

AGM Briefing

November 2024

 PEPPERMINT INNOVATION



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Corporate Structure



\$13M

MARKET CAP



\$0.006

SHARE PRICE



2.16B

SHARES ON ISSUE



44%

TOP 20 SHAREHOLDERS



59%

TOP 50 SHAREHOLDERS



69%

TOP 100 SHAREHOLDERS



Recognised Fintech Platform



Peppermint Board

Lead By Over 100+ Years Of Combined Experience



CHRISTOPHER KAIN

MANAGING DIRECTOR & CEO
PEPPERMINT INNOVATIONS LTD

- Experienced Finance Professional and Company Director with 18+ years of international and local knowledge of Investment Markets, Financial Services and Corporate Management.
- Accomplished in identifying business opportunities and executing commercial strategies for the benefit of both stakeholders and investors alike
- Practiced in investment analysis, evaluation, capital raising, project marketing, relationship management, and business development



ANTHONY KAIN

EXECUTIVE DIRECTOR & CHAIRMAN
PEPPERMINT INNOVATIONS LTD

- 30 years working in Australian Capital Markets.
- Performed key roles in the formation and running of numerous privately owned and publicly listed companies.
- Experienced Company Director who has held managing director, director and legal counsel roles with ASX listed companies operating foreign assets.
- In-depth understanding of intellectual property and its commercialisation.



NEAL CROSS

NON-EXECUTIVE DIRECTOR &
TECHNICAL CONSULTANT
PEPPERMINT INNOVATIONS LTD

- Experienced Finance Professional and Company Director with 18+ years of international and local knowledge of Investment Markets, Financial Services and Corporate Management.
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ROSARITO CARRILLO

CHIEF COMPLIANCE OFFICER &
GENERAL MANAGER
PEPPERMINT GROUP PHILIPPINES

- 20 years working experience in the field of mobile banking services as executive position, managing relations and compliance with key government and private organisations.
- Experienced and an expert in the fields of sectorial analysis and development, global business relations, project management, advocacy and policy review.
- Works with sectoral organisations and government key offices supportive of advocacy programs for sustainable growth.



ADRIAN OCAMPO

CHIEF OPERATING OFFICER
PEPPERMINT GROUP PHILIPPINES

- Played a pivotal role in building the mobile banking and payment technology that became the foundation for Peppermint's platform.
- With over 6 years of experience as president of Arowai IT Solutions, Adrian and his team were entrusted by a Telecom giant to develop its remittance platform in 2006, marking a significant achievement in his career. He later co-founded TelUPay and brought his expertise to Peppermint, helping to lead every system rollout while engaging directly with clients and markets.

About Us – Peppermint Innovation Limited (ASX: PIL)



Who we are

A fintech company providing expertise and a technology platform to deliver electronic money services, non-bank lending solutions, and digital financial and payment services.



Core Licenses & Certifications:

- Licensed as an Electronic Money Issuer (EMI) and Non-Bank Financial Institution (NBFI) by the Central Bank of the Philippines (BSP).
- Authorized by the Philippines SEC to operate as a Finance Lending Company through a fully-owned subsidiary.
- Certified as an Operator of Payment Systems (OPS) by the BSP.
- Granted a Certificate of Eligibility (COE) by the BSP, enabling participation in the Philippines Payments Management Inc. (PPMI) for direct RTGS (Real-Time Gross Settlement) and automated clearing



Proven Success

- The Peppermint Platform powers the bizmoto ecosystem, delivering accessible and reliable financial services.
- Commercially proven and currently deployed in the Philippines, addressing the needs of unbanked individuals.



