

Mobile Banking, Payments and Remittance

ASX: PIL

AGM Investor Presentation  
November 2016



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# Company Overview

# Company Snapshot

ASX Fintech company targeting the global mobile payments sector, listed December 2015

Recently recognised by Forbes Philippines as one of Top 24 Fintech start-ups

What we do;

- ✓ Operate an established and commercially deployed mobile banking and payments platform in the Philippines
- ✓ Deliver a unique mobile payment and remittance solution developed specifically for non-bank agent networks.
- ✓ Provide an innovative mobile technology solution to facilitate financial inclusion and consumer convenience

1. Performance shares convertible to one fully paid ordinary share upon the following milestones being achieved:

- Milestone 1: Company or its subsidiaries generating cumulative revenue of \$15,000,000 from the Mobile Banking Payments Remittance Business by 20 May 2020 (50,000,000 shares)
- Milestone 2: Company or its subsidiaries generating cumulative revenue of \$50,000,000 from the MBPRB by 20 May 2020 (50,000,000 shares)

## Security Details

### ASX Symbol: PIL

|                                   |             |
|-----------------------------------|-------------|
| Listed:                           | 581,194,838 |
| Escrowed:                         | 310,004,290 |
| Performance shares <sup>1</sup> : | 100,000,000 |
| Total ordinary shares:            | 891,199,128 |
| 30 Sept cash balance:             | A\$1.6m     |
| Share price:                      | \$0.016     |
| Market Capitalization:            | A\$15m      |



# Leadership Team



**Christopher Kain**  
Managing Director  
& CEO

- Practiced Company Director with 17+ years experience in Finance and Investment Markets
- Accomplished in identifying business opportunities and executing commercial strategies for the benefit of both stakeholders and investors



**Anthony Kain**  
Executive Director  
& Acting Chair

- 20+ years experience working in Australian capital markets
- He has played a key role in the formation of numerous privately owned and publicly listed companies
- Deep understanding of intellectual property and its commercialisation



**Matthew Cahill**  
NED & Technical  
Consultant

- Accomplished Technical Director with 16+ years experience in the Web Industry
- Experience across a broad range of technologies
- Previous roles in Management, Strategy, Team Lead, Business Analysis, Application Architecture and Development



**Rod Tasker**  
NED & Strategic  
Advisor

- 25+ years at the forefront of developments across the payments services ecosystem
- Deep knowledge of payments space in Australia, Asia and around the world
- Consultant for Payments Consulting Network providing strategic management and innovative solution delivery to banking finance industry

# Investment Highlights



## Solution for developing world

The World Bank suggests 2.5 Billion people do not have a formal account at a Financial Institution



## \$1.3tr global market

Mobile payments market opportunity growing  
Expected to increase to \$1.3tr globally in 5 years



## Commercially Proven

Blue chip clients including Metrobank, UnionBank and UCPB  
Named one of Forbes Philippines' Top 24 Fintech startups



## Revenue Generating

Transactions Increasing  
Revenue growing q on q  
Low cost operations circa \$150k per month



## Clear Growth Strategy

Continue to leverage established market position in the Philippines  
International expansion opportunities identified



## Strong leadership

Experienced Board and Management  
Proven and experienced Philippines operations team

