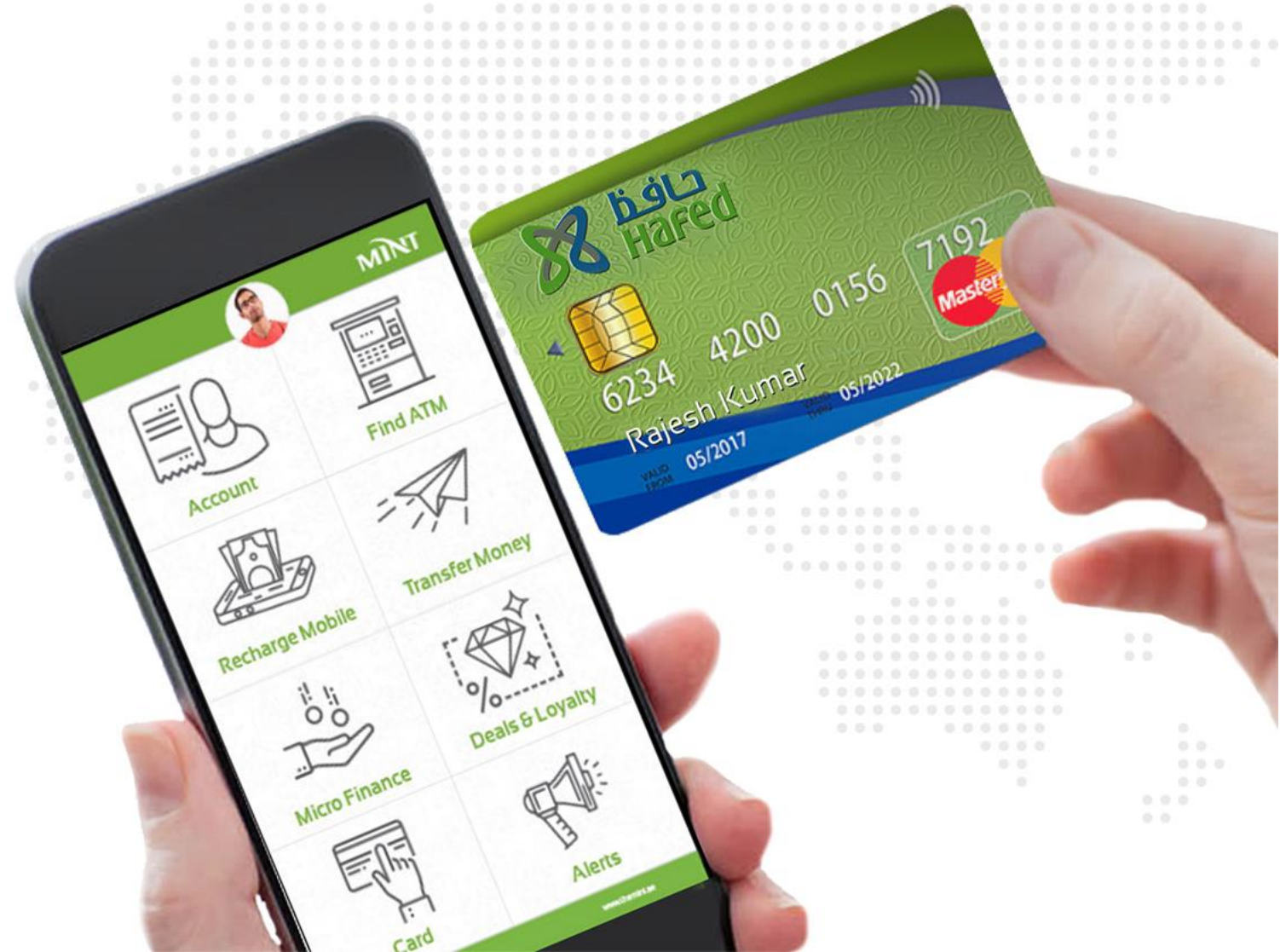




## A GLOBALLY-CERTIFIED, MOBILE PAYMENTS COMPANY FOCUSED ON THE UNDERBANKED

October, 2018



# Disclaimer

This presentation contains forward-looking statements under applicable securities legislation. Forward-looking statements include, but are not limited to, statements with respect to The Mint Corporation's (TSX-V: MIT) ("Mint") services rollout over the next 12 months; potential annual revenue per cardholder; target annual revenue per cardholder; competitive advantages; the performance and reliability of Mint's products; future operations, prospects and timetable. Generally, forward-looking information can be identified by the use of forward-looking terminology such as "plans", "expects" or "does not expect", "is expected", "budget", "scheduled", "estimates", "forecasts", "intends", "anticipates" or "does not anticipate", or "believes", or variations of such words and phrases or statements that certain actions, events or results "may", "could", "would", "might" or "will be taken", "occur" or "be achieved".

