

20 July 2020

## hummm 4Q20 retailer update

- **hummm** welcomes high profile retailers in 4Q20 including Temple & Webster, Amart Furniture, Snooze and luxury brand Bally
- Strong online growth continues with 4Q20 ecommerce volume up 315% and total transactions up 447% on 4Q19
- Momentum driven by a record number of ecommerce and instore integrations in 4Q20
- BPAY feature launched in 4Q20 allows customers to pay for bills in manageable interest free instalments with **hummm** at a range of service providers

FlexiGroup Limited (ASX: FXL) ("**flexigroup**") is pleased to provide a **hummm** retail partner update for the quarter ended 30 June 2020 ("4Q20").

**flexigroup's** differentiated proposition of interest free spending from \$1-\$30k continues to resonate, with a number of new high profile retail partners including Temple & Webster, Amart Furniture and luxury brand Bally joining the **hummm** platform.

A strategic partnership with Veterinary Growth Partners will see approximately 170 independent Veterinary Hospitals have access to **hummm**. This partnership, combined with online pet retailers PETStock and PetPost, ensures that pet owners will have a complete solution with **hummm**.

June 2020 saw the company onboard a record number of merchants to both instore and online. New online merchants in 4Q20 increased 54% on 4Q19. **flexigroup's** investment in its onboarding process enables merchants to be integrated and humming online within 48 hours.

### New retailers added in 4Q20

Retail		Health and wellbeing	Home
<ul style="list-style-type: none"> <li>• <b>Bally</b></li> <li>• <b>Regency Jewellers</b></li> <li>• <b>RedBalloon</b></li> <li>• Cotton On</li> <li>• Cotton On Kids</li> <li>• Cotton On Body</li> <li>• Typo</li> <li>• Rubi</li> <li>• Factorie</li> <li>• Supre</li> </ul>	<ul style="list-style-type: none"> <li>• CAMILLA AND MARC</li> <li>• Lego</li> <li>• Blue Illusion</li> <li>• Ginger &amp; Smart</li> <li>• Bonds</li> <li>• Sheridan</li> <li>• Champion</li> <li>• Bras N Things</li> <li>• SurfStitch</li> <li>• Tarocash</li> <li>• yd.</li> </ul>	<ul style="list-style-type: none"> <li>• <b>ABC Dental</b></li> <li>• <b>Hear Clear Australia</b></li> <li>• <b>Veterinary Growth Partners</b></li> <li>• <b>First Step Fertility</b></li> <li>• PETStock</li> <li>• PetPost</li> <li>• Bloom Hearing Specialists</li> <li>• Independent Living Specialists</li> <li>• SportFirst</li> <li>• Blue Sky Outdoor Experts</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Amart Furniture</b></li> <li>• <b>Snooze</b></li> <li>• <b>Designer Appliances</b></li> <li>• <b>OSMEN Outdoor Furniture</b></li> <li>• <b>Cocolea Furniture</b></li> <li>• Temple &amp; Webster</li> <li>• Miele</li> <li>• Panasonic Air Conditioning</li> <li>• Apex Solar Group</li> </ul>

*Retailers in bold are new partners announced today.*

The continued momentum across **hummm**'s target verticals of health and home improvement, which are experiencing strong demand in the current environment, takes total interest free retail partners across Australia and New Zealand to 56,000 as at 4Q20.

As a result of new merchant integrations, as well as a structural shift towards online sales, online volume increased 315% in 4Q20 with total online transactions up 447% on 4Q19, with prudent credit controls continuing to be maintained. The strong online growth has been driven by whitegoods, discretionary retail, and home furnishings.

### **Flexible bill payments through BPAY**

**hummm** can now be used to pay a range of bills that offer BPAY. This will enable customers to pay for services including, but not limited to, electricity, gas, telecommunications and school fees, and repay them in budget friendly, interest free instalments at these billers.

Rebecca James, **flexigroup**'s Chief Executive Officer said:

*"The continued growth in new retailers joining the **hummm** platform, particularly in the health and home categories, shows that our differentiated product offering is compelling to merchants. With the ability to facilitate larger transactions than other buy now pay later providers, **hummm** is continuing to attract a wider range of merchants who previously haven't offered buy now pay later solutions to their customers.*

*"The work we've undertaken to simplify and speed up merchant integration, with online retailers now up and humming in 48 hours, is driving our continued business performance. With a growing and well diversified merchant base across multiple verticals and a growing awareness of **hummm** in the market, we are delighted to see our strategy of offering solutions for big and small purchases continuing to deliver.*

*"As consumers continue to adopt buy now pay later into their everyday spend, we are excited to announce **hummm**'s new BPAY feature that will help Australians manage their finances during a time when budgeting and flexible repayments are increasingly in demand."*

**-ENDS-**

Authorised for release by the **flexigroup** Disclosure Committee.

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#### **ABOUT FLEXIGROUP**

**flexigroup** is a diversified full service payments company with leading offerings in buy now pay later, revolving credit and SME finance. Serving a broad footprint of millennial spenders, through to young families and small and medium businesses, it facilitates purchases for over 2.2 million customers. For more information visit: [flexigroup.com.au](http://flexigroup.com.au)