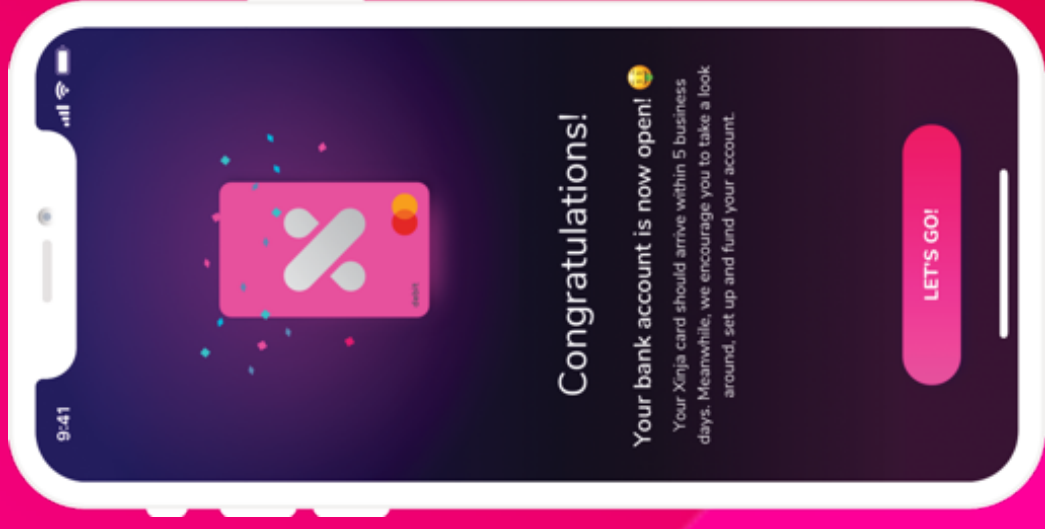


Xinja Bank

Series D Investor Opportunity Overview



Introducing Xinja Bank



A note from Eric

Hello and welcome to Xinja's very special Wholesale and Sophisticated Investor Series D raise!

Xinja has had an extraordinary start to its life as Australia's first independent neobank to market. We smashed our expected targets for deposit growth by a huge margin and customer acquisition is also ahead of target. At the time of writing this only 47 days after we had launched to the market, Xinja has the privilege of holding over A\$300,000,000 in deposits for 25,000 customers.

We are fortunate to continue to receive more than 5 times the PR and media coverage of our nearest competitor, allowing us to continue to cement our lead as first mover in the Australian independent neobank market. Our customers tell us they choose Xinja because we have no connections to existing banks, our products have no tricky conditions to them, and they love our brand being both for profit, but also for purpose.

These growth numbers are far in excess of our and anyone else's expectations.

Whilst our initial success is a great cause for celebration, these are early days, and Xinja needs to continue to build on its early progress.

One of the key ingredients for that success is capital.

While we have built Xinja very lean, keeping our capital raising at much lower levels than our peers, we do now need to raise more capital to allow us to capitalise on these early successes and to continue to bring the other side of the balance sheet to market. We plan to have unsecured lending products out in the middle of the year, followed by secured lending and home loans. We have a number of other subscription based products also planned for delivery, allowing us to drive revenue with the aim to becoming profitable in FY22.

We have reached our deposit target in weeks rather than years and may well choose to limit further deposits as we focus our attention on the asset side of the balance sheet. That of course has to be balanced against the need for funds to lend out, and building a customer base for future products....however it is a nice problem to have!



A note from Eric

As you may know Xinja has always sought to have as many Australians involved in our Bank as possible.

How can we claim to be both for purpose and for profit if we don't give our customers and members of the public a chance to participate early in the fruits of the digital revolution occurring in banking? We completed what were at the time, the two largest equity crowdfunds in Australian history, and whilst we would love to do another crowdfund, the legislation unfortunately prevents us from doing so. Instead we have this, our Series D public Wholesale raise! As is appropriate, our customers that qualify as Wholesale and Sophisticated investors by ASIC will get the first opportunity to invest, with any remaining allocations being offered publicly on a first come, first served basis.

