



INVESTOR UPDATE

OCTOBER 2016 | MINT PAYMENTS LIMITED (ASX: MNW)

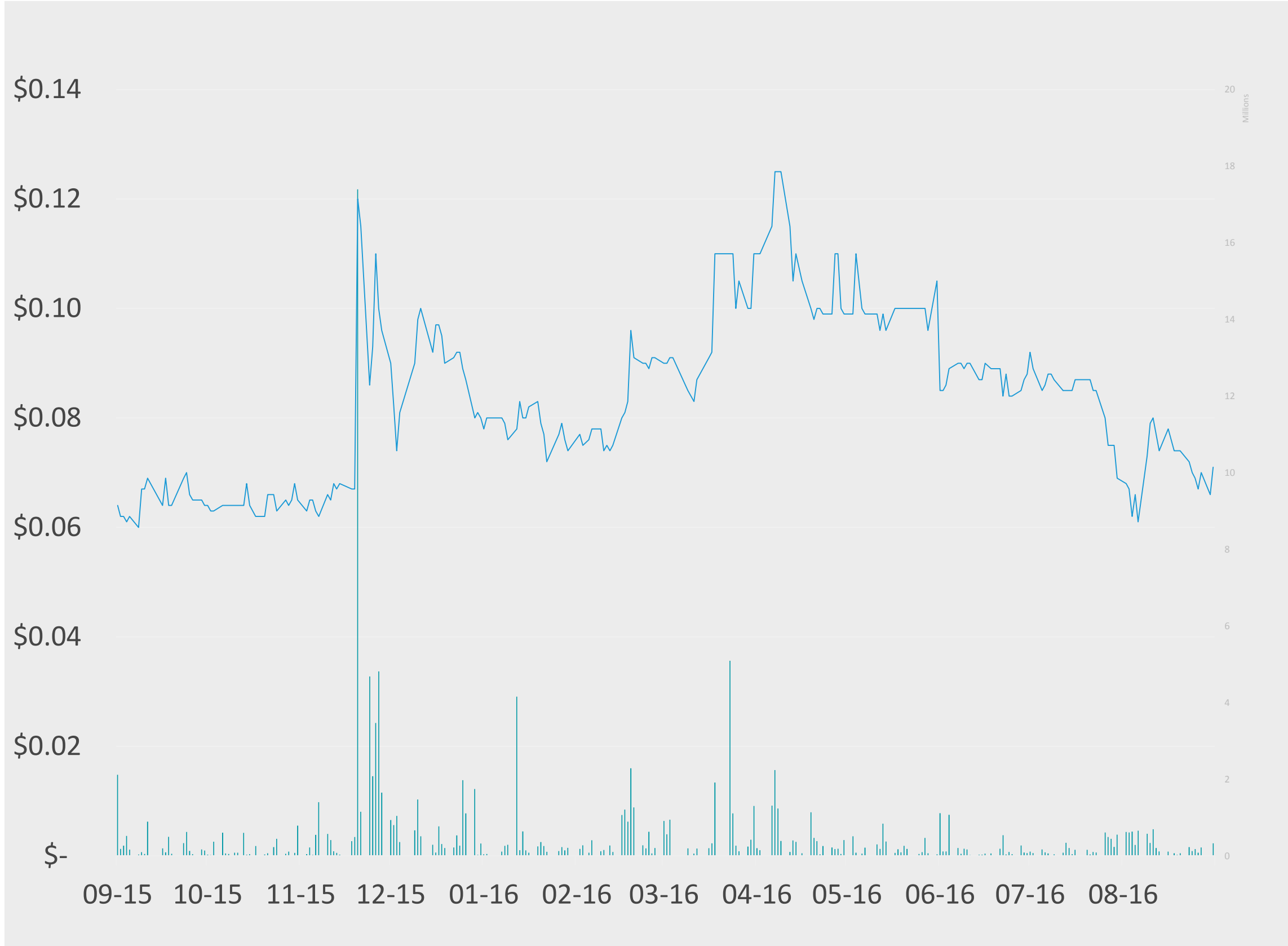
Follow Mint to stay ahead of the
multi-channel payments curve.
www.MINTPAYMENTS.COM

CORPORATE SNAPSHOT

| Trading Information | |
|-----------------------|---------------|
| ASX Code | MNW |
| Listed Since | 2 August 2007 |
| No. of shares | 572.6m |
| Price | \$0.074 |
| Market capitalisation | \$42.4m |

| Major Shareholders | % |
|-------------------------------|-------|
| Utilico Investments Limited | 19.55 |
| TAAJ Corporation Pty Ltd | 14.91 |
| IOOF Holdings Limited | 9.21 |
| Roadhound Electronics Pty Ltd | 5.53 |
| Dobrani Pty Ltd | 4.93 |

12 Month Share Price Performance



MINT PAYMENTS

A leading payment solutions & technology partner in Asia-Pacific

We enable banks & other businesses to accelerate growth through innovative, integrated payment solutions



GROWTH THROUGH INNOVATION



Certified & launched first mPOS payment solution in Australia & NZ



Partner to over 40 banks & software companies

Landmark launch in Asia, with NETS & ABSS (MYOB South Asia) in 2016



2007

2016



Team of 50 across Sydney, Auckland & Singapore

Developed and own the IP of Mint's payment and technology solutions



Partnering & launched in Australia & New Zealand with MYOB & Bank of New Zealand in 2013

Continued development of our technology & partner solutions

Ambition to grow existing partnerships & establish dominance in key rapidly growing Asia markets

STRONG, ENTREPRENEURIAL & EXPERIENCED BOARD

The team has the background, proven track record & vision to succeed



Terry Cuthbertson
(Non-Executive Chairman)

- Former Partner at KPMG M&A
- Former Group Finance Director of Tech Pacific
- Chairman of five other ASX listed companies including My Net Fone Limited



Alex Teoh
(Managing Director/CEO)

- Co-Founder of Mint Payments
- Previously CEO of a local & international supply chain & logistics business
- Worked at PwC Hong Kong & EY Sydney



Andrew Teoh
(Executive Director)

- Co-Founder of Mint Payments
- Previously MD of Australian primary goods exporter
- Previously MD of leading consumer electronics technology company with extensive experience with emerging technologies



William Bartee
(Non-Executive Director)

- Co-founder & MD of Blackbird Ventures & Co-Founding Partner of Southern Cross Venture Partners
- Invested in a number of successful technology companies



Peter Wright
(Non-Executive Director)

- Former President of Asia Pacific for OmniPay
- Previously MD of First Data in Australia & New Zealand, & 2IC of a major Australian payment processing company
- Over 35 years of experience in finance & payments related sector



Anne Weatherston
(Non-Executive Director)

- CIO of Energy Australia
- Previously Group CIO & member of the Management Board of ANZ Banking Group, Bank of Ireland & Abbey/Santander
- Over 30 years of experience as a leader of business & technology change



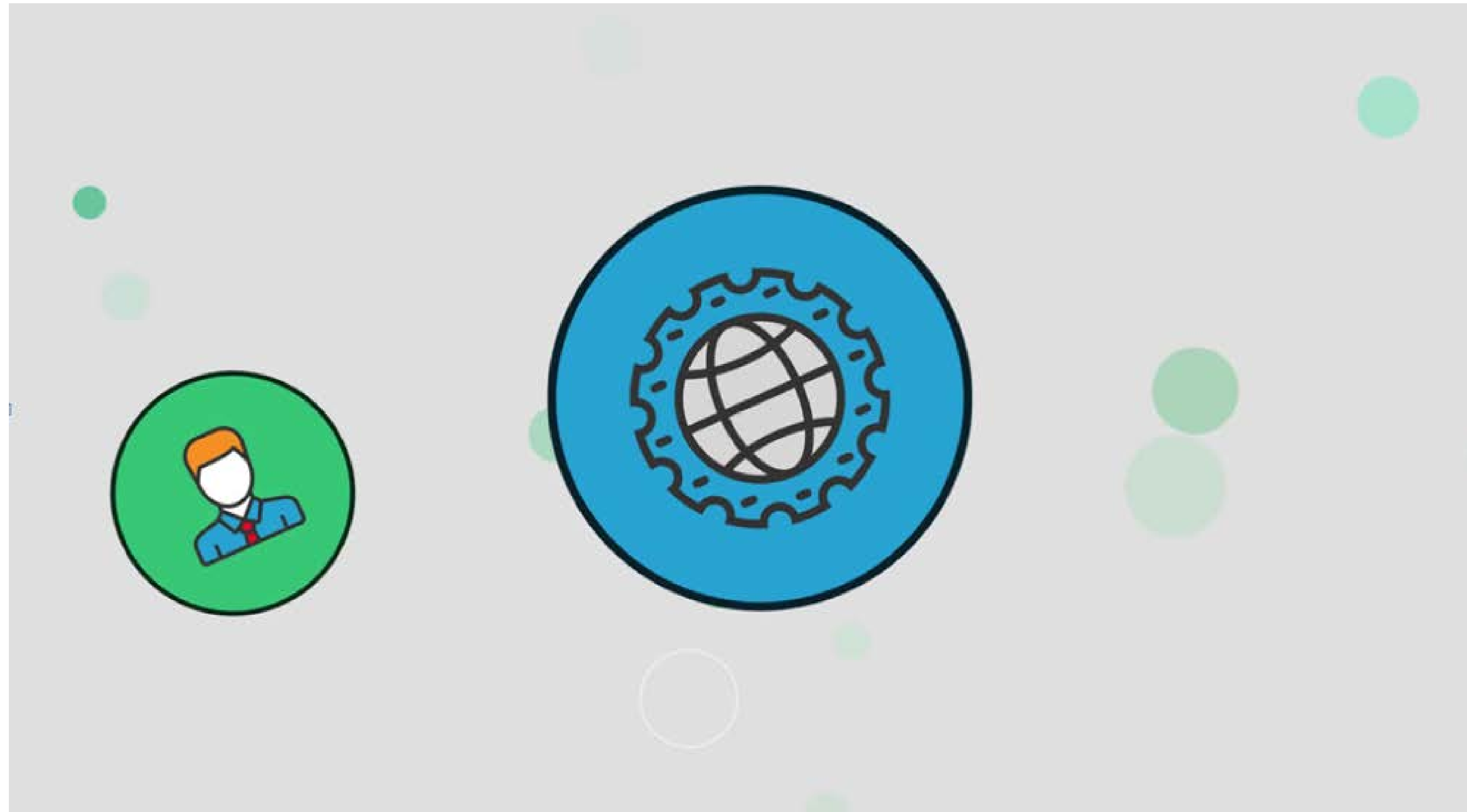


SOLUTIONS & STRATEGY

INVESTMENT HIGHLIGHTS & STRATEGY EXECUTION

AN INTEGRATED PAYMENT ECOSYSTEM

Click image below to play a video showing Mint's integrated payment ecosystem (via YouTube)*



