

Half-Year Investor Presentation

For the half-year ending 31 December 2019 (H1'20)

February 2020

money.me

PRIVATE & CONFIDENTIAL

OUR MISSION

To be the favourite credit partner for
Generation **Now**

H1'20 Performance Highlights¹



H1'20 performance
ahead of expectations to
forecast



Revenue, gross assets
and originations are on track to
beat full-year forecast



Closing loan book balance
89% to the full-year forecast



Revenue up 44.3%
year on year compared to 43.7%
assumed in forecast



H1'20 loan provisioning to gross
loan book 25% lower year on
year



+\$800M
of credit demand in H1'20 up
56% year on year

1) Forecast refers to full-year 2020 forecast as provided in MoneyMe's prospectus (2020F)

A growth fintech delivering innovative credit products to Generation **Now**

Our new products are making sense for tomorrow's world

Enabled by our in-house built platform with AI, our products are more flexible and convenient for our customers

We are a business that focuses on profitable growth to capture market share from banks



Freestyle
THE VIRTUAL CREDIT ACCOUNT



List**Ready**

The innovation in property finance

H1'20 Product Highlights

Financial Update

Growth & Strategy Update

Appendix

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Freestyle product highlights

Freestyle

Millennials are looking for a better solution to the traditional credit card

NOW¹

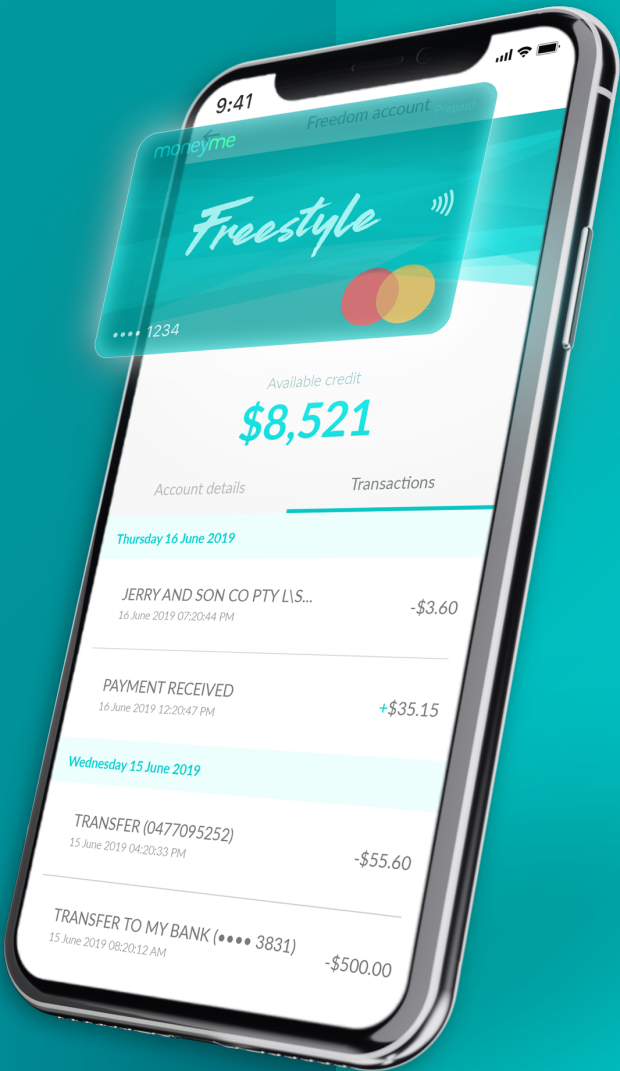
Gross loan book
\$43m

Represents
41%
of originations

Represents
~34%
of gross loan book

Launched virtual Mastercard with
35-day interest-free
Tap n' Pay and online payments

Average outstanding balance of
\$4,700



FUTURE

Integrating loyalty rewards for the generation Now
Instant Rewards

Cashless payments
Person
to Person

More payment solutions
BPay Bills

Retail offer alongside BNPL
Retail channel distribution
\$30.5B domestic online retail market²

1) As at 31 December 2019

2) NAB Online Retail Sales Index (December 2019)

Personal loan product highlights

5-minute application with high powered tech to decision customers quickly

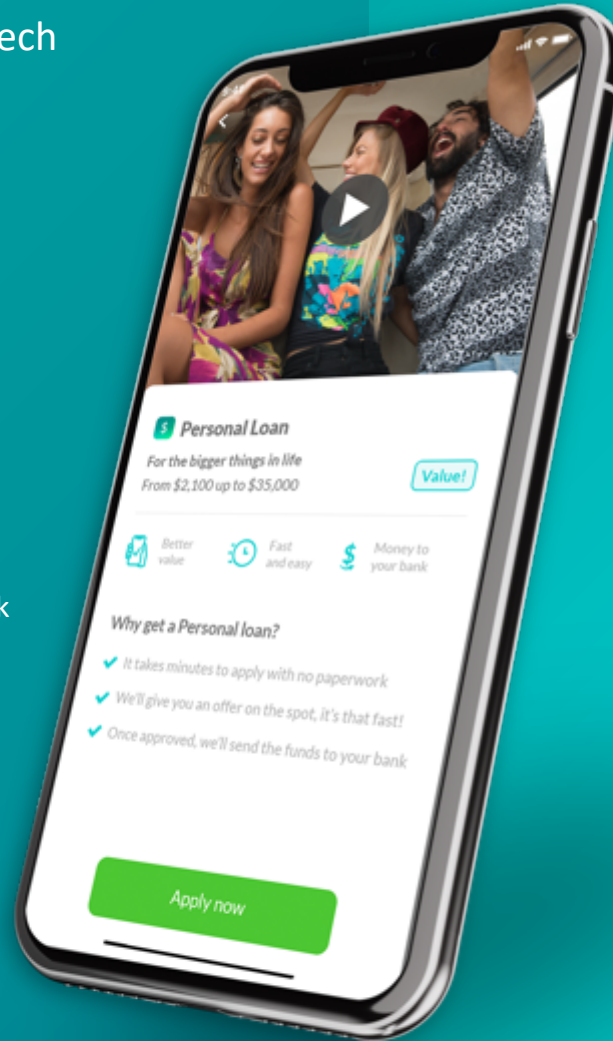
NOW¹

Gross loan book
\$83m

Represents
59%
of originations

Represents
~65%
of gross loan book

Average loan value of
\$5,000
up 25% year on year



FUTURE

Opportunity to increase offer up to
\$50,000

Strong continuation of
profitable growth

Expanding relevance to more customers, with:

- enhanced pricing
- increased loan offer
- distribution through new partnerships

