

# CAB | PAYMENTS

# Moving money where it's needed

CLASSIFICATION: CONFIDENTIAL



This is a financial promotion and is not intended to be investment advice. This is an advertisement and not a prospectus. Potential investors should not apply to purchase any shares in CAB Payments Holdings Limited (to be renamed CAB Payments Holdings plc) (the "Company") except on the basis of information contained in the prospectus to be published by the Company as supplemented by any supplementary prospectus or pricing notification and which, when published, will be made available at http://www.cabpayments.com/. This advertisement is not for distribution or publication outside the United Kingdom.

## **Business** overview

Leading business-to-business ("B2B") foreign exchange ("FX") and cross-border payments platform, playing a crucial role in helping a range of customers transfer money to markets that are difficult to access

Emerging markets growth profile, driven by developed market foundation

Highly diverse, global, blue-chip client base

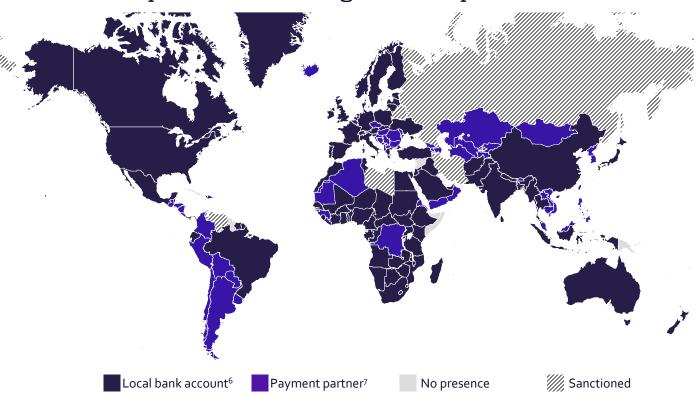
Clear commitment to ESG leadership

High-calibre leadership team with track record in the FinTech space

## Strong growth rates across the business



## UK-headquartered, with a global footprint<sup>5</sup>

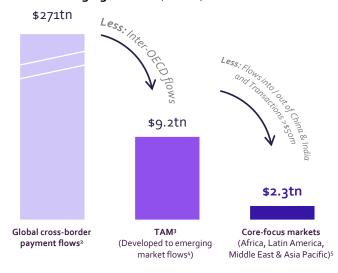


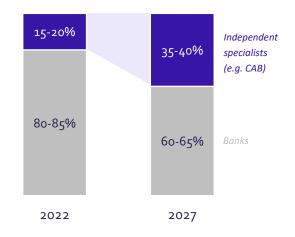
as at December 2022, includes single FX provider relationships; 2 in FY22; 3 compound annual growth rate for FY20-FY22; 4Net Revenue Retention defined as percentage of client gross profit from previous year cohorts/total client gross profit for a given year. Represents average Net Revenue Retention for the five years ending 31 December 2022; 5 note CAB does not have a physical presence in all countries; 6 allows free sourcing of foreign exchange; 7 provides local payment bundled with FX

### Large growing market with accelerated structural shifts

While covering Global flows1, CAB specialises in B<sub>2</sub>B flows from developed markets ("DMs") into emerging markets ("EMs")

#### Significant market share shift to Specialists





## A differentiated and holistic value proposition

	Banks		Independent specialists with banking license	Independent specialists		
	Global banks	Regional banks	CAB   PAYMENTS	B2B specialists	Legacy B <sub>2</sub> C <sup>6</sup> -first Money transfer	B <sub>2</sub> C <sup>6</sup> -first FinTechs
	HSBC J.P.Morgan  Bankof America Santander	INTEX SANDAGE  NatWest Group  SOCIETE WELLS FARGO		Cambridge.  Currencycloud  StoneX  Barthport  VISA	MoneyGram.	Transferwise FZEPZ  Remitly  WORLDFIRST  Revolut  Transferwise  Revolut
Global coverage	<b>√</b> √		<b>/</b> /	✓	✓	<b>√</b>
Transaction speed	<b>√</b>		<b>/</b> /	<b>√</b>	✓	11
Pricing & fees	<b>√</b>	✓	<b>11</b>	<b>√</b>	✓	11
Trust & compliance	<b>11</b>	<b>√</b> √	<b>11</b>			
ux	<b>√</b>		<b>11</b>	<b>√</b>	✓	<b>11</b>
Segment focus	Large corporates	SMEs <sup>7</sup>	Complex Institutional clients incl. Fls (given bank-neutrality)   Corporates   SMEs <sup>7</sup>	Corporates   SMEs <sup>7</sup>	Consumers   small businesses	Consumers   small businesses

<sup>✓✓ -</sup> performance better than peers; ✓ - performance in line with peers; - performance worse than peers

<sup>&</sup>lt;sup>1</sup> "flows" are transaction volumes; <sup>2</sup> Source: SWIFT Records and Market Data; <sup>3</sup> total addressable market (DM to EM flows including BRICs); <sup>4</sup> As well as emerging to developed market flows. Excludes non-LCU (local currency unit) flows (cross-border payments with no FX conversion); <sup>5</sup> excludes B2C transactions; <sup>6</sup> B2C is business-to-consumer; <sup>7</sup> small and medium enterprise

