



Welcome to the

Tyro 2018 Annual General Meeting

25 October 2018

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Welcome

Kerry Roxburgh
Chairman

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Thank you.



2018 Annual Report



Tyro Payments Limited
ABN 49 103 575 042

Notice of Annual General Meeting



The Annual General Meeting (AGM) of the shareholders of Tyro Payments Limited (Company) will be held at the **Four Seasons Hotel**, at 199 George Street, Sydney NSW 2000 on **Thursday, 25 October 2018, at 3:00pm** (Sydney time). Registration will commence at 2:00pm. The Explanatory Notes that accompany and form part of this Notice of AGM describe the matters to be considered at the AGM.

Items of Business:

AGM Presentations

To receive the Reports of the Chairman and Chief Executive Officer.
Financial Report, Directors' Report and Auditor's Report

To receive and consider the Company's Financial Report, Directors' Report and Auditor's Report for the financial year ended 30 June 2018.
Shareholders will be given reasonable opportunity to ask questions about or make comments on the management of the Company and to ask the Auditor questions relevant to the audit and the Auditor's Report.

Resolution 1 - Retirement by Rotation and Re-Election of Director - Paul Rickard

To consider, and if thought fit, to pass the following resolution as an ordinary resolution:
"That Paul Rickard, a Director retiring by rotation in accordance with the Company's Constitution, and being eligible for election, be re-elected as a Director of the Company."

Resolution 2 - Retirement by Rotation and Re-Election of Director - Catherine Harris

To consider, and if thought fit, to pass the following resolution as an ordinary resolution:
"That Catherine Harris, a Director retiring by rotation in accordance with the Company's Constitution, and being eligible for election, be re-elected as a Director of the Company."

Resolution 3 - Election of Director - David Fite

To consider, and if thought fit, to pass the following resolution as an ordinary resolution:
"That David Fite, a Director retiring in accordance with the Company's Constitution, and being eligible for election, be elected as a Director of the Company."

Putting Close and Refreshments

Resolution to members to join the Board and Management for refreshments after the AGM.

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2018 Notice Of AGM

Items of Business

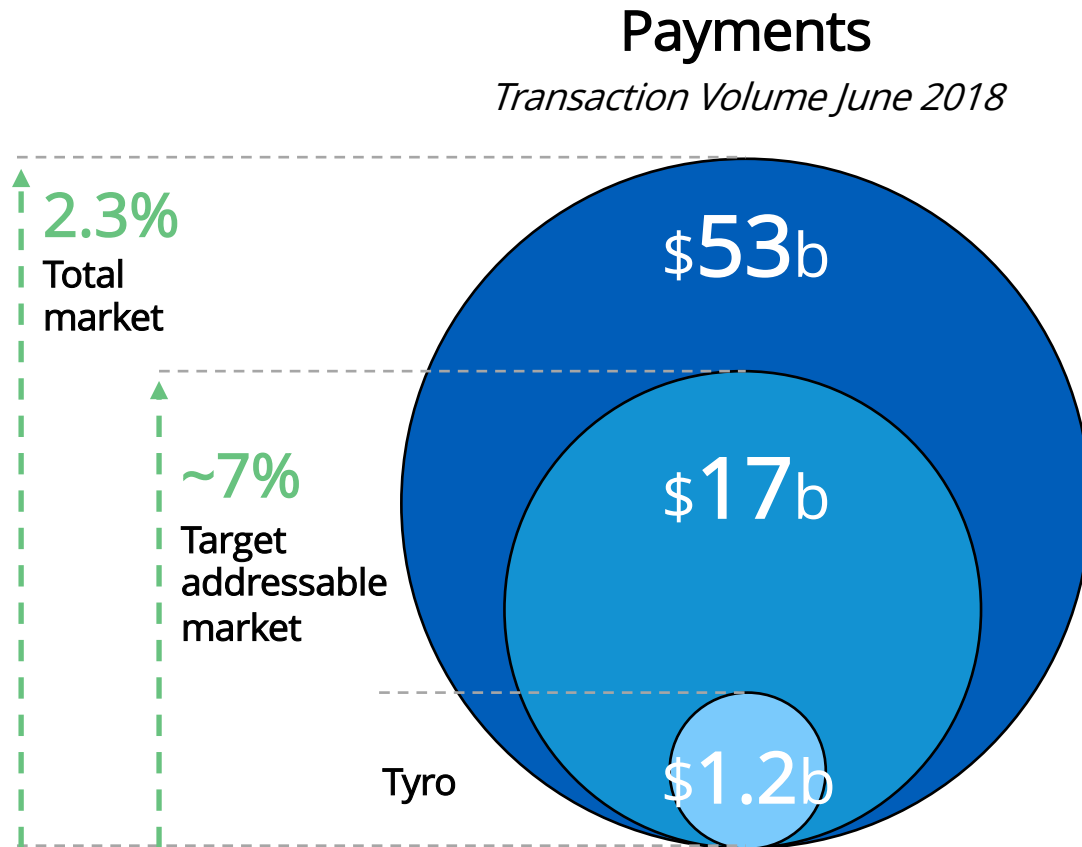
1. Welcome
2. Chairman's Address
3. CEO's Address
4. Q&A
5. Resolutions + Voting



