

Strategic and Trading Update

The Board of Smartpay is pleased to provide the following trading update following the fourth quarter to 31 March 2023 of the 2023 Financial Year.

Highlights

Australian acquiring transactional revenue continuing to show strong growth, March quarter up **76%** year-on-year.

Australian Total Transaction Value up **64%** year-on-year.

Consolidated revenue up **54%** year-on-year.

Transacting terminals at end of March 2023 at over **15,700** an **increase of 62% year-on-year**.

Our full trans-tasman network of terminals is now **over 46,000**.

Strategic Update

Preparing to unlock additional value

We have entered into a non-binding letter of intent with our Australian processing partner to unlock the strategic value of our NZ fleet of over 30,000 terminals. This provides a path to present our next generation android terminal and acquiring solution to our loyal NZ customers.

Australia

Customer acquisition momentum continued through Q4

Customer acquisition in Australia continued through the quarter with approximately 1,200 new transacting terminals added through to the end of March '23. Our Australian transacting terminal fleet has grown over 6,024 terminals since March '22, an increase of 62%.

Australian Acquiring Transactional Revenue increased 76% year-on-year.

Average revenue per transacting terminal returned to pre-seasonal levels as expected through Quarter 4. Average margin reduced slightly due to the effect of the successful acquisition of a large, national, multi-site high volume brand.

Monthly customer cancellations for the quarter were in-line with the first three quarters of FY23.

Australian Total Transaction Value (TTV) increased 64% year-on-year.

New Zealand

Stable terminal fleet

We are seeing continued stability in the New Zealand terminal fleet.

Summary and Outlook

Strong finish to FY23, ongoing execution into FY24 coupled with preparation for an exciting future

With a strong finish to the 2023 financial year we are now looking forward to the 2024 financial year.

Our recent NPS (Nett Promotor Score) surveys have again rewarded our focus on customer experience with Australia at 70 and NZ 49.

We remain committed to the ongoing execution into the Australian opportunity, development of the New Zealand opportunity and leveraging the strategic value of both our New Zealand and Australian businesses.

With preparations underway for the realisation of a truly trans-tasman payments business, where we will deliver our market leading payments solution and customer experience to our entire network of customers, we look forward with anticipation to the year ahead and beyond.

↑ 76%

Acquiring Transactional Revenue (YoY)

↑ 54%

Consolidated Revenue (YoY)

↑ 15,700

Transacting Terminals

↑ 64%

Total Transaction Value (YoY)

ASX: SMP
NZX: SPY

SHARE INFORMATION

Issued Shares: 238,284,963

WEBSITES

www.smartpay.co.nz
www.smartpay.com.au
www.smartpayinvestor.com

BOARD OF DIRECTORS

Independent Chair:
Gregor Barclay

Managing Director:
Martyn Pomeroy

Independent:
Matthew Turnbull

Independent:
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Quarterly Revenue Indicators - Unaudited

NZ\$'000	Year-on-Year to 31 March				Quarter on Quarter to 31 March			
	Q4 FY23	Q4 FY22	Variance \$	Variance %	Q4 FY23	Q3 FY23	Variance \$	Variance %
Total Consolidated Revenue	21,223	13,806	7,417	54%	21,223	21,151	72	0%
Australian Acquiring Transactional Revenue	16,829	9,553	7,276	76%	16,829	16,833	-4	0%
Number of transactions processed	39,043,632	22,775,853	16,267,780	71%	39,043,632	38,329,474	714,158	2%
Total transaction value	1,264,310,476	813,208,960	533,101,516	64%	1,264,310,476	1,386,361,780	-22,051,304	-2%
Average Revenue Per Unit	1,148	1,079	69	6%	1,148	1,249	-101	-8%

Australian Acquiring Revenues



ENDS

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Enquiries concerning shareholdings should be addressed to:

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