Pushpay Holdings Limited

Hyper Growth.

"…I define Hyper-Growth as $1m to $10m ARR in five quarters or less…" Jason Lemkin, Managing Director, Storm Ventures and Advisor to SaaStr.

Pushpay are ~160 merchants, or ~one months' growth away from doing it in less than four.

SaaS companies grow, and are expected to grow quickly, but the path from $1m to $10m ARR (or ACMR) in less than five quarters is very rapid and hard to achieve.

Company Overview

Pushpay provides mobile commerce tools that facilitate fast, secure and easy non-point of sale payments between consumers and merchants. Pushpay services three target markets: the Faith Sector; Non-Profit Organisations (NPOs) and Enterprises.

In the case of the Faith Sector, donations underpin the viability of their organisation. Pushpay's product targets electronic and, in particular, mobile donating. The business model, in principle is simple, adding value to the churches by providing software applications that make it easier for the attendees to donate/"give".

Target Price

Our 12 month target price remains unchanged at $4.92 per share, almost 25% above the current market price.

Key Points

- Hyper-Growth – Pushpay are close to joining the club of SaaS companies that grew from $1m to $10m ACMR in less than five quarters.
- Underpinning this ACMR growth was a significant uplift in ARPM for the quarter up from NZ$491 to NZ$534 (~9%). This was greater than expected and for a large part was influenced by the USD appreciation against the NZD.
- Merchant numbers were up 42% for the quarter. This is slightly down on expectations included in our target price. The Company has provided guidance that the target remains for >2,000 merchants by the end of September 2015.
- Liquidity in Pushpay's shares remains relatively low.
- Cash on-hand, the securing of a Callaghan R&D Project Grant and the Christopher & Banks standby facility provides the Company with sufficient funds to continue its aggressive growth strategy in the near term. We do however, expect the Company to require additional capital in the next 12-18 months and will possibly seek to source this earlier.
- We have narrowed our valuation range for Pushpay, removing the slowest growth profile based on the company's track record of growth.

Market Data

NZX Code		PAY
Share Price	NZ $	4.00
Market Capitalisation	NZ $m	215

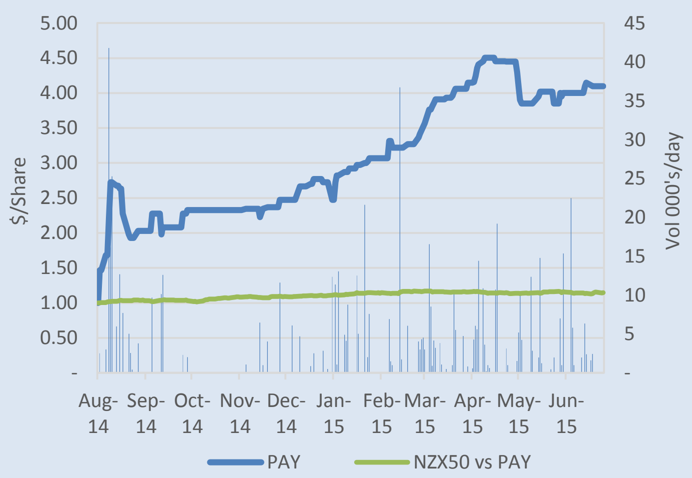
Target Information as at 14th July 2015

12 Month Target Price	NZ $	4.92

	Growth Profile		
Target Price NZ $	Slower	**Expect**	Faster
Low Scenario	2.32	2.29	2.38
Lower Scenario	3.23	3.26	3.45
Core Scenario	4.12	**4.92**	5.31
Upper Scenario	6.18	7.01	7.51

Financials NZ $m	**14A**	**15A**	**16F**	**17F**	**18F**
Revenue	0.3	4.9	17.0	38.4	75.3
EBITDA	(1.5)	(7.1)	(7.8)	(10.3)	(8.3)
NPAT	(1.6)	(7.8)	(9.3)	(12.1)	(10.6)

Share Price Performance



Contact

Kent Hammond
Director
Clare Capital
kent.hammond@clarecapital.co.nz
+64 27 2439932

Copies of all Clare Capital research can be found at:
http://clarecapital.co.nz/pushpay-equity-research/

This report was commissioned by Pushpay, please refer to the Disclosure and Disclaimer section for important disclosures and disclaimers.

SaaS Glossary

ACMR or ARR – Annualised Committed Monthly Revenue (or Annualised Recurring Revenue), simply put this is CMR (Committed Monthly Revenue, defined below) multiplied by 12. This metric is often employed because in these high growth situations Year-to-Date (YTD) or Last-Twelve-Months (LTM) metrics miss the fact that the most recent month's revenues are the most representative of future revenues (assuming no further growth).

