ChimpChange

PAY 2017 AWARDS

Startup of the Year
Best Mobile App
Consumer Champion

Change your banking, change your life.



Investor Update | July 2017

ASX:CCA

Disclaimer

IMPORTANT NOTICE
This presentation has been prepared by ChimpChange Limited (ChimpChange) in good faith. No express or implied warranty is given as to the accuracy or completeness of the information in this document or the accompanying presentation. All statutory representations and warranties are excluded, and any liability in negligence is excluded, in both cases to the fullest extent permitted by law. No responsibility is assumed for any reliance by any person on this document or the accompanying presentation.

Summary information
The information contained in this presentation is a summary overview of the current activities of ChimpChange. This presentation does not purport to be all inclusive or to contain all the information that a prospective investor may require in evaluating a possible investment. This presentation is for general information purposes and is not intended to be and does not constitute a prospectus, product disclosure statement, pathfinder document or other disclosure document for the purposes of the Corporations Act and has not been, and is not required to be, lodged with the Australian Securities & Investments Commission. This presentation should be read in conjunction with all other periodic and continuous disclosure announcements lodged by ChimpChange with the Australian Securities Exchange, available at www.asx.com.au.

Not financial product advice
The material contained in this presentation is not, and should not be considered as, financial product or investment advice. This presentation is not an offer, invitation or recommendation to acquire New Shares, and does not take into account the investment objectives, financial situation or particular needs of any particular investor. You must make your own independent assessment and review of ChimpChange, and the information contained, or referred to, in this presentation, including its financial condition, assets and liabilities, financial position, profits and losses, prospects and business affairs, including the merits and risks involved. Nothing in this presentation constitutes investment, legal, tax or other advice. You should seek legal, financial, tax and other advice appropriate for your jurisdiction.

Past and future performance
This presentation contains information as to past performance of ChimpChange. Such information is given for illustrative purposes only, and is not – and should not be relied upon as – an indication of future performance of ChimpChange. The historical information in this presentation is, or is based upon, information contained in previous announcements made by ChimpChange to the market. These announcements are available at www.asx.com.au.
This presentation contains certain “forward looking statements”. Forward looking words such as “expect”, “should”, “could”, “may”, “will”, “believe”, “forecast”, “estimate” and other similar expressions are intended to identify forward-looking statements. Such statements are subject to various known and unknown risks, uncertainties and other factors that are in some cases beyond ChimpChange’s control. These risks, uncertainties and factors may cause actual results, performance or achievements to differ materially from those expressed or implied by the forward-looking statements and from past results, performance or achievements. ChimpChange cannot give any assurance or guarantee that the assumptions upon which management based its forward-looking statements will prove to be correct or exhaustive beyond the date of its making, or that ChimpChange’s business and operations will not be affected by other factors not currently foreseeable by management or beyond its control. Such forward-looking statements only speak as at the date of this announcement and ChimpChange assumes no obligation to update such information.

Who we are

ChimpChange is an innovative mobile first everyday bank account, including a debit MasterCard, and savings account.

ChimpChange accounts allow direct deposits, cash loads, cheque loads, ATM withdrawals and provide a number of Personal Financial Management (PFM) insights into customer spending.

ChimpChange is US facing, with enormous scalability.



Market Opportunity

U.S. Population

Marketing focused on targeting high value customers and untapped populations

92M

U.S. Millennials
Largest generation in U.S. history making up 25% of the U.S. population

91M

U.S. Population Unbanked and Underbanked
35% of Millennials are either unbanked or underbanked

All 4

Leading U.S. banks
Are among the ten least loved brands by millennials

71%

U.S. Millennials
Would rather go to the dentist than listen to what banks are saying

50%

U.S. Millennials
Counting on tech start-ups to overhaul the way banks work

37%

U.S. Millennials
Consider debit cards to be the most convenient payment method

>50%

U.S. Banking Customers
Still pay monthly and other fees

Our Value Proposition

Capitalizing on outdated model and evolving landscape

1. WE ARE FREE

Traditional U.S. banking customers

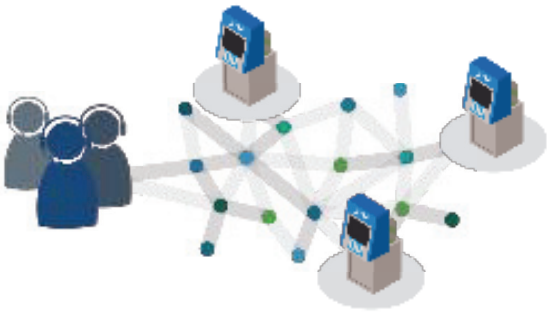
>50%
Banking customers still pay monthly account and other fees

$10-$25/mo.
Account maintenance fees when minimum balances/deposits aren't met

~$260/yr.
Paid in overdraft or insufficient funds fees

~67M
People upset with high fees and willing to leave their bank

2. WE ARE BETTER THAN YOUR BANK



FREE
Account, debit card, ATM network, automatic round ups, savings account and great customer support

Aesthetically Friendly
Beautiful visuals showing transaction history, auto-categorized purchases, notes, and more

