



Revolutionising the way
to pay and budget bills

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Defining Deferit

This section defines who we are and the problem we're trying to solve.



Who we are

Deferit is a payment platform that allows people to pay any bill in 4 simple fortnightly instalments.

It was founded to champion the customer's best interests when it comes to paying their bills. That's why there is no interest, establishment fees, annual fees or late fees on the platform.

There is no comparable product in the Australian market which offers this level of customer centricity for bill budgeting.

We've worked hard to ensure our platform is able to pay just about any bill a customer may encounter, such as:

- Energy bills
- Water bills
- Insurance premiums
- Car rego
- Medical bills
- And many more!



We are fundamentally focused on offering a better way to pay and budget the bills in your daily life. We hope to instil better money habits that can be applied across other areas of personal finance.

There is no comparable product in the Australian market which offers this level of customer-centricity for bill budgeting.

The problem

1

PEOPLE FIND IT DIFFICULT
TO BUDGET AND ALIGN THEIR
INCOME WITH THEIR BILLS

2

ONE THIRD OF AUSSIES
PAY A BILL LATE
EVERY YEAR¹

3

LATE FEES AND LOST PAY
ON TIME DISCOUNTS
EAT AWAY AT PEOPLE'S
FINANCES

FACT – CBA RESEARCH INDICATES
\$286 MILLION PAID IN BILL LATE
FEES EACH YEAR¹

4

89% OF AUSTRALIANS
FEEL FINANCIAL STRESS²

¹ Commbank
'Bill Management Proving Difficult for Some Aussies'

² BPAY Group
'41% of Australians under 25 don't know how to pay their bills'

Benefits of using Deferit

Deferit helps people pay their bills on time and become better budgeters.



Supporting the local economy

- Helps people pay on time, so that businesses get paid on time.
- If businesses don't get paid, people don't get paid. 97% of businesses in Australia are small businesses.³
- ASIC says poor cash flow is a factor in 40% of business failures.³
- 46% of small businesses have to ask 2-3 times for customers to pay their bills.³
- Due to its budgeting and pay alignment benefits, most bills are typically uploaded and paid before the due date, accelerating cash flow for many small businesses.




³ Source:
asbfeo.gov.au/sites/default/files/Small_Business_Statistical_Report-Final.pdf



