

FLASH

Flash Payments

Payments in Action

The better way to launch local payment services in Australia.



Who are we?

Flash Payments is a payment technology company offering a comprehensive solution to improve digital payments and international foreign exchange transactions.

Our Vision

To become the market leader in digital payment solutions in Australia, and beyond



Our Innovative Mission

To use advanced technology to automate & optimize international and local payments services in Australia, and beyond

Direction 1:

Risk-driven and tech-driven decision making, maximum automation.

Direction 2:

Continuous compliance acceleration via AI re-learning, MLOps, etc.

Direction 3:

Simplify. But think big.

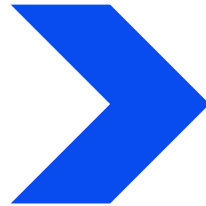


Top - line Performance Summary



Over the past 12 months

Our payment and transaction volumes are growing

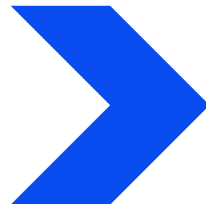


+4bn
Payment volume
+1,300%

650K+
Transactions
+63%

Flash Payments FY23

We have a solid track record of profitability

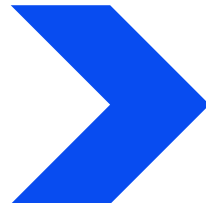


\$3.15m
Revenue Growth
+48%

+11%
Profitability
FY22 +35%
FY21 0%

Self-funded performance

We're scaling, sustainable, and our growth is entirely self-funded.



\$1.51m > **\$3.15m** > **\$10.62m**
2021 2023 2026

Technology leaders from day one





Our Core Solutions



A global payment solution for everyone - from large enterprises to individuals.



Local FX payment and account services

A payments infrastructure solution that helps global FIs operating in Australia launch new local payment services. Our white-label API is fully customisable, offering options including international payments, FX liquidity, local AUD collection and distribution, and virtual accounts.

70% of FY22/23 Revenue, +36% growth



FlashFX for Business & Personal

Using a combination of traditional and blockchain-enabled liquidity routes, this solution reduces the reliance on correspondent banking networks and enables low cost, high speed online international payments with superior exchange rates to banks and no transaction fees.

13% of FY22/23 Revenue, -15% growth



Foreign exchange Advisor platform

Australian private client advisors can access the foreign exchange platform to transact FX on behalf of their HNW clients at institutional rates, benefiting from an elevated client experience that saves on currency conversion costs and fees.

17% of FY22/23 Revenue, +25% growth

Revenue Model



We operate both a SaaS and transactional sales model that gives us a diverse range of revenue streams across our B2B & B2C segments

B2B	- Transaction fee on processed AUD deposits
	- Transaction fee on processed AUD payouts
	- Transaction fee on processed international FX payments
	- Monthly platform and compliance risk recurring fee
	- Volume or % margin on processed international FX Payments
B2C	- Volume or % margin on processed international FX payments

How we got here



1,300% volume growth (2023) + \$3.15m in revenue + a healthy 11%+ EBITDA

Business Growth

A refocus on B2B has accelerated growth

- Business clients now represent 87% of our growth; FX consumer/SME clients 13%.
- Laser-focused on growth in our enterprise segments, we have built 111+ solid relationships and are still growing strong.
- Growth in our B2B customer base has increased revenue by 48%
- We've seen explosive transaction volume growth of 63% from 375,000 (2022) to 610,000 (2023).
- Compliant custodians of over \$29m in funds currently held in Flash accounts (99% from B2B/B2E accounts).

Capabilities Growth

From FX to expanding business payments into new markets

- We've expanded our footprint with 22 FTE's across Australia, UK and Europe.
- To ensure our technology innovations are underpinned by best industry safety and compliance standards, we've invested in our teams; 50% developers and 25% compliance.
- Predominantly self-funded from inception (\$3.2m including \$400k from external investors), we are profitable.

