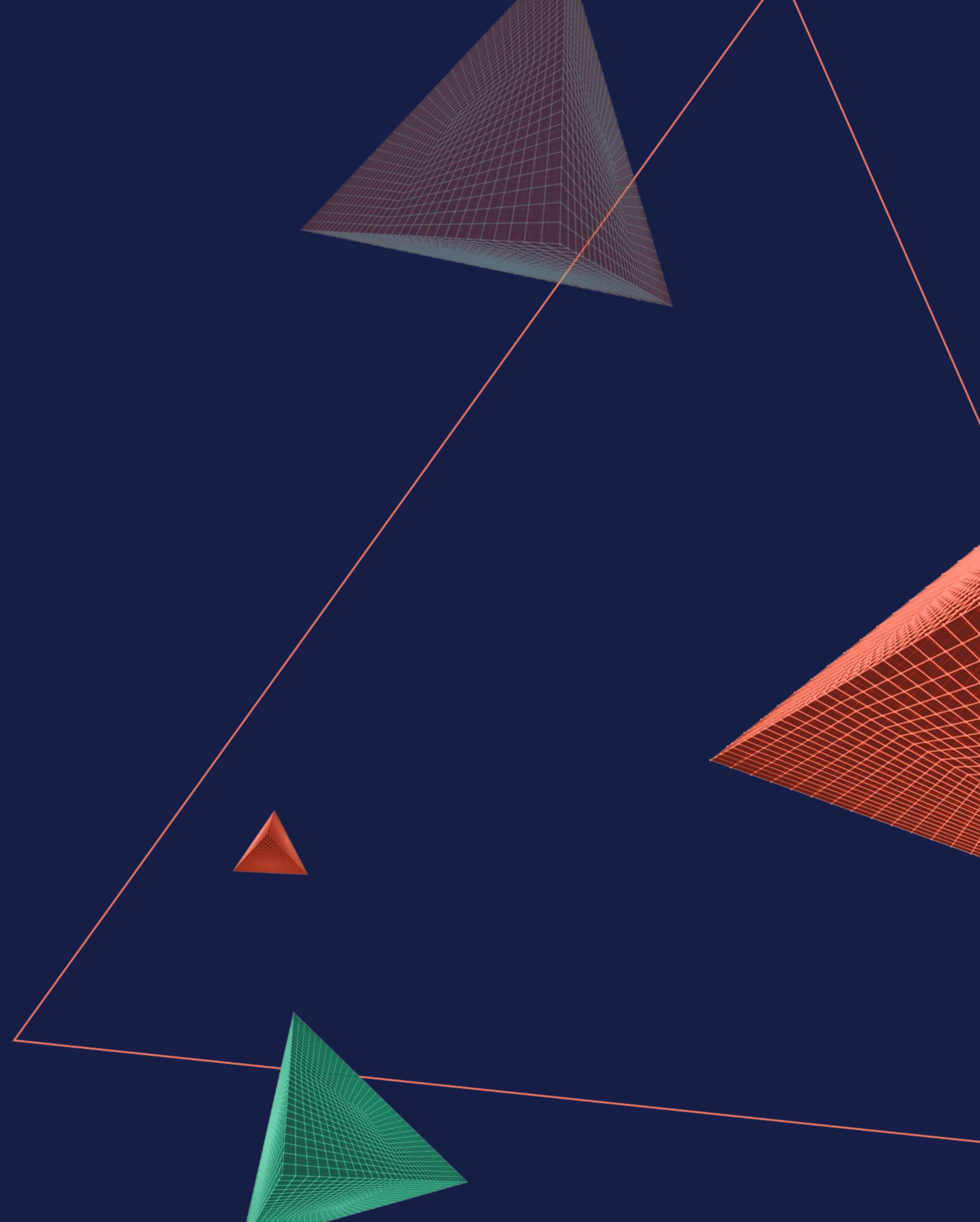




Investor Presentation

FY26 Full Year Results

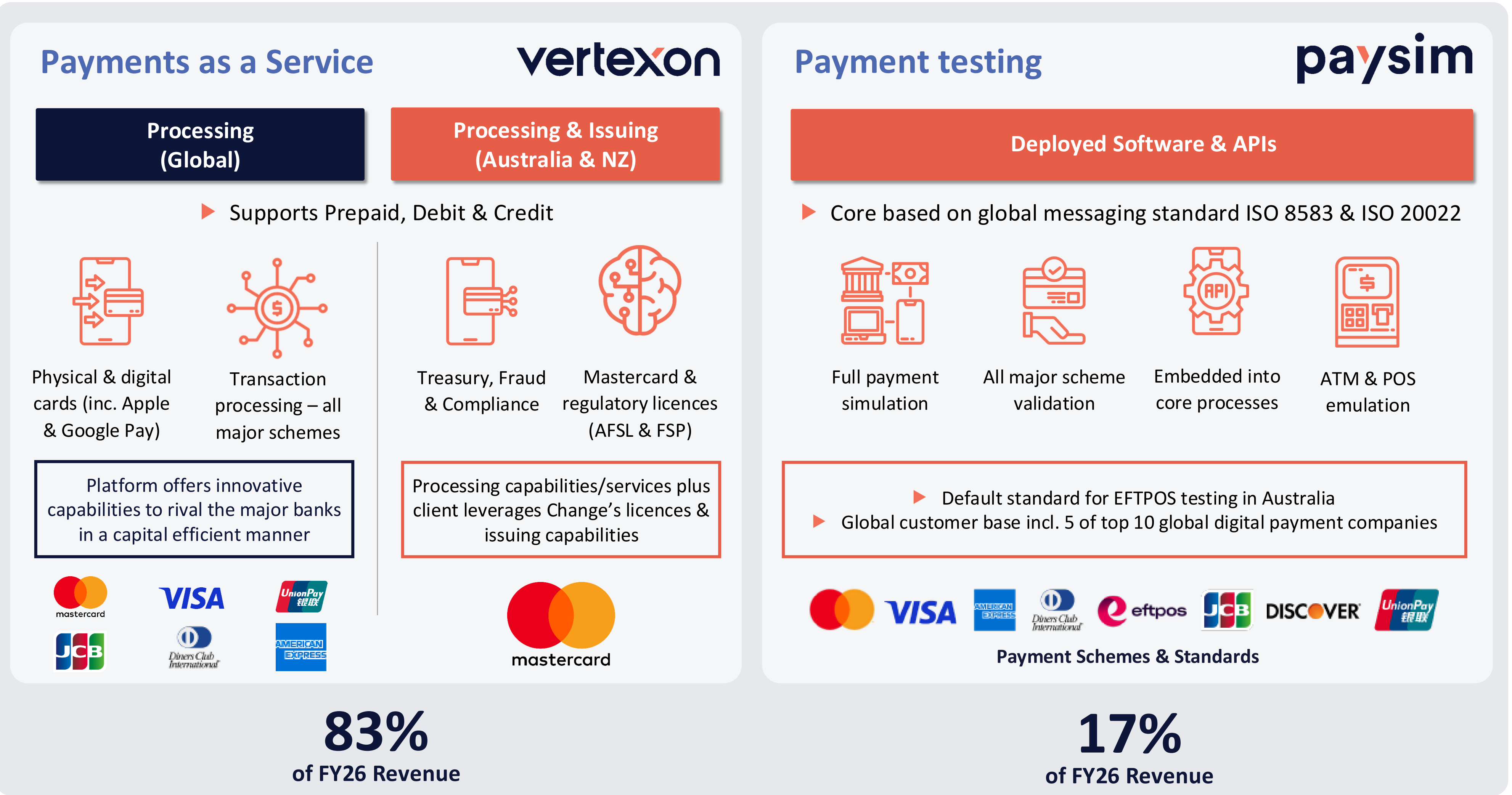
27 August 2026



Payment solutions provider driving innovation in the banking ecosystem

Delivering Innovative & Scalable Payments Solutions

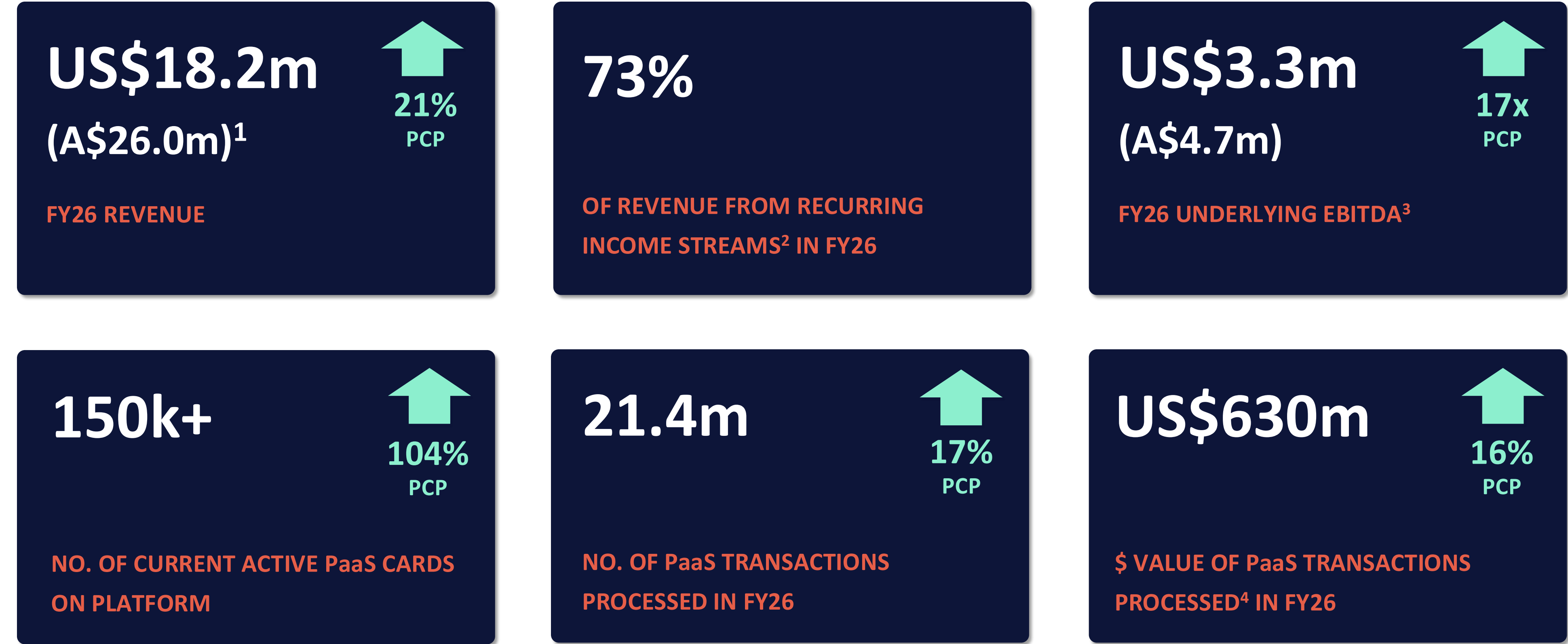
- ▶ Change provides tailored payment solutions, card issuing & testing to 150+ banks & fintechs across 40+ countries
- ▶ Two core proprietary technology platforms owned & developed in-house



Achieved a 3-year
revenue Compound
Annual Growth Rate
(CAGR) of 28% to FY26 –
PaaS revenue growth
the key driver

Key Highlights

- ▶ Delivered on upgraded FY26 revenue & Underlying EBITDA guidance
 - ▶ Record financial results from combination of continued revenue growth and stable fixed cost base
- ▶ Delivered maiden full year profit – key milestone



1. AUD/USD = 0.70, all AUD amounts are converted for representation purposes to assist the reader
2. Includes Support & Maintenance & PaaS transaction fee revenue
3. Underlying EBITDA excludes interest included as revenue & share-based payments included as an expense in statutory accounts
4. Transactions are denominated in local currencies & have been converted to USD, Change’s reporting currency

Clear & focussed
operational roadmap to
deliver shareholder
value

Notable FY26 Achievements

Commercial



- ▶ Commenced branding and value proposition project – new website & sales collateral to be delivered in FY27
- ▶ Expanded partnership ecosystem – signed 4 new PaySim partners and a new BIN sponsorship partnership with a global processor
- ▶ Launched first BIN sponsorship client in NZ
- ▶ Migrated one of Australasia's largest accounting software debit card programs (AU & NZ) to the PaaS platform
- ▶ Currently onboarding four new PaaS clients – additional four clients in final contracting phase
- ▶ Continued transition to highly scalable PaaS/SaaS business



