ASX Release **1 November 2022**

Spenda to attend the Singapore Fintech Festival

Spenda Limited (**ASX: SPX,** "**Spenda**" or "**the Company**") is pleased to release an updated presentation to the market in advance of attending the Singapore Fintech Festival.

Company representatives are attending the Singapore Fintech Festival from the 2 to 4 November and the accompanying presentation will be used during speaking opportunities at the event. The purpose of attending the Singapore Fintech Festival is to increase awareness of the Company and its unique product offering to the Singapore market and more widely to Asia.

The Company also intends to follow up on meetings held during the non-deal roadshow held in Singapore in August, as per announcement dated 17 August 2022.

- ENDS -

www.spenda.co
Spenda Limited
ASX:SPX
ACN 099 084 143
shareholders@spenda.co
605, 275 Alfred Street, North Sydney, NSW 2060

About Spenda

Spenda Limited (ASX: SPX) is a transaction services business supplying industries with a broad range of B2B payment services, digital trading software and integrated solutions. Our goal is to convert EFT payments to card payments utilising the BPSP engagement coupled with our payments collaboration framework. Our competitive advantages deliver customers end-to-end e-invoicing integration, rapid ordering, digital trust and automated reconciliation.

Spenda supplies its customers a recipe of integrated software to create a vertical market standard operating environment (SOE) that enables the effective and seamless transfer of data from multiple, disparate software systems in one standardised technology solution, such as SpendaRetail. Spenda has licensing agreements with third-party software vendors that enable it to provide integrated SOE solutions to its customers.

For investors seeking information on the Company's activities that relate to marketing, customer events and other acknowledgement of customer activities, this information will be posted to the Company's news section of the website and on social media channels with the handle #getSpenda, active on Twitter, LinkedIn, Instagram and Facebook.

For more information, see https://spenda.co/investor-centre/

This announcement has been authorised by Adrian Floate (CEO).

Investor Enquiries

Please email: investors@spenda.co

spenda

Payments. Lending. Software. Integration.

Supply Chain Software, Payments and Lending

Spenda Limited (the Company)
ASX:SPX

October 2022

ASX:SPX

Disclaimer

This presentation contains certain statements that may constitute forward looking information under applicable securities laws. All statements, other than those of historical fact, which address activities, events, outcomes, results, developments, performance or achievements that Spenda anticipates or expects may or will occur in the future (in whole or in part) should be considered forward looking information. In some cases, forward looking information is identified by the use of terms and phrases such as “anticipate”, “believe”, “could”, “estimate”, “expect”, “intent”, “may”, “plan”, “predict”, “project”, “will”, “would”, and similar terms and phrases, including references to assumptions. Such information may involve, but is not limited to comments with respect to expectations, planned operations or future actions.

These forward looking statements are based on currently available information as of the date of this presentation but are subject to known and unknown risks, uncertainties and other factors that may cause actual results, performance or achievements to be materially different from those expressed or implied by such forward looking information. The forward looking information contained in this presentation is expressly qualified by this cautionary statement.

A number of risks, uncertainties and other factors could cause actual results to differ materially from the results discussed in the forward looking information, including but not limited to, the following:

- Risks associated with reliance on key personnel;
- Financial health of Spenda and its related cash flows; general industry and market conditions and growth rates; legislative and regulatory developments;
- General economic conditions and levels of economic activity;
- Global financial conditions;
- Financing risks;
- Degree of competition in the industry;
- Risks associated with the development of projects;
- Changes in employee relations; and control of costs and expenses.

The material in this presentation is general information about Spenda’s activities current as at the date of the presentation. The presentation comprises information regarding Spenda that is given in summary form and does not purport to be complete. Nothing in this presentation should be construed as a recommendation by Spenda to purchase securities, or an offer for subscription or purchase of securities. Information in this presentation should not be considered advice and does not take into account the investment objectives, financial situation or needs of a particular investor. These matters should be considered with or without professional advice when deciding if an investment is appropriate.

Forward looking information reflects Spenda’s current beliefs and is based on information currently available to Spenda and on assumptions it believes to be reasonable. The forward looking information is made as of the date of this presentation. Prospective investors should not read forward looking information as guarantees of future performance or results and should not place undue reliance on forward looking information. Nothing in this presentation is, or should be relied upon as, a promise or representation as to the future.

All references to currency are in AUD unless otherwise specified.

Table of contents

About Spenda 04

The Problem 09

The Opportunity 13

The Solution 16

FY23 and Beyond 19

Supplementary Information 23

About Spenda

Spenda has over 20 years experience in delivering a broad range of B2B payment services, digital trading software and integrated solutions.

Spenda is a business ecosystem that facilitates the transfer of both operational and financial data between businesses as they buy and sell from each other. Spenda Limited owns an integrated applications, **payments** and **lending** platform used by marketplaces, buying groups, franchises and SMEs.

Spenda's platform creates a network of connected businesses transacting up and down the supply chain. By utilising the secure dataset provided from these transactions, Spenda is able to offer customers with access to on-demand lending, pay later, early settlement discounts and trade finance solutions.

Company Snapshot

What we sell

- Scalable and secure payment solutions
- Invoice management software
- On-demand lending
- Integration services

Who benefits from using Spenda

- Suppliers
- Manufacturers
- Distributors
- Franchise Groups
- Marketplaces
- Retailers

