

ChimpChange

Investor Presentation

June 2016

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ChimpChange's vision

to offer a free, innovative, feature rich, social, digital banking experience



Why ChimpChange?

WHY CUSTOMERS LOVE CHIMPCHANGE

- US-based **digital banking platform** for the connected generation who live a mobile, social and on-demand lifestyle
- It delivers a better way to bank by offering an affordable, personalised and **frictionless user experience**
- The platform provides innovative features to **improve customers' lives**
- Registration for a **FDIC-insured transactional bank account**, with attaching debit card, takes less than a few minutes

INVESTMENT HIGHLIGHTS

- **Early traction** – strong customer and transaction growth
- **A proven, scalable business model** – transactional fee revenue and path to breakeven
- **Large, underserviced market** – 92 million millennials in the US
- **Unique opportunity** – the only ASX-listed digital banking platform

Problem - US underserviced and costly



92 million the number of millennials in the US, 30 – 40% of whom are either underbanked or non-banked



$10+ the widely accepted cost to send money via banks or using existing providers in US



18.3 billion the number of cheques cashed in the US in 2012 (totalling US$26 trillion)



>50% the percentage of checking account customers in the US who pay a monthly fee

Problem - millennials don't like banks

50% the percentage counting on tech start-ups to overhaul the way banks work

71% the percentage of millennials who would rather go to the dentist than listen to what banks are saying

All 4 of the leading banks in America are among the ten least loved brands by millennials

1 in 3 the number of millennials open to switching banks in the next 90 days

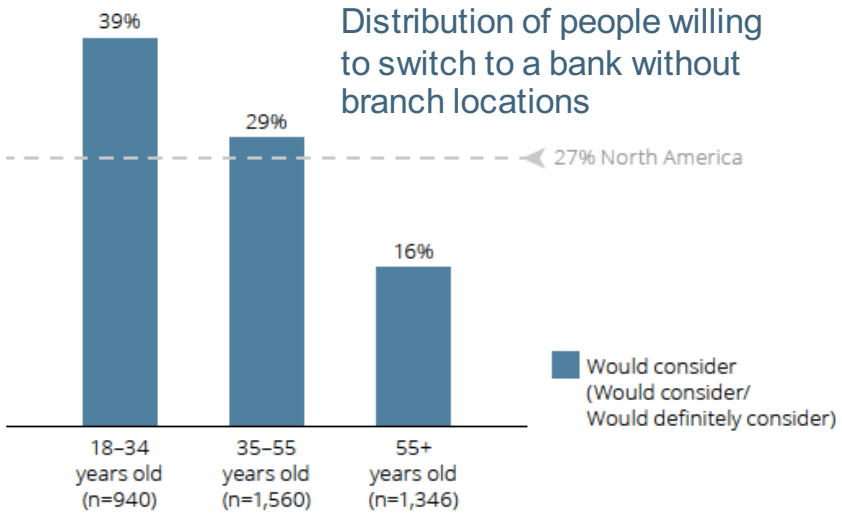
72% the percentage of millennials who believe they won't need a bank at all

Source: The Millennial Disruption Index (Viacom Media Networks)

Retail banking landscape

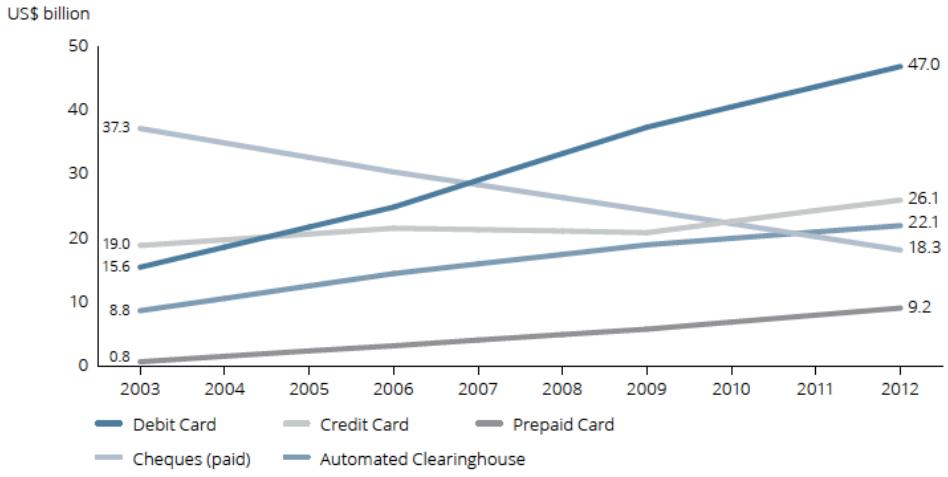
- Traditional banking in the US is primed for digital disruption
  - 92 million millennials are entering their prime spending years
  - Significant underbanked population
  - Increased adoption of smartphones easing access to non-traditional banking solutions
  - Consumers are defecting from high-cost fee models and inflexible service of traditional banks
  - Customers are becoming increasingly 'tech-savvy' and concerns around security are subsiding
  - Branchless banking gaining acceptance

