



Bill.com Completes  
Acquisition of  
Invoice2go  
September 1, 2021

# Legal Disclaimer

## **Forward-Looking Statements**

This presentation contains forward-looking statements relating to expectations, plans, and prospects including expectations relating to the benefits that will be derived from the transaction between Bill.com and Invoice2go, Inc., a Delaware corporation ("Invoice2go"), Invoice2go's customers, revenue, growth prospects and total addressable market.

Forward-looking statements can be identified by words such as: "appears," "anticipate," "intend," "plan," "expect," "believe," "should," "may," "will," "positioned," "designed" and similar references to future periods. Actual results may differ materially from those projected or suggested in any forward-looking statements. These statements involve risks and uncertainties, which could cause actual results to differ materially from our predictions, and include, but are not limited to: the risk of adverse and unpredictable macro-economic conditions, Bill.com's ability to successfully integrate Invoice2go and its recently acquired Divvy business, the effect of the transaction on the ability of Bill.com or Invoice2go to retain key personnel and maintain relationships with customers, suppliers and others, the outcome of any legal proceedings related to the proposed transaction and competitive pressures in the markets in which Bill.com and Invoice2go operate. Additional factors that may impact these forward-looking statements can be found under "Risk Factors" in our annual and quarterly reports filed with the Securities Exchange Commission, copies of which can be found under the Investors section of our website at <https://investor.bill.com/>. All forward-looking statements in this presentation are based on information available to Bill.com as of the date hereof, and Bill.com disclaims any obligation to update these forward-looking statements.





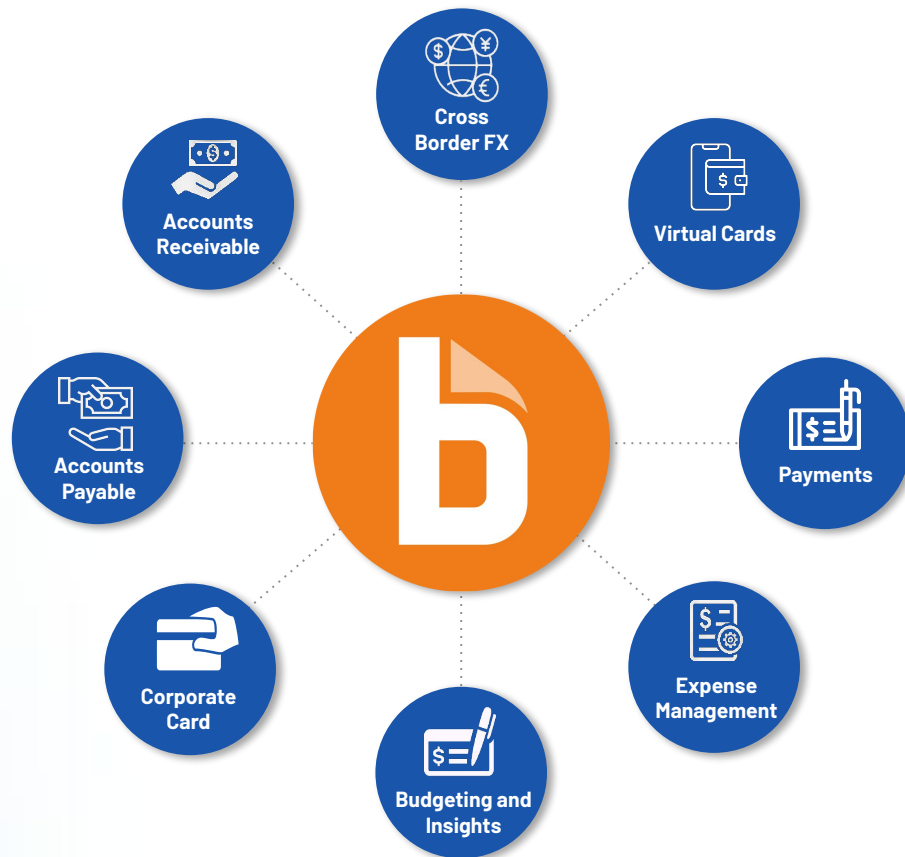
Who We Are

**Champions  
of small and  
mid-sized  
businesses**

Our Mission  
**Make it simple to  
connect and do  
business**

# One-Stop Shop Financial Operations Platform

- simplify operations
- make and receive payments
- manage cash flow



# Transaction Overview

## Strategic Rationale

- Enhance our A/R offering with a leading mobile-first solution
- Help businesses get paid faster, on the go, with electronic payments
- Establish a footprint to expand into international markets
- Extend our capabilities to serve sole proprietors