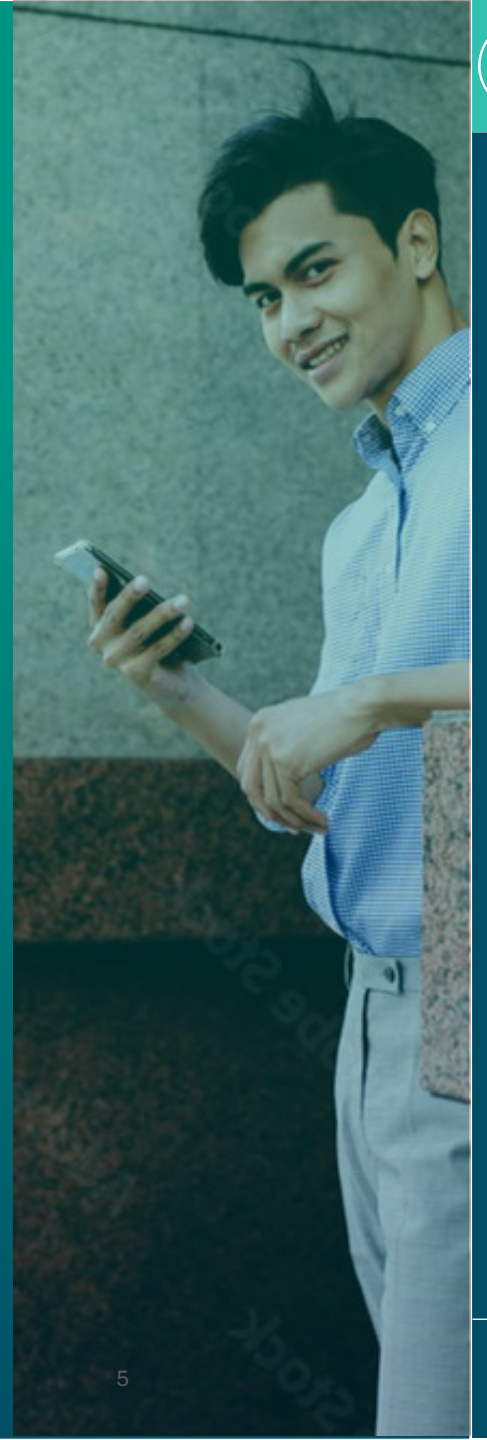
Mission

To drive financial inclusion and convenience for the unbanked and underserved in emerging markets.



Vision

To leverage technology and innovation to empower communities and drive economic growth in underserved regions.



