

Trading Update

for the year ended 31 December 2022

17 January 2023

Jon Prideaux
Keith Butcher



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

Boku 2022 Trading Update Highlights

Accelerating Growth in Revenues and TPV

- Revenue growth 14% in Constant Currency (H1: 7%; H2 19%)
- Especially new local payment methods (LPMs). 8X growth in TPV for LPMs

Record Delivery

- **Approx 150 new launches in 2022** inc: Google, Meta, Microsoft, Amazon, Disney, Netflix, Spotify, Samsung, Sky and EA Games.
 - Includes ~50 LPM and >30 bundling launches

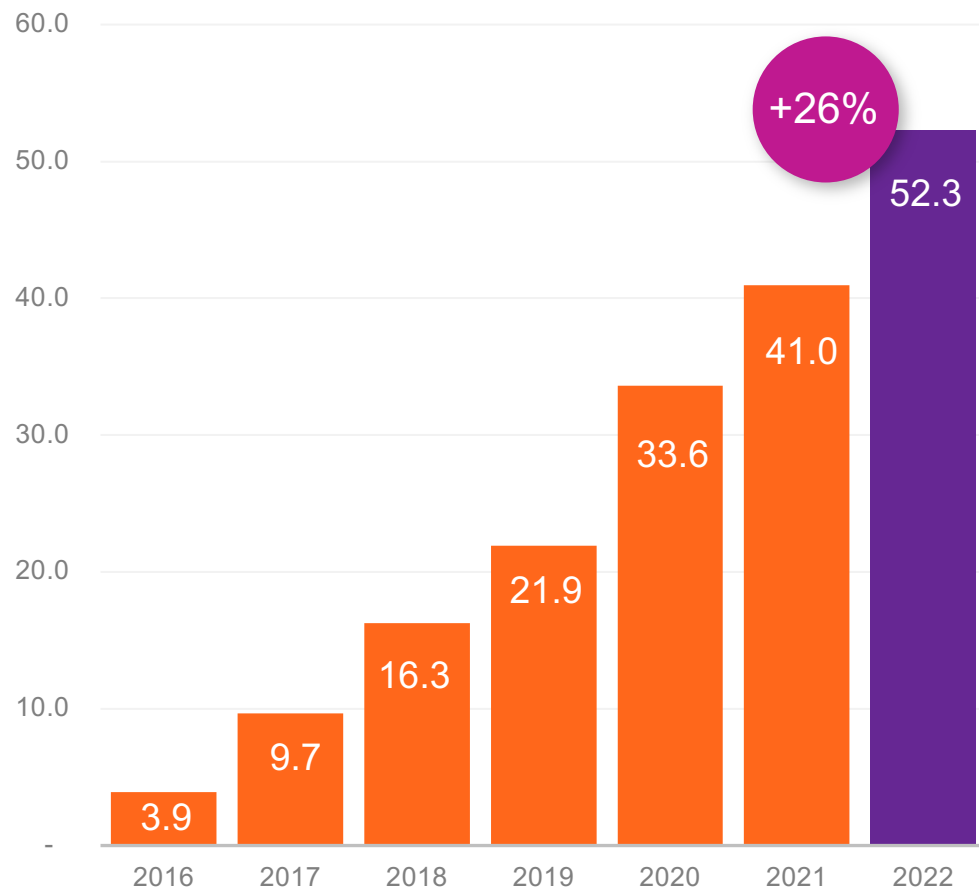
LPM Investment Reaping Rewards

- **New multi year contract with Amazon Payments** for new LPMs (Local Payment Methods only - non DCB). Inc warrants.
- **First launch in China** of major existing customer with **Alipay and WeChat Pay** – the two largest wallets in China

Financial Overview

Strong Growth in Users and Volumes

Monthly Active Users – strong growth to 52.3m



MAUs are users who have completed a successful transaction or had an active bundle in the final month of the period

