Company Presentation
FY2021 Q4 – August 2021

ASX: CCA

Disclaimer

IMPORTANT NOTICE
This presentation has been prepared by Change Financial Limited (Change Financial) 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 Change Financial. 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 an offer to sell or a solicitation of an offer to buy or sell securities, 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 Change Financial 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 Change Financial, 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 Change Financial. Such information is given for illustrative purposes only, and is not – and should not be relied upon as – an indication of future performance of Change Financial. The historical information in this presentation is, or is based upon, information contained in previous announcements made by Change Financial 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 Change Financial'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. Change Financial 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 Change Financial'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 Change Financial assumes no obligation to update such information.

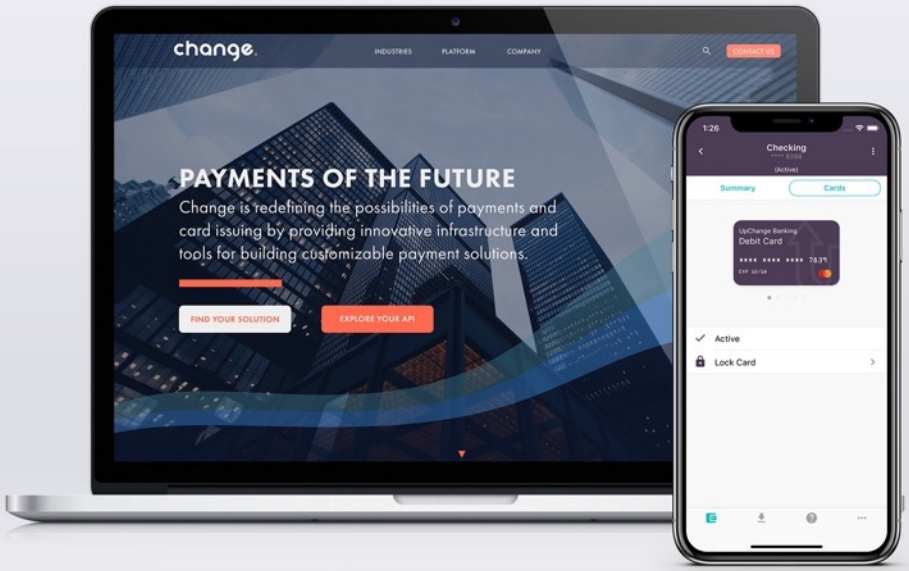
About Change

- Change is a global FinTech providing innovative and scalable payments solutions for banks and financial institutions
- Change has built a global enterprise payments and card issuing platform and financial transaction testing solution
- Annuity income from blue-chip client base including major banks, supermarkets and FinTechs
- World class management and technical team

