# Mint

MINT PAYMENTS LIMITED ABN: 51 122 043 029

HALF-YEAR FINANCIAL REPORT 31 DECEMBER 2024

# MINT PAYMENTS LIMITED ABN: 51 122 043 029

# HALF-YEAR FINANCIAL REPORT 31 DECEMBER 2024

C----

<u>Contents</u>	Page
Directors' Report	3
Auditor's Independence Declaration	7
Half-Year Financial Report	
Consolidated Statement of Profit or Loss and Other Comprehensive Income	8
Consolidated Statement of Financial Position	9
Consolidated Statement of Cash Flows	10
Consolidated Statement of Changes in Equity	11
Notes to the Financial Statements	12
Directors' Declaration	18
Independent Auditor's Review Report	19

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 2024 and any announcements made by Mint Payments Limited on 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 2024.

#### **DIRECTORS**

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

## Non-Executive

Huy Truong (appointed on 7 March 2025) Terry Cuthbertson William Bartee (resigned on 7 March 2025) Martin Cowley

#### Executive

Alex Teoh (Group Chief Executive Officer)

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

#### **RESULTS AND REVIEW OF OPERATIONS**

Key financial results and highlights for the half-year ended 31 December 2024 were:

HY25 recurring revenue was \$10,070,580 an increase of 28% from the prior financial half year, driven by TTV growth from
the travel vertical (43% higher than the prior financial half-year), with travel revenue of \$7,680,841 in HY25 74% higher than
HY24. The increase in travel revenue of \$3,275,875 was partially offset by reductions in Mint's white label segment with
revenue for white label of \$1,100,435, down 43% against comparable periods. Mint's travel revenue continues to increase
due to continual growth of Mint's existing travel merchant base and material increases in travel merchant numbers
supplementing the industry growth.



• Mint generated organic revenue increases (compared to prior year) each month during H1 FY25 due to continual growth of Mint's existing travel merchant base and material increases in travel merchant numbers supplementing the industry growth. The travel revenue growth has been partially offset by material reduction in white label revenue between February 2023 and November 2024 (with a slight rebound from December 2024), which has impacted the overall growth of Mint

- Mint is well positioned to continue to drive growth in the travel sector, 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, particularly the launch of Mint Protect an industry-first chargeback protection solution. 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 FY25, with total merchants increasing from 2,208 to 2,349 in December 2024. In particular, Travel merchants increased from 1,690 to 1,854 in the same period, representing more than 6x pre COVID-19 travel merchants. This sustained merchant growth positions Mint well to continue to maximise growth in travel.
- 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.
- Mint's white label gateway business unit (acquired as part of the acquisition of IPG in 2021) continued to decrease materially in H1 FY25 (\$1,100,435 revenue decline, 43%) due to a loss of transaction volume by one of the white label customers' key acquirers. The white label business is a 100% gross margin business, so the reduction in revenue had a material impact on earnings.
- The Company generated negative reported EBITDA of \$695,909 for HY25 which was anticipated based on the forecasted decline in revenue from the European white label business, inability to access the ATO's R&D tax incentive with revenue forecast to be above \$20m for FY25 and 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. \$1m impact to gross profit, with the R&D tax incentive being a \$800k profit impact, compared to the prior year, which Mint has partially offset through continual travel growth and non-core cost minimisation strategies. Management has identified one-off and non-recurring pro forma adjustments to reported EBITDA totalling \$143,737, with the majority relating to restructuring costs. This results in negative pro forma EBITDA of \$552,172.
- Reported loss from ordinary activities was \$3,207,565, which was 26% more than the previous corresponding half-year.
   Mint's reported negative EBITDA of \$695,909, with key items below EBITDA including amortisation relating to the onerous
   contract provision 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; incorporating these items results in an increase to EBITDA for HY25.

Line item	\$
Reported loss	(3,207,565)
Add back:	
Amortisation and depreciation	1,119,123
Interest expense	693,725
Acquisition cost	120,000
Onerous Contract provision	427,880
Employee performance rights scheme	150,928
Reported EBITDA	(695,909)

Looking towards the future, Mint Payments is committed to ongoing developments to meet the evolving needs of travel
payments. Interviews with agents and industry groups continue to highlight that integration with mid-office systems
minimises errors, accelerates service by eliminating processing overhead and provides a greater experience for agents and
their clients. As a payments industry first, the S700 was the first EFTPOS terminal to be integrated with these mid-office
systems, joining Mint Virtual Terminal and MintEFT in July 2024.

