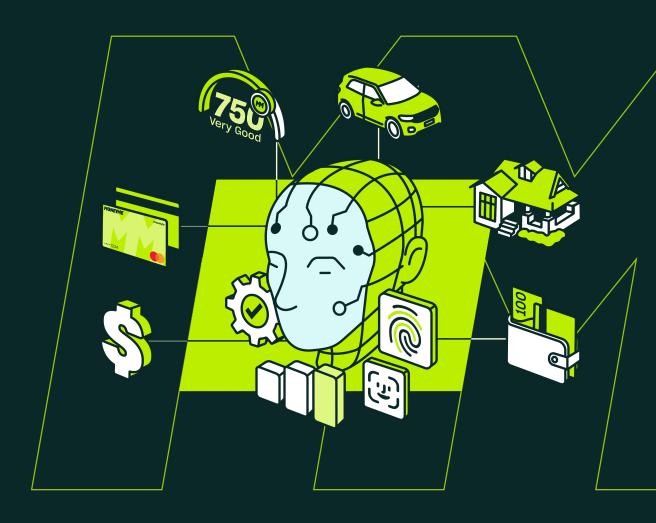
MONEYME

Investor presentation

FY23 Results

31 August 2023



About MONEYME





A non-bank challenger

MONEYME is a founder-led digital lender and Certified B Corporation™. We challenge the traditional ways of credit and simplify the borrowing experience with digital-first experiences that meet the needs of modern consumers.



Digital yet personal

We target customers with above average credit profiles through a range of fast, flexible, and competitively priced products, including car loans, personal loans, and credit cards.



We move fast

Our point of difference is delivering unrivalled customer experiences powered by smart technology. From near real-time credit decisioning to loans that settle in minutes, we deliver speed and efficiency in everything we do.



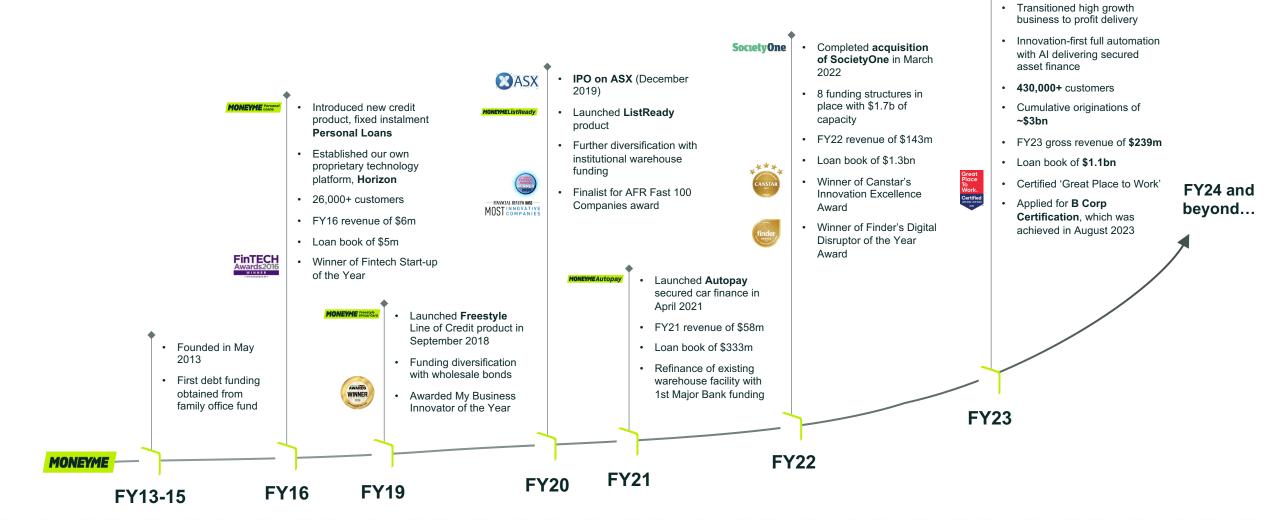
For Generation Now

We service ambitious Australians who expect more from life and the companies they engage with. We uphold a strong ethos of sustainability and hold ourselves accountable to the high standards of the B Corp movement.