## Transaction Consideration

- Approximately \$625 million (75% in Bill.com stock and 25% in cash)
- Invoice2go shareholders received approximately 2 million Bill.com shares based on a 20-day average closing price of \$237.32

## Close

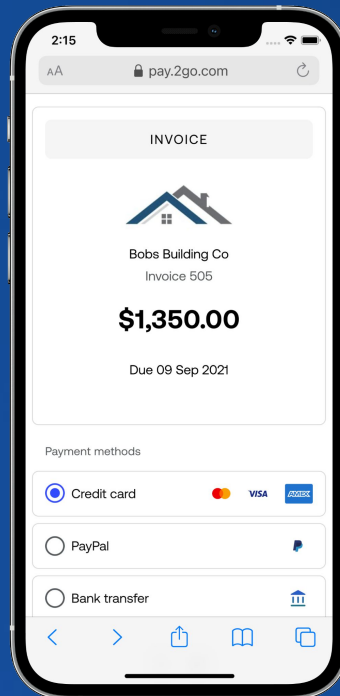
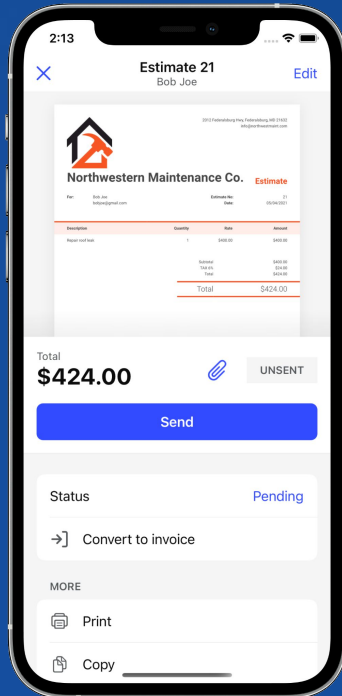
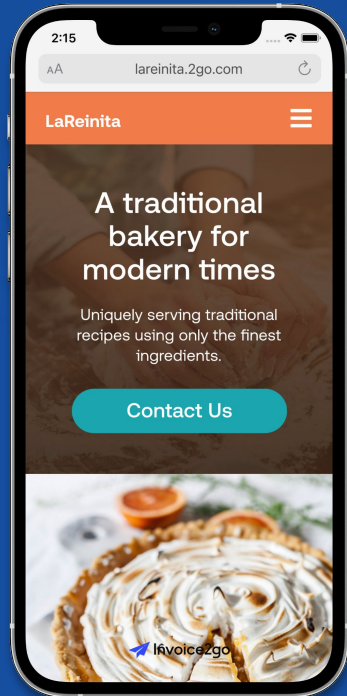
- September 1, 2021

# Introducing Invoice2go

Get Online

Win More Work

Get Paid Faster



**Mobile-first solution for small businesses and sole proprietors**

Helps users create an online presence, manage customer relationships, develop quotes, send invoices, accept payments, and improve cash flow



## Leading Platform to Manage Financial Operations

- Enables businesses to easily engage with their customers and vendors and to send or collect payments from anywhere
- Empowers businesses with better control and insight into their cash flow, with payments coming and going

