



## ASX ANNOUNCEMENT

31 October 2019

### September 2019 Quarter Update

#### Investment Highlights

- Major milestone completed, finalisation of development of Change's innovative payments and card issuing platform
- PCI DSS certification received
- Platform registered as Mastercard processor
- Change is the first Mastercard certified processor in the last 5 years and second in the last 20 years

**31 October 2019:** Change Financial Limited (ASX: CCA) ("**Change**" or "**the Company**"), is pleased to provide the following business update for the quarter ending September 2019.

#### Finalisation of Change Platform Build

During the quarter, Change obtained PCI DSS certification and the Company's US banking partner, Central Bank of Kansas City ("**CBKC**") formally registered the Company as a Mastercard payments processor.

The Platform has been designed and built as the new standard for innovative payments and card issuing. Change's payments infrastructure allows banks and businesses to develop, customise and launch innovative payment solutions under their own brand.

Change is the first payment and card issuing platform completed in the last 5 years and second in the last 20 years, following US based fintech unicorn, Marqeta Inc. The Change Platform was built from the ground up to address today's payment needs without the complexity and legacy of traditional issuer processors.

Further details about the Change Platform can be found in the Company's ASX announcement dated 30 September 2019.

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## Appointment of CEO

Following the end of the quarter the Company announced the appointment of Mr Alastair Wilkie as CEO.

Alastair is an experienced executive with 25 years in the financial services industry focused on banking and payments with a background in information technology and business development. He has held senior leadership roles in Australia, Europe and North America directing the creation and growth of businesses, managing service driven business operations and delivering enterprise wide change programs.

Alastair was previously COO of EML Payments Limited (ASX: EML), a leading financial services organisation providing innovative end-to-end card payment solutions and services for consumers, corporates, retail and government entities in Australia, Europe and the USA. As COO he was accountable for the delivery of the P&L for Australia, focused on business development, sales and marketing, information technology, client services, human resources and the program delivery functions.

Prior to EML, he was Executive General Manager at Indue, an Approved Deposit taking Institution (ADI), providing aggregated banking services (payments, cards, ATM and merchant acquiring and retail banking platforms) to Australian credit unions and regional banks. Joining in 2009 he successfully led a 5-year strategic business development plan to diversify Indue's revenue streams and double the profitability with new business sales.

## Cash Flow

Cash at the end of the September 2019 quarter was US\$0.769 million. All financial figures in the following Appendix 4C are denominated in US dollars, unless stated otherwise.

## For more information, please contact:

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**Chairperson**

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## About Change Financial

Change Financial Limited (ASX: CCA) is a US-focused fintech company developing innovative and scalable payments technology to provide solutions for businesses and financial institutions. Change Financial is building a Mastercard registered enterprise payments and card processor.

To learn more, please visit: [www.changefinancial.com](http://www.changefinancial.com)

## Appendix 4C

### Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

**Name of entity**

Change Financial Limited

**ABN**

34 150 762 351

**Quarter ended ("current quarter")**

30 September 2019

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$US'000</b>	<b>Year to date (3 months) \$US'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	2	2
1.2 Payments for		
(a) staff costs	(375)	(375)
(b) advertising and marketing	-	-
(c) other	(550)	(550)
1.3 Dividends received (see note 3)		
1.4 Interest received	1	1
1.5 Interest and other costs of finance paid		
1.6 Income taxes paid		
1.7 Government grants and tax incentives		
1.8 Other (provide details if material)		
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(922)</b>	<b>(922)</b>

<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) software	-	-
(b) payment for investment		
(c) physical non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) property, plant and equipment		
(b) businesses (see item 10)		
(c) investments		

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<b>Consolidated statement of cash flows</b>	<b>Current quarter \$US'000</b>	<b>Year to date (3 months) \$US'000</b>
(d) intellectual property		
(e) other non-current assets		
2.3 Cash flows from loans to other entities		
2.4 Dividends received (see note 3)		
2.5 Other (provide details if material)		
<b>2.6 Net cash from / (used in) investing activities</b>	<b>-</b>	<b>-</b>

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of shares	-	-
3.2 Proceeds from issue of converting notes	34	34
3.3 Proceeds from disposal of investment	200	200
3.4 Transaction costs related to issues of shares, convertible notes or options		
3.5 Proceeds from borrowings (Altor loan)	-	-
3.6 Repayment of borrowings (Altor loan)	-	-
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid		
3.9 Other – Distribution Received	-	-
<b>3.10 Net cash from / (used in) financing activities</b>	<b>234</b>	<b>234</b>

<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of quarter/year to date	1,465	1,465
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(922)	(922)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	234	234
4.4 Net cash from / (used in) financing activities (item 3.10 above)	-	-
4.5 Effect of movement in exchange rates on cash held	(8)	(8)
<b>4.6 Cash and cash equivalents at end of quarter</b>	<b>769</b>	<b>769</b>

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5. <b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$US'000	Previous quarter \$US'000
5.1 Bank balances	769	1,465
5.2 Call deposits		
5.3 Bank overdrafts		
5.4 Other (provide details)		
<b>5.5 Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>769</b>	<b>1,465</b>

6. <b>Payments to directors of the entity and their associates</b>	Current quarter \$US'000
6.1 Aggregate amount of payments to these parties included in item 1.2	41
6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3	
6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2	

Item 6.1 comprises payments to the Directors

7. <b>Payments to related entities of the entity and their associates</b>	Current quarter \$US'000
7.1 Aggregate amount of payments to these parties included in item 1.2	
7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3	
7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2	

8. <b>Financing facilities available</b> <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$US'000	Amount drawn at quarter end \$US'000
8.1 Loan facilities		
8.2 Credit standby arrangements		
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

The facility in 8.3 is the Altor converting note facility as approved at the Extraordinary General Meeting on 12 February 2019. Details of that facility are included in the notice of meeting for that meeting.

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<b>9.</b>	<b>Estimated cash outflows for next quarter</b>	<b>\$US'000</b>
9.1	Research and development	
9.2	Product manufacturing and operating costs	
9.3	Advertising and marketing	-
9.4	Leased assets	
9.5	Staff costs	(320)
9.6	Administration and corporate costs	
9.7	Other (provide details if material)	(370)
<b>9.8</b>	<b>Total estimated cash outflows</b>	<b>(690)</b>

<b>10.</b>	<b>Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	<b>Acquisitions</b>	<b>Disposals</b>
10.1	Name of entity		
10.2	Place of incorporation or registration		
10.3	Consideration for acquisition or disposal		
10.4	Total net assets		
10.5	Nature of business		

### Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

By Order of the Board



Adam Gallagher  
Company Secretary  
31 October 2019

### Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.

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