From start-up to scale-up with market-disrupting technology and innovation





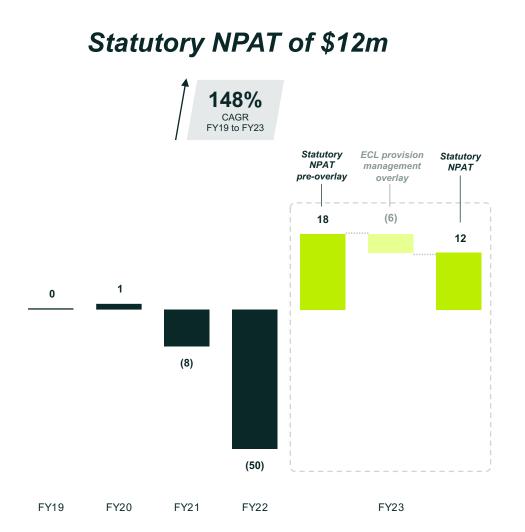


o₃ FY23 highlights

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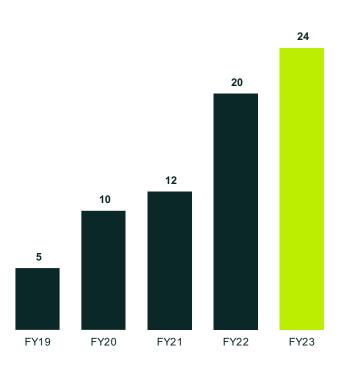
FY23 highlights











FY23 highlights



Strong returns, high operating leverage and innovation, successful capital restructure, elevated credit quality, and meeting B Corp standards



Record revenue

- **\$239m** gross revenue (\$143m, FY22)
- **12%** NIM maintained (12%, FY22)



Elevated credit quality

- **727** average Equifax score (704, FY22)
- 44% secured assets on book



Cost efficiencies

- 22% office operating cost to income ratio (40%, FY22)
- \$1.1bn gross loan book from moderated originations (\$1.3bn, FY22)



Continued innovations

- Fully automated approval and settlement process for secured vehicle loans
- New Credit Score tool launched



Diversified funding

- Reduced PEP facility with improved terms
- 8 funding structures in place with \$1.5bn of capacity²



B Corp Certified¹

- Certified B Impact
 Assessment™ score of 91.2
- Transition to 100% renewable energy across MONEYME's Australian offices



MONEYME Autopay



Game-changing innovation in the auto sector: secured vehicle finance up to \$100,000 that settles within 60 minutes, 7 days a week