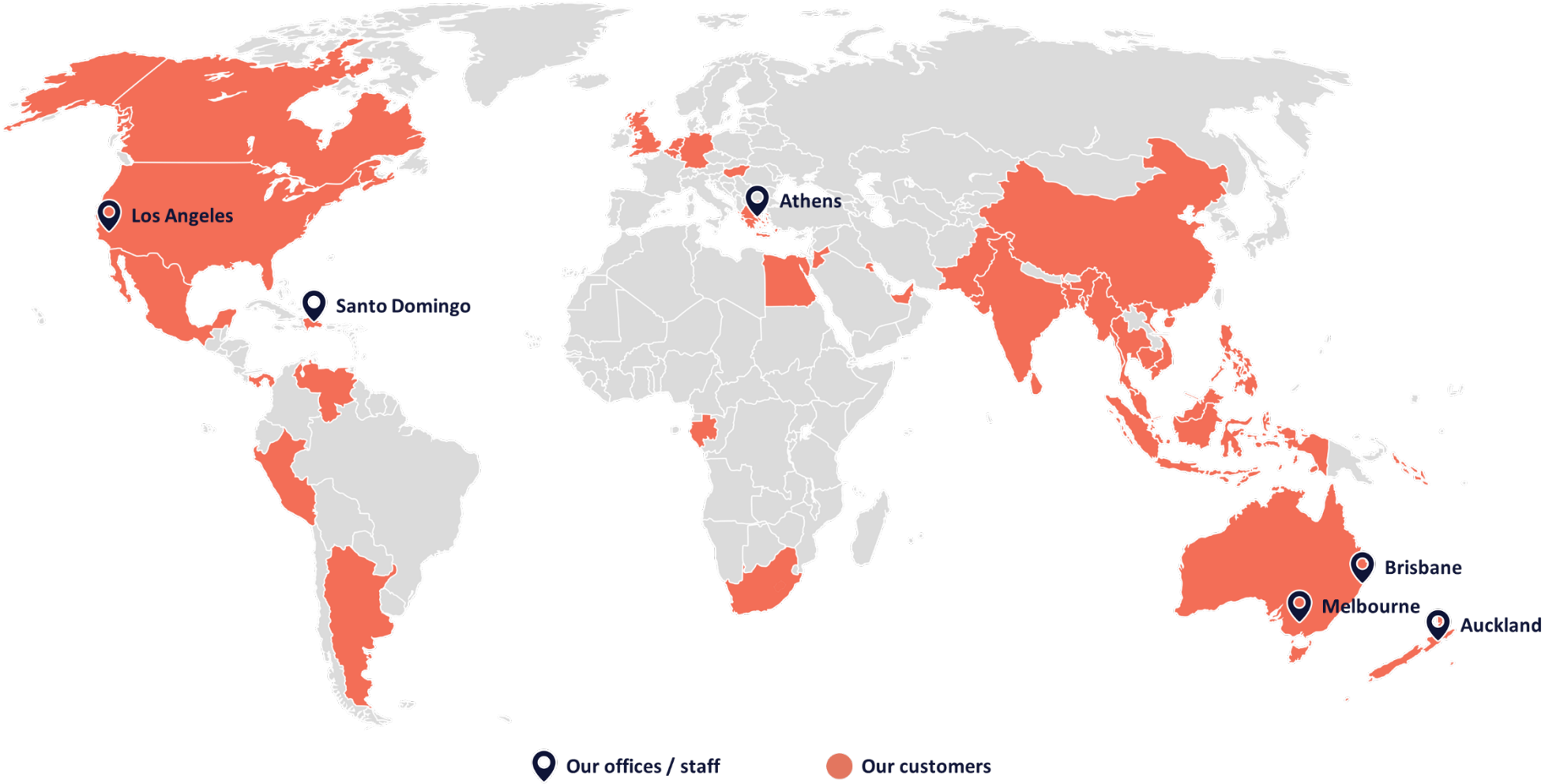
125+
Clients

36
Countries

16M+
Cards worldwide in production



Our Global Presence



Proven Technology Platform

Platform Functionality

Features

BaaS • APIs • Mobile Solution
Data Insights • Dynamic Controls • Multi-Currency
Prepaid Cards • Debit Cards • Credit Cards
EMV • Virtual Cards • BNPL

Currencies

US$ A$ NZ$ €

+ 95 other currencies

Card Networks

mastercard, VISA, American Express, UnionPay 银联, JCB, DISCOVER, Diners Club International

Platform Benefits

Designed For The Future

A modern payments and card issuing platform allowing delivery of innovative new financial products and services.

