



Novatti Group Limited (ASX:NOV)

June Quarter FY23 – Activities Update

31 July 2023

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Disclaimer

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A Snapshot

Novatti is an end-to-end payments provider with a growing international presence with operations across Asia-Pacific, Europe, UK, US, Middle-East and Latin America.

New Leadership

Mark Healy
CEO

Experienced global payments and software executive with prior senior roles in Global Payments Inc, Optimal Payments (UK), Ezidebit and eWAY delivering organic and inorganic growth.

Dharsh Mendez
CFO

Strategically and commercially focused leader having driven organisational growth and transformation in complex organisational settings across multiple industries.

Peter Pawlowitsch
Non-Executive Chair

Experienced Board Chairman with extensive ASX listed experience.

Peter Cook
Executive Director

Experienced technology entrepreneur and founder, having built telecommunications and payments companies in Australia, Canada, Africa and Asia.

+\$39m*
Group Revenue

20%
Growth rate

+\$3.4b
Annual transactions

+120
Employees

\$44m
Market cap

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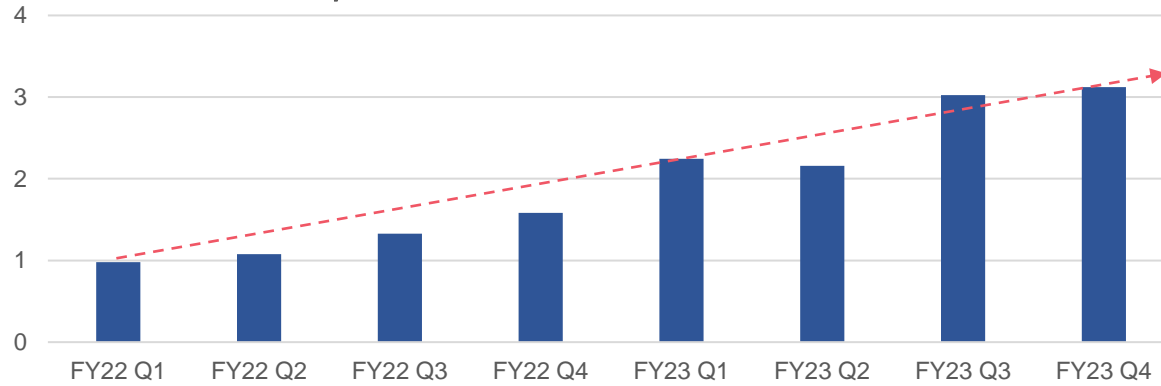
Our Mission

Novatti enables businesses to **pay and be paid** from any device, anywhere.

From corner stores and start-ups to global organisations, our solutions will unlock your ambitions.

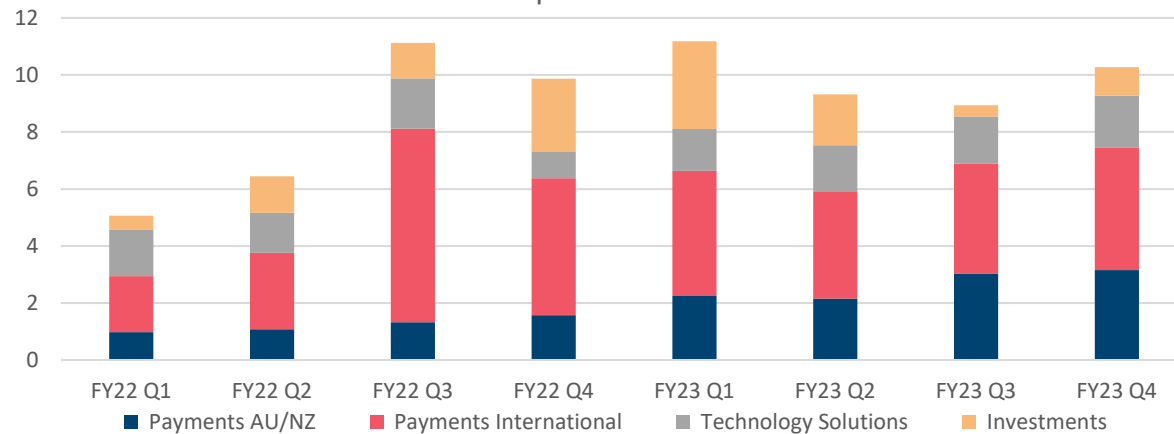
Payments AU/NZ the Future Growth Engine

Payments AU/NZ Growth (\$ million)



