



LAYBUY

Laybuy (ASX:LBV)

# Q3 FY23 Results

7 February 2023

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All numbers are stated in New Zealand dollars (NZ\$) and relate to the quarter ended 31 December 2022 (Q3 FY23) or the year ended 31 December 2021 (FY22).

Comparisons relate to the quarter ended 30 September 2022 (Q2 FY23 or prior comparative period "PCP") or the year ended 31 December 2022 (FY22 or year on year, "YoY") unless stated otherwise



# Q3 FY23 Highlights

in New Zealand Dollars

GMV

**\$231m**

Net Transaction Margin (NTM)

**1.3%**

EBITDA (% of GMV)

**-2.5%**

Gross Losses (% GMV)

**1.7%**

UK Default Rate (% of GMV)

**1.86%**

GMV Per Customer

**\$601**





# Our Strategy to Achieving Profitability



## Saving to invest

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We will work continually across the business to identify areas where we can improve efficiencies, reduce costs and reprioritise spending so that we are investing in those areas that deliver a strong return on investment and support our pathway to profitability.



## Increasing our quality customers and merchants

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We will increase and retain quality customers and partner with the right merchants in the right verticals. We will tighten our approach to credit risk and will focus on those merchants who are best able to support our growth and who are the least likely to attract fraudulent activity.



## Reducing fraudulent activity

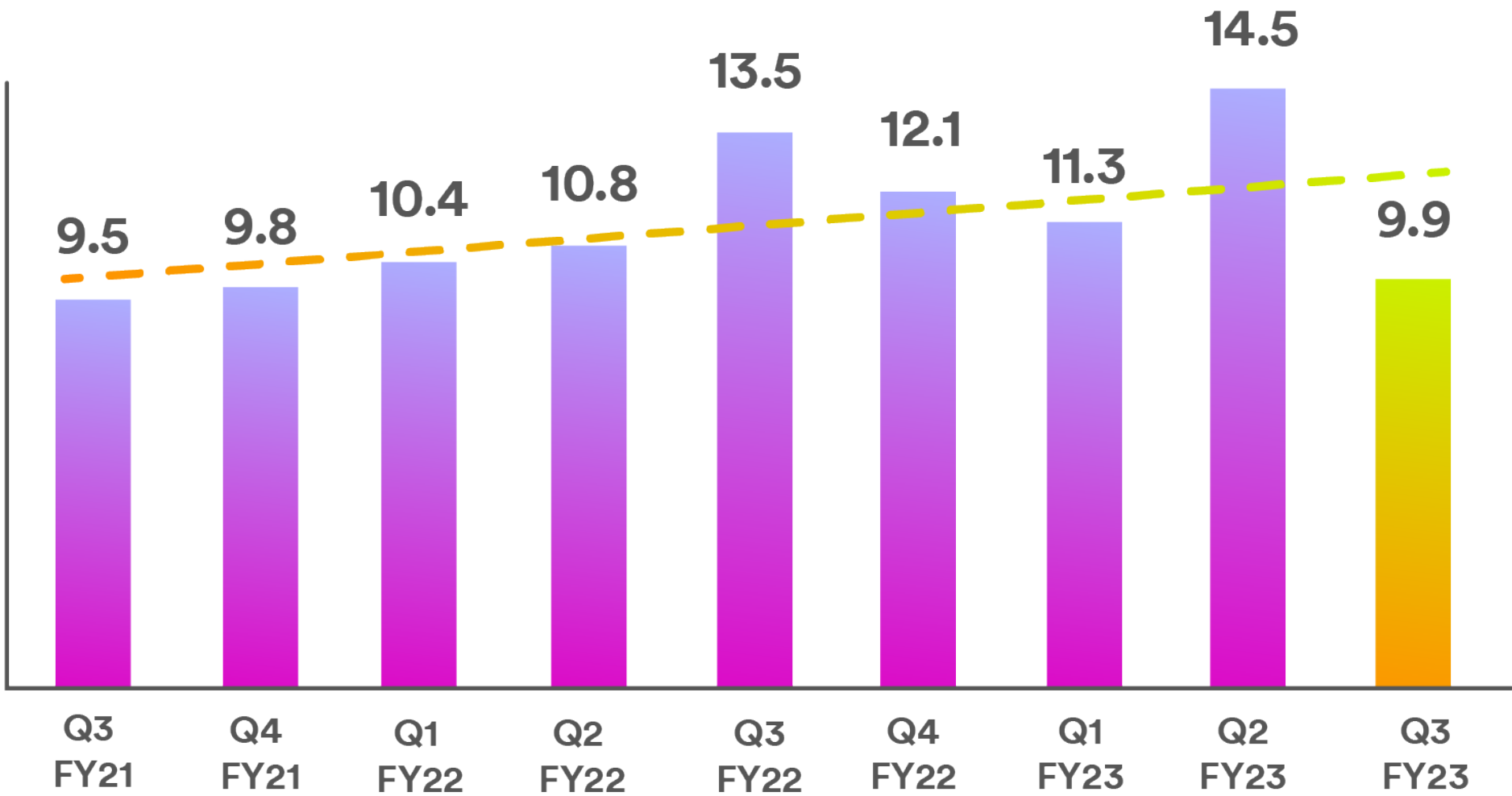
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We will continue to take proactive action to improve the security of our platform, including investing in fraud prevention and intelligence software.

