



# Mint

## Investor Update Q3 FY2023

April 2023

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# We are operating at scale, profitable and growing

Q3 (Jan – Mar 23)



**\$3Bn+**  
Transaction value annually (in line with Q2)

**\$17m+**  
Recurring revenues annually (up from \$15m in Q2)

**1,600+**  
Merchants

**120m+**  
Transactions annually (down from 130m in Q2)

**\$1,251k**  
Pro forma EBITDA for YTD FY23 (nine months)

**6**  
Operating and transacting countries

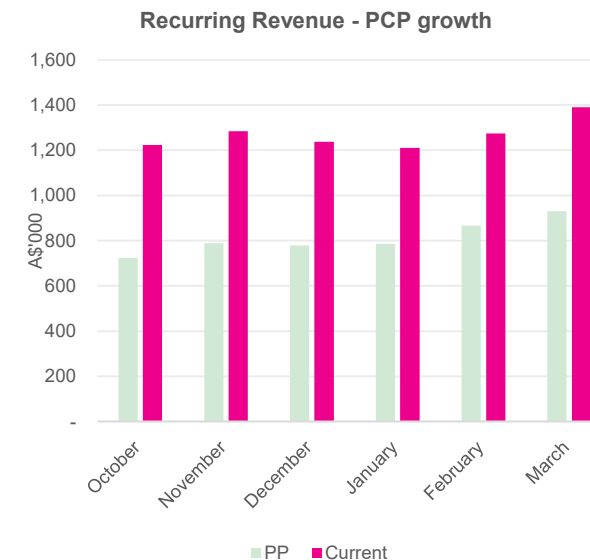
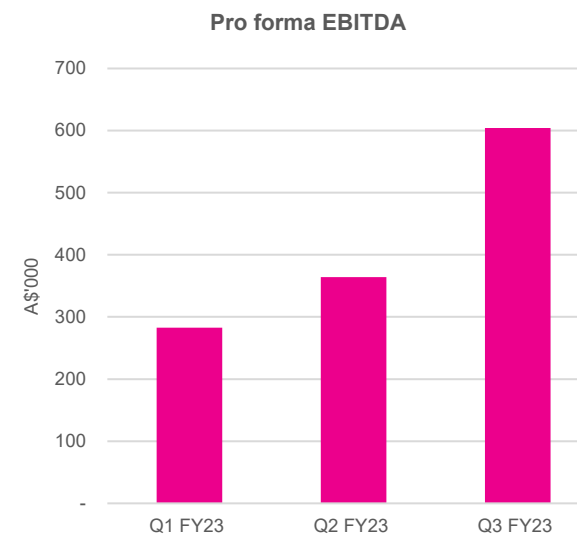
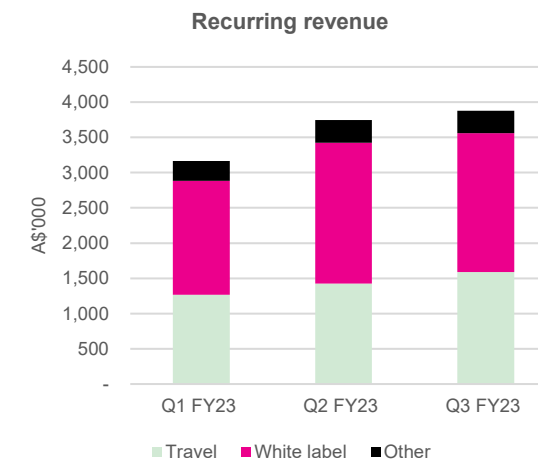
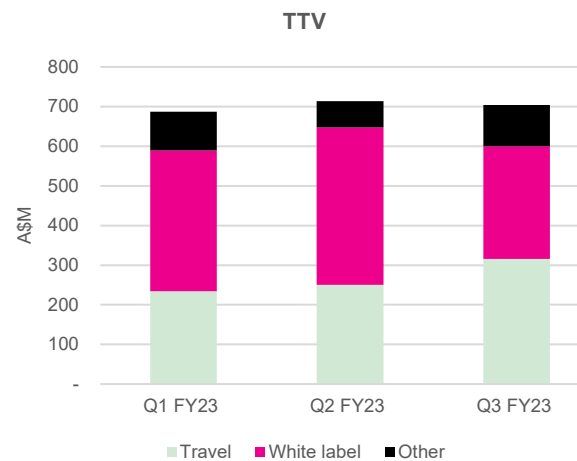
# Q3 FY2023 | January to March

