



1H'19 Investor Presentation
February 2019



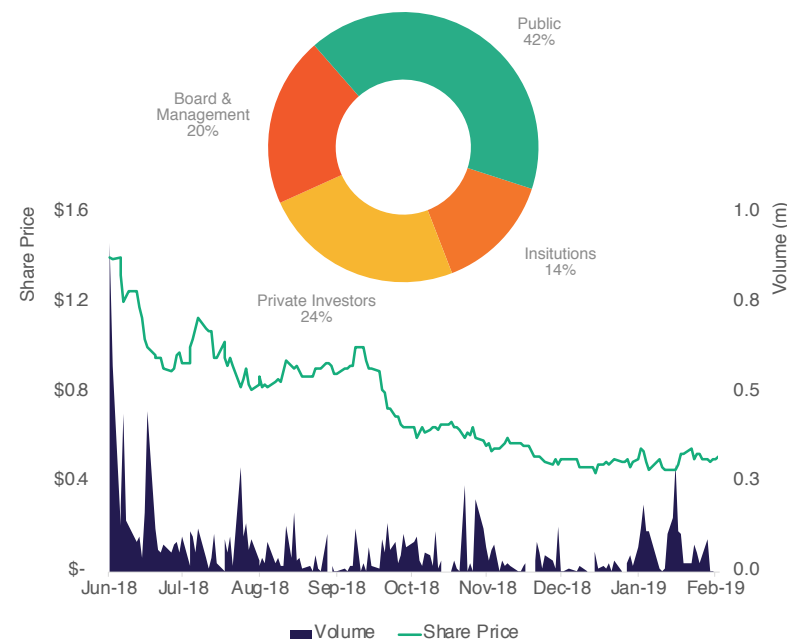
About Raiz



- ❖ Raiz (formerly Acorns) is a mobile first micro-investing platform via mobile phone or web app, which allows customers to invest in a portfolio of Exchange Traded Funds (ETFs) in and outside of superannuation on a single platform.
- ❖ Raiz's key IP is an end to end technology platform allowing *fractional ownership* of ETFs through investment of small sums of money.
- ❖ Raiz is the market leading mobile-led platform that will continually grow and evolve with its millennial customers, providing them with services and products to suit their emerging needs.
- ❖ Customer-centric approach – will allow us to continue to grow our life time value per customer driven by customer feedback on new products and services.
- ❖ The Raiz will continue to use its “big data” to build better predictive machine learning and artificial intelligence models to improve user experience, maintain low CAC and increase LTV.
- ❖ Raiz strategy is to expand in Southeast Asia and is licenced in Indonesia to capture the trend of growth wealth in these countries middle class.

Capital Structure (26th of Feb '19)

Share Price	\$0.60
Shares on Issue (m)	66.2
Market Capitalisation (m)	\$39.7
Net Cash & Cash Equivalents (m)	\$9.6
Regulatory Cash Requirement	\$1.3
NTA / Share (\$)	0.13



Executive Summary



+31%

**Active Raiz
Users**



+72%

**Funds Under
Management**



45%

**Revenue Per
Customer**



+88%

**Group
Revenue**



+\$28m

**Raiz Super
Invested**



163

**Raiz
Rewards
Partners**

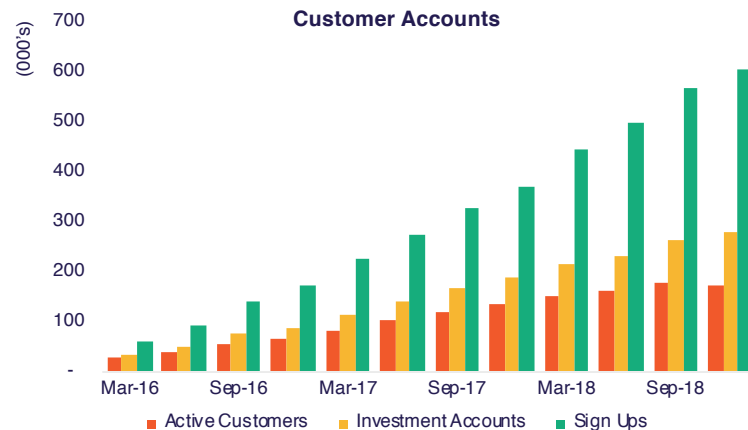
1H'19 Results

- Active Customers 175,000 up 31% from 133,000 on Prior Corresponding Period ("PCP")
- Funds Under Management ("FUM") \$254.2 million up 72% from \$148.2 million
- Revenue per customer up 45% on PCP, Average account balance up 17%
- Revenue up 88% on PCP
- Cash and cash equivalents held at 1H'19 \$9.6 million
- We believe we are in strong financial position to continue to deliver the best service and products to our customers**