- Mint completed development of international domestic payments processing capability that enables Mint to scale with our
  merchants to international markets such as the US, UK, EU and Asia. In August 2024, Mint completed the development of
  online payment processing capability in the United States, with Mint going live with its first merchant in the USA in September
  2024.
- Mint successfully launched Mint Pay By Bank in December 2024, successfully enabling PayID (using the NPP network) in Australia and Poli in New Zealand.
- Mint remains compliant to the highest level of payment information security standards, Payment Card Industry Data Security Standard (PCI DSS) 4.0 in 2024.
- In December 2024, Mint was recognised by the Australian Financial Review, placing 69<sup>th</sup> in the AFR Fast 100 Awards.
- On 31 August 2024, Mint shut down its legacy M10 physical payment terminal product line, replacing it with the more modern S700 payment terminal launched in June 2024. By the time it announced its shutdown, Mint had approximately 50 terminals out in the market, and the terminals were no longer up to modern security standards and were not fit for purpose for Mint's core travel industry focus. The S700, suitable for Mint's travel merchants, generated over 100 applications in the first month following go-live.
- Mint successfully raised \$4,000,000 of new capital in December 2024 (with \$3,500,000 received on 30 December) improving the liquidity of Mint and allowing for investment in growth. The remaining \$500,000 will be received in June 2025. The investment was supported by two new investors alongside a large existing investor, with the Placement completed via an issue of new Preference Shares (with a 10% coupon). The equity was raised at a valuation of \$50,000,000 (equity value), and an enterprise value of \$62,500,000, a slight reduction from the last capital raise. The investment supports Mint to embark on a more ambitious growth plan, increasing our investments in sales and marketing, new product development (including the recent launch of Mint Protect) and address a global payments and risk management challenge in the travel industry by entering into new international markets.
- Mint successfully launched Mint Protect in January 2025, an innovative card chargeback protection solution designed for travel agents in Australia and New Zealand. Mint Protect, an industry-first solution, safeguards travel businesses from financial risks tied to chargebacks, including supplier insolvency, service non-delivery, and fraud. This product is unmatched in the Australia and New Zealand market, providing a unique differentiator for Mint.

# **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.

# **DIRECTORS' REPORT**

FOR THE HALF-YEAR ENDED 31 DECEMBER 2024

# **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 7 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, 27 June 2025



Pitcher Partners Sydney ABN 17 795 780 962

Level 16, Tower 2 Darling Park 201 Sussex Street Sydney NSW 2000

Postal address GPO Box 1615 Sydney NSW 2001

+61 2 9221 2099 sydneypartners@pitcher.com.au

pitcher.com.au

# 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 2024, to the best of my knowledge and belief there have been:

- 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.

S S Wallace Partner

**Pitcher Partners** Sydney

27 June 2025



# CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

FOR THE HALF-YEAR ENDED 31 DECEMBER 2024

	Notes	Half-year ended 31 Dec 2024 \$	Half-year ended 31 Dec 2023 \$
Continuing operations			
Revenue and other income	3	10,085,310	8,699,508
Network and service delivery		(6,995,188)	(4,069,994)
Purchases & changes in inventories of finished goods		(7,575)	-
Employee benefit expense		(3,064,146)	(3,263,610)
Share payments & option expenses		(150,928)	57,263
Depreciation and amortization expense		(1,119,123)	(1,137,041)
Finance costs		(712,533)	(714,980)
Professional fees		(278,050)	(506,059)
Administration, property & communication expenses		(513,307)	(490,873)
Selling expense		76,433	(300,647)
Fair Value movement on Contingent Consideration		-	(265,169)
Other expenses		(528,458)	(544,768)
Total expenses		(13,292,875)	(11,235,878)
Loss before income tax		(3,207,565)	(2,536,370)
Income tax expense		-	-
Net loss for the period		(3,207,565)	(2,536,370)
Other comprehensive Income Items that may be reclassified subsequently to profit & loss			
Foreign currency translation (loss)/gain		(72,570)	37,850
Total comprehensive loss for the period		(3,280,135)	(2,498,520)
Total comprehensive loss attributable to:			
Equity shareholders		(3,280,135)	(2,498,520)
Net loss attributable to:			
Equity shareholders		(3,280,135)	(2,536,320)

The accompanying notes form part of these financial statements.