* If you are unable to play the video, please use the following URL address:
<https://www.youtube.com/watch?v=BaTNGz-kZDo>

AN INTEGRATED PAYMENT ECOSYSTEM



IN-PERSON

- Completely portable, pocket sized card reader (mPOS) of all card types with ability to process contactless or chip-and-PIN payments
- Highly secure, connects to smartphone or tablet via Bluetooth & integrates with any point of sale (POS) or business application



Mint mPOS App
API/SDK



ONLINE

- Accept online payments through website or online portal
- Merchants can accept payments by credit card, bank account, charge card & debit card
- Integrates with business software & invoicing applications



Hosted
Payment Page



Collections &
Recurring
Payments



Virtual
Terminal



MOBILE

- Accept payments with mobile “native” apps & websites
- Customers can pay by credit card, charge card & debit card
- One-click “frictionless” checkouts & payment – using Mint’s user credentials tokenisation services



Apple



Android



Windows



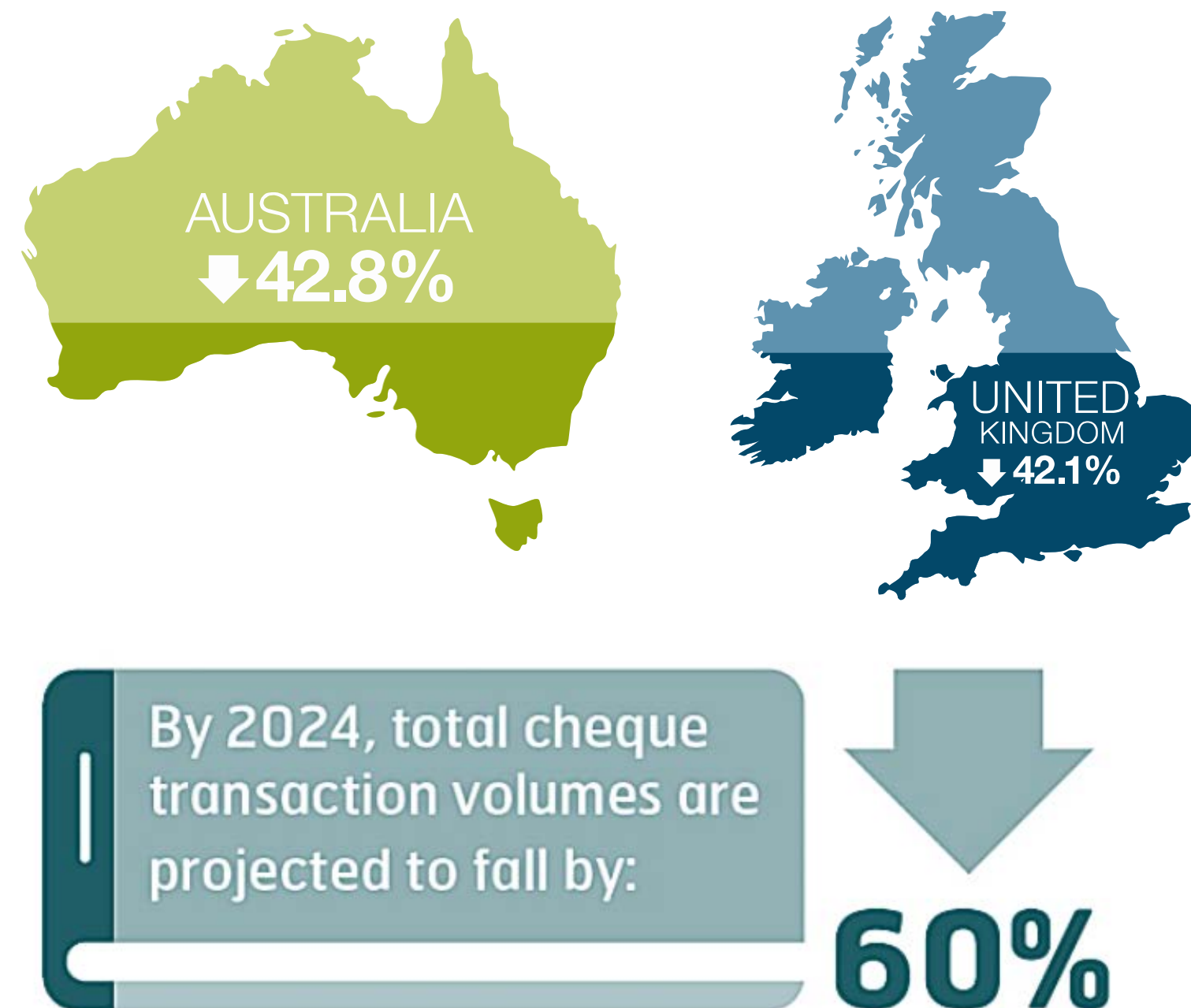
Mobile
Websites



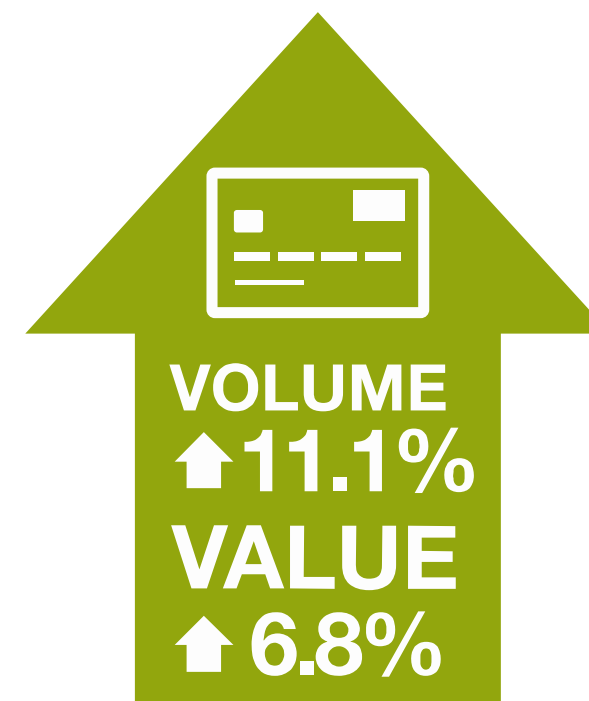
RAPID ADOPTION OF ELECTRONIC PAYMENTS BY CONSUMERS & BUSINESS GLOBALLY

Online & mobile payments is a huge, rapidly growing but underpenetrated category

Cash & cheque payments are declining

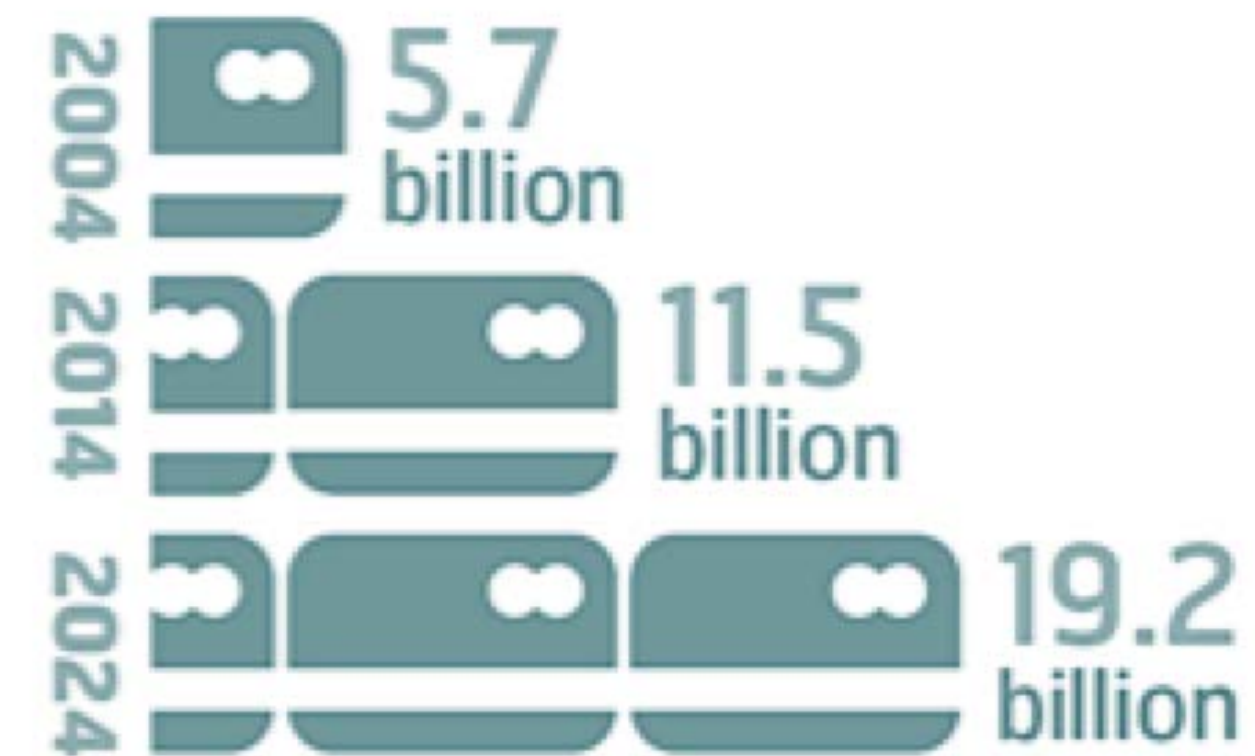


Card payments continue to increase year-on-year



CARD PAYMENTS
CONTINUE TO GROW
YEAR-ON-YEAR

Total payment card purchases:

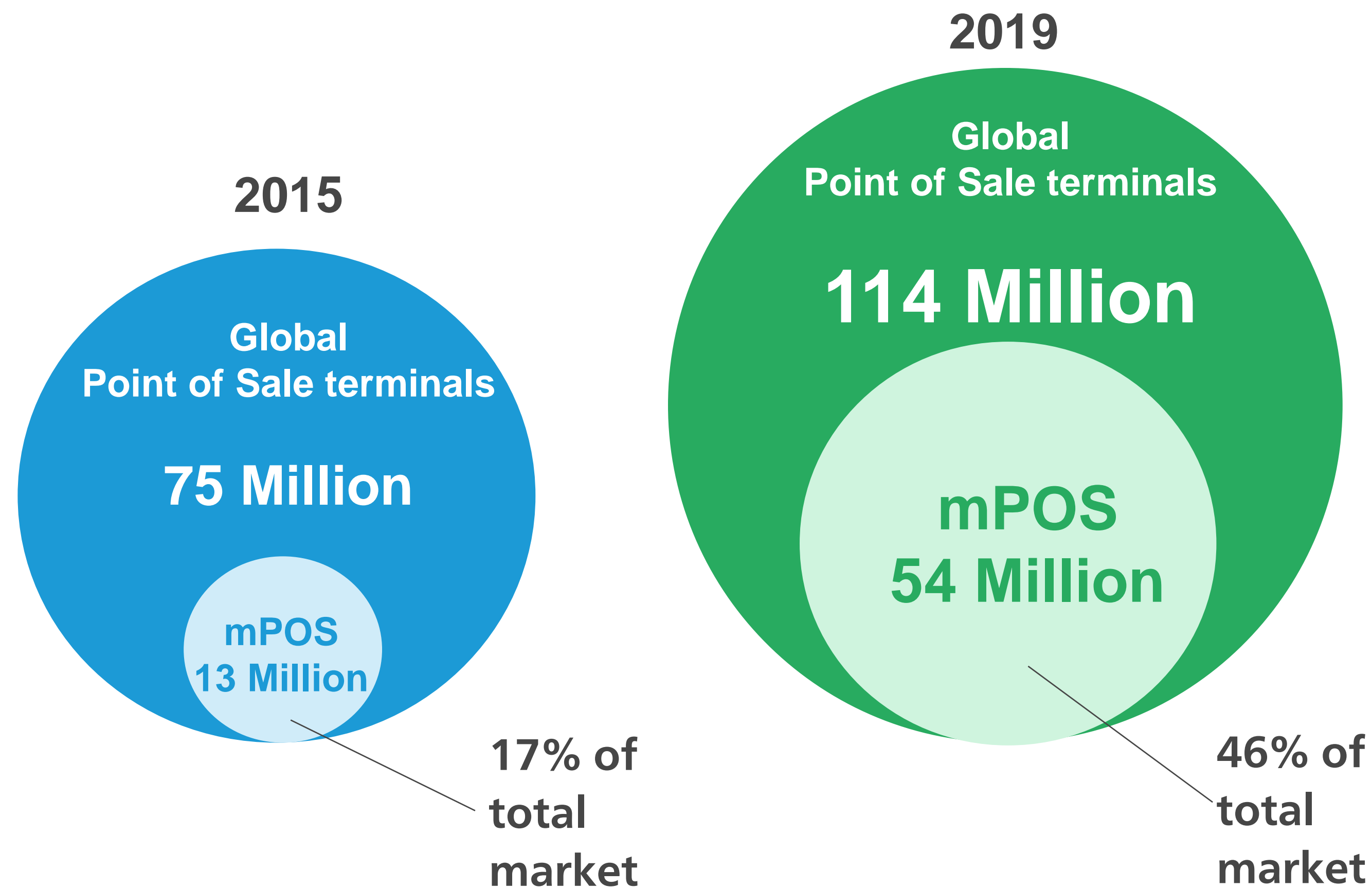


- Online & mobile payments driving growth
- Contactless payments make up over 70% of in-person payments



A HUGE ADDRESSABLE GLOBAL MARKET

Global mPOS terminal market is growing at 32% compound annual growth rate from 2015 to 2019

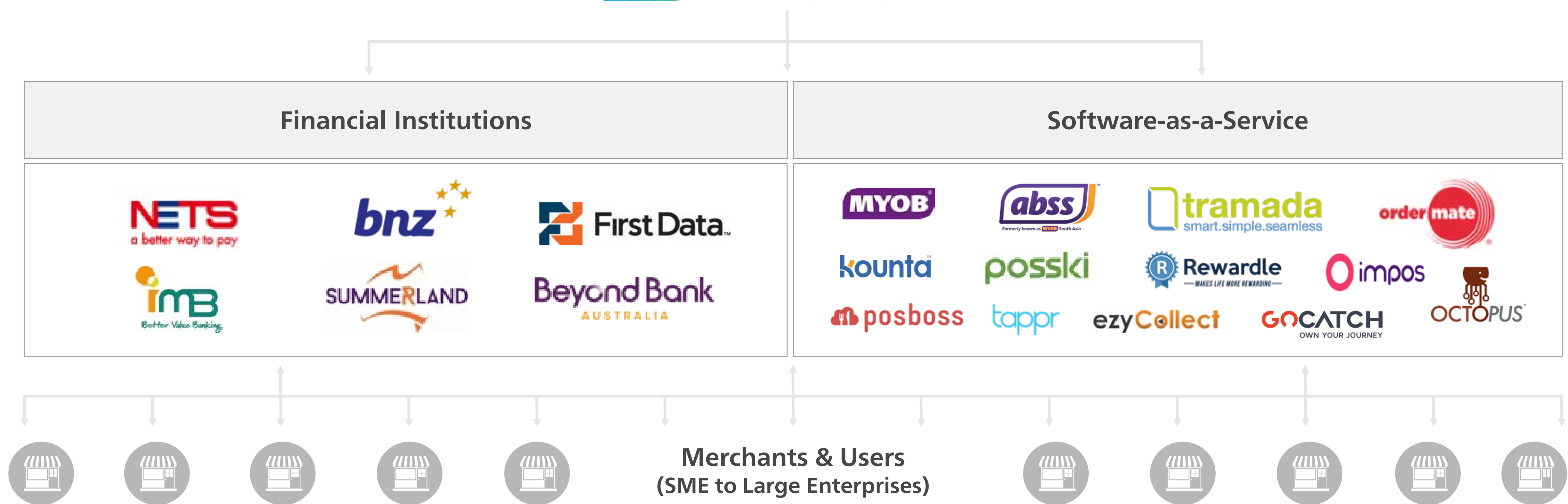


- mPOS growth is forecasted to grow 400% from 2015 to 2019
- Payments processed from mPOS will grow from \$70B in 2015 to \$300B in 2019
- Asia-Pacific region is expected to become the largest mPOS market by 2019



WE PARTNER WITH MARKET LEADERS IN KEY INDUSTRY VERTICALS

Mint is focused on two key partner channels for distribution, volume & scale



FINANCIAL INSTITUTIONS

Why are we playing in this space? //

- Traditional banks responding to the threat of fintech by partnering with them
- In Asia, Reserve Banks in the region are mandating electronic payment reforms & the move to Chip & PIN (EMV) mandates by Visa and MasterCard have commenced in 2016
- Mint is well positioned to take advantage of market & regulatory changes

How will we play in this space?

- White label & license Mint products to financial institutions in Australia & targeted markets throughout Asia



BI INTELLIGENCE

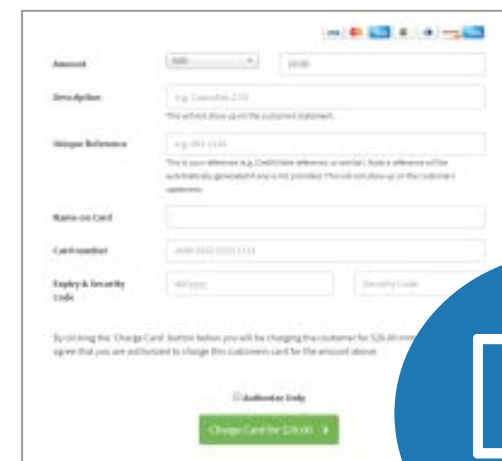
We think banks will adopt a strategy of partnering with smaller fintech firms in order to leverage their services and bring them to a wider audience. That's because it's often easier than building these services in-house //



SOFTWARE-AS-A-SERVICE

Why are we playing in this space?

- Partner with the largest small business software providers in the region
- Targeting high transaction value & volume verticals – retail, hospitality & travel
- Partner & integrate with leading accounting, POS & travel software application providers
- Disruption is happening now



LEADING THROUGH INNOVATION

Mint enables partners & merchants with the easiest, most complete payment solutions



Lower cost & Faster

- Lower cost & faster route to market
- Improves & promotes partner brand
- Access to new payment technologies
- Access to new customers & channels
- Improves partners' customer retention



Tailored Solutions

- Easily enables mobile apps & websites to accept payments through integration
- New value added service & revenues
- Payments create customer stickiness
- Payment Card Industry standards – fully compliant



Omni-channel (In-Person, Online & Mobile)

- One payment provider, one integration
- Single reporting view across all payment channels
- Flexible payments platform
- Multi-country & region capabilities



Works with all card types (debit & credit)

- Target markets with high debit card usage
- Australia, NZ & Asia are key markets
- Proven record with debit card regulators
- High mobile & smartphone markets

THE MINT PAYMENTS PROPOSITION

Mint brings simplicity to payments & a proven solution to multiple high growth markets



Simple & easy to integrate

Unique single & compliant platform provider, offering an entire suite of In-Person, Online & Mobile payments for partners & merchants to accept all forms of payments



Proven business model

Secured, implemented & successfully servicing market leading partners & thousands of merchants in Australia, NZ & Asia



Multi-regional

Mint is focused on the Asia Pacific region with over 4.5 billion people, 10 million businesses & over a USD700B in annual digital payments volume. Growing adoption of electronic payments & need for secure, frictionless & inter-operable payment solutions



MINT'S BUSINESS MODEL

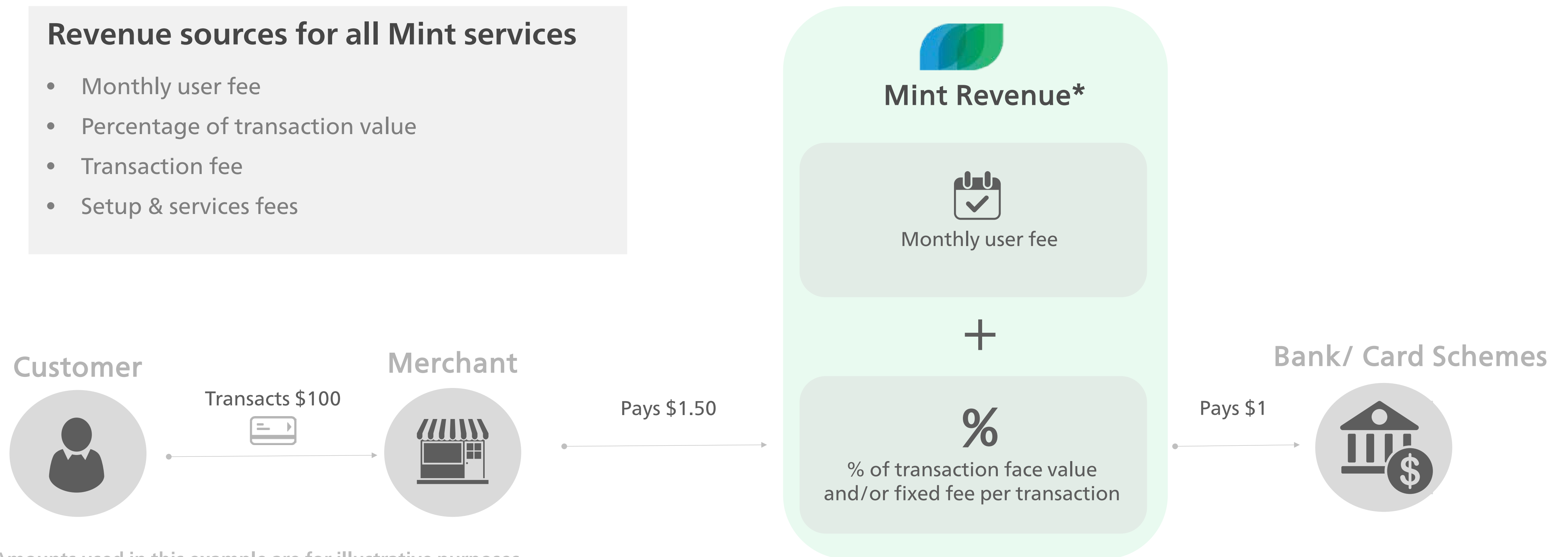
Fueling growth – market-leading payments technology & intelligent solutions

