

# SQID Technologies Limited

Optimizing the way business  
wants to make payments

April 2020 Company Presentation

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# About SQID Technologies



## We streamline the merchant experience

At SQID we listen to what partners need and want. We deliver a fluid and responsive team response. Effectively communicate the way SQID's technology meets partner needs – how, when and where they need to be met.

# SQID Technologies



## Corporate Overview

- Profitable financial processing business
- Strong growth profile
- Reliable and proven technology
- E-commerce payments, COVID-19 resilient
- Trusted payment processor for over 24 industries
- Scalable business model

## Key Metrics

Market Cap (\$CAD) as @ 22/04/20	\$15,837,412
Last Price as @ 22/04/20	CAD 2.00
Shares on Issues	7,918,706
FY18 Total Transaction Revenue (\$AUD)	\$3,862,480
FY19 Total Transaction Revenue (\$AUD)	\$6,427,543
FY20 Total Transaction Revenue (\$AUD)	\$2,055,049*
	<small>*January – March Merchant Volume</small>
FY18 Merchant Volume (\$AUD)	\$106,396,149
FY19 Merchant Volume (\$AUD)	\$183,447,072
FY20 Merchant Volume (\$AUD)	\$56,507,350*
	<small>*January – March Merchant Volume</small>
Cash & Cash Equivalents (\$AUD) as @ 22/04/20	\$3,313,844
Top 20 Shareholders	73.64%

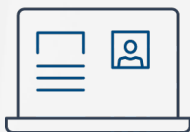
# Types of business we support



Small to medium  
businesses



Franchisee



SaaS Platform



Apps &  
Marketplaces



Start Ups

# Key FY20 Goals



Successfully implement new global acquirer.



Continued strong revenue growth and profitability.



Grow local market share and expand into overseas territories.

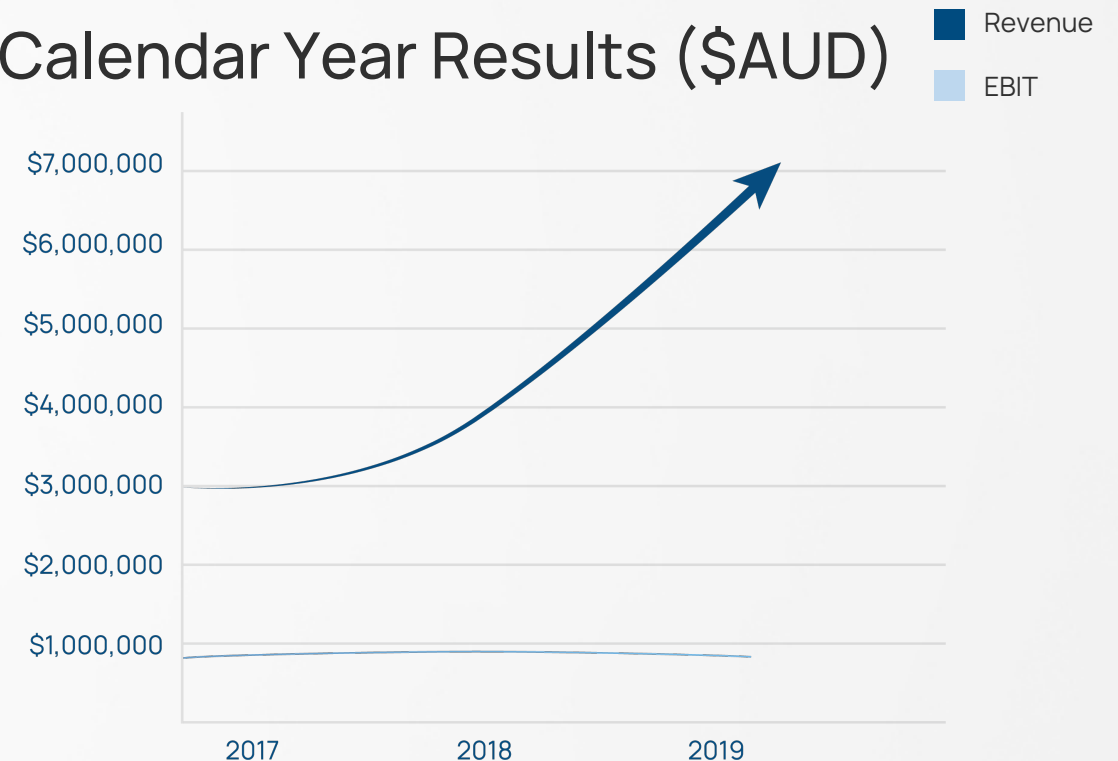


# SQID Technologies Last 3-Year Performance

## 2019 Summary

- ▲ 67% increase in revenue on 2018.
- ▲ 67% increase in transaction volume on 2018.
- 💰 \$452k in listing expenses incurred in 2019.