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

AS AT 31 DECEMBER 2024

Current assets         1,010,335           Cash and cash equivalents         3,844,056         1,010,335           Trade and other receivables         2,340,269         3,836,621           Other financial assets         26,689         9,524           Total current assets         219,920         26,301           Non-current assets         219,920         26,301           Right-of-use assets         768,864         890,263           Plant and equipment         300,850         298,771           Intagibles         4         3,072,594         4,011,891           Goodwill         188,849         188,849         188,849           Total ann-current assets         4,551,077         5,616,075         5           Total assets         10,762,131         10,472,555         10,725,55         10,722,131         10,472,555         10,722,132         10,472,555         10,722,132         10,472,555         10,722,132         10,472,555         10,722,132         10,472,555         10,722,132         10,472,555         10,722,132         10,472,555         10,722,132         10,472,555         10,722,132         10,472,555         10,722,132         10,722,132         10,722,132         10,722,132         10,722,132         10,722,132         10,722,132		Notes	As at 31 Dec 2024 \$	As at 30 Jun 2024 \$
Trade and other receivables         2,340,269         3,836,621           Other financial assets         26,689         9,524           Total current assets         6,211,054         4,856,480           Non-current assets         219,920         226,301           Right-of-use assets         768,864         890,263           Plant and equipment         300,850         298,771           Intangibles         4         3,072,594         4,011,891           Goodwill         188,849         188,849         188,849           Total non-current assets         4,551,077         5,616,075           Total assets         10,762,131         10,472,555           Current liabilities         2,903,891         2,433,425           Provisions         741,967         685,405           Short term borrowings         202,211         2019,111           Other Creditors         5         135,120         -           Total current liabilities         3,983,189         4,138,041           Non-current liabilities         3,983,189         4,138,041           Non-current liabilities         3,983,189         10,12,00           Lease liabilities         688,499         776,018           Long term borrowings	Current assets		*	*
Other financial assets         26,689         9,524           Total current assets         6,211,054         4,856,480           Non-current assets         219,920         226,301           Right-of-use assets         768,864         890,263           Plant and equipment         300,850         298,771           Intangibles         4         3,072,594         4,011,891           Goodwill         188,849         188,849           Total non-current assets         4,551,077         5,616,075           Total assets         10,762,131         10,472,555           Current liabilities         2,903,891         2,433,425           Provisions         741,967         685,405           Short term borrowings         20,211         219,211           Other Creditors         5         135,120         -           Total current liabilities         3,983,189         4,138,041           Non-current liabilities         96,844         101,240           Lease liabilities         96,844         101,240           Lease liabilities         96,844         101,240           Long term borrowings         2,50,000         12,500,000           Other Creditors         5         258,980         - <td>Cash and cash equivalents</td> <td></td> <td>3,844,096</td> <td>1,010,335</td>	Cash and cash equivalents		3,844,096	1,010,335
Other financial assets         26,689         9,524           Total current assets         6,211,054         4,856,480           Non-current assets         219,920         226,301           Right-of-use assets         768,864         890,263           Plant and equipment         300,850         298,771           Intangibles         4         3,072,594         4,011,891           Goodwill         188,849         188,849           Total non-current assets         4,551,077         5,616,075           Total assets         10,762,131         10,472,555           Current liabilities         2,903,891         2,433,425           Payables         2,903,891         2,433,425           Provisions         741,967         685,405           Short term borrowings         202,211         219,211           Other Creditors         5         135,120         -           Total current liabilities         3,983,189         4,138,041           Non-current liabilities         96,844         101,240           Lease liabilities         868,459         776,018           Lease liabilities         88,459         776,018           Long term borrowings         12,500,000         12,500,000	Trade and other receivables		2,340,269	3,836,621
Non-current assets         219,920         226,301           Right-of-use assets         768,864         890,263           Plant and equipment         300,850         298,771           Intangibles         4         3,072,594         4,011,891           Goodwill         188,849         188,849           Total non-current assets         4,551,077         5,616,075           Total assets         10,762,131         10,472,555           Current liabilities         2,903,891         2,433,425           Provisions         741,967         685,405           Short term borrowings         2,02,903,891         2,433,425           Provisions         741,967         685,405           Short term borrowings         2,02,211         219,211           Other Creditors         5         135,120         -           Total current liabilities         3,983,189         4,138,041           Provisions         96,844         101,240           Lease liabilities         688,459         776,018           Long term borrowings         12,500,000         12,500,000           Other Creditors         5         258,980         -           Total inabilities         1,524,281         1,704,744 </td <td>Other financial assets</td> <td></td> <td></td> <td></td>	Other financial assets			
Other financial assets         219,920         226,301           Right-of-use assets         768,864         890,263           Plant and equipment         300,850         298,771           Intangibles         4         3,072,594         4,011,891           Goodwill         188,849         188,849         188,849           Total non-current assets         4,551,077         5,616,075           Total assets         10,762,131         10,472,555           Current liabilities         2,903,891         2,433,425           Provisions         741,967         685,405           Short term borrowings         202,211         219,211           Other Creditors         5         135,120         -           Total current liabilities         96,844         101,240           Lease liabilities         96,844         101,240           Lease liabilities         688,459         776,018           Long term borrowings         12,500,000         12,500,000           Other Creditors         5         258,930         -           Total inon-current liabilities         13,544,283         13,377,258           Total liabilities         (6,6765,341)         (7,042,744)           Equity         6 <td>Total current assets</td> <td></td> <td>6,211,054</td> <td>4,856,480</td>	Total current assets		6,211,054	4,856,480
Right-of-use assets         768,864         890,263           Plant and equipment         300,850         298,771           Intangibles         4         3,072,594         4,011,891           Goodwill         188,849         188,849           Total non-current assets         4,551,077         5,616,075           Total assets         10,762,131         10,472,555           Current liabilities         2,903,891         2,433,425           Payables         2,903,891         2,433,425           Provisions         741,967         685,405           Short term borrowings         202,211         219,211           Other Creditors         5         135,120            Total current liabilities         3,983,189         4,138,041           Non-current liabilities         3,983,189         4,138,041           Non-current liabilities         96,844         101,240           Lease liabilities         688,459         776,018           Long term borrowings         12,500,000         1,2500,000           Other Creditors         5         258,980            Total inon-current liabilities         13,544,283         13,377,258           Total inon-current liabilities         1	Non-current assets			
