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# > Annual General Meeting

1 August 2024



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# Welcome

For technical support during the meeting call +61 2 8667 9160

## > Agenda

- 1 Chair's Address
- 2 CEO & Managing Director's Address
- 3 Formal Business
- 4 Questions
- 5 Close



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# Chair's Address

**Patricia Cross AM**  
Chair



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# CEO & Managing Director's Address

**Skander Malcolm**  
Chief Executive Officer and  
Managing Director



> FY24: results in line with guidance, strong execution



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**\$227.5m**

NOI<sup>1</sup>  
up 6.3%

Margin growth and strong interest income, offset by lower end macro drivers impacting revenue

**\$20.8m**

B2B new revenue  
up 21.8%

Marketing pivot to B2B and onboarding investments driving strong originations

**\$64.6m**

Underlying EBITDA<sup>2</sup>  
up 3.4%  
(up 8.2% ex-Paytron)

Disciplined cost control and synergy realisation delivering operating leverage<sup>2</sup>

**\$68.2m**

Net available cash  
up 1.2%

Continued cash generation, healthy balance sheet, supporting future growth

<sup>1</sup> NOI \$227.5m includes Paytron of \$0.6m

<sup>2</sup> EBITDA \$64.6m includes Paytron of \$(3.0)m. EBITDA excluding Paytron \$67.6m

# Target B2B clients need more than just low-cost payments



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For payments, target ICPs<sup>1</sup> are looking for:

- Competitive pricing
- +
- Ease of use (digital first)

and OFX differentiates through

Human service when they need help

Reduce my costs through FX risk management

However, workflow and tasks around payments incur more pain and cost than the payment itself ...



... OFX can now solve these pain points and reduce more cost ...



- FX
- Global wallets
- Cards
- AR/AP Global payment solutions & integrations
- Global expense management
- Risk management

<sup>1</sup> Ideal Client Profile (ICP)

# > Our new client platform live in Australia in 1Q25



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FX focus with global wallets

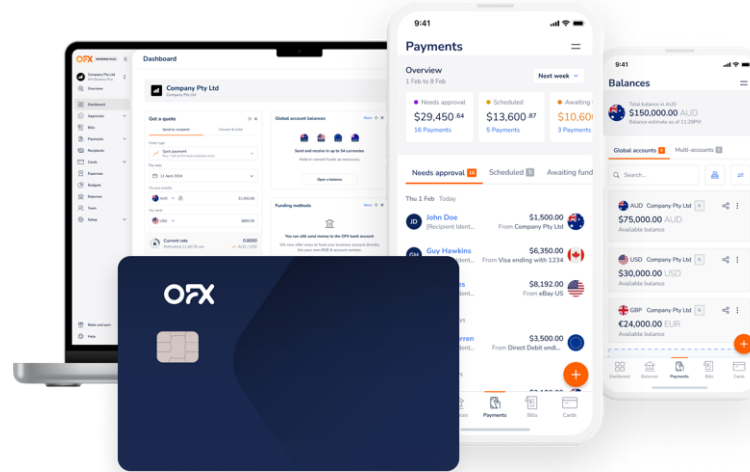


Multi currency Corporate card



AR/AP Global payment and workflow solutions

## Expanded product set



Global expense management



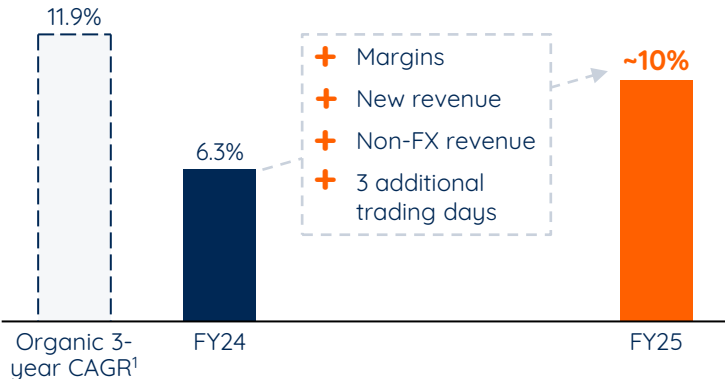
Accounting software integrations



# > FY25 Update



## FY25 NOI growth rate drivers



## Potential Headwinds and Tailwinds



Subdued return of Corporate confidence,  
↓ ATVs



Higher than expected margin expansion,  
↑ revenue

Risk environment deteriorating, ↑ losses

Volatility driving Consumer, ↑ revenue

## FY25 outlook reaffirmed

- NOI in line with expectations - Corporate business confidence mixed, declining interest rates now expected
- Margins, Operating Expenses (including losses) and Underlying EBITDA in line with expectations
- Integration of Paytron on track - new client platform live, encouraging early results

## Medium term outlook

(1-3 years)

**10%+**

NOI annual growth



**28-30%**

Underlying EBITDA margin

<sup>1</sup> This is an estimate of the organic 3-year CAGR which excludes Firma and Paytron NOI

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# Formal Business

**Patricia Cross AM**

Chair

## > How to vote online

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### Step 1: Complete the voting card

During the meeting, the Chair will indicate that the voting is open and the voting card will be shown.