Financial Inclusion for the Unbanked and Underserved

Immediate Market Focus Philippines



110M

People



90%

Filipinos do not have a credit score



24

Median Population Age



118%

Mobile Penetration



70%

Population Unbanked



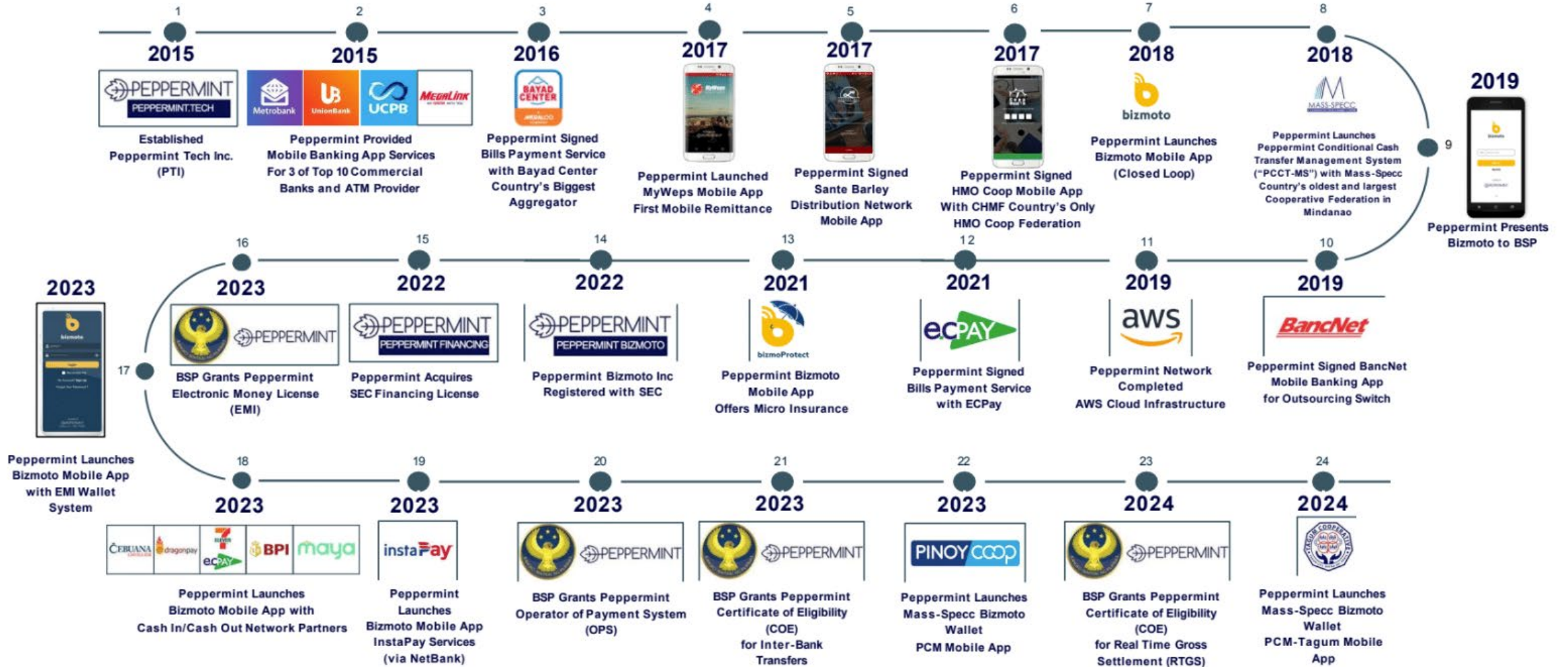
36%

Municipalities have no access to banks

1.7billion

Global Unbanked Population

Our Journey To Date



Delivering on the Mission of Financial Inclusion

Empowering the Underserved:

Bringing financial services to unbanked and underserved communities via the bizmoto ecosystem.

Key Milestones:

Licensed as an Electronic Money Issuer (EMI) and Non-Bank Financial Institution (NBFI) by the BSP.

Certified by the SEC as a Finance Lending Company

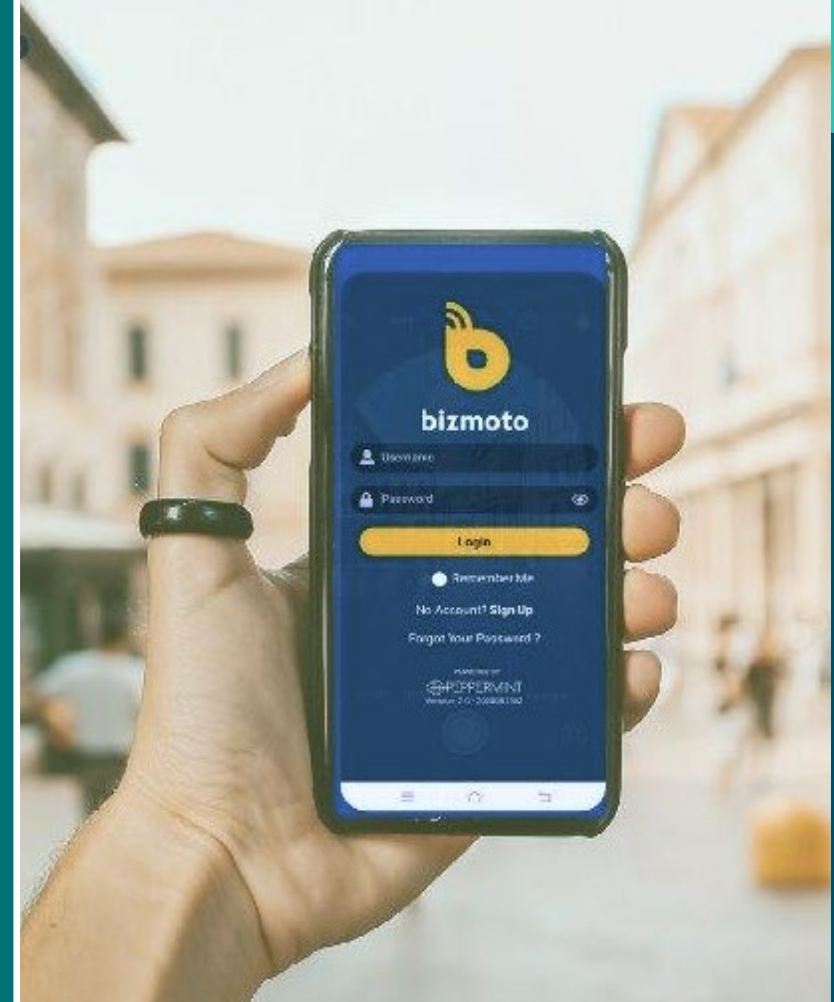
Holds Certificate of Registration (COR) and Certificate of Eligibility (COE) from BSP, enabling direct RTGS participation and payment system operations.