Product



- ▶ Significantly enhanced Vertexon PaaS digital capabilities
 - ▶ Enhanced digitisation/tokenisation offering and broadened SDK to enable faster and deeper client integration
- ▶ Completed Phase 1 of the PaySim modernisation project
- ▶ Completed sales demo platform – key sales enabler for new opportunities
- ▶ Embedded agentic AI – rapidly accelerated product roadmap development and efficiency



FY26 Financial Results



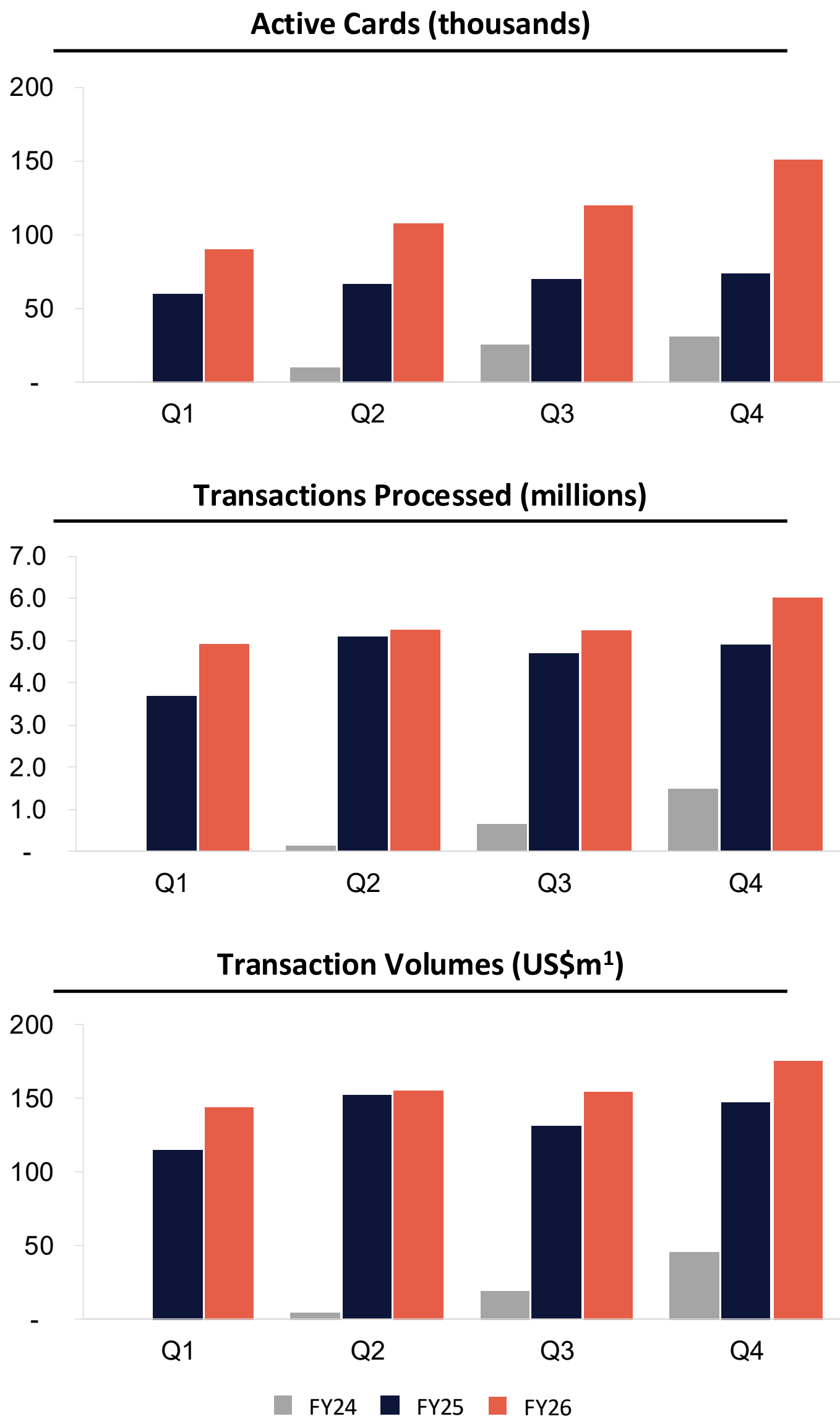
PaaS platform scaling
with volume increasing
as card numbers
continue to grow

Vertexon PaaS Metrics & Revenue Model

- ▶ 150k+ cards active in AU & NZ
 - ▶ Growth in existing client base – particularly fintech clients – significant new cards added in FY26
 - ▶ Hnry AU & NZ program card migrations completed in July
- ▶ Strong momentum in PaaS business exiting FY26 with record active cards, number of transactions and gross transaction volume (GTV) through the platform in June and again in July