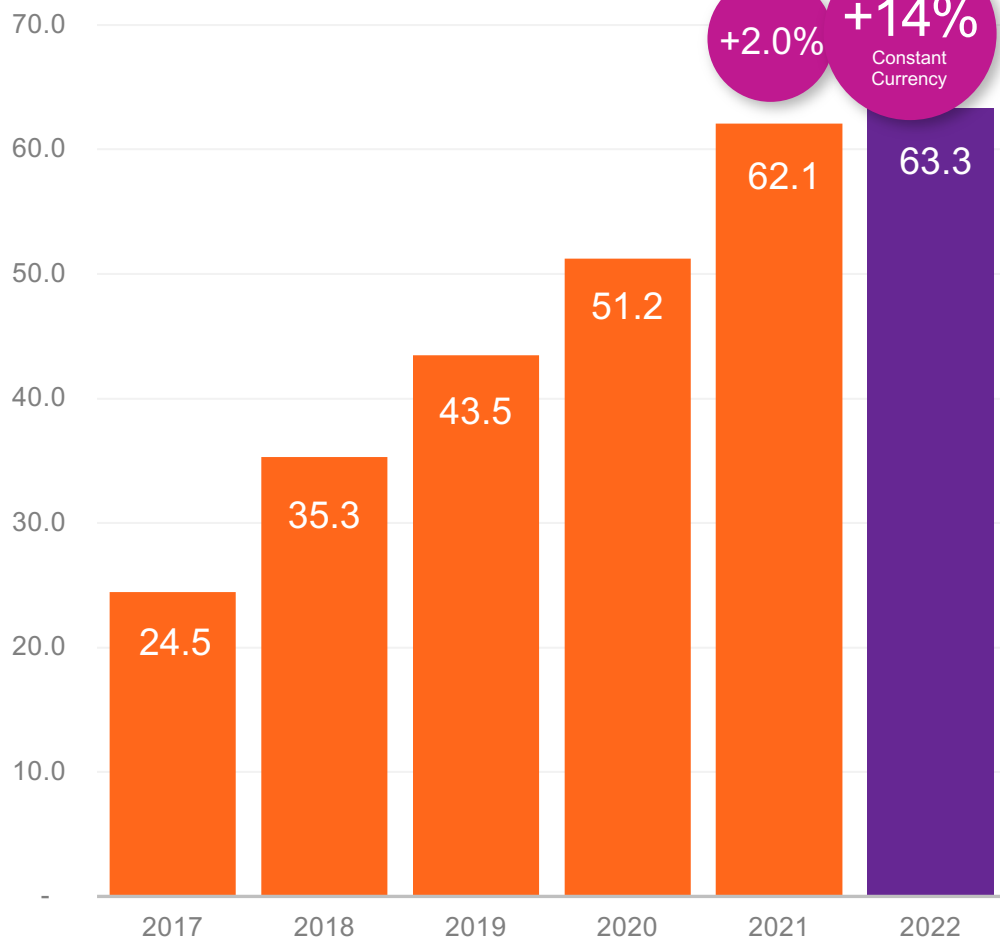
Total Payment Volume ('TPV') – strong growth to 8.9bn



TPV constant growth rate 2022 on 2021 is calculated using 2021 FX rates; chart shows TPV data at market FX rates.
TPV is the US\$ value of transactions processed by the Boku platform and includes transactions from DCB, Bundling, eWallets and account to account/real time payments. Some new bundling programmes were included in the 2022 data after they switched to ad valorem pricing.

2022 Full Year Trading Update – Key financials

Revenue (\$m)



