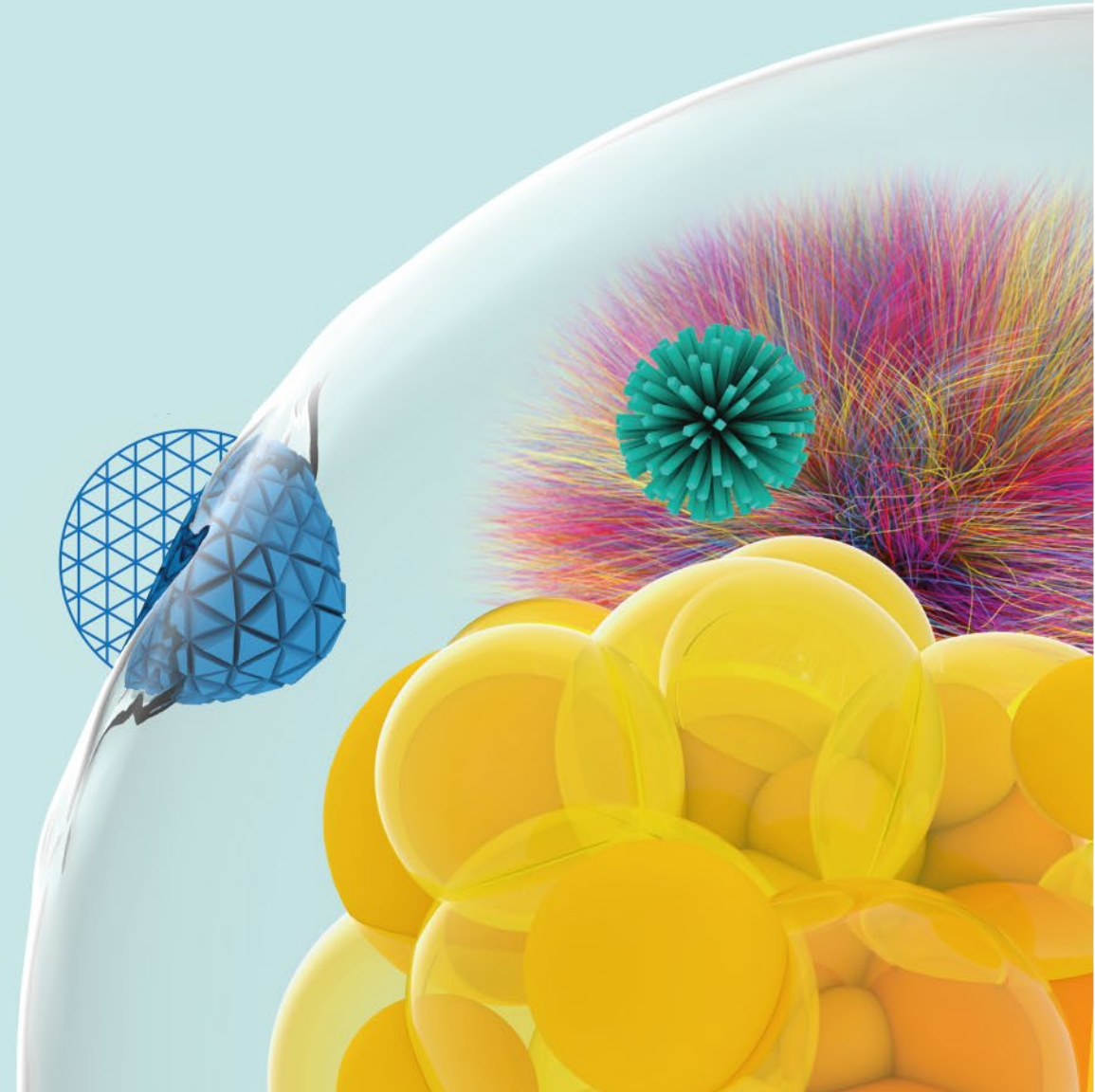


FY 2020 Results

Paul Larbey, CEO
Matt Garner, CFO



2020 Highlights



Revenue grew 70% to £12.2M, with End User Spend (EUS) of £1.9B



EBITDA grew 16x to £4.6M. Cash increased by £3.1M



Achieved Carbon neutrality with ongoing commitment



New payment and platform deals provide foundation for 2021 growth



10x growth in app developers and 20x growth in use of Bango Audiences

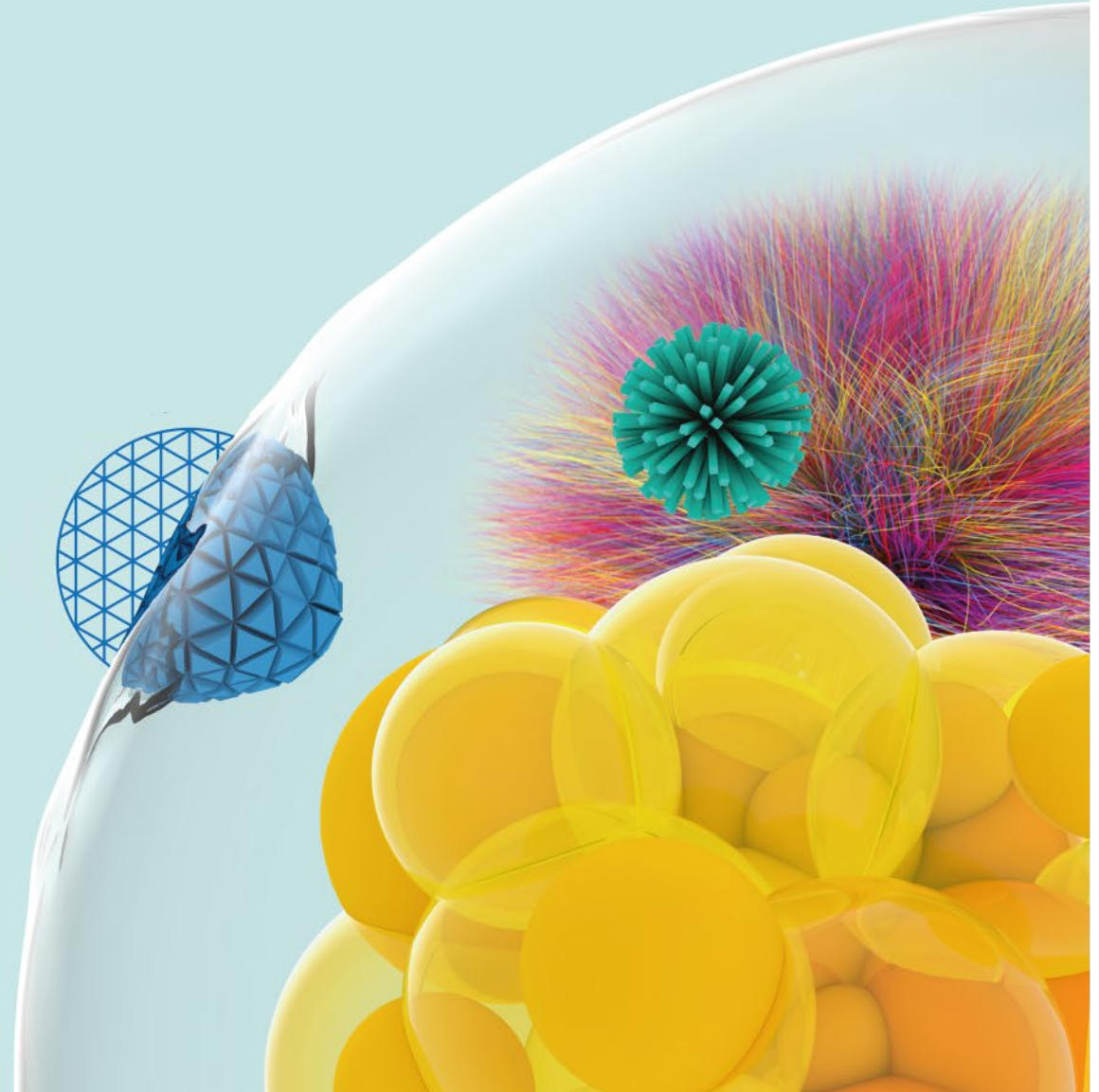
Virtuous circle strategy

- Bango Payments is a volume-based business and generates lots of data.
- Bango Marketplace is the marketing capability that mines the data, making us increasingly indispensable to online merchants.
- The more payments we process, the more effective and valuable Marketplace becomes.



