

Boku H1 Trading Update

27 July 2022



Presentation Team



Jon Prideaux, CEO

CEO since 2014

Formerly EVP at VISA and
Deputy CEO at Secure Trading



Keith Butcher, CFO

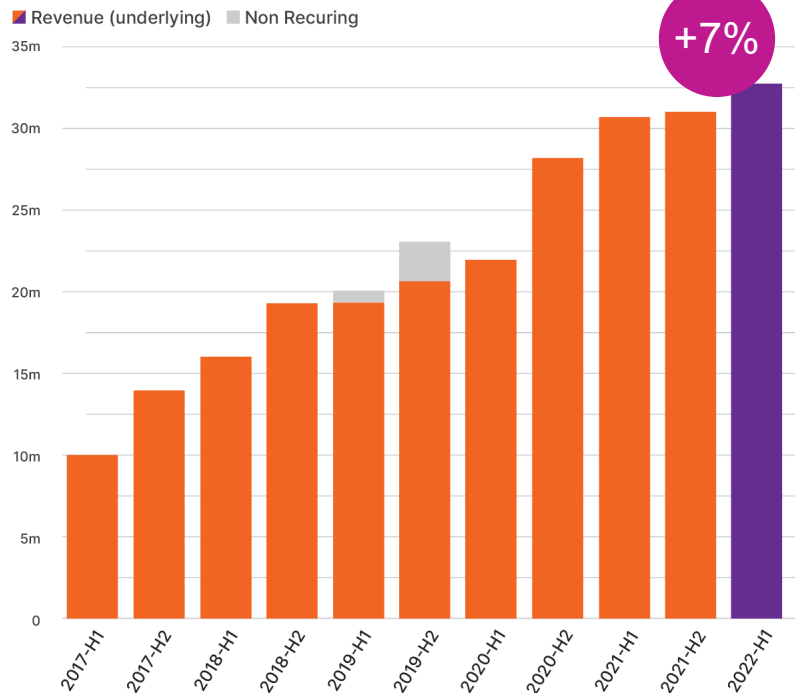
Director from 2017, CFO from 2019

Formerly CFO of LSE listed payments
companies DataCash and Paysafe

Highlights

2022 H1 Trading Update - Financials

Payments revenue (\$m)

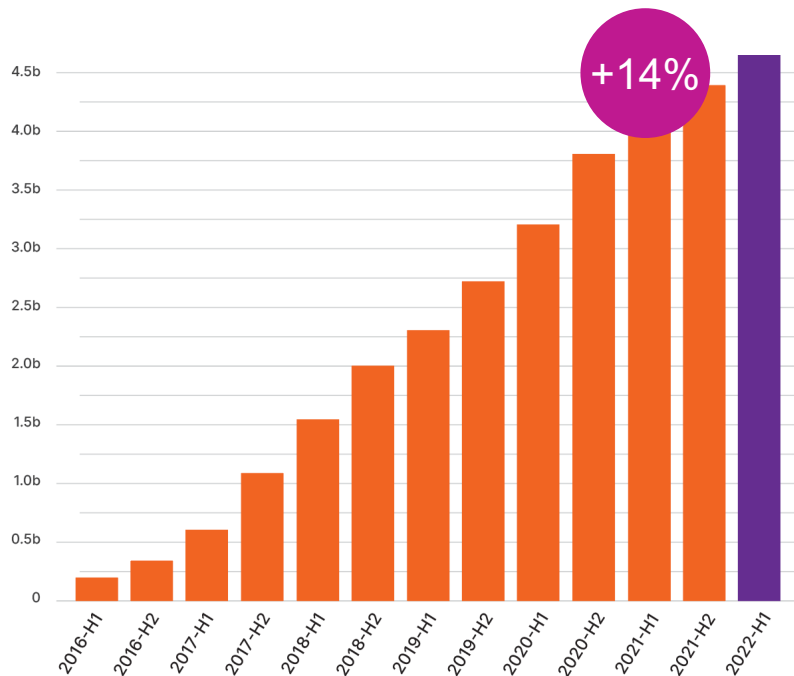


Revenue in constant currency in 2022-H1

- **Payments revenues \$30.3m. FX Headwind of \$2.5m, underlying growth of 7% (H1 2021: \$30.7m)**
 - H1 2021 comparative had covid 'bump'
- **Payments adj. EBITDA approx \$9.5m with FX headwind of c. \$2.0m, underlying growth 4% (H1 2021: \$11.1m)**
 - continued investment in mobile-first network
- **Sale of Identity division for \$32.3m in February**
- **Group Profit before tax of approximately \$29.5m (H1 2021: \$1.9m)**
 - Inc. profit on disposal of Identity division of \$24.0m
- **Group cash of \$67.8m at 30 June 2022 (30 June 2021: \$38.0m). Now debt free**
- **Average daily cash balance \$63.3m in June 2022 (June 2021: \$38.0m).**