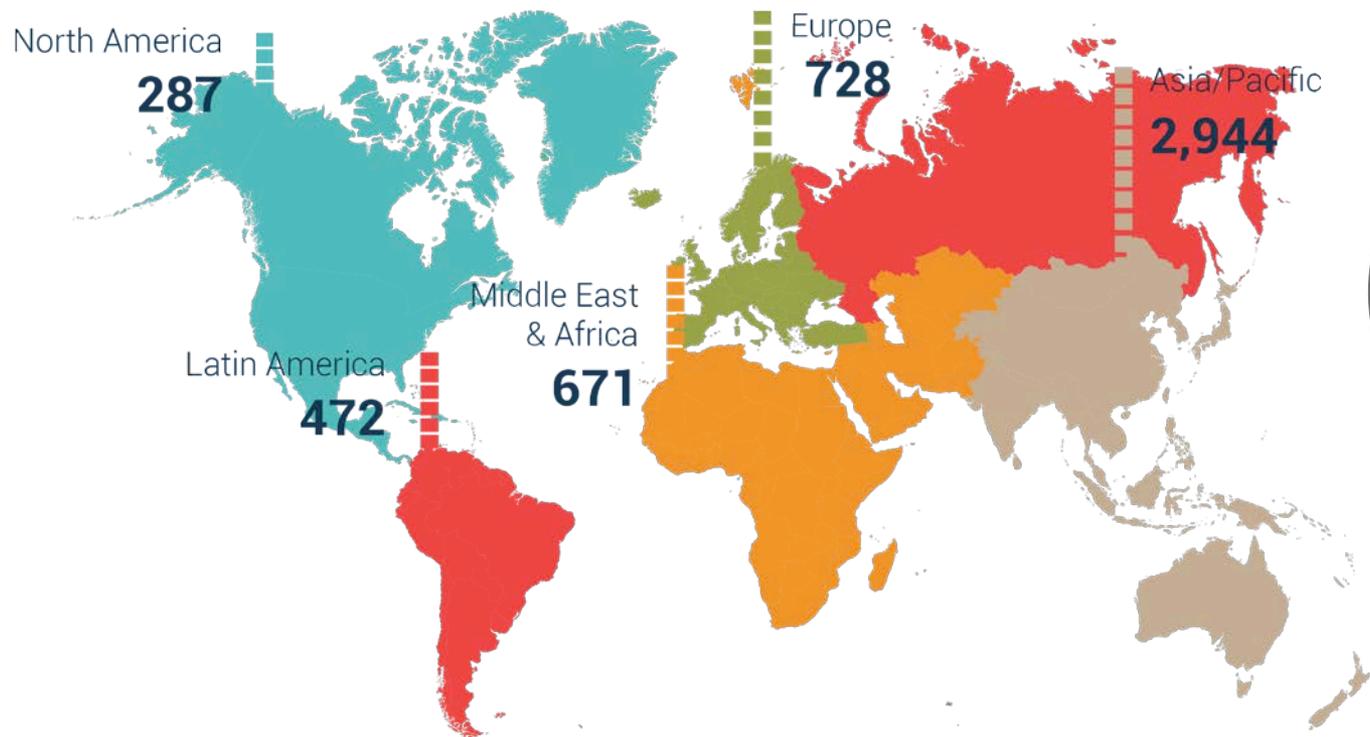


Market Opportunity

# Global Market - Mobile Payments

The mobile payments market is expected to increase over the next five years to exceed \$1.3 trillion in value.

Estimated number of mobile phone users by 2017, worldwide (in millions)



The proliferation of mobile phones globally is what will drive adoption of mobile payments

Source: <http://www.eurocis.com>, Juniper Research & statista.com

# Established Operations - Philippines



The Company has well established operations and commercial contracts generating revenues in its initial target market of the Philippines

# Philippines Focus on Cash to Digital Payments

A growing market, with smartphone penetration in the Philippines to increase to 70% in 2018<sup>1</sup>

Better Than Cash Alliance estimates:



Currently 1% of these payments are electronic with the remainder cash and cheque payments<sup>2</sup>



The payments market is undergoing a structural shift towards mobile-based payments as smartphone penetration continues to increase

1. Source: Ericsson South East Asia and Oceania regional Ericsson Mobility Report).
2. Source: [www.betterthancash.org](http://www.betterthancash.org)



Established & Innovative Solutions

# Our Innovative Offering



## Mobile Banking & Payments Platform

*Serving Bank customers*

- White label mobile based app
- Rebranded by Banks for their customers
- Available for Android and Apple iOS

Commercially deployed and generating revenue

## Mobile Payments & Remittance Platform

*Serving 'non-banked' population*

- Mobile based app
- Payment and remittance services
- Deployed via established agent networks
- No bank account or bricks & mortar establishment needed

Launched with 1<sup>st</sup> Filipino partner, MyWeps

## Fast Remittance System

*International remittance services*

- Proprietary platform
- International remittance services via the Interbank Funds Transfer facility in the Philippines
- Direct credit to bank facility capability