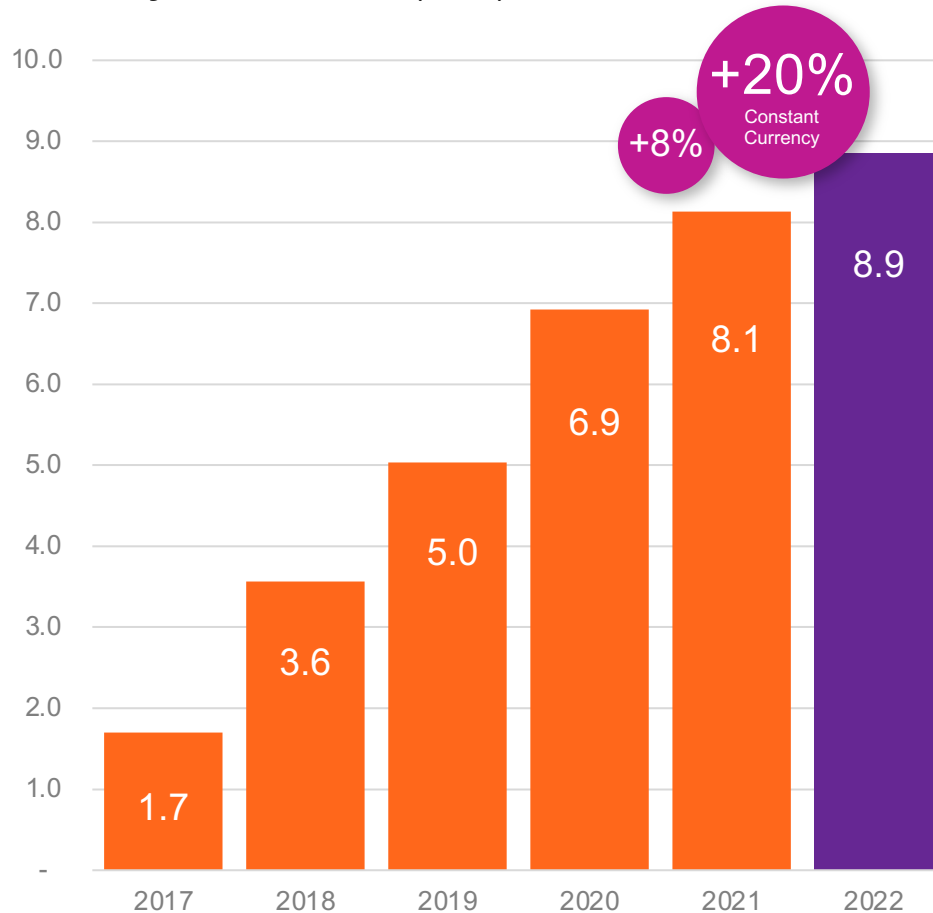
The constant currency revenue growth rate 2022 on 2021 is calculated using 2021 FX rates. Chart shows revenue at market FX rates

- **Revenues \$63.3m. Constant currency growth of 14%**
(2021: \$62.1m)
- **Payments adj. EBITDA at least \$20m**
 - FX headwinds
 - continued investment in mobile-first network
- **Group cash of \$116.3m at 31 December 2022**
(30 June 2021: \$67.8m). Now debt free
 - Boku 'own' cash; \$50.4m
 - Balance is merchant cash in transit
- **Average daily cash balance \$98.8m in December 2022**
(June 2022: \$63.3m).
- **Sale of Identity division for \$32.5m in February**
 - Additional \$5.6m cash from sale due August 2023
 - Now pureplay payments company

6

2022 Trading Update – Operational KPIs

Total Payment Volume (TPV)



