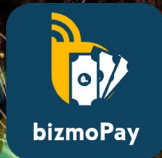
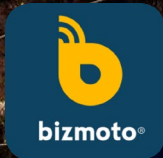




Payments | Delivery & Logistics | E-Commerce | Financial Services

CEO PRESENTATION | AGM 29 NOVEMBER 2019 | ASX: PIL







## 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.



## COMPANY OVERVIEW



ASX: PIL	
Listed shares:	987,582,463
Performance shares:	100,000,000
Total ordinary shares:	987,582,463
Share Price:	A\$0.011
Market Capitalization:	A\$11m
No. of Shareholders	1,068
Top 20 Shareholders	51.43%

- FinTech targeting mobile payments, e-commerce, delivery & logistics and financial services
- Focussed on Developing World countries and providing services to the unbanked, underbanked and diaspora
- Deliver an innovative technology solution to facilitate financial inclusion, micro business enterprise and consumer convenience
- Provide secure payments, a seamless shopping experience, real and on-demand services, and soon alternative consumer loans via a mobile phone application
- Technology platform deployed and commercially proven in the Philippines, where we have;
  - deployed the non-bank sector focussed bizmoto business, an evolving ecosystem of mobile app accessible services
  - delivered a white label mobile app banking platform, adopted by the banking sector



RECOGNISED TECHNOLOGY PLATFORM



**Inclusive**  
**Fintech 50**  
Emerging fintechs for financial inclusion

- Named one of the Top 24 Fintech start-ups by Forbes Philippines in 2016
- Winner of Fintech Australia Award “The Finnie” for Excellence in Financial Inclusion (Social Good) 2017
- Winner of Inclusive Fintech 50 Award, one of 50 companies selected from 400 applicants globally recognised for driving financial inclusion in 2019

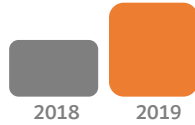


## YTD 2019 KEY METRICS



**\$810,000**

Cash Receipts

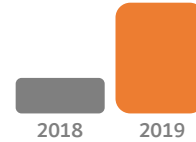


2018 – \$499,000

**↑ 62%**

**689,494**

Platform Transactions

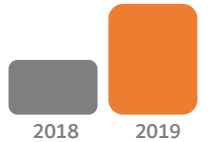


2018 – 193,308

**↑ 256%**

**59,824,794**

Transaction Value (Php)



2018 – 25,343,475

**↑ 136%**



# WHY THE PHILIPPINES?

IMMEDIATE MARKET FOCUS WITH MASSIVE GROWTH POTENTIAL

108M

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



## PAYMENTS IN THE PHILIPPINES

Better Than Cash Alliance estimates:

Filipinos make around

**2.5B**

Payments per month<sup>1</sup>

Adults make approx.

**64**

payments per month<sup>1</sup>

Valued at

**\$US 74B**

a month<sup>1</sup>

ONLY 1% of current payments are electronic – the remainder done in cash & cheque payments<sup>2</sup>

1. Source: [www.betterthancash.org](http://www.betterthancash.org)

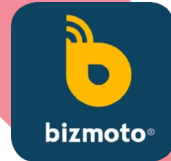
2. Source: Ericsson South East Asia and Oceania regional Ericsson Mobility Report



# BIZMOTO – A SOLUTION & OPPORTUNITY FOR THE UNBANKED

## PAYMENTS

bizmoto agents offer bill payment, buy load and cash transfer services

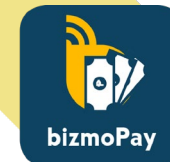


## E-COMMERCE

bizmoTinda is an e-commerce platform accessible to agents, merchants and consumers alike

## DELIVERY & LOGISTICS

bizmoGo riders provide on-demand curbside delivery and logistics services



## FINANCIAL SERVICES

bizmoPay to provide alternative short term consumer loans







## PLATFORM ROLLING OUT

PEPPERMINT INNOVATION

### PHASE 1



JUL 2018



JAN 2019



APR 2019

### PHASE 2



Q1 2020

### PHASE 3

REGULATORY LICENSING:

VIRTUAL CURRENCY EXCHANGE (VCE)  
ELECTRONIC MONEY ISSUER (EMI)



