



MINT PAYMENTS™

FY16 RESULTS & OUTLOOK

- Revenue up 30% to \$5.0 million
- Growth in key metrics for FY16 with 9.8K users (up 118%) amounting to annualised transaction values of \$171 million (up 613%) in June 2016
- Momentum continues into FY17 with annualised transaction values in July 2016 growing to \$234 million (up by 37%) across a user base of 10.4K (up by 6%)

Sydney, 29 August 2016: Payments processing technology provider Mint Payments (ASX: MNW) (Mint or the Company) is pleased to announce full year results for the financial year ended 30 June 2016.

RESULTS FOR THE FULL YEAR

	FY16	FY15	%
Revenue	\$5.0M	\$3.85M	30%
Profit/(Loss) from ordinary activities	(\$5.8M)	(\$7.2M)	20%

- Revenue from ordinary activities for the year was **\$5.0M**, an **increase of 30%** from the previous year. Importantly, **recurring revenues and services grew by 143%** to now represent **54%** of the Company's sales revenues.
- The FY16 results reflect Mint's first full year with our entire suite of in-person products available to our client base. There was also a significant ramp-up from Mint's online & mobile product mainly derived from their licence distribution agreement, signed only in February 2016, with leading travel agency software solution provider, Tramada and their network of travel agents.
- Reported loss from ordinary activities was \$5.8M, was a **20% improvement** on the previous financial year. The improvement can be attributed largely to the increased sales revenue during the period as the company executes its omni-channel payments strategy in Australia and New Zealand.

REGISTERED ADDRESS

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FY16 MILESTONES

During the period the Company announced numerous important milestones, with a focus on its expansion into Asian markets that are showing a rapid uptake of mobile and contactless payment technologies:

- The first will see Singapore's Asian Business Software Solutions (ABSS) distribute, license and integrate Mint's omni-channel payment solutions with ABSS' MYOB branded SME software products. ABSS is a market leader for accounting and small business software in key Asian markets including Singapore, Malaysia and Hong Kong. The agreement with Mint covers 11 countries in Southeast Asia and therefore provides exposure to more than 300,000 businesses in the region.
- Mint also signed a strategic partnership with Singapore's most widely used electronic payments processor NETS. The five-year agreement, with a five-year renewal option, will see Mint deliver Singapore's first NETS branded unified mPOS, enabling merchants to accept NETS as well as other credit/debit cards. NETS processes S\$23 billion annually and is owned by a group of Singapore's largest banks.

In addition to its successful expansion into Asian markets Mint continued to grow its existing distribution channels within Australia and New Zealand:

- Mint signed three agreements with international payments processing giant First Data Corporation in December 2015 in a deal expected to widely strengthen Mint's position in the Australian and Asia-Pacific payments market. First Data provides secure and innovative payments technology and services to more than five million financial institutions and merchants worldwide.
- The Company has experienced significant growth in online transactions, driven largely by the partnership announced with travel agency software solutions provider Tramada Systems. Tramada services a network of approximately 300 travel agencies processing \$4 billion per year in transactions with Mint now delivering an integrated online payment gateway that will see agencies seamlessly process online credit card payments, generate invoices and receipts using Tramada's software.

Mint expects to progressively rollout each of these new partnerships with the Company continuing to benefit from its revenue model drawing on setup fees, monthly fees as well as a percentage of each transaction processed.

