

ASX CEO Connect

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nabtrade
Market Update



Life360 Inc.
(ASX: 360)



Future Generation
Global Investment
Company Limited
(ASX: FGG)



MyState Limited
(ASX: MYS)



PushPay Holdings
Limited
(ASX: PPH)

Gemma Dale
Director, SMSF and Investor
Behaviour

Chris Hulls
Co-Founder &
Chief Executive Officer

Caroline Gurney
Chief Executive Officer

Melos Sulicich
Managing Director &
Chief Executive Officer

Molly Matthews
Chief Executive Officer



ASX

ASX CEO Connect

In partnership with



Housekeeping: trouble shooting

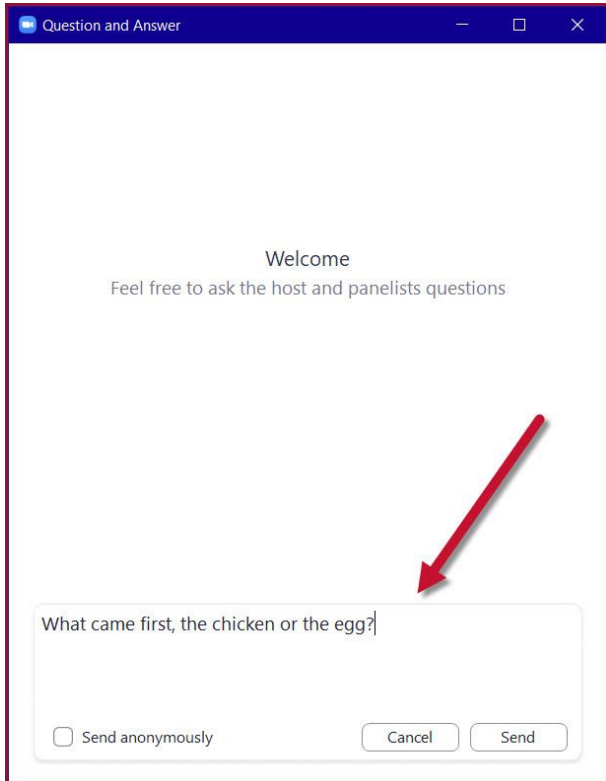
- Check your system requirements
- Audio options:
 1. Use your computer's mic and speakers ("Computer audio"). Check that your computer's audio is unmuted.
 2. Use a telephone to dial in ("Phone call")
 - Phone number: 1800 945 157 | 1800 317 562
 - No need to enter an Audio PIN as audience is muted
 - Please enter the meeting ID: 842 5590 8184 and press # to confirm, # to join the meeting.
 3. If you are still experiencing audio difficulties, try downloading the Zoom App on your smart phone, and enter the Webinar ID: 842 5590 8184



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Housekeeping: how to submit questions



The screenshot shows a window titled "Question and Answer" with a dark blue header. The main content area is white and contains the text "Welcome" and "Feel free to ask the host and panelists questions". At the bottom, there is a text input field containing the question "What came first, the chicken or the egg?". Below the input field, there is a checkbox labeled "Send anonymously" and two buttons: "Cancel" and "Send". A red arrow points from the top right towards the input field.

Your Participation

- To submit your written questions, use the Q&A tab at the bottom of your screen
- Note that your questions will not be seen by other attendees

AGENDA

10:00 ASX Introduction, **Ian Irvine, MC**

10:05 Market Update, **Gemma Dale**

Director, SMSF and Investor Behaviour, nabtrade

10:20 Life360 Inc., **Chris Hulls**

Co-Founder & Chief Executive Officer

10:40 Future Generation Global Investment Company

Limited, **Caroline Gurney** *Chief Executive Officer*

11:00 MyState Limited, **Melos Sulicich**

Managing Director & Chief Executive Officer

11:20 PushPay Holdings Limited, **Molly Matthews**

Chief Executive Officer

Market Update

Gemma Dale
Director, SMSF and
Investor Behaviour



MARKET UPDATE

ASX CEO CONNECT

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AGENDA



ASX Year to Date



Sector breakdown
- Winners and losers



Key themes to watch

ASX200 PERFORMANCE YEAR TO DATE



Cumulative Performance

YTD	9.93%
1 Yr	9.15%
5 Yr	30.22%
10 Yr	72.29%
Yield	5.14%

Source: nabtrade, Refinitiv. Price performance only; dividends excluded.

ASX200 VIX – VOLATILITY INDEX



Source: nabtrade, Refinitiv. Price performance only; dividends excluded.

FINANCIALS (XFJ)



Cumulative Performance

YTD	17.18%
1 Yr	15.06%
5 Yr	-0.96%
10 Yr	58.79%
Div yield	5.77%

Source: nabtrade, Refinitiv. Price performance only; dividends excluded.

MATERIALS (XMJ)



Cumulative Performance

YTD -0.54%

1 Yr 1.53%

5 Yr 59.55%

10 Yr 41.29%

Div yield 10.19%

Source: nabtrade, Refinitiv. Price performance only; dividends excluded.

HEALTHCARE (XHJ)



Cumulative Performance

YTD	6.22%
1 Yr	3.98%
5 Yr	135%
10 Yr	468%
Div yield	1.36%

Source: nabtrade, Refinitiv. Price performance only; dividends excluded.

ENERGY (XEJ)



Cumulative Performance

YTD -3.38%

1 Yr -6.3%

5 Yr -12.92%

10 Yr -41.97%

Div yield 3.13%

Source: nabtrade, Refinitiv. Price performance only; dividends excluded.

The ten **most held** stocks

nab
(NAB)

**Commonwealth
Bank**
(CBA)

CSL
(CSL)

BHP
(BHP)

Westpac
(WBC)

ANZ
(ANZ)

Wesfarmers
(WES)

Telstra
(TLS)

Macquarie Group
(MQG)

Vanguard ASX200
(VAS)

Source: nabtrade client data (5th November)

 **nabtrade**

nab

KEY THEMES FOR 2022



QUESTIONS?

Life360 Inc.
(ASX: 360)

Chris Hulls
Co-Founder &
Chief Executive Officer





Investor Presentation

ASX CEO Connect Conference
7 December 2021



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Agenda

Life360 Overview

Overview of Tile acquisition

Strategic rationale

Q&A

Note : All references in this presentation to \$ are to US\$

Life360 Overview

Why we exist

Life360 is on a mission to simplify safety so families can live fully

Safety and security is a multi-billion dollar category and the incumbents have not adapted to the needs of digitally native consumers. Life360 is taking a mobile and family first approach to disrupt the market.

Life360 is the world's leading family safety services membership

Key Metrics



33.8 million

Monthly Active Users (MAU) in 195 countries



San Francisco

Based



1.1 million+

Paying Circles (subscribers)



~330

Headcount⁽¹⁾



\$120 million+ (up +48% YoY)

September 2021 Annualised Monthly Revenue (AMR)



~A\$2.1 billion⁽²⁾

Market Capitalisation



\$50.4 million

Cash



ASX 300

Index constituent

Note: Figures as of 30 September 2021.

(1) Includes contractors and full-time equivalent employees.

(2) Market data as at 22 November 2021.

Life360 is a membership that includes 24/7 live support



Location Safety

Effortless daily coordination with advanced location sharing



Driving Safety

24/7 support with crash detection, roadside assistance and more



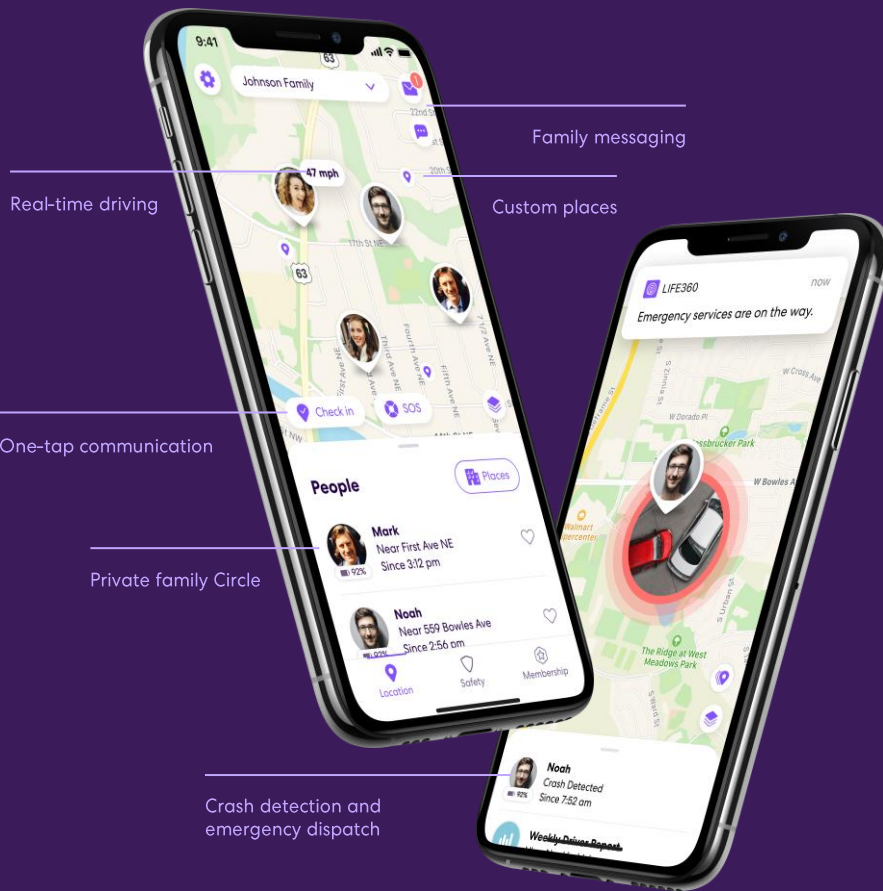
Digital Safety

Protection and prevention for each family member



Emergency Assistance

Expert assistance any time, anywhere



Connecting families and saving lives

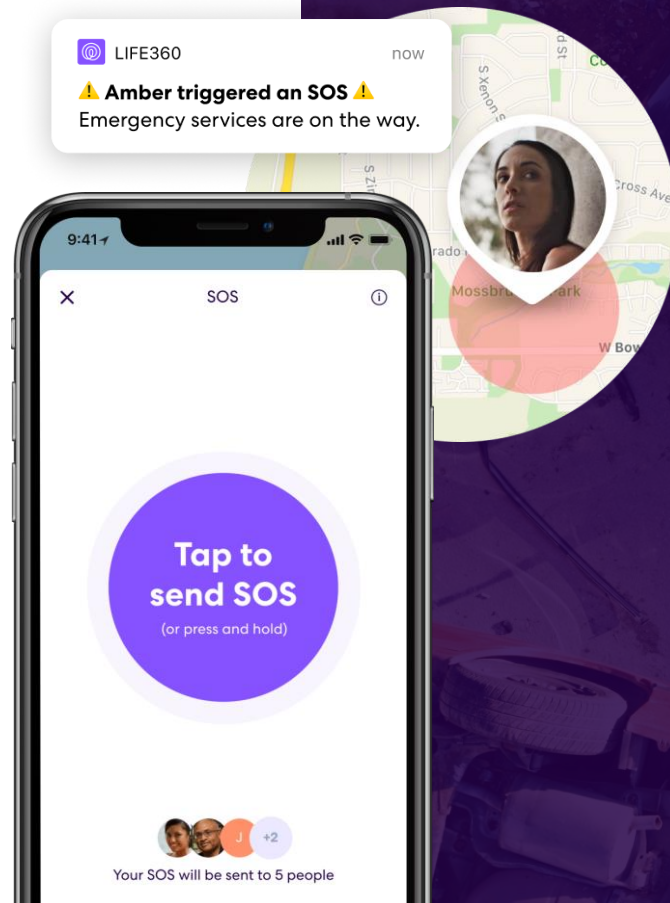
“

Just wanted to say thank you to the operator that helped me last night. My girlfriend was having a medical emergency 2 hours away from me and thanks to the app and the emergency operator, EMS was dispatched to her location and saved her.

I don't know what would've happened if we didn't have this app!