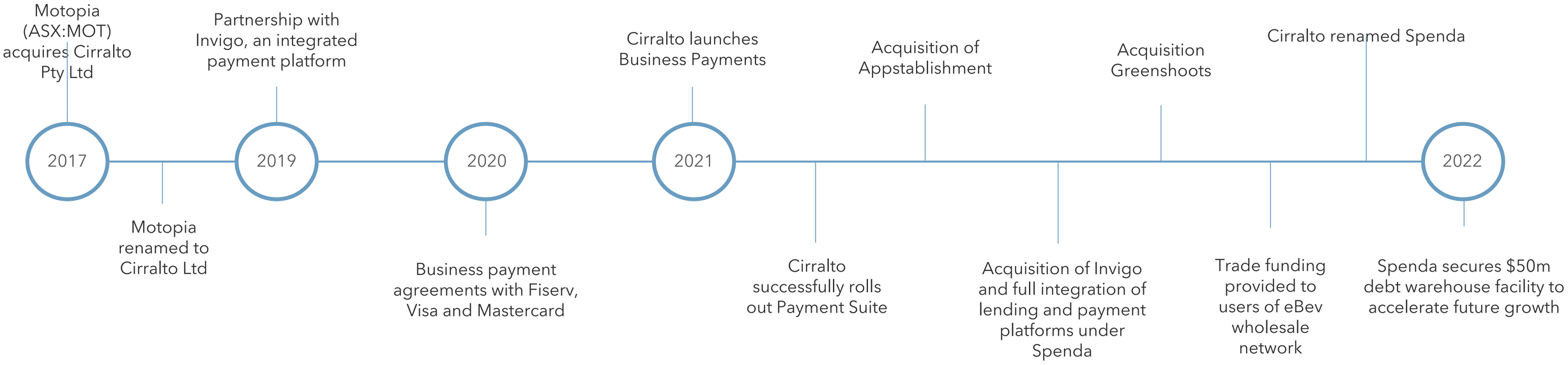
Payment methods we offer

Bank transfer

Credit card payments

Our integration partners

History

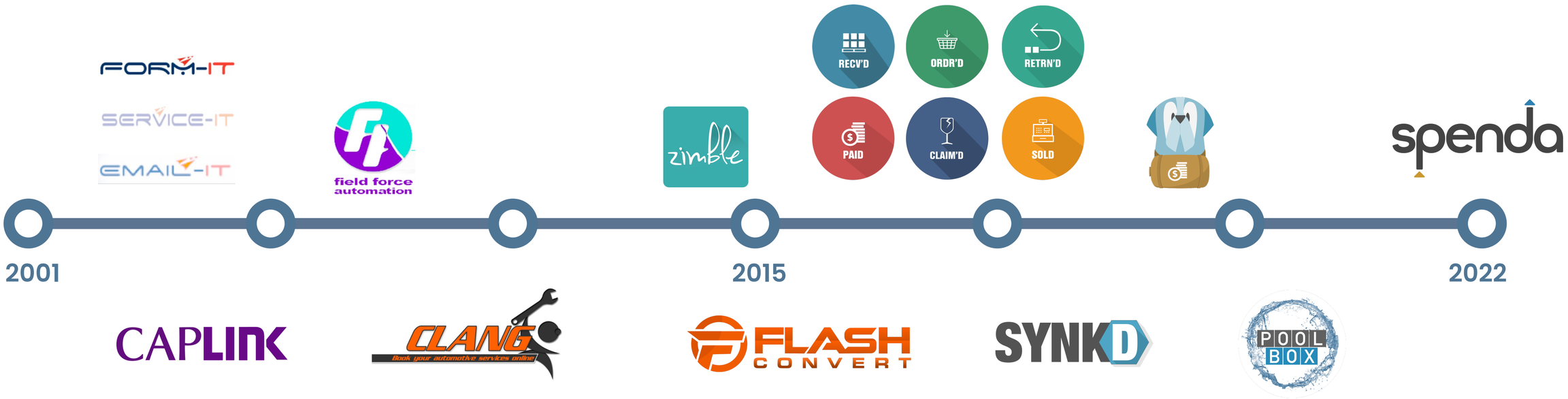


Spenda started out as a pure Software as a Service (SaaS) business and has evolved into a B2B and B2C fintech player offering a suite of supply chain software, payment and lending solutions.

20 Years of Innovation - the evolution of product

We have built and commercialised many products over the years, all designed to help businesses trade better.

The culmination of these efforts have resulted in the Spenda, a complete business suite designed to boost operational efficiency and reduce payment friction across the supply chain.



The Problem

The Payments Problem

Over **53%** of B2B receivables in Australia are paid late. *(Xero, 2019)*

Around **5 to 7** stakeholders usually approve payment before an invoice is processed. *(iBanFirst, 2021)*

Companies spend about **520 hours per year** on manual accounting and administrative tasks. *(CPA Practice Advisor, 2020)*

It costs **3x more** to process a paper or PDF invoice when compared to an e-invoice. *(Australian Taxation Office, 2021)*

It takes **7x** as long to process a return than the sale itself.

With an automated payment solution, businesses can reduce their invoice processing time by **74%**

How we're addressing the current pain points

Problem

Poor payment processes and options

- B2B payments are accessed as a discrete service and only integrate partially for either the payer or the payee but never both players simultaneously.
- Manual error-prone processes are still plaguing businesses that waste time and cost more.

Solution

- Spenda connects and automates the entire process.
- Our software enables users to track, group, and batch-pay all of their outstanding invoices simultaneously.
- This saves time, money and resources between both parties and speeds up payment efficiency.

Problem

Chasing late payments

- Late payments and uncertainty in debt recovery contribute to cash flow problems for many businesses.
- Poor cash flow limits long term commercial viability.

Solution

- Our payment solution allows businesses to seamlessly take payments, instantly collect debt, set up pay-later plans and get access to working capital.
- Switching to a fully digital system means never having to print, email or fax invoices to customers again.

How we're addressing the current pain points

Problem

Integration of multiple systems

- These systems often don't talk to one another and require manual efforts to connect the data.
- Juggling multiple systems means a business is likely paying excessive fees and is still plagued with inefficient processes.

Solution

- Spenda delivers one intuitive system which includes a robust and feature-rich Accounts Receivable and Accounts Payable solution, and access to on-demand lending.
- Spenda seamlessly integrates into existing accounting and financial ERP management systems.

Problem

Data entry errors

- Running multiple systems requires manual efforts to connect the data - which is prone to errors.

Solution

- We streamline and automate all business processes.
- This removes the need for double data entry and human errors - which saves you time and money.
- We're about connecting the buyer and seller through ledger-to-ledger integration to ensure both parties are working from a single source of digital truth.

