Safe Harbor

This document contains forward-looking information and financial projections subject to risks, uncertainties and other factors that could materially affect our actual results. Any forward-looking statements or financial projections represent our views only as of today and should not be relied upon as representing our views as of any subsequent date. We do not assume any obligation to update any forward-looking statements or financial projections. Further, our financial projections do not consider the impact of any pending or future changes to accounting pronouncements under US Generally Accepted Accounting Principles. For additional discussion of factors that could impact our operational and financial results, please refer to our Form 10-K for the fiscal year ended June 30, 2019 and subsequently filed Form 10-Q’s and Form 8-K’s or amendments thereto.

Non-GAAP Financial Information

The financial projections in this document are presented on a non-GAAP basis. Non-GAAP projections include core operating income, adjusted EBITDA, core operating margin, core earnings per share, and constant currency information. A historical reconciliation of our non-GAAP results to the most directly comparable GAAP result is available in the Investors section of Bottomline’s website at www.bottomline.com/us/about/investors
About Bottomline

Bottomline Technologies makes business payments simple, smart and secure

Capitalizing on business payment leadership position in large market opportunity

- Trusted brand in B2B payments
- Scale to execute, agile to innovate
- Large B2B payment network ($200+ billion annual volume)
- Secure business payments (domestic and cross border)
- Leading payments and cash management platform

Leveraging product investment to drive subscription growth

- Investment in market-leading solutions for large and growing markets
- Targeting 15-20% subscription revenue growth
- $336 million run rate subscription revenue
- 90% recurring revenue
THE OPPORTUNITY

B2B Payments Market

$20T+  $25T  $23T+

Sources: Visa 2017 Investor Day research
MasterCard NAPCP Conference Presentation – March 6, 2018
Goldman Sachs Payment Ecosystems Research Report – August 3, 2017
Business Payment Complexity
Business Payment Complexity

- PAYER'S BANK
- PAYMENT RECIPIENT'S BANK
- CARD ISSUER BANK
- MERCHANT ACQUIRER'S BANK
- NATIONAL BANK
- NATIONAL BANK
- CARD NETWORK

Flows:
- Paper draft, ACH or wire transfer
- SWIFT message
- ACH or wire transfer
- Paper draft, ACH or wire transfer
- Commercial card

Networks:
- National Bank
- Card Network
- Proprietary Network

Payment Methods:
- Paper draft, ACH or wire transfer
- Commercial card
- SWIFT message
MARKET-LEADING PRODUCTS
The way businesses pay and get paid

The Largest Electronic Payment Network for Businesses

400,000+ Members in network

$200+ Billion in payments processed annually

The Paper Problem

63% of organizations still make more than half of their payments by paper check

67% of businesses say "smarter" systems that drive more efficiencies are necessary for AP’s success

75% of organizations that were victims of payment fraud experienced check fraud

B2B Payments Made Simple, Smart & Secure

Paymode-X helps businesses easily automate accounts payable

PAYERS accelerate payment automation, improve payment security and monetize AP spend

VENDORS streamline receivables with convenient electronic payments and remittance

BANKS provide clients with innovative payment capabilities, grow market share and expand revenue opportunities

1 The State of ePayables 2018 by Ardent Partners
2 2017 AFP Payment Fraud & Controls Survey
Digital Banking IQ

Market-leading commercial banking & payments platform empowers banks to engage intelligently with customers, deliver a unified experience and acquire, deepen and grow profitable relationships.

Aité Survey of Cash Management Vendors

- Best in Class
- “The vendor to beat”
- User Interface and Experience
- Analytics
- Best Partner

Helping Banks Grow Organically & Defend vs. Digital Disruption

BANKS GET
- Intelligent engagement platform, with integrated insights & analytics
- Market-leading payments and cash management capabilities
- Embedded intelligence, simplicity & usability

BANK’S COMMERCIAL CUSTOMERS GET
- Proactive insights and engagement from their banking relationship managers
- Integrated, market-leading payments and cash management solutions
- Tools to help manage their finances
- Easy-to-use and customizable digital interface
- Works with SMB business and accounting software

Leadership Position
Legal Spend Management

The leading way insurance companies manage their legal spend and relationships

Streamlining and Automating Relationships with Law Firms

LEGAL INVOICE AND SPEND MANAGEMENT

☑️ Paid as a percentage of legal bill
☑️ Saves up to 8% of billings
☑️ Reduces administrative expense by 30 – 50%

PARTNERSELECT

☑️ Choose the right lawyer for a right matter at the right rate
☑️ Advanced analytics – improve case outcomes

Leadership Position

300+ 13,500+
Clients Law Firms

200+ 98%
Insurance Companies Retention Rate

Top-Tier Client Base

Allianz State Farm Berkley AIG

Nationwide THE HARTFORD TOKIO MARINE AMERICA AVIVA
FINANCIAL HIGHLIGHTS
Investment Highlights

Large market opportunity

Leading business payments product set

Driving subscription revenue
Target 15-20% growth

Attractive lifetime customer value
10-15 years or more

Attractive EBITDA Margin
**FY20 Financial Overview**

**Subscription Revenue**
- 342-345 $M
- 75+% of revenue
- Growth of 15-20% per year

**Total Revenue**
- 450-452 $M
- 90+% recurring revenue
- ~40% of revenue is international

**EBITDA**
- 100-102 $M
- Consistently profitable model
- Increased profitability with scale

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Projections for the fiscal year ended June 30, 2020. EBITDA refers to adjusted EBITDA which is a non-GAAP measure. A definition and reconciliation to the most directly comparable GAAP measure can be found in the Investors section of the Bottomline website.
# Q2 ’20 Key Metrics

## Subscription Gross Margin YTD FY20

<table>
<thead>
<tr>
<th>Metric</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Incremental Subscription Revenue</td>
<td>$23.1</td>
</tr>
<tr>
<td>Incremental Cost</td>
<td>($4.6)</td>
</tr>
<tr>
<td>Incremental Gross Margin</td>
<td>$18.5</td>
</tr>
</tbody>
</table>

*Incremental GM % 80%*

## Q2 ’20 Key Metrics

<table>
<thead>
<tr>
<th>Metric</th>
<th>Q2 ’20 YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>18% Subscription growth</td>
<td>+4%</td>
</tr>
<tr>
<td>75% Subscription revenue</td>
<td>+7%</td>
</tr>
<tr>
<td>90% Recurring revenue</td>
<td>+5.2pp</td>
</tr>
<tr>
<td>20% Sales and Marketing</td>
<td>+2.5pp</td>
</tr>
<tr>
<td>15% Development expense</td>
<td>+0.3pp</td>
</tr>
</tbody>
</table>

(1) Subscription growth calculated on a YoY constant currency basis; Q2’20 growth was equivalent on both a reported and constant currency basis

(2) Percentages are as % of total revenue
Subscription Revenue Growth

- Sales & Marketing and Product investments driving 15 – 20% subscription growth
- 18% growth in Q2’20
- Current run rate of $336 million
- Targeting $342-345 million for FY20
Investment Highlights

Large market opportunity

Leading business payments product set

Driving subscription revenue
Target 15-20% growth

Attractive lifetime customer value
10-15 years or more

Attractive EBITDA Margin
APPENDIX
Financial Performance

Subscription and Transaction Revenue

Revenue

Adjusted EBITDA

Operating Income

CAGR measured from FY07 to FY20 guidance