



ASX Release

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## Raiz Invest Limited (RZI): November 2020 - Key Metrics

Raiz Invest Limited (**Raiz** or **the Company**) Australian, Indonesian, and Malaysian active customers and Australian total funds under management (FUM) update for the month to 30 November 2020<sup>1</sup>.

### Commentary

Raiz Invest CEO George Lucas says: “The growth in Funds under Management (FUM) in November exceeded our forecasts. Having passed \$500 million for the first time in September, the growth accelerated in November, growing 10.6% to \$581.34 million in Australia. This was driven by a strong inflow of funds from existing customers and rising equity markets in November.

“Active customer growth also accelerated, rising 6.4% to 317,963, despite the ongoing restraint that COVID-19 is having on the economies of the three countries.

“In November we also won Best Fintech Superannuation Service/Platform at the 2020 FinTech Awards.

“The other news of note in November was the announcement that Kevin Moore would be appointed as a non-executive director and Chairman (taking effect on 1 December). Kevin is a digital marketing specialist with multinational board and global business experience, making him ideal for Raiz at this stage of its development and greatly assisting with our continued expansion into Southeast Asia and Australian growth.

“The focus over the coming months in Australia is to deliver a portfolio where our customers can choose their own asset allocation, as well as the addition of self-managed super funds (SMSFs), both of which should assist in increasing revenue per customer. In Southeast Asia, we are focused on customer acquisition, which after four months of being fully operational is very pleasing.”

### Global Active Customers

	30 Nov 2020	31 Oct 2020	1 Month % change	3 Month % change	12 Month % change
Customer Sign Ups	1,252,897	1,180,988	+6.1%	+16.2%	+61.7%
Investment Accounts	584,456	549,567	+6.3%	+17.1%	+64.4%
<b>Active Customers</b>	<b>317,963</b>	<b>298,866</b>	<b>+6.4%</b>	<b>+16.0%</b>	<b>+51.9%</b>



### Australia - Active Customers and Funds Under Management (FUM)

AUD	30 Nov 2020	31 Oct 2020	1 Month % change	3 Month % change	12 Month % change
Customer Sign Ups	946,107	932,581	+1.5%	+4.0%	+22.1%
Investment Accounts	437,116	429,005	+1.9%	+4.4%	+22.9%
<b>Active Customers</b>	<b>233,477</b>	<b>229,804</b>	<b>+1.6%</b>	<b>+2.6%</b>	<b>+11.5%</b>
Retail	\$502.11m	\$452.73m	+10.9%	+17.6%	+33.6%
Superannuation	\$79.23m	\$72.86m	+8.7%	+11.5%	+27.2%
<b>Total FUM</b>	<b>\$581.34m</b>	<b>\$525.59m</b>	<b>+10.6%</b>	<b>+16.7%</b>	<b>+32.7%</b>

### Southeast Asia - Active Customers

	30 Nov 2020	31 Oct 2020	1 Month % change	3 Month % change
<b>Indonesia</b>				
Customer Sign Ups	177,705	154,974	14.7%	52.1%
Investment Accounts	113,864	95,782	18.9%	73.5%
<b>Active Customers</b>	<b>56,699</b>	<b>48,448</b>	<b>17.0%</b>	<b>67.5%</b>
<b>Malaysia</b>				
Customer Sign Ups	129,085	93,433	38.2%	147.4%
Investment Accounts	33,476	24,780	35.1%	124.7%
<b>Active Customers</b>	<b>27,787</b>	<b>20,614</b>	<b>34.8%</b>	<b>119.4%</b>

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#### Market Announcement authorised by:

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## About Raiz

Raiz Invest Limited (ASX: RZI) is Australia's largest, mobile-first financial services platform designed to boost investing and savings in and outside of superannuation, available via the Raiz app or its website.

To gain greater insight to the Raiz business and our strategy, watch our short video by visiting <https://raizinvest.com.au/investors/>

Since launching in 2016 Raiz has achieved solid growth, amassing more than 1.25 million downloads, over 1,250,000 signups, with over 317,000 active monthly customers and over \$580 million funds under management as at 30 November 2020.

Raiz was awarded Australia's Investment Innovator of the Year at the 2017, 2018 and Investment Platform Innovator of the Year 2019 FinTech Business Awards, won the 2018 Australian FinTech Award for FinTech Innovation in Wealth Management (Robo-Advice) and won Best Fintech Superannuation Service/Platform at the 2020 FinTech Awards. Raiz Invest Super was also a finalist in the SuperRatings Best Innovation for 2020 at the Superannuation awards. The platform continues to grow with over 16 new products and features releases since launch.

Raiz Invest Limited operates in Australia, Indonesia and Malaysia as part of the growth and expansion strategy of the business throughout Southeast Asia.

For more information visit: [www.raizinvest.com.au](http://www.raizinvest.com.au)

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<sup>i</sup> All figures are un-audited.