SOLID BUSINESS MODEL WITH HIGH MARGIN GENERATION

Highly scalable business with high recurring margins & low marginal cost per user

Revenue sources for all Mint services

- Monthly user fee
- Percentage of transaction value
- Transaction fee
- Setup & services fees

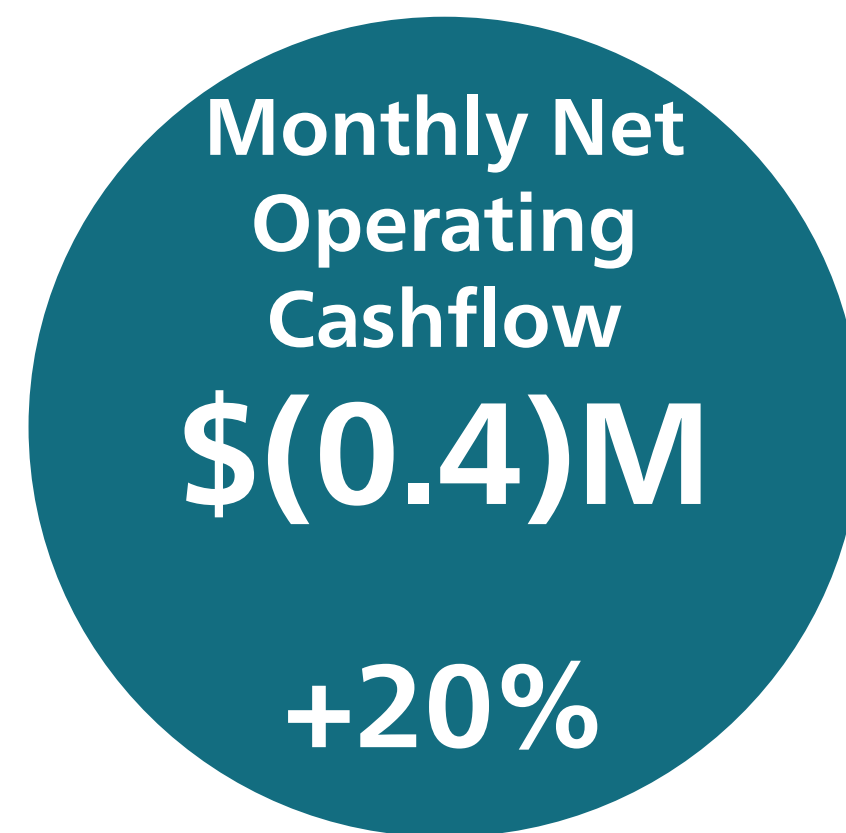
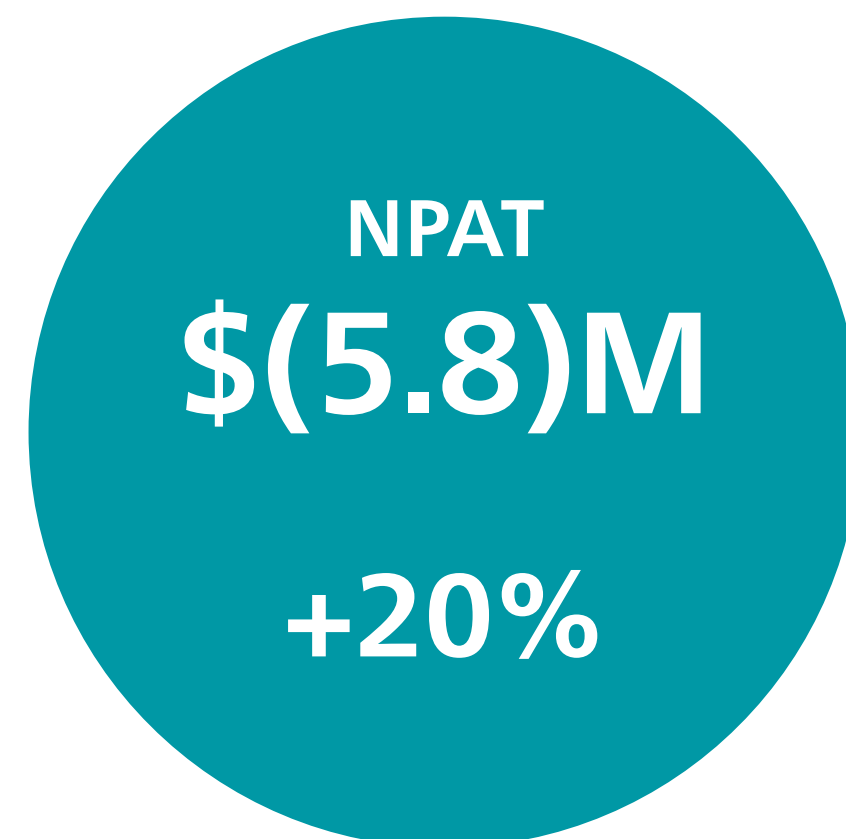


* Amounts used in this example are for illustrative purposes



FY16 FINANCIAL HIGHLIGHTS

Growth of revenues & improvement in net operating cash flows driven by successful strategy execution

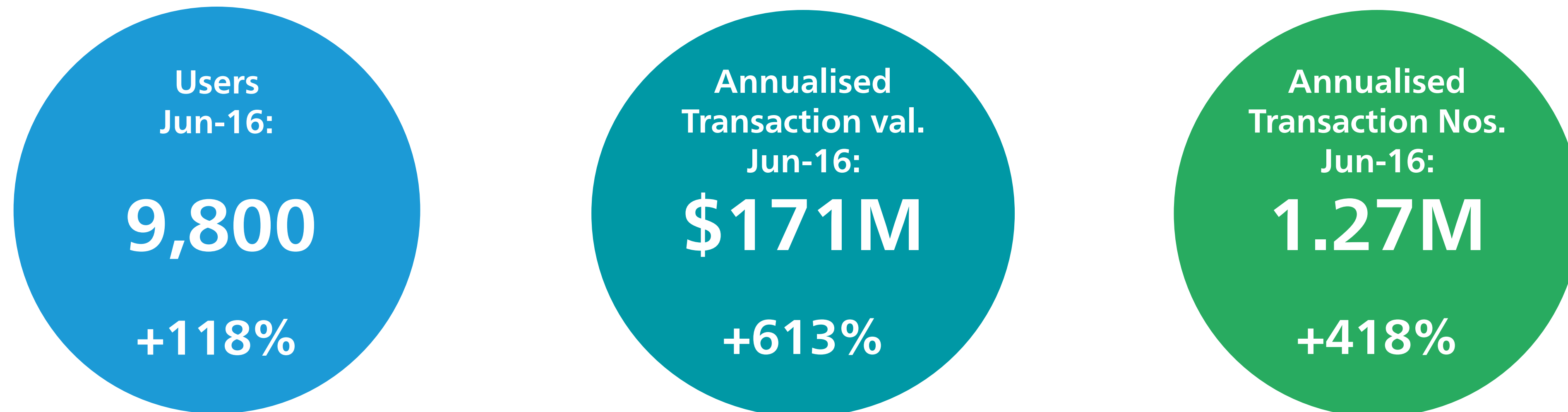


- Strategy inflection point with recurring revenues & services growing by 143% from FY15 to now represent 54% of the Company's sales revenues
- NPAT & net operating cash flow improvement attributed to the increase in sales revenue, as the company begins to successfully execute its payments strategy in Australia & New Zealand



FY16 KEY OPERATING METRIC HIGHLIGHTS

Growth in the number of users, transaction values & numbers driven by successful deployment of Mint's payment solutions through our partners