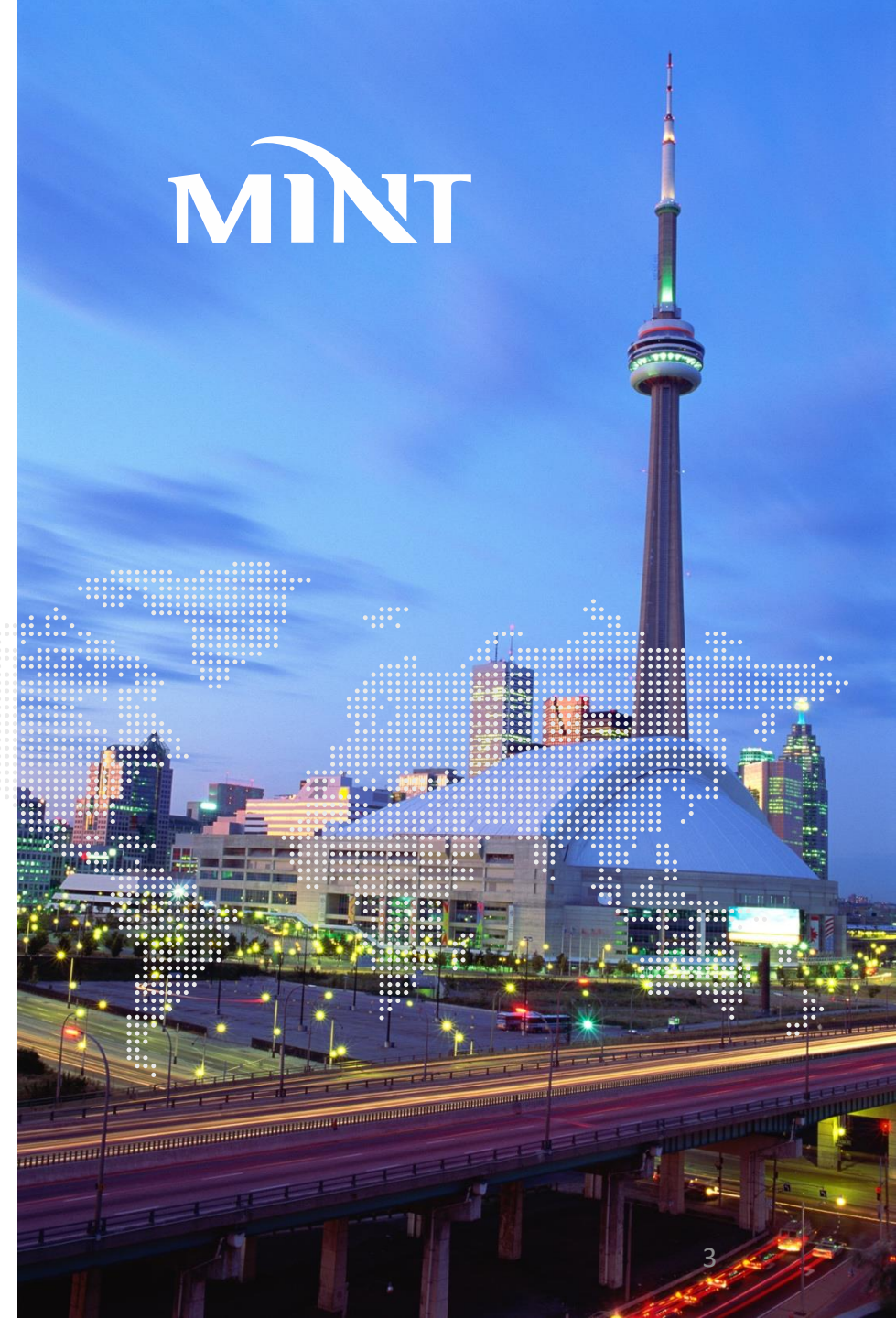
Forward-looking statements are based on the opinions and estimates of management as of the date such statements are made. Estimates regarding the anticipated timing, amount and cost of future contracts and revenue are based on management experience and research and analysis. Forward-looking information is subject to known and unknown risks, including loss of major customers, changes in regulations, market competition and other factors that may cause the actual results, level of activity, performance or achievements of Mint to be materially different from those expressed or implied by such forward-looking statements. In particular, the services rollout over the next 12 months could be delayed if there are delays in receiving regulatory approvals, delays in entering into agreements with financial partners needed in order to offer the services or insufficient funding. Potential annual revenue per cardholder and the achievement of any revenue per cardholder scenario will be adversely affected by delays in the rollout of services. The potential revenue and revenue scenarios associated with various services is based on management's estimate of pricing which will be attractive to cardholders and is subject to adjustment based on actual experience and competition. Additional risks are described in Mint's public disclosure, including its MD&A.

