

## ASX Announcement 26 August 2021

Openpay signs major US partnership with Kyriba for OpyPro, Openpay's B2B SaaS platform for trade accounts

- **Openpay signs major partnership with Kyriba, a US-based global leader in treasury and payables solutions, to offer access to Openpay's innovative OpyPro B2B SaaS platform for trade account management to Kyriba's US-based enterprise clients**
- **The Kyriba partnership is Openpay's first step taking the OpyPro to one of the world's largest B2B payments markets**
- **Agreement sees Kyriba provide access under an initial phase pilot program to enterprise clients through a trusted partner referral model**
- **Following this, Kyriba partnership to provide OpyPro access to over 2,000 enterprise clients globally and a pathway to significantly reduce acquisition costs with shorter sales cycles**
- **Kyriba and Openpay to jointly identify Kyriba's clients as highly likely to benefit from the OpyPro B2B SaaS solution based on their buyer management processes and spend profile**

MELBOURNE Australia, 26 August 2021: 'Buy now. Pay smarter.' company, Openpay Group Ltd (ASX: OPY) (**Openpay**) is pleased to announce that it has signed a referral agreement to expand its OpyPro business to business (B2B) platform to Kyriba's US client base through an initial pilot program.

Kyriba is the global leader in cloud treasury and finance solutions, delivering mission-critical capabilities for cash and risk management, as well as payments and working capital solutions to over 2,000 clients worldwide.

Openpay's US CEO, Brian Shniderman commented, "We are thrilled to have signed Kyriba as a referral partner. Their extensive and deep customer relationships, including key enterprise clients in the United States, is highly attractive to Openpay as we continue to expand the reach of our OpyPro B2B solutions."

OpyPro will enable an enhanced trading experience for Kyriba's customers which typically are large corporates with a minimum annual turnover of \$500 million across various industries. The system manages trade accounts end-to-end – including account application processing, seamless business customer onboarding, credit checks and terms, approvals and account management. The OpyPro solution enables corporate clients to digitise and automate their onboarding allowing acquisition at scale, improves days sales outstanding (DSO) and reduces fraudulent transactions, reconciliation time and costs. The self-service buyer and supplier portals reduce manual tasks and administration providing 24/7 access to critical transaction, invoice and statement data.

"Openpay is a payment innovator, offering critical buy now pay later solutions to CFOs and treasury teams to improve their cash conversion cycle and increase revenue growth," said Jean-Luc Robert, chairman and CEO of Kyriba. "Kyriba customers have been searching for new payment solutions like OpyPro that support their digital transformation and eCommerce evolution."

Openpay has been working to find the most efficient way to engage with enterprise clients as it launches into the US. This aggregator referral model with Kyriba opens up immediate access to hundreds of target business clients in the US. There is opportunity to take this referral partnership to other geographies as it evolves.

The agreement is for an initial term of one year, with an option to extend for a further one year based on the success of the program.

Authorised by  
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### **About Openpay**

Openpay Group Ltd (ASX: OPY) is a fast-growing and highly differentiated player in the global 'Buy now pay later' (BNPL) payment solutions market. The Company's strong platform enables it to deliver the most flexible plans in the market with durations of 2–24 months and values of up to \$20,000.

Openpay focuses on industries where it can make a true difference: Automotive, Healthcare, Home Improvement, Memberships and Education; and its target customers are finance-savvy and of an older demographic who use Openpay plans as a cashflow management tool.

Openpay also has a unique B2B offering, OpyPro (formerly Openpay for Business), a SaaS-based platform that allows companies to manage trade accounts end-to-end, including applications, credit checks, approvals and account management in the one system.

Openpay provides services to Customers and Merchants in Australia, New Zealand, the UK and entered the US market, under the brand name Opy, in December 2020.

See more at [www.openpay.com.au](http://www.openpay.com.au).

### **About Kyriba**

Kyriba is the global leader in cloud treasury and finance solutions, delivering mission-critical capabilities for cash and risk management, payments and working capital solutions.

More than 2,000 clients worldwide rely on Kyriba to get 100% cash visibility, better manage FX losses, reduce fraud and make better, faster decisions through improved insight and intelligence.

See more at [www.kyriba.com](http://www.kyriba.com)