BRANCHLESS DIGITAL BANKS ARE GAINING ACCEPTANCE



Source: Accenture , The Digital Disruption in Banking, 2014

GROWING ACCEPTANCE OF NON-CASH PAYMENT METHODS



Source: 2013 Federal Reserve Triennial Payments Study

The digital banking transformation has begun

- The US market is highly fragmented, expensive and remains heavily reliant on cheque-based transactions
- A large segment of the market is excluded from traditional banking providers due to cost
- Customers' expectations have evolved with technology and they want to transact at their convenience, with information at their fingertips
- Europe is embracing digital revolution and many digital alternatives to traditional banks are emerging
- While rapidly evolving globally, the US independent digital banking segment remains in its infancy and there are fewer players in the US market due to higher barriers to entry
- Substantial investment from venture capital and early bank-led acquisition activity has commenced

DIGITAL BANKING PEERS

United States

ChimpChange
GObank
SIMPLE
Moven

Europe

NUMBER26
fidor BANK
Sterling Bank
monese
mondo
TANDEM
HOLVI
Atom

Solution – innovative banking platform

ChimpChange

the digital bank of the millennials

- Free monthly transaction account
- ChimpChange MasterCard
- Open an account on your mobile in minutes
- Instant free P2P transfers to anyone
- Check your balances and transaction history
- $0 surcharge across 24,000 ATM network
- Instant push notifications and real-time transaction updates
- Budgeting tools
- Spending analysis tools
- Photo cheque deposit
- Communicate to you in a simple and effective way
- Secure – 2 factor authentication and biometric verification
- FDIC-insured
- Load to and unload funds from 3rd party accounts

Executed on key deliverables

IN THE LAST SIX MONTHS, CHIMPCHANGE HAS DELIVERED A NUMBER OF KEY STRATEGIC INITIATIVES TO DRIVE CONTINUAL GROWTH AND SUCCESS



Financial and key metrics - continually improving



Cost improvements – benefits of scale



Bank transition – to an innovative, experienced sponsor bank



Product development – exciting features such as budgeting tools and photo cheque deposit

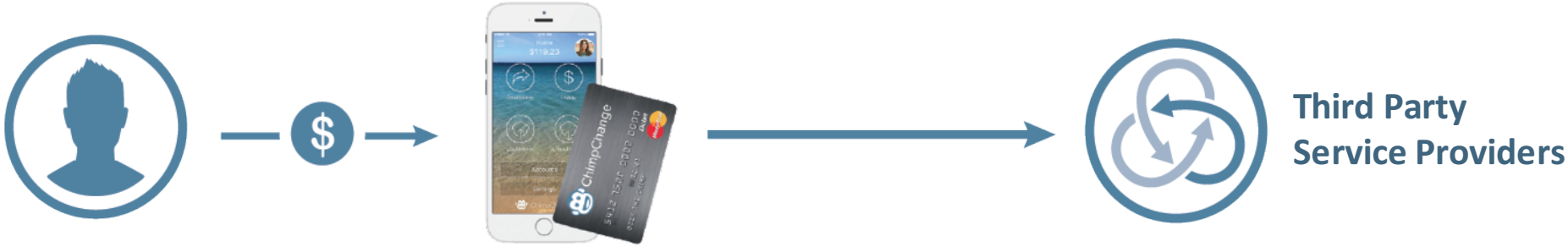


New staff acquisitions – former CMO of Acorns



Customer growth – always above forecasts

The ChimpChange platform



CHIMPCHANGE CUSTOMER

ChimpChange actively markets its platform to potential customers.