Although management of Mint has attempted to identify important factors that could cause actual results to differ materially from those contained in forward-looking information, there may be other factors that cause results not to be as anticipated, estimated or intended. There can be no assurance that such statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking statements. Mint does not undertake to update any forward-looking statements, except in accordance with applicable securities laws.

# A Global, Mobile-Enabled Payments Company

- ✓ Headquartered in Toronto, Canada with operations in Dubai, UAE
- ✓ TSX Venture Exchange (TSX-V: MIT)
- ✓ Globally compliant<sup>1</sup> payments platform enables Mint's technology and product offering to expand globally
- ✓ Issuer and processor of Mastercard and UnionPay
- ✓ \$50M+ invested over past 5 years to build a world-class payments platform focused on mobile devices

1. Certified Payment Card Industry and Data Security Standard (PSS DSS)







## Current Operations - UAE

### Processing US\$1 Bn+ Payroll Payments to 400K Unbanked Foreign Workers

- ✓ UAE regulations require all workers be paid electronically
- ✓ Foreign workers do not have access to traditional banking services
- ✓ Mint serves 400K of 5M UAE addressable market
- ✓ Mint currently pays workers using reloadable prepaid Mint cards co-branded with UnionPay or Mastercard
- ✓ Servicing 800+ employers
- ✓ Relationships with > 15 banks & F/X exchange houses

# Launch of UAE Mobile App to Propel Mint Growth

Mobile app opens existing 400,000+ cardholder base to multiple services, all available from the convenience of their phone:

## ✓ Initial Launch

- Wage payment (migration of users from cards to App)
- Mobile phone top-up

## ✓ Services Rollout over Next 12 Months

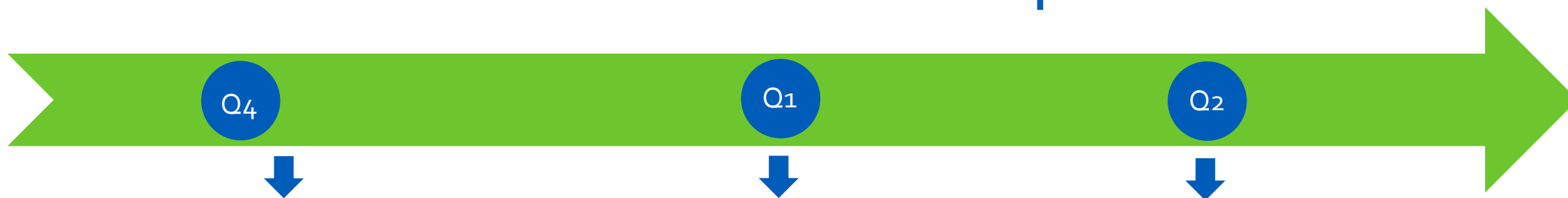
- Remittances
- Foreign exchange
- Insurance
- Lending
- Overdrafts
- Loyalty programs



