



HomeSend Teach In

March 2017

Presenting



STEPHEN DOYLE
CEO
HomeSend

- ▶ 20+ years experience within financial and payments industries
- ▶ Since joining Mastercard in 2008, has held various product and finance senior leadership roles
- ▶ Prior to joining Mastercard Stephen held the position of Chief Financial Officer at payments technology company Orbiscom

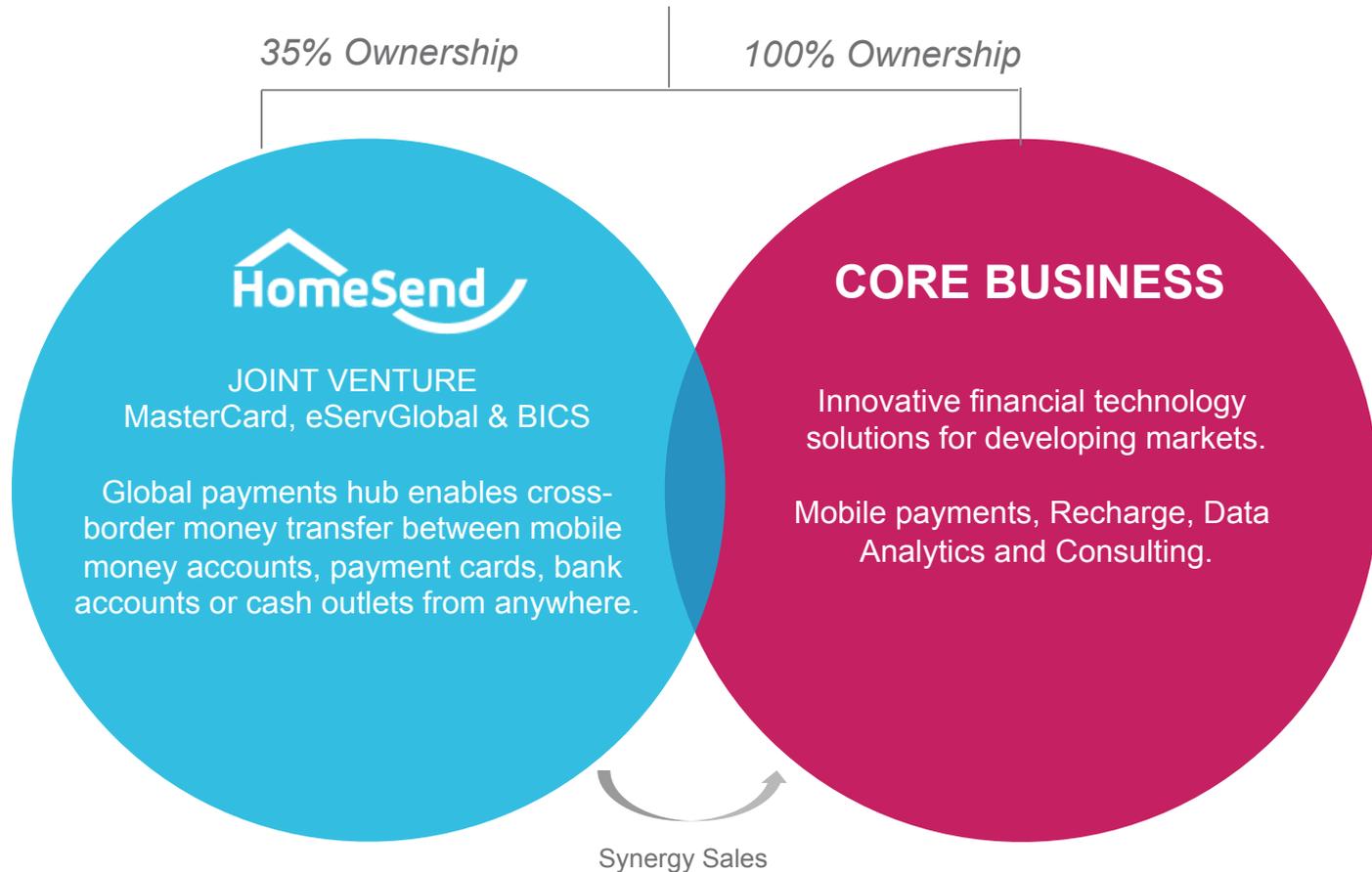


JOHN CONOLEY
Executive Chairman
eServGlobal

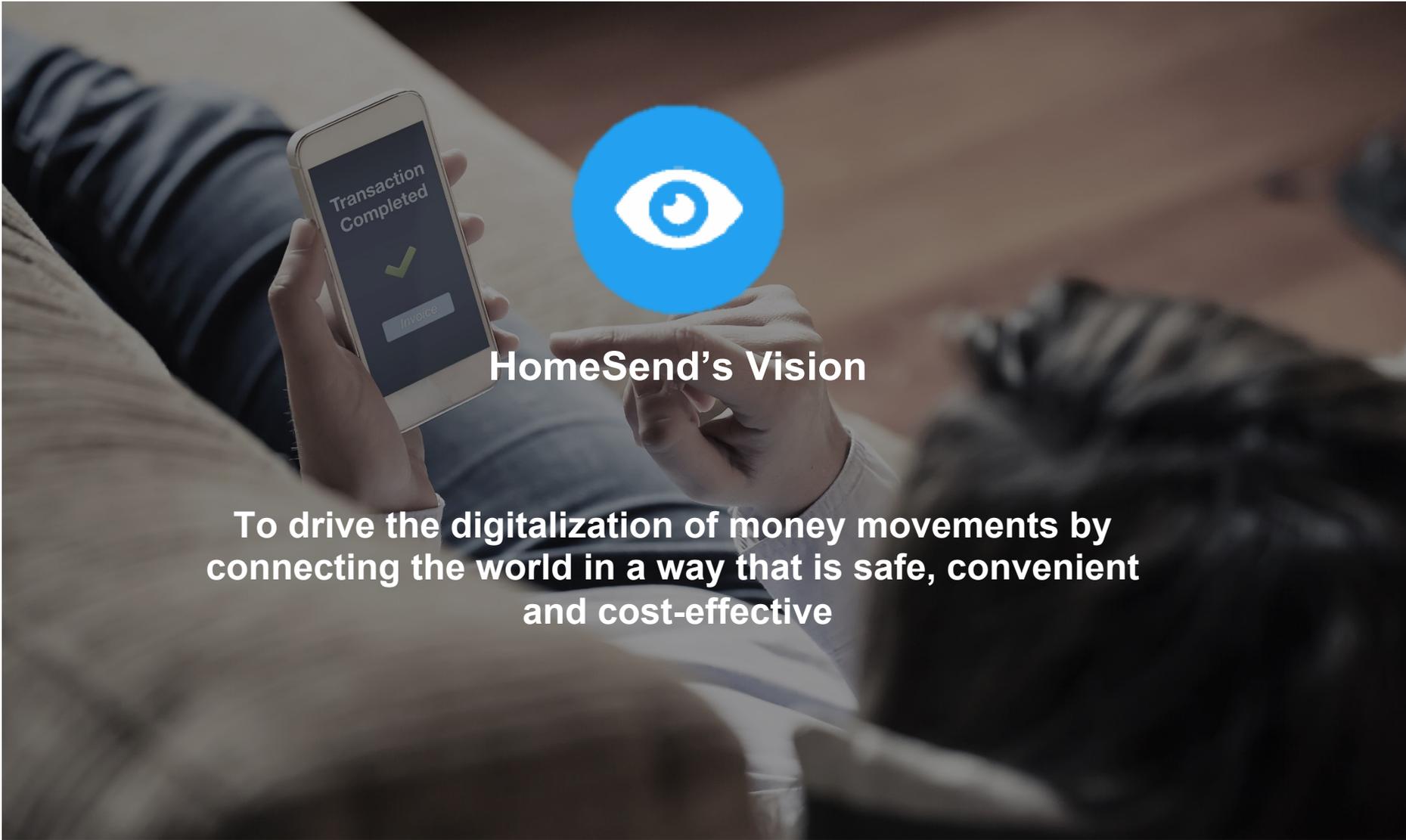
- ▶ 30+ years experience across a variety of industries
- ▶ General management and director-level roles in small and medium-sized private and public companies, including positions at IBM, Psion and Eon



