share consideration held as escrowed securities into ordinary shares. As such, 162,109,375 were converted from restricted ordinary shares to fully paid ordinary shares, resulting in 1,923,678,450 shares on issue from 31 August 2023.

#### **DIVIDENDS**

No dividends were declared or paid since the start of the financial half-year. No recommendation for payment of dividends has been made.

#### **SIGNIFICANT EVENTS AFTER BALANCE DATE**

There has not been any other matter or circumstance occurring subsequent to the end of the financial year that has significantly affected, or may significantly affect the Consolidated Entity's operations, results of those operations or the state of affairs in future financial years.

#### **ROUNDING OF AMOUNTS**

In accordance with ASIC Corporations (Rounding in Financial/Directors' Reports) Instrument 2016/191, the amounts in the directors' report and in the financial report have been rounded to the nearest dollar, except where indicated otherwise.

#### **AUDITOR'S INDEPENDENCE DECLARATION**

A copy of the auditor's independence declaration as required under section 307C of the Corporations Act 2001 is set out on page 6 and forms part of this half-year financial report.

Signed in accordance with a resolution of the Directors.



Alex Teoh  
Group Chief Executive Officer and Managing Director

Sydney, 15 March 2024



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## MINT PAYMENTS LIMITED

### AUDITOR'S INDEPENDENCE DECLARATION TO THE DIRECTORS OF MINT PAYMENTS LIMITED

In relation to the independent auditor's review for the half-year ended 31 December 2023, to the best of my knowledge and belief there have been:

- (i) no contraventions of the auditor independence requirements of the *Corporations Act 2001*; and
- (ii) no contraventions of APES 110 *Code of Ethics for Professional Accountants (including Independence Standards)*.

This declaration is in respect of Mint Payments Limited and the entities it controlled during the period.

A handwritten signature in black ink that reads 'Mark Godlewski'.

MARK GODLEWSKI  
Partner

A handwritten signature in black ink that reads 'Pitcher Partners'.

PITCHER PARTNERS  
Sydney

15 March 2024

Adelaide Brisbane Melbourne Newcastle Perth Sydney

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MINT PAYMENTS LIMITED  
**CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME**  
FOR THE HALF-YEAR ENDED 31 DECEMBER 2023

|   | Notes | Half-year ended<br>31 Dec 2023<br>\$ | Half-year ended<br>31 Dec 2022<br>\$ |
|---|-------|--------------------------------------|--------------------------------------|
| <b>Continuing operations</b>  |       |                                      |                                      |
| Revenue and other income  | 3     | 8,699,508                            | 7,903,834                            |
| Network and service delivery  |       | (4,069,994)                          | (2,736,517)                          |
| Purchases & changes in inventories of finished goods                    |       | -                                    | -                                    |
| Employee benefit expense  |       | (3,263,610)                          | (3,037,422)                          |
| Share payments & option expenses  |       | 57,263                               | (395,054)                            |
| Depreciation and amortization expense                                   |       | (1,137,041)                          | (1,060,827)                          |
| Finance costs   |       | (714,980)                            | (579,345)                            |
| Professional fees   |       | (506,059)                            | (399,233)                            |
| Administration, property & communication expenses                       |       | (490,873)                            | (802,808)                            |
| Selling expense   |       | (300,647)                            | (217,323)                            |
| Other expenses  |       | (544,768)                            | (224,448)                            |
| <b>Loss from operations before tax</b>                                  |       | <b>(2,271,201)</b>                   | <b>(1,549,143)</b>                   |
| Impairment loss on face value of deferred considerations                |       | (265,169)                            | (119,435)                            |
| Acquisition costs   |       | -                                    | (79,643)                             |
| <b>Loss before income tax</b>   |       | <b>(2,536,370)</b>                   | <b>(1,748,221)</b>                   |
| Income tax expense  |       | -                                    | -                                    |
| <b>Net loss for the period</b>  |       | <b>(2,536,370)</b>                   | <b>(1,748,221)</b>                   |
| <b>Other comprehensive Income</b>                                       |       |                                      |                                      |
| <i>Items that may be reclassified subsequently to profit &amp; loss</i> |       |                                      |                                      |
| Foreign currency translation gain                                       |       | 37,800                               | 10,669                               |
| <b>Total comprehensive loss for the period</b>                          |       | <b>(2,498,570)</b>                   | <b>(1,737,552)</b>                   |
| <b>Total comprehensive loss attributable to:</b>                        |       |                                      |                                      |
| Equity shareholders   |       | (2,498,570)                          | (1,737,552)                          |
| <b>Net loss attributable to:</b>  |       |                                      |                                      |
| Equity shareholders   |       | (2,536,370)                          | (1,748,221)                          |
| <b>Earnings/(loss) per share to equity shareholders</b>                 |       |                                      |                                      |
| Basic earnings/(loss) per share (cents)                                 | 8     | (0.14)                               | (0.10)                               |
| Diluted earnings/(loss) per share (cents)                               | 8     | (0.14)                               | (0.10)                               |