ListReady product highlights

To be the only choice for listing your house

NOW¹

170+
agencies signed up

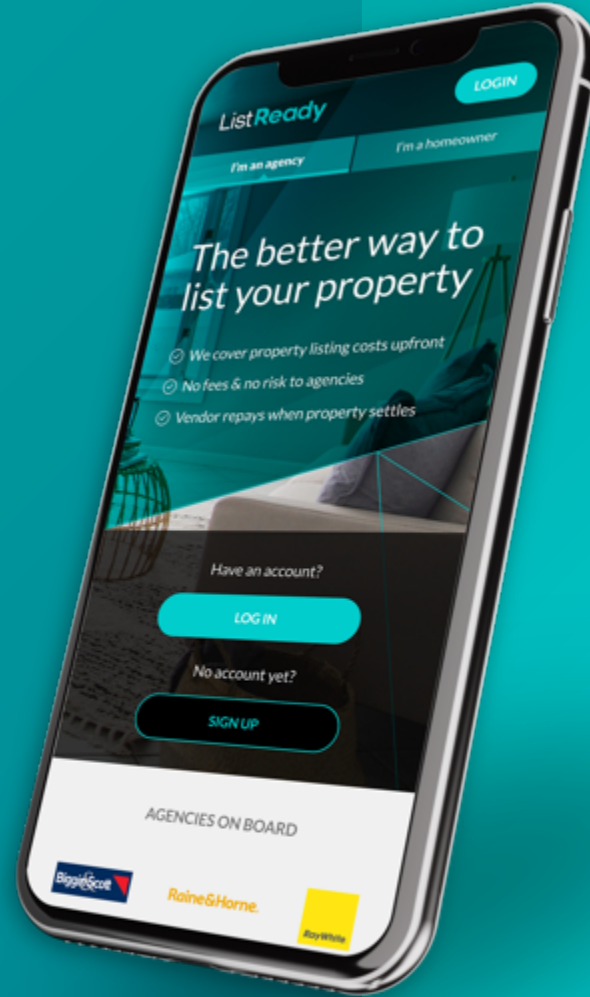
500+
vendors

1,000+
agents signed up

Already
\$1.2m
originated

Record Low Losses

ID and ownership verification + RP Data analysis



FUTURE

Brand acceleration

Agency sign-ups are continuing to grow and large scale partnerships are expected

Trust and transparency

Awareness is growing at an incredible rate and resonating with agents and vendors

Broaden product use case

To include staging, conveyancing, styling and more!

H1'20 Product Highlights

Financial Update

Growth & Strategy Update

Appendix

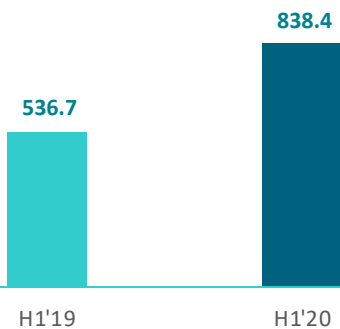
moneyme



H1'20 Financial Update¹

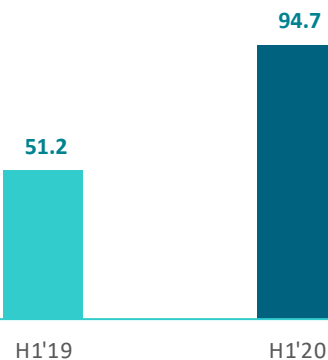
Credit Demand (\$m)

↑
56%



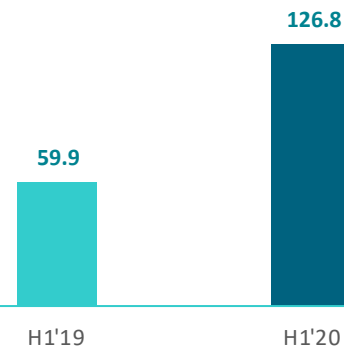
Originations (\$m)

↑
85%



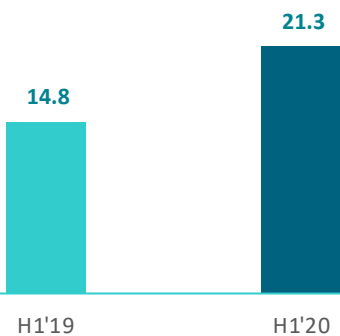
Gross loan book (\$m)

↑
112%



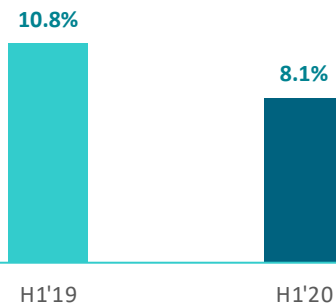
Total Revenue (\$m)

↑
44%



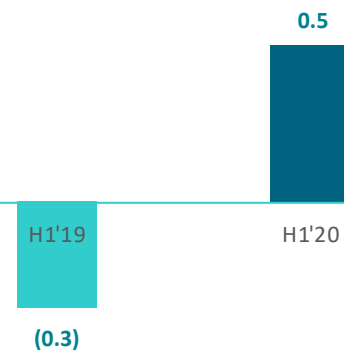
Loan provision to gross loan book (%)

↓
(25%)



Pro forma EBITDA (\$m)

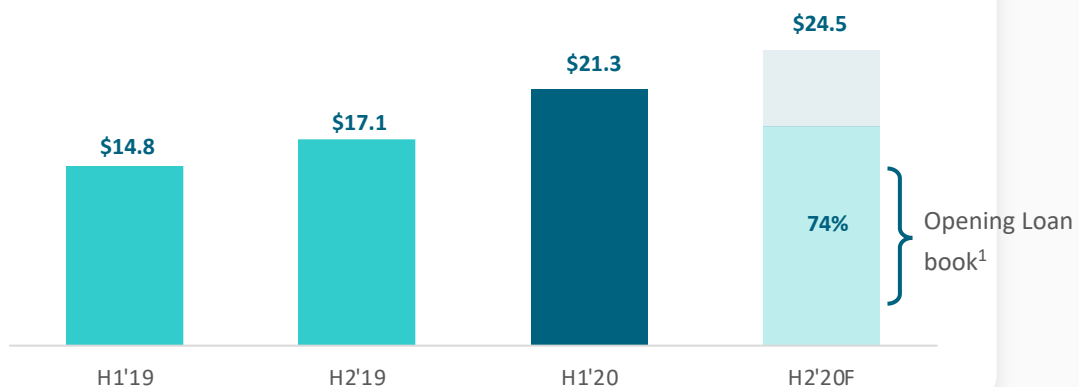
↑
251%



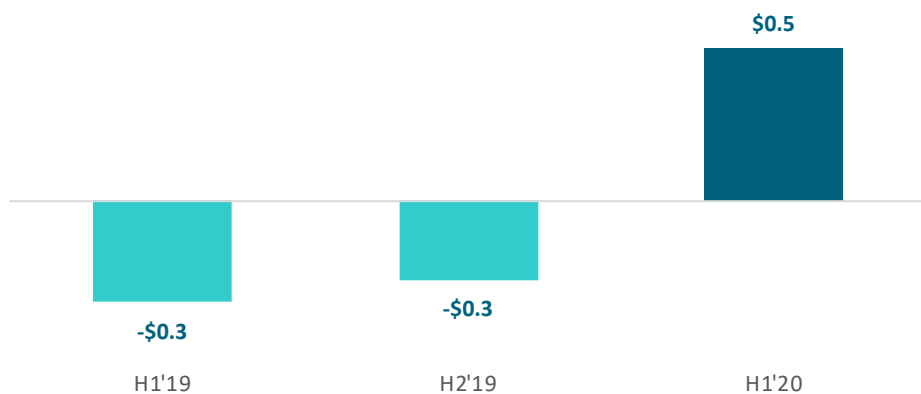
1) Refer to Appendix for further information on financial performance