----- 113% YoY revenue growth, \$12m+ annualised exit run rate*

Novatti Group Revenue (\$ million)*



*Unaudited management estimate



Deep and Inter-connected Ecosystem

Our assets, regulatory coverage and relationships are hard to replicate

Technology

High barriers to entry to digital and mobile platforms



Digital Wallets



Fintech



Payments



Billing

Licenses

Opens jurisdictions, generates trust and builds opportunities across regions



Partnerships

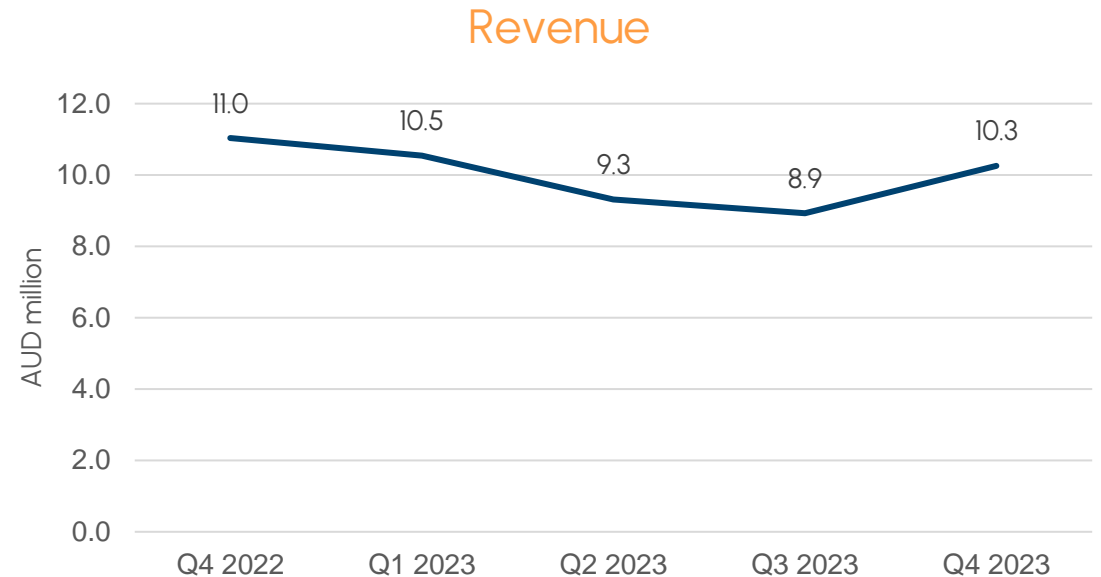
Strong global associations



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Quarterly Revenue – Return to Growth

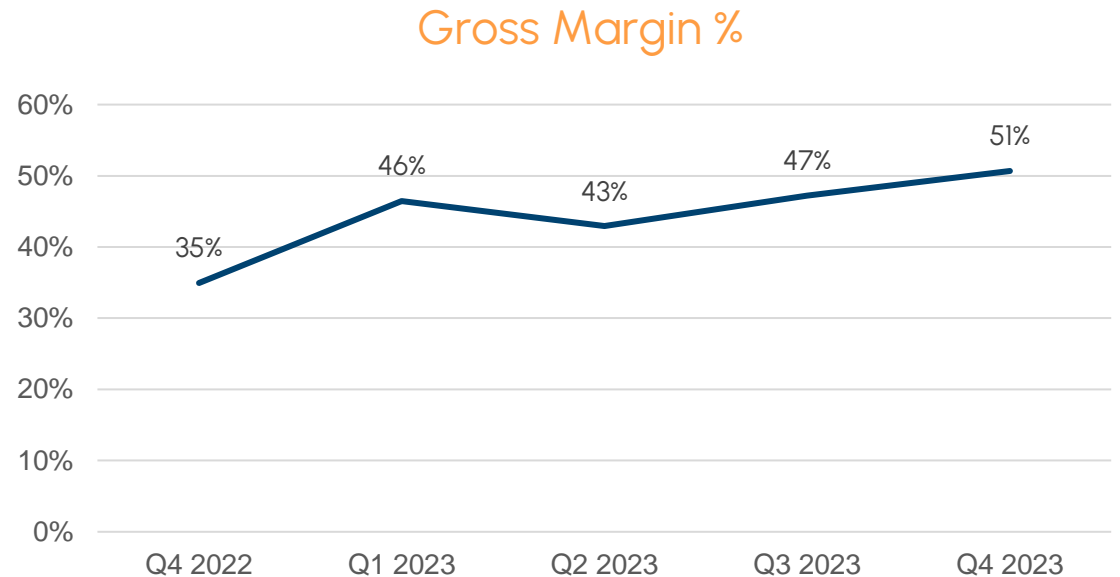
- \$10.3m revenue in Q4 FY23*
- Consistent with commentary from previous quarters, business returning to positive growth
- Adjusted to new commercial arrangements with one international client
- Expect revenue to continue positive growth going forward



*Unaudited management estimate

Focus on Margin Showing Results

- Gross margin increased to 51%*
- Up from 35% in Q4 FY22
- Highlights substantial progress being made in business performance
- Focused on increasing margin going forward
- Sustainably balance needs of both mature and growth businesses

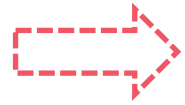


*Unaudited management estimate

Path Forward

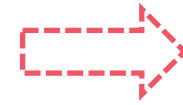
Simplify the Business

- Focused portfolio pillars
- Capital discipline



Market and Customer Led

- Ecosystem cross selling
- Integrated go-to-market



Lift Financial Performance

- Strong revenue growth
- Increased gross margins

This announcement has been approved for release to the ASX by Executive Director, Peter Cook and CEO, Mark Healy.

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