

11 October 2022

ASX Announcement

EGM SCRIPTS AND PRESENTATION SLIDES

MONEYME attaches the following materials to be presented at the Extraordinary General Meeting of Shareholders to be held today at 11.00am AEDT:

1. Script of the prepared addresses to be given by the Chairman and by the Managing Director and CEO; and
2. Presentation slides to accompany the Managing Director and CEO's address.

Authorised for release by Jonathan Swain, Company Secretary.

- ENDS -

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About MONEYME

MONEYME is a leading Australian disruptor, using technology to become the #1 challenger to the major banks.

With a focus on innovation, it funds credit approved ambitious people with the advantage of market-leading speed and automated customer experiences. Leveraging AI and advanced cloud-based technology, it offers highly automated credit products across personal, auto and real estate finance.

The Group's core brands MONEYME and SocietyOne reflect digital-first experiences that meet, and exceed, the expectations of 'Generation Now'.

MONEYME Limited is listed on the ASX and the Group includes licensed and regulated credit and financial services providers operating in Australia.

For more information, visit moneyme.com.au or investors.moneyme.com.au

MONEYME LIMITED

EXTRAORDINARY GENERAL MEETING – CHAIR AND CEO ADDRESSES

11.00 AM, TUESDAY 11 OCTOBER 2022

Chair's Address

Good morning Ladies and Gentlemen, and welcome to this Extraordinary General Meeting of shareholders of MoneyMe Limited. I am Peter Coad, the Chairman of MoneyMe.

I would like to begin by acknowledging the Traditional Custodians of the land on which we meet today – the Gadigal People of the Eora Nation. I pay my respects to their Elders past and present, and extend that respect to all Aboriginal and Torres Strait Islander people here today.

I also acknowledge the Traditional Custodians of the other lands from which people are joining the meeting virtually today, and their connections to land, sea and community. We pay our respects to their Elders past and present, and extend that respect to all Aboriginal and Torres Strait Islander people joining the meeting virtually today.

It is 11.00am Sydney time, the nominated time for the meeting. I have been advised by the Company Secretary that a quorum is present, and so I am pleased to declare the meeting open.

The Notice of Meeting was made available to shareholders and lodged with the ASX on 9 September 2022 and I propose to take this as read.

Shareholders were also provided with a Voting Form and details of how to access our Virtual Meeting Online Guide, which gives instructions on how to ask questions and vote at this meeting through the Online Platform. I will remind shareholders of the arrangements for questions and voting when we get to the formal business of the meeting.

If you are attending today's meeting via the Online Platform and you lose connection to the meeting, you can log back in by returning to the log-in page and following the prompts. You will then receive an automated email. Click on the link contained in the email to re-connect to the meeting. Alternatively, please call our share registry provider, Link Market Services on 1800 990 363 for assistance.

Joining me here today are:

- Clayton Howes, our Managing Director and Chief Executive Officer;
- Susan Wynne, Non-Executive Director and Chair of the Remuneration and Nominations Committee;
- Scott Emery, Non-Executive Director;
- Dave Taylor, Non-Executive Director;
- Neal Hawkins, our Chief Financial Officer; and

- Jonathan Swain, our Company Secretary.

Joining via telephone is Jonathan Lechte, Non-Executive Director and Chair of the Audit and Risk Management Committee.

The agenda for today's meeting is set out in the Notice of Meeting.

Before we proceed to considering the formal resolutions, Clayton Howes, our Managing Director and CEO, will provide some background on the Company's capital raising announced to ASX on 31 August 2022, which is the primary reason why this meeting has been called. He will also speak about the Company's latest quarterly performance update which was released to the ASX earlier today.

Managing Director and CEO's Address

Thank you Peter, and good morning everyone.

The financial year of 2022 was a game-changer for MONEYME, as the business delivered on its growth strategy despite a challenging macroeconomic environment and increased its loan book by more than four times to \$1.35 billion.