Driving Growth

Supporting small businesses and micro-entrepreneurs with accessible credit and payments.

- Serving the large unbanked population of the Philippines.
- Commitment to Innovation: Leveraging AI technologies to enhance scalability, efficiency, and customer experience.



The Peppermint Platform delivers e-wallet money services, provides non-bank lending solutions, and digital payment services

Electronic Money Issuer Licence / Non-Bank Financial Institution (NBFI)

Licensed by Central Bank of the Philippines (BSP)



LICENSE

Finance Lending Company

Licensed by the SEC of the Philippines



LICENSE

Operator of Payment Systems (OPS)

Granted by the BSP



CERTIFICATE OF REGISTRATION (COR)

Philippines Payments Management Inc. (PPMI)

Endorsed by the BSP



CERTIFICATE OF REGISTRATION (COR)

Mass-Specc agreement and TAGUM Launch

The five-year strategic partnership between Peppermint Innovation Limited and MASS-SPECC Cooperative Development Center has culminated in the successful launch of the Pinoy Coop Mobile (PCM) wallet within Tagum Cooperative's mobile application. This progression from strategic partnership to the Tagum launch exemplifies the collaborative efforts to advance financial inclusion and digital transformation within the cooperative sector in the Philippines.

Key Developments Leading to the Tagum Launch



Strategic Partnership Formation

EMI wallet: Loan Payments, Fund transfers (InstaPay/PESONet), bill payments, eLoad, salary payments and cash-in/out points (instead of ATMs)



Integration of Financial Services

The partnership aimed to integrate Peppermint's financial technology solutions into MASS-SPECC's cooperative network, facilitating services such as fund transfers, bill payments, and mobile phone e-loads.



Deployment of Pinoy Coop Mobile App

EMI wallet: Loan Payments, Fund transfers (InstaPay/PESONet), bill payments, eLoad, salary payments and cash-in/out points (instead of ATMs)



