

SQID Technologies Limited (CSE:SQID)

January 2020

SQID

A decorative graphic at the bottom of the slide consists of several overlapping, curved lines. On the left, a grey line curves downwards. On the right, a blue line curves upwards, meeting the grey line in the center. The lines have a slight 3D effect with a lighter shade on the top edge.

CAUTION REGARDING FORWARD-LOOKING STATEMENTS:


Certain statements in this document are forward-looking statements or information (collectively “forward-looking statements”). The Company is providing cautionary statements identifying important factors that could cause the Company’s actual results to differ materially from those projected in these forward-looking statements. Any statements that express, or involve discussions as to, expectations, beliefs, plans, objectives, assumptions or future events or performance (often, but not always, through the use of words or phrases such as “may”, “anticipates”, “is expected to”, “estimates”, “intends”, “plans”, “projection”, “could”, “vision”, “goals”, “objective” and “outlook”) are not historical facts and may be forward-looking and may involve estimates, assumptions and uncertainties which could cause actual results or outcomes to differ materially from those expressed in the forward-looking statements. In making these forward-looking statements, the Company has assumed that the current market will continue and grow and that the risks listed below will not adversely impact the Company. These forward-looking statements include, among other things, statements relating to the ability of the Company to generate revenue; use of funds, intentions to further develop, market and promote its operations by expansion of its merchant base and industries served in Australia; strategy for customer retention, growth, service development, market position and financial results, the success of marketing and sales efforts of the Company, the Company’s efforts to continuously update its software to meet business requirements, future sales plans and strategies, the economy and other future conditions, the timeline to further develop and market future enhancements; unanticipated cash needs and the possible need for additional financing and the adoption of governance policies, committees and practices.

By their nature, forward-looking statements involve numerous assumptions, inherent risks and uncertainties, both general and specific, which contribute to the possibility that the predicted outcomes may not occur or may be delayed. The risks, uncertainties and other factors, many of which are beyond our control, that could influence actual results include, but are not limited to: a downturn in general economic conditions; the ability of the Company to continue to generate revenue adequate to fund its business plans and operations; the ability of the Company to expand its operations in Australia; competitive conditions in the industry which could prevent the Company from continuing to be profitable; competition from other payment process providers who are well established with the financial capacity to overwhelm the ability of the Company to operate in Australia, security risks, increasing costs of being a publicly traded company, the possibility that our services may become further regulated; the effectiveness and efficiency of advertising and promotional expenditures to generate market interest in the Company’s products and services; the inability to list on a public market; volatility of the Company’s share price following listing; liquidity the inability to secure additional financing; the Company’s intention not to pay dividends in the near future; claims, lawsuits and other legal proceedings and challenges; conflict of interest with directors and management; and other factors beyond the Company’s control.

Further, any forward-looking statement speaks only as of the date on which such statement is made, and, except as required by applicable law, the Company undertakes no obligation to update any forward-looking statement to reflect events or circumstances after the date on which such statement is made or to reflect the occurrence of unanticipated events. New factors emerge from time to time, and it is not possible for management to predict all such factors and to assess in advance the impact of each such factor on the Company’s business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statement.

About SQID Technologies

SQID Technologies operates a customizable payment processing platform

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- ✓ Successful Referral Model with 72% growth in annual revenue and 85% in annual profitability
 - ✓ Trusted payment processor for over 24 industries
 - ✓ \$163 Million transactions in FY2019 with 794,000 customer transactions
 - ✓ Patented two-factor authentication in multiple countries
 - ✓ High revenue/low cost business model with scalability
 - ✓ Data driven payment methodologies to maximize conversion and revenue optimization
 - ✓ The Company receives a merchant fee (0.9% and 4.5% of the transaction value plus a fixed fee of 15 to 30 cents per transaction).

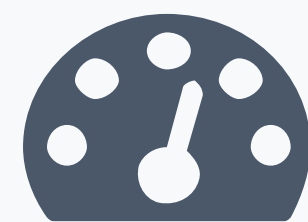
SQID Business Model

SQID is a leading payment provider for 'card-not-present' transactions. It operates a highly automated, low cost and scalable business model.



