

About OFX Group

Founded in 1998, OFX is an international money services provider based in Sydney with a presence in nine countries and more than 650 staff. It offers money transfers and foreign exchange services for consumer and business clients across 50+ different currencies. Through its 'human + digital' business model, OFX provides 24/7 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 as at 31 March 2022

- **650+**
employees in 9 countries
- **14**
global banking relationships
- **55**
operating licenses
- **80%**
of major currency transactions same-day settlement
- **1m+**
clients
- **\$200bn+**
transferred globally
- **68.0**
NPS score
- **20+**
years in business

Servicing a range of clients

- Consumers**
- Typical ATVs of ~\$17,400 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 ~\$27,600 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 ~\$16,200 and fortnightly+ 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: \$691 million*
- Shares on Issue: ~250 million
- Share Price: \$2.79*

*as at 9 August 2022

Board of Directors

- Steven Sargent Chairperson (retiring post-AGM)
- Patricia Cross Chairperson (incoming post-AGM)
- 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



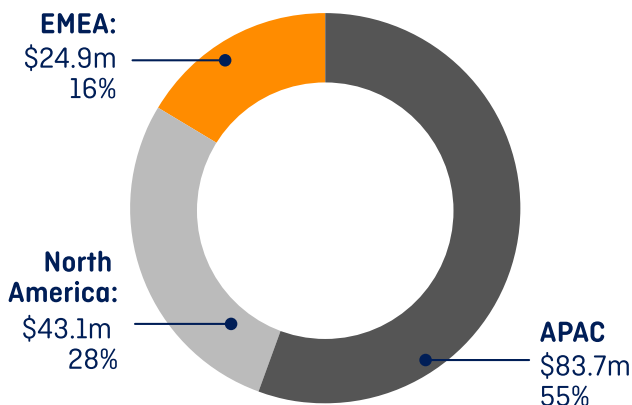
People

FY22 Highlights

- **\$33.2bn**
Turnover
- **\$158.0m**
Fee & Trading
Income (Revenue)
- **\$147.0m**
Net Operating Income
(NOI)
- **30.3%**
Underlying
EBITDA margin
- **\$44.5m**
Underlying EBITDA
- **\$24.5m**
Statutory NPAT
- **\$84.2m**
Net Cash Held
- **68.0**
NPS Score

Financial results	FY21	FY22	V%
Fee and trading income (\$m)	134.2	158.0	17.7%
Net operating income (\$m)	117.9	147.0	24.7%
Underlying operating expenses (\$m)	-88.9	-102.5	15.3%
Underlying EBITDA (\$m)	29.1	44.5	52.9%
Underlying EBT (\$m)	15.6	32.1	105.8%
Underlying NPAT (\$m)	13.1	25.7	96.2%
Statutory NPAT (\$m)	12.1	24.5	102.5%
Net cash held	60.6	84.2	38.9%

FY22 Revenue contribution



Investment highlights

- A seamless digital platform and global banking partner network enables fast, secure, competitive international money transfers in 55 currencies.
- High-value client base with average transaction value (ATV) of \$28.1k (for FY22).
- ‘Human + Digital’ business model with 24/7 localised service support; NPS score of 68.0
- 77% revenue recurring with >50% from Corporate and Online Seller segments (FY22)
- Strong management team with extensive global fintech and payments experience.
- Exceptional AML/KYC compliance and risk management track record.
- Strategic focus on high-growth Enterprise, Corporate and Online Seller segments
- Global, scalable and capital light business model
- Well positioned to capitalise on consolidating sector
- \$98m Acquisition of Firma, delivering scale for our Corporate North American business (~9,600 corporate clients), closing in FY23

FY22 Outlook

Focus on strategic priorities

- Integrate Firma - focus on people, synergies and client growth
- Continue to grow North America, launch European expansion
- Drive momentum in Corporate and Online Seller segments
- Win and activate Enterprise pipeline
- Deliver returns from product, risk, payments and technology investments

Deliver strong results

- NOI target (including Firma) \$200m - \$212m
- Underlying EBITDA target \$55m - \$60m
- Firma underlying EPS accretion of 20%
- Intangible investment \$12m - \$16m

Investor Contacts

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