

Audited Results

for the year ended 31 December 2022

21 March 2023

Jon Prideaux
Keith Butcher

• **boku**

Presentation Team



Jon Prideaux, CEO



Keith Butcher, CFO

Boku 2022 Trading Update

Highlights

Accelerating Growth in Revenues and TPV

- **Revenue growth 14% in Constant Currency (H1: 8%; H2: 21%)**
- **Especially new local payment methods (LPMs). 8X growth in TPV for LPMs**

Record Delivery

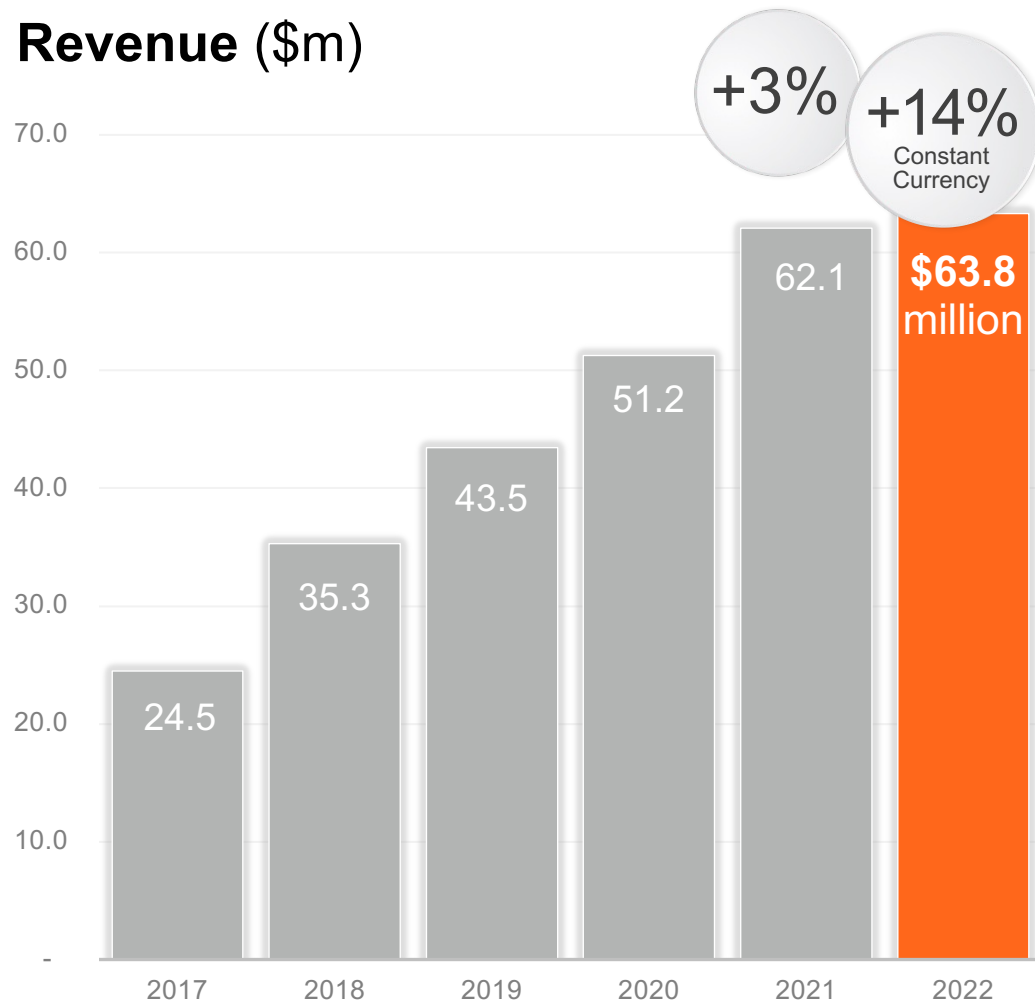
- **Approx 150 new launches in 2022** inc: Google, Meta, Microsoft, Amazon, Disney, Netflix, Spotify, Samsung, Sky and EA Games
 - Includes ~50 LPM and >30 bundling launches