Speed To Market

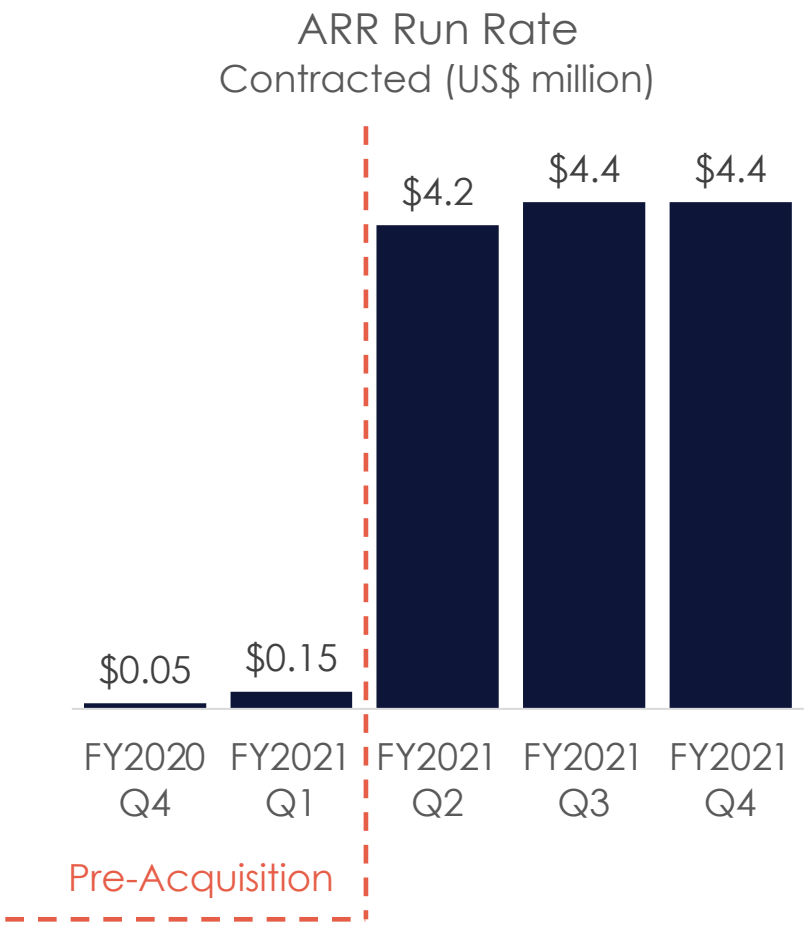
Fully integrated infrastructure and partnerships improving time to market.

Flexibility and Control

Providing the management and control to implement and modify your payment and card products.

Financial Update

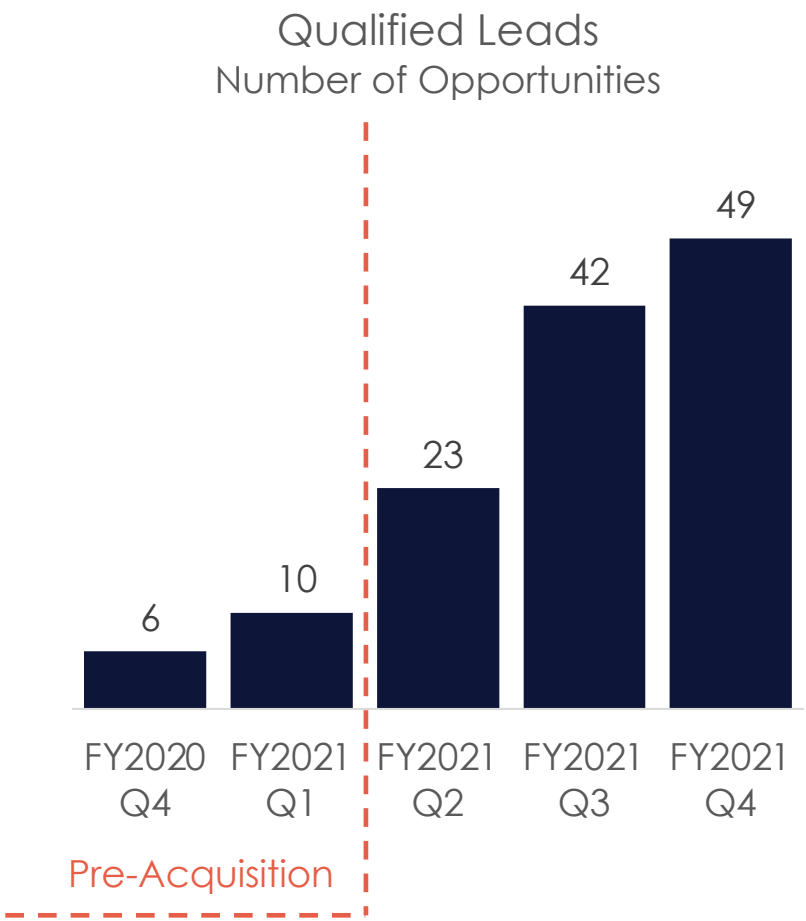
- Record Revenue for the quarter totalling US$2.6 million
- Receipts from customers totalled US$2.1 million
- Cash position at the end of the quarter was US$4.0 million
- Annual Recurring Revenue (ARR) run rate remained steady at US$4.4 million
- Change maintains a healthy contracted pipeline of project work which it earns above ARR



Note: The Company earns revenue in multiple currencies. As of today, the majority of revenue is invoiced in USD, AUD and NZD and therefore there will be currency exchange fluctuations in the reporting of results.