0.9 to 4.5%
transaction fee

SQID does not compete on price. It provides a customized payment solution to merchant



High Margin

SQID receives a higher revenue margin compared to its peers



Big Data

SQID leverages payment data analytics to deliver greater value to its clients



Scalable Sales
Model

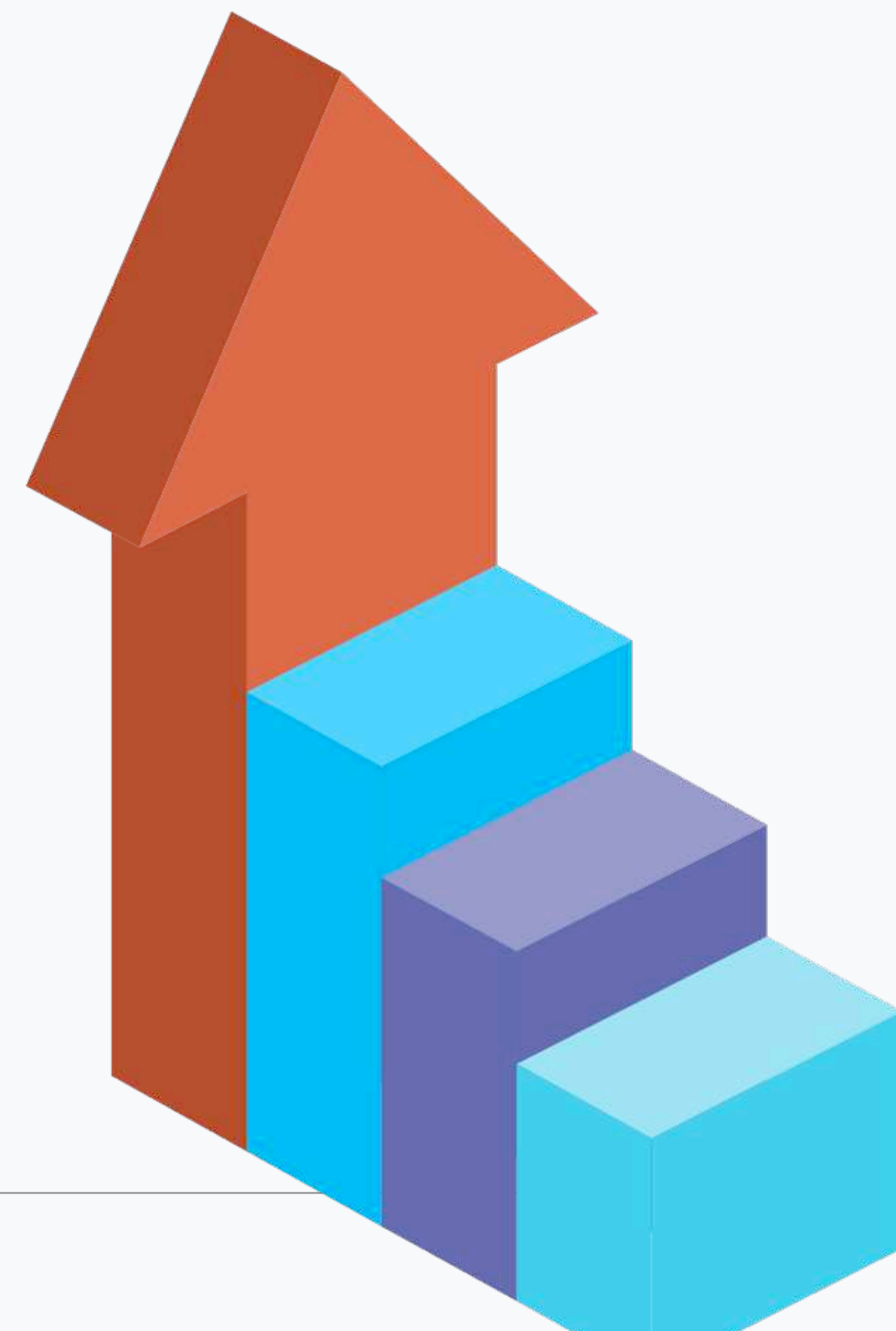
SQID acquires customers that provide referrals to new downstream merchants

Split Payment Settlement

Split Settlements enables a single transaction to be simultaneously settled to both the referring merchant and the referred merchant's bank.