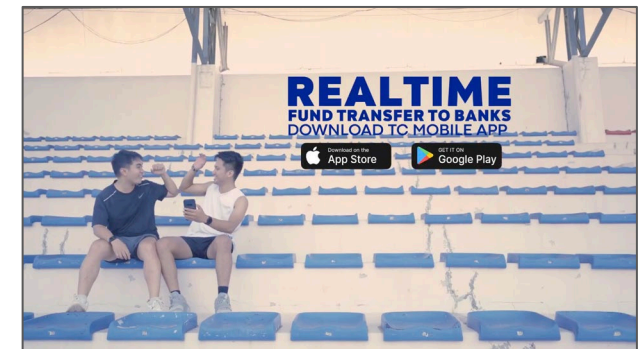
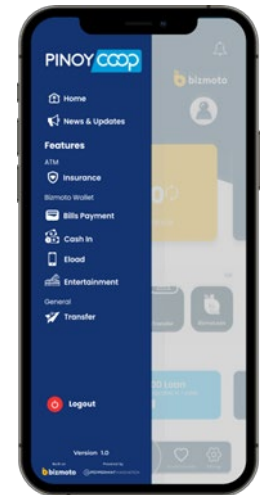
Tagum Cooperative's Adoption

As a leading cooperative within MASS-SPECC's network, Tagum Cooperative integrated the PCM wallet into its mobile platform, Tagum Mobile, to offer enhanced financial services to its members.



Launch and User Engagement

The PCM wallet went live within Tagum Mobile, enabling members to perform real-time fund transfers and other financial transactions.



AI – Unlocking Financial Innovation for bizmoLoan



Advanced AI Integration

Implementation of cutting-edge AI tools to optimize bizmoLoan operations and deliver a seamless customer experience.



Key AI Capabilities

Scaling Services: Rapidly expanding bizmoLoan offerings to reach more customers.

Automating Processes: Streamlining loan processing to reduce time and operational costs.

Personalizing Journeys: Tailoring interactions and recommendations to meet borrower needs.



Tangible Outcomes

Greater Market Reach: Increased penetration into underserved segments.

Enhanced Customer Satisfaction: Building loyalty through tailored services.

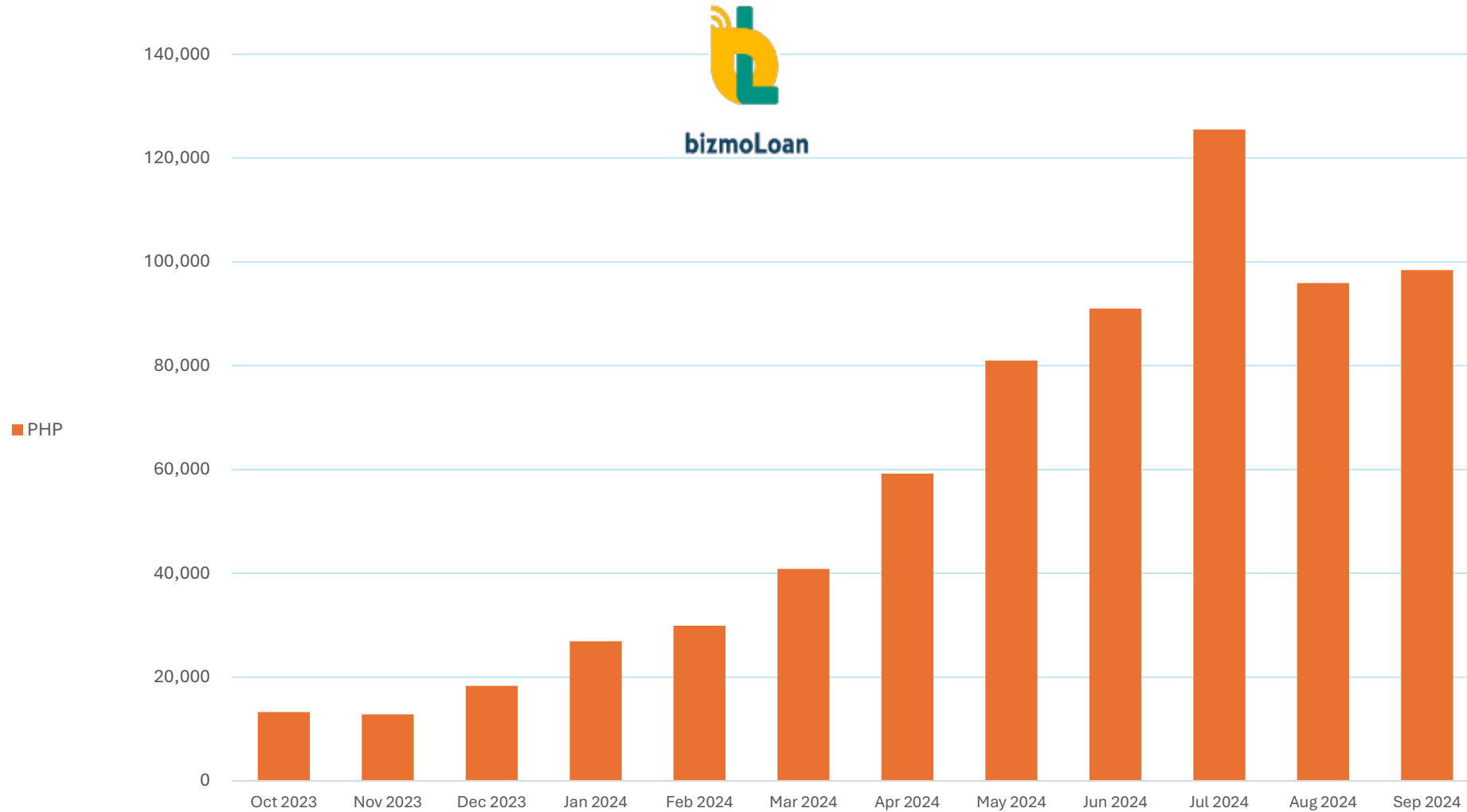
Boosted Profitability: Improved lead conversion rates and operational efficiencies.



