

## ASX release

26 May 2025

### Way2VAT Investor presentation

Way2Vat Limited (“Way2Vat” or the “Company”) releases its investor presentation, which Chief Executive Officer Amos Simantov will speak to today at the Company’s investor webinar, followed by a Q&A session.

To register for the investor webinar at 11:00am AEST today, please use the following link:

[https://us02web.zoom.us/webinar/register/WN\\_5GIznfHKSQSY-0AqMUSkOw](https://us02web.zoom.us/webinar/register/WN_5GIznfHKSQSY-0AqMUSkOw)

**ENDS**

*Authorised for release to the ASX by the Board of W2V.*

For more information, please contact:

**Amos Simantov**

W2V Founder & CEO

[amos@way2vat.com](mailto:amos@way2vat.com)

#### **About Way2VAT**

Way2VAT is a global fintech leader in automated VAT/GST claim and return solutions in over 40 countries and in over 20 languages, serving hundreds of enterprise businesses worldwide. Way2VAT owns and operates a patented artificial intelligence technology that powers the world’s first fully automated, end-to-end VAT reclaim platform.

Established in 2016, Way2VAT is headquartered in Tel Aviv with offices in the United Kingdom, Spain, and Romania. It has over 70 employees, and more than 400 global enterprise clients.

[www.way2vat.com](http://www.way2vat.com)



One Vision. Four Pillars.  
**The Era of eW2V Begins.**



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## Acceptance

By attending an investor presentation or briefing, or accepting, accessing or reviewing this document you acknowledge and agree to the "Disclaimer" as detailed above.

## The release of this presentation was approved by the Board of W2V

## **We are executing a rigorous business plan to expedite profitability.**

- Building the world's leading Digital Tax Processing company
- Our products are based on advanced technology and are built for the AI age. A proven competitive advantage!
- We are expanding TAM from US\$20B/Y to 187B/Y Digital Tax Processing backed by AI technology in a high growth market
- ***2025 will see an inflection point for the business – execution of the business plan will expedite the move to profitability.***



# The Four Pillars Growth Strategy



What We've Built

## The First Pillar: **Global VAT Reclaim**

**A\$125M**

VAT reclaimed  
in four years

**+1M**

invoices processed  
per month

**+40**

Coverage in 40+  
countries

**409**

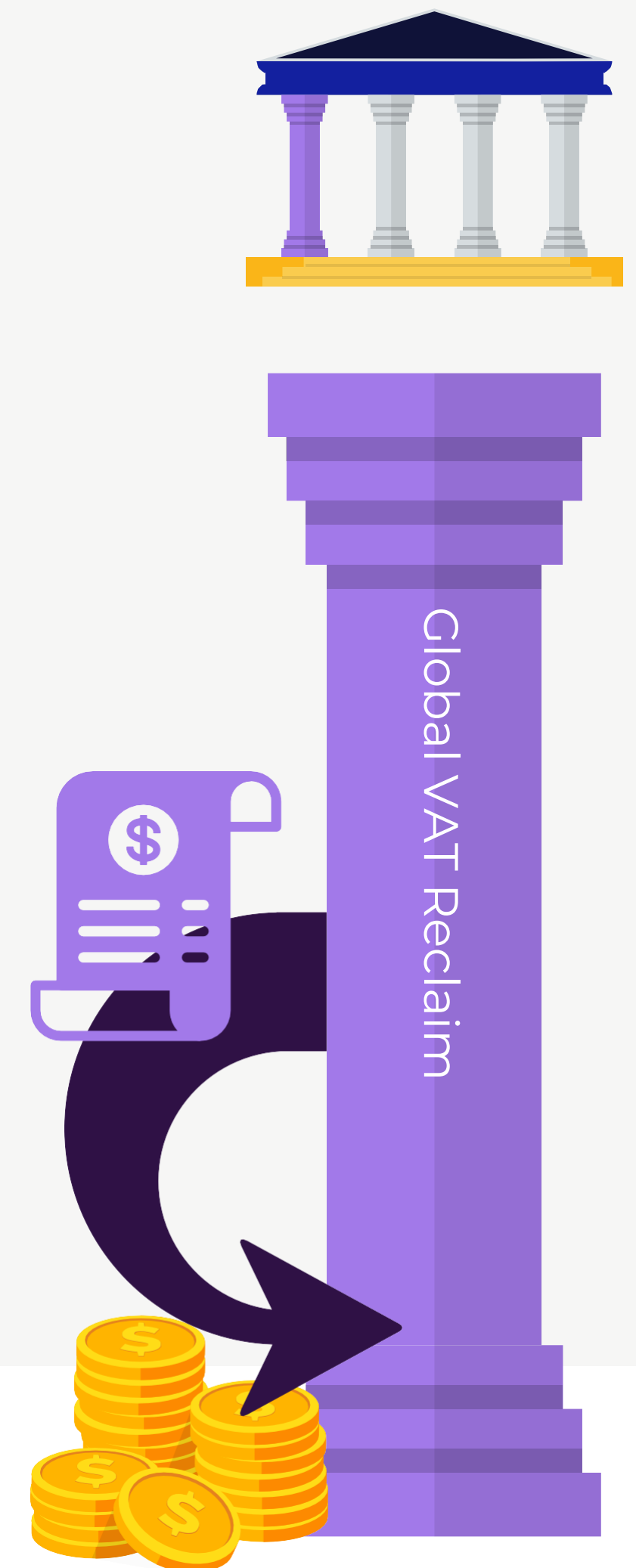
Enterprise clients  
(W2V and Devoluiva)