Split Settlements allows for say a franchisor (referring merchant) to receive settlements in parallel to the franchisee (referred merchants) allowing for commission structures and transaction based rewards to be settled at the same time the underlying transaction is settled.

Split Settlements not only benefits the merchants but also provide a sales channel for SQID to acquire more merchant customers.

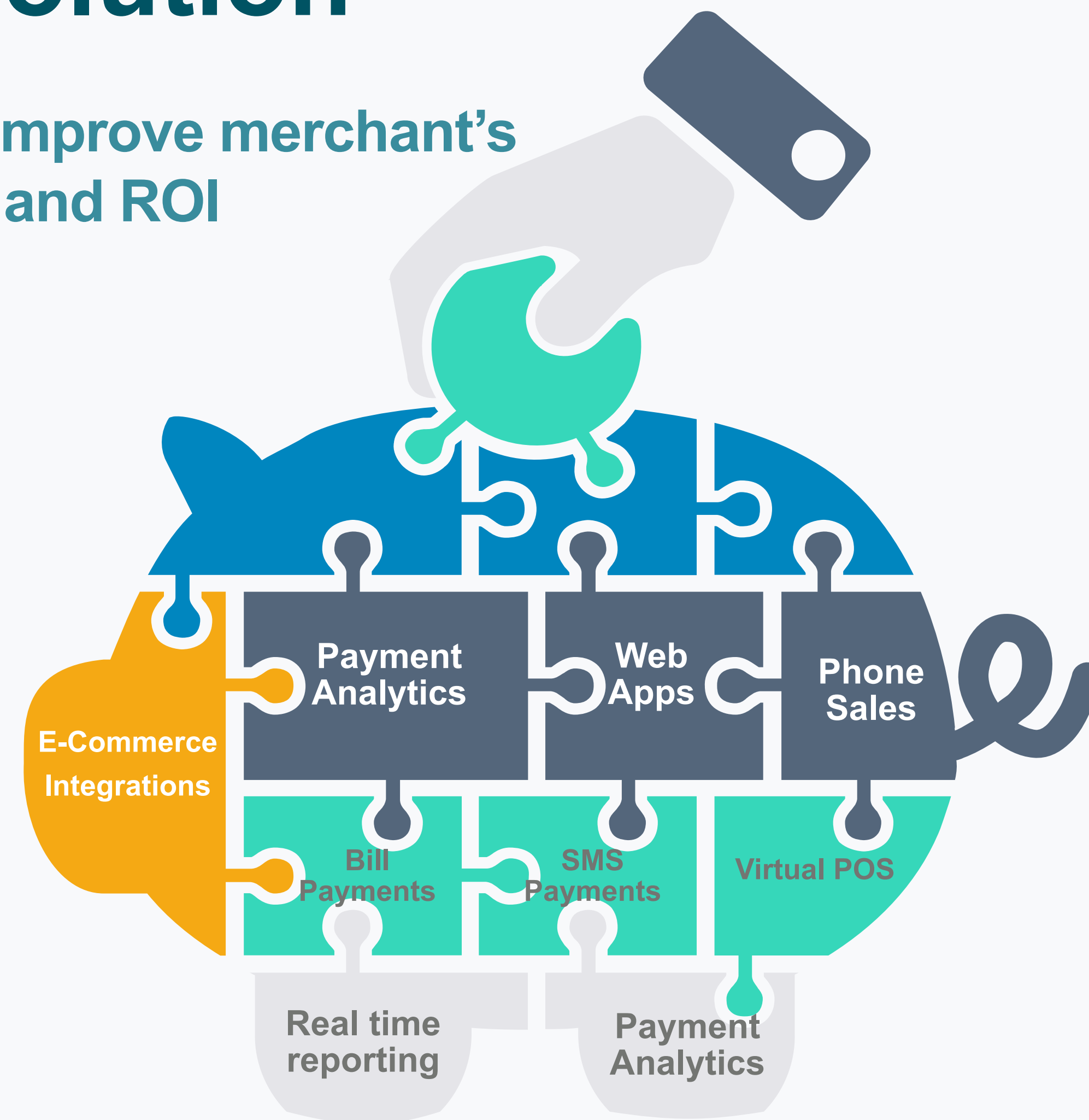


SQID Payment Solution

SQID is able to use payment data to improve merchant's operating cost, efficiency and ROI

SQID provides a powerful API and integration tools, including wordpress integration, to help merchants customize their payment solutions to fit their business needs.

SQID deploys industry standard fraud management tools.



Dynamic Onboarding

SQID has developed a workflow solution to onboard new merchants quickly and cost effectively



“Dynamic Onboarding” provides new merchants with an easy sign-up, banking integration, pre population of customer information, risk mitigation, onboarding APIs and customization options and immediate set up to begin transactions.

Key FY19 financial and operational highlights

Note: SQID has changed its financial reporting year from 30 June to 31 December for 2020