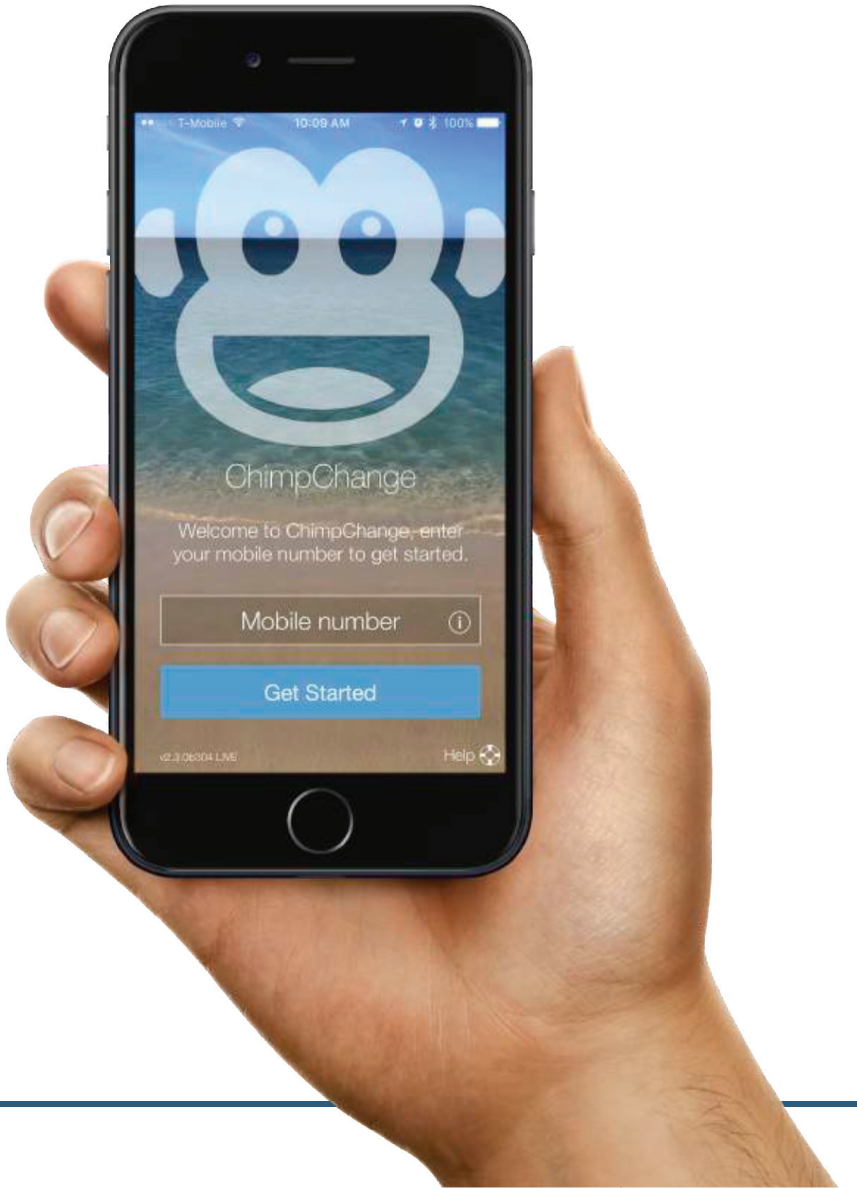




Modern UI
Instant cheque clearing with your smartphone's camera, send money to friends free, and PFM tools