**2022**

Acquired DevoluIVA  
in 2022 - expanded VAT  
reclaim into Spain

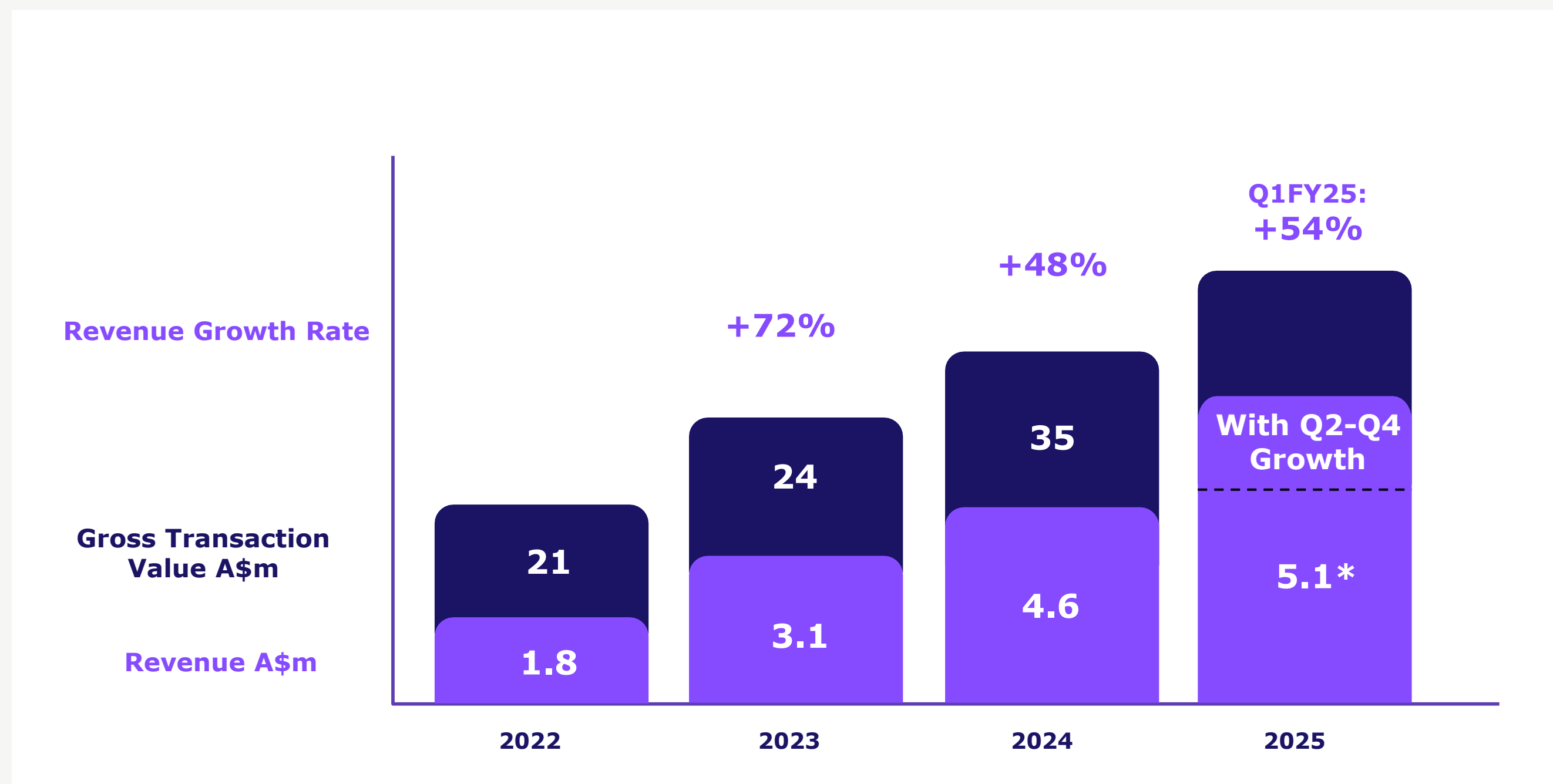
**AI tech**

Built on patented  
AI tech, trusted for  
automation + accuracy

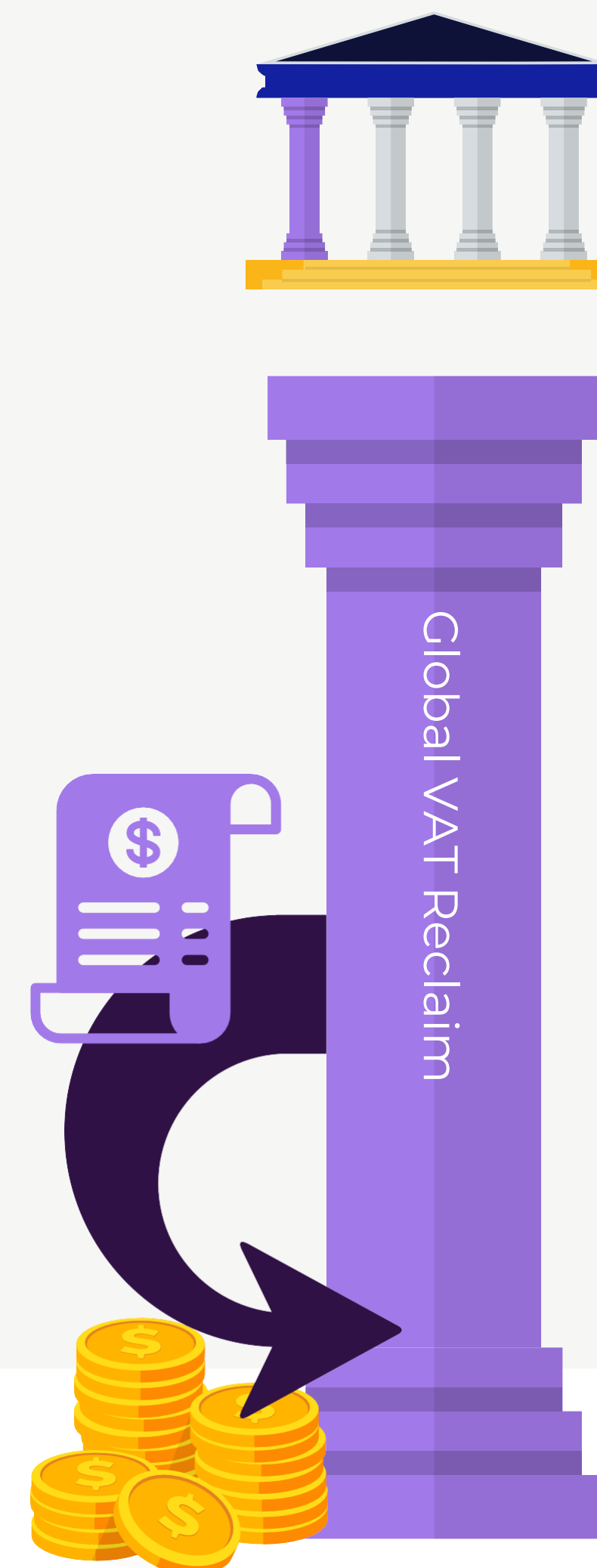


## What We've Built

# The First Pillar: **Global VAT Reclaim**



Note \* - this is annualized reported revenue from Q4FY24 and Q1FY25 as a proforma baseline before growth expected in Q2-Q4 FY25. Q4 and Q1 are W2V's highest and lowest quarters seasonally.