Plant and equipment         300,850         298,771           Intangibles         4         3,072,594         4,011,891           Goodwill         188,849         188,849           Total non-current assets         4,551,077         5,616,075           Total assets         10,762,131         10,472,555           Current liabilities         2,903,891         2,433,425           Payables         2,903,891         2,433,425           Provisions         741,967         685,405           Short term borrowings         202,211         219,211           Other Creditors         5         135,120            Total current liabilities         3,983,189         4,138,041           Non-current liabilities         3,983,189         4,138,041           Non-current liabilities         96,844         101,240           Lease liabilities         688,459         776,018           Long term borrowings         12,500,000         12,500,000           Other Creditors         5         25,898         3,377,258           Total Inon-current liabilities         13,544,283         13,377,258           Total liabilities         17,515,299         17,515,299           Net liabilities         66,696	Other financial assets		219,920	226,301
Intangibles         4         3,072,594         4,011,891           Goodwill         188,849         188,849           Total non-current assets         4,551,077         5,616,075           Total assets         10,762,131         10,472,555           Current liabilities         2,903,891         2,433,425           Provisions         741,967         685,405           Short term borrowings         300,000         685,405           Lease liabilities         202,211         219,211           Other Creditors         5         135,120         -2           Total current liabilities         96,844         101,240           Lease liabilities         96,844         101,240           Lease liabilities         688,459         776,018           Long term borrowings         12,500,000         12,500,000           Other Creditors         5         258,980            Total non-current liabilities         13,544,283         13,377,258           Total liabilities         17,527,472         17,515,299           Net liabilities         6         69,903,380         66,496,771           Reserves         1,081,690         1,003,303         4,003,303           Accumulated losses<	Right-of-use assets		768,864	890,263
Goodwill         188,849         188,849           Total non-current assets         4,551,077         5,616,075           Total assets         10,762,131         10,472,555           Current liabilities         2,903,891         2,433,425           Provisions         741,967         685,405           Short term borrowings         202,211         219,211           Other Creditors         5         135,120         2           Total current liabilities         3,983,189         4,138,041           Non-current liabilities         96,844         101,240           Lease liabilities         96,844         101,240           Lease liabilities         688,459         776,018           Long term borrowings         12,500,000         12,500,000           Other Creditors         5         258,980            Total non-current liabilities         13,544,283         13,377,258           Total liabilities         17,527,472         17,515,299           Net liabilities         6         69,903,380         66,496,771           Reserves         1,081,690         1,003,332           Accumulated losses         (77,50,411)         (74,542,847)	Plant and equipment		300,850	298,771
Total non-current assets         4,551,077         5,616,075           Total assets         10,762,131         10,472,555           Current liabilities         2,903,891         2,433,425           Provisions         741,967         685,405           Short term borrowings         202,211         219,211           Other Creditors         5         135,120         2           Total current liabilities         3,983,189         4,138,041           Non-current liabilities         96,844         101,240           Lease liabilities         96,844         101,240           Lease liabilities         688,459         776,018           Long term borrowings         12,500,000         12,500,000           Other Creditors         5         258,980         -           Total liabilities         13,544,283         13,377,258           Total liabilities         17,527,472         17,515,299           Net liabilities         6         69,903,380         66,496,771           Reserves         1,081,690         1,003,332           Accumulated losses         (77,750,411)         (74,542,847)	Intangibles	4	3,072,594	4,011,891
Total assets         10,762,131         10,472,555           Current liabilities         2,903,891         2,433,425           Provisions         741,967         685,405           Short term borrowings         202,211         219,211           Chease liabilities         3,983,189         4,138,041           Other Creditors         5         135,120         -           Total current liabilities         96,844         101,240           Lease liabilities         96,844         101,240           Lease liabilities         688,459         776,018           Long term borrowings         12,500,000         12,500,000           Other Creditors         5         258,980         -           Total non-current liabilities         13,544,283         13,377,258           Total liabilities         17,527,472         17,515,299           Net liabilities         6         69,903,380         66,496,771           Reserves         1,081,690         1,003,332           Accumulated losses         (77,750,411)         (74,542,847)	Goodwill		188,849	188,849
Current liabilities           Payables         2,903,891         2,433,425           Provisions         741,967         685,405           Short term borrowings         -         800,000           Lease liabilities         202,211         219,211           Other Creditors         5         135,120         -           Total current liabilities         3,983,189         4,138,041           Non-current liabilities         96,844         101,240           Lease liabilities         688,459         776,018           Long term borrowings         12,500,000         12,500,000           Other Creditors         5         258,980         -           Total non-current liabilities         13,544,283         13,377,258           Total liabilities         17,527,472         17,515,299           Net liabilities         (6,765,341)         (7,042,744)           Equity         6         69,903,380         66,496,771           Reserves         1,081,690         1,003,332           Accumulated losses         (77,750,411)         (74,542,847)	Total non-current assets		4,551,077	5,616,075
Payables         2,903,891         2,433,425           Provisions         741,967         685,405           Short term borrowings         202,211         800,000           Lease liabilities         202,211         219,211           Other Creditors         5         135,120         -           Total current liabilities         96,844         101,240           Lease liabilities         96,844         101,240           Lease liabilities         688,459         776,018           Long term borrowings         12,500,000         12,500,000           Other Creditors         5         258,980         -           Total non-current liabilities         13,544,283         13,377,258           Total liabilities         17,527,472         17,515,299           Net liabilities         (6,765,341)         (7,042,744)           Equity         6         69,903,380         66,496,771           Reserves         1,081,690         1,003,332           Accumulated losses         (77,750,411)         (74,542,847)	Total assets		10,762,131	10,472,555
Provisions         741,967         685,405           Short term borrowings         2         800,000           Lease liabilities         202,211         219,211           Other Creditors         5         135,120         -           Total current liabilities         3,983,189         4,138,041           Non-current liabilities         96,844         101,240           Lease liabilities         688,459         776,018           Long term borrowings         12,500,000         12,500,000           Other Creditors         5         258,980         -           Total non-current liabilities         13,544,283         13,377,258           Total liabilities         17,527,472         17,515,299           Net liabilities         (6,765,341)         (7,042,744)           Equity         6         69,903,380         66,496,771           Reserves         1,081,690         1,003,332           Accumulated losses         (77,750,411)         (74,542,847)	Current liabilities			
