



A mobile-led financial services platform

FY'19 Investor Presentation
August 2019



Agenda

1	Raiz Overview & FY'19 Highlights	3
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2	Strategy	10
---	----------	----

	Raiz Invest Australia	10
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	Asia Expansion	17
--	----------------	----

4	FY'20 Outlook	21
---	---------------	----

5	FY'19 Financial Overview	24
---	--------------------------	----



A mobile-first financial services technology platform



Mobile-First Financial Services Platform



+194,000 Active Customers

1

Savings

- Raiz Invest
- Raiz Super
- Raiz Rewards

Simple investing, mobile-first, inside and outside of Superannuation

2

Payments

- Raiz bundll MasterCard
- Raiz My Finance

Customer transactions from their Raiz Accounts linked to real-time budgeting tools

3

Buy Now Pay Later

- Raiz bundll MasterCard

Scheduled to launch by Q2FY20

4

Products & Services

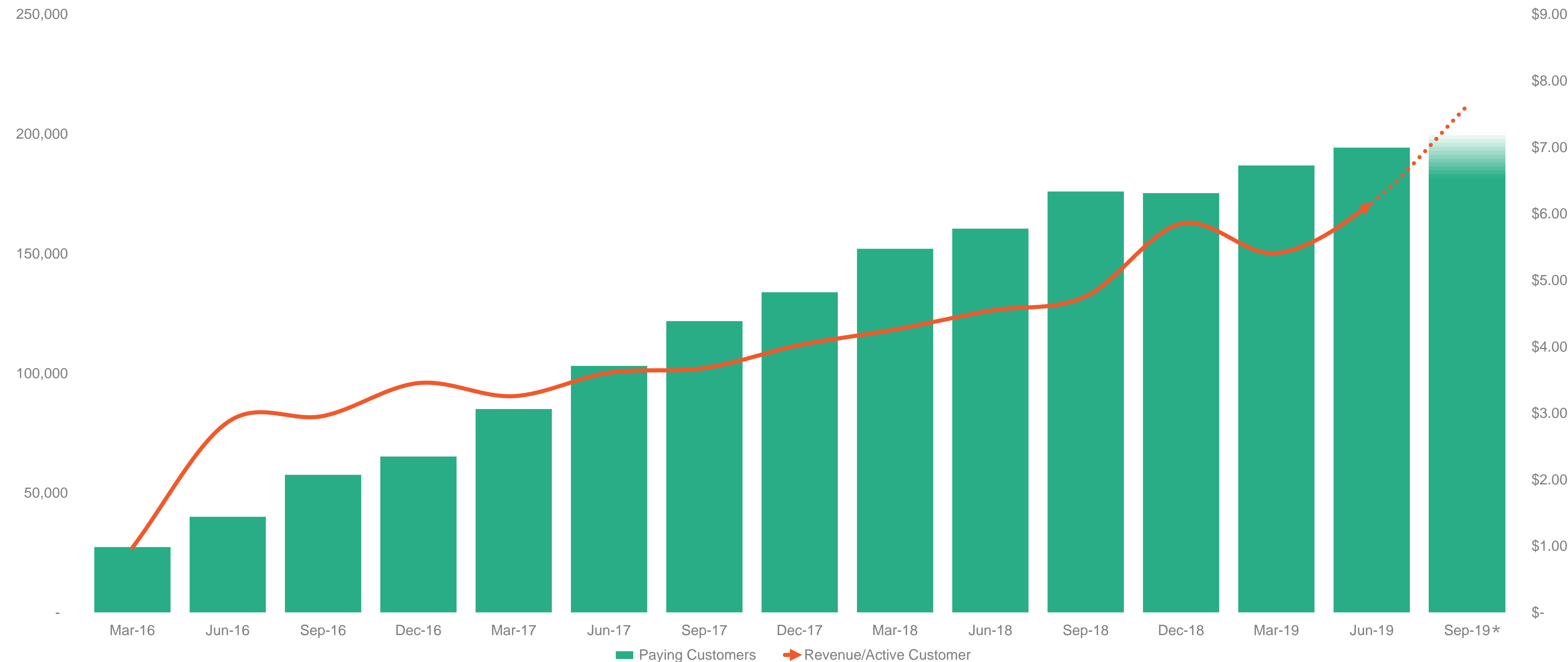
- Financial Education
- Raiz Kids
- Carbon Offset