Thank you again, you're all HEROES!

– Life360 Member



1H21 user metrics



1,437,571

Help alerts sent



39,848,170,398

Miles driven with Life360
Crash Detection



7,610

Ambulances dispatched



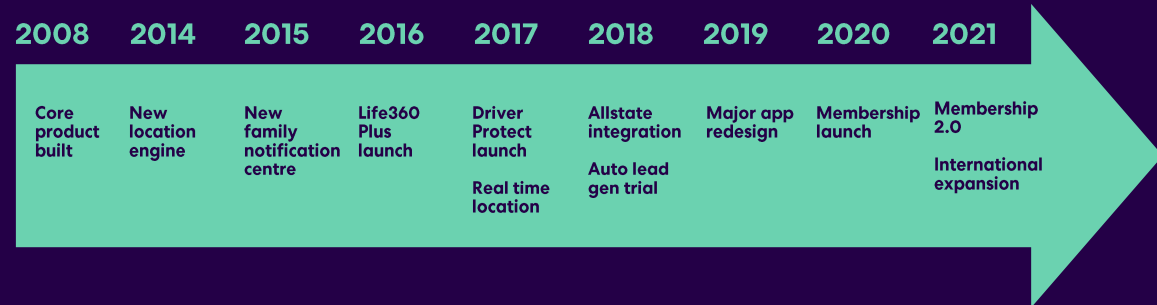
7,484,544,144

Safe arrival notifications

Life360's technology platform

10+ years of investment and innovation

Timeline of key developments



R&D investment since 2016



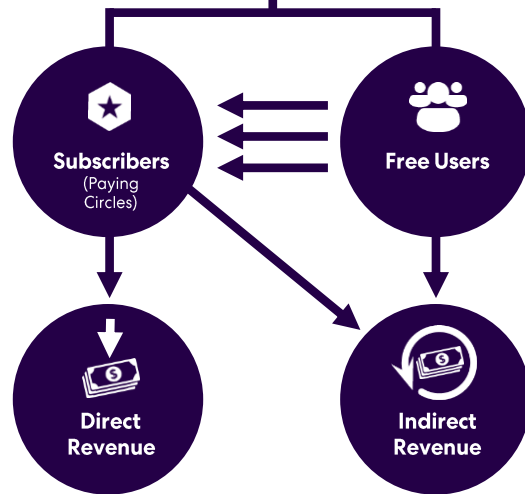
(1) Patents cover the following areas: Battery Power Conservation; Location Fixing and Tracking; Behavioural Pattern Assessment in the Use of a Mobile Device; User Safety; Notification Management; Usage Monitoring and Access Control of Applications; Generation of Notifications in a Workout Group; Generation and Sending of Prepopulated Messages to a Selected Group of Mobile Devices.

“Freemium” model

Monetises free users and subscribers

1 million+
Families
(~4 million users)
+26% YoY 3Q '21

\$22.8M
+51% YoY 3Q '21



33.8 million
Monthly Active Users
+31% YoY 3Q '21

\$6.5M
+28% YoY 3Q '21

Membership offering

Competitive landscape



- ✓ Roadside Assistance
- ✓ Nurse Helpline
- ✓ SOS Alert
- ✓ Driver Reports
- ✓ Stolen Phone Reimbursement
- ✓ ID Theft Protection
- ✓ Crash Detection
- ✓ Disaster Assistance
- ✓ Travel Assistance
- ✓ Location Sharing And more...

Life360 Cost
\$19.99/month

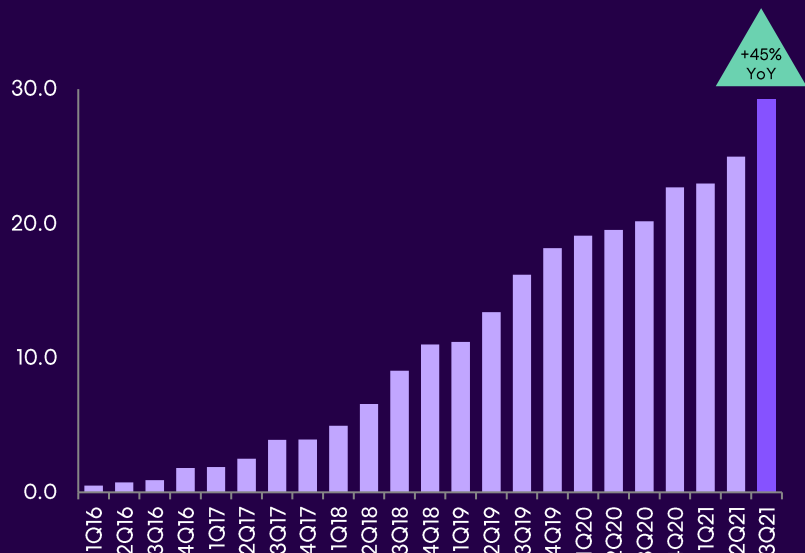


Total Cost⁽¹⁾
~\$210/month

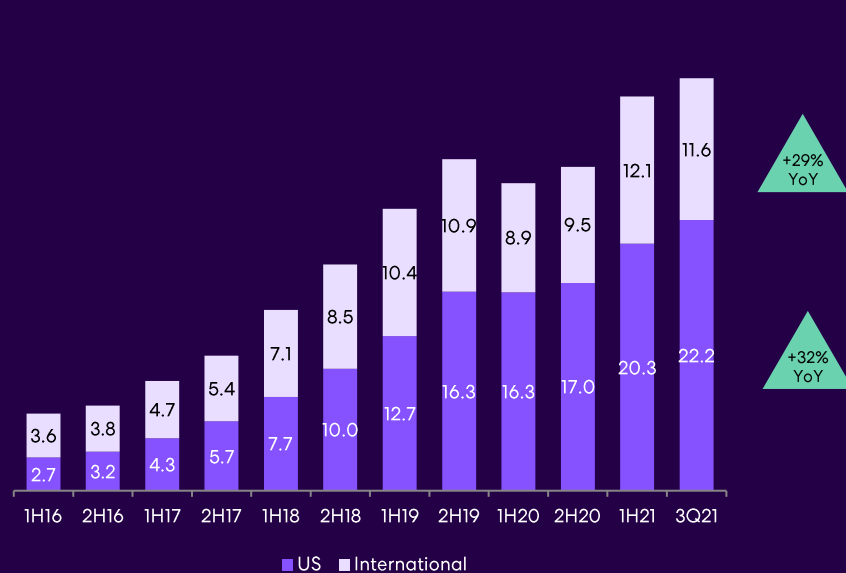
(1) Assuming family household of four people. Prices may vary.

We're rapidly growing as the world emerges from COVID-19 and safety on the go once again becomes front of mind

Quarterly Revenue (\$M)



Monthly Active Users (MAU) (M)



Tile overview



Tile at a glance

Global leader in finding things



2012

Year Founded



>45M

Tiles Sold to Date



190

Headcount⁽¹⁾



440K

Total Subscribers⁽²⁾



\$103M

Revenue
(CY21F)



6.6M / 2.8M

Monthly Active Tiles⁽²⁾ /
MAU⁽²⁾



30+

Product partners

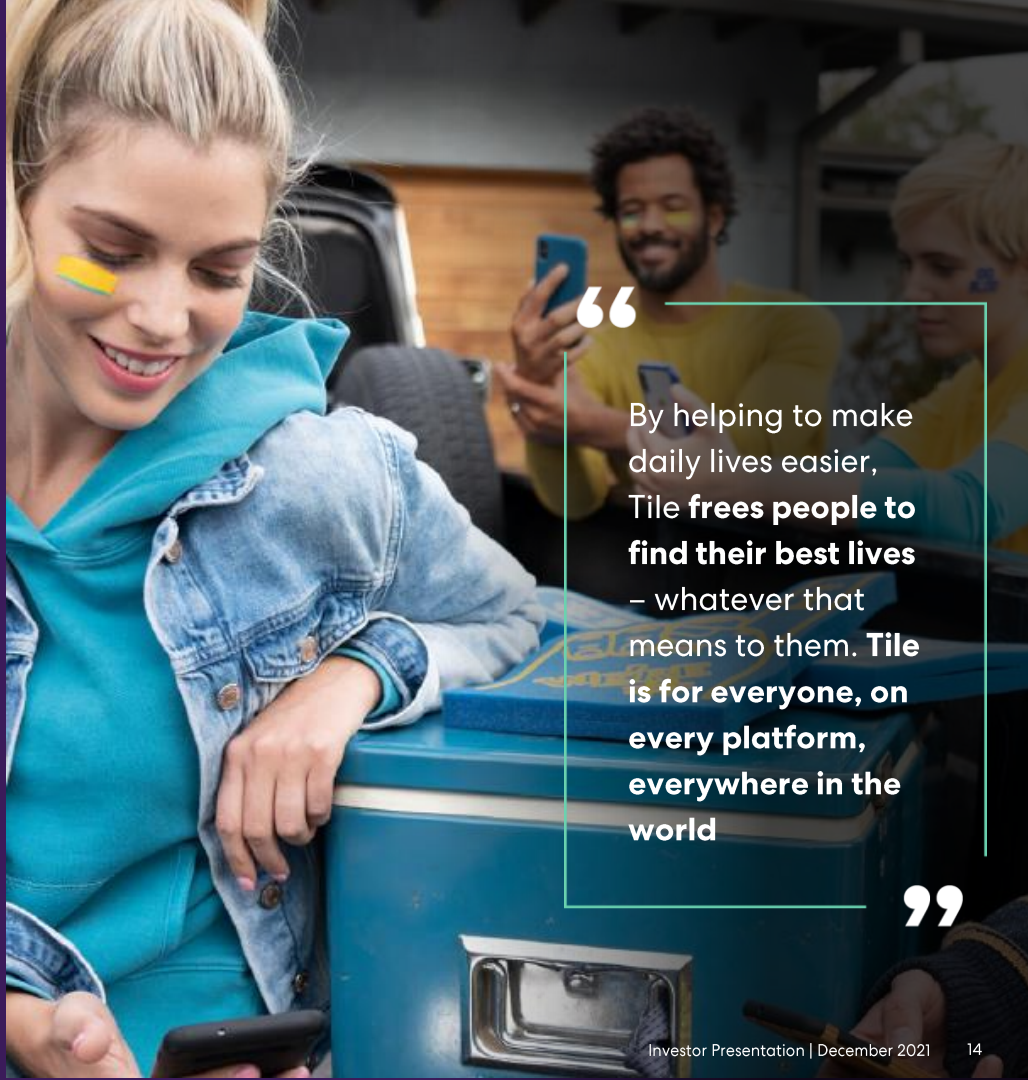


\$15M

ARR⁽²⁾

(1) Includes full time employees, contractors, and project employees.

(2) As of 30 September 2021.



“

By helping to make daily lives easier, Tile **fre**s people to **find their best lives** – whatever that means to them. **Tile is for everyone, on every platform, everywhere in the world**

”

Tile products



Hardware



- >45M devices sold
- #1 Lost Item tracker



Embedded



- Embedded in HP laptops, Fitbit, Skullcandy & more



Premium



Smart alerts



Worry-free warranty



Location history



Auto battery replacement



Premium care



Lost item reimbursement



Unlimited sharing

- 7 additional features
- ~440K subscribers

Features



Find nearby



Find far away



Find your phone



Lost and found



Strategic rationale

A new category is being created

Apple AirTags validates the category that Tile pioneered in the same way that the launch of Apple's "Find My" propelled Life360 into the mainstream

Wall Street research estimates a current market size of \$2.0-2.5B for Apple AirTags⁽¹⁾, and longer term \$10B opportunity⁽²⁾



Source: Raymond James broker research.

(1) Assuming that AirTags sell at a similar unit volume as AirPods.

(2) As users buy multiple units to tag items such as wallets and keys.



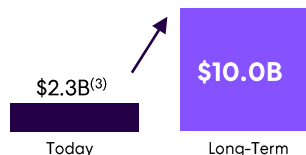
“

RAYMOND
JAMES

We wouldn't be surprised to see AirTags grow to be a \$10 billion business over time, putting that product close to AirPods in terms of revenue impact.

