

ASX Release

March 31 2022

## Release of Spenda AR v1.1 to support growth in payments flow

### Key Highlights

- Spenda Accounts Receivable v1.1 product released to support growing payment flows
- In March the Company has added A\$150m per annum in new payments business across various customers, of which Spenda's average fee range is 1.25 - 1.4%
- Growth has come from retail, soft furnishings and agriculture sectors

Spenda Limited (**ASX:SPX**, "**Spenda**" or "**the Company**") is pleased to provide an update to the market on payment flow growth, defined as the value of customer payment transactions processed over the Spenda network.

Payment flow growth has continued through the current quarter with the most significant growth coming in March 2022 following the completion and scale-out of various pilots. The business is heavily focused on the convergence of payments and data-driven lending through the Spenda platform and will continue to focus on providing innovation within payments flows where cards are blended with debt to process payments.

The Fresh Supply and Mastercard referral agreements have championed growth in agriculture flows. The 150m growth in payment flows has been delivered from existing customers such as James Tyler as well as the addition of new business within the fresh produce supply chain. This growth is expected to be achieved through the activation of customers onboarded in March and April. The annual payment growth of A\$150m per annum is based on those customers maintaining their current payment flows.

Further expansion in Agricultural payment flows is expected through the June quarter with forecast growth of a further A\$100m in annual payment flows. This further growth is based on expanding payment flows into the supply chain of existing customer networks through the Spenda platform.

The business continues to be focused on delivering solutions that drive cashflow between buyers and sellers.

The release of Spenda AR version 1.1 delivers critical updates that improve performance, scalability and product flexibility. Specifically, this release incorporates the following updates:

- User experience enhancements to improve:
  - The visualisation of the accounts receivable sales ledger and customer's debt;
  - Management of debt collection jobs;
  - Sending of automated collections communications;
  - Making notes about collections and payment expectations;
  - Entering into payment arrangements with a customer;
  - Taking customer payments via bank transfer, card or through a BNPL facility;
  - Managing Credit Claims; and
  - Dynamically triggering finance drawdowns.
  
- Backend enhancements that improve:
  - Security on the transaction pipe;
  - Performance enhancements that improve transaction throughput per second;
  - End-to-end reporting for merchant funding payments; and
  - Merchant boarding.

Commenting on the release Managing Director Adrian Floate said, “we are working to create a ‘new normal’ in lending and payment services. This release takes us several steps closer to giving improved control of the buy / sell process to our customers enabling better on-demand lending and business-to-business data collaboration.”

David Inderias, CEO at Fresh Supply Co commented, “We are seeing the strong partnership between the companies materialising. COVID, inflation, supply chain stressors, and now global conflict are creating increased capital requirements for businesses to go on

operating as usual. The cost to produce, process, and ship goods in the agri-food space has and will continue to increase into the mid-term. This creates a clear opportunity for our partnership to thrive.”

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### **About Spenda**

Spenda Limited (ASX: SPX) is a transaction services business supplying industries with a broad range of B2B payment services, digital trading software and integrated solutions. Our goal is to convert EFT payments to card payments utilising the BPSP engagement coupled with our payments collaboration framework. Our competitive advantages deliver customers end-to-end e-invoicing integration, rapid ordering, digital trust and automated reconciliation.

Spenda supplies its customers a recipe of integrated software to create a vertical market standard operating environment (SOE) that enables the effective and seamless transfer of data from multiple, disparate software systems in one standardised technology solution, such as SpendaRetail. Spenda has licensing agreements with third-party software vendors that enable it to provide integrated SOE solutions to its customers.

For investors seeking information on the Company’s activities that relate to marketing, customer events and other acknowledgement of customer activities, this information will be posted to the Company’s news section of the website and on social media channels with the handle #getSpenda, active on Twitter, LinkedIn, Instagram and Facebook.

For more information, see <https://spenda.co/investor-centre/>

This announcement has been authorised by the Board.

### **Investor Enquiries**

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