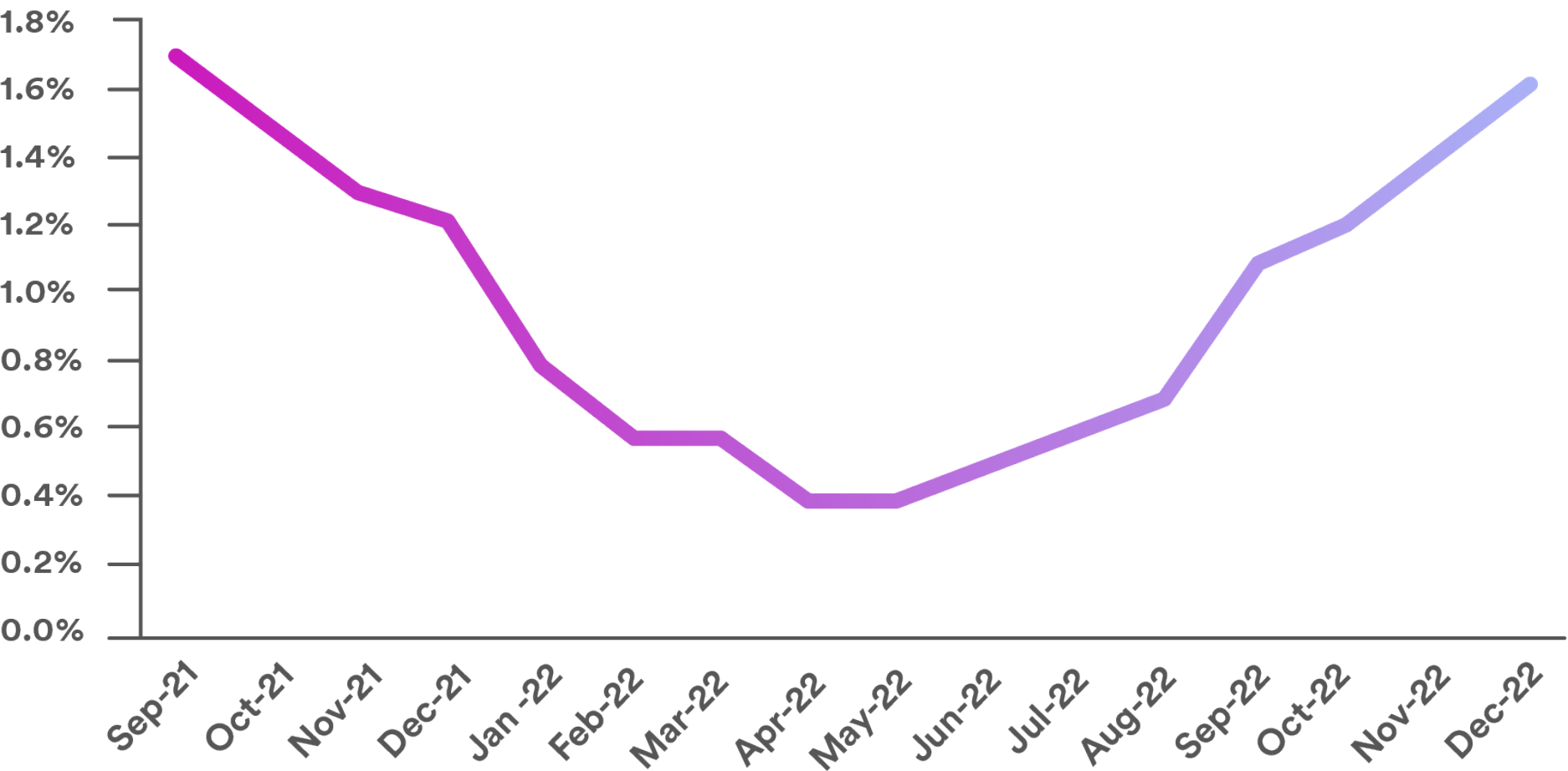
# Q3 FY23 Key Metrics

# Income, NTM and EBITDA results

Quarterly Group Income



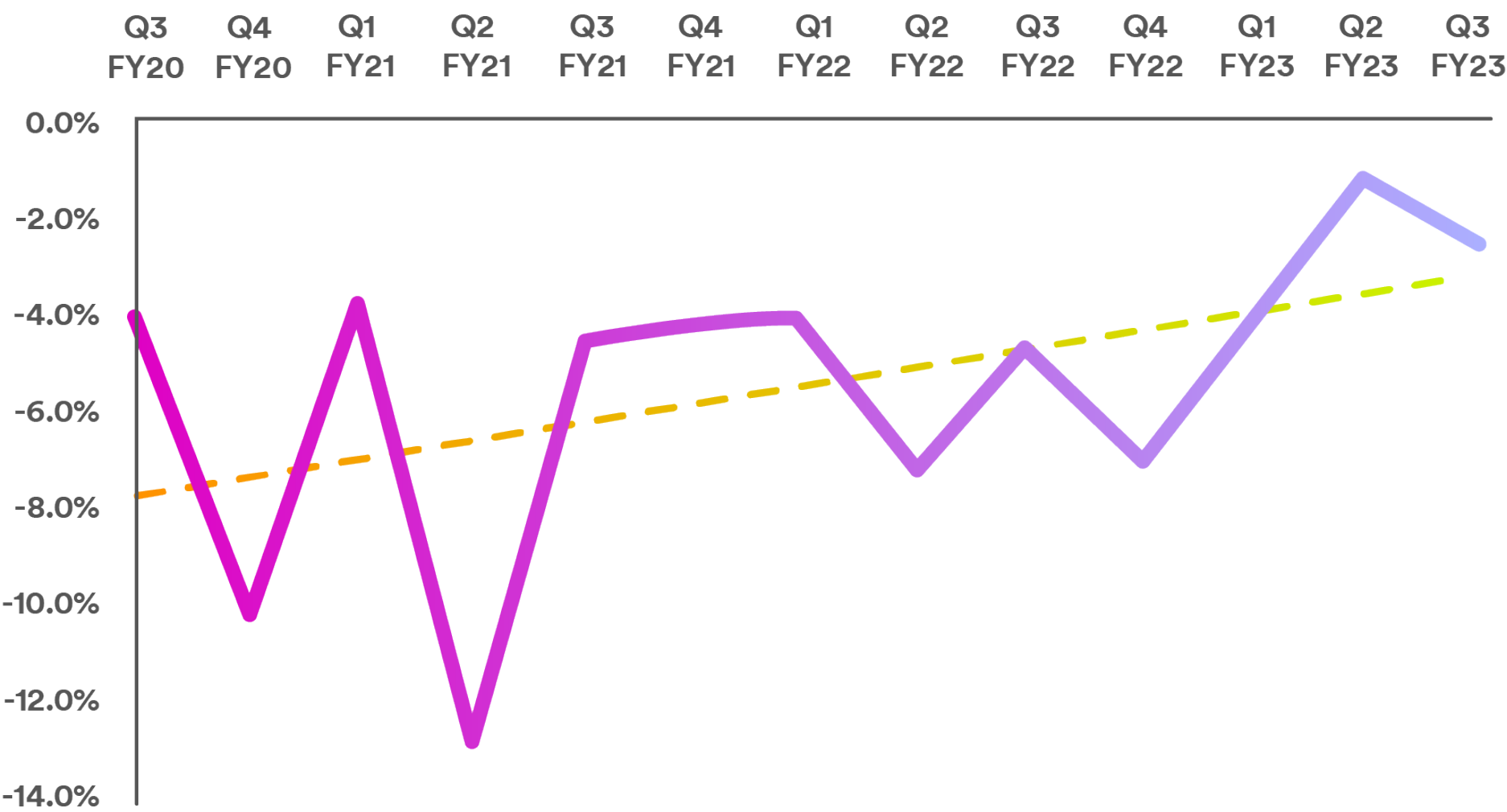
NTM (% of GMV) - 12 month rolling average



Operating EBITDA (\$m)

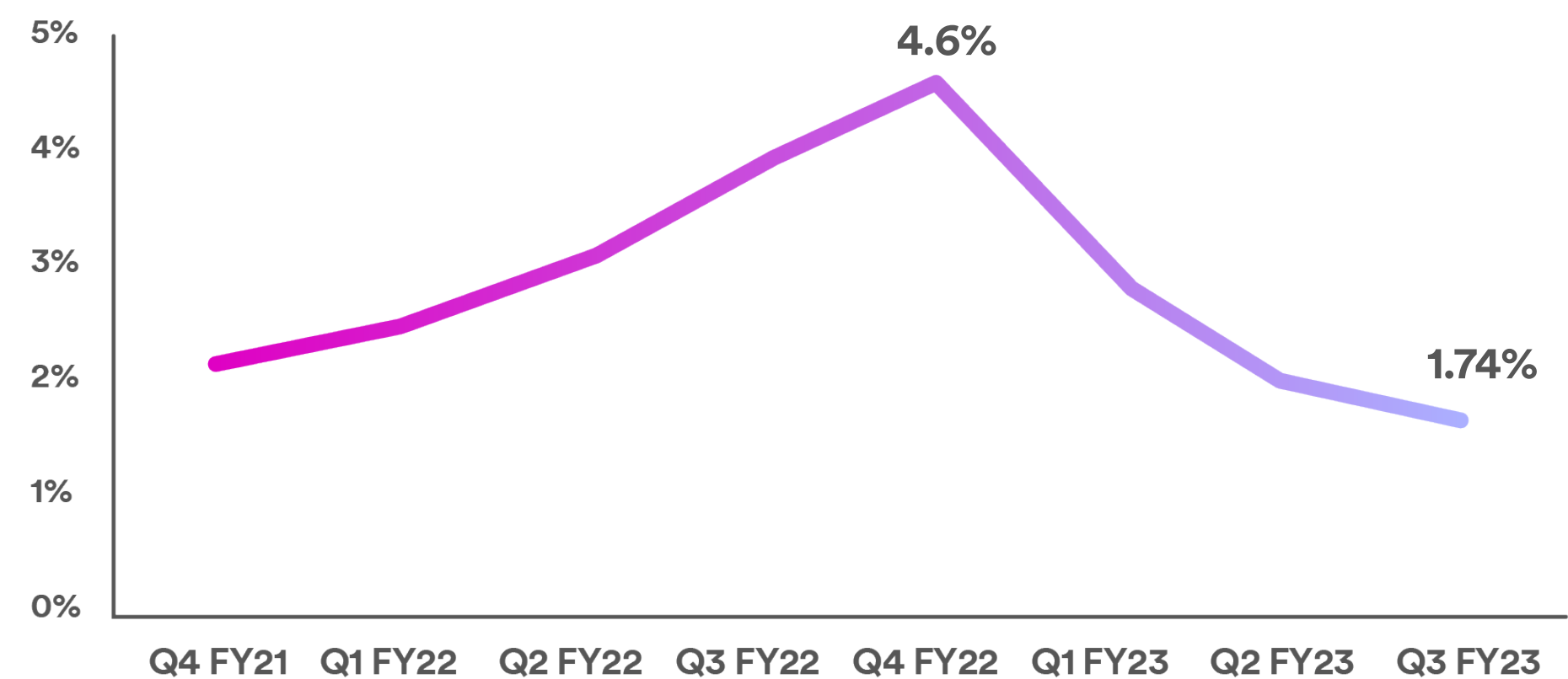


Operating EBITDA (% GMV)