- Chris Caso / Melissa Fairbanks
(April 2021)

Apple AirTag Opportunity (\$B)



”

(3) Represents midpoint of Wall Street estimates.

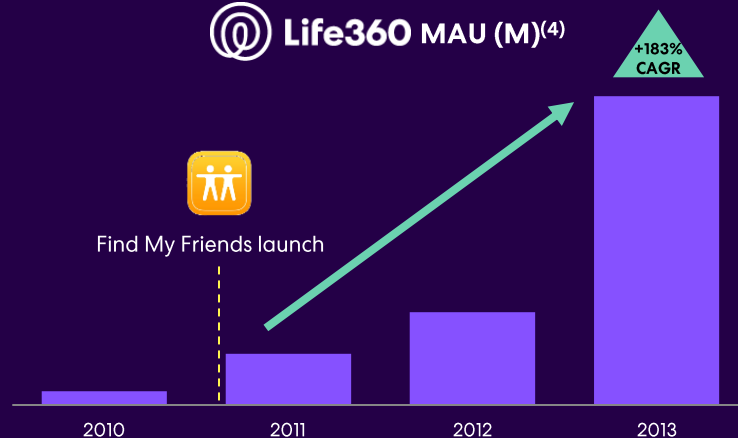
(4) Early data is approximate only.



Case Study: Apple Find My Friends Launch

The launch of "Find My Friends" in 2011 was a major catalyst for Life360's growth as it established location sharing as a major category

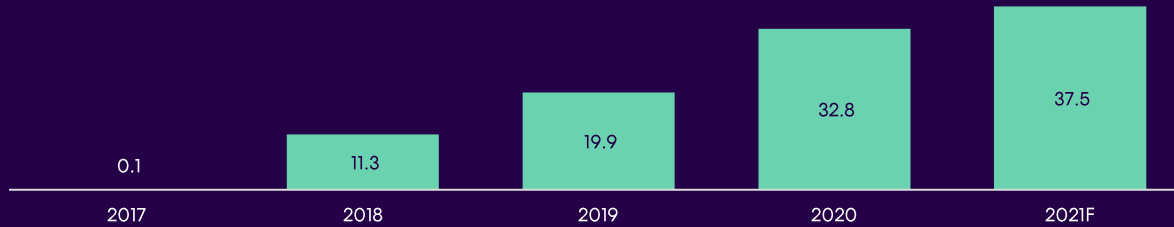
@ Life360 MAU (M)⁽⁴⁾



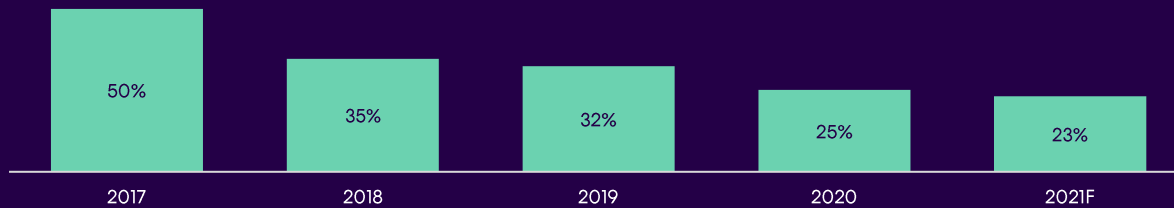
AirPods case study: Category creation, not domination

We expect that Tile's differentiated product will allow it to capture significant market share as the category evolves

True wireless earphones market size over time (\$B)



Apple's market share over time (%)



“

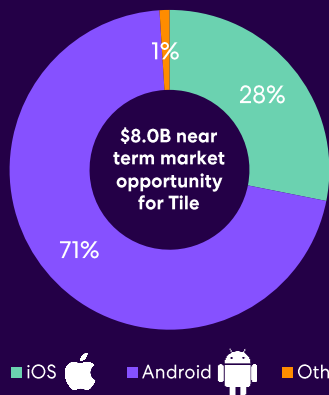
“Apple will reportedly make 25 million fewer AirPods this year as competitors saturate the market”

BUSINESS
INSIDER

”

Source: Business Insider – ‘Apple will reportedly make 25 million fewer AirPods this year as competitors saturate the market’ (April 2021), Euromonitor – TWS Earbuds Retail Value RSP (2021).

We will be the only vertically integrated, cross-platform solution of scale in the market

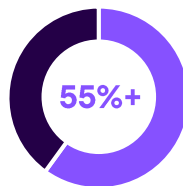


There is a major opportunity outside of iOS

Source: Raymond James broker research, Statcounter – Mobile Operating System Market Share Worldwide (Oct 2021), Insider Intelligence (eMarketer) – Smart Speaker Users by Brand (Nov 2021), CNET – Google Assistant now has 500 million monthly users (Jan 2020), CNET – Amazon sees Alexa devices more than double in just one year (Jan 2020).



Consumers are becoming increasingly cross and multi-platform



of Life360 international Paying Circles are Android or cross-platform



600M+

worldwide users of Google and Amazon voice assistants (already Tile + Life360 enabled)



5B

Bluetooth-enabled devices sold each year that are potentially Tile embedded partners

Our embedded partners don't want an iOS-only solution



Tile completes our '360' vision of an integrated Membership offering that protects people, pets and things



Leading family safety membership

Technology: Mobile

- 70%+ mobile market share⁽¹⁾
- >33M MAU⁽²⁾
- Software leader

tile



Leading platform for finding things

Technology: Bluetooth and Ultra-Wideband Tags

- >45 million devices sold
- #1 brand in category
- 50+ partner products

jiobit™



Leading wearable for young kids + pets

Technology: Cellular + GPS Devices

- Leading wearable for kids
- Rapidly expanding to pets
- Patented Location Technology

(1) Based on App Annie family location sharing app revenue estimates (November 2021).

(2) Monthly Active Users: equal to the number of Users who have opened the Life360 App over the last month.

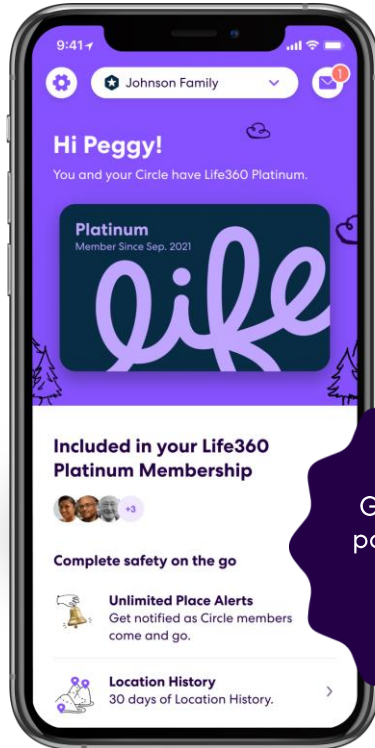
Tile brings 'things' into our platform, dramatically expanding our use cases and addressable market

This will establish us as the only vertically integrated, cross-platform solution of scale in the market

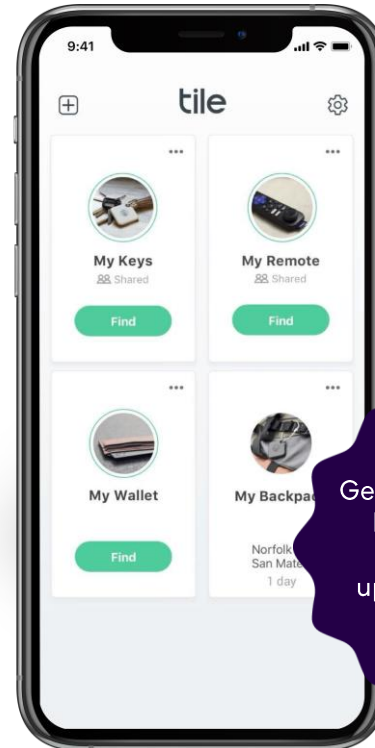


Tile will supercharge Life360's Membership offering

And Life360 will accelerate Tile's rapid subscription growth by dramatically increasing the value proposition of its premium offering



Get a free Tile pack when you upgrade to Platinum



Get a free Life360 Membership when you upgrade to Tile Premium

Together we have a powerful combination of online and offline distribution channels

The roll up of two leading brands across an integrated offering provides significant cross-sell opportunities unavailable to point-solution competitors

Note: LTM figures to 30 September 2021 unless noted otherwise.

(1) As of November 2021.



Key statistics



1.4M

iOS monthly downloads



1.2M

Play monthly downloads



80%+

Word of mouth and organic

tile



27.5K

Brick and Mortar Stores



15M

Visitors to Tile.com



>1M⁽¹⁾

Tile-enabled third party devices activated

Our strategic objectives



Build

Build a large base of engaged mobile users



Grow

Grow Membership to disrupt legacy incumbents



Expand

Expand reach and revenue through additional lead gen and new services



Q&A

A family of four (a man, a woman, and two young girls) are walking barefoot on a sandy beach at sunset. The man is on the left, wearing a light blue button-down shirt and dark jeans. The woman is next to him, wearing a maroon long-sleeved shirt and blue jeans. The two girls are on the right, both wearing blue denim shirts and dark jeans. The background shows the ocean with gentle waves and a hazy sky with a warm, golden light from the setting sun. In the distance, some buildings and other people can be seen on the beach.

Thank you

Life360 Investor Relations

<https://investors.life360.com>

Future Generation
Global Investment
Company Limited
(ASX: FGG)

Caroline Gurney
Chief Executive Officer

**Future
Generation**
INVESTMENT & SOCIAL RETURNS

Future Generation

ASX CEO Connect
Tuesday 7 December 2021

Caroline Gurney
CEO, Future Generation

**Future
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INVESTMENT & SOCIAL RETURNS



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Future Generation Investment Company Limited (ASX: FGX)
ABN: 97 063 935 553

Future Generation Global Investment Company Limited (ASX: FGG)
ABN: 52 606 110 838

Investment and social returns

1

Shareholders

Exposure to leading Australian and global fund managers without paying management or performance fees

Achieve capital growth

2

Charity partners

Receive an annual investment

Deliver a stream of fully franked dividends

3

Fund managers

Unique opportunity to make a positive difference to Australia's future generations

Preserve shareholder capital

Benefits of the listed investment company structure



Closed-end structure – no applications or redemptions



Public companies provide stringent corporate governance and accountability of Directors



Provide a stream of fully franked dividends



Trades on the ASX which provides intra-day liquidity




Provide opportunities – can trade at a premium / discount to assets

Critical elements of a successful listed investment company



Investment portfolio performance

as at 31 October 2021



Investment portfolio performance at 31 October 2021	1 mth	6 mths	Fin YTD	1 yr	3 yrs %pa	5 yrs %pa	Since inception %pa (Sept-14)
Future Generation Australia	1.1%	11.1%	21.0%	31.2%	15.5%	12.4%	11.4%
S&P/ASX All Ordinaries Accumulation Index	0.1%	6.9%	15.1%	29.0%	12.9%	11.4%	8.7%

Investment portfolio performance is before expenses, fees and taxes to compare to the relevant index which is also before expenses, fees and taxes.



Investment portfolio

as at 31 October 2021

The below NTA figures are before the fully franked interim dividend of 3.0 cents per share paid on 26 November 2021. The shares traded ex-dividend on 19 November 2021.

Net tangible assets before tax	Gross assets	Profits reserve (per share)
154.94c	\$629.6m	34.0c
Net tangible assets after tax and before tax on unrealised gains	Market capitalisation [#]	Dividends paid since inception (per share)
153.51c	\$574.2m	27.3c
Net tangible assets after tax	Volatility [^]	2021 fully franked annualised interim dividend
143.33c	11.3% S&P/ASX All Ordinaries Accumulation Index: 14.1%	6.0c

[#]Based on the 29 October 2021 share price of \$1.43 per share and 401,550,442 shares on issue. During the month, 294,696 options were exercised and allotted under the Bonus Issue of Options. The options are trading under the ASX code FGXO with an exercise price of \$1.48 per option and expire on 28 April 2023.