What We've Built

## The Second Pillar: **APAI Real Time Invoice Compliance Validation**



Validates invoices before ERP booking



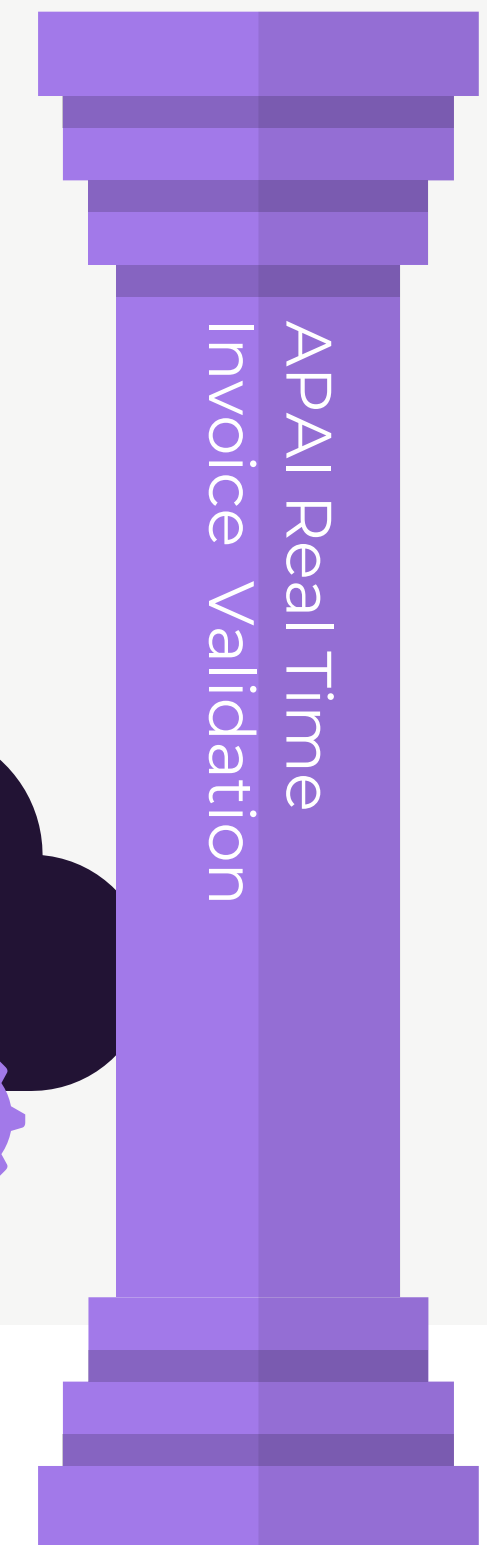
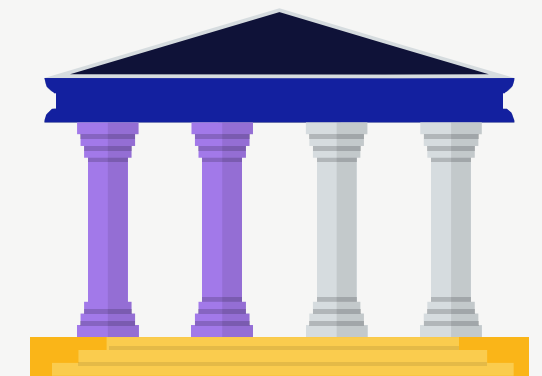
Identifies reclaimable, non-compliant, and at-risk invoices and data



Checks in accordance with VAT & invoicing rules with full audit traceability



Patented AI technology trusted by global enterprises





Why This Pillar - Why Now?