Customer receivables at 30 June 2023

\$446m

Unchanged from FY22

Average car financed in FY23

\$35,562

Up from **\$32,100** in FY22

Average Equifax score at 30 June 2023

777

Up from **754** in FY22

Autopay can now settle in

<5 mins

Dealers & brokers onboarded to-date

2,500+





MONEYME Personal Loans



Unsecured variable rate personal loans up to \$50,000



Customer receivables at 30 June 2023

\$192m

Down 24% from FY22

Average funded loan value in FY23

\$12,836

Up from **\$11,232** in FY22

Average Equifax score at 30 June 2023

689

Up from **666** in FY22

Secured and unsecured fixed rate personal loans up to \$70,000



Customer receivables at 30 June 2023

\$313m

Down 21% from FY22

Average funded loan value in FY23

\$21,366

Down from **\$21,417** in FY22

Average Equifax score at 30 June 2023

736

Up from **727** in FY22

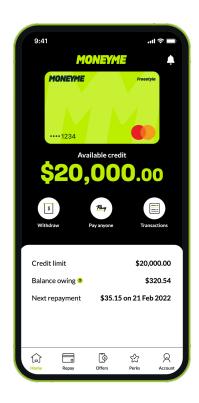




MONEYME Freestyle Credit Card



Feature-packed digital credit card



Customer receivables at 30 June 2023

\$188m

Down 18% from FY22

Average use of credit limits in FY23

79%

Up from **77%** in FY22

Number of Freestyle card transactions in FY23

1 mil+

Average Freestyle card transaction value

\$55





O3 FY23 highlights

Operational highlights

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Operational highlights



Strong fundamentals deliver strong results



Elevating credit quality

- Improved credit profile with average Equifax score of 727 in FY23 (704, FY22)
- Continued focus on elevating credit quality with secured assets **44%** of FY23 book *(38%, FY22)*



Technology-led innovation

- Leveraged highly automated and Al-driven technology platform to further streamline operations and deliver efficiencies
- Elevated customer experience through introduction of new product and features



Strong customer engagement

- Maintained above-benchmark customer satisfaction with Net Promoter Score of **+60**
- ~75% of customer calls answered within 10 seconds



B Corp Certified

- Achieved B Corp Certification in August 2023 following application in 1H23
- B Impact Assessment score of 91.2, well above the minimum 80-point benchmark



SocietyOne integration

- Successful migration of SocietyOne technology onto MONEYME's proprietary platform Horizon
- Acquisition synergies through operational & tech consolidation is driving substantial operational cost savings of ~\$20m p.a.

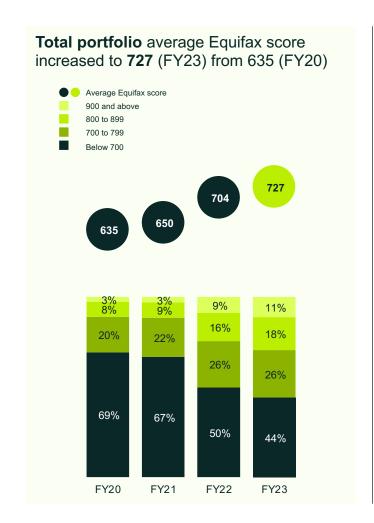


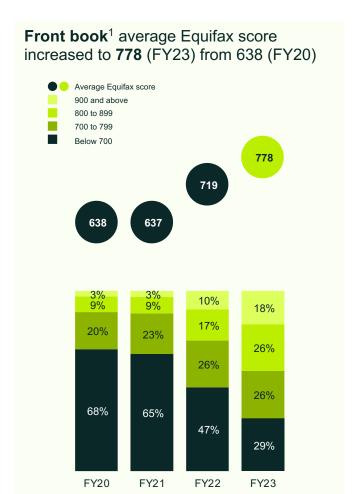
Effective interest margin management

- Executed targeted customer pricing adjustments to achieve healthy net interest margin of **12**%
- >70% of MONEYME loan book is variable rate and the interest rate risk on the fixed rate book is hedged



Strong uplift in the customer credit profile will provide significant benefits over time



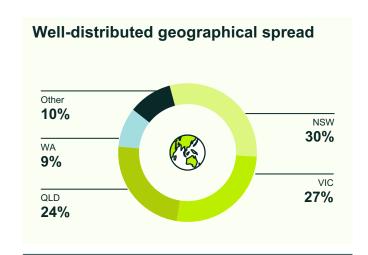


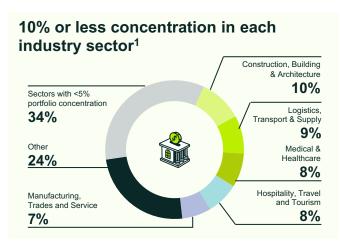
Front book refers to loans originated in the denoted period

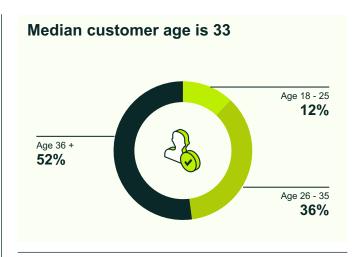
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Strong customer diversification reduces risk and promotes resilience