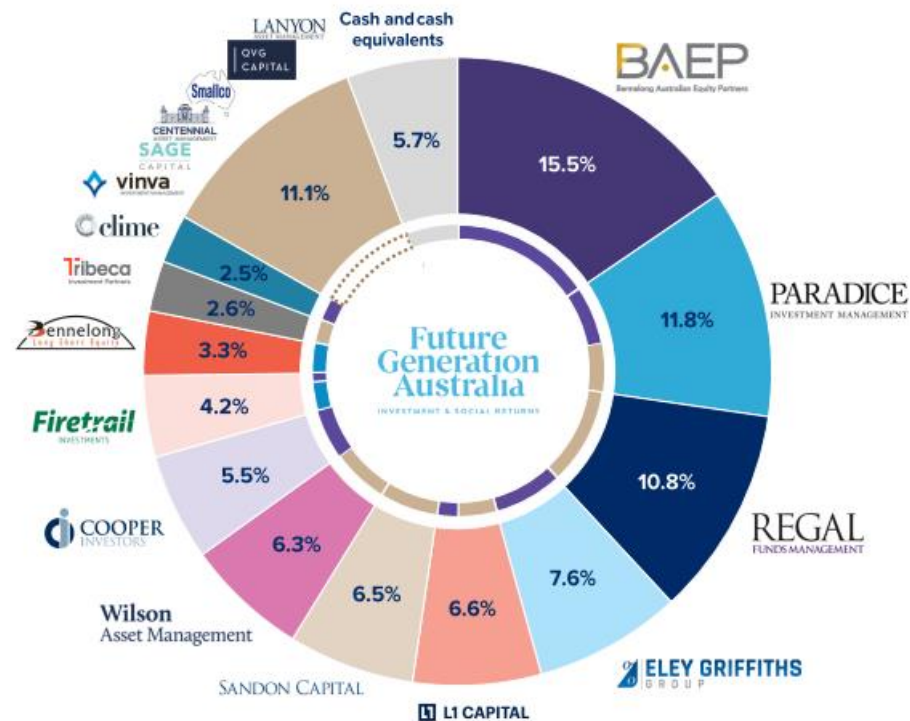
[^]Volatility is measured by standard deviation.

The above NTA figures are not adjusted for the 400,702,950 options on issue with an exercise price of \$1.48 per option.

Fund manager allocations

0% management fees

0% performance fees



11.1% fund manager breakdown


Vinva Investment Management	2.4%	Smallco Investment Manager	1.8%
Sage Capital	2.2%	QVG Capital	1.6%
Centennial Asset Management	2.1%	Lanyon Asset Management	1.0%

Future
Generation
Australia

INVESTMENT & SOCIAL RETURNS

Investment portfolio performance

as at 31 October 2021



Investment portfolio performance at 31 October 2021	1 mth	6 mths	Fin YTD	1 yr	3 yrs %pa	5 yrs %pa	Since inception %pa (Sept-15)	Volatility*
Future Generation Global	1.0%	4.8%	11.7%	17.8%	14.1%	14.5%	11.4%	8.8%
MSCI AC World Index (AUD)	0.9%	9.9%	19.6%	28.3%	15.1%	15.0%	12.0%	10.3%

Investment portfolio performance is before expenses, fees and taxes to compare to the relevant index which is also before expenses, fees and taxes.

*Volatility is measured by standard deviation.



Investment portfolio

as at 31 October 2021

The below NTA figures are after the fully franked dividend of 3.0 cents per share that was paid on 22 October 2021. The shares traded ex-dividend on 11 October 2021.

Net tangible assets before tax cum dividend	Net tangible assets before tax ex dividend	Profits reserve (per share)
179.15c	176.15c	48.3c
Net tangible assets after tax and before tax on unrealised gains	Gross assets	June 2021 fully franked dividend
171.94c	\$702.1m	3.0c
Net tangible assets after tax	Market capitalisation [#]	ESG aware [^] (of the portfolio)
159.85c	\$618.0m	98.8%

[#]Based on the 29 October 2021 share price of \$1.57 per share and 393,612,280 shares on issue. During the month, 665,174 shares were issued under the Dividend Reinvestment Plan for the June 2021 dividend.

[^]Based on the 2020 Annual Report.

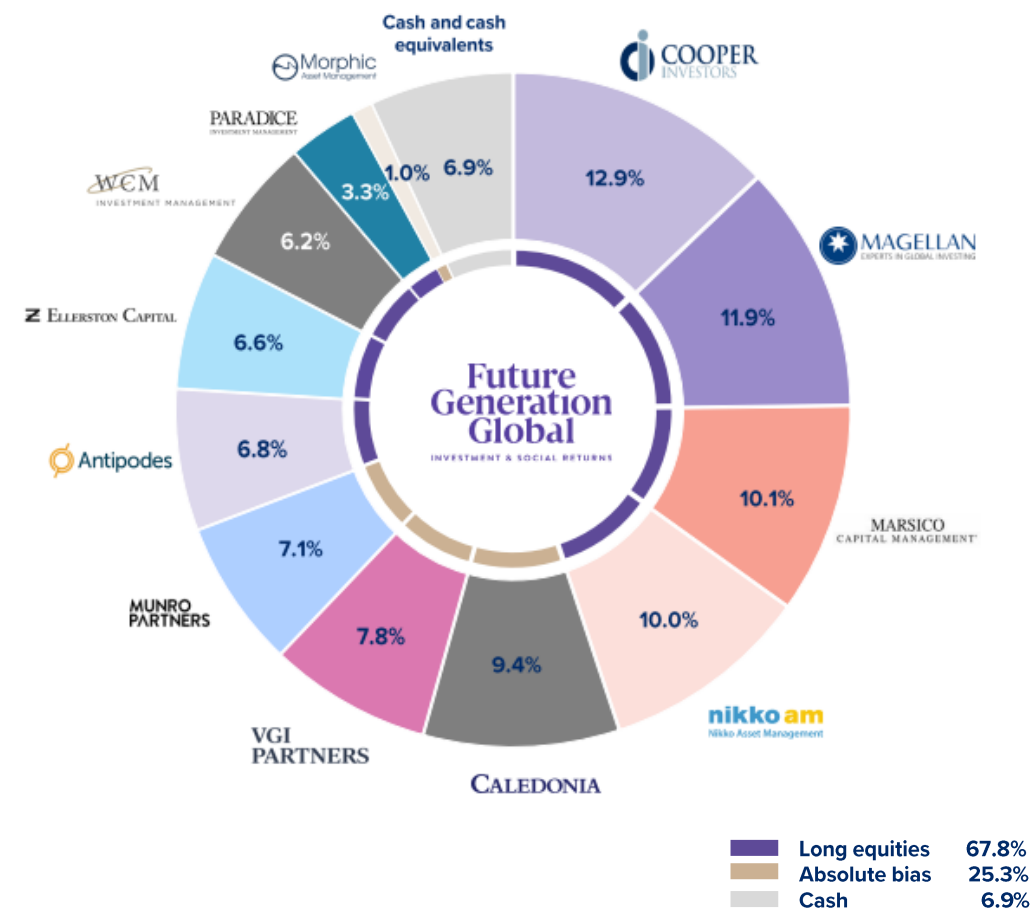
Fund manager allocations

0% management fees

0% performance fees

Future Generation Global

INVESTMENT & SOCIAL RETURNS



Pre-tax net tangible assets (NTA), dividends paid and profit reserves as at 31 October 2021

ASX: FGX

Future Generation Australia

Share price

Pre-tax NTA

Fully franked
dividends paid
since inception

Profits reserve

\$1.43

\$1.55

27.3cps

34.0cps

ASX: FGG

Future Generation Global

Share price

Pre-tax NTA

Fully franked
dividends paid
since inception

Profits reserve

\$1.57

\$1.76

9.5cps

48.3cps



Social returns



**Future
Generation
Australia**
ASX: FGX

\$5.3m

2021 SOCIAL
INVESTMENT

**Future
Generation
Global**
ASX: FGG

\$6.4m

2021 SOCIAL
INVESTMENT

2021 annualised management
fees, performance fees and
services forgone

\$21.8m

Total annualised fees
forgone since inception
to 2021

\$95.4m

Our pro bono fund managers

Future
Generation
INVESTMENT & SOCIAL RETURNS



Wilson
Asset Management

PARADICE
INVESTMENT MANAGEMENT

WCM
INVESTMENT MANAGEMENT

CALEDONIA



BAEP
Benelong Australian Equity Partners

L1 CAPITAL

Antipodes

COOPER
INVESTORS

MUNRO

QVG
CAPITAL



clime

SANDON CAPITAL

SAGE
CAPITAL

Firetrail
INVESTMENTS



Tribeca
Investment Partners

vinva
INVESTMENT MANAGEMENT

LANYON
ASSET MANAGEMENT



VGI
PARTNERS

Z ELLERSTON CAPITAL

MARSICO
CAPITAL MANAGEMENT

nikko am
Nikko Asset Management

REGAL
FUNDS MANAGEMENT



Our designated charities

Future Generation Australia



Future Generation Global



Our pro bono service providers



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(02) 9247 9202



MyState Limited

(ASX: MYS)

Melos Sulicich
Managing Director &
Chief Executive Officer



MyStateLimited 

ASX CEO Connect

7 December 2021

The human way to bank

Agenda

01 Corporate profile

02 Strategy

03 Financial highlights

04 Summary





Corporate profile 01

A trusted and respected brand...

MyState is a unique provider of banking, trustee and wealth management services to more than 160,000 customers across Australia through its retail brands – MyState Bank and TPT Wealth.

MyState listed on the ASX in 2009.

MyState currently has a market capitalisation of approximately \$525m and has a shareholder base of [61,500].



MyState Bank is a leading challenger, digital bank. Since its establishment, it has grown its lending assets to more than \$6.0bn, offers award winning products and has market leading customer advocacy ratings.

95%* Banking
Lending | Deposits | Transactions



TPT Wealth, a 134 year old business, is one of the oldest providers of trustee solutions in Australia. A trusted brand, today it offers contemporary financial products including asset management and trustee services.

5%* Wealth
Funds management | Trustee services

... that has evolved
into a digital bank

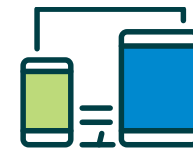
2016

Our journey

2021

Branch based "credit union"

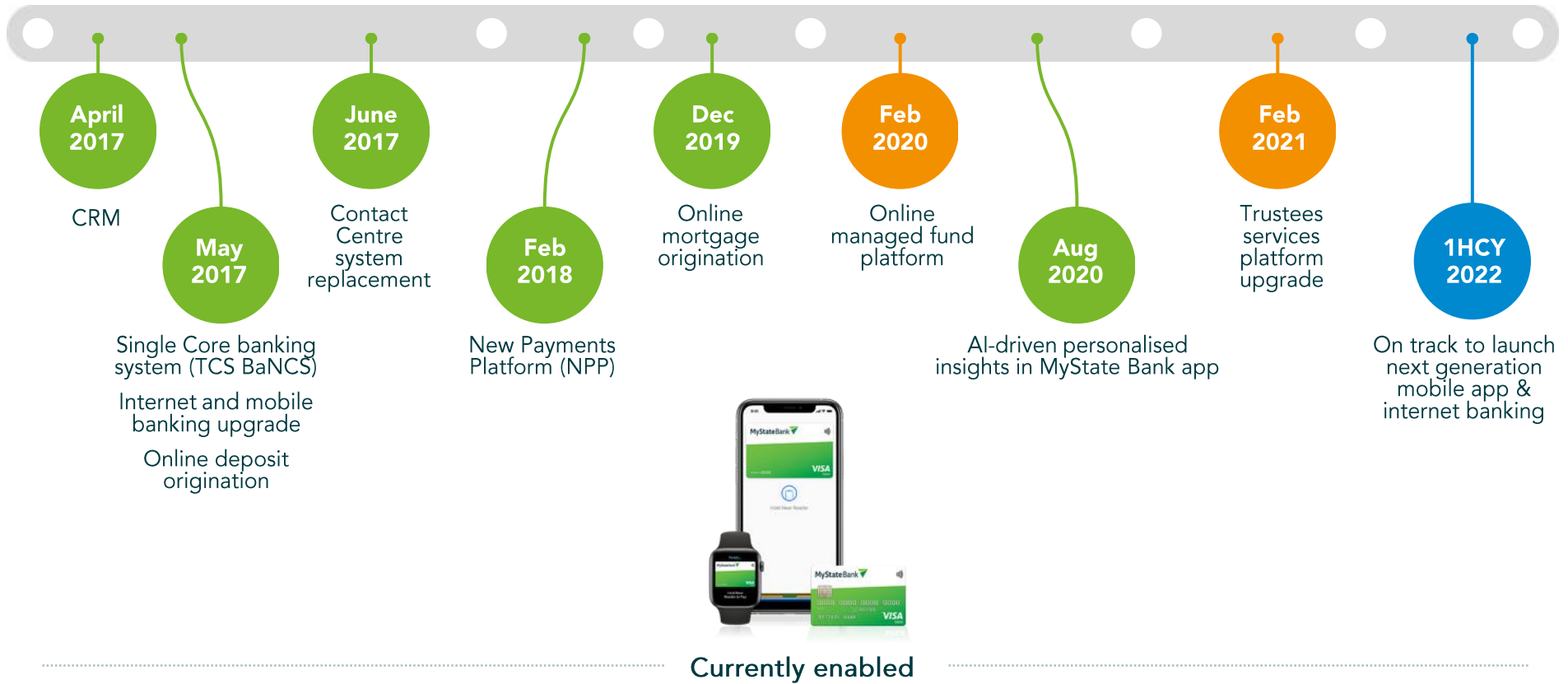
- Geographically concentrated customer base
- Legacy technology platforms
- Inward-focused processes
- Disparate systems and processes
- Largely manual workflow