I am pleased to say this increase in our book was made possible through exceptionally strong demand for our innovative lending products as consumers are increasingly seeking faster solutions and better experiences in a market that is still dominated by incumbents.

It was also supported by the successful acquisition of SocietyOne, which allowed for a step change in scale that brought with it significant operational advantages and cost synergies, as well as the low-cost acquisition opportunity in cross-selling MONEyme's expanding product range to more than 200,000 SocietyOne customers that are now in our eco-system.

The growth of our loan book required a similar increase in our funding capacity, which grew to \$1.7 billion across five warehouses over the financial year.

This growth in our balance sheet requires an increase in equity capital, and on 31 August 2022 MONEyme announced a \$20 million institutional placement and a \$1.2 million Director's placement, and a retail share purchase plan for up to \$1.2 million.

How the raised capital will support the business is outlined in the Notice of Meeting.

I will now take you through how this strategy has been executed in the first quarter and the key results, as announced to the market this morning.

To position the business strongly in the changing economic cycle, we have shifted our strategic focus to prioritise statutory returns over high growth in FY23. As we enter into a higher interest environment with slowing economic growth and continued uncertainty in global markets, MONEyme is focused on

building further resilience by managing our cash reserves and increasing the credit quality of our loan book in the immediate term.

I am pleased to say that MONEyme has executed on this new strategic focus efficiently and effectively in quarter one, enabled by our proprietary technology which continues to provide a significant competitive edge in an ever-evolving market. Our tech-driven agility allows MONEyme to rapidly adjust our credit decisioning, pricing and variable cost base to balance growth and profitability at various points in the economic cycle.

Shareholders who have been on the journey for a while will have seen this ability in the past, as MONEyme achieved profitability by its fourth year in business in 2017, posting consistent net profits through to 2020 before entering its high growth phase.

Calibrating to a higher interest rate environment

Supported by our technology, MONEyme has promptly adjusted customer pricing to protect yields in a rising interest rate environment.

MONEyme has deployed staggered rate increases to all variable rate loans and advances across its Autopay, Personal Loans and Freestyle products, and enabled by the scalability of the Horizon platform, these consecutive pricing calibrations have been executed efficiently to risk-based pricing cohorts for over 50,000 customers.

Both front-book and back-book pricing have been adjusted appropriately across the Group's product range.

It is worth noting that SocietyOne loan products are not impacted by pricing changes as interest rates for SocietyOne fixed rate loans are hedged.

We will continue to review our pricing strategy against the external environment.

Increased credit quality of the portfolio

As part of the longer-term focus on increasing the credit profile of the loan book, MONEyme has adjusted its acquisition strategy and credit criteria to prioritise higher credit quality loan assets.

The focus on credit quality has continued to improve our average Equifax profile to 711 in the first quarter of 2023, compared to 658 in the first quarter of 2022.

The proportion of assets with an Equifax profile below 600 has reduced from 36% in the first quarter of the last financial year, to 19% in this quarter.

Secured assets as a percentage of the loan book continues to increase, sitting at 40% at the end of the first quarter.

MONEyme's gross customer receivables were \$1.28b for 1Q23, which is slightly down from \$1.35b in 4Q22.

The change in loan book size has primarily been driven by slightly higher customer pre-payment rates in response to increasing interest rates, the focus on originating higher quality customers, and the moderated growth as part of the strategy to deliver statutory profits in FY23.

Gross revenue on track for >\$200m in FY23

MONEYME delivered Gross Revenue of \$57m for the quarter, on target to deliver greater than \$200m in revenue for FY23.

Technology innovation driving further efficiencies

Optimising operational efficiencies remains a key priority as MONEYME leverages scale advantages and recent technological advancements, including improvements to our artificial intelligence and automation capabilities.

The realisation of cost synergies from the SocietyOne acquisition is progressing ahead of plan and has been accelerated to achieve an important milestone in the first quarter, with SocietyOne originations using MONEYME's Horizon Technology Platform.