Customer experiences enhanced with new products and features through technology-led innovations



Fully automated process for Autopay

An innovation-first fully automated verification and approval process for secured vehicle finance originations



Digital experience for brokers and dealers

Our proprietary technology platform Horizon provides a frictionless experience for brokers, dealers, and other distribution partners



App-based MONEYME credit score tool

Tech integration of bureau credit scores to provide customers with better credit insights and data security; the 90,000 active app user base is a cost-effective acquisition and retention benefit



Autoscan innovation

A new innovation in pilot that creates a step change in selecting a vehicle, calculating loan repayments, and setting up finance at the point of sale



Innovation driving strong customer satisfaction despite rising interest rates



~75% Calls answered within 10 seconds 35% Customers with 2 or more products 24/7 Near real-time settlements ~90,000 Customers accessed MONEYME's new

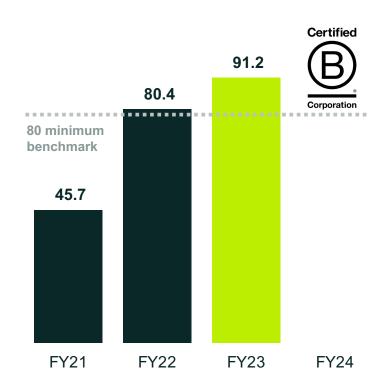
app-based credit score tool





A leap forward in making a difference for society and the environment

MONEYME achieved **B Corp Certification** in August 2023 with a Certified B Impact Assessment (BIA) score of **91.2**



In FY23, MONEYME strengthened its governance structures, identified ESG related risks and opportunities, and furthered its positive impact on ✓ the environment, ✓ society, ✓ customers, and ✓ employees.



The Group's **2023 Sustainability Report**, which has been published on the ASX alongside the Annual Report, provides a comprehensive outline of MONEYME's ESG achievements in FY23.



Consolidation of MONEYME and SocietyOne business functions completed, delivering significant synergies



Significant
cost synergies through
automation, consolidation,
and increased operational
efficiency



Enhanced operating leverage from adding **\$0.4bn** to our loan book, creating **scale benefits**



Expanded distribution opportunities with ~200,000 SocietyOne customers and broker distribution networks



Leveraged power
of combined data
and intellectual property
for a stronger credit
framework

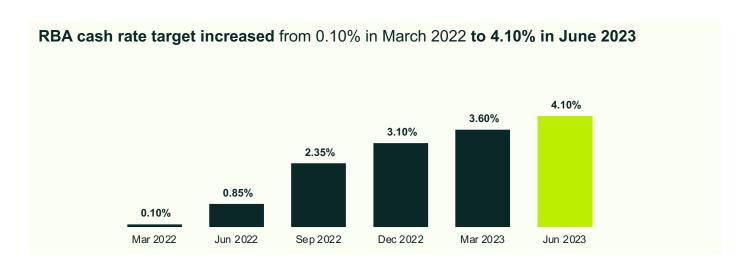
Planned cost synergies ~\$17m p.a.

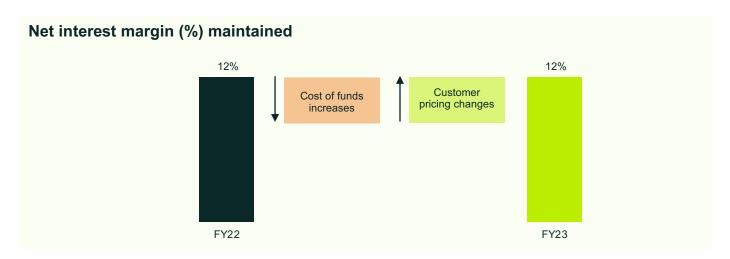
Cost synergies realised to-date >\$20m p.a.



