# Driving Digital Growth across the Filipino Cooperative Sector

PEPPERMINT INNOVATION

# DISCLAIMER

This presentation prepared by Peppermint Innovation Limited (Company) does not contain all the information that a prospective investor may require in connection with any potential investment in the Company and you should not read the presentation or any information in connection with it, as financial advice, financial product advice or advice relating to investment, taxation or legal matters. Nothing in this material should be construed as an offer to sell or a solicitation of an offer to buy securities. It does not include all available information and should not be used in isolation as a basis to invest in the Company.

All statements, other than those of historical fact, which address activities, events, outcomes, results, developments, performance or achievements that Peppermint Innovation anticipates or expects may or will occur in the future (in whole or in part) should be considered forward-looking information. In some cases, forward-looking information is identified by the use of terms and phrases such as "anticipate", "believe", "could", "estimate", "expect", "intend", "may", "plan", "predict", "project", "will", "would", and similar terms and phrases, including references to assumptions. Such information may involve, but is not limited to, comments with respect to expectations, planned operations or future actions. These forward-looking statements are based on currently available information as of the date of this presentation but are subject to known and unknown risks, uncertainties and other factors that may cause actual results, performance or achievements to be materially different from those expressed or implied by such forward-looking information. The forward-looking information contained in this presentation is expressly qualified by this cautionary statement and no representation or warranty express or implied, is made by the Company, or any of its directors, officers, employees, advisers or agents that any intentions, expectations or plans will be achieved.

A number of risks, uncertainties and other factors could cause actual results to differ materially from the results discussed in the forward-looking information, including, but not limited to, the following: risks associated with reliance on key personnel; financial health of Peppermint Innovation and its related cash flows; general industry and market conditions and growth rates; legislative and regulatory developments; general economic conditions and levels of economic activity; global financial conditions; financing risks; degree of competition in the industry; risks associated with the development of projects; changes in employee relations; and control of costs and expenses.

Forward-looking information reflects Peppermint Innovation's current beliefs and is based on information currently available to Peppermint Innovation and on assumptions it believes to be reasonable. The forward-looking information is made as of the date of this presentation and Peppermint Innovation assumes no obligation to update or revise such information to reflect new events or circumstances, except as may be required by applicable law. Prospective investors should not read forward-looking information as guarantees of future performance or results and should not place undue reliance on forward-looking information. Nothing in this presentation is, or should be relied upon as, a promise or representation as to the future.