As always I would urge you to consider the risk and return of your investment decision carefully. Xinja is a medium term investment with a potential IPO possible in a 12-24 month timeframe; this is not guaranteed however as plans can change. Make sure you fully understand the risks associated with investing in Xinja. Whilst the Bank no longer faces the same type and level of risks as it did in its early stages, we are still a higher risk investment and you should not invest money that you depend on to live and pay bills!

Thank you for considering an investment in us. Xinja still remains fiercely independent, for purpose and for profit. We hope you will invest in us as we continue to build a bank that you can be proud to own.

Kindest regards



Eric Wilson

Founder & CEO



Vision

To become the first
global 100% digital bank
and financial technology
company.



Humanity + Technology + Banking



Timeline



2017
2018

2017

Series A funding in early 2017 with a A\$2.7m raise to fund the launch of prepaid debit card product and app

2018

Launch of Australia's first equity crowdfund

Launch of prepaid debit card product and Xinja app

Series B raise completed at over A\$13m

First home loans written (family and friends) and due to scale 2019

Xinja became a bank



2019

Series C funding round completed at A\$29m

Xinja has 25,000 customers signed up, and 10,000 prepaid travel cards in the market

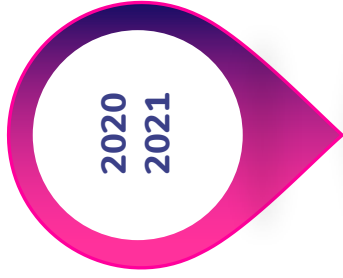
Acquired full banking license from APRA (ADI)

Launched Bank Account to waitlist

Launched Apple Pay and Google Pay

Removed Bank Account waitlist

Savings Account pilot



2020
2021

Launched Savings Account to public

Xinja has 25,000 Bank Accounts & >\$300m in deposits (Q1 2020)

Launch Personal & Home Loan Borrowing Products (H2 2020)

Launch Business Bank Deposit Products (Q4 2020)

Launch Business Loan Products (2021)

Open second territory (2021)

Breakeven & Profitability (2021)

Seed expansion into robo advice, funds management, establishment of a payments business, and business banking (2021)



2022
2023

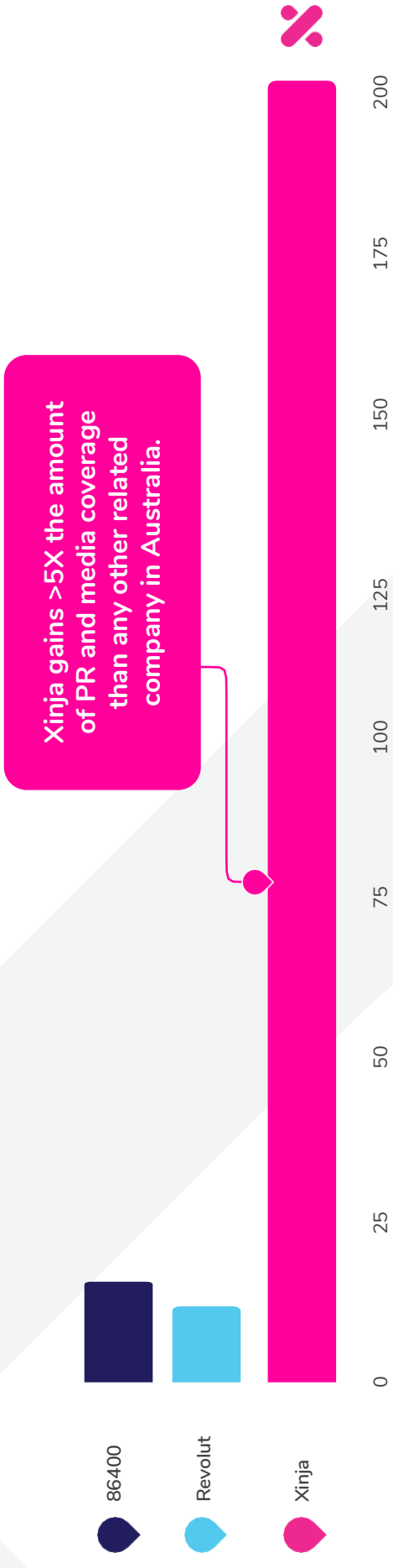
Begin rapid scaling of Business customer numbers