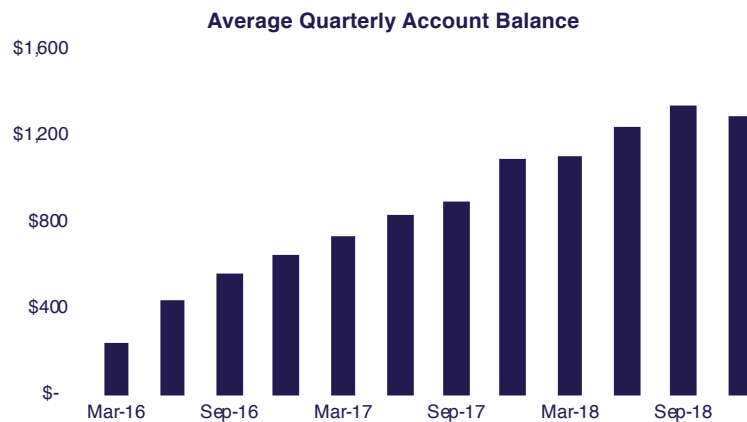
Achievements

- Launched Raiz Invest Super, with \$28.4 million invested on the platform as at 1H'19 end
- Introduced intelligent chatbot technology and entered a strategic alliance with Swiss Re for the development of predictive underwriting model for life insurance
- Significant expansion of Raiz Rewards brand partnership portfolio growing to 163 partners by 1H'19 end
- Secured license to distribute Mutual Funds in Indonesia and progressed license application in Malaysia
- Multiple enhancements made to platform including machine learning technology, with further major upgrades now well progressed

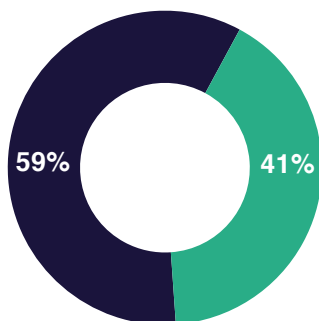
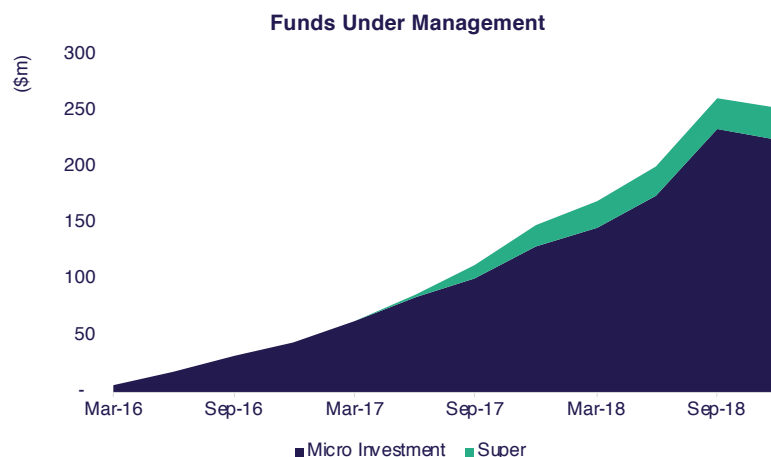
Micro Investment Platform - Account Growth



- Active Customers of 175,000 up 31% from 133,000 (1H'18 end)
- During Q2'19 ASX market conditions deteriorated and in combination with a seasonally slower December period for customer sign-ups marketing expenditure was reduced
- Account growth has resumed in the month of January (post balance date) seeing, active accounts increase 2.6%
- Average account balances up 17.7% on PCP to \$1,298, also impacted by downturn at the end of 2018, but expected to continue to grow throughout FY'19