Solutions Growth

We're licensed, respected and driven by cutting-edge technology

- We're now an approved tier 2 non-ADI processing members for BECS as of February 2023 (Cuscal Bank sponsored).
- Innovating with Ripple since 2016; now an extension of the Ripple partnership leverages on-demand liquidity for high volume transaction, wallet send and collection capabilities.
- We're extending our rails through Banking Circle and Velocity Trade - global non-Ripple partners, with Dandelion to go live Q3.
- Laser-focused on compliance and governance, employing new AI solution on transaction monitoring and ISO 27001

FLASH

Market Opportunity and Growth Strategy

Market opportunity

To carve our share of a global \$39tn market of payments going in & out of Australia to the world.

Consumer & B2B cross-border payments market size over time

Cross-border payments market size by key segments, 2023 and 2030




Source: FXC Intelligence market sizing data and forecasts.

FXCintelligence™

Competitors

We were the first in Australia to innovate through Ripple Ledger.

Now we're shaping the future of payments through AI & ML.

	PAYMENT PROCESSORS		MONEY SERVICE BUSINESSES	TRADITIONAL BANKS	
		  	    	   	
OPERATING MODEL	BUSINESS MODEL	B2B & B2C	B2B	B2B or C2B2B	B2B & B2C
	HOSTING	Cloud	Cloud or Server	Cloud or Server	Server
	PAYMENT RAILS	Ripple, Local, Swift	Local, Swift	Local, Swift	Local & Swift
	INTERNATIONAL FOCUS	Yes	No (minimal)	Yes	No
	SUPPORT MODEL	Live chat, email	Email	Phone, email	Phone, email, live chat
VALUE	PRICING	2	3	2	5
	SPEED	10 min - 1 Day	1 Day	1 - 2 Days	+2 Days
	TECH APPETITE	1	1	3	5
FEATURES	FEE-FREE ON ALL TRANSFERS	Yes	No	No	No
	REFERRAL	Yes	No	Yes & No	No
	API	Yes	Yes	Yes	No
	INDUSTRY OUTLOOK	<ul style="list-style-type: none"> Greater diversification of segments and focus on various use cases Domestic AND International payments (Correspondent Banking). Are fully Ripple enabled with existing partnership 	<ul style="list-style-type: none"> Focused on Australia and more crypto and e-commerce biased. Faster adoption of local payments solution with NPP (Osko and PayTo) Only minimal international payments offering 	<ul style="list-style-type: none"> Low or zero utilisation of innovative technologies and payment methods. Varying degree on confidence, ability to integrate. Most likely to adopt faster in future however varying degrees of scalable infrastructure. 	<ul style="list-style-type: none"> Zero utilisation of innovative technologies and payment methods. Adoption will be slow and challenging Integration into old infrastructure will take time and will be very costly for banks.

Market research conducted by Flash Payments on public information published by FX competitors.

Our growth strategy is simple



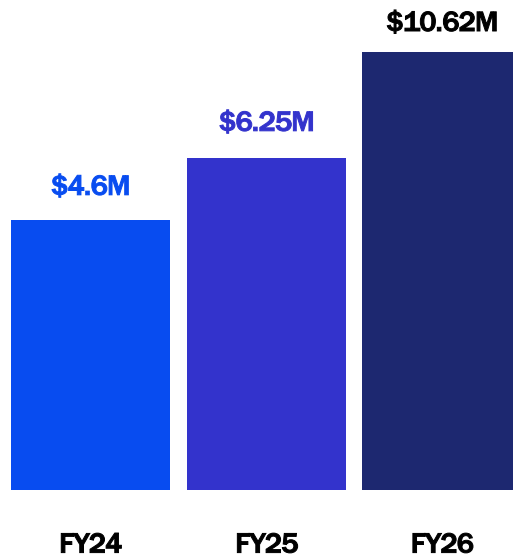
1. Technology innovation in FX and payments infrastructure in Australia, and beyond
2. Expand overseas and domestic B2E & B2B partnership network and licensing
3. Empower Advisors and Asset Managers to manage global payments

How we get there



Accelerating growth

Revenue growth



Capital to support expansion

Expand Flash Connect customer base in Europe

Regulatory capital requirements

Customer acquisition, sales and marketing

Increase FTE in Europe and development team

Creating investor value

Capital Raise Target - \$5,000,000

Regulatory capital and EU/UK licensing - \$2m

Staff expansion - \$1.1m

Sales and Marketing \$1.5m

Working capital \$0.4m

We aim to achieve \$10.62m in revenue by FY26 through a capital raise of \$5m, with equity of \$1.2m.