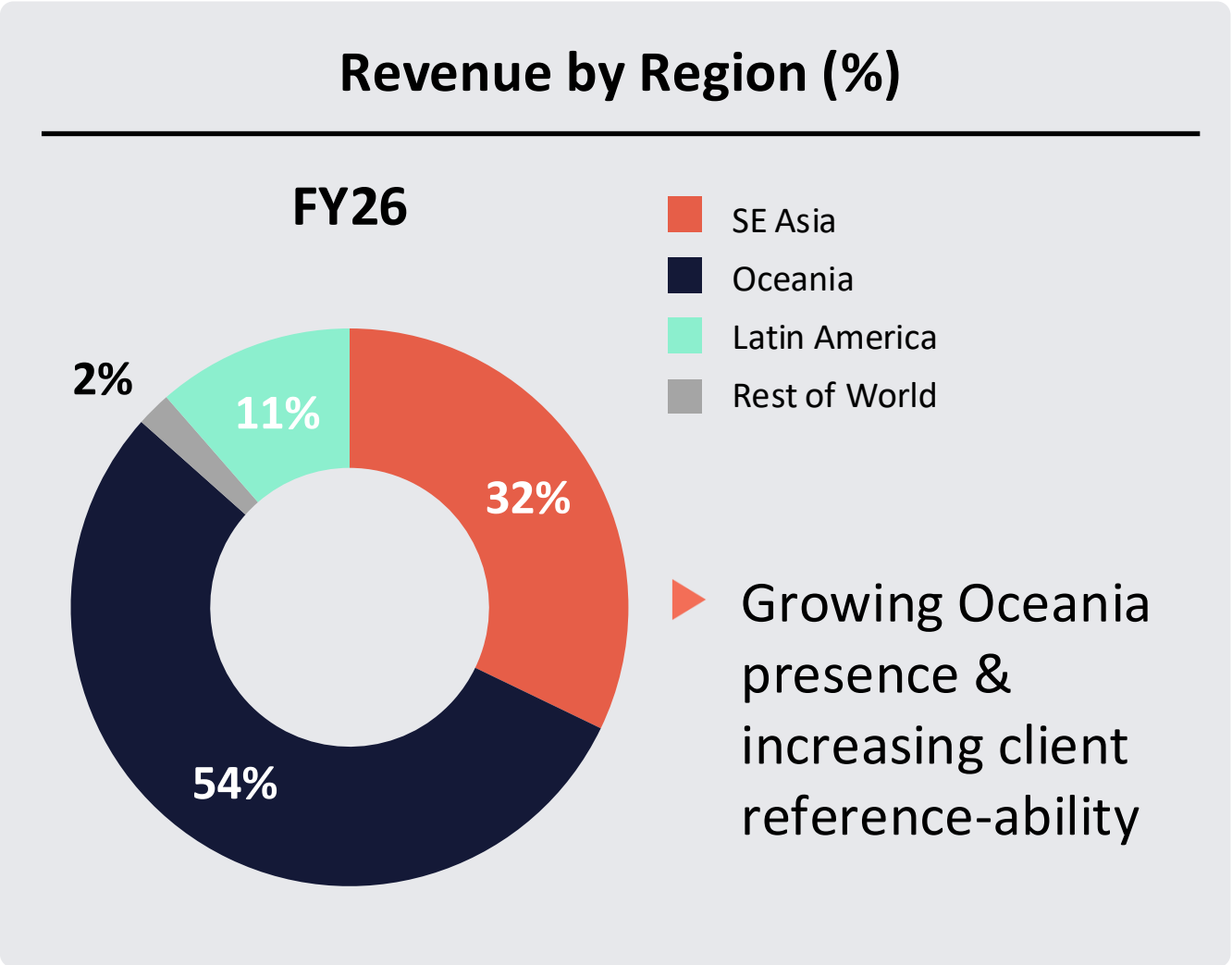
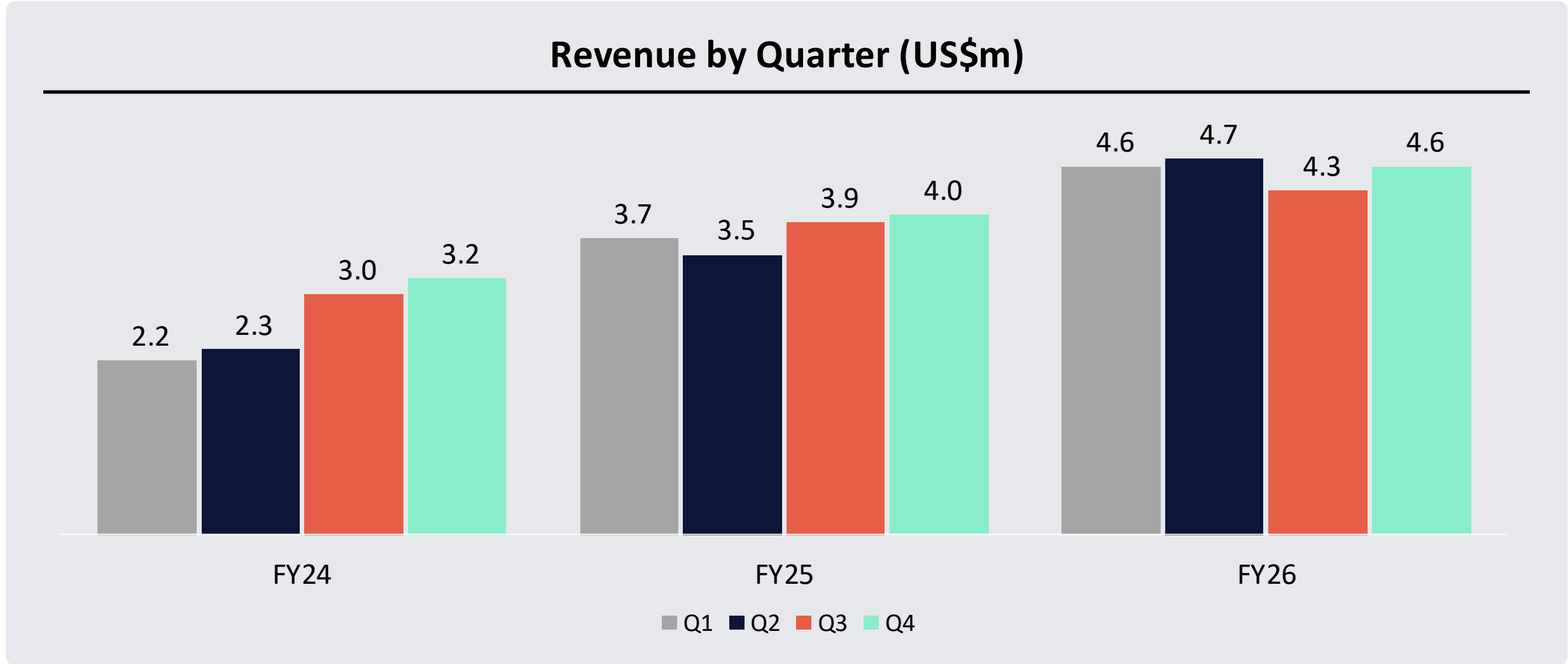
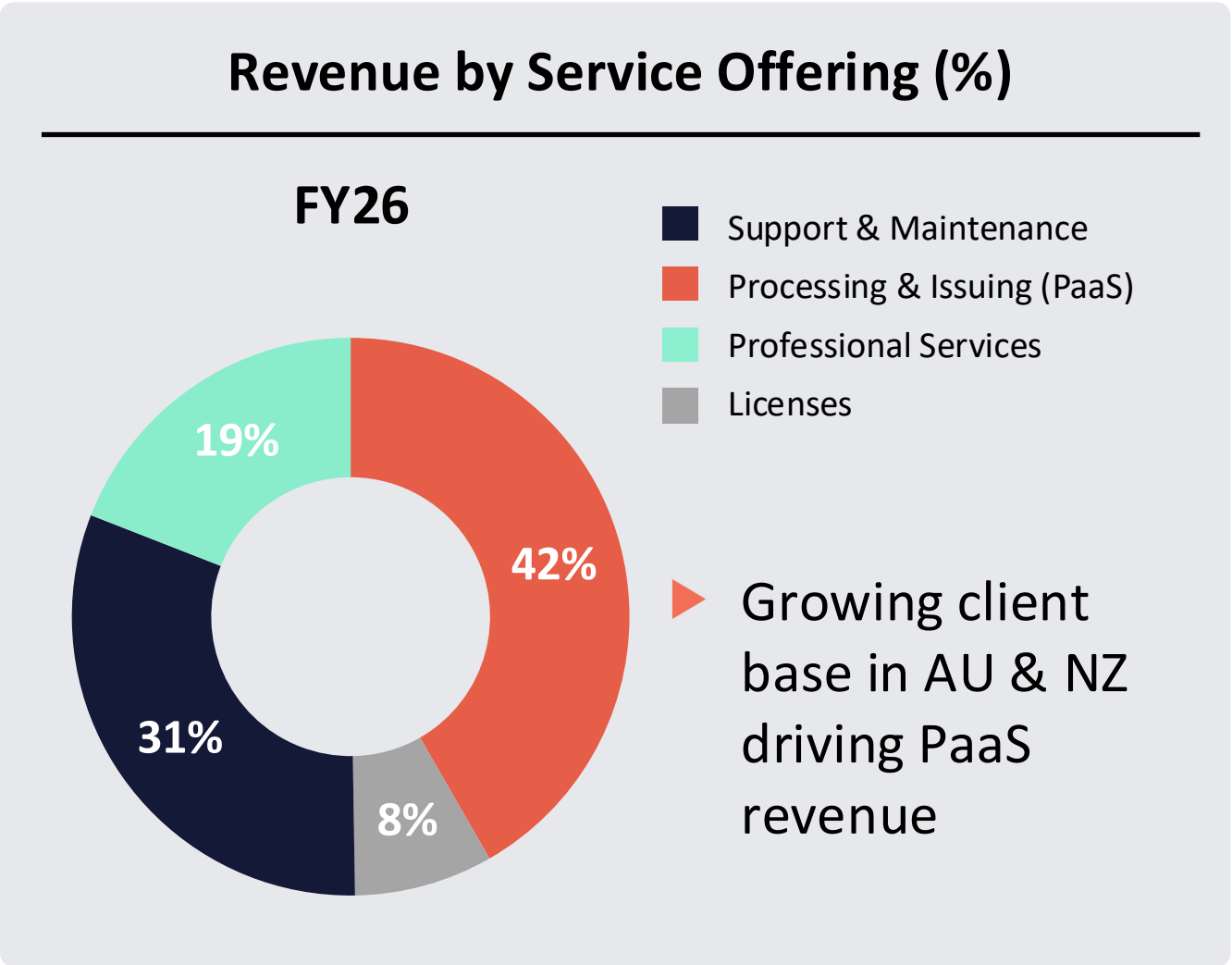
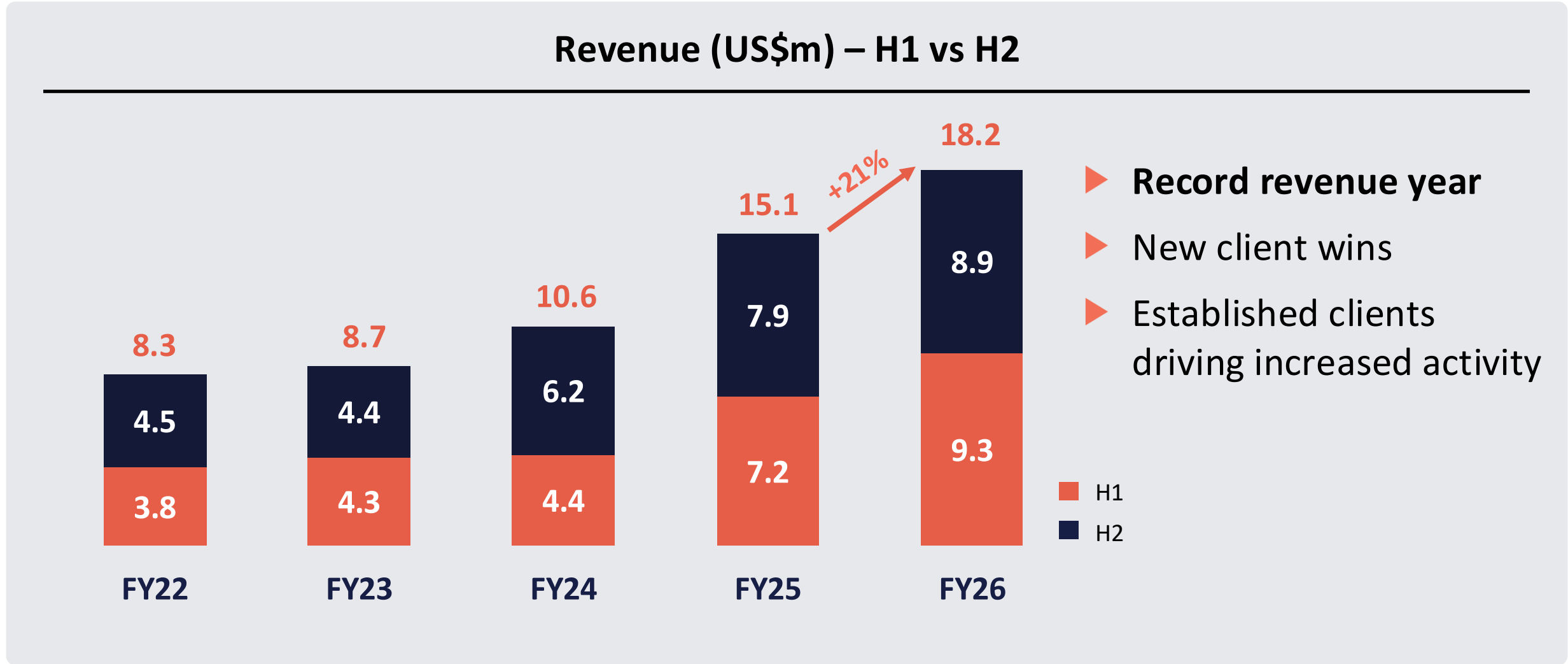
PaaS – Revenue Types	Description
Platform Fees	Recurring platform fees (e.g. access & feature ‘flag fall’ fees) & recurring monthly minimums
Fixed Transaction Fees	Flat fee per transaction
Variable Transaction Fees	Depending on transaction type, an additional variable fee may be applied
Value-Added Services	Additional fees for fraud protection, digital capability, analytics, chargeback handling, etc.
Interchange	Fee paid by the merchant acquirer to the issuer to compensate the issuer for the value & benefits merchants receive when they accept electronic payments

1. Transactions are denominated in local currencies & have been converted to USD, Change’s reporting currency



PaaS now the largest contributor of revenue

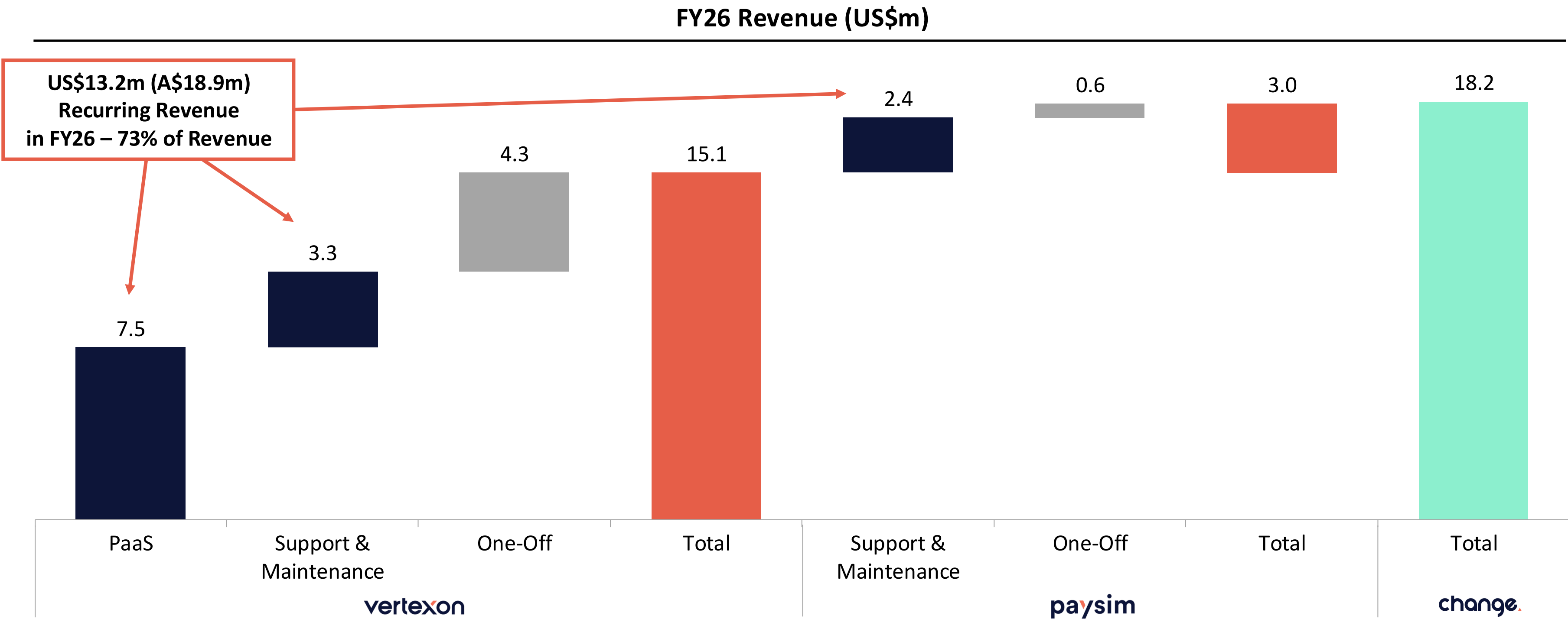
Scaling Revenue with Discipline & Focus



Recurring revenue
providing a solid base
for future growth

Total revenue includes c.\$100k of
interest revenue

Strong & Growing Base of Recurring Revenue



Revenue Contribution (US\$m)	FY24	FY25	FY26
PaaS (Recurring)	1.3	6.3	7.5
Support & Maintenance (Recurring)	4.9	5.3	5.7
Licence & Professional Services (One-off)	4.2	3.4	4.9
Other	0.2	0.1	0.1
Total	10.6	15.1	18.2
% Recurring Revenue	58%	76%	73%

- ▶ FY26 PaaS revenue up 19% on FY25
- ▶ Team in place to continue to deliver one-off work for existing clients and support PaaS growth
- ▶ Global client base – FY26 revenue split by currency:
 - ▶ 61% USD / 27% NZD / 12% AUD