The voting card can be repositioned on your screen.

There are 6 items to be voted on. To submit your voting card, you must select one of the following options for each item:

- For
- Against
- Abstain

Please use the scroll bar on the right-hand side of the voting card to view and respond to all items on the voting card.

### Step 2: Submit your vote

After completing all items in the vote, please click the Submit button at the bottom of the voting card

Polls/quizzes

### OFX Annual General Meeting - Shareholder & Proxy

2. Item 2. Re-election of Ms Cathy Kovacs (Single Choice) \*

For

Against

Abstain

3. Item 3. Re-election of Mr Robert Bazzani (Single Choice) \*

For

Against

Abstain

0 of 3 answered

Submit

## › How to ask questions online

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### Step 1: Select the Q&A button in the menu bar

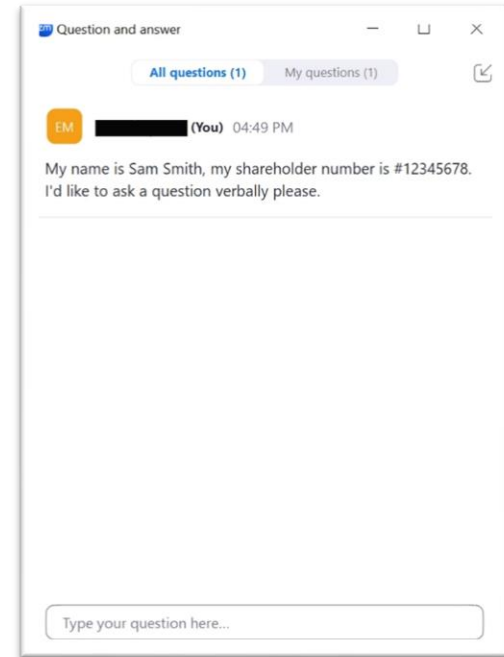
Navigate to the lowest section of your Zoom window and the bottom menu bar will appear.

Click on the Q&A button, shown to the right by the orange circle.

### Step 2: Enter your full name, shareholder number/proxy code and either:

- type your question into the space provided; or
- indicate you will ask your question verbally.

As only shareholders and proxyholders can ask questions, your name and shareholder number or proxy code must be validated before your question can be asked.



## › Item 1. Financial Statements and Reports of the Directors and Auditors

**To receive and consider the Financial Report, the Directors' Report and the Independent Auditor's Report for the Company for the financial year ended 31 March 2024.**

There is no vote on this item.

## > Item 2. Re-election of Ms Cathy Kovacs

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To consider and, if thought fit, pass the following resolution as an ordinary resolution:

“

That Cathy Kovacs, who retires in accordance with Article 47(a) of the Company’s Constitution, and being eligible for re-election, be re-elected as a Director of the Company.

”



### Cathy Kovacs

BComm and MAppFin, GAICD

Member of the Audit, Risk and Compliance Committee; Member of the Nomination Committee.

Cathy is an experienced company director operating in the financial services and education sectors. Her executive career was spent in the financial services sector, where she held senior leadership positions at Westpac Banking Group, Ellerston Capital, Macquarie Group and Bankers Trust. Her executive experience covers equity markets, wealth management, retail and institutional banking and corporate development. She has deep expertise in fintech strategy and M&A, having advised companies both large and small, on strategic investments, strategic partnership, and fintech innovation and disruption.

#### Current directorships (Listed companies):

Director: Hub24 Limited  
 Director: Magellan Financial Group Limited

#### Previous directorships (Listed companies):

Nil

#### Interest in shares:

73,000 ordinary shares

## › Item 2. Re-election of Ms Cathy Kovacs



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### Votes

For	Against	Discretionary (Open) Votes	Total	Abstain
167,715,684 99.90%	92,200 0.05%	70,039 0.04%	167,877,923	20,000

Figures relate to votes lodged up to 2:00pm (AEST) on 30 July 2024.

## > Item 3. Re-election of Mr Robert Bazzani

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To consider and, if thought fit, pass the following resolution as an ordinary resolution:

“

That Robert Bazzani, who retires in accordance with Article 47(d) of the Company’s Constitution, and being eligible for re-election, be re-elected as a Director of the Company.

”



**Robert Bazzani**

BSc, LLB, MBA

Chair of the Audit, Risk and Compliance Committee; Member of the Nomination Committee.

Rob is an experienced non-executive director and business leader, with over 30 years’ experience in corporate finance and corporate advisory. Rob’s prior professional experience includes 21 years with global consulting firm KPMG in multiple senior roles.