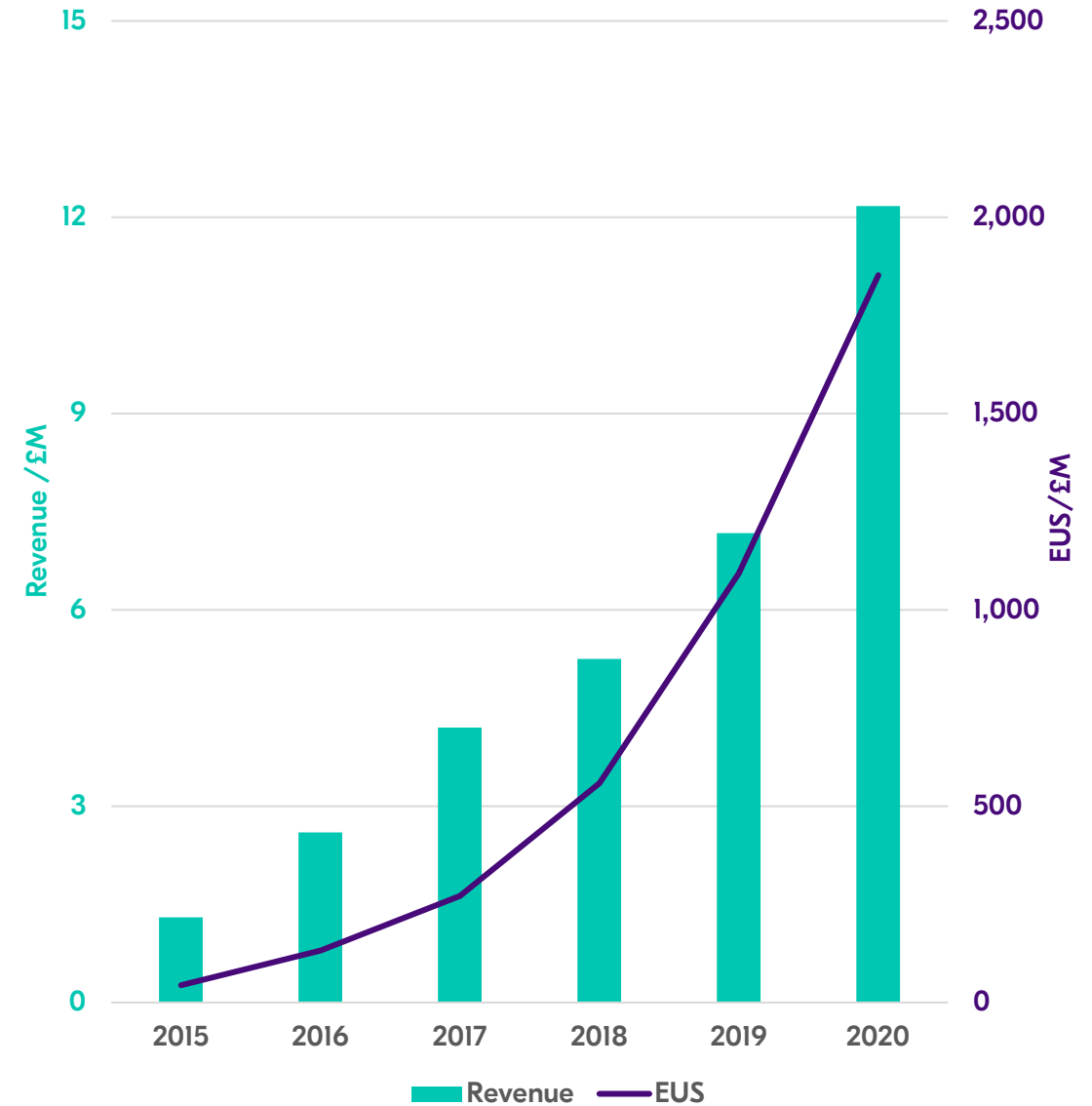
2020 Financial Highlights

Matt Garner, CFO



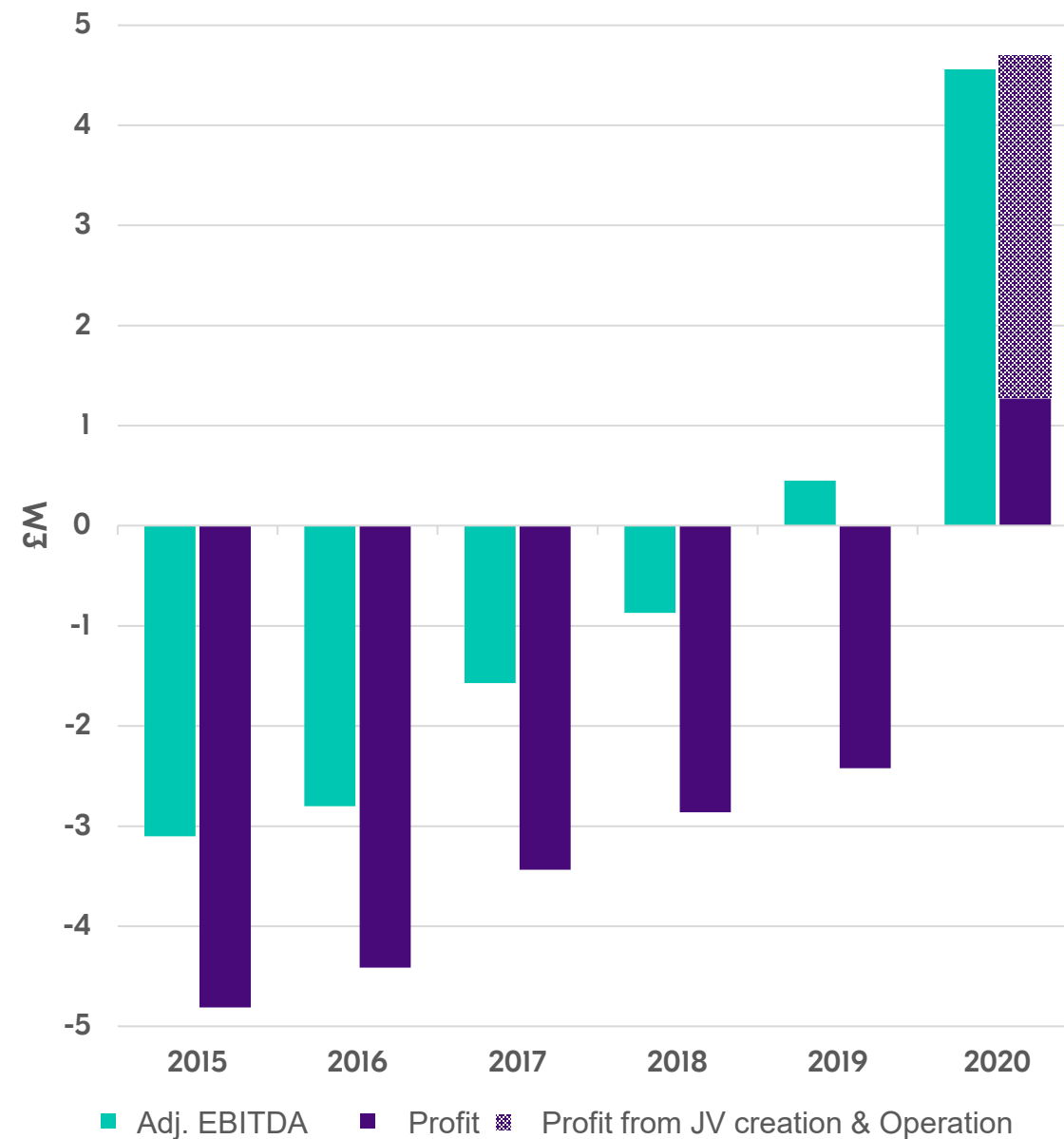
2020 – Record Growth

- 70% Revenue growth
 - £12.17M (2019 : £7.17M)
 - 5 year CAGR 56%
- End User Spend (EUS)
 - £1.85B (2019 : £1.09B)
- Maintained high margin
 - Gross margin >97%