Improving financial literacy amongst all Australians

Consistent customer growth



Customers grew by 21% to +194,000 in FY'19 and Revenue per customer grew by 42%



*199,433 Active Customers at 31 July 2019, forecasted at 4.6% growth

FY'19 was another year of strong growth



194,360
+21%

Active Raiz Users



\$347m
+74%

Funds Under Management



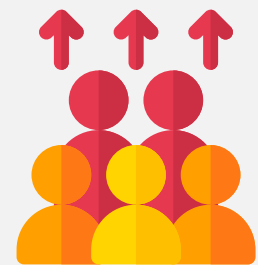
+72%

Revenue from Micro-Investing Platform



+42%

Revenue Per Active Customer



1,944

Raiz Super Accounts



\$48m

Raiz Super Invested



\$6.2m

Group Revenue



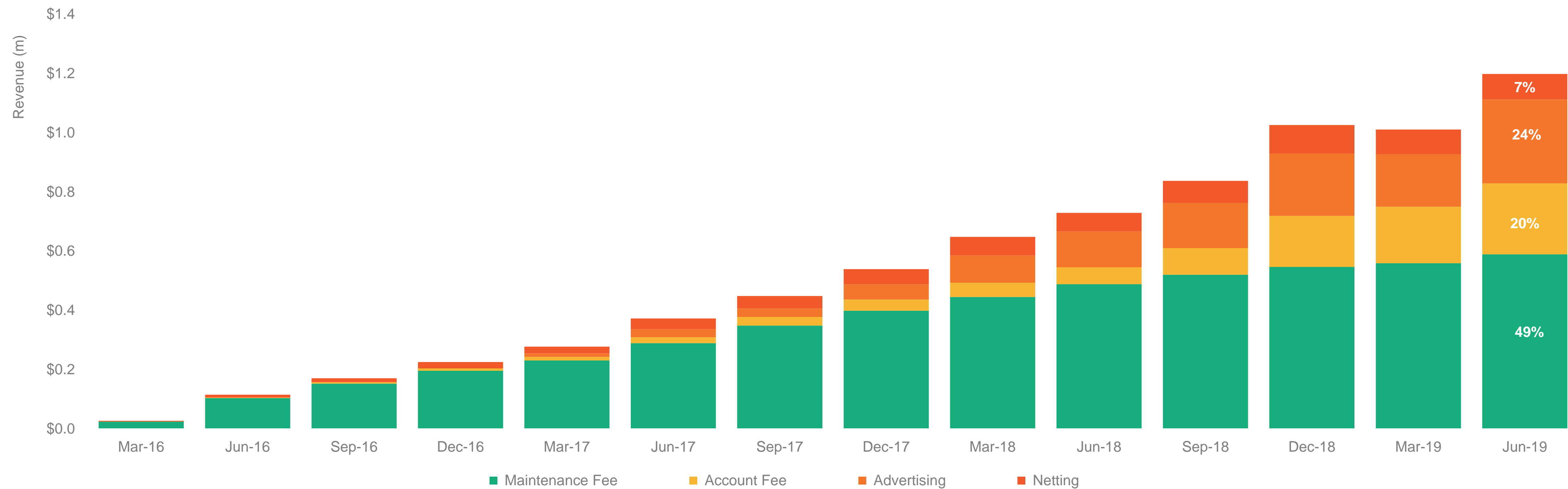
\$6.98m

**Cash at bank
(including term deposits)**

Solid revenue growth from a diverse base



Raiz delivered 72% revenue growth to \$4.1m, driven by increases in customers and revenue per customer



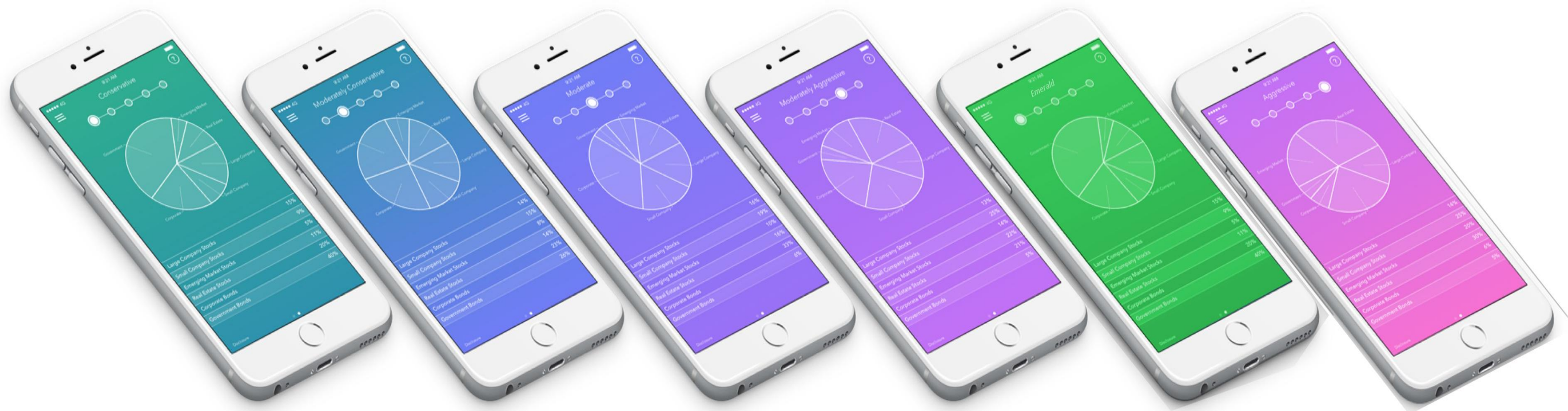
Maintenance Fee	Account Fee	Advertising	Netting
<ul style="list-style-type: none">A monthly Maintenance Fee of \$1.25 was charged for active account balances of less than \$5k. From the 1st August 2019 this changed to \$2.50 for accounts less than \$10k.	<ul style="list-style-type: none">A fee of 0.275% p.a. was charged on account balances equal to or greater than \$5k. On the 1st August 2019 this changed to a \$10k threshold.	<ul style="list-style-type: none">198 rewards partners that pay to advertise on the Raiz platform, emails and mobile push messaging.Advertisers create loyalty by investing cash back into Raiz accounts in or out of Super.	<ul style="list-style-type: none">Where acquisition or disposal of ETF units does not require an on-market transaction, Raiz nets transaction, instead of paying away the bid/offer spread to the market based on the disclosed Netting Policy.

Portfolio returns



Raiz achieved positive returns across all portfolios, above the Chant West Benchmark returns

FY19	Raiz Portfolio	Chant West Benchmark
Conservative	6.88%	5.60%
Moderately Conservative	8.35%	N/A
Moderate	8.78%	6.20%
Moderately Aggressive	8.74%	7.00%
Aggressive	8.75%	7.50%
Emerald	10.92%	7.00%



Progress was made on all key metrics



198
+72%

**Raiz Rewards
Partners**



+93k

**Raiz Rewards
Transactions**



23,843

**Raiz Kids
Accounts**



64%

**Millennials
Representation**



+90k

**PT Raiz Invest
Indonesia Sign-
Ups**



**Joint Venture
Agreement with
PNB Malaysia**



**Introduced
Intelligent Chatbot
Technology**



**Agreement with
Flexigroup**

Agenda

1 **Raiz Overview & FY'19 Highlights** **3**

2 **Strategy** **10**

Raiz Invest Australia **10**

Asia Expansion **17**

4 **FY'20 Outlook** **21**

5 **FY'19 Financial Overview** **24**



Well defined strategy to deliver growth

Strategy in Australia		Asia Growth Strategy	
1	Grow customers	1	Grow customers in Raiz Invest Indonesia
2	Grow revenue per customer through products and services	2	Grow revenue per customer in Indonesia through new products
3	Improve customer engagement to increase longevity	3	Launch Raiz Invest in Malaysia
4	Increase Customer Lifetime Value	4	Progress current opportunities in Thailand and Vietnam