## Calendar Year Results (\$AUD)



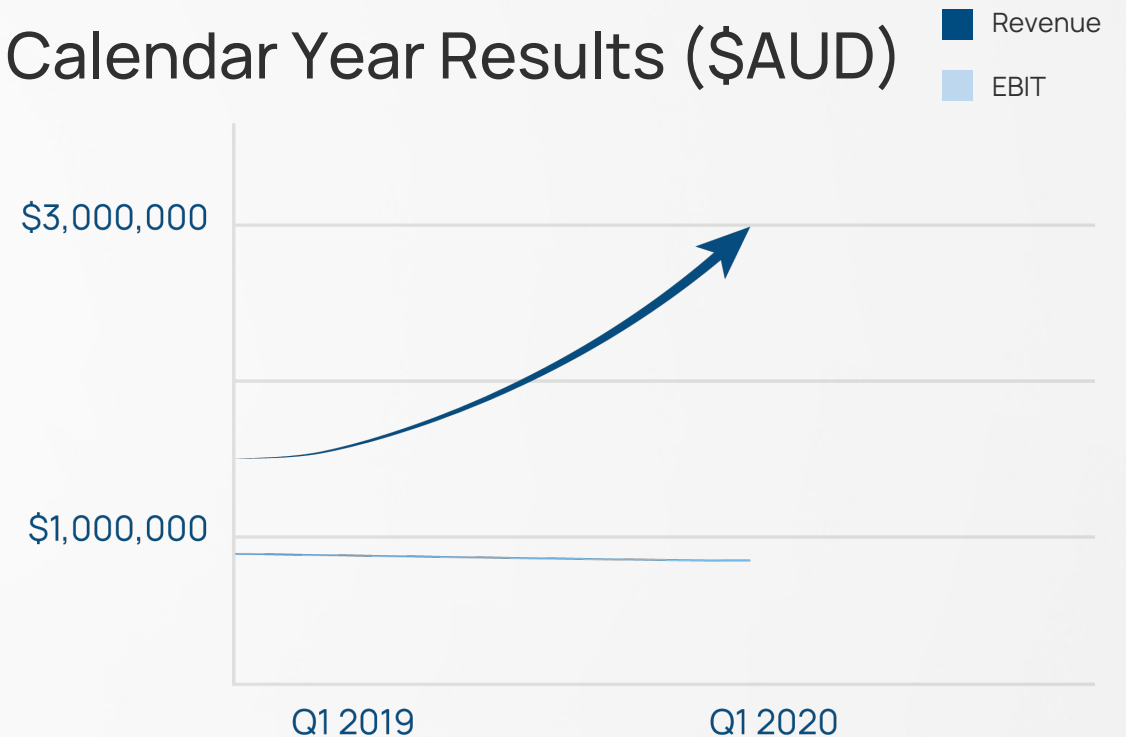
# SQID Technologies

## Q1 2020 v Q1 2019

### Q1 2020 Summary

- ▲ 41% increase in revenue on Q1 2019.
- ▲ 64% increase in transaction volume on Q1. 2019.
- 💰 Additional staff, executive, consulting, director & legal costs incurred in Q1 2020.

### Calendar Year Results (\$AUD)



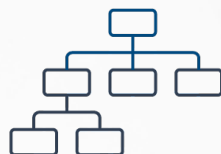


# Strategy to create long-term value for shareholders



## Growth Strategy

Expand direct sales model, identify recurring revenue opportunities, align with key partners and review acquisition targets



## Market Segment Direction

Focus on 'Card Not Present' market segment



## Simple Onboarding

With one merchant account providing access to all payment options



## Technological Advantage

Offering diverse payment options to suit varying business needs



## Customer Acceptance

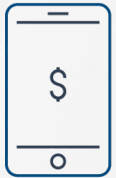
Simple and flexible solutions and ongoing client support