ARPU or ARPM – Average Revenue Per User, a key SaaS measure, this is the recurring amount received for each subscription to the software product, often a monthly amount (i.e. how much the company receives each month from each customer). Pushpay's equivalent is Average Revenue Per Merchant (ARPM).

CAC – Customer Acquisition Costs, this is generally presented as the cost to acquire a single customer and it encompasses all marketing and sales costs associated with acquiring the customer.

CAC Months of ARPM – Perhaps one of the most scrutinised metrics for those in the SaaS world. Instead of presenting Customer Acquisition Costs (CAC) in terms of dollars, it relates this cost in terms of the monthly revenue received from the customer (ARPM). So the metric is calculated as CAC divided by monthly ARPM resulting in the number of months of revenue required to repay the cost of acquiring the customer.

Churn – A common word in the SaaS world, churn is customer turnover, often on a monthly basis presented as a percentage of total customers or total revenue. Switching this concept on its head, the alternative is to think about how long a customer remains with the company. A key feature of a successful SaaS business model is low levels of churn.

CMR – Committed Monthly Revenue, how much monthly revenue the company receives from the subscription to its software product. Very simply, it is the unit revenue (i.e. the ARPM) multiplied by the number of customers.

CTS – Cost to Serve, again presented as the cost to serve a single customer and encompasses the cost of storing (hosting) the customers data, operational support and customer service costs.

SaaS – Software as a Service, is both a delivery method to the market and a product in itself.

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Company Overview

Pushpay was incorporated in Auckland, New Zealand in 2011 by Christopher Heaslip and Eliot Crowther. Post-acquisition of seed funding, the Company has invested in technology, developing tools that facilitate fast, secure and easy non-point of sale mobile payments between consumers and merchants. Pushpay, via the products they have developed, services three target markets: the Faith Sector; Non-Profit Organisations; and Enterprises (both SME's and large Corporate Organisations).

Pushpay's mobile payment products are distributed to the market via a Software as a Service (SaaS) business model, generating recurring monthly revenue for the payment solutions provided. There are two main sources of monthly recurring revenue:

1. Subscription based fees; and
2. Volume based fees (which came on-stream in the latter part of FY2015).

For simplicity, these two monthly recurring revenue streams are combined and reported by the Company as Average Revenue Per Merchant (ARPM). This ARPM has previously been explained as the equivalent to Average Revenue Per User (ARPU) reported by other SaaS companies. At the highest level, these are equivalent, but this simplification of combining the two revenue streams can somewhat obscure some of Pushpay's individual characteristics relative to a lot of other SaaS companies. Not only does Pushpay provide a software product for a monthly recurring fee like other SaaS companies, but they also collect a percentage of the transactions (donations) that pass through the provided platform.

The SaaS business model benefits both Pushpay and its customers. Pushpay centrally hosts the software away from the individual users, meaning the company benefits from economies of scale in terms of data storage and processing power, software development expertise and customer support. The customer benefits from having no large up-front installation costs and access to the most up-to-date version of the software.

Of Pushpay's three target markets, the Faith Sector (churches) particularly in the US, is the current focus. In the case of churches, donations underpin the viability of their organisation. Pushpay's product targets electronic, and in particular mobile donating, or as the Company's slogan says "What if giving was simple?" The business model in principle is simple, adding value to the churches by providing software applications that make it easier for the attendees to donate/"give".

The church focused business model is based on the following:

A large majority of church funding comes from donations, where many churches share a similar problem; only 20% of the people who attend give regularly, the challenge is to engage with the other 80%. This challenge is accentuated as the process of giving is not always easy, the use of cash and cheques is reducing and existing electronic solutions are often complicated and time consuming. People give up, and the church misses out on donations. As a solution, Pushpay has developed a giving platform built around what is billed as "the world's first 10 second giving app". Via Pushpay, the church attendee can start the donating process via the web, a kiosk or mobile device. The sign up process takes less than 30 seconds. The app provides the ability to donate anytime, anywhere in under 10 seconds via debit or credit card or direct bank payment in the form of a one-off gift or by setting up a recurring payment. The ultimate result being, the church receiving an increase in donations. The Pushpay product also helps with church administration as it integrates directly with the church's administrative and financial databases (Church Management Software).

Pushpay's product and platform is however, not restricted to the Faith Sector. Consistent messaging from the Company is that it has always been their intention to expand into offerings for Non-Profit Organisations and Enterprises, both SME's and large Corporate Organisations – often referred to as other "verticals". This is significant. It increases the future potential number of merchants utilising Pushpay's solutions and the transaction volume passing through their platform for which the Company can also collect revenue from. Although the Company's focus is the Faith Sector, research and development of these other verticals and the products required to serve them is currently underway.

