



Disrupting U.S. Buy Now Pay Later



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This presentation has received approval from the Board for release to the market.



Ovanti Investor Highlights

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Exceptionally Experienced Leadership

Ovanti has recently hired a number of key executives to lead the launch of its U.S. BNPL producing including the former U.S. CFO of ZIP



Trillion Dollar Market Opportunity

The U.S BNPL market is still in its infancy as it continues to take market share from existing debit & credit cards - a US\$10T industry.



Innovative BNPL Strategy

An aggressive & innovation strategy to take rapid market share in the U.S. with ambitious & value generating management KPIs.



Meet Our New CEO



Simon Keast

Chief Executive Officer

- Simon has 30 years' experience in financial services, working internationally across ANZ and the US.
- Former US CFO of Zip Co Limited (ASX:ZIP), helping the Australian-founded BNPL firm achieve scale in the American market.
- Senior positions with Macquarie Group (ASX:MQG), Insurance Australia Group (ASX:IAG), and Westpac Banking Corporation (ASX:WBC).
- Bachelor of Engineering (Mechatronics) with Honours from the University of Sydney and a Master's in Applied Finance and Investment from the London Business School.

Executive Expertise Accelerating Speed to Market



Bruce Brenkus

Credit Risk Officer
Credit & Risk Advisor

30+ year veteran credit risk officer and fintech credit development with chief risk officer roles in Kabbage and Spotcap and Senior director roles in PayPal, Wells Fargo, Equifax, BankOne.

Based in South Carolina



Frank Ruscio

CTO/CIO Advisor

Track record across industries, including BioPharma, Financial Services, Insurance, Leisure, geographies, including ANZ, UK, Ireland, U.S. and Asia, and varied organisational types. including executive roles with IAG, Marco Polo Network and Toyota Finance.

Based in Sydney



Jonathan Kelly

Chief Revenue Officer

Over 20 years experience in Fintech working digital payments, digital wallets, and BNPL. Track record in customer, product innovation with senior roles including Humm's Chief Growth & Innovation Officer, ZIP's Director of Merchant Services, and Paypal's Head of New Ventures.