Focusing on delivering financial services and products through mobile phones – the epicentre of our information world



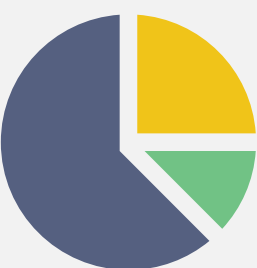
- Highly engaged and rapidly growing customer base with opportunity to cross sell new products, as well as grow subscriber revenue to database of >700,000 customers (194,000 active)



- A well-established platform with multiple and diverse revenue streams across savings, investing, superannuation, spending and advertising



- Strong pipeline of new products and features to be added, requiring minimal capital expenditure



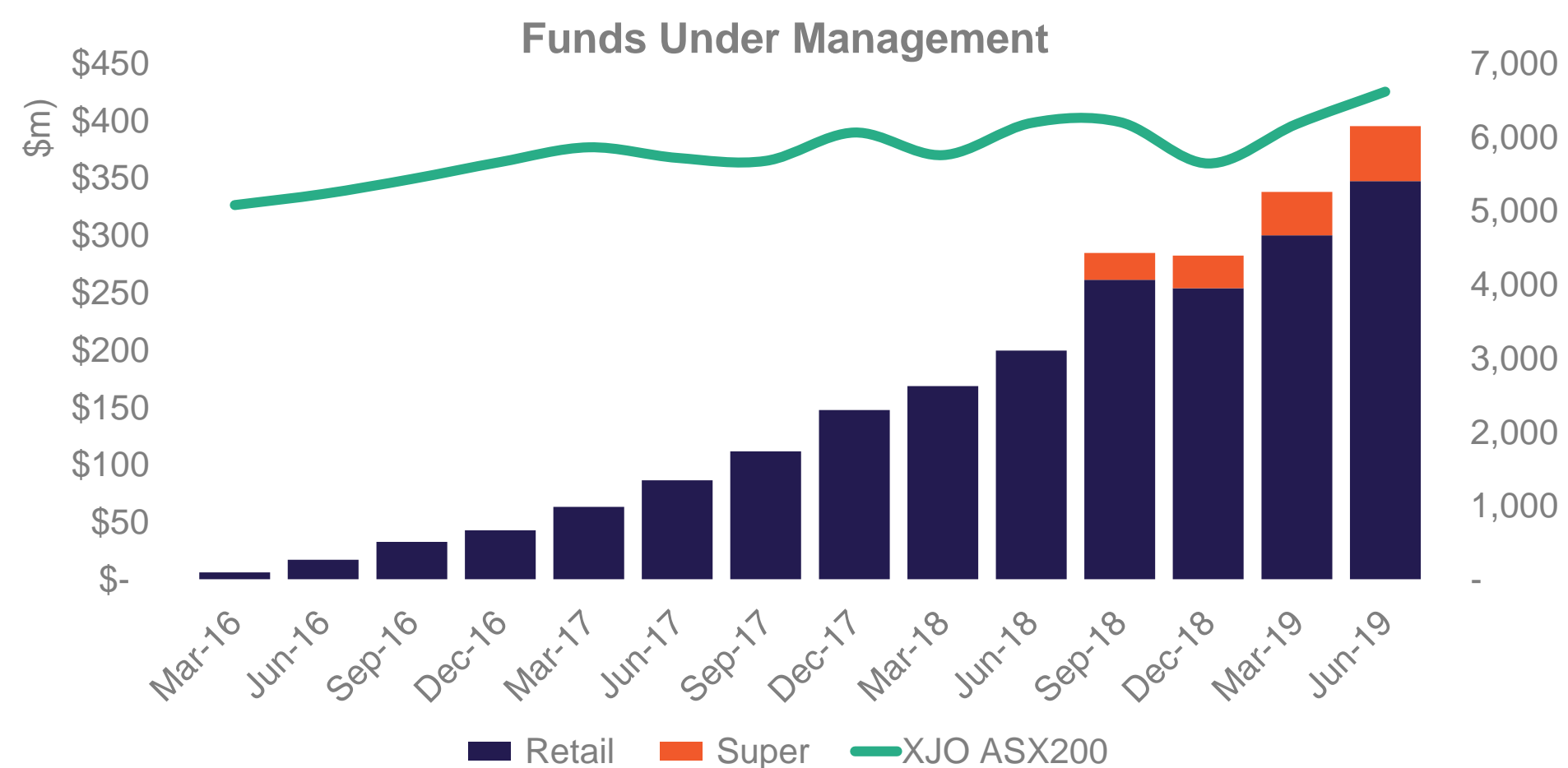
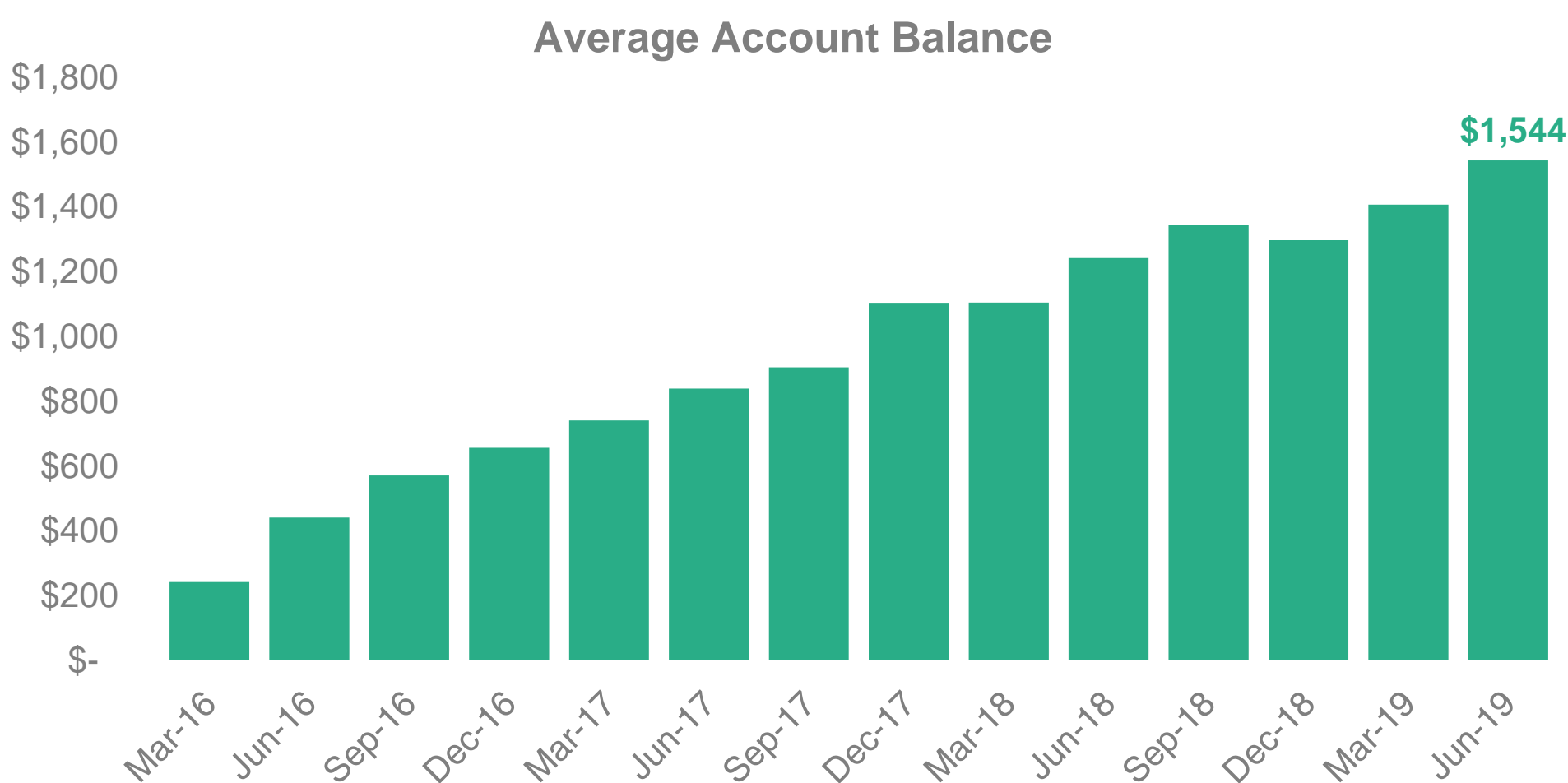
- Favourable market opportunity in Australia with high mobile penetration and substantial addressable market of ~10m Australians and already a 7% penetration and growing since launch in March 2016



