



October 5<sup>th</sup>, 2017 **MONEYONMOBILE OTCQX: MOMT** 

# M ( ) NEY MARKET MARKET

**Investor Presentation** Virtual Investor Conference



SAFE HARBOR PROVISION

This presentation and comments made by management may contain forward-looking statements that involve a number of risks and uncertainties associated with our business.

The factors that could cause our actual results of operations to differ materially from any forward-looking statements by our management are detailed in our most recently filed Form 10-K or 10-Q's as applicable.

We undertake no obligation to revise any of these statements to reflect future circumstances or the occurrence of unanticipated events.

## Connecting Cash-Based India Consumers to the Digital World



## 90% of consumer payments in India are cash-based.

## Half of all Indians don't have access to a bank account.

## That's 600 million people.







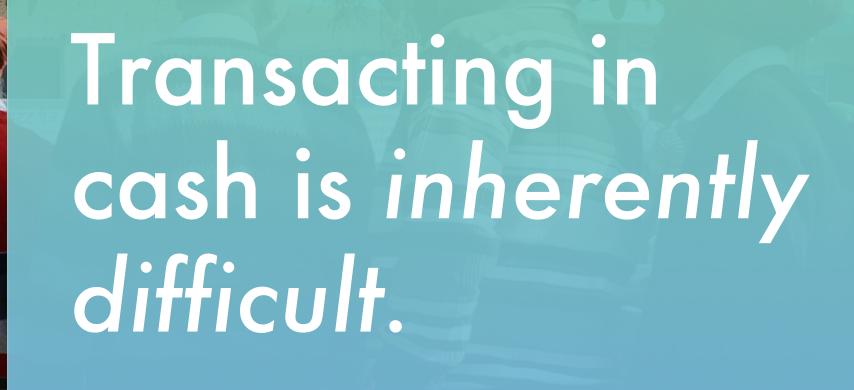
#### BANK COVERAGE

Bank coverage in India is sparse, only 200k banks, but over 600k towns and villages. Most Indians are not appealing customers to banks, nor do banks offer viable products to this segment.

#### TIME CONSUMING

Going to multiple locations to handle these transactions is time-consuming and requires expensive transit.

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#### CASH INSECURITY

Cash is difficult to manage — from theft, loss, or destruction.

Making change is a hassle.



#### OUR CONSUMERS



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#### **MEET MOHAN**

- Dockworker in Calcutta.
- His family Lives in Bihar 500 miles away.
- Needs to send money to family, pay his cell phone bill, and process a variety of other transactions.
- There are 600 million Mohans in India