What is SaaS?

Pushpay's Software as a Service (SaaS) business model provides a customer focused electronic payment solution, but what is SaaS? – **SaaS is both a market delivery method and a product.**

It is the sale of software that has day-to-day business applications – for example invoicing, payroll, or HR software. This isn't the new or exciting component. Instead of purchasing this software on a license with a significant up-front cost and on-going maintenance fee, the SaaS approach delivers the product to the market via a recurring, often monthly fee – the market delivery mechanism. This is attractive to users due to lower initial setup costs and having access to up to date versions of the product. Another key feature is that SaaS software is often priced on usage levels, meaning that scaled down products or reduced volume products can be offered to users. This opens the product up to a potentially wider market. In addition, subscription based sales favour internet sales, the SaaS business model has a very different sales strategy compared to non-SaaS business models and has the benefit of being scalable outside of local markets.

As a product, SaaS differs in that the software is centrally hosted away from the individual users using cloud applications, benefiting from economies of scale in terms of: data storage and processing power; software development expertise and customer support. Rather than having software and data storage spread amongst the individual users, the point of execution for this has moved back to the developers of the software. To put it another way, rather than being sold software to use and run (with a helpline), the user is subscribing to a product whose up-keep remains the responsibility of those who developed it.

The key components of a successful SaaS business are:

- A **sizeable market opportunity** and a software product that utilises this opportunity;
- **Low Customer Acquisition Cost** (CAC) relative to recurring revenue per customer;
- **Strong recurring revenue**, often referred to as Average Revenue Per User (ARPU) and in the case of Pushpay they use Average Revenue Per Merchant (ARPM);
- High customer retention, (**low churn**) – once a customer is acquired they remain paying the monthly ARPM for a long period of time, essentially creating an "asset" out of the customer;
- **Strong growth** in both customer numbers and committed monthly revenue, often referred to as Annualised Committed Monthly Revenue (ACMR) – the high growth nature of SaaS business means that a simple annual average is not representative of where the company is at as next month the company will start with all of the current customers and add from there; and
- **Reducing/stable Cost to Serve** (CTS) per customer – reflecting the scalable nature of the SaaS model.

A good SaaS product results in low churn (high customer retention) meaning the customers become the "assets" of a business. An analogy is, just like in a manufacturing business where capital is spent on an asset to generate future revenue, a SaaS business (with low churn) spends money acquiring customers which remain for a long time producing a recurring revenue stream. An interesting quirk of accounting here is that in the manufacturing example the purchase of the asset would only hit the P&L via depreciation (i.e. spreading the cost of the asset over its useful life) whereas the purchase of the SaaS "assets" (i.e. the customers) hits the P&L immediately meaning the SaaS company records a significant near term loss yet the cash flow statements for both would be similar.

Customer Acquisition Cost (CAC) is a core component of an early stage SaaS company. If CAC is too high relative to ARPM it can sink an aspiring SaaS business. The cost to acquire a customer is often referred to as CAC months of ARPM – meaning how many months of monthly recurring revenue does it take to cover the cost of acquiring the customer. An artificial standard of a "Very Good" SaaS company is CAC months of ARPM of less than 12, meaning in gross terms the customer "pays" for itself within a year. "Gold" standard would be CAC months of ARPM of less than six, and "Platinum" standard (or Holy Grail) would be CAC months of ARPM of one, meaning after acquiring a customer and receiving the full first month's revenue, thereafter monthly revenue generated from that customer is "gross" profit.

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Key Insights

Hyper-Growth (ACMR)