- Delivering on customer expectations through a continuous cycle of platform improvements

Raiz Invest has delivered solid growth

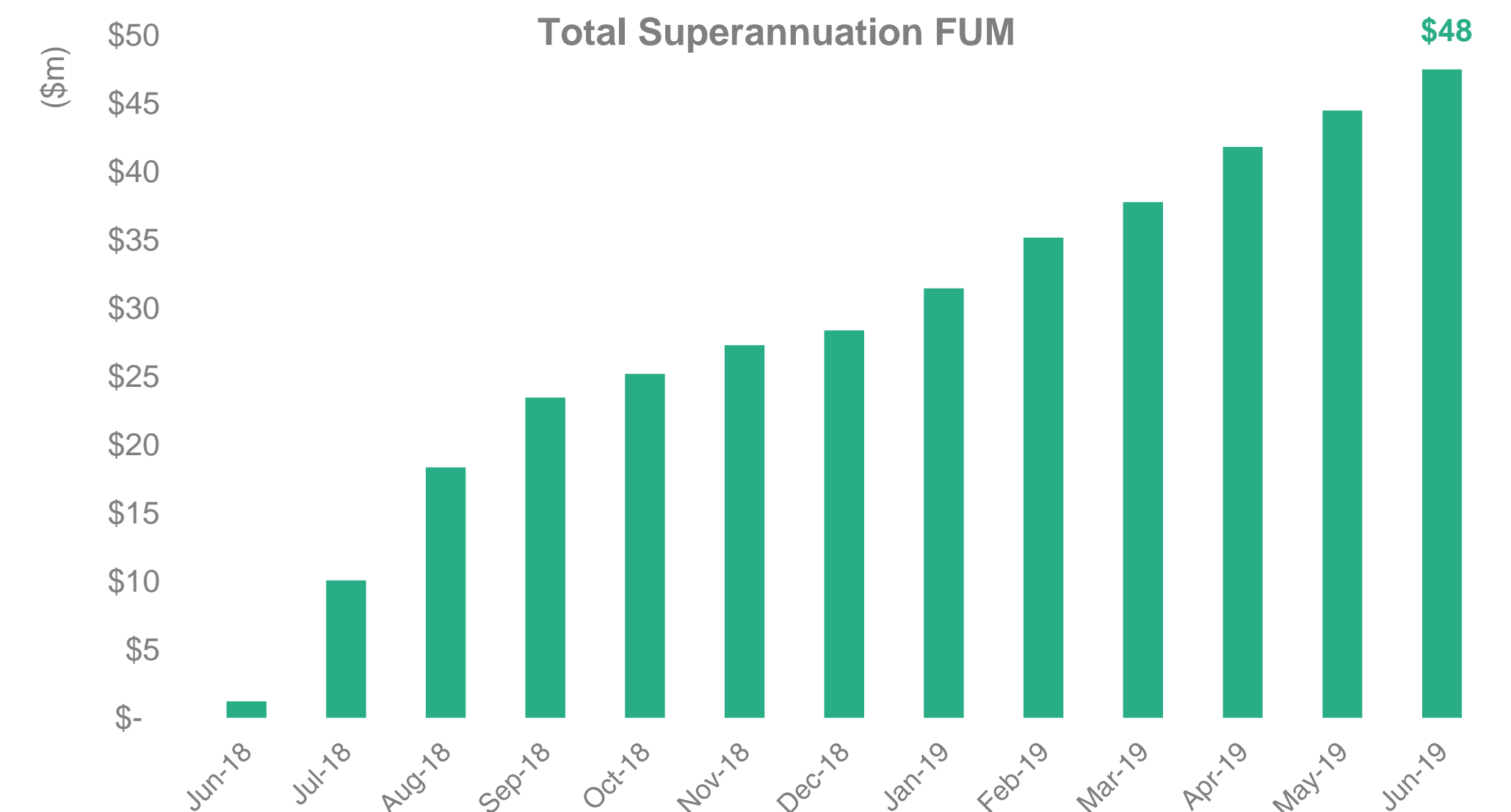
Customers connect credit / debit card / bank account to round up / invest spare change, with no minimums, no trade commissions