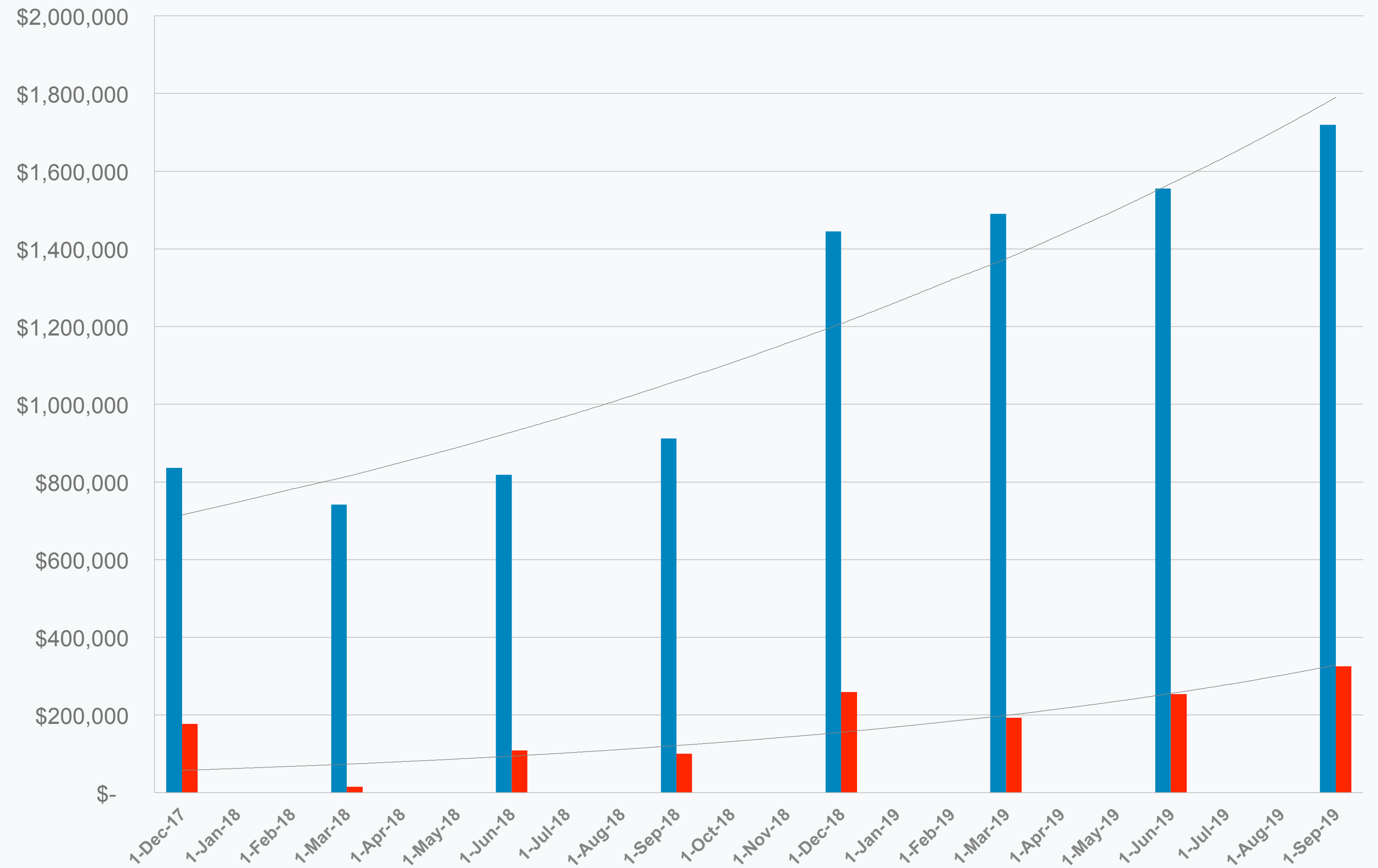
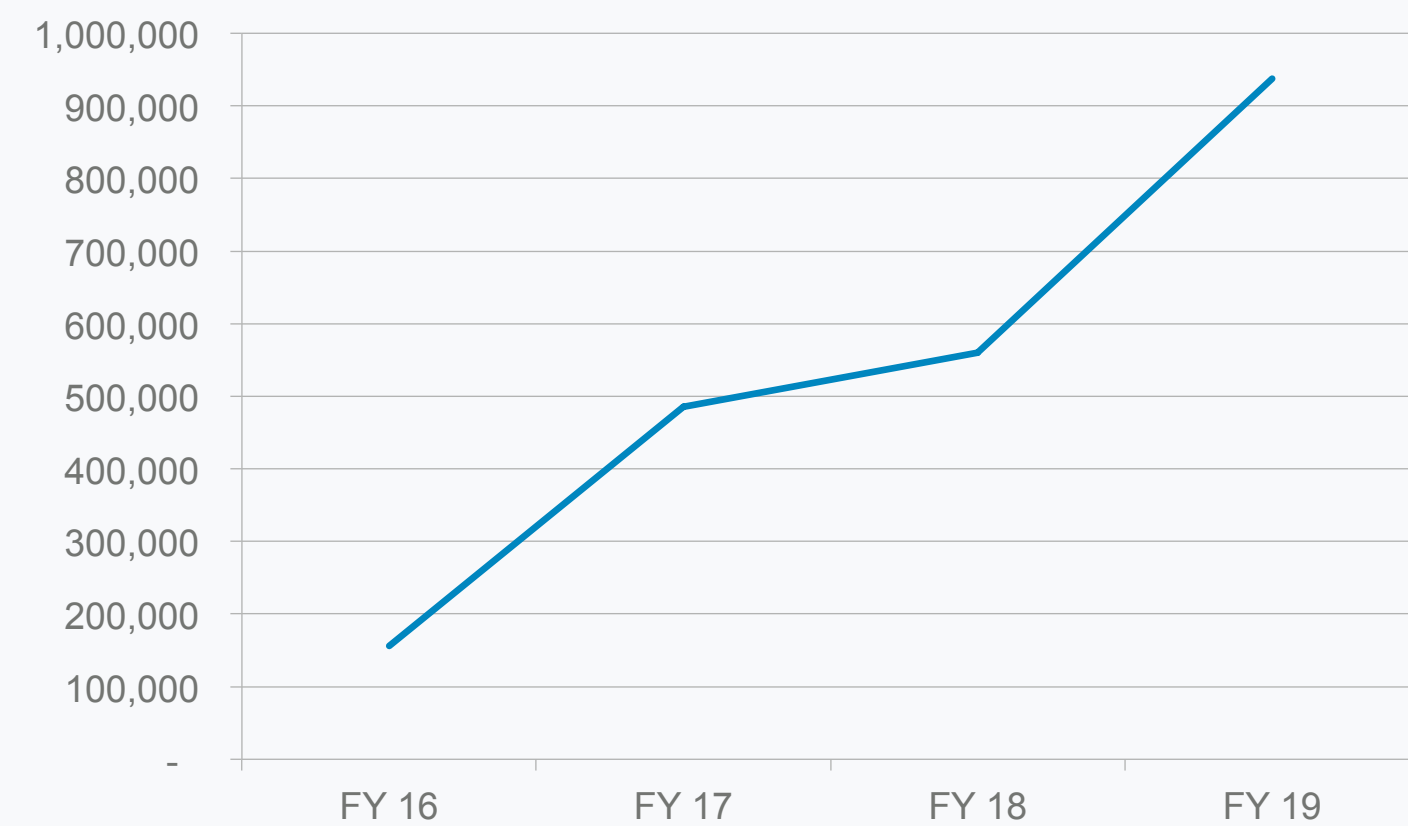
Financial Performance	FY2019	FY2018	Growth
Total Transaction Value (TTV)	\$163M	\$106M	54%
Total revenues	\$5.4M	\$3.1M	72%
Profit Before Tax	\$1.14M	\$0.62M	85%
Earnings per share	\$0.049	\$0.033	48%
Shares on Issue ¹	16,475,298	13,775,298	