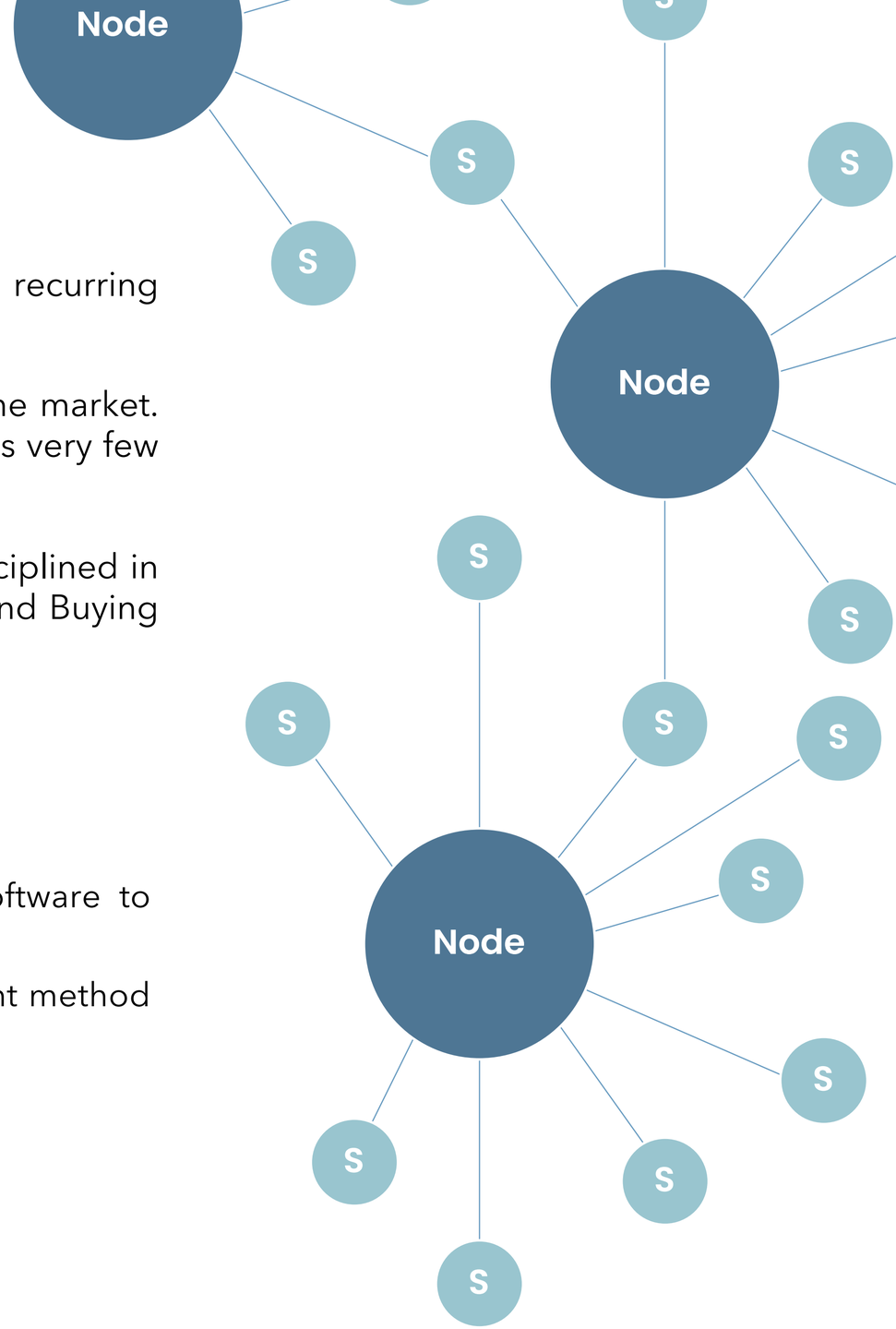
The Opportunity

Capturing Market Share

Our solutions are horizontal in application, enabling us to focus on direct growth in recurring revenue from a brand cross-section of industries.

While the payments space has a lot of players, most are focusing on the same slice of the market. The payment technology we have created allows us to focus on the B2B market which has very few advanced payment competitors.

Given the diversity in both capability and industry application, the Company is being disciplined in its market approach with a clear focus on acquiring 'Nodes', such as Franchise Groups and Buying Groups, and expanding into their connected customer base.



- Acquire a 'Node' and deliver our Accounts Payable and Accounts Receivable software to streamline payments from their customers (the Spokes) and to their suppliers.
- Add on point-of-activity lending to the Nodes customers (Spokes) as a faster payment method with Early Settlement Discount offers.
- Upsell the Spoke to our POS + eCommerce + payment and lending bundles.

Target Market

Who are our Customers?

- Buying Groups
- Franchises
- Marketplaces
- Small Medium Enterprises
- Grain and Livestock Farmers
- Abattoirs

What do all our Customers want?

- Improved cash flow, which really means access to the right level of capital to pay their creditors on time.

Globally, the B2B payment market is projected to reach **$1.91 trillion** by 2028.

(Allied Market Research, 2021)

Global virtual card transaction value is projected to reach **$6.8 trillion** by 2026.

(Juniper Research, 2021)

79% of supply chain executives were planning to invest in digital supply chains.

(McKinsey, 2020)

2 out of 3 businesses prefer implementing a single integrated payments solution instead of several fragmented solutions.

(Bottomline, 2021)

The Spenda Solution

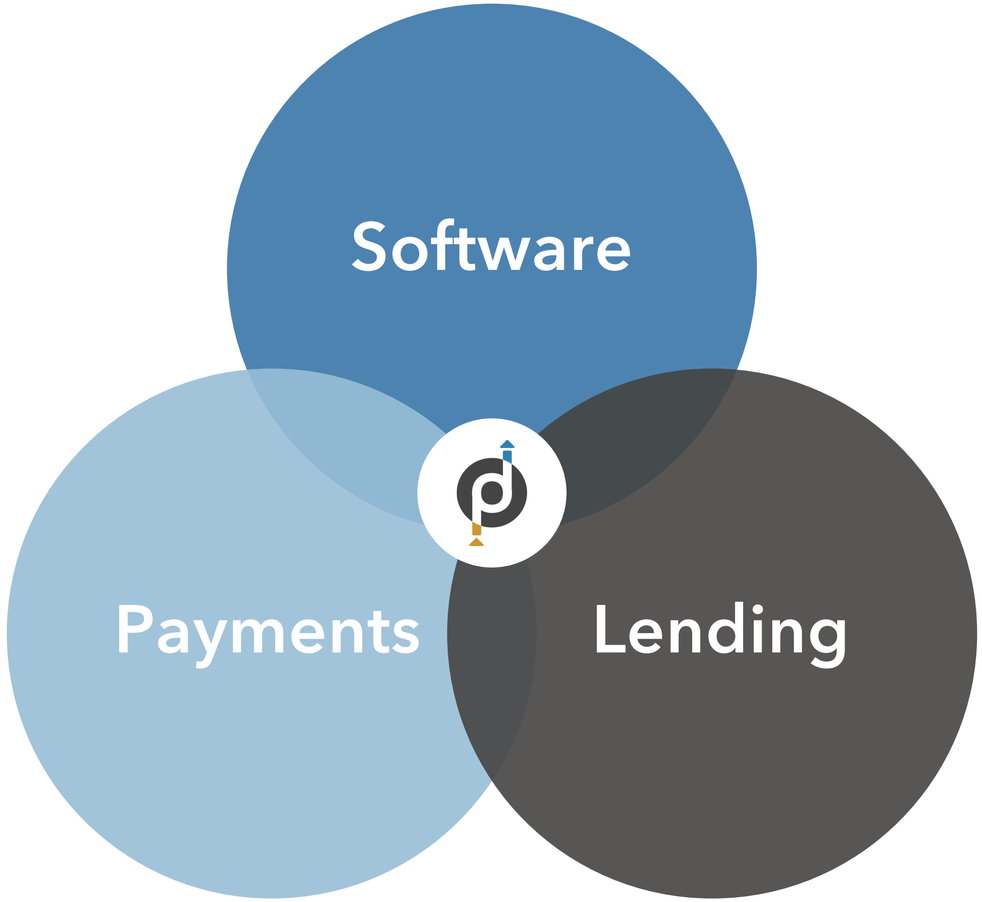
Key Business Segments

Spenda Platform

Enables businesses to transform with fast, error-free digital efficiency and to boost cash flow across the entire supply chain.

Payments

Spenda has transformed the business from a pure software subscription model to a transactional fee-based SaaS business that allows the company gain a greater share of customer transaction values at both B2B and B2C levels



Software

Spenda operates a SaaS model for licensing of the components of the Spenda platform. Businesses have several ways to take up the service with the ability to choose which modules will be turned on.

Lending

Utilising the ledger-to-ledger dataset provided by these transactions, Spenda has a clear view of its customers' underlying cashflows allowing Spenda to offer on-demand lending, pay later, early settlement discounts and trade finance for further revenue growth.

Our ability to fund across a value chain and provide liquidity at layers from retail to primary production is our competitive advantage.

Key Achievements to Date

Acquired Appstablishment

Gaining ownership of the IP of key proprietary software and intellectual property and allowing us to control the software development roadmap.

Acquired Invigo

Enabled the Company to further monetise our software and fully integrate a range of funding options into our platform.