Business Development Update

- Closed out approximately half of the project and licencing opportunities in the pipeline at the end of March delivering over US$1 million in revenue for the period
- Replaced completed leads and further grown the pipeline to 49 total opportunities
- Key executive and business development appointments made to execute on growth strategy



Product Roadmap Update

Payments Management Platform

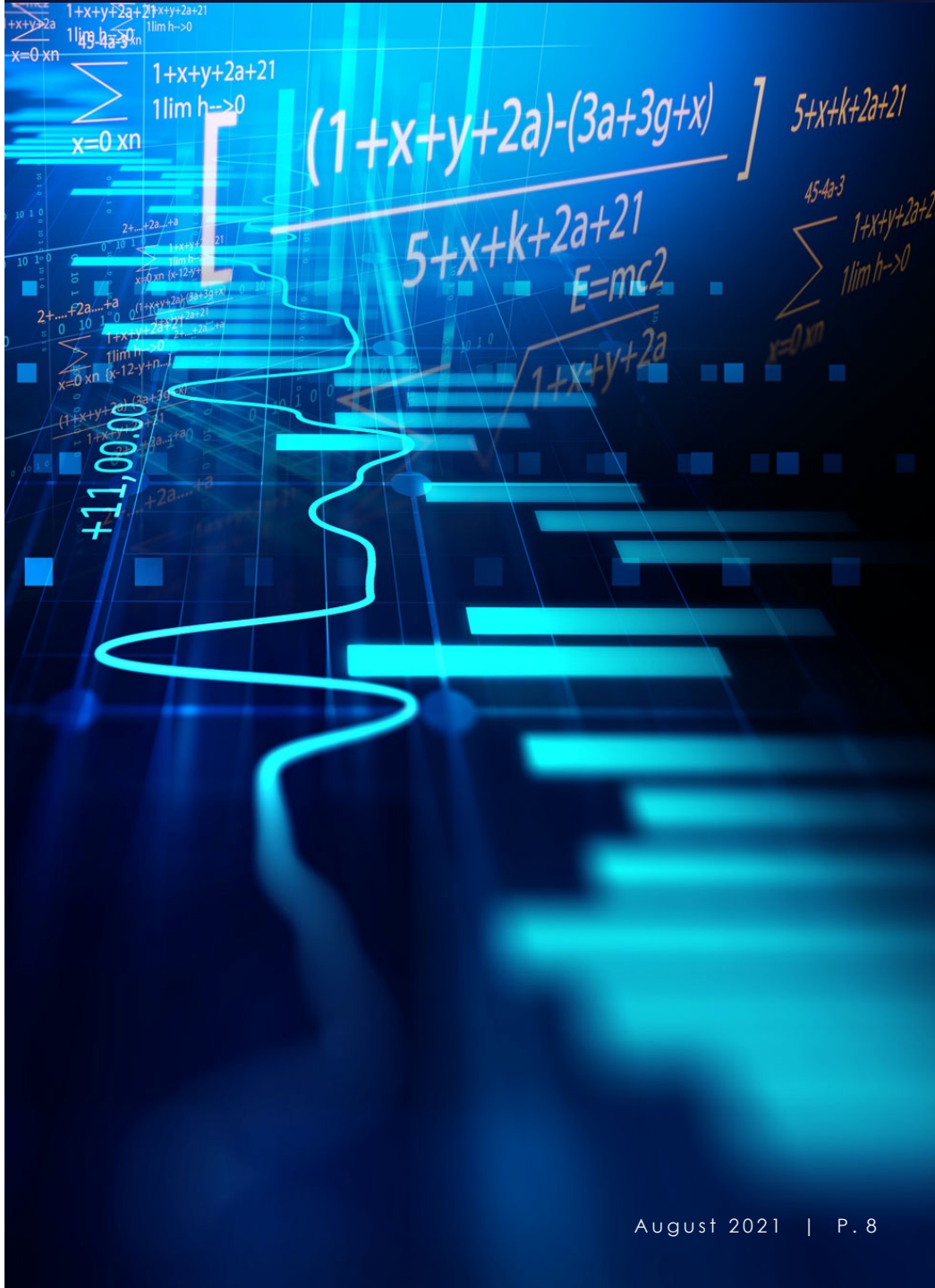
- Integration Project Phase 2 - on track to release SaaS Customer Ready Platform in H1 FY22
- Event Streaming technology – developed in Phase 2 and will be delivered to first customer in Q2 FY22
- Integration Project Phase 3 – planning underway. Will deliver new features to market