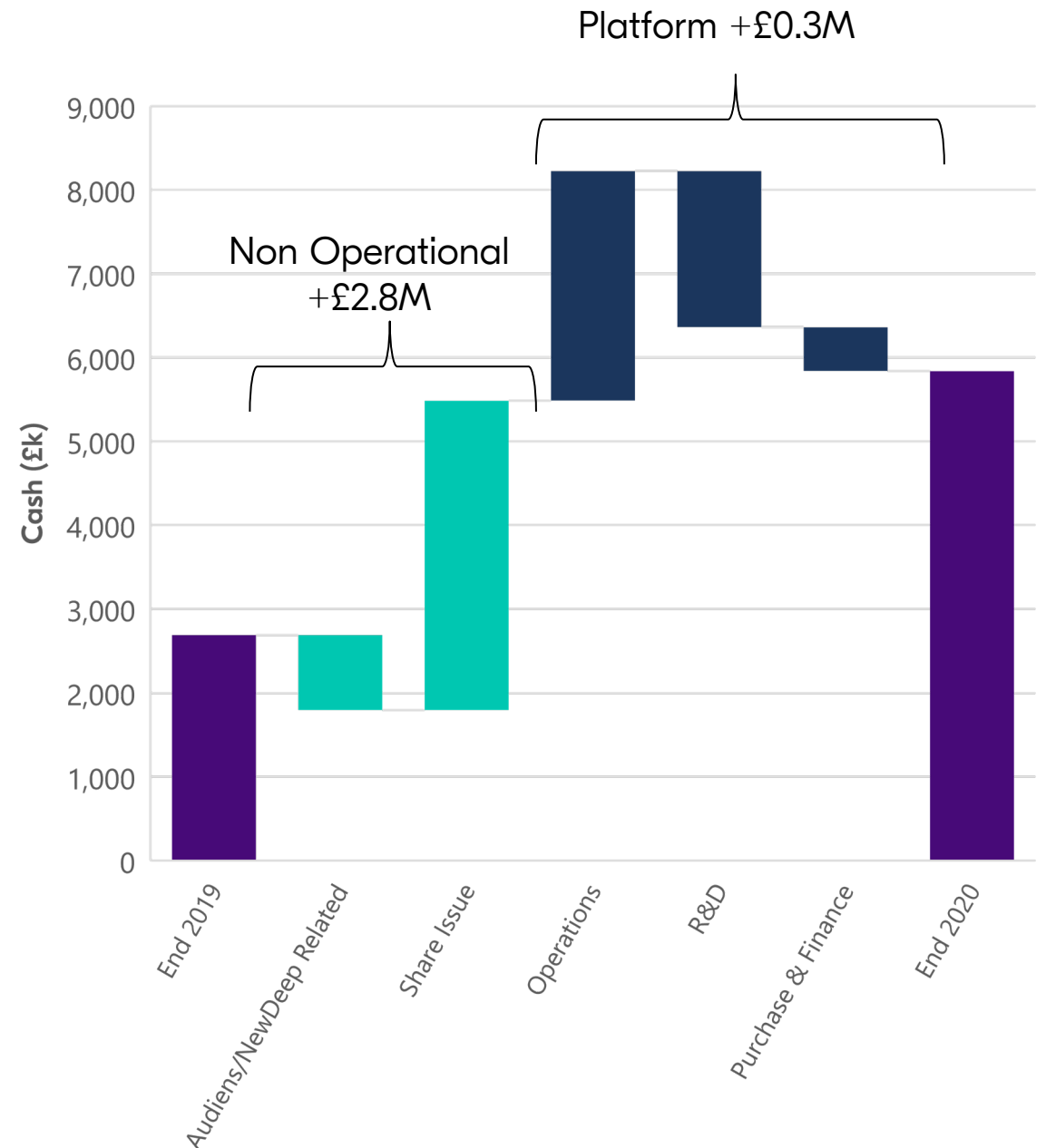
2020 – Increasing profitability

- Adj EBITDA £4.56M
 - 16x 2019 (£0.28M)
- Net Profit £4.68M
 - Up £7.01M from the £2.34M loss in 2019
- Profit from business £1.27M
 - Up £3.43M from the £2.16M loss in 2019
- EPS 6.37p
 - 1.01p EPS from platform business



2020 – Cash generated to fuel growth

- Cash increased £3.1M from end 2019
- Cash at end 2020 £5.8M
 - £2.8M cash from continuing operations
 - £0.3M cash after capital investment
- Cash generated will be used to fuel further growth
 - R&D
 - Sales and Marketing



Financial Summary



Revenue growth of 70% maintaining high margin >97%



Platform leverage producing solid profit : £4.56M Adj. EBITDA



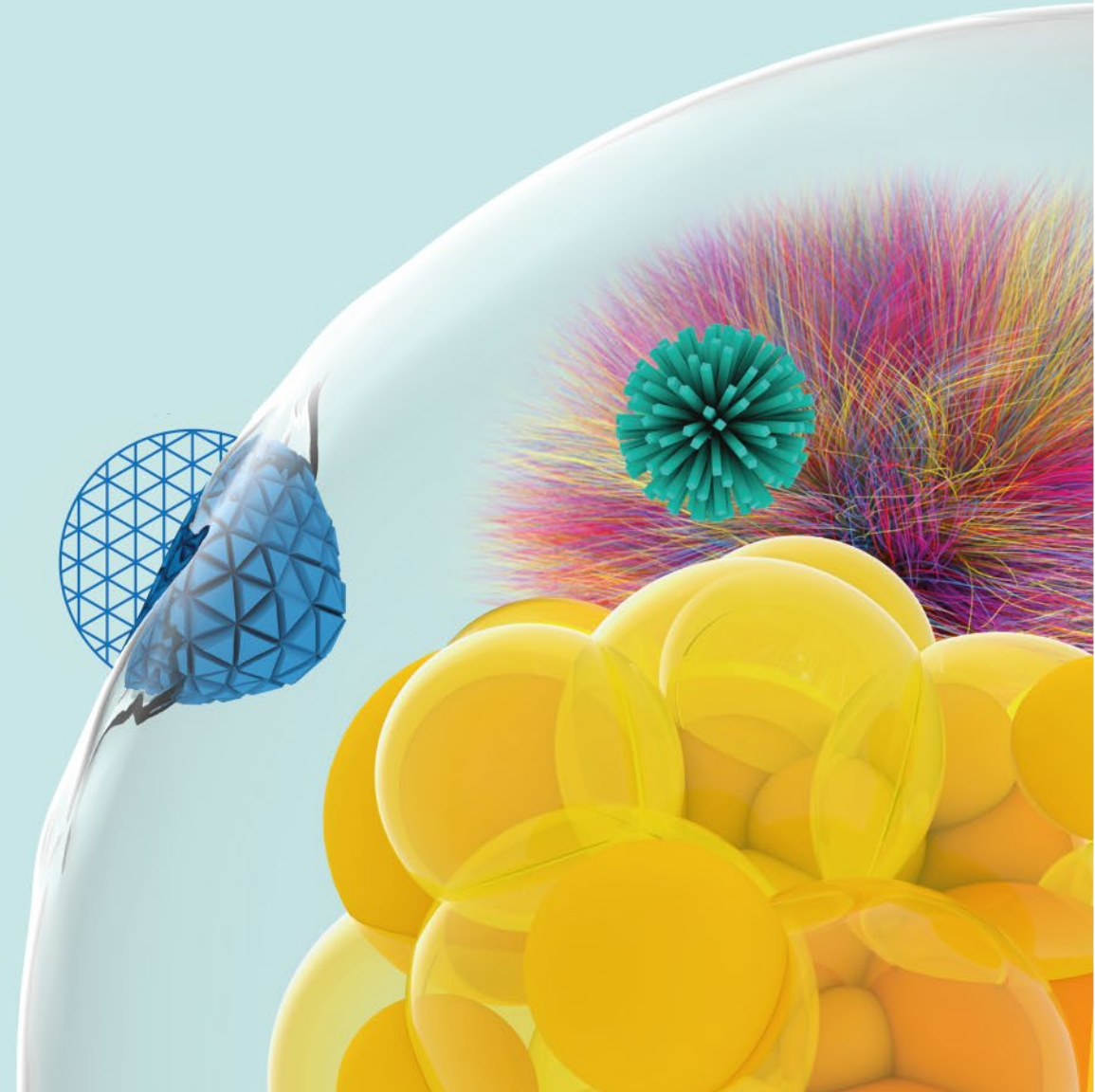
Successful acquisition of Audiens and NHN JV delivered profit