Micro Investment Platform - FUM



■ Account Balances Greater than \$5,000

- Funds under management up 72% on PCP, resulting in \$254 million at the end of 1H'19
- Continued growth in Raiz Super, with \$28.4 million invested at 1H'19 end
- Post balance date FUM increased 5.8% on the December month
- Micro Investment Platform revenue totaled \$1.9 million for the first half
- RZI generated two consecutive cashflow positive months in Q2'19 with a reduced marketing spend
- Revenue from Account Fees grew by 294% on PCP
- 59% of FUM is made up of account balances of \$5,000 or more

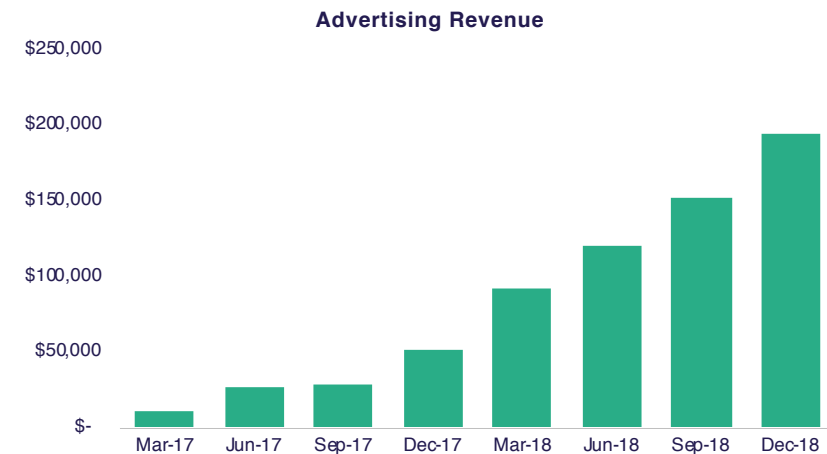
Advertising

Raiz Rewards

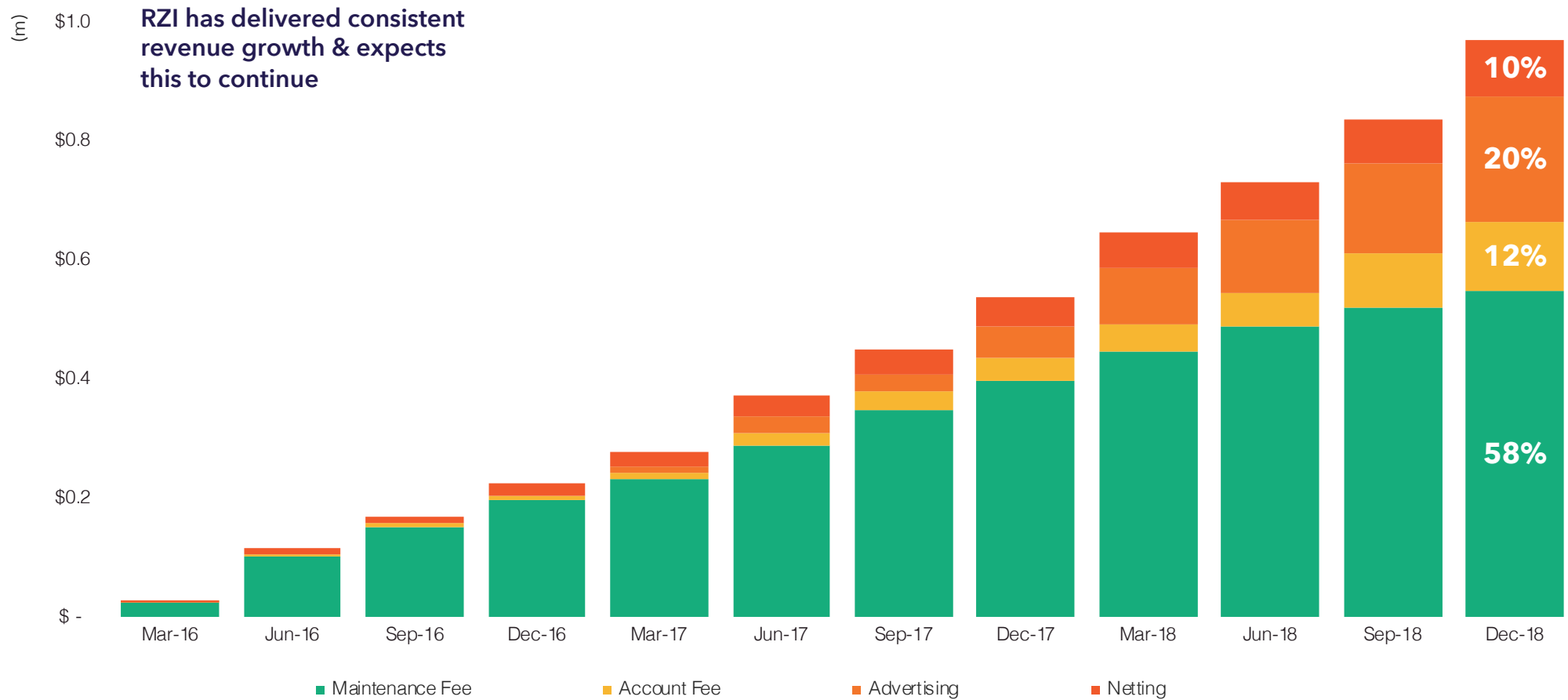
- Advertising revenue grew 330% on PCP with continued growth in Raiz Rewards partnerships
- Raiz held 163 partnerships with high quality retailers as at 1H'19 end