Dual-listing on Australian Securities Exchange and AIM (London Stock Exchange)



*eServGlobal has two seats on the HomeSend Board:
John Conoley, Executive Chairman
James Hume, COO*



HomeSend's Vision

To drive the digitalization of money movements by connecting the world in a way that is safe, convenient and cost-effective

HomeSend Strategic evolution

Up to 2016

A fast-growing 'start-up'

- Targeting Money Transfer Operators (“MTOs”) to take a commission from a market of over US\$600 billion
- Huge structural progress – Payment Institution license, data centre upgrades & interconnectivity, Security (PCI), integration with Mastercard Send
- Connectivity to over 1BN bank accounts, mobile wallets, etc.

2017

Accelerating into a maturing business

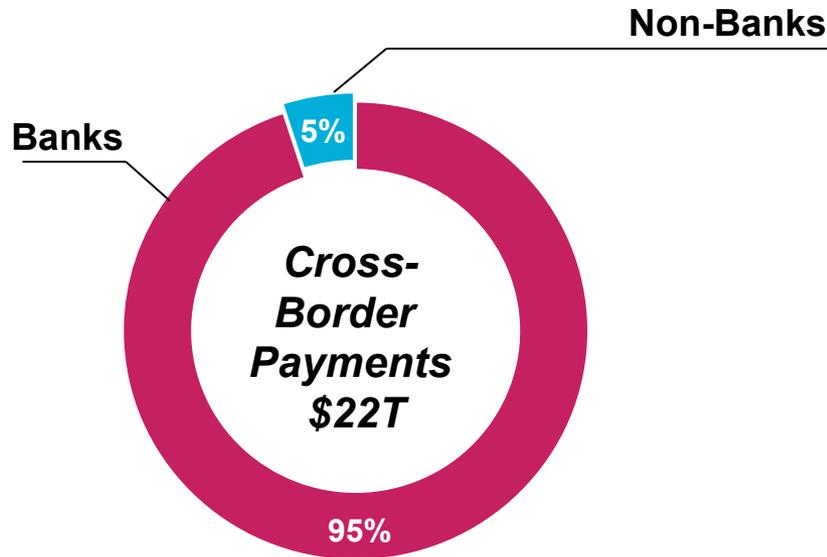
- Expanded target market to include bank customers, now in a market of c.US\$22 trillion**
- Helping disbursers pay small business and consumers on a global basis
- Now integrated with Mastercard Send for cross border

* Source: <http://www.worldbank.org/en/research/brief/migration-and-remittances>

**Source: BCG Global Payments Model (2014), quoted in SIBOS 2014 session

Cross-border payments is a **\$22 trillion** market*.

But, payment services have not kept pace with economic and technologic shifts...



“ Maintaining their current **95+% share** in this sector will be especially challenging for banks ”

— McKinsey & Co., 2015

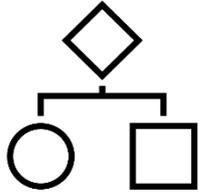
*Source: BCG Global Payments Model (2014), quoted in SIBOS 2014 session



...providing an opportunity for disruption.



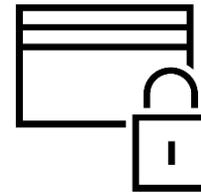
Challenges with cross-border payments today



Lack of speed
and
transparency



High &
unpredictable
costs



Compliance
burden/risk



Small ticket &
'exotic' corridor
challenges

HomeSend has expanded its relationship with Mastercard to launch **Mastercard Send for cross border** in response to these challenges

Our focus is on three distinct pillars



Banks

- Wire transfers today are slow, expensive, lack transparency...
- MC Send is designed to help banks to modernise their cross border services through a single connection
- Our solution seeks to work with banks, not displace them



Disbursements

- Sharing economies require mass payments globally
- Global outsourcing needs global payments, e.g. *freelancers*
- Mastercard Send can support reaching the consumers and businesses that need to be paid - anywhere on the planet!