Mastercard Agreement

Signed a five-year referral agreement with Mastercard in 2021 to deliver trade finance services. We continue to grow this relationship.

Growth in Customers

New customers have delivered 120% growth in payment flows in Q1 FY23.

Growth in Loan Book

Since the acquisition of Invigo the Company has achieved a 120% growth in lending.

$50m debt warehouse

The debt warehouse expands the Company's available capital to lend to customers enabling growth and revenue scale with greater velocity.

FY23 and Beyond

Key Deliverables for FY23

- Revenue
  - Continue the rollout and onboarding of current customers, leveraging SaaS, Payment and Lending revenue.
  - Accelerate growth in various industry segments, where the Company already has significant traction.
  - Grow the Debtor Finance lending portfolio, from its current level of circa $8m.
  - Grow the Pay-By-Instalment lending portfolio, utilising the $50m debt warehouse facility.
- Partners
  Leverage existing and foster new relationships with card schemes and payments partners, focusing on increasing payments volume.

- Overseas
  Solidify customer opportunities domestically and explore opportunities in overseas markets.
- Product
  - Continued investment in cutting edge R&D.
  - Weaponise the software with AI, inline upgrades and further automation.
  - Global certification as a global remittance service provider.

Investment Highlights

Robust platform integrated with major accounting and payment providers that simplifies B2B and B2C processes and payment flows.

Existing platforms lack ledger-to-ledger integration and data entry automation. Spenda's product suite reduces costly errors and improves efficiency.

Increasing fintech adoption by SMEs and desire to move from legacy systems has created a growing addressable market.

Tighter capital requirements and other post GFC regulatory changes impacting major banks has allowed significant development of the non-bank finance market.

Unique dataset from customers Spenda platform customers allows for targeted non-bank lending and trade finance to further drive revenue growth.

Payments. Lending. Software. Integration.

spenda.co
Spenda Limited
605, 275 Alfred Street
North Sydney, NSW 2060
1300 682 108
investors@spenda.co
ASX:SPX

Authorised by the Board of Directors

Supplementary Information

Corporate Profile

Company Overview

Capital Structure

Share Price (30-Sept)	A$/sh	0.012
Shares Outstanding	M	3,232
Market Cap	A$m	39
Fully Diluted Shares Outstanding	M	4,165
Fully Diluted Market Cap	A$m	50
Cash (30-Sept)	A$m	6.3
Debt (30-Sept)	A$m	7.5
Enterprise Value	A$m	32

Share Price History (2 Years)

Source: Yahoo Finance

Board

Peter Richards

Chairman

Peter Richards has over 40 years of experience with global companies including British Petroleum, Wesfarmers and Dyno Nobel. He is also chairman of GrainCorp (ASX: GNC) and Emeco Holdings Ltd (ASX: EHL).

Howard Digby

Non-executive Director

Howard Digby began his career at IBM and has spent over 25 years managing technology-related businesses in the Asia Pacific region. Digby is currently a Non-Executive Director of 4DS Memory Limited (ASX:4DS), Elsight Limited (ASX: ELS), and Singular Health Limited (ASX:SHG)

Stephen Dale

Non-executive Director

Stephen Dale's experience is in telecommunications, logistics, retail furniture and saddlery businesses. He has been a board member, chairman and currently deputy chairman of Saddleworld Australia (a franchised retail group) since 2003.

Executive Leadership Team

Adrian Floate

Managing Director

Adrian Floate has founded, built and sold technology businesses and worked in Asia, Australia, the UK and US over the past 20 years. He is the founder of the Cirralto business originally acquired by Motopia in 2016.

Richard Jarvis

Chief Financial Officer

Richard Jarvis is a qualified Chartered Certified Accountant and has over 20 years' experience in professional accountancy and financial leadership roles with both private and publicly listed companies.

Andy Hilton

Chief Commercial Officer

Andy Hilton has spent nearly 30 years in traditional lending and established three lending businesses. He has a background in accounting and engineering and managed the 20x growth of an IT distribution business. Prior joining the executive team at Spenda, Andy was the co-founder and Managing Director of Australian fintech Invigo. Spenda acquired Invigo in 2021.

David Wood

Chief Product Officer

David Wood has over 20 years of experience in Software and Systems Design, Dave is the driving force behind bringing Spenda's vision to life and works closely with his team to deliver a seamless experience for Spenda's customers.

Corrie Hassan

Chief Credit and Risk Officer

With over 20 years' of international business finance experience, Corrie brings a wealth of risk and operational management knowledge to the team. Prior to joining Spenda, she founded and managed an Australian SME lending business, and then co-founded Invigo, which was later acquired by Spenda in 2021.

Olivia Johnson

Chief Marketing/Communications Officer

Olivia Johnson brings a wealth of experience to the company having spent the last 10+ years managing marketing and communications functions across both the public and private sectors in Australia, India, South Korea and Myanmar.

Latest Quarterly Results

Leading indicators continued to perform strongly

Payments

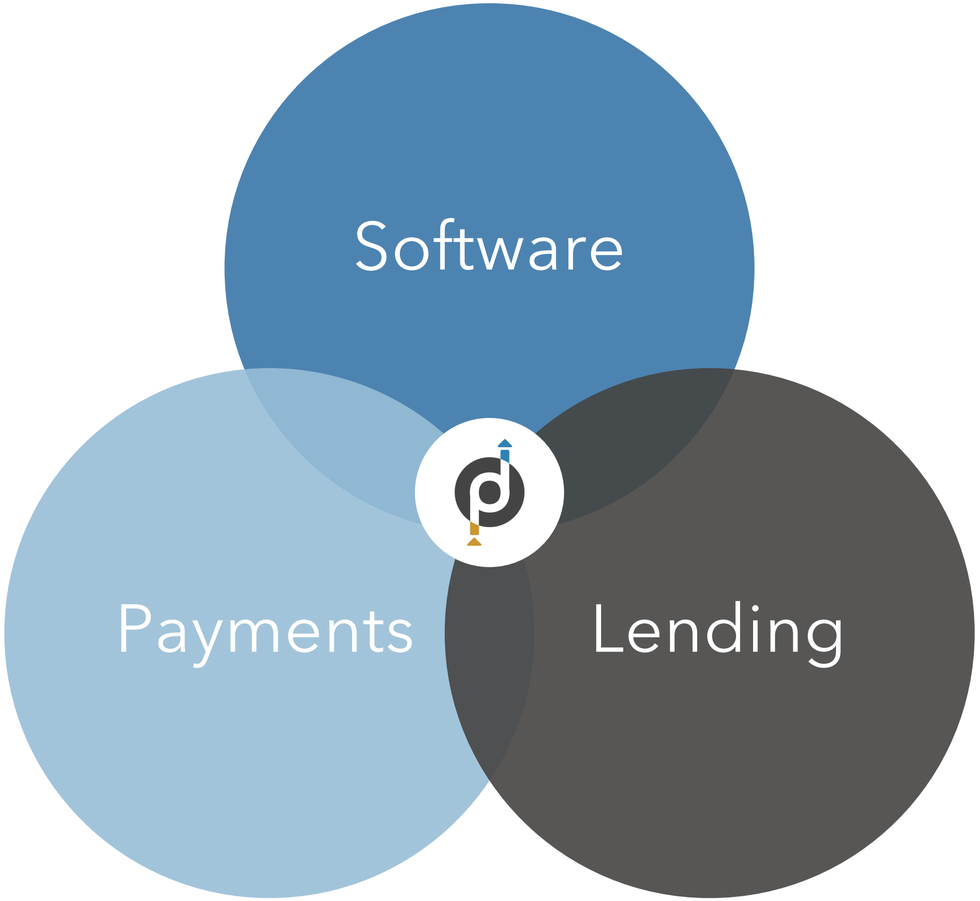
- 120% increase in transaction growth from the prior quarter.
- 55% increase in transaction growth from the prior quarter.