Material EBITDA
improvement driven by
revenue growth &
stable fixed cost base

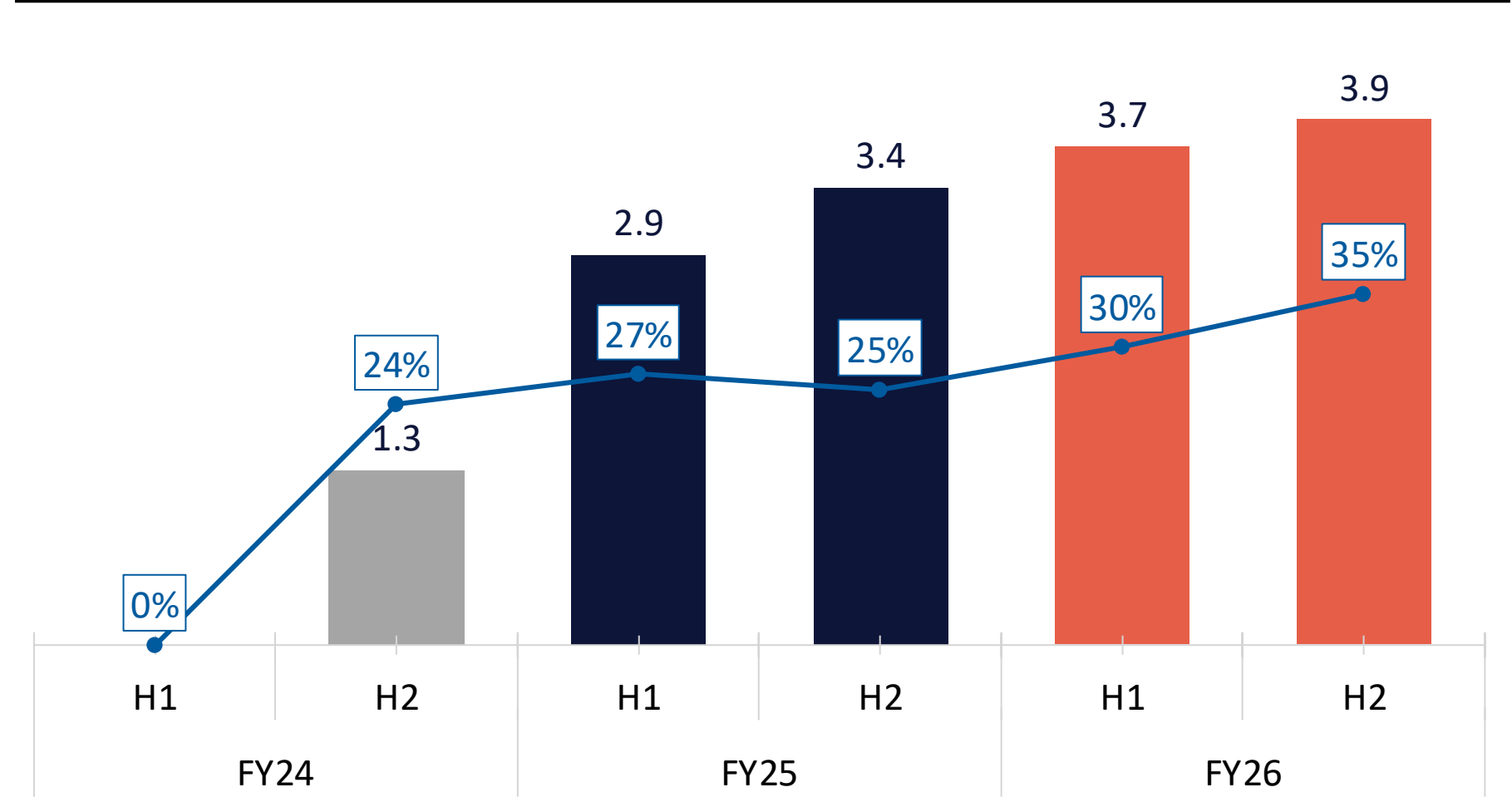
Profit & Loss

Profit & Loss Summary			
(US \$000's)	FY26	FY25	Change
Revenue	18,222	15,089	21%
COGS	(4,863)	(5,056)	(4%)
Gross Profit	13,359	10,033	33%
Employee expenses ¹	(6,409)	(6,392)	0%
Professional services & insurance	(1,406)	(1,070)	31%
Technology & hosting	(989)	(1,046)	(5%)
Other expenses	(1,145)	(1,224)	(6%)
Underlying EBITDA ²	3,309	200	17x

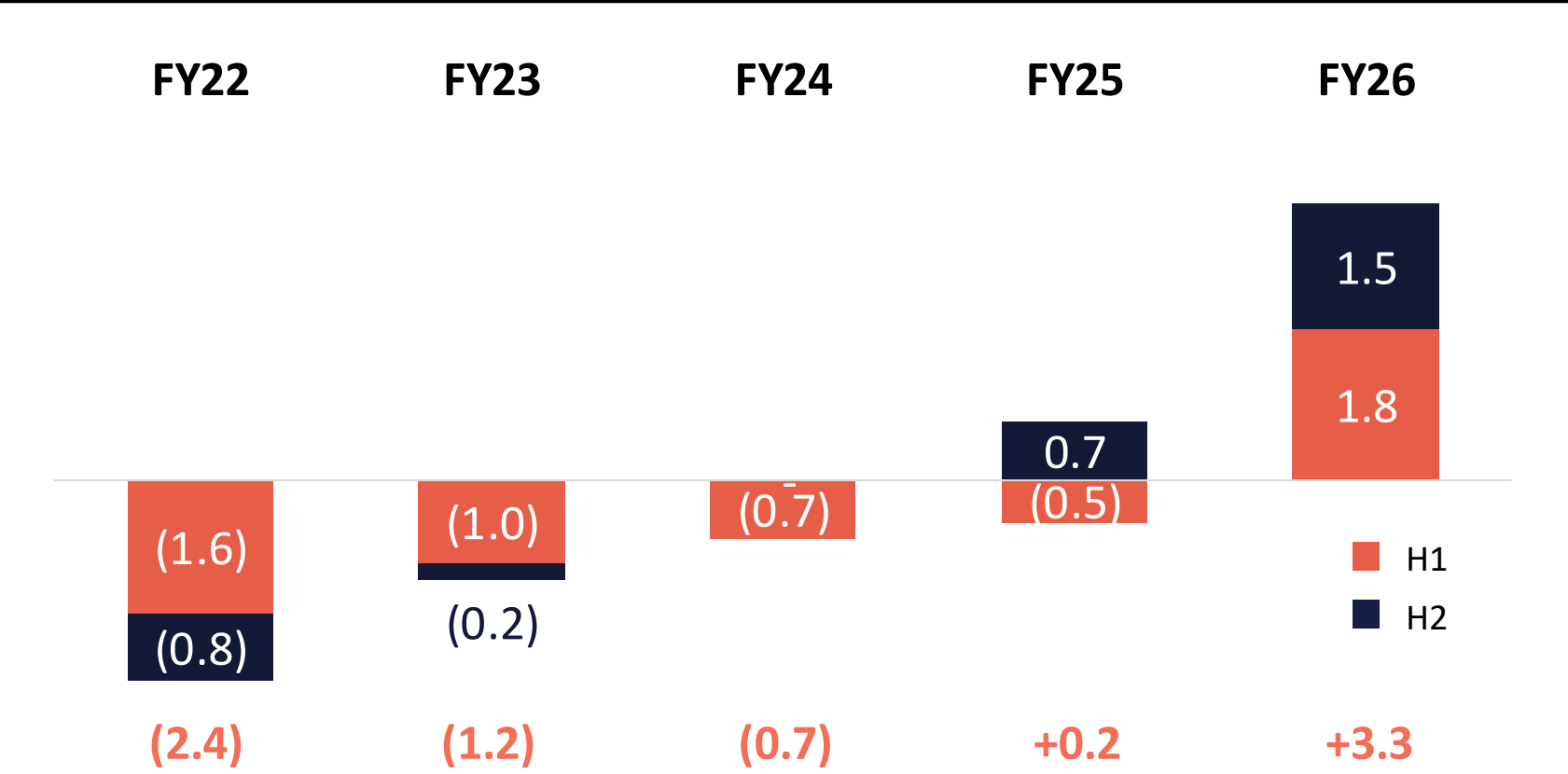
1. Excludes share-based payments included as an expense in the Appendix 4E statutory accounts
2. Excludes interest included as revenue and includes \$44k of net costs associated with US entity in FY26 which has now been liquidated

- ▶ FY26 revenue of US\$18.2m (A\$26.0m), up 21% on pcp
 - ▶ **Record revenue year** – growth driven by PaaS revenue
- ▶ Technology & hosting cost decrease driven by exit from US
- ▶ PaaS platform delivering operating leverage with scale
 - ▶ Material gross profit margin expansion of 600 bps in FY26 from 26% to 32%
 - ▶ Expect continued expansion in gross profit margin with further PaaS growth – medium term target of 40% – 45%
- ▶ FY26 Underlying EBITDA of US\$3.3m (A\$4.7m)

PaaS Revenue and GP Margin by Half (US\$m)



Underlying EBITDA (US\$m) – H1 vs H2



AUD/USD = 0.70 (A\$ amounts are converted for representation purposes to assist the reader)

Focus on delivering profitable growth to continue strengthening the balance sheet

Balance Sheet

Balance Sheet		
(US \$000's)	FY26	FY25
Cash & equivalents	3,111	3,908
Client settlement funds	1,696	2,753
Trade and other receivables	2,418	2,908
Other current assets	1,021	522
Current Assets	8,247	10,091
Intangibles	5,922	6,450
Fixed assets	521	511
Other non-current assets	1,444	978
Non-Current Assets	7,888	7,939
Total Assets	16,135	18,030
Trade and other payables	(1,250)	(1,446)
Scheme settlement payable	(1,563)	(2,771)
Contract liabilities	(2,522)	(4,076)
Employee provisions	(1,238)	(1,255)
Other current liabilities	(207)	(183)
Current Liabilities	(6,780)	(9,731)
Non current borrowings	-	-
Other non-current liabilities	(1,373)	(1,314)
Non-Current Liabilities	(1,373)	(1,314)
Total Liabilities	(8,153)	(11,045)
Net Assets	7,982	6,986

- ▶ Cash balance of US\$3.1m (A\$4.4m)
 - ▶ Additional US\$1.4m (A\$2.0m) held in cash-backed security guarantees required by Change’s scheme & processing partners to enable PaaS offering (Other non-current assets)
- ▶ Client settlement funds of US\$1.7m (A\$2.4m) are offset by the corresponding scheme settlement payable US\$1.6m (A\$2.3m)
- ▶ Intangibles represent the carrying value of software including capitalised development costs
- ▶ Current contract liabilities (deferred income) of US\$2.5m (A\$3.6m) represents maintenance, service fees & project fees invoiced in advance of the service being provided – will be recognised as revenue over next 12 months as work is delivered
- ▶ Other non-current liabilities includes US\$1.0m incentive payment received in June 2023 from Mastercard
 - ▶ Will be progressively recognised as revenue in future periods as various transaction related milestones are achieved