Under development with strategic partner UCPB

# Mobile Banking and Payments Platform

Established & proven  
business in the Philippines

White label mobile app

VAPT & Central Bank (BSP) Approved

Commercially deployed with Metrobank,  
Unionbank and UCPB

Circa 5.5 million combined account  
holders

Circa 180,000 registered users

Sept 30 Quarterly revenue AUD\$182,000



Metrobank



UCPB



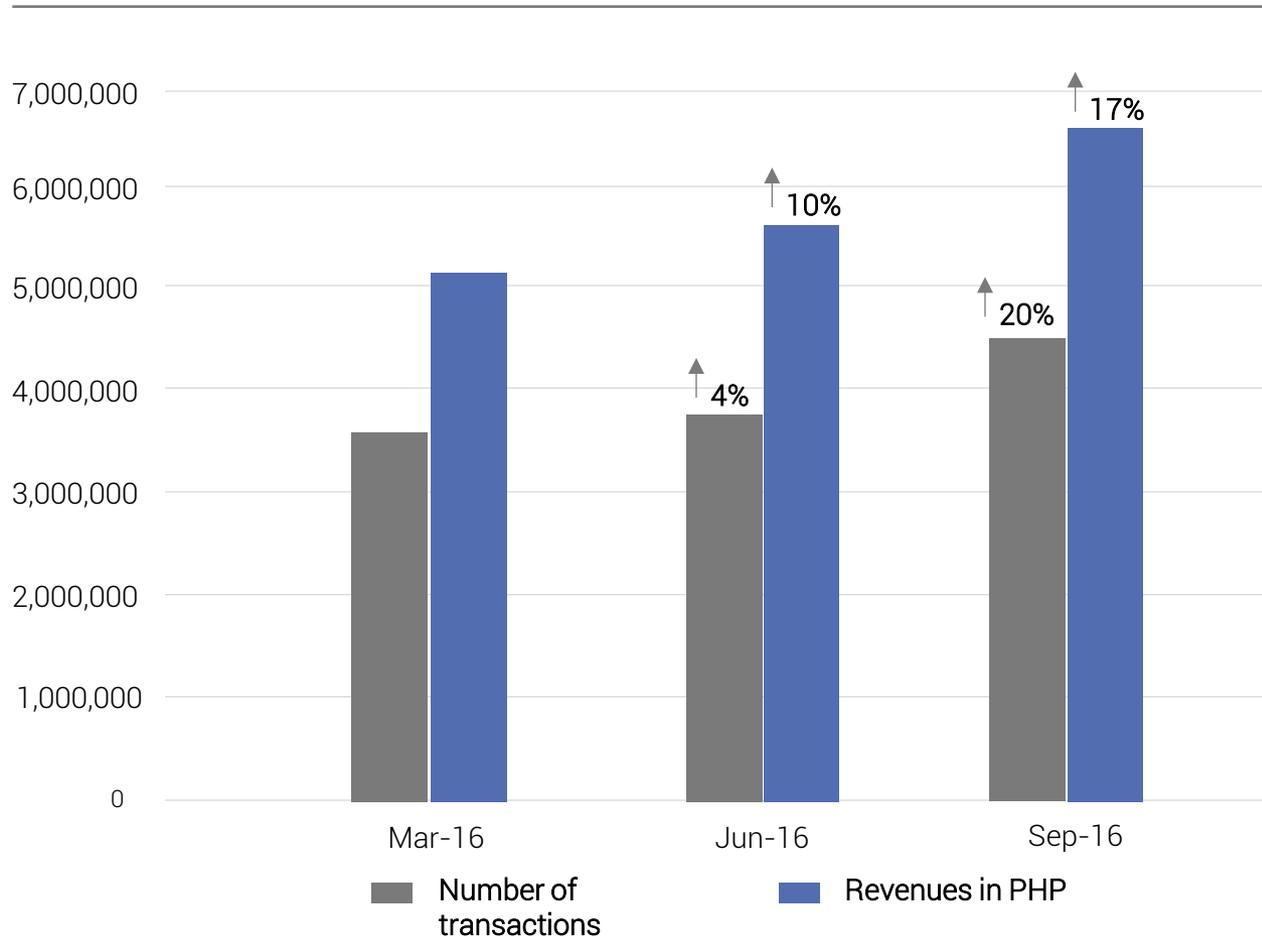
Unionbank



# MBS Platform Performance



Registered users  Q1 146,148  Q2 162,581 ↑ 11%  Q3 180,649 ↑ 11%



Metrobank



Unionbank



UCPB



# Further Engagement with Client Banks



2.5 million UnionBank account holders to receive UMobile

*ASX Announcement – July 4, 2016*



New Partnership with UCPB for Remittance Services in the Philippines

*ASX Announcement – August 26, 2016*



Zero Data initiative developed and deployed for U Mobile users

*November 4, 2016*

# Agent Network Mobile Payments and Remittance



White label mobile app developed specifically as a B2B model for non-bank agent networks

First commercial roll out is the MyWeps mobile app

First agent network agreement in place with 1Bro Global Inc.