Open third territory

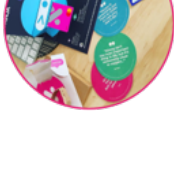
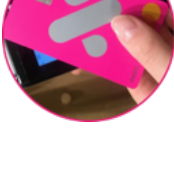

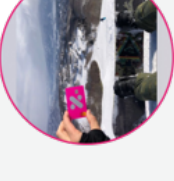
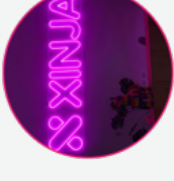












Xinja has first mover advantage in Australia

Xinja launched its marketing and stash account on January 16th. By early March, Xinja had received over A\$300m in deposits and 25,000+ bank accounts.



News Volume (28 Nov 19 to 28 Feb 20) Source: Factiva



Bloomberg THE AUSTRALIAN 

Historical Financials

For the year ended 30 June 2019 (2018: for the reporting period 5 May 2017 to 30 June 2018)

	FY2018	FY2019	H1FY2020
Income Statement	\$	\$	\$
Gross Interest Revenue	41,793	65,249	37,844
Interest Expense	0	0	197
Net Interest Income	0	0	37,647
Non-Interest Income	19,343	77,006	55,151
Total Revenues	61,136	142,255	92,798
Employee	(2,908,015)	(8,483,059)	(8,747,930)
IT	(1,607,665)	(6,573,497)	(5,762,622)
Marketing & Acquisition	(561,778)	(1,230,930)	(531,332)
Other costs	(1,521,474)	(5,700,169)	(2,672,027)
Total Costs	(6,598,932)	(21,987,655)	(17,713,911)
Credit Impairment Provisions	0	0	0
Profit/Loss	(6,537,796)	(21,845,399)	(17,621,113)
Tax Expense	0	0	0
After Tax Profit	(6,537,796)	(21,845,399)	(17,621,113)
Total Assets	11,969,100	12,847,433	29,349,473
Equity	10,839,007	8,504,358	23,677,592

FY18 & FY19

Interest income: Xinja received interest revenue associated with the investment of the capital in various operational bank accounts in both FY18 and FY19.

Operating expenses: Costs across FY18 and FY19 were focussed on resourcing for licence application and successful delivery, application development and bank build, launch of prepaid card and establishment of banking operations. This led to the successful acquisition of the ADI licence in September 2019.

Marketing expenses: Xinja has invested marketing efforts in brand development, resulting in 25k customers signing up for the prepaid travel product.