# Mint Poised for Rapid Growth in UAE

- ✓ Existing customer base: 400K+ cardholders, 800+ companies
- ✓ Interest from exchange houses looking to exit payroll services due to regulations and technology costs
- ✓ \$50M invested in proprietary processing platform. PCI DSS global payment certification
- ✓ Current issuer and processor of UnionPay and Mastercard
- ✓ Established relationships within financial community:
  - Card issuers
  - Banks & exchange houses
  - Technology partners
  - Telcos
- ✓ Fully operational, multinational Dubai-based team (60+ staff)
- ✓ Awaiting regulatory approval
  - Remittances
  - Insurance brokerage license
  - Loans

# Potential Annual Revenue<sup>1</sup> Per Cardholder Expected Rollout



✓ Launch of Mobile App – Enables Mint to launch mobile-led financial services to its customers

| Service Launched | Potential Annual Revenue Per Cardholder |
|------------------|---|
| Mobile Top-up    | \$10                                    |
| <b>Total</b>     | <b>\$10</b>                             |

| Service Launched              | Potential Annual Revenue Per Cardholder |
|-------------------------------|---|
| Overdraft                     | \$98                                    |
| Health Insurance <sup>1</sup> | \$32                                    |
| <b>Total</b>                  | <b>\$130</b>                            |

| Service Launched        | Potential Annual Revenue Per Cardholder |
|-------------------------|---|
| Remittance <sup>1</sup> | \$82                                    |
| Lending <sup>1</sup>    | \$346 <sup>2</sup>                      |
| <b>Total</b>            | <b>\$428</b>                            |

| Launch  | Total Annual Revenue Potential Per Cardholder |
|---------|---|
| Q4 2018 | \$26 <sup>3</sup>                             |
| Q1 2019 | \$156 <sup>3</sup>                            |
| Q2 2019 | ~\$600 <sup>3</sup>                           |

All figures in USD

1. Assumes Mint receives regulatory approvals in Q4 2018.
2. This is the total revenue potential if Mint acquires a financial house and is able to recognize all of the lending revenue.
3. Includes \$16/ card from payroll management services currently offered.



# Potential Annual Revenue per Cardholder

- ✓ Each cardholder has the potential to generate approximately **\$600** in revenue per year at full scale
- ✓ This implies **\$240M** of potential annual recurring revenue with the current cardholder base

| Services           | Revenue Per Cardholder |
|--------------------|------------------------|
| Lending            | \$346 <sup>1</sup>     |
| Overdraft          | \$98                   |
| Remittance         | \$82                   |
| Health Insurance   | \$32                   |
| Mobile Top-up      | \$10                   |
| Payroll Management | \$16                   |
| <b>Total</b>       | <b>~\$600</b>          |

All figures in USD

| Scenario 1                       | 20% Penetration |
|----------------------------------|-----------------|
| Potential Revenue per cardholder | ~ \$120         |
| Scenario 2                       | 25% Penetration |
| Potential Revenue per cardholder | ~ \$150         |
| Scenario 3                       | 30% Penetration |
| Potential Revenue per cardholder | ~ \$180         |

Source: Management estimates

1. This is the total revenue potential if Mint acquires a financial house and is able to recognize all of the lending revenue.