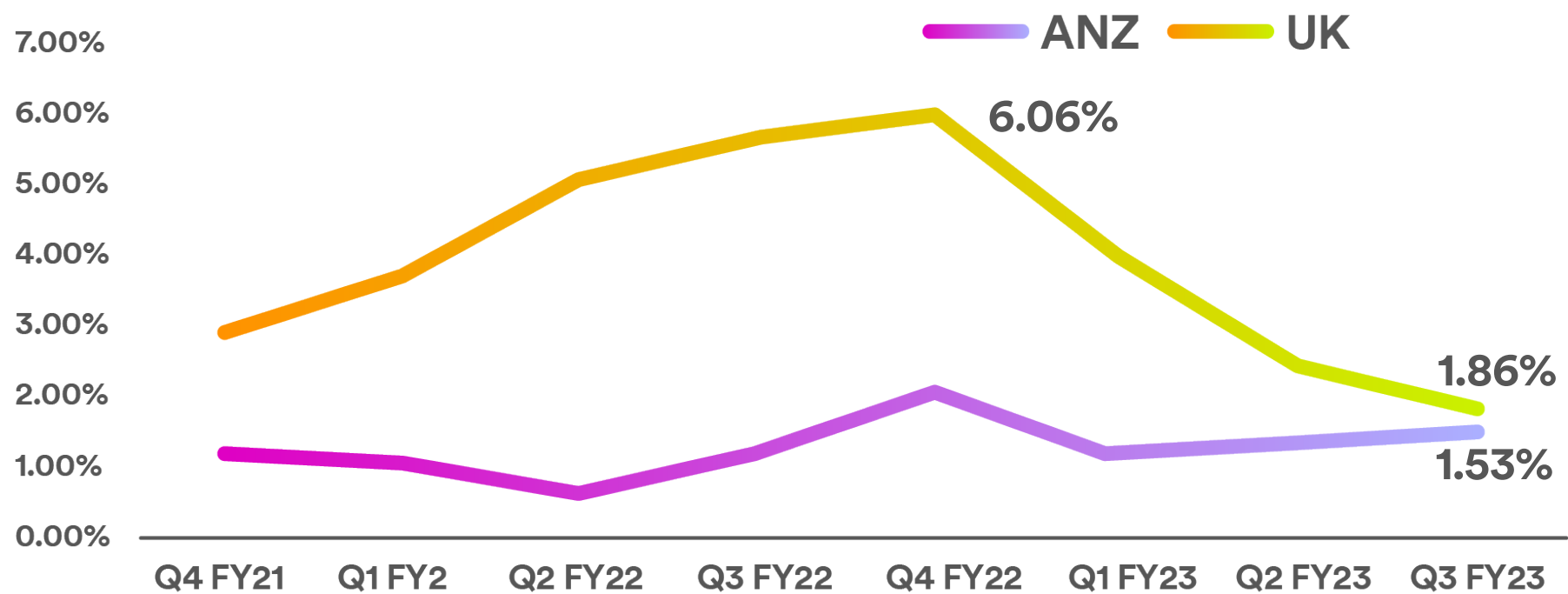


# Defaults fall as customer base improves

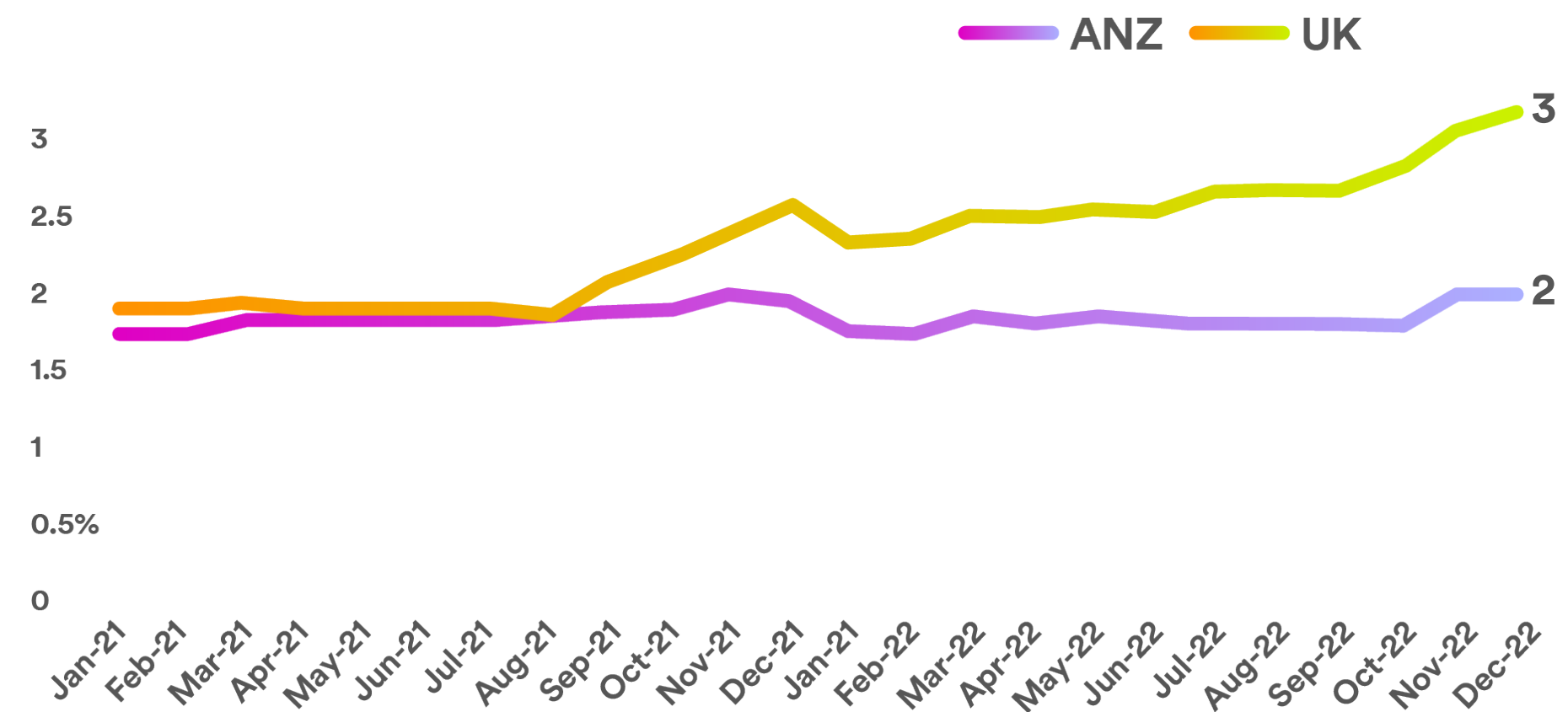
Quarterly Group Default Rate (% of GMV)



