



# Investor Presentation

1H22 Results | Strategy & Outlook

24 February 2022

[moneyme.com.au](https://moneyme.com.au)

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# 1 About MoneyMe

5 1H22 highlights

23 Strategy & outlook

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OUR MISSION

# To be the choice for Generation Now

MoneyMe is a leader in the digital credit sector using technology and artificial intelligence to deliver highly automated innovative products and customer experiences



moneyme  
PERSONAL LOANS

Freestyle  
virtual Mastercard®

AUTOPAY  
FINANCE ACCELERATED

ListReady  
PAY LATER SOLUTION FOR LISTING EXPENSES

RentReady  
THE BETTER WAY TO MANAGE PROPERTY EXPENSES

moneyme+  
Shop now & pay later

Our core values

We innovate, always

We're truly passionate about creating incredible technology-led experiences

We build products of the future, today

We're creating trust and fairer credit for the next generation

We are here for purpose and profit

We're committed to having a positive impact on our community and environment

We stand together

We're proud that our diversity and inclusion gives us an edge

We get sh\*t done!

We're agile, collaborative and accountable which is the way we love to work

# The MoneyMe difference

MoneyMe's continuing success reflects how it is founder and innovation led, has a high total addressable market and remains focused on delivering high growth that is underpinned by technology and the delivery of profit with purpose.

Superior returns



Founder & innovation led



High total addressable market



High growth



Technology driven

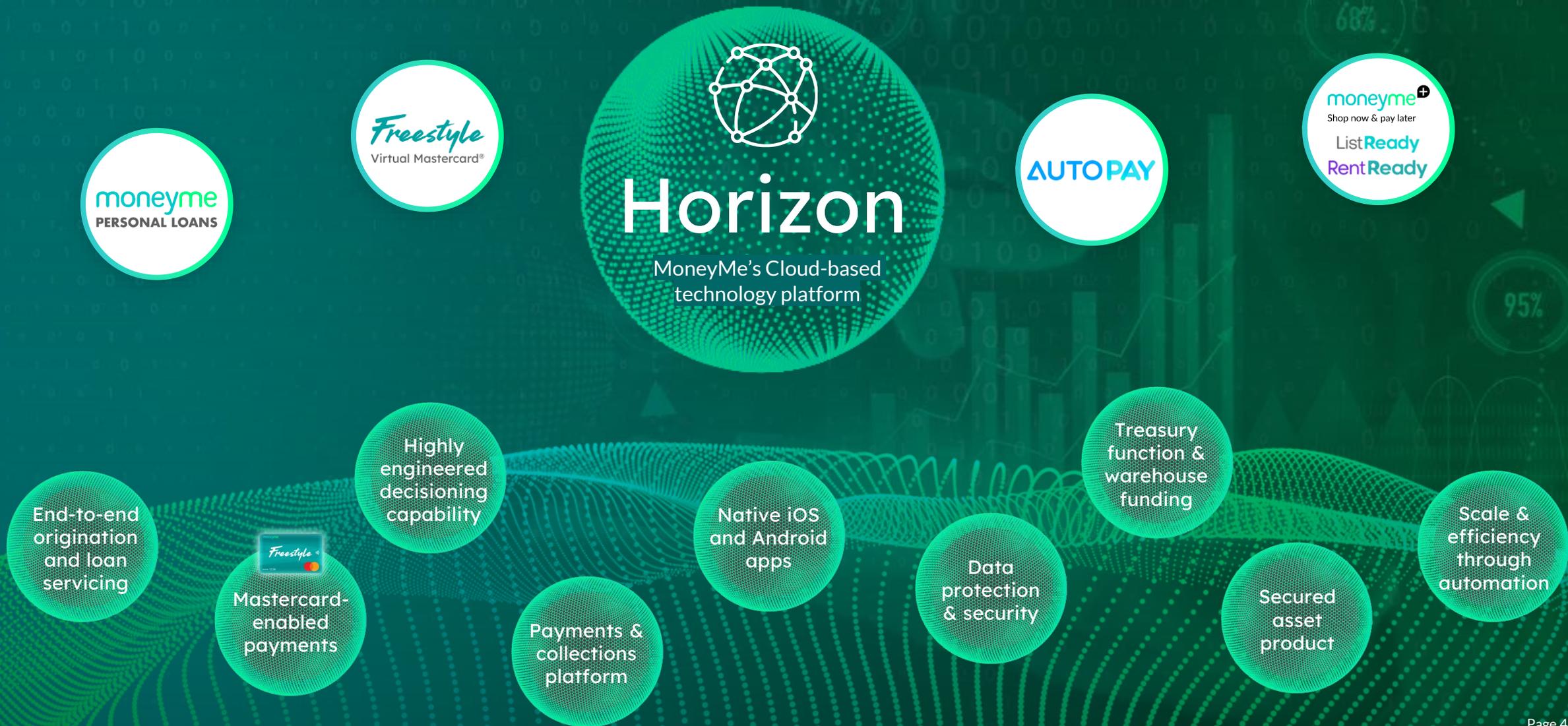


Profit  
With purpose



# Proprietary Horizon technology driving innovation

Supporting delivery of superior product innovation, customer experience and efficiencies



1 About MoneyMe

**5 1H22 highlights**

23 Strategy & outlook

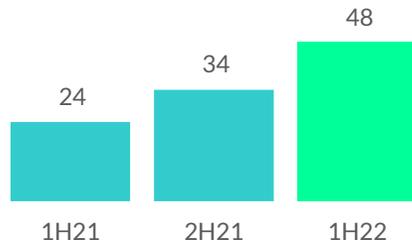
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# 1H22 key highlights <sup>1</sup>



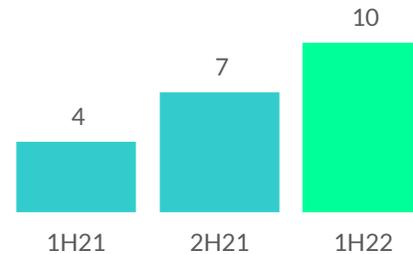
## Revenue up 101%

\$48m 1H22 vs \$24m 1H21



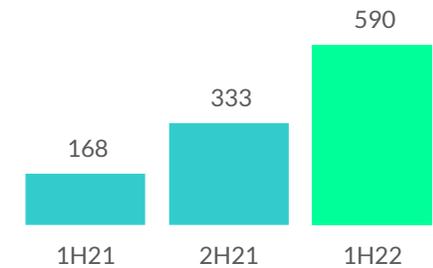
## Cash profit up 140%

\$10m 1H22 vs \$4m 1H21



## Gross customer receivables up 252%

\$590m 1H22 vs \$168m 1H21



## \$155m Autopay gross receivables

- **\$150m+** originated since Autopay product launch in April 2021
- **\$155m** gross customers receivables at 31 Dec 2021 (\$6m at 30 June 2021)
- **25 minutes** fastest settled deal to-date



## SocietyOne acquisition

- Combining two of the leading digital consumer lenders in Australia to boost revenue, customer and profit growth
- SocietyOne's strong brand, high-value customer base and distribution capabilities will accelerate winning market share from incumbent lenders, with scale advantages and winning customer experiences



## Expanded distribution channels

- Over 1,000 Autopay dealers and brokers added in 1H22
- Expansion into Personal Loan broker market
- Digital distribution channels continue to achieve market leading outcomes

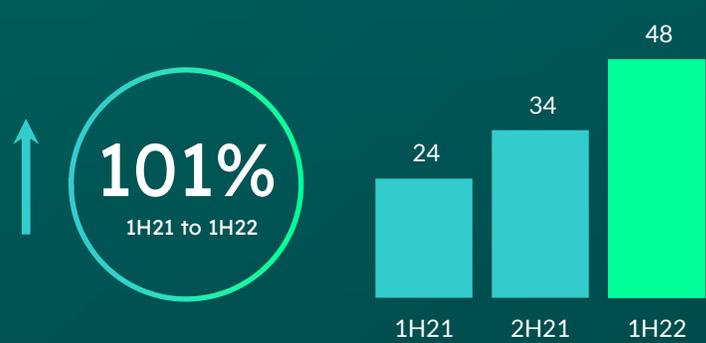
# 1H22 financial highlights

Record receivables, profitable returns, sound credit & book quality

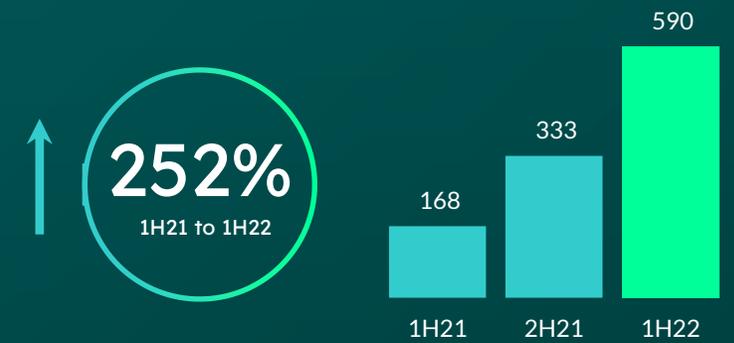
Cash NPAT (\$m)