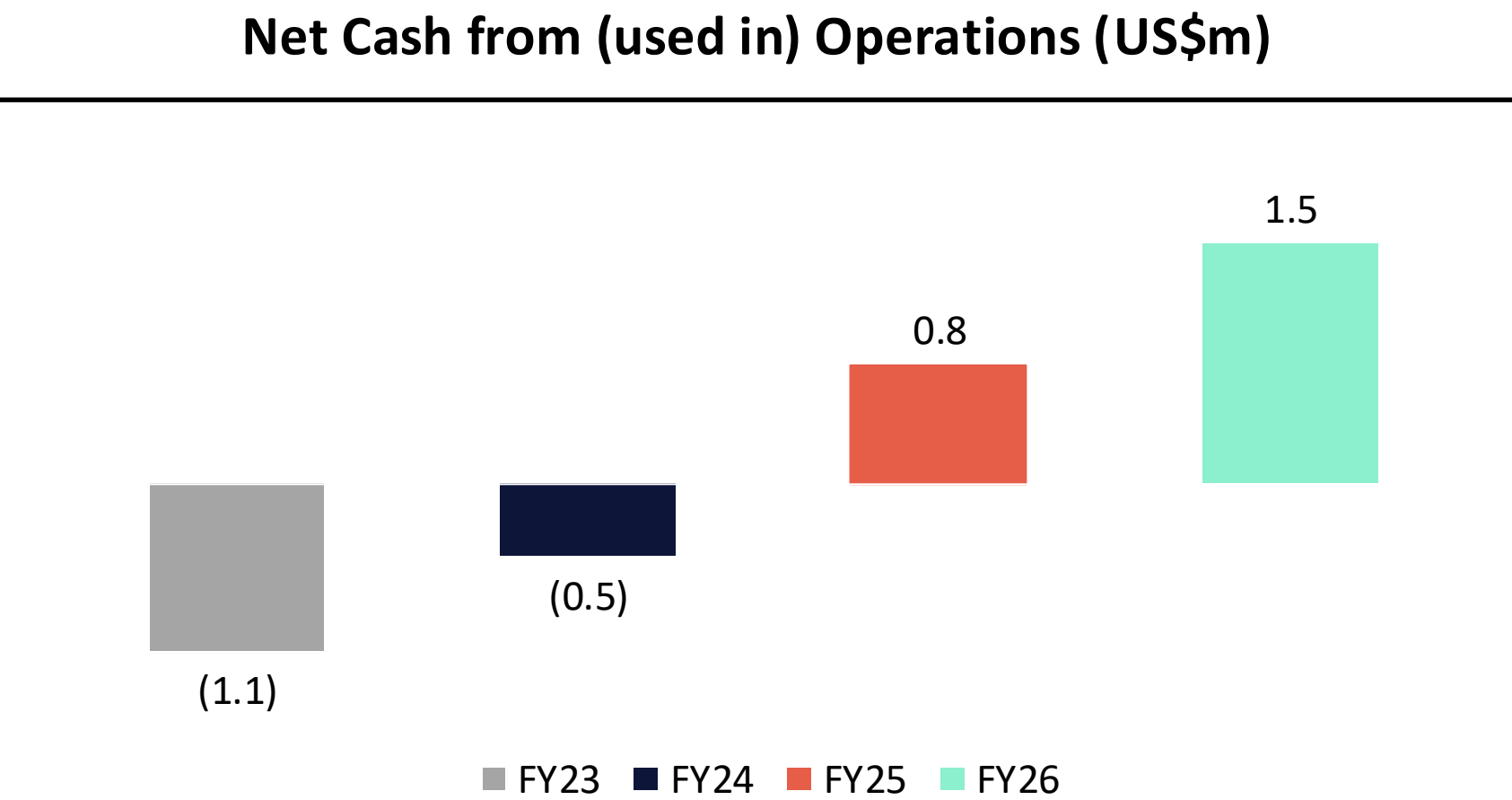
AUD/USD = 0.70 (A\$ amounts are converted for representation purposes to assist the reader)

Significant improvement in operating cash flow illustrates the strength of the business model

Cashflow

Cashflow		
(US \$000's)	FY26	FY25
Receipts from customers	16,494	15,264
Payments to suppliers / employees	(14,983)	(14,530)
Other	18	61
Operating cash flow	1,529	795
Payment for plant & equipment	(45)	(48)
Investment in software	(1,645)	(1,519)
Receipts (payments) for security deposits	(467)	(479)
Investing cash flow	(2,157)	(2,045)
Proceeds from share issue	-	3,076
Cost of funding	-	(174)
Lease liabilities	(157)	(142)
Financing cash flow	(157)	2,760
Opening cash balance	3,908	2,591
Net increase (decrease) in cash held	(785)	1,509
FX adjustment	(12)	(192)
Closing Cash Balance	3,111	3,908

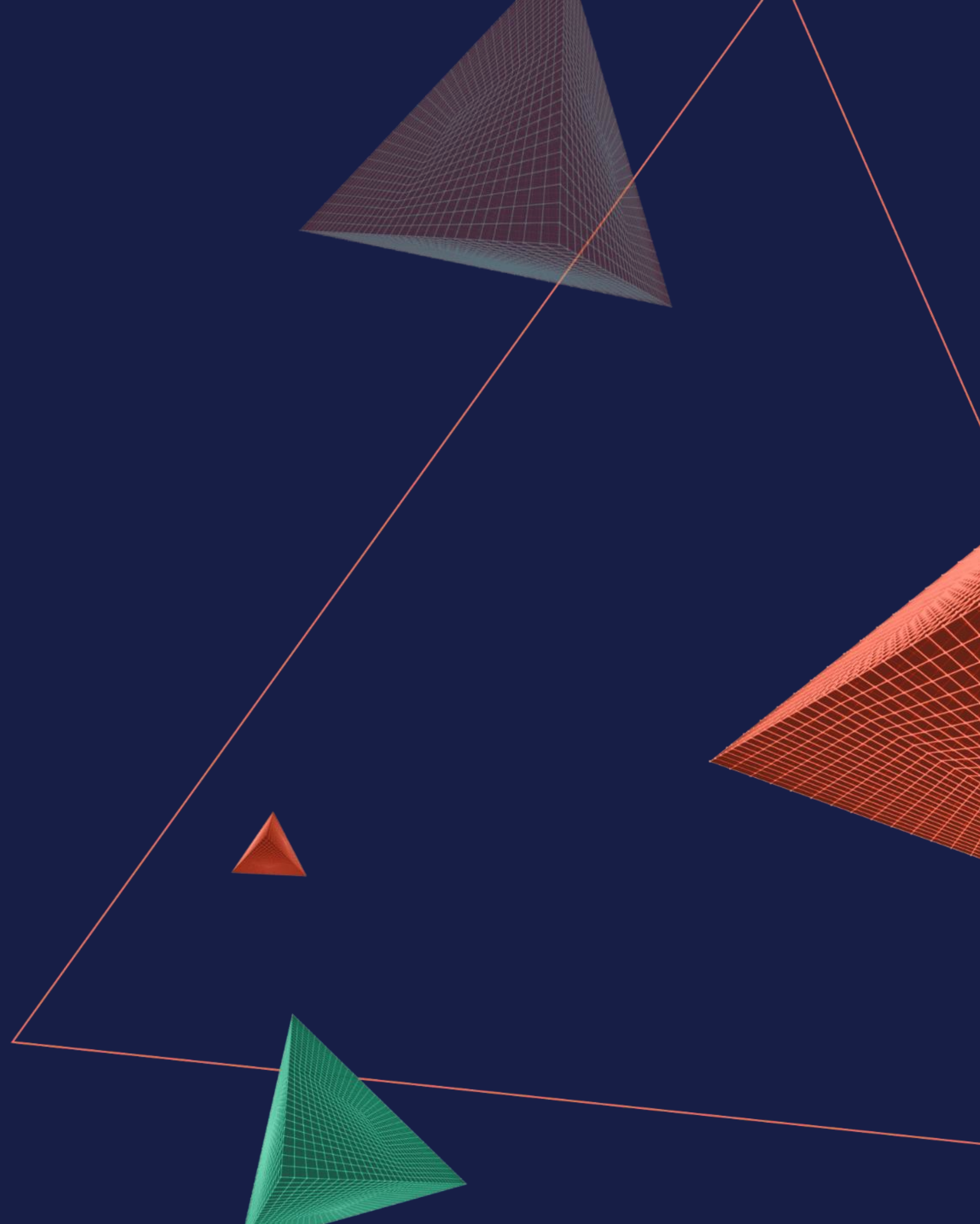
- ▶ Cash receipts of US\$16.5m (A\$23.6m), up 8% on pcp
 - ▶ Growth in PaaS business driving increase & smoothing of cash receipts (clients invoiced monthly in arrears)
- ▶ Significant improvement in net cash flows from operating activities primarily due to:
 - ▶ Materially higher cash receipts driven by PaaS clients
 - ▶ Stable fixed cost base
- ▶ Software investment relates to capitalised software development
 - ▶ Running at a sustainable level & as expected post PaaS platform launch
- ▶ Volume related receipts & payments will increase as PaaS platform scales



AUD/USD = 0.70 (A\$ amounts are converted for representation purposes to assist the reader)

change.

Outlook



Key focus on securing
client wins in core
target markets

Key Focus on Accelerating Growth & Scale

1

Direct Client Acquisition & Retention

- ▶ Sales team repositioned to outbound sales hunting
- ▶ Refreshed Sales enablement materials to increase lead generation and conversion rates
- ▶ Vertexon
 - ▶ New clients in **ANZ** – primary focus on penetrating large AU market opportunity
 - ▶ Continue to work closely with two key strategic **SE Asia** clients – professional services work and upgrade to Vertexon cloud
- ▶ PaySim
 - ▶ New licence sales **globally** – new version of PaySim (modernization project) key enabler to drive sales

2

Partner Acquisition

- ▶ Leverage partner ecosystem to expand opportunity pool
 - ▶ PaaS: global processor partners – 3 partnerships in place
 - ▶ PaySim: global distribution partners – 14 regional partners in place

Key Focus on Accelerating Growth & Scale

3

Outlook

- ▶ Enter FY27 with strong momentum underpinned by record PaaS revenues in June 2026
- ▶ Expect to further accelerate throughout FY27, driven by:
 - ▶ Onboarding of four contracted clients – all forecasted to be ‘live’ and transacting in H1 FY27
 - ▶ Four new clients currently in the final contracting phase; and
 - ▶ New client wins from increasingly maturing sales pipeline
- ▶ PaaS gross margin expected to continue improving as volume scales with a medium-term target of 40-45% (versus FY26 PaaS gross margin of 32%)
- ▶ Change expects to be net cash flow positive for FY27

Investment Highlights

Strong Foundations



- ▶ All regulatory & licensing requirements for card issuing in AU & NZ in place
- ▶ Australian Financial Services Licence in AU & Financial Service Provider in NZ
- ▶ Strong relationship with Mastercard

Growth & Scale Focus



- ▶ 70%+ of revenue from recurring revenue streams
- ▶ PaaS revenue scaling – driving material gross margin expansion
- ▶ Engaged and active existing client base
- ▶ Increasing sales momentum

Marquee Customers



- ▶ Strong validation of PaaS platform with financial institution & fintech clients in Oceania
- ▶ Long-term relationship with two of the largest banks in the Philippines
- ▶ 5 of the top 10 digital payment companies globally use PaySim for payments testing¹

Product Offering



- ▶ Proprietary payments technology platforms
- ▶ Vertexon: leading card management system for processing & issuing
- ▶ PaySim: default standard for eftpos testing in Australia. All participants must use PaySim to validate their technology & systems

Long-term Contracts



- ▶ Longer term client relationships with initial contract terms typically 3-5 years
- ▶ Given critical nature of service provided, challenging to switch from Vertexon

Market Opportunity

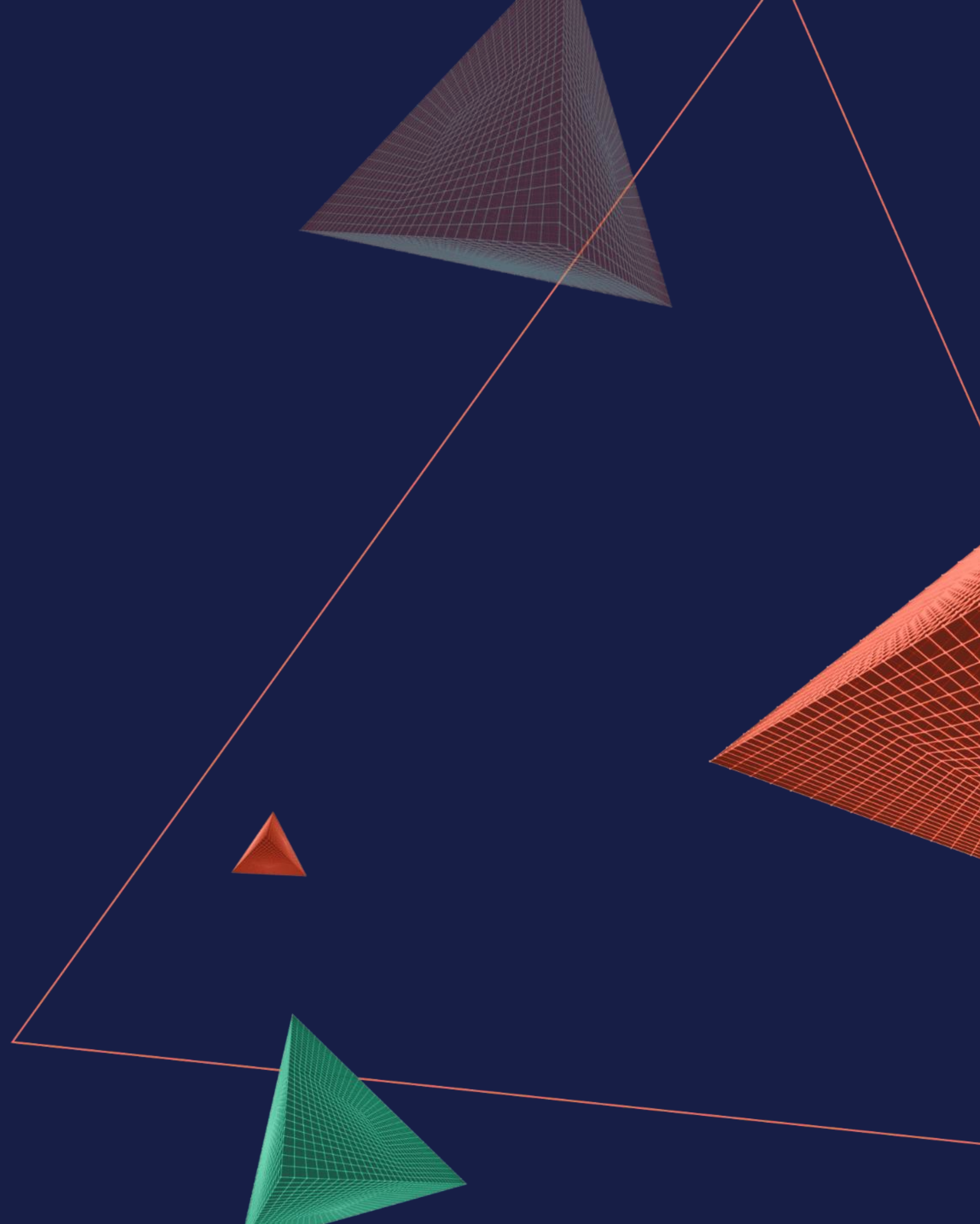


- ▶ Continued move towards digital payments as cash usage declines
- ▶ Vertexon: significant card issuing market opportunity in AU & NZ
- ▶ PaySim: <0.5% share of an estimated multi billion-dollar global market opportunity