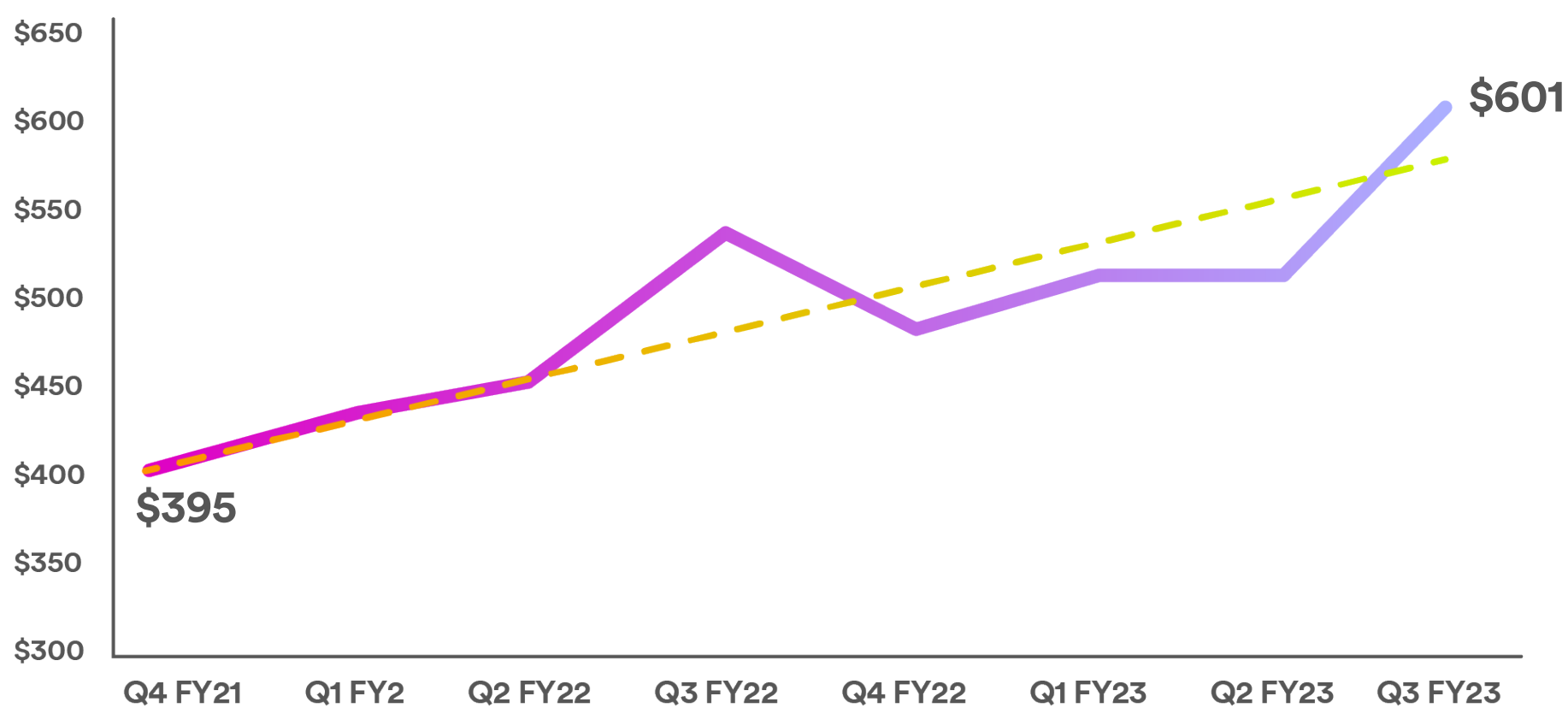
Quarterly Default Rate by Region (% of GMV)