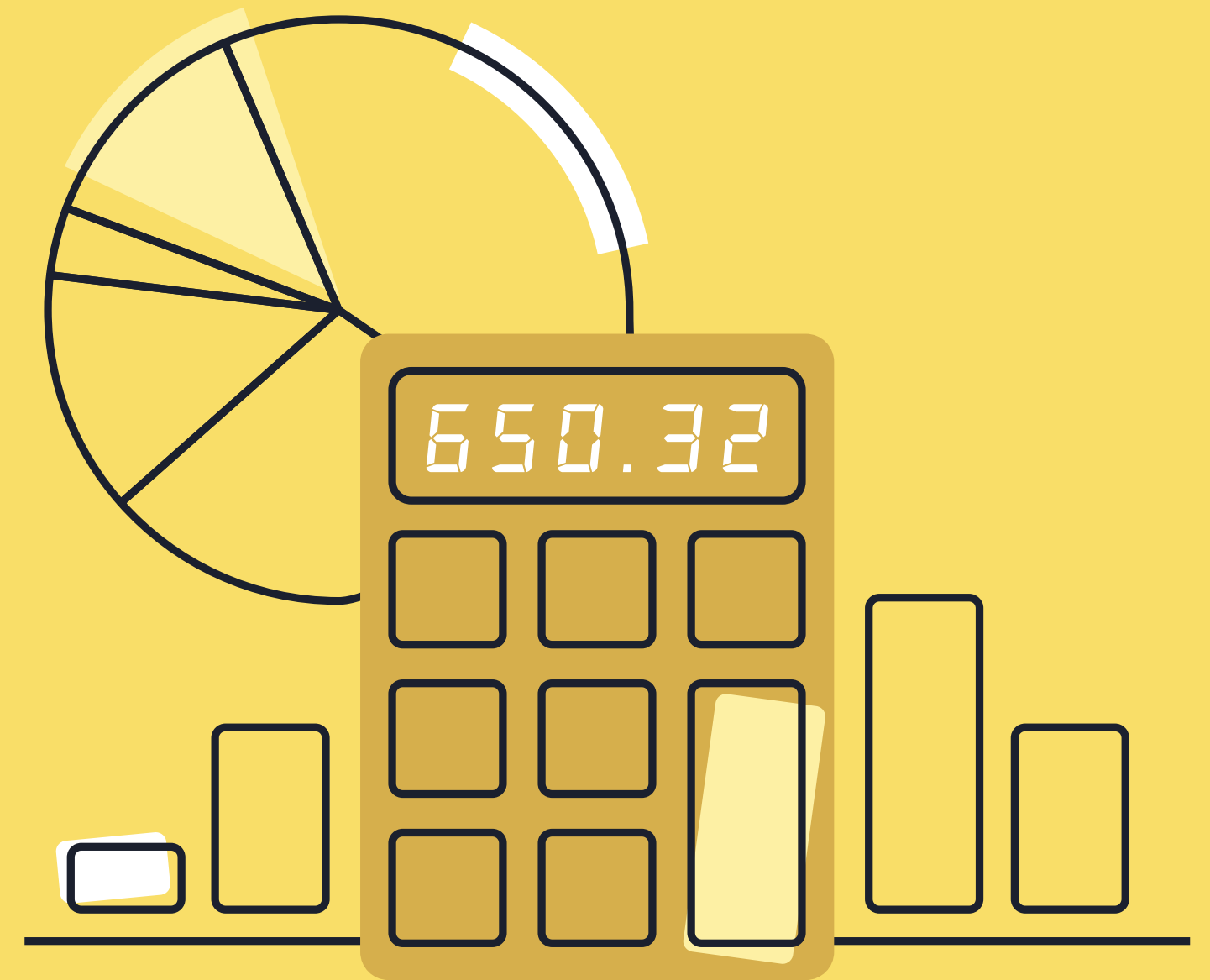
DEFERIT TAKES THE STRESS OF PAYING AWAY FROM MY CUSTOMERS WHILST ALLOWING MY BUSINESS TO GET PAID UPFRONT. IT'S A TOTAL WIN WIN AND REALLY HELPS OUR UNDERLYING CASH FLOW.

Ashley, owner at Schmick Cleaning

How we're different

		
Reduces debt levels		
Doesn't encourage excess consumer spending		
Users are able to move payments for free		
Doesn't charge late fees		
Improve consumer cashflow and financial management		

Deferit in numbers



How it works

Bills shouldn't be complicated. Deferit is clear and simple with no hidden surprises, just effective bill budgeting. Users get up to \$2,000 balance to pay bills over 4 instalments, for only \$7.99 a month.

- **No balance, no fees.**

Unlike most subscription services, customers only pay the monthly fee when using the service.