Financial Projections (AUD)



Profit and Loss Summary

	2020	2021	2022	2023	2024	2025	2026
Total Revenue	1,509m	2,001m	2,212m	3,15m	4,60m	6,25m	10,62m
OP Costs	-1,675m	-2,001m	-1,614m	-2,80m	-3,60m	-3,950m	-6.12m
EBITDA	-0,166m	-0,001m	+0,598m	+0.350m	+1.00m	+2.30m	+4.50m

Balance Sheet

	2023 (FC)	2022	2021
ASSETS			
Bank	0.308m	0.202m	0.088m
Current Assets	30,318m	8,682m	1,608m
Fixed Assets	0.184m	0.102m	0.091m
Non-Current Assets	0.156m	0.016m	0.005m
Total Assets	30,967m	9,005m	1,795m
LIABILITIES			
Current Liabilities	29,713m	8,737m	0.804m
Non Current Liabilities	0.057m	0.057m	0.335m
Total Liabilities	29,770m	8,794m	1,140
NET ASSETS			
Net Assets	1,200m	0.210m	0.654m

FLASH

The investment opportunity

6 reasons to invest in Flash Payments



We have the first mover advantage

Our infrastructure technology already vastly outperforms existing infrastructure on efficiency, cost, speed and security. We've been innovating on blockchain since 2016.

Invested \$3.2m into technology.



The preferred partner for B2E & B2B FX

Current partners include a variety of Australian, European and Asian Financial Institutions, Payment Platforms, Money Service Businesses and Digital Assets related entities

+111 Enterprise Clients



We're licensed, regulated and respected

We have secured licenses to operate in Australia, with a view to expand across markets in Asia and Europe.

AFSL from ASIC and regulated by AUSTRAC



Our secondary B2C offering is ready to take on existing FX providers

We have the capabilities to simplify and enhance international transfers, saving users 300% - 500% on average in transaction fees for a safer, faster service.

300% - 500% savings on transaction fees



We are ready to scale

The platform has been operating for seven years and has cumulatively generated \$9.75m in revenues, with +111 enterprise & business clients and +5,000 B2C clients. We are now ready for mass adoption.