## Invoice Compliance Validation Powered by AP AI Technology

- Validation more important than ever – images and e-invoicing
- Technology for real-time invoice analysis not available previously, until W2V's AP AI solution
- High demand for a SaaS-based, real-time invoice validation platform to replace manual and outdated processes
- First large enterprise customer now signed up to AP AI platform

What's Next - Becoming a One-Stop Shop

## The Third Pillar: **VAT Compliance Services (Via M&A)**



Scaling invoice compliance validation and VAT reclaim



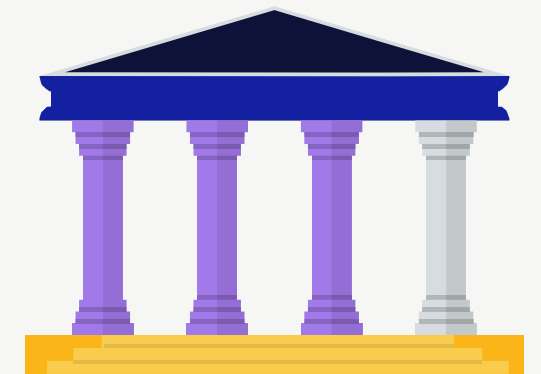
Adding Big-4 grade consultancy via strategic acquisitions



Launching VAT compliance services: registration, filings, audit support



M&A strategy enables regional specialization and service scalability



Why This Pillar - Why Now?

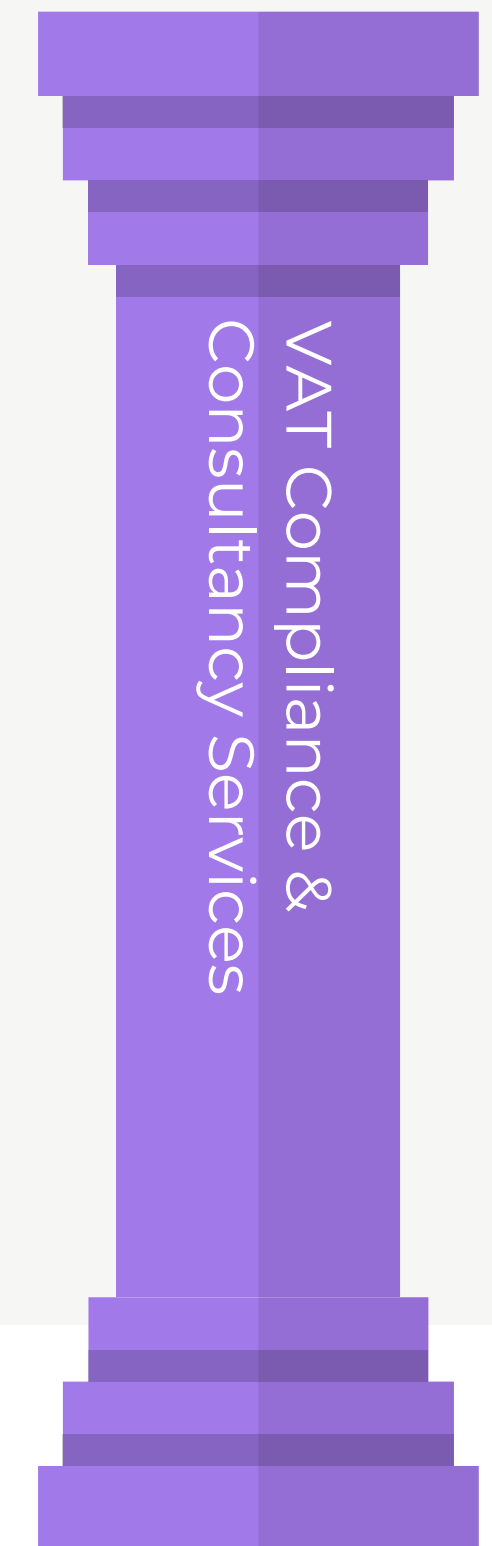
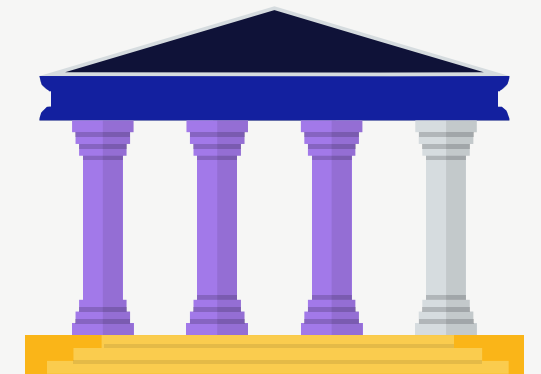
## VAT compliance via AI technology