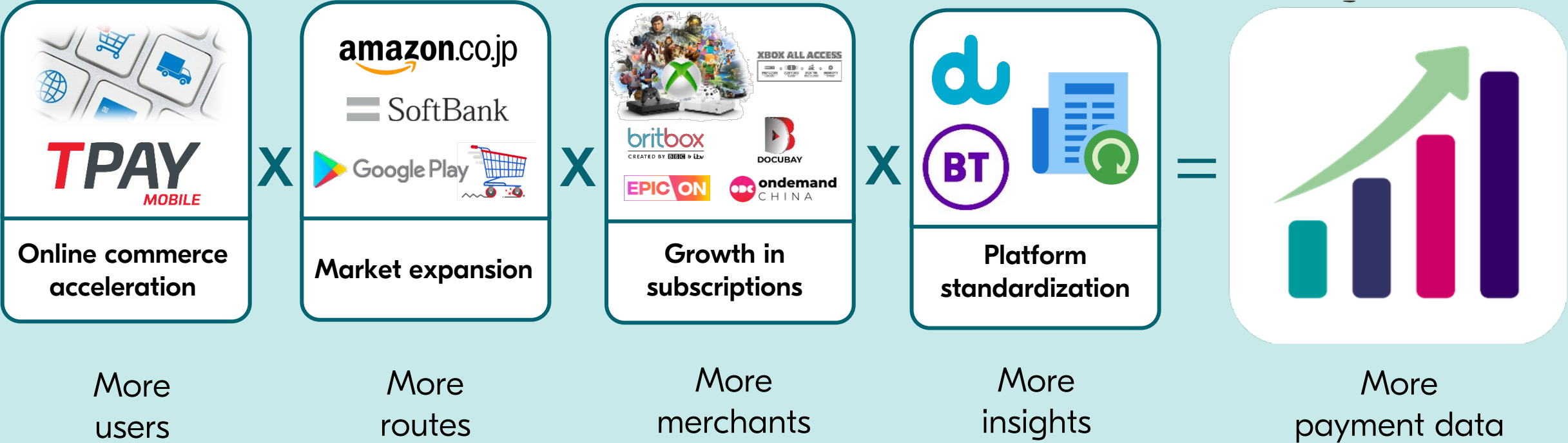
Solid cash generation which will be used to fund future growth

