

8 May 2019

hummm retailer update

- **Australia's original Buy Now Pay Later provider launches newest offer**
- **Myer, IKEA, JB Hifi New Zealand, Solomon's Carpets, Strandbags, National Hearing, National Dental Plan and City Fertility join the hummm platform**
- **Continued business momentum as new partners take total hummm retailers to over 13,000**

FlexiGroup Limited (ASX: FXL) ("**flexigroup**") today announces that a number of new high profile retail partners have joined the **hummm** platform. The addition of these tier one retailers in the fashion retail, health and home improvement categories represents continued momentum across **hummm's** target verticals.

flexigroup, the inventor of Buy Now Pay Later ("**BNPL**") in Australia has successfully consolidated two legacy platforms - Certegy EziPay and OxiPay - into an innovative and differentiated customer offer which enables shoppers to spend from \$1 up to \$30,000 completely interest free. **hummm** accounts for 17% market share of the BNPL transaction volume in Australia (and 40% of receivables) with over 1 million customers shopping at more than 13,000 seller locations and e-commerce platforms. In New Zealand **flexigroup** has over 160,000 BNPL customers who can shop at over 1,700 seller locations.

Commenting on the announcement, Rebecca James, Chief Executive Officer at **flexigroup** said:

*"We have a proud history of financing Australian and New Zealand lifestyles for over twenty years and have a strong reputation for innovating to meet changing consumer demand. Consumers are demanding to have greater control over their finances, and **hummm** gives them the ability to finance the little things and the big things in a way that helps with affordability and managing their household budget.*

*"We're delighted with the response we've received from our retailers and it's clear that there is strong demand for our differentiated proposition. These retailers have seen how the **hummm** platform supports customers in financing their lifestyles when it comes to health, family, home, fashion and more. The range of merchants added reflects this appetite for more flexible Buy Now Pay Later solutions that can service a wider breadth of transactions and offer greater repayment terms to the retailers' customers. With **hummm**, customers can handle the 'little things' worth up to \$2,000, repaid over 2.5 or 5 months and the 'big things' worth over \$2,000, repaid over 6-60 months, quickly and easily, from the same app – an Australian first.*

*"The addition of these leading brands across our target verticals reinforces the strength of **hummm's** offering – bringing new growth opportunities to retailers and delivering a unique and compelling user experience direct to consumers."*

Today **flexigroup** announces that the following merchants have joined the **hummm** community:

Fashion retailers:

- **Myer** is one of Australia's largest department store groups operating 61 stores across the country. From September, customers at Myer will be able to make **hummm** purchases in all Myer stores and concessions, simply by registering on the **hummm** app and scanning the **hummm** payment code at the store register.
- **Strandbags** is the destination store for bags with stores in over 300 locations throughout Australia and New Zealand.

Home improvement retailers:

- **IKEA Group** is the world's largest home furnishing retailer. In Australia, IKEA operates 10 stores at locations across the country and hosts over 11.3 million visitors per year.
- **Solomon's Carpets** have extensive retail networks in all mainland capital cities across Australia.

Health providers:

- **National Hearing Care** is Australia's largest independent hearing service provider. National Hearing Care has one of the most extensive networks of clinics in Australia, with over 250 regional and metropolitan clinics.
- **National Dental Plan** is a partnership created with CentaurSoftware the largest provider of dental practice software. **Hummm** is now offered in over 500 dental practices around Australia.
- **City Fertility** is one of Australia 's leading IVF & fertility service groups with 9 clinics, 65 consulting rooms and over 40 doctors nationwide.

New Zealand:

- **JB Hifi New Zealand** is New Zealand's largest home entertainment retailer with 14 stores located across the North and South islands. JB Hifi NZ will be extending their partnership with **flexigroup** in NZ to include the launch of **hummm** across these stores.

These announcements come after the successful migration of flexigroup's existing sellers and customers onto the **hummm** platform.

-ENDS-

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ABOUT FLEXIGROUP

FlexiGroup provides a diverse range of finance solutions to consumers and business through a network of retail and business partners. This includes Buy Now Pay Later products, credit cards and consumer and business leasing. FlexiGroup has been operating in Australia for over 30 years, has partnerships with over 62,000 sellers and now serves 1.2 million customers across Australia, New Zealand and Ireland.

For more information visit: flexigroup.com.au