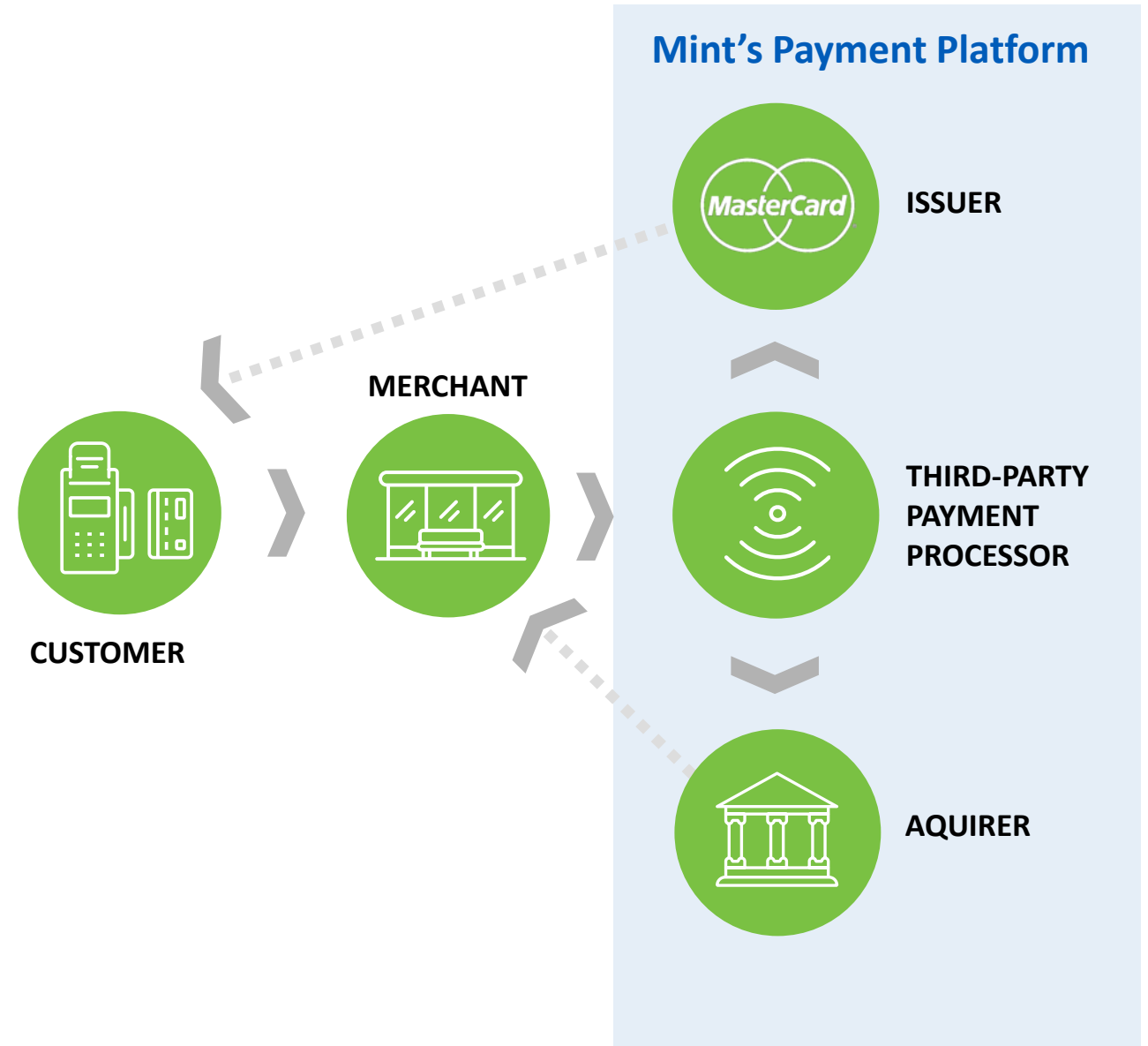
## Strategic Partnership with Interac

- ✓ Mint Middle East has signed exclusive licensing agreements with **Interac**, Canada's leading payment brand, to utilize its contactless payment solutions
  - Currently no domestic debit scheme in the UAE, Government is pushing for cashless payments
  - Low point-of-sale adoption due to high interchange rate
  - Mint to be a lynchpin in creating a low cost domestic debit ecosystem leveraging Interac's technology