Quarter Performance	September 2019	September 2018	Growth
Total Transaction Value (TTV)	\$48M	\$32M	50%
Total revenues	\$1.7M	\$0.9M	87%
Profit Before Tax ²	\$325,000	\$100,689	223%
Earnings per share	\$0.04	\$0.01	300%
Shares on Issue	8,237,676	6,887,676	

Quarterly Performance

- 8 consecutive quarters of profitability.
- Total annual transactions growing exponentially for the past 4 years.

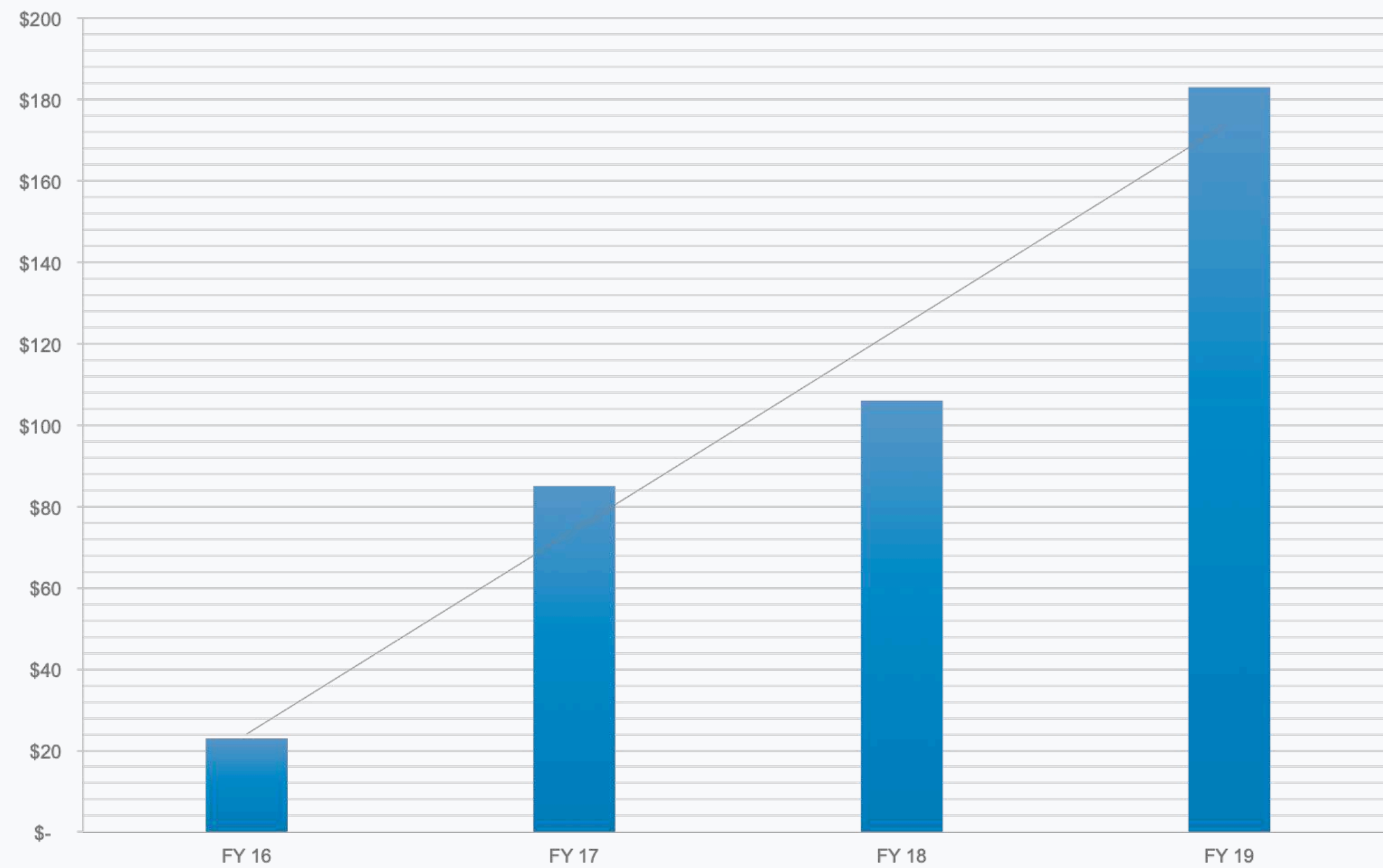
Total Transactions



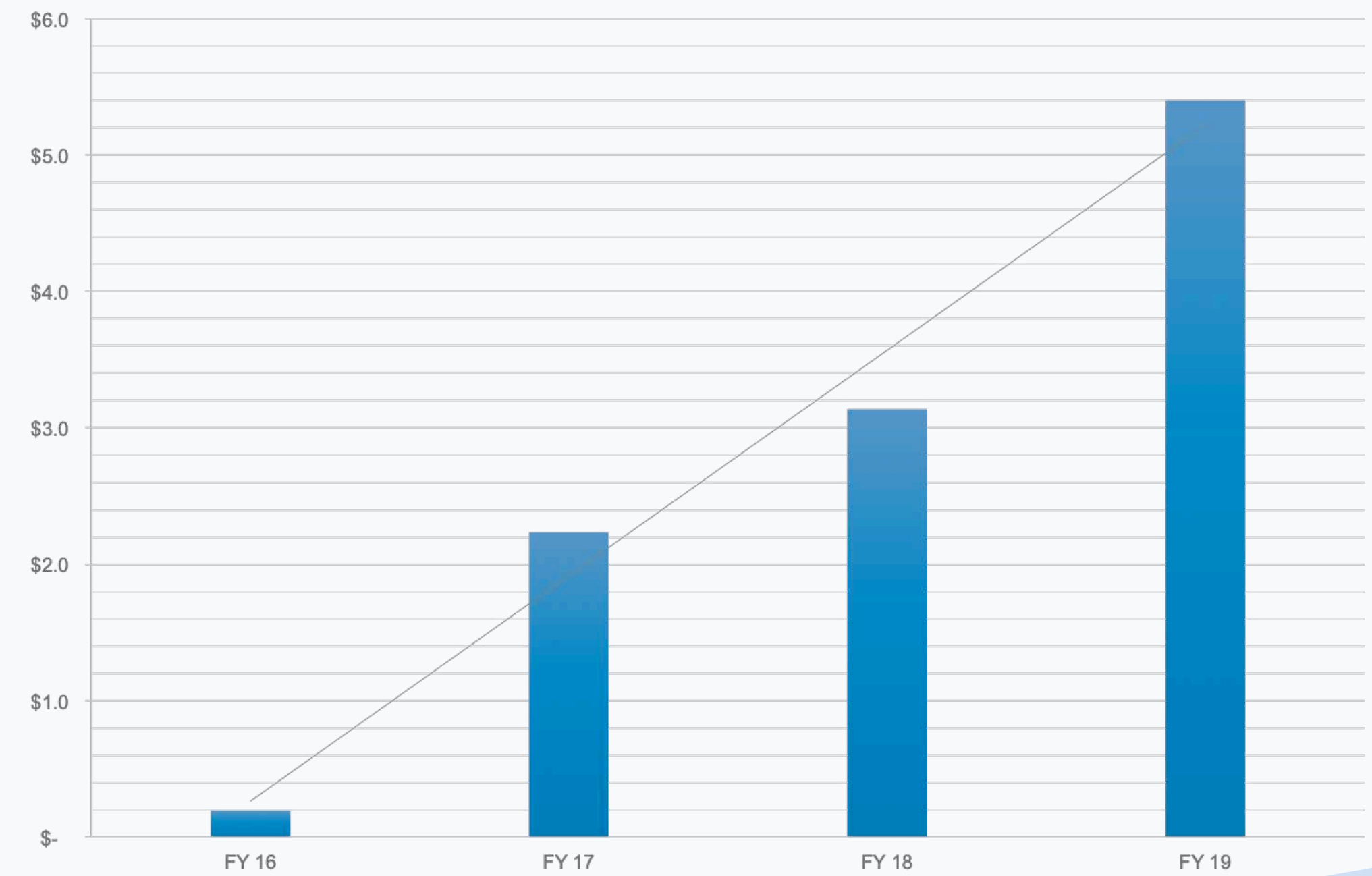
	31-Dec-17	31-Mar-18	30-Jun-18	30-Sep-18	31-Dec-18	31-Mar-19	30-Jun-19	30-Sep-19
Revenue	\$835,828	\$741,928	\$818,606	\$912,053	\$1,445,588	\$1,489,846	\$1,556,038	\$1,719,261
Profit	\$176,986	\$15,493	\$108,937	\$100,689	\$259,366	\$193,334	\$254,004	\$325,333 ¹