- Average account balances increased by 24% to \$1,544.
- FUM increased by 74% to \$347 million as at 30 June 2019.
- 51% of FUM is made up of account balances of >\$10,000.
- Continued growth in Raiz Super, now with > \$48 million invested.
- Revenue from Micro Investment Platform grew by 72.2% to \$4.1 million.
- Revised fee structure introduced in July 2019 will underpin continued revenue growth in FY'20.

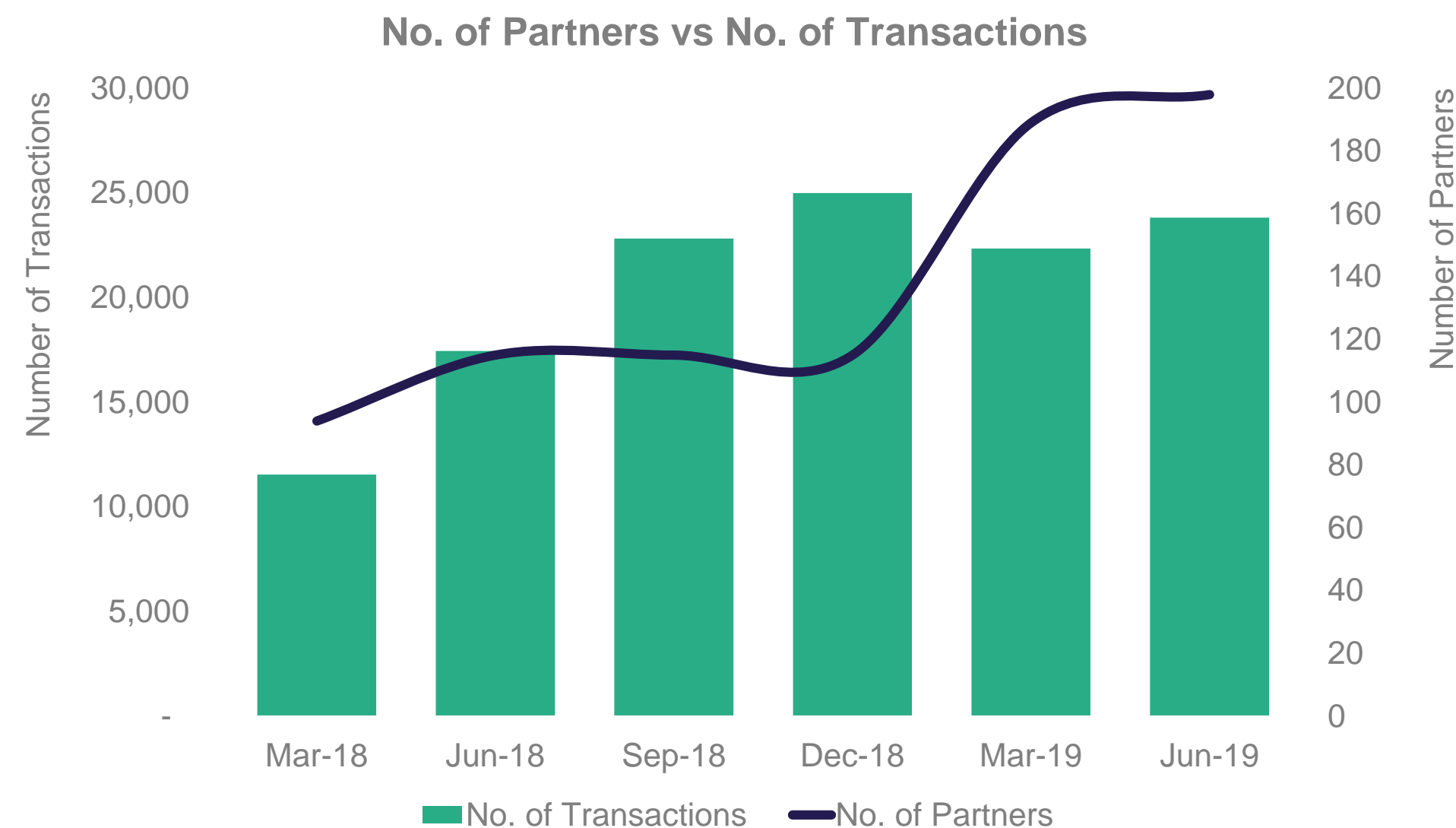
Raiz Super has grown rapidly in 12 months

- Since launching in July 2018, the Raiz Invest Super FUM has grown to \$48 million.
- Customers can contribute to their Raiz Super via the Raiz App
 - SG contributions.
 - Automated recurring voluntary contributions.
 - Raiz Rewards, cash from advertising partners can be directed as a voluntary contribution.
- Customers can view all investments and history in one place - their mobile phones.
- Raiz Invest Super ranks in cheapest quartile for a Superannuation product, based on a SuperRatings review of over 440 superannuation funds.