Industry Opportunity

Generative AI Impact: McKinsey & Company estimates generative AI could generate up to **US\$340 billion annually in additional revenues for the global banking sector**. For non-traditional players, this represents a significant opportunity to disrupt traditional banking models, capture new markets, and deliver innovative, customer-centric solutions.

AI – Unlocking Growth Potential for bizmoLoan



Key Achievements in 2024

01. **PCM App enhancement**

Strategic platform development and marketing programs being implemented to deliver significant added functionality to the PCM App to drive User Engagement and Adoption.

Working with Mass Specc to evolve the PCM as the primary source for all Co-op members to access goods and services beyond just Financial Services.



02. **Tagum Launch**

Significant growth since September 2024 launch. Currently circa 8,000 Tagum registered users.

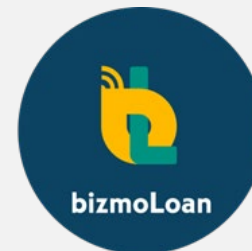
Transaction metrics demonstrate robust growth, with 6,867 transactions totalling Php 19,187,189 (approximately \$500,000). October showed particularly strong momentum, with transaction volume increasing 43% and value growing 63% compared to September.



03. **bizmoLoan Revenue growth 13x**

On an annual quarterly comparative basis our September `24 to September `23 bizmoLoan revenue has grown by almost 13 times.

AI-enabled tools are being adopted to scaling bizmoLoan, automating loan processing and focus on the customer journey.