Product Highlights

Paperless mobile account opening in 3 minutes



Product Highlights

Graphic view of transaction history



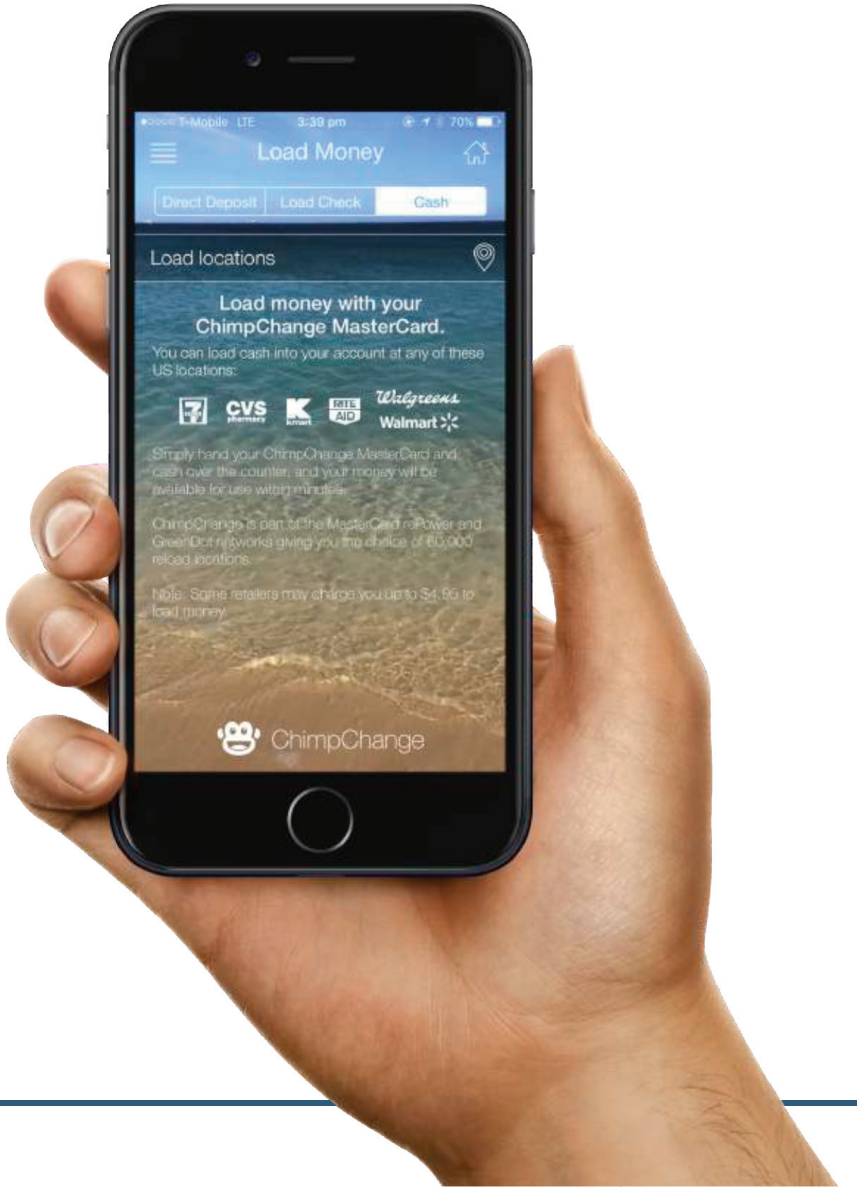
Product Highlights

Easy savings with automatic round ups



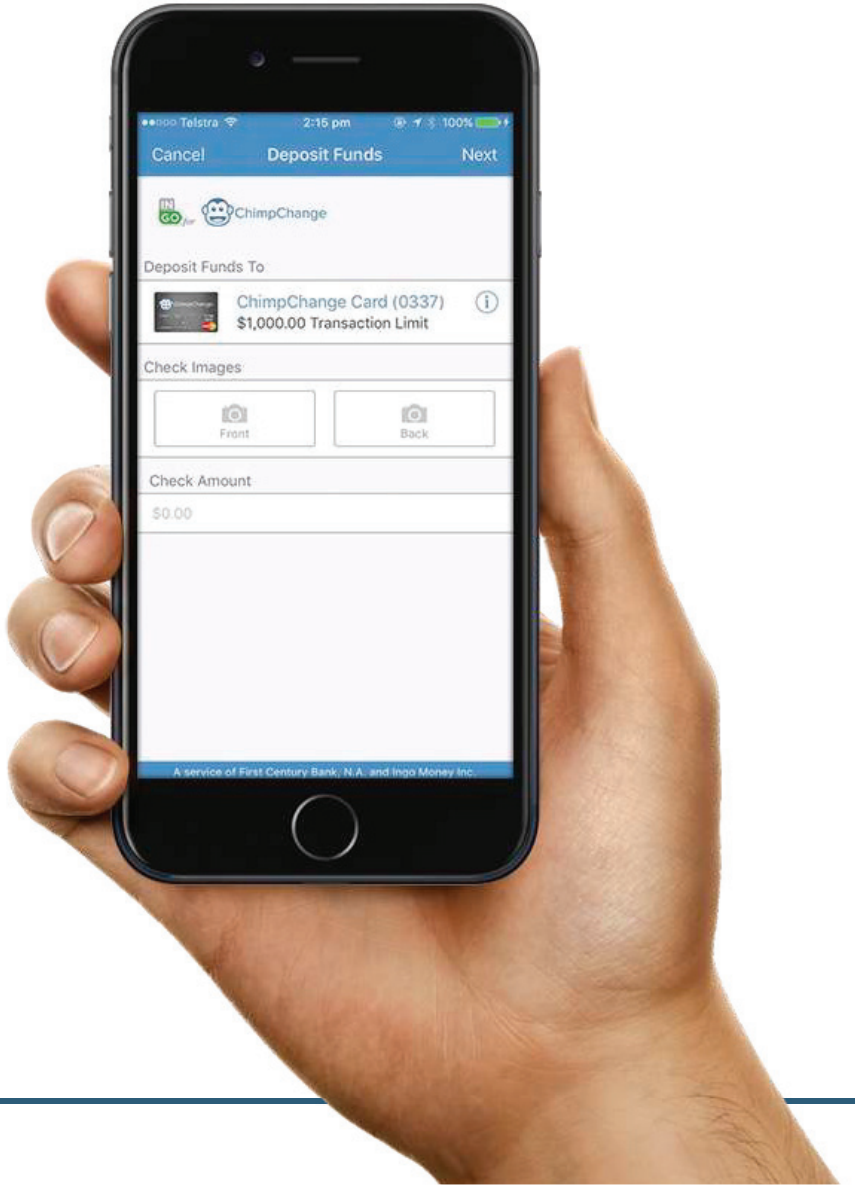
Product Highlights

Replacing branches with retails stores



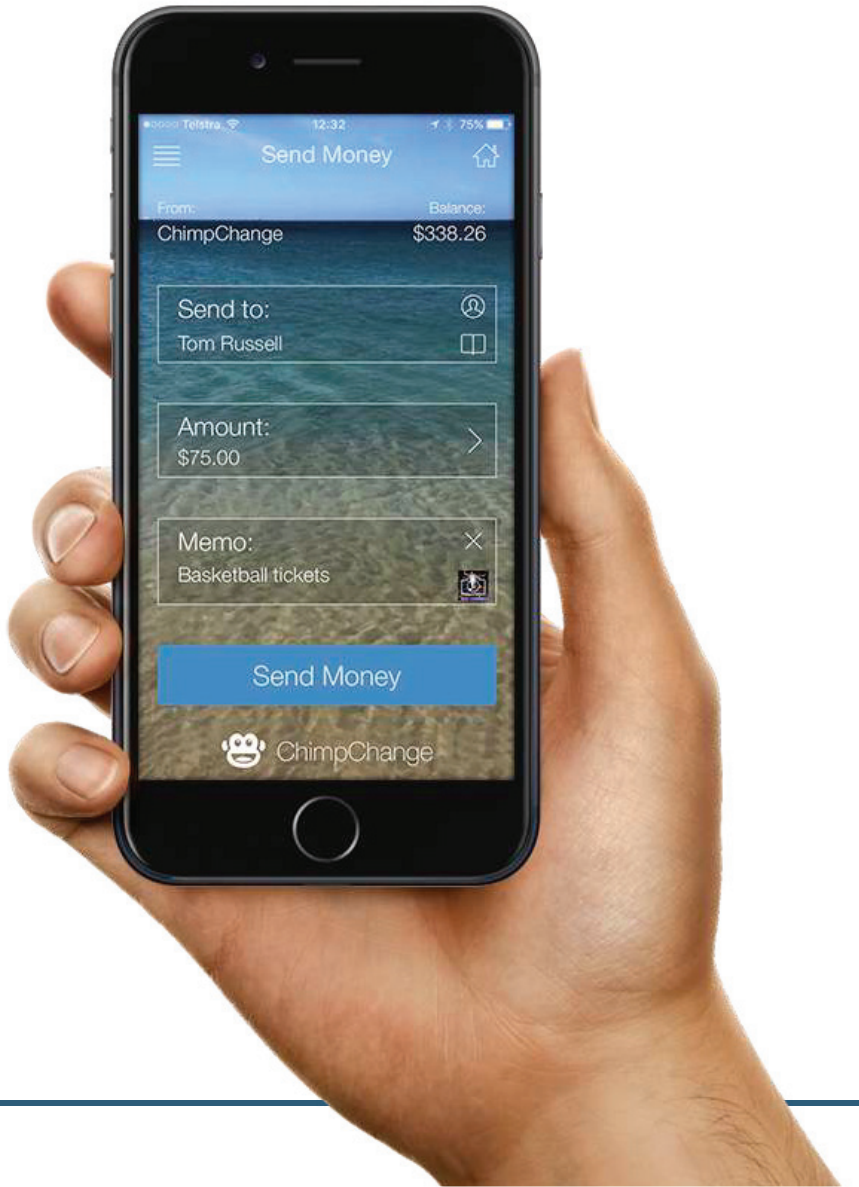
Product Highlights