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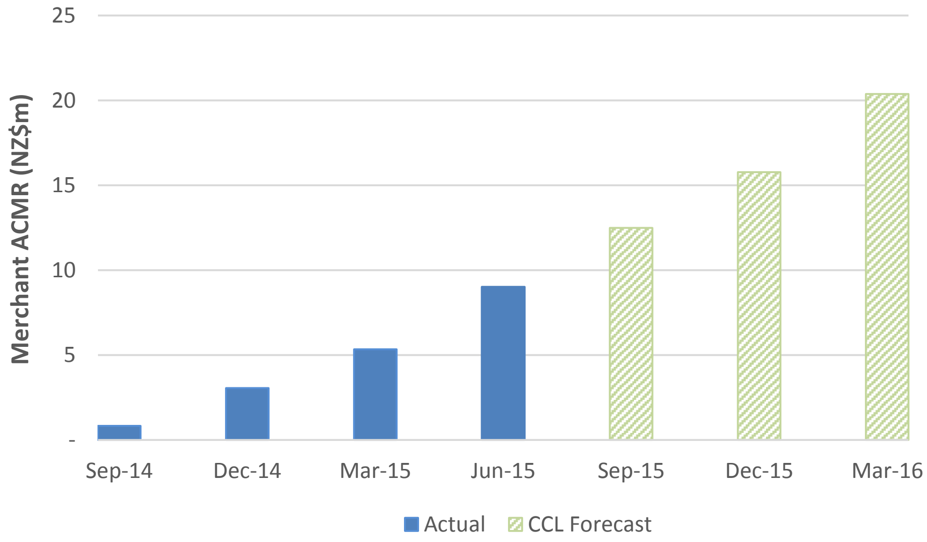
Pushpay are ~160 merchants, or ~one months growth away from doing it in less than four.

Pushpay's growth in Merchant ACMR to date is a real success story. This rapid growth, particularly in the last quarter (~70%) is underpinned by a very high ARPM, growth in ARPM and strong underlying growth in Merchant numbers. By way of comparison, it took Xero ~23 months to increase their ACMR from $1m to $10m, whereas Pushpay are close to doing it in less than 12 months.

The next milestone is ACMR of $100m – or the amount of time it takes to increase ACMR from $10m to $100m. Pushpay have not provided any aspirational guidance towards $100m ACMR, however our modelling does include this. In our Core Scenario, excluding "Other Verticals", Pushpay is forecast to achieve NZ$100m ACMR by the end of June 2018, or alternatively grow from $10m to $100m ACMR in ~36 months. Again by way of comparison, Xero grew from $10m to $100m ACMR in ~42 months.

Figure 1. Pushpay Merchant ACMR



The full blog post by Jason Lemkin on SaaStr can be located here:

http://www.saastr.com/gadi-shamia-coo-of-talkdesk-8-things-i-learned-after-joining-a-hyper-growth-saas-startup/

Jason Lemkin bio:

Jason M. Lemkin is a Managing Director at Storm Ventures. Storm has been the first or very early investor in many leading enterprise/SaaS start-ups, including his own EchoSign (acquired by Adobe), Marketo (IPO), MobileIron (IPO), Com2Us (Kosdaq IPO), Metacloud, Appcelerator, Sandforce, Guidespark, Pipedrive, Algolia search-as-a-service, Talkdesk, and more. Jason has co-founded two successful start-ups selling to the enterprise. Most recently, he served as CEO and co-founder of EchoSign, the web's most popular electronic signature service, from inception through its acquisition by Adobe Systems Inc. He then served as Vice President, Web Services at Adobe, where he oversaw the growth of EchoSign and Adobe Document Services to $50,000,000 in ARR in 2012 and $100,000,000+ ARR in 2013. Prior to EchoSign and Adobe, he co-founded one of the only successes in nanotechnology, NanoGram Devices, which was acquired for $50m just 13 months after founding. The technology, built into implantable power cells, has gone on to help extend the lives of thousands. http://www.saastr.com/about/

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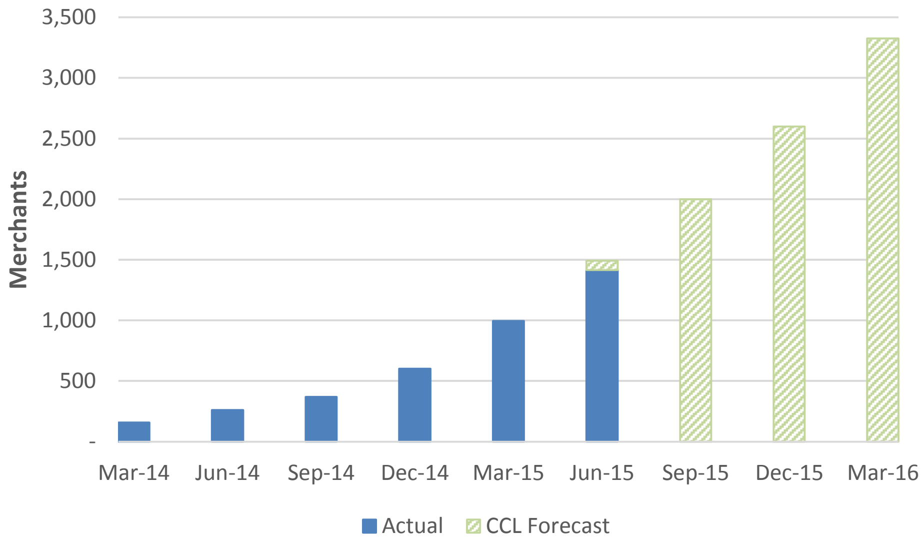
Merchants and Metrics