## Financial Performance – Q3 FY2023 (unaudited)

- + **\$704.1m** in Total Transaction Value (TTV) (↓ 1% lower than the December 2022 quarter and ↑ 18% higher than the March 2022 quarter). TTV growth driven from the travel vertical (26% ↑ compared to December 2022 quarter and 212% ↑ compared to March 2022 quarter) offset by reductions in white label (28% ↓ compared to December 2022 quarter and 33% ↓ compared to March 2022 quarter). Lower white label TTV does not have a direct impact on revenue, as the white label business is based on transaction volume not TTV
- + Total Revenue of **\$3,875k** was ↑ \$129k vs. last quarter and ↑ \$1,292k vs. last year (like-for-like growth).
- + Total Margin for the quarter was **\$3,254k**, ↑ \$434k vs. last quarter ↑ \$1,144k last year.
- + Pro forma EBITDA for the quarter was **\$604k**, and pro forma EBITDA for the YTD period was **\$1,251k**.

## Highlights

- + **\$2.1bn in TTV for YTD period (nine months)** – This compares to pre-COVID annual TTV for Mint of c. \$800m.
- + **Continued quarterly growth in travel** – Mint’s travel TTV for the March quarter was \$316.0m, compared to the December 2022 quarter of \$250.8m (↑ 26%) and March 2022 quarter of \$101.2m (↑ 212%), driven by continued travel recovery from COVID-19 and strategic travel partnerships. The increased TTV has resulted in March 2023 quarterly travel revenue being 12% higher than the December 2022 quarter and 180% higher than the March 2022 quarter.
- + **Q3 annualised recurring revenue of \$17m** – Mint has generated significant growth since February 2022, driven by the travel recovery from COVID-19 and new merchant wins. This has resulted in Q3 revenue of \$3.9m, and March 2023 revenue of \$1.4m (up from \$3.7m in Q2 and \$3.2m in Q1), representing \$17m annualised recurring revenue for the Group.