Allows agents to launch their own mobile-based micro business and offer mobile payment services, simply from a smart phone

An accessible alternative to the traditional bricks and mortar interfaces, especially for those people who do not hold a bank account



# Platform Functionalities & Features

## Transfer

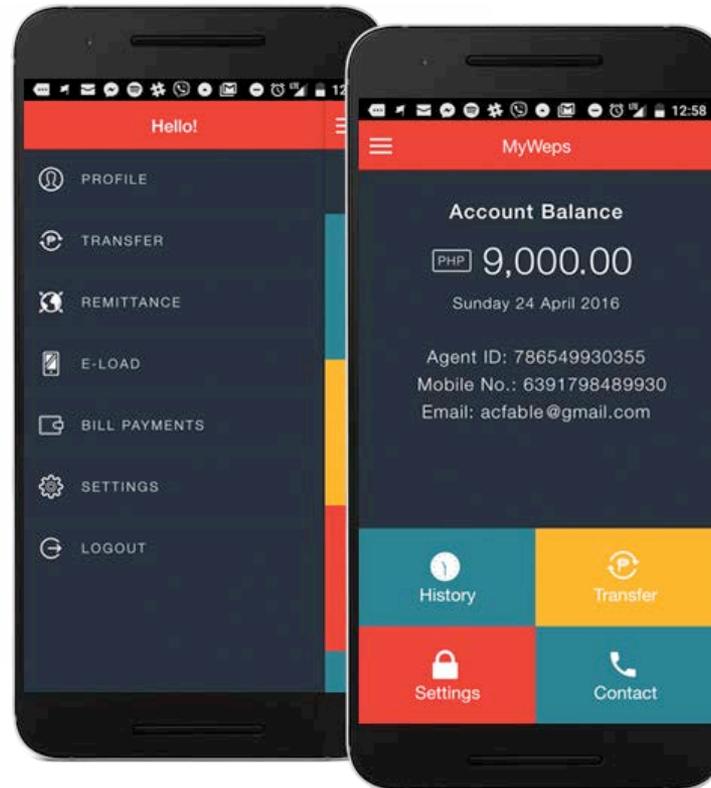
Send funds to another MyWeps wallet.

## Remittance

Send money domestically or internationally.

## E-Load

Purchase airtime credits.



## My Profile

Enables the user to check his balance and account details.

## Bill Payment

Enables the user to pay billers via mobile phone.

## History

Enables the user to view his/her recent transactions

## Other features:

For businesses who offer international and domestic money transfers services.

Anti money laundering & KYC compliant.

Empowers mobile remittance agents.



# New Partnership Empowers Peppermints' Agent Platform



Partnership with GCash - part of globe, the largest mobile services provider in the Philippines