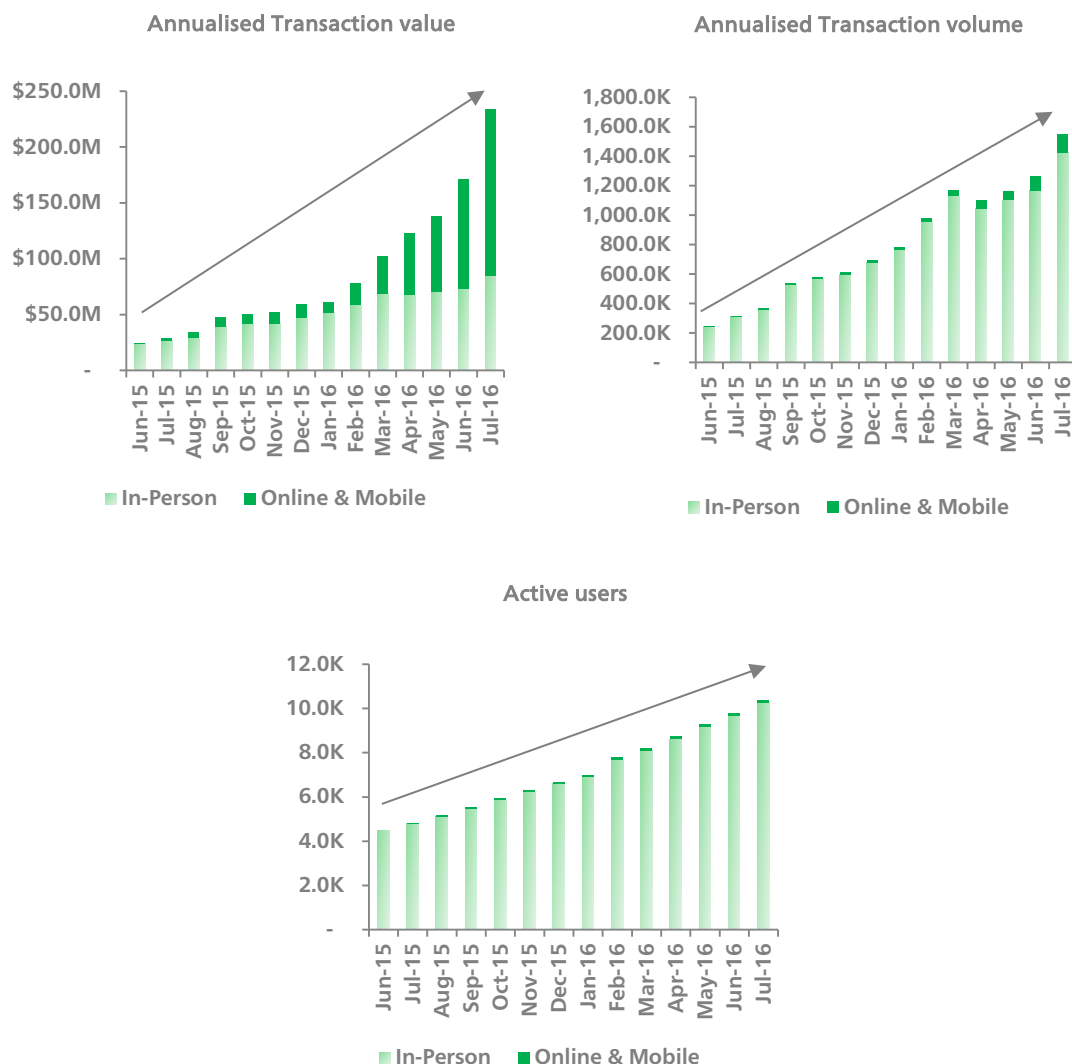
The Company looks forward to continuing to update shareholders as to the progress of the implementation plans.

KEY OPERATING METRICS

	Jun-16	Jun-15	%
Annualised Transaction Value \$	\$171M	\$24M	613%
Annualised Transaction No.s	1,270K	245K	418%
Active Users	9.8K	4.5K	118%

- The Company is especially pleased that the investments it has made into its omni-channel platform are now translating into strong growth in key metrics with the

platform processing annualised transaction values of **\$171M** in June 2016 (an **increase of 613%**) and annualised transaction volumes of **1,270K** (an **increase of 418%**) with users growing by **118%** to **9.8k** users when compared to the previous financial year.



OUTLOOK

- Subsequent to the reporting period, Mint has seen momentum into FY17 in key operating metrics, with annualised transaction values **increasing 37%** in July 2016 to reach **\$234M**. In the same month users **grew 6% to 10.4K** while annualised transaction volumes grew by **22% to 1,555K**.
- Mint expects to build on the momentum at the end of FY16 in its key operating metrics that are driving growth in our recurring revenues and margins from our core markets of Australia and New Zealand.
- In addition to the growth in active users and transaction values on a month-to-month basis, the Company has experienced minimal churn in its active user base and approximately 10% growth in transactions processed on a like-for-like active user perspective.

- The Mint Payments platform is well entrenched and deployed across our existing distribution partners and customers in the region. Growth in revenues and the road to profitability of our Australian and New Zealand businesses are underpinned by existing distribution partners and customers through the increase in adoption of Mint's omni-channel product suite.
- The Company will also focus on higher volume transacting merchants in Australia and New Zealand, to grow both user uptake and average revenue per user.
- The Company will continue to focus its attention on the execution of its expansion into high growth Asian markets by successfully implementing and deploying its recently announced license and distribution partnerships with ABSS and NETS in South East Asia. These investments are expected to build into recurring, high quality revenue streams for Mint as its full suite of omni-channel products is made available in key markets such as Singapore and Malaysia.
- Mint will continue to pursue further growth opportunities and its long-term strategic objectives by way of engaging potential new distribution partners and customers with a particular focus and investment in high growth Asian markets.

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About Mint Payments Limited

Mint Payments Limited (ASX: MNW) is a leading omni-channel payments solutions provider that utilises bank grade enabled technology and infrastructure on various POS, mobile, tablet devices and online interfaces. Mint Payments has an innovative payments technology and transactions processing platform that integrate business processes to service credit and debit card payments across multiple markets and multiple channels. Headquartered in Sydney, Australia with offices and operations in Singapore and Auckland, Mint Payments delivers simple, fast, secure and flexible payment processing solutions to help businesses and organisations of any size grow.

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