The migration of channel originations to Horizon has drastically improved processing times from, on average, 24 hours with multiple human touch points to under 1 hour with a more efficient automated solution, driving improved customer experiences and human capital efficiencies.

Core office operating expenses as a % of average gross customer receivables has decreased to 3.1% in 1Q23.

Proactive cost management will continue to be a focus as part of the strategic objectives for the next quarter, while a recalibrated acquisition strategy will leverage the low-cost acquisition opportunity in offering MONEYPE's product range to ~200,000 SocietyOne customers.

Provisioning and losses

Credit outcomes remain within expectation with net credit losses of 5% for the first quarter, while MONEYPE continues to provision for losses at closing FY22 provisioning levels. We expect the existing overlays to provide appropriate contingency for the current macroeconomic environment.

What you can expect from us in FY23

While the macroeconomic outlook continues to be challenged, MONEYPE is uniquely positioned to continue to deliver industry-leading innovation while achieving our strategic initiative of generating statutory returns.

Our ability to calibrate quickly to a higher-interest rate environment and the focus on high quality credit will position the business strongly in the current environment, while we optimise for further tech-enabled cost efficiencies.

I will now hand you back to Peter for the formal part of the meeting.

END OF PREPARED ADDRESSES



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Tuesday 11 October 2022

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Business Update

MONEYME

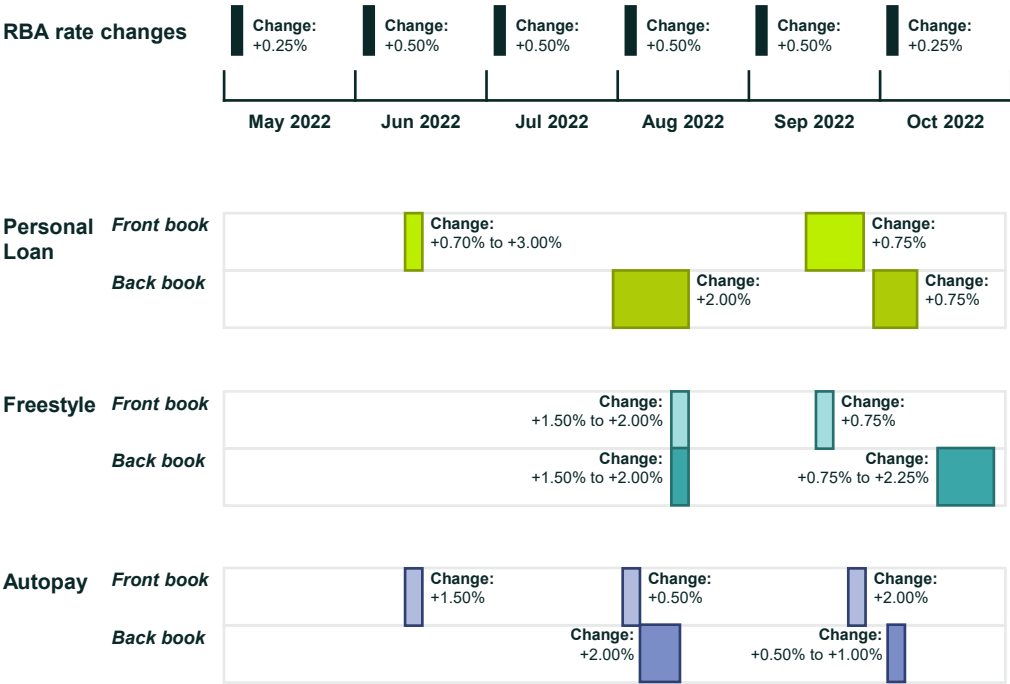
Calibrating to a higher interest rate environment

MONEYME’s technology-driven agility has allowed the business to promptly adjust its pricing to protect yields in a rising interest rate environment:

- Subsequent to the Reserve Bank’s cash rate increases, MONEYME has deployed staggered rate increases to all variable rate loans and advances across its Autopay, Personal Loans and Freestyle products
- Enabled by the Horizon technology platform’s scalability, these consecutive pricing calibrations have been executed efficiently to risk-based pricing cohorts for over 50,000 customers
- Both front-book and back-book pricing have been adjusted appropriately across the Group’s product range
- SocietyOne fixed rate loans are hedged

MONEYME continues to review its pricing strategy against the external environment.