# BUILDING A COMPREHENSIVE MICRO ENTERPRISE PLATFORM



## ACTIVE



PAY BILLS



DELIVERY SERVICES



ELOAD & EPIN TOP UP



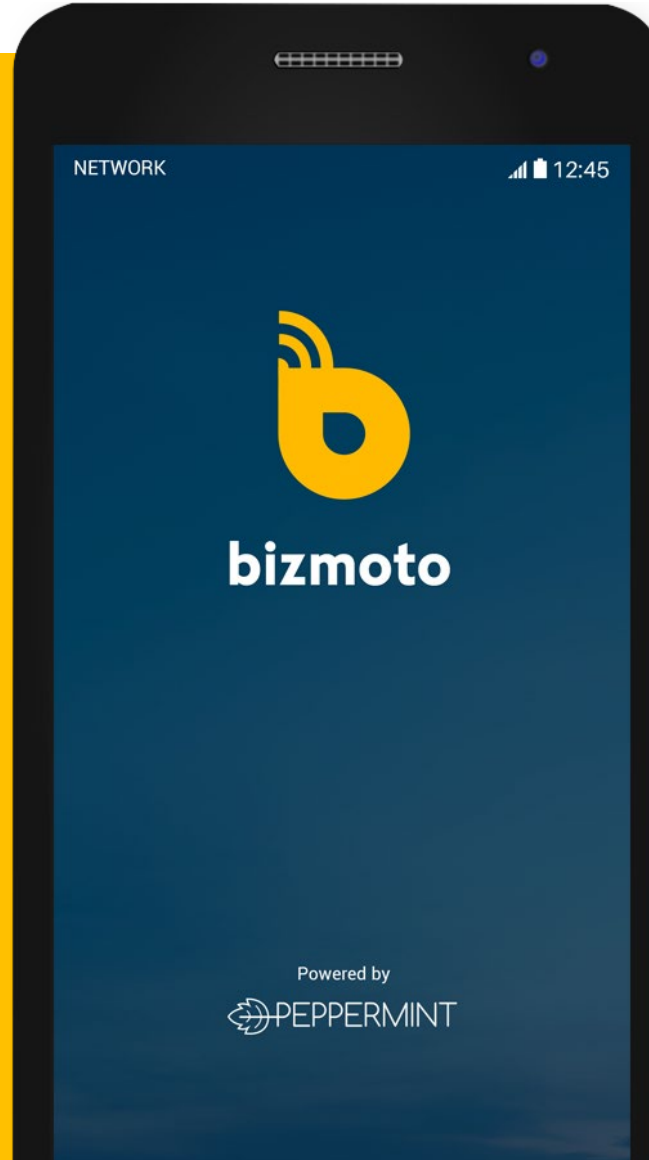
PAYMENT SERVICES



PRODUCT SALES



E-COMMERCE NETWORK HUB



## PIPELINE



TRAVEL BOOKING



MICRO INSURANCE



RIDE SHARING



MICRO FINANCING



MICRO HEALTH



BLOCKCHAIN INTEGRATION

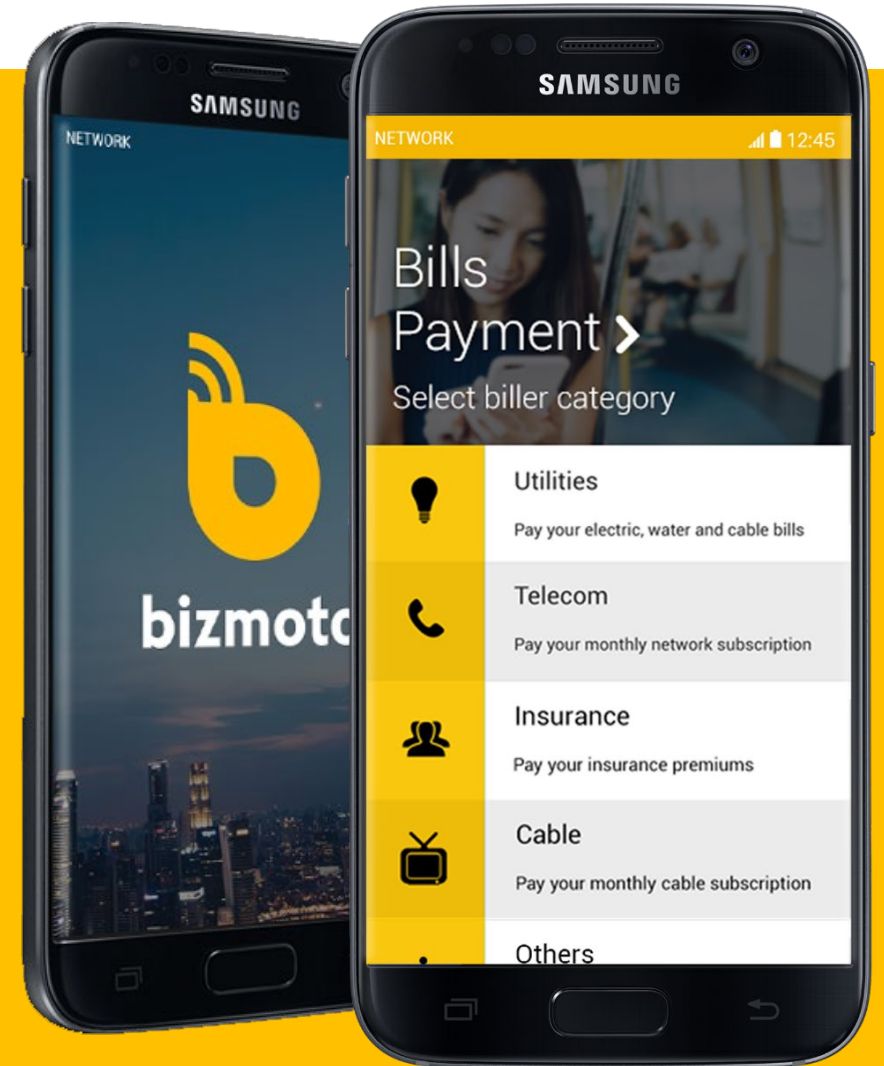




## BIZMOTO AGENT NETWORK



- Under the brand “bizmoto” a mobile payment system used by duly accredited agents
- In-house agent network and distribution channel
- Micro business start-up opportunity
- Flexibility and convenience with 24/7 access to services
- Bill payments, Eload and cash transfer services offered
- Over 18,000 registered agents