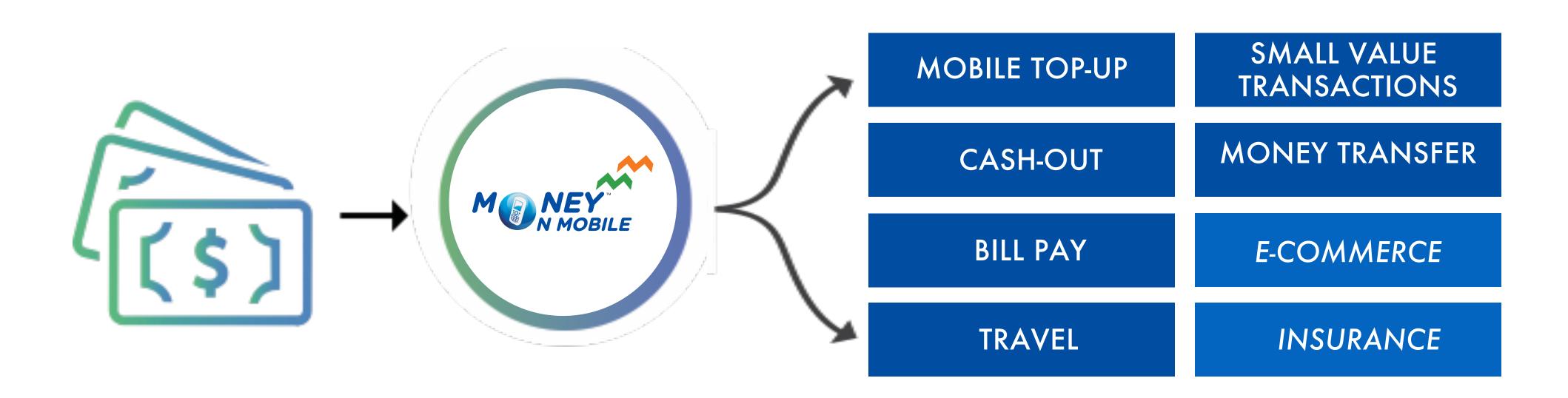




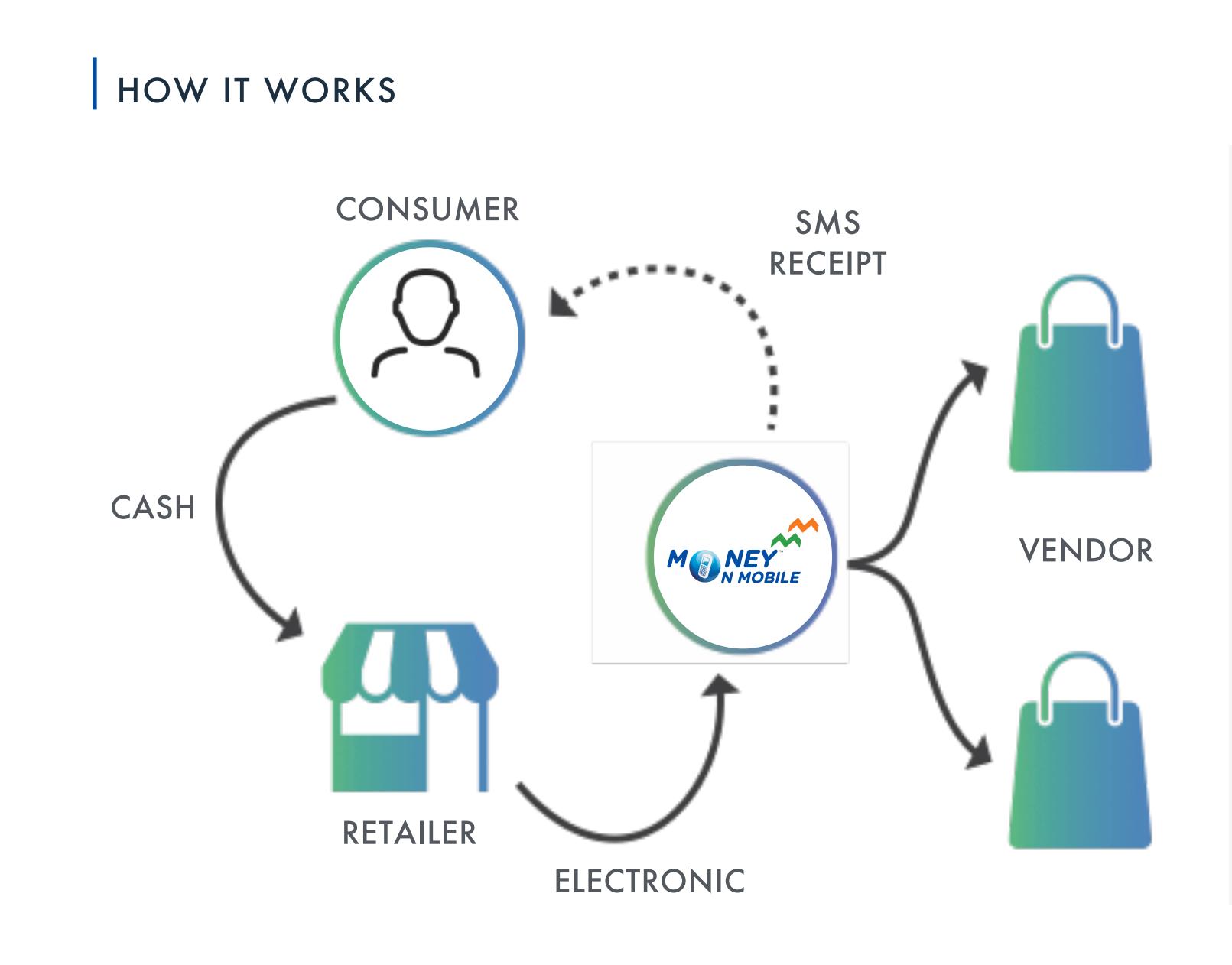
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MoneyOnMobile brings the digital economy the last mile to the consumer with electronic transactions powered by cash.

