

About OFX Group

Founded in 1998, OFX is an international money services provider based in Sydney with a presence in eight countries and more than 700 staff. It offers money transfers and foreign exchange services for Corporate, Consumer and Enterprise clients across 50+ currencies. Through its 'digital + human' 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



OFX pays out funds in the destination bank account in the chosen currency

Fast Facts

700+ employees in 9 countries	15 global banking relationships	59 operating licenses	80% of major currency transactions same-day settlement
1m+ clients worldwide	\$200bn+ transferred globally	71.7 NPS score	20+ years in business

At a glance

Listed on ASX:	2013
Industry Sector:	Diversified Financials
Fiscal year end:	31st March
Market Cap:	\$370 million*
Shares on Issue:	~250 million
Share Price:	\$1.50*

*as at 18 May 2023

Servicing a range of clients

- Corporates**
- Typical ATVs of ~\$36,500* 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

- Consumers**
- Typical ATVs of ~\$19,700* 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

Board of Directors

Patricia Cross	Chair
Skander Malcolm	Managing Director and CEO
Cathy Kovacs	NED
Connie Carnabuci	NED
Douglas Snedden	NED
Grant Murdoch	NED

DISTINCTIVE CVP



Digital ease

Human support and expertise



GLOBAL OPERATING MODEL



Customer service

Payments excellence



SINGLE GLOBAL PLATFORM



World class team

Risk management



FY23 Highlights

\$39.1bn

Turnover

\$225.0m

Fee & Trading Income (Revenue)

\$214.1m

Net Operating Income (NOI)

29.2%

Underlying EBITDA margin

\$62.4m

Underlying EBITDA

\$31.4m

Statutory NPAT

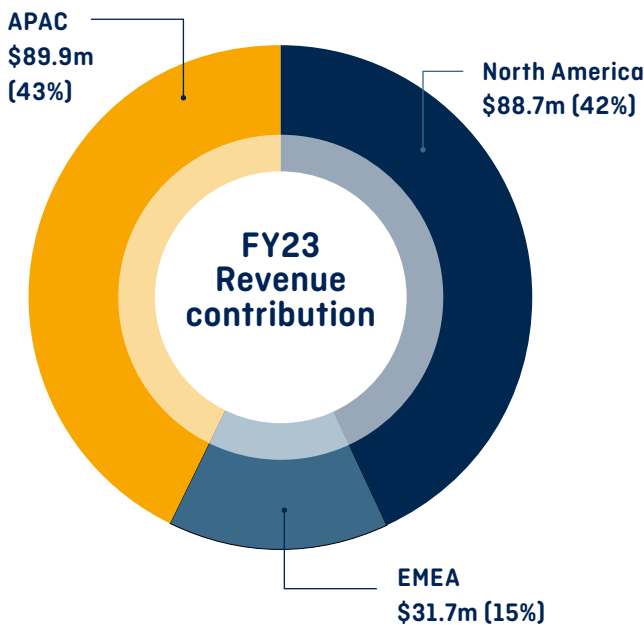
\$93.8m

Net Cash Held

71.7

NPS Score

Financial results	FY22	FY23	V%
Fee and trading income (\$m)	158.0	225.0	42.4%
Net operating income (\$m)	147.0	214.1	45.6%
Underlying operating expenses (\$m)	102.5	151.7	47.9%
Underlying EBITDA (\$m)	44.5	62.4	40.3%
Statutory EBT (\$m)	32.7	37.5	14.8%
Underlying NPAT (\$m)	26.3	37.6	43.1%
Statutory NPAT (\$m)	25.0	31.4	25.6%
Net cash held (\$m)	84.2	93.8	11.3%



Investment highlights

- A seamless digital platform and global banking partner network enables fast, secure, competitive international money transfers in 50+ currencies
- High-value client base with average transaction value (ATV) of \$29.1k (for FY23)
- 'Digital + Human' business model with 24/7 localised service support; NPS score of 71.7
- 84% revenue recurring with >60% from B2B segments (FY23)
- Strong management team with extensive global fintech and payments experience
- Exceptional AML/KYC compliance and risk management track record
- Strategic focus on high-growth B2B segments
- Global, scalable and capital light business model
- Well positioned to capitalise on consolidating sector
- Acquisition of Paytron to expand services for B2B clients, strengthen in-house development capabilities and open new revenue streams

FY24 Outlook

Focus on strategic priorities

- Build the world's leading cross-border payments specialist
- Focus on driving momentum in B2B segment
- Enhance value for clients through creating a best-in-class client experience
- Integrate Firma - focus on people, synergies and client growth

Deliver strong results

- NOI target **\$225m - \$243m***
- Underlying EBITDA target **\$63m-\$74m***
- Deliver Firma synergies of **\$5m** (exit run rate)
- Intangible investment **\$17m-\$19m***

*Excluding Paytron

FY24 outlook including Paytron: NOI \$226m - \$244m, EBITDA \$59m - \$70m, Intangible investment \$18m - \$20m

Investor Contacts

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