2022 H1 Trading Update – Operational KPIs

Total Payment Volume (TPV)



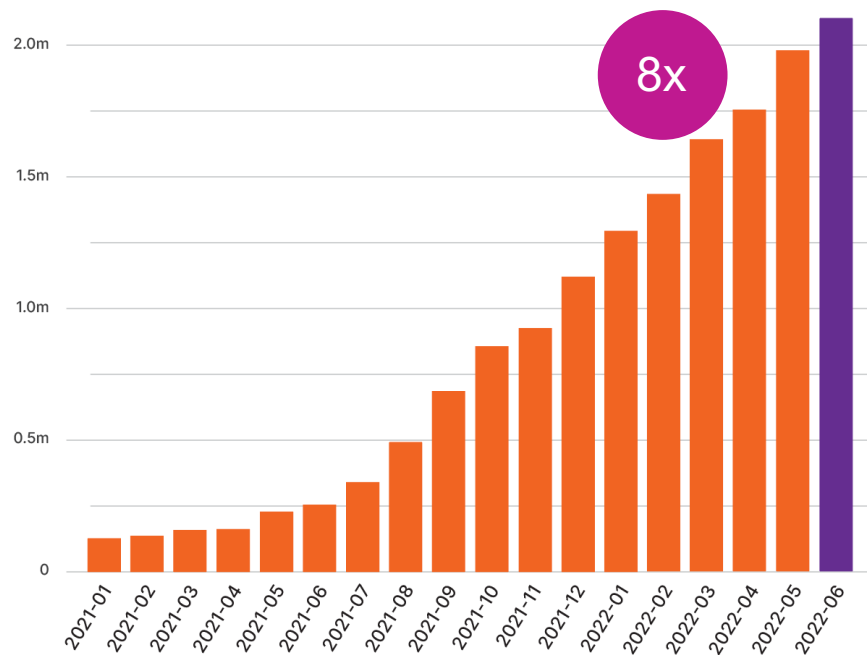
TPV in constant currency in 2021 and 2022-H1. TPV is the US\$ value of transactions processed by the Boku platform and includes transactions from DCB, Bundling, eWallets and Real Time Payments. Prior periods excluded bundling.

Underlying Payment metrics healthy

- **Monthly Active Users up 8.4m (22%) to 46.3m** in June 2022 (June 2021: 37.9m)
- **28.8m new users** made their first payment or bundling transaction with Boku in H1 2022
- **TPV at constant currency: \$4.9bn up 14%** (\$4.4bn at market rates: H1 2021: \$4.0bn)
- **Over 40 new launches in H1 2022** inc: Netflix, Meta, Amazon, Spotify, Samsung, Sky and EA Games
- **Mobile-first network reaches over 7bn** end user accounts (42% non-DCB)
- **Regulated Payment capabilities now cover 50 countries** inc. new Philippines licence