## Market Focus

Grow our Australian presence with plans to expand into North America

# SQID Tech



## Payment Manager

VPOS, Payment pages, Direct Debits, Analytics, Alerts, SMS Marketing



## Fraud Detection

Management and alerts

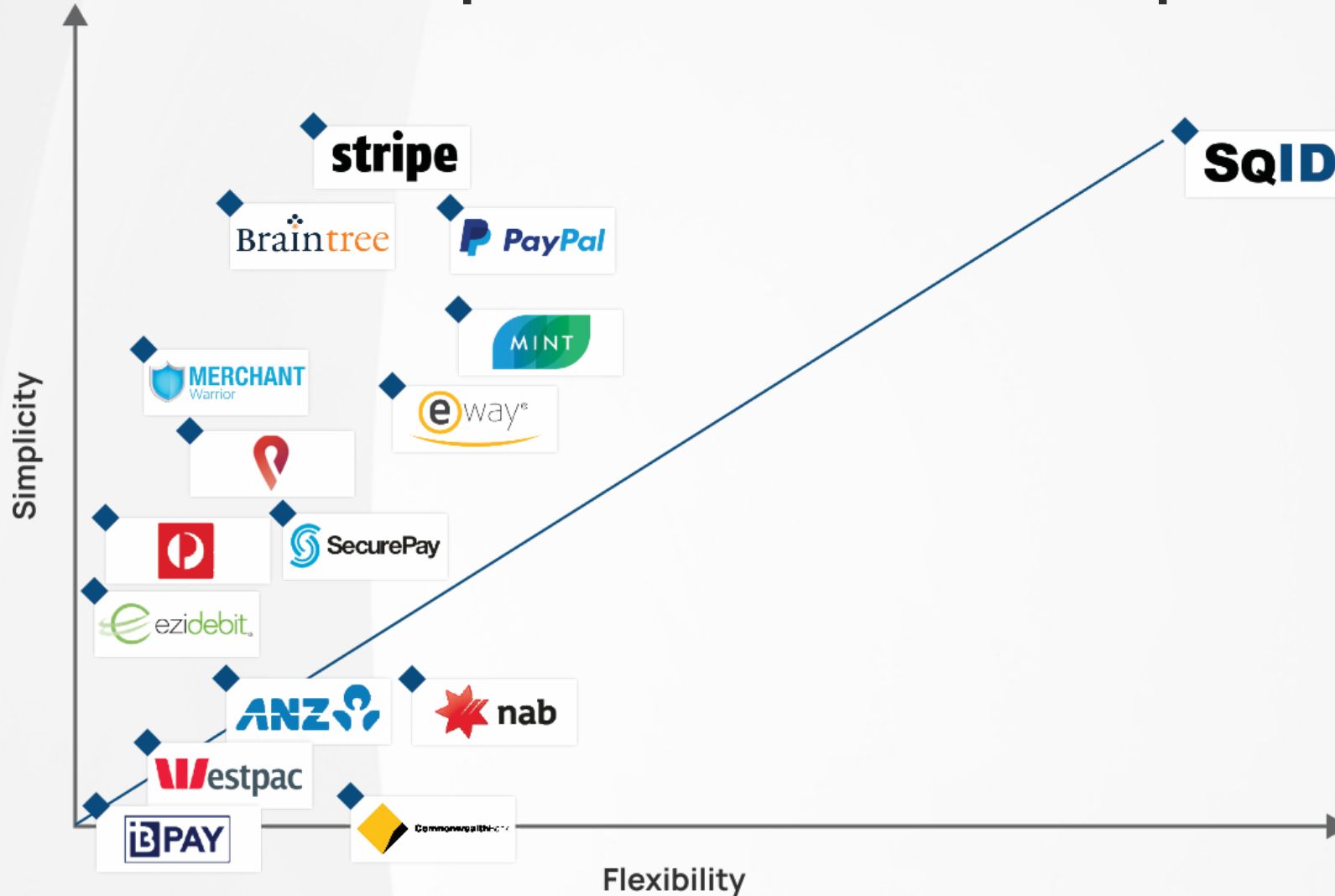


## API Development and integrations

Card payments, Direct Debits, SaaS, App and Marketplace integration, Dynamic Onboarding.



# SQID's Competitive Landscape



## API Development and integrations

Card payments, Direct Debits, SaaS, App and Marketplace integration, Dynamic Onboarding.