- Integration with bizmoPay to allow an agent to apply for a loan to establish a bizmoto micro-business
- Targeting 100,000 registered bizmoto agents in 12 months

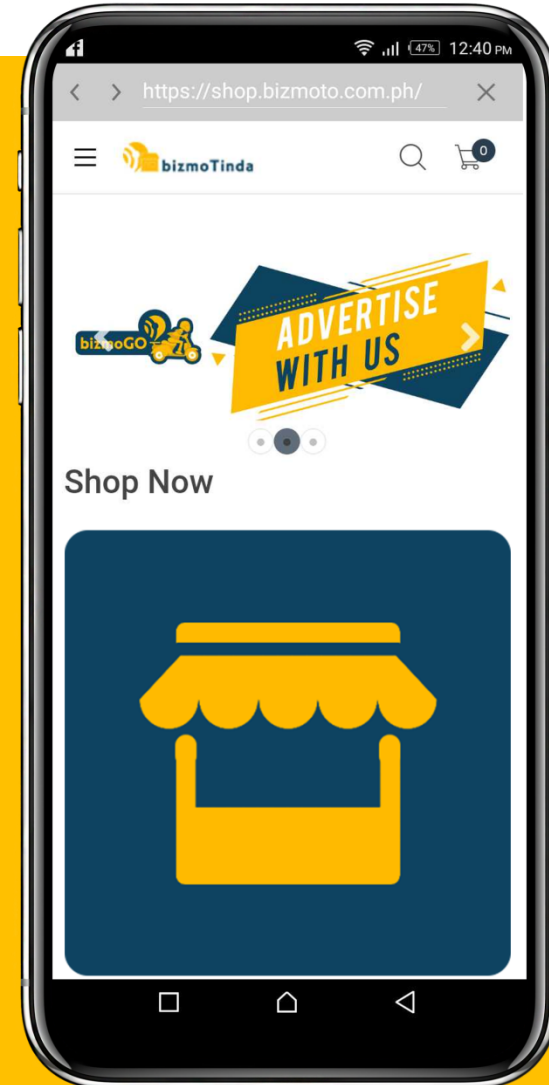




## SEAMLESS & INTEGRATIVE SHOPPING EXPERIENCE



- E-commerce platform available to bizmoto agents and also the general public via mobile app and on-line
- bizmoto agents can list their products providing exposure and maximising consumer reach
- New items being added online each week
- 272 independent registered Merchants to date
- Delivery options available through bizmoGo operators
- bizmoPay will look to provide buy now pay later loans to enable e-commerce transactions
- E-Commerce market in the Philippines is predicted to grow to US\$21 billion in 2025\*