Lending

- 16% growth in average lending yields to 21.23%.

Customer Growth

- 12% increase from the prior quarter.



Unpacking the Key Highlights from the Quarterly

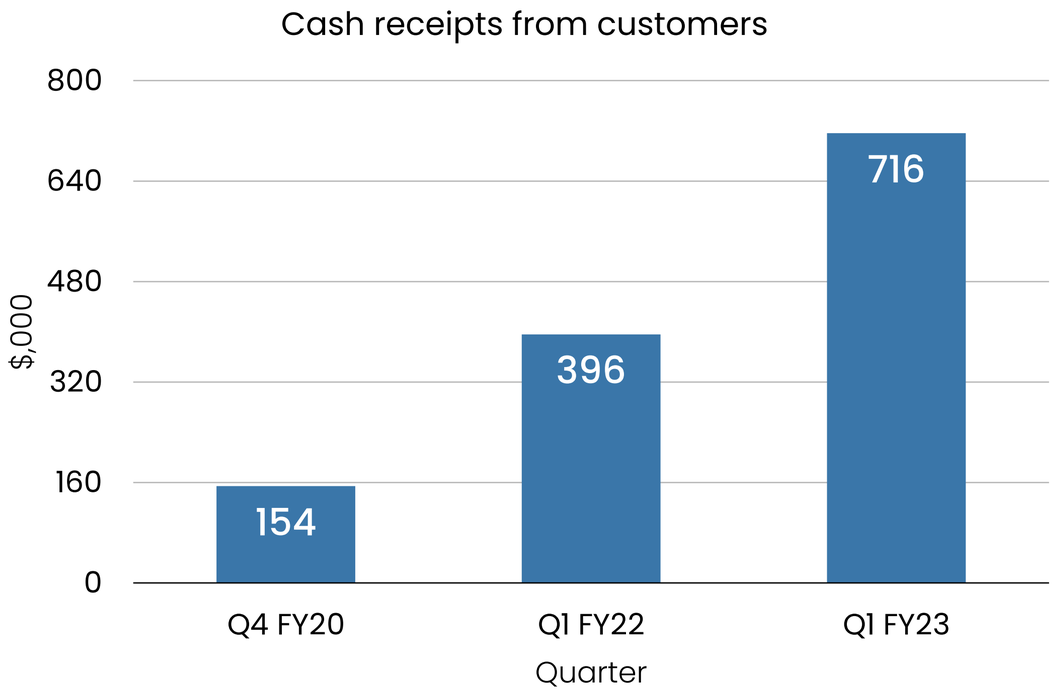
Cash Receipts

$716k for the quarter.

81% growth compared to Q1 FY22.

Cash position

Closing cash position of $6.3m as at 30 September..
Net cash position of $9.2m as at 30 September.



▲81%

Cash receipts growth compared with Q1, FY22

▲120%

Increase in payment transaction growth from the prior quarter.

The first quarter of the 2023 financial year delivered the Company's 8th consecutive quarter of growth.

The Company successfully delivered on each of the targets outlined in the 30 June 2022 Quarterly Activities Report, including:

Provisioning new customers with software, payments and lending services to Marketplaces, Buying Groups and Franchises that delivered an increase in transaction flows, up 37%;

Securing the $50m debt warehouse which represents the first significant step for the Company to deliver an integrated approach to supply chain finance, managing trade, credit and risk and payments

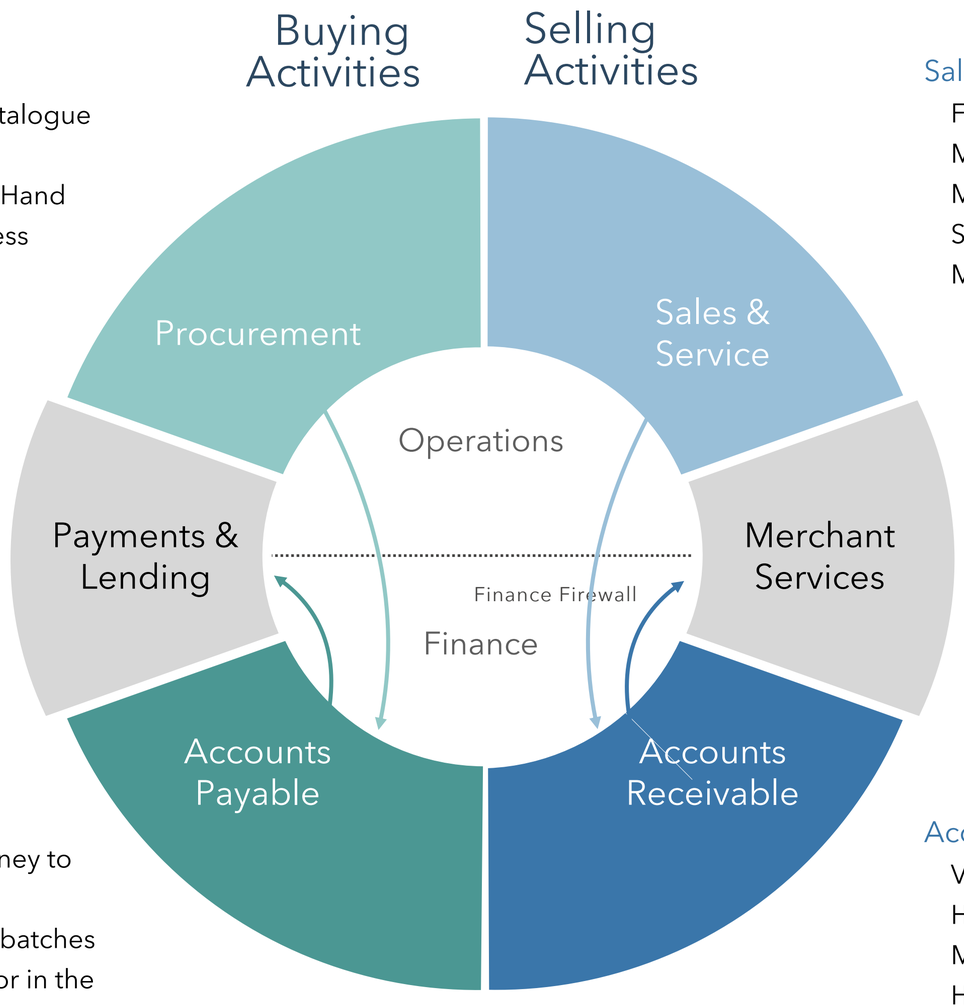
Completion of an Integration Strategy detailing Spenda's 12-month expansion plan and pathways to Asia;