- VAT compliance is a key feeder for revenue generation across all products and vice-versa
- Key services and technologies for companies needing to comply
- E-invoicing and ERP system integration/update will offer big online consulting opportunities
- M&A approach will enable immediate benefit/execution

## What's Next - Becoming a One-Stop Shop

# VAT Compliance Services – the M&A Opportunity

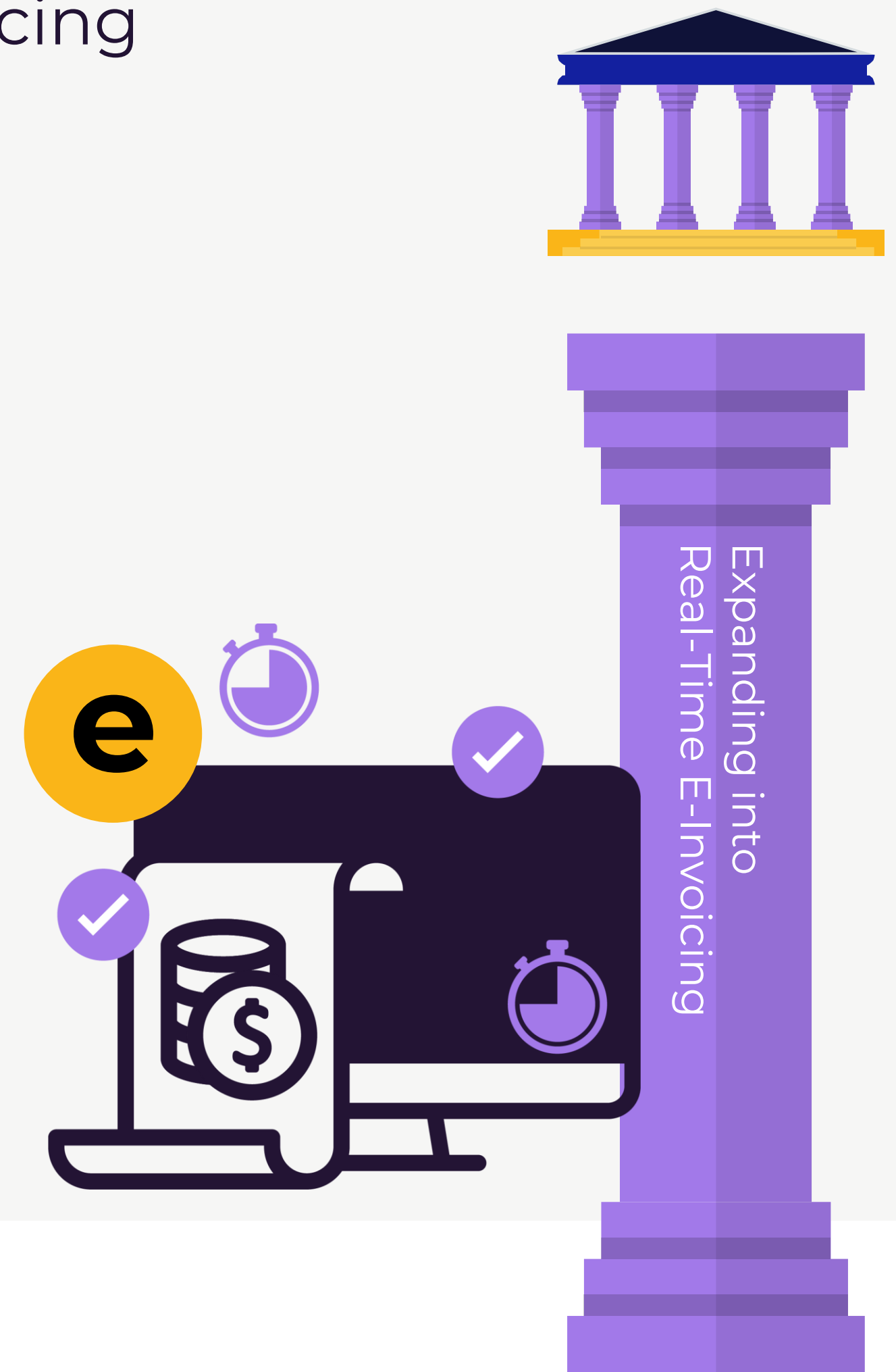
- W2V has always been transparent on its desire to grow both organically and by acquisition
- The Devoluiva acquisition has provided critical acquisition learnings and experience to build from
- European VAT reclaim industry is very fragmented - many small to medium sized compliance service firms exist, with good client numbers but outdated or virtually no technology
- W2V technology will provide strong synergy opportunities for enhanced revenue recovery and cost of processing for clients
- Acquisition of high-quality providers is a lower-risk and faster entry for W2V into this key strategic area, retaining key staff and client tax knowledge
- Acquisitions will provide strong cross-sell opportunity for other W2V services in time
- W2V has actively identified several firms that would be a good fit and has engaged in acquisition communications with a small selection
- Targeting to complete one transaction by the end of FY2025 (Dec 2025)