1. <https://www.emergenresearch.com/blog/top-10-leading-digital-payment-companies-in-the-world>

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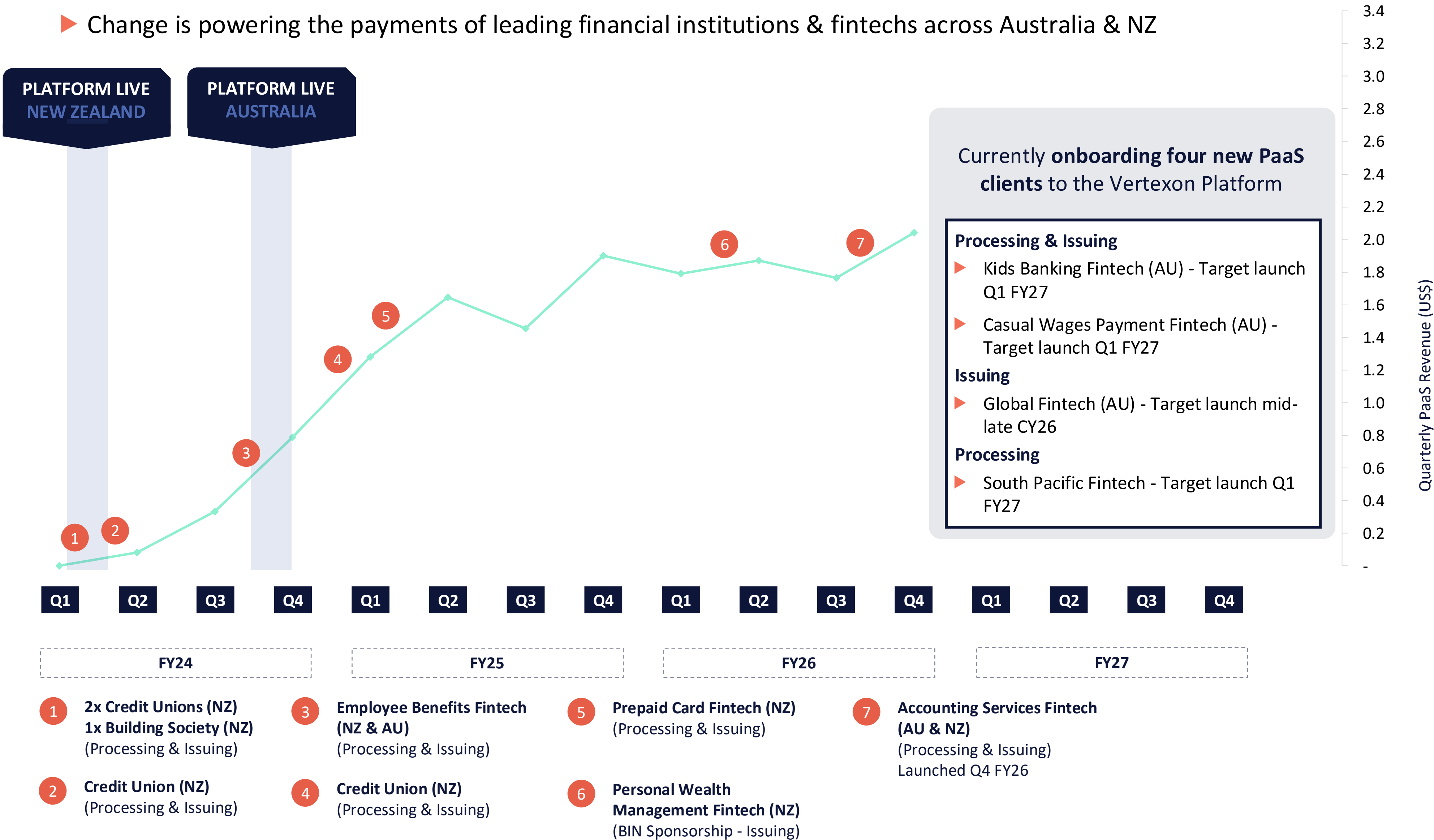
Appendix



Growing client base
which is continuing to
drive PaaS revenue
growth

Accelerating PaaS Growth

▶ Change is powering the payments of leading financial institutions & fintechs across Australia & NZ



Vertexon & PaySim are trusted by leading financial institutions & fintechs globally

Vertexon On-Premises & PaySim Revenue Model

Vertexon On-Premises

- ▶ Client hosts the Vertexon platform in their own environment
- ▶ Current Change clients manage & process more than 45 million credit, debit, & prepaid cards worldwide
- ▶ Revenue model – typically a licence plus ongoing support & maintenance – can include volume tiering arrangements which trigger additional licence fees (plus associated support & maintenance)
- ▶ Card & transaction volumes have limited correlation to resulting revenue

PaySim

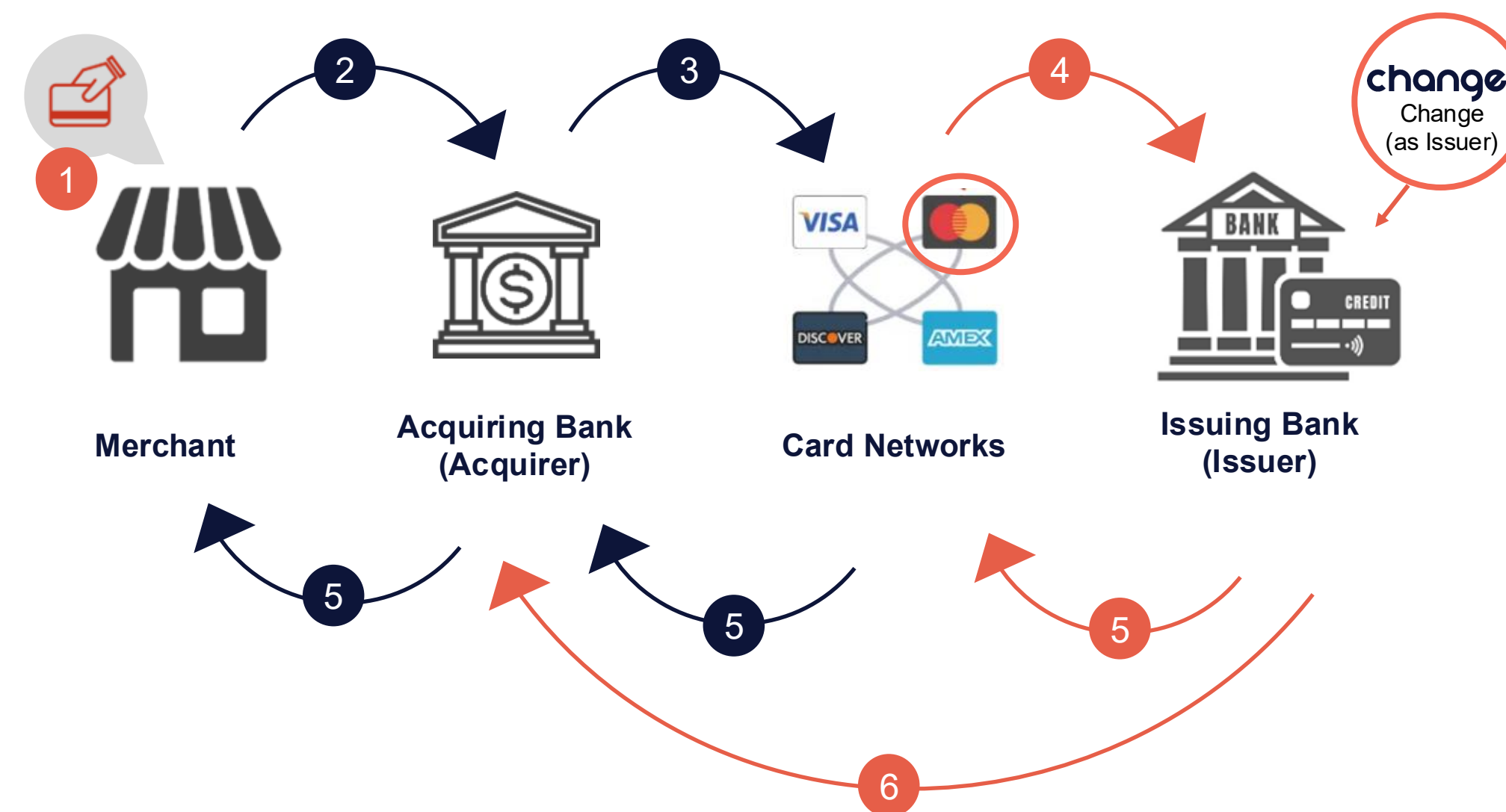
- ▶ Software deployed to client’s environment – can be sold globally
- ▶ Revenue model – licence fee per module plus ongoing support & maintenance to receive scheme mandate updates & support

Vertexon On-Premises & PaySim – Revenue Types				
	Initial Licence	Modules & Licence Tiers	Maintenance	Professional Services
Description	New licence sales to new clients	Licence sales for additional features, functionalities or tiers	c.20% p.a. of licence & module sales	Fees for customisation – new features or functionality
Revenue type	One-off upfront	One-off upfront	Recurring	One-off

Change's role in the payments process depends on the region, client type & services provided

Vertexon in the Payments Process

- **Processing:** An Issuer (Change's client) using the Vertexon Platform (**technology only**) to manage their cards – client is the Issuer & cards can be issued on any card network supported by Vertexon
- **Processing & Issuing (P&I):** A client using the Vertexon Platform (**technology**) to manage their cards with Change as Issuer (**regulatory & licence**) – **Change** is the Issuer & cards are issued on the **Mastercard Network**



- Processing:** Customer pays with card (all card networks supported) & purchases goods/services from merchant
 - P&I:** Customer pays with a **Change** issued **Mastercard** & purchases goods/services from a merchant
- Payment authenticated – the merchant point-of-sale system captures the customer's account information & securely sends it to the acquirer (i.e. merchant's bank)
- Transaction submitted – merchant acquirer asks card network to get authorisation from the issuer (i.e. customer's bank)
- Processing:** Authorisation requested – card network submits transaction to issuer for authorisation
 - P&I:** Authorisation requested – card network submits transaction to **Change** (as Issuer) for authorisation
- Processing:** Authorisation response – using Vertexon Platform issuer authorises the transaction & routes the response back via the card network & acquirer
 - P&I:** Authorisation response - using the Vertexon Platform **Change** (as Issuer) authorises the transaction & routes the response back via the card network & acquirer
- Processing:** Settlement – card network debits the issuer & pays the acquirer who in turn makes payment to the merchant
 - P&I:** Settlement – card network (**Mastercard**) debits the issuer (**Change**) & pays the acquirer who in turn makes payment to the merchant