2022 H1 Trading Update – eWallets & Real-Time Payments

Monthly Active Users - New LPMs



Strong growth in eWallets and real-time payments

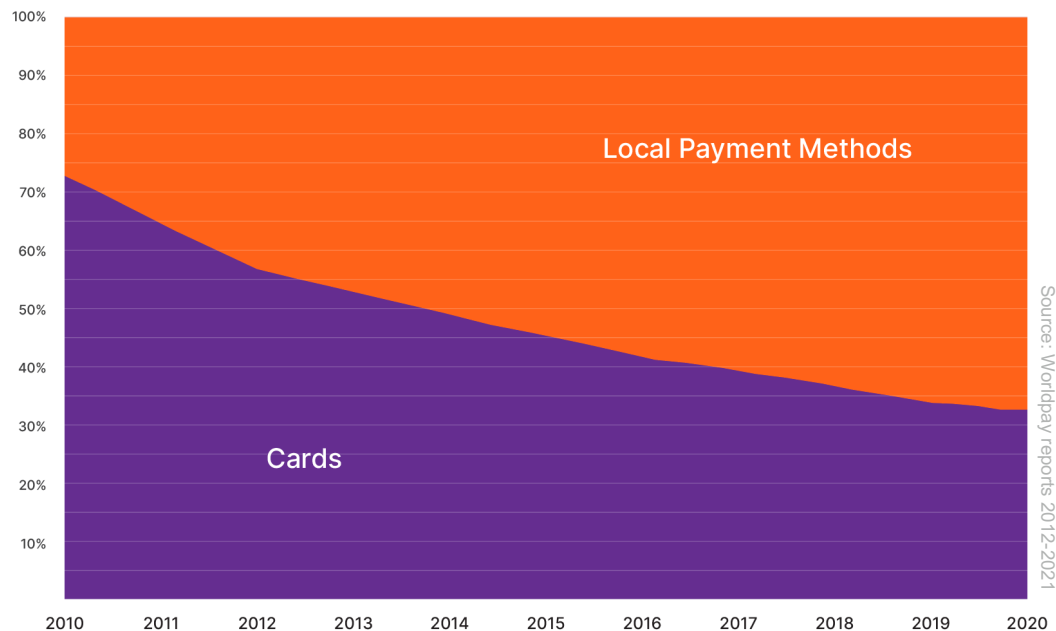
- **11x increase in volumes in H1** processed from eWallets and Real Time Payments compared with H1 2021
- **8x increase in MAUs of eWallets and Real Time Payments** to over 2.1m in June 2022
- **6x increase in new users of these LPMs to 3.1m in H1 2022** (H1 2021: 0.5m)

MAUs in month of period end, includes eWallets and Real Time Payments

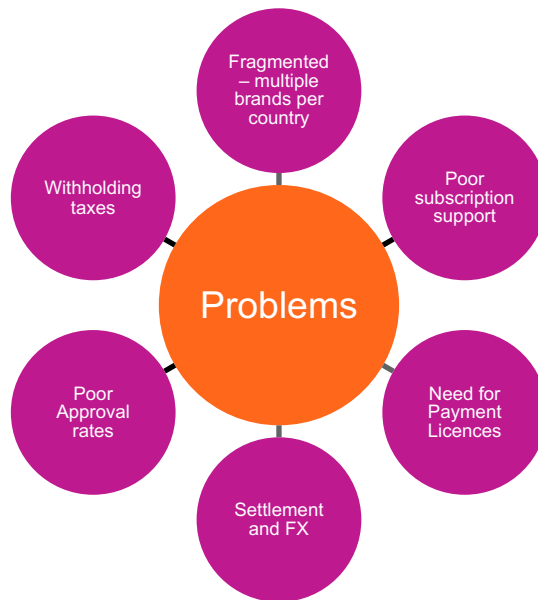
Strategy Update

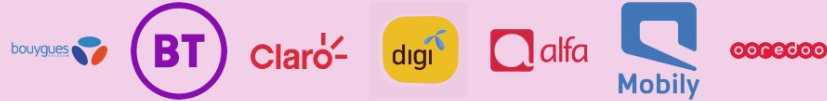
Local Payment Methods Used More Than International Cards

Most ecommerce doesn't use cards, esp. outside the west...



but it's not easy to get right.