The accompanying notes form part of these financial statements.

MINT PAYMENTS LIMITED  
**CONSOLIDATED STATEMENT OF FINANCIAL POSITION**  
AS AT 31 DECEMBER 2023

|                                      | Notes | As at<br>31 Dec 2023<br>\$ | As at<br>30 Jun 2023<br>\$ |
|--------------------------------------|-------|----------------------------|----------------------------|
| <b>Current assets</b>                |       |                            |                            |
| Cash and cash equivalents            | 4     | 1,175,457                  | 1,168,540                  |
| Trade and other receivables          |       | 2,614,990                  | 3,723,847                  |
| Inventories                          |       | 1,152                      | 381,810                    |
| Restricted cash                      |       | -                          | 1,000,000                  |
| Other financial assets               | 4     | 226,110                    | 226,110                    |
| <b>Total current assets</b>          |       | <b>4,017,709</b>           | <b>6,500,307</b>           |
| <b>Non-current assets</b>            |       |                            |                            |
| Plant and equipment                  |       | 300,180                    | 319,463                    |
| Intangibles                          | 5     | 6,991,569                  | 7,956,521                  |
| Right-of-use assets                  |       | 1,011,663                  | 1,133,062                  |
| Deferred tax assets                  |       | 628,067                    | 628,067                    |
| <b>Total non-current assets</b>      |       | <b>8,931,479</b>           | <b>10,037,113</b>          |
| <b>Total assets</b>                  |       | <b>12,949,188</b>          | <b>16,537,420</b>          |
| <b>Current liabilities</b>           |       |                            |                            |
| Payables                             |       | 2,111,581                  | 1,767,118                  |
| Provisions                           |       | 702,073                    | 587,709                    |
| Short term borrowings                |       | -                          | 12,150,000                 |
| Lease liabilities                    |       | 202,017                    | 185,765                    |
| Other Creditors - current            | 6     | -                          | 4,328,581                  |
| <b>Total current liabilities</b>     |       | <b>3,015,671</b>           | <b>19,019,173</b>          |
| <b>Non-current liabilities</b>       |       |                            |                            |
| Provisions                           |       | 45,018                     | 63,156                     |
| Lease liabilities                    |       | 890,670                    | 995,229                    |
| Long term borrowings                 |       | 12,500,000                 | -                          |
| <b>Total non-current liabilities</b> |       | <b>13,435,688</b>          | <b>1,058,385</b>           |
| <b>Total liabilities</b>             |       | <b>16,451,359</b>          | <b>20,077,558</b>          |
| <b>Net assets/ (liabilities)</b>     |       | <b>(3,502,171)</b>         | <b>(3,540,138)</b>         |
| <b>Equity</b>                        |       |                            |                            |
| Contributed equity                   | 7     | 65,964,026                 | 63,370,276                 |
| Reserves                             |       | 3,377,915                  | 3,397,328                  |
| Accumulated losses                   |       | (72,844,112)               | (70,307,742)               |
| <b>Total equity</b>                  |       | <b>(3,502,171)</b>         | <b>(3,540,138)</b>         |

The accompanying notes form part of these financial statements.