# Corporate Structure

**$12.5M**
MARKET CAP

**$0.005**
SHARE PRICE

**2.51B**
SHARES ON ISSUE

$2 MILLION UNDRAWN OF $3 MILLION FACILITY

| | |
|---|---|
| TOP 20 SHAREHOLDERS | 39% |
| TOP 50 SHAREHOLDERS | 57% |
| TOP 100 SHAREHOLDERS | 69% |

**CHRISTOPHER KAIN**
MANAGING DIRECTOR & CHIEF EXECUTIVE OFFICIER

**ANTHONY KAIN**
EXECUTIVE DIRECTOR & CHAIRMAN

**NEAL CROSS**
NON-EXECUTIVE DIRECTOR & TECHNICAL INNOVATION CONSULTANT

**BRAD JONES**
ADVISORY BOARD – BUSINESS GROWTH & SCALE INNOVATION CONSULTANT

**SHASHANK PAWAR**
ADVISORY BOARD - AI & DATA TRANSFORMATION INNOVATION CONSULTANT

# Strategic Refocus: Scaling Across the Entire Cooperative Sector

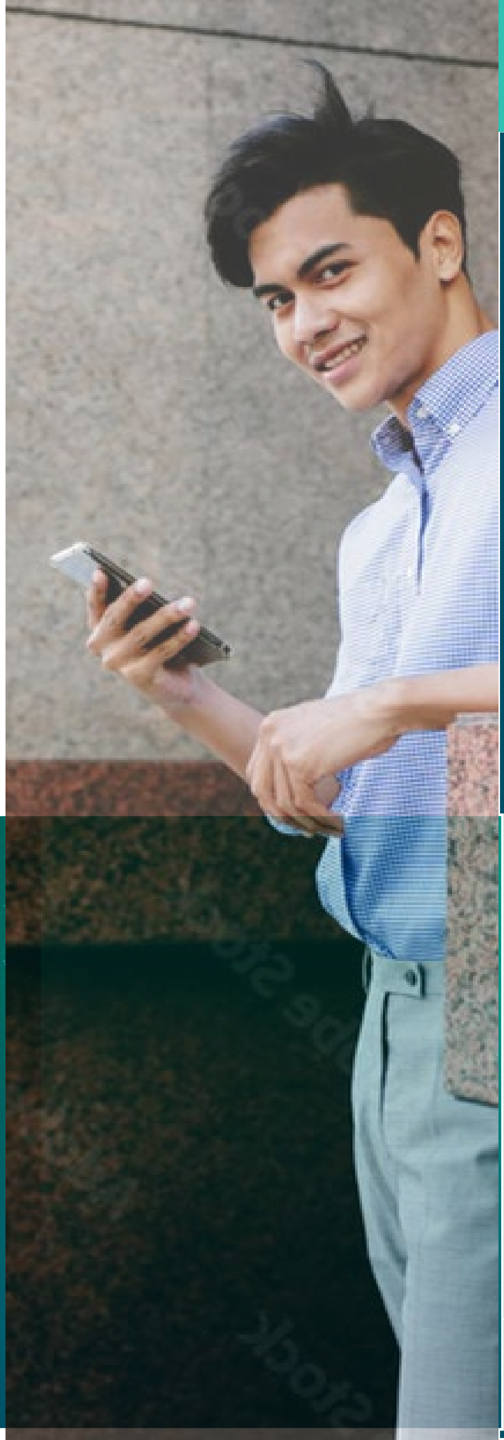
Peppermint Innovation is transforming into a pure-play digital wallet and payments operator built for national scale.

- The Philippines' **13.6+ million cooperative members**[1] represent one of the largest untapped digital financial ecosystems in Southeast Asia.
- Laser-focused on **scaling initially** from **3.4 million MASS-SPECC members**[2] to the entire Philippine cooperative network.

**NORTH STAR** | 10 transactions per user/month ≈ **$1 predictable revenue per user/month**

**GOAL** | Become the **digital wallet and payments platform of choice for all Filipino cooperatives.**

Source: [1] https://cda.gov.ph/updates/fy-2023-cooperative-statistics-2/
[2] https://mass-specc.coop/



# The Peppermint Platform: Anchored in a Highly Valued, In-Demand Regulatory Framework

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

Licenced by Central Bank of the Philippines (BSP)

LICENCE

## Finance Lending Company

Licenced by the SEC of the Philippines

LICENCE

## Operator of Payment Systems (OPS) & Merchant Acquiring

Licenced by the BSP

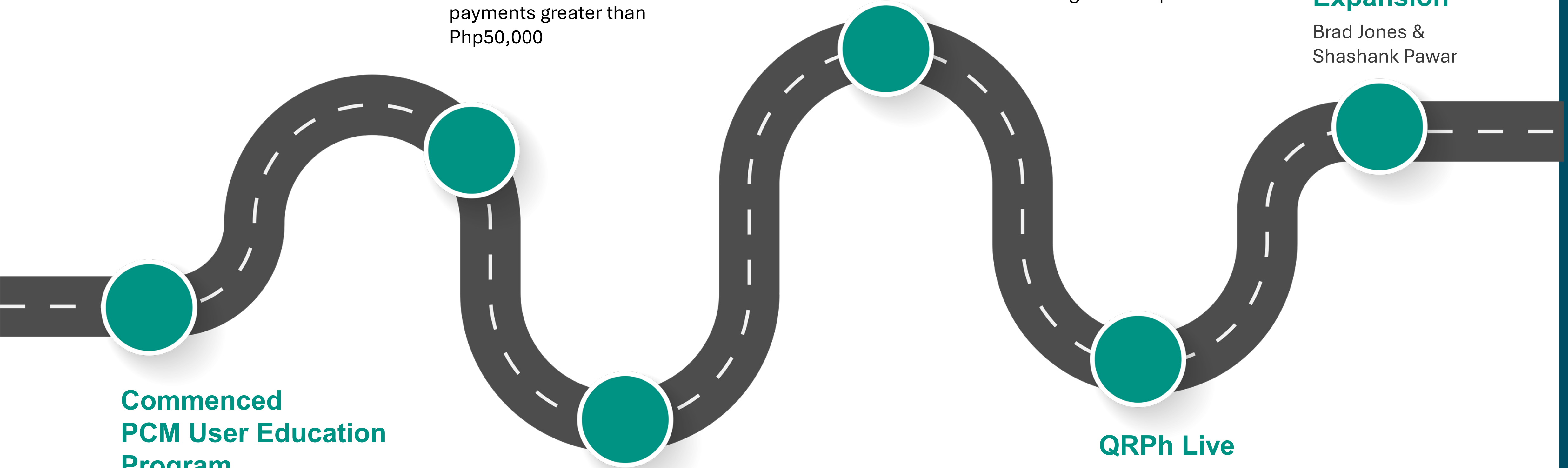
CERTIFICATE OF REGISTRATION (COR)