Chairman's Address

Kerry Roxburgh
Chairman

Tyro's Segment Share



5th Largest Acquirer in Australia (\$ volume)

Rank	Acquirer
1	Acquirer A
2	Acquirer B
3	Acquirer C
4	Acquirer D
5	Tyro 
6	Acquirer E
7	Acquirer F
8	Acquirer G
9	Acquirer H
10+	Acquirer I

Source: Industry Sources. Note: Excluding Coles + Woolworths.

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Bloomberg Opinion • Analysis

Australian Banks Won't Have to Face the Music

ANALYSIS
Banking royal commission: Fees for the dead and cash bribes — the greatest shocks (

BBC News 5:18am

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Australian banking inquiry: Misconduct 'driven by greed'

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Banking Royal Commission interim report: ASIC's role in hiding bad news for the banks

Politics

Australian Banks Face Public Inquiry Amid String of Scandals

By Jason Scott and Emily Cadman
November 20, 2018 3:48 AM AEST

BANKING ROYAL COMMISSION - INTERIM REPORT

Hayne skewers greedy banks, lazy regulators

Interim report: ASIC's role in hiding bad news for the banks

The Sydney Morning Herald

BUSINESS BANKING & FINANCE BANKING ROYAL COMMISSION

Big four scandal costs top \$1.3 billion

Banks, AMP facing \$6 billion in refunds, reviews and litigation



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Banking royal commission

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Questions on Notice



1. Staff Retention
2. Growing Tyro's Banking Products

CEO's Address

Robbie Cooke
Chief Executive
Officer

Tyro's DNA

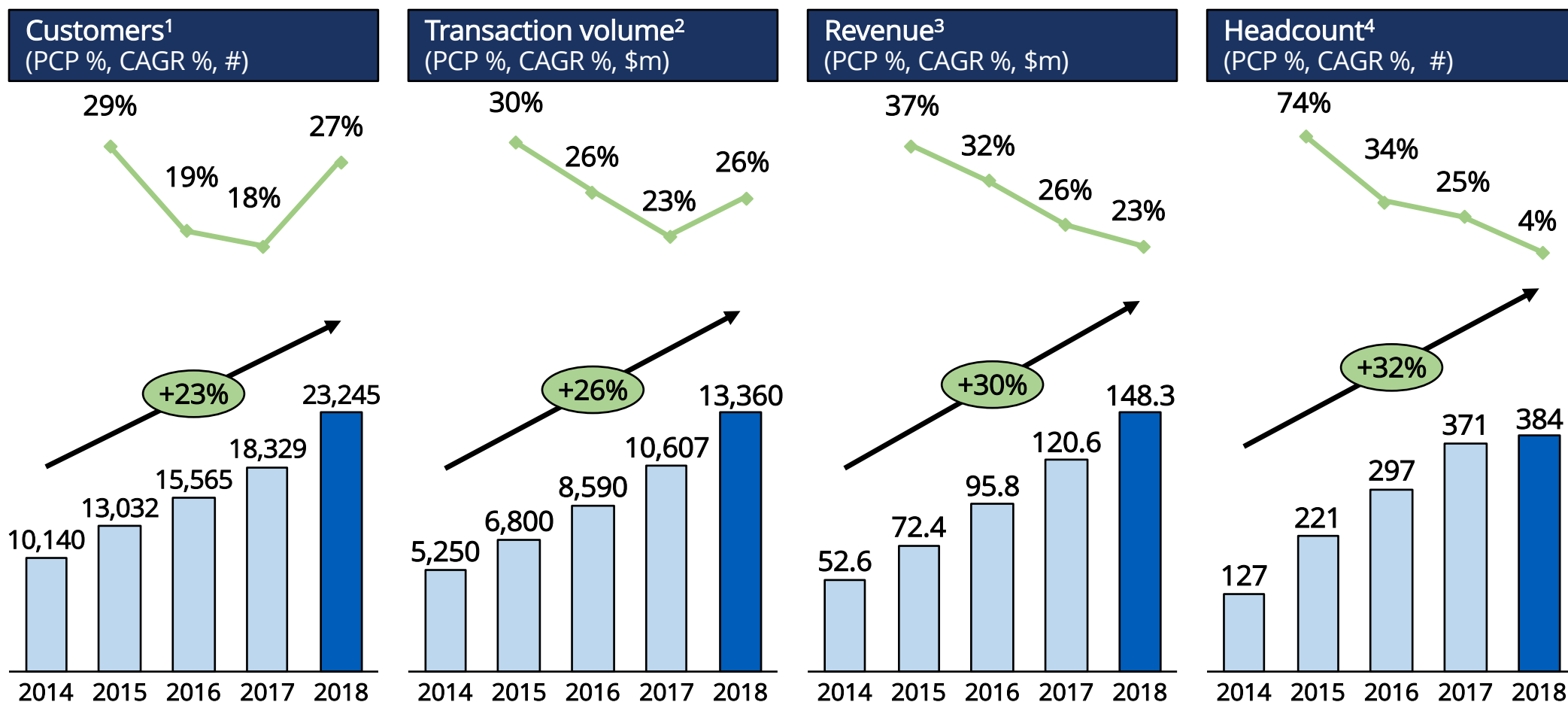
- We are a challenger at heart with an absolute focus on:
 - disrupting the status quo for the benefit of our customers;
 - re-engineering banking and payments to remove friction;
 - putting our customers at the centre of all that we do.
- We work with some amazing businesses and are genuinely inspired by their success.
- This is the essence of being a Tyro and what drives us as a team.