#### PLATFORM

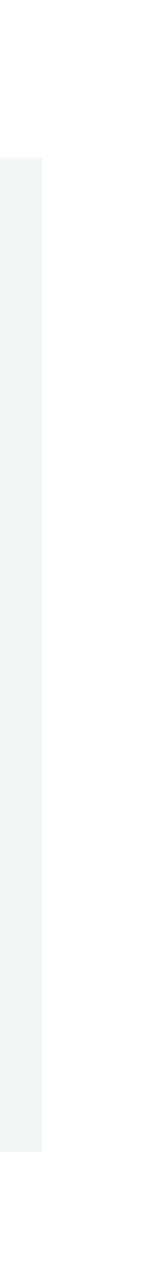


## Our platform aggregates transactions making for one-stop shopping.



### **THE FLOW**

- 1. Consumer hands cash to retailer.
- 2. Retailer process cash electronically.
- 3. MoneyOnMobile conducts transaction with vendor.
- 4. Consumer receives receipt of transaction.







#### OUR RESULTS

335,000 retailers.

In 700 Indian cities.

Over 200 million customers touched.

Over \$2 billion processed.

Negligible customer acquisition cost.

Near zero transaction cost.





#### COMPETITIVE LANDSCAPE





Banked 200m

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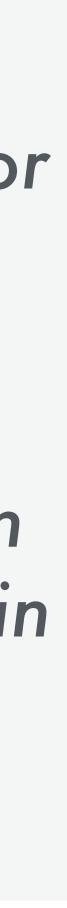
## Real competitor is **CASH**.

90% of transactions in India happen in cash.

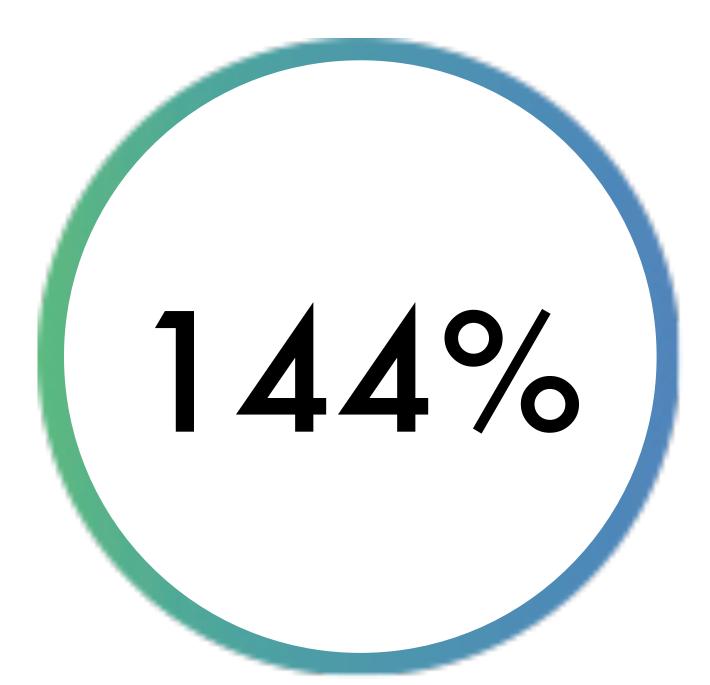
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#### FINANCIAL RESULTS