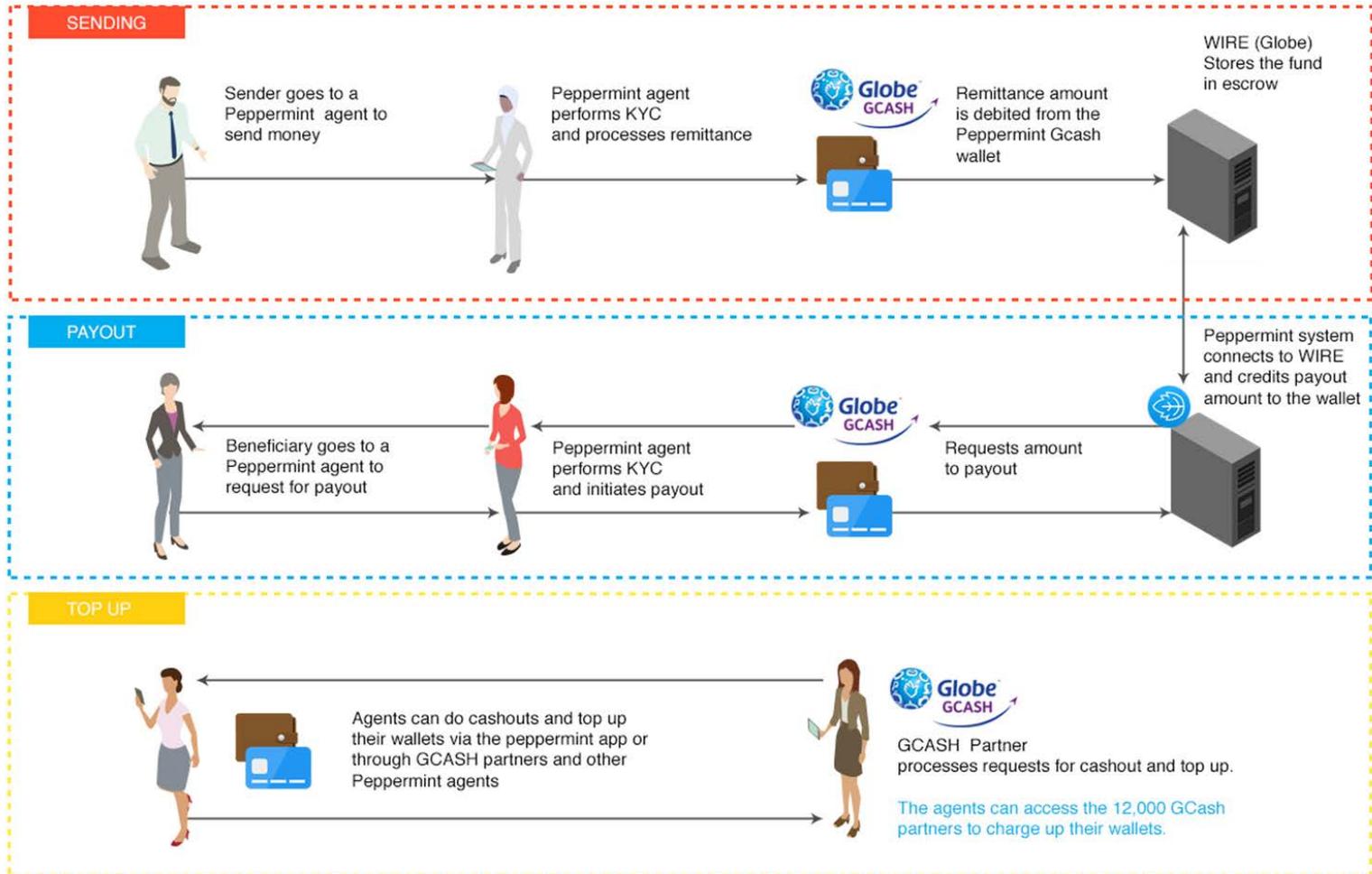
*ASX Announcement – November 14, 2016*

- Globe owns the number one mobile brand in the Philippines and provides digital mobile communication services nationwide to a subscriber base of 65.4 million people
- GCash is a market leading and regulatory compliant consumer facing mobile wallet

- Peppermint to utilise GCash products and services to empower the Peppermint Agent App
- Pilot program planned with up to 2,000 agents
- Peppermint agents will be issued with a GCash MasterCard, providing them access to the GCash non-bank network of 12,000 partners and the 13,000 ATM network across the Philippines

# Agent Mobile Payments & Remittance Platform

Providing non-banked consumers with payment and remittance services via agent networks



# Philippines Operations



With more than 31 years of combined experience and expertise in software & web applications development, and in business management. The team, realizing the great potential that the mobile technology has brought about, is now focused on developing mobile financial applications. Taking part in revolutionizing the banking and payment industry in the Philippines.

## Management Team

Rosarito Carrillo  
COO & General Manager

Adrian Ocampo  
CTO & Marketing Manager

Glenn Anthony Losentes  
Core Development/IT Team Lead

## Tech Team

Aljo Fabro  
Core Development/IT Team Lead

Percival de Leon  
Core Development/IT Team Lead

Kim Albarico  
Core Development/IT Team Lead

Carlo Cruz  
UI and Graphic Design

## Admin

Jo-Ann Magtangob  
HRAD Manager

Garry Murrillo  
Liaison Officer



# Growth Opportunities

# International Remittance Opportunity for Growth



The World Bank estimates that remittances totalled **US \$582 B** in 2015

**US \$ 432 B** went to Developing countries

**48** remittance sending countries and **105** receiving countries

**US \$16.5 B** Outbound Sent from Australia

# Growing Australian Outbound Remittance Market

*At 30 June 2015, 28.2% of Australians were born overseas*



**US \$7.8B** outbound remittances from Australia  
to East Asia, the Pacific and South Asia

# Expert Team Building Australian Operations



**Rod Tasker**

NED & Strategic Advisor

BA BSC Grad Dip Banking & Finance

- 25+ years at the forefront of developments across the payment services ecosystem
- Strategic management and innovative solution delivery consultant in the banking and finance industry
- Payment services and electronic banking expert
- Previous experience in venture capital, start-ups and mainstream banking with major banks ANZ and WBC