Investing for Growth



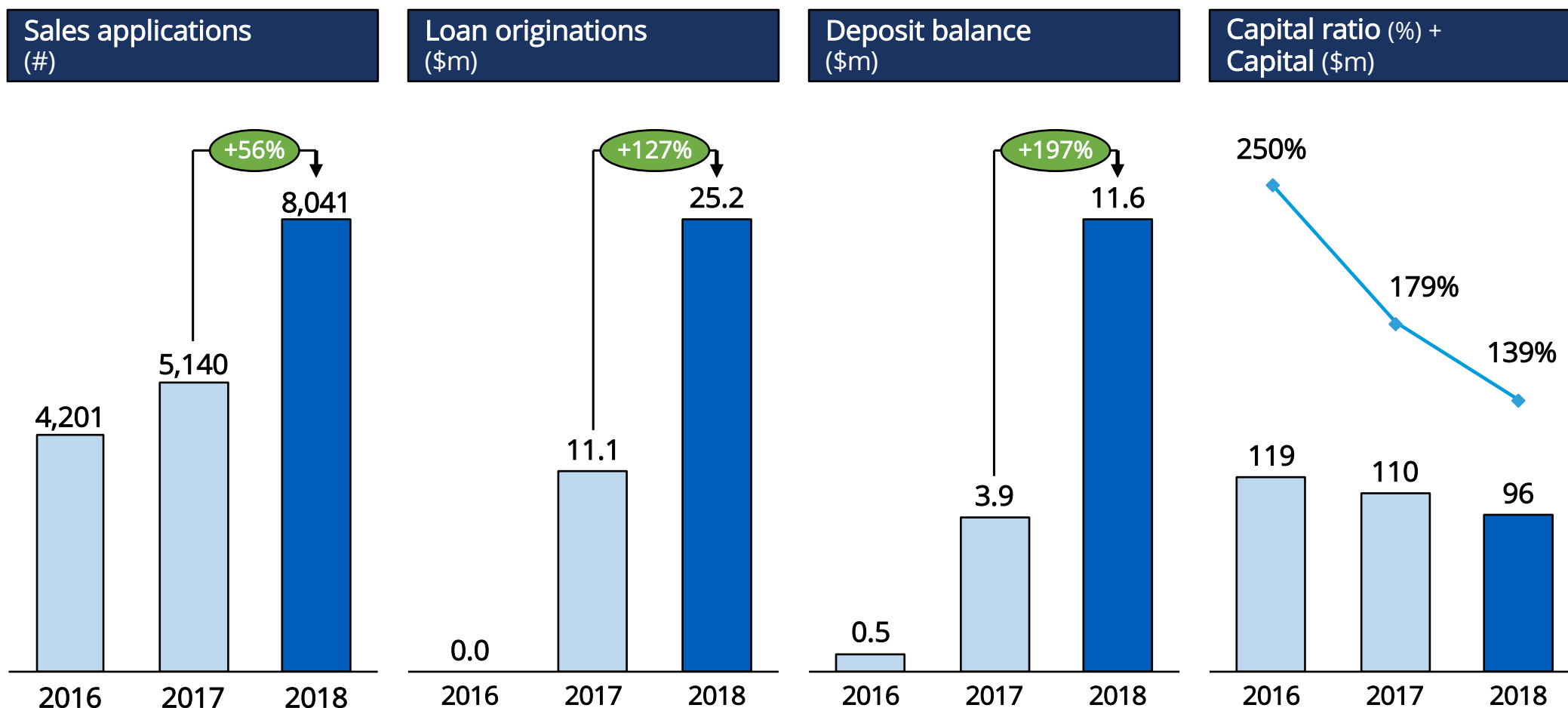
Growth Across All Key Indicators



15 Source: Internal Data. Note: 1) Merchant IDs (MIDs) used as proxy for customers; 2) Excludes switching-only transactions processed; 3) Revenue = Fees and commission income + Terminal and accessories sales + Interest income on merchant loans + Other interest income; 4) Permanent headcount.

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Key Performance Indicators



Operating Income – 2018



Key Results	2018 \$'000	2017 \$'000	Movement \$'000
Acquiring revenue	143,023	115,780	27,243
Banking revenue	1,599	461	1,138
Other revenue	3,629	4,387	(758)
Total revenue	148,251	120,628	27,623
Less: Scheme, interchange and support fees	(78,511)	(63,761)	(14,750)
Less: Other expenses	(652)	(777)	125
Total operating income	69,088	56,090	12,998

Financial Review – 2018



Key Results	2018 \$'000	2017 \$'000	Movement \$'000
Total revenue	148,251	120,628	27,623
Total operating income	69,088	56,090	12,998
Total operating expenses	(86,178)	(70,795)	(15,383)
EBITDA ¹	(11,083)	(9,736)	(1,347)
Operating loss before tax	(17,521)	(14,988)	(2,533)
Income tax benefit	1,151	2,213	(1,062)
Net loss	(16,370)	(12,775)	(3,595)