\* [www.janio.asia/articles/what-s-driving-ecommerce-in-the-philippines/#single\\_step\\_12](http://www.janio.asia/articles/what-s-driving-ecommerce-in-the-philippines/#single_step_12)

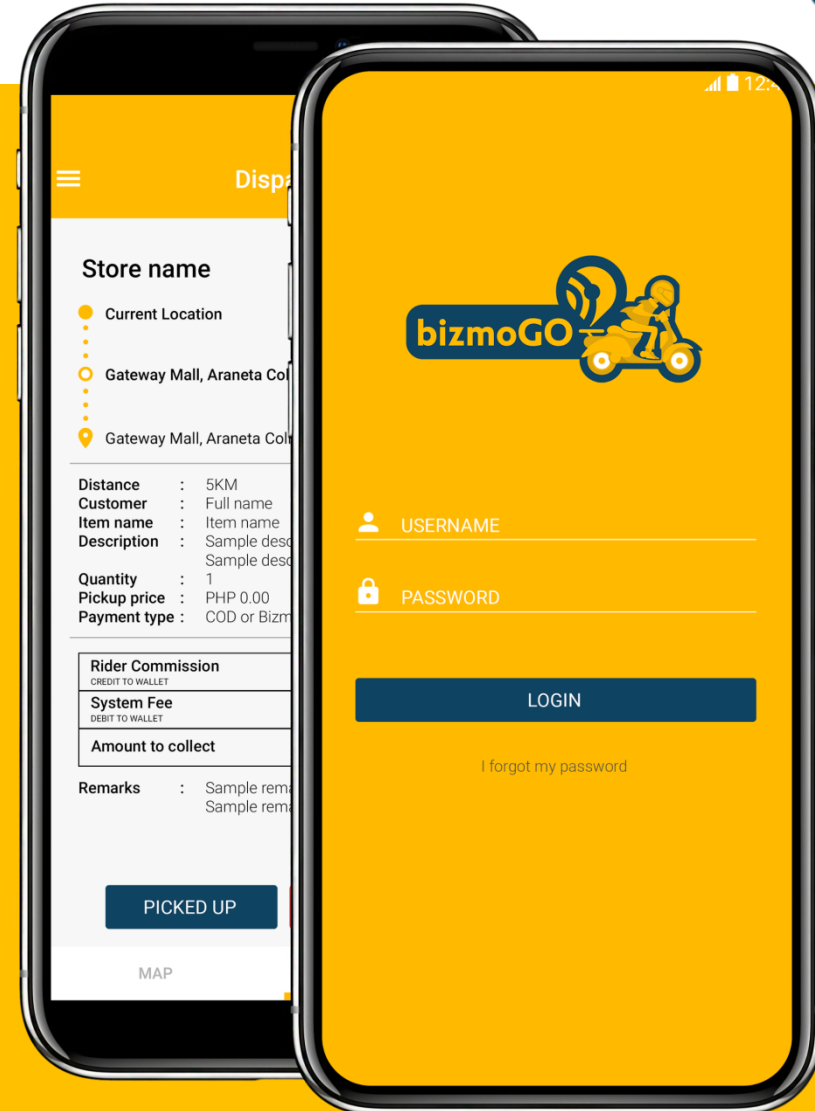




## ON-DEMAND SERVICES



- bizmoGo riders offer delivery & logistics services in addition to bizmoto agent services
- Delivery & logistics services available on-demand via the bizmoGo app
- Pilot commenced in April 2019, currently operating across three regional areas in the Philippines
- 55 pilot bizmoGo riders registered
- Food delivery most popular service to date
- To be integrated with bizmoPay to provide finance to approved agents to purchase a motorcycle and become a bizmoGo rider





bizmoto delivers trusted and convenient services via an innovative technology platform that facilitates micro enterprise and creates financial inclusion