Short term borrowings         741,50         605,405           Lease liabilities         202,211         219,211           Other Creditors         5         135,120         -           Total current liabilities         898,3189         4,138,041           Non-current liabilities         96,844         101,240           Lease liabilities         688,459         776,018           Long term borrowings         12,500,000         12,500,000           Other Creditors         5         258,980         -           Total non-current liabilities         13,544,283         13,377,258           Total liabilities         17,527,472         17,515,299           Net liabilities         (6,765,341)         (7,042,744)           Equity         6         69,903,380         66,496,771           Reserves         1,081,690         1,003,332           Accumulated losses         (77,750,411)         (74,542,847)	Payables		2,903,891	2,433,425
Short term borrowings         -         800,000           Lease liabilities         202,211         219,211           Other Creditors         5         135,120         -           Total current liabilities         3,983,189         4,138,041           Non-current liabilities         96,844         101,240           Lease liabilities         688,459         776,018           Long term borrowings         12,500,000         12,500,000           Other Creditors         5         258,980         -           Total non-current liabilities         13,544,283         13,377,258           Total liabilities         17,527,472         17,515,299           Net liabilities         (6,765,341)         (7,042,744)           Equity         6         69,903,380         66,496,711           Reserves         1,081,690         1,003,332           Accumulated losses         (77,750,411)         (74,542,847)	Provisions		741,967	685,405
Lease liabilities         202,211         219,211           Other Creditors         5         135,120         -           Total current liabilities         3,983,189         4,138,041           Non-current liabilities         96,844         101,240           Lease liabilities         96,844         101,240           Lease liabilities         688,459         776,018           Long term borrowings         12,500,000         12,500,000           Other Creditors         5         258,980         -           Total non-current liabilities         13,544,283         13,377,258           Total liabilities         17,527,472         17,515,299           Net liabilities         66,765,341         (7,042,744)           Equity         6         69,903,380         66,496,771           Reserves         1,081,690         1,003,332           Accumulated losses         (77,750,411)         (74,542,847)	Short term borrowings		, -	
Other Creditors         5         135,120         -           Total current liabilities         3,983,189         4,138,041           Non-current liabilities         96,844         101,240           Lease liabilities         96,844         101,240           Lease liabilities         688,459         776,018           Long term borrowings         12,500,000         12,500,000           Other Creditors         5         258,980         -           Total non-current liabilities         13,544,283         13,377,258           Total liabilities         17,527,472         17,515,299           Net liabilities         (6,765,341)         (7,042,744)           Equity         6         69,903,380         66,496,771           Reserves         1,081,690         1,003,332           Accumulated losses         (77,750,411)         (74,542,847)	Lease liabilities		202,211	219,211
Non-current liabilities           Provisions         96,844         101,240           Lease liabilities         688,459         776,018           Long term borrowings         12,500,000         12,500,000           Other Creditors         5         258,980         -           Total non-current liabilities         13,544,283         13,377,258           Total liabilities         17,527,472         17,515,299           Net liabilities         (6,765,341)         (7,042,744)           Equity         6         69,903,380         66,496,771           Reserves         1,081,690         1,003,332           Accumulated losses         (77,750,411)         (74,542,847)	Other Creditors	5		-
Provisions         96,844         101,240           Lease liabilities         688,459         776,018           Long term borrowings         12,500,000         12,500,000           Other Creditors         5         258,980         -           Total non-current liabilities         13,544,283         13,377,258           Total liabilities         17,527,472         17,515,299           Net liabilities         (6,765,341)         (7,042,744)           Equity         6         69,903,380         66,496,771           Reserves         1,081,690         1,003,332           Accumulated losses         (77,750,411)         (74,542,847)	Total current liabilities		3,983,189	4,138,041
Lease liabilities       688,459       776,018         Long term borrowings       12,500,000       12,500,000         Other Creditors       5       258,980       -         Total non-current liabilities       13,544,283       13,377,258         Total liabilities       17,527,472       17,515,299         Net liabilities       (6,765,341)       (7,042,744)         Equity       6       69,903,380       66,496,771         Reserves       1,081,690       1,003,332         Accumulated losses       (77,750,411)       (74,542,847)	Non-current liabilities			
Long term borrowings       12,500,000       12,500,000         Other Creditors       5       258,980       -         Total non-current liabilities       13,544,283       13,377,258         Total liabilities       17,527,472       17,515,299         Net liabilities       (6,765,341)       (7,042,744)         Equity       6       69,903,380       66,496,771         Reserves       1,081,690       1,003,332         Accumulated losses       (77,750,411)       (74,542,847)	Provisions		96,844	101,240
Other Creditors         5         258,980         -           Total non-current liabilities         13,544,283         13,377,258           Total liabilities         17,527,472         17,515,299           Net liabilities         (6,765,341)         (7,042,744)           Equity         6         69,903,380         66,496,771           Reserves         1,081,690         1,003,332           Accumulated losses         (77,750,411)         (74,542,847)	Lease liabilities		688,459	776,018
Total non-current liabilities         13,544,283         13,377,258           Total liabilities         17,527,472         17,515,299           Net liabilities         (6,765,341)         (7,042,744)           Equity         6         69,903,380         66,496,771           Reserves         1,081,690         1,003,332           Accumulated losses         (77,750,411)         (74,542,847)	Long term borrowings		12,500,000	12,500,000
Total liabilities         17,527,472         17,515,299           Net liabilities         (6,765,341)         (7,042,744)           Equity         6         69,903,380         66,496,771           Reserves         1,081,690         1,003,332           Accumulated losses         (77,750,411)         (74,542,847)	Other Creditors	5	258,980	-
Net liabilities         (6,765,341)         (7,042,744)           Equity         6         69,903,380         66,496,771           Reserves         1,081,690         1,003,332           Accumulated losses         (77,750,411)         (74,542,847)	Total non-current liabilities		13,544,283	13,377,258
Equity         6         69,903,380         66,496,771           Reserves         1,081,690         1,003,332           Accumulated losses         (77,750,411)         (74,542,847)	Total liabilities		17,527,472	17,515,299
Contributed equity         6         69,903,380         66,496,771           Reserves         1,081,690         1,003,332           Accumulated losses         (77,750,411)         (74,542,847)	Net liabilities		(6,765,341)	(7,042,744)
Reserves       1,081,690       1,003,332         Accumulated losses       (77,750,411)       (74,542,847)	Equity			
Accumulated losses (77,750,411) (74,542,847)		6	69,903,380	66,496,771
(11,130,411) (14,342,641)				
Deficiency in equity (6,765,341) (7,042,744)	Accumulated losses		(77,750,411)	(74,542,847)
	Deficiency in equity		(6,765,341)	(7,042,744)