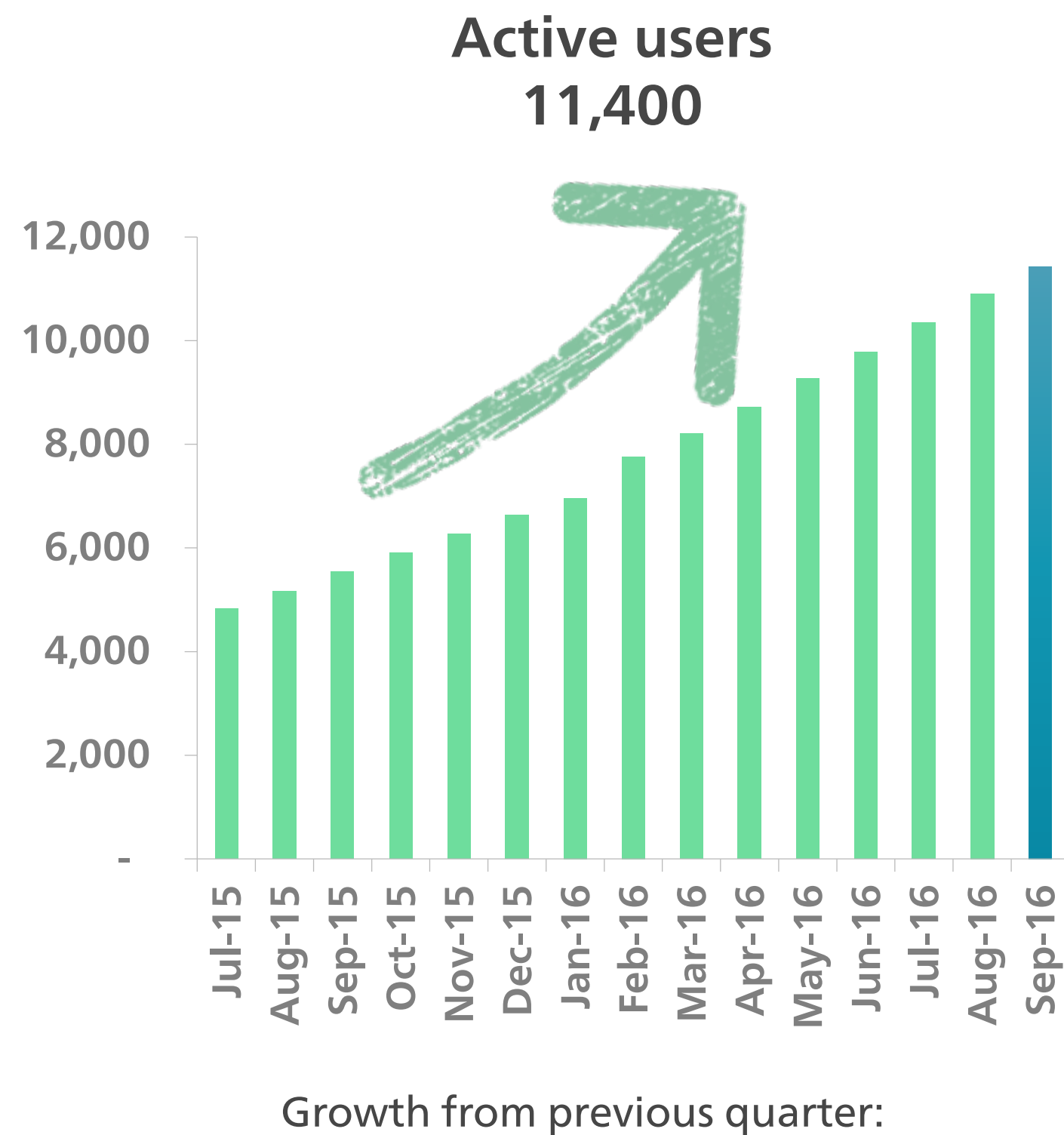


Strong operating metric growth attributed to:

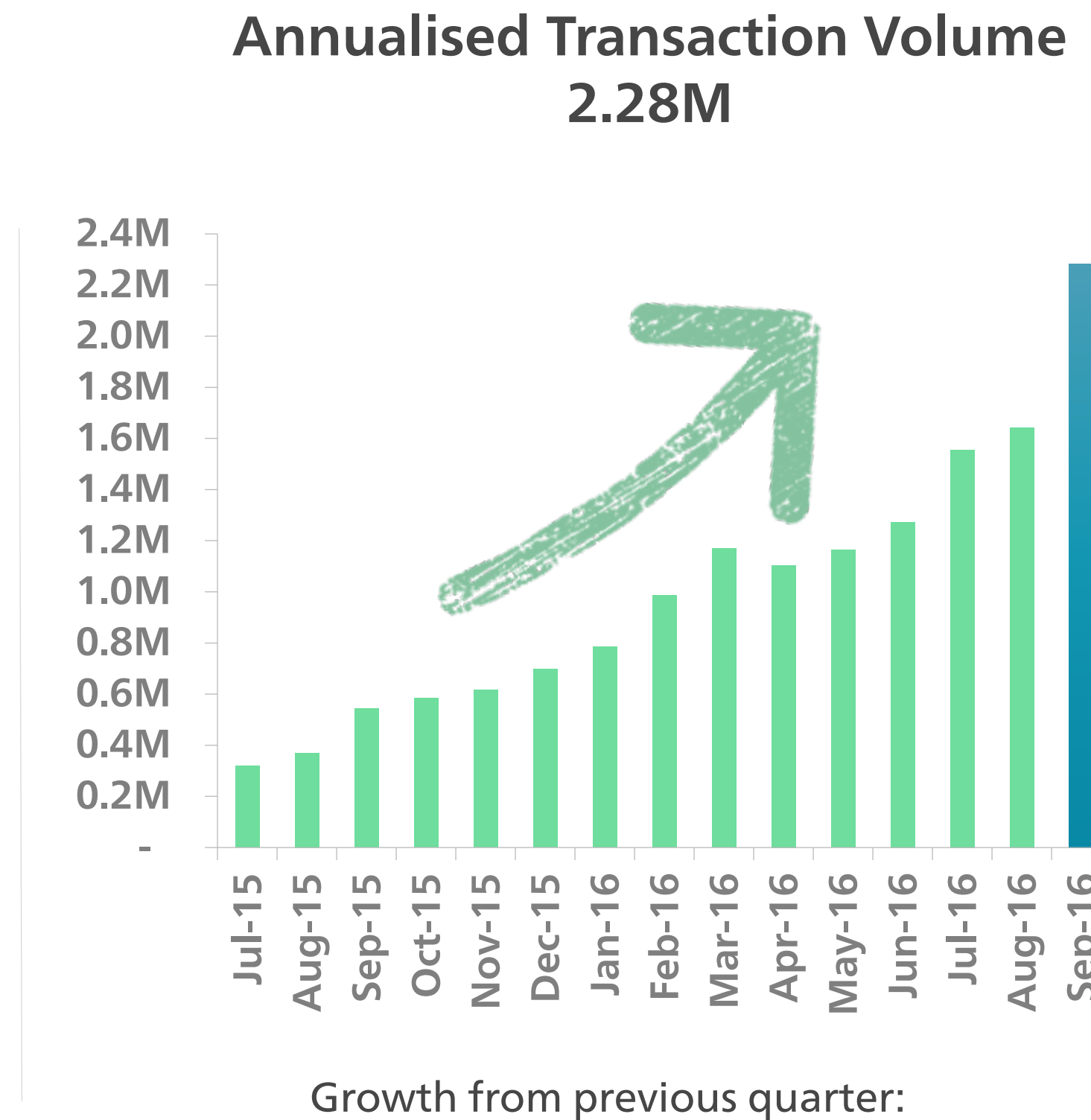
- First full year with Mint's entire suite of payment solutions available to our client base
- Significant ramp-up from Mint's software-as-a-service industry verticals

MOMENTUM CONTINUES INTO FY17

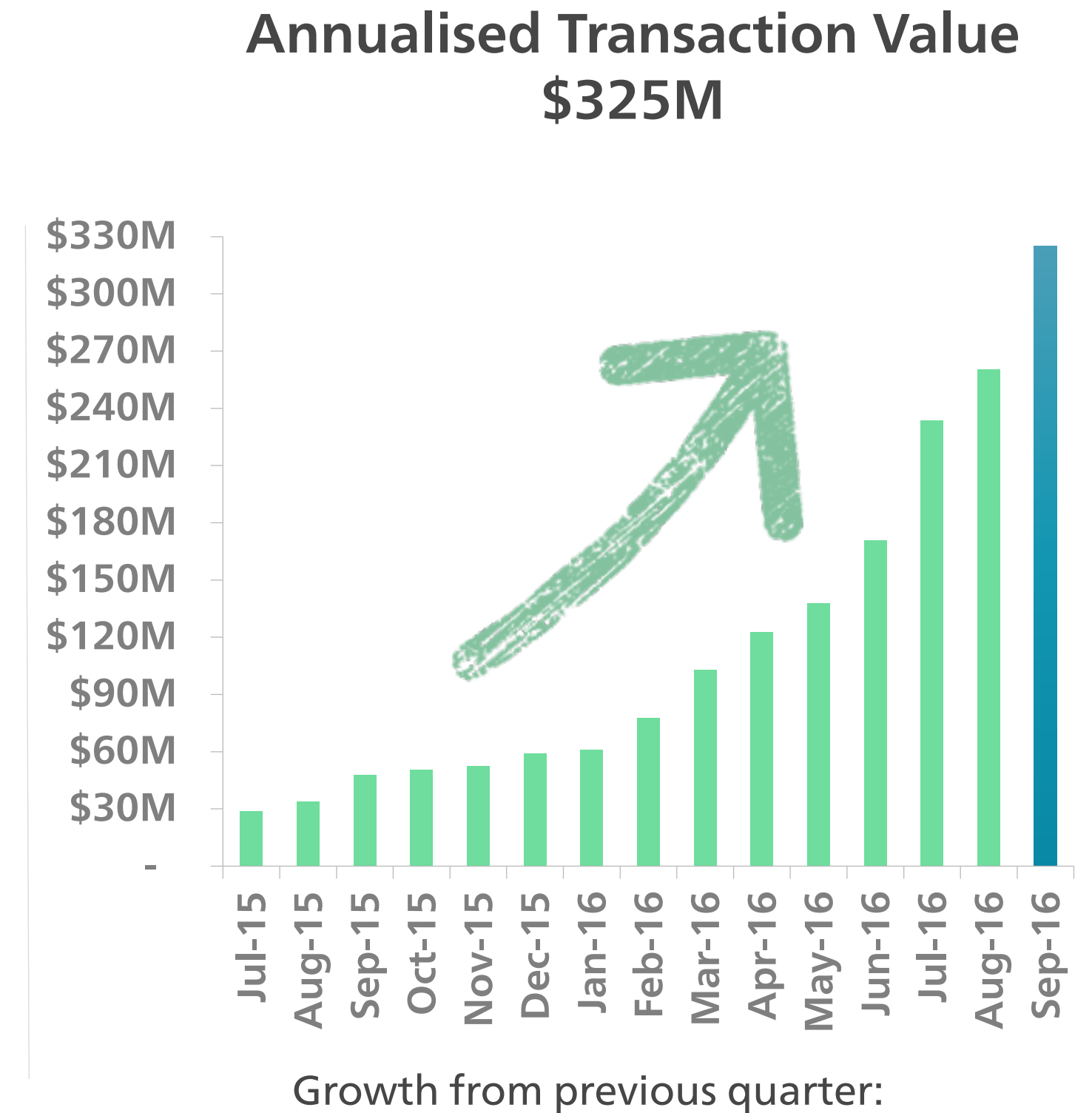
Active users & transaction volumes expected to accelerate from recently announced partners' launch in domestic & Asian markets