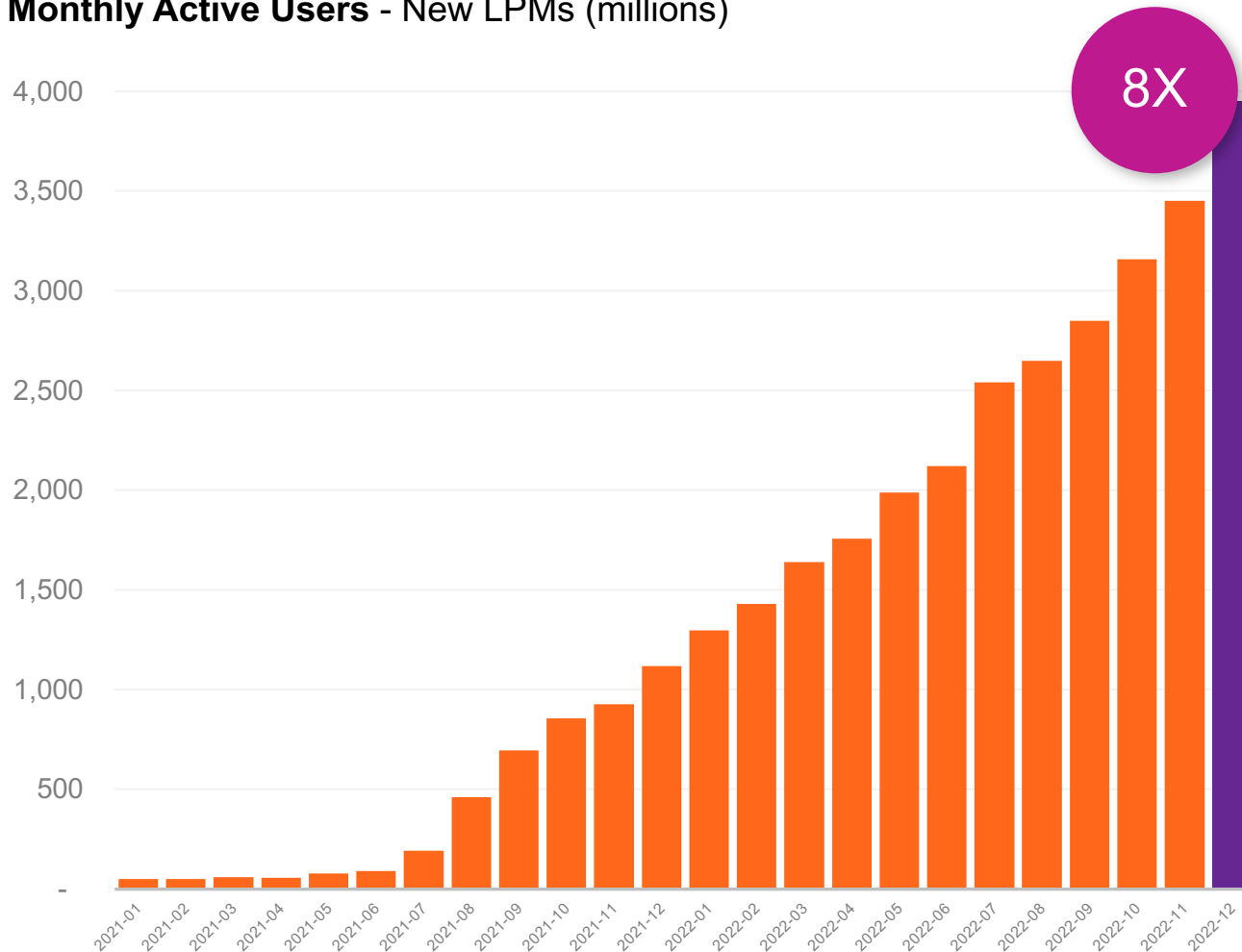
TPV constant growth rate 2022 on 2021 is calculated using 2021 FX rates; chart shows TPV data at market FX rates. TPV is the US\$ value of transactions processed by the Boku platform and includes transactions from DCB, Bundling, eWallets and account to account/real time payments. Some new bundling programmes were included in the 2022 data after they switched to ad valorem pricing.

Strong Underlying Payment metrics

- **Monthly Active Users up 11.3m (28%) to 52.3m** in December 2022: (December 2021: 41.0m)
- **56.7m new users** made their first payment or bundling transaction with Boku in 2022
- **TPV up to \$8.9bn – +20% higher in constant currency** (H1 2022: \$4.3bn)
- **Approx 150 new launches in 2022** inc: Google, Meta, Microsoft, Amazon, Disney, Netflix, Spotify, Samsung, Sky and EA Games.
 - Includes ~50 LPM and >30 bundling launches
- **Mobile-first network reaches over 7.3bn end user** accounts (45% non-DCB)
- **Regulated Payment capabilities cover 50 countries**

2022 Trading Update – Strong Growth in New Payment Types

Monthly Active Users - New LPMs (millions)