- **No interest.**

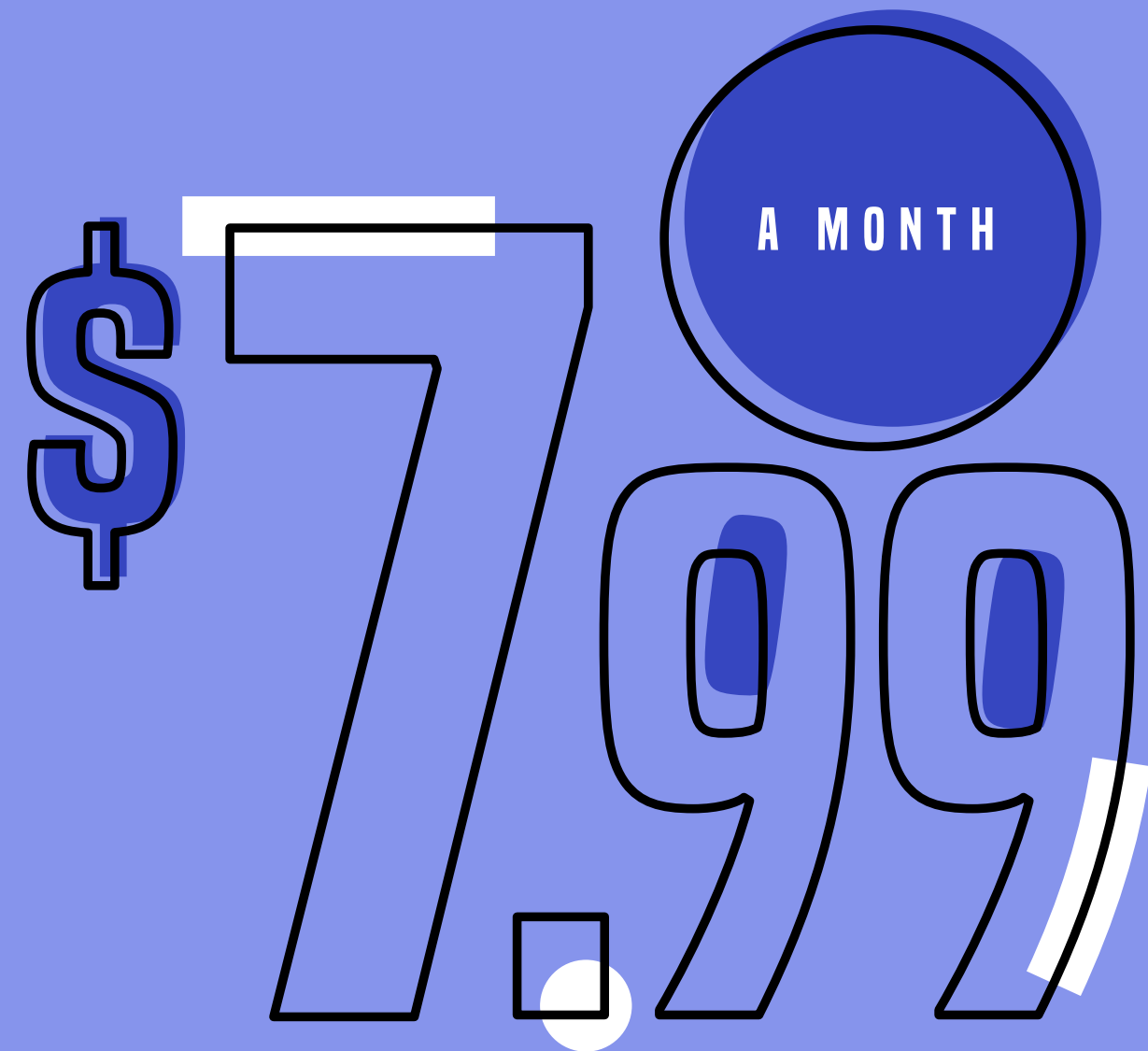
Bye bye traditional finance. We don't charge any interest whatsoever.

- **No late fees. Ever.**

We don't believe in late fees or any other hidden fees. What you see is what you get.

- **Get up to \$2,000 balance to pay bills.**

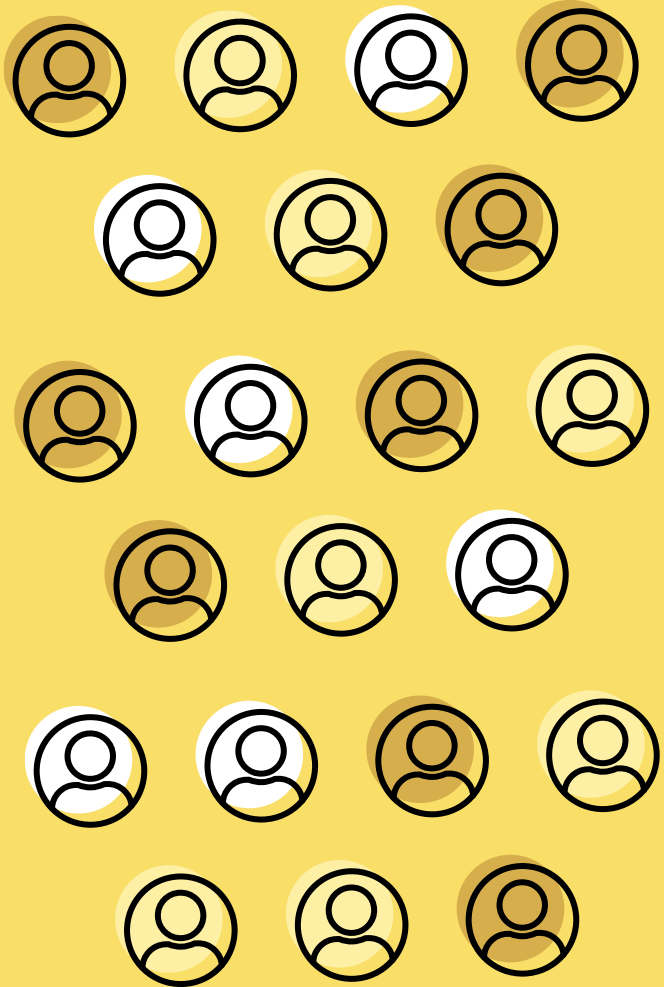
The more bills a customer pays off with us, the larger your bill balance grows.