Strategy in Action

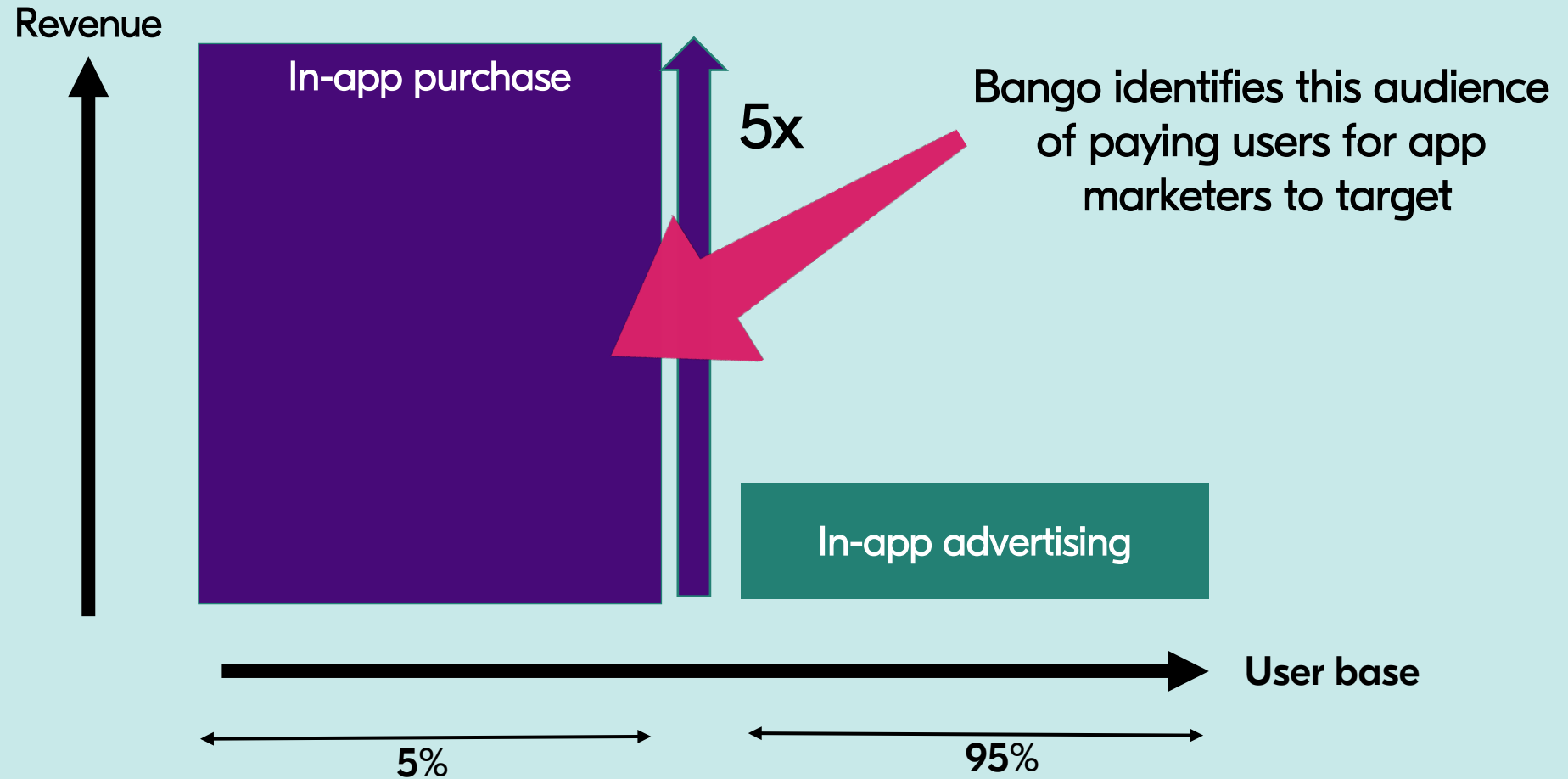
Paul Larbey, CEO



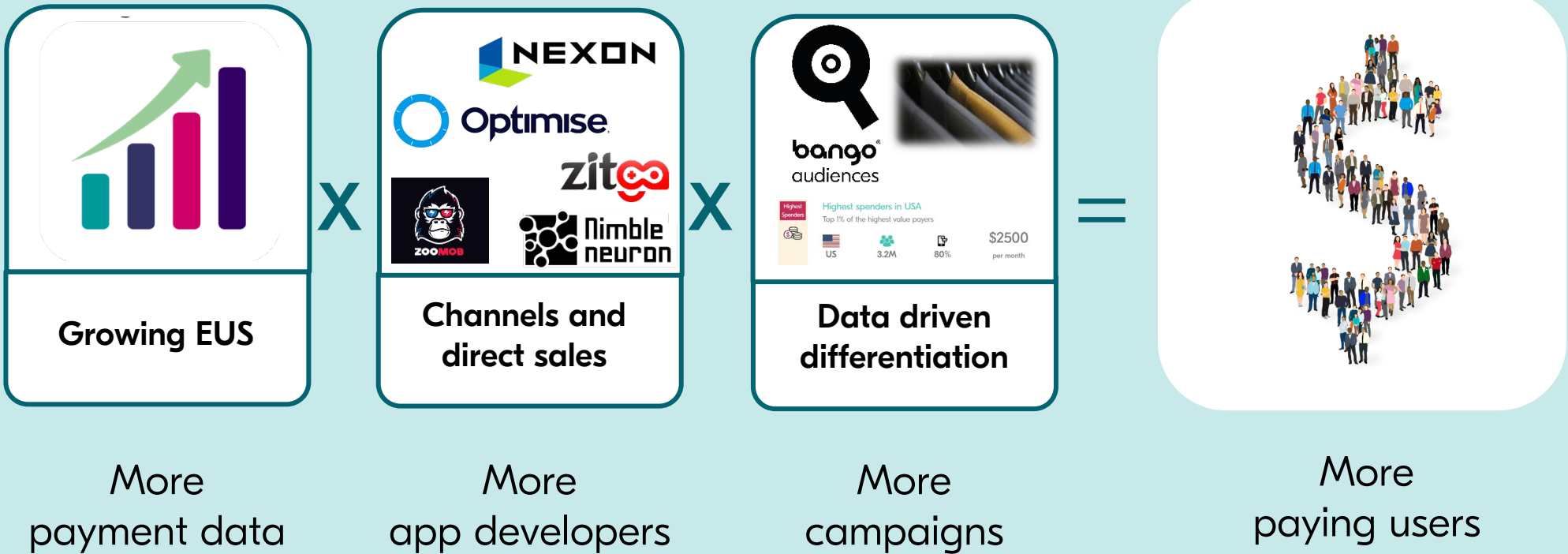
The foundations for continued Payments growth



Reach the 5% of app users who deliver over 80% of revenue



The foundations for continued 'Marketplace' growth



Helping our partners thrive

"Wow! We doubled paying users and those we acquired were more engaged at every level"



"The results have substantiated that Bango Audiences do perform better, with higher conversion rates"



"We experienced a higher payrate and ROAS with Bango Audiences"



More effective marketing
Developers & merchants thrive



"The success we have experienced with the latest Bango technology is significant."