TTV and Revenue Growth

Total Transaction Volume (Million)



Revenue (Million)



Growth Strategy

Engaging with merchants that have regional offices, clients and partners that also require a payment solution.

SQID is expanding its direct sales model to provide more than one transaction point to deliver split settlements, and incentivizes referring merchants with a referral fee.

To facilitate this strategy, SQID is working to value add to its 'relationship payment' business model through strategic partnerships with key referrers such as:

- ✓ E-commerce web developers
- ✓ Franchisors, and
- ✓ SaaS (Software as a Service) developers



Board & Directors

Peter Hall (CEO)

Mr. Hall was granted a Bachelor of Science with Honours by the Australian National University and a Masters of Business Administration by the University of Queensland. He has 35 years as a company director, entrepreneur and professional advisor to businesses in a broad range of industries including technology, payments and manufacturing.

Andrew Sterling (Non-Executive Director)

Mr. Sterling has 39 years of banking and finance experience during senior positions in ANZ and Citibank. He has been the general manager - Property Finance of the QPF Finance Group (“QPF”) since October 12, 2012. QPF is one of the largest finance broking organisations in Australia. It provides finance and insurance broking services for equipment, business and commercial and residential real estate.

John O’Connor (Non-Executive Director)

John is a Fellow of the Australian Society of Certified Practising Accountants and a member of the Australian Institute of Company directors. He has broad commercial and finance experience across multiple industries and managed operations in the U.S., Sweden, France, United Kingdom, Italy, South Africa, Singapore and the Middle East.

Michael Clarke (Non-Executive Director)

Michael is an experienced public company director and has worked across various industries including manufacturing, mining and resources, government and education.

Lee Horobin (CFO & Corporate Secretary)

Mr. Horobin is a Certified Practising Accountant (“CPA”). He was granted Certified Practising Accountant Status in July 1999 by CPA Australia, which is a professional accounting body in Australia founded in 1886 with over 150,000 members. CPA Australia has 19 staffed offices across Australia, China, Hong Kong, Malaysia, Singapore, Indonesia, Vietnam, New Zealand and the United Kingdom.

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