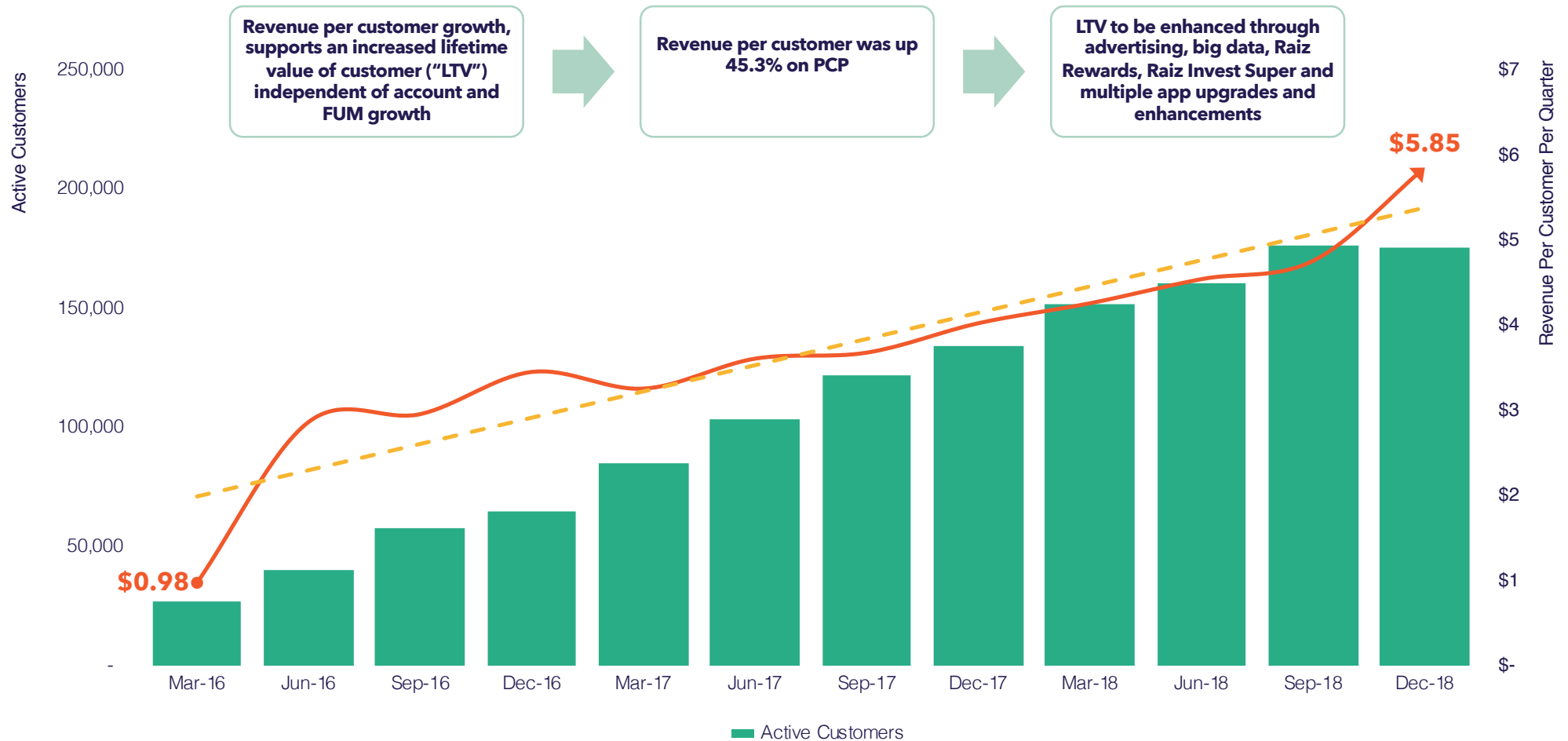
- Total sales processed through the platform totaled \$7 million for 1H'19, a 110% increase on 2H'18
- Improved platform interface to accelerate growth of advertising revenue stream