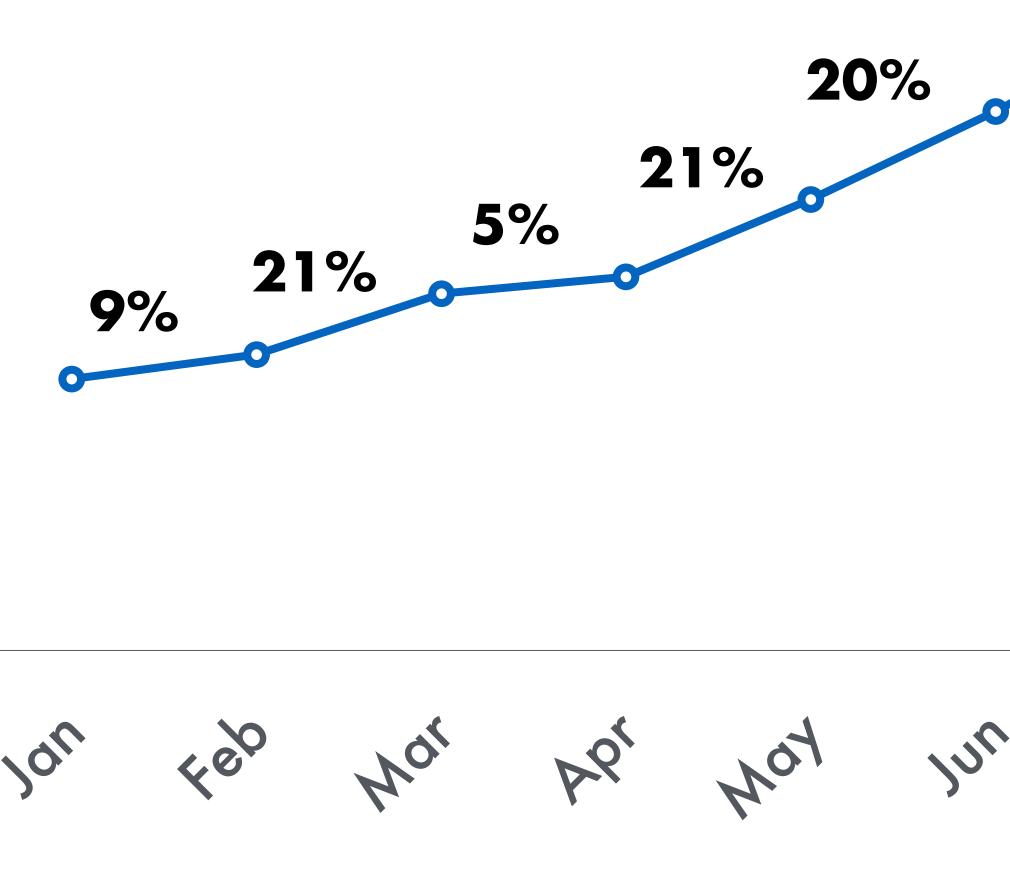


#### Revenue growth from January thru August 2017.

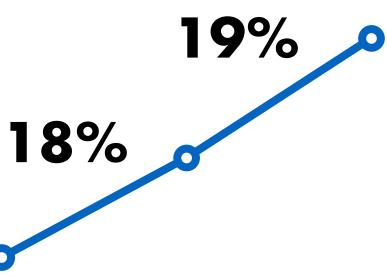
#### **GROWTH DRIVERS**

- Remittance demand. •
- Lifts all sales in ATM store.
- Line of credit. •
- Quality of service.