# Financial Summary

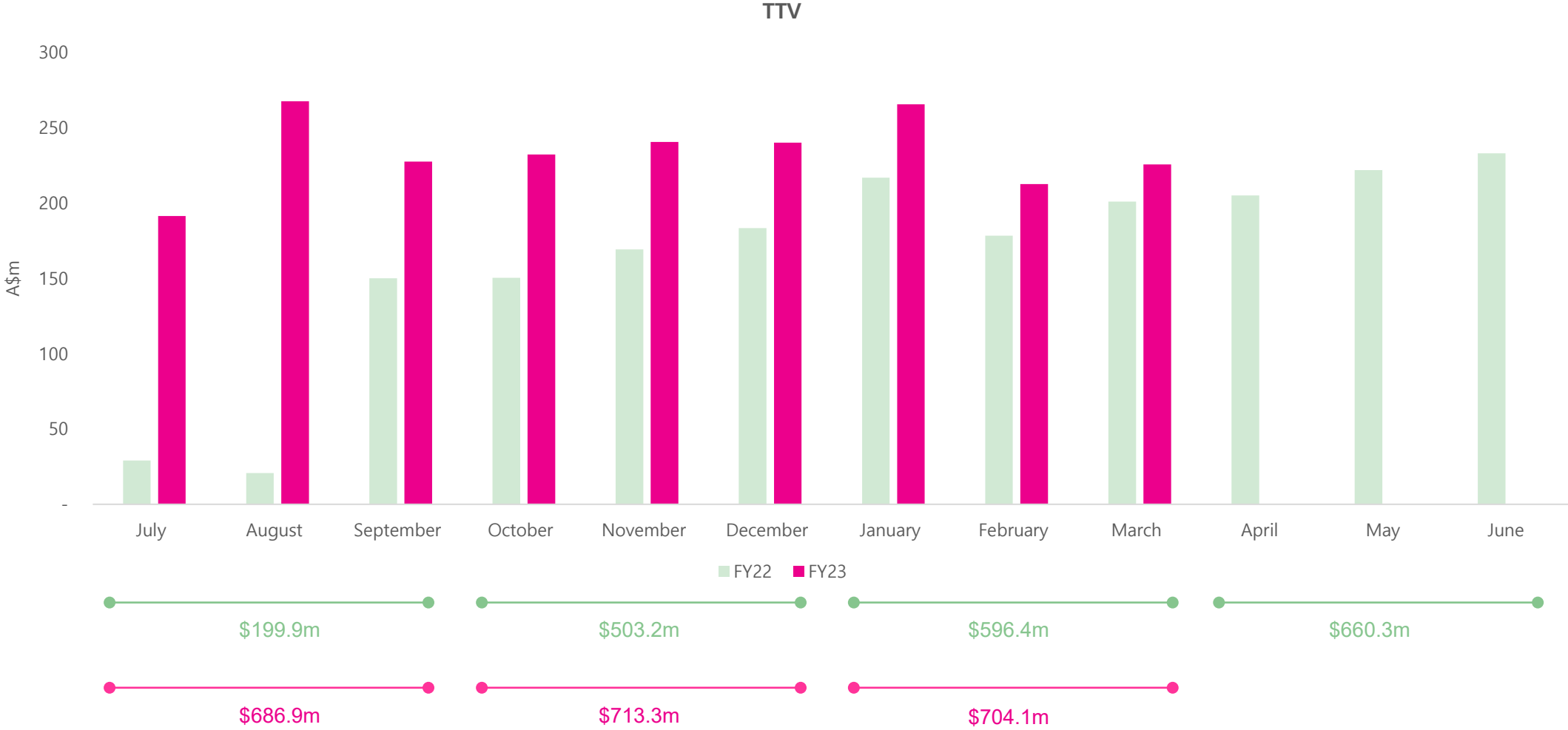


Quarterly Performance				
A\$'000	Q1 FY23	Q2 FY23	Q3 FY23	YTD FY23
Travel	1,268	1,427	1,590	4,286
White label	1,613	1,997	1,972	5,582
Other	285	321	314	920
Revenue	3,167	3,746	3,875	10,788
Cost of sales	(1,251)	(1,471)	(1,440)	(4,161)
Gross profit (excl. other income)	1,916	2,275	2,436	6,627
Other income	149	545	819	1,513
Gross profit	2,065	2,820	3,254	8,140
Employee costs	(1,474)	(1,552)	(1,620)	(4,647)
Other overheads	(745)	(916)	(883)	(2,544)
<b>Reported EBITDA</b>	<b>(154)</b>	<b>352</b>	<b>751</b>	<b>949</b>
Pro forma adjustments	437	12	(147)	302
<b>Pro forma EBITDA</b>	<b>283</b>	<b>364</b>	<b>604</b>	<b>1,251</b>
<i>KPIs</i>				
TTV	686,936,135	713,293,538	704,087,401	2,104,317,074
Travel	234,374,446	250,760,254	316,048,295	801,182,994
White label	355,108,744	396,848,000	283,737,000	1,035,693,744
Other	97,452,945	65,685,284	104,302,106	267,440,336
Transaction volume	23,801,430	32,004,383	29,507,193	85,313,006
Avg. ticket size	28.86	22.29	23.86	24.67
Revenue % of TTV	0.46%	0.53%	0.55%	0.51%
Gross margin (excl. other income)	60.5%	60.7%	62.9%	61.4%