The accompanying notes form part of these financial statements.

	Half-year ended 31 Dec 2024 \$	Half-year ended 31 Dec 2023 \$
Cashflows from operating activities		
Receipts from customers	10,006,739	11,205,266
Operating grant receipts	1,858,201	1,759,435
Payments to suppliers and employees	(10,797,776)	(11,541,519)
Interest received	14,339	31,938
Interest paid	(647,169)	(617,566)
Net cash provided by operating activities	434,334	837,554
Cashflows from investing activities		
Payments for plant and equipment	(45,427)	(23,762)
Payments for capitalised IT development	-	(16,500)
Payments for acquisition of businesses	-	(2,000,000)
Payment/(Receipt) for other financial assets	(10,784)	1,000,000
Net cash used in investing activities	(56,211)	(1,040,262)
Cashflows from financing activities		
Proceeds from issue of shares	3,601,500	-
Share issuance costs	(198,000)	-
Proceeds from (repayment)/ borrowings	(800,000)	350,000
Principal elements of lease payments	(147,862)	(140,365)
Net cash provided by financing activities	2,455,638	209,635
Net increase in cash and cash equivalents	2,833,761	6,917
Cash and cash equivalents at the beginning of the half-year	1,010,335	1,168,540
Cash at end of the half-year	3,844,096	1,175,457

The accompanying notes form part of these financial statements.

	Share capital	Share based payment reserve \$	Foreign exchange reserve \$	Accumulated losses \$	Total \$
Balance at 1 July 2023	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 for the half-year	-	-	37,850	-	37,850
Total comprehensive loss for the half-year	-	-	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	-	-	-	-	-
Balance at 31 Dec 2023	65,964,026	3,112,667	265,248	(72,844,112)	(3,502,171)

	Share capital	Share based payment reserve \$	Foreign exchange reserve \$	Accumulated losses \$	Total \$
Balance at 1 July 2024	66,496,771	754,996	248,336	(74,542,847)	(7,042,744)
Loss for the half-year	-	-	-	(3,207,565)	(3,207,565)
Other comprehensive income for the half-year	-	-	(72,570)	-	(72,570)
Total comprehensive loss for the half-year	-	-	(72,570)	(3,207,565)	(3,280,135)
Employee performance rights	-	150,928	-	-	150,928
Issue of ordinary shares	101,500	-	-	-	101,500
Issue of preference shares	3,500,000	-	-	-	3,500,000
Share issue costs	(194,890)	-	-	-	(194,890)
Balance at 31 Dec 2024	69,903,381	905,924	175,766	(77,750,412)	(6,765,341)

 $\label{thm:companying} \textit{The accompanying notes form part of these financial statements.}$ 

#### **NOTES TO THE FINANCIAL STATEMENTS**

#### Corporate information and basis of preparation 1.

#### Corporate information

The half-year financial report covers Mint Payments Limited and its controlled entities (the Group).