Protected Net Interest Margin¹ (NIM)

- Rising interest rates were primarily offset by customer pricing adjustments
- MONEYME has a predominantly variable rate book (>70%)
- The interest rate risk on the fixed rate book is hedged using interest rate swaps







O3 FY23 highlights

09 Operational highlights

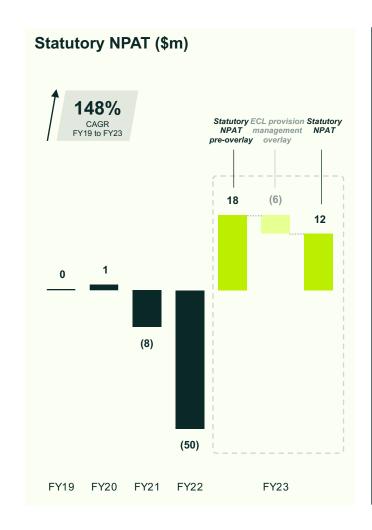
Financial highlights

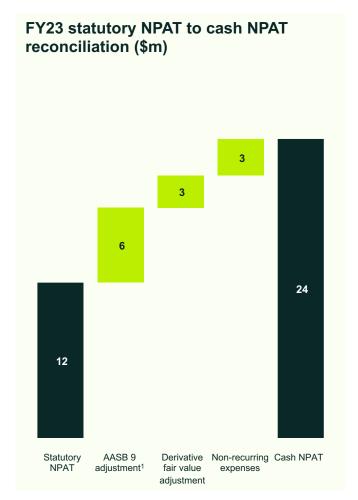
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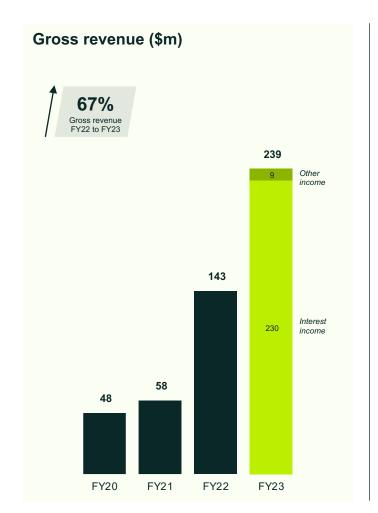
Record statutory and cash NPAT from significant operating leverage and moderated originations

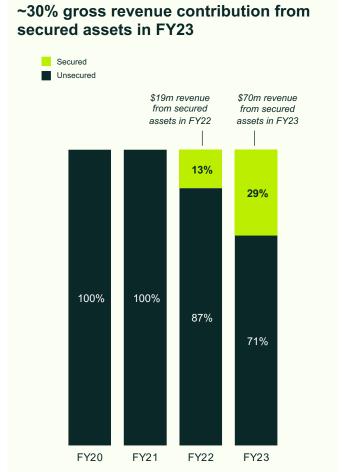






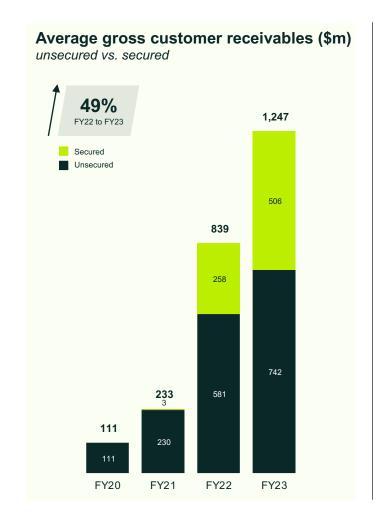
Significant revenue growth, with over 3x secured asset revenue growth from FY22 to FY23



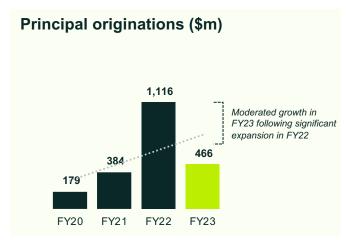




Scaled book with strong mix of secured assets and 48-month average contractual life, delivering current and future revenue

