

## MINT SIGNS 5-YEAR AGREEMENT WITH SEKTOR TO BROADEN DISTRIBUTION OF PAYMENT SOLUTIONS IN RETAIL AND MOBILE MARKETS

- Sektor to sell, market and distribute all of Mint's hardware and software in Australia through Sektor's expansive network of Point of Sale (POS) and Mobile IT Integrator Partners
- Sektor enables Mint to feature strongly as an integrated solution in the Retail, Hospitality and Enterprise Mobility markets, focusing on high value and volume industries
- Strengthens Mint's ability to ramp up user numbers currently at ~16,000 and growing at a CAGR of circa 106%
- Agreement is in line with Mint's strategy of partnering with market leaders to deliver high volume and high value user growth

**Sydney, 4 October 2017:** Payment processing technology provider *Mint Payments (ASX:MNW)* and *Sektor, Australia's leading retail and mobile computing distributor*, have signed a 5-year agreement to distribute Mint's payment solutions to the retail, hospitality and enterprise mobility markets in Australia through Sektor's respected nationwide network of IT Integrator Partners.

Sektor has a strong reputation and a well-established network in the Australian retail and hospitality sector, with over 2,000 resellers including point-of-sale vendors, independent software vendors, software integrators and other third party partnerships which service millions of small, medium and large corporate enterprises (SMEs) in Australia. Mint's payments technology will be integrated for new and existing point-of-sales (POS) solutions sold by Sektor.

As part of the agreement, Sektor will acquire all of Mint's existing hardware, and manage the logistics of its payment solutions distribution, initially in Australia with other markets under consideration. Sektor will also provide marketing and promotion support for Mint's payment solutions.

As the largest enterprise mobility distributor in the market, Sektor will also be working with its partners to integrate payment into mobile applications such as route-trade/home deliveries, freight, and field services providers that currently cannot offer payment at point of service.

## Management commentary

Mint Payments CEO Alex Teoh said: "Sektor is a great partner for Mint and the agreement gives us immediate access to a large SME market in Australia. Sektor's well-established network of vendors' services millions of businesses in this space and it gives us the capacity to ramp up users of our payment solutions beyond the current level of circa 16,000."

"The agreement is in line with Mint's strategy of partnering with market leaders across a number of sectors – like financial services, software solution providers and technology resellers – to secure more high value and high volume users. This partnership means we are well-placed to further strengthen Mint's recurring revenue base."

"Partnering with Sektor will ensure that the Mint payments solution will feature strongly in Sektor's retail offering deployed across Australia, and assist merchants to take on board new payment types and deliver flexible payment options that consumers are wanting. Sektor's POS offering is particularly compelling."

**Sektor CEO Rhys Warren added:** "Sektor is excited to have a full POS and Payment offering for our Integrator Partners to take to market. It's relevant for them to now be involved in these solutions, it provides additional growth for these partners, and the Mint solution is delivering many new benefits for their merchant customers."

Mint will update shareholders on the progress of this partnership. The Company is also actively working on other agreements in Asia and looks forward to reporting on these developments shortly.

-ENDS-

## **About Mint Payments Limited**

Mint Payments helps companies of all sizes transact in more rewarding ways—whenever, wherever and however the world wants to pay.

With a focus on high value, high volume verticals throughout Asia Pacific, Mint Payments delivers a single, seamless solution to help channel partners and financial institutions unlock revenues, launch pioneering payment products, and build richer customer experiences. Online, in-store, in-app and beyond.

## **About Sektor**

Sektor is a value added IT Distributor specialising in delivering innovative and efficient technologies for the retail, networking, security, healthcare, ergonomics and mobility markets. Sektor has offices in all the major cities of Australia and New Zealand as well as Bangkok in Thailand and Kuala Lumpur in Malaysia. Sektor employs industry experts to design and deliver function rich technology solutions in conjunction with its reseller community for them to sell into their respective market niches.

More information available at www.sektor.co