MINT PAYMENTS LIMITED  
**CONSOLIDATED STATEMENT OF CASH FLOWS**  
 FOR THE HALF-YEAR ENDED 31 DECEMBER 2023

|  | Half-year ended<br>31 Dec 2023<br>\$ | Half-year ended<br>31 Dec 2022<br>\$ |
|--|--------------------------------------|--------------------------------------|
| <b>Cashflows from operating activities</b>                   |                                      |                                      |
| Receipts from customers                                      | 11,205,266                           | 7,147,313                            |
| Operating grant receipts                                     | 1,759,435                            | 1,006,359                            |
| Payments to suppliers and employees                          | (11,541,519)                         | (7,637,750)                          |
| Interest and other similar items received                    | 31,938                               | 4,397                                |
| Interest and other cost of finance paid                      | (617,566)                            | (497,656)                            |
| <b>Net cash provided by (used in) operating activities</b>   | <b>837,544</b>                       | <b>22,663</b>                        |
| <b>Cashflows from investing activities</b>                   |                                      |                                      |
| Payments for plant and equipment                             | (23,762)                             | (46,372)                             |
| Payments for capitalised IT development                      | (16,500)                             | (185,900)                            |
| Payments for acquisition of businesses                       | (2,000,000)                          | (1,250,000)                          |
| <b>Net cash used in investing activities</b>                 | <b>(2,040,262)</b>                   | <b>(1,482,272)</b>                   |
| <b>Cashflows from financing activities</b>                   |                                      |                                      |
| Proceeds from issue of shares                                | -                                    | 2,585,000                            |
| Share issuance costs   | -                                    | (68,200)                             |
| Proceeds from borrowings                                     | 350,000                              | -                                    |
| Principal elements of lease payments                         | (140,365)                            | -                                    |
| Receipt/ (Payment) for other financial assets                | 1,000,000                            | 96,176                               |
| <b>Net cash provided by financing activities</b>             | <b>1,209,635</b>                     | <b>2,612,976</b>                     |
| <b>Net increase/ (decrease) in cash and cash equivalents</b> | <b>6,917</b>                         | <b>1,153,368</b>                     |
| Cash and cash equivalents at the beginning of the half-year  | 1,168,540                            | 1,586,001                            |
| <b>Cash at end of the half-year</b>                          | <b>4</b>                             | <b>2,739,369</b>                     |

*The accompanying notes form part of these financial statements.*

MINT PAYMENTS LIMITED  
**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY**  
 FOR THE HALF-YEAR ENDED 31 DECEMBER 2023

|   | Share capital<br>\$ | Share based<br>payment reserve<br>\$ | Foreign exchange<br>reserve<br>\$ | Accumulated<br>losses<br>\$ | Total<br>\$ |
|---|---------------------|--------------------------------------|-----------------------------------|-----------------------------|-------------|
| <b>Balance at 1 July 2022</b>                         | 63,370,276          | 2,437,532                            | 159,500                           | (67,037,288)                | (1,069,980) |
| Loss for the half-year                                | -                   | -                                    | -                                 | (1,748,221)                 | (1,748,221) |
| Other comprehensive income<br>for the half-year       | -                   | -                                    | 10,669                            | (1,748,221)                 | (1,737,552) |
| <b>Total comprehensive loss for<br/>the half-year</b> | -                   | -                                    | 10,669                            | (1,748,221)                 | (1,737,552) |
| Employee performance rights                           | -                   | 395,054                              | -                                 | -                           | 395,054     |
| Issue of ordinary shares                              | -                   | -                                    | -                                 | -                           | -           |
| Share issue costs                                     | -                   | -                                    | -                                 | -                           | -           |
| <b>Balance at 31 Dec 2022</b>                         | 63,370,276          | 2,832,586                            | 170,169                           | (68,785,509)                | (2,412,478) |