Strong Revenue and EBITDA Growth

Revenue (\$m)



Pro forma EBITDA (\$m)



44%

Revenue increase YoY

- H1'20 total revenue hit record levels, representing a 44% increase on H1'19
- 74% of H2'20 forecast revenue expected to come from the loan book as at 31 December 2019
- Full-year revenue is expected to be above prospectus forecast

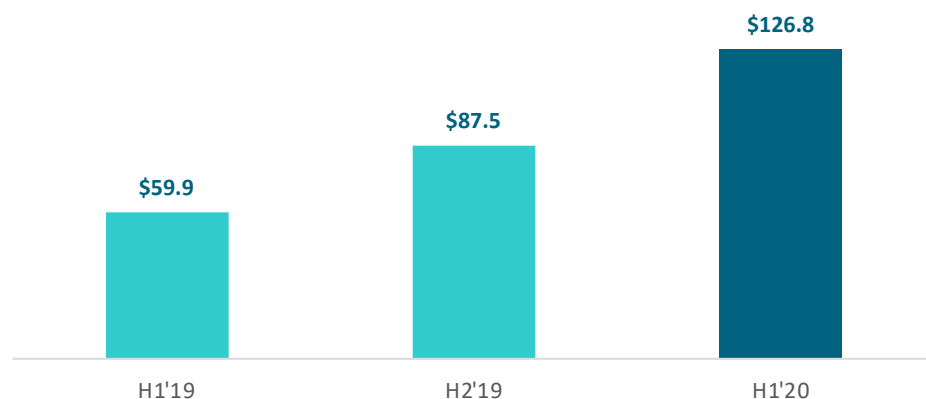
\$0.5m

Positive pro forma EBITDA

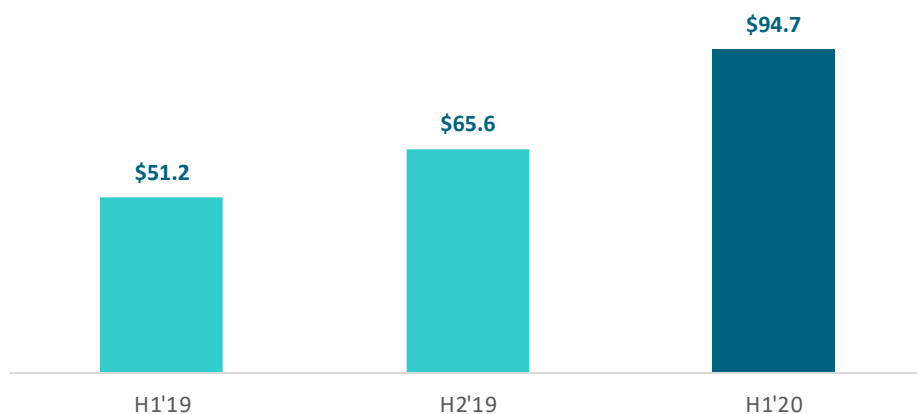
- First half positive pro forma EBITDA reporting \$0.5m in H1'20, compared to (\$0.2m) in H1'19 and (\$0.2m) H2'19

Record Loan Book Growth

Gross loan book (\$m)



Originations (\$m)



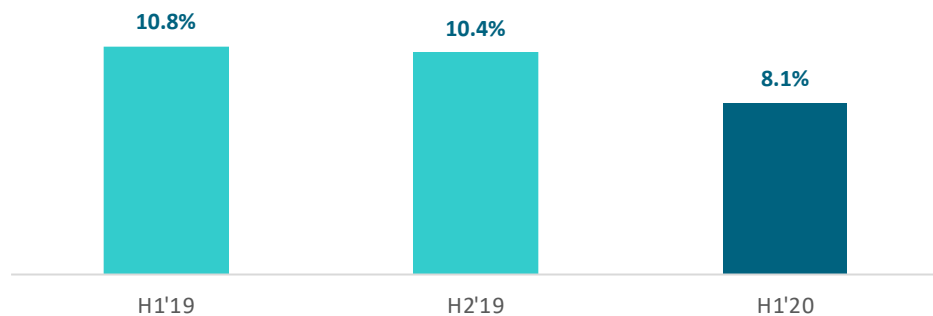
112%

Loan book growth YoY

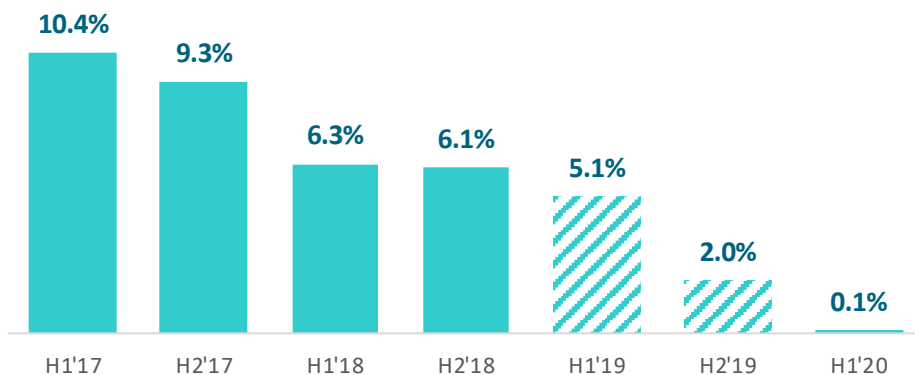
- H1'20 gross loan book hit record levels, representing a 112% increase on H1'19
- Loan originations for H1'20 were up 85% year on year
- Gross loan book for H1'20, represents 89% of the full-year 2020 forecast closing gross loan book of \$141.9m
- The 30 June 2020 closing gross loan book is expected to materially exceed the 2020 forecast
- The additional loan growth will have a material benefit to revenue beyond 2020

Improving Credit Performance

Loan provision to gross loan book (%)



Static loss rate (%)¹



25%

Reduction in loan provisioning

- Development of MoneyMe's Horizon platform continues to deliver stronger credit performance with lower than provisioned losses
- Loan provision to gross loan book reduced to 8.1% from 10.4% at 30 June 2019 (full-year 2020 forecast 9.8%)
- Loss rates are improving for each cohort, reflecting improving credit performance

¹) As at 31 December 2019, Static Loss Rates represent the principal not ultimately recovered on a given cohort, divided by the cohort's original loan principal or credit limit amount in the case of the Freestyle Virtual Credit Account. On average, a cohort is considered fully seasoned 24 months from the end of a cohort period (H1'19, H2'19 and H2'20 cohorts are not yet fully seasoned)