— Entering the high-demand market of e-invoicing

## The Fourth Pillar: **Expanding into Real-Time E-Invoicing**

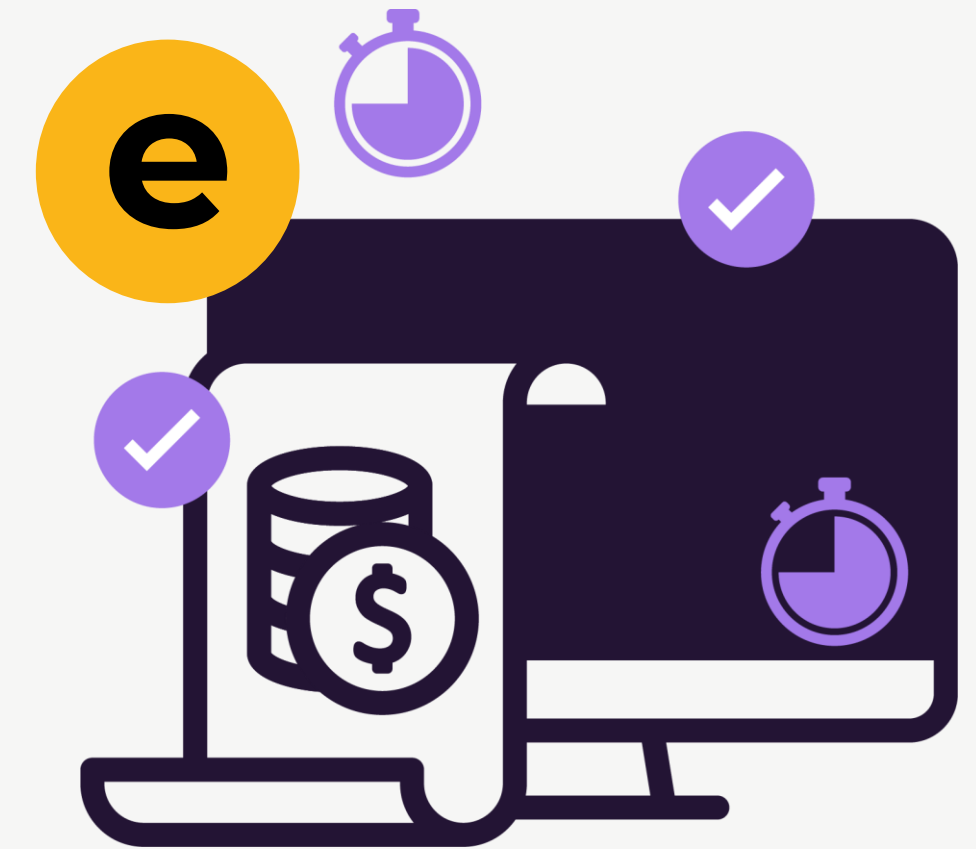
- Companies are racing to adopt e-invoicing technology due to new mandatory requirements across the globe
- Integrates with VAT compliance
- Seamless integration with AP/AR and reclaim modules
- Enables real-time invoice exchange, validation, and compliance reporting



# — Entering the high-demand market of e-invoicing

## E-Invoicing Is Becoming **Mandatory** Around the World

- As of May 2025, e-invoicing is mandatory in many countries across the EU and beyond
- Requirements vary by country
- Regulatory pressure is accelerating digital transformation in tax reporting