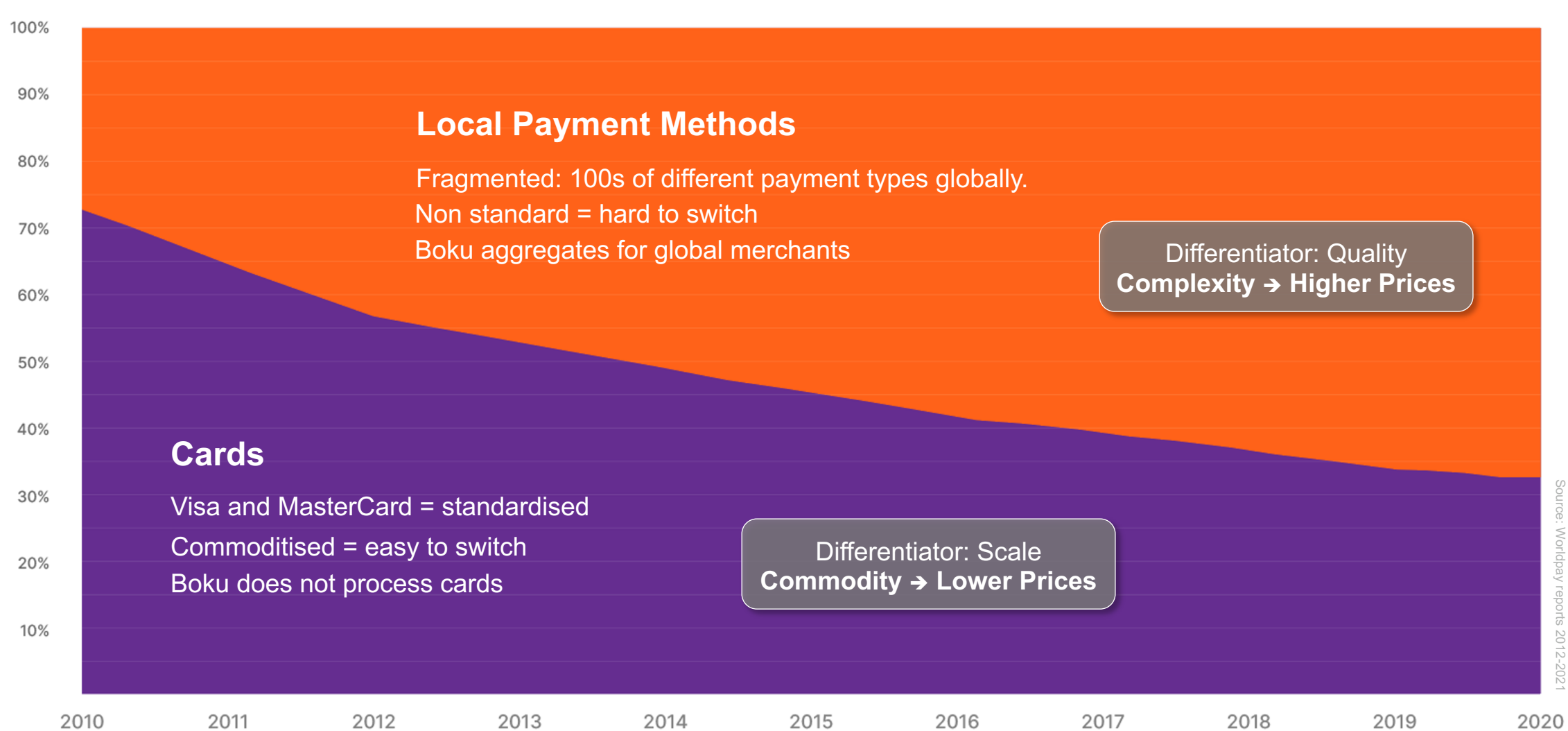


Strong growth in **new** payment types eWallets and account to account/real-time payments






- **8x increase in volumes in 2022** processed from eWallets and account to account/real-time payments compared with 2021
- **MAUs of eWallets and account to account/real-time payments increased to nearly 4m in December 2022**
- **3x increase in new users of these LPMs to 8.4m in 2022 (2021: 2.7m)**

Strategy Update

Local Payment Methods Exceed Cards & Growing Faster



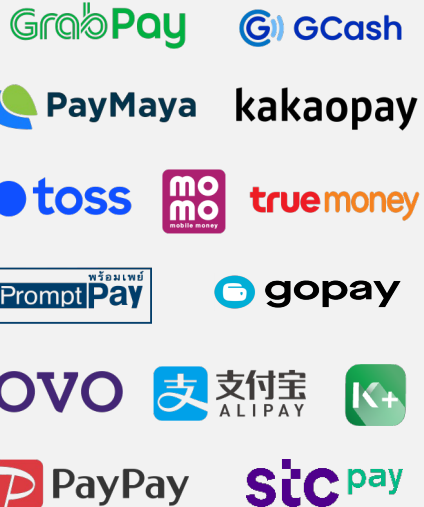
Global Merchants Using Boku for LPMs

	Merchant	Direct Carrier Billing	New Local Payments
	Amazon	Bundling only	New major LPM contract
SONY	Sony	✓	✓
 Meta	Meta/Facebook	✓	✓
NETFLIX	Netflix	✓	✓
 Spotify	Spotify	✓	✓
	Google	✓	
 Microsoft	Microsoft	✓	