# Bill.com and Invoice2go Have a Shared Mission

## Purpose

Help SMBs **transform**,  
grow, and thrive

## Values

Passion, **customer focus**,  
transparency, dedication,  
and empathy

## Vision

Be the **leading platform** for  
SMBs to automate their  
financial operations

**Make it simple to connect and do business**



# Invoice2go Has an Efficient, Scalable Business Model

## ARR

Subscription Fees  
Business Model

**~\$35M**

ARR<sup>1,2</sup>

## Invoices

Significant Scale &  
Payment Opportunity

**~\$25B**

Latest Twelve Months<sup>1</sup>

## Subscribers

Substantial  
International Reach

**225,000+**

Subscribers<sup>1,3</sup> in >150 countries

**Significant opportunity to facilitate billions of dollars in  
electronic payments**

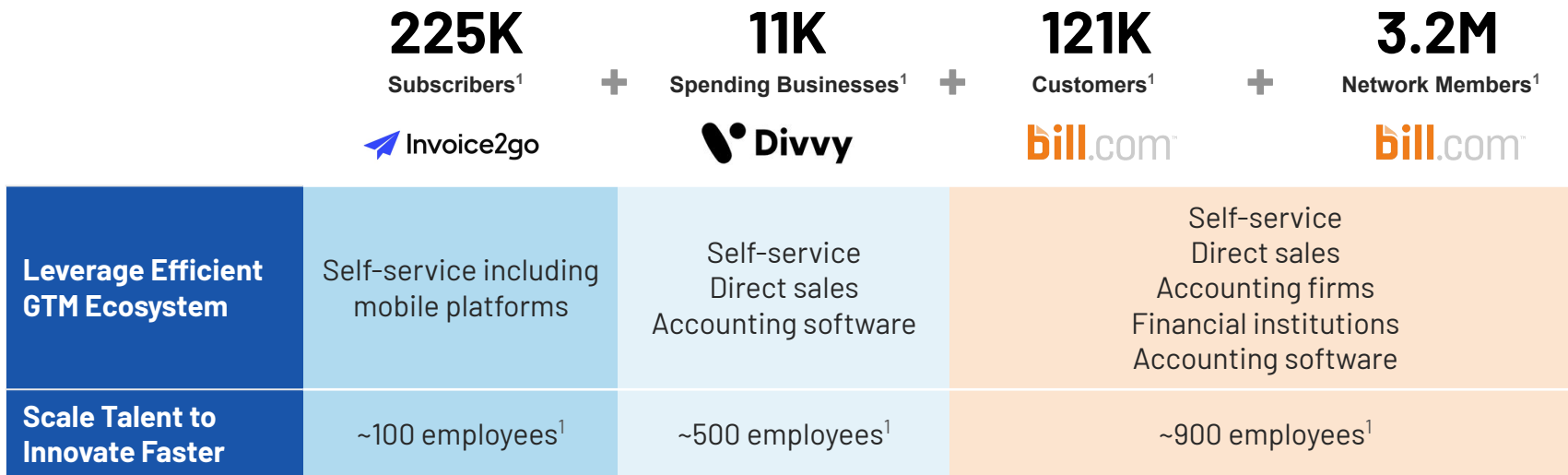
<sup>1</sup> Invoice2go's figures are as of June 2021.

<sup>2</sup> Invoice2go's ARR (annual recurring revenue) is derived from June 2021 MRR (monthly recurring revenue) multiplied by 12. ARR consists primarily of subscription fees and also includes annualized payments revenue.

<sup>3</sup> Approximately 60% of subscribers are outside of the U.S.

# Delivering Value for Customers at a Significant Scale

**One-stop shop for receivables, payables, and spend management with a network of millions of businesses and sole proprietors**