Orders Per Active Customer

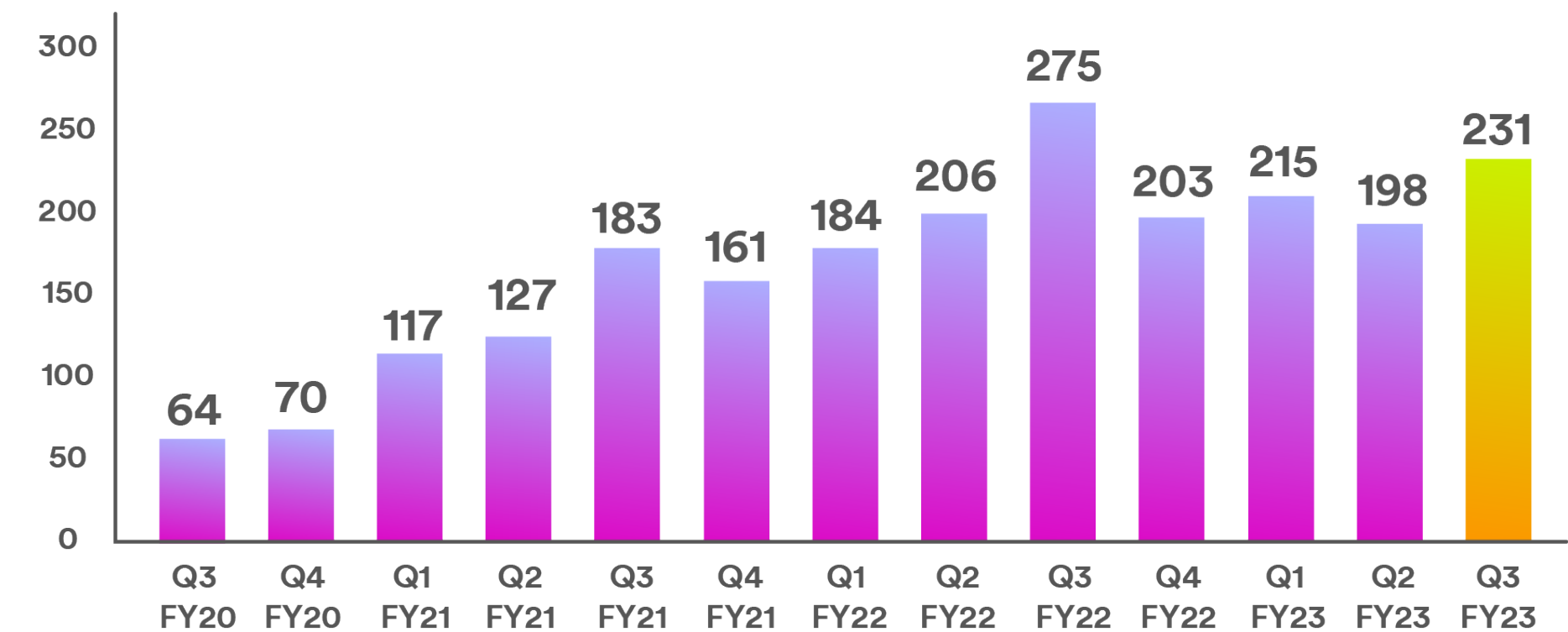


GMV Per Customer

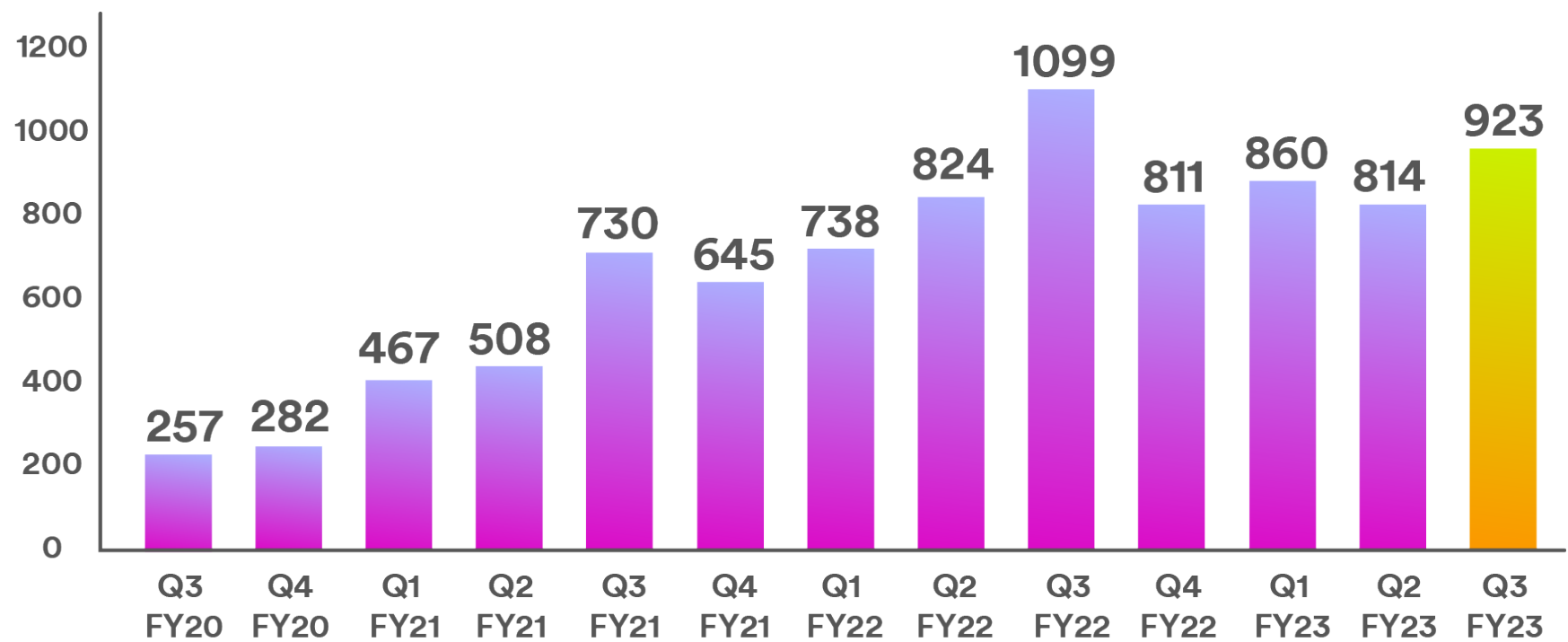


# Second highest GMV quarterly result achieved

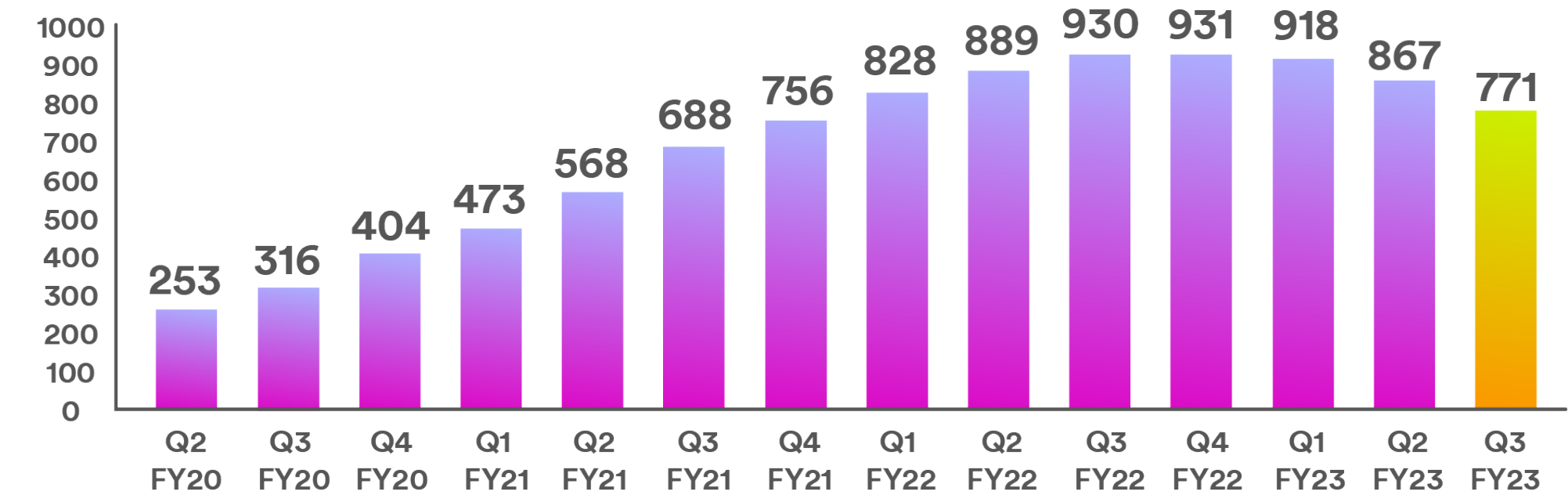
Quarterly GMV (\$m)



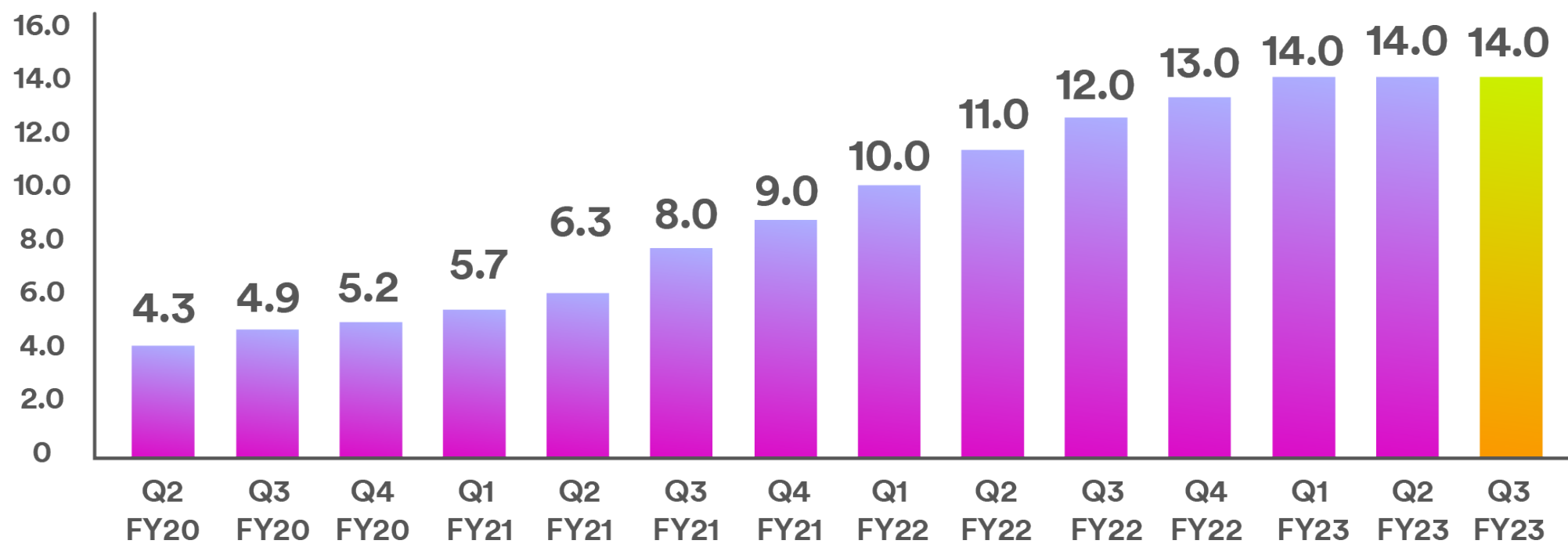
Annualised GMV (\$m)



Active Customers ('000)



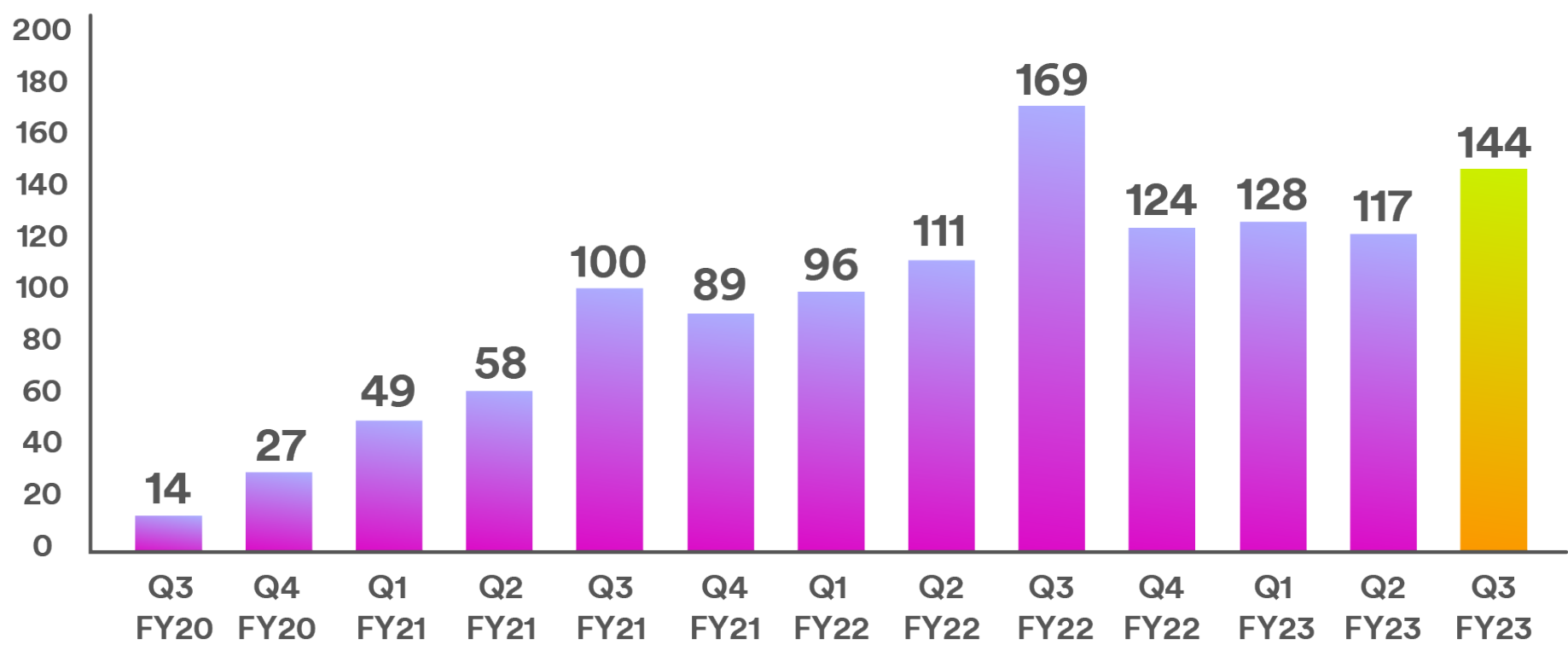
Active Merchants ('000)