+ 18%



+ 55%



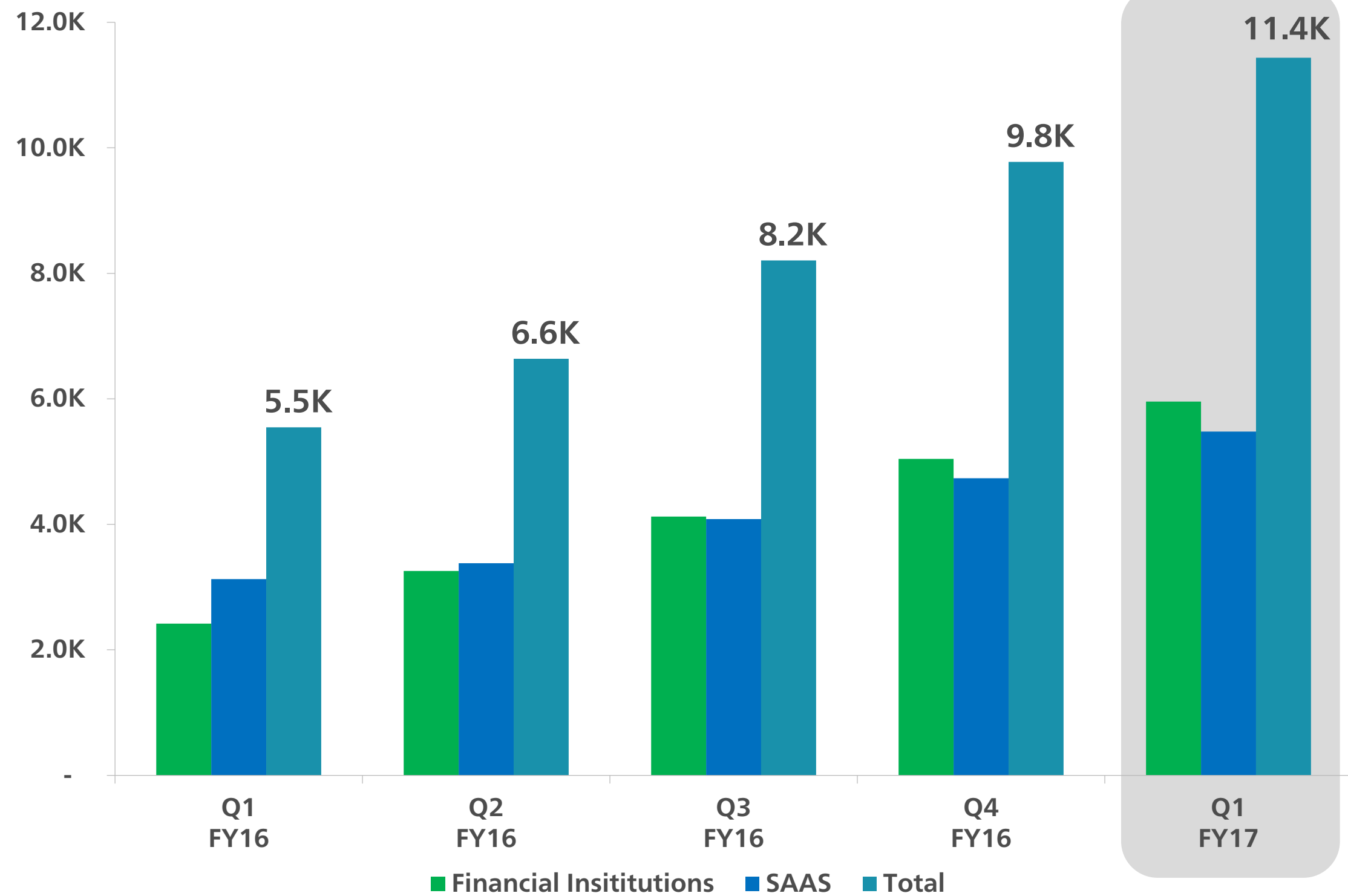
+ 90%

Growth in active users and transactions with a focus on high value & high volume transactions from software-as-a-service industry verticals

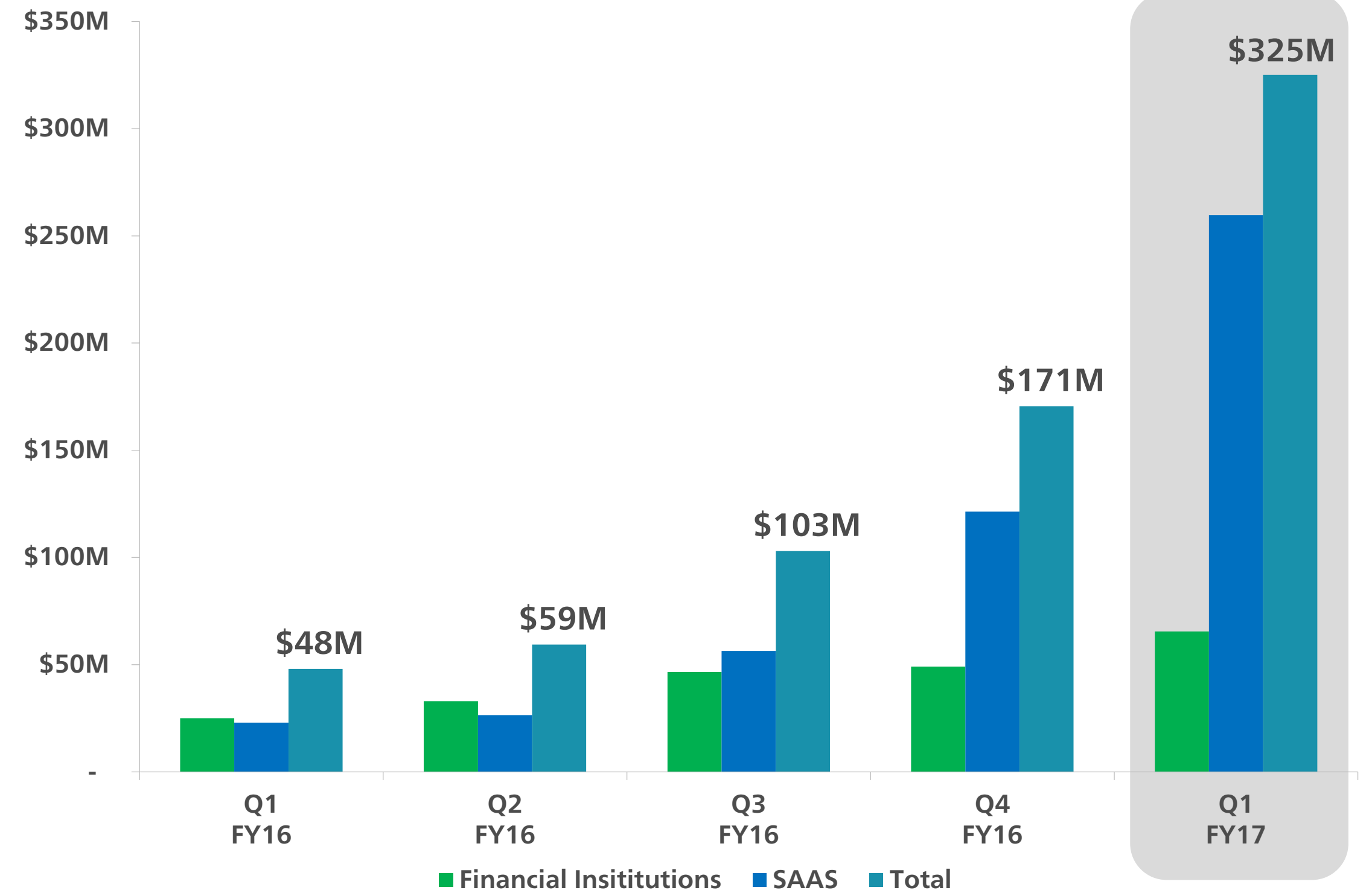


AVERAGE REVENUE PER USER IS INCREASING

Active Users



Annualised Transaction Value



Mint's Average Revenue Per User (ARPU) is increasing due to growth in:

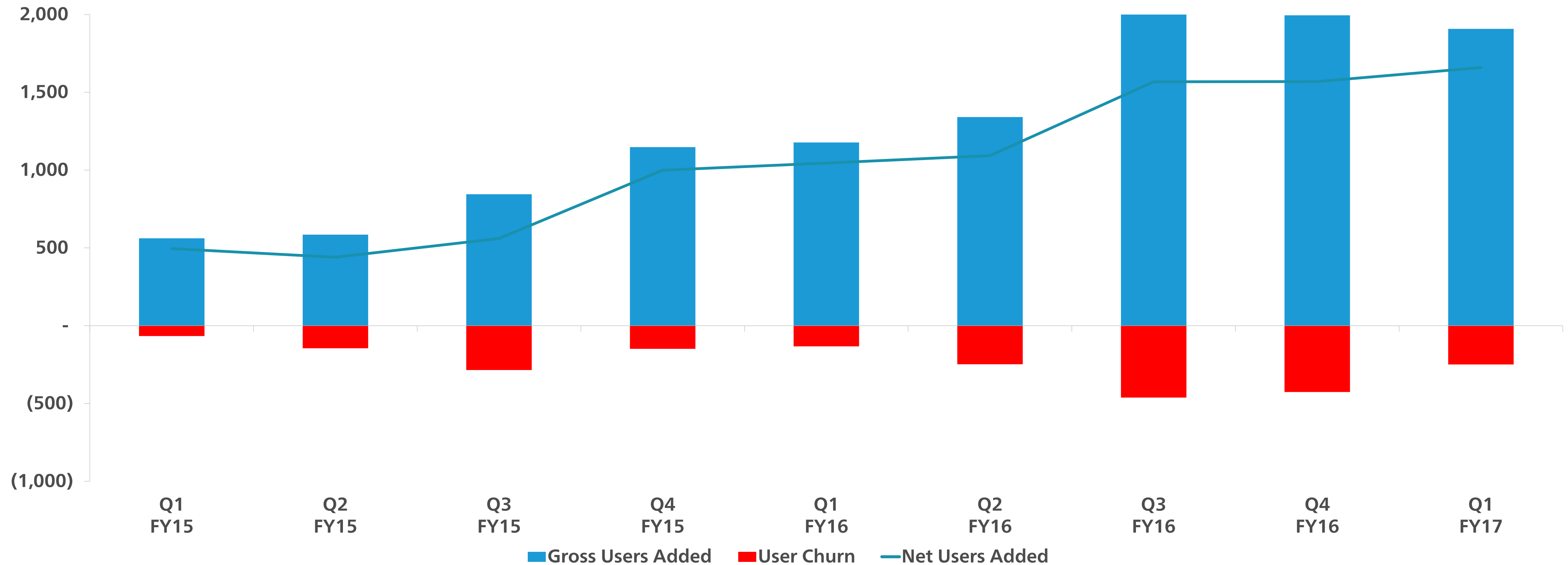
- ✓ Users from financial institutions; &
- ✓ Transaction values from software-as-a-service* with a focus on high value & volume users



*Software-as-a-service customers includes for example; MYOB, ABSS Asia, Tramada & Kounta

NET USERS ADDED

As total active users grow strongly, importantly, monthly net users added continue to increase