No more standing in line or high fees to cash cheques



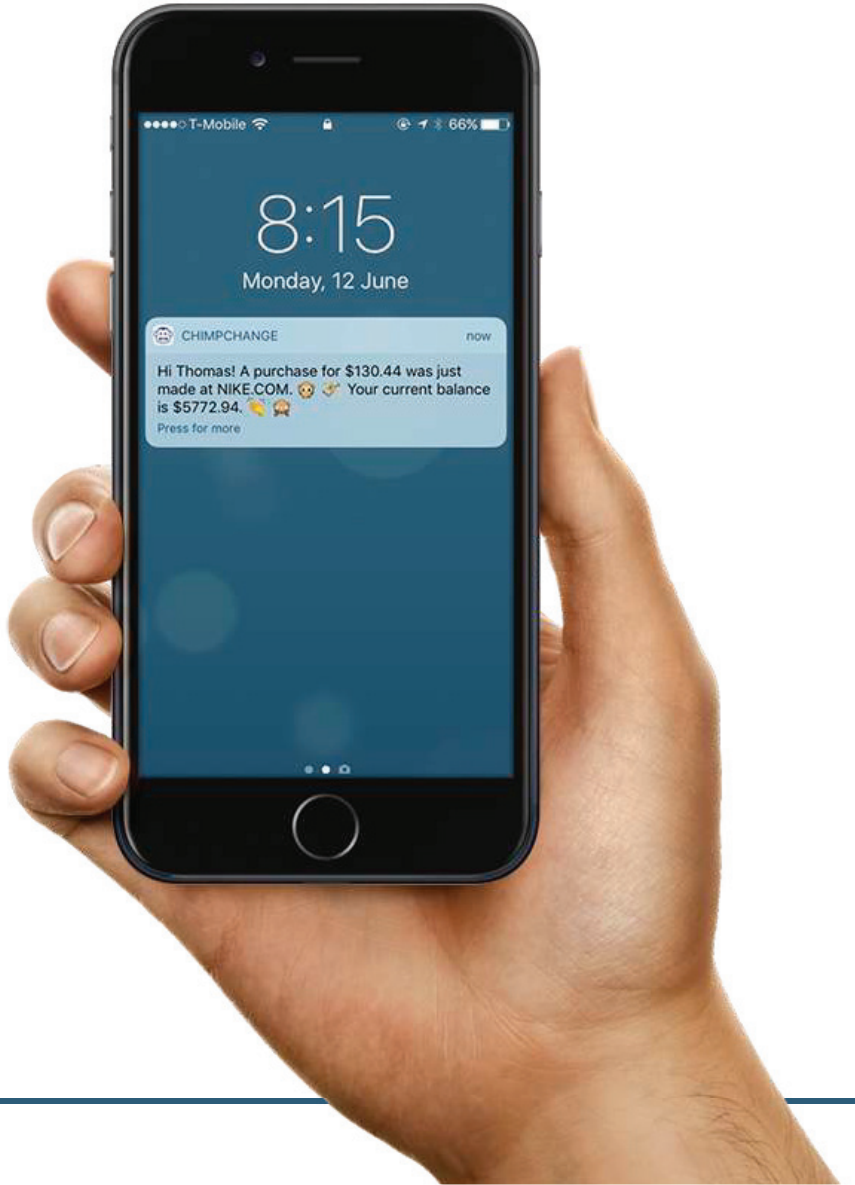
Product Highlights

Send money in real-time to anyone, anywhere, anytime



Product Highlights

Real-time alerts with push notifications



Recent Awards

PAY 2017 AWARDS

Start Up of the Year
Best Mobile App
Consumer Champion

The Pay Awards are a prestigious recognition of excellence in the global prepaid and payments technology industries