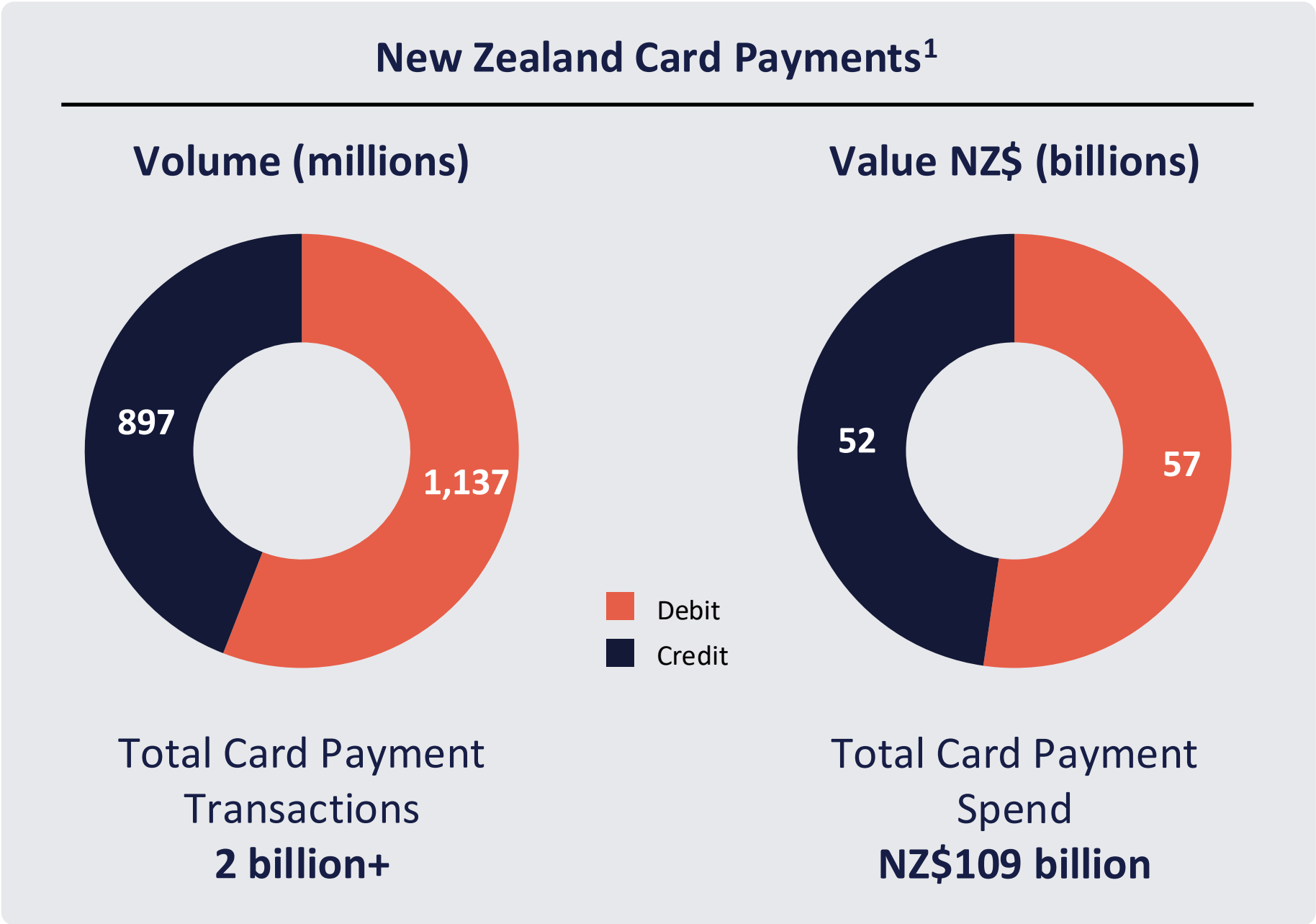
Vertexon offering can be tailored by client to offer services that best suit client & end customer needs

Vertexon Product Offering

	Processing	Processing & Issuing
Overview	• Provide core technology to enable card issuing & management including: ○ Transaction processing ○ Card management ○ Fraud monitoring ○ Digital & virtual cards ○ BNPL functionality • Platform offers innovative processing capabilities to rival the major banks in a capital efficient manager (Change responsible for PCI DSS compliance, hosting etc) • Client responsible for card issuing – client holds the necessary scheme & regulatory licences	• Provide Processing capability + the following key card Issuing capabilities: ○ Card design & production ○ Card issuing ○ AML / CTF ○ Settlement & reconciliation ○ KYC & Onboarding • Change responsible for card issuing – Change holds the necessary scheme (Mastercard) & regulatory licences (i.e. AFSL in Australia, FSP in NZ)
Cards Supported	• Prepaid, Debit & Credit	• Prepaid & Debit
Target Clients	• Banks & financial institutions • Large entities with direct issuing capability • Migration of key existing Vertexon On-Premises clients	• Mid / Small banks & financial institutions incl. credit unions • Fintechs & corporates • BIN sponsorship
Regions	• Global - processing does not require scheme or regulatory licences	• Australia & New Zealand
Supported Schemes		

Market Overview – New Zealand

- ▶ Banking in New Zealand is dominated by the Big 4 banks
 - ▶ 27 registered banks plus several credit unions & building societies
 - ▶ No payment aggregation services providers for smaller players & historically limited innovation outside the Big 4 Banks
 - ▶ Estimated that small financial institutions make up just less than 10% of the market¹
- ▶ In addition to continuing to target the financial institution market segment, there are further opportunities in:
 - ▶ **Prepaid cards** – current clients include employee benefits provider & a prepaid gift card client signed in Q1 FY25
 - ▶ Further opportunities in insurance, gaming, government & healthcare sectors
 - ▶ **Debit card** – current client includes personal wealth management client with >500k members signed in Q2 FY25
 - ▶ Further opportunities include non-bank corporate lenders, embedded finance & other non-financial institutions



change.		
	Annualised Run Rate	Market Share
Transaction Volume	c.19.4m	<1%
Transaction Value	c.NZ\$1.0b	<1%
▶ Change estimated debit market share ² of small financial institutions is approx.15%		

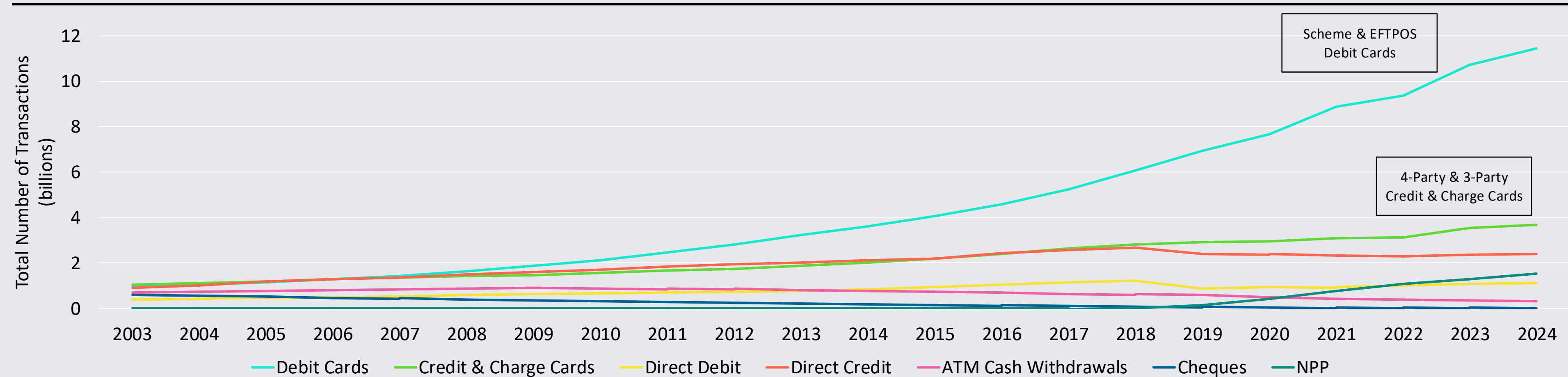
1. Sourced from The Initiatives Group, Market Sizing for Vertexon – Australia & New Zealand Report

2. Excludes ATM transactions processed by Change

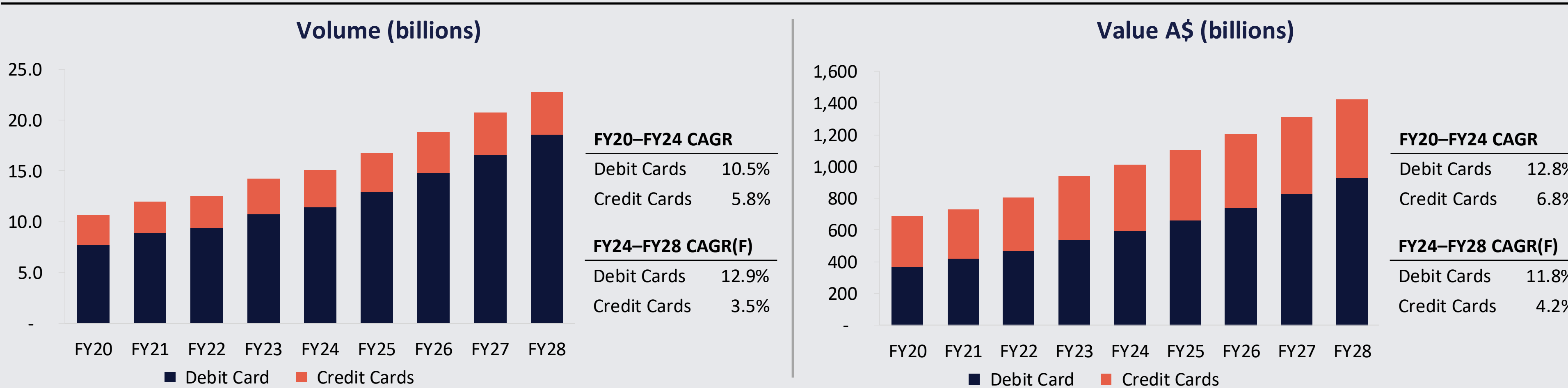
Card based payments
now dominate
transaction volume in
Australia

