

6 February 2020

## **ASX RELEASE**

Company Announcements Platform

**MoneyMe Limited** (ASX: **MME**) is pleased to provide the following update.

### **TRADING UPDATE AND HALF YEAR RESULT RELEASE DATE**

#### **Highlights:**

- **Customer acquisition and loan originations tracking materially ahead of prospectus**
- **Gross loan book tracking materially ahead of prospectus**
- **Portfolio weighted average interest rate continues to track to FY20 Prospectus forecast**
- **Credit quality & loss rates are expected to meet or beat Prospectus Forecast**
- **Sales and Marketing costs expected to be in line with FY20 Prospectus forecast**
- **Half Year result announcement scheduled for 26th February 2020**

#### **CUSTOMER ACQUISITION AND LOAN ORIGINATION**

The Company is pleased to announce it has experienced strong momentum across key metrics since its IPO. Gross loan originations for 1H FY20 were up ~85% year on year against the 62% assumed to reach the Full Year Prospectus Forecast.

The momentum in originations and customer acquisition has resulted in the gross loan book increasing to ~\$133.8M (unaudited) at the end of January 2020. The Company notes this represents ~94% of the full year FY20 Prospectus Forecast of \$141.9M and as a result the 30 June 2020 closing gross loan book is expected to materially exceed the FY20 Prospectus Forecast. This additional growth is capable of being achieved within the Company's current capital plans.

The quantum of this growth above the Prospectus forecast will (under the recently implemented accounting standard *AASB9 Financial Instruments*) result in an additional upfront statutory accounting provision which will result in an incremental increase in the Company's loan impairment expense (being a non-cash statutory accounting impact) in the Prospectus EBITDA Forecast. The additional loan growth will have a material benefit to FY21 revenue.

## **CREDIT QUALITY, MARGIN AND OPERATING COSTS**

Underlying characteristics of the loan book (such as credit quality and margin) are consistent with or exceed Prospectus assumptions. Loan provision to gross loan book (%) and realised losses are expected to perform better than contemplated by the Prospectus and the portfolio's weighted average interest rate continues to track in line with the Prospectus assumptions.

Loan book growth has been achieved with Sales and Marketing costs remaining in line with the Prospectus Forecast, demonstrating the Company's positive operating leverage.

## **HALF YEAR RESULTS ANNOUNCEMENT EXPECTED ON 26 FEBRUARY 2020**

MoneyMe's first statutory reporting as an ASX listed company will be for the 6-month period to 31 December 2019 (H1 FY20). The company is finalising its H1 FY20 accounts with its auditor for a scheduled release pre-market open on 26<sup>th</sup> February 2020.

This ASX release was authorised on behalf of the MoneyMe Board by Clayton Howes, Managing Director and CEO.

For more information about this announcement:

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### **Further information**

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### **About MoneyMe.**

MoneyMe is a digital consumer credit business leveraging our technology platform (the Horizon Technology Platform) and big data analytics to deliver an innovative loan offering to tech-savvy consumers.

Founded in 2013, we originate consumer loans through our risk-based lending platform to tech-savvy consumers who are seeking fast, convenient and simple access to credit direct from their mobile devices. Our technology platform allows applications to be completed within approximately five minutes and funds to be disbursed, or credit limits to be available, to the customer shortly after approval.