

ASX Announcement

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SALESFORCE CLEARS EMERSION FOR LAUNCH ON GLOBAL MARKETPLACE

Highlights

- Novatti's subsidiary Emersion is cleared for launch on leading global business applications marketplace, Salesforce AppExchange
- This validates the quality and security of Emersion's products and services and provides a platform for Emersion to scale through Salesforce's global user base
- Follows smooth integration of Emersion into Novatti after acquisition in April this year, with performance immediately beating expectations
- Strong year ahead expected for Emersion with further plans for international expansion

Novatti Group Limited (ASX:NOV) (Novatti or Company), a leading digital banking services and payments company, is pleased to announce that its subsidiary, Emersion, has been cleared by customer relationship management giant, Salesforce, for launch on its global business applications marketplace, Salesforce AppExchange.

Emersion's platform automates end-to-end business processes, including billing, collections, subscription management and embedded payments, improving customer cashflow, lowering costs, and freeing-up businesses to focus on their customers. The quality of its products and services has seen it develop a loyal customer base including utility, telecommunications and managed service provider companies, across Australia, New Zealand and Singapore.

Following the completion of extensive development and security certification, Salesforce has cleared Emersion for launch on its global business applications marketplace, Salesforce AppExchange. This puts Emersion on the global stage, providing it with a platform to scale and to be easily accessed by Salesforce's worldwide user base.

Novatti acquired Emersion in April this year, with the integration completed smoothly and with performance immediately beating expectations. Notably, Novatti's \$10.2 million capital raising earlier this year played an important role in this latest achievement with Salesforce, with some of the funds raised used to employ additional staff to deliver this growth opportunity and to pursue further international expansion. This is a key, practical example of how Novatti will use these funds to accelerate its growth strategy.

Managing Director of Novatti, Peter Cook, said: "Emersion has continued to perform strongly since joining Novatti. This endorsement by Salesforce validates the quality of Emersion's

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products and services and their ability to scale and compete globally. FY21 is expected to be a strong year for Emersion with further plans for international expansion."

CEO and Founder of Emersion, Paul Dundas, said: "Being cleared to launch on Salesforce AppExchange provides a great opportunity for Emersion to step onto the global stage. In particular, we believe that our app will give small and medium sized businesses from around the world access to the same levels of automation and technology previously reserved for the top end of town."

Emersion is expected to play a key role in Novatti's ongoing growth. This follows Novatti's strong FY20 performance results, which included:

- processing more than \$2 billion in transactions;
- recording more than 60% growth in core processing revenue;
- increasing total revenue by more than 33%; and
- averaging approximately 50% annual revenue growth in each of the past three years.

Further details about the Emersion app can be seen at:

<https://www.emersion.com/integration/salesforce-integration/>

Novatti invites investors to keep up to date with company news, events and industry research by joining the Novatti mailing list at: <https://www.novattigroup.com/subscribe>

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This announcement has been approved for release to the ASX by Peter Cook, Managing Director.

About Novatti Group Limited (ASX:NOV)

Novatti is a leading digital banking and payments company. Through innovative technology, Novatti positions its customers to thrive in the growing cashless economy. Novatti's processing services include Flexepin, an open-loop cash voucher service, Flexewallet for remittance and compliance services, Chinapayments.com for bill payment services and Vasco Pay for the issue of reloadable Visa cards. Novatti subsidiary Flexewallet Pty Ltd holds an Australian Financial Services Licence No 448066 and is registered with AUSTRAC as a Remittance Network Provider. Novatti subsidiary Novatti IBA Pty Ltd has applied to APRA

for a RADI licence. Novatti's software solutions include Consumer Digital Wallets, Branchless Banking, Mobile Money, Bill Payments, Remittance Services and Voucher Management Systems.

About Emersion Systems Pty Limited

Emersion is a leading cloud provider of business and billing automation software. The company was founded in 2004 and today has grown to support managed service providers, telcos, software and utility providers across the Asia-Pacific region. It is a wholly-owned subsidiary of Novatti Group Limited (ASX:NOV).

Emersion has a range of solutions designed to help businesses engage with their customers, automate manual processes, integrate their systems, and ultimately collect payment. This helps companies to improve cash flow, simplify their billing operations and create a better customer experience while at the same time reducing the resources needed to grow and scale their business.

For more information about Emersion, visit: www.emersion.com.