The employment of new resources in the Indian team to accelerate integration velocity to enable faster onboarding of new customers; and

Releasing product improvements to Spenda's Accounts Receivable ('SpendaAR') and Accounts Payable ('SpendaAP') products that adds functionality to core services and increases the Company's unique selling proposition

Business Summary

Spenda Business Overview



Procurement

- Range products and manage catalogue
- Order stock from suppliers
- Visualise and manage Stock On Hand
- Order stock with approval process
- Suggest re order quantities

Sales & Service

- Facilitate a sale or service with a customer
- Manage Customers
- Manage customer pricing
- Support Omni Channel selling
- Manage fulfilment

Payments & Lending

- Move money from Buyers to Suppliers
- Payments could be Card, Account or Funded
- Payments can be immediate or scheduled in the future

Merchant Services

- Allow suppliers to take finds from their customers
- Payments could be Card, Account or Funded
- Merchant services can be delivered via payment widget, Pay By Link or Hardware terminal

Accounts Payable

- View suppliers that you owe money to
- Manage outgoing cashflow
- Assemble & Authorise Payment batches
- Process payments immediately or in the future
- Allow payments via Card, Account 2 Account or Trade Finance

Accounts Receivable

- View customers that owe you money
- Help you encourage customers to pay
- Make repaying as easy as possible
- Help suppliers resolve conflict
- Help suppliers negotiate an outcome
- Leverage Accounts Receivable ledger for Cashflow Finance

Spenda Product Ecosystem

Procurement
Delivered through the following Spenda software:

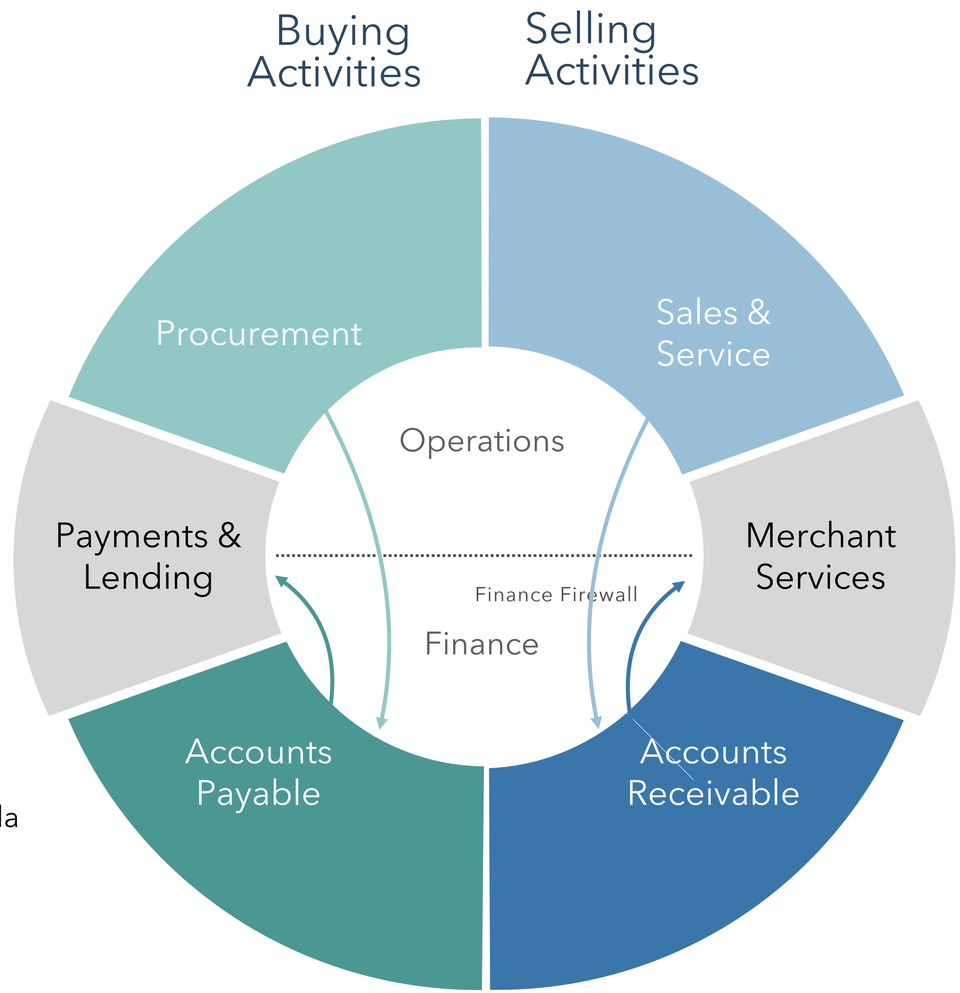
- Purchasing

Payments & Lending
- Delivered through the following Spenda solutions:

- Trade Finance
- BNPL Finance

Accounts Payable
- Delivered through the following Spenda software:

- Accounts Payable
- Trade Finance



Sales & Service
- Delivered through the following Spenda software:

- Point of Sale
- eCommerce
- Service Management
- Sales & Fulfilment
- Marketplace

Merchant Services
- Delivered through the following Spenda solutions:

- Pay Invoice By Link
- Merchant Terminals (hardware)
- Payment Widget
- Inventory FInance
- Debtor FInance
- Early Settlement Discount

Accounts Receivable
- Delivered through the following Spenda software:

- Accounts Receivable
- Debtor FInance

Integrations

Our integration capabilities enables businesses to connect applications together to remove repetitious data entry and automate information exchange and stay on top of your finances at all times.

We have a range of integration partners we already work with that enable us to seamlessly transfer data across ecommerce, service management, accounting and ERP solutions.

We can also deliver bespoke integrations.

Spenda will typically integrate:

- Customer details
- Supplier information
- Products
- Sales orders
- Payments
- Accounts Receivable
- Accounts Payable

Some of our existing integration partners include:

Accounts Receivable management

Put an end to late payments and turn receivables into cash, faster

Accounts Receivable

Simplify the invoice collections process and better manage invoices and payments owed to you. Use your invoices as collateral and quickly expand your working capital base. Get paid quicker by offering flexible payment options and early settlement discounts to your customers. With Spenda, both parties will benefit from a single source of data, reducing errors and ensuring payment accuracy.

Features and benefits:

- Shorten your invoice-to-pay lifecycle, lower credit risk and improve cash flow management.
- Maintain your competitive advantage by providing an easy-to-use e-invoicing and integrated payments platform.
- Boost data integrity and benefit from quick financial integration and secure ledger-to-ledger connection between buyer and seller.
- Accelerate team productivity and use real-time data to accurately predict future cash flows and better plan strategic initiatives.