Based in Sydney

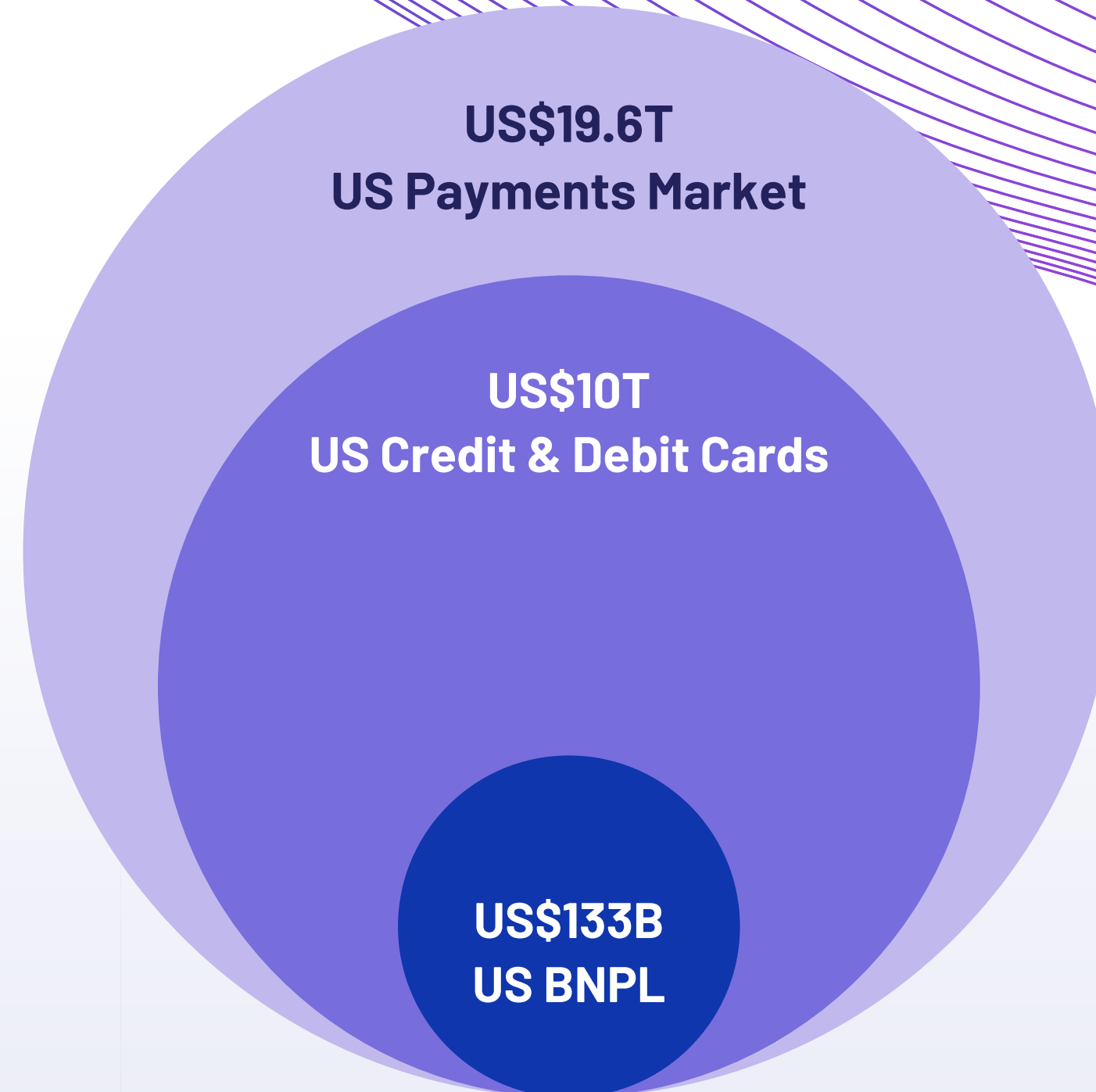


U.S. BNPL Market Size

BNPL is experiencing significant growth in the United States but is still at a very early stage of industry development.

BNPL adoption is driven by:

- Shift from traditional credit, particularly younger generations;
- Convenience and ease-of-use;
- Budgeting and control;
- Technology-enabled;
- Retailer adoption.



Source: [Capital One Research](#)
[Motley Fool](#)

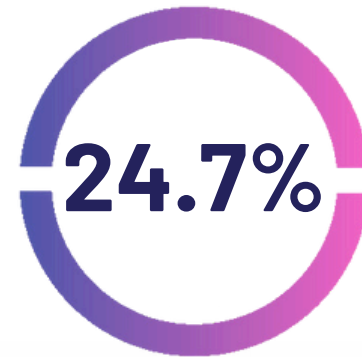


U.S. BNPL Statistics

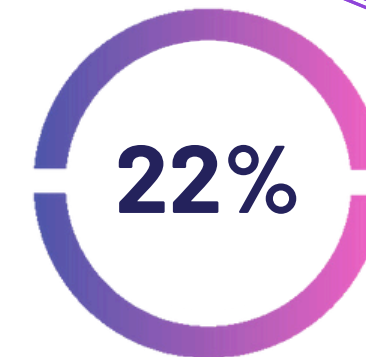
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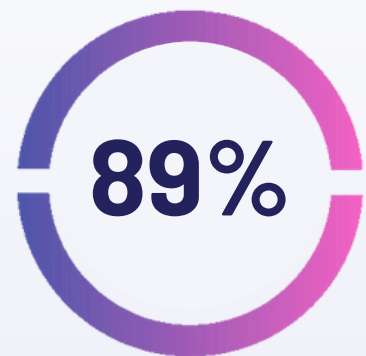
2024 American
BNPL Users