bizmoto®



bizmoGO



bizmoTinda





## BIZMOTO SERVICES YTD 2019 KEY METRICS



18,170

bizmoto Agents

2018 – 7,817

↑ 132%



262

bizmoTinda Merchants

2018 – 0

GROWTH



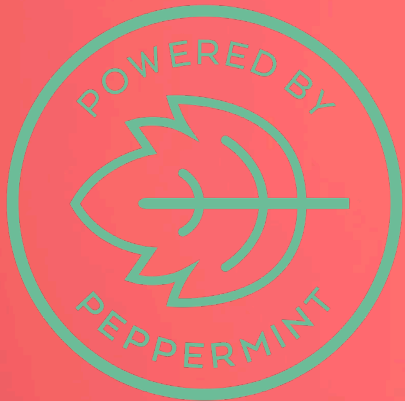
55

bizmoGo Registered Riders

2018 – 0

GROWTH

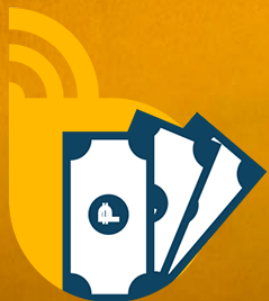
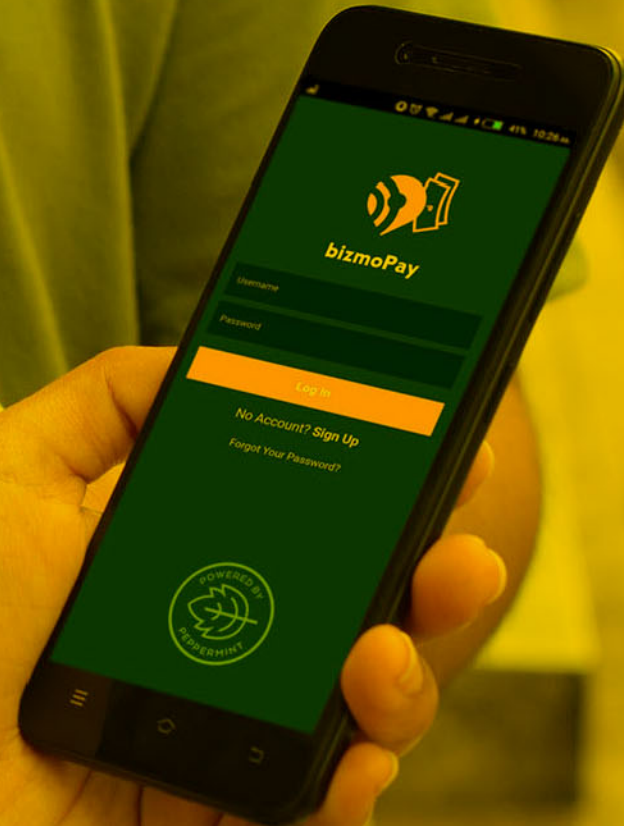
Since becoming a “Bizmoto Agent” I have created new opportunities for my family and earning more than ever! Servicing hundreds of people per week with cash transactions from my device.





## Target Launch Q1 2020

Expected to provide a significant growth stimulus for existing bizmoto services



**bizmoPay**

 PEPPERMINT INNOVATION



## ALTERNATIVE CONSUMER LENDING



- bizmoPay will provide alternative short term consumer loans, encompassing BNPL services via the bizmoto mobile app
- Small ticket loans targeting the low to middle income market segments with no formal credit or banking history in the Philippines
- Launching operations based on the high smartphone penetration rate, robust economic fundamentals, and large unbanked population
- Ready to launch and now raising \$1.5m capital to commence operations
- Alternative consumer lending market in the Philippines is growing rapidly where 70% of the population are unbanked.
- The consumer finance market in the Philippines was valued at Php1.57 trillion (USD\$31.4 billion) in 2018 and is growing 17% circa annually\*
- Philippine economy has grown historically by circa 6% annually for the last five years, with this growth rate forecast to continue in the next 5 years
- Economic growth coupled with widespread mobile internet usage (almost 86% use the internet via mobile devices) sees a growing number of middle-class Filipinos ready to finance their expenses through mobile phone app lenders

