



InPayTech
Integrated Payment Technologies Limited

Annual General Meeting

CEO PRESENTATION

NOVEMBER 28, 2019



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PROXY RESULTS

Resolution	Proxy Votes For	Against	Abstain	Discretion
Resolution 1 Adopt the Remuneration Report for financial year ended 30 June 2019	53,466,678	316,900	0	600,000
Resolution 2 Re-election of Robin Beauchamp as a director	129,810,391	11,150	0	600,000
Resolution 3 Amendment to terms of existing options granted under employee share option plan	129,662,234	100,450	58,857	600,000
Resolution 4 Approval of termination benefits	53,232,134	428,362	73,082	600,000
Resolution 5 Ratification of prior grant of employee options	129,703,704	116,837	1,000	600,000

CONTENTS

1. FY2019 RESULTS OVERVIEW
2. PATENTS
3. CLICKSUPER UPDATE
4. PAYVU UPDATE
5. MARKETING & SOCIAL MEDIA
6. QUESTIONS

1 FY2019 RESULTS OVERVIEW

- ❑ The NPBT was a loss of \$12,969,059 (2018 loss \$3,087,152) which includes a write down of goodwill and other intangible assets of \$9,667,694
- ❑ The EBIT after including the non-cash share option costs was a loss of \$1,168,473 (2018 loss \$856,924)
- ❑ Cash on hand at 30th June 2019 was \$1,460,240

2 PATENTS

- ❑ Patents already granted:
 - ❑ China
 - ❑ Japan
 - ❑ Singapore
 - ❑ Hong Kong
 - ❑ South Africa
 - ❑ New Zealand
 - ❑ United States
- ❑ Patents pending (patent protected until they are allowed/disallowed):
 - ❑ Canada
 - ❑ Australia

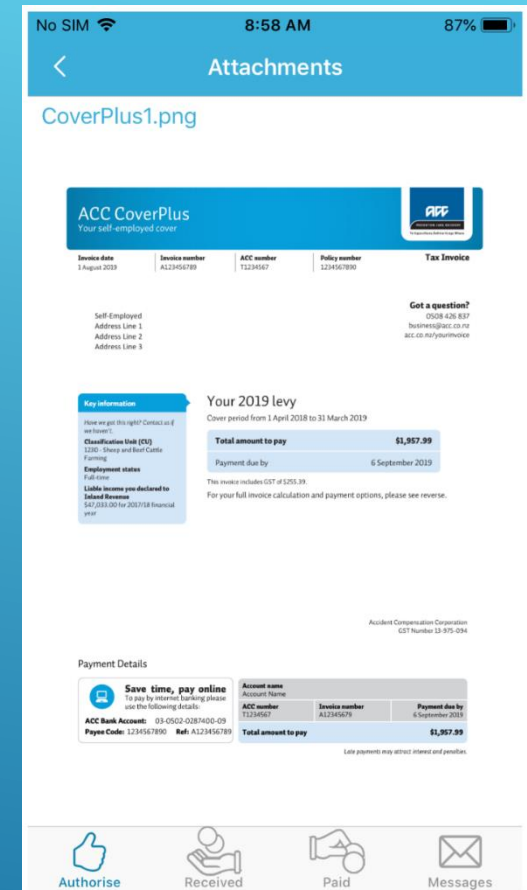
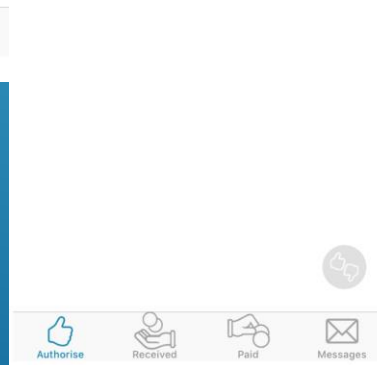
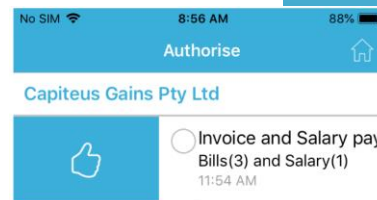
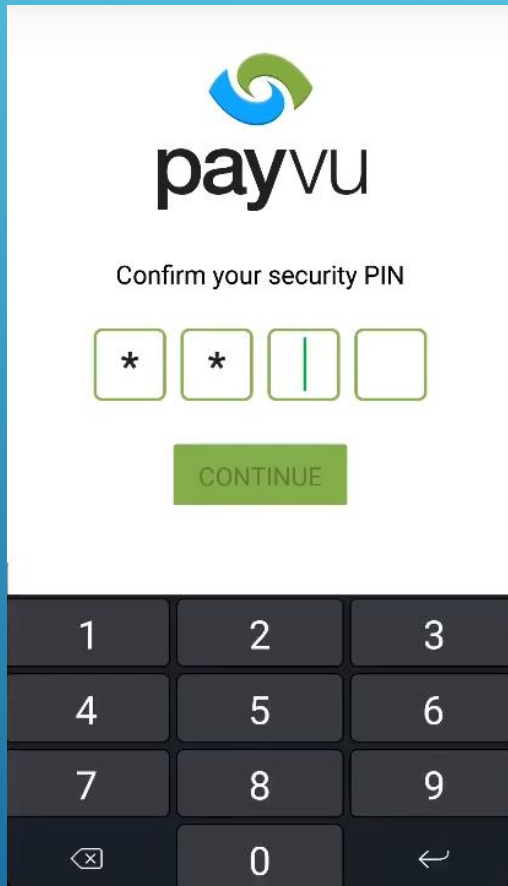
3 CLICKSUPER UPDATE