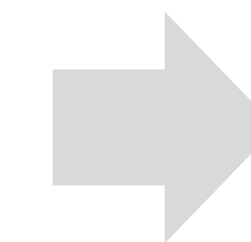
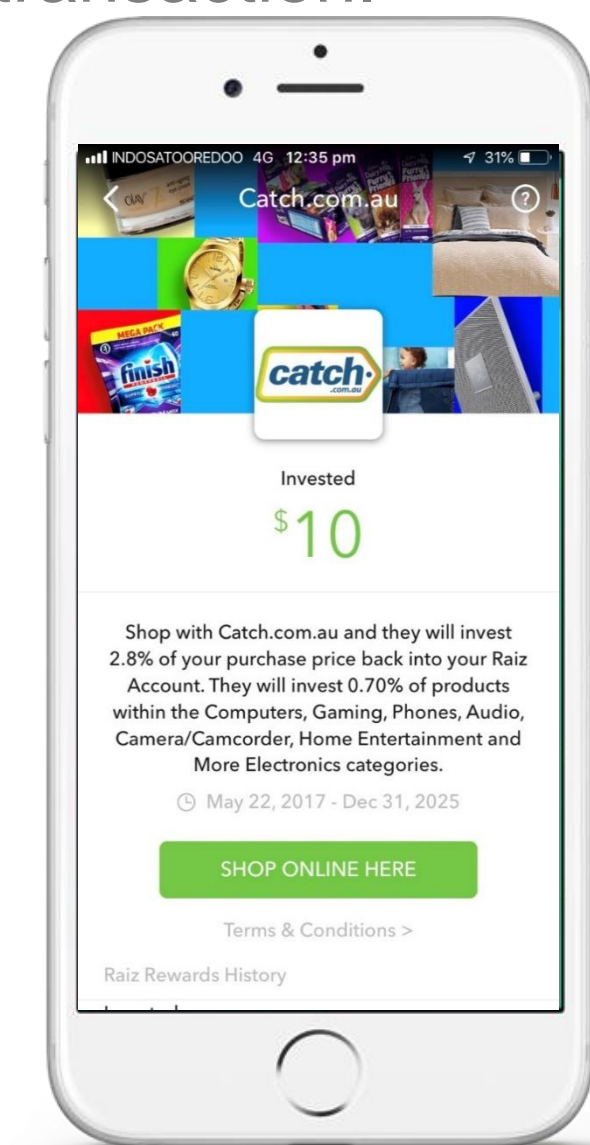
Raiz Rewards growth gains momentum

- Raiz now has 198 established partnerships that fund either a percentage or fixed dollar cashback on purchases.
- Advertising revenue grew 181% to \$824k in FY'19.
- Total sales processed through the platform, totalled \$14.1 million for FY19.
- Improved platform interface anticipated to accelerate growth of advertising revenue stream.



- Raiz Rewards is a loyalty program allowing users to generate cash invested into their Raiz Accounts inside and outside superannuation via partnership brands:

- 1) Users access the Raiz Rewards feature through the Raiz mobile app or website; and
- 2) Example: User is redirected to the Catch.com site to make their purchase, and Raiz receives a margin on each transaction.



Shop with Catch.com and they will invest 2.8% of your purchase price back into your Raiz Account

Raiz Rewards



<div><p>asos</p><p>UNI QLO</p><p>NIKE</p><p>THE NORTH FACE</p><p>DAVID JONES</p><p>General Pants Co.</p><p>BONDS</p><p>THE ICONIC</p><p>COTTON:ON</p></div> <div>Fashion & Accessories</div>	<div><p>Jurlique</p><p>priceline</p><p>Strawberrynet</p><p>ADOREBEAUTY</p><p>Crabtree & Evelyn</p><p>THE BODY SHOP</p><p>SEPHORA</p><p>CHEMIST WAREHOUSE</p><p>Amcal</p></div> <div>Skincare & Cosmetics</div>	<div><p>Woolworths</p><p>UBER eats</p><p>Don Murphy's</p><p>MENULOG</p><p>BWS</p><p>CELLARMASTERS</p><p>first CHOICE liquor</p><p>MARLEY SPOON</p><p>Hello FRESH</p></div> <div>Food & Beverage</div>
<div><p>Uber</p><p>sto</p><p>LUXURY ESCAPES</p><p>Booking.com</p><p>airbnb</p><p>Emirates</p><p>Virgin australia</p><p>AIR NEW ZEALAND</p><p>wotif</p></div> <div>Travel</div>	<div>Currently, the Raiz Rewards program has 198 partners</div>	<div><p>BCF</p><p>Book Depository</p><p>sportitude</p><p>kikki.K</p><p>Supercar AUTO</p><p>booktopia</p><p>redballoon</p><p>e harmony</p></div> <div>Furniture, Homewares & Appliances</div>
<div><p>Apple</p><p>vodafone</p><p>Lenovo</p><p>DELL</p><p>Microsoft</p><p>hp</p><p>JBL</p><p>Umart</p><p>amaysim</p></div> <div>Technology & Electronics</div>	<div><p>appliancesonline</p><p>THE GOOD GUYS</p><p>Plush think sofas</p><p>catch</p><p>hs harris scarfe</p><p>MATT BLATT</p><p>SPOTLIGHT</p><p>freedom</p><p>BING LEE</p></div> <div>Personal & Recreation</div>	<div><p>AUSTRALIA POST</p><p>pet stock</p><p>Cover-More</p><p>compare themarket</p><p>MyHeritage</p><p>Scoopon</p><p>PETBARN</p><p>GROUPON</p><p>hardtofind.</p></div> <div>Other</div>

Agenda

1 **Raiz Overview & FY'19 Highlights** **3**

2 **Strategy** **10**

Raiz Invest Australia **10**

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5 **FY'19 Financial Overview** **24**



Asia Expansion Opportunity

Raiz is leveraging its mobile first platform solution to expand offshore into Asia, benefitting from growing wealth in the region



Successful launch of Raiz Invest Indonesia

- Strong customer signup of +90,000 users.
- Significant potential in Indonesia:
 - Rapid population growth of consumer class (55 million in 2018 growing to 110 million in 2030);
 - Emerging wealth of consumer class which have skipped the PC; and
 - Over 50% of the population have a mobile phone.
- Maintenance fee of IDR15,000 (approx. \$1.50) a month plus fee on funds under management.
- Raiz positioned as an aspirational product to improve financial literacy and financial inclusion by hands on learning.
- Raiz Indonesia is targeting millennials expected to attract 1 million users within 3 years of operations.