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

2022 Full Year Trading Update – strong growth

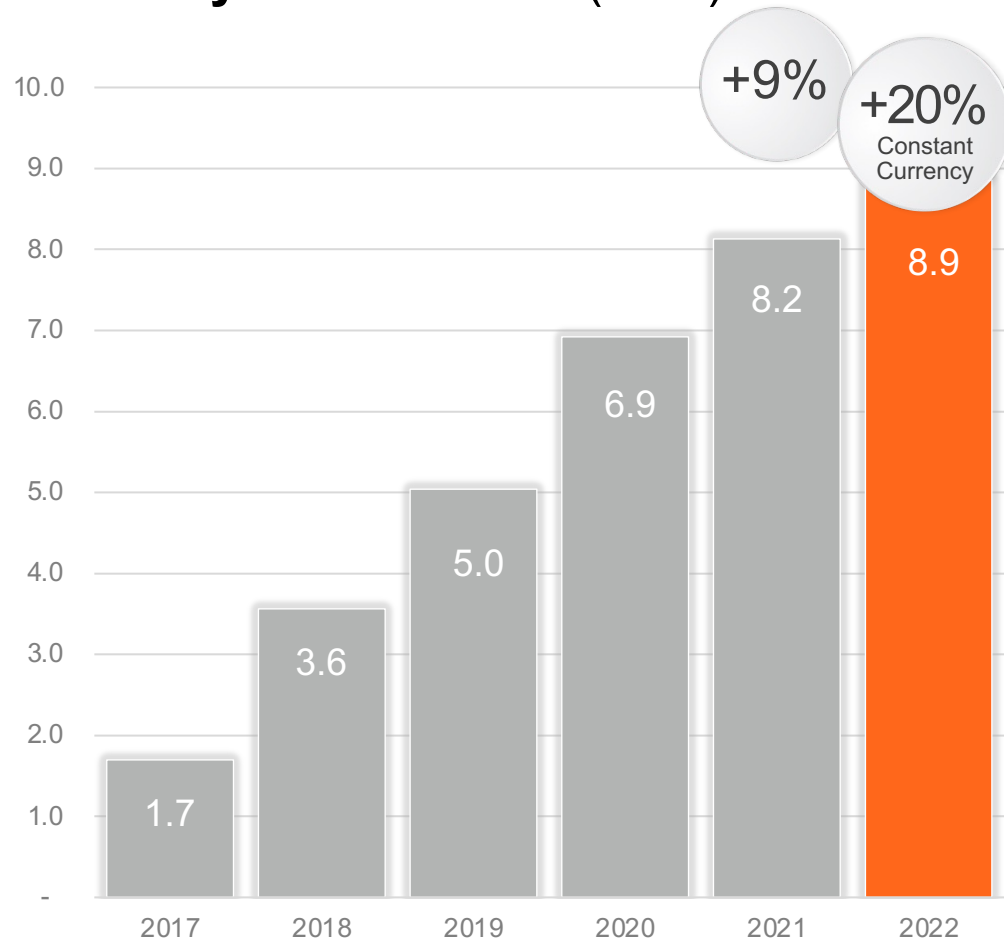


- **Revenues \$63.8m. +14% in constant currency** (2021: \$62.1m).
- **H2: 21% growth over H2 2021**
- **Payments adj. EBITDA was \$20.5m**
 - FX headwinds
 - continued investment in mobile-first network
- **Group cash of \$116.5m at 31 December 2022** (30 June 2021: \$67.8m). Now Debt free
 - Boku 'own' cash; \$50.4m
- **Targeted share buy-back** programme

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

2022 Trading Update – Operational KPIs

Total Payment Volume (TPV)



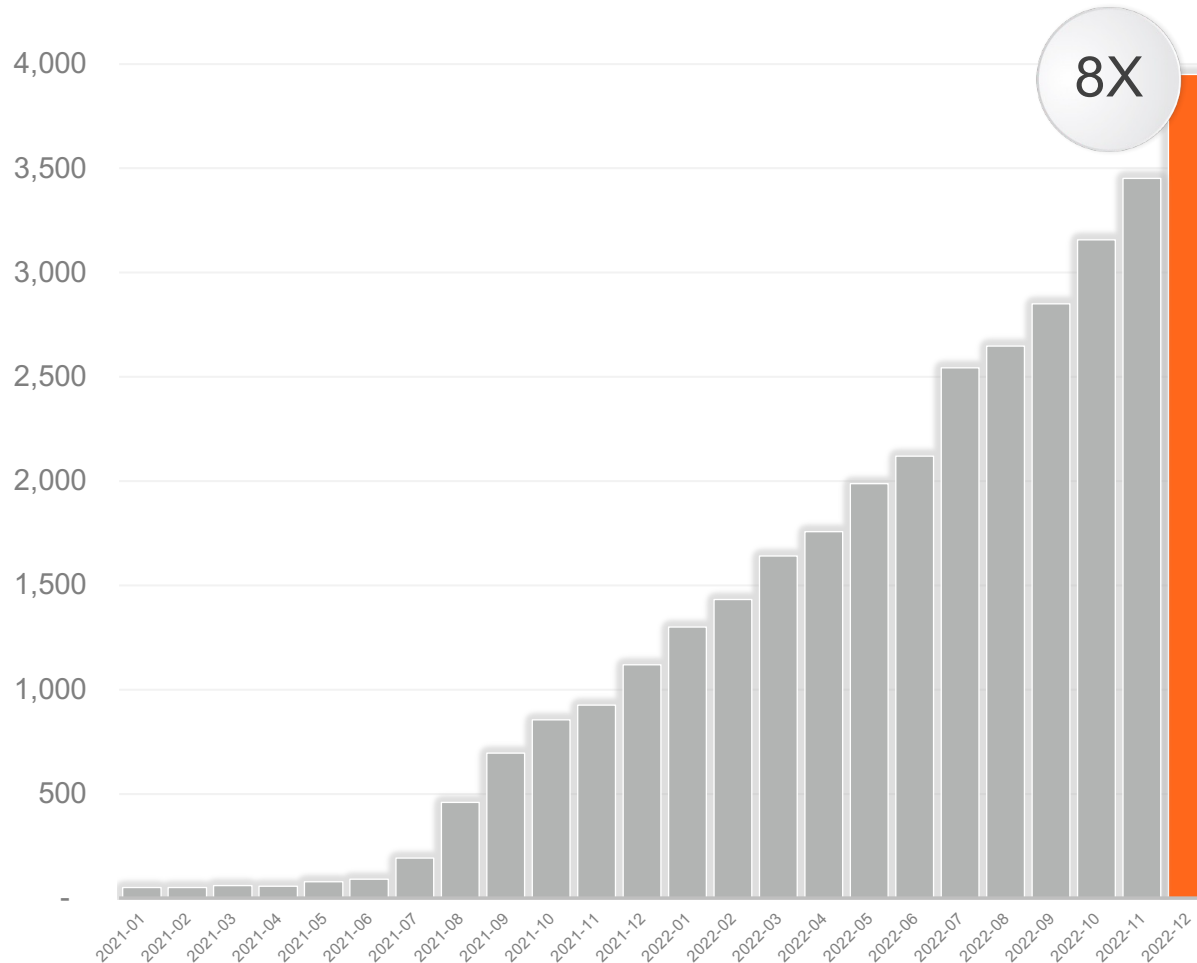
TPV constant growth rate 2022 on 2021 is calculated using 2021 FX rates; chart shows TPV data at market FX rates.
TPV is the US\$ value of transactions processed by the Boku platform and includes transactions from DCB, Bundling, eWallets and account to account/real time payments. Some new bundling programmes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