<sup>1</sup> Figures are based on June 2021

# Our Target Market Segments

**Invoice2go expands our reach to sole proprietors**

## MARKET SEGMENT

Enterprise

Mid-Market

SMB

Sole Proprietors

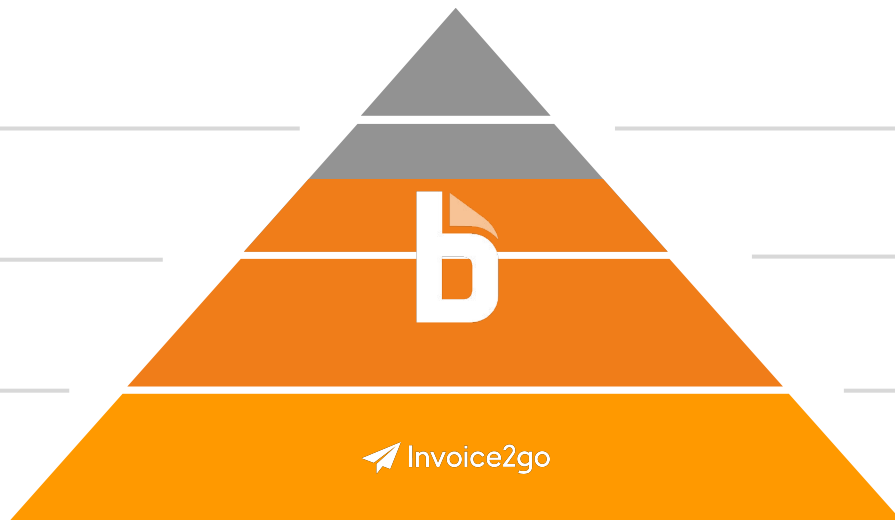
## CURRENT TOOLS

ERP, Point Solutions

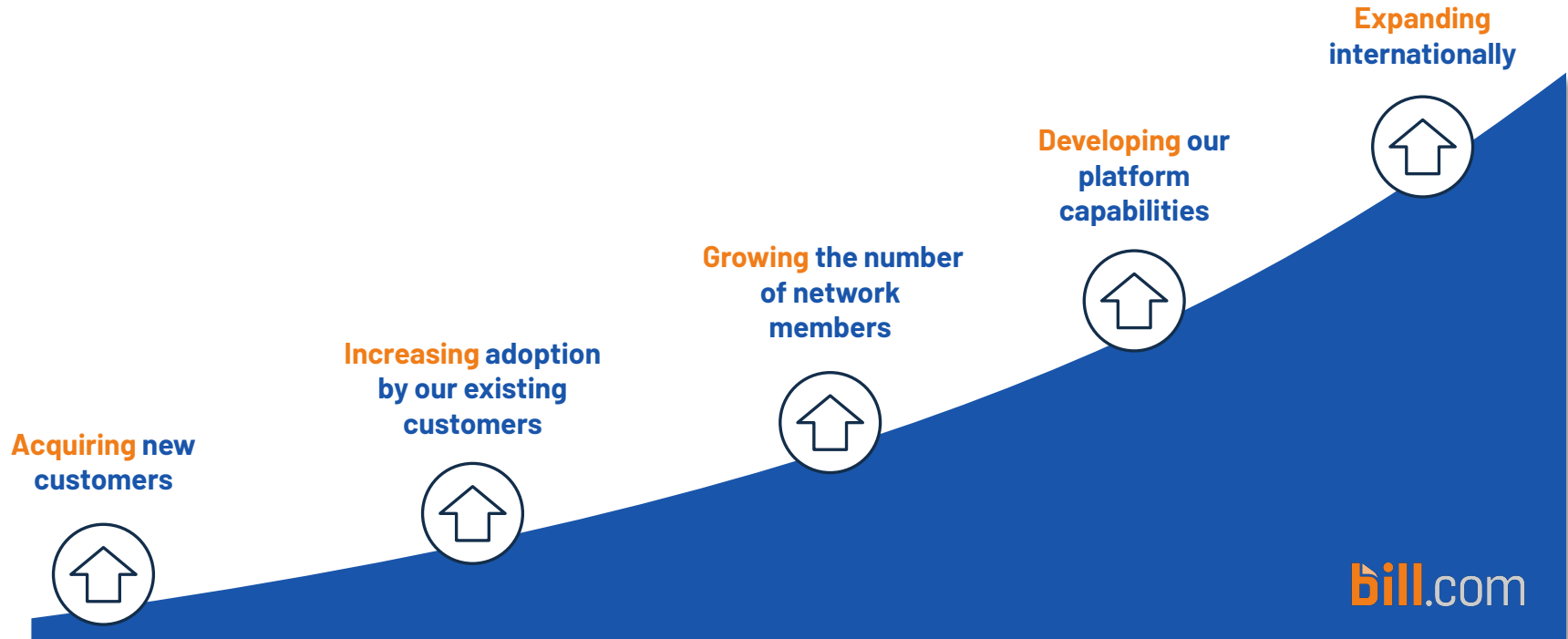
Point Solutions, Paper

Excel, Paper

Excel, Paper



# Invoice2go Supports Our Multiple Growth Drivers



# Thank you!

**bill.com**™ +  Invoice2go