

31 January 2022

ASX Announcement

2Q22 TRADING UPDATE

MoneyMe Grows Revenue By 108%¹ To A Record \$25m for 2Q22

MoneyMe Limited (ASX: MME) (“MoneyMe” or “Group”) is pleased to provide this trading update to 31 December 2021.²

MoneyMe grows revenue by 108% to a record \$25m for 2Q22 with record contracted revenue³ of \$178m and gross customer receivables of \$590m for 2Q22, while continuing to see an increase in receivable credit quality.

2Q22 Trading Highlights

- Record revenue of \$25m, up 108% on pcp (\$12m, 2Q21); \$23m, 1Q22)
- Contracted revenue of \$178m, up 44% on the prior quarter (\$124m, 1Q22)
- Gross customer receivables \$590m, up 252% on pcp (\$168m, 2Q21; \$452m, 1Q22)
- Originations of \$269m, up 290% on pcp (\$69m, 2Q21; \$173m, 1Q22)
- Closing Gross Average Equifax Score of 672 (638, 2Q21; 658, 1Q22)
- Net charge-offs of 4% (4%, 2Q21; 5%, 1Q22)

Clayton Howes, MoneyMe’s Managing Director and CEO said:

“MoneyMe’s growth trajectory is now well established reflecting success with our diversified product and distribution strategy and consistent focus to deliver a leading innovative and digital experience for the Generation Now customer through our proprietary Horizon technology platform.

The business remains well positioned to continue this high growth despite the Covid-19 headwinds and to ensure that credit quality is maintained through the cycle supported by robust risk adjusted pricing, asset diversification and digital servicing capabilities.

We are looking forward to welcoming the Society One shareholders to the MoneyMe journey from March to merge two of the most widely recognised customer credit disruptors to further accelerate revenue, customer and profit growth.”

¹ Compared to the 2Q Financial Year 2021 (Prior Comparative Period)

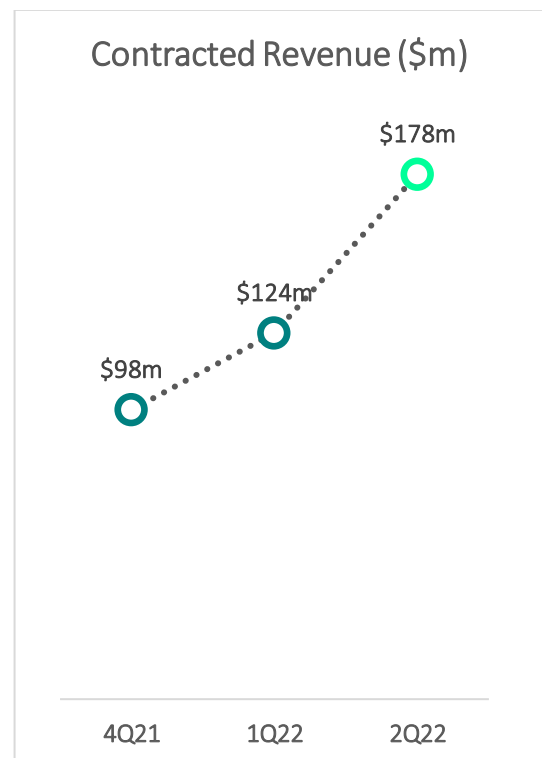
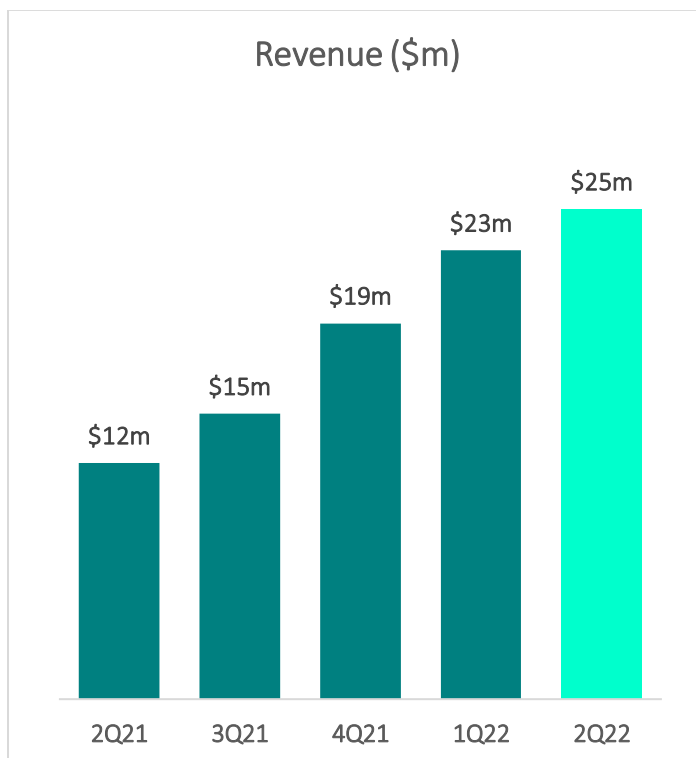
² 2Q22 trading update measures are unaudited preliminary management results.