### Europe



### Asia-Pacific



### Americas



## Why This Pillar - Why Now?

# eW2V: Built for Demand (E-invoicing deadlines), Scale, and Opportunity

- Global shift to real-time tax compliance (ViDA\*, CTC\*\*, DRR\*\*\*)
- Legacy tools no longer fit for purpose
- Clients need compliance + reclaim + intelligence in one workflow + E-invoicing (becoming mandatory globally)
- Leveraging existing e-invoicing SaaS technology in DevoluVA

\*ViDA – VAT in the Digital Age    \*\*CTC – Continuous Transaction Controls    \*\*\*DRR – Digital Reporting Requirements



— Massive, Timed Opportunity

**From a \$20B to \$187B TAM in US Dollar**

**\$20B**

VAT Reclaim: \$20B  
goes unclaimed  
annually (BTN Europe)

**\$58.5B**

E-Invoicing:  
\$58.5B by 2032 (IMARC)

**\$17.2B**

Invoice Validation &  
VAT Compliance Tech:  
\$17.2B by 2033 (FMI)

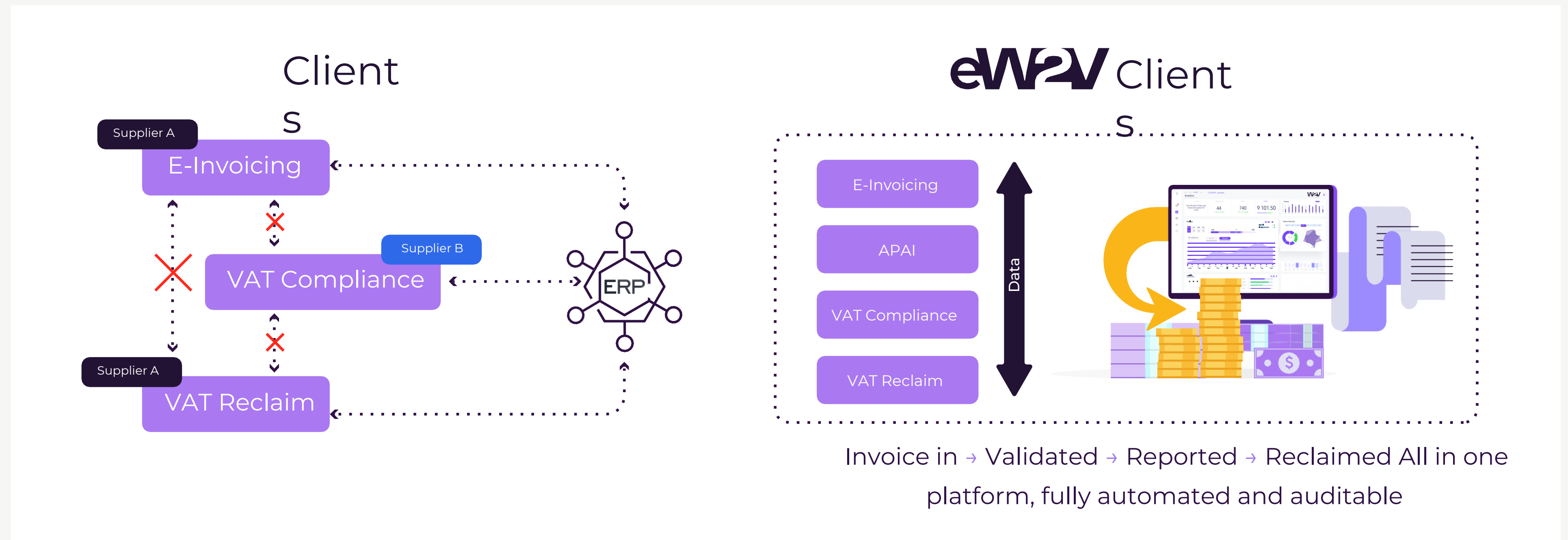
**\$91.5B**

VAT Advisory Market:  
\$91.5B by 2030  
(Straits Research)



# How It Works - The Connected Compliance Platform

## The Engine Behind Real-Time Tax Control



## — What Makes It Revolutionary

# One SaaS Unified Platform. Endless Tax Intelligence.

- Single SaaS platform to cover anything from E-invoicing to VAT reclaim
- Inclusion of APAI
- Simple integration
- Free-flowing data in the same ecosystem of products



# Let's Talk

Be Part of the VAT Transformation

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[www.way2vat.com](http://www.way2vat.com)