## Philippines Payments Management Inc. (PPMI) RTGS Membership InstaPay, QRPh, PESONet

Endorsed by the BSP

CERTIFICATE OF REGISTRATION (COR)

# Key Milestones (Past 12 Months)



### Commenced PCM User Education Program
Tipping point to network effect
User growth from 2k to 50k

### PESONet Testing
Batch processing of large payments greater than Php50,000

### InstaPay Live
Removes reliance on intermediaries / improves margins and ability to incentivise PCM Users

### BSP Merchant Acquiring Licence –
Opens the door to enabled Merchants and Cooperative offices to operate as payments centres utilising bizmoto platform

### QRPh Live
Provides direct from wallet payment and transfer capabilities via QR code

### Advisory Board Expansion
Brad Jones & Shashank Pawar

# Explosive Growth in Digital Payments
# A ₱14 Trillion ($250B+) Opportunity[1]

INSTAPAY

TRANSACTION VOLUME [3]

**↑859%**

**(51.5M→494M+ per month Jan 23 – Sep 25)**

TRANSACTION VALUE [3]

**↑192%**

**(₱347B→₱1,017B+ per month Jan 23 – Sep 25)**

PESONet

TRANSACTION VOLUME [4]

**↑37%**

**(7.4M→10M+ per month Jan 23 – Sep 25)**

TRANSACTION VALUE [4]

**↑89%**

**(₱608B → ₱1.15B, per month Jan 23– Sep 25)**

MARKET SIZE

**₱14T (~USD $250B)**

**8X** larger than international remittances

Philippines is Asia's digitalisation hotspot ... poised to be a US$1trillion economy by 2033 [2]

INVESTOR BRIEFING

## Why This Matters for Peppermint

- Direct Integration: InstaPay & QRPh live; PESONet "testing" next
- EMI-Licensed bizmoto Wallet: Seamless send/receive across the Philippines
- Scale Potential: 8× larger addressable market than remittances

Source: [1] https://www.bworldonline.com/banking-finance/2024/11/29/638126/instapay-pesonet-transactions-rise-to-p13-9-trillion-at-end-oct/
[2] https://www.spglobal.com/marketintelligence/en/mi/research-analysis/philippines-on-track-to-become-one-trillion-dollar-economy-by-2033.html

[3] https://www.bsp.gov.ph/PaymentAndSettlement/Instapay.pdf
[4] https://www.bsp.gov.ph/PaymentAndSettlement/PESONet.pdf

# Immediate Market Opportunity - Cooperative Sector

**13.6M**
Total Filipino Individual Cooperative Members[1]

**20,000+**
Cooperatives – Large, Medium, Small and Micro [1]

ACCESSIBLE NOW

**3.4M**
MASS-SPECC Individual Members [2]

**366**
MASS-SPECC Member Cooperatives

Sector remains **largely manual**, creating a major opportunity for **digital transformation**

**945 large** and **2,567 medium** co-ops are driving most of the Cooperative sector's financial activity

## Digital Wallet Boom - A Structural Shift [4]

- 91 % of Filipinos use digital financial services; **77 % use e-wallets**
- 35% opened an e-wallet before a bank account (47 % of Gen Z)
- Philippines is **#2 in Southeast Asia** for e-wallet adoption (87 % usage) [5]