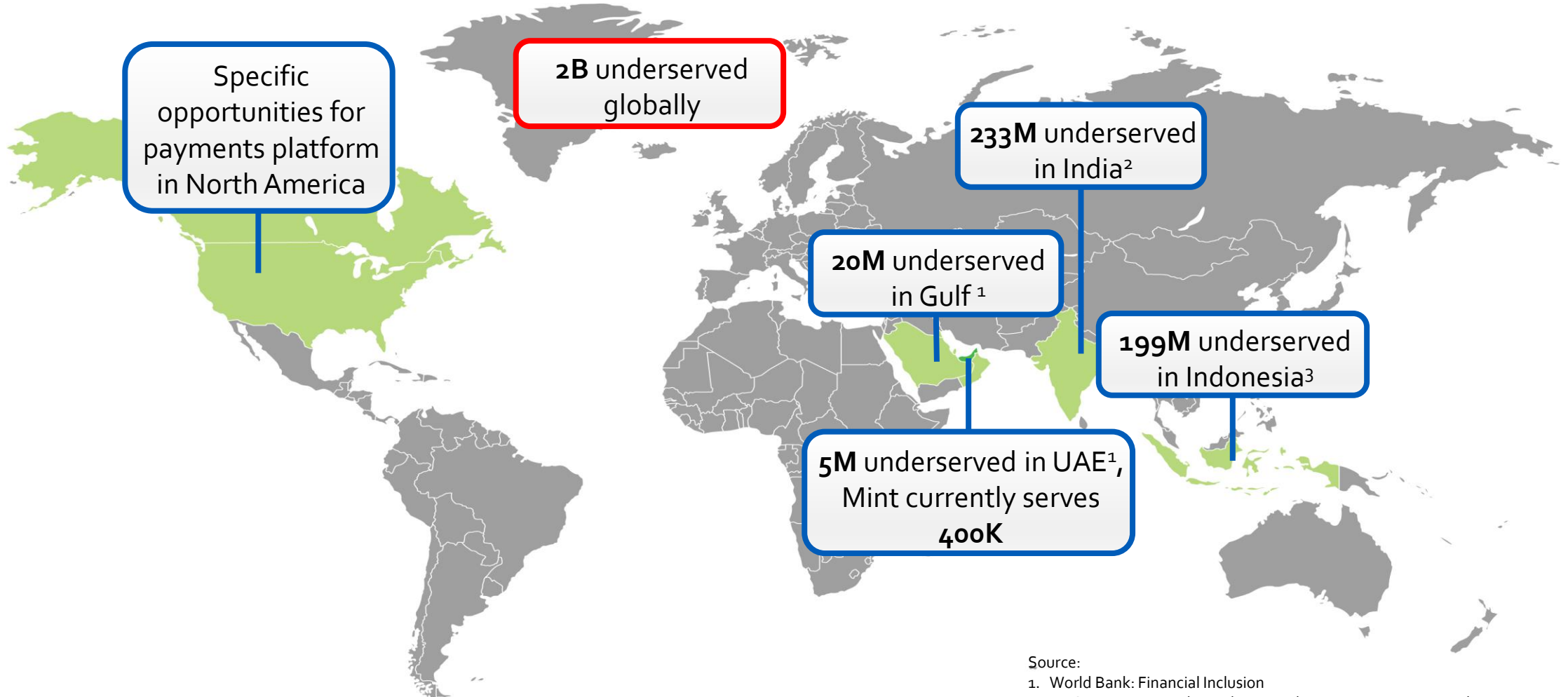
# Becoming the Dominant Regional Payments Processor and Card Issuer

- ✓ Only payments company in the UAE that has the capability to be a card issuer, payment processor and merchant acquirer.
- ✓ There is a void in the market for an independent payment processor and card issuer.
- ✓ Mint is entering the merchant acquiring market with a differentiated offering enabled by its control over the payments value chain.
- ✓ Mint plans to control the entire payments lifecycle from pay cheque to card transaction, while handling the back end processing.



# Global Market Opportunity

✓ Growth from both emerging and developed markets



Source:

1. World Bank: Financial Inclusion
2. PwC: Disrupting cash accelerating electronic payments in India
3. Asian Development Bank: Financial Inclusion in Asia

# Expansion Plans

- ✓ UAE Growth
  - Increase to 1M cardholders
  - Additional services to workers via mobile app
    - Financial services (e.g. remittances, loans, insurance)
    - Multicurrency
    - Gift/travel cards & loyalty programs
  - Deliver merchant management services to underserved merchants
- ✓ Replicate Mint UAE Services in Comparable Middle East Countries
- ✓ Explore Acquisitions & JVs to Leverage Mint Platform in Canada



## Financial Summary – Mint UAE Operations

| <b>\$M (CAD)</b>                       | <b>FYE<br/>Dec 31 2016</b> | <b>FYE<br/>Dec 31 2017</b> | <b>6 Months<br/>June 30 2018</b> |
|--|----------------------------|----------------------------|----------------------------------|
| <b>Revenue</b>                         | \$4.8                      | \$4.0                      | \$2.2                            |
| <b>Net Profit / (Loss)</b>             | (\$2.8)                    | (\$5.6)                    | (\$1.8)                          |
| <b>Mint's Share of Profit / (Loss)</b> | (\$1.4)                    | (\$2.6)                    | (\$0.9)                          |

This financial summary should be read in conjunction with The Mint Corporation financial statements for the fiscal years ended December 31, 2016 and 2017, and the interim results for the six months ended June 30, 2018