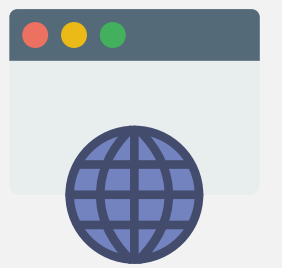
265.4m

Indonesian
Population



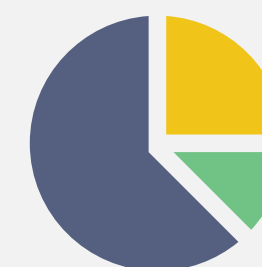
80m

Millennials



132.7m

Internet
Users



56%

Urbanised
Population



82%

Do not have
Bank Accounts



177.9m

Mobile Phone
Users

Raiz Invest Malaysia due to launch in FY'20

- In May 2019, Raiz finalised the Joint Venture Agreement (JVA) with its Malaysia partner, Jewel Digital Ventures Sdn Bhd.
- Jewel is a subsidiary of leading Malaysian investment institution, PNB Equity Resource Corporation Sdn Bhd.
- PNB is one of the largest fund management companies in Malaysia, with assets under management of RM298.5 billion (A\$103.9 billion) across 13.8 million accounts.
- The JVA is a 70/30 split between Raiz and Jewel respectively, with Raiz primarily providing the technology while Jewel provides required capital.
- Subject to regulatory approval, the platform is expected to go live in Q3 FY20.
- Raiz Malaysia is targeting millennials and expected to attract 200,000 users within 3 years of operations.



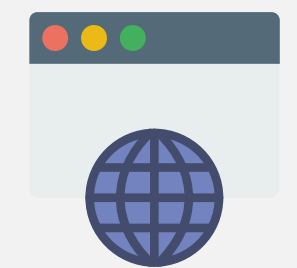
32.6m

Malaysian
Population



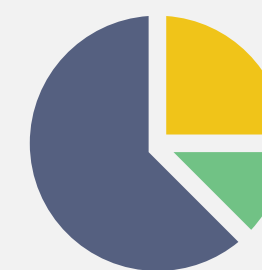
29%

Millennials



25.4m

Internet
Users



75%

Urbanised
Population



28.1

Median
Age



17.2m

Mobile Phone
Users

Agenda

1 **Raiz Overview & FY'19 Highlights** **3**

2 **Strategy** **10**

Raiz Invest Australia **10**

Asia Expansion **17**

4 **FY'20 Outlook** **21**

5 **FY'19 Financial Overview** **24**



FY'20 focus areas

Raiz will focus on growing the domestic business and executing the Asia growth strategy



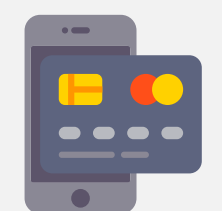
- Continue to grow the business and maintain a disciplined focus on costs. The Australian business to be cash flow positive FY20



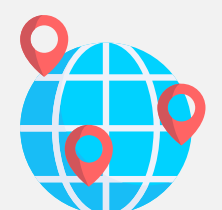
- Increase number of active customers globally by 120% during FY20 by attracting new customers and reducing churn



- Increase the 'Lifetime Value of Customers' through new products and services and reduced churn



- Continued improvement through the user experience including the launch of an updated user interface for client Apps on Android, IOS and Web



- Successfully execute the Asia growth strategy, capitalising on the opportunities for both Raiz Invest Indonesia and Raiz Invest Malaysia

Raiz bundll MasterCard represents a unique product

- Partnership with bundll, a Flexigroup product to provide Raiz customers with digital payment options through ApplePay, Google Pay and other electronic wallets.
- Real-time personal finance and budgeting suggestions using Raiz's My Finance feature to assist in monitoring and managing spending.
- bundll will be linked to customers Raiz account and can be used anywhere MasterCard is accepted.
- A fully digital origination process that will allow Raiz to seamlessly provision over 200,000 Raiz customers a co-branded bundll MasterCard.
- Payment options include buy now pay later functionality or instalments with a market leading product suite.
- Raiz to expand its Raiz Rewards program into bricks & mortar shopping.
- Proposed launch in Q2 FY20.



Agenda

1	Raiz Overview & FY'19 Highlights	3
---	----------------------------------	---

2	Strategy	10
---	----------	----

	Raiz Invest Australia	10
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	Asia Expansion	17
--	----------------	----

4	FY'20 Outlook	21
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5	FY'19 Financial Overview	24
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Profit & Loss

To be read on conjunction with the Raiz Invest Limited (and controlled entities) Financial Report for the year end 30 June 2019

\$m (extract)	FY19	FY18*
Micro Investment Platform	4.1	1.3
Other	2.1	1.4
Group Revenue	6.2	2.7
Employee expense	(3.6)	(4.3)
Depreciation & amortisation expense	(1.8)	(0.9)
Sales, Admin & professional fees	(4.0)	(3.3)
Marketing & other expenses	(3.9)	(3.0)
Loss before Income tax	(7.1)	(8.8)
Tax (expense) / benefit	(0.0)	0.1
Profit after income tax from discontinued operations	-	1.5
Reported NPAT	(7.1)	(7.2)
Non-Recurring Items and non cash	2.7	6.1
Normalised NPAT	(4.4)	(1.1)**

- Strong growth in revenue up 72.2% from the Micro Investing Platform.
- Continued to leverage off platform capabilities with Micro Investing Platform revenue growth stronger than growth in customers and FUM.
- Normalised loss of \$4.4m after adjusting for non-cash items.
- Employee expense \$2.6m after adjusting for non-cash long term incentive costs.
- Disciplined costs management has seen costs increase at a significantly slower run rate than revenue growth.
- Year ahead – increase in fee effective 1st August 2019 will assist in achieving both revenue growth and positive cashflow.
- No expected large capital outlay required to finalise Southeast Asia expansion.