#### Basis of preparation

The condensed consolidated 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 consolidated 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 2024 annual financial report of Mint Payments Limited, together with any announcements made by Mint Payments Limited on 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).

## **Accounting Policy**

The group has applied all new and revised Australian Accounting Standard that apply for the first time at 31 December 2024.

The application of these standards had no significant impact on the financial statements.

The accounting policies applied in this half-year consolidated financial report are consistent with those of the annual financial report for the year ended 30 June 2024 except as disclosed below.

#### Onerous contracts provision

The Group assesses its contracts to identify any that are onerous. A contract is considered onerous when the unavoidable costs of fulfilling the contractual obligations exceed the economic benefits expected to be received from it. Unavoidable costs are defined as the lower of the cost of fulfilling the contract and any compensation or penalties arising from failure to fulfil it.

When such contracts are identified, the present obligation under the contract is recognised and measured as a provision. The provision is based on the best estimate of the unavoidable costs, considering both:

- Incremental costs: Direct costs incurred solely due to the contract, such as materials and labour.
- Allocated costs: Other costs that relate directly to fulfilling the contract, including an appropriate portion of fixed and variable overheads.

This assessment is conducted at each reporting date to ensure that adequate provisions are recorded in the financial statements.

# **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. Corporate information and basis of preparation (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 \$3,207,565 (prior half-year: net loss \$2,536,370) and a net cash inflow from operations of \$434,334 (prior half-year: \$837,544) for the half-year ended 31 December 2024. As at 31 December 2024, the Group had cash assets of \$3,844,096 (prior half-year: \$1,175,457), current assets of \$6,211,054 (prior half-year: \$4,017,709) and current liabilities of \$3,983,189 (prior half-year: \$3,015,671).

In considering the Group's going concern position the directors took into account Mint's cashflow positive position for H125, and Mint's recent capital raise of \$4,000,000 in growth equity to accelerate growth through new product and customer acquisition initiatives, as well as improving Mint's net asset deficiency.

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 (undrawn working capital borrowing facilities of \$3,000,000 available, on a month-to-month basis 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	America	Asia	CONSOL
31 Dec 2024	\$	\$	\$	\$	\$
Revenue					
Recurring sales revenues	8,009,566	1,506,445	220,758	333,811	10,070,580
Interest income	14,339	-	-	391	14,730
Other income	-	-	-	-	-
Total Revenue	8,023,905	1,506,445	220,758	334,202	10,085,310
Operating expenses	(10,925,820)	(1,649,232)	(199,191)	(518,632)	(13,292,875)
(Loss)/ profit before income tax expense Income tax expense	(2,901,915)	(142,787)	21,567	(184,430)	(3,027,565)
(Loss)/ profit after income tax expense	(2,901,915)	(142,787)	21,567	(184,430)	(3,027,565)

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE HALF-YEAR ENDED 31 DECEMBER 2024

#### 2. **Segment information (Continued)**

Half-year ended	ANZ	Europe	America	Asia	CONSOL
31 Dec 2023	\$	\$	\$	\$	\$
Revenue					
Recurring sales revenues	4,951,790	2,594,093	-	321,830	7,867,713
Interest income	30,206	-	-	1,589	31,795
Other income	800,000	-	-	-	800,000
Total Revenue	5,781,996	2,594,093	-	323,419	8,699,508
Operating expenses	(7,760,562)	(2,546,295)	-	(663,852)	(10,970,709)
Loss on impairment	(265,169)	-	-	-	(265,169)
(Loss)/ profits before income tax expense Income tax expense	(2,243,735)	<b>47,798</b> -	- -	(340,433)	(2,536,370)
(Loss)/ profit after income tax expense	(2,243,735)	47,498	-	(340,433)	(2,536,370)

# Revenue and other income

	Half-year ended 31 Dec 2024 \$	Half-year ended 31 Dec 2023 \$
Revenue from contracts with customers		
Revenue from sales of goods (a)	5,100	-
Revenue from services (a)	16,472	69,310
Recurring revenues – Transaction Fee (b)	10,029,998	7,788,237
Recurring revenues – Software Licence Fee (b)	19,010	10,166
	10,070,580	7,867,713
Other Income		
R&D grant income	-	800,000
Interest income	14,730	31,795
Total revenue and other income	10,085,310	8,699,508
Revenue from contracts with customers – geographical information		
ANZ (Australia, New Zealand)	8,009,566	4,951,790
EUROPE (Cyprus, the United Kingdom)	1,506,445	2,594,093
AMERICA (the United State)	220,758	-
ASIA (Hong Kong, Singapore)	333,811	321,830
	10,070,580	7,867,713

<sup>(</sup>a) Revenue is recognised over time.