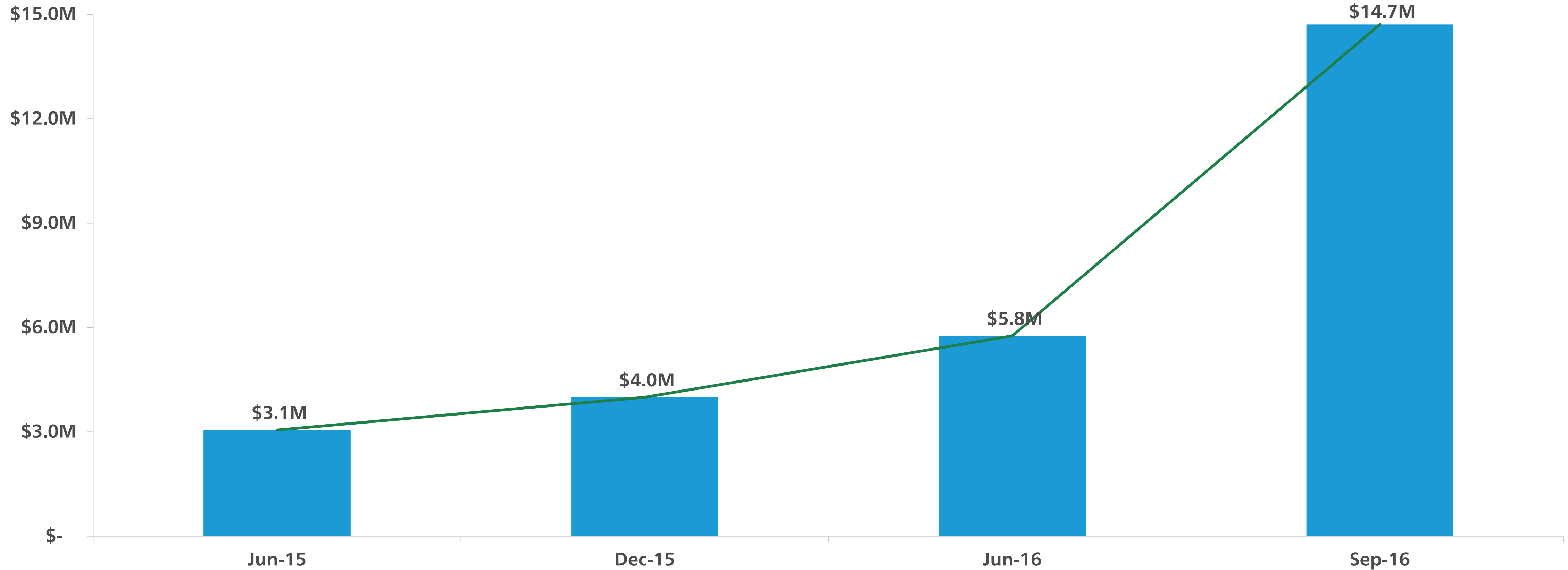


Quarterly churn has declined to 0.7% in Q1 FY17



LIFETIME PORTFOLIO VALUE

Contracted gross profit derived from lifetime portfolio of active users



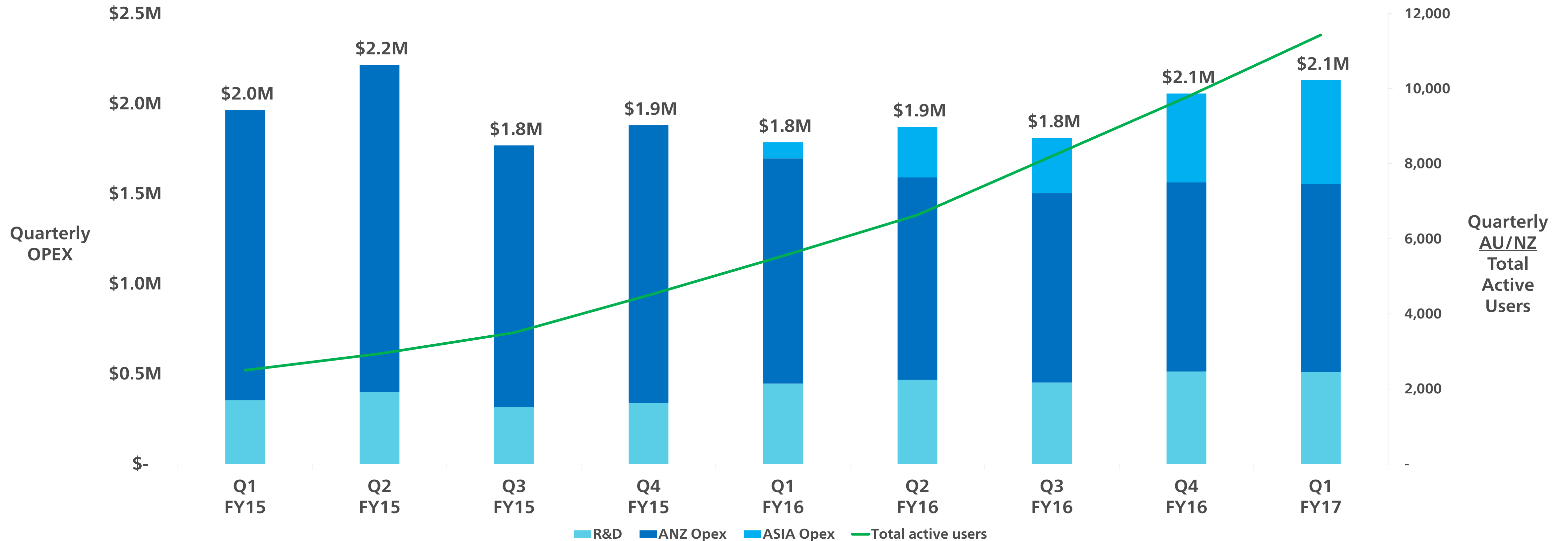
Lifetime portfolio value expected to increase in FY17 from growing ARPU, active users & as churn rate declines*

* Lifetime portfolio value is calculated as follows: (Active Users x Monthly User ARPU x 12 x Gross Margin %) / Churn %



AUSTRALIA & NZ OPERATIONS ON THE WAY TO BREAK EVEN

Active users from Australia & NZ has increased over the quarters while the OPEX from Australia & NZ has decreased & represents only 50% of total cost base



Asia OPEX has grown to deliver on existing contracts & capitalise on value accretive opportunities





GROWTH IN ASIA

CAPITALISING ON THE UNIQUE CHANGES IN THE REGION



REGULATORY TAILWINDS SET SCENE FOR \$85B MARKET OPPORTUNITY

Asia is a rapidly growing & underpenetrated market going through regulatory changes

- Central banks looking to increase card & electronic payments
- Regulators mandating move to Chip & PIN & Contactless payments
- Target markets in Asia has >90% mobile & smartphone penetration
- Significant growth in e-Commerce & mobile payments in Asia

Asia is expected to be the largest mPOS payments market in 2019

The region will deliver ~20% of worldwide mobile payments forecast transaction spend in excess of ~USD 85 billion by 2019



SINGAPORE PAYMENTS ROADMAP



Monetary Authority of Singapore (MAS) has set out strategies for electronic payments in August 2016

Singapore has a payments ecosystem that is safe, sound & secure with world-class technology, but where consumers & businesses still rely substantially on cash & cheques.

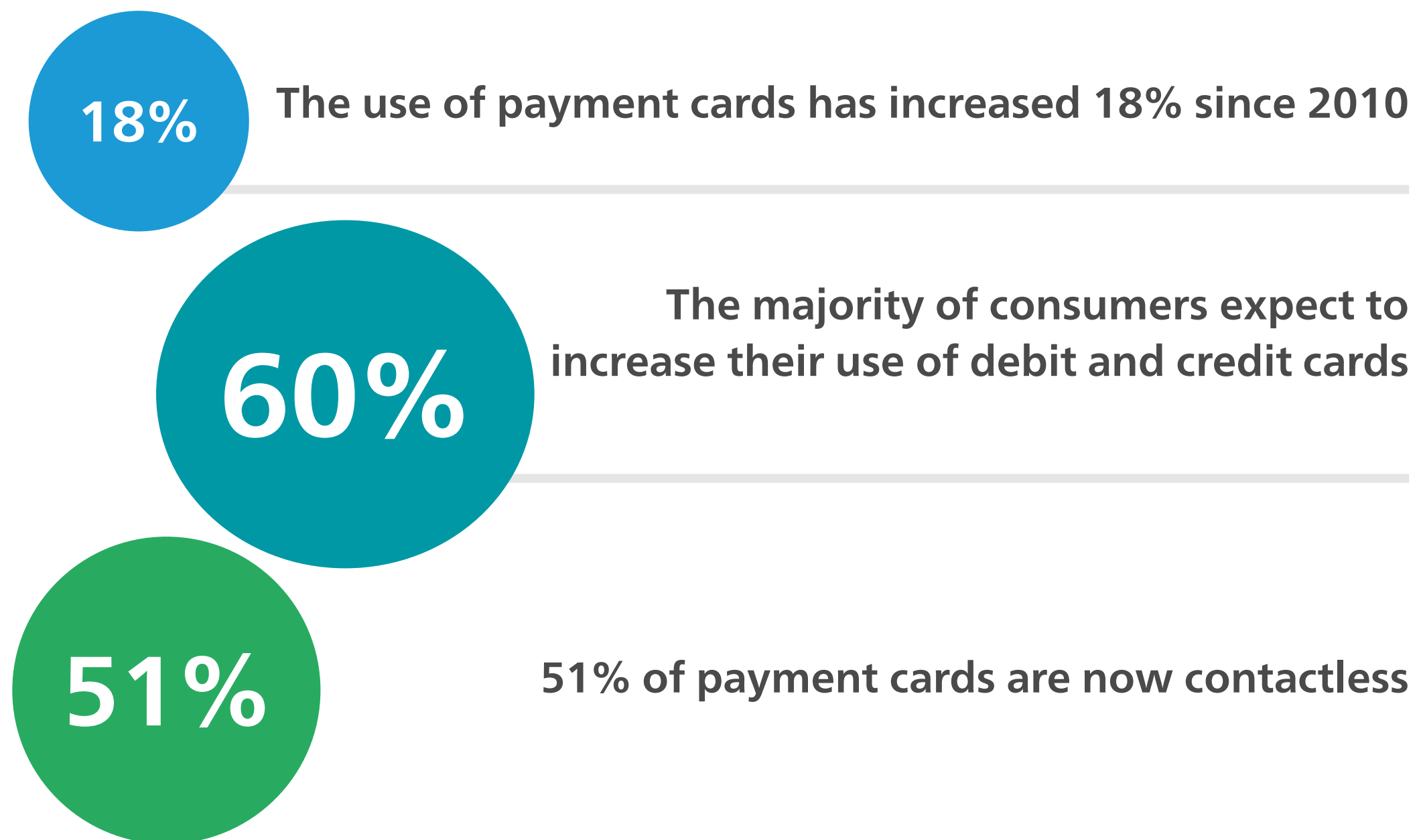
Consumers are increasing acceptance of electronic payments & adopting innovative solutions. Consumer demand, security & speed are critical to businesses.

The MAS Vision for payments in Singapore by 2020...