*The June 2018 comparative information comprises the results of the pre-structured Group – normalising the revenue for the new structure which only include 5 months of revenue

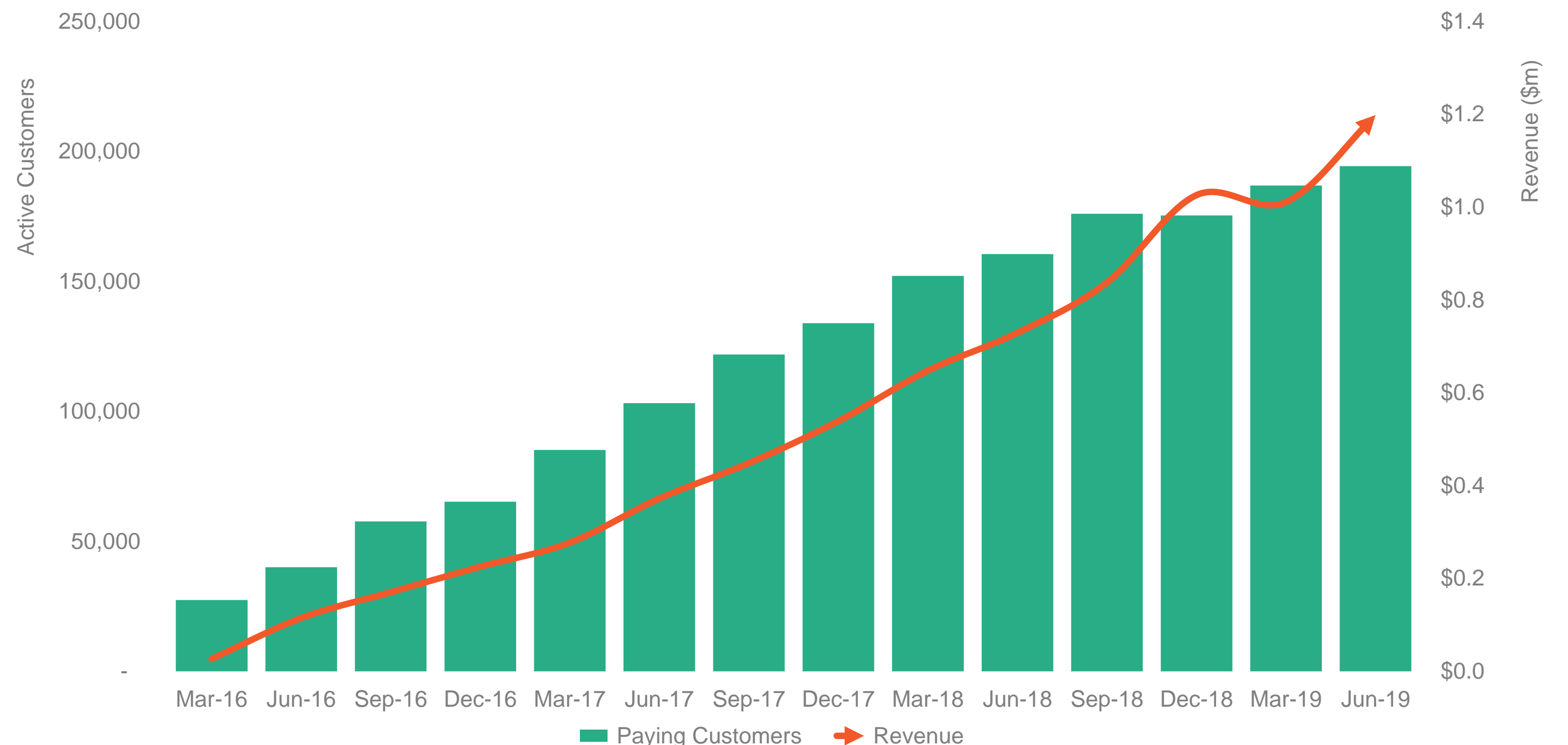
** Note 2018 includes only 5 months of normalised NPAP – see Financial Report for further details

Statement of Cashflows

To be read on conjunction with the Raiz Invest Limited (and controlled entities) Financial Report for the year end 30 June 2019

\$m (extract)	FY19	FY18
Receipts from customers	7.3	4.5
Payments to suppliers & employees	(11.4)	(10.8)
Income tax paid	-	(0.4)
R&D refund	0.5	0.4
Net Operating Activities	(3.6)	(6.3)
Payments for short term deposits	(0.5)	(7.0)
Payment for fixed & intangible assets	(1.0)	(1.5)
Proceeds from disposal of short term deposit	7.5	-
Payment for acquisitions & joint ventures	-	(18.8)
Loan to other parties	(0.2)	-
Net Investing Activities	5.8	(27.3)
Proceeds from issue of shares	0.1	15.1
Proceeds from capital raising	-	20.7
Share issue cost	-	(2.0)
Repayment of borrowing	(0.1)	(0.5)
Proceeds from related parties	0.2	0.3
Net Financing Activities	0.2	33.6
Cash at Beginning of Year	4.4	4.4
Net Cash Movement	2.4	-
Cash & cash equivalents at year end	6.8	4.4

- Cash and cash equivalents of \$6.8m (\$6.98m including term deposits with maturity over 90 days).
- Continued to leverage off platform capabilities with revenue growth stronger than growth in customers and FUM.
- The Australian business to be cash flow positive FY20 due to a disciplined focus on costs and revenue growth.



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