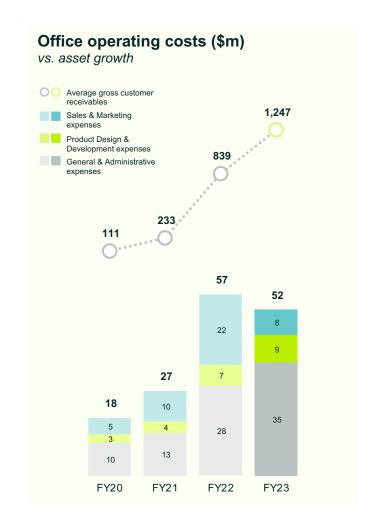


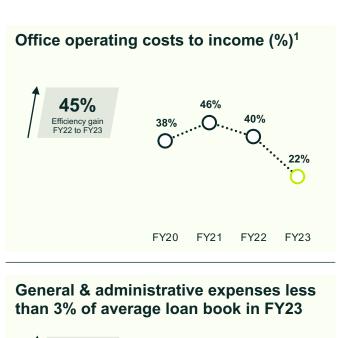


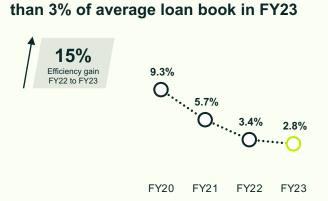




Significant office operating cost leverage from scale, automation, and SocietyOne acquisition synergies



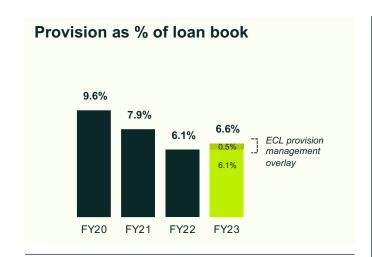


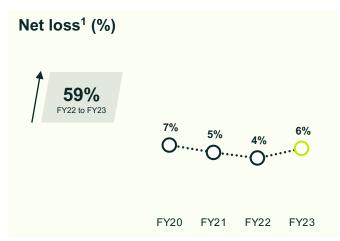


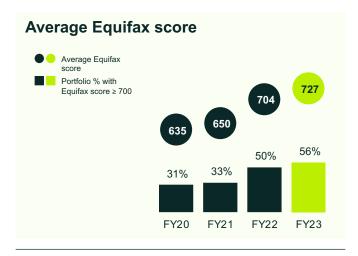


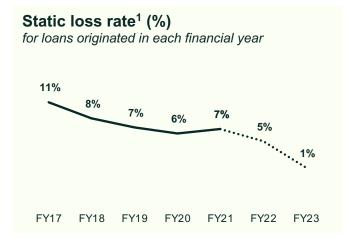
FY23 provision reflects macroeconomic uncertainty

Losses have a lag effect from prior period originations



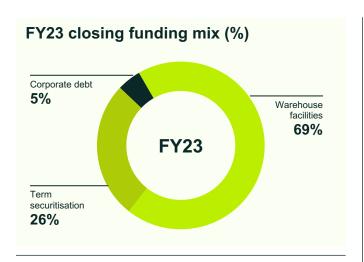




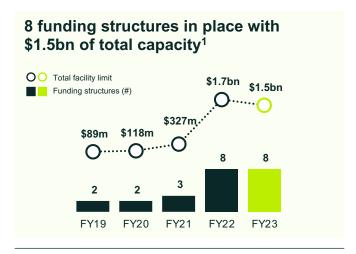


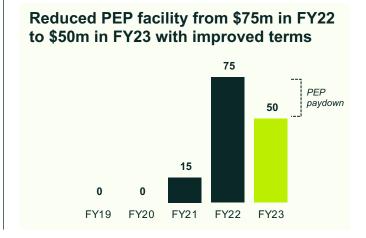


Diversified funding for sustainability and stronger returns









Use of this funding is dependent upon MONEYME's ability to co-invest in the securitisation junior notes

