



Mobile Banking, Payments and Remittance

ASX: PIL

AGM Investor Presentation
November 2016

 **PEPPERMINT**
INNOVATION LIMITED

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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 ¹ :	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 2018¹

Better Than Cash Alliance estimates:



Filipinos make around
2.5B
Payments per month²

Adults make approx.
64
payments per
month²

Valued at
\$US 74B
a month²

Currently 1% of these payments are electronic with the remainder cash and cheque payments²



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



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 1st 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



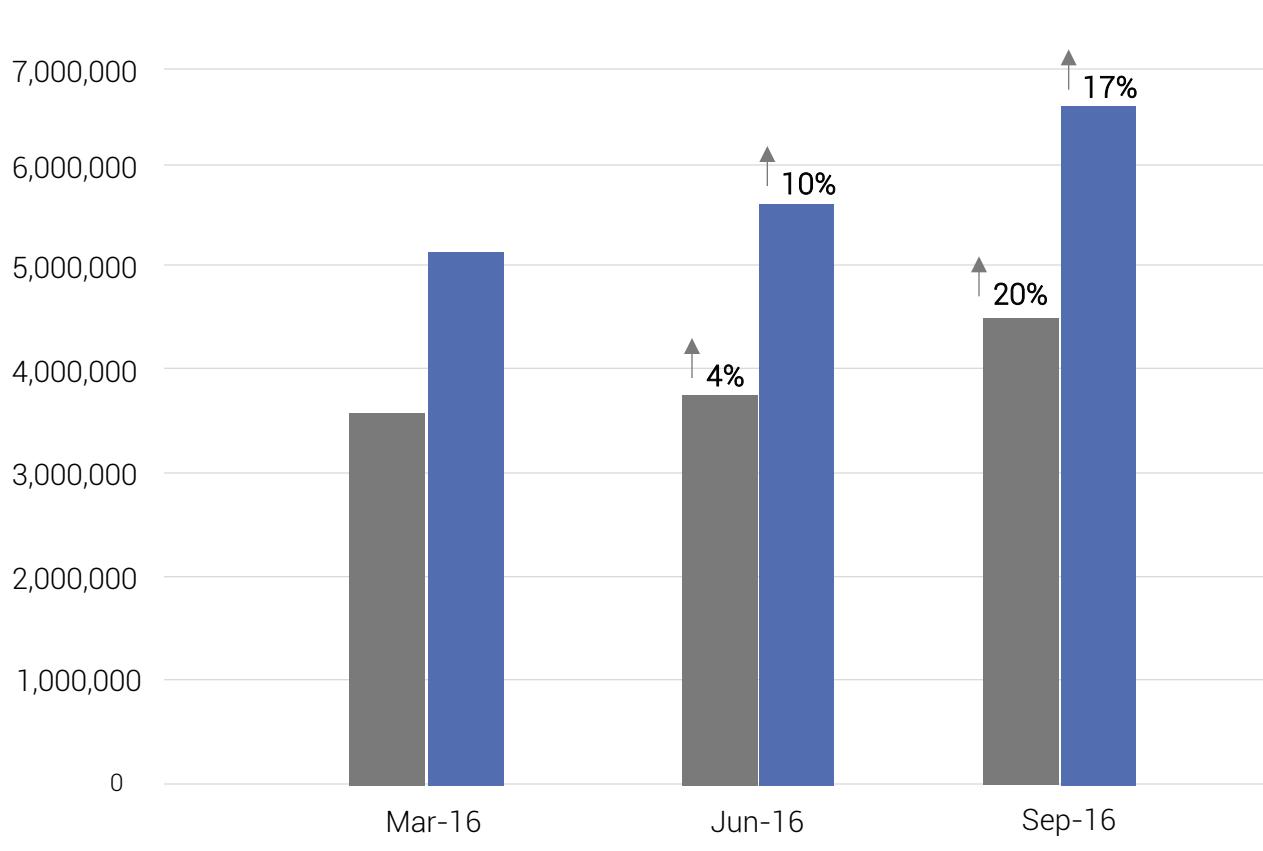
Q1
146,148



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

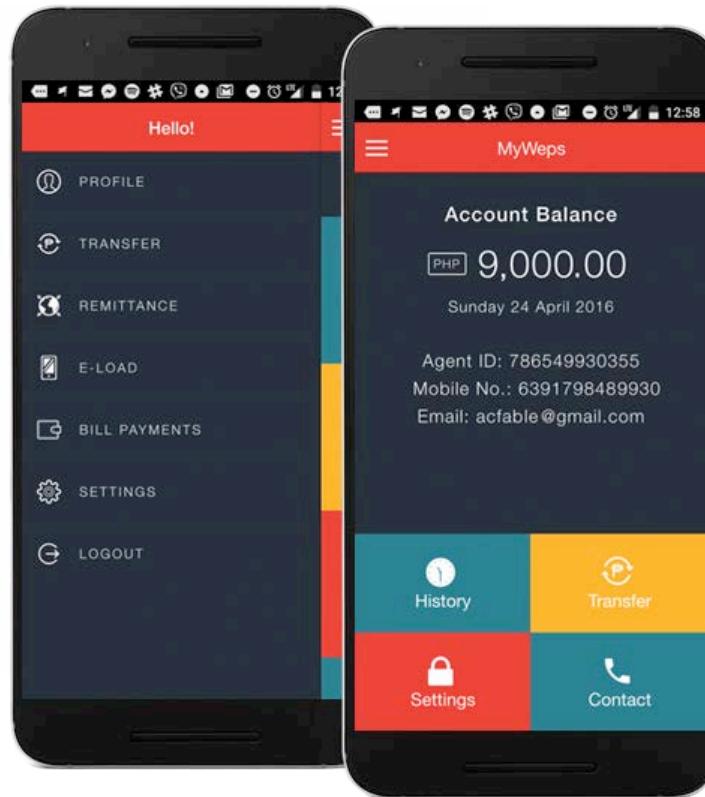
Send money domestically or internationally.

E-Load

Purchase airtime credits.

Other features:

For businesses who offer international and domestic money transfers services.



Anti money laundering & KYC compliant.

Empowers mobile remittance agents.