H1FY20

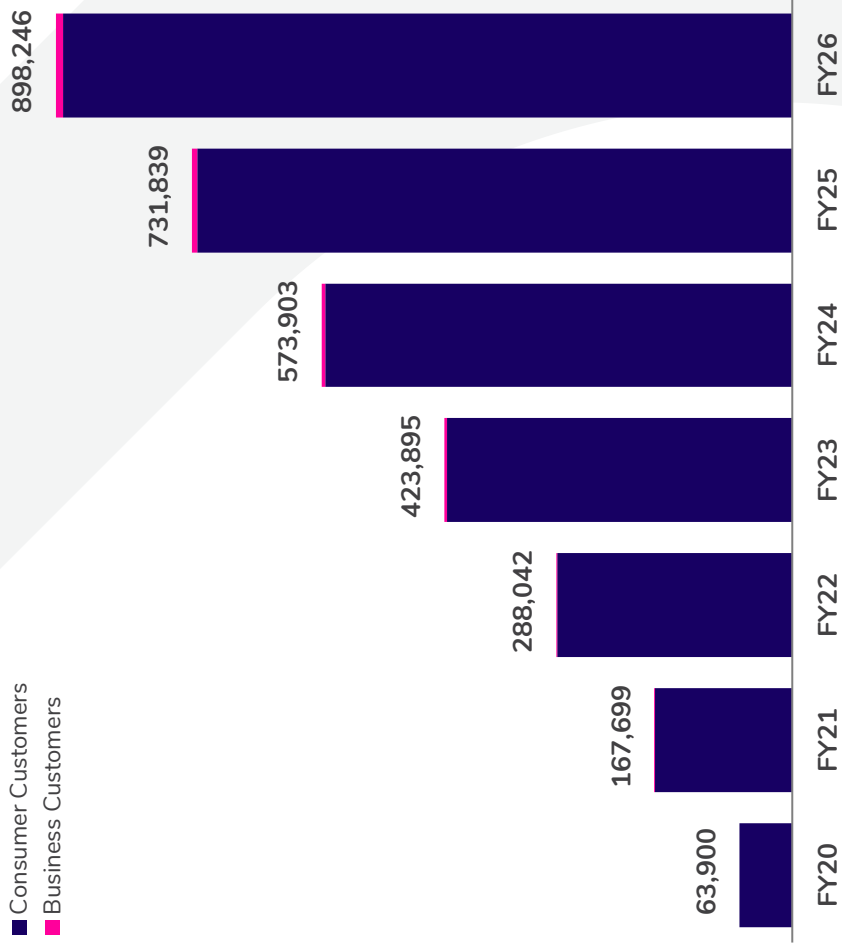
Upon receiving the ADI licence Xinja began accelerated product development, including successful test of the bank account across September – December 2019, followed by the successful hard launch of the Bank and Stash account and marketing in January 2020.

Strong, viable customer growth projections

Customer acquisition forecasts include both organic customer growth as well through distribution partnerships, brokers, marketplaces and affiliates. Xinja's digital business model should allow us to commit to providing highly competitive savings and lending interest rates, to maintain strong growth.