## Clients with distinct, complex needs driving stickiness

Major Market Banks	•	~5%	<ul> <li>Service levels and pricing of SWIFT not as attractive for 'long tail' currencies</li> <li>Underlying clients have continuous payments and FX needs</li> <li>Tend to be more focused on their core markets, typically developed markets</li> </ul>	~0.3%
NBFIs <sup>3</sup> & FinTechs		~35%	<ul> <li>Lack of licensing local expertise and reputation makes it hard to roll out a new corridor</li> <li>One partner gets most (or all) transaction volume for a given corridor</li> <li>Focused on reliability and speed as much as price</li> </ul>	~4%
IDOs <sup>4</sup>		~30%	<ul> <li>IDOs require connection to support and enable the UN, charities, aid and development programs to respond to economic, social, political, environmental and natural events</li> <li>Professional &amp; independent treasuries given their role as fiduciaries</li> <li>Need to access the most challenging EM markets. Broad currency coverage, quality liquidity, speed and reliability of delivery. Trusted partnerships</li> </ul>	~13%
EMFIs <sup>5</sup>		<ul> <li>Underserved by the existing global financial ecosystem. EMFI require the power of connections to serve Central Banks, authorities and local banks</li> <li>Requirement for a reliable partner to access hard currencies and unlock opportunity and prosperity</li> </ul>		~0.3%

Segment characteristics

### Suite of client-centric solutions

Share of CAB Total Income<sup>1</sup>

## Real-time B<sub>2</sub>B FX

Real-time FX trading platform designed for EMs



- Real-time competitive pricing
- Multi-channel access: User Interface ("GUI") 3rd party platforms | Mobile
- Customizable User experience ("UX")
- Integrated data analytics built-in risk controls

#### **B2B Payments**

End-to-end automated payments gateway



6o+ currencies across 90+ countries6

CAB market share<sup>2</sup>

- Rapid integration via simple programming interfaces ("API")
- **Bulk-proprietary** architecture – single payment instructions to 50k+ beneficiaries
- Smart failure re-routing

#### Banking solutions suite

Ancillary payments and financial management services

- Multi-currency accounts
- Trade finance
- Pension portal

## Tech-led product suite driving scalability, operating leverage and platform stickiness

## Successfully building a platform for sustained delivery...

#### Pre-2016



## Past **'ESTABLISH'**

100+ years of history as the bank at the heart of the **British Government** 

- Established payment network
- Built relationships with central banks and governments
- Received bank license

#### 2016-2021



## Last five years 'BUILD'

Built industry-leading platform for EM FX & **Payments** 

- Launched EMPowerFX
- Acquired Segovia payment gateway
- Automated operations
- Built out a well-experienced

#### 2021-2026



## **Next five years 'SCALE'**

Scale further to redefine FX & Payments in EM

- Target global banks driving market shift to specialists
- Expand salesforce globally
- Move to 24-hour global trading and operations

#### 2026+



## **Future 'TRANSFORM'**

Set to drive industry transformation

- Derivatives for EM FX
- Strategic utilisation of balance sheet and deposits
- Digital currencies
- Targeted inorganic growth

## ...driven by a highly experienced management team



**Bhairav Trivedi** CEO



**Richard Hallett CFO** 



**David Mountain** CPO

35+ years

work experience

Network>



McKinsey & Company 30+ years work experience

**BARCLAYS** 

Morgan Stanley

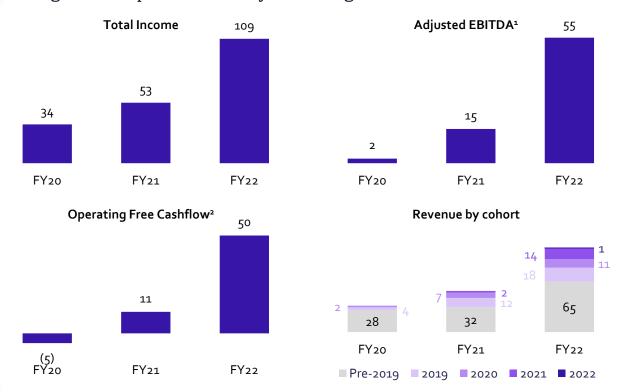
CREDIT SUISSE 🔌

30+ years work experience

Network>

BAIN (

### Strong financial profile driven by increasing volumes and client retention



## Delivering a tangible social impact...

#### **Driving financial** inclusion

Providing backbone to make financial services accessible and affordable

CAB | PAYMENTS Development aid flows<sup>3</sup>

£3.3bn

#### Formalising financial markets

Digital payments via **UK regulated** bank provide enhanced transparency, security and traceability

CAB | PAYMENTS Flows into Low and Lowermiddle income countries<sup>3</sup>

£14.6bn

#### Strengthening local economies

Facilitating cost-effective transactions for multilateral development banks, businesses and charities