Digital Bank

- Increasingly geographically diverse customer base
- Online origination increasing
- Customer focused processes
- Relationship focused business and people
- Digitised and simplified systems and processes
- AI enabled customer insights

Digital transformation is driving growth...



2021 ESG snapshot

MyState's 2021 Annual Report included an inaugural Environmental, Social and Governance (ESG) snapshot.

ESG reporting is an evolving and increasingly important field of practice and MyState will continue to build and develop on its initial reporting.

Six ESG topics matter most to MyState

Why are they important?

Progress



Supporting customers

- We help customers by making things easier and putting things right if they go wrong.

- Customer NPS +47
- 17,000 new customers in FY21



Governance, conduct & culture

- These are the foundations of conducting our business in an ethical, responsible and transparent way.

- Governance, culture, remuneration and accountability (GCRA) self assessment
- Compliance with Modern Slavery Act



Helping our people be their best

- To drive a culture of customer centricity and execution excellence we rely on our people being at their best.

- 46% of leadership roles filled by women
- Increased investment in training



Digital enablement and data security

- As a national digital bank, we must change and evolve our systems and products to meet our customers' increasing expectations.

- 94% of transactions completed digitally
- 71% customers on Internet Banking
- 53% customers on e-Statements



Environmental sustainability

- It will help us transition to a low carbon economy.

- 90% of operations in Tasmania which is 100% self sufficient in renewable energy



Community investment

- It enables us to make a difference and support our communities.

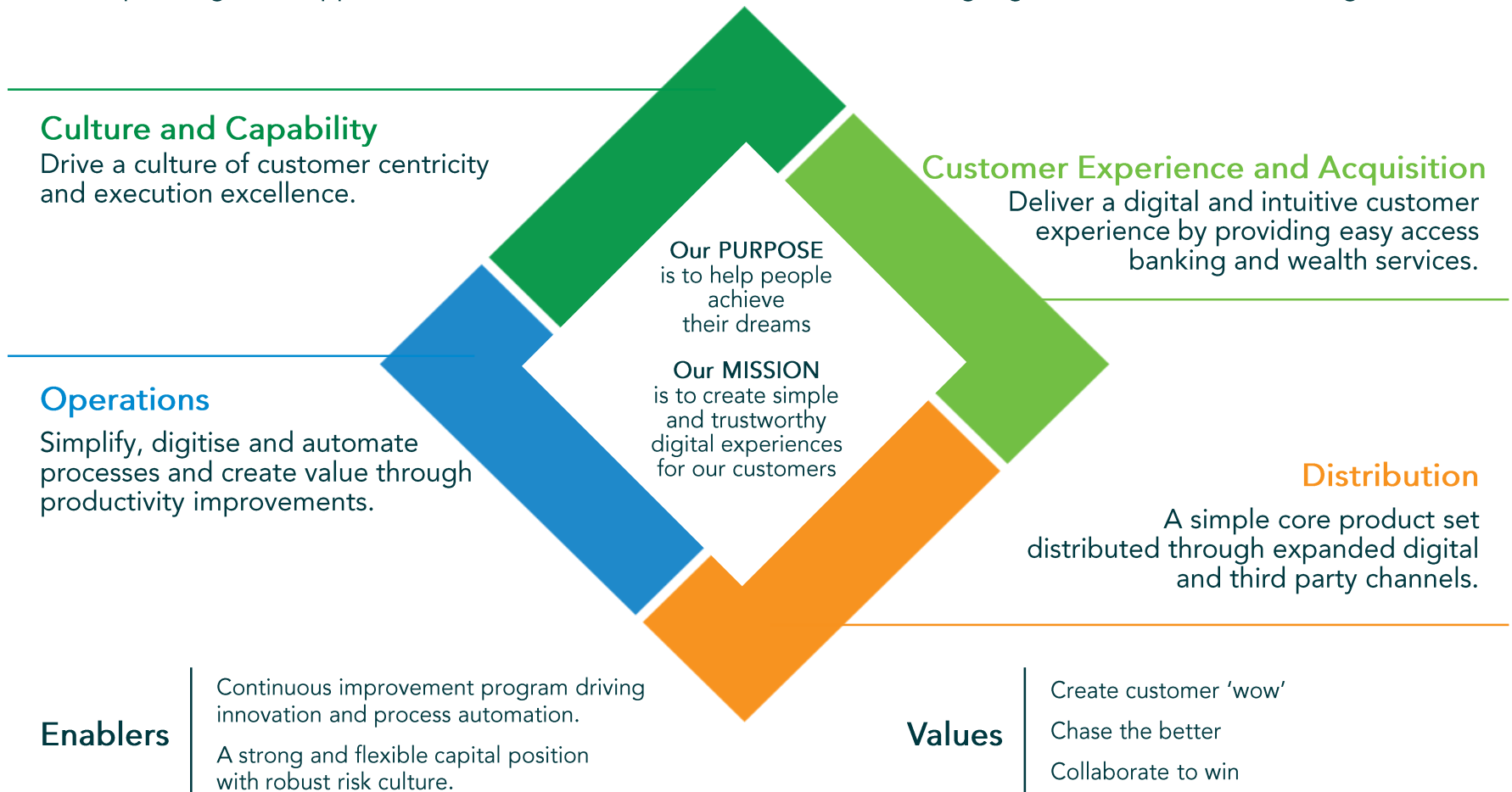
- Sponsorship of Football Tasmania and naming rights sponsor for Tasmania's Women's Super League
- MyState Bank Student Film Festival



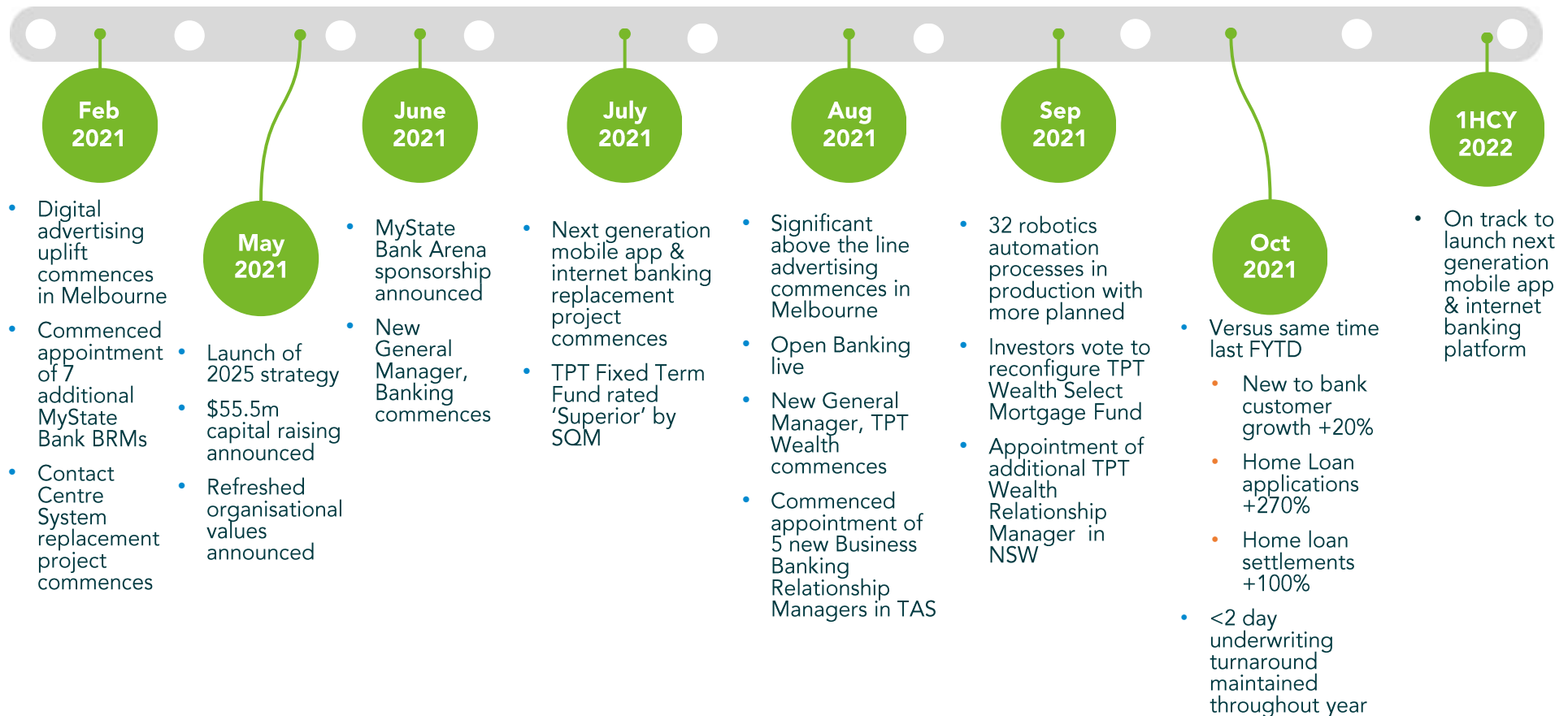
Strategy 02

Our ambition is to rapidly grow our share in deposits, lending and FUM.

Our growth strategy is focused and bold. It builds on our strong financial position and high customer NPS to access specific growth opportunities in eastern seaboard markets, via a strong digital and AI enabled offering.