Key Operating Metrics

Half-Year performance vs Full-Year Forecast

| | H1'20 | 2020F | Indicator ¹ |
|--|--------|-------|------------------------|
| Income | | | |
| Total revenue (\$m) | 21.3 | 45.8 | On plan |
| Total revenue growth (%) | 43.9% | 43.7% | Ahead |
| Portfolio weighted average simple interest rate (%) | 22.3% | 22.9% | On plan |
| Loan book growth | | | |
| Originations (\$m) | 94.7 | 168.2 | Ahead |
| Originations growth (%) | 85% | 43.9% | Ahead |
| Closing gross loan book (\$m) | 126.8 | 141.9 | Ahead |
| Closing gross loan book growth (%) | 111.8% | 62.2% | Ahead |
| Loan book quality | | | |
| Net charge off (%) | 4.8% | 5.8% | Ahead |
| Loan provision to gross loan book (%) | 8.1% | 9.8% | Ahead |
| Cost measures | | | |
| Funding cost rate (%) | 10.7% | 11.4% | Ahead |
| Sales & marketing expenses to total revenue (%) | 11.2% | 11.9% | Ahead |
| General & administrative expenses to total revenue (%) | 22.0% | 20.7% | Below Plan |

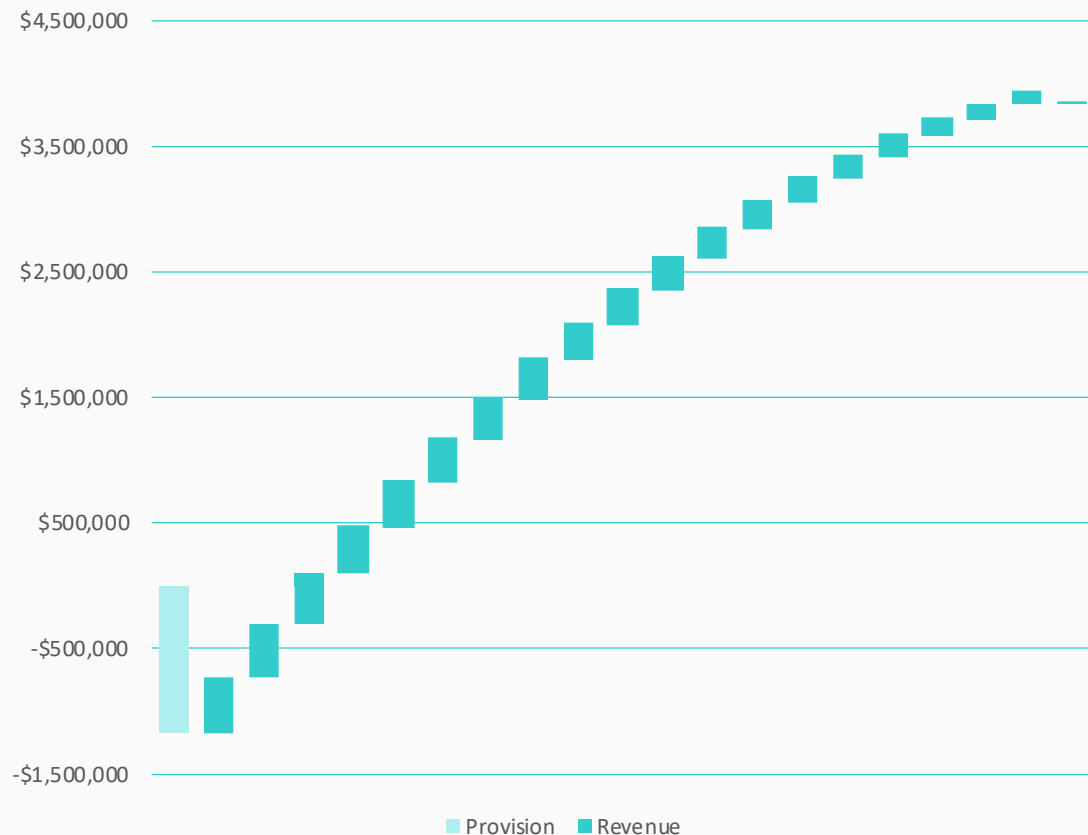
Record

Performance across key metrics

- Full-year 2020 performance against forecasted is expected to be in line or favourable to forecast
- Total revenue realised of \$21.3m, representing 47% of full-year 2020 forecast
- Gross loan book 89% to full-year 2020 forecast due to origination growth higher than forecast
- Total operating expenses for the H1'20 represent 49% of full-year forecast
- Loan provision expense to loan book 17% ahead of forecast (8.1% compared to 9.8%)
- Portfolio weighted average simple interest rate continues to track in line with the prospectus assumptions, with a lower than forecast funding cost rate
- Loan book growth has been achieved with cost measures demonstrating the Group's positive operating leverage

1) **Above Plan** = more than 5% favourable variance
On plan = less than 5% favourable or adverse variance
Below plan = more than 5% adverse variance