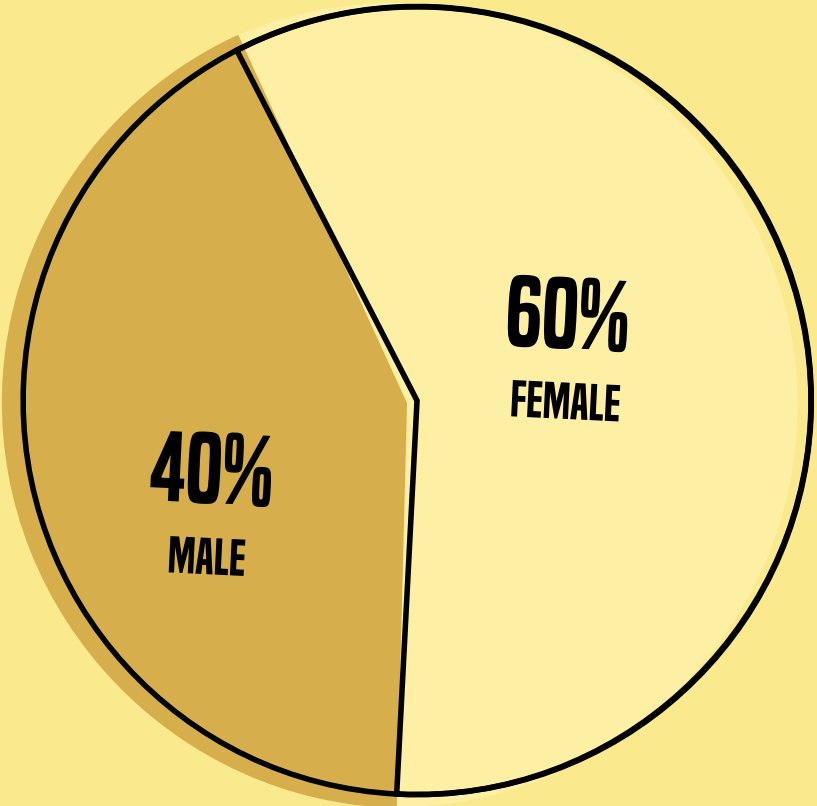
Our customers

Users

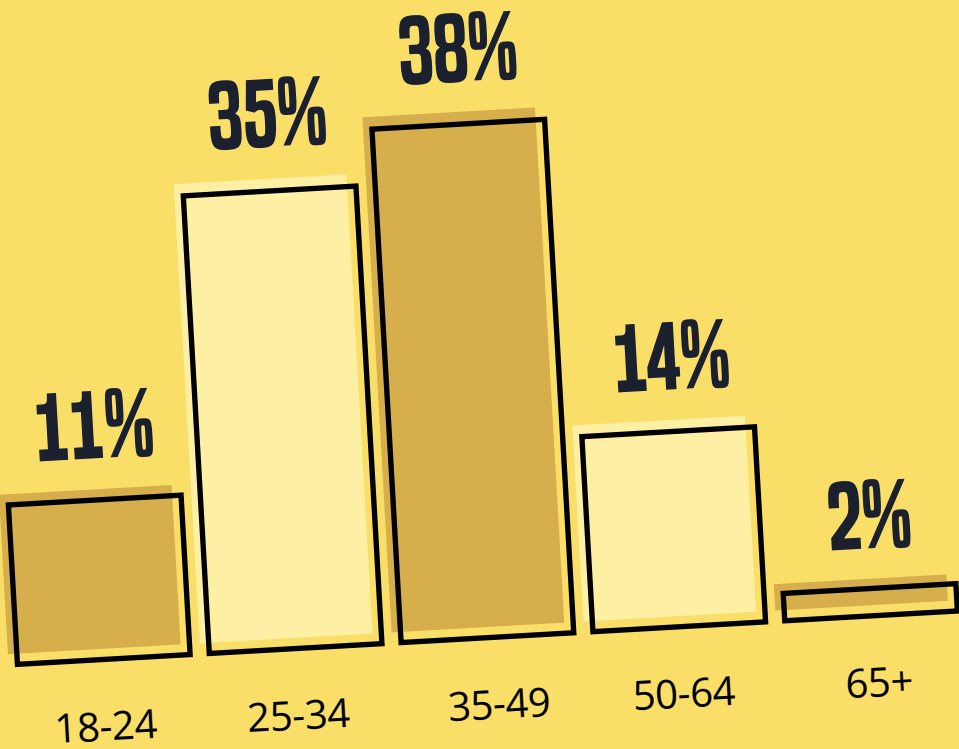
350,000 +



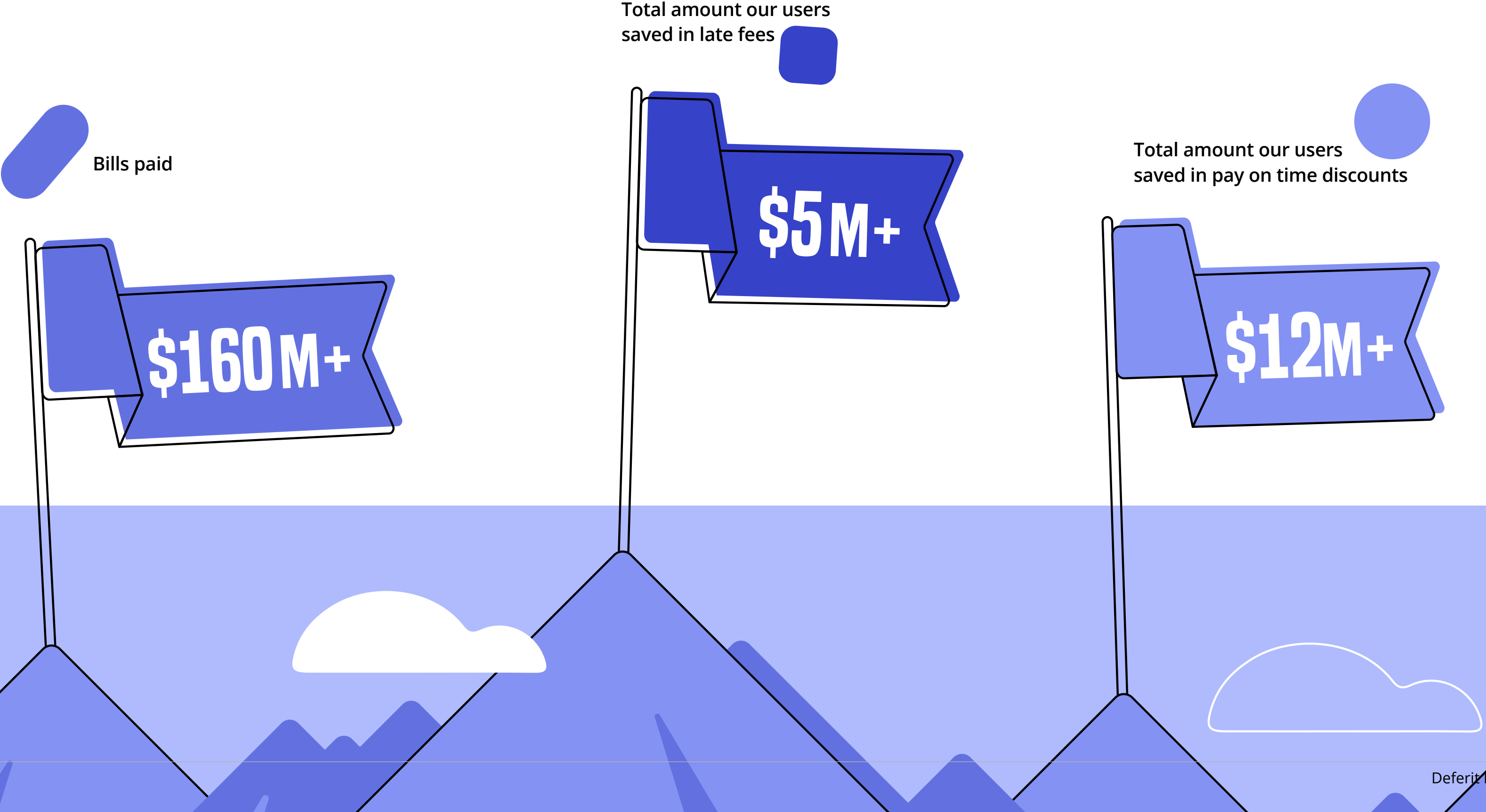
Users by gender



Users by age



Milestones



Key Stats

77%

USE DEFERIT TO PAY
THEIR BILL BEFORE
THE DUE DATE.