|   | Share capital<br>\$ | Share based<br>payment reserve<br>\$ | Foreign exchange<br>reserve<br>\$ | Accumulated<br>losses<br>\$ | Total<br>\$ |
|---|---------------------|--------------------------------------|-----------------------------------|-----------------------------|-------------|
| <b>Balance at 1 July 2023</b>                         | 63,370,276          | 3,169,930                            | 227,398                           | (70,307,742)                | (3,540,138) |
| Loss for the half-year                                | -                   | -                                    | -                                 | (2,536,370)                 | (2,536,370) |
| Other comprehensive income<br>for the half-year       | -                   | -                                    | 37,850                            | -                           | 37,850      |
| <b>Total comprehensive loss for<br/>the half-year</b> | -                   | -                                    | 37,850                            | (2,536,370)                 | (2,498,520) |
| Employee performance rights                           | -                   | (57,263)                             | -                                 | -                           | (57,263)    |
| Issue of ordinary shares                              | 2,593,750           | -                                    | -                                 | -                           | 2,593,750   |
| Share issue costs                                     | -                   | -                                    | -                                 | -                           | -           |
| <b>Balance at 31 Dec 2023</b>                         | 65,964,026          | 3,112,667                            | 265,248                           | (72,844,112)                | (3,502,171) |

*The accompanying notes form part of these financial statements.*

## 1. Summary of significant accounting policies

### Basis of preparation

The condensed financial report has been prepared in accordance with the requirements of the *Corporations Act 2001* and Australian Accounting Standards AASB 134 *Interim Financial Reporting*. The financial report has also been prepared on a historical cost basis.

The half-year financial report does not include all the notes of the type normally included with the annual report. As a result, it should be read in conjunction with the 30 June 2023 annual financial report of Mint Payments Limited, together with any announcements made by Mint Payments Limited on [mintpayments.com](http://mintpayments.com) during the interim reporting period in accordance with the continuous disclosure requirements of the *Corporations Act 2001*.

### Statement of compliance

Compliance with AASB 134, as appropriate for for-profit entities, ensures compliance with Australian Accounting Standards (AAS) and International Financial Reporting Standards (IFRS).

### Intangible assets

#### (i) Patents, trademarks and licenses

Patents, trademarks and licenses are recorded at cost less accumulated amortisation and impairment.

#### (ii) Customer relationships

Customer relationships acquired in the business acquisition are valued with the income approach, the multi-period excess earnings method (MEEM). Amortisation is recognised as an expense on a straight-line basis over the period during which economic benefits are expected to be received.

#### (iii) Research and development costs

Expenditure on research activities is recognised as an expense in the period in which it is incurred. Where no internally generated intangible asset can be recognised, development expenditure is recognised as an expense in the period as incurred.

Development costs measured at cost less accumulated amortisation and impairment losses. Cost includes expenditure that is directly attributable to the acquisition or development of the software. An intangible asset arising from the development phase of an internal project is recognised if, and only if, all of the following are demonstrated:

- the technical feasibility of completing the intangible asset so that it will be available for use or sale;
- the intention to complete the intangible asset and use or sell it;
- the ability to use or sell the intangible asset;
- how the intangible asset will generate probable future economic benefits;
- the availability of adequate technical, financial and other resources to complete the development and to use or sell the intangible asset; and
- the ability to measure reliably the expenditure attributable to the intangible asset during its development.

The intangible assets are amortised over 5 years.

#### (iv) Goodwill

Goodwill arises on the acquisition of a business. Goodwill is not amortised. Instead, goodwill is tested annually for impairment, or more frequently if events or changes in circumstances indicate that it might be impaired and is carried at cost less accumulated impairment losses. Impairment losses on goodwill are taken to profit or loss and are not subsequently reversed.