Global Merchants Use LPMs to Drive Their Growth



Selected LPMs



Source: Accepted payments methods to pay for ads using prepaid funds | Meta Business Help Centre (facebook.com)



*The number of new members signing up last year using alternative payment methods **more than tripled.***

Source: <https://www.bloomberg.com/news/articles/2022-06-27/netflix-s-plan-to-fix-its-subscription-crisis-starts-in-asia>



Selected LPMs accepted on PlayStation Store

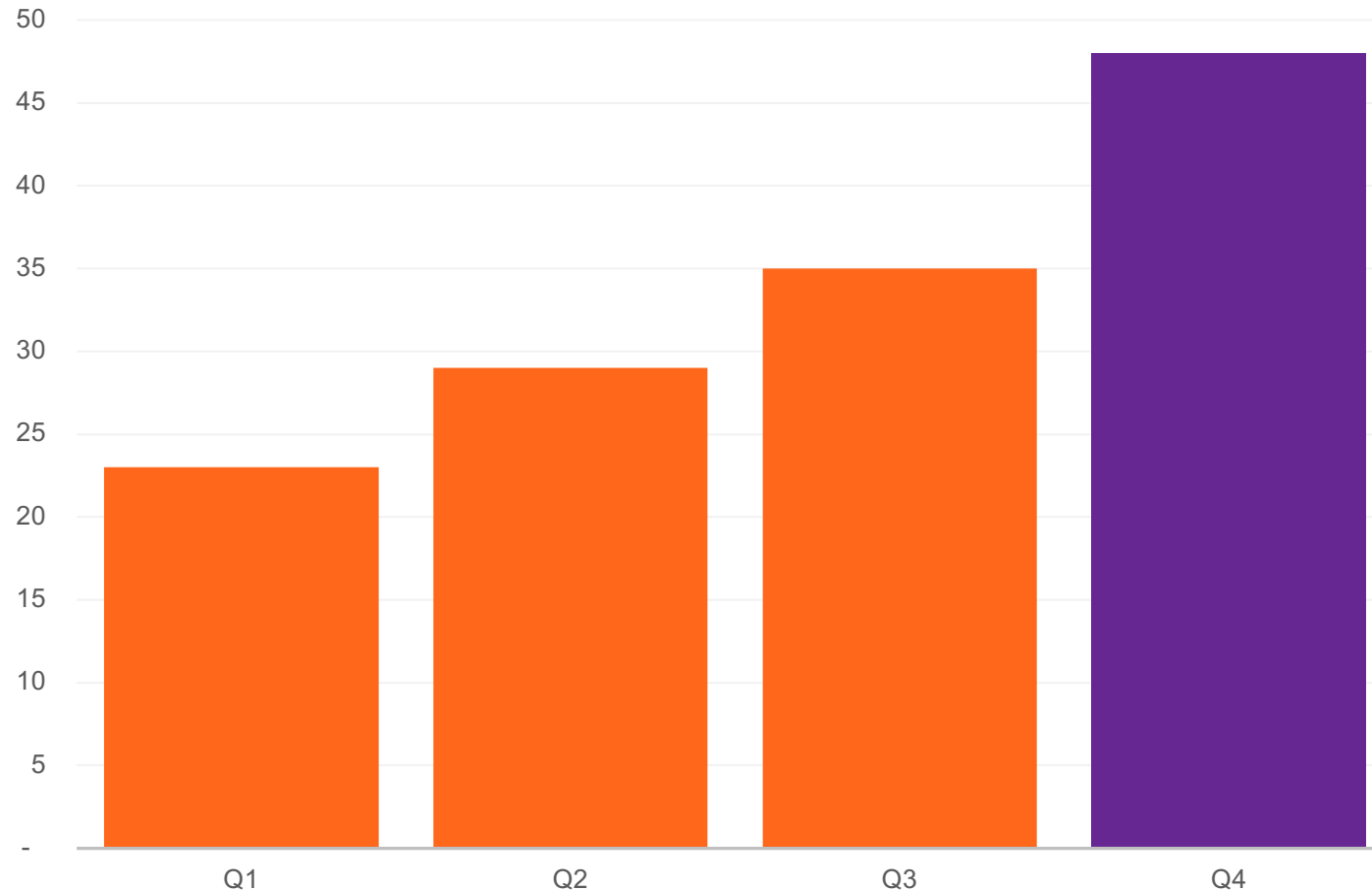


Selected LPMs



Deployment Accelerating Throughout 2022

Boku LPM connections for major merchants



amazon

NETFLIX

SONY

Spotify®

Meta

Tencent 腾讯

Major Contract Wins Will Drive Future Growth

New Amazon contract for LPMs only in Asia/Africa



- Won against **significant competition**
- **Warrants.** Up to 11.2m shares: vesting linked to **transformational 7 year revenue** targets
- **First Launch in Q1 2022.** 12 wallets/5 countries
- Amazon Prime Video initially – expansion expected