For the quarter ending 30 June 2015, Pushpay added 420 Merchants, to a total of 1,416. This is up from 996 at the end of the previous quarter, a 42% increase for the three months. The Company did not provide specific guidance on Merchants for the quarter ended 30 June 2015, instead they provided the guidance of a 100% increase in Merchants, for the six month period ending 30 September 2015 (>2,000 Merchants by the end of September). Compared to our forecasts (Clare Capital Limited – CCL), Pushpay's number of Merchants as at 30 June 2015 were slightly down (~5%), but not materially so to warrant recalibrating the forecast growth curves. An important consideration here is that actual growth is likely to be somewhat lumpy as opposed to the smoothed forecast growth profiles. The Company remains confident of achieving their target of 2,000 Merchants by the end of September 2015, this requires 584 net additions for the coming quarter, or 41% growth which is in line with the growth rate that was achieved during the recent quarter.

Figure 2. Merchants



In their quarterly operational updates Pushpay have been consistent in their approach to releasing key metrics. We approve of this consistent approach as those interested in the updates know what to expect and can compare the results to earlier operational updates.

In the same vein, presented in the table below are our Core Scenario forecasts of those same metrics for the next three quarters. Presenting this information in this manner will allow easy comparison with future operational updates provided by the Company.

Figure 3. Forecast near term metrics

			Three months ended		
Key Metrics	**31-Mar-15**	**30-Jun-15**	**30-Sep-15**	**31-Dec-15**	**31-Mar-16**
Actual/Forecast	***Actual***	***Actual***	***Forecast***	***Forecast***	***Forecast***
Total Merchants	996	1,416	2,000	2,600	3,325
Merchant ACMR (NZ$m)	5.3	9.0	12.0	15.8	20.4
Run The Red ACMR (NZ$m)	3.8	3.7	4.0	4.0	4.0
Total ACMR (NZ$m)	9.2	12.8	16.0	19.8	24.4
ARPM (monthly) (NZ$)	491	534	501	506	511
CAC Months	<12	<12	7	7	7
Retention (annual)	>95%	>95%	>98%	>98%	>98%
Cash (NZ$m)	*NA*	*NA*	8.7	5.9	2.4
Available Funding Lines (NZ$m)	*NA*	*NA*	4.0	4.0	4.0
Cash & Available Funding (NZ$m)	4.3	13.8	12.7	9.9	6.4

Technology Exporter (ARPM)

Pushpay is an exporter of technology from New Zealand to the World, predominately to the US, and as such earns New Zealand export revenues. Like all exporters Pushpay is subject to the influences of foreign currency movements particularly the New Zealand dollar's strength or weakness against the US dollar. The recent appreciation of the US dollar against the New Zealand dollar (or inversely the NZD weakens against the USD) has been significantly beneficial to Pushpay, helping to increase monthly ARPM from NZ$491 to NZ$534 in the recent quarter. This was an almost 9% increase, which in turn along with strong Merchant growth has led to the Company's rapid growth in ACMR. Removing the currency influence by comparing the ARPM in USD, monthly ARPM increased from US$367 as at 31 March 2015 to US$374 as at 30 June 2015, an almost 2% increase for the quarter.

Stock is tightly held and there remains a lack of liquidity

In the latter part of FY2015, liquidity in Pushpay's stock increased, but is still low compared to the liquidity of the majority of stocks on the NZX Main Board. An efficient market with low transaction costs and sufficient trading of stock (i.e. liquidity) will provide a market valuation of a company. Pushpay's market capitalisation is still based off a relatively small number and volume of trades. The stock remains tightly held, a small number of investors hold the majority of the stock. These investors have experienced a considerable increase in the value of their stock and some of which now have the ability to realise some of this value.

The move to the NZX Main Board on the 9th of June 2015 has yet to result in any material change in liquidity of Pushpay's stock, but it is early days. This move is likely to lead to increased investor exposure and improved liquidity over the medium to longer term.

The table below presents Pushpay's volume of share trades for the last six months, comparing this to Xero and Diligent (NZX-listed SaaS companies) and three companies either side of Pushpay in terms of market capitalisation on the NZX Main Board. Of this group of companies, three companies present relatively low liquidity in their stock, T&G Global, Pushpay and Colonial Motor Company. Within these three companies T&G Global is somewhat of a further anomaly due to the extremely tightly held nature of its shares, but does serve the purpose of showing how liquidity can relate to ownership.