Timing of Revenue vs Loan Impairment Recognition



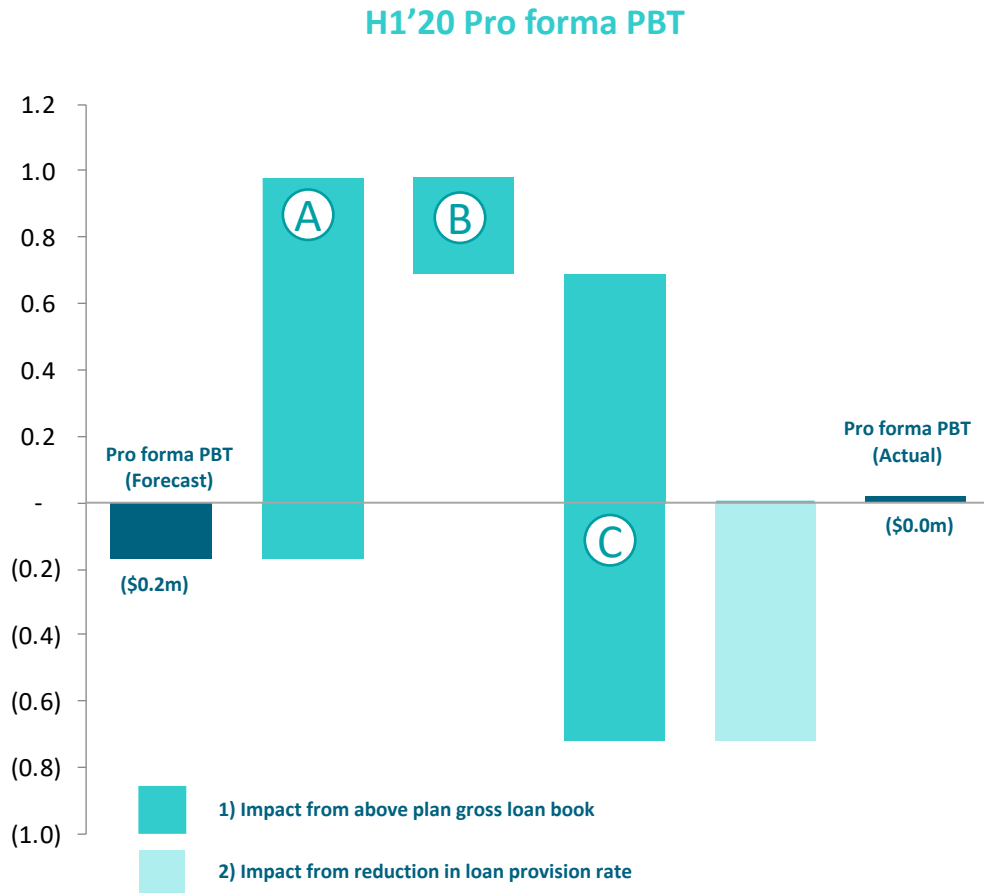
\$5.4m

Increase in contracted revenue

- H1'20 closing gross loan book was \$14.4m above forecast. This is expected to deliver an additional ~\$5.4m¹ contracted revenue beyond 31 December 2019
- Under the recently implemented accounting standard AASB9 (*Financial Instruments*), MoneyMe is required to recognise an upfront accounting provision
- This results in an upfront loan impairment expense being recognised (a non-cash accounting impact)
- The provision expense is offset overtime as revenue is earned over the contracted term
- As a result of the above, full-year pro forma PBT and NPAT is expected to be positive but below forecast

1) Contracted revenue calculated based on \$14.4m above forecast gross loan book which is recognised across an average term of 20 months and a 22.3% weighted average simple interest rate.

Pro Forma PBT Actuals vs Forecast



\$0.2m

Above forecast pro forma PBT

H1'20 pro forma PBT reflects:

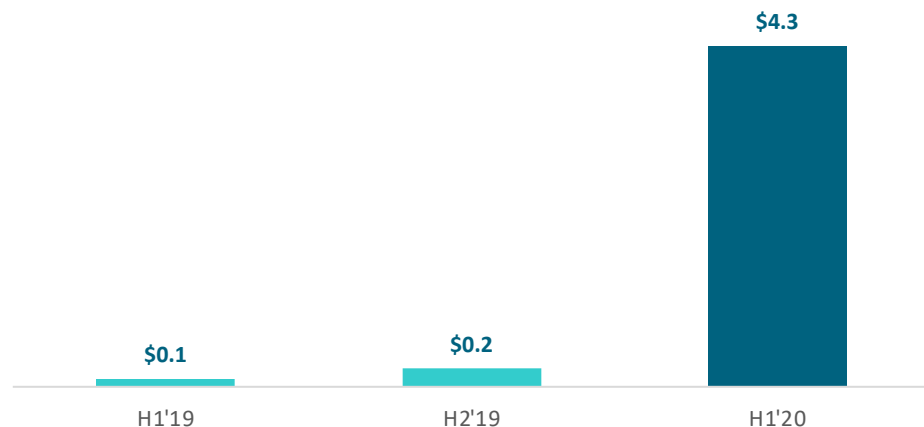
1. The impact from above forecast gross loan book relating to:
 - A. An increase in interest income
 - B. Office operating expenses being brought forward to support growth²
 - C. Additional upfront loan impairment expenses under AASB9³
2. A reduction in the loan provision rate to 8.1% compared to 9.8% assumed in forecast

1) Office operating expense equals the sum of Total operating expenses (excluding Loan impairment expense) plus Depreciation & amortisation expense plus Corporate interest expense

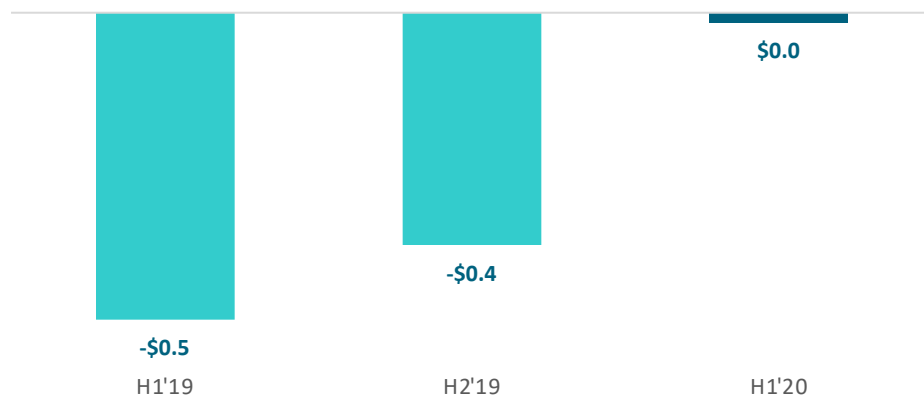
2) See next slide for further information

Statutory NPAT vs Pro Forma NPAT

Statutory NPAT (\$m)



Pro Forma NPAT (\$m)



\$4.3m

Statutory NPAT for H1'20

- H1'20 statutory NPAT reflects a \$5.9m income tax benefit which reflects a resetting of the tax cost base¹
- Full-year statutory NPAT is expected to be positive and ahead of forecast reflecting income tax benefit realised from re-setting the tax cost base
- Pro forma NPAT reflects several adjustments including²:
 - IPO offer costs
 - Re-setting of the Group's tax base on IPO

1) Refer to the Half-Year Statutory Financial Report for further information

2) Refer to appendix "Pro forma adjustments to the Statutory P&L" for detailed reconciliation

H1'20 Product Highlights

Financial Update

Growth & Strategy Update

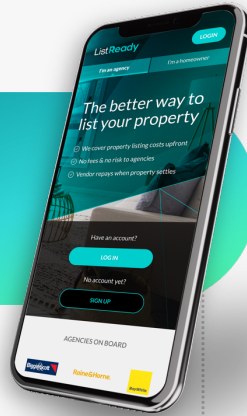
Appendix

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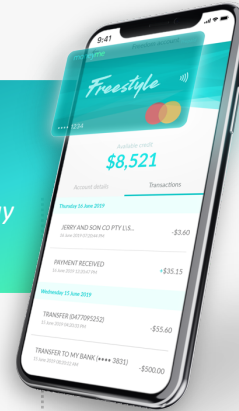