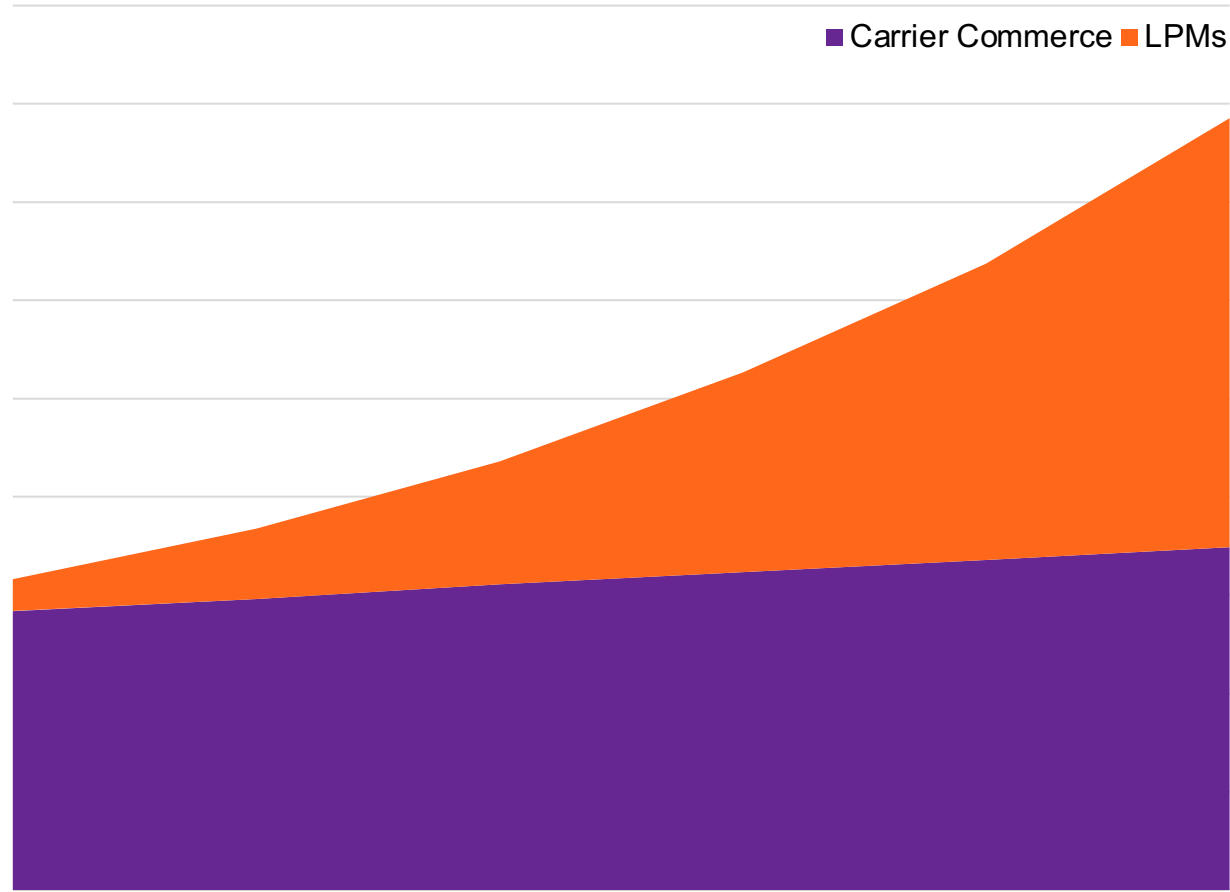
China launches



- **1st launch** of major existing customer into **China** in September 2022
- Using **Alipay wallet** – world's largest eWallet
- **WeChat Pay added** in December 2022 (No. 2 in China)
- **Initial performance encouraging** – significant volume increase

LPM Revenues Expected to Exceed DCB in Time

Illustrative growth trajectory



Not a forecast

Direct Carrier billing (DCB)

- Steady continued growth expected
- Sticky recurring revenues and pricing

Local Payment methods (LPMs)

- Main driver of future growth
- Leverages existing assets and capabilities
 - existing payments platform
 - ability to integrate many different issuer systems at scale
 - connection optimisation
 - merchant relationships

Summary and Outlook

2022: Strong growth in core business and new LPMs

- Revenue growth strong in constant currency +14% (H1: +8%; H2: +19%)