\*[www.bworldonline.com/toward-a-more-robust-and-transparent-consumer-lending/](http://www.bworldonline.com/toward-a-more-robust-and-transparent-consumer-lending/)



- Commenced mobile app based lending operations in 2018
- Mobile app pera247
- Targets unbanked and underserved Filipinos
- Small ticket, unsecured short term consumer loans to unbanked and underbanked Filipinos with little to no credit history
- Reporting recently after 12 months of pera247 operations;
  - Delivered over USD\$3 million in loans, average loan size US\$100
  - Repeat customer rate of 50-70% repeat
  - Aiming to end 2019 with 100,000+ loans issued
  - Processing 100,000 applications a month
  - 500,000+ mobile app downloads per Google play
  - Acquired users at a rate of 20,000 per month per Google play



In three years

- Targeting 1,000,000 app downloads
- 100,000 loans issued
- AUD\$30 million of loans disbursed

#### References:

[www.bworldonline.com/digital-lending-firm-asiakredit-sees-50-loan-growth-this-year/](http://www.bworldonline.com/digital-lending-firm-asiakredit-sees-50-loan-growth-this-year/)  
[www.asiakredit.com/news-and-team-articles/8/Former%20basketball%20player%20changes%20Philippine%20lending%20sector](http://www.asiakredit.com/news-and-team-articles/8/Former%20basketball%20player%20changes%20Philippine%20lending%20sector)

[www.asiakredit.com/news-and-team-articles](http://www.asiakredit.com/news-and-team-articles)  
[www.bworldonline.com/the-naked-brand-transparency-in-fintech/](http://www.bworldonline.com/the-naked-brand-transparency-in-fintech/)  
[www.play.google.com/store/apps/details?id=versluisant.kredit24&\\_branch\\_match\\_id=715533373007355510](http://www.play.google.com/store/apps/details?id=versluisant.kredit24&_branch_match_id=715533373007355510)



## ASX LISTED BNPL COMPANIES PERFORMANCE & VALUATION



Company	ASX Code	FY Performance	Mkt Cap	Revenue \$AUD	EBITDA	Active Users
Afterpay Touch Group Ltd	APT	2018	2.02b	142.3m	9.7m	3.1m
		2019	7.99b	251.6m	35.5m	4.6m
Zip Co Ltd	Z1P	2018	256m	40.4m	(8.8m)	700k
		2019	1.46b	84.2m	9.2m	1.3m
Splitit Payments Ltd	SPT	2019	244.49m	US\$798k	US\$(3.8m)	235k

### Source:

APT Mkt Cap

2/12/2019 - [www.asx.com.au/asx/share-price-research/company/APT](http://www.asx.com.au/asx/share-price-research/company/APT)

30/06/2018 - [www2.commsec.com.au/quotes/?stockCode=APT#/financials/company](http://www2.commsec.com.au/quotes/?stockCode=APT#/financials/company)

Z1P Mkt Cap

02/12/2019 - [www.asx.com.au/asx/share-price-research/company/Z1P](http://www.asx.com.au/asx/share-price-research/company/Z1P)

30/06/2018 - [www2.commsec.com.au/quotes/?stockCode=Z1P&exchangeCode=ASX#/financials/company](http://www2.commsec.com.au/quotes/?stockCode=Z1P&exchangeCode=ASX#/financials/company)

SPT Mkt Cap:

02/12/2019 - [www.asx.com.au/asx/share-price-research/company/SPT](http://www.asx.com.au/asx/share-price-research/company/SPT)

APT Figures

<https://www.afterpaytouch.com/images/28082019-FY2019-Results-Presentation.pdf>

<https://www.afterpaytouch.com/images/FY2018-Results-Presentation.pdf>

Z1P Figures

<https://www.asx.com.au/asxpdf/20190822/pdf/447qsw72r517n.pdf>

<https://www.asx.com.au/asxpdf/20180807/pdf/43x4bxtk0l6rct.pdf>

SPT Figures

<https://www.asx.com.au/asxpdf/20191029/pdf/44b00b86sf1rbv.pdf>





# WE ARE JUST GETTING STARTED!



There is an estimated US\$920billion+ in annual payment value across these four key sectors of focus

bizmoto is uniquely placed to penetrate all sectors given its established, and evolving, ecosystem of services