CHIMPCHANGE PLATFORM

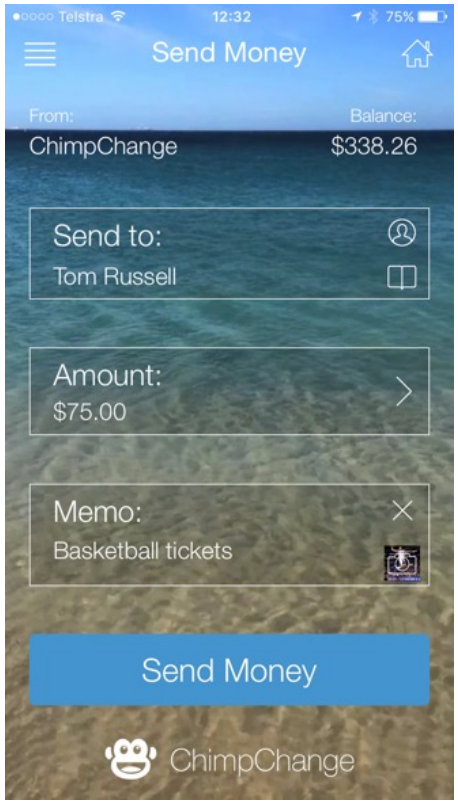
The ChimpChange platform includes the ChimpChange app, customer account, ChimpChange debit MasterCard and ChimpChange website, providing customers with a simple, branchless and frictionless digital banking experience by leveraging the best available financial service providers.

THIRD PARTY SERVICE PROVIDERS

- Processor
- Sponsor Bank
- Scheme Card
- ACH Transfers
- Load Network
- ATM Network
- Cashback Network
- ID Checking
- Customer Service
- Fraud Monitoring
- Photo Cheque Deposit
- Budgeting & Spending Tools
- Additional Features

A few key features

INSTANT P2P TRANSFERS



Send money to anyone in the US using only their mobile number. Money sent is available instantly

PHOTO CHEQUE DEPOSIT



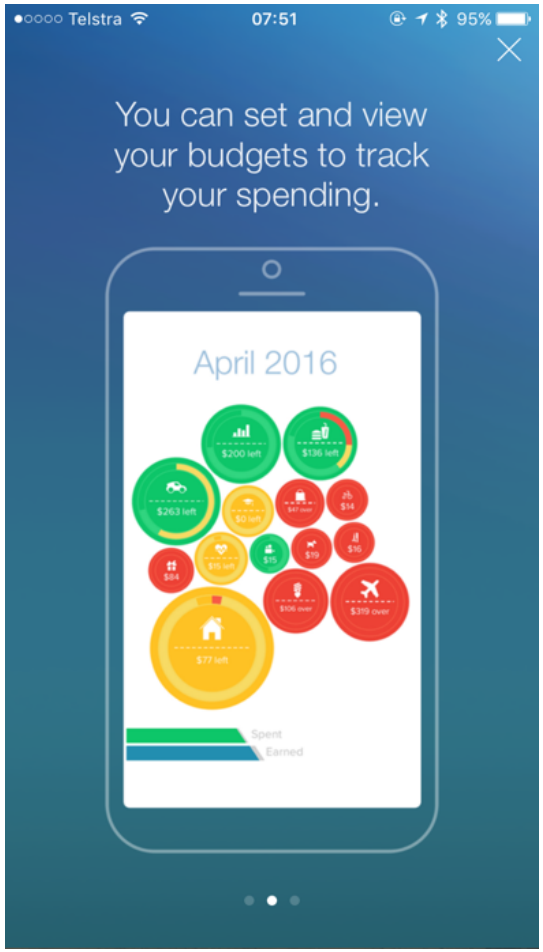
Photo cheque deposit – customers will never have to go to the bank to deposit a cheque again. Just take a photo to deposit a cheque into a ChimpChange account

A few key features

SPENDING TOOLS



BUDGETING TOOLS



A robust, scalable revenue model

SCALABLE, MULTI-FACETED REVENUE STREAMS



Receipt of interchange fees associated with customers making purchases with their ChimpChange debit MasterCard

1%-2% of transaction value



Out-of-network ATM fees

US$1.95 per withdrawal



Other platform fees (e.g. inactivity fees, foreign transaction fees, card replacement fees etc.)