Boku's Mobile-First Payment Network

7 billion mobile payment accounts
340+ payment methods
91 countries

Direct Carrier Billing
eWallets
Real-Time Payments

Trusted by Leading Merchants

Direct Carrier Billing, eWallets, Real-Time Payments and Bundling

App Stores



Video Streaming



Music Streaming



Advertising



SaaS Software



Console Gaming

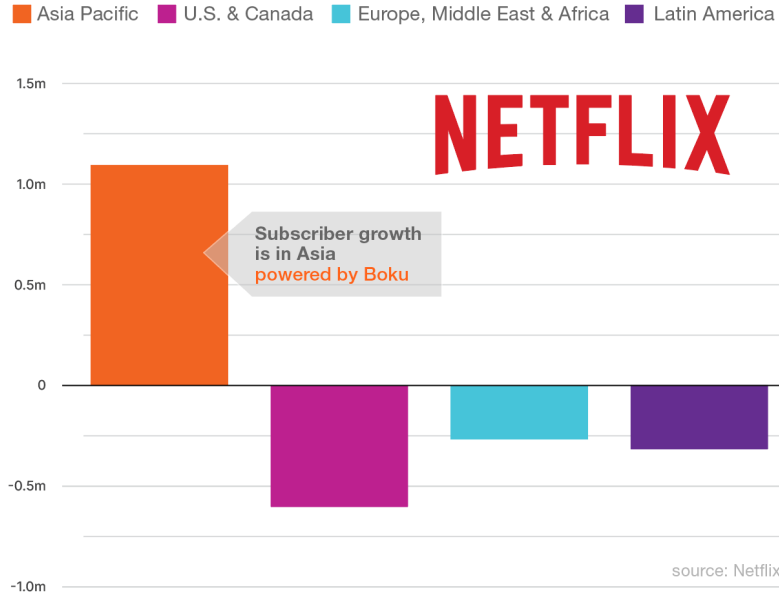


Gaming



Boku Drives Netflix Subscription Growth in Asia

Net Subscriber Addition - Q1 2022



Bloomberg

[...] Netflix is going beyond that to attract **sign-ups through innovative payment methods**, like allowing users to include their subscription fees in their **monthly phone bills or pay via digital wallets**.

Netflix offers a wider range of payment choices in Asia than competitors... **The number of new members signing up last year using alternative payment methods more than tripled** from the previous year, and these measures have been adopted in other markets after their successful launch in Asia, according to Netflix.

[Netflix's \(NFLX\) Plan to Fix Its Subscription Crisis Starts in Asia – Bloomberg](#) June 27, 2022