References:  
[www.datareportal.com/reports/digital-2019-e-commerce-in-the-philippines](http://www.datareportal.com/reports/digital-2019-e-commerce-in-the-philippines)  
[www.bworldonline.com/toward-a-more-robust-and-transparent-consumer-lending](http://www.bworldonline.com/toward-a-more-robust-and-transparent-consumer-lending)

[www.betterthancash.org](http://www.betterthancash.org)  
[www.statista.com/outlook/368/123/ride-hailing/philippines](http://www.statista.com/outlook/368/123/ride-hailing/philippines)  
[www.statista.com/outlook/374/123/online-food-delivery/philippines](http://www.statista.com/outlook/374/123/online-food-delivery/philippines)



# GLOBAL MARKET COMPARISONS - NON-BANK PLATFORMS



<p><b>2007</b> Launched in Kenya</p>	<p><b>2012</b> Founded in Malaysia In 2012 Grab taxi app 'My Teski'</p>	<p><b>2010</b> Launched in Jakarta, Indonesia with 20 motorcycle drivers</p>	<p><b>2004</b> Established in HangZhou, by Alibaba</p>	<p><b>2011</b> Tencent launched the Weixin messaging app. it was later on renamed as WeChat (in 2012)</p>
<p><b>2013</b> Circa US\$252 million revenue 17.1 million subscribers</p>	<p><b>April 2014</b> The company secured more than US\$10 million in series A funding from Vertex Venture Holdings</p>	<p><b>Mid-2015</b> One of Indonesia's most downloaded apps. In its first 14 months, the app logged 100 million transactions.</p>	<p><b>Q4:2016</b> Alipay had a 54% share of China's US\$5.5 trillion mobile payment market, by far the largest in the world</p>	<p><b>Q1:2017</b> Approximately 40% share of mobile transaction value of China's mobile payment market</p>
<p><b>Today</b> Fully integrated mobile financial services platform</p>	<p><b>2018</b> Mobile app offers ride sharing, food delivery, logistics services and mobile wallet. Valued at US\$6 billion.</p>	<p><b>2018</b> Over 1 million drivers and offers 18 app-based on demand services. Valued at US\$5 Billion.</p>	<p><b>2017</b> 520 million registered users</p>	<p><b>2017</b> Reached 650 million monthly active users</p>

Source:

[www.en.wikipedia.org/wiki/M-Pesa](http://www.en.wikipedia.org/wiki/M-Pesa)  
[www.en.wikipedia.org/wiki/Gojek](http://www.en.wikipedia.org/wiki/Gojek)

[www.en.wikipedia.org/wiki/Grab\\_\(company\)](http://www.en.wikipedia.org/wiki/Grab_(company))  
[www.en.wikipedia.org/wiki/Alipay](http://www.en.wikipedia.org/wiki/Alipay)

[www.en.wikipedia.org/wiki/WeChat#WeChat\\_Pay\\_payment\\_services](http://www.en.wikipedia.org/wiki/WeChat#WeChat_Pay_payment_services)