1,300% payment volume growth



Experienced leadership, advisory board

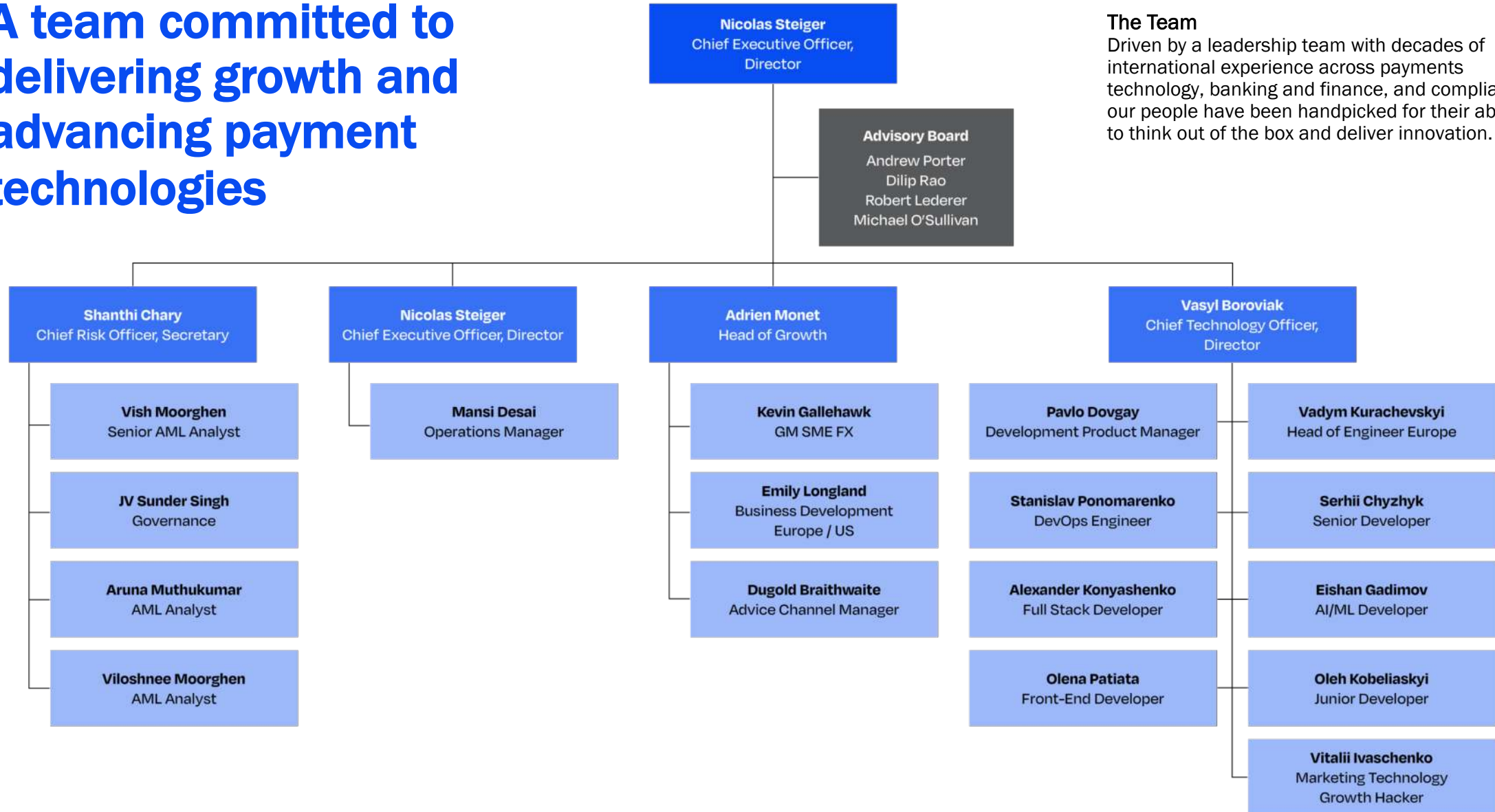
Distinguished and respected leadership team with experience across payment technology, banking, financial services, compliance

60+ years of combined experience

A team committed to delivering growth and advancing payment technologies

The Team

Driven by a leadership team with decades of international experience across payments technology, banking and finance, and compliance, our people have been handpicked for their ability to think out of the box and deliver innovation.



Leadership Team



Nicolas Steiger
CEO / COO
Ex UBS, Westpac



Vasyl Boroviak
CTO
Ex SafetyCulture



Adrien Monet
Head of Growth
Ex MYOB



Shanthi Chary
CRO
Ex CBA, NAB, ASB

Advisory Board



Andrew Porter
Ex WorldFirst MD, OFX,
TransferMate



Dilip Rao
Digital Finance CRC
Ex Ripple Inc.



Robert Lederer
RTL Group Investment
Ex Lederer Group, Primo



Michael O'Sullivan
CTO Moroku, GenVis
ex CTO FlashFX

Thank you

First Australia. Tomorrow, the world.
Join the pioneers in payment innovation and let's drive more business action.

We have invested \$3.2m in the platform. Guided by a leadership team with +40 years of international experience across payments technology, banking and finance, and compliance, we have built most of our systems, infrastructure and processes in-house. We have refined our technology to vastly outperform existing infrastructure in every way – including efficiency, cost, speed and security. And it's just the beginning.

With licenses to operate in Australia, and a view to expand to Markets in Asia and Europe, we are ready for mass adoption.

**We invite you to get in on the action.
Payments in action.**

The logo for FLASH, featuring a stylized white symbol resembling a lightning bolt or a stylized 'F' followed by the word 'FLASH' in a bold, white, sans-serif font.