- ❑ ClickSuper Single Touch Payroll (STP) has been deployed to new and existing clients
- ❑ Over the last two quarters ClickSuper (CS) has integrated with 6 new channel partners
- ❑ With the purpose of driving additional revenue streams from existing customers and attracting new customers ClickSuper has developed additional functionality and new engagement and commercial models: “Employer and Member Direct” (ED)
- ❑ During 2019 ClickSuper reengaged the Superannuation Fund market, signed 1 Fund and is working on a number of potential opportunities for execution during 2020

4 PAYVU UPDATE

- ❑ To drive the Controlled Commercial Release of PayVu the below transformative and scalability enhancements were released:
 - ❑ Authoriser Edit i.e. “Tinder of Payments” – Transformative
 - ❑ Simplified registration and Multifactor Authentication set-up – Scalability
 - ❑ Image of Bills end to end i.e. “On the same page verification” – Scalability
- ❑ Marketing of PayVu has commenced:
 - ❑ Conferences
 - ❑ Jim’s Bookkeeping, Gold Coast
 - ❑ The Bookkeeper Event, Gold Coast
 - ❑ Accounting & Finance Show, Singapore
 - ❑ World Congress of Accountants, Sydney
 - ❑ Accountech.Live, Melbourne
 - ❑ Accounting Business Expo, Sydney
 - ❑ Intuit QuickBooks Connect, MYOB Partner Connect and Xerocon

4 PAYVU UPDATE NEW FUNCTIONALITY



4 PAYVU UPDATE MEDIAN BK PROFILE

- ❑ Estimates suggest there are over 100,000 bookkeepers in Australia
- ❑ The 2018 Bookkeeping Business Benchmark Report shows the median number of customers for a bookkeeper is 28 with 2 of the below 5 primary service areas automated and streamlined by PayVu:

Primary service areas		Percentage of businesses delivering service			
1	General data entry/maintaining computerised accounting system	95.9%			
2	BAS/IAS preparation	91.7%			
3	Payroll services	85.3%			
4	Preparation of financial year end package for accountant	73.7%			
5	Accounts payable	63.8%			

	General data entry	Payroll services	BAS/IAS preparation	EOFY preparation	Software training
Hourly charge rate (principal)	\$62	\$65	\$87	\$70	\$80

4 PAYVU UPDATE PRICING

PayVu Pricing

PayVu makes it easy to make your business payments. And we've made it easy to pay for our service with a range of pricing options to suit the needs of your business and clients.

SMALL	MEDIUM	LARGE
\$ 20 / month Per ABN	\$ 30 / month Per ABN	\$ 40 / month Per ABN
30 Payments 30 Bills 20ç Per Extra Payment	130 Payments 130 Bills 20ç Per Extra Payment	Unlimited Payments Unlimited Bills

Supported payment types: Direct credit & BPAY – *All prices excluding GST

5 MARKETING & SOCIAL MEDIA 1



#ACCOUNTING BUSINESS EXPO

20 - 21 MARCH 2019
ICC Sydney Exhibition Centre
Darling Harbour, Sydney

Register Attend Education Exhibitors Information

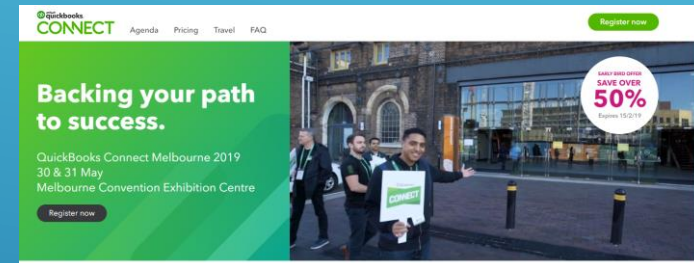
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Jim's Bookkeeping



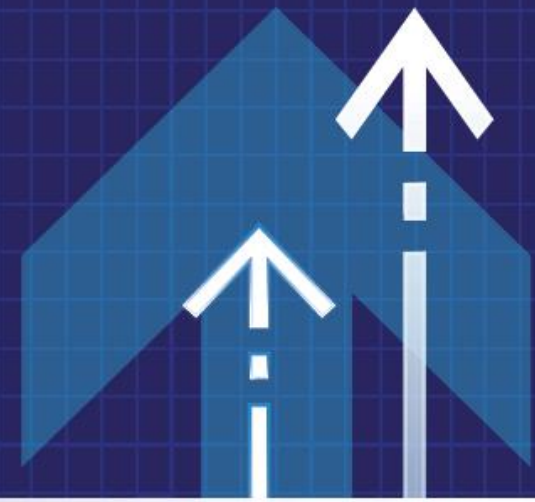
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HEATHER SMITH

6 QUESTIONS





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CLOSE
THANK YOU