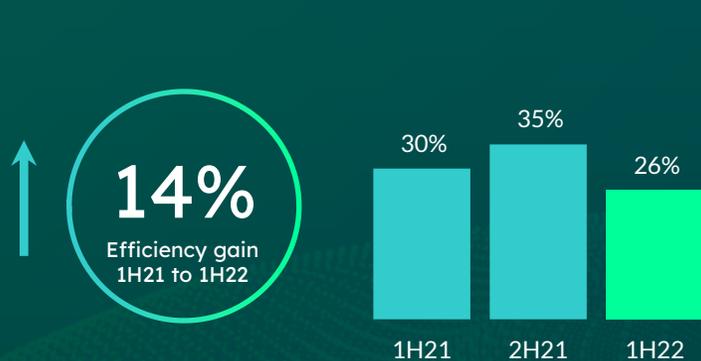
Total revenue (\$m)



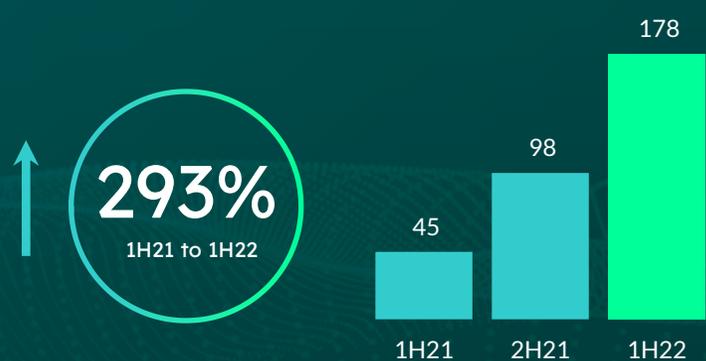
Gross customer receivables (\$m)



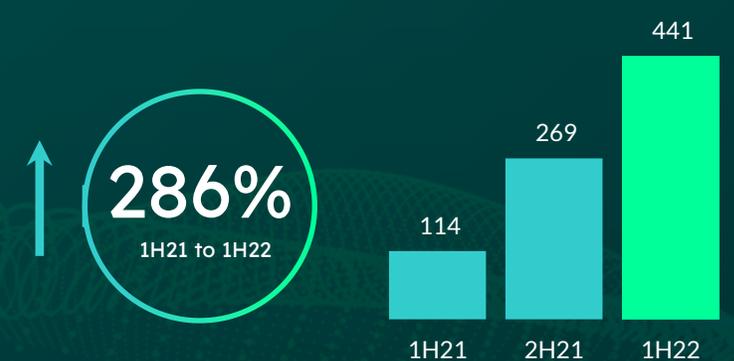
Total operating expenses to receivables (%)



Future contracted cash interest (\$m)



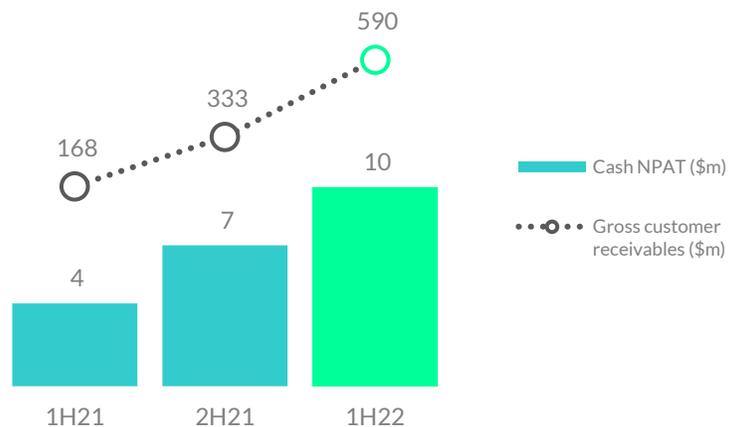
Total originations (\$m)



# Robust returns

- **Cash NPAT \$10m** for 1H22, increasing from \$7m for 2H21 (up 41%) and \$4m for 1H21 (up 140%)
- **Statutory loss \$19m** for 1H22 – statutory NPAT adjustments to cash NPAT reflect the removal of non-recurring expenses and application of actual losses rather than the AASB 9 based expected credit loss to support an alignment to revenue recognition over time
- **Revenue \$48m** for 1H22, increasing from \$34m for 2H21 (up 42%) and \$24m for 1H21 (up 101%)
- **Future contracted cash interest \$178m** as at 31 December 2021, increasing from \$98m at 30 June 2021 (up 81%) and \$45m at 31 December 2020 (up 293%)

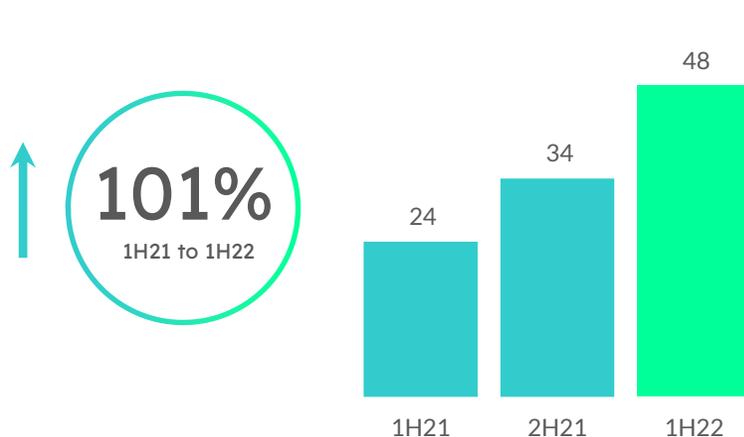
Profit & asset growth (\$m)



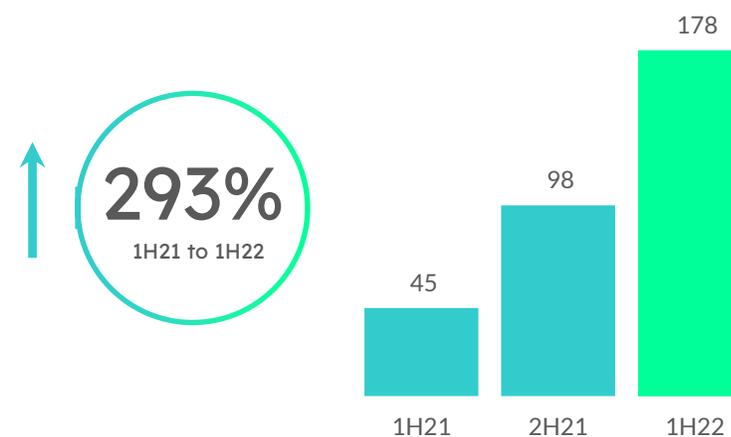
Statutory NPAT to cash NPAT reconciliation



Revenue growth (actual) (\$m)



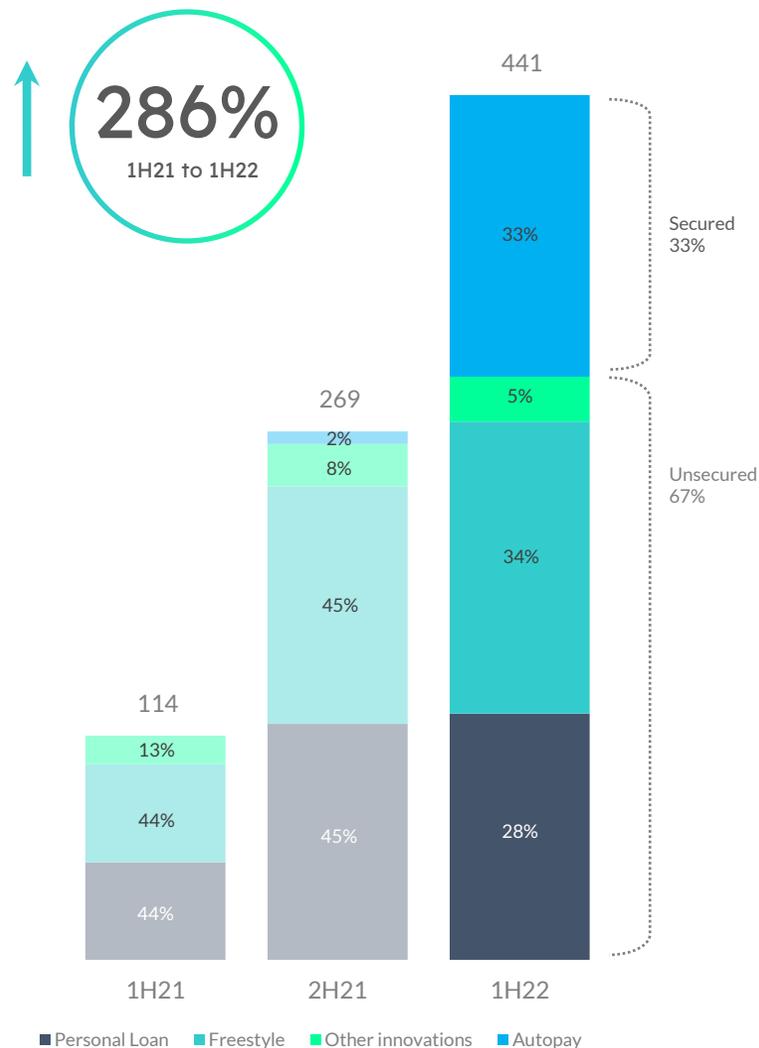
Revenue growth (contracted) (\$m)