> CAB | PAYMENTS Remittance flows<sup>3</sup>

> > £1.9bn

## ... and addressing all key pillars of ESG

#### **Environmental**

- Carbon neutral since 2019<sup>3</sup>
- Seek to use renewable energy where we can
- Awarded the gold Sustainability Rating by EcoVadis

## Social

- Leading facilitator of development aid flows
- Incorporated Social Impact Programmes as 50% of offset strategy focus for 2021
- Bank-wide targets to encourage employee participation in social impact volunteering schemes
- Strong focus on diversity (39% female, 44% non-white employees)4

#### Governance

- UN Global Compact signatory
- ESG KPIs at Executive Committee level
- Applied to become a B-Corp in November 2021; assessment is ongoing

#### Risk factors

There are a number of risks that may affect the value of your investment, including, among others, risks relating to:

- The Group's reliance on certain third party services that could be difficult or costly to replace
- The Group's rapid growth, which may not be sustainable or indicative of future growth and the growth assumptions of the business may not be accurate as a result
- Fluctuations in currency exchange rates, interest rates, and continued inflation that could negatively affect CAB Payments earnings and their comparability from period to period
- Significant change in the macroeconomic and/or political environment in the markets that the Group operates in
- The Group being unable to attract, retain and develop the highly skilled employees required to support the business and future growth
- The Group's potential failure to detect, deter or prevent employee misconduct or employee errors, resulting in financial losses either directly or as a consequence of damage to its reputation
- The Group's potential failure to retain existing customers and/or win new customers
- Counterparty credit risk and the failure of counterparties to meet their financial obligations
- The Group's trading activities associated with its FX and Payments services
- Challenges in expanding products and services in existing or in to new geographical regions, as well as any challenges in developing these products
- 2023 and mid-term targets and their underlying assumptions being inaccurate, resulting in CAB Payments not achieving its financial
- The extensive regulatory and legislative environment surrounding the Group in the UK as a result of containing a UK-regulated bank
- The nature of the Group's cross-border payments and FX products and services to and from numerous jurisdictions outside the United Kingdom, which exposes it to a variety of laws and regulations
- The Group's IT systems and intellectual property

#### Disclaimer

THESE MATERIALS ARE NOT DIRECTED AT OR ACCESSIBLE BY PERSONS IN OR FOR DISTRIBUTION OR RELEASE, DIRECTLY OR INDIRECTLY, INTO THE UNITED STATES, CANADA, AUSTRALIA, SOUTH AFRICA OR JAPAN OR ANY OTHER JURISDICTION WHERE THE EXTENSION OF AVAILABILITY OF THE MATERIALS TO WHICH YOU ARE SEEKING WOULD BREACH ANY APPLICABLE LAW OR REGULATION. THESE MATERIALS ARE NOT FOR DISTRIBUTION OR PUBLICATION IN ANY JURISDICTION OUTSIDE THE UNITED KINGDOM.

This is a financial promotion and is not intended to be investment advice.

The value of shares and the income from them is not guaranteed and can fall as well as rise due to stock market and currency movements. When you sell your investment you may get back less than you originally invested. Past performance of the Group and the information in this leaflet cannot be relied upon as a guide to future performance. This advertisement is issued by and is the sole responsibility of CAB Payments Holding Limited (shortly to be renamed CAB Payments Holdings plc) (the "Company") and has been approved solely for the purposes of section 21 of the Financial Services and Markets Act 2000 ("FSMA") by Peel Hunt LLP ("Peel Hunt"). Peel Hunt is authorised and regulated by the Financial Conduct Authority in the United Kingdom and is acting exclusively for the Company and no-one else in relation to or in connection with the offer of the shares in the Company and will not be responsible to anyone other than the Company for providing protections afforded to clients of Peel Hunt and is not providing, and will not provide, advice in relation to the offer or any matter referred to in this advertisement.

This advertisement does not constitute an offer or recommendation concerning the shares referred to in this advertisement or advice about purchasing shares in the Company and is not a substitute for independent advice about legal, financial, investment or tax matters. Before purchasing any shares referred to in this advertisement, persons viewing this advertisement should make sure that they fully understand and accept the risks which are set out in the prospectus to be published by the Company and which, when published, will be made available at http://www.cabpayments.com/. Any decision to invest must be based on that prospectus. If you have any concerns about the suitability of shares in the Company, you should consult an independent financial adviser. Any prospective investor is recommended to consult an independent financial adviser. The securities of the Company have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act") and may not be offered or sold within the United States absent registration or an applicable exemption from the registration requirements of the Securities Act. There will be no public offering of securities in the United States.

No reliance may be placed for any purpose whatsoever on the information contained in this advertisement or on its accuracy or completeness. Apart from the responsibilities and liabilities, if any, which may be imposed by FSMA or the regulatory regime established thereunder, no liability whatsoever is accepted by the Company, Peel Hunt, the selling shareholders or any of their respective members, directors, officers or employees nor any other person for any loss howsoever arising, directly or indirectly, from any use of such information or opinions otherwise arising in connection therewith.