Recent Expansions of the Mobile-First Network



Taiwan



Nigeria



Thailand



Pakistan

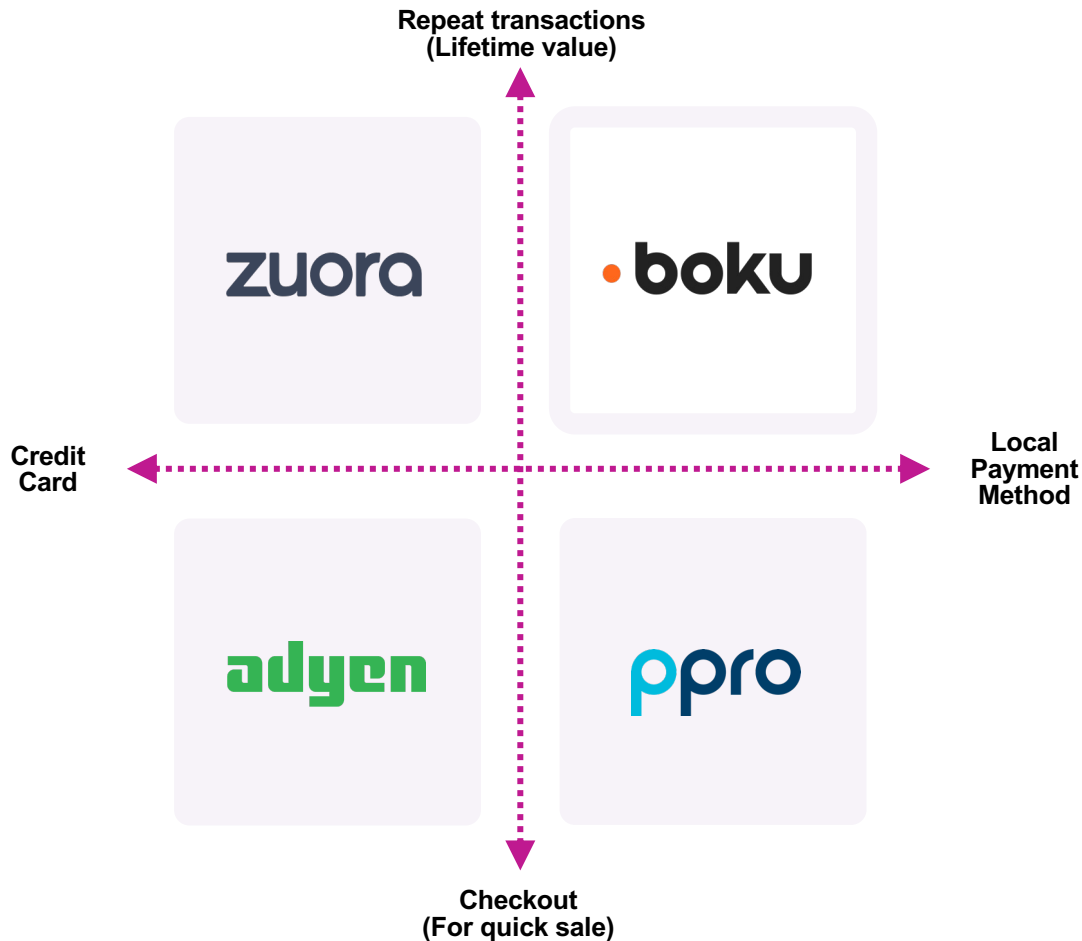


Philippines

Payment License

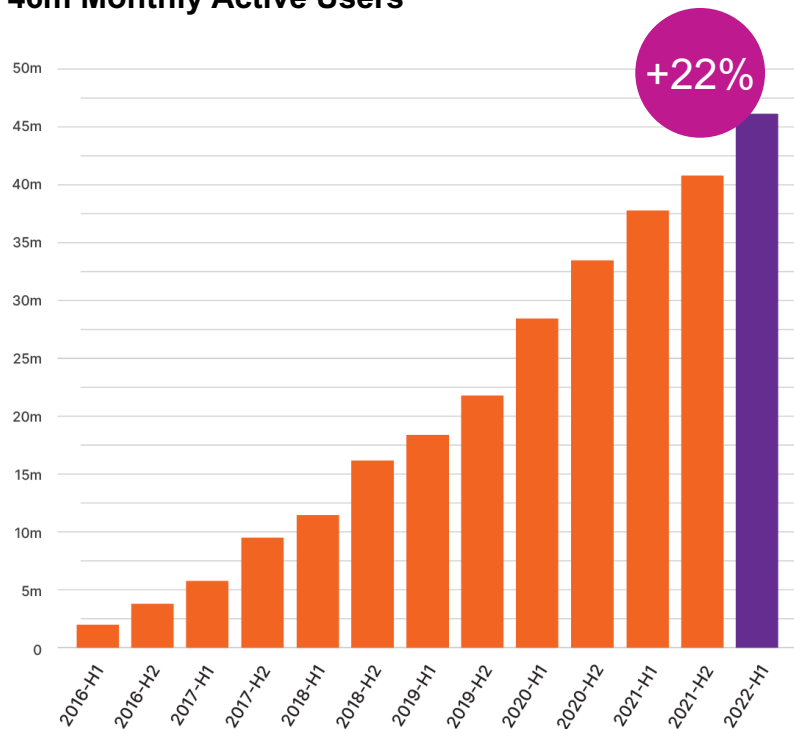


Boku: repeat purchases using local payment methods



Growth in Users and Volumes on the Boku Platform

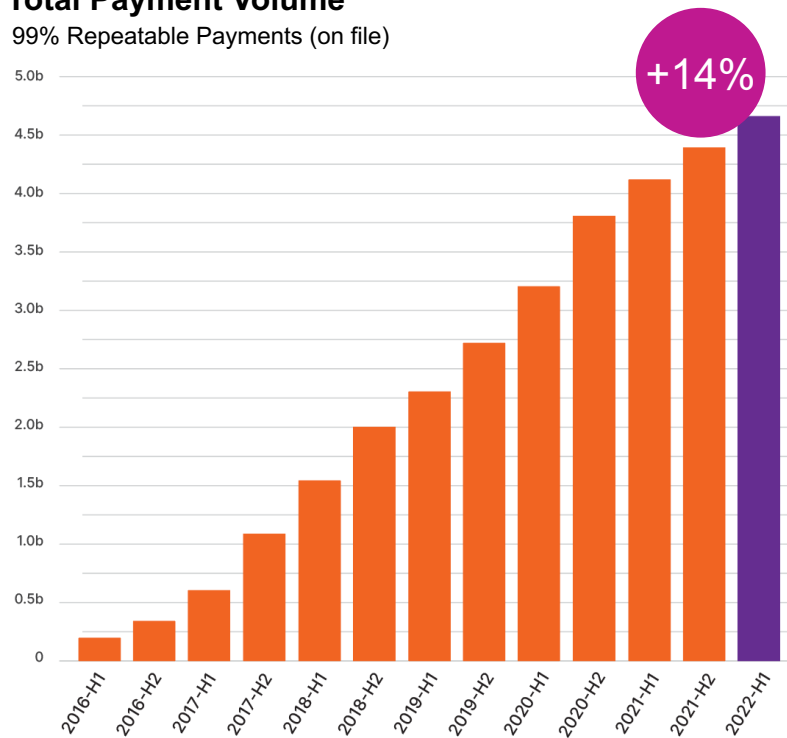
46m Monthly Active Users



MAUs in month of period end, includes bundling

Total Payment Volume

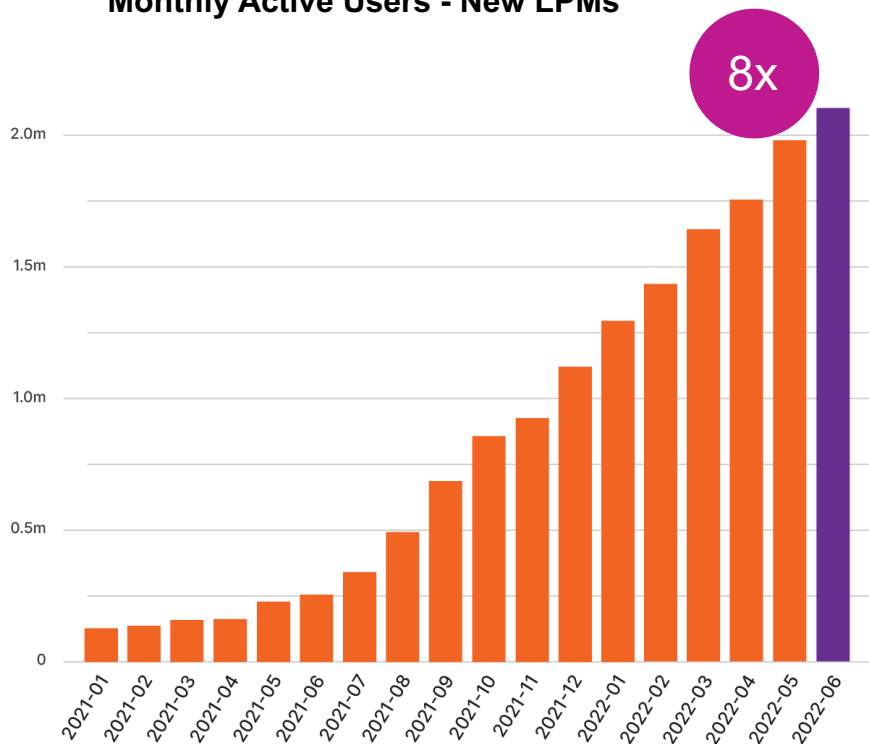
99% Repeatable Payments (on file)



TPV in constant currency in 2021 and 2022-H1. TPV is the US\$ value of transactions processed by the Boku platform and includes transactions from DCB, Bundling, eWallets and Real Time Payments. Prior periods excluded bundling.

Growth in Monthly Users of Local Payment Methods

Monthly Active Users - New LPMs



Fast growth in new LPMs

- ☐ **8X increase in MAUs**
from eWallets and Real Time Payments
- ☐ **11X increase in TPV**
- ☐ **eWallet and RTP Customers – global companies in**
 - ☐ digital advertising,
 - ☐ streaming music/video,
 - ☐ ridesharing,
 - ☐ games and games consoles
- ☐ New launches in Nigeria and Vietnam

Summary and Outlook

2022-H1: Strong growth in underlying business and new LPMs

- TPV +14%. \$4.4bn processed in H1 2022
- MAUs +22% to 46m
- Strong growth in eWallets and real-time payments
 - Volumes up 11X; 8X increase in MAUs
- 7% Revenue Growth in constant currency. Covid boosted H1 2021
 - Strong currency headwinds affected nominal results
- 40 new launches and expanded mobile first network
- Profitable with strong cash balances

Outlook

- Strong pipeline of launches in the second half
- Continued growth in DCB and, especially, eWallets and real-time Payments

Our Values

CUSTOMERS FIRST

We're committed to the long-term growth of our customers, even if it costs us more in the short run.

BE FLEXIBLE

Things might not happen as planned. Stay calm, alter course and move on.

ASSUME POSITIVE INTENT

Trust and respect each other. Encourage others to do the same.

COLLABORATE

Welcome others' opinions and ideas. We're all on the same team.

BE AMBITIOUS

We are building a great big global mobile platform. Aim for (modest) world domination.

• **boku**