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



New Partnership Empowers Peppermints' Agent Platform



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

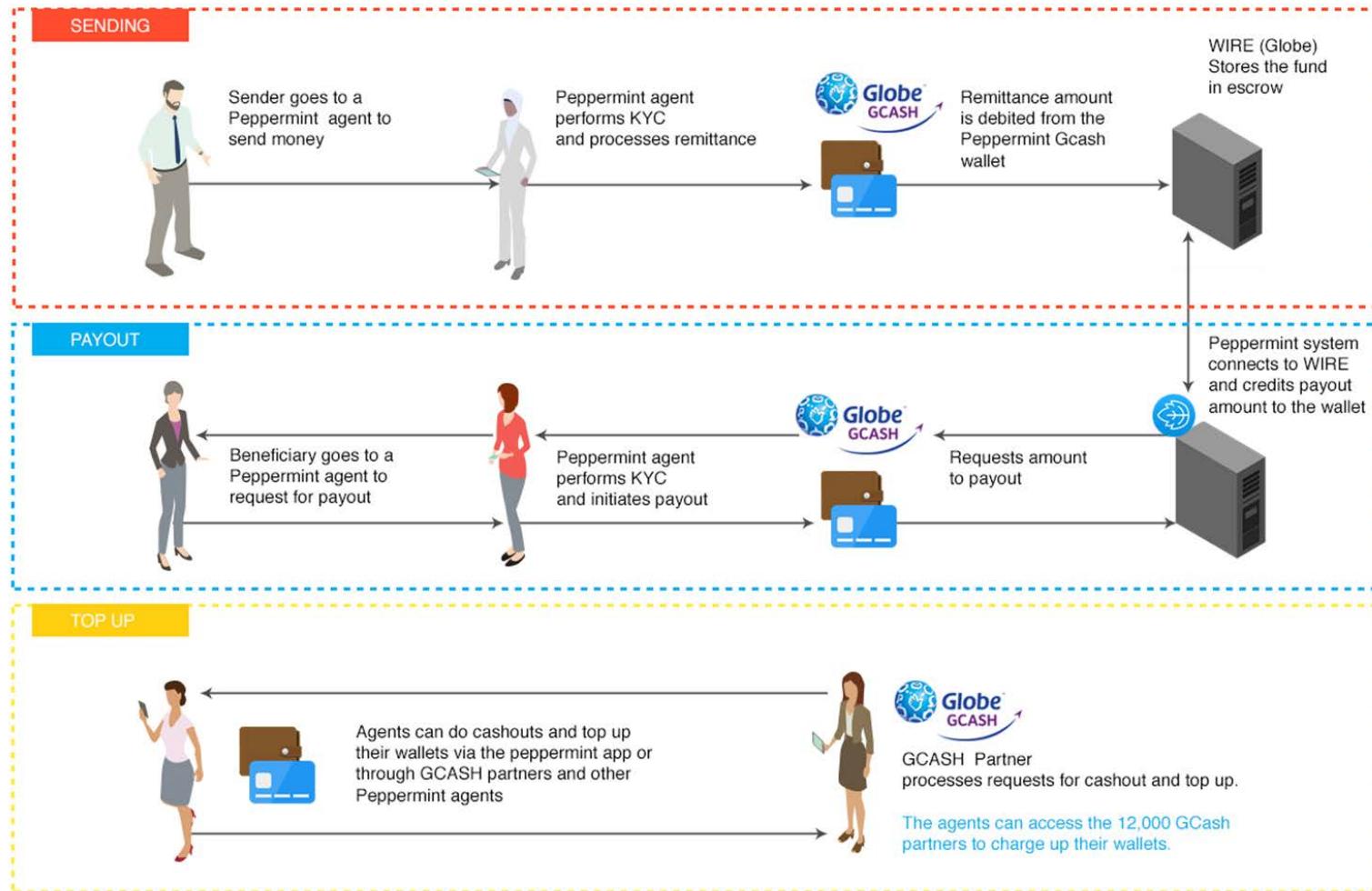
ASX Announcement – November 14, 2016

- 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



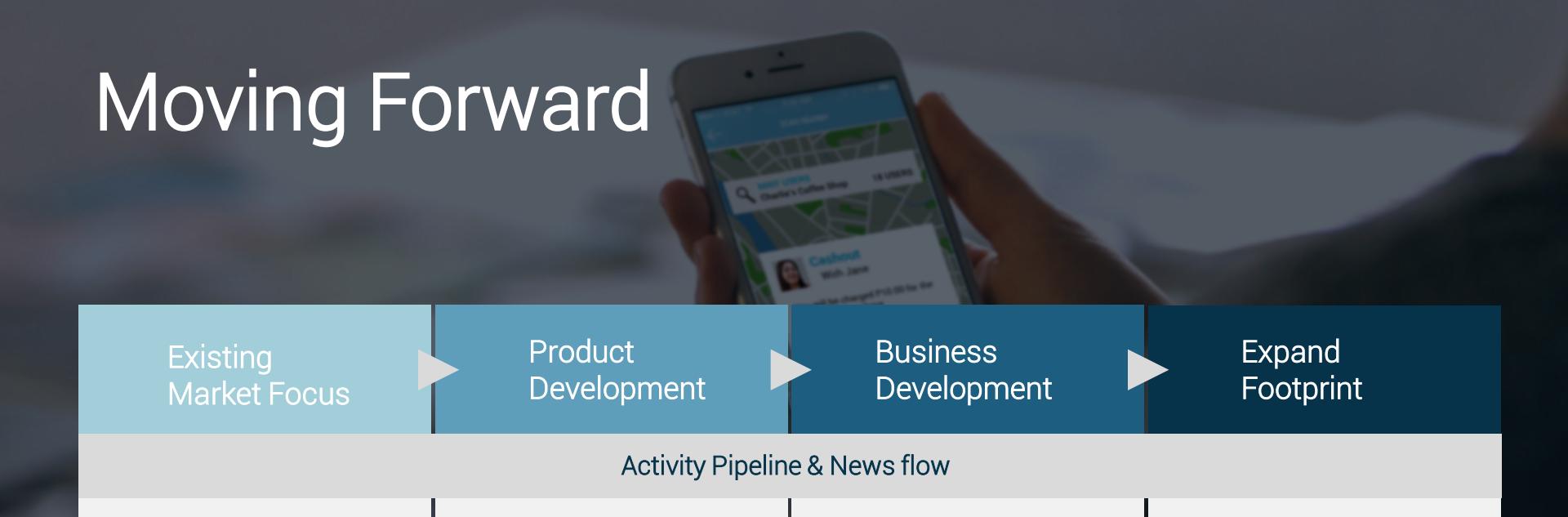


Milestones & Moving Forward

Milestones achieved



Moving Forward



Existing Market Focus	Product Development	Business Development	Expand Footprint
Activity Pipeline & News flow			
<p>Continued roll out of agent specific platform to new agent networks</p> <p>Seek further customer engagement with new and innovative services building on the MBS platform</p> <p>Target outbound remittances from Australia starting with Philippines</p>	<p>Building on current Peppermint platform to incorporate new and innovative services</p> <p>Build out & expand 'final mile' to focus on East Asia and Pacific & South Asia corridors</p>	<p>Assess opportunities for platform application within micro finance and insurance sectors</p> <p>Assess applications of proven MBS platform to new and alternate markets</p> <p>Develop Australian opportunity to provide competitive international remittance services to key corridors</p>	<p>Harness and identify strategic joint venture partnerships and relationships globally</p> <p>Identify and develop last mile capabilities in selected countries and for attractive remittance corridors</p> <p>Consider developed world opportunities to compliment existing market focus.</p>

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