80%

WHO HAD AN OVERDUE BILL
ORIGINALLY WENT ON TO PAY
THEIR NEXT BILL ON TIME
WITH DEFERIT.



Deferit fee comparison

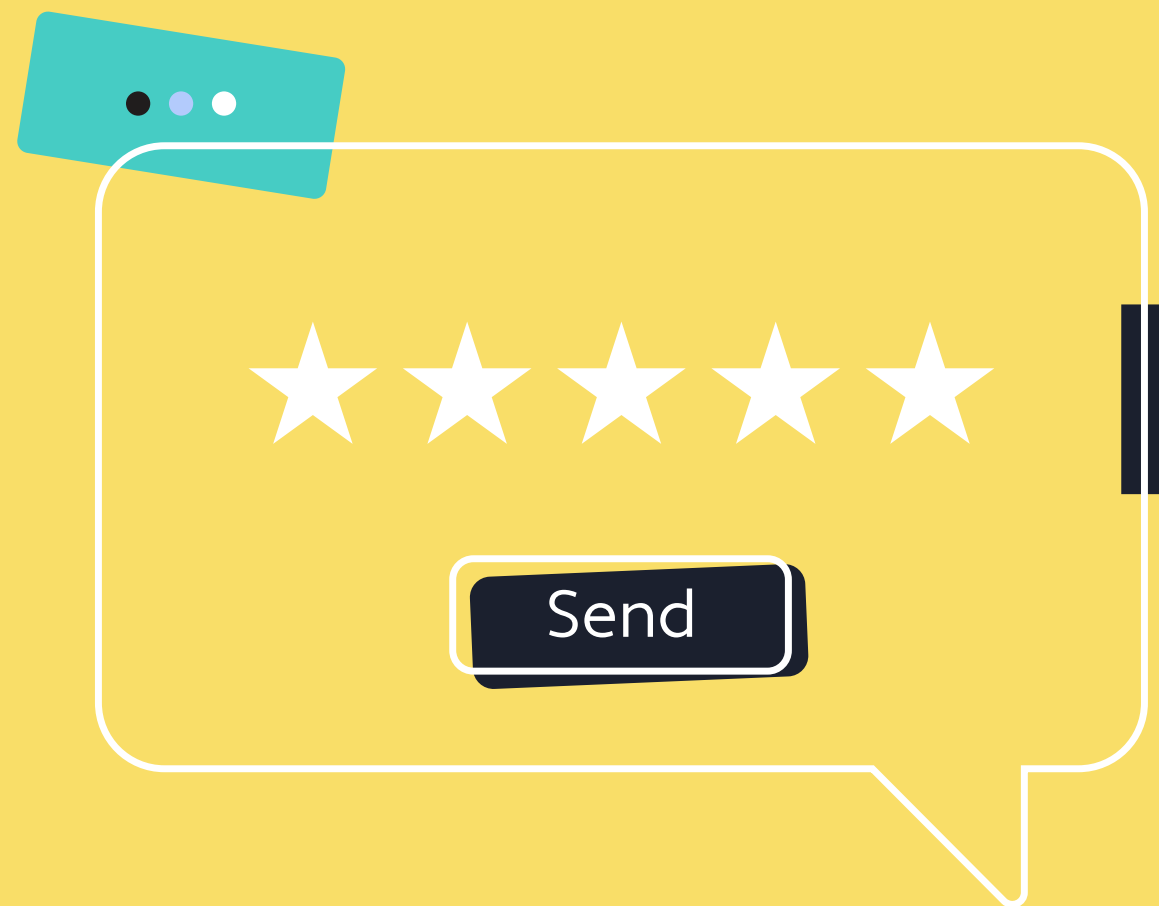
Deferit is the best financial outcome for those who need more time paying their bills. A customer is better off with Deferit than paying late fees to their biller.