Up to US$4.95 inactivity fee
3% foreign transaction fee
Other service fees

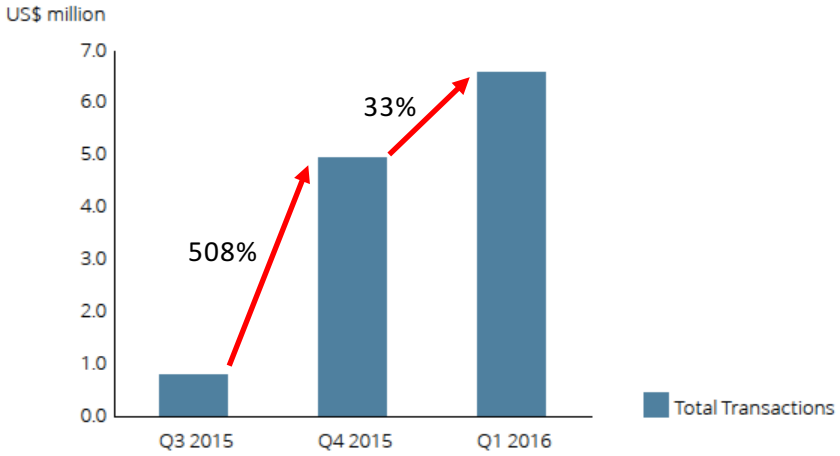


Usage fees from photo check deposit and new product offerings

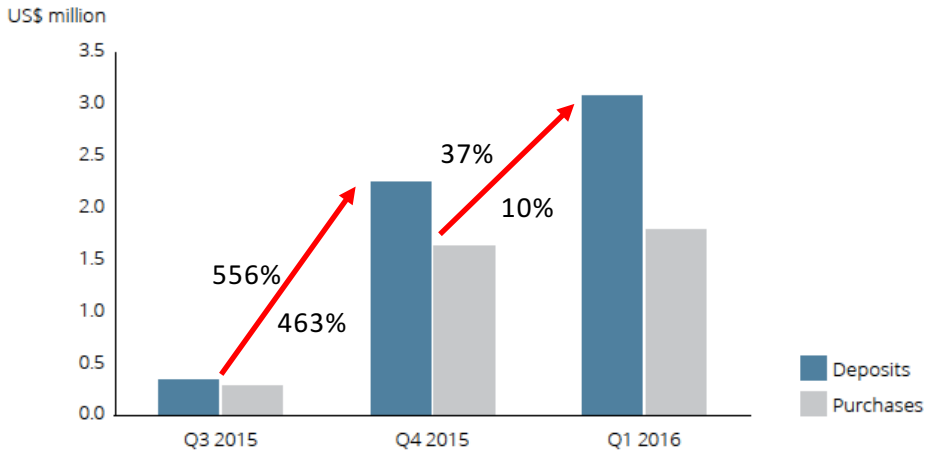
Charged on a per transaction basis

Key metrics on track

TOTAL TRANSACTION VOLUMES



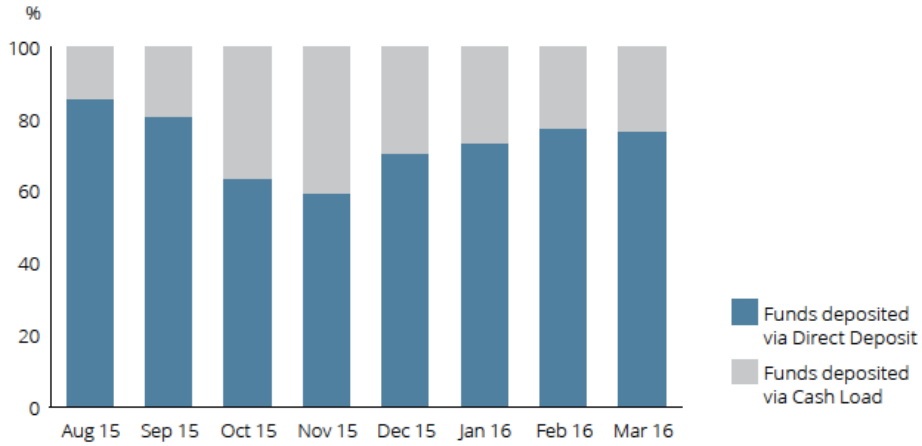
DEPOSIT AND PURCHASE VOLUMES