More payment insights

More paying users

More payments processed
Payment providers thrive

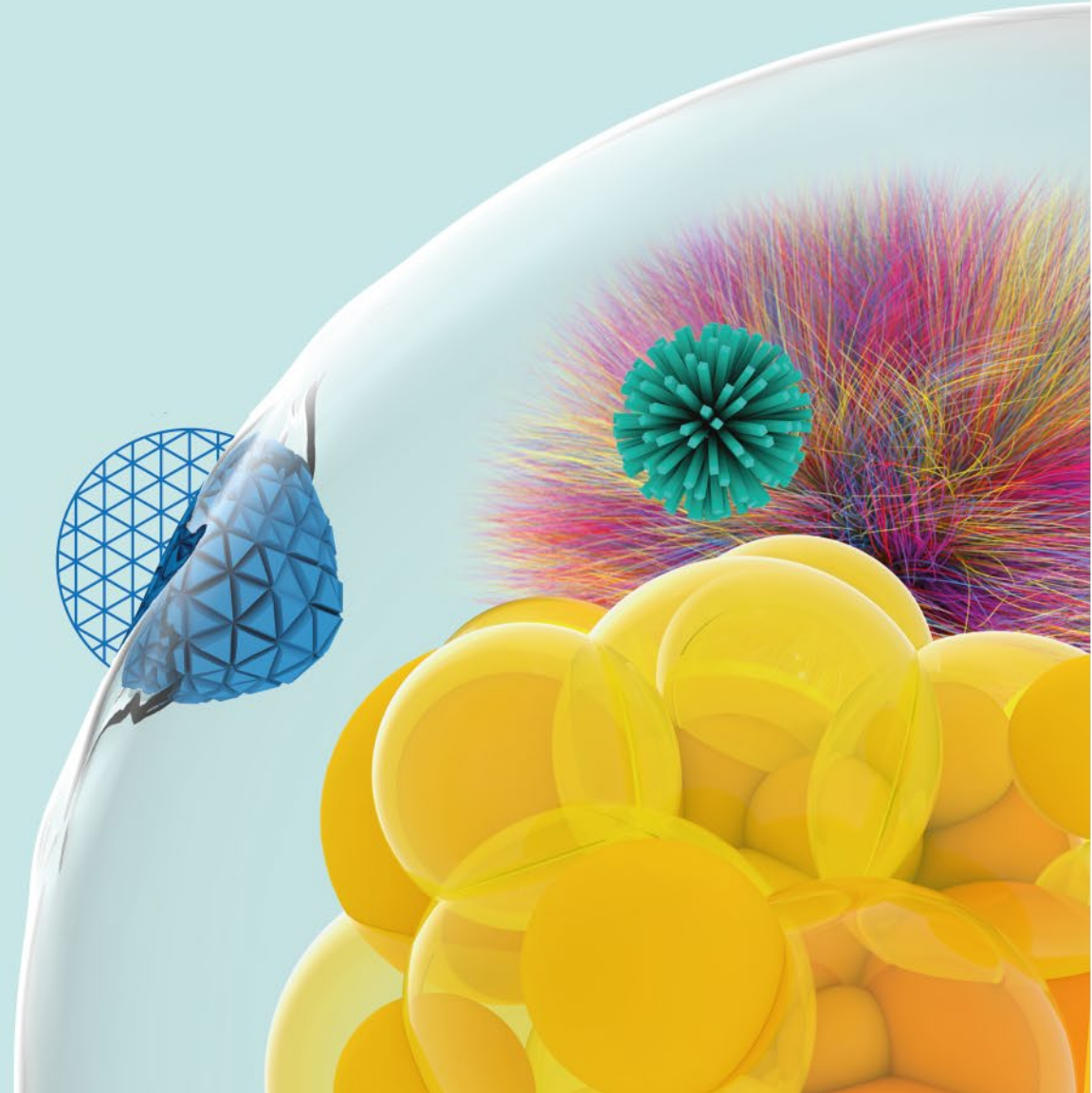


"We look forward to benefiting from Bango data insights to accelerate the growth of our new business."



Plan for growth

Paul Larbey, CEO



2025 plan for growth



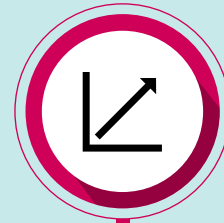
Continued
Payments growth