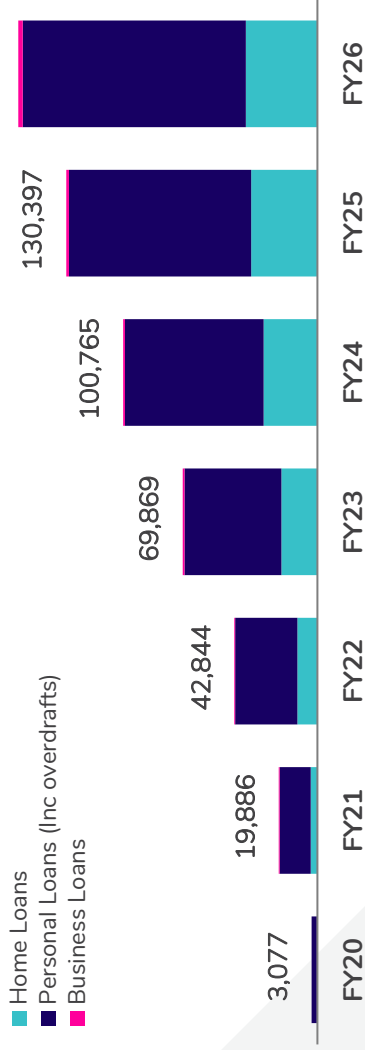
Customers

- Consumer Customers
- Business Customers



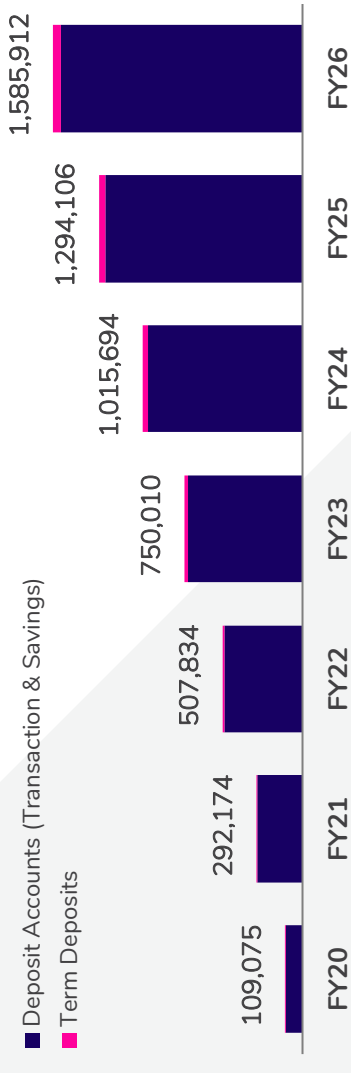
Loan Accounts

- Home Loans
- Personal Loans (Inc overdrafts)
- Business Loans



Deposit Accounts

- Deposit Accounts (Transaction & Savings)
- Term Deposits



Business Customers includes customers taking on business transaction & savings accounts, includes Trusts, SMSFs, companies, sole traders.

Financial Projections

Net profit after tax is forecast to grow to **\$45m by FY23** on the back of customer growth meeting expectations. Xinja has significant **operational leverage** potential from acceleration of customer acquisition and partnership revenues.

	2020		2021		2022		2023	
Income Statement	\$m		\$m		\$m		\$m	
Interest Revenue	2		33		118		227	
Interest Expense	(2)		(20)		(65)		(114)	
Net Interest Income	0		13		53		113	
Non-Interest Income	1		19		46		61	
Total Revenues	2		33		99		175	
Acquisition Costs	(1)		(8)		(18)		(21)	
Payments Costs (Mastercard/GPS)	(3)		(7)		(13)		(20)	
Employee	(20)		(24)		(26)		(31)	
IT	(18)		(13)		(14)		(14)	
Marketing	(3)		(4)		(3)		(4)	
Other costs	(4)		(5)		(5)		(5)	
Total Costs	(48)		(60)		(79)		(96)	
Credit Impairment Provisions	0		(2)		(8)		(14)	
Profit/Loss	(46)		(29)		12		64	
Tax Expense	0		0		24		(19)	
After Tax Profit	(46)		(29)		37		45	
Total Assets	385		2,038		5,051		7,338	
Equity	74		302		437		502	

Revenue: Total revenue growth from

\$2m (FY20) to \$175m in FY23, primarily driven by the forecast growth in the lending book.

Interest expenses: Deposit interest expenses are

budgeted to represent 80% of the total interest expenses incurred over the business plan, while wholesale financing will account for the remaining 20%.

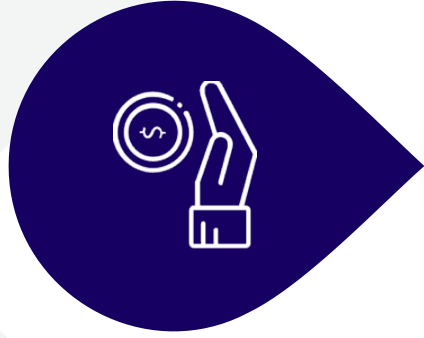
Non-interest income: Xinja expects to generate revenue from a range of value added services, including premium accounts and complimentary products and services.

Operating expenses: IT costs expected to be higher in 2020

to facilitate product build and launch, stabilising in later years. Acquisition, payments, salaries and credit provisions expected to grow in line with deposits, transaction volumes and lending growth.

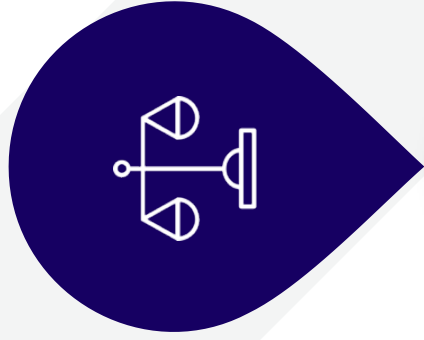
Initial Breakeven: expected during FY2022.