# Growing Awareness & Visibility



Building partnerships to grow business exponentially



Growing our business through enterprise sales



Promoting our value proposition



Creating brand awareness and engagement

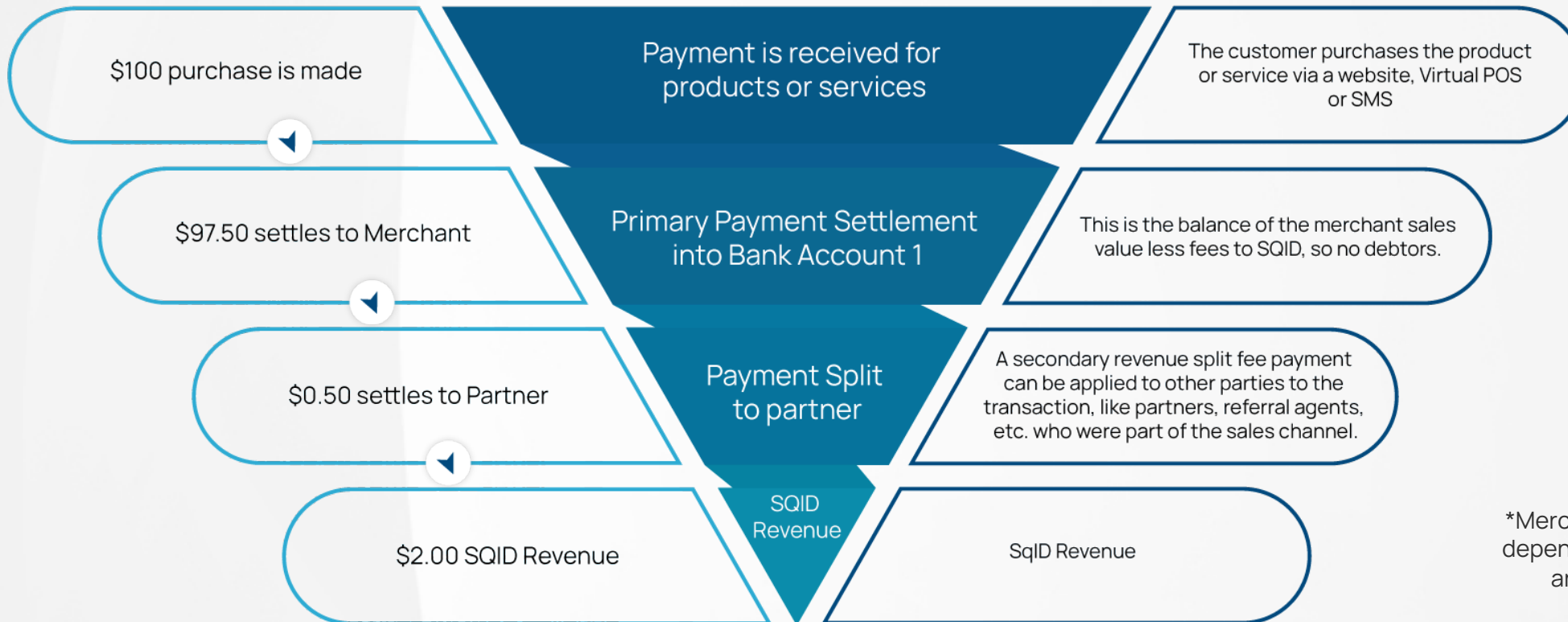
Comprehensive ongoing SM campaign across Twitter, Google Plus and LinkedIn including paid promotional posting.



Accessibility to educate merchants

Making our technology accessible wherever our customers are and when they need to engage

# How Smart Settlements Work ?



\*Merchant, Partner and SQID fees vary depending on the transaction volumes and card types. The diagram is for illustration purposes.

# Frequently Asked Questions

## Will this presentation be available?

- Yes, it will be added to the online share register and SQID website.
- Shareholders can download the presentation and other communications from the SQID website and the share register system.

## When will the company pay a dividend?

### Current Board position:

Retained cash is necessary to reduce the capital required to fund growth and take advantage of other opportunities that may arise.

### Benefits available to shareholders:

Lower capital requirements means less new share issues and hence less dilution of existing shareholders.

# Frequently Asked Questions

## What opportunities lie ahead?

Strategic partnerships are integral to SQID's future growth opportunities rather than individual projects.

- Major projects have exposed SQID to unnecessary risk with less guarantee of return on investment.
- The business plan includes increasing merchant diversity across industries to increase the robustness of revenue streams

## Where will the growth come from?

The business is well positioned to expand its proven strategy of growing using partners:

- Management will be focused on measurable results from investment in additional resources.
- Risk and compliance management control continuity.
- Investing surplus cash whilst maintain suitable cash reserves

# SQID Technologies Limited

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