- ChimpChange has experienced strong quarter on quarter growth in key metrics since launch and as at 31 March 2016 has processed over US$12 million in total transactions.

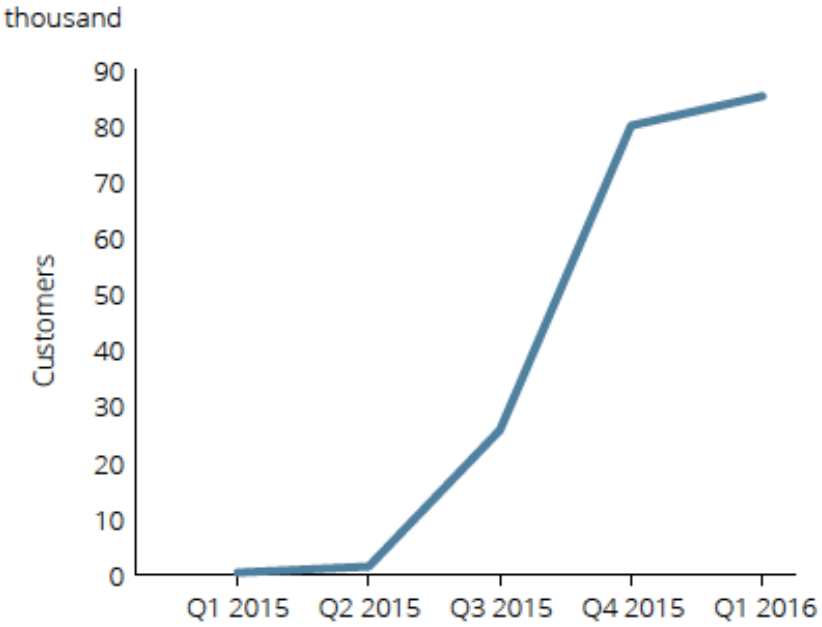
- On average, funds deposited into ChimpChange accounts have been in the following proportions: 71.5% direct deposit and 28.5% cash deposits.

