

19 March 2020

ASX RELEASE

Company Announcements Platform

MARCH 2020 MARKET UPDATE

MoneyMe Limited (ASX: **MME**) ("MoneyMe" or "Group"), is pleased to provide a market update following the current market uncertainty and volatility relating to the coronavirus (COVID-19).

Highlights: Business Update

- MoneyMe is pleased to announce that the Group has now passed its FY20 prospectus forecast Closing Loan Book of \$141.9 million. The loan book is continuing to grow;
- As of 15 March, the Group had contracted over 98% of the FY20 prospectus forecast revenue. The Group continues to deliver revenue growth that will meet or exceed the prospectus forecast;
- MoneyMe maintains on plan to access a larger securitised funding facility at a substantially lower cost within this financial year; and
- The Group's diversified loan pool continues to perform well, with all pool parameters well inside all covenant thresholds.

Highlights: COVID-19 Update

- To date the impact from COVID-19 across the business has been minimal;
- Stricter credit decision engine rules have been executed to reduce risk in specific borrower segments that present higher credit risks;
- The Group maintained a prudent provision for losses in its prospectus forecast with current loss rates lower than forecast;
- The Group has a well-capitalised balance sheet, is cashflow positive, has a low operating cost structure, wide diversification in the customer base and a proactive credit risk management, that position the Group to withstand increased market risks;
- Less than 10% of the Group's existing receivables are from customers in the hospitality, travel and tourism sectors;



- 85% of the loan book has full time employment, with the remaining 15% a mixture of employed permanent part-time as well as casual; and
- The Group is performing daily credit risk analysis and using its agile technology to respond quickly to emerging risks and also optimize strengths in the loan book.

BUSINESS UPDATE

The Group is pleased to announce it has passed its prospectus forecast for Closing Gross Loan Book of \$141.9 million. The business is cash flow positive. As of 15 March, the Group had contracted over 98% of the FY20 prospectus forecast revenue and it continues to deliver revenue growth that will meet or exceed the prospectus forecast.

MoneyMe continues to be in a strong financial position with a well-capitalised balance sheet, diversified customer risks, no corporate debt, low cost operations and strong credit quality.

MoneyMe remains on course to execute its capital cost reduction strategy, with ongoing progress made in relation to its new funding facility, which is expected to be delivered by 30 June 2020. The Group's current diversified funding structures continue to perform, with all pool parameters well inside all covenant thresholds.

COVID-19 UPDATE

Through its direct to consumer distribution model the Group maintains strong diversification across all demographics in its loan portfolio, with more than 90% of receivables in industries other than hospitality, travel and tourism.

To date MoneyMe has not observed any loan book credit deterioration from the impact of COVID-19, however it has taken precautionary action to reduce credit exposure to customers in segments it has identified as having potential higher risk.

MoneyMe's proprietary artificial intelligence platform, Alden® is in action to instantly decision against any negative trends observed in customer's demographic, age, industry or credit and bank transaction data.



MoneyMe has also taken a number of actions to support the safety and wellbeing of our employees. These include working from home arrangements, regular communication and updates in reference to the latest health and governance announcements, the avoidance of external meetings and actions to support and promote high standards of hygiene.

Staff are able to work remotely without any effect on daily operations, risk management and customer service. The business will continue to evolve its response in this area as advice is received and the situation develops.

Clayton Howes, MoneyMe's Managing Director and Chief Executive Officer said:

"Despite the current issues in the global economy, as a digital business MoneyMe is well prepared for emerging impacts arising from COVID-19. We are conservative in the risk assessment of loans and have taken measures in anticipation of changing circumstances in various employment sectors. The business continues to perform to expectations and has an advantage of being an operationally cash flow positive business with a strong balance sheet, automated operations and diversified customer base to withstand economic conditions.

"MoneyMe is maintaining its high focus on our customers, the wider community and staff, and whilst operating from our alternate work locations, we have maintained our positive customer service levels and high staff morale", he added.

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

-ENDS-



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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.