Forecasted BNPL
CAGR 2022-2030



American's with Low
FICO/No FICO



BNPL Users Paying
On Time



Avg. BNPL Loan
Amount



Avg. BNPL Term
in Weeks



Sub Prime
Americans



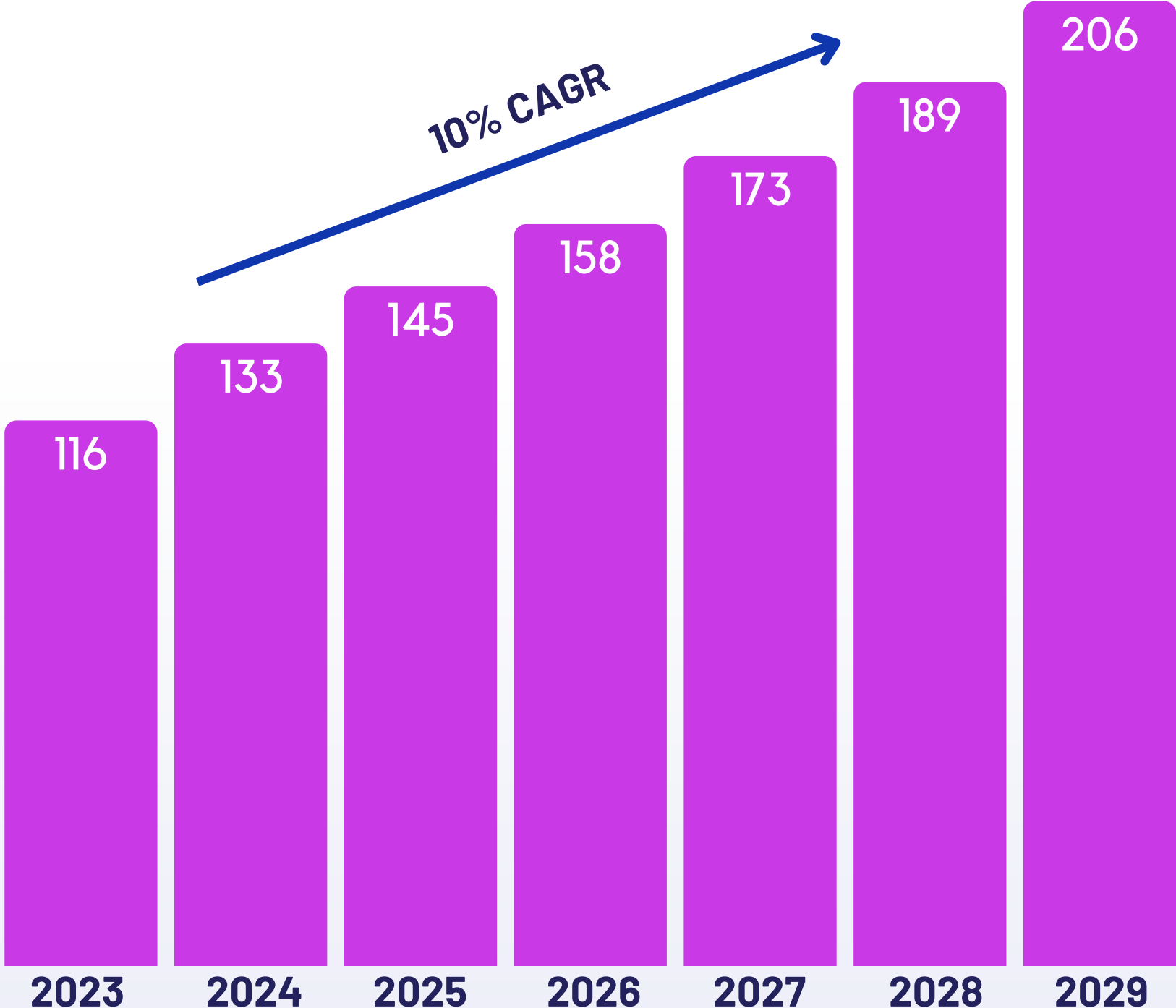
Source: [Capital One Research](#)
[Motley Fool](#)

U.S. BNPL Growth

BNPL first launched in 2019 and has grown exponentially driven largely by Millennials and Gen Z who seek an alternative to traditional credit cards.



U.S. BNPL Payment Volume (in USD billions)



Source: [Capital One Research](#)

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Ovanti BNPL Strategy



Target underserved merchants and industry verticals



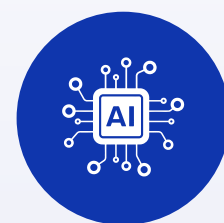
Market entry into high BNPL utilisation States