Terms



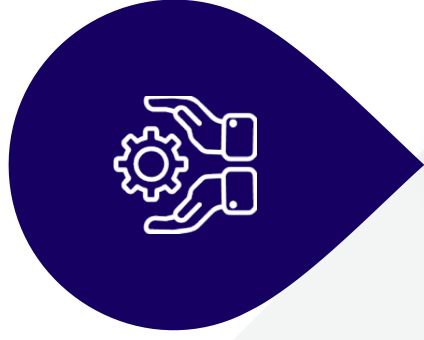
Valuation

A\$235m pre-money



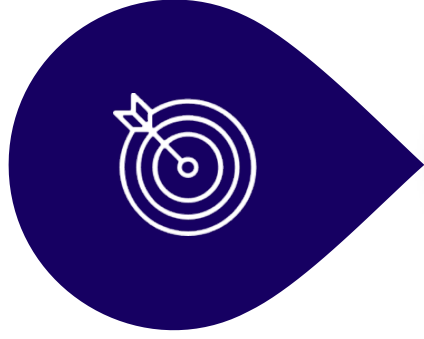
Series D Raise

A\$50m



Price

A\$4.08/share



Timing

Close on or before
COB 19 March 2020

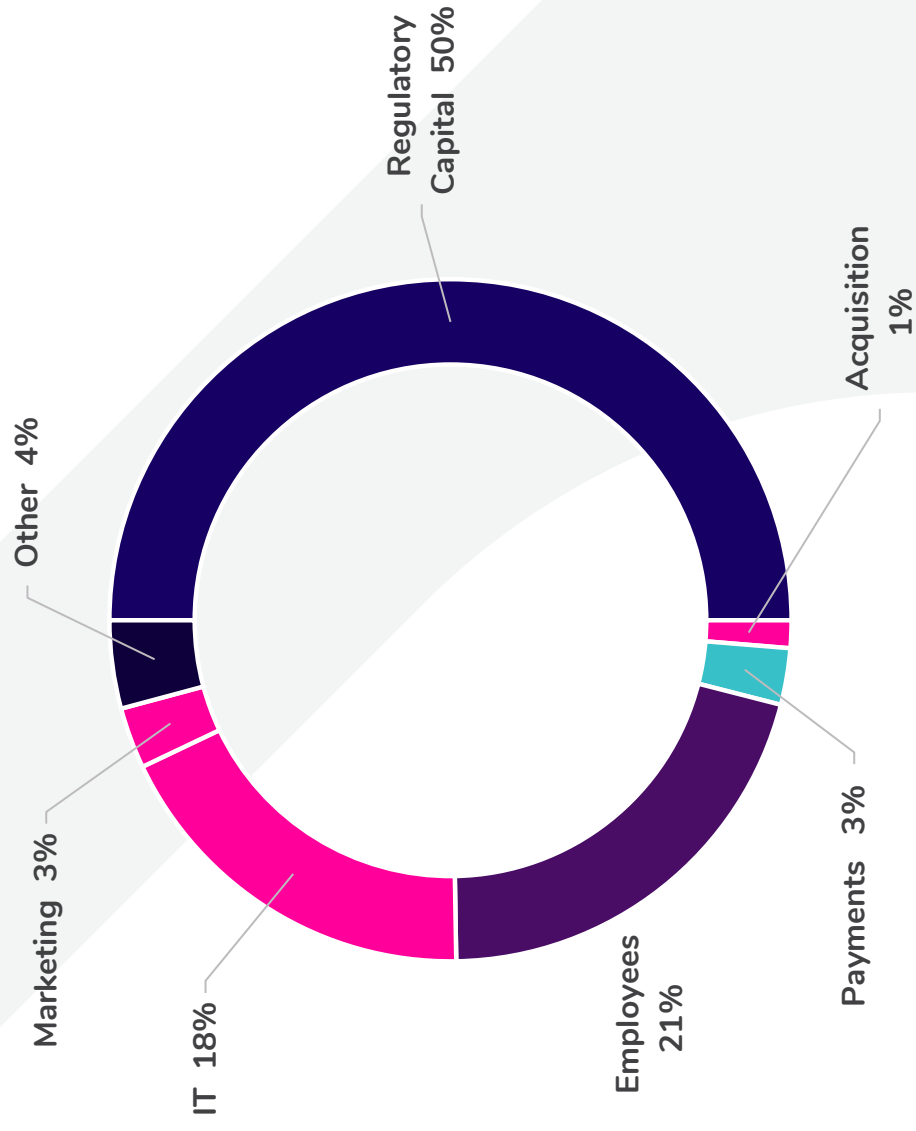


Parcel Size

Minimum Parcel Size
A\$20,400



Capital & Use of Funds (first \$50M)



First \$50M of Series D funds:

Primary use of funds is for technology build, lending product launch and employee costs. Approximately 50% (\$25M) of the planned capital investment is for regulatory capital (based on FY20 projections).