## ESTABLISHED TECHNOLOGY PLATFORM PROVIDER ~ BANKING AND COOPERATIVE SECTOR

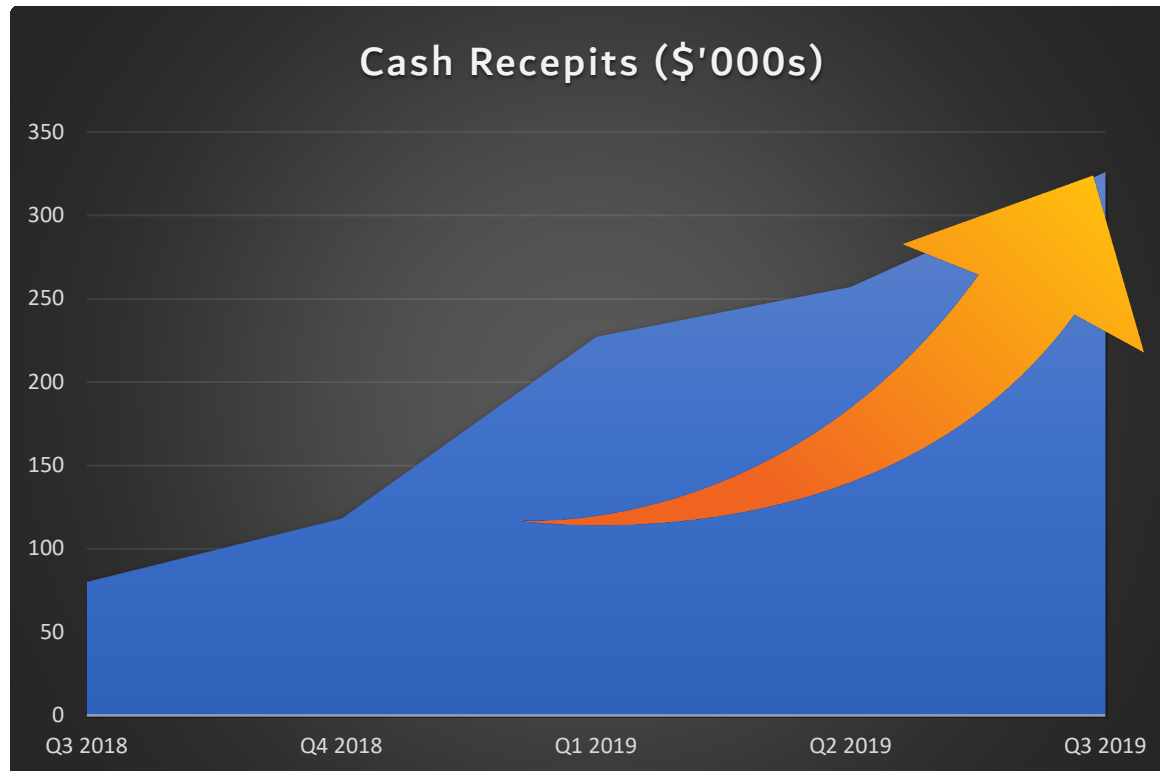
- White label mobile banking and payments app commercially deployed with UCPB
- Developed BSP mandated IBFT PESONet and InstaPay platforms for UCPB
- Targeting Regional, Rural and Thrift banks to deliver BSP mandated IBFT platforms plus mobile payment solutions, endorsed by BancNet
- First three banks signed up with more to follow in 2020
- Developed mobile app and web tool to manage conditional cash transfers for MASS-SPECC one of the largest Co-Op federations in the Philippines
- Developed mobile app and web tool for CHMF to automate delivery of health services
- Opportunities with wider Co-Op sector to roll out our mobile banking payments







## A BUSY 12 MONTHS



- 4 consecutive quarters of double digit cash receipts growth
- 18,000 plus registered bizmoto agents
- 55 registered bizmoGo riders
- 272 registered e-Commerce Merchants with bizmoTinda
- Three new banks signed to adopt our mobile banking platform
- Continued MBS technology platform development and deployment for UCPB, a tier one bank



## PEPPERMINT IN SUMMARY



- Solution for the Developing World
- Established & commercially proven technology platform
- Growing revenue stream & low cost operation
- Experienced executive leadership & senior management team
- Highly productive past 12 months
- Continued development of our bizmoto business model and ecosystem services
- Exciting opportunity to establish an alternative consumer loan BNPL business in the Philippines
- Positioned to accelerate commercial application and market penetration
- Scalable business model with global growth opportunities



For Enquires Contact:  
Managing Director & CEO – Chris Kain  
Email: [info@pepltd.com.au](mailto:info@pepltd.com.au)  
Ph: (08) 6255 5504

[www.pepltd.com.au](http://www.pepltd.com.au)





## ASX TRADING & COMPANY FUNDING UPDATE



- Trading in PIL shares suspended due to a “disclaimed audit opinion” on raising additional capital on October 11 2019
- The Company has an agreed \$2m placement at 2.5 cps with PEGG Capital who remain committed to completing this placement, but have been delayed in delivering these funds
- The Company is persisting with completing the PEGG Capital placement as
  - (i) it continues to be advised that the placement will be completed and
  - (ii) the Board considers the terms are favourable to existing shareholder
- A secondary \$1.5m convertible note facility, at a 2.5 cps conversion price, with Casson Group was put in place to satisfy ongoing working capital requirements throughout the year
- Additional \$1.5m capital raise program is currently in progress
- The Company is working closely with our Auditor and the ASX to have the suspension on PIL shares lifted, and the current capital raise program underway will be significant in this process
- Targeting to be reinstated to the ASX as soon as possible