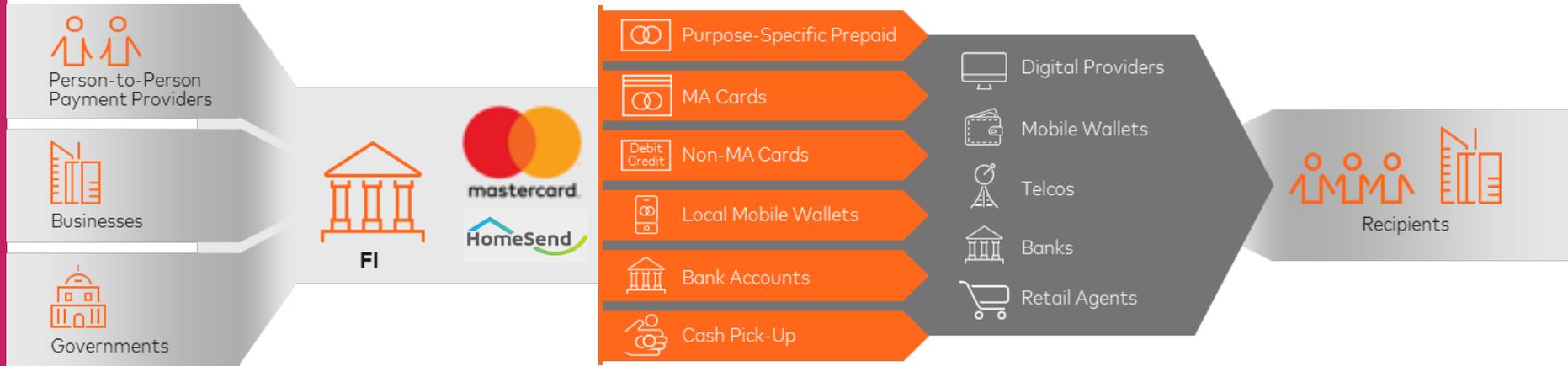


Remittances

- Migrants will send over US \$600 billion home this year
- HomeSend supports:
 - Banks to move their remittance services onto mobile and / or expand their reach
 - Integrate Remittances directly into Payroll Programs

Mastercard Send for cross border leverages HomeSend's platform to expand global reach and capabilities

A robust, innovative and cost effective solution that adds value to a Bank's cross-border services.



Single Connection, Predictable Delivery and Transparent Pricing

Faster

- Coverage in **80 countries**
- Faster settlement
- Quicker availability of funds
- Predictable timing

Better

- Amount expected is the amount received
- Consistency enforced by network rules
- Secure and authenticated
- Payments expertise
- Sending bank controls the pricing and the branding

Cheaper

- Less expensive for payer
- Competitive FX
- No bene deduct
- Operational efficiencies

HomeSend Receive Footprint

HomeSend can currently
provide reach for cross border
payments in

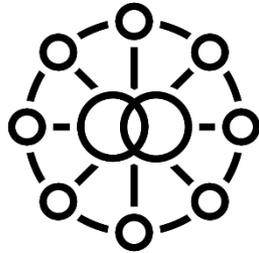
80 countries

and counting....



We're in an excellent position to win in this space

HomeSend's reach and capabilities, coupled with Mastercard network and relationships, is well placed to modernise cross-border payments



Extensive Mastercard Network

- Trusted partner of 26,000+ global financial institutions across the
- Robust, secure, and scalable network



HomeSend's Reach

- Access to end points in over 80 countries
- Mobile wallets, bank accounts cash pick up, etc