SOURCES OF DEPOSITED FUNDS

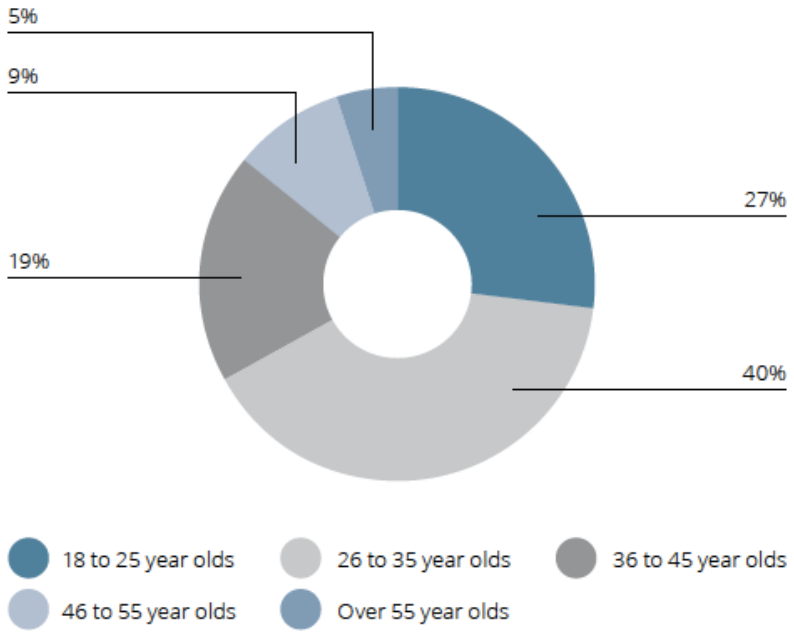


Rapid customer growth

TOTAL CUSTOMERS



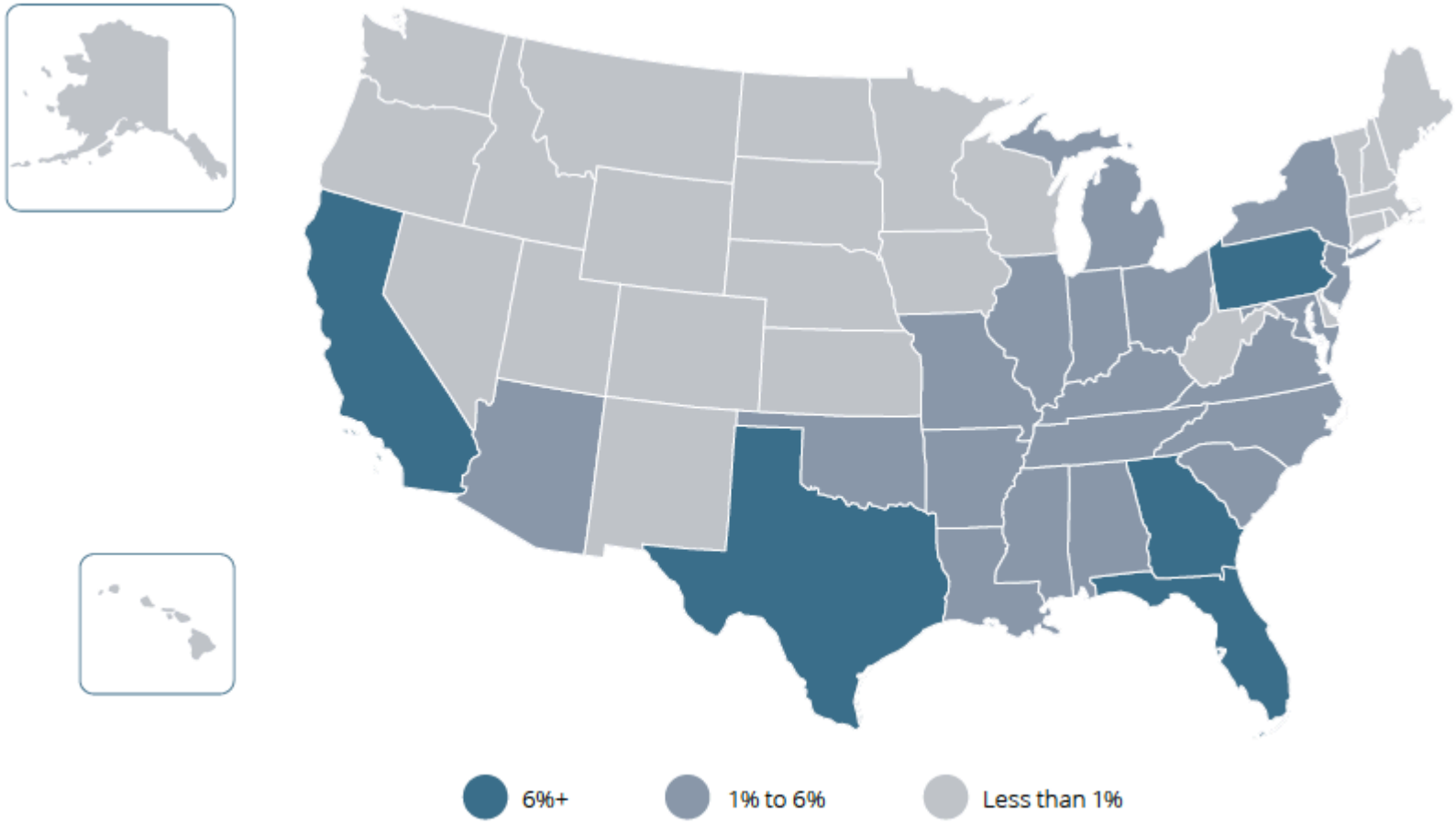
AGE OF CUSTOMERS



- The Company experienced great success acquiring customers in late 2015 and since then has switched its focus to stimulating its current customer base. ChimpChange will continue with this strategy as well as acquiring new customers to drive growth in deposit volumes and spend.
- One of ChimpChange's target demographics is millennials, who make up 67% of ChimpChange's customers (customers between the ages of 18 to 35 (inclusive)).