04. **Adoption of a New AI Innovation Advisory Board**

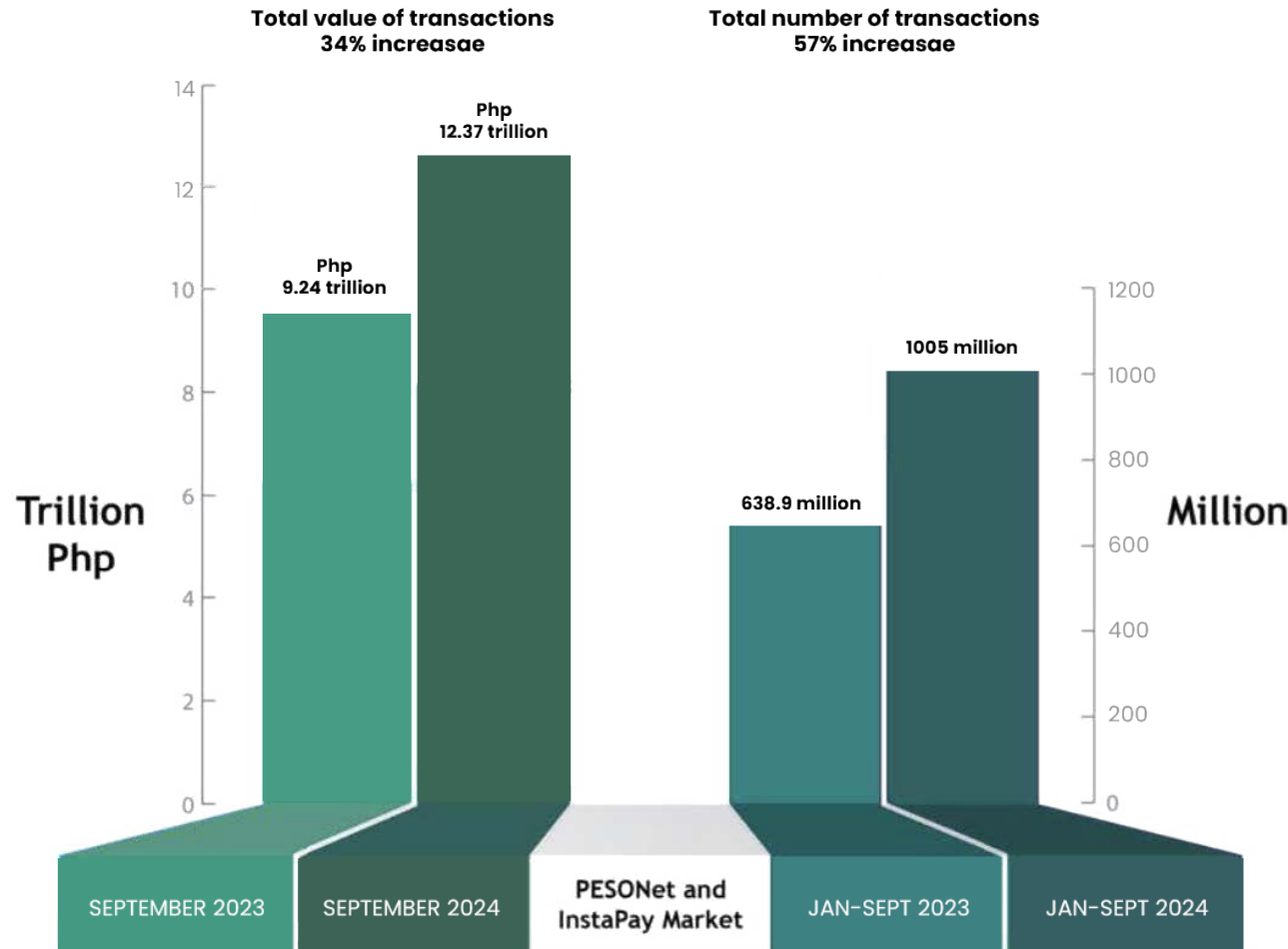
Realising that more capability is required to continue growth, PIL has created an Innovation advisory board to focus on micro-finance in the Philippines.

05. **RTGS**

Recent BSP accreditation for direct integration with PESONet and InstaPay, streamlining financial transactions and bolstering user adoption.



RTGS Market - PESONet & InstaPay Growth



Sustained double-digit growth rates in PESONet and InstaPay transactions comes amidst the accelerated adoption of digital banking transactions*

*<https://www.bworldonline.com/banking-finance/2024/10/29/631108/instapay-pesonet-transactions-jump-34-to-p12-37-trillion-as-of-september/>

Digital Payments in the Philippines

Projections indicate that **67% of retail transactions*** to be conducted digitally by the end of 2024

Key Developments in 2024



Increased Digital Payment Usage

Digital payment usage in the Philippines has risen by 33.1% in 2024, highlighting a significant shift towards cashless transactions.