PREVIOUS WINNERS

GObank NETSPEND H&R BLOCK AMERICAN EXPRESS

Business Model

Value lies in strength of the business model



Capital Light, Scalable Business



Positive Gross Margin

When a customer spends US$50/mo. without charging fees

MONETISATION TODAY

	Interchange	1%-2%
	Out-of-network ATM withdrawals	US$1.95
	Cheque deposits	1%

MONETISATION TOMORROW


Loan products


In-house ACH transfers

Foreign exchange



Enterprise solutions

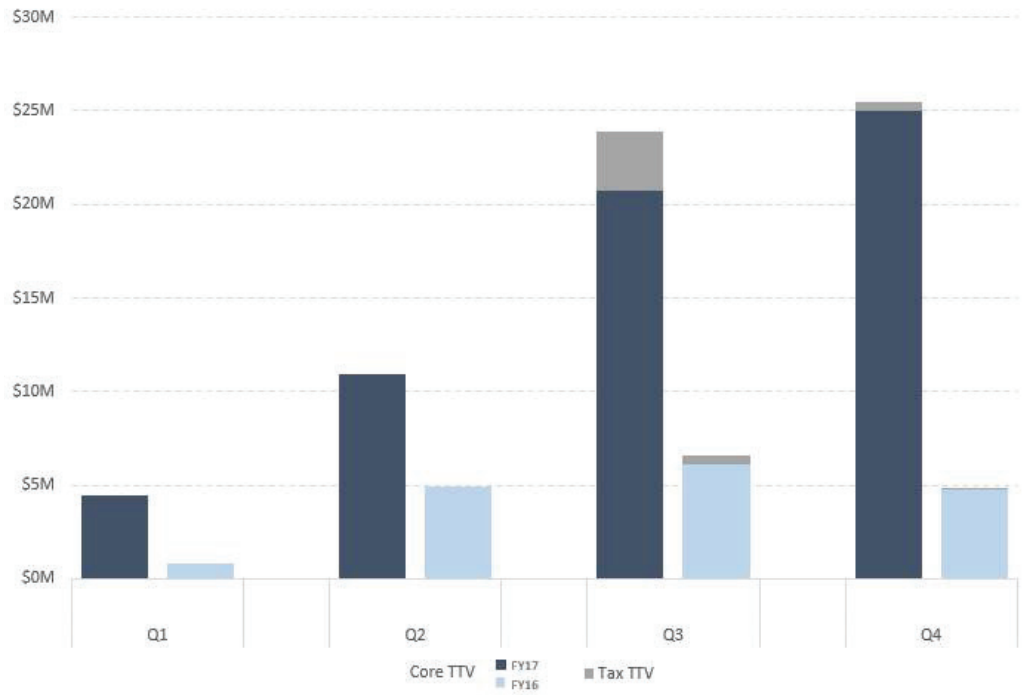

Bill pay


Rewards

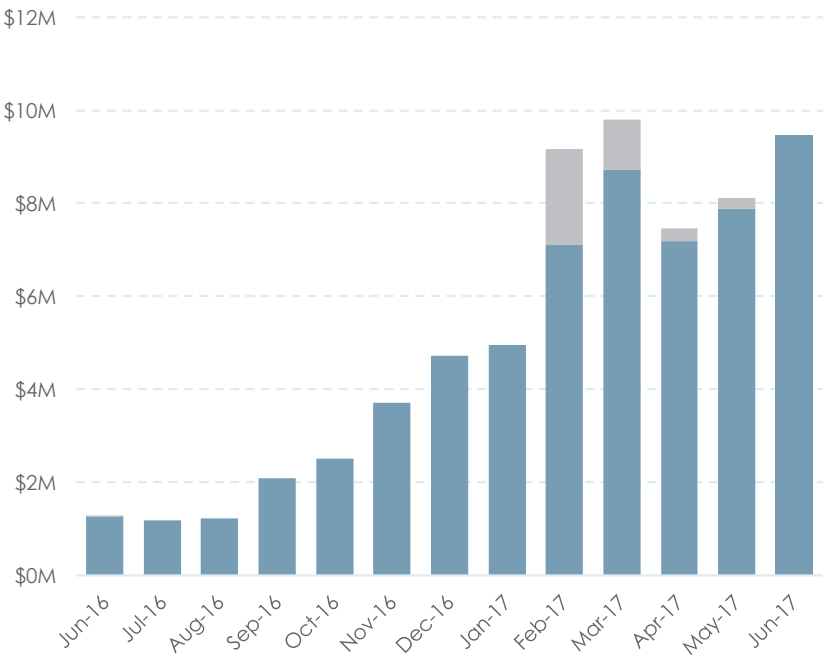
Stimulating activity in the customer base