Market Overview – Australia

Australian Annual Transaction Volume by Type of Retail Payment¹



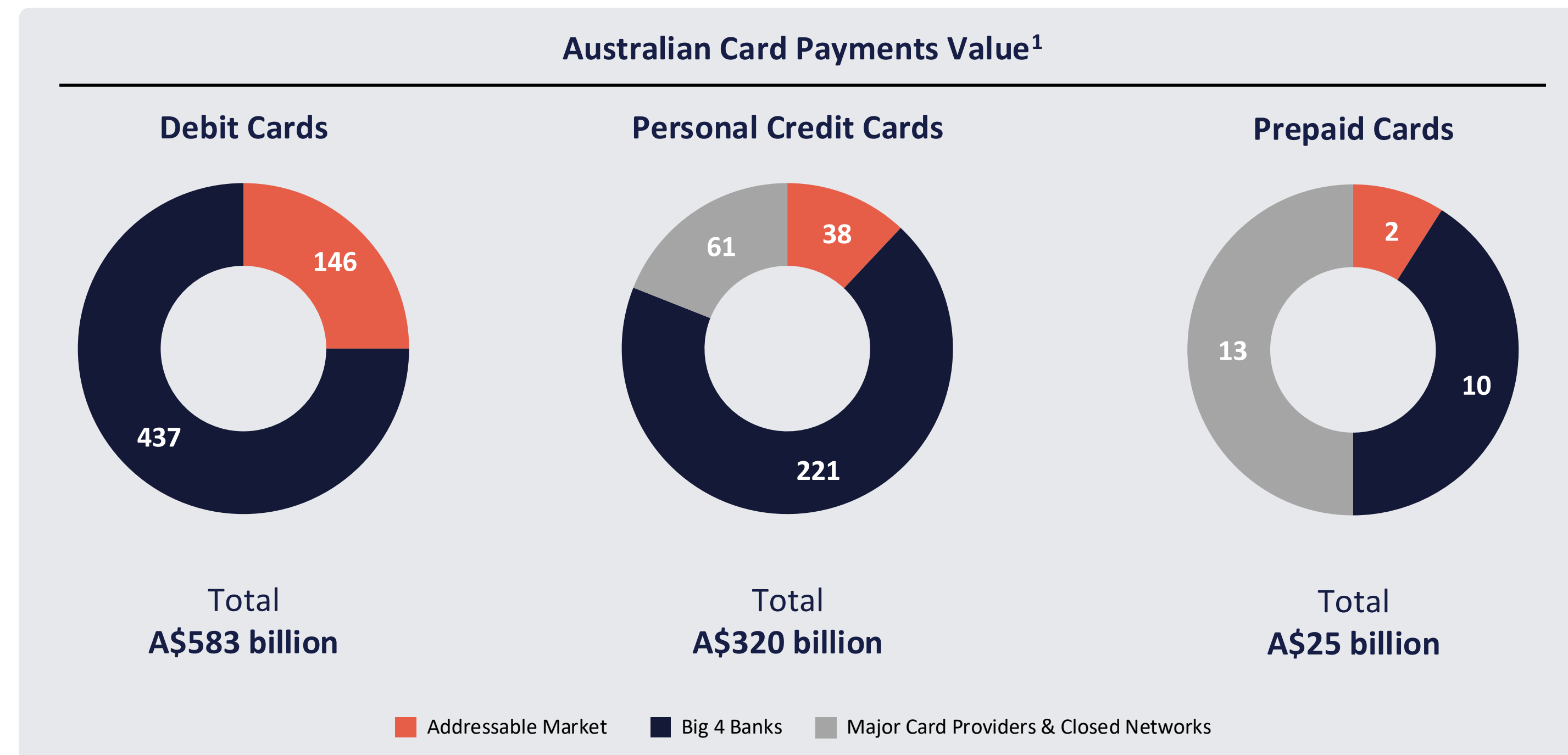
Australian Card Payments¹



1. Sourced from RBA Data & The Initiatives Group, Market Sizing for Vertexon – Australia & New Zealand Report. FY25-FY28 Forecasts

Market Overview – Australia (cont.)

- ▶ Whilst the Big 4 banks have a significant position in the Australian card issuing market, there is a materially larger opportunity than in New Zealand
- ▶ Change is seeking to leverage the recent success in the NZ market to target the sizeable AU market
 - ▶ Small to medium sized financial institutions (e.g. credit unions, small banks & digital banks)
 - ▶ Non-bank lenders seeking to add card functionality, non-financial institutions & embedded finance opportunities
 - ▶ Credit cards (but not underwriting or providing credit)
 - ▶ White label prepaid card brands / issuers



1. Sourced from RBA Data & The Initiatives Group, Market Sizing for Vertexon – Australia & New Zealand Report. FY25-FY28 Forecasts

PaySim – Critical Payments Infrastructure Testing Tool

PaySim enhances speed to market for clients by delivering automated, repeatable & scalable testing capabilities

- ▶ **Simulates the full transaction lifecycle**, enabling banks & fintechs to complete end-to-end testing of their payment platforms, processes & scheme rule compliance
- ▶ Enables financial institutions to **test their payment systems** to meet the reliability & performance expectations of their customers

PaySim is an all-in-one modular payments testing solution that enables:

- ▶ Payment Simulation & Device Emulation
- ▶ Stress Testing
- ▶ Regression Testing
- ▶ Certification
- ▶ Scheme Settlement

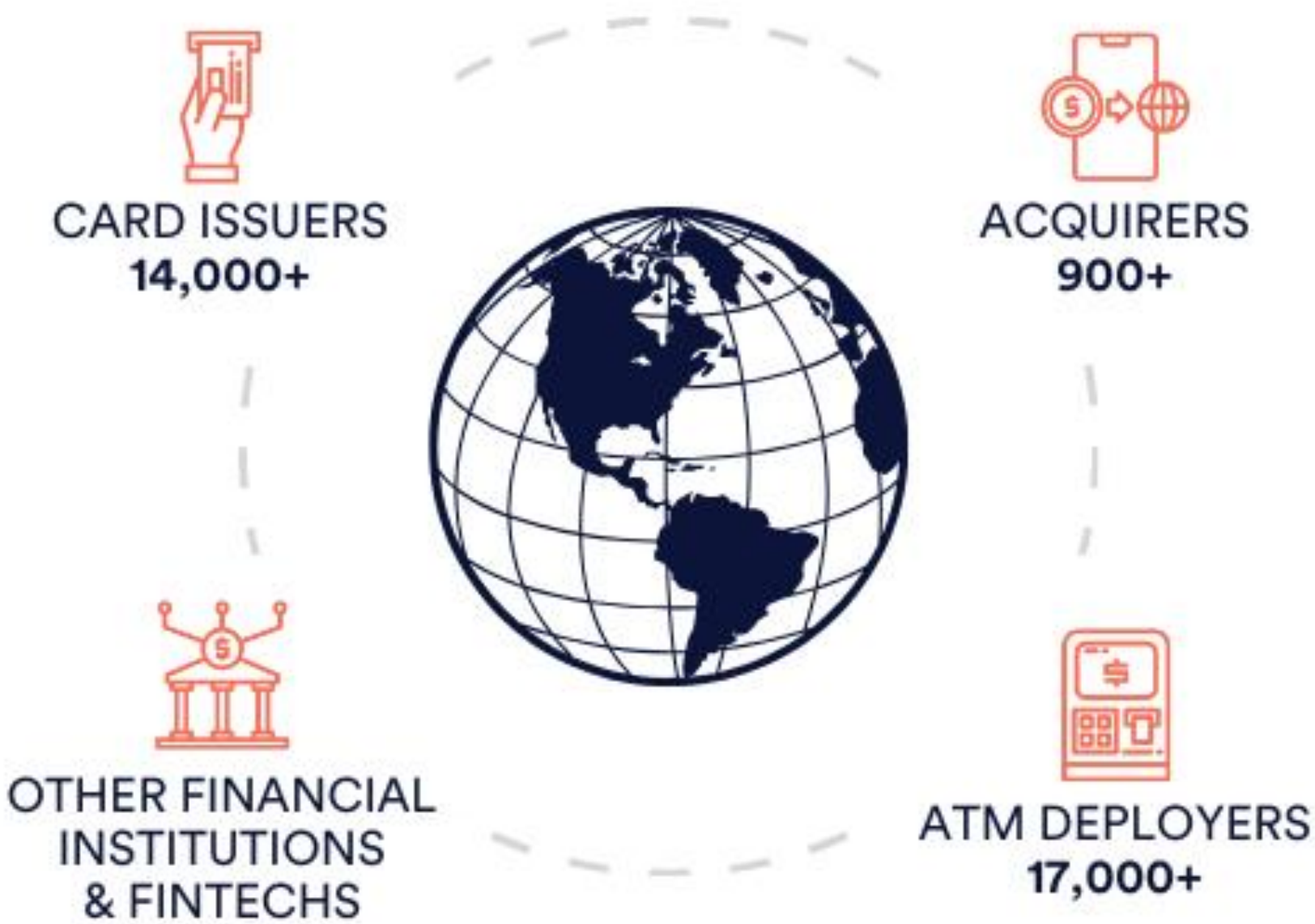


PAYSIM EMULATION



PaySim Market Overview – Global

- ▶ Extremely powerful modular end-to-end payments testing & certification solution embedded into tier 1 banking & payments institutions globally
 - ▶ Core based on global messaging standard ISO 8583 & ISO 20022
 - ▶ Default standard & benchmark for EFTPOS testing in Australia
- ▶ Global payment testing market is estimated to be extensive¹
 - ▶ More than 32,000 potential clients (inc. card issuers, acquirers, ATM deployers, financial institutions & fintechs)
 - ▶ New license sales are typically in the low six-figure range
 - ▶ Multi billion-dollar global market opportunity
- ▶ Key focus & opportunities for growth:
 - ▶ **Partner / reseller network** – leverage existing partner network to drive sales & secure new partners / resellers
 - ▶ **Direct sales** – outbound direct client sales supported by marketing activities
 - ▶ **Cross sell / upsell** – upgrade existing clients to adopt more modules & deepen integration into clients’ systems
 - ▶ **Product development** – new products & features to meet additional payments testing requirements



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Number of PaySim Clients	Market Share
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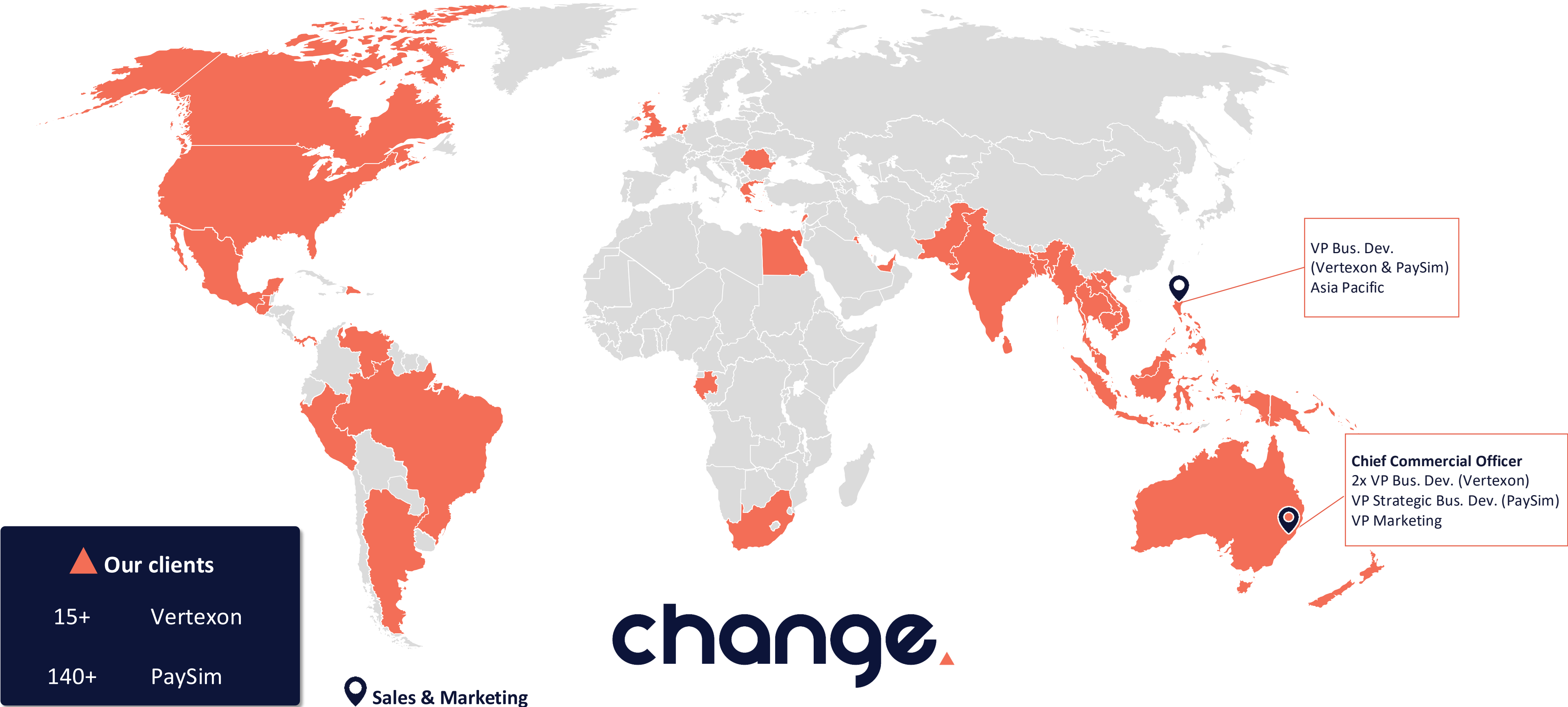
140+	<0.5%
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- ▶ PaySim is a powerful payments testing tool, ensuring seamless transactions before they go live, can be sold globally & supported from Change's existing office locations

1. Sourced from The Initiatives Group, PaySim Market Review Report

Building the Commercial Team to Drive Growth

- ▶ Change continues to strengthen and evolve its sales team to be focused on outbound sales ‘hunting’ for Vertexon (Australia) & PaySim (Global) given the significant market opportunity



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