## Commentary – Q3 FY23

- + **Revenue of \$3.9m for the March 2023 quarter, 3% higher than the December quarter**, driven by a continued increase in travel volumes from existing travel merchants supplemented by new merchant volumes (116 new travel merchants onboarded for the quarter). Mint's travel revenue since March 2022 has been significantly higher than pre-COVID levels, with Q3 FY2023 travel revenue being 233% higher than pre-COVID levels (despite travel volumes and supply still below pre-COVID levels), before considering other verticals.
- + Significant customer wins since September 2021 (coinciding with the launch of the MintEFT product) have Mint well placed to continue to take advantage of the domestic and global travel recovery. We forecast travel total transaction value (TTV) and revenue to continue to increase materially in 2023 and 2024, particularly with a focus on new merchant wins and the launch Mint's new travel focused products as part of the Mint payment ecosystem to enhance the current offering.
- + Mint has developed a core product roadmap with a key focus on user experience to deliver Mint's vision of being a full-service, end-to-end payments ecosystem, to help companies and their customers to transact in more rewarding ways. Mint aims to add value, rather than simply process it. The product roadmap supports this vision allowing merchants to benefit from a seamless, user-focused payments ecosystem.
- + White label revenue increased significantly from July 2022 to January 2023, with revenue stabilising in February and March 2023, as a result of a substantial increase in volumes driven by the technology team developing additional functionality and capability with OmniPay which resulted in significant volume tailwinds in Europe. We anticipate this vertical to remain stable going forward.
- + Other income increased in Q3 due to R&D income being under accrued for the period July to December 2022, with the catch-up accrual being recognised in Q3. We have normalised this impact to pro forma EBITDA to recognise the accrual evenly each quarter.
- + During the quarter, Mint continued to unlock synergies from the IPG acquisition, following its migration of its payments platform into a single environment in Q2. Q3 focused on modernising and optimising the payments platform resulting in an additional 15% cost savings in platform hosting costs, with more savings to follow in Q4 when the modernisation project is complete. This modernisation project led to an increase in gross margin to 62.9% for the quarter.
- + Mint finalised a corporate restructure during the quarter, with 15% of the workforce unfortunately made redundant to improve efficiencies in the organisation. This will result in c. \$1m annualised cost savings, with savings commencing from May 2023.