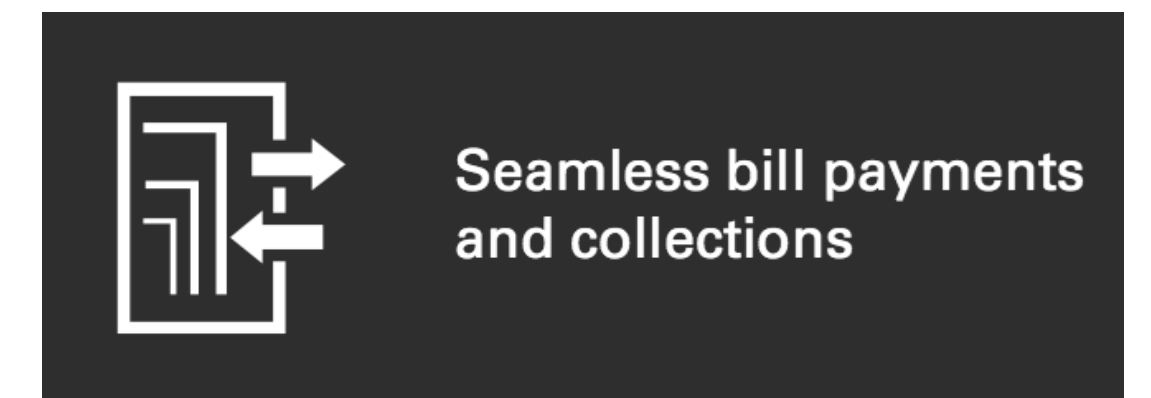
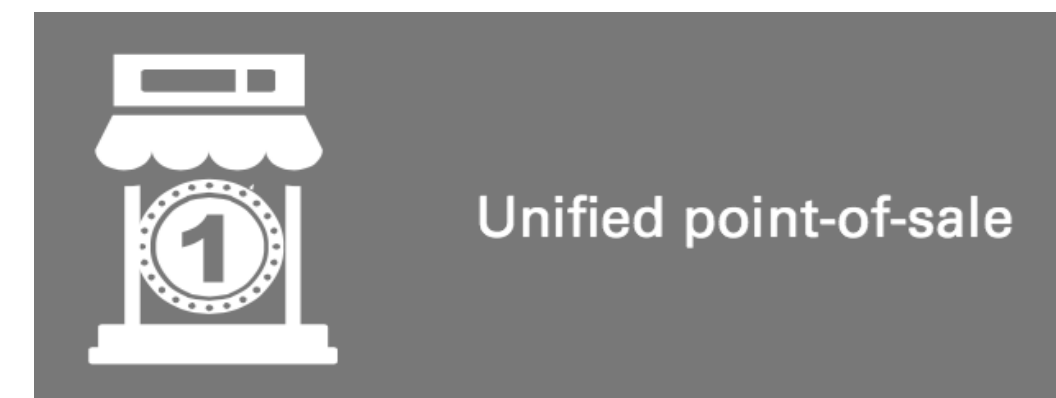
Universal adoption of electronic and innovative payments

Reduced reliance on cash and cheques by consumers and businesses

Lowered cost of payment systems to the economy



MAS looking to drive successful completion of strategic projects

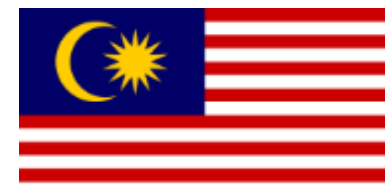


Mint is playing a part in at least two of the strategic projects identified in the MAS Singapore Payments Roadmap



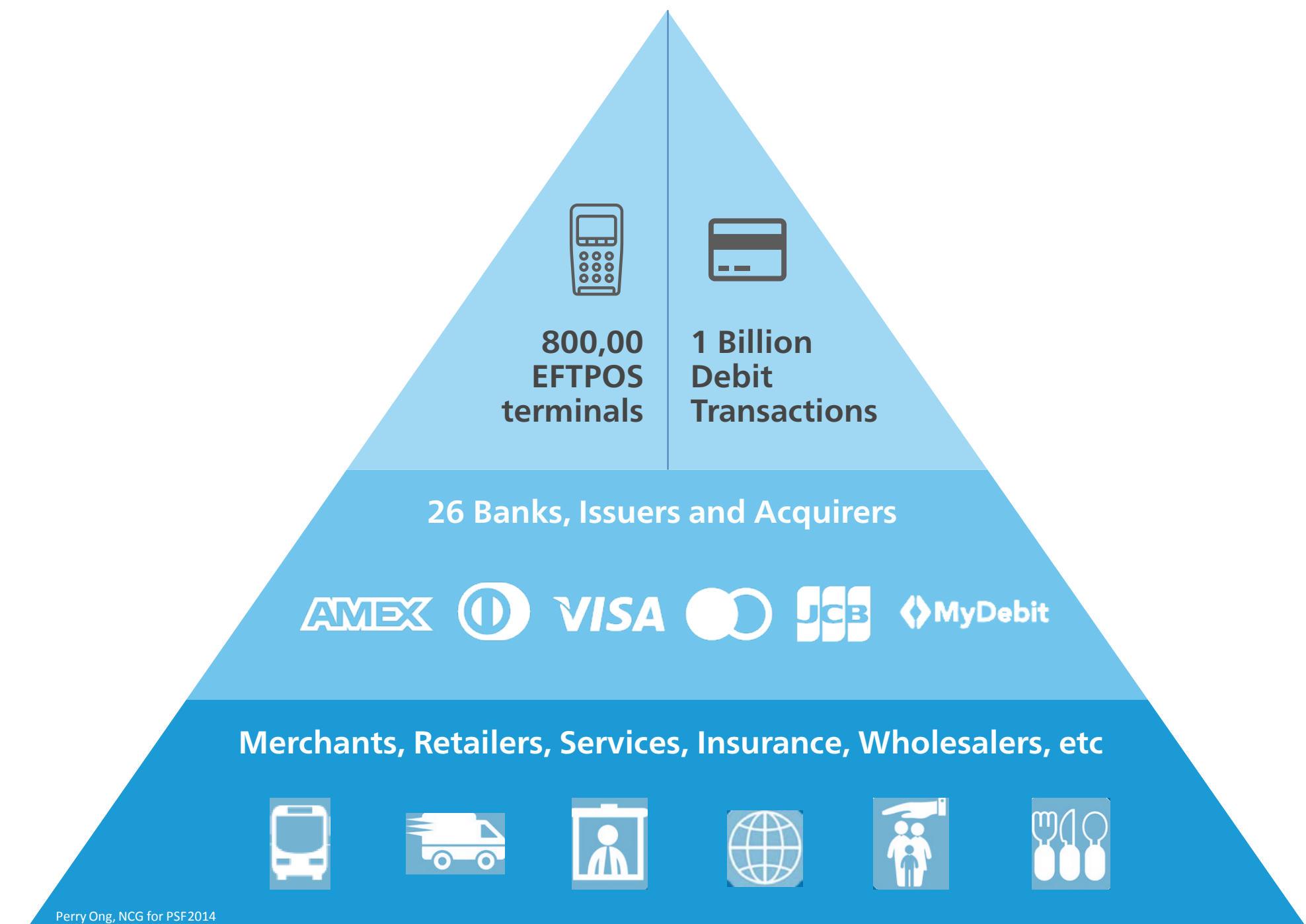
FURTHER OPPORTUNITIES IN SOUTH EAST ASIA

Malaysia



- Reserve Bank established payment card reforms in 2015 to foster an efficient, transparent & competitive payment card industry in the country
- Seeks to promote wide acceptance & usage of payment cards through in-store, online & mobile
- Local retail banks mandated to deploy more than 800,000 card terminals by 2020 (256,000 terminals as at 2015)
- Various measures to empower merchants to embrace cost-effective payment cards (i.e. debit cards)

Towards a cashless society by 2020*



Mint's track record & experience in Australia & NZ makes it well positioned to address the opportunities in Asia



* Source – Capitalising on the New Payment Card Landscape, Mr. Perry Ong, Advisor, National Cards Group, Payment System Forum, November 2015

EXPANSION INTO ASIA HAS ALREADY STARTED

Two significant agreements signed with two market leaders in the financial services & accounting software channels



Five year agreement with Singapore's most widely used electronic payment option – processing S\$23 billion annually across 90,000 acceptance points

- Mint to deliver Singapore's first unified mPOS to enable merchants to accept both NETS & credit/debit card payments
- Agreement covering In-Person & Online payment solutions
- Partnering with NETS as a transaction switching provider, further enhancing Mint's access to channel partners
- Mint to receive upfront implementation & hardware fees, recurring monthly fee & share in the transaction fees from merchants



Licensing & distribution agreement covering 11 countries in SE Asia with initial three year term

- ABSS provides access to more than 330,000 business customers – 40-50% market share in key Malaysia & Singapore markets
- ABSS to distribute, license & integrate Mint's In-Person & Online payment solutions in its software products
- Mint to receive annual license fee + proportion of monthly & transaction fees charged to ABSS customers using Mint's solution



CONTINUED FOCUSED EXECUTION OF STRATEGY

Mint Payments is well positioned for continued growth with existing, long term distribution partners as it continues to aggressively pursue new opportunities in Australia, NZ & Asia

Build on FY16 momentum from Mint's existing partners in Australia & NZ

Focus on high value & volume verticals such as retail, hospitality & travel within software-as-a-service channels



Drive increased transaction volumes & usage from existing active user base through the adoption of online & mobile products

Capitalise on opportunities in Asia & establish a footprint in Asia that will bring incremental revenue growth over the medium term



THANK YOU

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CASE STUDY

Financial institutions

- New Zealand's largest small business bank with over 100,000 small business customers
- BNZ deployed Mint's white label solution – the first mPOS solution in New Zealand called "PayClip"
- 5 year + 5 year agreement signed in October 2013

Bank of New Zealand

33

- Since launch of 'credit, debit & eftpos' solution, transaction volumes & usage have increased exponentially with the introduction of eftpos & contactless payment types
- Strategically working with BNZ on new payment methods & types to deliver innovation to the bank



Chip & Sign
Nov 2013



"White-label" In-Person
Chip & PIN, Contactless
& EFTPOS
April 2015



Upgrade platform to allow
for integration with business
apps & POS systems
April 2016



Online payments
Q3 CY2016



CASE STUDY

Accounting software (MYOB)



- Largest accounting software provider in Australia & NZ (market leader of accounting software with 60% market share & 1.2 million users)
- 5 year + 5 year exclusive license & distribution agreement signed in August 2013

- MYOB PayDirect turns businesses' smartphones into payment terminals
- Seamlessly integrated into MYOB's popular accounting software "AccountRight"
- "PayDirect" offers mobile accounting features including invoicing, contacts & accounts receivables



Seamless integration with
MYOB apps & core
Chip & Sign
Feb 2014

Chip & PIN
Aug 2014

AMEX/eftpos
Nov/Dec 2014

Contactless
Sep 2015