Strong Underlying Payment metrics

- **Monthly Active Users up 28% (11.3m) 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**
- **Take rate stable at 0.73% (73bps)**
 - **LPM take rate is higher than DCB**
- **Mobile-first network reaches over 7.3bn end user accounts** (45% non-DCB)
- **Investment phase** coming to an end: operational gearing will return

2022 Trading Update – Strong Growth in New Payment Types

Monthly Active Users - New LPMs (thousands)



Strong growth in **new** payment types

- eWallets
- account to account/real-time payments

8x increase in volumes in 2022

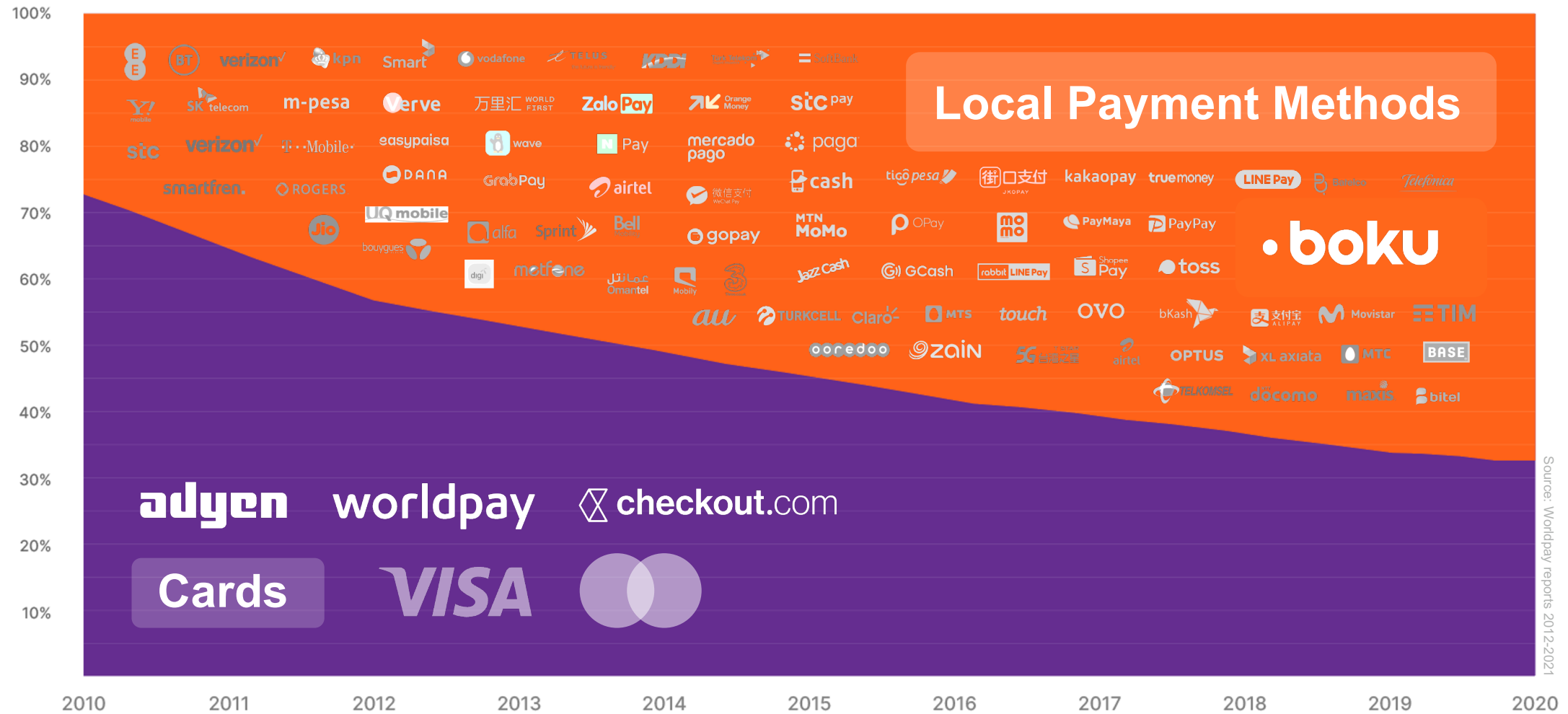
processed from eWallets and account to account/real-time payments compared with 2021