## Multi-Billion-Dollar Growth Curve [3]

- **73 M+ e-wallet** accounts **& ₱2.9 transactions** in **2023**
- Accounts to **exceed 80 M by 2025**
- Market value to **grow** from **USD $4.4B** in 2025 **to $6.2B** by 2029 (8.8 % CAGR)
- E-wallets are now the **default way Filipinos pay, save and move money**

## BSP Policy Objective ~ Digital Transformation of Co-Op's

- Bangko Sentral ng Pilipinas (BSP) actively pursuing a strategy to digitally transform the Co-Op sector
- The BSP supportive innovations enabling cooperatives to provide e-wallet financial services to their members
- BSP's efforts aim to position the Co-Op sector as a key player in the Philippines' digital economy

Source: [1] https://cda.gov.ph/updates/fy-2023-cooperative-statistics-2/
[2] https://mass-specc.coop/
[3] https://fintechnews.ph/67153/e-wallets/top-ewallets-in-the-philippines-2025/
[4] https://backendnews.net/transunion-e-wallets-is-first-financial-product-for-many-filipinos/?utm
[5] https://fintechnews.ph/67153/e-wallets/top-ewallets-in-the-philippines-2025/

# Growth Engine Engaged:
## Users and Activity Deepening in Tandem



Explosive 12 Month Growth

**2,271** Registered Users (Aug 2024) → **47,540** Registered Users (Aug 2025)

**₱650M ~ $17M**

Total Transaction Value (TTV)