Interest rate calibration timeline



Increased credit quality of the portfolio

MONEYME continues to focus on originating higher credit quality loan assets and increasing the credit profile of its loan book:

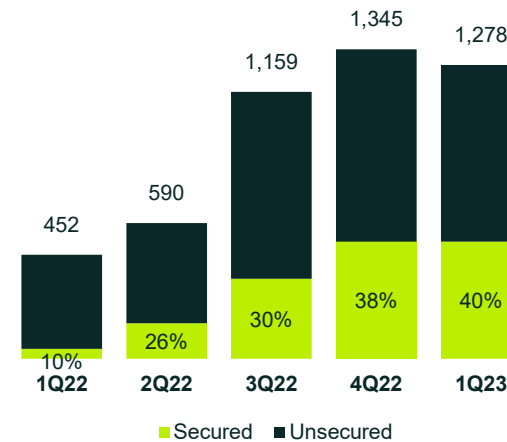
- Average Equifax profile increased to 711 in 1Q23, up from 658 at 1Q22
- Assets with an Equifax profile of <600 reduced from 36% of the portfolio in 1Q22 to 19% in 1Q23
- Secured assets as a % of the loan book continues to increase, sitting at 40% as at 30 September 2022

MONEYME's gross customer receivables was \$1.28b for 1Q23, slightly down from \$1.35b in 4Q22 and up 183% yoy (\$452m, 1Q22).

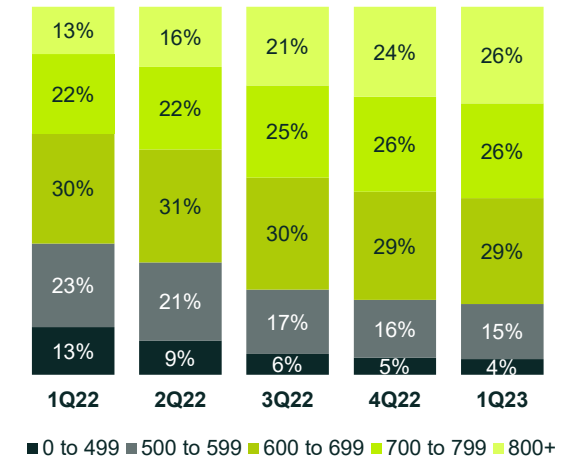
The change in loan book size has primarily been driven by the following factors:

- Slightly higher customer pre-payment rates in response to increasing interest rates
- Priming our portfolio for strong credit performance by originating higher credit quality customers while shifting away from lower credit quality customers on existing loan book – the portfolio mix is expected to have a favourable impact on loan book losses which is expected to manifest later in FY23 and into FY24
- Moderated growth to execute on the strategy of delivering statutory profits

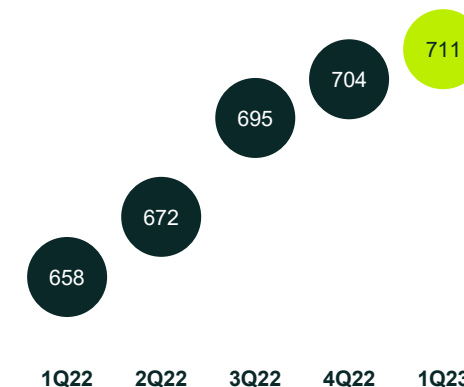
Gross customer receivables (\$m)
vs. Secured asset %