<sup>(</sup>b) Revenue is recognised at a specific point in time.

# **NOTES TO THE FINANCIAL STATEMENTS** FOR THE HALF-YEAR ENDED 31 DECEMBER 2024

#### 4. Intangibles

			Half-year ended 31 Dec 2024	Financial year ended 30 June 2024
	IT Development		<b>\$</b> 5,641,881	<b>\$</b> 5,641,881
	Accumulated amortisation change		(4,849,287)	(4,593,990)
	Net carrying amount – IT Development		792,594	1,047,891
	Opening net book amount – IT Development		1,047,891	1,586,473
	Additions – acquired in a business combination	on	-	-
	Additions		-	-
	R&D Tax Incentive received in respect of expe	enditure capitalised	-	(28,832)
	Amortisation charge		(259,297)	(509,750)
	Closing net book value – IT Development		792,594	1,047,891
			Half-year ended 31 Dec 2024	Financial year ended 30 June 2024
			\$	\$
	Customer Relationships		7,141,000	7,141,000
	Accumulated amortisation change		(4,861,000)	(4,177,000)
	Net carrying amount – Customer Relationship	er Relationships 2,280,000		2,964,000
	Opening net book amount – Customer Relatio	nships	2,964,000	4,357,083
	Additions – acquired in a business combination	n	-	-
	Amortisation charge		(684,000)	(1,393,083)
	Closing net book value – Customer Relations	hips	2,280,000	2,964,000
	Goodwill		188,849	188,849
	Total intangible assets		3,261,443	4,200,740
5.	Other Creditors			
٥.	other dicultors		Half-year ended 31 Dec 2024	Financial year ended 30 June 2024
		Note	\$	\$
	Current	(i)	(135,120)	
	Non-current	(i)	(258,980)	
			(394,100)	

<sup>(</sup>i) Other creditors relate to the onerous contract provision which is recognised for the costs necessary to fulfil the contract. The provision has been split between current and non-current liabilities.

## **NOTES TO THE FINANCIAL STATEMENTS**

FOR THE HALF-YEAR ENDED 31 DECEMBER 2024

#### **Contributed equity** 6.

		31 Dec 2024 No.	30 Jun 2024 No.
(a) Issued and paid-up capital			
Ordinary Shares		1,945,548,996	1,942,048,966
Preference Shares	_	136,186,771	
	-	2,081,735,737	1,942,048,966
(b) Movements in ordinary shares on issue		Half-year ended 31 Dec 2024	Half-year ended 31 Dec 2024
	Date	No. of Shares	\$
Beginning of the financial half-year	1-Jul-24	1,942,048,966	66,496,771
Issue of fully paid ordinary shares		3,500,000	101,500
Share issue costs	_		
Closing Balance	31-Dec-24	1,945,548,966	66,598,271
(c) Movements in preference shares on issue		Half-year ended 31 Dec 2024	Half-year ended 31 Dec 2024
	Date	No. of Shares	\$
Beginning of the financial half-year	1-Jul-24	-	-
Issue of preference shares		136,186,771	3,500,000
Share issue costs	_		(194,891)
Closing Balance	31-Dec-24	136,186,771	3,305,109
Contributed equity	31-Dec-24	2,081,735,737	69,903,380

Mint successfully raised \$4,000,000 of new capital in December 2024 (with \$3,500,000 received on 30 December) improving the liquidity of Mint and allowing for investment in growth. The remaining \$500,000 will be received in June 2025. The investment was supported by two new investors alongside a large existing investor, with the Placement completed via an issue of new Preference Shares. Key terms of the preference shares are:

- Equity value of \$50,000,000 (\$0.0257, 2.57c per share)
- 1.0x senior liquidation preference
- Full anti-dilution protection
- 10% PIK interest
- Option to invest a further 50% of the investment amount at same level within next 12 months

The equity was raised at a valuation of \$50,000,000 (equity value), and an enterprise value of \$62,500,000, a slight reduction from the last capital raise. The investment supports Mint to embark on a more ambitious growth plan, increasing our investments in sales and marketing, new product development (including the recent launch of Mint Protect) and address a global payments and risk management challenge in the travel industry by entering into new international markets.

## MINT PAYMENTS LIMITED

# **NOTES TO THE FINANCIAL STATEMENTS**

FOR THE HALF-YEAR ENDED 31 DECEMBER 2024

# 7. Dividends

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

# 8. Contingent liabilities

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

# 9. 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.

# **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 2024 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

27 June 2025



Pitcher Partners Sydney ABN 17 795 780 962

Level 16, Tower 2 Darling Park 201 Sussex Street Sydney NSW 2000

Postal address GPO Box 1615 Sydney NSW 2001

+61 2 9221 2099 sydneypartners@pitcher.com.au

pitcher.com.au

# 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 2024, 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 2024 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.





# 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 2024 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.

**S S Wallace** Partner

27 June 2025

**Pitcher Partners** 

Pitcher Partners

Sydney