Progress on strategic execution



2021 has a been a standout year for progress



Financial highlights **03**

FY21 Key highlights

Financial performance

+20.9%

Net profit after tax

-153bps

Cost to income¹

+116bps

Return on average equity

+19.2%

Earnings per share

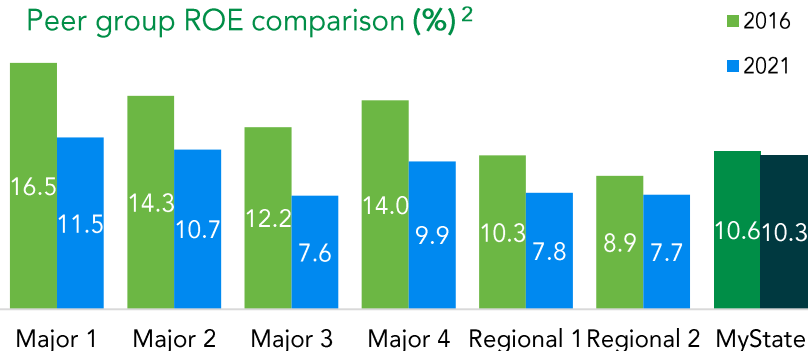
+10bps

Net interest margin

+13.2%

Customer deposits

Peer group ROE comparison (%)²



Strategic initiatives delivered

Grow

- ✓ Customer deposit growth of 13.2%
- ✓ Bank balance sheet growth of 6%, including 5% HL growth in Tasmania
- ✓ Wealth distribution capability and capacity enhanced
- ✓ \$55.5m capital raised to support growth

Increase digital capability + automation

- ✓ AI enabled home loan retention tool live
- ✓ Best in class AI insights in MyState Bank app generating over 1.5m insights per month
- ✓ Multiple improvements to internet and mobile banking platform
- ✓ New Wealth Trustee Services platform

Build our brand + capability

- ✓ Significant expansion of marketing activities into Melbourne and Tasmania
- ✓ MyState Bank Arena naming rights and sponsorship of Football Tasmania
- ✓ Significant investment in learning and development experiences

Attract + deepen relationships

- ✓ 17,000 customers have joined across the past 12 months
- ✓ Customer NPS +47; Customer funding ratio 73.4%
- ✓ COVID assistance to customers

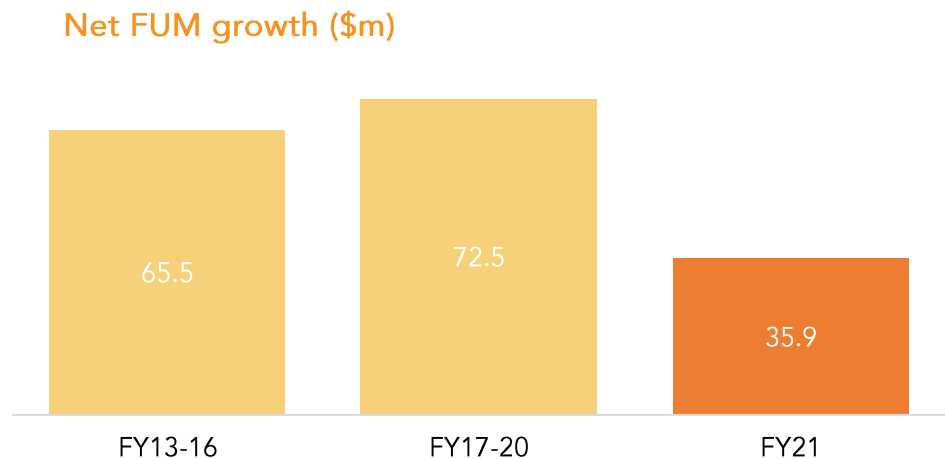
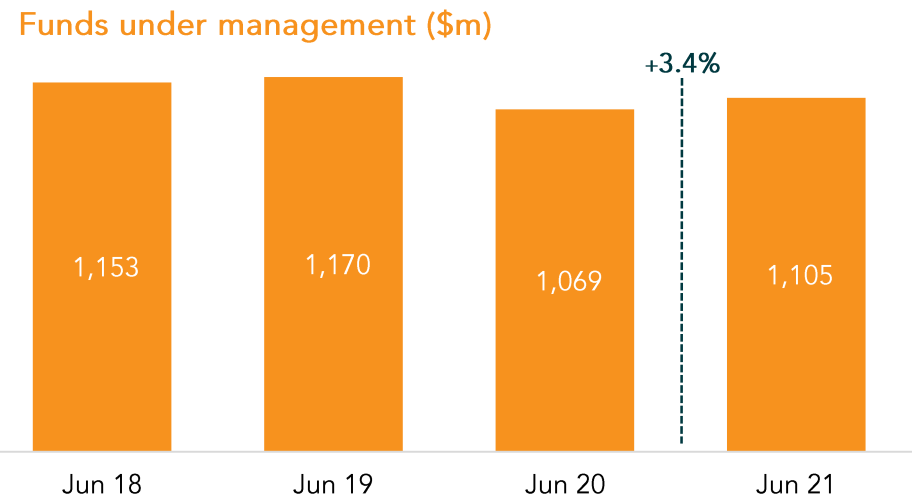
Note: All figures compare FY21 to FY20 as the previous corresponding period (pcp) unless otherwise indicated. All amounts shown represent statutory results exclusive of discontinued operations unless otherwise stated

¹ Excludes restructure costs ² As per most recent financial reporting

These results together with our recent capital raising have put us in a position to rapidly execute our 2025 strategy.

TPT Wealth positioned for growth

- Distribution capacity enhanced to drive growth on the eastern seaboard, to complement the team in the heartland market of Tasmania
- FUM increased 3.4% on PCP to \$1.105b driven by income fund growth
- 30% of investors on the new digital portal
- New cloud lending platform and legacy trustee system replaced
- TPT Fixed Term Fund, Long Term Fund & Select Mortgage Fund awarded a 4 Star (Superior High Investment grade) rating from SQM Research





Summary **04**

Q1 FY22 update

FY22 financial performance to date¹

Balance sheet	Sep 21	Jun 21	Change	Implied annualised growth
Home loan book	\$5.70b	\$5.45b	+4.7% ▲	+18.9%
Customer deposits	\$4.71b	\$4.46b	+5.6% ▲	+22.3%
Funds under management	\$1.11b	\$1.11b	+0.2% ▲	+0.8%
CET1 ratio	12.0%	13.1%	-109ps ▼	
Total capital ratio	13.3%	14.8%	-151bps ▼	

1. Unaudited management results. Financial performance figures compare 30 June 2021 to 30 September 2021. Percentage changes may not calculate due to rounding.

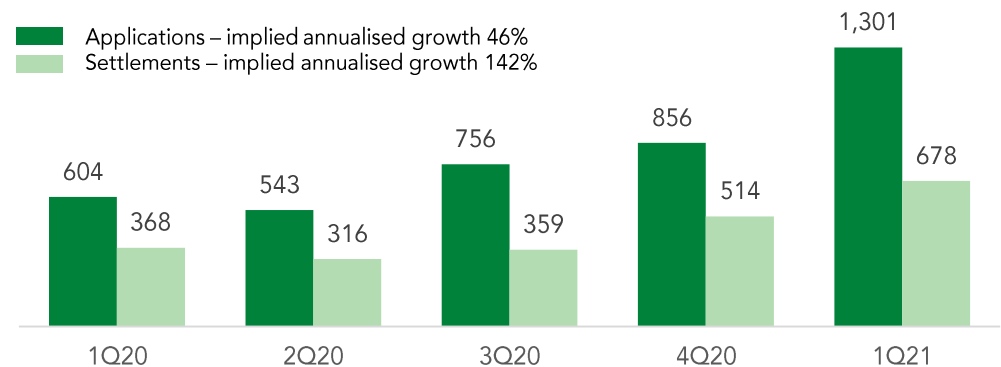
Strategy being rapidly implemented

- Focused on rapid execution and growth
- Trusted and respected challenger brand with leading customer advocacy
- Increasing digital and AI capabilities remain a focus for future investment
- Customer deposit funding ratio +13.2% on same time last year to 74.5%
- Named in the 2021 AFR Boss list as one of the 10 most innovative companies in banking, super and financial services



- Across the last 12 months
+18,000 new customers

Home loan book - applications and settlements (\$m)



Closing remarks



Objectives ¹

- Rapidly accelerate balance sheet growth over the medium term, while maintaining asset quality
- Improved operating leverage (cost to income ratio) in line with business growth
- Targeting ROE accretion as capital is deployed
- Targeting growth in EPS over the medium term
- In FY22, EPS and ROE will be diluted while new capital is being fully deployed with opex rising to support customer and lending growth



Closing remarks

- Demonstrated capability on strategic execution
- Trusted and respected challenger brand with leading customer advocacy
- Increasing digital and AI capabilities remain a focus for future investment
- Established digital bank

1. Targets assume current market conditions persist and there is no significant change or deterioration in Federal and State Government responses to COVID-19.

MyState sees a significant opportunity across its markets to accelerate growth, creating value for shareholders

1H: First half of financial year

2H: Second half of financial year

ADI: Authorised deposit-taking institution

APRA: Australian Prudential Regulation Authority

Avg: Average

ASX: Australian Securities Exchange

BBSW: Bank Bill Swap Rate

BDD: Bad & Doubtful Debt Expense

bps: basis points

CAGR: Compounded annual growth rate

CET1: Common Equity Tier 1

cps: Cents per share

CTI: Cost-to-income ratio

DRP: Dividend reinvestment plan

EPS: Earnings per share

FUM: Funds under management

FY: Financial year

FYTD: Financial year to date

HY: Half year

IO: Interest only

IRB: Internal ratings-based

JAWS: relationship between income and expense growth

LVR: Loan to valuation ratio

MYS: MyState Limited

MSB: MyState Bank Limited

NII: Net Interest Income

NIM: Net Interest Margin

NPAT: Net Profit after Tax

NPBT: Net Profit before Tax

PCP: Previous Corresponding Period

RBA: Reserve Bank of Australia

RMBS: Residential mortgage-backed security

ROE: Return on equity

SPIN: Standard and Poor's Performance Index

S&P: Standard and Poor's

TD: Term deposit

TPT: TPT Wealth Limited

Disclaimer
ASX CEO Connect 2021

Summary Information

This Presentation contains summary information about MyState Limited (ABN 26 133 623 962) and its activities current as at the date of this Presentation. The information is subject to change without notice and does not purport to be complete or comprehensive. It does not purport to summarise all information that an investor should consider when making an investment decision. It should be read in conjunction with MyState's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange, which are available at www.asx.com.au.

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Disclaimer
ASX CEO Connect 2021

PushPay Holdings Limited

(ASX: PPH)

Molly Matthews
Chief Executive Officer



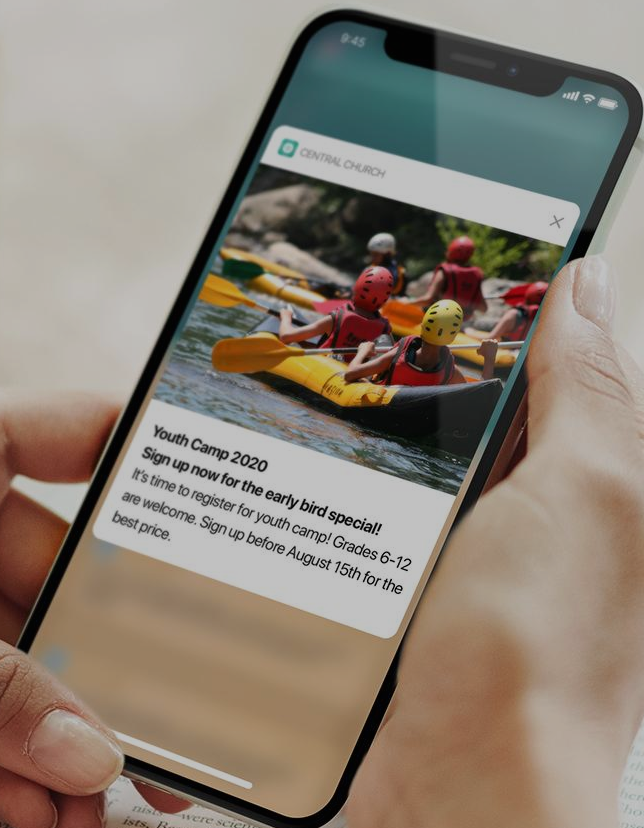
Pushpay

ASX CEO Connect

7 December 2021 (AET)
Molly Matthews, CEO



investors@pushpay.com
www.pushpay.com



Important notice

This presentation is given on behalf of Pushpay Holdings Limited (Pushpay).

NZSX:PPH | ASX:PPH | New Zealand Company Number: 3481675 | ARBN: 613 314 104

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- should be read in conjunction with, and is subject to, Pushpay's Interim and Annual Report, market releases, and information published on Pushpay's website www.pushpay.com;
- includes forward-looking statements about Pushpay and the environment in which Pushpay operates, which are subject to uncertainties and contingencies outside of Pushpay's control—Pushpay's actual results or performance may differ materially from these statements;
- includes statements relating to past performance, which should not be regarded as a reliable indicator of future performance; and
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All information in this presentation is current at the date of this presentation, unless stated otherwise. All currency amounts are in United States Dollars (USD) unless stated otherwise. Please refer to the Appendix for definitions of key metrics used in this presentation.

