



**ASX: SMP**

**NZX: SPY**

#### SHARE INFORMATION

Issued Shares: 173,752,278

#### BOARD OF DIRECTORS

**Non- Exec Chairman:** Greg Barclay

**Managing Director:** Bradley Gerdis

**Non-Executive:** Matthew Turnbull

**Non-Executive:** Carlos Gill

**Non-Executive:** William Pulver

**Executive Director:** Marty Pomeroy

#### WEBSITES

[www.smartpay.co.nz](http://www.smartpay.co.nz)

[www.smartpay.com.au](http://www.smartpay.com.au)

[www.smartpayinvestor.com](http://www.smartpayinvestor.com)

#### REGISTERED OFFICES

##### **New Zealand:**

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New Zealand

Phone: +64 (0)9 442 2700

Fax: +64 (0)9 442 2722

[info@smartpay.co.nz](mailto:info@smartpay.co.nz)

##### **Australia:**

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NSW 2000

Phone: +61 (0)2 7903 6302

Fax: +61 (0)2 9869 4223

[info@smartpay.com.au](mailto:info@smartpay.com.au)

## Trading Update

5 February 2020

The Board of Smartpay is pleased to provide the following trading update following the completion of the third quarter to 31 December 2019 of the FY20 financial year.

#### Highlights

- Continuing strong growth in revenue, driven primarily by Australian terminal and acquiring volume growth.
- Australian acquiring terminal fleet at 4,148 as at end December. On track to achieve full year sales forecast of 2,500 terminals in Australia this financial year.
- Australian acquiring margin remains strong and continues to trend upwards.

#### Trading Update

As highlighted in the table below, the business has achieved a 38% increase in quarterly revenue to the same quarter last year (Q3 FY20 vs Q3 FY19); and an 11% increase on the prior quarter (Q3 FY20 vs Q2 FY20).

The majority of this growth is driven by the growth being achieved in our Australian acquiring business, with our NZ terminal revenues remaining steady.

Australian acquiring revenue grew by 272% (\$2.1m) on the same quarter last year (Q3 FY20 vs Q3 FY19); and 32% (\$692k) on the prior quarter (Q3 FY20 vs Q2 FY20).

As can be seen in the graph below, Australian acquiring terminals have grown to 4,148 to the end of December.

Gross margin contribution across our acquiring fleet remains strong and is trending up off the back of margin optimisation across the existing portfolio and an increase in the proportion of our higher margin SmartCharge product in our monthly sales.

#### New Zealand Sales Process Update

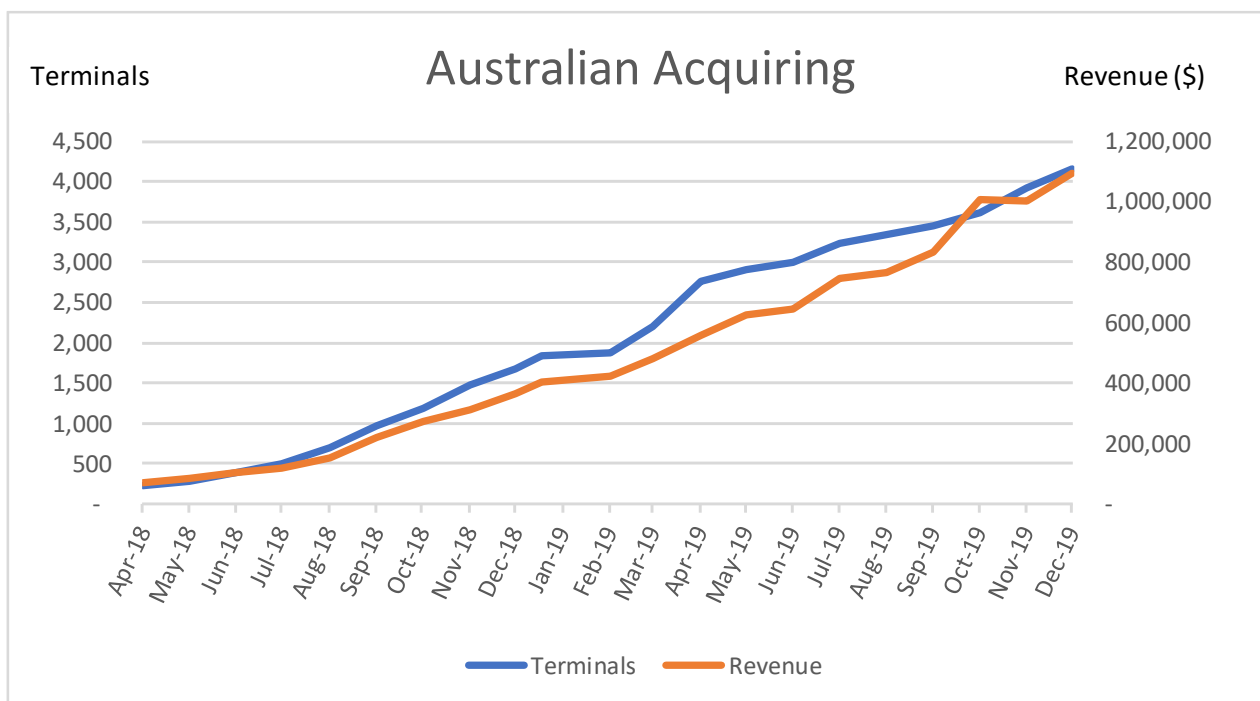
As advised at the time of announcing the sale of our NZ business and assets, the sale is subject to the following conditions:

<b>Conditions to completion of the sale</b>	<ol style="list-style-type: none"><li>1. NZ Commerce Commission Clearance</li><li>2. Smartpay Shareholder Approval</li><li>3. Assignment of Material Contracts</li></ol>
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We wish to advise that the application for NZ Commerce Commission Clearance has been lodged. Decision Due date has been listed as 30 March 2020.

Quarterly Revenue Indicators - Unaudited

NZ\$'000	Year on Year to 31 December				Quarter on Quarter to 31 December			
	Q3 FY20	Q3 FY19	Variance \$	Variance %	Q3 FY20	Q2 FY20	Variance \$	Variance %
Total Consolidated Revenue	7,453	5,399	2,054	38%	7,453	6,686	767	11%
Australian Acquiring Revenue	2,861	769	2,092	272%	2,861	2,169	692	32%



**ENDS**

**For further information contact: Bradley Gerdis, Managing Director, +61 (2) 7903 6333 / 64 (9) 442 2717**

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## Corporate Directory

### Registered and Principal offices

New Zealand:

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Email: [info@smartpay.com.au](mailto:info@smartpay.com.au)

Phone: +61 (0)2 7903 6302

Fax: +61 (0)2 9869 4223

Website:

[www.smartpay.com.au](http://www.smartpay.com.au)

### Shareholder Enquiries

Enquiries concerning shareholdings should be addressed to:

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