# TTV increased by 62% to \$2.1bn for YTD period to March 2023





# Looking Ahead

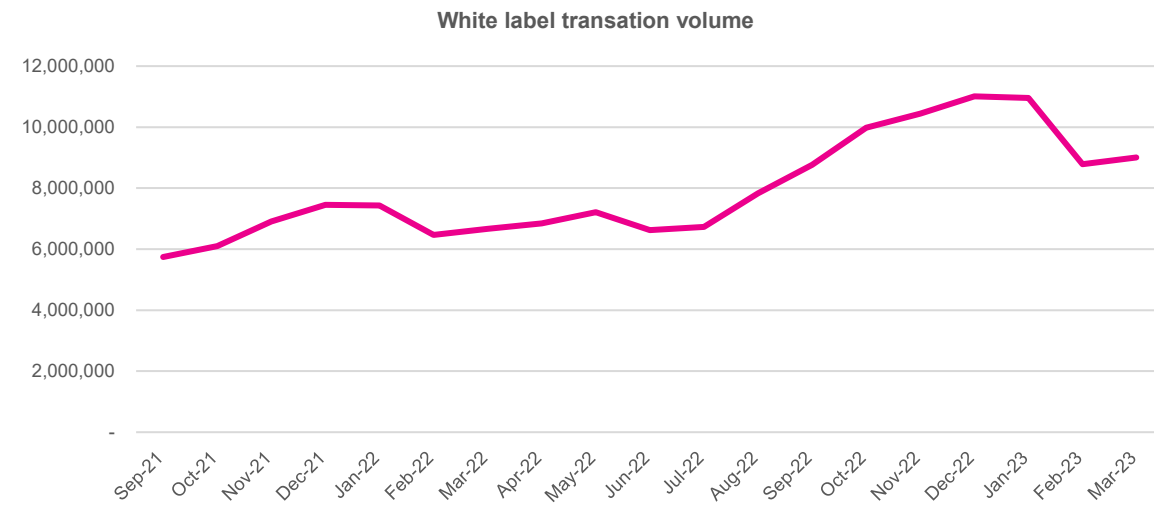
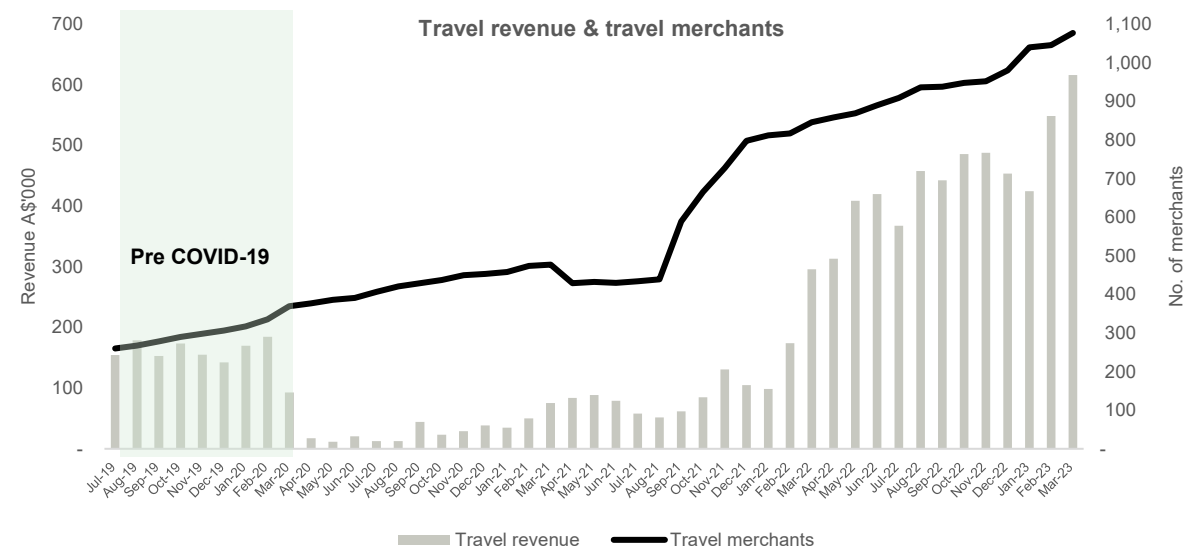


## The last twelve months

- + Positive EBITDA, material increase in gross margin and month-over-month growth in TTV and revenue from the travel vertical since February 2022.
- + Monthly TTV and revenue significantly higher than pre COVID-19 levels, driven by the IPG acquisition, new verticals, significant uplift in travel merchants onboarded, migration of Mint gateway merchants across to full service MSF offering on the platform and general lift from existing travel merchants' transaction volumes.
- + Mint travel revenue for Q3 FY2023 was 233% higher than pre-COVID levels despite the travel industry still recovering from COVID-19.

## What does this mean?

- + As illustrated in the charts opposite, Mint has experienced substantial merchant growth in the travel industry since the commencement of the COVID-19 pandemic. This has been particularly evident since September 2021, due to the introduction of MintEFT and the exclusive partnership with Helloworld. Mint's travel TTV was c. \$55m per month pre COVID-19 with only c. 300 merchants. Mint's travel merchants at March 2023 has grown to 1,077, with the recent TTV growth evident that Mint is well positioned to maximise growth as the travel volumes continue to return.
- + Mint's travel TTV was over \$120m in March 2023 already 112% above pre-COVID levels, despite travel TTV recovery at a per merchant level c. 70% to 75% of pre-COVID levels. We forecast travel TTV and revenue to increase materially in FY23 and FY24 as the recovery of travel continues and as new payment acceptance and supplier payment solutions are rolled out; resulting in an increase share of wallet.
- + White label gateway continues to perform strongly as a core revenue stream for Mint, with current volumes c. 30% higher than June 2022. White label gateway is forecast to continue its stable and reliable revenue and earnings contribution to the Group, while benefiting from the realisation of cost savings and synergies.
- + Monthly revenue has Mint tracking at an annualised run-rate of \$17m, before factoring in continued travel recovery and the significant opportunities available through Mint's launch of new pipeline products to enhance Mint's end-to-end payment ecosystem.



# Mint

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