Improving Total Transactional Volume (TTV)

TTV (USD) QUARTER OVER QUARTER COMPARISON



TTV (USD) MONTH OVER MONTH COMPARISON



END OF Q4 FY17

$113M
Annualised TTV

Driving

US$0.74M
Annualised Gross Revenue

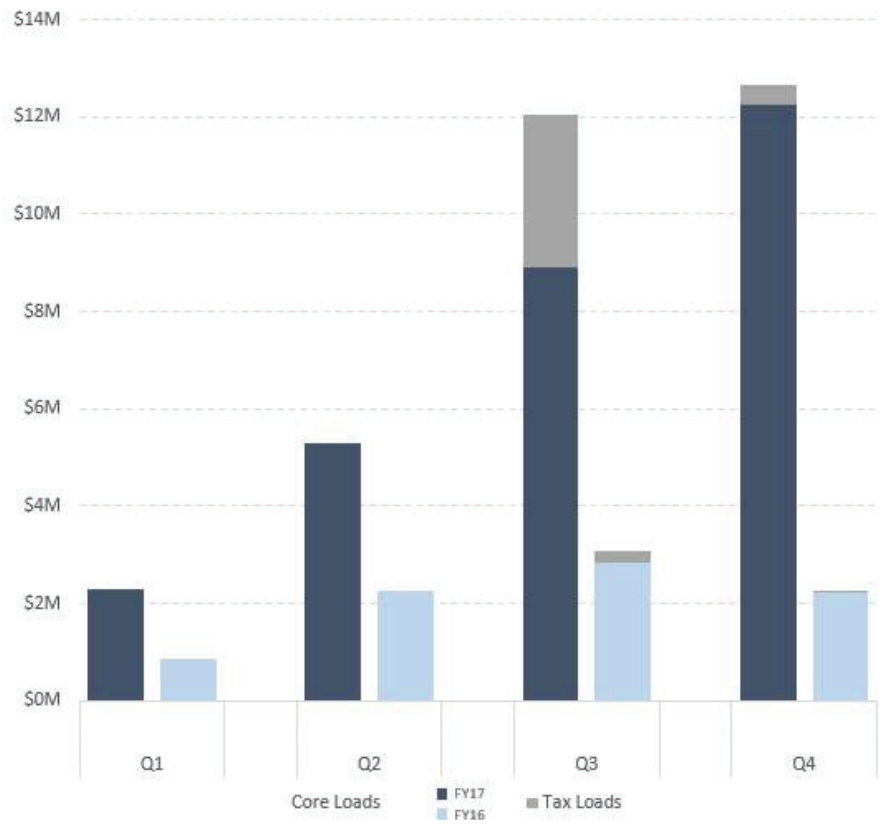
Stimulating activity in the customer base

Improving deposit process improves customer usage

We've added new channels to load funds onto customers' cards and made it easier to use our debit MasterCard at retailers

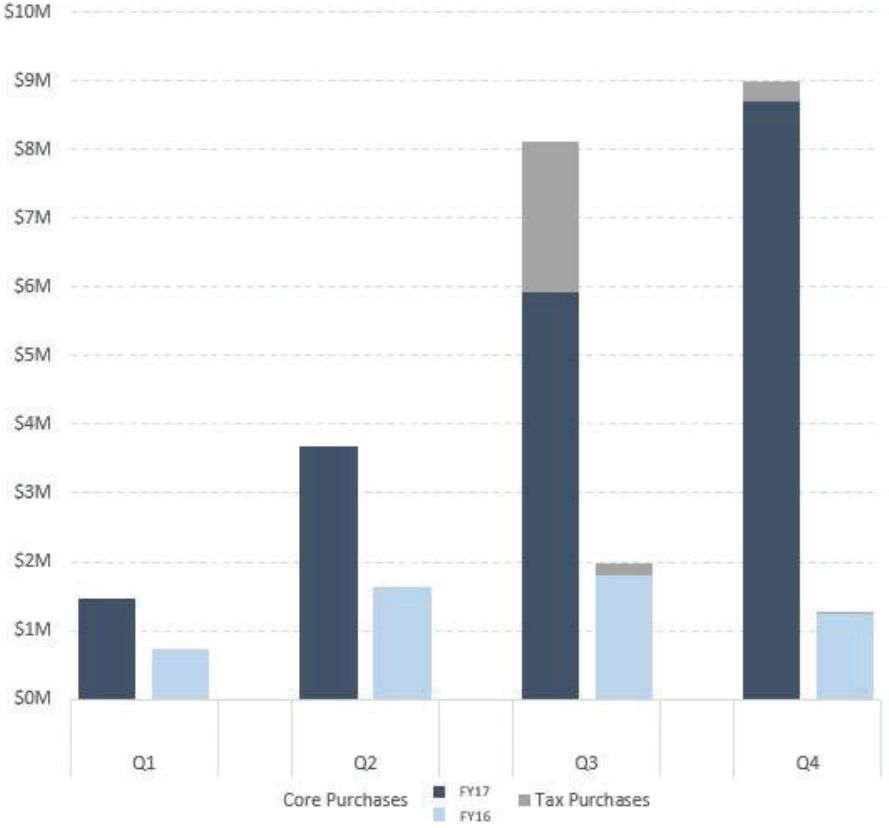
TOTAL CUSTOMER DEPOSITS (USD)

FY17 TO DATE OVER FY16



TOTAL CUSTOMER CARD PURCHASES (USD)