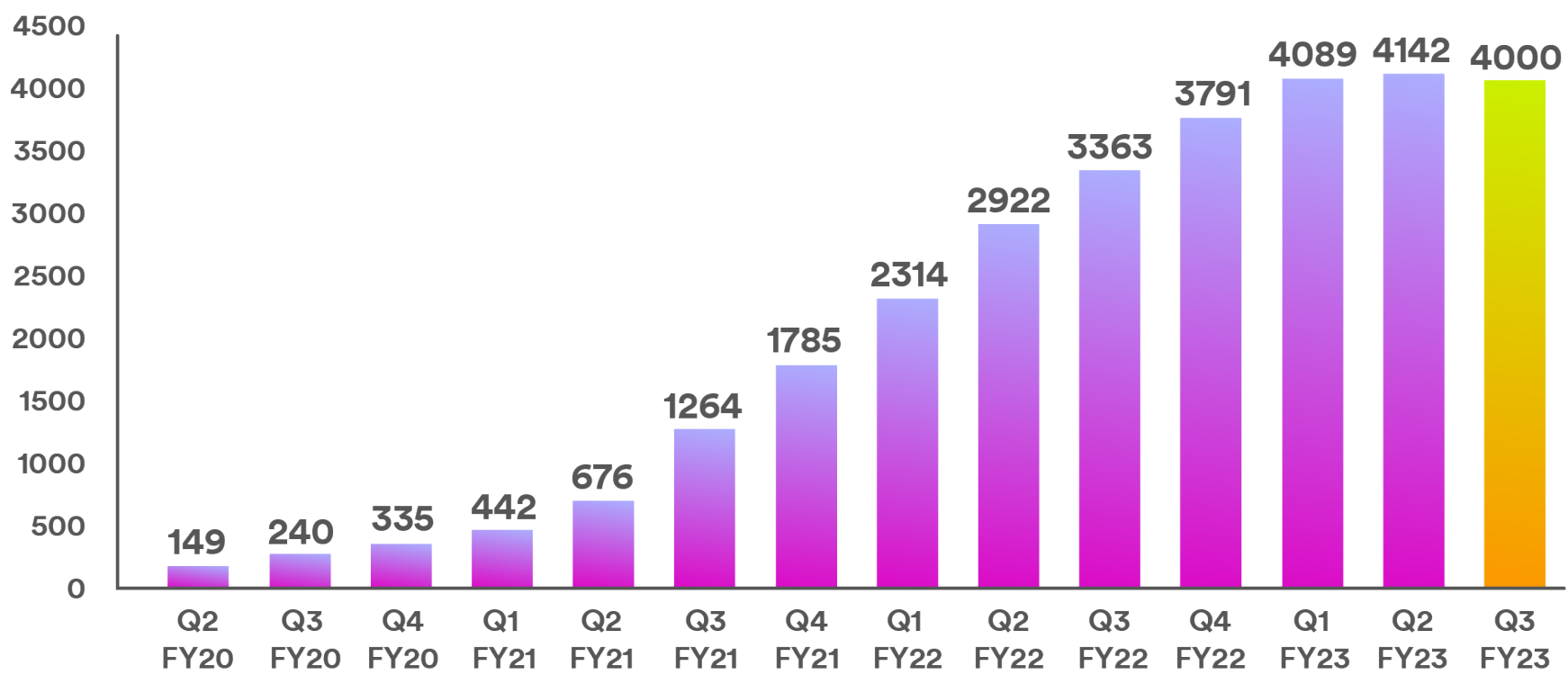


# United Kingdom

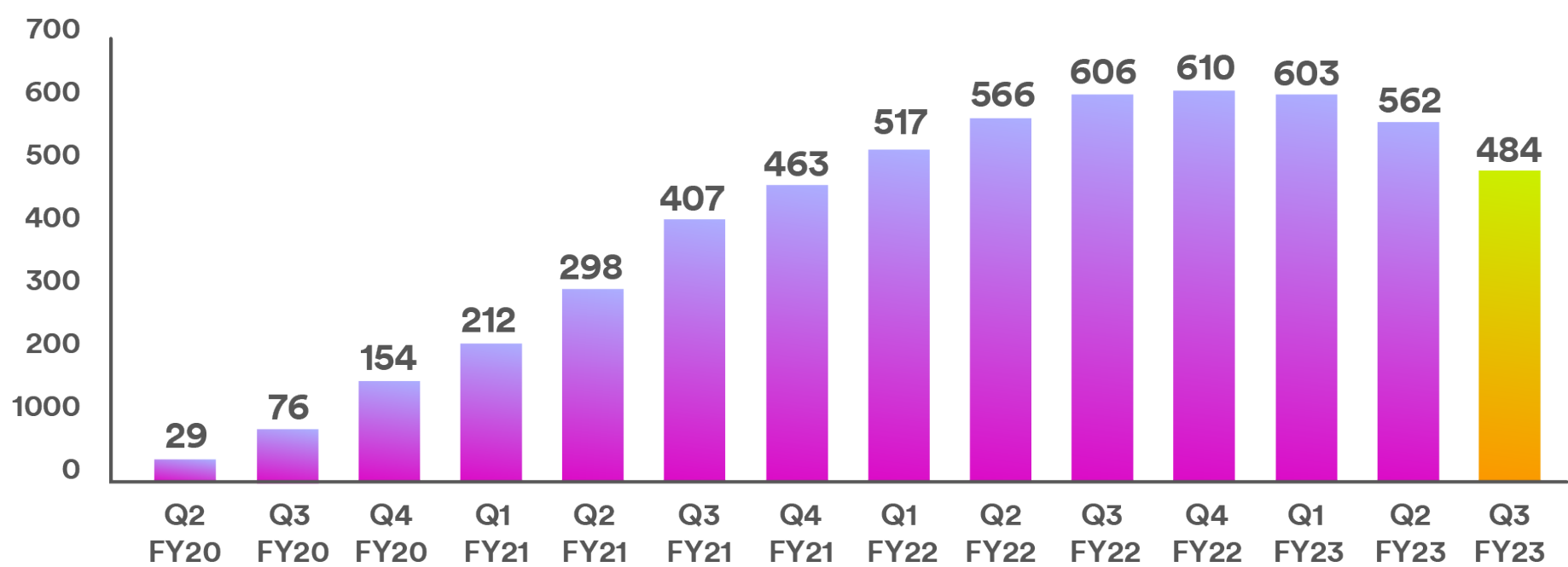
UK GMV (\$m)



