

ASX Release

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## **Raiz Invest poised for continued growth following strong half-year result**

*\$1bn Australian FUM milestone crossed and strategic investment from Seven West Media secured*

### **1H22 Highlights**

#### **Key metrics**

- Total normalised revenue for Raiz platform up 85% to \$8.7m year on year (YOY)
- Global Active Customers, up 73% to 594,992 YOY
- Australian funds under management (FUM), up 71% to \$1.03bn YOY
- Superannuation FUM up 136% to \$191.2m YOY
- Raiz's Annual Recurring Revenue (run rate) up 91.1% to \$14.5m YOY
- Active customers in Indonesia up 202% to 206,708 YOY
- Active customers in Malaysia up 156% to 97,079 YOY

#### **Operational and corporate**

- 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 \$2.1m in Malaysia operation alongside joint venture partner Permodalan Nasional Berhad
- Announcement changes to senior leadership structure and Board, positioning Raiz well for its next phase of growth
- Secured strategic investment from diversified media group Seven West Media (ASX:SWM), which has acquired a 6.6% stake in Raiz for \$10m
- Raiz group remained operating cash flow positive for the third consecutive quarter in Q2 FY22
- Raiz's Australian business has been operating cash flow positive for nine consecutive quarters
- As of 31 December 2021, Raiz had cash, cash equivalents, and term deposits totalling \$20.5m

Raiz Invest Limited ('Raiz' or 'the Company') (ASX:RZI), Australia's largest mobile-first financial services platform, is pleased to provide its Appendix 4D and investor presentation for its half-year financial results for the six months to 31 December 2021 ('1H22').



**Raiz Invest CEO George Lucas said:** “We are very pleased with our sustained strong growth throughout 1H 22 despite the lingering impacts of the Covid-19 pandemic.

“Throughout the first half of this financial year, we have remained focused on boosting our performance across all of our key metrics in Australia, and customer growth in Indonesia and Malaysia. We have achieved record results in the process.

“A key highlight of the half-year was our announcement in November that we had surpassed our one-billion-dollar FUM target early off the back of strong growth.

“In the same month, we announced Seven West Media’s strategic investment in Raiz. This investment not only combines our leading customer offering with SWM’s scale and reach, but also provides us with additional capital to further accelerate our growth in Australia.

“Our growth in Indonesia and Malaysia continues and we remain confident that we will be able to repeat the success of the Australian business in these countries. We are also introducing new products in Southeast Asia to expand our customer base and increase revenue per customer in this region.

“I would like to take this opportunity to thank all of our shareholders and the thousands of Raiz customers that make our continued success possible.”

- ENDS -

**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 into 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 2.6 million downloads, over 2,555,000 signups, and over 608,000 active monthly customers with over \$1 billion Funds under Management as at 31 January 2022.

Raiz continues to enhance its platform, adding 19 new products and features since its inception. In addition, Raiz is ramping up its growth and literacy strategy across Asia-Pacific, with offices in Malaysia and Indonesia with plans to expand into Thailand and Vietnam.

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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