### Rounding amounts

In accordance with ASIC Corporations (Rounding in Financial/Directors' Reports) Instrument 2016/191, the amounts in the directors' report and in the financial report have been rounded to the nearest dollar.

**1. Summary of significant accounting policies (Continued)**

**Going concern**

The financial report has been prepared on a going concern basis, which contemplates the continuity of normal business activity and the realisation of assets and the settlement of liabilities in the normal course of business.

The Group incurred a net loss of \$2,536,370 and a net cash inflow from of operations of \$837,544 for the half-year ended 31 December 2023. As at 31 December 2023, the Group had cash assets of \$1,175,457, current assets of \$4,017,709 and current liabilities of \$3,015,671.

The financial report has been prepared on a going concern basis which the Directors consider to be appropriate based upon the forecast for the next 12 months. These forecasts are based on projected margins from contracted and new customers and available funding from the Group's finance facilities (\$3,000,000 undrawn as at 31 December 2023 and continued support of its financiers).

**2. Segment information**

The consolidated entity operates predominantly in three geographical segments – ANZ (Australia, New Zealand), Europe (Cyprus, the United Kingdom) and Asia (Hong Kong, Singapore).

| Half-year ended                                 | ANZ                | Europe           | Asia             | Elimination        | Consolidated       |
|---|--------------------|------------------|------------------|--------------------|--------------------|
| 31 Dec 2022                                     | \$                 | \$               | \$               | \$                 | \$                 |
| <b>Revenue</b>                                  |                    |                  |                  |                    |                    |
| Recurring sales revenues                        | 7,219,499          | 3,613,393        | 1,516,643        | (5,200,464)        | 7,149,071          |
| Interest income                                 | 4,314              | -                | 449              | -                  | 4,763              |
| Other income                                    | 750,000            | -                | -                | -                  | 750,000            |
| <b>Total Revenue</b>                            | <b>7,973,813</b>   | <b>3,613,393</b> | <b>1,517,092</b> | <b>(5,200,464)</b> | <b>7,903,834</b>   |
| Operating expenses                              | (11,679,786)       | (1,336,110)      | (1,637,545)      | 5,200,464          | (9,452,977)        |
| Loss on impairment                              | (119,435)          | -                | -                | -                  | (119,435)          |
| Acquisition costs                               | (79,643)           | -                | -                | -                  | (79,643)           |
| <b>Profit/ (loss) before income tax expense</b> | <b>(3,905,051)</b> | <b>2,277,283</b> | <b>(120,453)</b> | <b>-</b>           | <b>(1,748,221)</b> |
| Income tax expense                              | -                  | -                | -                | -                  | -                  |
| <b>Profit/ (loss) after income tax expense</b>  | <b>(3,905,051)</b> | <b>2,277,283</b> | <b>(120,453)</b> | <b>-</b>           | <b>(1,748,221)</b> |

MINT PAYMENTS LIMITED  
**NOTES TO THE FINANCIAL STATEMENTS**  
FOR THE HALF-YEAR ENDED 31 DECEMBER 2023

**2. Segment information (Continued)**

| Half-year ended                                 | ANZ                | Europe           | Asia           | Elimination        | Consolidated       |
|---|--------------------|------------------|----------------|--------------------|--------------------|
| 31 Dec 2023                                     | \$                 | \$               | \$             | \$                 | \$                 |
| <b>Revenue</b>                                  |                    |                  |                |                    |                    |
| Recurring sales revenues                        | 12,876,264         | 2,594,093        | 665,474        | (8,268,118)        | 7,867,713          |
| Interest income                                 | 30,206             | -                | 1,589          | -                  | 31,795             |
| Other income                                    | 800,000            | -                | -              | -                  | 800,000            |
| <b>Total Revenue</b>                            | <b>13,706,470</b>  | <b>2,594,093</b> | <b>667,063</b> | <b>(8,268,118)</b> | <b>8,699,508</b>   |
| Operating expenses                              | (16,028,681)       | (2,546,295)      | (663,851)      | 8,268,118          | (10,970,709)       |
| Loss on impairment                              | (265,169)          | -                | -              | -                  | (265,169)          |
| <b>Profit/ (loss) before income tax expense</b> | <b>(2,587,380)</b> | <b>47,798</b>    | <b>3,212</b>   | <b>-</b>           | <b>(2,536,370)</b> |
| Income tax expense                              | -                  | -                | -              | -                  | -                  |
| <b>Profit/ (loss) after income tax expense</b>  | <b>(2,587,380)</b> | <b>47,498</b>    | <b>3,212</b>   | <b>-</b>           | <b>(2,536,370)</b> |