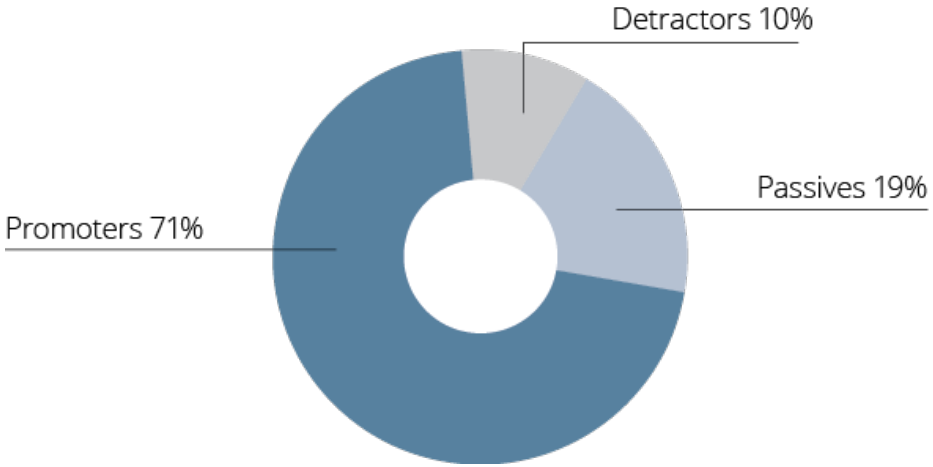
Customers from coast to coast

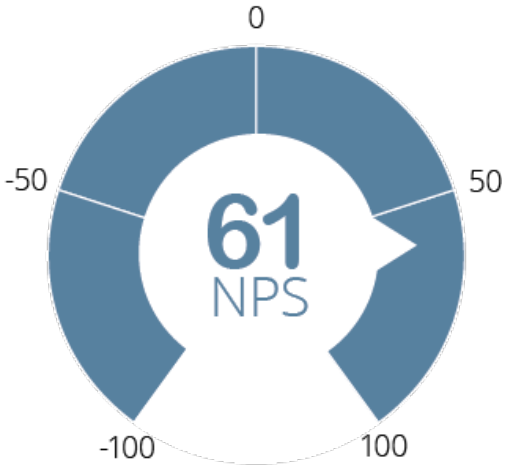
LOCATION HEAT MAP



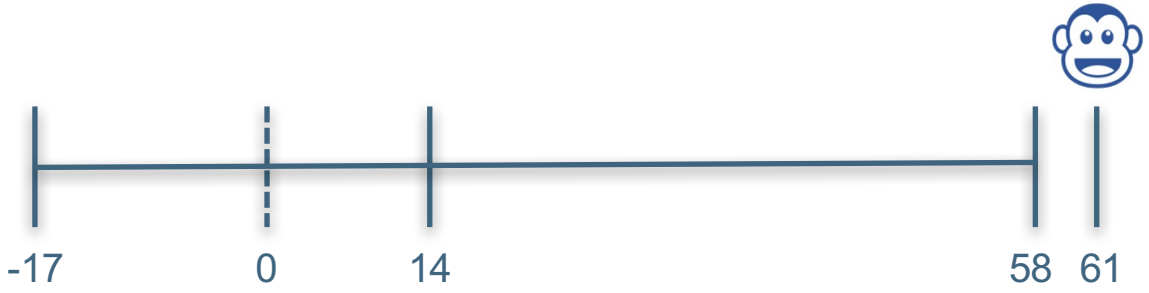
What are our customers saying?