Accounts Payable software

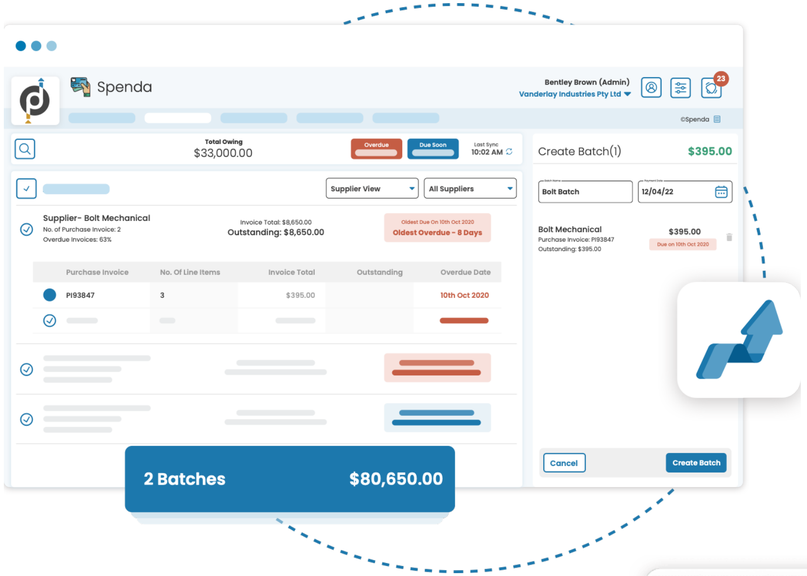
Effortlessly manage supplier payments and drive stronger cash flow management

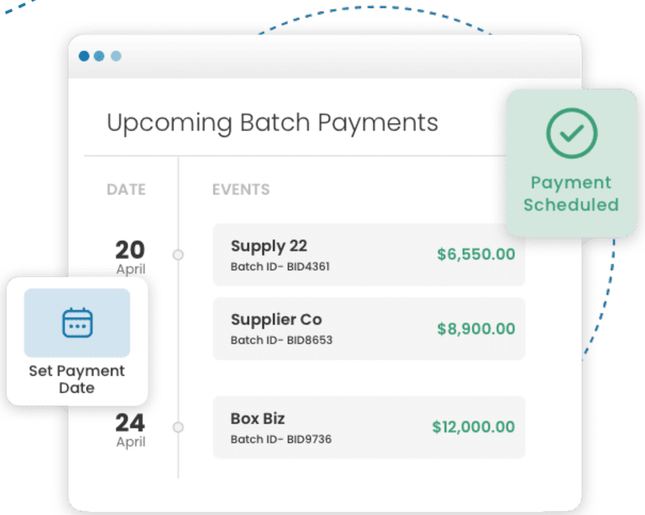
Accounts Payable

Simplify the way you manage and pay your invoices, paying one or many invoices across multiple suppliers as a batch from one convenient dashboard. Benefit from extended payment arrangements, as well as split payments and the ability to pay via credit card even where card payments are not accepted.

Features and benefits:

- Streamline your payment process with an intuitive dashboard the allows quick batch invoice uploads with an ABA file.
- Benefit from a wide range of flexible payment options, and choose how and when you pay.
- Lower the likelihood of human data-entry errors and remove duplicated payments.
- Benefit from one single source of data truth and align and your cash inflows and outflows.





Digital checkout solution

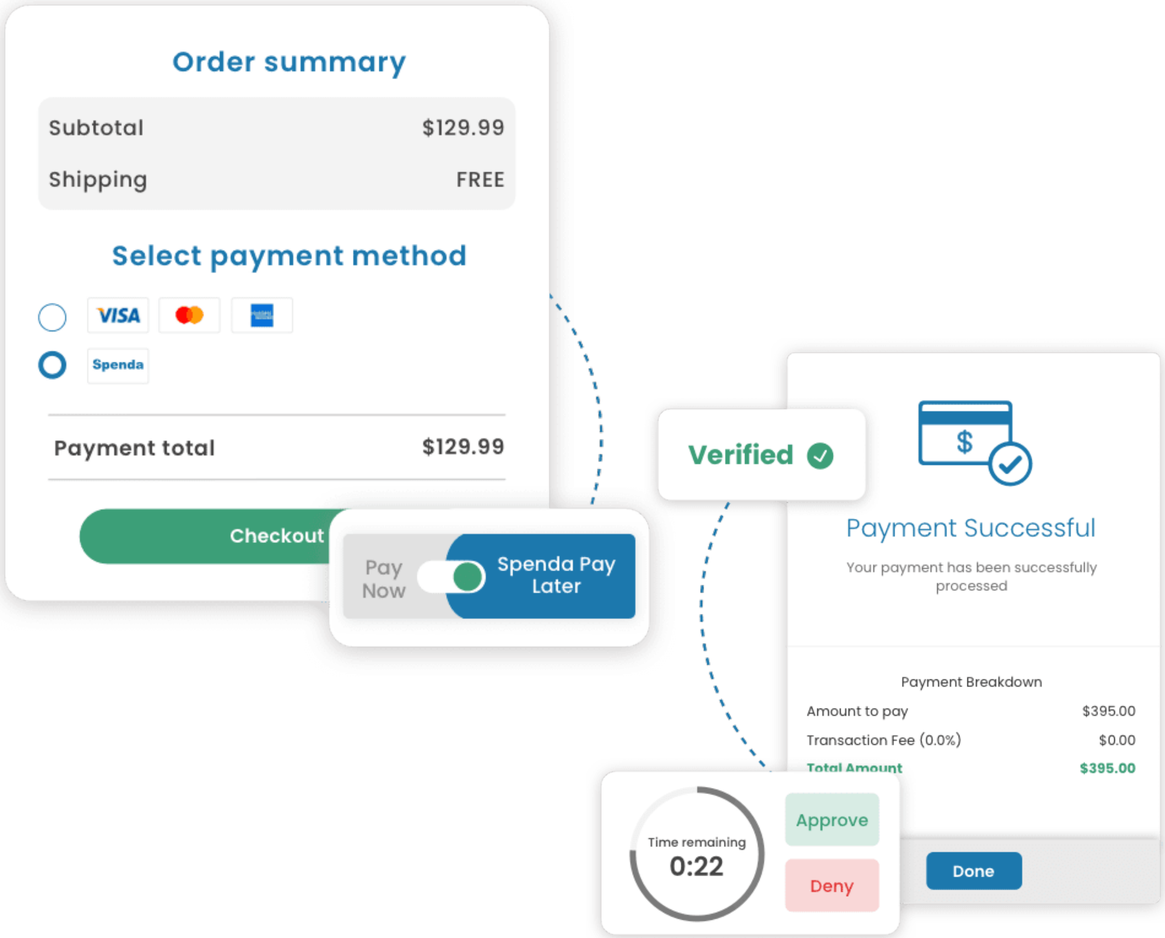
Customise and improve your eCommerce payment experience

White-labelled Checkout Solution

Get an easy to install payment widget that integrates with your ecommerce service, offering diversified payment methods, such as credit card, bank account and via a pay later option, giving your customers more freedom and flexibility as to how and when they pay.

Features and benefits:

- An easy to install payment service tailored for B2B transactions that can be added to existing eCommerce or booking web experiences.
- Giving your customers more ways to pay means they can choose to pay today via a traditional payment methods such as card or bank account, select a pay by instalment option or authorise the charge to a trade account.
- Reduce cart abandonment and maximise conversions with a smoother user experience.
- Lower fraud risk and accept payments quickly and securely.