Figure 4. Liquidity

			Trade Volumes ('000s)					
Name	**Mkt Cap NZ$m**	**Ownership % Top 10**	**Feb15**	**Mar15**	**Apr15**	**May15**	**Jun15**	**Jul15**
Xero	2,321	60%	4,825	6,873	4,637	2,400	2,114	3,699
Diligent	488	54%	1,344	4,970	2,787	1,614	2,637	4,603
Wynyard Group	225	58%	2,383	1,016	1,087	527	2,817	2,675
T&G Global	223	96%	6	17	12	5	43	8
EROAD	221	44%	1,016	1,135	339	337	765	1,317
Pushpay	**218**	**76%**	**105**	**58**	**76**	**82**	**64**	**60**
Hallenstein Glasson	201	27%	627	808	1,273	666	589	756
Colonial Motor Co.	199	41%	58	38	47	50	42	89
Tourism Holdings	198	52%	767	846	1,037	2,600	2,965	3,072

Note: Figures are as at 9th of each month, as Pushpay moved to the NZX Main Board on the 9th of June 2015 rather than the 1st of the month.

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Additional capital will be required to execute

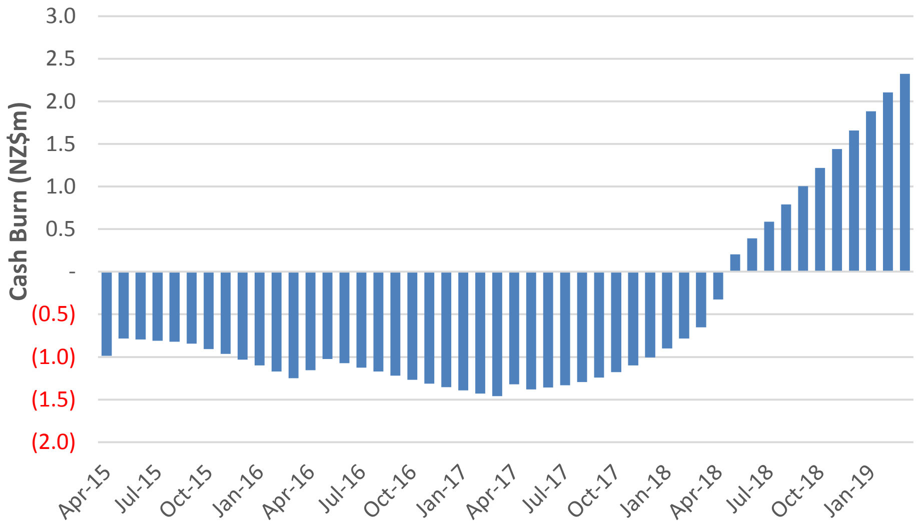
To date Pushpay has raised almost NZ$30m. To execute the growth and development included in our core scenario and therefore our target valuation we expect the company to require additional external capital. Given the Company's track record of accessing the required capital, we have assumed that the company accesses this additional capital requirement. We are aware that they are initiating talks with key strategic US VCs for additional capital.

Our modelling of Pushpay's future financial performance indicates that they are likely to require additional capital (over and above the recently raised NZ$13.8m) as follows:

1. FY2017 – NZ$12m; and
2. FY2018 – NZ$13m.

Although our modelling suggests that additional capital is not required until the beginning of FY2017, we expect that the Company will look to source further capital in advance of absolutely requiring it. Although the NZ$4m standby funding facility provided by Christopher & Banks provides leeway in terms of when the Company requires to raise additional capital, we still believe that the Company will look to source additional capital in the current financial year. Consistent with our messaging in previous reports, we believe the Company would benefit from a significant proportion of additional capital coming from investors outside of their current shareholders, potentially helping to increase liquidity in their stock.

Figure 5. Forecast Cash Burn (Excluding Share Capital)