71% of ChimpChange members are promoters





The banking industry experiences a NPS between -17 and 58 with an average of 14[1]



Based on a survey of ChimpChange active members

[1] Temkin Group - Net Promoter Score Benchmark Study, 2014

Growth strategy

1

New product offerings

- Budgeting tools, spending tools and savings accounts
- Mobile cheque depositing
- Bill payments
- Other initiatives / features to support the needs and demands of customers and to drive adoption of the platform

2

Marketing and customer acquisition campaigns to drive user adoption and encourage spend

- Grow deposit volumes through “direct deposit campaigns” to ultimately drive spending on ChimpChange debit cards
- Digital marketing, paid media and influencer campaigns
- Business to business partnerships
- Customer referral campaigns

3

Potential international expansion

- The ChimpChange platform has potential application in international jurisdictions outside of the US where:
  - Traditional retail bank offerings are rigid and inflexible
  - Markets are supportive of mobile phone applications and technical innovation
  - There is a substantial millennial or unbanked / underbanked population

Marketing and customer acquisition

- Social media app install ads

Facebook Instagram

YouTube Twitter



- Search engine marketing
- Public relations
- Partnership marketing
- Affiliate marketing
- Card aggregator sites
- Referral programs
- App store optimisation
- Radio/broadcast



Board



Peter Clare - Non-Executive Chairman

Mr Clare has been in the banking industry since 1995, most recently as the Chief Executive Officer of Westpac New Zealand Limited, a division of Westpac Banking Corporation Limited, from 2012 to 2014.



Ash Shilkin – Founder and Managing Director

Mr Shilkin was the former CFO of CO2 Australia, a company listed on the ASX, and helped the company grow to a market capitalisation of more than $300 million. He holds a Masters of Law and Bachelor of Commerce.



Ian Leijer - CFO and Executive Director

Mr Leijer is a Chartered Accountant with over 25 years' experience in corporate finance, strategy and business management. He was previously CFO of former ASX listed company Avatar Industries and interim CEO of Kresta Holdings.



Ben Harrison - Non-Executive Director

Mr Harrison has 10 years' experience advising and investing in companies. He previously worked for a leading mid cap corporate advisory house where he executed capital market and M&A transactions.

Management



Clayton Fosset - COO
Mr Fossett has worked as an executive at Yahoo! in operations finance. He was a financial analyst at First Boston and holds a MBA from Harvard University.



Nick Roberts - CMO
Mr Roberts has more than 20 years' marketing experience. Most recently as CMO of Acorns, a highly successful app-based fintech company, he helped attract more than 1 million members in its first year.



Tom Russell - VP Product & Operations
Mr Russell has corporate finance and operations experience with a focus on growth and venture companies. He holds a Bachelor of Commerce and Bachelor of Economics.



Young Lee - VP Finance
Mr Young is a CPA previously working in New York with Deloitte helping clients identify, manage, and deliver financial optimisation strategies. He holds a Masters in Accounting and a Bachelor of Economics.



Muhammad Tahir - VP Engineering
Mr Tahir holds a Masters in Computer Science and has over 12 years of experience developing enterprise level software applications and managing engineering teams.



Aryan Liaghat - Customer Support Manager
Mr Liaghat has 10 years' customer service and management experience. He also holds a Bachelor of Arts.

Capital structure

- Recently raised $15 million under a fully underwritten IPO
- Board and management hold approximately 24%
- Top 20 shareholders own approximately 63%
- Strong support from institutional and retail investors

Top Shareholders	%
Ashley Shilkin (Founder / Managing Director)	18.75%
Avatar Industries Pty Ltd	16.95%
Bart Properties Pty Ltd	4.37%
Ian Leijer (CFO / Executive Director)	4.21%

Financial Information	
Share price (offer price)	$0.80
Shares on issue[1,2] (undiluted)	63,481,383
Market capitalisation	**$50.8 million**
Cash (listing date)	$16.1mllion
Debt (listing date)	No debt
Enterprise value	**$34.7 million**

[1] the company currently has 14.3 options on issue at various times
[2] includes 14.6 million shares subject to escrow

A visible path to shareholder value creation

User-friendly platform

Aggressive growth plans

Forefront of digital revolution



Huge addressable market

Simple and scalable business model

Strong management team & advisors

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