On strategy operational highlights

Launched List Ready
Signed 1,000+ agents



Launched Freestyle
Tap n' Pay / Master card, Apple pay



ASX Listed
\$45M capital raised



Finalist
Fintech Australia
Excellence in Consumer Lending



Finalist
Australian Financial Review
Most Innovative Companies



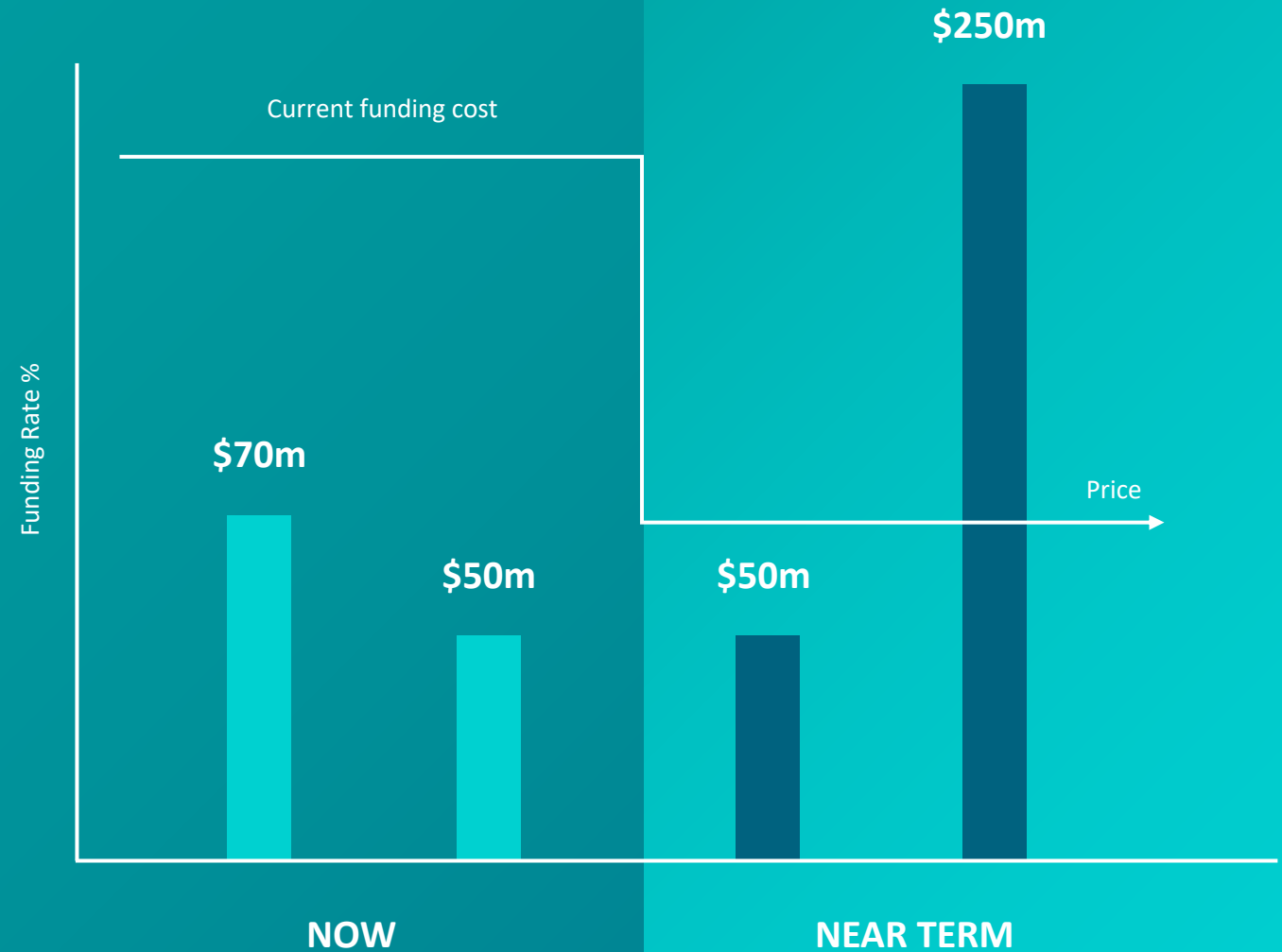
Winner
MyBusiness
Innovator of the Year

mme

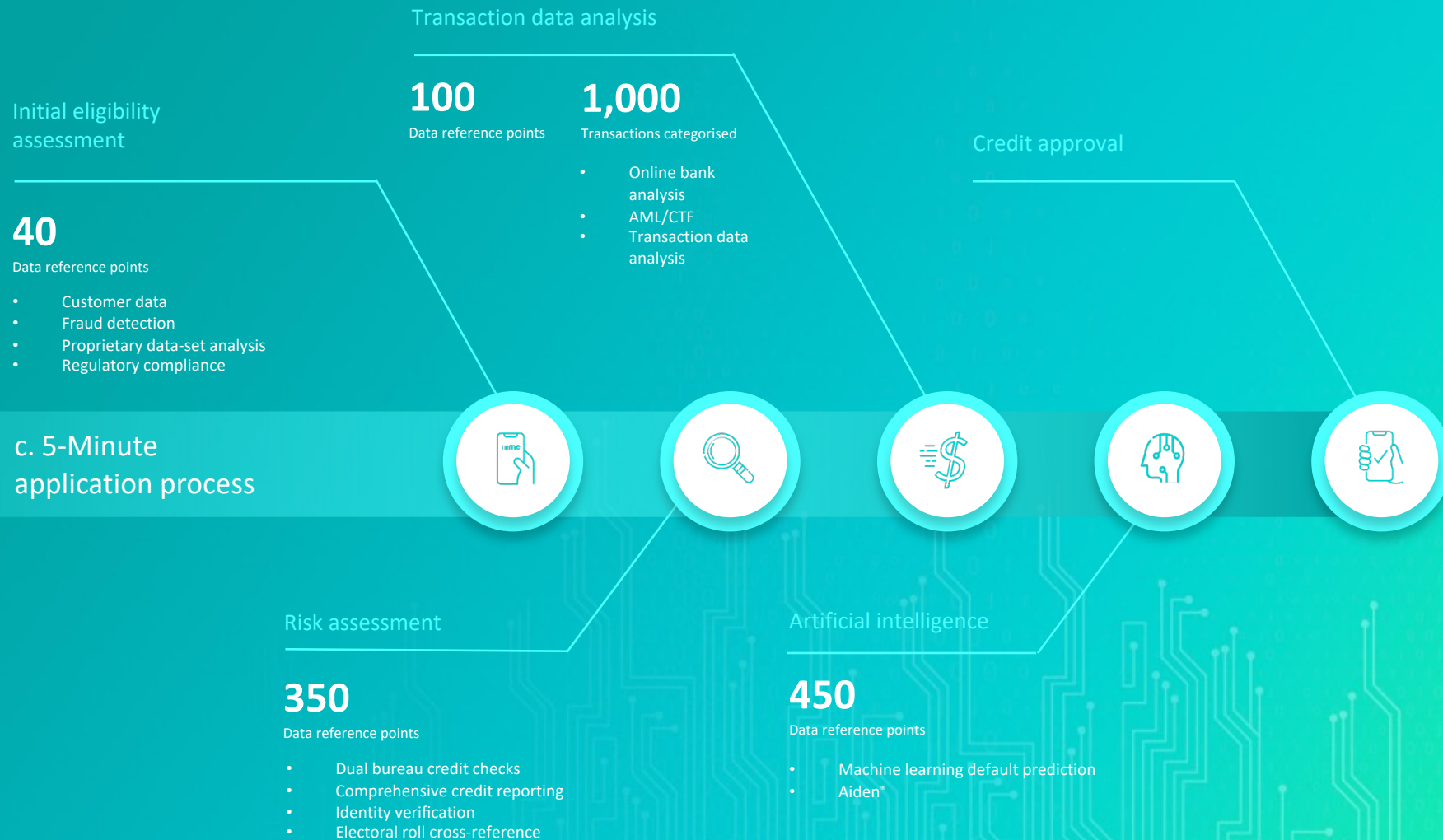
Capital and Funding

MoneyMe is on plan with its capital and funding strategy to underpin future growth and profitability