3.8m Monthly Active Users in December 2022 (1.1m: December 2021)

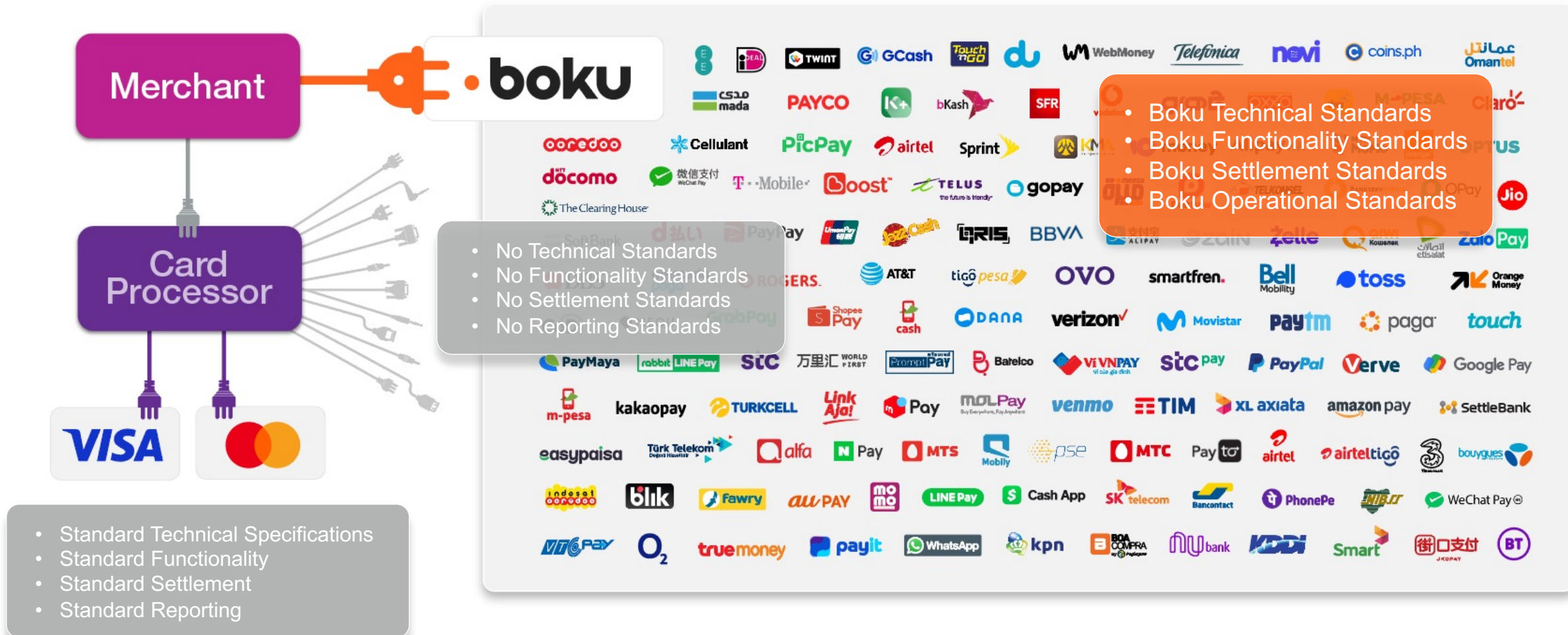
ARPU for an LPM user is approximately 2x DCB ARPU