Equifax cohort % of loan book for
each quarter



Average Equifax score



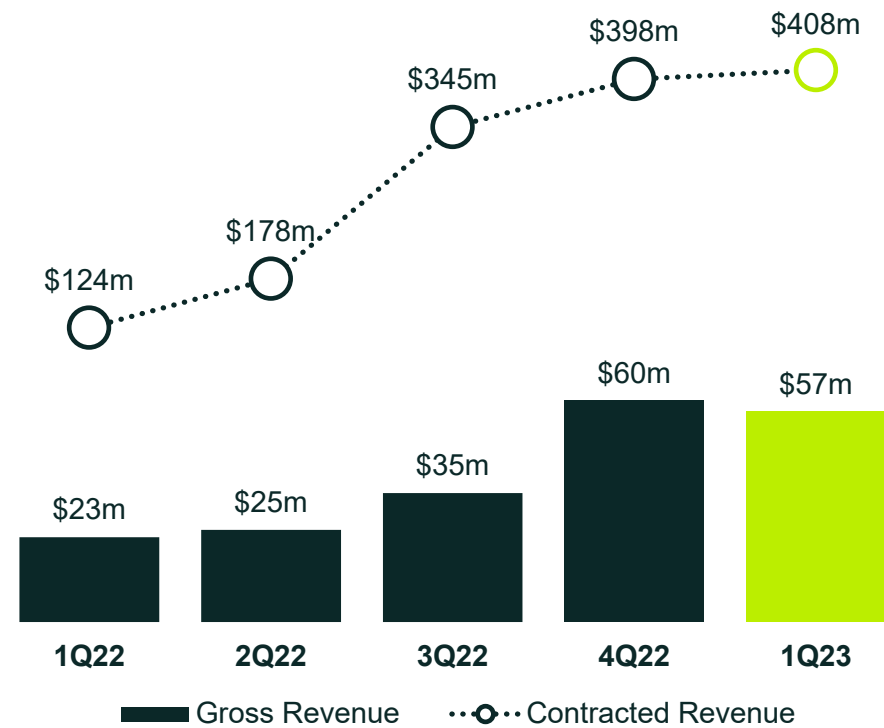
Gross revenue on track for >\$200m in FY23

As announced at the end of FY22, MONEYME has shifted focus to prioritise generating statutory returns following a year of consistently high growth.

MONEYME's tech-enabled agility and ability to transition quickly between growth and profitability has been demonstrated in the past, reflected in the delivery of statutory profits from FY17 through to FY20.

Strong execution of MONEYME's strategic shift in the first quarter delivered Gross Revenue of \$57m in 1Q23, with revenue on target for >\$200m in FY23.

Gross revenue vs. Contracted revenue



Technology innovation driving further efficiencies

Optimising operational efficiencies remains a key priority as MONEYME leverages scale advantages and recent technological advancements, including:

- The latest release of MONEYME's artificial intelligence, AIDEN® 3.0, driving continuous improvements to accuracy and efficiency of credit decisioning
- Increased automation capabilities in MONEYME's proprietary technology platform Horizon

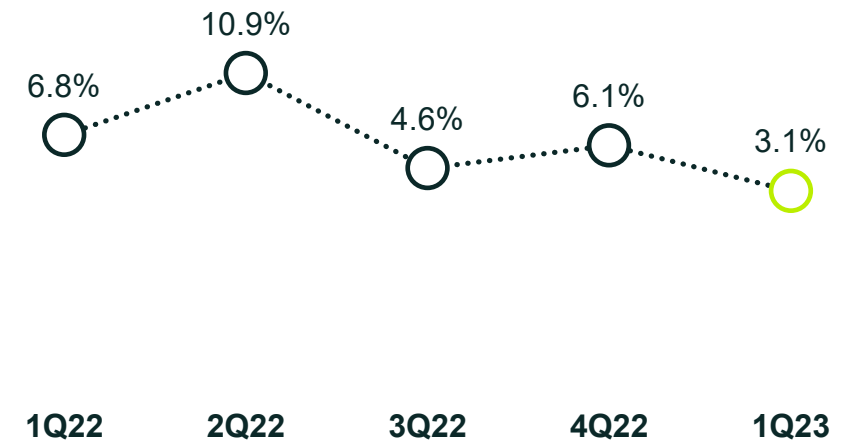
The migration of SocietyOne onto MONEYME's technology platform is progressing ahead of plan, with an important milestone achieved in 1Q23:

- From 20 September 2022, all legacy SocietyOne channel originations are completed using MONEYME's Horizon platform
- The migration of channel originations to Horizon has drastically improved processing times from ~24-48 hours with multiple human touch points to ~1 hour with a more efficient automated solution
- Originating SocietyOne loans through Horizon is driving human capital efficiencies and improved customer experiences, while leveraging AIDEN® 3.0 for credit decisioning

Core office operating expenses as a % of average gross customer receivables has decreased to 3.1% in 1Q23 (6.8%, 1Q22; 6.1%, 4Q22).

MONEYME

Core office operating expenses as % of average gross customer receivables



Provisioning & losses

Credit outcomes remain within expectation and risk appetite at the Group level with net credit losses of 5% for 1Q23 (4%, 4Q22):

- The increase reflects strong originations in MONEYME Personal Loans and Freestyle in CY2021
- Net losses of 5% exclude expected future recoveries from Autopay receivables

Management continues to provision for losses at closing FY22 provisioning levels with existing overlays expected to provide appropriate contingency for the current macroeconomic environment.

- Total provisioning remains 6.1% for Q1, with provisioning ratios 3.2% for secured assets and 7.8% for unsecured assets

Note 11.2.1 and 11.2.2 of the FY22 annual report were revised in September 2022 to reflect the correct stage allocation for gross customers receivables and corresponding provisioning ratios as at 30 June 2022.

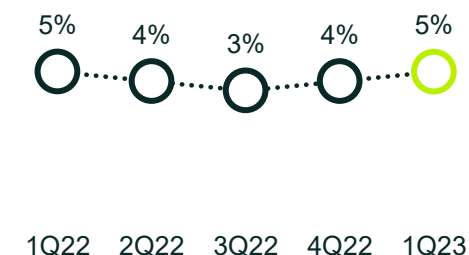
Gross customer receivables and provision balances by impairment stage¹ (as at 30 June 2022)

	Stage 1	Stage 2	Stage 3	Total
Gross customer receivables (\$'000)	1,279,506	36,128	29,642	1,345,276
Stage % of gross customer receivables	95%	3%	2%	100%
Provision % of gross customer receivables	3.1%	42.0%	88.0%	6.1%

FY22 provisioning % – secured vs. unsecured

Cohort	Prov
Secured	3.2%
Unsecured	7.8%
Total portfolio	6.1%

Net losses (%)



What you can expect from us in FY23:

MONEYME



**Quick calibration
of our business
strategy to the
higher interest rate
environment**



**Continued
innovation for
Autopay**



**Loan book shift
towards higher
Equifax profile to
build defence
against credit risk**



**Improvement in
cost to income ratio
driven by tech-
enabled efficiencies**

**Thank you for
your attendance**

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The information contained in this presentation has been prepared by MONEYME Limited (MONEYME or Company) in connection with the Extraordinary General Meeting (EGM) on 11 October 2022.

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Further, other risks and uncertainties not presently known to management or that management currently believe not to be material may also affect MONEYME's business. There can be no assurance that actual outcomes will not differ materially from these forward looking statements.

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The Company's products may contain programming errors, which could harm its brand and operating results. The Company will rely on third party providers and internet search engines (amongst other facilities) to direct customers to MONEYME's products. Other risks may be present such as competition, changes in technology, security breaches, insurance, additional requirements for capital, potential acquisitions, platform disruption, ability to raise sufficient funds to meet the needs of the Company in the future, reliance on key personnel, as well as political and operational risks, and governmental regulation and judicial outcomes.

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