Revenue Growth

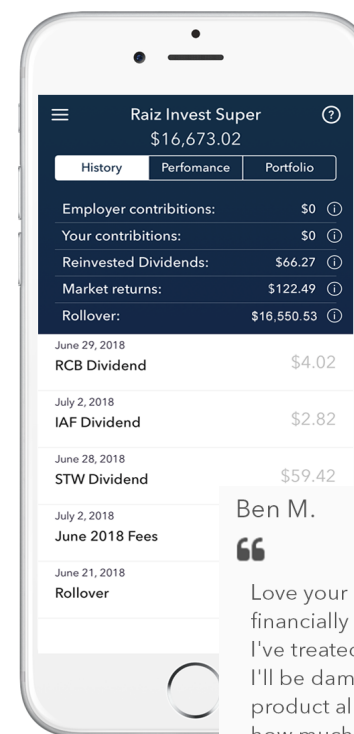


Revenue Model



Raiz Invest Super

- Since launching in July 2018, FUM has grown to \$28.4 million (as at 31 December 2018).
- Marketed to existing customers of Raiz through online channels targeting the database of over 600,000 sign ups.
- Raiz Invest Super gives customers access to their Superannuation via their mobile phone.
- With a fast sign up process within the app the product allows customers to view all investments in one place, consolidating existing funds in minutes and reduce fees.



Ben M.





“

Love your product, loving the super option. I'm financially ignorant and super is always something I've treated like dark matter, it definitely exists but I'll be damned if I can give you any details. Your product allows me to keep an eye on my super, see how much I have, how the markets impact the overall amount etc. Much like your savings tool it has taken me from financial Luddite to financial Luddite minus a crippling fear of discussing anything to do with money and finances.

Raiz Invest Super ranks in the cheapest quartile for a Superannuation product, based on a SuperRatings review of over 440 superannuation funds.

Growth Strategy

The Company's growth strategy will focus on opportunities to increase the life time value of the customer based on Raiz's scalable technology platform:

-  Accelerating the Raiz Group's growth in Australia through increased marketing spend and R&D with machine learning and AI.
-  Promoting the new Raiz Invest Super product to leverage the Raiz Group's existing customer base – fees earned from funds under management and increasing the depth of the relationship.
-  Increasing revenue per customer through increased engagement, new features and products
-  Expand offshore into South East Asia to leverage off the growing wealth in there countries:

Indonesian partners locked in and joint venture company incorporated, with license granted; and

Non-binding agreement signed with a Malaysian partner and licence process begun.

Raiz's strong brand, engaged network, first mover advantage and reputation as a customer-centric organisation will support the Company's growth strategy.