Strategy Update

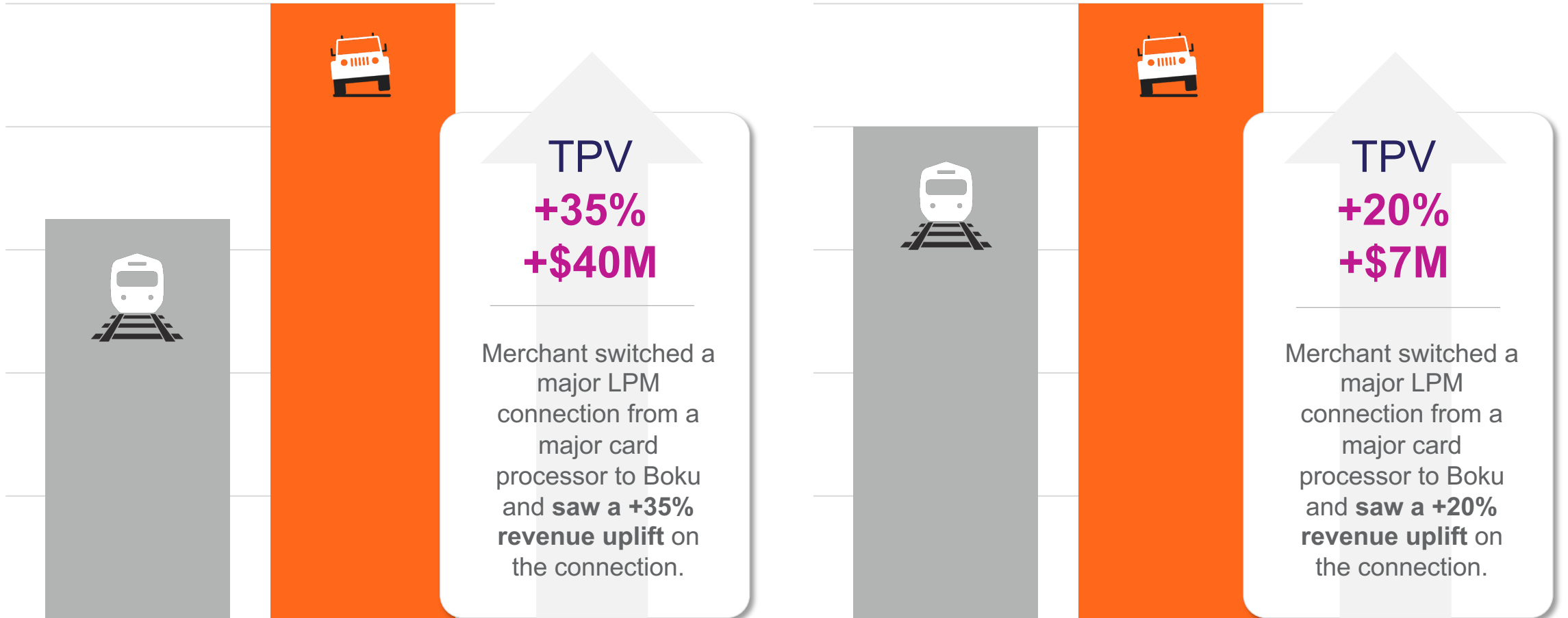
Local Payment Methods (LPMs) are bigger than cards



Boku Makes LPM Acceptance Easy For Merchants



A Specialised Focus Delivers Better Results



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)

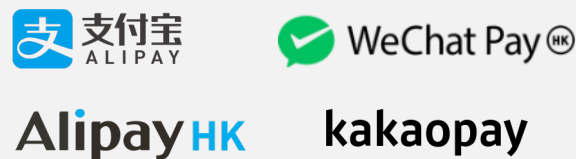


*The number of new members signing up last year using alternative payment methods **more than tripled.***

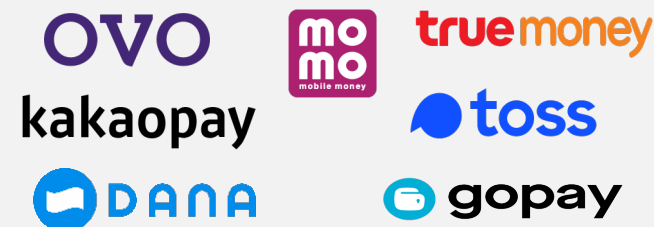
Source: <https://www.bloomberg.com/news/articles/2022-06-27/netflix-s-plan-to-fix-its-subscription-crisis-starts-in-asia>



Selected LPMs accepted on PlayStation Store



Selected LPMs



Major Contract Wins Will Drive Future Growth

New Amazon contract for LPMs in Asia/Africa










- Won against **significant competition**
- **First Launch in Q1 2023**. 12 wallets/5 countries
- Amazon Prime Video initially – expansion expected
- **Warrants**. Up to 11.2m shares: vesting linked to **transformational 7 year revenue** targets