FY17 TO DATE OVER FY16

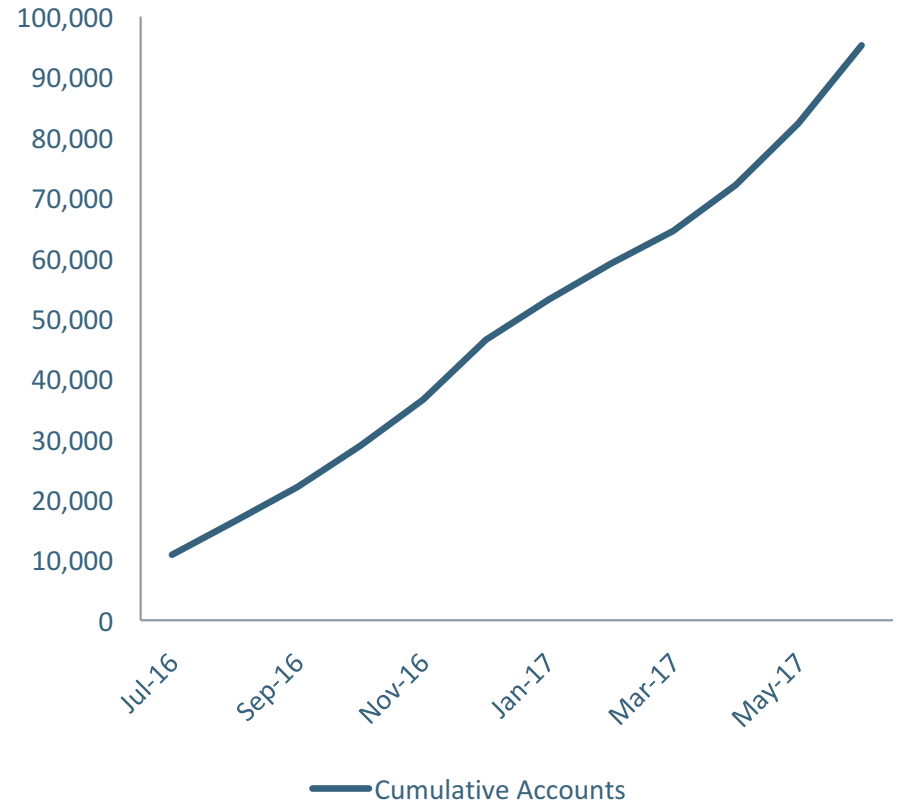


Targeted customer acquisition

Attracting high-value customers lowers acquisition costs

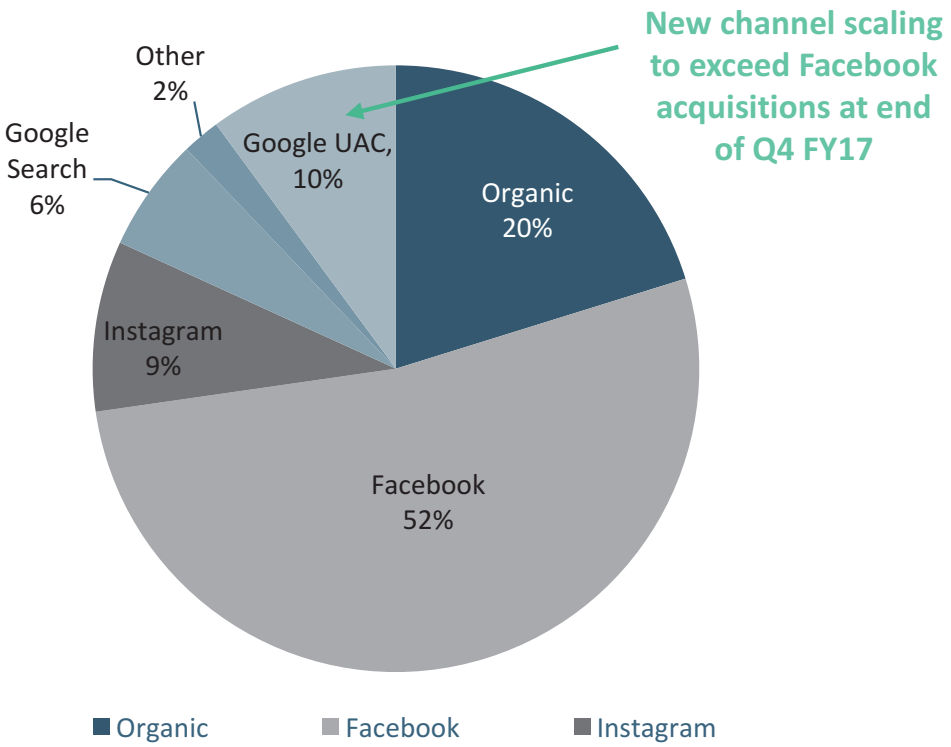
Marketing has been focused on targeting high value customers and optimizing for efficiency resulting in lower cost of customer acquisition

CUSTOMER ACCOUNTS



Note: Excludes customers on the platform without a registered debit card

CUSTOMER ACQUISITION CHANNELS



Facebook, Instagram, Google Search and Other are paid media channels.
Organic accounts for all other registrations that are not from paid media channels.