Testing Solutions

- Product Roadmap development underway, including enhanced architecture and new features

Product Roadmaps & Plans

- Reviewed and validated as part of the Strategy and GTM Development engagement
- Also engaged with key customers to validate roadmaps and plans



Strategy and GTM Development

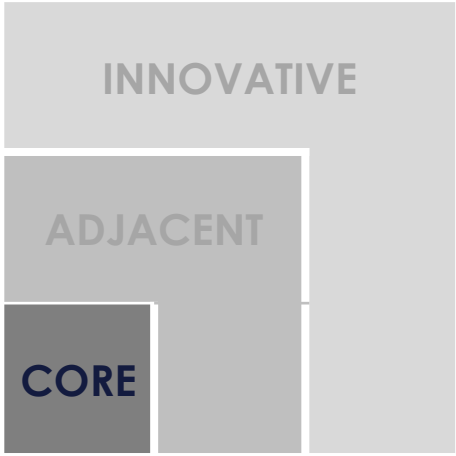
The Change board and management team have completed an immersive 10-week engagement with Deloitte to refresh Change's vision, strategy, measures of success and execution roadmap for FY22-25. The engagement involved:

- Global research and discussions with in-market Deloitte experts to prioritise key regions, markets and customer segments for Change based on Change's ability to win (competitive intensity, barriers to entry, alignment to portfolio, investment needs)
- Virtual / in-person workshops and voice of customer sessions to validate and articulate Change's points of differentiation and value proposition
- Benchmarking Change's product and technology roadmap to leading peers for prioritising product development and partnership needs
- Identifying key measures of success across shareholder, customer and employee dimensions
- Developing a strategy execution plan to guide Change's commercial, technical, and organisational investments and actions

Change's 3 Year Strategic Objectives

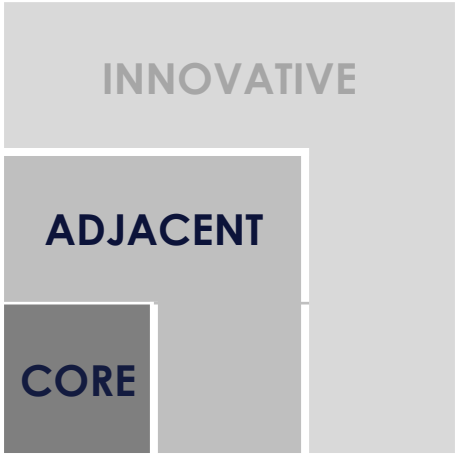
Be competitive FY22

Build upon Change's existing foundation
by strengthening and growing the core business



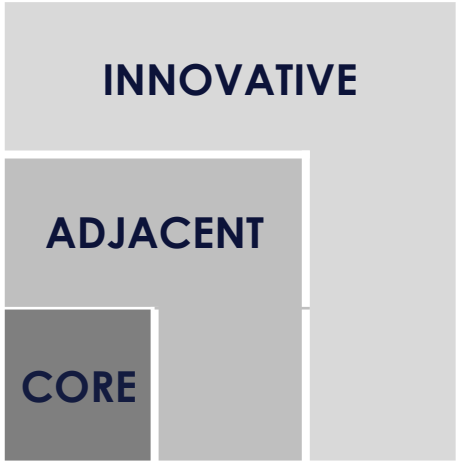
Be different FY23

Continue to enhance Change's core business,
while exploring growth close to the core