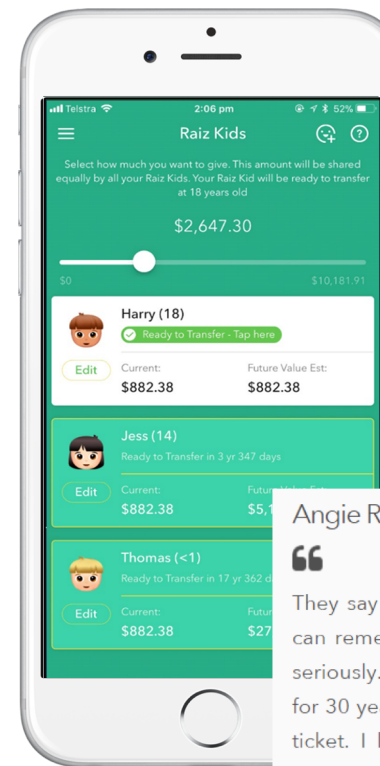


FY'19 Outlook



Raiz focus for FY2019:

- Continue to increase revenue and control costs to become cash flow positive.
- Increase the LTV of existing customer base.
- Increase paying customers by proactively engaging inactive customers and new customers.
- Continuously improve the platform and user experience – a major redesign of the client apps on Android, IOS and Web is underway.
- Continue research and development programs, in conjunction with universities and strategic partners to improve customer journey, and deliver relevant products and services.
- Expanding the Raiz Group's operations into South East Asia.



Angie R.

“

They say dream big. I'm serious about that. For as long as I can remember, my ultimate dream was to go to space. No, seriously. When I turned 30 I decided I needed to start saving for 30 years and bank on compound interest so I can buy my ticket. I looked around at different options, learned about stocks and bonds, and then I found Raiz. Super simple. Now I have top ups and additional weekly payments in a high risk long term portfolio, and I'm going to make it happen. One day far far into the future you'll see a post from me, living my dream because of Raiz! I can't wait.

Appendix

Profit & Loss



\$m	1H'18*	1H'19
Micro Investment Platform	-	1.9
Other	2.3	1.1
Group Revenue	2.3	3.0
Micro Investment Platform	-	(6.1)
Other	0.0	0.6
EBITDA	0.0	(2.5)
D&A	(0.1)	(0.9)
Net Interest	(0.1)	(0.0)
Tax	(0.1)	0.0
Non-Recurring Items	-	(0.0)
Reported NPAT	(0.3)	(3.4)

Comments

Revenue for the normalised pre-restructure entity for 1H'18 and does not include revenue from the current Raiz business

Other revenue includes revenue from corporate authorisation fees, expense recoveries and rent. This is not directly comparable to 1H'18 figure due to the corporate restructure in FY'18

Normalised revenue for the Raiz Platform (excluding other income and one-off fees) was up 22.5% in the Dec-18 quarter vs Sep-18 quarter

Micro investment platform costs including all operating expenses including international operation expenses for the 6-months. The consolidated loss after adding back non-cash items such as employee share options and amortisation and depreciation amounted to \$2,049,000

EBITDA represents earnings before interest, tax, depreciation and amortisation including \$0.5m in share based payment for 1H'19, resulting in a non-cash operating loss of \$2.0m

*The December 2017 comparative information comprises the results of the pre-structured Group.

Balance Sheet

\$m	FY'18	1H'19
Cash	4.4	9.1
Trade & Other Receivables	0.9	0.6
Other	7.5*	0.8
Current Assets	12.8	10.5
PP&E	0.0	0.1
Deferred Tax Assets	0.7	0.6
Intangibles	22.0	21.1
Non-Current Assets	22.7	21.8
Total Assets	35.5	32.3
Trade & Other Payables	1.7	1.3
Provisions	0.1	0.1
Current Liabilities	1.8	1.4
Trade & Other Payables	0.3	0.5
Deferred Tax Liabilities	0.8	0.7
Provisions	0.0	0.0
Non-Current Liabilities	1.1	1.2
Total Liabilities	2.9	2.6
Total Equity	32.6	29.7

Comments

Cash and cash equivalents are \$9.6m at 31st December 2018. Including cash in Indonesia.

Other includes \$0.544m of Term deposits held for over 91-days

Further commentary can be found in FY18 annual report regarding business transition and restructure

*FY'18 Other Assets Includes cash held on short term deposit for greater than 91-days.