Use data and
technology to
offer more
Bango
Audiences



Bring more
app developers
onto the
platform



Generate
significant
positive free
cashflow

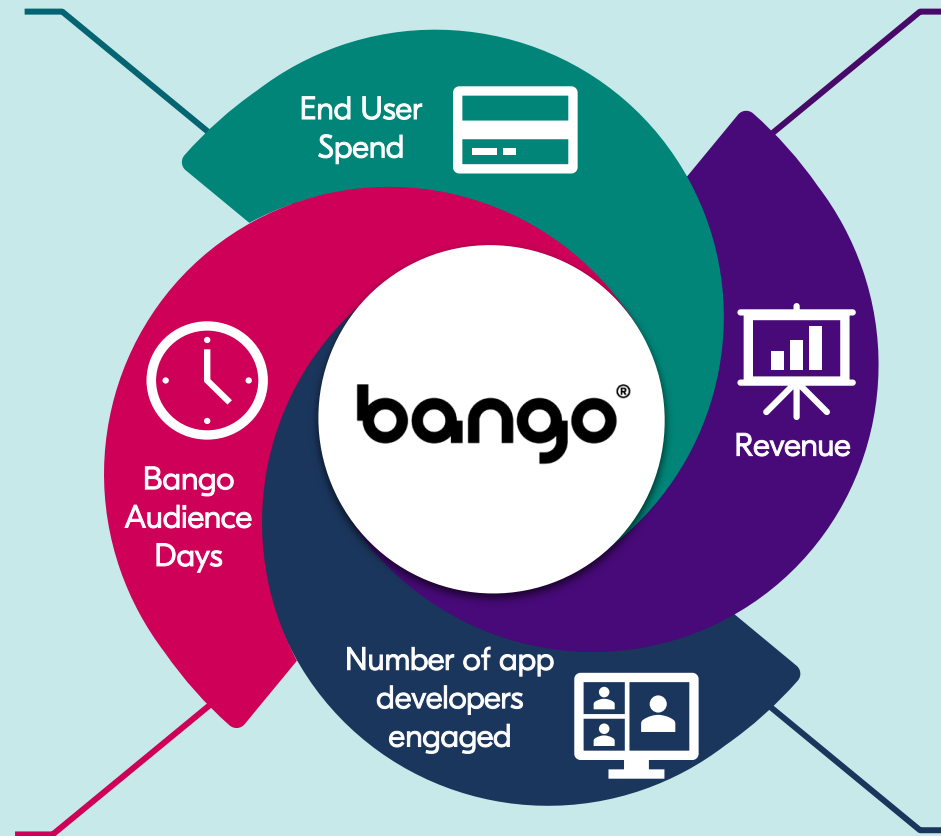
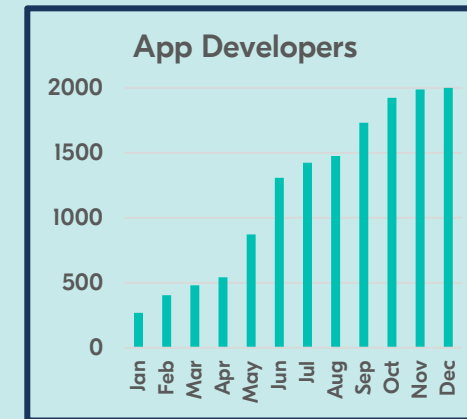
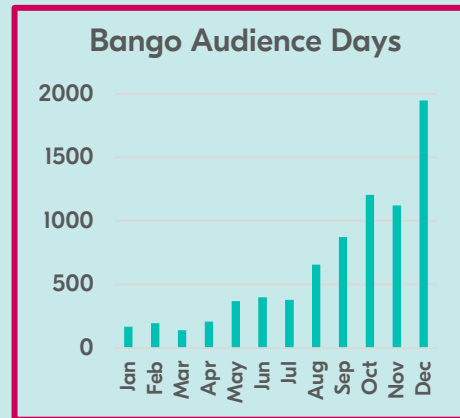
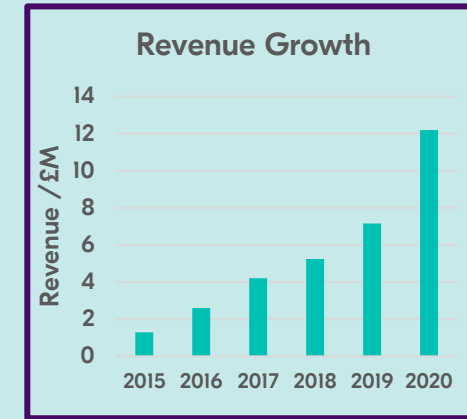
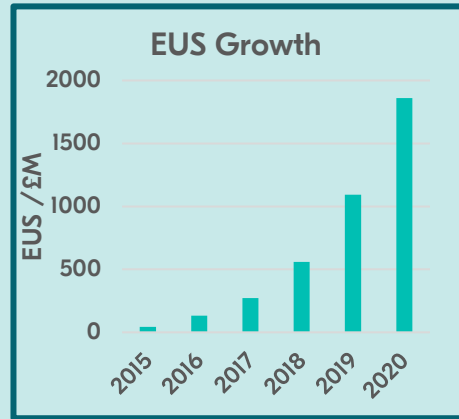