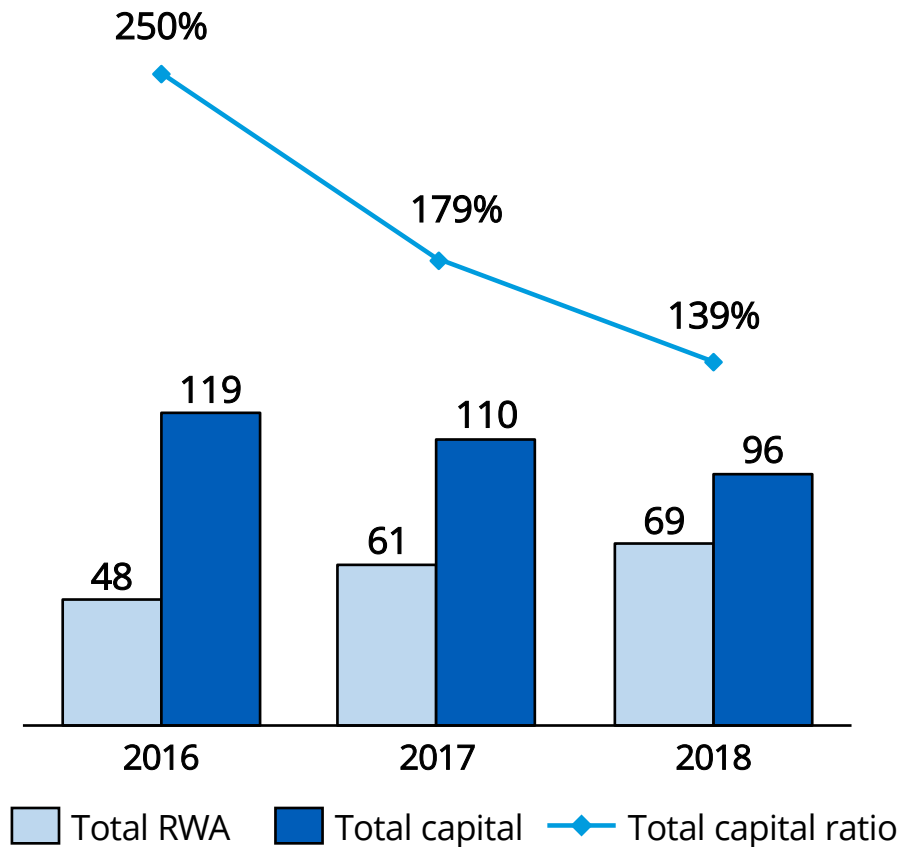
18 Source: Internal Data. Note: 1) Includes interest from banking operations; excludes share-based payments expenses.

Strong Balance Sheet for Growth

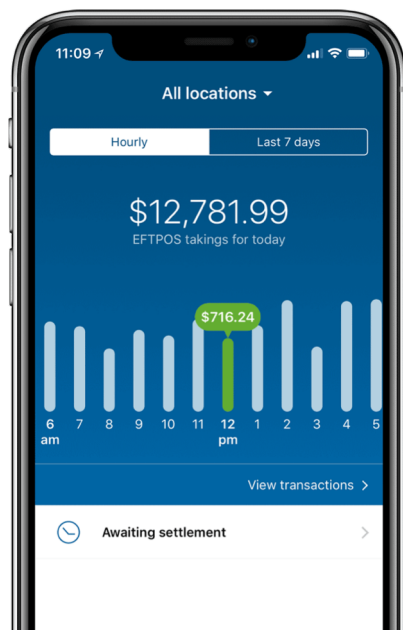


Key Results	2018 \$'000	2017 \$'000	Move- ment \$'000
Cash + Investments	85,473	97,587	(12,114)
Total Assets	139,558	139,509	49
Total Liabilities	30,017	18,118	11,899
Capital	96,473	109,864	(13,391)
Capital Ratio	139%	179%	(40%)
Deposits	11,563	3,948	7,615
Lending	7,590	4,511	3,079