Next \$50M raised:

\$30M will be allocated to regulatory capital (bringing regulatory capital to 55% of the cumulative \$100m funds raised), enabling Xinja to scale more rapidly.



Key Board Members & Advisors



Lindley Edwards
Chair

Lindley has over 25 years in financial services. She has been the Group CEO of AFG Venture Group since 2009, Board member for Grameen Foundation Australia & National Bank of Vanuatu. She spent a decade of her career split between Macquarie Bank and Citibank and was inducted in the Telstra Australian Business Woman Hall of Fame in 2000.



Thomas Vikstrom
Technology

Thomas was a foundational senior engineering leader at Tesla leading the Model S/X engineering from concept to post production. Globally he is regarded as one of the brightest engineering minds of his generation. He brings a rigorous technical innovation focus to Xinja's technology.



Brett King*
Neobank founder and global neobanking authority

Mr. King is a pioneer in neobanking as founder and CEO of US neobank Moven. He launched the world's first smart bank account on mobile in 2012. Mr King is an Amazon bestselling author, award-winning speaker and renowned futurist. He was an advisor to the Obama administration, the Federal Reserve and OCC on the future of banking and is a regular media commentator.



Jason Bates*
Neobank founder and global neobanking authority

Jason was co-founder of 2 neobanks in the UK – Monzo and Starling. As Chief Customer Officer for both, he created the propositions, built product teams, led the design and development of the award-winning Monzo app, and defended the regulatory application with the FCA/PRA. Jason is now a consultant and industry figure in the neobank industry across the UK, US and Europe., currently working for 11FS on major enterprise projects.



Craig Swanger
Financial Engineering

Craig has over 20 years of experience in financial services. Most recently as Macquarie Bank's Global Chief Investment Officer and Head of Innovation. He is currently the CIO for Revolver Capital.

Senior Management



Eric Wilson*
CEO

Eric is Xinja's founder and CEO. He has worked across banking and management consulting for over 20+ years. His previous role was as the CEO of a subsidiary of the National Australia Bank.



Van Le*
Strategy & Innovation

Van has deep experience as a practitioner of design thinking and is responsible for our data-driven innovation and customer experience. She started her career at APRA and is responsible for driving Xinja to be a truly digital bank, not just a bank delivering digitally.

Van is also Australia's 2019 Female Fintech Leader of the Year.



Andy Rigg
COO

Andy has over 25 years global experience in financial services and he prides himself on delivering transformational change in interesting and stimulating environments. This is endorsed by time in both large (Barclays Bank UK and Africa, HSBC) and small private organisations. Driven by customer experience outcomes he has led sales growth strategies in multi-brand and channel organisations. He is a fiercely competitive team player who has a passion for creating better banking in Australia.



Tony Taylor
CFO

Tony has more than 20 years experience in Retail banking, primarily in executive Finance roles Australia and Pacific. He helped privatise the state-owned bank in PNG, stayed on as CFO Bank South Pacific and supported its initial growth strategy in the Pacific. Last 15 years Tony was previously CFO Retail Bank at Bankwest, CFO at CUA and CEO of Police Bank. Tony has a deep understanding of retail banking and the challenges that all ADIs have today in a very competitive and increasingly complex regulatory environment.



Anna Burton
CPO

Anna specialises in driving performance and growth within financial services businesses. She has a global background coming to Xinja from Goldman Sachs and McKinsey & Company amongst others. At Xinja Anna currently focuses on ensuring our teams operate at the highest possible levels of efficiency, and in the future will bring experience in M&A work and entering new overseas markets to bear.



