

About OFX Group

Founded in 1998, OFX is an international money services provider based in Sydney with eight offices across the world and more than 400 staff. It offers money transfers and foreign exchange services for consumer and business clients across 55 different currencies. Through its 'human + digital' business model, OFX provides 24/7 localised client support to complement its global digital platform.

How OFX operates



A client registers and is on-boarded via OFX.com or on the phone



Funds are transferred from their bank account into an OFX bank account within the same country



OFX pays out funds from a local OFX account in the destination country to the recipient's bank account

Fast facts

- **400+** employees over 8 locations
- **14** global banking relationships
- **55** operating licenses
- **80%** of transactions same-day settlement
- **1m+** clients
- **\$200bn+** transferred globally
- **68.7** NPS score
- **20+** years in business

Servicing a range of clients

- Consumers**
- Typical ATVs of ~\$17,100 and biannual+ trading
 - Value great price; a digital platform; and access to live support if needed
 - Use cases include wealth transfers; payments to family; and paying significant expenses

- Corporates**
- Typical ATVs of ~\$26,400 and monthly+ trading
 - Value great price; a digital platform; simple risk mitigation solutions; and access to live support if needed
 - Use cases include payments to suppliers; offshore payroll; managing FX risk on international revenue; purchase of equipment; and buying or selling a business offshore

- Online Sellers (OLS)**
- Typical ATVs of ~\$17,000 and weekly+ trading
 - Value great price; a digital platform integrated with the major marketplaces; simple and clear reporting; and access to live support if needed
 - Use cases include collecting payments from marketplaces and payments to suppliers

- Enterprise (IPS)**
- Facilitating FX-cross border payments to end clients (B2B2C and B2B2B)
 - Value great price; ability to enhance their customer offering supported by stable and reliable system; access to live support if needed; and a strong risk & compliance culture and governance program
 - Provides large scale access to clients initially in wealth and banking, now expanding into other sectors as the technology enables more reliable integrations at lower cost

At a glance

Listed on ASX:	2013
Industry Sector:	Diversified Financials
Fiscal year end:	31st March
Market Cap:	\$390 million*
Shares on Issue:	~243 million
Share Price:	\$1.62*

*as at 12 August 2021

Board of Directors

Steven Sargent	Chairman
Skander Malcolm	Managing Director and CEO
Grant Murdoch	NED
Douglas Snedden	NED
Connie Carnabuci	NED
Cathy Kovacs	NED

Strategic growth pillars

Growth drivers



Client experience



Geographic expansion



Partnerships

Foundational enablers



Technology foundations



Risk management



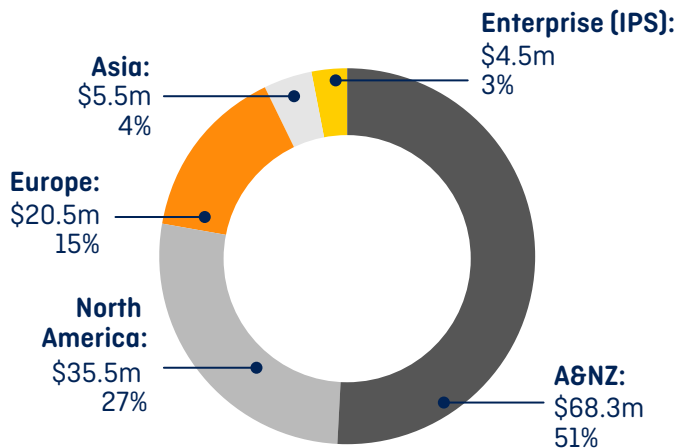
People

FY21 Highlights

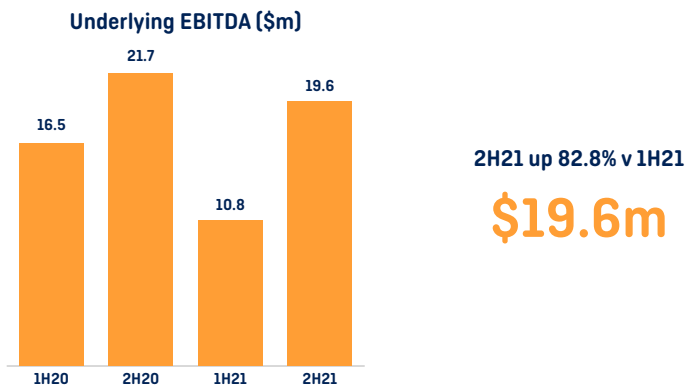
- **\$25bn**
Turnover
- **\$134.2m**
Fee & Trading
Income (Revenue)
- **\$117.9**
Net Operating
Income (NOI)
- **25.8%**
Underlying
EBITDA margin
- **\$30.4m**
Underlying
EBITDA
- **\$12.8m**
Statutory NPAT
- **\$60.6m**
Net cash held
- **68.7**
NPS Score

Financial results	FY20	FY21	V%
Fee and trading income (\$m)	137.2	134.2	-2.2%
Net operating income (\$m)	125.2	117.9	-5.8%
Underlying operating expenses (\$m)	86.9	-87.5	0.7%
Underlying EBITDA (\$m)	38.2	30.4	-20.5%
Underlying EBT (\$m)	26.1	17.3	-33.7%
Underlying NPAT (\$m)	21.4	13.5	-36.6%
Statutory NPAT (\$m)	20.3	12.8	-37.1%
Net cash held (\$m)	61.0	60.6	-0.8%

FY21 Revenue contribution



Strong rebound in 2H21



Investment highlights

- 'Human + Digital' business model with 24/7 localised service support; NPS score of 68.7.
- 79% revenue recurring with >50% from Corporate and Online Seller segments (FY21)
- Strong management team with extensive global fintech and payments experience.
- Exceptional AML/KYC compliance and risk management track record.
- Global, scalable and capital light business model
- Debt-free balance sheet and highly cash generative

FY22 Outlook

Focus on strategic priorities

- Continue to grow North America
- Strong growth in Corporate and Online Seller segments
- Win opportunities in the Enterprise pipeline. Activate Link, WiseTech Global, RBA/ATO, Pearler and Storfund
- Win rebound in Consumer use cases

Deliver strong results

- Continued focus on North America and Corporate growth globally
- Continue investment in a single global platform
- NOI growth 10%+
- Stable NOI margins

Investor Contacts

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