Capital position (\$m)

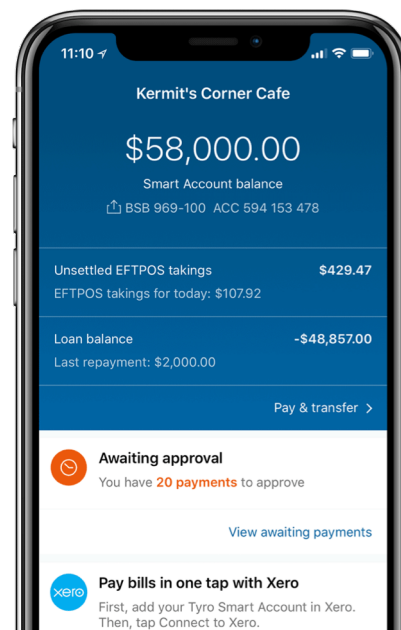


Payments + Banking Operations



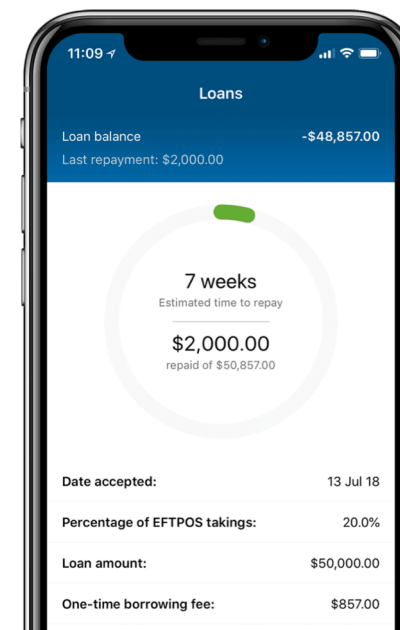
Payments

- **56%** increase in new merchant applications
- **257** point-of-sale and practice-management-system partners
- **\$1.3 billion** in transaction value in the single month of December 2017
- **99.99%** uptime



Deposits

- Fee-free interest-bearing transactional account
- **1,285 active** Tyro Bank Accounts up from 355
- **\$11.6 million** of funds on deposit



Loans

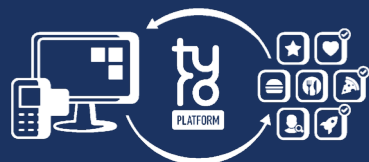
- Cash-flow based unsecured loan repaid via a pre-agreed percentage of daily EFTPOS settlements
- **~2,500 merchants** have received an offer to-date
- **\$36.3 million** in originations since inception

Initiatives



Tap & Save

First-to-market to enable merchants to save money by processing multi-network debit (MND) tap-and-go payments through the more economical eftpos network. This was well ahead of the 1 April 2018 recommended deadline.¹



Tyro Platform

Formed partnerships with six leading POS providers in the Hospitality sector to develop and deliver a much-needed transformation to the connectivity between POS, apps and merchants.



Alipay

First Australian bank to offer a seamless, all-in-one EFTPOS solution with Alipay, the world's largest mobile + online payment platform with over 870 million active users. ~1.4 million Chinese tourists visited Australia in the year ending February 2018, injecting AU\$10.4 billion into the economy.²



Flexible Same-Day Settlements

Enabled Tyro merchants to receive Tyro EFTPOS settled funds into their Tyro Bank Account at a time they choose between 8.00pm to 5.00am AEST, seven days a week (including public holidays).