Contents

1. Executive summary

2. Strategy

3. Performance

4. Questions

A woman with blonde hair and glasses, wearing a white vertically striped button-down shirt and tan trousers, is smiling while looking at her smartphone. She is standing in an office environment with a desk and chair visible in the background. The text 'Executive summary' is overlaid on the left side of the image.

Executive summary

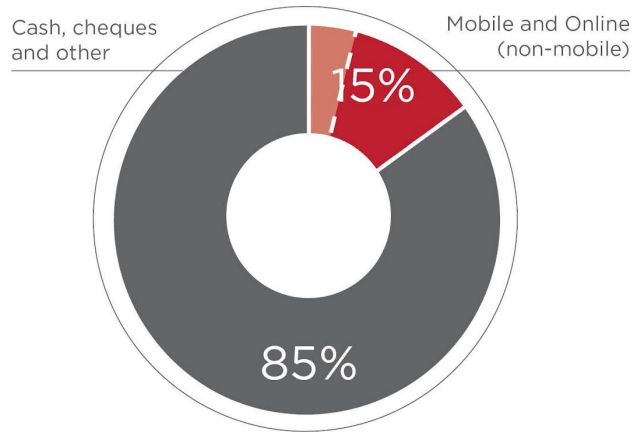
About Pushpay

Pushpay provides a donor management system, including donor tools, finance tools and a custom community app, a church management system (ChMS), and video streaming solutions to the faith sector, non-profit organisations and education providers in the US, Canada, Australia and New Zealand.

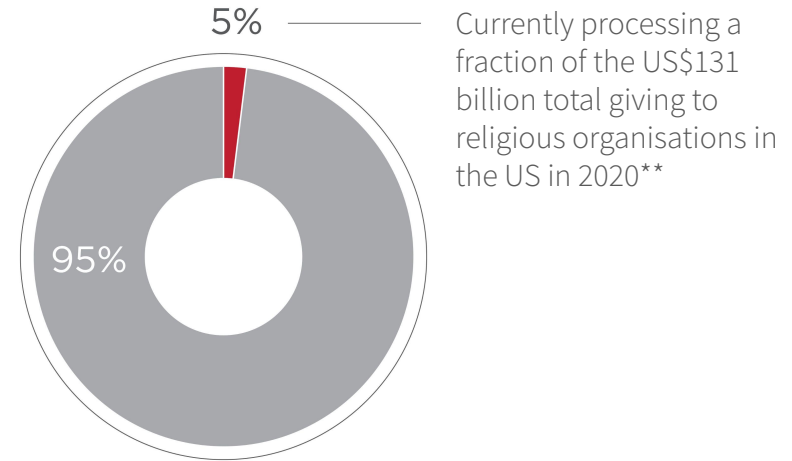
Our leading solutions simplify engagement, payments and administration, enabling our Customers to increase participation and build stronger relationships with their communities.



Market opportunity



Churches that offer online giving had just 15% of revenue given through Mobile and Online*



Pushpay's estimated market share

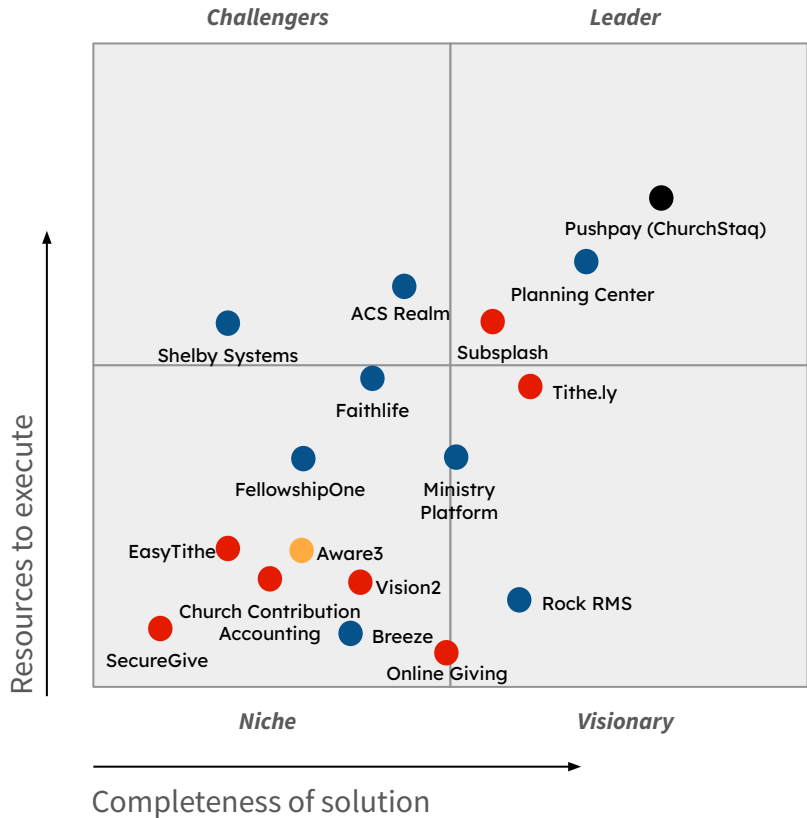


* Dunham + Company (2018). Percentage of Churches Offering Online Giving Has Risen Dramatically Since 2015

** Giving USA (2021). Giving USA 2020 Annual Report

Competitive Landscape

- Giving Platform
- App Provider
- Church Management System (ChMS)
- Complete Solution



Pushpay's solution is differentiated from competitors by:

- Authentically speaking the language of the market
- The completeness of our solution (engagement, giving, ChMS and streaming)
- Being well resourced to execute
- Our product and development scale
- Social proof with over half of the top 100 largest churches in the US as at 30 September 2021



Note: The diagram above represents Pushpay's assessment of the market. Size of circle = estimated market share based on Pushpay's market knowledge.

Strategy



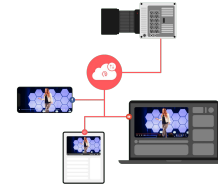
Resi Media acquisition

- High growth SaaS company specialising in high-quality transmission for web and multisite streaming offering end-to-end solutions to customers
- Strong foothold in the US faith sector with over 70% of the Outreach 100 churches using Resi products*
- Expanding customers outside the faith sector, including in the corporate, education, sports and live event streaming markets
- Material synergy opportunities through product bundling and integration with Pushpay's sales and marketing engine

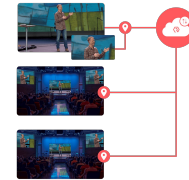


Key products

Live streaming



Multisite streaming



Hardware – encoders and decoders



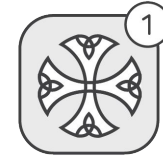
* Outreach Magazine's 100 largest churches in America in 2021

Catholic initiative

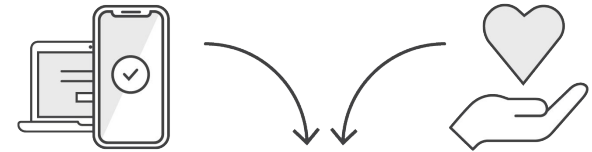
- 23%* of the US population considers itself to be Catholic
- In 2016 27% of US faith giving generated from Catholic services, totaling US\$30 billion**
- Estimated 17,000 parishes*** in the US, which skew more heavily to medium and large churches
- Catholic churches know they need to embrace technology



17k Parishes



**estimated US\$330 million
annual revenue opportunity**



50/50

**between software and
processing**

* Central Intelligence Agency (2018). The World Factbook

** IBISWorld

*** Center for Applied Research in the Apostolate (CARA), Georgetown University | Frequently Requested Church Statistics

A photograph of two men sitting at a wooden table in a cafe. The man on the left, wearing a blue denim jacket, is smiling and looking at a smartphone he is holding. The man on the right, wearing glasses and a white shirt, is also smiling and looking towards the phone. There are two white coffee cups on the table. The background is blurred, showing other people and interior lights.

Performance



Performance highlights

US \$93.5m

↑ Operating Revenue
Up from US\$85.6 million, an increase of 9%

69%

↑ Gross Profit Margin
Up from 68%, an increase of one percentage point

US \$29.6m

↑ Underlying EBITDAFI
Up from \$26.5 million, an increase of 12%

US \$19.1m

↑ NPAT
Up from US\$13.4 million, an increase of 43%

US \$30.8m

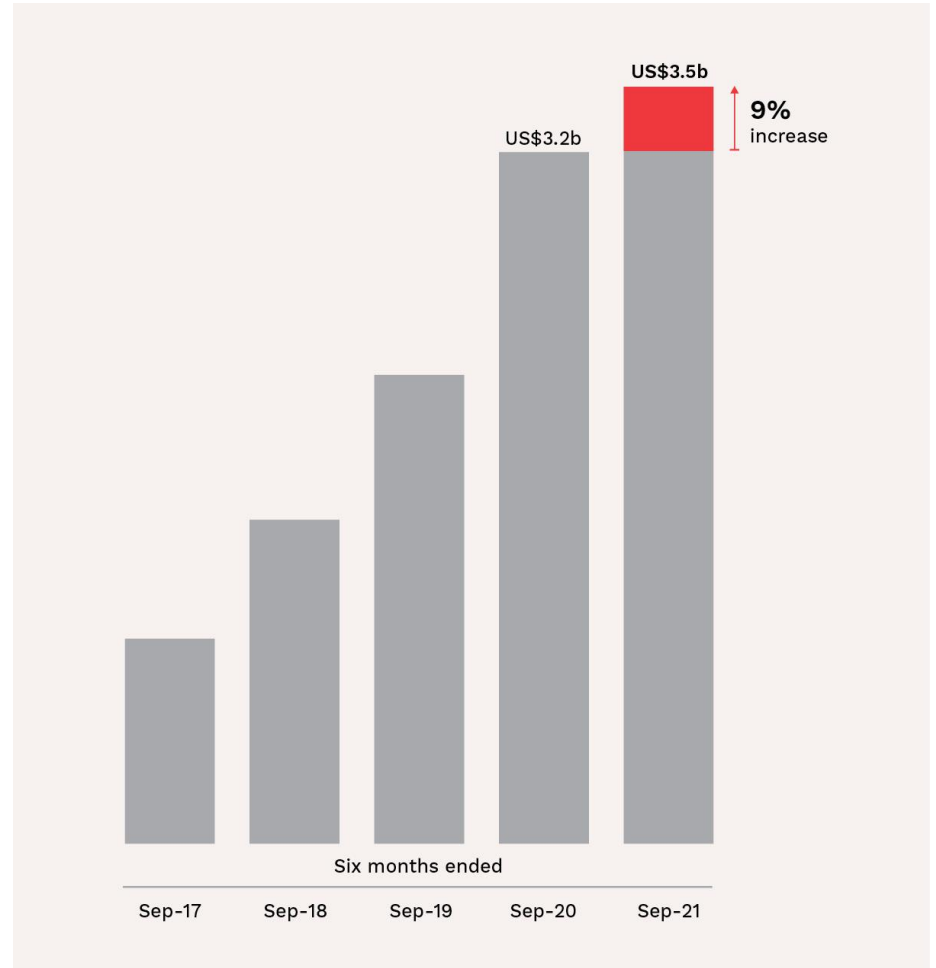
↑ Operating Cash Flow
Up from US\$27.0 million, an increase of 14%



Note: The above metrics compare the Group performance over the six months ended 30 September 2021 to the six months ended 30 September 2020.

US\$3.5 billion

Total Processing Volume



A blurred background of a diverse group of people sitting in a room, with a hand reaching out from the foreground. The word "Questions" is overlaid in white text.