Focus on mid-tier retailers and SMEs



Leverage existing payment networks



AI-enabled team from Day 1



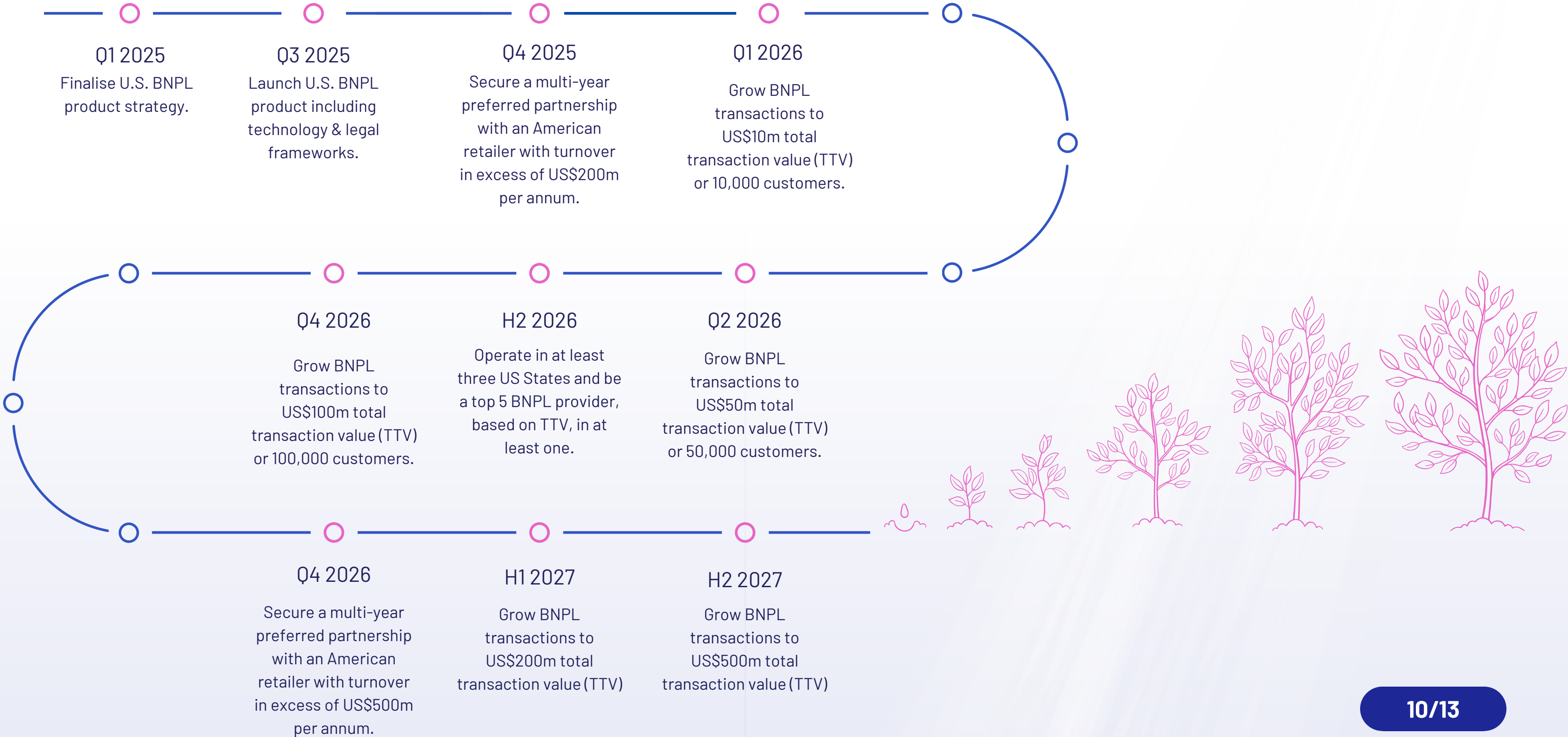
Partnering for speed to market



Enhanced credit assessment focussed on subprime



Ovanti U.S. BNPL Roadmap



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Listed BNPL Comparables

Company	Unit*	Exchange	Price	EV	FY24		FY25		EV/TTV		EV/Sales		
					TTV (GMV)	Revenue	TTV (GMV)	Revenue	Trailing	Forward	Trailing	Forward	
ZIP CO LIMITED (XASX:ZIP)	A\$m	ASX	\$ 3.26	\$ 6,668	\$ 10,100	\$ 868	\$ 11,258	\$ 1,051	0.7	0.6	7.7	6.3	
HUMM GROUP LIMITED (XASX:HUM)	A\$m	ASX	\$ 0.78	\$ 4,953	\$ 3,131	\$ 619	\$ 3,445	\$ 686	1.6	1.4	8.0	7.2	
BLOCK, INC. (XNYS:SQ)	US\$m	ASX/NYSE	\$ 89.01	\$ 55,731	\$ 241,350	\$ 24,383	\$ 265,485	\$ 27,240	0.2	0.2	2.3	2.0	
Affirm Holdings Inc (XNAS:AFRM)	US\$m	Nasdaq	\$ 66.27	\$ 26,130	\$ 26,600	\$ 2,323	\$ 35,378	\$ 3,099	1.0	0.7	11.2	8.4	
SEZZLE INC. (XNAS:SEZL)	US\$m	Nasdaq	\$ 428.46	\$ 2,616	\$ 2,345	\$ 247	\$ 2,640	\$ 327	1.1	1.0	10.6	8.0	
									Mean	0.9	0.8	8.0	6.4
									Median	1.0	0.7	8.0	7.2

*except per share data

**data as of 19th Nov 2024 & based on industry consensus estimates

Note on Block Inc:

Today Block is a diversified fintech that makes revenue from Bitcoin, subscriptions, and transactions.

Block announced plans to buy Afterpay in Aug 2021 for US\$29 billion, all in Block Inc scrip. In FY21, Afterpay processed ~US\$15 billion in GMV and report US\$657 million in revenue. The valuation metrics at acquisition were:

EV/Sales - 44.1x

EV/GMV - 1.9x

Capital Structure

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Ordinary Shares on Issue	2,030,145,593
Options on Issue	70,000,000
Convertible Loan Notes (\$0.02 conversion)	825,000
Share Price	\$0.023
Fully Diluted Market Capitalisation	\$49,252,099



As of close of trading 25th Nov 2024



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