(Philstar)



E-Commerce Growth

The e-commerce market is projected to grow by 19.6% in 2024, driven by consumer preference for online shopping and strong internet penetration.

(Electronic Payments International)



Card Payments Expansion

The card payments market is expected to surpass \$60 billion in 2024, indicating a robust increase in the use of cards for transactions

(Electronic Payments International)

*<https://www.bworldonline.com/banking-finance/2024/01/30/571984/digital-payments-may-make-up-67-of-total-retail-transactions-this-year/>

Sector Comparables

 PEPPERMINT INNOVATION



- ✓ Mobile Fintech Platform
- ✓ Licensed to offer EMI services and Non-bank lending
- ✓ Deployed in the Philippines
- Mkt. Cap ~ AU\$13m



- ✓ Mobile Fintech Platform
- ✓ Licensed to offer EMI services and Non-bank lending
- ✓ Deployed in the Philippines
- Raised US\$300m Nov `21 on a valuation of ~ US\$2b*



- ✓ Mobile Fintech Platform
- ✓ Licensed to offer EMI services
- ✓ Deployed in the Philippines
- Acquired for US\$200m** in Apr `22

*<https://news.abs-cbn.com/business/11/02/21/qcash-operator-mynt-raises-300-million-in-funding>

**<https://www.techinasia.com/gojek-sell-coins-ph-wei-zhou-binance-cfo#>

With the experience & dedication of our team...

Peppermint Innovation Limited (PIL) has an experienced and dedicated team based in the Philippines, crucial to advancing its goals of financial inclusion and technological innovation.

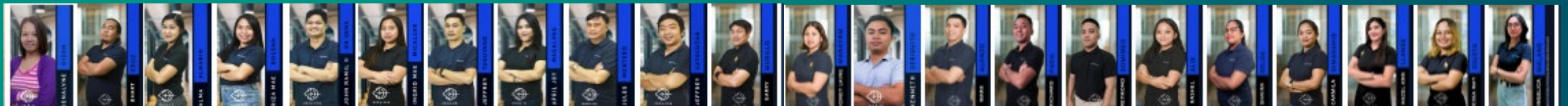
Key Responsibilities:

- Platform Development: Creating and refining the Peppermint Platform to offer innovative and accessible financial solutions.
- Local Market Engagement: Collaborating with partners and stakeholders to expand service reach and increase user adoption.
- Compliance Assurance: Ensuring operations meet local regulatory standards to build trust and maintain credibility.

Primary Focus:

- Delivering mobile payment, e-commerce, and financial service solutions.
- Supporting initiatives that bridge financial gaps for unbanked and underserved communities.

The Philippines team is at the heart of PIL's operations, leading the charge in deploying innovative technologies and forming partnerships that drive the delivery of inclusive and transformative financial services in the region.



Outlook for 2025

Scaling PCM App Adoption

Objective: Target full deployment of the Pinoy Coop Mobile (PCM) App across all 340+ cooperatives within the MASS-SPECC network, which could reach up to 3.4 million potential members.

Strengthening Market Position

Investment in Technology: Continued integration of AI and customer experience (CX) technology to streamline services and enhance the bizmoLoan platform, ensuring competitive differentiation.

Operational Efficiency and Core Market Focus

Sustained Cost Optimization: Maintain the cost-cutting measures implemented in 2024, which saved approximately AUD\$150,000 per quarter. These savings will support further investments in the growth of our core Philippines market operations.

AI and Data Transformation Strategic Program roll-out

Peppermint has made significant strides in automation and has laid the foundation for an AI and machine learning transformation.

Realising that more capability is required, PIL has established an Advisory board to attract the world's top talent to drive our micro-finance operations in the Philippines.



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