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Email to Raiz Invest (RZI) shareholders and customers: Highlights 2021

Raiz Invest Limited (ASX: RZI) is pleased to present you with our highlights for the 2021 calendar year, during which we achieved several major milestones.

Highlights

Raiz 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 our website.

Throughout the year, we were primarily focused on executing our strategy of expanding our business in Australia and Southeast Asia. In doing so, we achieved record results across all key metrics.

In November, we announced that our total Funds Under Management had surpassed \$1 billion off the back of strong customer growth and continued customer engagement, which has seen average balances grow to nearly \$3,000 per customer.

In the same month, we also announced Seven West Media's strategic investment in Raiz. Combining Raiz's consumer offering, which has widespread appeal, with SWM's scale and audience reach provides a significant opportunity to accelerate the growth of the Raiz business into 2022 and 2023.

None of our achievements would be possible without the support of our customers who validate our business model daily with the average customer making over four deposits a month into the Raiz fund.

This calendar year we have also seen many feature and product developments based on customer feedback including Customised Portfolios, Raiz Home Ownership, and SMSF accounts, with many more just around the corner including a new and improved Raiz Kids.

Feedback from our customers is a key ingredient in the success of Raiz and we pride ourselves on delivering on customer feedback to ensure we are meeting our customer's expectations.

Key highlights of the year include:

- Record growth across revenue, Active Customers, and Superannuation FUM
- Remained operating cash flow positive throughout the calendar year despite considerable investment in Southeast Asia and Australia expansion as well as product development
- Total normalised revenue for Raiz platform up 82.2% same period year on year (YOY) to \$4.07 million in Q1 FY22
- Global Active Customers up 85.2% YOY to 533,755 in Q1 FY22
- Australian FUM up 93.8% YOY to \$970.2 million in Q1 FY22
- Superannuation FUM up 158.7% YOY to \$183.7 million in Q1 FY22
- Raiz's Annual Recurring Revenue (run rate) up 87.6% YOY to \$13.5 million in Q1 FY22
- Completed the acquisition of Superestate, boosting FUM and providing Raiz with the capability to offer residential property as an asset class both inside and outside of superannuation



- Announced plans to invest \$1.5 million in Malaysia operation alongside joint venture partner Permodalan Nasional Berhad ([PNB](#))
- Announced changes to senior leadership structure and Board, positioning Raiz well for its next phase of growth
- Released an AGM investor presentation, available [here](#).
- SWM will take a 6.6% stake in Raiz via a \$10 million share placement

Seven years ago, the concept of an investment app accessible to anyone on a smartphone and as little as \$5 to invest was no more than a pipe dream.

The global Raiz team has worked hard to make this dream come true – and you can see what has been achieved in Australia and Southeast Asia. This success has been achieved notwithstanding a pandemic that has gripped the world for nearly two years.

With the continuing support of our customers, we look to expand our Southeast Asian business into Thailand while also further strengthening our position in Australia working with SWM.

Media Highlights

Seven West buys stake in fintech Raiz for \$10 million - [Business News Australia 30 November 2021](#)

The best age to start investing in the share market - [The NewDaily 3 August 2021](#)

Here's why the Raiz (ASX:RZI) share price is storming 8% higher today - [The Motley Fool 4 August 2021](#)

Raiz Share Price Jumps 8% on Key Metrics Update (ASX:RZI) - [MoneyMorning 4 August 2021](#)

Raiz Invest (ASX:RZI) posts rosy FY21 results and outlook - [The Market Herald 25 August 2021](#)

Raiz founder prevails in boardroom row - [Australian Financial Review 19 September 2021](#)

Raiz cracks \$1b in funds as micro-investors surge - [Australian Financial Review 10 November 2021](#)

Director appointment, retirement at Raiz Invest - [Financial Standard 26 November 2021](#)

Digital Highlights

Seven West Media Makes Strategic Investment in Raiz Invest – [November 30 2021](#)

Raiz Invest Hits \$1 Billion Funds Under Management in Australia – [November 10 2021](#)

Raiz Leadership Positioning and Strategic Growth – [September 20 2021](#)

Raiz (ASX:RZI) Q4 FY21 Appendix 4c and Quarterly Update on Coffee Microcaps – [August 2 2021](#)



Raiz Invest on 'Small Caps. Big Ideas' – [June 23 2021](#)

Raiz Invest on A Current Affair – [January 28 2021](#)

Raiz Invest on Sunrise, Channel 7 – [January 5 2021](#)

Brendan Malone discussing Raiz on ausbiz – [January 5 2021](#)

Thank you for your continued support of Raiz.

We invite you to keep track of our progress on our [website](#) and follow us on [YouTube](#), [Twitter](#), [LinkedIn](#), and [Facebook](#)

Kind regards
The Raiz Team

- ENDS -

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