	Fees This column describes the fees of each scenario				Example 1 \$350 bill being paid 2 months after the due date with the customer missing payment dates	Example 2 \$350 bill being paid 4 months after the due date with the customer missing payment dates
	Monthly fee	Interest	Processing fee	Late fees	Total cost	Total cost
Bill provider - No <i>Pay on time discounts</i>	\$0.00	0%	\$0.00	\$13.23 ¹	\$26.46	\$52.92
Bill provider - <i>Pay on time discounts</i>	\$0.00	0%	\$0.00	\$76.23 ²	\$81.34	\$107.80
Deferit	\$7.99	0%	1.5% + \$0.20 ³	\$0.00	\$22.03	\$38.01
Zippay Wallet	\$7.95	0%	\$2.50 ⁴	\$5.00	\$28.40	\$54.30
Credit card	\$7.80 ⁵	19.94% ⁶	\$0.00	\$22.27 ⁷	\$23.41	\$47.11
Low interest personal loan	\$24.08 ⁸	\$12.56% ⁹	\$0.00	\$15.00 ¹⁰	\$65.01	\$81.88

Footnotes:
1 Varies between service providers and plans. This amount is the average late payment fee of Optus, Telstra, Vodafone, Energy Australia, AGL and Origin Energy. **2** Based on average pay on time discounts across NSW, QLD, VIC, SA. Represents the average of 60 plans: \$13.23 + 18% discount. **3** Processing fee related only to card payments. **4** \$2.50 processing fee per bill. **5** Based on average annual fee of \$93.60 from 78 low rated credit cards sourced from: <https://www.canstar.com.au/compare/low-interest-rate-credit-cards/> **6** Based on analysis provided by finder, at <https://www.finder.com.au/credit-cards/credit-card-statistics>. \$193 application fee and \$8 monthly fee. Source: <https://www.finder.com.au/personal-loans/low-interest> **7** Based on average late fee . Source: <https://www.finder.com.au/late-and-over-limit-fees> **8** Average application fee of lenders offering credit of \$5000 or less. \$193 application fee and \$8 monthly fee. Source: <https://www.finder.com.au/personal-loans/low-interest> **9** Average interest rate of lenders offering credit of \$5000 or less. Source: <https://www.finder.com.au/personal-loans/low-interest> **10** Average late fee is \$15. Source: <https://www.finder.com.au/personal-loan-fees> * Fixed fees for general credit have been discounted 75% in example scenarios

BEST OUTCOME

What people say



Deferit ratings

 Facebook

4.9



(OUT OF 272 REVIEWS
18,031 TOTAL LIKES)

Google
Reviews

4.9



(OUT OF 4,140 REVIEWS ON
GOOGLE AND 2,281 REVIEWS
ON GOOGLE PLAY STORE)

 App Store

4.9



(OUT OF 4,152 REVIEWS)

Reviews from our customers



FIONA

NUMBER 1 BILL REPAYMENT PAYMENT APP!!!
Been my life saver on more than one occasion
and honestly if you haven't tried it you MUST!
Thanks deferit, for helping me stay on top!



CHRIS

This company needs to win an award for its
dedication to its customers. Such an easy
process to pay bills split over 4 payments (which
makes life much easier). [...]



RHIANNON

Such a great experience. Honestly these people
are like guardian angels! Sometimes you need
help with finances, and this just makes my life so
much easier! Thank you Thank you Thank you. [...]



JENNY

Love deferit! life has never been so good. Less
stress since I started using it with bills being paid
on time and budgeting made easier. [...] Couldn't
be happier with deferit and their service.



TAYLA

Fantastic service. Can't recommend enough.
Incredibly accommodating to suit one's pay cycle.
Flexible with payments and the staff in the call
centre are incredibly helpful and friendly.



RUSS

Life has plenty of peaks & troughs, and when
the bills come in the troughs at least you
can deferit.

+1,000'S MORE!!!

Deferit on the news

We've been featured on



[Deferit: new platform helping Aussies with bills and fines](#)



Our debut TV appearance!



Check us out on Finder! Hint: the article is very comprehensive.



['Bill now, pay later' start-up Deferit banks \\$15m](#)

Awards



It was an honour to be runners up in the 4th Annual FinTech Awards 2019!
Category: Best FinTech Payments Provider

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Social media



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[@defer.it](#)



[linkedin.com/company/deferit](https://www.linkedin.com/company/deferit)