**Current directorships (Listed companies):**

Chair: Mach7 Technologies Limited  
 Director: Keypath Education International Inc

**Previous directorships (Listed companies):**

Director: Class Limited (2020-2022)

**Interest in shares:**

Nil



## › Item 3. Re-election of Mr Robert Bazzani



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### Votes

For	Against	Discretionary (Open) Votes	Total	Abstain
167,171,942 99.59%	615,942 0.37%	70,039 0.04%	167,857,923	40,000

Figures relate to votes lodged up to 2:00pm (AEST) on 30 July 2024.

## > Item 4. Re-election of Ms Jacqueline Hey

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To consider and, if thought fit, pass the following resolution as an ordinary resolution:

“

That Jacqueline Hey, who retires in accordance with Article 47(d) of the Company’s Constitution, and being eligible for re-election, be re-elected as a Director of the Company.

”



**Jacqueline Hey**

BCom, GradCertMgmt, GAICD

Chair of the People, Culture and Remuneration Committee; Chair of the Nomination Committee

Jacque is an experienced non-executive director and international business leader, with extensive experience in the telecommunications, financial services, media and technology sectors. Jacquie’s prior professional experience includes over 20 years with IT and telecommunications company Ericsson in multiple senior positions globally and in Australia.

**Current directorships (Listed companies):**

Nil

**Previous directorships (Listed companies):**

Chair: Bendigo and Adelaide Bank Limited (2019-2023, Director 2011-2019)

Director: Qantas Airways Limited (2013-2024)

Director: AGL Energy Limited (2016-2022)

**Interest in shares:**

17,327 ordinary shares

## › Item 4. Re-election of Ms Jacqueline Hey



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### Votes

For	Against	Discretionary (Open) Votes	Total	Abstain
167,756,884 99.93%	51,000 0.03%	70,039 0.04%	167,877,923	20,000

Figures relate to votes lodged up to 2:00pm (AEST) on 30 July 2024.

## › Item 5. Remuneration Report

To consider and, if thought fit, pass the following non-binding resolution as an ordinary resolution:



That the OFX Group Limited Remuneration Report for the financial year ended 31 March 2024 be adopted.



This is a non-binding advisory vote.

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## › Item 5. Remuneration Report



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### Votes

For	Against	Discretionary (Open) Votes	Total	Abstain
163,748,306 98.68%	954,573 0.58%	1,231,444 0.74%	165,934,323	20,000

Figures relate to votes lodged up to 2:00pm (AEST) on 30 July 2024.

## › Item 6. Issue of Performance Rights to Mr John Alexander (“Skander”) Malcolm under the OFX Group Limited Global Equity Plan in respect of FY24 Short Term Incentives

To consider and, if thought fit, pass the following resolution as an ordinary resolution:



That, for the purposes of ASX Listing Rule 10.14 and for all other purposes, approval is given for:

- a) the issue to Mr John Alexander Malcolm, Chief Executive Officer and Managing Director, of 174,113 performance rights under the OFX Group Limited Global Equity Plan in respect of his FY24 Short Term Incentives on the terms described in the Explanatory Memorandum that forms part of the Notice of Meeting; and
- b) the transfer or allocation of securities to Mr Malcolm upon vesting of the performance rights.



## › Item 6. Issue of Performance Rights ... FY24 STI



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### Votes

For	Against	Discretionary (Open) Votes	Total	Abstain
164,507,585 99.59%	609,142 0.37%	69,039 0.04%	165,185,766	490,131

Figures relate to votes lodged up to 2:00pm (AEST) on 30 July 2024.

## › Item 7. Issue of Performance Rights to Mr John Alexander (“Skander”) Malcolm under the OFX Group Limited Global Equity Plan in respect of FY25 Long Term Incentives

To consider and, if thought fit, pass the following resolution as an ordinary resolution:

“

That, for the purposes of ASX Listing Rule 10.14 and for all other purposes, approval is given for:

- a) the issue to Mr John Alexander Malcolm, Chief Executive Officer and Managing Director, of 658,954 performance rights under the OFX Group Limited Global Equity Plan in respect of FY25 Long Term Incentives on the terms described in the Explanatory Memorandum that forms part of the Notice of Meeting; and
- b) the transfer or allocation of securities to Mr Malcolm upon vesting of the performance rights.

”



## › Item 7. Issue of Performance Rights ... FY25 LTI



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### Votes

For	Against	Discretionary (Open) Votes	Total	Abstain
164,508,585 99.59%	607,142 0.37%	70,039 0.04%	165,185,766	490,131

Figures relate to votes lodged up to 2:00pm (AEST) on 30 July 2024.

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# Questions

**Patricia Cross AM**  
Chair

# Thank you

The material contained in this document is a presentation of general information about OFX Group Limited (Company) and its activities current as at 1 August 2024. Material is provided in summary only and does not purport to be complete. The material contained in this document has been prepared without taking into account the investment objectives, financial situation and particular needs of any particular person and should not be taken as advice for investment purposes or a recommendation in relation to the Company.

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