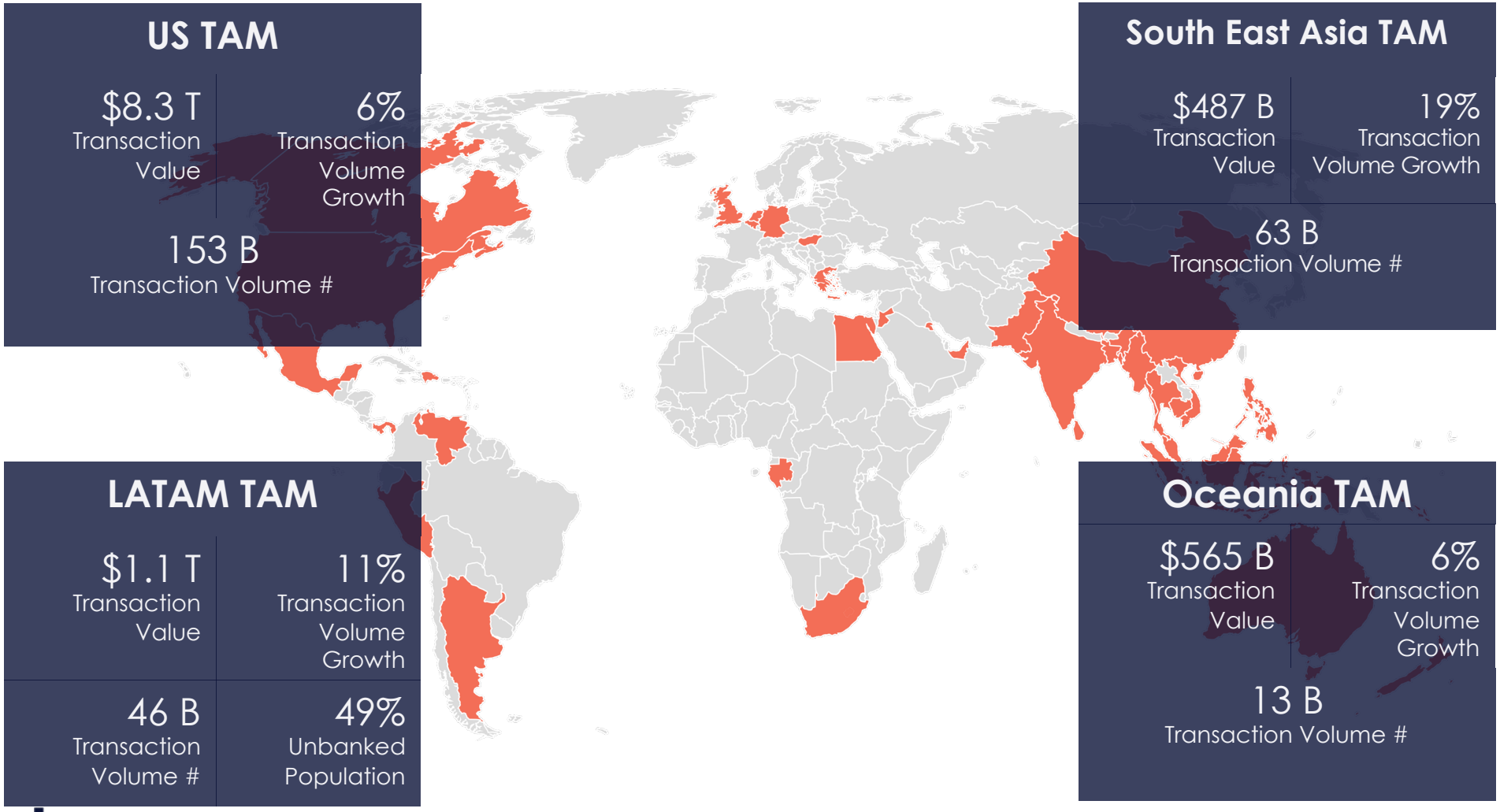


Be famous FY24

Deepen Change's core business, while exploring opportunities for innovation through growth initiatives



Regional Focus and Total Addressable Market (TAM)



Strategy Next Steps

Change has begun implementing the strategy internally and used the outputs to guide financial targets

Strategic Communications in August and September

- Customer sessions
- Investor roadshows / webinars
- Product rebranding
- New website launch

Questions

change.

changefinancial.com