³ Sum of total interest payable by each customer receivable over the remaining life of the customer receivable contract based upon simple interest on principal balances. Excludes fee income and potential impacts from early or late payment.

Record Revenue & Contracted Revenue

Revenue increased to \$25m for 2Q22, up 108% on the prior comparable period (\$12m, 2Q21), continuing the revenue growth from 1Q22 (\$23m).

Returns are strong with the average receivable term increasing to 47 months (41 months, 1Q22) and the average receivable size increasing to \$16,622 (\$12,950, 1Q22), increasing the future contract revenue value to \$178m (\$124m, 1Q22).



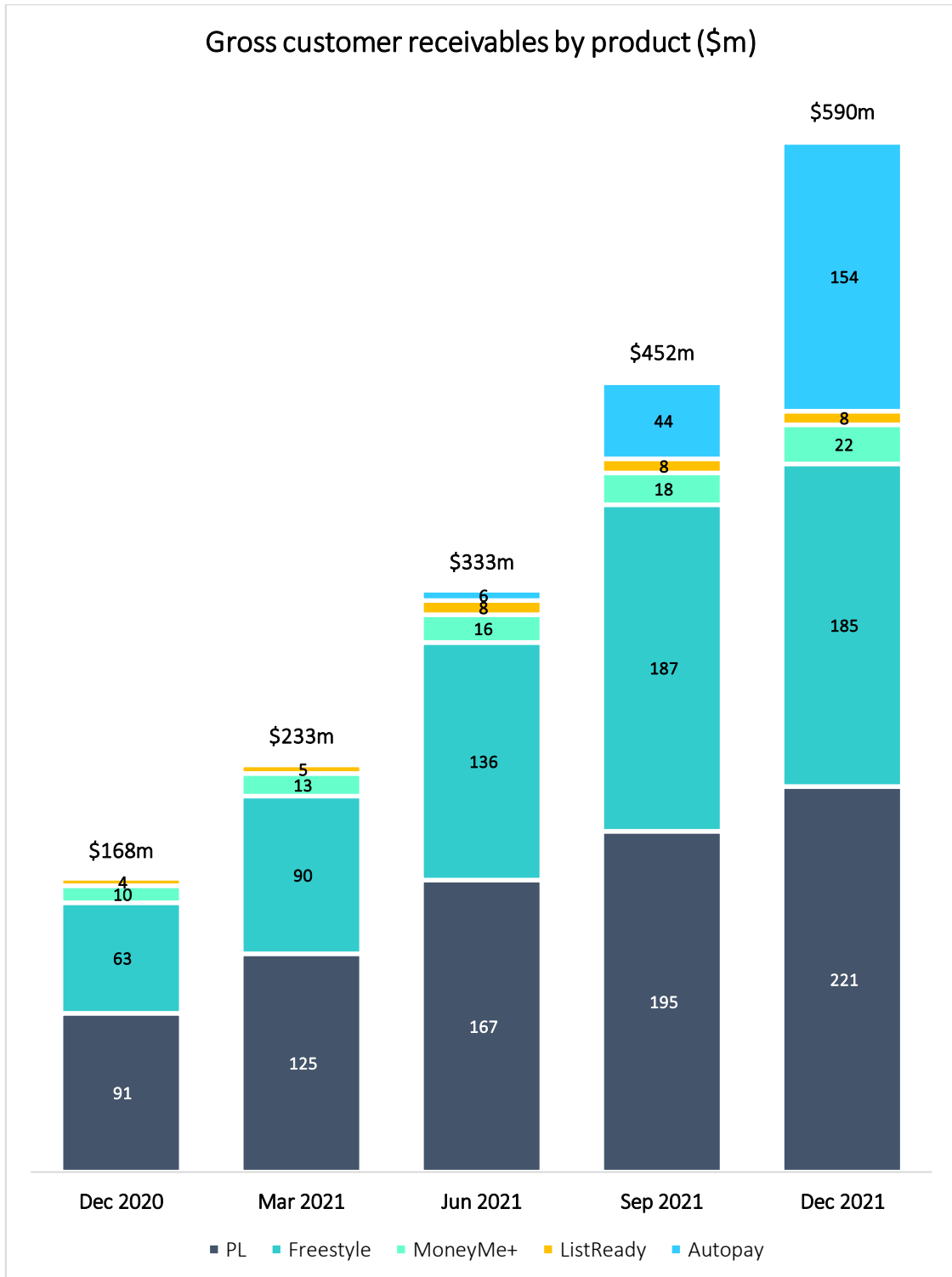
Record Originations & Gross Customer Receivables