Appendix

Disclaimer

Important Notice

This Investment Overview relates to a potential investment in Xinja Bank Limited (ACN: 618 937 054) ("Xinja"). This Investment Overview has been compiled on the basis of information provided by Xinja and publicly available information known at the time of preparation; and is provided on the terms and conditions set out below ("Conditions") to prospective investors in Xinja ("Participants").

While this Investment Overview has been compiled in good faith, Xinja and each of their respective advisers, directors, officers, employees and associated persons and entities (together "Xinja Parties") make no promises, representations or warranties (express or implied) about the accuracy or completeness of any information, opinion, estimate, projection, forecast, statement or assumption or any other matter contained, referred to or reflected in this Investment Overview or any other written or oral communication made or not made to Participants (or any associated person of or adviser to any Participant), except as expressly given in favour of the relevant Participant in a binding contract for investment in Xinja, or to the extent that any such promises, representations or warranties cannot be excluded under statute or other law.

Without limiting the above:

- This Investment Overview does not purport to and does not contain all the information that a prospective investor in Xinja may require. Participants agree that they do not rely on the Investment Overview and must conduct their own independent review, investigation, valuation and analysis of Xinja and its business and assets, the data and information contained or referred to in this Investment Overview and any other relevant matters.
- This Investment Overview includes estimates, projections and forecasts with respect to Xinja's anticipated future performance. The estimates, projections and forecasts are based on the current views and assumptions of Xinja's and involve known and unknown risks and uncertainties, many of which are beyond the control of Xinja. Actual results, performance or events may differ materially from the estimates, projections and forecasts, expressed or implied, in this Investment Overview, and are not guarantees or representations of future performance. Participants agree that they do not rely on these opinions, estimates, projections and forecasts and must conduct their own independent review of the relevant assumptions, calculations, accounting policies and subjective judgments upon which any estimates, projections and forecasts are based.
- Statements in the Investment Overview relating to expectations and intentions with respect to future actions are subject to review and change, both in response to changing circumstances and as a result of board review and consideration at appropriate times.
- No promise, representation or warranty is made that there will be no change, material or otherwise, in the business, affairs, position or business environment of, or in any other way in relation to, Xinja.
- This Investment Overview has been made available to the recipient for general information purposes only and is not intended to be and does not constitute a prospectus or other disclosure document under the Corporations Act, and has not been lodged with the Australian Securities and Investments Commission.

- This Investment Overview does not constitute an invitation or offer by any of the Xinja Parties for the sale, purchase, subscription or issue of any securities or for the sale of any of the business and assets of Xinja. Furnishing this Investment Overview to the recipient or any other person does not oblige Xinja to enter into any negotiations, agreement or arrangement with any person.

Except as expressly given in favour of the Participant in a binding contract for investment in Xinja or which cannot be excluded under statute or other law, Xinja shall not:

- Have any responsibility or liability of any nature (including, without limitation, as a result of any negligence and whether direct, indirect or consequential) to any person for any information, opinion, estimate, projection, forecast, statement or assumption or any other matter contained, referred to or reflected in or omitted from this Investment Overview or any other written or oral communication made to any Participants (or any associated person of or adviser to any Participant), or for any failure to correct or update those matters; nor
- Be under any obligation to inform any Participant or any associated party of, or adviser to, any such Participant of any matter arising or coming to that party's attention which may affect the accuracy, validity or completeness (or any other aspect of) this Investment Overview. Despite this, Xinja may in their absolute discretion, without such action creating any obligation to do so on any subsequent occasion or for any other Participant, update or supplement this Investment Overview.

Any further information provided by Xinja to the Participant (whether written or oral) will, unless otherwise agreed in writing by Xinja, be subject to these Conditions.

Acceptance of this Investment Overview constitutes, to the maximum extent permitted by law, a waiver and release by each Participant of each and every claim that it might otherwise have against Xinja. Any dispute in relation to this Investment Overview shall be governed by the laws of New South Wales and the parties irrevocably submit to the exclusive jurisdiction of the courts of New South Wales and courts able to hear appeals from them.