The digital banking transformation has begun

DIGITAL BANKING PEERS



- Substantial investment from venture capital and early bank-led acquisition activity has commenced
- Simple was acquired for US$117 million with 100,000 total customers
- Zenbanx was acquired for US$100 million
- BankMobile was acquired for US$175 million
- Atom Bank raised at a pre-launch valuation of US$185 million and recently raised US$102 million at a US$320 million valuation with approximately 14,000 customers

Corporate Overview

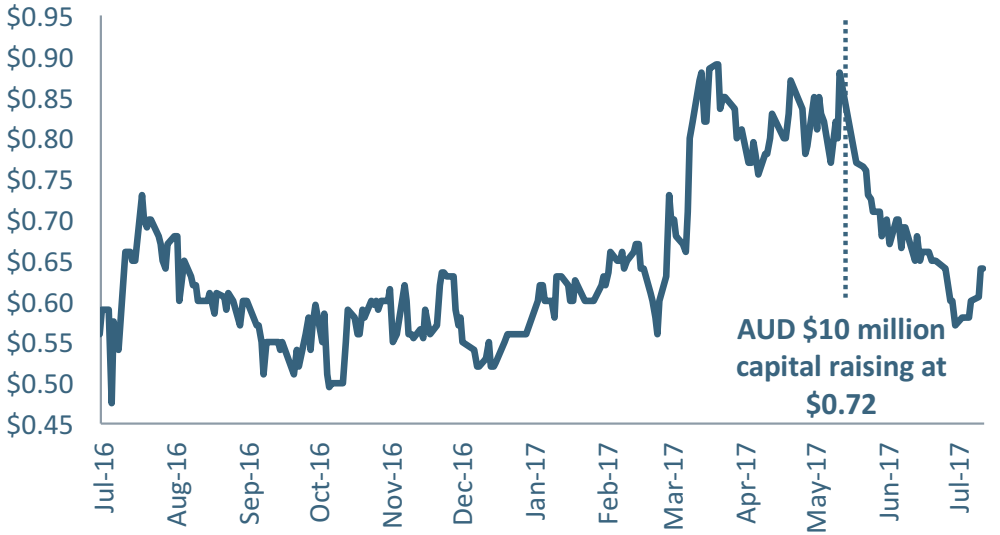
CAPITAL STRUCTURE

Share Price (as at 14 July 2017)	A$0.64
Shares on Issue	77,880,867
Market Capitalization	US$37.9mm
Cash at Bank (30 June 2017)	US$9.4mm
Enterprise Value	US$28.5mm

Note: AUD/USD 0.76

HISTORICAL SHARE PRICE

ASX: CCA



SHAREHOLDERS

Ashley Shilkin	15.28%
Avatar Industries Pty Ltd	13.24%
Acorn Capital Ltd	6.68%
Bart Properties Pty Ltd	3.92%
Nareenen Pty Ltd	3.43%
Total Top 20	**58.65%**

BROKERS

Morgans

CCZ Statton Equities

LEGAL

Wilson Sonsini Goodrich & Rosati

Baird Holm, LLP

HopgoodGanim Lawyers

Testimonials

THE BEST financial institution in the world get chimpchange it will change your Financial world a five star service the best I've seen ever

by Android User

Amazing Account Features without the Fees! Too good to be true. But looking further into ChimpChange, my mind has been pleasantly changed, and it seems that they are out to help the small guy to invest and manage his finances responsibly, unlike my ex, NetSpend, who only seems to be in this business to get rich off FEES! In ChimpChange we Trust.

by Android User

Love it. I love the app, navigation throughout the app is easy and the personalization is awesome. A++ ChimpChange

by Apple User

Very convenient!!!

by Gordon D.

I just closed up my 3 different bank accounts and keeping ChimpChange. Not disappointed so far, please keep it up, seems like you guys actually are trying to help us little guys.

by Monica V.

Honestly after banking with every major bank I must say that I am tired of paying ridiculous fees so I have decided to transition to prepaid cards and after setting up my chimp change account I will gladly say that they seem like they actually care about consumers unlike banks and their customer service is quick to respond to issues via email or phone calls so keep up the good work

by Jerry H..

Management



Clayton Fossett - COO
Former executive at Yahoo! in operations finance (10 years). Formerly First Boston and holds a MBA from Harvard University.



Nick Roberts - CMO
Former CMO of Acorns, a highly successful FinTech company, he helped attract more than 1 million members in its first year. 20 years of digital marketing experience.



Young Lee - CFO
Former Senior Manager at Deloitte in New York (10 years) focusing on the financial services industry specializing in financial optimization strategies. CPA holding a Macc and a Bachelor of Economics from the University of Michigan.



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



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



James Park - VP Operations
Former management experience at Zenefits, Homesuite and Deloitte in operations, product, and customer support. James holds a Bachelor of Science from the University of Michigan.

Board



Ash Shilkin – Managing Director
Ash was the former CFO of CO2 Australia, a company listed on the ASX, and helped the company grow to a market capitalization of more than $300 million. He holds a Masters of Commercial Law and Bachelor of Commerce.



Peter Clare - Chairman
Former Chief Executive Officer of Westpac New Zealand Limited from 2012 to 2014. Westpac Banking Corporation Limited 2008 to 2014. 20 years Executive banking experience.



Teresa Clarke – Director
Former Managing Director at Goldman Sachs & Co (12 yrs), Harvard MBA & Harvard Law School graduate. Founder and CEO of Africa.com. Former member of President Obama's Advisory Council.



Ian Leijer - Director
Ian 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.



Ben Harrison - Director
Ben 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.

Thanks

from the whole ChimpChange team