China launches

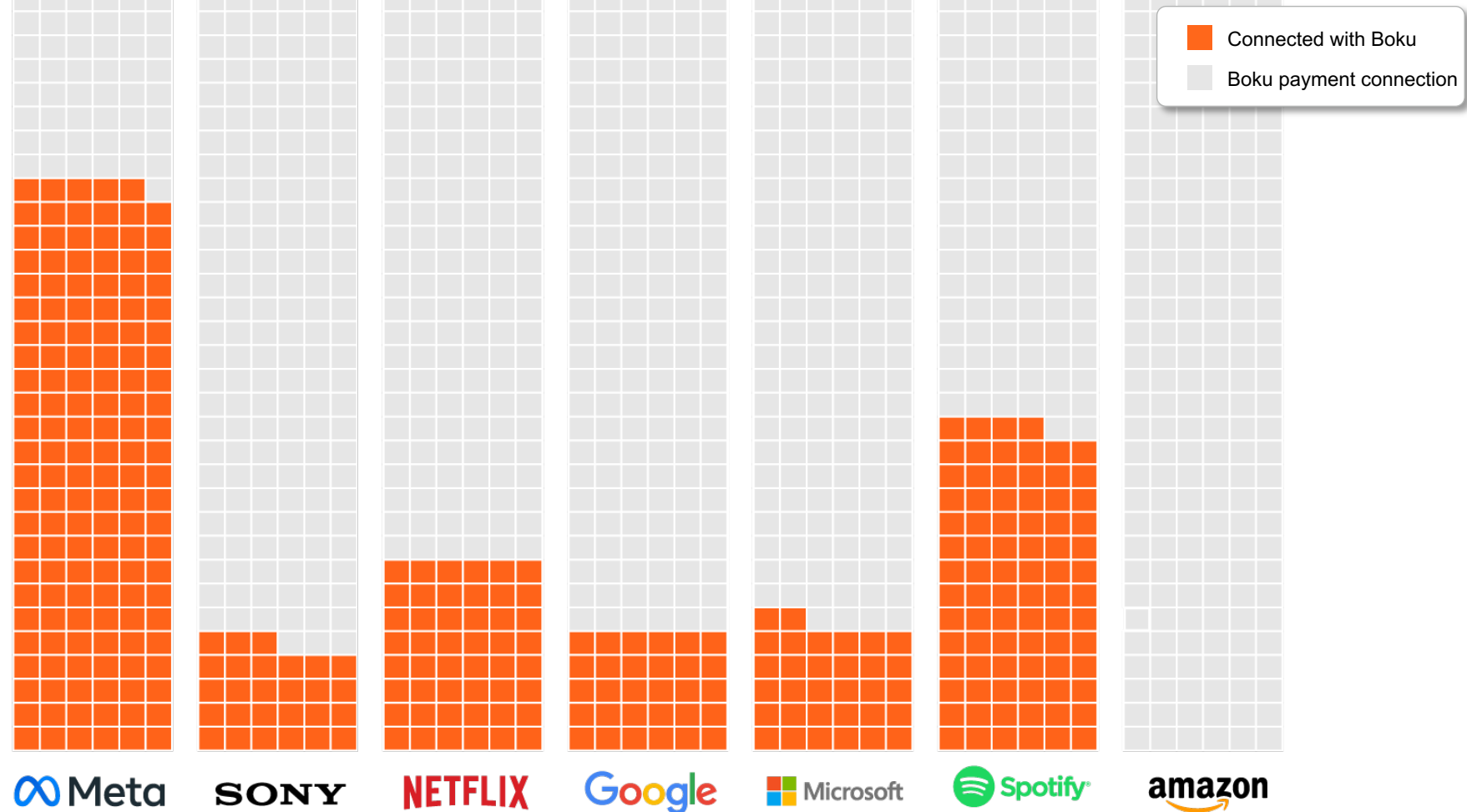


- **1st launch** of major existing customer into **China** in September 2022
- Using **Alipay wallet** – world's largest eWallet
- **WeChat Pay added** in December 2022 (No. 2 in China)
- **Initial performance encouraging** – significant volume increase