**Manish Arya**

Vice President

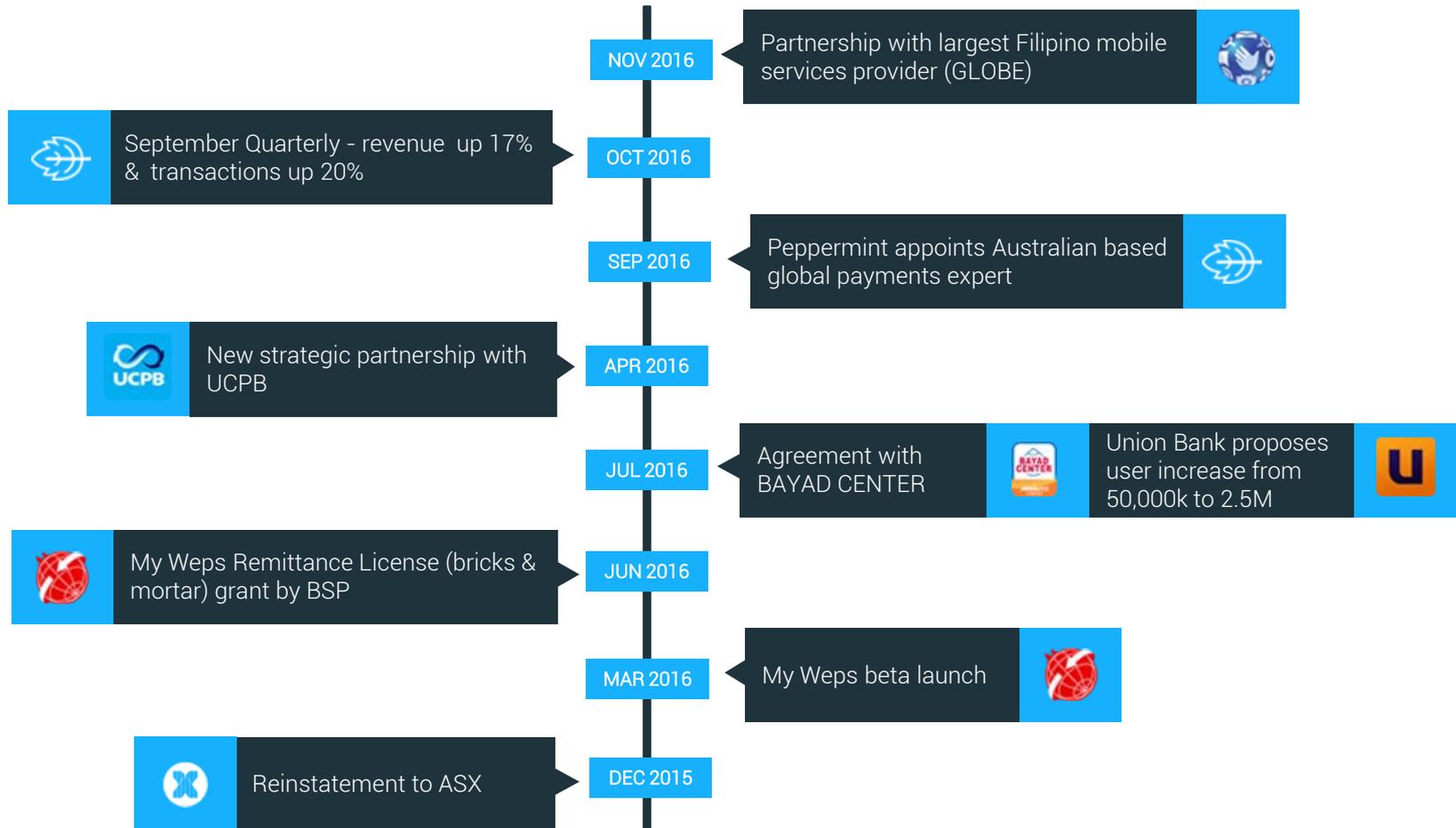
- 18+ years of experience
- Financial Services & International payments industry experience with knowhow across a broad range of technologies
- Instrumental in the Management, Strategy, Businesses Expansion & Operations of Multinational organisations
- Most recently, Manish was Director & Cluster Manager Australia, New Zealand, Oceania at Xpress Money





# Milestones & Moving Forward

# Milestones achieved



# Moving Forward



# Summary

- ✓ Commercially deployed and proven technology platform
- ✓ Clear focus leveraging established market position
- ✓ Growing revenue stream & low cost operation
- ✓ Highly scalable business model
- ✓ Global growth options
- ✓ Experienced leadership & operations team
- ✓ Productive 12 months past
- ✓ Significant prospects for the next 12 months





**THANK YOU**