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ASX Market Announcements  
Australian Securities Exchange Limited  
20 Bridge Street  
SYDNEY NSW 2000

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## CHAIRMAN'S ADDRESS TO EML's 2017 ANNUAL GENERAL MEETING

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The past financial year has been a momentous one for EML. We have achieved our objective of expanding the Company's footprint across new geographies and business verticals whilst introducing additional product capabilities and business solutions for our clients.

Highlights for the year include:

- The successful integration of EML USA and Canada into the EML Group, enabling EML to participate in the largest prepaid market in the world;
- The successful launch of our first Reloadable gaming program in the United Kingdom with Bet365, and the signing of further gaming clients, Betsson Group, Fortuna Entertainment and Betdaq in September and November this year;
- The successful launch of our first Reloadable product in the USA which we expect will load more than USD\$1 billion in this financial year;
- The establishment of the salary packaging vertical in Australia with EML providing its services to six salary packaging providers;
- The signing of a number of B2B Virtual Payments contracts in the USA, the most recent being that with InfoSync which was announced in October; and
- The launch of our first self-issued Reloadable program in Australia under our direct licence with MasterCard®.

The financial results for the EML Group saw strong revenue growth of 149% from the prior year driven by both acquisition and organic growth. Indeed, the North America business which we acquired in June 2016 exceeded its investment case in the first full year of EML ownership.

EML is actively seeking opportunities to create scale and capability worldwide. In this regard, we will continue the strategy of expanding the Company through carefully targeted acquisitions in addition to organic growth in our target markets.

As has been the case at past AGMs, I'd like to thank our CEO Tom Cregan and the EML management team and staff for the focus and dedication in establishing such a solid platform for growth during 2017. The culture of excellence amongst EML staff and their dedication to delivering innovative client solutions augurs extremely well for the future.

My thanks also go to the Board members who add significant value to the Company in their supervisory role. We were all very sad to see the passing of our fellow Director John Toms who contributed so much to the Company during his tenure on the Board, particularly as Chair of the Audit and Risk Committee.

Finally, on behalf of the Board and management, I would like to thank our shareholders for your continued support of EML. I believe that 2018 will continue the very strong growth in revenues and free cash flow which has been delivered in the 2017 financial year.

## About EML

EML Payments Limited, EML Payments Europe, EML Payments Canada and EML Payments USA have come together under one exciting new brand: EML. With payment solutions from EML, you will be empowered with more control, transparency and flexibility over your payment processes. Our combined portfolio offers innovative payment technology solutions for payouts, gifts, incentives and rewards, and supplier payments. Together, we issue mobile, virtual and physical card solutions to some of the largest corporate brands around the world, process billions of dollars in payments each year, and manage more than 800 programs across North America, Europe and Australia. Learn more at [www.EMLpayments.com](http://www.EMLpayments.com)