- ✓ Wholesale facility for future growth
- ✓ Substantial decrease in capital costs
- ✓ Diversity in funding streams



Proprietary credit provisioning technology



KEY FEATURES

- Support scale and efficiency
- Enhance credit decision including AI input
- Create dynamic customer experiences
- Allow for constant product innovations
- Provide data security and protection
- Ethical lending controls

Growth in new markets

Our technology enables rapid rollout of new products and expansion into new markets

Exploring substantial opportunities with UK and US expansion

Larger markets, with similar credit and distribution strategies

ListReady

Expecting to expand to New Zealand

Winning Major Partnerships

ListReady

Significant take-up of ListReady by major Real Estate groups around Australia

Laing+Simmons

Biggin & Scott

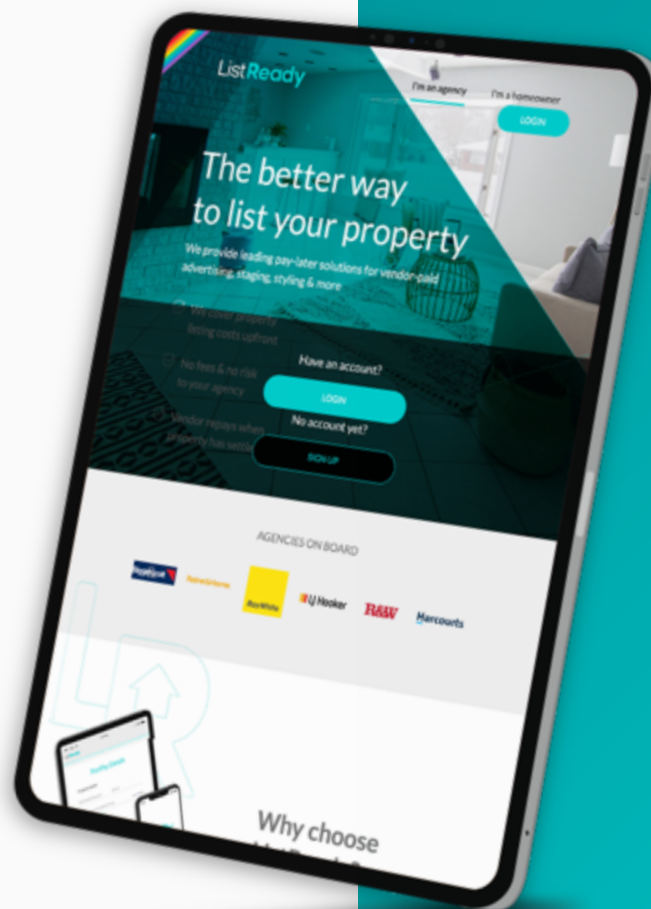
firstnational
REAL ESTATE

Ray White.

LJ Hooker

Harcourts

LJ Hooker
aynu



170+
agencies signed up¹

1,000+
agents signed up¹

500+
vendors¹

Already
\$1.2m
originated¹

Record Low Losses

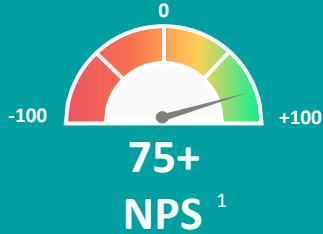
ID and ownership verification
+ RP Data analysis

Attractive unit economics

Strong margin profile + low cost of acquisition
+ large addressable market

1) As at 31 December 2019

Leading Customer Experience



Applied online, approved instantly and received funds (commbank) moments after getting approved. Easy, straightforward, no fuss.



Quick approval and effortless application. Wish I'd known about this company years ago.



Highly recommended. No need to scan a million documents. Fast turnover!! I applied online, received an email and the funds were available within minutes of approval. Wow! One very happy customer.



Great service! Cannot fault! Awesome communication 🙌



I highly recommend MoneyMe to anyone who really needs help. Very efficient, people-centred focus with a friendly professional service. They don't beat around the bush unnecessarily. They really mean business and they truly listen and hear you well hence cater for your needs to their utmost respectful support. Thank you and well done!!!



The MoneyMe Difference



Strong unit economics

Attractive loan unit economics benefitting from repeat customers and low CAC¹



Large addressable market

Consumer credit originated by non-bank lenders like MoneyMe expected to grow from **\$30b in 2020 to \$40b by 2024²**



Strong growth

Strong track record of revenue growth and significant demand for future growth



Diversified loan portfolio

Diverse range of customers across Australia in terms of location, age and employment. Robust risk management



Technology first

An intelligent modular platform which is scalable and has processed over **\$400m** in originations



High customer satisfaction

Strong brand advocacy and customer satisfaction with **NPS of +75**



Credit product innovation

Innovation is driving growth with new products for the tech-savvy generation



Experienced, founder led team

Passionate and experienced team dedicated to the Group's ongoing growth and profitability

The background is a teal gradient with a pattern of white binary code (0s and 1s) and circuit-like lines. A vertical teal bar is positioned to the left of the text.

Q&A

- | H1'20 Product Highlights
- | Financial Update
- | Growth & Strategy Update
- | **Appendix**

money



Financial Statements – P&L

Statutory and pro forma statement of profit or loss

| Statutory Actual | | |
|------------------|---------------|---------------|
| H1'19 | H2'19 | H1'20 |
| 13.0 | 14.6 | 19.1 |
| 1.8 | 2.5 | 2.2 |
| 14.8 | 17.1 | 21.3 |
| (3.4) | (4.9) | (5.9) |
| (1.7) | (1.7) | (2.4) |
| (0.6) | (0.9) | (1.4) |
| (3.0) | (3.2) | (6.2) |
| (5.9) | (5.9) | (6.4) |
| (14.6) | (16.8) | (22.3) |
| 0.3 | 0.3 | (0.9) |
| (0.1) | (0.1) | (0.4) |
| (0.2) | (0.1) | (0.2) |
| 0.0 | 0.1 | (1.6) |
| 0.1 | 0.1 | 5.9 |
| 0.1 | 0.2 | 4.3 |

| | Pro forma Actual | | |
|--------------------------------------|------------------|---------------|---------------|
| \$ millions | H1'19 | H2'19 | H1'20 |
| Interest income | 13.0 | 14.6 | 19.1 |
| Other income | 1.8 | 2.5 | 2.2 |
| Total Revenue | 14.8 | 17.1 | 21.3 |
| Loan financing expense | (3.4) | (4.9) | (5.9) |
| Sales & marketing expense | (1.7) | (1.7) | (2.4) |
| Product design & development expense | (0.6) | (0.9) | (1.4) |
| General & administrative expense | (3.6) | (3.8) | (4.7) |
| Loan impairment expense | (5.9) | (5.9) | (6.4) |
| Total operating expenses | (15.1) | (17.3) | (20.8) |
| EBITDA | (0.3) | (0.3) | 0.5 |
| Depreciation & amortisation | (0.3) | (0.4) | (0.4) |
| Interest | (0.1) | (0.1) | (0.1) |
| Profit/(loss) before tax | (0.7) | (0.7) | 0.0 |
| Income tax | 0.2 | 0.3 | (0.0) |
| Net profit/(loss) after tax | (0.5) | (0.4) | (0.0) |