#### 2017 PROCESSING VOLUME GROWTH (unaudited)



All numbers USD\$ unaudited

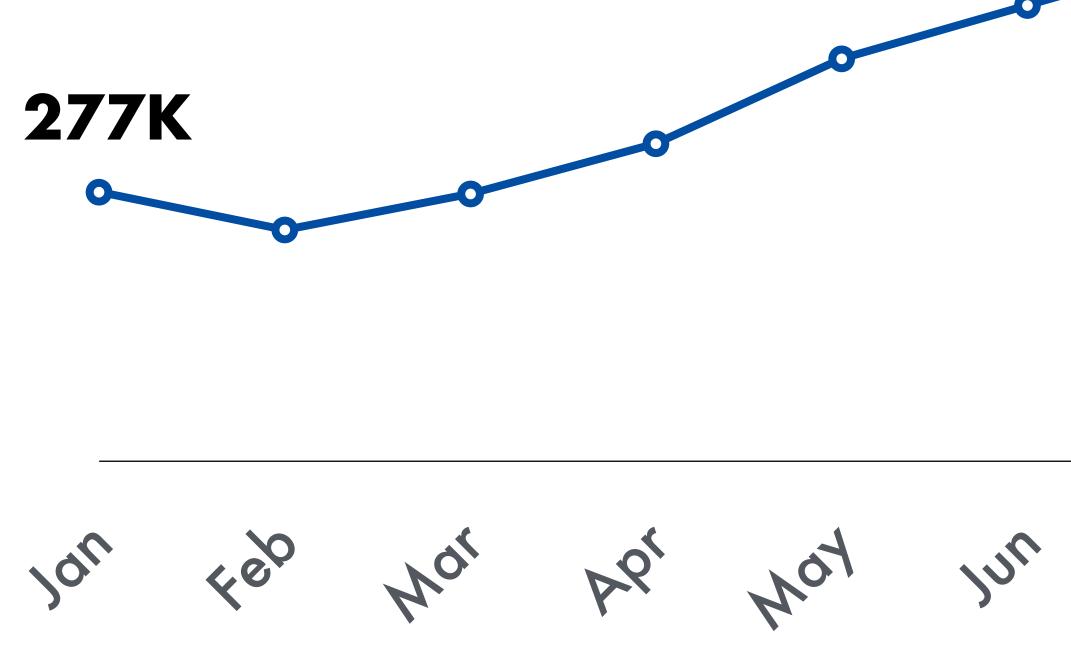


## \$2+ Billion Processed

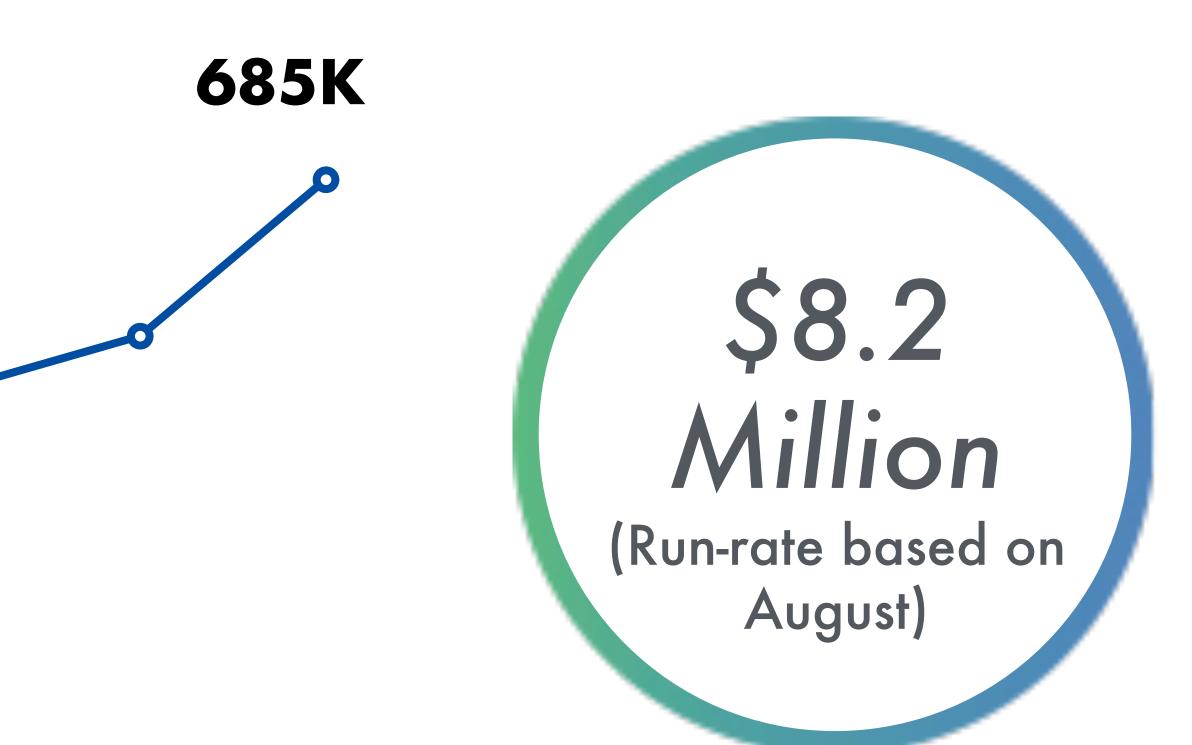
since inception



#### 2017 REVENUE: ACTUAL (unaudited)



All numbers USD\$ unaudited







Makes our agents mini-ATMs.

Retailers monetize the cash in their tills.

Retailers do not need a bank account.

Increases company revenue up to 172% after deployment.