- Strong growth in **new** payment types - eWallets and account to account/real-time payments
- Investment in expanded mobile first network - 150 new launches in 2022
- Significant year end cash balances \$116m – cash generative

Investment in Local Payment Methods (LPMs) paying dividends

- Global giants now taking new LPMs from Boku
- New Amazon LPM contract – validates LPM investment
- First wallet launches in China – immediate material volumes
- Boku – now has **major** contracts with all the global digital giants

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.

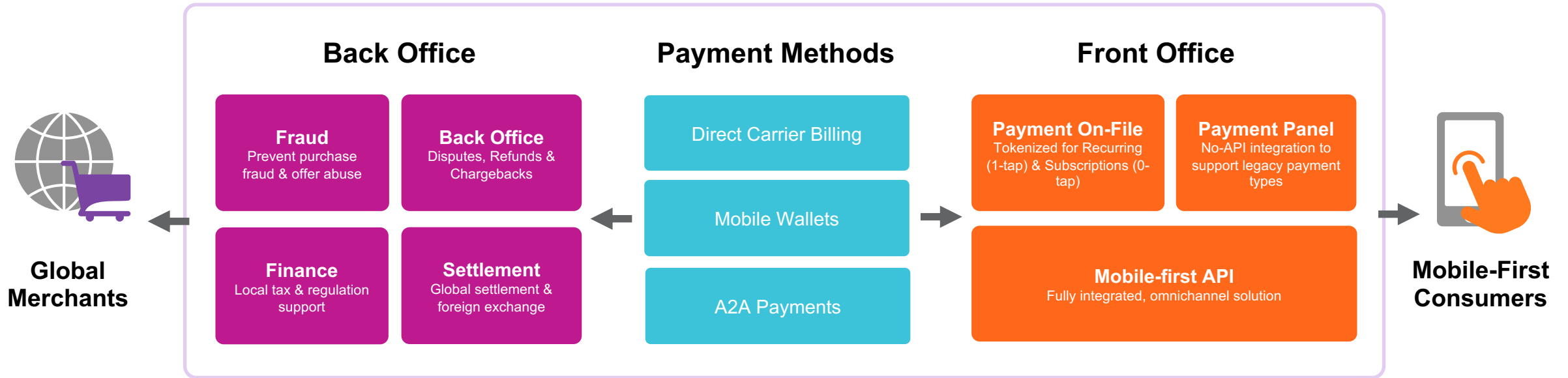
BE AMBITIOUS

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

Appendices

Mobile-First Payment Network

One connection to reach more than 7 billion accounts



92 Countries
Regulated Capability: **50**

7.3bn Accounts
4bn DCB **3.3bn LPMs**

Global Online Payments Market

Boku provides merchants with the most global and mobile-first payment options



• **boku**