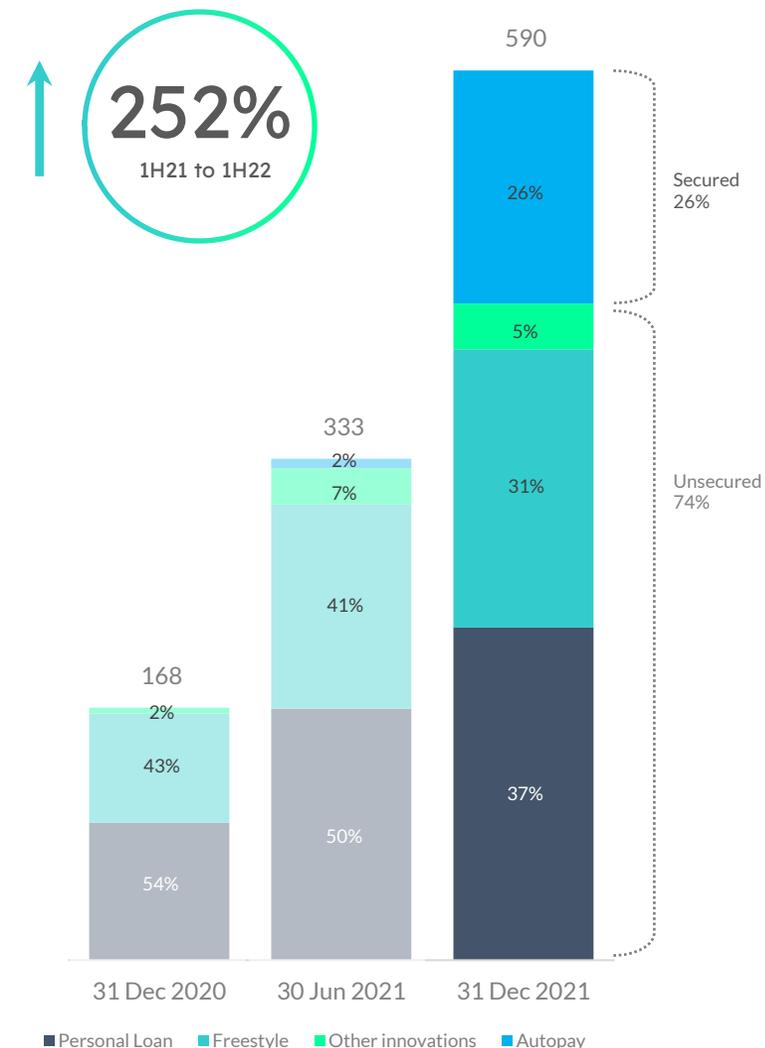
# Record receivables growth

- **Total originations \$441m** for 1H22, increasing from \$269m in 2H21 (up 64%) and \$114m in 1H21 (up 286%)
- **Closing gross customer receivables \$590m** for 1H22, increasing from \$333m for FY20 (up 77%) and \$168m for 1H21 (up 252%)
- **Personal Loan** and **Freestyle** gross customer receivables increasing from 1H21 to 1H22 but reducing as a % of overall portfolio as Autopay originations soar over the past 6 months
- **Autopay originations reach \$150m+** since product launch in April 2021 with 1H22 closing gross customer receivables of \$155m
- **Secured book increased to 26%** in 1H22 from 2% in 2H21

Total originations (\$m)



Gross customer receivables (\$m)



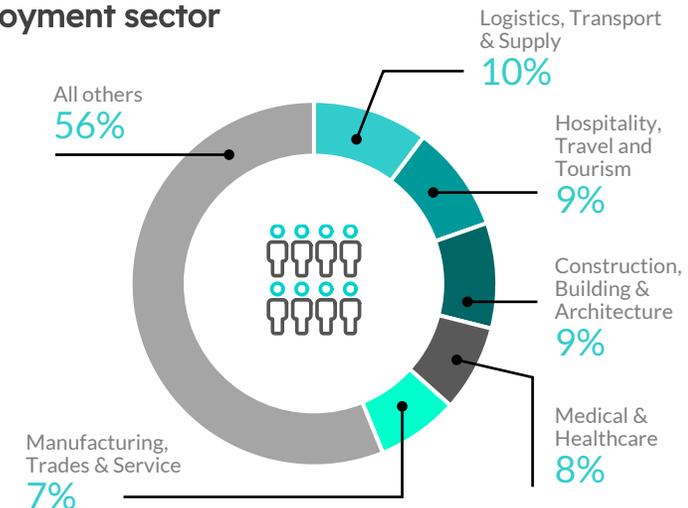
# Diversified customers

- The geographical spread of MoneyMe's customer base is broadly in line with the Australian population
- The **median customer age** is **31** which reflects the business' ability to attract customers who are earlier in their credit life cycle
- Industry sector concentration risk remains low with the **maximum** employment sector **concentration at 10%**
- **Average amount lent** is increasing (**\$14,958** in 1H22) along with our average Equifax score (**672** in 1H22)

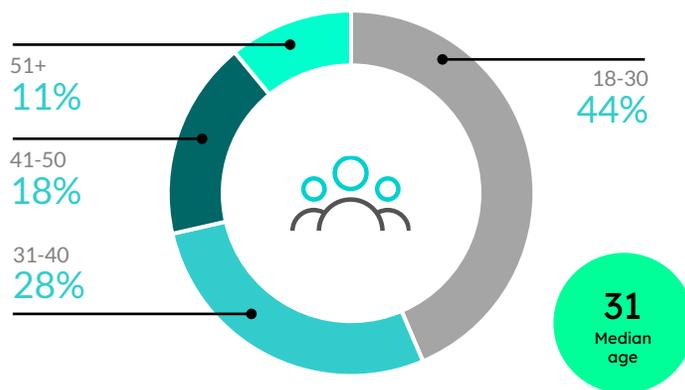
## Geographical spread



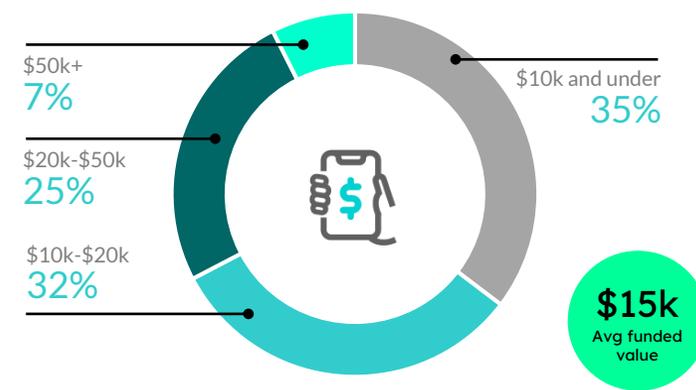
## Employment sector



## Customer age



## Funded size range <sup>1</sup>



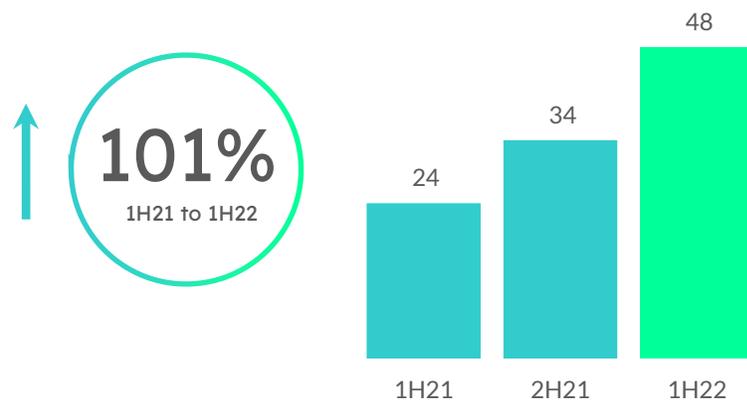
1. For Freestyle and MoneyMe+ this refers to the credit limit instead of funded amount

# Increasing revenue returns

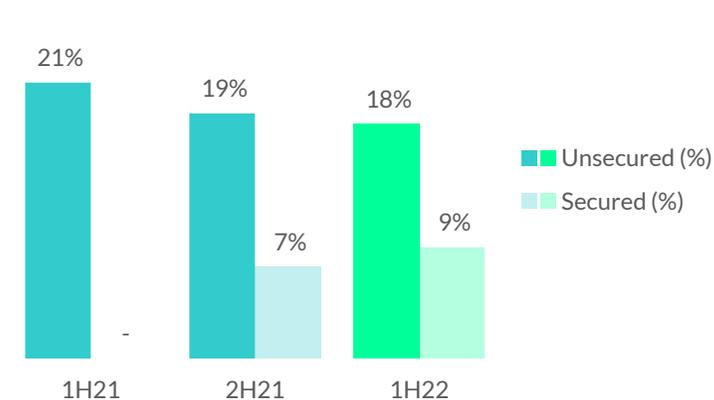
Offer term, value and pricing changes made since the settlement of the Major Bank warehouse in September 2020 have supported significant increases to receivable lifetime revenue returns to the overall portfolio:

- **Total revenue** up 101% to **\$48m**
- **Average receivable value** up 92% from 1H21 to **\$7,974**
- **Average remaining receivable term** up 209% from 1H21 to **46 months**; partially offset by
- **Average interest rate for unsecured book** down from 21% to **18%** reflecting increases to receivable term and value
- **Average interest rate for secured book** is **9%** for 1H22