On-demand lending services

Boost cash flow and reduce supply chain friction

Invoice Finance

Limit: up to $2m

A facility that allows your business to borrow money against the outstanding invoices yet to be paid by your customers. Invoice finance helps businesses cover the gap of slow or late payments allowing them to stay on top of business expenses and invest in growth.

Benefits:

- Unlock the cash in advance from unpaid invoices
- Get funded up to 85% of the invoice value
- No additional security is required
- Better manage cash flow and invest more in growth initiatives

Supplier Finance

Limit: up to $2m

A facility that allows businesses to pay their Suppliers without any delay, limiting disruption in the production and delivery schedule. Supplier Finance also allows businesses to benefit from early payment discounts offered by Suppliers.

Benefits:

- Get access to cash to pay your Supplier invoices quicker
- Propose early settlement discounts to your supplier or take advantage of existing offers
- Pay invoices on-time or early and improve your credit rating
- Improve trading relationships with Suppliers

Buyer Finance

Limit: up to $300k per month

A facility you can offer your customers that allows them to pay you on credit when an invoice is due. Typically customers choose to use a Buyer Finance facility to pay suppliers to improve their cash flow management and to access extended payment terms.

Benefits:

- Gain certainly over payments
- Save money and reduce admin time chasing late payments
- Get better customer retention by providing payment flexibility
- Minimise your credit exposure with lower risk

Business Benefit Overview

Automated reconciliation & time/cost savings - Quick financial integration and secure ledger-to-ledger connection between buyer and seller reduces admin effort and the risk of keying in errors or omissions. This automation reduces the number of back office staff required and provides a cost saving for the business.

Get paid faster - Shorten your invoice-to-pay lifecycle, lower credit risk and improve cash flow management.

Single source of digital truth - Both buyer and seller work off the same information, the seller raises an invoice to the buyer which is received and processed in their Accounts Payable.

Security and transparency - Adhere to strict Anti-Money-Laundering (AML) and Know-Your-Customer (KYC) checks laws and regulations. Ideally Two Step Authentication to make it extremely difficult for unauthorised people to access your account and helps keep your data safe.

Planning with more certainty - Automated Accounts Receivable / Payable software provide businesses (Sellers) certainty over receipt of payment from their customers (Buyers). Businesses are able to better forecast and manage their cash flow and working capital with more certainty.

Minimal disruption - Choose a solution with strong integrations so your business does not need to change their financial systems.

Case Study - Franchise Groups

Case Study: Overview

Spenda's software, payments and lending products positions them as an intermediary and service provider to businesses with significant SME customer bases and transaction volumes, such as Franchise Groups

Product	Proposition	Revenue model
Business Software Bundle - SaaS	Supply of business software bundle that combines the operational systems to run a franchise store, including POS, eCommerce, Service Management, Procurement, Inventory Management and Payments The SOE will be integrated with accounting software (XERO, MYOB, QBO) used by the store	Fixed rate per franchisor / franchisee (c.$1,000 p.a.)
Payment Processing	Rolling out Spenda AR to assist in franchisee invoicing, which will also enable stores to pay via credit card or via their linked bank account (Products utilised: Payments, Trade Finance and SaaS, Spenda AR).	Average rate charged on the value of payments processed is 1.25% If $10m in payments were processed over the Spenda Platform this would equate to $125,000 in annual payment revenue
Trade Finance	Each franchise store will have the opportunity to turn on a Spenda trade finance product and borrow up to 100% of the stores monthly procurement spend Store lending will commence following the successful rollout of the Spenda payments solution	Average yield earned on capital deployed is 18.9% If $10m in capital was deployed to clients within the loan portfolio this would equate to $1,890,000 in annual lending revenue

Spenda Objectives

- **Simplify the administration of procurement, franchisee invoicing and accounts receivable management**
- **Offer flexible payment terms and lending options**
- **Promote ledger to ledger reconciliation**
- **Standardise technology utilised by store network to create savings and competitive advantage for the franchisee**

Payment Flow

Spenda are pursuing a 'node and spoke' strategy, focusing on the acquisition of conduit partner (i.e. Franchisor) who sit in the value chain aggregating procurement and demand. Spenda payments services collect fees in most circumstances regardless of the Franchisor / Franchisee's decision to borrow or pay by existing means.

End customer pays by card

→ PO

Franchisee orders product

Application/software

Spenda AP

Payment Methods

A2A = T+0

Card = T+45

Spenda Trade Account = T+45

Spenda Trade Account + Card = T+90

→ PO

← Invoice

Franchisor passes order onto to Supplier

Application/software

Spenda AR

Funds Received

T+0 *

*Irrelevant of the payment method selected by Member

Application/software

Spenda AP

Payment Methods

Spenda Trade Account = 45 Day Cash Cycle

→ PO

← Invoice

Supplier receives order and fulfills

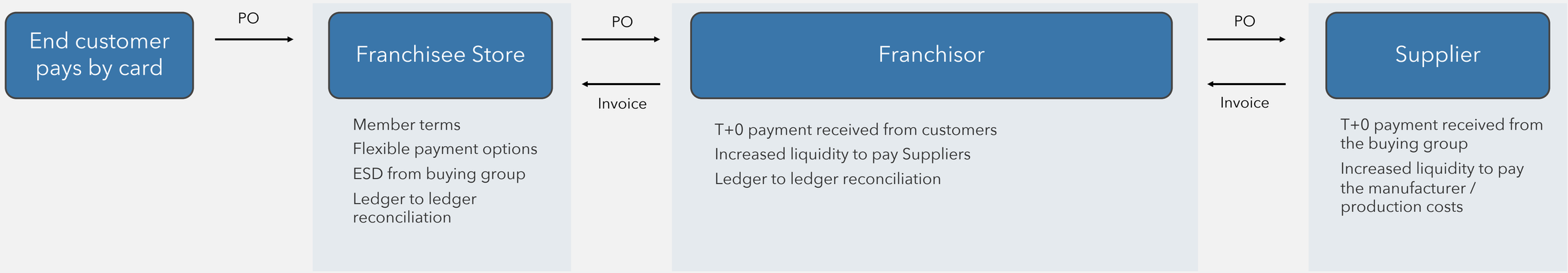
Application/software

Not using Spenda, but can be upgraded

Funds Received

T+0 on order

Value Chain Benefits



Case Study: Indicative Rollout

6-9 months

- Complete integration and testing
- Commence pilot store engagement
- Process end-to-end transactions on live platform

- Execute merchant payment services agreement
- Rollout pilot franchisee store SOE software build
- Review feedback and improve system

- Complete integration and testing
- Commence pilot store engagement
- Process end-to-end transactions on live platform

- Rollout payment services to remaining franchisee stores
- Release eInvoicing software integration solution (tenant to tenant invoicing)
- Run process for lending services

- Make first lending offer to approved stores
- Rollout pilot first SOE solution

- Continue store lending and integration rollout
- Upgrade stores with SOE solution