# Financial Summary – Mint Corporation Consolidated

| \$M (CAD)   | FYE<br>Dec 31 2016 | FYE<br>Dec 31 2017 | 6 Months<br>June 30 2018 |
|---|--------------------|--------------------|--------------------------|
| <b>Mint Operations<sup>1</sup></b>                              |                    |                    |                          |
| General & Administrative  | \$(0.9)            | \$(1.8)            | \$(0.7)                  |
| Stock-Based Compensation  | \$0.0              | \$(0.8)            | \$(1.2)                  |
| <b>Total</b>  | <b>\$(0.9)</b>     | <b>\$(2.6)</b>     | <b>\$(1.9)</b>           |
|   |                    |                    |                          |
| <b>Financing Expenses</b>                                       |                    |                    |                          |
| Financing Costs & F/X Gain                                      | \$(4.3)            | \$(5.0)            | \$(1.7)                  |
| Gain (Loss) on Debenture Redemption, Net of Fees                | \$(2.8)            | \$2.9              | \$46.2                   |
| <b>Total</b>  | <b>\$(7.2)</b>     | <b>\$(2.0)</b>     | <b>\$44.5</b>            |
|   |                    |                    |                          |
| <b>Mint Corp's Share of UAE Operating Loss &amp; Impairment</b> | <b>\$(1.4)</b>     | <b>\$(5.1)</b>     | <b>\$(1.6)</b>           |
| Gain (Loss) on Discontinued Operations                          | (\$0.3)            | \$0.0              | \$0.0                    |
| <b>Net Gain (Loss)</b>  | <b>\$(9.1)</b>     | <b>\$(9.8)</b>     | <b>\$41.0</b>            |

1. Mint UAE results are reported as equity investment, hence UAE revenues and expenses are not reported.

This financial summary should be read in conjunction with The Mint Corporation financial statements for the fiscal years ended December 31, 2016 and 2017, and the interim results for the six months ended June 30, 2018.