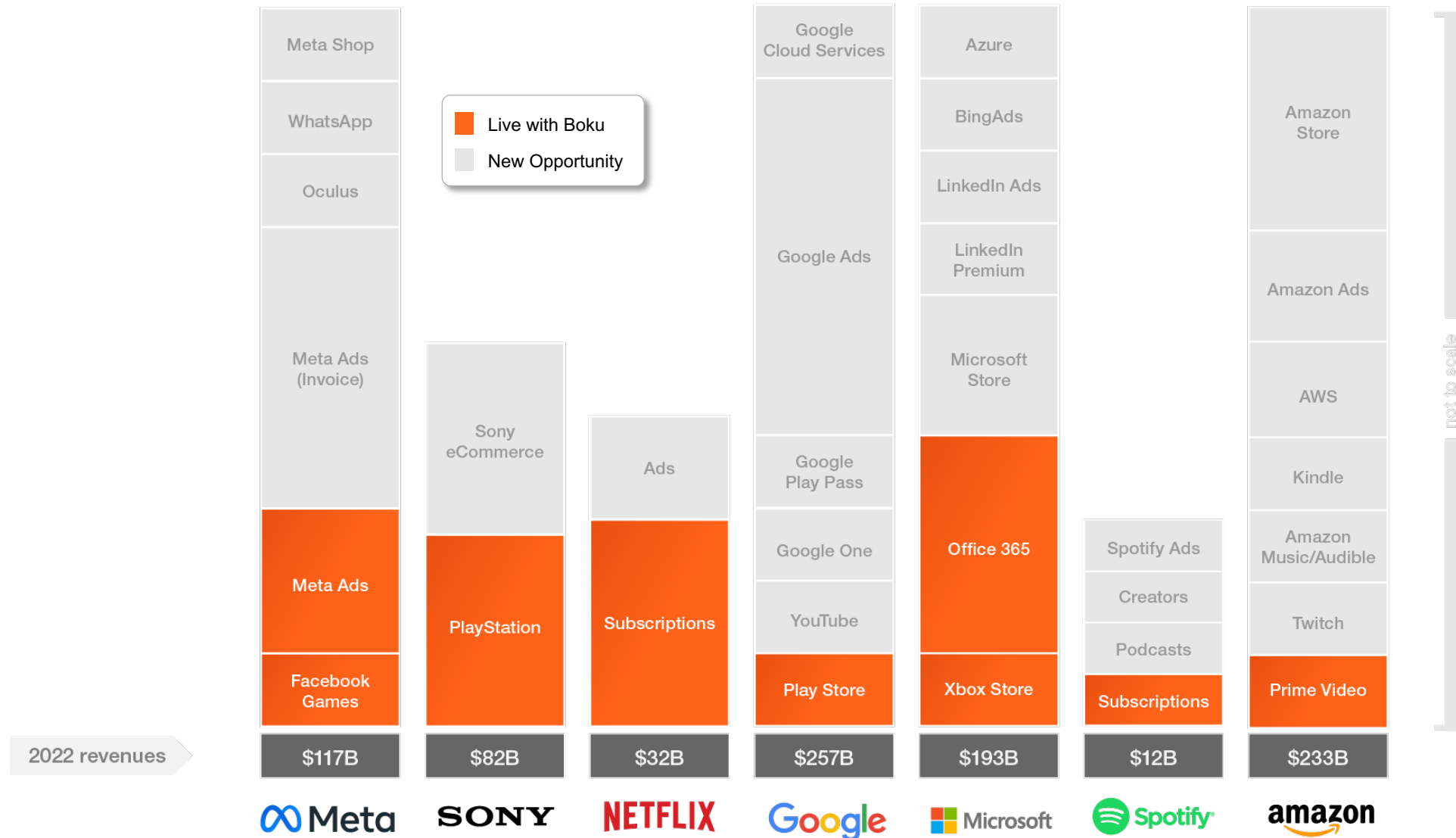
Global Merchants Using Boku for LPMs

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

Growth by going wider



Growth by going deeper



Summary and Outlook

2022: Strong growth in core business and new LPMs

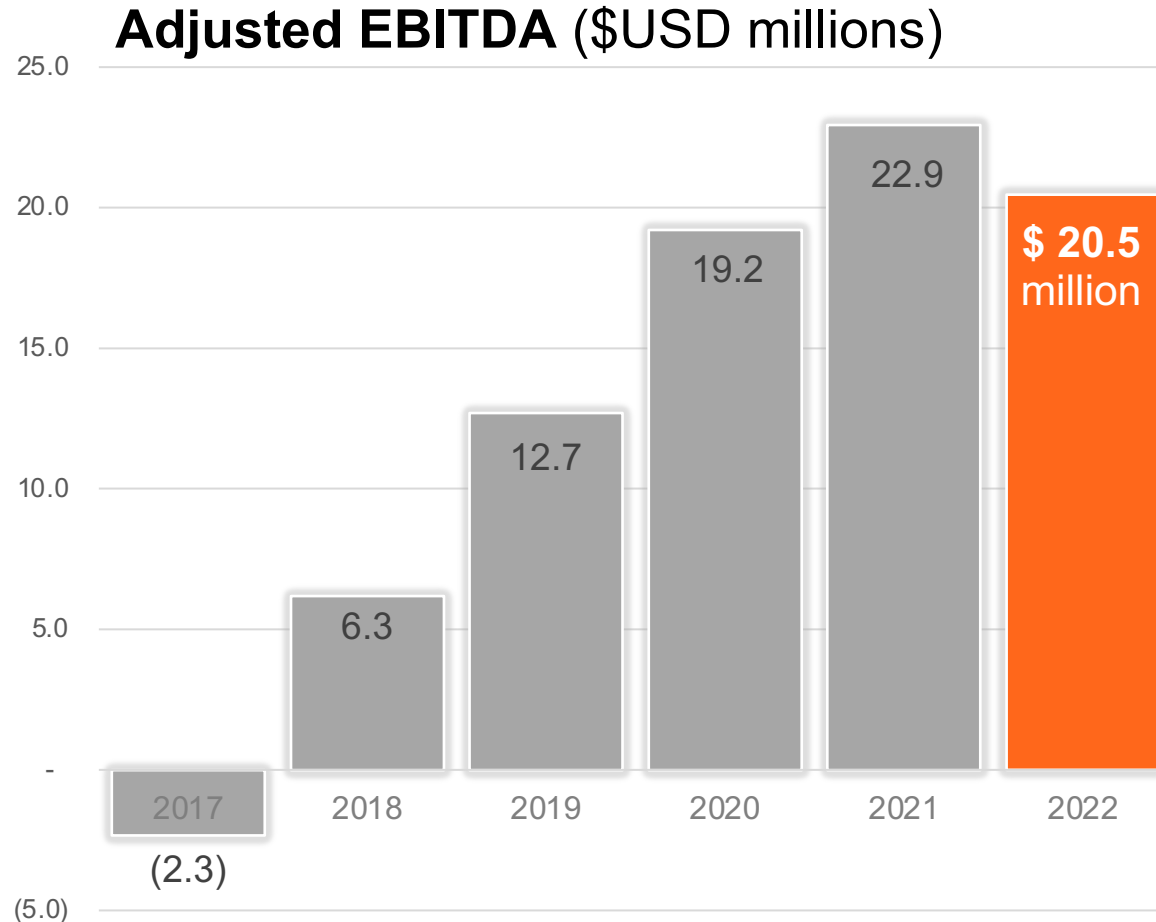
- Revenue growth strong in constant currency +14% (H1: +8%; H2: +21%)
- Strong growth in **new** payment types - eWallets and account to account/real-time payments
- Investment in expanded mobile first network - 150 new launches in 2022
- Significant year end cash balances \$116m – cash generative