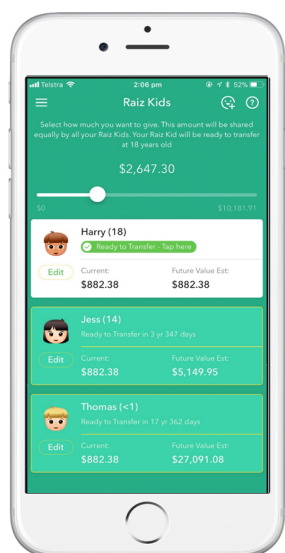
Statement of Cashflows

\$m	1H'18*	1H'19	Comments
Receipts From Customers	1.4	3.8	Cashflows in line with lodged Appendix 4C for Sep-18 and Dec-18 quarter ends
Payments to Suppliers & Employees	(3.3)	(5.7)	Cashflow movements illustrate cash changes from normalised pre-restructured entity
Net Finance Costs	0.6	-	
R&D	-	0.3	
Net Operating Activities	(1.3)	(1.5)	Note: Immaterial rounding adjustments
Payments for short term deposits	-	(0.5)	
Payment for intangible assets	(0.0)	(0.5)	
Payment for fixed assets	-	(0.1)	
Proceeds from disposal of term deposits	-	7.2	Term Deposits matured.
Loan to related parties	(1.0)	(0.0)	
Net Investing Activities	(1.0)	6.0	
Repayment of borrowing	-	(0.0)	
Proceeds from related parties	-	0.2	
Net Financing Activities	-	0.2	This is not directly comparable to 1H'18 figure due to the corporate restructure in FY'18
Cash at Beginning of Half	4.5	4.4	
Net Cash Movement	(2.3)	4.6	Well maintained cash balance and funded to deliver on previously outlined strategy
Cash at end of Half Year	2.2	9.1	Further commentary can be found in FY'18 annual report regarding business transition and restructure

*The December 2017 comparative information comprises the results of the pre-structured Group.

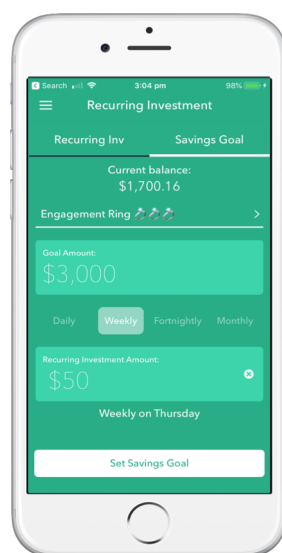
New Features Added

Raiz Kids: Simple way to invest for under 18s



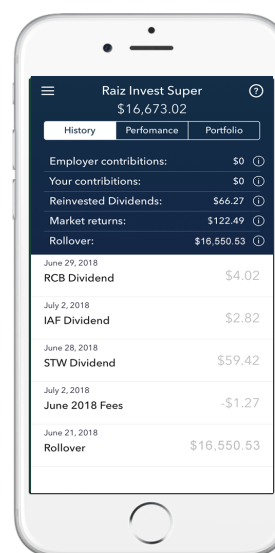
20K+
Raiz Kids

Goals functionality to assist customers to save



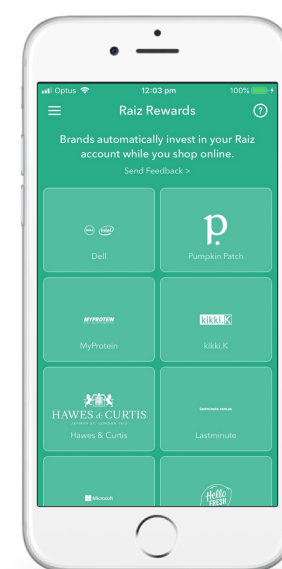
\$5m a month via
saving plans

Raiz Invest Super

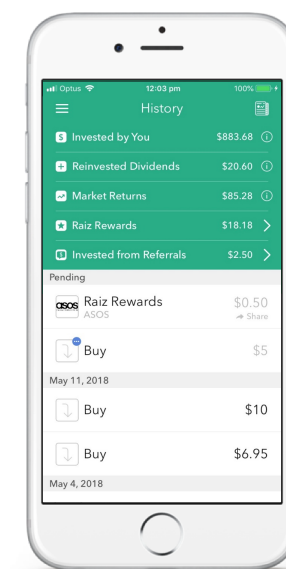


\$28m+ FUM
Raiz Invest Super

Raiz Rewards improvements



160+
brands



12k+ transactions a
month

Raiz Team



The awards and recognition Raiz have received highlights the hard work and commitment of the team.