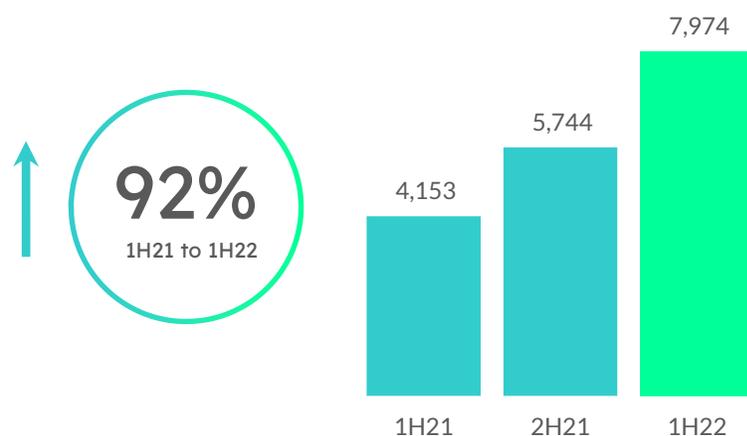
Total revenue (\$m)



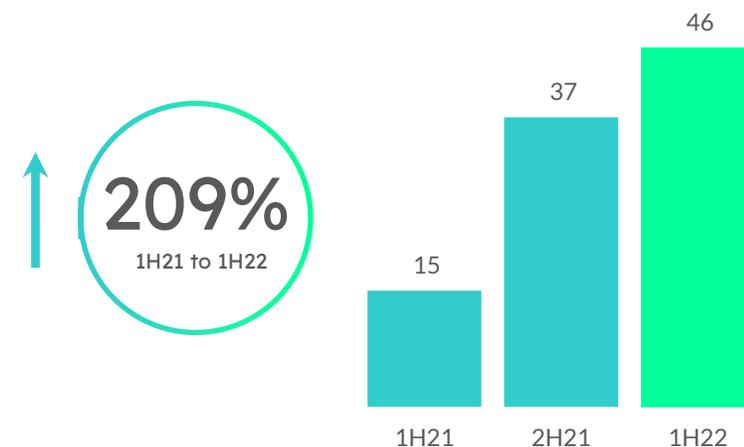
Risk-based average interest rate (%)



Increasing average receivable value (\$)



Increasing remaining receivable term (months)



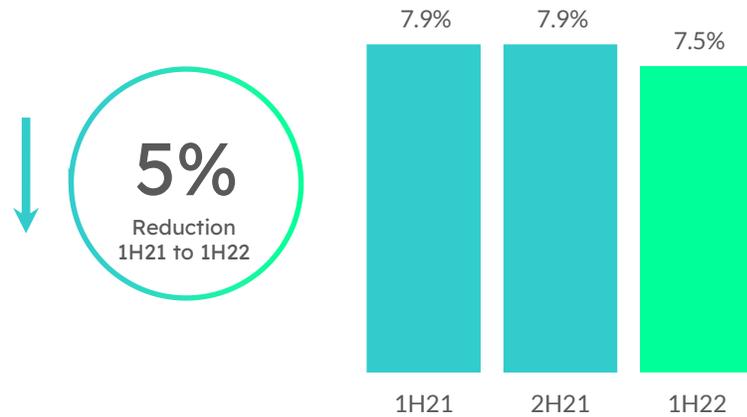
# Robust credit risk ratios

**Robust receivable credit risk and an improved economic outlook are supporting reducing credit risk expense ratios:**

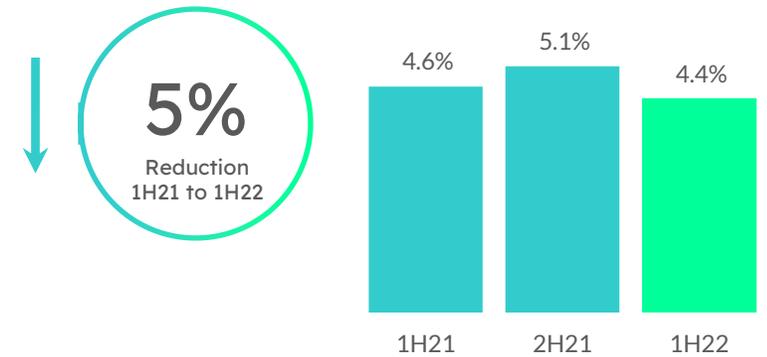
- **Provisioning 7.5%** of gross customer receivables for 1H22, reducing from 7.9% for FY21
- **Net losses 4.4%** for 1H22, reducing from 4.6% in 1H21. The results include \$3.6m of proceeds related a bad debt sale in December 2021. A further \$3.7m from the sale was received in January 2022.
- **Static loss rates** in more recent vintages expected to reduce due to better credit quality customers

The **average Equifax profile** was **672** for 1H22, increasing from 650 for FY21 and 637 for 1H21

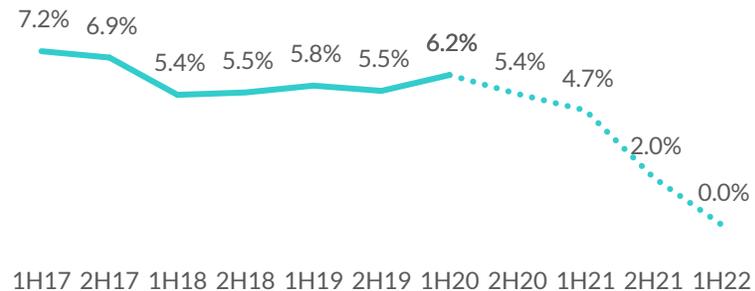
Provisioning (%)



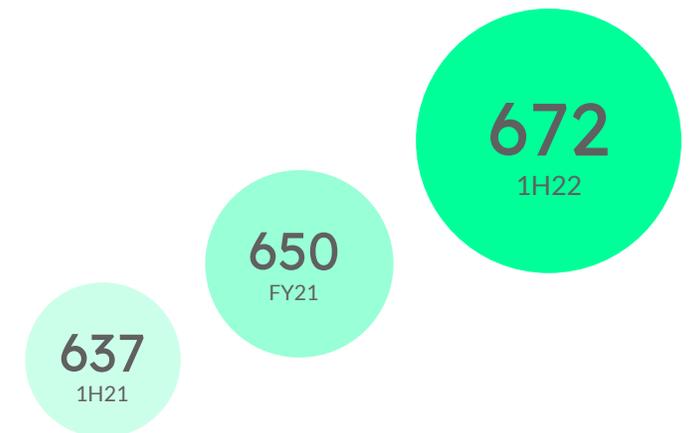
Net losses (%)



Static loss rate (%) <sup>1</sup>



Increasing average Equifax portfolio



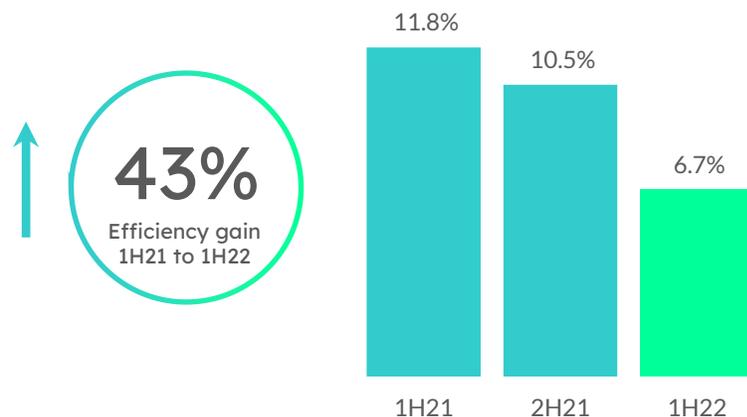
1. Static loss rates include the impact of a \$7.3m sale of bad debts completed in December 2021

# Reducing office operating costs

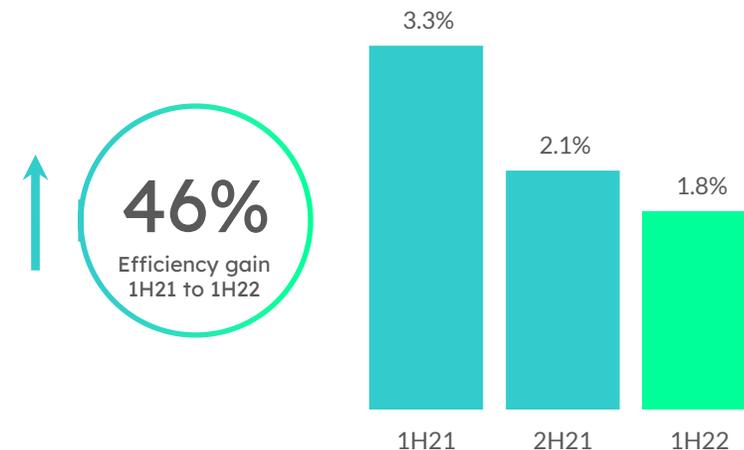
Reduced operating expense ratios <sup>1</sup> continue to reflect the significant economy of scale opportunities in the business:

- **Core office operating expense ratio 6.7%** for 1H22, reducing from 10.5% for 2H21 and 11.8% for 1H21
- **Sales and marketing expense ratio to originations 1.8%** for 1H22, reducing from 2.1% for 2H21 and 3.3% for 1H21
- **General & administrative expense ratio 3.3%** for 1H22, reducing from 5.9% for 2H21 and 6.9% for 1H21
- **Product design and development expense ratio 1.0%** for 1H22, reducing from 1.5% for 2H21 and 2.4% for 1H21

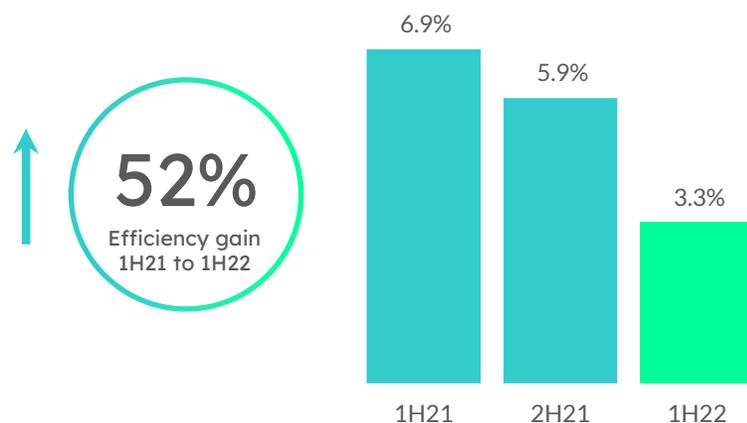
Core office operating costs to receivables (%)



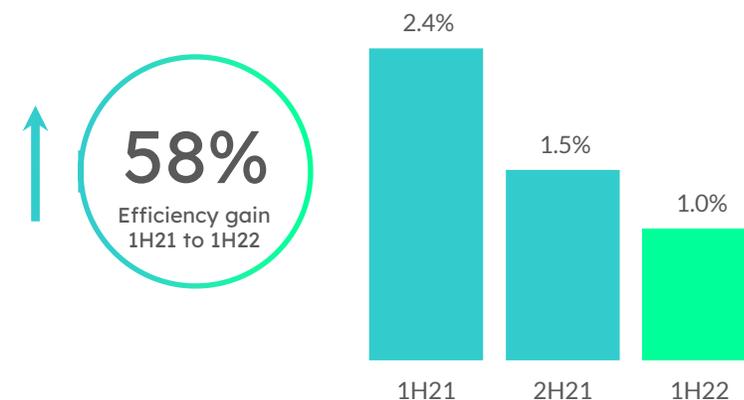
Sales & marketing expense to originations (%)



General & administrative expense to receivables (%)



Product design & development expense to receivables (%)

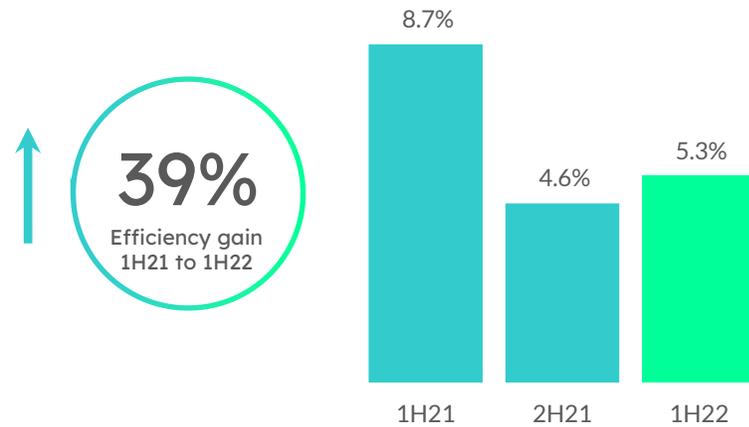


1. All ratios used in this slide have been adjusted to remove non-recurring expenses

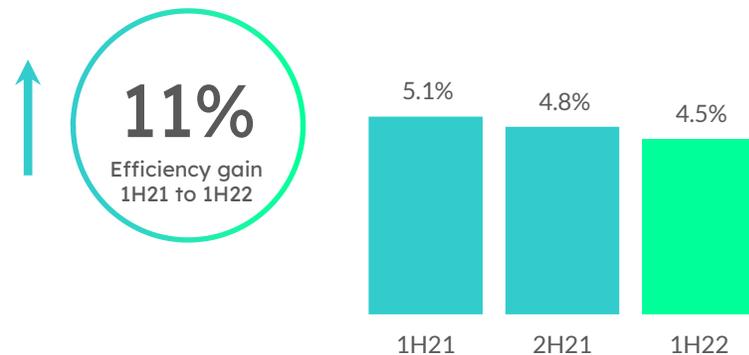
# Funding diversification with cost of funds reduction

- **A further reduction in funding costs** with a closing external cost of funds of **4.5%** at the end of 1H22
- **Step change in funding capacity** with limits increasing from \$327m to **\$769m**, demonstrating ability to meet growing originations and product innovation
- **Major Bank warehouse** established in September 2020 continues to provide majority of funding. Limits in the Major Bank warehouse increased from \$250m to **\$467m**
- **\$50m corporate syndicated facility** established in September 2021 with Pacific Equity Partners
- **Autopay-specific warehouse trust** established in December 2021

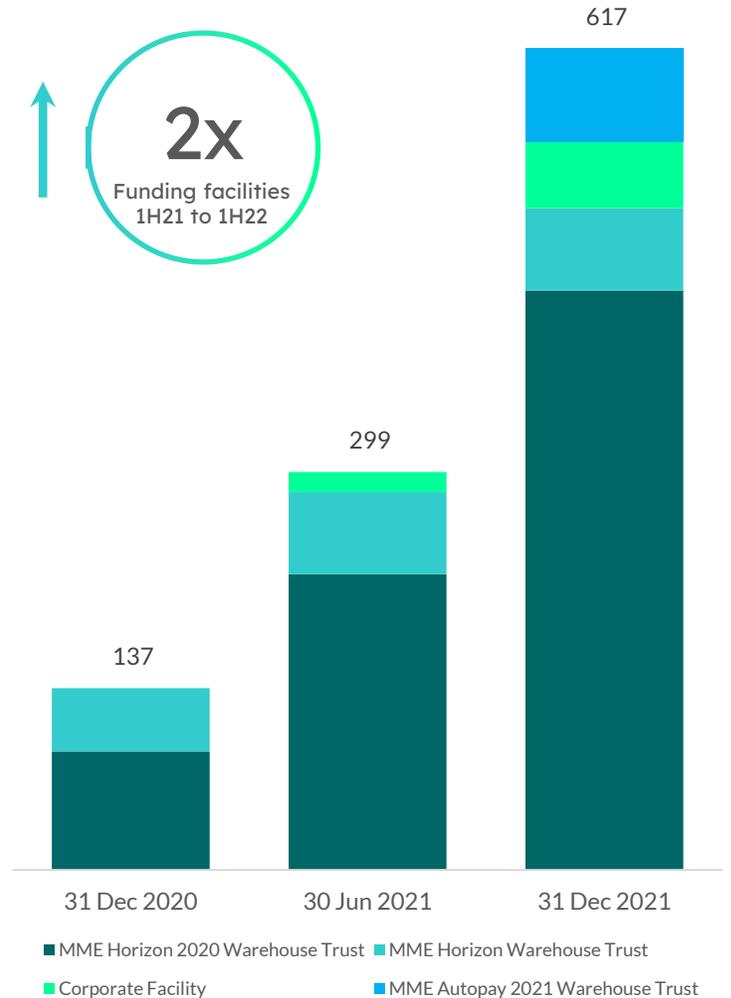
Average funding cost rate (%)



Closing funding cost rate (%)



Debt funding sources over time (\$m)



# 1H22 operational highlights

Delivery of significant product and distribution diversification, and progression of the SocietyOne acquisition while maintaining customer service excellence



**\$155m**  
Autopay receivables

\$150m+ originated since Autopay product launch in April 2021;

\$155m gross customer receivables at 31 December 2021 (\$6m at 30 June 2021);

25 minutes fastest settled deal to-date



## SocietyOne Acquisition

Combining two of the leading digital consumer lenders in Australia to boost revenue, customer and profit growth;

SocietyOne's strong brand, high-value customer base and distribution capabilities will accelerate winning market share from incumbent lenders, with scale advantages and winning customer experiences



## Expanded distributions

Over 1,000 Autopay dealers and brokers added in 1H22;

Expansion into Personal Loan broker market;

Digital distribution channels continue to achieve market leading outcomes

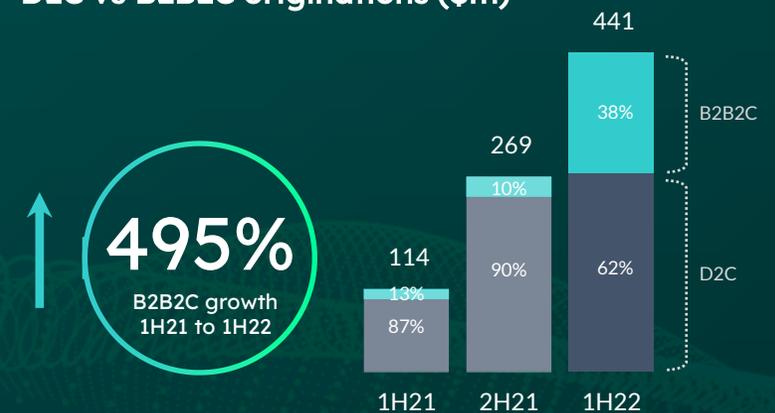
### Autopay originations (\$m)