Payroll Integration with Xero

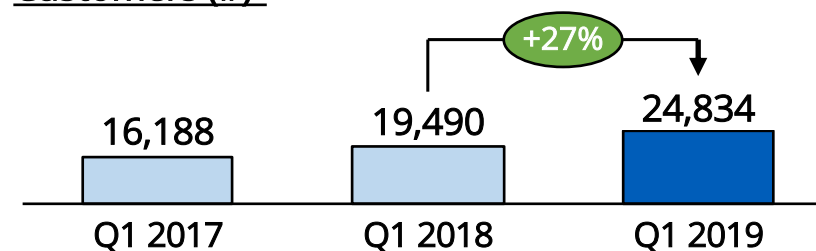
Eliminated the extra step for Tyro merchants having to process payroll separately by allowing merchants to input pay runs through Xero, which is linked to their Tyro Smart Account.

Strong Q1 2019 Trading*

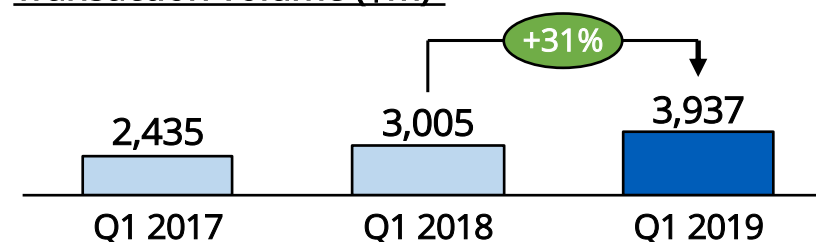


Key Results	Q1 2019	Q1 2018	Move- ment
Customers (#) ¹	24,834	19,490	27%
Transaction volume (\$m) ²	3,937	3,005	31%
Revenue (\$m) ³	42.1	32.7	29%
Lending originations (\$m)	8.4	5.0	67%
Deposit balance (\$m)	16.3	5.2	213%

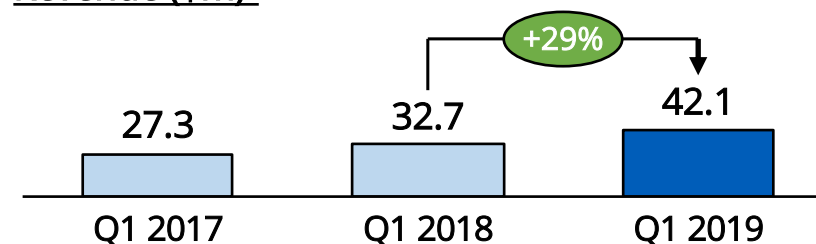
Customers (#)¹



Transaction volume (\$m)²



Revenue (\$m)³



Source: Internal Data. Note: 1) Merchant IDs (MIDs) used as proxy for customers; 2) Excludes switching-only transactions processed; 3) Revenue = Fees and commission income + Terminal and accessories sales + Interest income on merchant loans + Other interest income. *These numbers are unaudited.

Resolutions + Voting





Q&A

Resolution 1 – Re-election of Director



“That **Paul Rickard**, a Director retiring by rotation in accordance with the Company’s Constitution, and being eligible for election, be re-elected as a Director of the Company.”

Resolution 1 – Re-election of Director

The total of valid proxies received for Resolution 1 is 183,421,999 being:

183,421,999	FOR the resolution
-	AGAINST the resolution
-	OPEN to proxy
-	ABSTAIN

Resolution 2 – Re-election of Director



“That **Catherine Harris**, a Director retiring by rotation in accordance with the Company’s Constitution, and being eligible for election, be re-elected as a Director of the Company.”

Resolution 2 – Re-election of Director

The total of valid proxies received for Resolution 2 is **183,421,999** being:

183,421,999	FOR the resolution
-	AGAINST the resolution
-	OPEN to proxy
-	ABSTAIN

Resolution 3 – Re-election of Director



“That **David Fite**, a Director retiring in accordance with the Company’s Constitution, and being eligible for election, be elected as a Director of the Company.”

Resolution 3 – Re-election of Director

The total of valid proxies received for Resolution 3 is **183,421,999** being:

183,421,999	FOR the resolution
-	AGAINST the resolution
-	OPEN to proxy
-	ABSTAIN



Thank you !