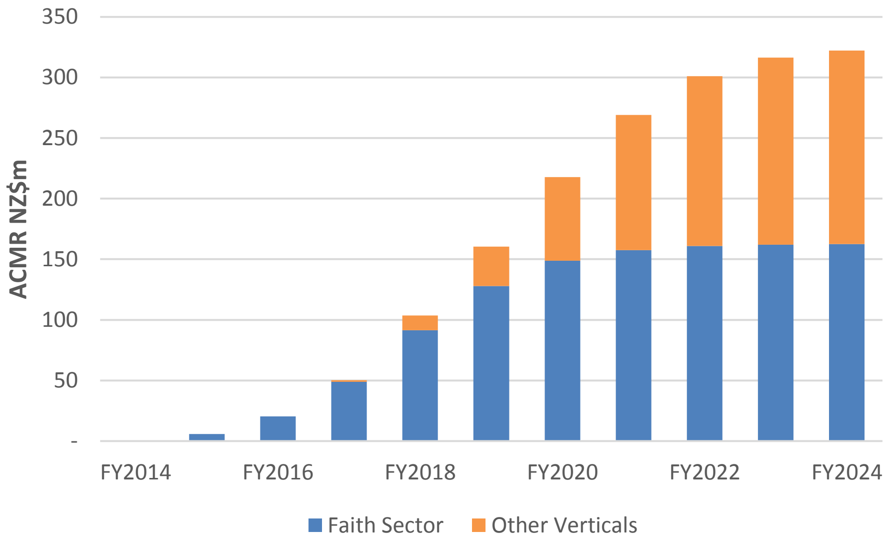


Other "Verticals"

Consistent messaging from the Company is that the Faith Sector is only part of their growth story. Their products and solutions are equally applicable for Non-Profit Organisations and Enterprises (both SME's and large corporations). These are often referred to as other verticals. While we have not included these other verticals in our valuations they are part of the Company's longer-term plans. These other verticals essentially stack merchant s-curves (growth profiles), significantly expanding both the Company's peak merchants and revenue generation. Execution within one or more additional verticals would significantly increase valuations of Pushpay.

Until execution and guidance is provided for expansion into additional verticals, we have not included this potential in our core scenario and therefore target price. However, for illustration purposes of this potential, the chart below includes an additional potential vertical for Pushpay presenting the Company's future ACMR. This is a theoretical representation and we have simply based the growth profile of the additional vertical on the performance of the Faith Sector vertical.

Figure 6. Potential future ACMR



Appendix 1 – Summary: Core Scenario (target 25,000 merchants)