Questions

Appendix



At a glance

18,229

↑ Total Products purchased by Customers
Up from 12,725 Products, an increase of 43%

>110%

↑ Annual Revenue Retention Rate
>110% on average for the last five years,
including the last period

14,095

↑ Total Customers
Up from 10,896 Customers, an increase of 29%

US \$5.4b

↑ Total LTV of Customer base
Up from US\$4.5 billion, an increase of 20%

US \$3.5b

↑ Total Processing Volume
Up from US\$3.2 billion, an increase of 9%

Targeting Underlying EBITDAFI of between US\$60.0 million and US\$65.0 million for the year ending 31 March 2022



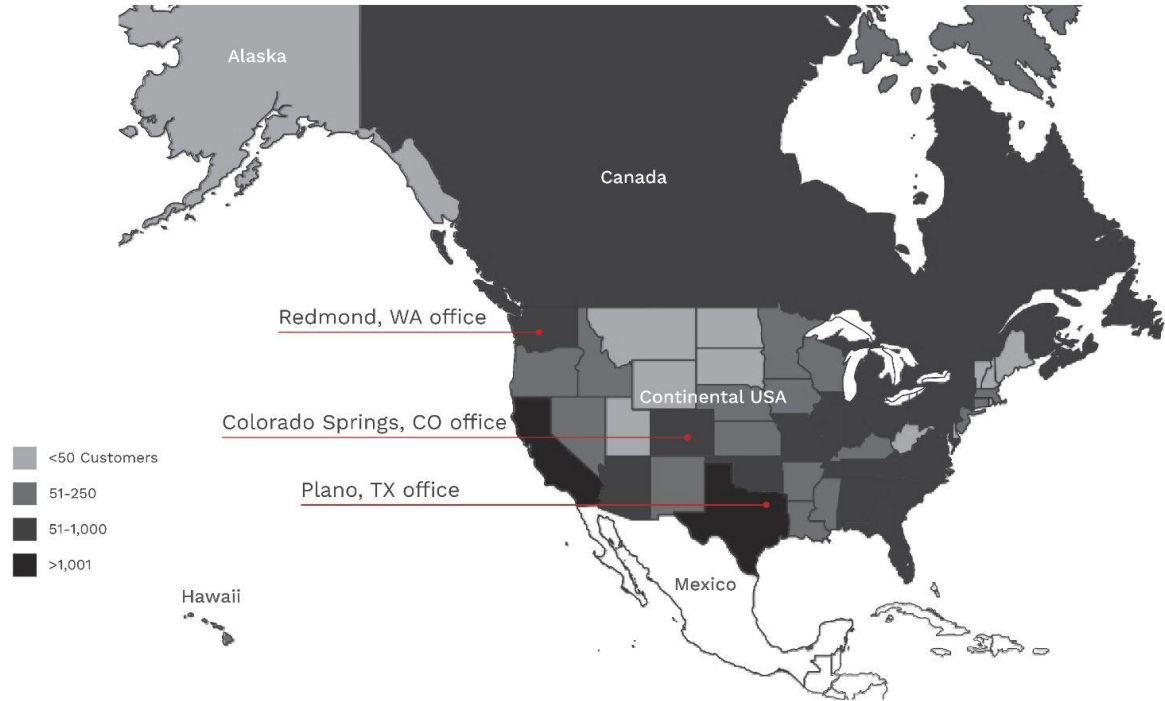
Note: The above metrics compare the Group performance as at 30 September 2021 to 30 September 2020. Annual Revenue Retention Rate represents each year since 2016.

Customers*

14,095

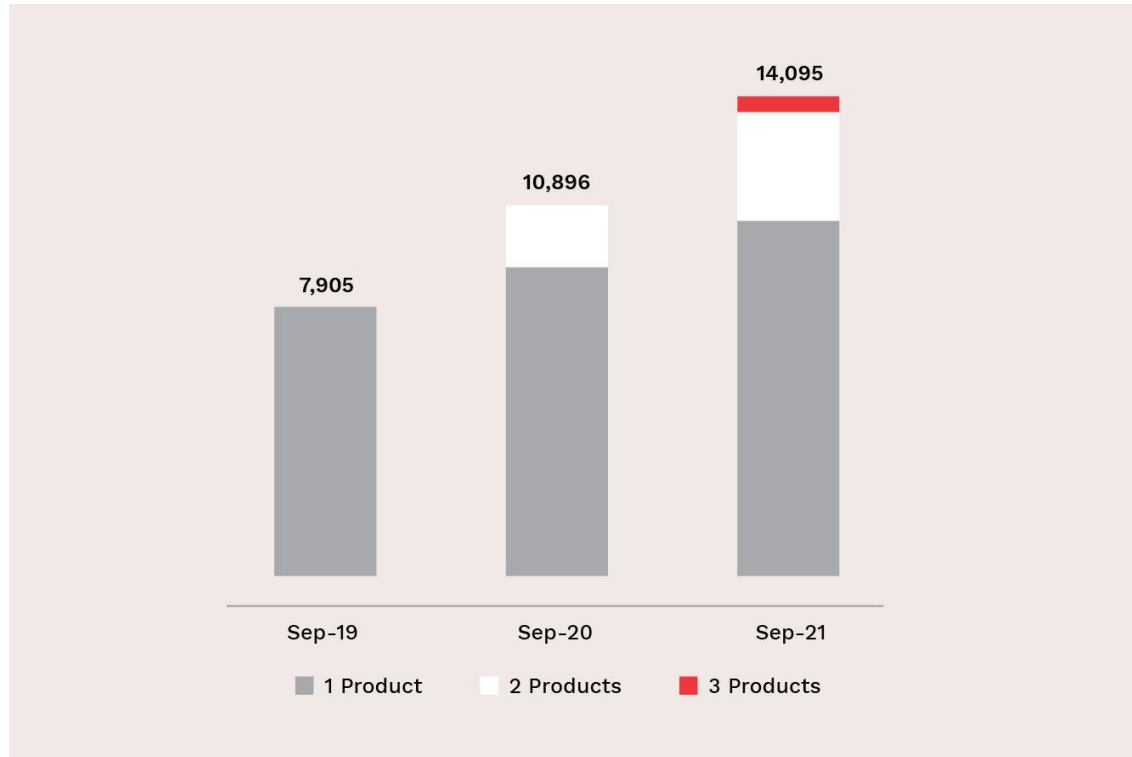
total Customers

as at 30 September 2021



* Map includes locations in North America of Customers which have been added to the Pushpay platform as at 30 September 2021.

Customers by number of Products

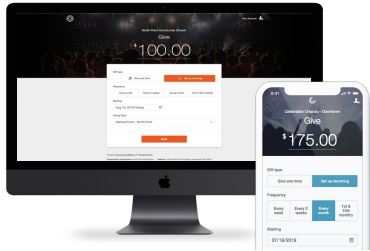


Products

As at 30 September	2021	2020	Change
Total Products	18,229	12,725	43%
<i>Comprising</i>			
Donor Management System	9,182	8,489	8%
Church Management System	4,875	4,236	15%
Streaming	4,172	–	100%
Total Customers	14,095	10,896	29%
ARPC per month (US\$)	1,166	1,263	-8%
ARPC per month excluding Resi Media acquisition (US\$)	1,348	1,263	7%

Enhancing our ChurchStaq offering

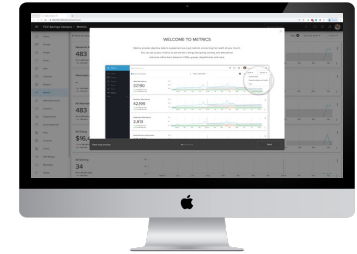
Giving and donor management



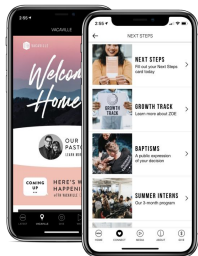
- Engage new donors
- Increase recurring giving
- Remove barriers to generosity
- Web, mobile, text, cash/check

Church management

- Comprehensive church management system
- Groups, Events, Check-in, Service Planning and Processes
- Giving dashboards and analytics



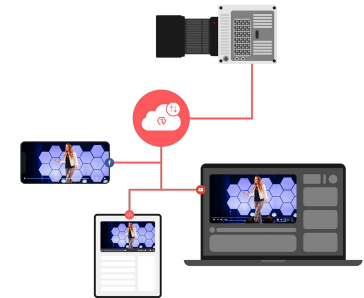
Church App



- Increase participation
- Access church media
- Targeted communication
- Groups and calendar
- Pre-check

Streaming services

- Digitalisation of church communities
- Enhanced engagement
- Data touchpoints



Key metric definitions

Annual Revenue Retention Rate – is revenue retained from Customers and is measured by the amount of revenue at the end of the period, over the amount of revenue from the end of the previous period for Customers who joined Pushpay prior to the end of the previous period.

Average Revenue Per Customer (ARPC) – is the combination of monthly Subscription Fees and Volume Fees divided by total Customers. Subscription Fees are based on the Products that Customers purchase, which can vary based on the size of the Customer and Volume Fees are based on payment transaction volume. For Customers who use Pushpay's payment solution, Volume Fees are recognised on a gross basis and associated costs payable to issuing banks, processing partners and the card brands, such as Visa and MasterCard, are classified as expenses. The in-month average Volume Fee per Customer is used for the Volume Fee component of ARPC.

Cash and Cash Equivalents – is cash on hand; deposits held at call with financial institutions; and other short-term, highly liquid investments readily convertible to a known amount of cash and which are subject to an insignificant risk of changes in value.

Customer – is an entity that utilises one or more Pushpay products. Pushpay reports Customers that have entered into an agreement and completed the paperwork necessary to set up their service. Pushpay views Customers with 0-199 average weekly attendees as small, 200-1,099 average weekly attendees as medium and 1,100 or more average weekly attendees as large.

Customer Acquisition Cost (CAC) – is sales, marketing and implementation costs divided by the number of new products sold over a six month period.

Earnings before Interest, Tax, Depreciation, Amortisation, Foreign Currency (gains)/losses and Impairments (EBITDAFI) – is a non-GAAP financial measure calculated by adjusting interest, depreciation and amortisation, income taxes, net foreign currency gains/losses and impairments to net profit.

Lifetime Value (LTV) – is the gross margin expected from a Customer over the lifetime of that Customer. This is calculated by taking the ARPC multiplied by 12, multiplied by the gross profit percentage, multiplied by the average Customer lifetime (the average Customer lifetime is one divided by churn, being one minus the Annual Revenue Retention Rate). A 97.5% Annual Revenue Retention Rate is used for the purposes of the calculation. Total LTV is calculated as LTV multiplied by total Customers.

Months to Recover CAC – CAC months or months of ARPC to recover CAC is the number of months of gross revenue required to recover the cost of each new product sale.

Net Profit after Tax (NPAT) – is calculated in accordance with NZ IFRS accounting standards.

Operating Revenue – is receipts received from Customers calculated in accordance with NZ IFRS accounting standards.

Key metric definitions (continued)

Products – is the total number of Pushpay products utilised by Customers. An individual Customer may hold one or more Products. Pushpay currently offers three products, including a donor management system, church management system and streaming. A Customer purchasing ChurchStaq™ currently has two Products, being a donor management system and a church management system and will soon have the option to include streaming in this bundle through the integration of Resi Media.

Subscription Fees – is recurring fees based on the Products that Customers purchase, which can vary based on the size of the Customer (in the case of the faith sector, size is based on average weekly attendance).

Total Processing Volume – is payment transaction volume through the Pushpay payment platform, that Pushpay derives revenue from within a period. This excludes payment transaction volume that is not processed through the Pushpay payment platform.

Total Revenue – is receipts received from Customers and other income calculated in accordance with NZ IFRS accounting standards.

Underlying Earnings before Interest, Tax, Depreciation, Amortisation, Foreign currency (gains)/losses and Impairments (Underlying EBITDAFI) – is a non-GAAP financial measure calculated as EBITDAFI excluding one off changes as well as costs and IFRS accounting relating to acquisitions. This includes cash and non-cash expenses such as legal fees relating to the acquisition, expensing of the restricted shares provided to the vendors as part consideration of any transaction, fair valuing of unearned revenue acquired on acquisition. The Group believes that this measure provides a more appropriate representation of the Group's performance.

Volume Fees – is variable fee income generated from payment transaction volume (in the case of the faith sector, this is usually a percentage of total donations).



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Thank you.