**3. Revenue and other income**

|  | Half-year ended<br>31 Dec 2023<br>\$ | Half-year ended<br>31 Dec 2022<br>\$ |
|--|--------------------------------------|--------------------------------------|
| <i>Sales Revenue</i>                       |                                      |                                      |
| Revenue from sales of goods <sup>(a)</sup> | -                                    | -                                    |
| Revenue from services <sup>(b)</sup>       | -                                    | 368,541                              |
| Recurring revenues <sup>(a)</sup>          | 7,867,713                            | 6,780,530                            |
|  | 7,867,713                            | 7,149,071                            |
| <i>Other Income</i>                        |                                      |                                      |
| R&D grant income                           | 800,000                              | 750,000                              |
| Interest income                            | 31,795                               | 4,763                                |
| <b>Total revenue and other income</b>      | <b>8,699,508</b>                     | <b>7,903,834</b>                     |

(a) Revenue is recognised at a specific point in time.

(b) Revenue is recognised over time.

**4. Cash and cash equivalents**

|                   | Note  | Half-year ended<br>31 Dec 2023 | Financial year ended<br>30 Jun 2023 |
|-------------------|-------|--------------------------------|-------------------------------------|
|                   |       | \$                             | \$                                  |
| Cash on Bank      | (i)   | 1,175,457                      | 1,168,540                           |
| Restricted Cash   | (ii)  | -                              | 1,000,000                           |
| Security Deposits | (iii) | 226,110                        | 226,110                             |
|                   |       | <u>1,401,567</u>               | <u>2,394,650</u>                    |

(i) Cash and cash equivalents held at the end of the half financial year.

(ii) Restricted cash \$1,000,000 was kept in an escrow cash account on the request of the IPG Vendors, which was in place per the share sale agreement for the IPG acquisition and was fully paid in August 2023.

(iii) Security deposits are in relation to the Group's obligations for its Offices. Security deposits are measured at amortised cost.

**5. Intangibles**

|  | Half-year ended<br>31 Dec 2023 | Financial year ended<br>30 June 2023 |
|--|--------------------------------|--------------------------------------|
|  | \$                             | \$                                   |
| IT Development   | 5,670,714                      | 5,670,714                            |
| Accumulated amortisation change                                  | (4,340,110)                    | (4,084,241)                          |
| <b>Net carrying amount – IT Development</b>                      | <u>1,330,604</u>               | <u>1,586,473</u>                     |
| <i>Opening net book amount – IT Development</i>                  | 1,586,473                      | 2,115,026                            |
| Additions – acquired in a business combination                   | -                              | -                                    |
| Additions  | -                              | 152,000                              |
| R&D Tax Incentive received in respect of expenditure capitalised | -                              | (153,352)                            |
| Amortisation charge  | (255,869)                      | (547,201)                            |
| <b>Closing net book value – IT Development</b>                   | <u>1,330,604</u>               | <u>1,586,473</u>                     |
| <i>Customer Relationships</i>                                    | 7,141,000                      | 7,141,000                            |
| Accumulated amortisation change                                  | (3,493,000)                    | (2,783,917)                          |
| <b>Net carrying amount – Customer Relationships</b>              | <u>3,648,000</u>               | <u>4,357,083</u>                     |
| <i>Opening net book amount – Customer Relationships</i>          | 4,357,083                      | 5,875,583                            |
| Additions – acquired in a business combination                   | -                              | -                                    |
| Disposals  | -                              | -                                    |
| Amortisation charge  | (709,083)                      | (1,518,500)                          |
| <b>Closing net book value – Customer Relationships</b>           | <u>3,648,000</u>               | <u>4,357,083</u>                     |
| <b>Goodwill</b>  | <u>2,012,965</u>               | <u>2,012,965</u>                     |
| <b>Total intangible assets</b>                                   | <u>6,991,569</u>               | <u>7,956,521</u>                     |