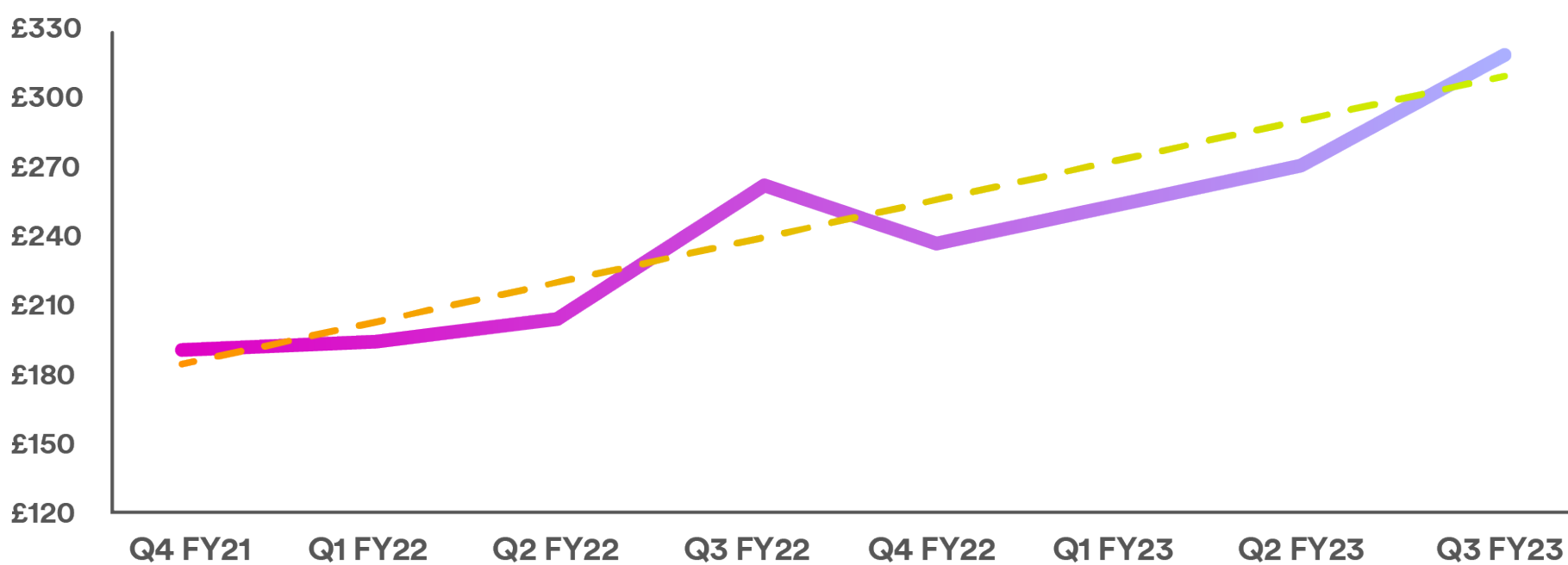
UK Active Merchants



UK Active Customers ('000)

