

# **RESULTS FOR FY14/15 AND OUTLOOK**

**Sydney, 3 August 2015:** Mint Payments (**ASX: MNW**) ("**Mint**" or "**the Company**") is pleased to announce its full year results for the period 1 July 2014 to 30 June 2015.

# **Highlights**

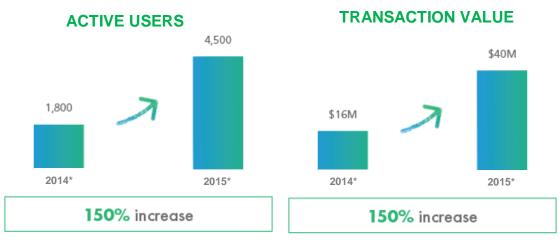
During the last financial year, the Company achieved a number of significant milestones in relation to growth of its active user base, certifications, product development and commercialisation of the Company's payments processing services, which are summarised below:

# The Company has:

- grown its active user base to approximately 4,500 processing \$40 million in transaction value on the Company's payments platform;
- obtained significant product certifications, namely, Chip & Pin, EFTPOS, Remote Key Injection, Contactless and approvals under the Visa Ready and MasterCard Mobile Point of Sale programs;
- continued to support its key distribution partners MYOB and the Bank of New Zealand with the launch of MYOB's PayDirect payment solution and BNZ's new PayClip payment solution;
- enhanced its payments platform with a "Customer Not Present" online payments capability through the launch of "Minternet";
- further strengthened its distribution and strategic partnership network, by entering into significant distribution agreements including the following:
  - Community CPS Australia Limited trading as Beyond Bank Australia, one of Australia's largest mutual banks:
  - Rewardle Holdings Limited, a market leading technology service provider;
  - o Tappr Pty Ltd, a leading Australian fintech company; and
  - o eWAY, a global online payment gateway provider.

New distribution customers secured prior to 30 June 2015 will progressively be deployed, with transaction volumes derived from new users recognised in the new financial year.

## **Key Performance Metrics in FY14/15**



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an ASX listed company





# **TRANSACTIONS** 222,000 92,000 2014 2015\* 141% increase

\*Relates to period ending June of each correpsponding year

#### **Key Financial Highlights**

- Operating revenue for the financial year has increased by 79% to \$3,851,442 and total operating cash receipts has increased by 38% from the corresponding year to \$3,419,365. These figures reflect the increased adoption of the Company's mobile payments solution through its growing base of distribution partners in Australia and New Zealand and active users totalling approximately 4,500; and
- Reported loss from ordinary activities after tax attributable to members for the financial year ended 30 June 2015 was \$7,230,033 up by 14% from the previous corresponding year. The reported loss reflects the investments made, as announced to the market in May 2014, to capitalise on the growing number of sales opportunities as well as product certifications and product development initiatives to launch complementary products and services, such as "Minternet" as described above, that will bring incremental revenue to the Company.

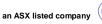
## **Outlook**

- On 21 July 2015, the Company announced that it had completed a placement to a strategic investor, Vix Investments Limited (as manager for Utilico Investments Limited LON: UIL). The placement was made pursuant to s708 (11) of the Corporations Act 2001, to raise \$4,000,000. Vix Investments Limited is a global Fintech investor specialising in the payments sector. On the same date, the Company announced a Share Purchase Plan (SPP) for existing shareholders at the same price as the Placement. The amount raised by the SPP will be capped at \$1,000,000. The funds raised by the Placement and SPP combined with existing cash and available funds will be used to pursue growth opportunities for the Company through the execution of the Company's omni-channel payments strategy and entry into select Asia-Pacific markets and general working capital;
- The Company will continue to pursue growth in revenues from existing and new distribution customers through its core customer present mobile payment solution. In addition, the Company will also focus on embedding new payment methods and types such as Customer Not Present, which is now available through the Company's latest product "Minternet".

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- The Company's incorporation of a suite of online payments solutions meets the evolving demands of businesses seeking to create process efficiencies. By developing and integrating the Minternet product suite on the Company's bank grade payments platform, will allow the Company to tap into a significant and fast growing market by offering its distribution partners and end customers a full range of payments services from one service provider and increase the Company's average revenue per user from its existing and new active users on the Company's payments platform; and
- The Company will also continue to take advantage of its core, market leading mobile and online payment capabilities and work towards signing a material partnership that will provide the Company with an avenue of entry into select Asia-Pacific markets, which are going through regulatory and structural changes in line with the certifications and payment methods developed by the Company for the Australian and New Zealand market.

#### **ENDS**

#### **About Mint Payments Limited**

Mint Payments Limited is a leading non-bank, omni-channel payments (retail, mobile and online) provider for businesses in Australia and New Zealand. Mint Payments has a payments technology and transactions processing platform that enables corporate enterprises to accept credit and debit card payments on various mobile devices, tablets and connected online devices. The Company has invested and built bank grade payments technology and infrastructure that has allowed it to become a multi-channel and multi-national payments organisation. Mint Payments is headquartered in Sydney, Australia with offices and operations in Singapore as a base for the Asia-Pacific markets.

For further information, please contact:

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