Average Monthly Cumulative Growth Rate ~

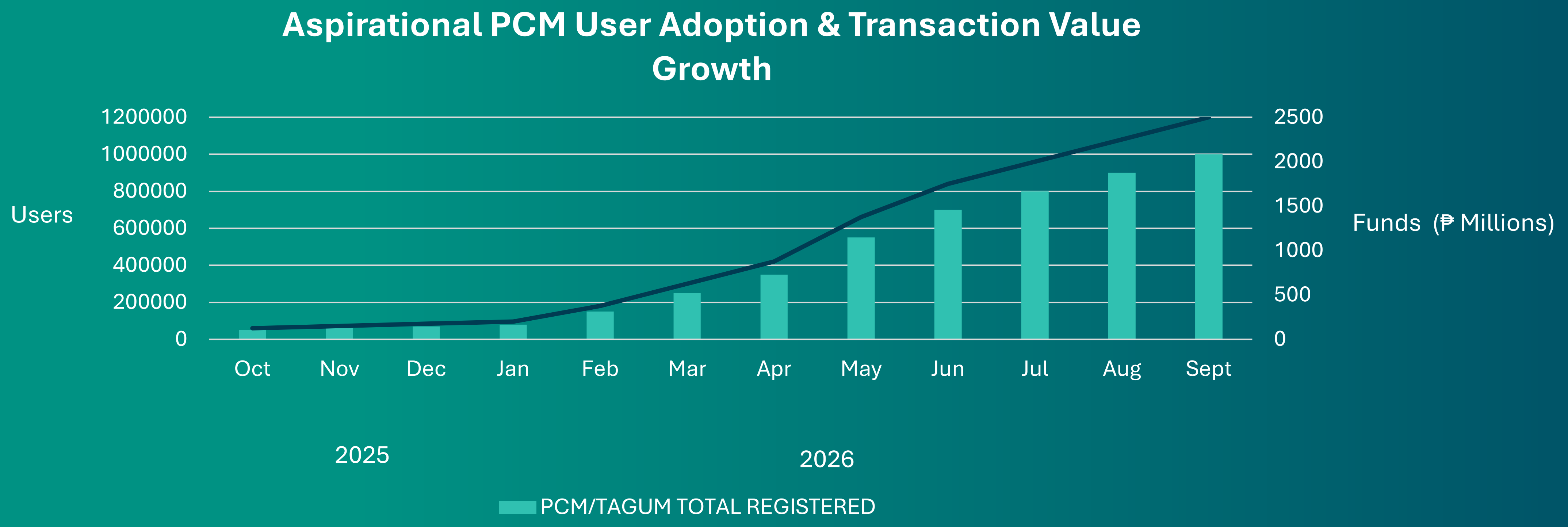
**25%**

## Why Co-operatives Are Key to Growth

- **Trusted Community Networks –** The Philippines has 20,000+ co-ops serving 13.6M+ members, making them the primary financial access point in rural areas
- **Access to the Unbanked –** With 44% of Filipinos unbanked, co-ops act as a trusted financial gateway for digital services
- **Built-in Financial Literacy –** Co-ops ensure high user engagement, making digital finance adoption seamless & scalable
- **Digitial Financial Inclusion** – BSP policy is driving digital services and financial inclusion to replace manual operations

# From Growth to Tipping Point

## Target ~ 10x in 12 Months




### Network Effect Phase Transition

- Moving from Seeding & Early Growth → Tipping Point & Scaling
- Expect accelerating, compounding adoption as cooperative network deepens

### Prudent Ambition

- Forecasts are conservative and subject to variation
- Ambition: 10× the business within 12 months while avoiding over-promising

# Growth Strategies ~ Multi-Program Approach

## Cooperative Onboarding at Scale

Roll out the Pinoy Coop Mobile (PCM) app across MASS-SPECC and partner co-ops (3.4 M+ known members)

Bulk sign-ups through cooperative events and branch-led campaigns

Creates an immediate, low-cost pipeline of registered & active users


## Community Marketing & Engagement

Grassroots campaigns: SMS, local events, newsletters, social media

Education and trust-building to convert registrations into high-frequency users

Encourages wallet top-ups, bill pay, and merchant payments

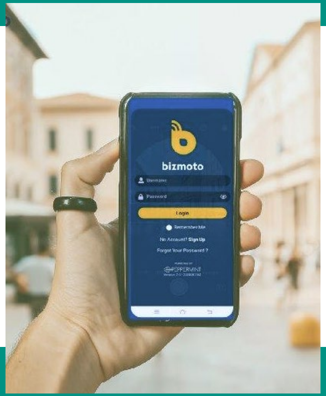

## Product & Platform Enhancements

QR code sign-up and push notifications to drive activation and repeat use

Improved UI/UX and new digital payment services (e.g. bill payments, micro-insurance) to drive transaction frequency

Specialised product discounts only available to PCM users (e.g. Medicine & Pharma)

# User Acquisition & Engagement Drivers




**A digital wallet must provide thousands of accessible physical cash-in and cash-out locations, backed by reliable nationwide digital integrations.**

## How Peppermint Achieves this:

### Expanding Physical Network

- Strategic partnerships with leading financial services firms and cooperative branch offices are set to unlock thousands of 24/7 access points across the country.
- Providing physical payments terminal & OTC cash-in/out network
- Result: A nationwide presence that matches the scale and convenience of major e-wallet players.

### Digital Interoperability – Real-Time Money Movement

- InstaPay (live) → wallet-to-bank and bank-to-wallet transfers instantly
- QR Ph (live) → universal QR merchant acceptance and wallet interoperability
- PesoNet (testing) → larger interbank transfers for higher-value needs
- Result: frictionless digital cash-in/out across the entire financial ecosystem

### Cooperative Channel – Trusted Digital Wallet Services

- Deployed with MASS-SPECC and partner co-ops → 3.4M known members
- MASS-SPECC and partner co-ops endorsements and platform support provide white-label opportunities
- Builds loyalty and repeat usage with lower customer acquisition cost
- Target Philippines Cooperative sector → 13.6M members Nationwide

# Revenue Drivers

Peppermint's licences and payment rails translate directly into **multiple, compounding revenue streams.**
Every cooperative member on-boarded, and every transaction processed brings the company closer to its **North Star: 10 transactions per user/month = ~$1 of predictable revenue per user/month.**



## 01.

### Direct Transactions

- InstaPay (live) – ~AUD $0.15 per txn, ~50 % margin uplift
- QR Ph (live) & PesoNet (next) – universal QR & higher-value transfers
- Bill Payments, Eload, Micro-Insurance services
- Loan payments & disbursements
- Recurring, high-margin fees on every payment