**6. Other Creditors**

|   | Note | Half-year ended<br>31 Dec 2023<br>\$ | Financial year ended<br>30 June 2023<br>\$ |
|---|------|--------------------------------------|--|
| <b>CURRENT</b>                              |      |                                      |  |
| Deferred cash consideration – current       | (i)  | -                                    | 1,868,179                                  |
| Deferred equity consideration – current     |      | -                                    | 2,460,402                                  |
|   |      | <u>-</u>                             | <u>4,328,581</u>                           |
| <b>NON-CURRENT</b>                          |      |                                      |  |
| Deferred cash consideration – non-current   | (i)  | -                                    | -  |
| Deferred equity consideration – non-current |      | -                                    | -  |
|   |      | <u>-</u>                             | <u>-</u>                                   |
|   |      | <u>-</u>                             | <u>4,328,581</u>                           |

(i) Deferred consideration relates to IPG acquisition, including:

- (a) cash consideration that is 100% payable but paid in tranches over the 2 years from acquisition.
- (b) contingent consideration that is dependent on acquired business revenue over the 2 years and to be payable 2 years from acquisition; and
- (c) escrow security which are subject to a buyback if the major business of acquired entity is terminated within 24 months post acquisition.

The deferred consideration, as per share sale agreement, has been discounted each tranche and period based on discount rate.

**7. Contributed equity**

|   |           | 31 Dec 2023<br>No.             | 30 Jun 2023<br>No.             |
|---|-----------|--------------------------------|--------------------------------|
| <b>(a) Issued and paid-up capital</b>   |           |                                |                                |
| Ordinary Shares                         |           | 1,923,678,450                  | 1,761,569,075                  |
|   |           | <u>1,923,678,450</u>           | <u>1,761,569,075</u>           |
| <b>(b) Movements in shares on issue</b> |           |                                |                                |
|   |           | Half-year ended<br>31 Dec 2023 | Half-year ended<br>31 Dec 2023 |
|   | Date      | No. of Shares                  | \$                             |
| Beginning of the financial half-year    | 1-Jul-23  | 1,761,569,075                  | 63,370,276                     |
| Issue of fully paid ordinary shares     |           | 162,109,375                    | 2,593,750                      |
|   |           | <u>1,923,678,450</u>           | <u>65,964,026</u>              |
| Closing Balance                         | 31-Dec-23 | <u>1,923,678,450</u>           | <u>65,964,026</u>              |

**8. Earnings/(loss) per share**

|  | Half-year ended<br>31 Dec 2023<br>\$ | Half-year ended<br>31 Dec 2022<br>\$ |
|--|--------------------------------------|--------------------------------------|
| The following reflects the income and share data used in the calculation of basic and diluted earnings/(loss) per share: |                                      |                                      |
| Net Loss attributed to equity shareholders   | (2,536,370)                          | (1,748,221)                          |
| <b>Loss used in calculating basic and diluted earnings/(loss) per share</b>  | <b>(2,536,370)</b>                   | <b>(1,748,221)</b>                   |
|  | Number of shares                     | Number of shares                     |
| Weighted average number of ordinary shares used in calculating basic earnings/(loss) per share                           | 1,815,753,578                        | 1,761,569,075                        |
| <b>Effect to dilutive securities:</b>  |                                      |                                      |
| Share Options/ Employee Performance Rights   | 46,158,394                           | 8,770,975                            |
| <b>Adjusted Weighted average number of ordinary shares used in calculating basic earnings/(loss) per share</b>           | <b>1,861,911,971</b>                 | <b>1,770,340,050</b>                 |
| Basic earnings/(loss) per share to equity shareholders   | (0.14 cents)                         | (0.10 cents)                         |
| Diluted earnings/(loss) per share to equity shareholders   | (0.14 cents)                         | (0.10 cents)                         |