### 1H22A annualised pro forma revenue <sup>1</sup>



### D2C vs B2B2C originations (\$m)



1. 1H22 revenue multiplied by 2. The pro forma metrics treat loans originated by SocietyOne but funded off balance sheet under SocietyOne's discontinued peer to peer funding program as though they are funded on SocietyOne balance sheet

# Consistent delivery of leading customer experiences alongside record growth

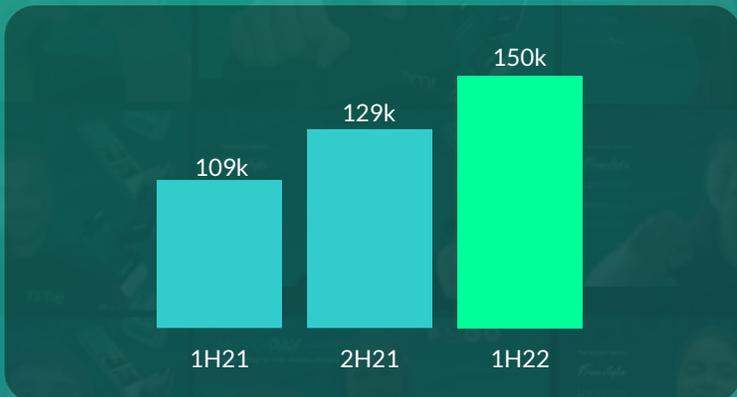
Net Promoter Score (NPS)



Customers that have had 2+ products with MoneyMe (%)



Cumulative unique customer growth



Payment automation (%)



MoneyMe’s 1H performance continues to reflect delivery of market-leading customer satisfaction and customer experience with digital simplicity and speed.

- **NPS 76** for 1H21, continuing a 70+ score now for many years.
- **37%** of customers have used at least 2 or more of our products
- **150k+** total unique customers funded since inception to-date
- **94%** payment automation in 1H22 (up from 92% in 1H21)



# Further tangible benefits delivered for our environment, employees and the community



## Environment

- Began measuring our scope 1, 2 and 3 greenhouse gas emissions
- Implemented a carbon offset initiative for all Autopay loans



## Employees

- **72** employee NPS score
- **>95%** of Australian employees are taking part in the Employee Equity Incentive Plan



## Community

- Voluntarily submitted our FY21 Modern Slavery Statement
- Supporting young people with cancer through our partnership with Canteen



## Governance

Updated employee remuneration to include ESG performance conditions:

- 30% for the performance rights incentive for the CEO and CFO;
- 10% for the Employee Equity Incentive Plan

Significant progress has been made across our ESG agenda in 1H22, reflecting our ongoing commitment to having a positive impact on our community, employees and the environment.

We are proud to have integrated environmental and social considerations into our decision-making processes.

Specifically, we acknowledge that climate change poses a significant threat to our environment, economy, and community with plans underway to further measure and reduce our greenhouse gas emissions and become carbon-neutral in the coming years.

AI-enabled & automated, yet still very personal

moneyme

# PERSONAL LOANS MADE EASY-ER

Customer  
receivables

**\$221m**

Up 142% from 1H21

Total  
originations

**\$126m**

Up 152% from 1H21

Average  
loan value

**\$10,695**

Up 45% from 1H21

Applying from the app is super easy and money is in your bank account in less than 60 minutes.

The best part is a personalised low interest rate and repayments made to fit your budget.

- Offer range up to **\$50,000** (offer term **3 to 60** months)
- Interest rate from **6.25%** p.a.
- Approval typically within 60 minutes, 7 days a week
- Personal Loan customers have a median age of **31** and an average Equifax score of **665**
- MoneyMe has expanded into the **Personal Loan broker market** in 1H22

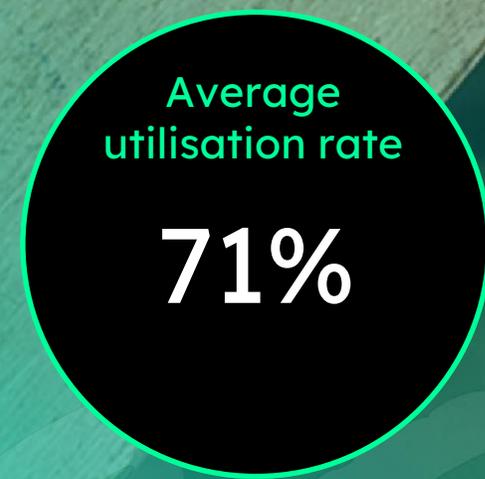
# Feature-packed virtual card for Generation Now

## Freestyle virtual Mastercard®



After an easy application, Freestyle is the virtual Mastercard® that can be used straight away!

It's packed with features and designed to manage credit with so much more control from the app. Beats the old credit card.



- Credit limit up to **\$20,000**
- Interest rate **16.99%** p.a.
- Up to **55 days** interest free on the Freestyle virtual Mastercard®



- **28,000+** active card users
- **\$44m** total card spend in 1H22 (\$65 average transaction)
- Freestyle customers have a median age of **30** and an average Equifax score of **631**

# Our innovative shop now pay later solution

moneyme



Shop now & pay later



Customer  
receivables

\$22m

Average  
credit limit

\$9,340

Up 93% from 1H21

MoneyMe+  
retail partners

430+

Signed up to-date

MoneyMe+ offers an easy and fast solution at the point of sale. It has interest free terms and the retailer pays a merchant fee.

It's targeting the bigger ticket finance sector that has mostly been left to the traditional non-bank lenders to service

- Launched August 2020
- Credit limit up to \$50,000
- 6 to 60 months interest-free period (set by the merchant)
- Interest rate 19.5% p.a. (after the interest-free period)
- MoneyMe+ customers have a median age of 27 and an average Equifax score of 674

The smart way of selling property for agents and vendors

# ListReady

PAY LATER SOLUTION FOR LISTING EXPENSES

Getting the house or apartment ready for sale is made easier with ListReady.

Easy to set up and pay for the things that help you sell your property.

Customer  
receivables

**\$8m**

Up **104%** from 1H21

Total  
originations

**\$12m**

Up **91%** from 1H21

Real estate  
agents

**3,000+**

Signed up to-date

- Service amount up to \$35,000
- Service fee 4.4% (incl. GST)
- Ability to request more funds up to the \$35,000 limit
- Partnered with 700+ agencies
- ListReady customers have a median age of 47 and an average Equifax score of 859

Our partners:



CENTURY 21



ATLAS



Harcourts Solutions



# Game changing innovation in the auto sector

With Autopay's high automation, dynamic pricing and best-in-class speed that offers secured vehicle finance that settles within 60 minutes, 7 days a week, dealers and brokers are rapidly signing up to access the product and the Autopay book continues to grow at a rapid pace.

## AUTOPAY

Currently there are:

**1,250**  
dealers and brokers

with access to the Autopay platform



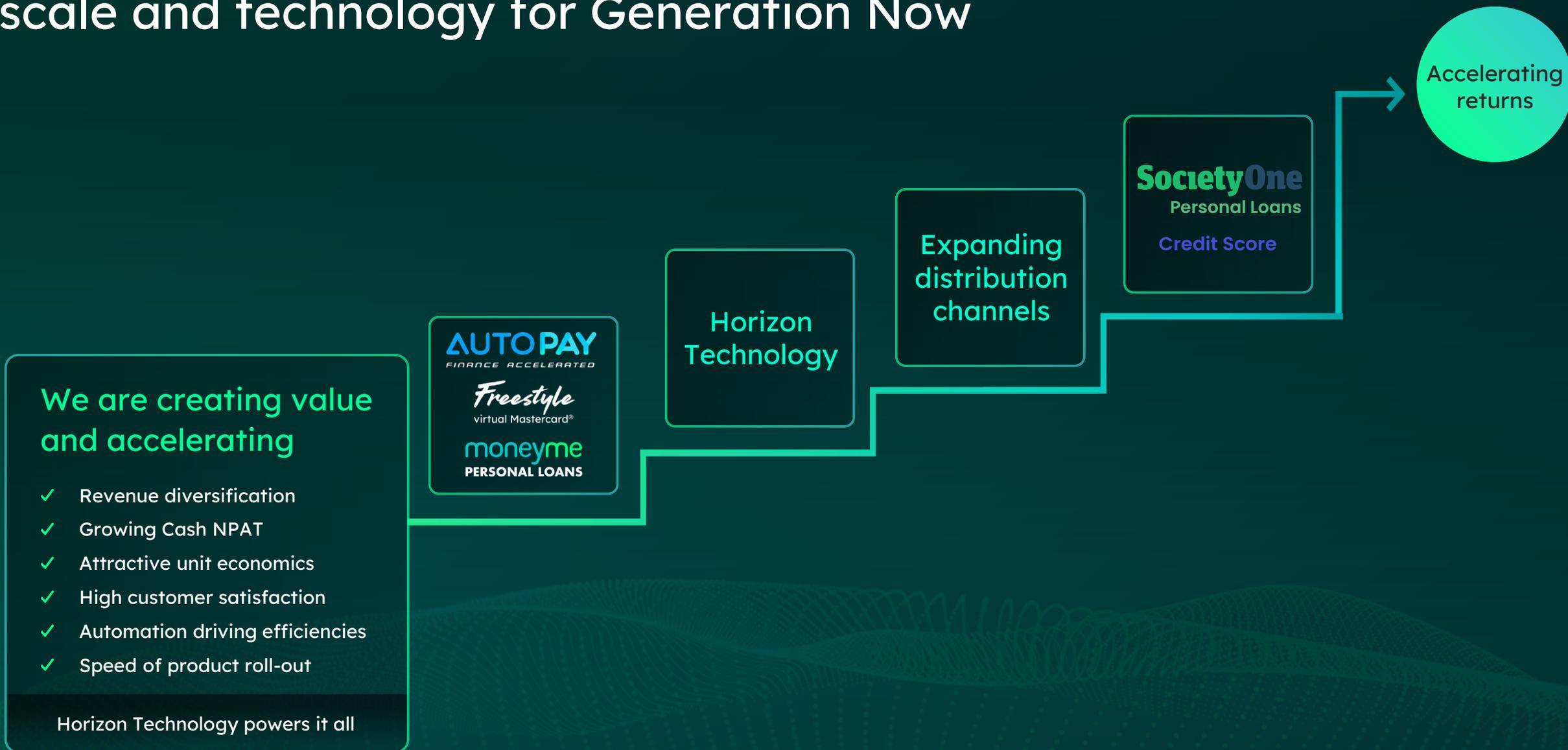
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# Accelerating returns through innovation, scale and technology for Generation Now