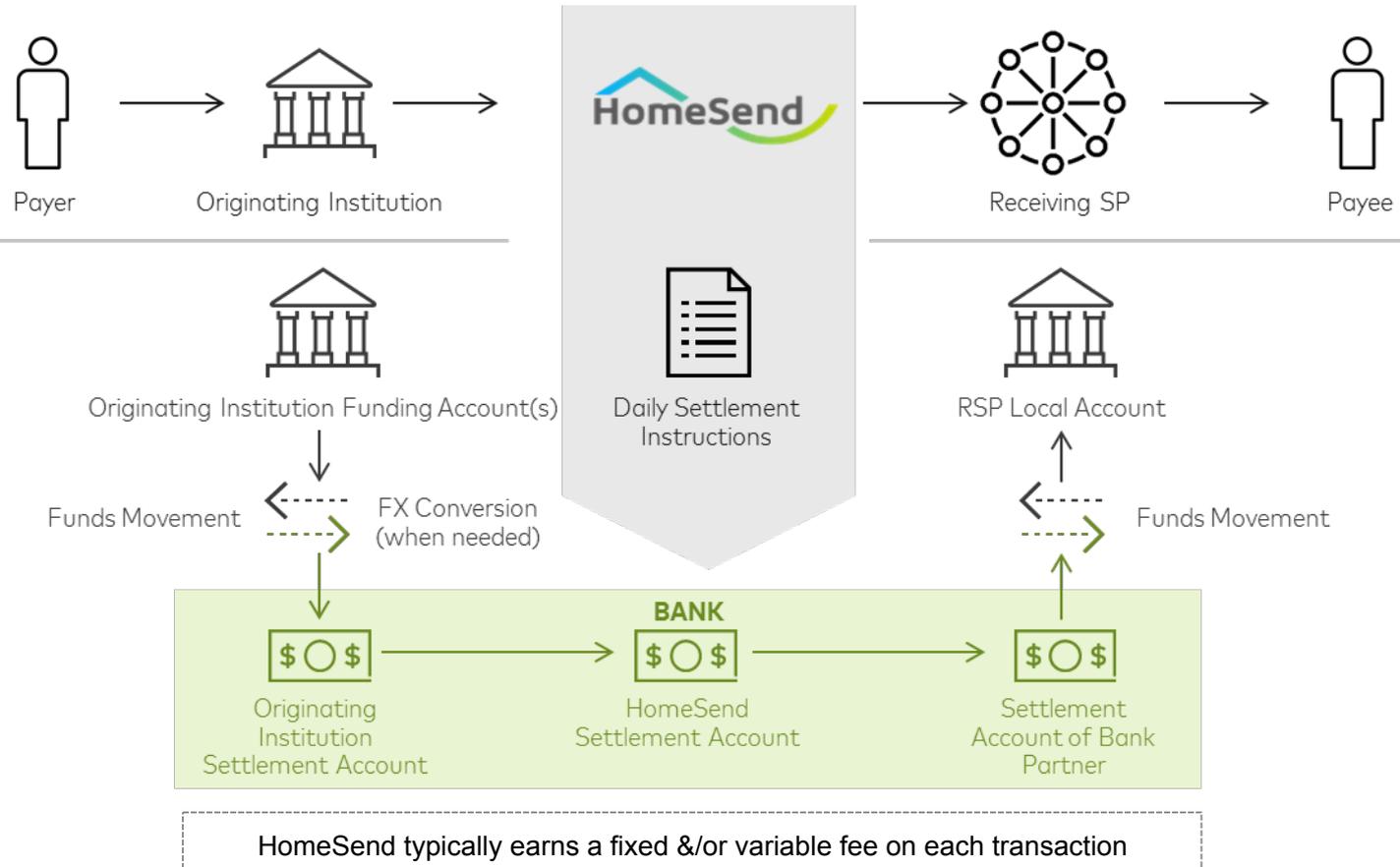


Already winning business

- Early engagement has confirmed banks are actively looking to modernise their cross border offerings and interest in HomeSend as an option has been validated
- We're already in discussion with key players and winning business

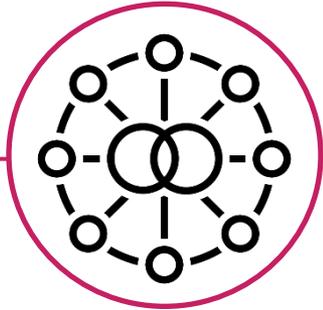
Process & Funds Flows

Transaction and Settlement Overview



Recap

The Expansion Plan: 2017 Onwards



Accelerating Mastercard engagement to reach Mastercard's own customer base.



HomeSend will **continue supporting Money Transfer Operators** to offer digital and cash based destinations in over 80 countries and are expanding MTO participation and the destinations we can offer them



Targeting two lucrative new segments

1. Helping banks to modernise their cross-border services
2. Supporting our customer's target opportunities in cross-border disbursements (e.g. sharing economy, global outsourcing)

Thank you