Outlook

- Accelerating growth driven by LPMs
- New Amazon LPM contract – validates LPM investment
- First wallet launches in China – immediate material volumes
- Take rates hardening with increased LPM settlement model volumes
- Investment phase coming to an end: operational gearing will return

Appendix

EBITDA Impacted by FX Headwinds and Investment in mobile-first network



Adjusted EBITDA \$20.5m

10% Reduction in Adj. EBITDA reflects:

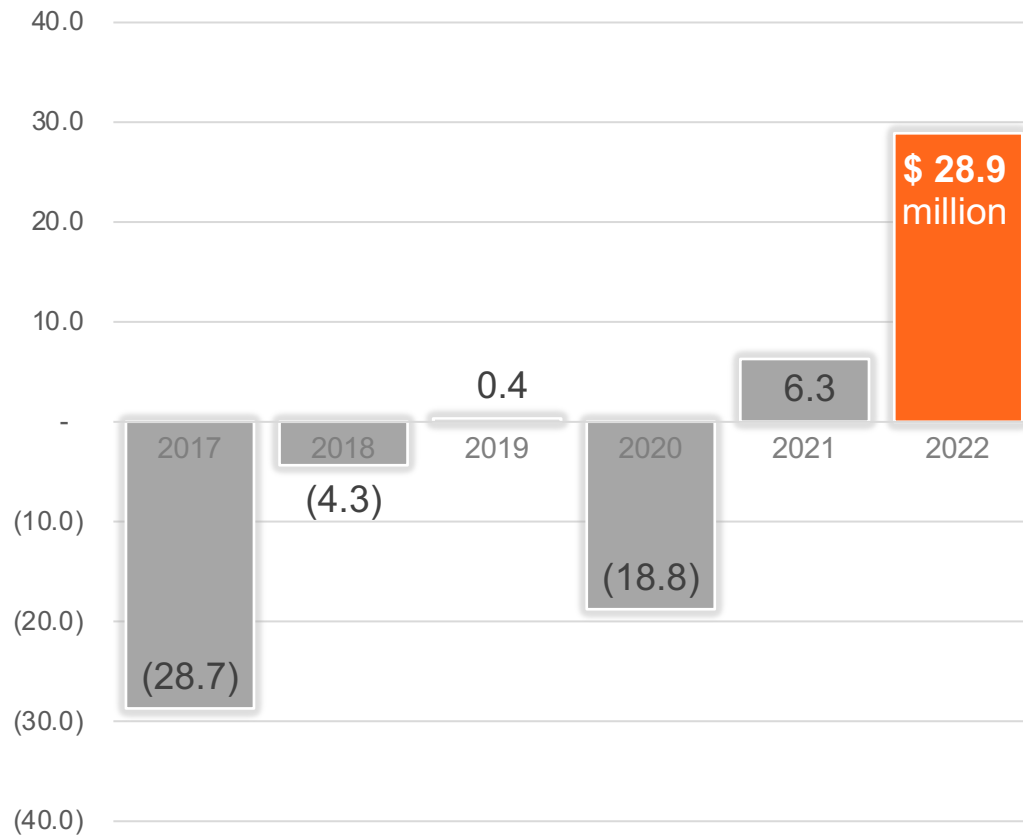
- Investments in mobile-first network
- Exacerbated by FX headwinds

Investment phase coming to an end

Operational gearing expected to return

Profit After Tax Reflects One-Off Gain from Identity Disposal

Profit After Tax (\$USD millions)



Profit After Tax increased to \$28.9 million from \$6.3 million

\$24.6 million exceptional gain from the disposal of Identity to Twilio.

- Maximum consideration of \$32.5 million.

Profit Before Tax has reduced to \$4 million from \$9.8 million, mainly due to:

- Amazon Warrants (\$3.5 million)
- Impairment of Fortumo Brand Name (\$1.3 million)

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.

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