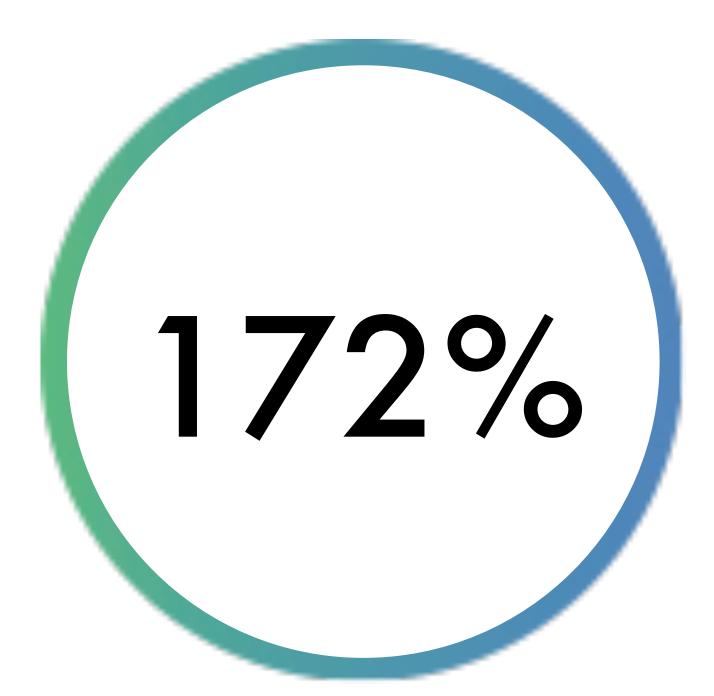








#### MOM ATM: EARLY SUCCESS



#### Per-store revenue increase with roll out of MOM ATM.

Data from January to August 2017

#### **ENABLED RETAILERS**

- Immediate revenue growth.
- Creates additional foot traffic.
- Increase in transactions across all product types.



#### MANAGEMENT TEAM



#### Ranjeet Oak

#### FOUNDER & PRESIDENT - INDIA

Alumni of IIM Lucknow, 20+ years experience 7 years payment space



#### Vimal Dhar

#### **STRATEGIC RELATIONSHIPS - INDIA**

12 years of experience in the payment space with EasyBill & FinoPaytech



#### Shailesh Narang

#### **CFO - INDIA**

**Qualified Chartered Accountant since 1984** Ranked 37th in All India Chartered Accountant exam

#### **MONEYONMOBILE OTCQX:MOMT**





#### Harold Montgomery

CEO - USA

Stanford University, MBA Started in payments in 1987

#### Will Dawson

#### COO - USA

University of Pennsylvania MasterCard Mobile Money, COO Launched Mobile Money in Egypt & Turkey



#### Scott Aery

CFO - USA

Stanford University 10 years Bank of America CFO; VP & CFO, Intl Trade and Comm. Banking

#### BOARD



#### Jim McKelvey

**BOARD DIRECTOR CO-FOUNDER OF SQUARE** 

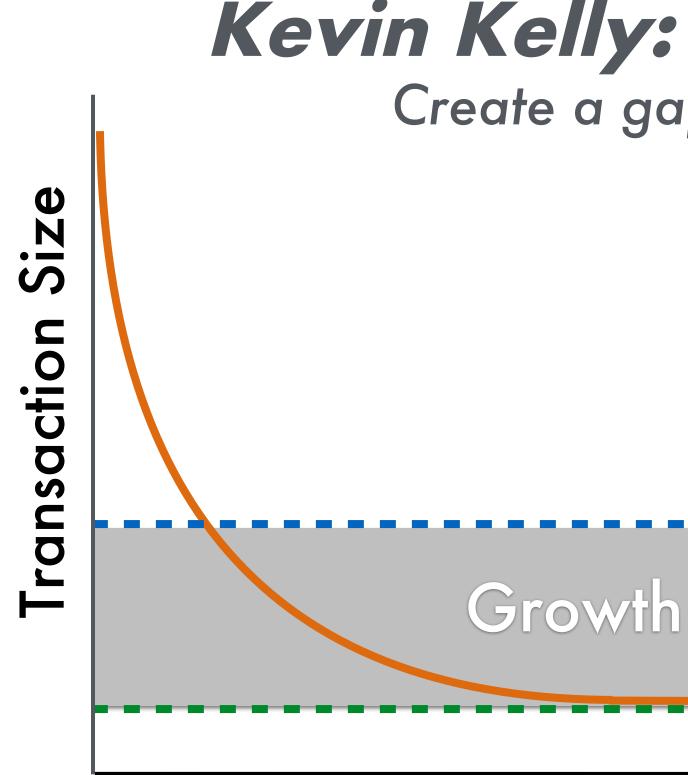
\*DATA FROM 2016

#### **SQUARE OVERVIEW**

- Offers digital payment services to unbanked merchants.
- IPO'd in November 2015.
- Market capitalization: USD 10.9 • Billion.
- Revenue: USD 1.7 Billion.



#### TRANSACTIONAL COSTS DOWN OPENS OPPORTUNITES



Number of Transactions

#### Kevin Kelly: Anticipate Free Create a gap and then fill it

### **Competitor Processing Cost** Growth Opportunity **Our Processing Costs**





### Banking

#### Government Benefits

Education

Healthcare

MONEYONMOBILE OTCQX:MOMT

#### Big Data

Digital Commerce

Entertainment

Any small value transaction

### EARNING **OPPORTUNITIES**





Find out more at www.MoneyOnMobile-USA.com

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