Pro forma adjustments to the Statutory P&L

Pro forma adjustments to statutory historical profit or loss

| \$ millions | Notes | H1'19 | H2'19 | H1'20 |
|---|-------|--------------|--------------|--------------|
| Statutory NPAT | | 0.1 | 0.2 | 4.3 |
| Public company costs | 1 | (0.5) | (0.5) | (0.3) |
| Executive remuneration | 2 | (0.4) | (0.4) | (0.1) |
| Offer costs | 3 | - | - | 1.8 |
| Corporate interest | 4 | 0.2 | 0.1 | 0.1 |
| Impact of AASB 16 | 5 | 0.0 | 0.0 | - |
| Total pro forma adjustments | | (0.7) | (0.8) | 1.6 |
| Pro forma tax effective rate applied to Pro forma PBT | 6 | 0.1 | 0.2 | (5.9) |
| Net profit/(loss) after tax | | (0.5) | (0.4) | (0.0) |

- 1) Public company costs reflect the additional annual costs associated with being an ASX listed entity. These costs include Directors' fees, ASX listing fees, Share Registry costs, Directors' and officers' insurance premiums, investor relations costs, annual general meeting costs, Annual Report costs and other public company costs.
- 2) Executive remuneration reflects the new executive remuneration arrangements in place being applied to the historical periods.
- 3) Offer costs reflects, costs in relation to the Offer including the joint lead manager's underwriting and offer management fees, legal and accounting due diligence fees, tax and structuring advice, associated consultancy and advisory services in relation to the Offer. The forecast IPO costs have been apportioned between equity and profit and loss with \$1.8 million expensed in H1'20 in the profit and loss.
- 4) Corporate interest relates to the adjustment to remove the interest on the historical shareholder and non-shareholder loans, which were repaid on completion of the IPO.
- 5) AASB 16 reflects the PBT impact of the application of AASB 16 as if it had been adopted since the start of financial year 2019. We formally adopted AASB 16 from 1 July 2019 (as mandatorily required). AASB 16 requires recognition of most lease liabilities on the balance sheet, together with a related right-of-use asset. As a result, the income statement will show the lease expense as depreciation relating to the right-of-use asset and interest relating to the lease liability rather than rent expense being shown as an operating expense. As a result of the adoption of AASB 16, operating expenses are expected to decrease and depreciation and interest expense to increase and the timing of expense recognition will change due to the change from a straight-line rental expense to depreciation and interest expenses (with interest expenses having an accelerated profile).
- 6) Income tax reflects the application of a 27.5% corporate tax rate on Australian taxable profits after adjusting for share-based payment expenses and research and development tax credits where applicable. H1'20 pro forma tax adjustment reflects recognition of a differed tax asset resulting from the business reorganization completed in December 2019. Refer to Note 3 and 5 of the Half-Year Statutory Financial Report for further information.

Financial Statements – Balance Sheet

Statutory statement of financial position

| \$ millions | 30 June 2019 | 31 Dec 2019 |
|-------------------------------|--------------|--------------|
| Cash and cash equivalents | 6.1 | 41.1 |
| Other receivables | 0.5 | 1.3 |
| Net loan receivables | 78.3 | 116.6 |
| Current tax asset | 0.0 | - |
| Deferred tax asset | 0.8 | 9.2 |
| Property, plant and equipment | 0.1 | 0.4 |
| Right of use asset | - | 2.2 |
| Intangible assets | 0.8 | 1.1 |
| Total assets | 86.6 | 171.8 |
| Other payables | 1.1 | 2.2 |
| Lease liability | - | 2.4 |
| Borrowings | 81.6 | 115.5 |
| Current tax payable | - | 1.4 |
| Employee related provisions | 0.2 | 0.3 |
| Total liabilities | 82.9 | 121.7 |
| Net assets | 3.7 | 50.1 |
| Share capital | 2.8 | 211.8 |
| Reorganisation reserve | - | (167.1) |
| Share based payments reserve | 0.1 | 0.4 |
| Retained earnings | 0.8 | 5.0 |
| Equity | 3.7 | 50.1 |

Financial Statements – Cash Flow

Statutory PBT to Net cash flows

| \$ millions | 31 Dec 2018 | 31 Dec 2019 |
|---|-------------|---------------|
| Statutory PBT | 0.0 | (1.6) |
| Addback non-cash items: | | |
| Depreciation and amortisation | 0.1 | 0.4 |
| Loan impairment | 5.9 | 6.4 |
| Other non cash items | 0.3 | 0.3 |
| Working capital adjustment | (0.1) | 0.8 |
| Net operating cash flow before taxation and funding | 6.3 | 8.0 |
| Capital expenditure | (0.3) | (0.8) |
| Net movement in loan book | (16.7) | (44.6) |
| Net movement in funding debt | 28.6 | 33.3 |
| Net movement in lease liability | - | (0.3) |
| Net operating cash flow before corporate financing activities and taxation | 11.6 | (12.4) |
| Proceeds from capital raising | - | 3.0 |
| Offer proceeds | - | 41.5 |
| Offer costs | - | (3.5) |
| Income tax paid | 0.1 | - |
| Net cash flow | 18.0 | 35.0 |

Appendix 4D Net Tangible Assets Backing per Ordinary Share

Adjusted Net Tangible Assets Backing per Ordinary Shares

| | H1'20 | H1'19 | Notes |
|---|-------------|-------------|---|
| Net tangible assets | 49.0 | 1.9 | The material increase in H1'20 net tangible assets compared to H1'19 reflects the impact of the IPO capital raising |
| Number of ordinary shares | 169.4 | 0.2 | The material increase in H1'20 ordinary shares reflects the issuance of additional shares on IPO |
| Net tangible assets backing per ordinary shares | 0.29 | 7.92 | |
| Number of ordinary shares adjusted for share split | 169.4 | 133.2 | Refer to Key Offer Statistics of the prospectus (page 5) for further detail |
| Adjusted net tangible assets backing per ordinary shares | 0.29 | 0.01 | H1'20 net tangible assets backing per ordinary shares reflects an increase compared to H1'19 after adjusting for the issuance of additional shares on IPO |



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