Deploy cash
generated to
fund future
growth

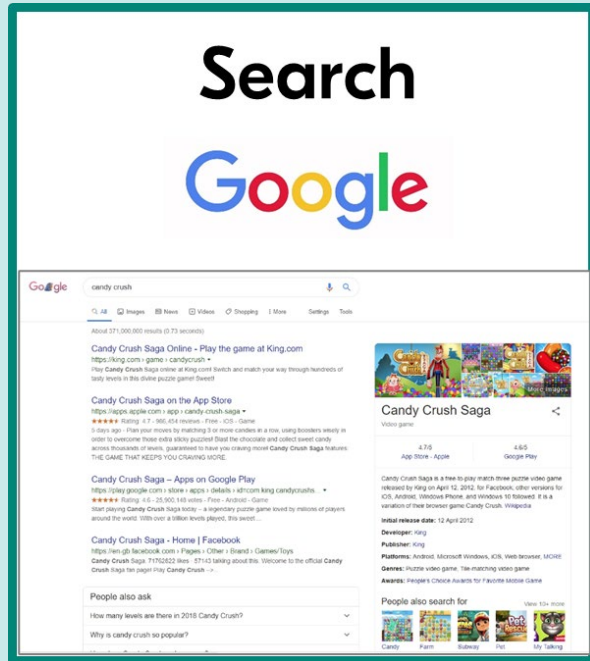


Continued
innovation to
extend
technology
leadership

KPIs to track progress



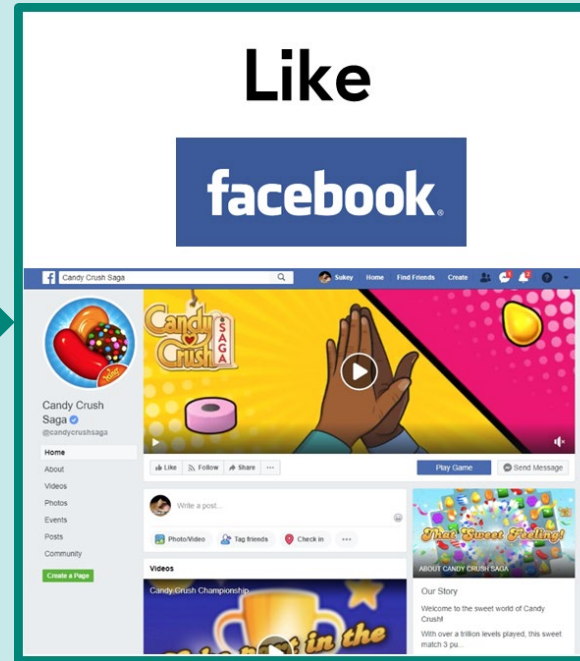
The technology behind every payment choice



Target based on what people
look for

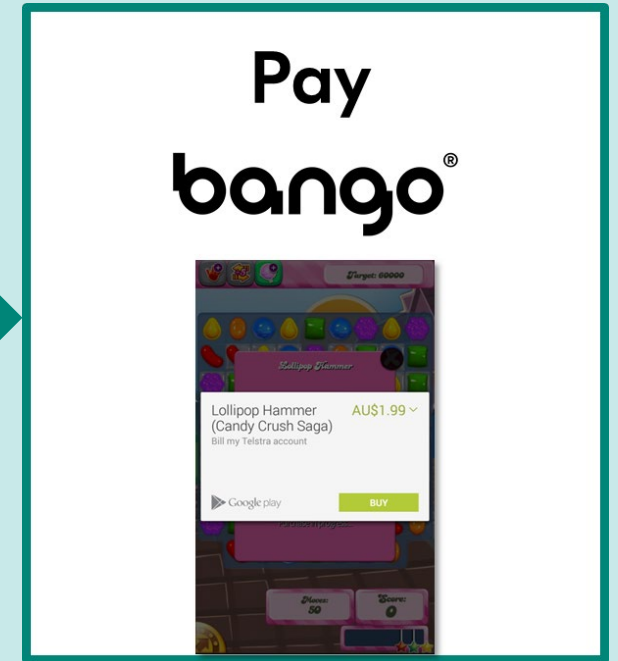
20 years ago

bango[®]



Target based on what people
say they like

10 years ago



Target based on what people
pay for

Today

Thank you