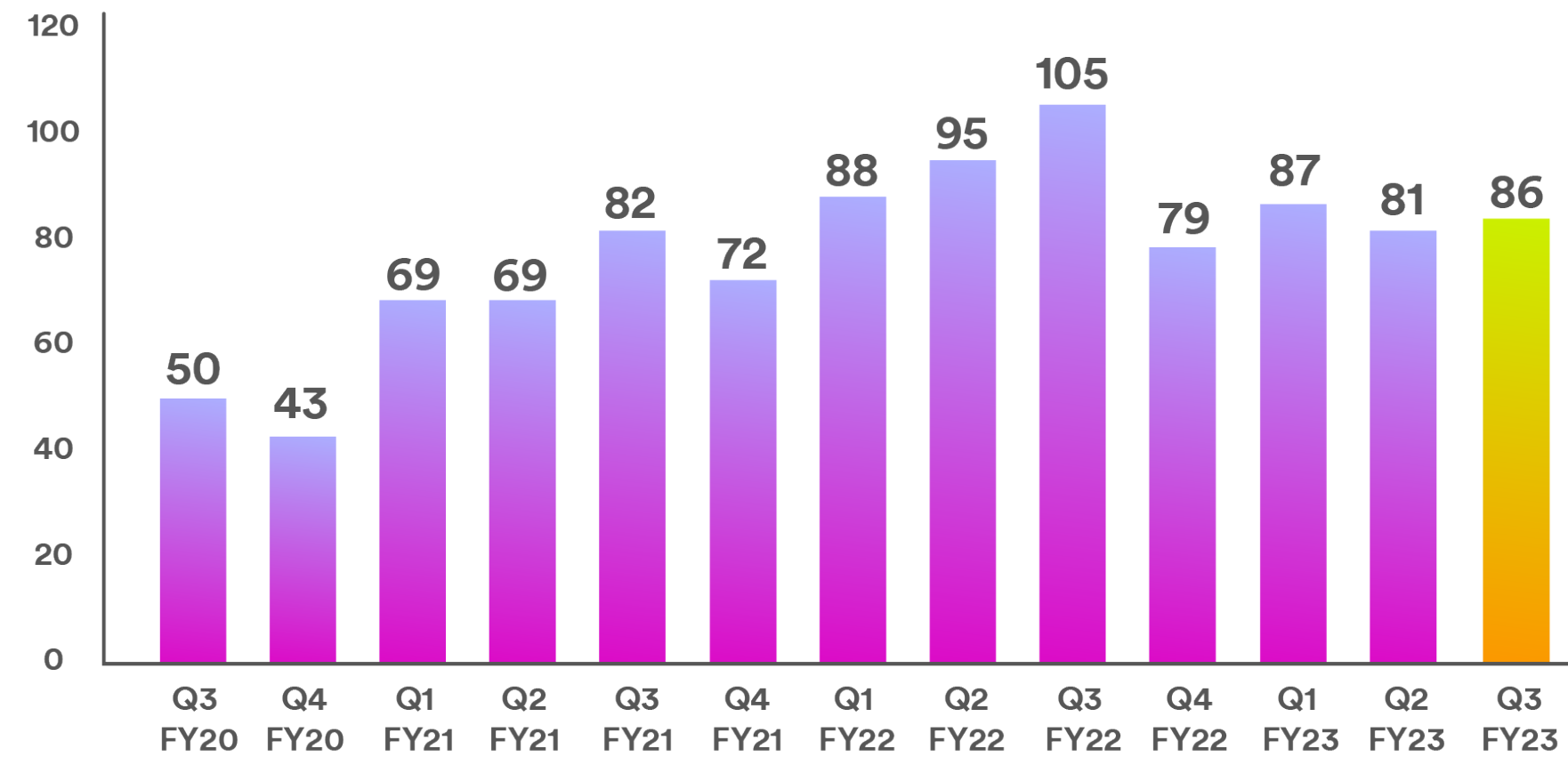


UK GMV Per Customer

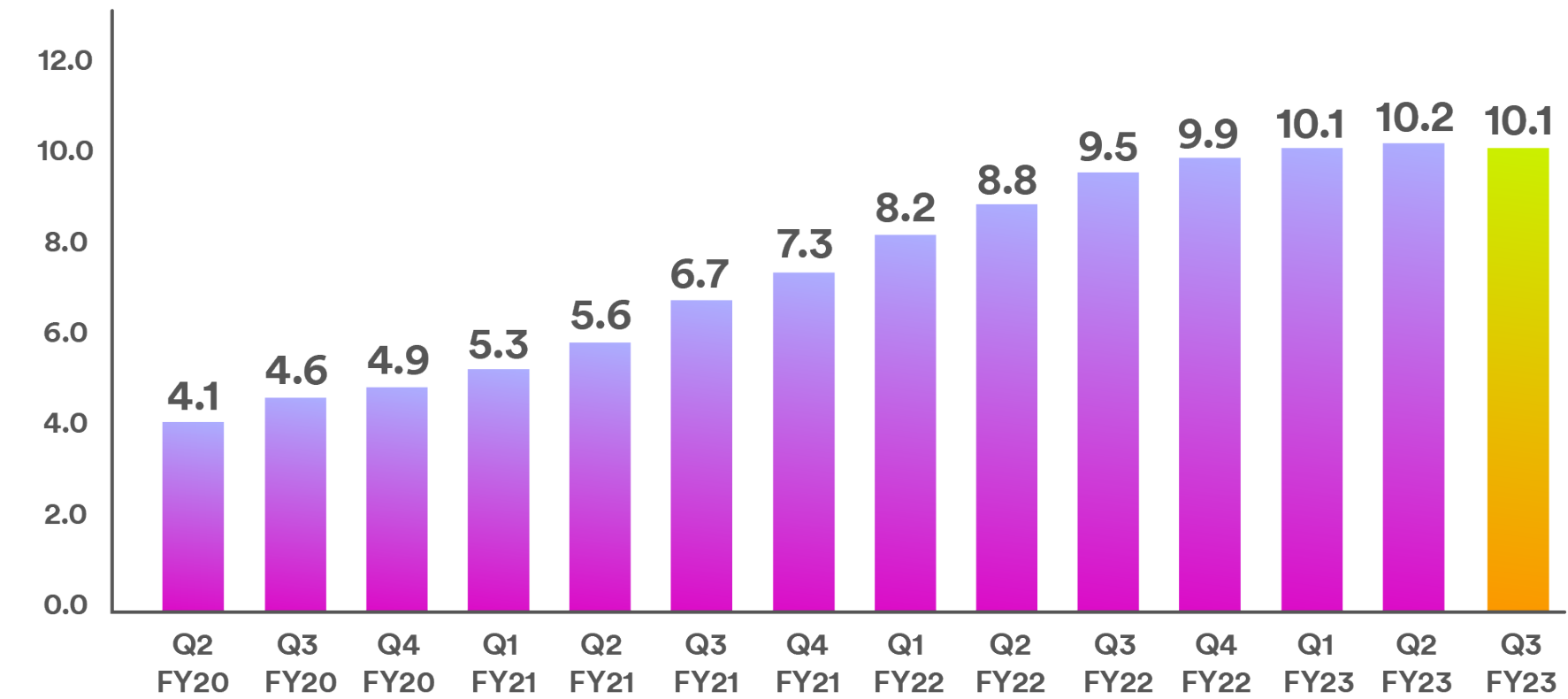


# Australia & New Zealand (ANZ)

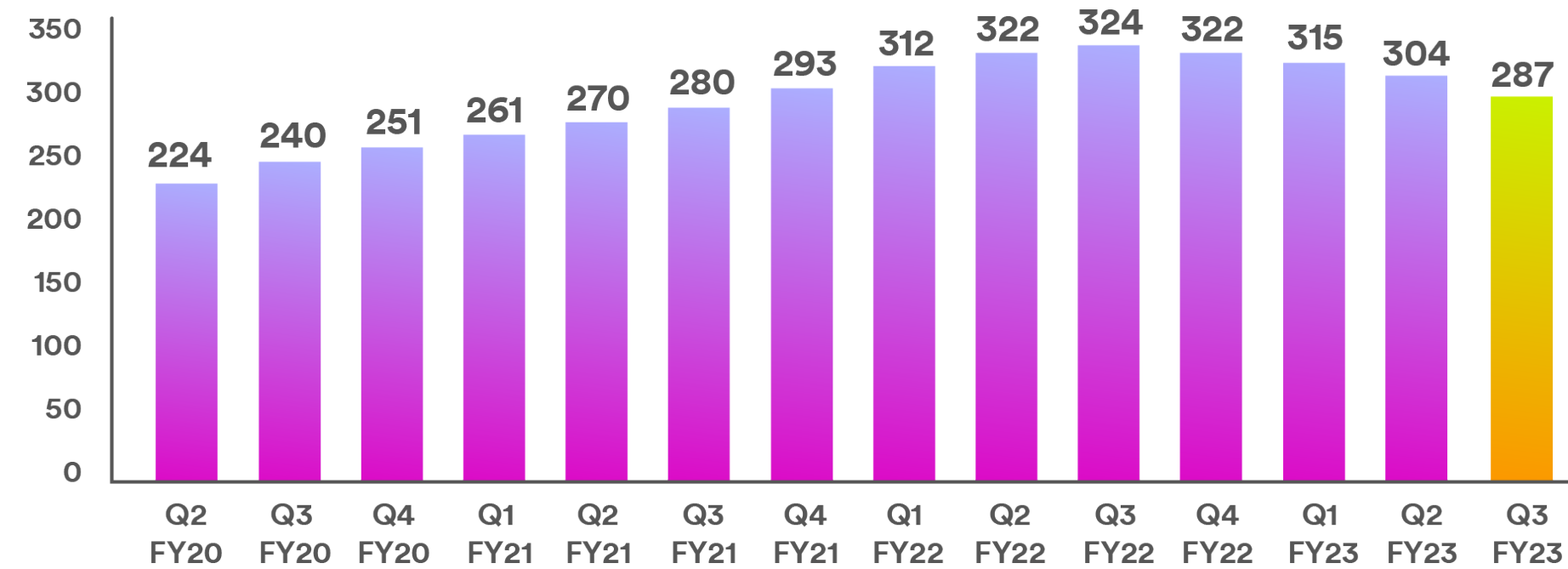
**ANZ GMV (\$m)**



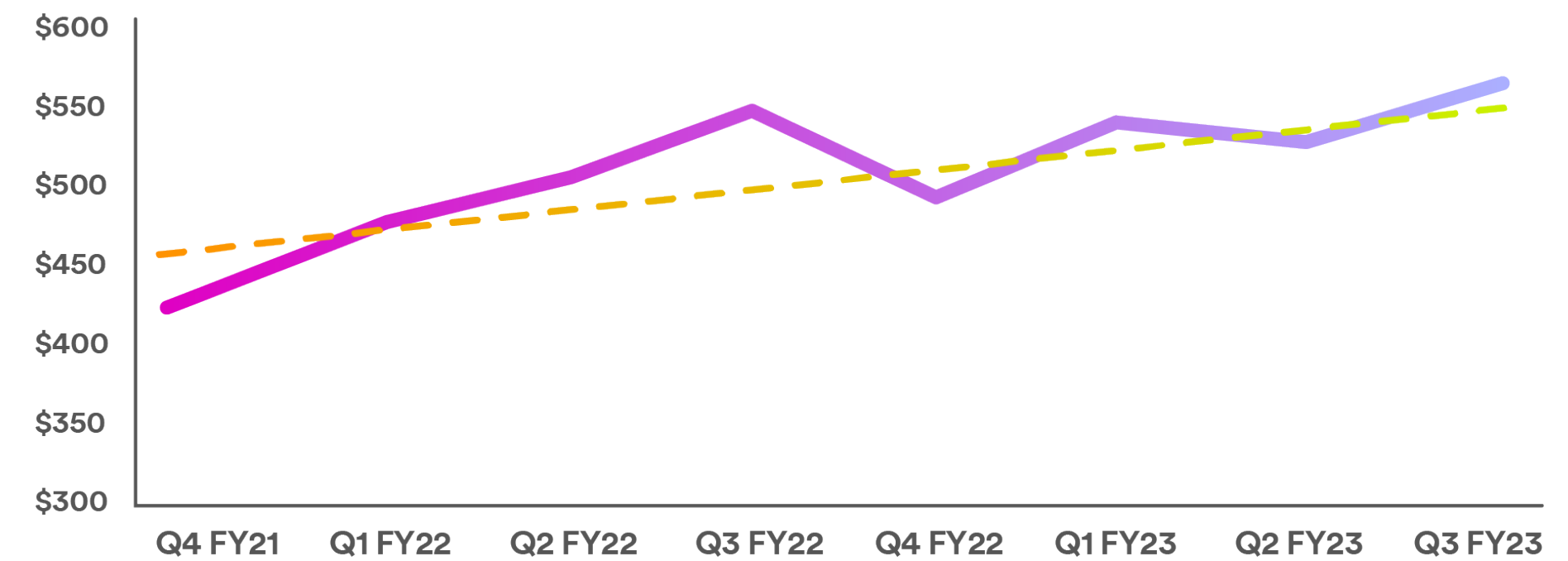
**ANZ Active Merchants ('000)**



**ANZ Active Customers ('000)**



**ANZ GMV Per Customer**



# Supported by strong debt facilities

## Partners for Growth

Debt facility to support the UK loan book

- £20 million facility
- 80% Loan to Value Ratio
- Maturity date October 2024

Supporting over £500 million of GMV in the UK region

## Kiwibank

Debt facility to support the ANZ loan book

- NZ\$30 million facility
- 80% Loan to Value ratio
- Maturity date June 2024

Supporting over \$750 million of GMV in the ANZ region

Facility	Facility Limit	Drawn as at 31 December 2022	Maturity
Kiwibank	NZ\$30.0m	NZ\$13.6m	June 2024
Partners for Growth	NZ\$38.1m (£20.0m)	NZ\$26.7m	October 2024
<b>Total</b>	<b>NZ\$68.1m</b>	<b>NZ\$40.3m</b>	



# Outlook

# FY23 Outlook

- Laybuy continues to make positive progress on its pathway to profitability and can reaffirm expectation to be EBITDA profitable in March 2023.
- Anticipate NTM to settle in a range between 3.0% and 3.5% in Q4 FY23 and expect income will return to \$12m to \$13m per quarter, consistent with longer-term average.
- Key strategic decisions, including termination of expensive partner arrangements and investment decisions linked to the selection of fit for purpose credit risk tooling systems, means Laybuy is positioned for ongoing financial sustainability.
- Higher quality GMV anticipated into the future as a result of an improved customer base and a continued focus on reducing fraud and default activity.
- These actions, alongside the capital efficient business model, ensures Laybuy is well positioned for a tightening macroeconomic environment.
- Application to delist has been approved by the ASX and will proceed to a shareholder vote on 23 February 2023.
- Delisting provides greater flexibility to implement strategy and achieve a more objective valuation that can be used to attract new partnerships and investment.

# Thank you



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**LAYBUY**