Year end 31 March	2014A	2015A	2016F	2017F	2018F	2019F	2020F	2021F	2022F	2023F	2024F
Merchants											
Opening Balance	NA	158	996	3,325	7,688	13,863	19,370	22,526	23,879	24,383	24,562
Additions	NA	838	2,342	4,415	6,280	5,673	3,366	1,585	746	424	309
Churn	NA	-	(13)	(52)	(105)	(166)	(210)	(232)	(241)	(245)	(246)
Closing Balance	**158**	**996**	**3,325**	**7,688**	**13,863**	**19,370**	**22,526**	**23,879**	**24,383**	**24,562**	**24,626**
Income Statement (NZ$m)											
Revenue	0.3	4.9	17.0	38.4	75.3	116.3	144.4	158.2	163.7	165.7	166.4
Cost to Serve (CTS)	(0.1)	(3.2)	(8.2)	(16.8)	(31.5)	(47.9)	(59.2)	(64.7)	(66.9)	(67.7)	(67.9)
Cost to Acquire (CAC)	(0.6)	(2.8)	(8.2)	(20.8)	(40.8)	(37.4)	(22.2)	(13.1)	(6.2)	(4.7)	(3.4)
Research & Dev.	(0.3)	(2.4)	(4.1)	(5.4)	(5.6)	(5.3)	(4.9)	(4.9)	(5.0)	(5.1)	(5.1)
Administration	(0.8)	(3.5)	(4.3)	(5.8)	(5.6)	(6.4)	(7.2)	(7.9)	(8.2)	(8.3)	(8.3)
EBITDA	**(1.5)**	**(7.1)**	**(7.8)**	**(10.3)**	**(8.3)**	**19.2**	**50.9**	**67.7**	**77.4**	**80.0**	**81.6**
Dep. & Amortisation	(0.1)	(0.7)	(1.5)	(1.9)	(2.4)	(2.8)	(3.1)	(3.3)	(3.5)	(3.7)	(3.8)
Interest	-	-	0.0	0.1	-	-	0.7	2.7	5.0	7.8	10.8
Net Profit Before Tax	**(1.6)**	**(7.8)**	**(9.3)**	**(12.1)**	**(10.6)**	**16.5**	**48.5**	**67.0**	**78.9**	**84.1**	**88.5**
Tax	-	0.3	-	-	-	-	(7.1)	(18.8)	(22.1)	(23.5)	(24.8)
Other	0.0	(0.1)	-	-	-	-	-	-	-	-	-
Net Profit After Tax	**(1.6)**	**(7.6)**	**(9.3)**	**(12.1)**	**(10.6)**	**16.5**	**41.5**	**48.3**	**56.8**	**60.5**	**63.7**
Cash flow Statement (NZ$m)											
Opening Cash	**0.3**	**2.7**	**0.3**	**2.4**	**-**	**-**	**13.5**	**53.9**	**100.4**	**155.9**	**215.6**
Cash Received	0.2	3.5	16.6	36.0	72.5	115.1	145.1	157.7	163.5	165.6	166.4
Cash Paid	(1.5)	(10.3)	(24.8)	(46.6)	(81.2)	(96.9)	(94.0)	(90.7)	(86.4)	(85.7)	(84.8)
Income Tax	-	-	-	-	-	-	(7.1)	(18.8)	(22.1)	(23.5)	(24.8)
Cash from Operations	**(1.3)**	**(6.8)**	**(8.2)**	**(10.6)**	**(8.8)**	**18.1**	**44.0**	**48.2**	**54.9**	**56.4**	**56.7**
Interest Received	-	0.1	0.0	0.1	-	-	0.7	2.7	5.0	7.8	10.8
Capitalised Dev Costs	(0.6)	(1.4)	(2.4)	(3.2)	(3.3)	(3.1)	(2.9)	(2.9)	(3.0)	(3.0)	(3.0)
Plant & Equipment	(0.1)	(0.6)	(0.8)	(1.0)	(1.3)	(1.5)	(1.5)	(1.5)	(1.5)	(1.5)	(1.5)
Purchase of RTR	-	(3.6)	-	-	-	-	-	-	-	-	-
Other	0.0	(0.1)	-	-	-	-	-	-	-	-	-
Cash from Investing	**(0.7)**	**(5.6)**	**(3.1)**	**(4.1)**	**(4.5)**	**(4.6)**	**(3.7)**	**(1.7)**	**0.6**	**3.3**	**6.3**
Share Capital	4.4	10.0	13.5	12.2	13.3	-	-	-	-	-	-
Cash from Financing	**4.4**	**10.0**	**13.5**	**12.2**	**13.3**	**-**	**-**	**-**	**-**	**-**	**-**
Net Cash flow	2.4	(2.4)	2.2	(2.4)	-	13.5	40.3	46.5	55.5	59.7	63.0
Closing Cash	**2.7**	**0.3**	**2.4**	**-**	**-**	**13.5**	**53.9**	**100.4**	**155.9**	**215.6**	**278.6**
Balance Sheet (NZ$m)											
Cash	2.7	0.3	2.5	0.1	0.1	13.6	53.9	100.5	156.0	215.6	278.7
Receivables	0.2	2.3	2.7	5.1	8.0	9.2	8.5	9.0	9.2	9.2	9.3
Intangible Assets	0.8	3.9	5.6	7.9	10.1	11.9	13.2	14.2	15.1	15.9	16.6
Plant & Equipment	0.1	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6
Total Assets	**3.8**	**9.5**	**13.8**	**16.1**	**21.1**	**37.7**	**78.6**	**126.6**	**183.3**	**243.8**	**307.5**
Payables	0.4	2.5	2.5	4.7	7.0	7.1	6.6	6.4	6.1	6.1	6.1
Other	3.7	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Total Liabilities	**4.0**	**2.7**	**2.7**	**4.8**	**7.2**	**7.3**	**6.7**	**6.5**	**6.3**	**6.3**	**6.3**
Net Assets	**(0.2)**	**6.9**	**11.1**	**11.3**	**14.0**	**30.4**	**71.9**	**120.1**	**176.9**	**237.5**	**301.2**
Share Capital	1.9	16.4	29.9	42.2	55.5	55.5	55.5	55.5	55.5	55.5	55.5
Accumulated Losses	0.1	(9.7)	(19.0)	(31.0)	(41.6)	(25.2)	16.3	64.5	121.4	181.9	245.6
Total Equity	**(0.2)**	**6.9**	**11.1**	**11.3**	**14.0**	**30.4**	**71.9**	**120.1**	**176.9**	**237.5**	**301.2**
Key Metrics											
EBITDA Margin (%)	(469%)	(144%)	(46%)	(27%)	(11%)	17%	35%	43%	47%	48%	49%
Avg. MoM (%)	NA	17%	11%	7%	5%	3%	1%	0%	0%	0%	0%
Annual Growth (%)	NA	530%	234%	131%	80%	40%	16%	6%	2%	1%	0%
ARPM (NZ$)	175	491	511	530	550	550	550	550	550	550	550
CAC Months of ARPM	NA	7	7	9	12	12	12	15	15	20	20
ACMR (NZ$m)	NA	5	20	49	91	128	149	158	161	162	163

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www.clarecapital.co.nz I +6444985104 I Level 18, 125 The Terrace, PO Box 10269, Wellington 6143, New Zealand