Originations have remained strong despite the Covid-19 impacted environment with the Group achieving \$269m in 2Q22 representing an increase of 290% on the prior comparable period (\$168m, 2Q21) and are 56% higher than the previous 1Q22 quarter record of \$173m.

Autopay is now contributing significantly to originations and gaining strong market take-up. The business now has 350 dealers and 845 brokers who have access to Autopay platform, including Westside Auto in Perth which is the biggest used car dealership in Australia.

Personal Loans are continuing to post record originations with strong growth in November and December in particular. Personal Loan origination growth is expected to be boosted going forward following the set-up of a personal loan broker distribution channel in November 2021.

Gross customer receivables of \$590m were 252% above the prior comparable period (\$168m, 2Q21) and 31% higher than the prior quarter (\$452m, 1Q22). The Group's continued growth in gross customer receivables during the lockdown period is a reflection of the diversified product strategy being successfully implemented.



Strong Credit & Book Quality

Credit and book quality metrics continue to perform within planned ranges with net charge-offs at 4% for 2Q22, down slightly from 1Q 22 (5%). 2Q22 net charge-offs includes recovery income following a debt sale process completed in December 2021.

The closing gross average Equifax score was 672 for 2Q22, increasing from 638 in 2Q22 and 658 for 1Q22. The business continues to be well positioned through its diversified customer receivables and calibrated underwriting in the continuing Covid-19 environment.

Authorised on behalf of the MoneyMe Board and Disclosure Committee by:

Clayton Howes
Managing Director & CEO

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About MoneyMe

MoneyMe is a leader in innovation with its own technology (Horizon Technology Platform) and AI to deliver highly automated innovative credit products and customer experiences.

MoneyMe originates through a diversified mix of credit products and distribution channels to create significant scale and long-term customer advantages. Our automotive finance, personal loans, revolving line of credit and at point-of-sale instalment products are for credit approved customers who are seeking simplicity, fair pricing and flexibility.

Our technology platform enables applications to be completed and checked within minutes, security to be established, funds to be disbursed, or credit limits to be available, to the customer shortly after approval.

MoneyMe is an ASX-listed, licensed and regulated credit provider operating in Australia.