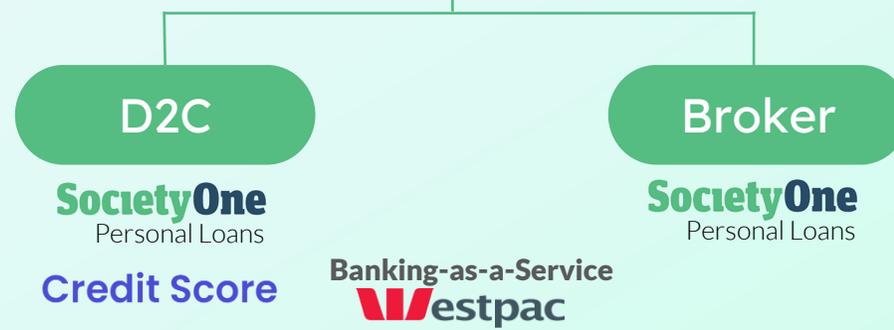


# A highly complementary combination of two of the leading digital consumer lenders in Australia that is set to accelerate Group scale and returns

moneyme



SocietyOne



Note: Data as at December 2021 unless otherwise stated

1. Pro forma gross receivables includes loans originated by SocietyOne but funded off balance sheet under SocietyOne's discontinued peer to peer funding program
2. Equifax score across all open accounts calculated on weighted average basis



# The combination delivers five significant merger benefits

**1** Significant operating leverage through increased scale

**68% increase** in MoneyMe loan book size to \$994m (Dec 2021)

**Operating leverage** benefits as SocietyOne business migrated to MoneyMe's Horizon platform

**Cost/originations<sup>1</sup> to reduce** from 6% for MoneyMe and 12% for SocietyOne to 5% for the combined group including synergies

**2** Material cost synergy opportunity

**Significant cost synergies** identified by removing duplication across functions, systems, premises, processes

**\$17m per annum** in pre-tax cost synergies (from FY24)

Incremental opportunity for **lower funding costs** through accelerated securitisation program commencement

**3** Large revenue synergy opportunity from SocietyOne customer base

**Penetrate SocietyOne's unique and high-quality customer base** with MoneyMe's more diverse product suite

**SocietyOne customer experience "turbocharged"** with Horizon platform - reduce time to fund from ~1-2 days to ~1-2 hours

**Greater than \$15m per annum** in pre-tax revenue synergies expected to be achievable (from FY24)

**4** Unlocking new distribution opportunities

**Expand broker channel, with optimised user experience** on Horizon

**Accelerating Financial Wellness** channel with ~158k Credit Score customer base (a low-cost channel)

**Banking-as-a-Service** partnership opportunity with Westpac

**5** Leverage power of combined data

**Over \$2b of combined customer origination data**

Increased revenue and improved credit risk management through **advancements in credit underwriting, artificial intelligence (AIDEN®), marketing and customer behaviour analysis**

# Confidence to deliver SocietyOne benefits

## ✓ Momentum

High calibre Integration Director engaged and building momentum and cross collaboration to support 'sprint through the Day 1 gates' activities  
Integration Committee and supporting governance framework set-up

## ✓ Transactional highlights

Key transaction obligations and conditions are being addressed as required with no significant concerns raised with a potential to delay the transaction.

## ✓ People

Strong employee engagement from across MoneyMe and SocietyOne  
Dedicated workstream and resourcing set-up to pro-actively manage the people agenda

## ✓ Technology

High confidence in ability to transition the core SocietyOne business operations to the Horizon Technology Platform given prior system, data migration experience and team capabilities

## ✓ Synergies

Cross-team product and process discovery, and initiative development progressing well to support achievement of revenue and cost synergies on or ahead of plan

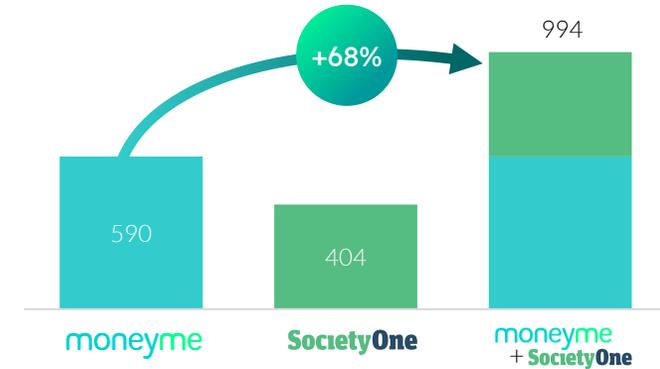
# Update on SocietyOne acquisition

The merger is on track for completion on 15 March 2022, with post-completion plans well progressed

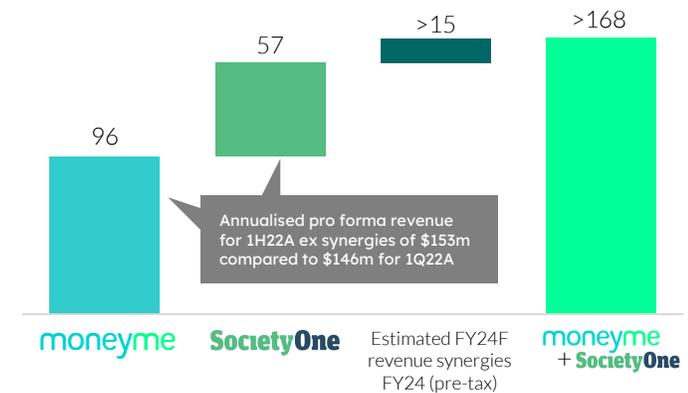
## Key transaction updates:

- 99.99% of MoneyMe shareholders voted in support of the acquisition
- 89% of SocietyOne shareholders elected to receive MoneyMe scrip as consideration (remainder will receive cash)
- Satisfaction of all transaction conditions precedent remain on track for a 15 March 2022 completion as scheduled
- MoneyMe has secured an additional \$25 million funding commitment from Pacific Equity Partners (“PEP”) to fund the acquisition of SocietyOne and the associated costs

## Pro-forma gross receivables (December 2021)



## 1H22A annualised pro forma revenue <sup>2</sup>



Pro Forma Cash & Cash Equivalents Balance	\$m
<b>MoneyMe unrestricted cash &amp; cash equivalents (December 2021)</b>	<b>23</b>
SocietyOne unrestricted cash on balance sheet (December 2021) net of SocietyOne's M&A transaction costs	7
Proceeds from PEP facility	25
SocietyOne cash consideration paid to SocietyOne shareholders <sup>1</sup>	(15)
MoneyMe's M&A transaction costs	(6)
<b>MoneyMe pro forma unrestricted cash &amp; cash equivalents</b>	<b>34</b>

1. As noted in the investor presentation dated 17 December 2021, SocietyOne shareholders who had not yet signed the Merger Implementation Agreement had the option to select between a cash or MoneyMe scrip consideration for their SocietyOne shares. Based on the SocietyOne electors received, shareholders representing 11.3% of the SocietyOne shares outstanding selected the cash consideration

2. 1H22 revenue multiplied by 2. The pro forma metrics treat loans originated by SocietyOne but funded off balance sheet under SocietyOne's discontinued peer to peer funding program as though they are funded on SocietyOne balance sheet