- We have seventeen full time workers, responsible for coding, onboarding, funds management, operation administration, customer service and marketing.
- We have assembled a talented team that manage the complexity of the day to day Raiz operations and who were also instrumental in the restructuring of the business
- We will continue to focus on culture as a key differentiator for our people as this not only effects our creativity, productivity and team tenure but also ensures that we continue to be committed to compliance and client service excellence.



Raiz Customers



Raiz appeals to a new generation of investors, with its automated processes, and as a result, the Raiz platform will grow with our customers on their life journey, to meet their emerging wealth and well-being needs.



Jamie G.

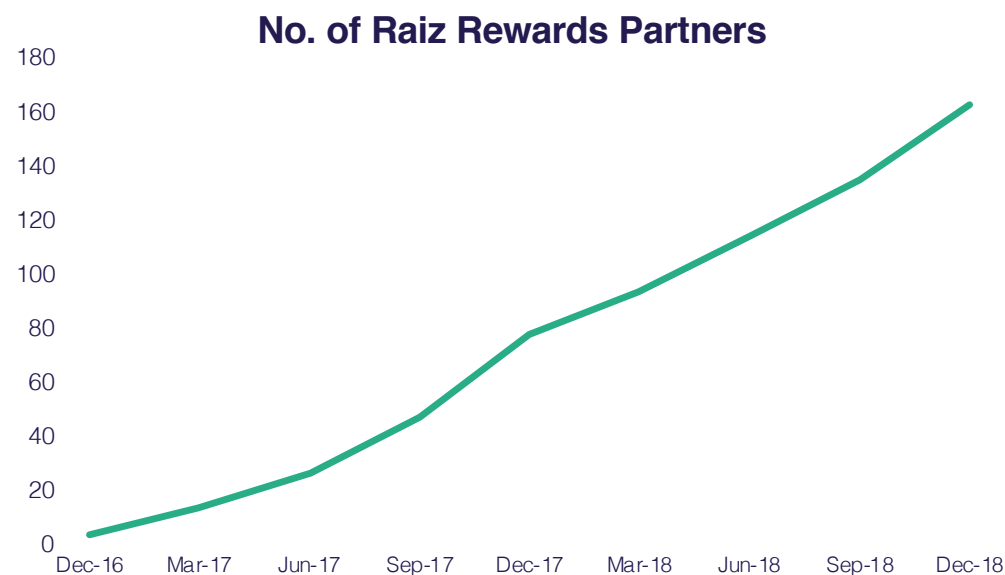
“

Over the years I've felt incapable of saving a cent; I have a perpetual hole in my pocket growing steadily larger. I took out payday loans, borrowed money from family. That was the last straw; I wanted financial freedom and independence and to feel capable in saving for the future. I stumbled upon an article online discussing Raiz. It seemed a foolproof way to save, even without realising you were doing it! I hope to actually have substantial savings by my 25th birthday. Thank you Raiz!

Raiz Rewards Partnership Growth



Raiz Reward Partners grew to 163 partners at the end of 1H'19



Reward Partners:



We are working with specific partners to bring Raiz Rewards to brick & mortar shops as well as online.

Awards



WINNER

Investor Innovator
FinTech Business 2017



WINNER

Excellence in Wealth
Management
Finnies 2017



WINNER

Best Tech Innovation
Finder Awards 2016



WINNER

Digital Design - App
Good Design Award 2016



WINNER

Best Personal Finance App
Finder Awards
2017



WINNER

Investor Innovator
FinTech Business
2018



WINNER

Innovator in Wealth Management
FinTech Australia
2018



FINALIST

Best Tech Innovation
Finder Awards 2018



FINALIST

Wealth Management
Finnies 2018



FINALIST

Best Communication
Campaign
FinTech Australia 2018



FINALIST

Best Personal Finance
Innovator
FinTech Business 2018



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