## 02.

### Merchant & Cooperative Acquiring

- Exclusive access to MASS-SPECC & partner co-ops
- 3.4 M+ members – a captive base competitors can't match
- 13.6M+ members across Philippines Cooperative Sector
- OFW families are heavily represented in co-ops → natural channel to capture last-mile remittances

## 03.

### Growth in Digital Payments Market

- Digital Payments Market is now valued at $250B and growing
- Driven by growth in InstaPay and PESONet transactions
- Direct credit to bizmoto wallets → instant funds, higher balances
- Drives more domestic transactions (loans, P2P, bills)
- USD $36B+ OFW remittance market[1]

Source: [1] https://www.pids.gov.ph/details/news/in-the-news/ofw-remittances-hit-all-time-high-of-38-3b

## 04.

### Digital Credit (Future Upside)

- AI-driven loan origination and credit scoring
- Optimise Co-op microfinance lending operations
- Estimated 40-60% of co-op members access loans
- Credit issuing co-ops have circa ₱500–600B (USD$8.6B-10.3B) in total active loans receivable

# Competitive Moat ~ From Opportunity to Execution



## Licences & Digital Rails

- Electronic Money Issuer (EMI) & Operator of Payment Systems (OPS) licences already in place
- Direct InstaPay and QR Ph live; PesoNet next
- Incoming funds can flow straight into bizmoto wallets or PCM cooperative accounts

## Unique Cooperative Distribution

- Exclusive access to MASS-SPECC & partner co-ops 3.4 M+ members – a captive customer base
- Revenue share model that digitises co-ops and engages their members
- Endorsement of proven PCM platform to the wider co-op sector to access 13.6+M members

## Proven Traction

- PCM users up 4.5× in six months with rising transaction volume and value every quarter
- Demonstrated ability to convert registrations into recurring transactions

## Low-Cost, Sticky Growth Model

- Community-based onboarding and trusted co-op relationships deliver
- Lower customer acquisition cost (CAC)
- Higher retention and repeat usage than mainstream fintech apps

## Framework to scale digitization within the Cooperative Lending Sector

- Members accessing microfinance from co-ops plays a vital role in financial inclusion, especially for rural and underserved populations
- Co-op members across the Philippines represent more than 10% of the current population of 112 million[1]
- Estimated that up to 40-60% of Cooperative members access loans which equates to 6 to 10 million borrowers via Co-Op's[2]
- Credit issuing cooperatives have circa 2–3 million active borrowers, based on 2023 CDA reports showing ₱500–600B (USD$8.6B-10.3B) in total loans receivable[2]

Source: [1] https://psa.gov.ph/content/2024-census-population-popcen-population-counts-declared-official-president
[2] https://cda.gov.ph/cda-updates/statistics/

# North Star

## Driving Recurring Revenue and Shareholder Value


### Market Ready

- PCM  mobile app deployed and proven / built on bizmoto & powered by Peppermint
- Nationwide cash-in/cash-out access and digital rails (InstaPay, QR Ph, PesoNet) fully established

### North Star Metric

- Every monthly active user making 10 transactions = ≈ $1 predictable revenue per month
- Multiple income streams – transactions, merchant acquiring, remittances, future digital lending – all feed this target

### Scaling Revenue Scenarios

- 100k MAUs → ~$100k/month → ~$1.2M/year
- 500k MAUs → ~$500k/month → ~$6M/year
- 1M MAUs → ~$1M/month → ~$12M/year
- Recurring, high-margin revenue supports expanding EBITDA and free cash flow

### Growth Engines Engaged

- Mass Specc Cooperative onboarding gives immediate reach to 3.4M+ members
- Community marketing & platform enhancements drive adoption and transactions
- Digital Platform of choice for 13.6M+ cooperative members Nationwide, built on PCM service delivery & performance

# CONTACT US:

**Chris Kain**
Managing Director & CEO
Peppermint Innovation
chris.kain@pepltd.com.au
+61 8 6255 5504

**Paul Berson**
Investor Relations
Corporate Storytime
paul@corporatestorytime.com
+61 421 647 445


PEPPERMINT INNOVATION