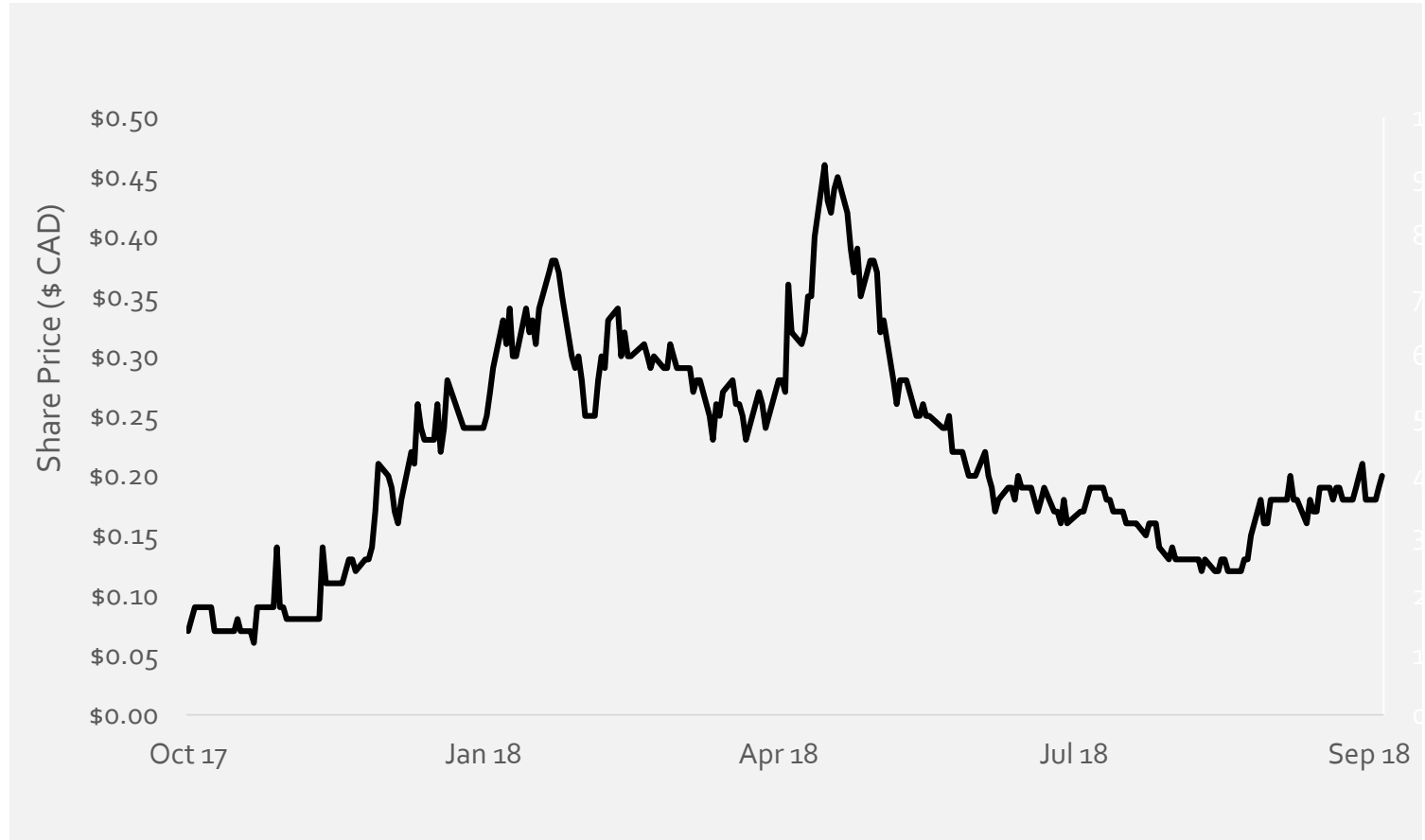
# Corporate Information

|                     |                   |
|---------------------|-------------------|
| Symbol              | TSX-V: MIT        |
| Market Price:       | \$ 0.20           |
| Trailing 12 Months: | \$ 0.06 - \$ 0.48 |
| Market Cap:         | \$ 38.4M          |
| Basic Shares O/S :  | 192.1M            |
| Enterprise Value:   | \$ 58.4M          |

Source: Company Data, Stockwatch (TSX-V: MIT)

All figures reported in CAD. Market Data as of October 3<sup>rd</sup>, 2018

Enterprise Value = Market Capitalization + Market Value of Debt



# Management & Board



**Vishy Karamadam** *Chairman & CEO The Mint Corporation*

Over 20 years of corporate and entrepreneurial experience; specializing in restructuring, strategy and capital markets

Co-Founder of Gravitas Financial Inc.

Btech in Electronic Engineering, Masters in Finance from the University of Mumbai and an MBA from McGill University



**Abdul Razzak Al Abdullah** *Chairman & CEO Mint Middle East*

Well known technology entrepreneur

Deep insights in payments, media and telecom

Strong relationships with key financial and government players in the region



**Neil Gilday, CFA** *Director & Chief Technology Officer*

Over 20 years investment industry experience

Director and portfolio manager of Gravitas Securities Inc.

Founding partner at Cumberland Private Wealth which had over \$1.7B in assets under administration



**Vikas Ranjan, MBA** *Executive Director*

Seasoned executive with over 22 years of capital markets experience

Co-Founder of Gravitas Financial Inc.

Senior roles at TAL Global Asset Mgmt., BMO, National Stock Exchange and Axis Bank

Holds an MBA in Finance from McGill University



**Steve Dulmage, CPA, CA** *Director and Audit Committee Chair*

40 years of experience in the Canadian investment industry

Chief Financial Officer for RBC Dominion Securities for 16 years



**Ashish Kapoor, CPA, CA** *Director and Audit Committee Member*

Over 10 years of experience in investment banking, most recently as Senior Vice President of Macquarie Capital

Extensive experience in identifying, structuring and executing on investment opportunities



# Mint Strategic Partners



Mint is licensed to utilize the EMV card, terminal and mobile solutions technology in its offerings throughout the UAE.



Mint is the first approved third party processor and issuer of UnionPay chip and contactless cards in the region.



Mint is licensed to issue and is an approved third party payment processor for chip and contactless globally accepted Mastercard cards.



Mint is a globally certified Payment Card Industry Data Security Standard (PCI DSS) compliant payments platform.



Strategic banking partner that provides a range of banking, investing, and risk management products and has branches across the UAE.



Certified third party processor and WPS program administrator with the Central Bank of UAE.



Mint's payments platform is built on S2M architecture, which is used by over 150 financial institutions in the region.



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(TSXV:MIT)**

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