# Questions

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# Key operating measures

	Notes <sup>1</sup>	1H21	2H21	1H22
<b>Returns</b>				
Total revenue (\$m)		24	34	48
Total revenue growth (%)		(9%)	41%	43%
Revenue yield (%)	1	32%	27%	21%
Future contracted cash interest (\$m)	2	45	98	178
Cash NPAT (\$m)	3	4	7	10
<b>Customer receivables growth</b>				
Originations (\$m)	4	114	269	441
Originations growth (%)		36%	136%	64%
Closing gross customer receivables (\$m)		168	333	590
Closing gross customer receivables growth (%)		25%	98%	77%
<b>Credit quality</b>				
Provisioning to gross customer receivables (%)	8	8%	8%	7%
Net losses (%)	9	5%	5%	4%
Average Equifax score		637	650	672
<b>Operating efficiency</b>				
Total operating expenses to receivables (%)	12	30%	35%	26%
Average funding cost rate (%)	13	9%	5%	5%
Closing funding cost rate (%)	14	5%	5%	5%
Core operating expenses to receivables (%)	15	12%	10%	7%

1. Refer to Appendix: Measure definitions

# Measure definitions

Note	Measure	Definition
1	Revenue yield (%)	Total revenue as a % of average gross customer receivables
2	Future contracted cash interest (\$m)	The sum of the total amount of interest payable by each customer receivable over the remaining life of the customer receivable contract (i.e. from 1 July onwards to its maturity) based on simple interest on principal balances, assuming they made all scheduled payments with no prepayments or arrear. Excludes fee income.
3	Cash NPAT (\$m)	Statutory net profit after tax (NPAT) adjusted to remove non-recurring expenses and an adjustment to use actual losses (gross charge offs) rather than the AASB 9 based impairment expense
4	Originations (\$m)	Cash principal originations which exclude accounting effective interest rate balances
5	Average funded value (\$)	Total originations in the financial year divided by the total volume of receivables funded in the same period
6	Average receivable value (\$)	Total principal outstanding of active receivables divided by the total number of active receivables
7	Average remaining receivable term (months)	Remaining weighted average term of active receivables
8	Provisioning (%)	Accounting provision closing balance as a % of gross customer receivables
9	Net losses (%)	Principal write offs in the period (net of recoveries, including proceeds from debt sales to collection agencies) as a % of average gross customer
10	Static loss rate	The principal not ultimately recovered on a cohort of customer receivables originated during a specific time frame, divided by the cohort's original principal (or credit limit amount where applicable), including proceeds from debt sales to collection agencies
11	Seasoned cohort	A cohort is considered fully seasoned 24 months from the end of a cohort period (i.e. 1H20, 2H20, 1H21, 2H21, and 1H22 cohorts are not yet fully seasoned)
12	Total operating expenses to receivables (%)	Total operating expenses per income statement adjusted to remove non-recurring expenses as a % of average gross customer receivables
13	Average funding cost rate (%)	Interest expense per income statement as a % of average borrowings
14	Closing funding cost rate (%)	The weighted average funding cost applying to external borrowings at the last day of the period
15	Core operating expenses to receivables (%)	Sales & marketing and general & administrative expenses adjusted to remove non-recurring expenses as a % of average gross customer receivables
16	General & administrative expenses to receivables (%)	General & administrative expenses adjusted to remove non-recurring expenses as a % of average gross customer receivables
17	Product design & development expenses to receivables (%)	Product design & development expenses as a % of average gross customer receivables
18	Sales & marketing expenses to originations (%)	Sales & marketing expenses as a % of total principal originations

# Income statement

\$ millions	1H21	2H21	1H22
Interest income	22	31	45
Other income	2	3	3
<b>Total revenue</b>	<b>24</b>	<b>34</b>	<b>48</b>
Commission expense	-	(0)	(0)
<b>Net revenue</b>	<b>24</b>	<b>34</b>	<b>48</b>
Interest expense	(6)	(5)	(12)
Sales & marketing expense	(4)	(6)	(8)
Product design & development expense	(2)	(2)	(2)
General & administrative expense	(6)	(7)	(13)
Customer receivable impairment expense	(6)	(23)	(30)
Depreciation & amortisation expense	(1)	(1)	(1)
<b>Total operating expenses</b>	<b>(24)</b>	<b>(44)</b>	<b>(66)</b>
<b>Profit / (loss) before tax</b>	<b>0</b>	<b>(10)</b>	<b>(19)</b>
Income tax benefit	1	1	-
<b>Net profit / (loss) after tax</b>	<b>1</b>	<b>(9)</b>	<b>(19)</b>

# Statutory NPAT to cash NPAT reconciliation

Statutory NPAT to Cash NPAT reconciliation	1H21	2H21	1H22
Statutory net profit / (loss) after tax (NPAT)	1	(9)	(19)
AASB 9 impairment expense adjustment	6	23	37
Gross charge off adjustment	(4)	(7)	(15)
Non-recurring adjustments			
Unsolicited proposal review adjustments	1	-	-
Project Torque one-off acquisition related expense adjustment	-	-	5
Corporate bond early redemption	-	-	1
Product design & development expense adjustments	1	1	-
Cash net profit / (loss) after tax (NPAT)	4	7	10

# Balance sheet

\$ millions	1H21	2H21	1H22
Cash and cash equivalents	29	26	68
Net customer receivables	154	306	546
Current tax asset	-	0	-
Deferred tax asset	5	6	6
Intangible assets	3	3	4
Right of use assets	2	1	1
Property, plant and equipment	1	1	1
Other receivables	3	1	4
<b>Total assets</b>	<b>196</b>	<b>346</b>	<b>631</b>
Borrowings	(140)	(300)	(595)
Lease liabilities	(2)	(2)	(1)
Current tax payable	-	-	0
Employee related provisions	(1)	(2)	(2)
Other payables	(4)	(3)	(11)
<b>Total liabilities</b>	<b>(148)</b>	<b>(306)</b>	<b>(609)</b>
<b>Net assets</b>	<b>49</b>	<b>40</b>	<b>22</b>
Share capital	44	44	44
Reserves	1	2	3
Retained earnings	3	(6)	(25)
<b>Total equity</b>	<b>49</b>	<b>40</b>	<b>22</b>

# Cash flow statement

\$ millions	1H21	2H21	1H22
Income from customers	20	46	43
Payments to suppliers and employees	(8)	(15)	(16)
Net borrowings interest and fees paid	(5)	(6)	(9)
Income tax (paid) / received	(2)	(0)	-
Transaction costs related to borrowing	(0)	0	(4)
<b>Net cash inflows from operating activities</b>	<b>5</b>	<b>25</b>	<b>14</b>
Net customer receivable disbursements	(37)	(186)	(268)
Payments for intangible asset development	(1)	(1)	(1)
Payments for property, plant and equipment	(0)	(0)	(0)
<b>Net cash outflows from investing activities</b>	<b>(38)</b>	<b>(187)</b>	<b>(270)</b>
Proceeds from borrowings	27	159	298
Principal repayment of leases	(0)	(0)	(0)
<b>Net cash inflows from financing activities</b>	<b>27</b>	<b>159</b>	<b>298</b>
<b>Net increase / (decrease) in cash and cash equivalents</b>	<b>(7)</b>	<b>(2)</b>	<b>42</b>
Cash and cash equivalents at the beginning of the period	35	29	26
<b>Cash and cash equivalents at the end of the period</b>	<b>29</b>	<b>26</b>	<b>68</b>

# MoneyMe's products

<b>Offer range</b>	\$2,100 – \$50,000	Credit limit up to \$20,000	Credit limit up to \$50,000	Service amount up to \$35,000	Service amount up to \$15,000	Up to \$100,000
<b>Offer term</b>	3 – 60 months	Repayments spread over 24 – 60 months	Based on minimum monthly repayments (see below)	60 days	24 months	36 – 84 months
<b>Interest-free period</b>	N/A	Up to 55 days interest-free on online and in-store purchases using Freestyle virtual Mastercard	6 – 48 months (set by merchant)  60 months for solar businesses	N/A	N/A	N/A
<b>Interest rate</b>	6.25% – 21.95% Risk-based pricing	16.99% – 25.99%	19.50% (after interest-free period)	N/A	16.99%	4.75% – 16.75% Risk-based pricing
<b>Establishment fee</b>	\$295 – \$495	N/A	N/A	N/A	N/A	\$350
<b>Annual fee</b>	N/A	\$0 (Credit limit up to \$3k) \$49 (CL \$3,001 - \$5,000) \$149 (CL over \$5,000)	N/A	N/A	N/A	N/A
<b>Monthly fee</b>	\$10	\$5 (\$0 if balance under \$20)	\$5	N/A	N/A	\$10
<b>Other fees &amp; charges</b>	Dishonour fee \$15 Overdue account fee \$15  No early exit fee	Dishonour fee \$15 Overdue account fee \$15  No early exit fee	Admin fee \$49 - \$299 (applies to each purchase)  No early exit fee	Service fee 4.4% (incl. GST) (applies to each additional request)  1.3% monthly fee (after 60 days)  No early exit fee	\$15 late fee	Dealer or Broker specific fees may apply  Dishonour fee \$15 Overdue account fee \$15  No early exit fee
<b>Other key features</b>	N/A	Credit back at up to 1,600 stores through MoneyMe Perks powered by Cashrewards™, Freestyle's exclusive rewards program	Monthly repayments between 1.667% and 2.5% of purchase amount and admin fee	Payment request initiated by real estate agent and vendor authorises via SMS  Ability to request more funds up to the \$35,000 limit	N/A	Balloon payment up to 50%  Maximum LVR 130%

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