**9. Dividends**

No dividend was paid, recommended for payment nor declared during the period under review.

**10. Contingent liabilities**

There are non-contingent liabilities since the last annual reporting date.

**11. Subsequent events**

There has not been any other matter or circumstance occurring subsequent to the end of the financial period that has significantly affected, or may significantly affect the Consolidated Entity's operations, results of those operations or the state of affairs in future financial years.

Mint Payments Limited is an unlisted public company, incorporated and operating in Australia.

**Registered Office**

Suite 1, Level 8,  
10 Bridge Street  
Sydney, NSW 2000  
Australia

**Principal place of business**

Suite 1, Level 8,  
10 Bridge Street  
Sydney, NSW 2000  
Australia



**Directors' declaration**

In the Directors' opinion:

- (a) the financial statements and notes of the Consolidated Entity are in accordance with the *Corporations Act 2001*, including:
  - (i) giving a true and fair view of the Consolidated Entity's financial position for the half-year ended 31 December 2023 and of its performance for the period ended on that date; and
  - (ii) compliance with Accounting Standards and *Corporations Regulations 2001*; and
- (b) there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Directors.



**ALEX TEOH**  
**Group Chief Executive Officer and Managing Director**  
Sydney, New South Wales

**15 March 2024**

**Independent Auditor's Review Report  
To The Members Of Mint Payments Limited  
Report On The Half-Year Financial Report**

**Conclusion**

We have reviewed the half-year financial report of Mint Payments Limited (the 'Company') and its controlled entities ('the Group'), which comprises the consolidated statement of financial position as at 31 December 2023, the consolidated statement of profit or loss and other comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the half-year ended on that date, a summary of material accounting policies and other explanatory information, and the directors' declaration.

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the accompanying half-year financial report of Mint Payments Limited does not comply with the *Corporations Act 2001* including:

- (a) giving a true and fair view of the Group's financial position as at 31 December 2023 and of its performance for the half-year ended on that date; and
- (b) complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*.

**Basis for Conclusion**

We conducted our review in accordance with ASRE 2410 *Review of a Financial Report Performed by the Independent Auditor of the Entity*. Our responsibilities are further described in the *Auditor's Responsibilities for the Review of the Financial Report* section of our report. We are independent of the Company in accordance with the auditor independence requirements of the *Corporations Act 2001* and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 *Code of Ethics for Professional Accountants (including Independence Standards)* (the 'Code') that are relevant to our audit of the annual financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We confirm that the independence declaration required by the *Corporations Act 2001* which has been given to the directors of the Company, would be in the same terms if given to the directors as at the time of this auditor's review report.

**Responsibility of the Directors for the Financial Report**

The directors of the Company are responsible for the preparation of the half-year financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal control as the directors determine is necessary to enable the preparation of the half-year financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

Adelaide Brisbane Melbourne Newcastle Perth Sydney

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**Auditor's Responsibility for the Review of the Financial Report**

Our responsibility is to express a conclusion on the half-year financial report based on our review. ASRE 2410 requires us to conclude whether we have become aware of any matter that makes us believe that the half-year financial report is not in accordance with the *Corporations Act 2001* including giving a true and fair view of the Group's financial position as at 31 December 2023 and its performance for the half-year ended on that date, and complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*.

A review of a half-year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.



MARK GODLEWSKI

Partner

15 March 2024



PITCHER PARTNERS

Sydney