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O3 FY23 highlights

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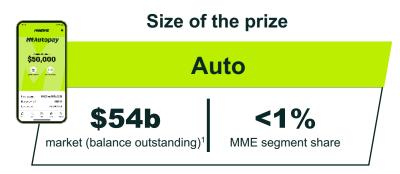
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MONEYME's core products target massive market opportunities



Cards

\$30b+
market (drawn balance)

1-2%
MME segment share



Where the opportunity is?

Major Banks

Regional banks and credit unions

Mature non-banks

Why the market opportunity exists?

- Incumbents core focus on mortgages and business bank; less focus on consumer
- Bank exits from auto finance
- Complex legacy technology issues
- Slow and clunky processes (days or weeks to settle)
- Low customer NPS / sub-optimal customer experience
- Stifled innovation

Traditional providers often have some or many of the limitations above

^{1.} The ABS discontinued its auto finance commitments data series in November 2018. In the 12 months to November 2018 there were \$36b of auto finance commitments extended to Australian consumers and SMEs. A market size of \$54b has been derived by multiplying the \$36b by a conservative "weighted average auto-loan life" assumption of 1.5 years

Personal loans market share based on ABS new loan commitments data LTM Sep 22. Market size of \$31b has been derived by multiplying LTM originations by 2 to reflect "weighted average personal loan term", Cards based on APRA data as at February 2022 and would be higher when capturing all non-ADI balances. Auto market share includes consumer and commercial segments (ABS 5601.0 table 7 LTM June 2020 and 5671.0 table 9 LTM November 2018 (discontinued after then))

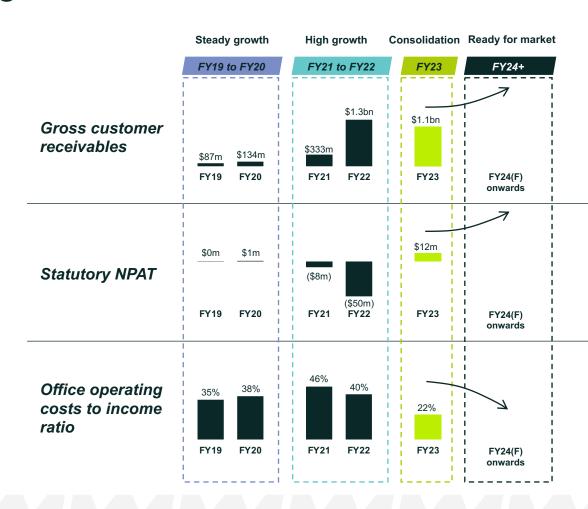
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Readying the business for growth when market conditions are suitable

Our strategy and key areas of focus

- 1 Extending our technology advantage with further automation and AI innovation for leading customer experiences and operational efficiencies
- Increasing our ratio of secured assets and high credit quality in our portfolio for resilient credit performance
- 3 Removing non-core products to focus on unit economics
- Readiness of the business to capture growth when market conditions are appropriate
- 5 Strengthening security for additional customer and data protection





MONEYME is challenging the traditional ways of credit with innovation and market-leading digital experiences to build a bigger, stronger, more profitable business.





Questions & answers



Thank you!

On behalf of all at MONEYME



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MONEYME Board of Directors





Peter Coad
Independent Non-Executive Chair

Joined the Board in October 2019 as Board Chair



Clayton Howes
Managing Director & Chief
Executive Officer

Co-founder and CEO since inception

The Board of Directors includes two founders and leaders with significant experience across the technology and finance sectors, and expertise in innovation, customer experience, and brand management



Rachel Gatehouse
Independent Non-Executive Director

Joined the Board in December 2022, current Chair of the Audit & Risk Management Committee



Scott Emery
Non-Executive Director

Co-founder and Non-Executive Director since inception



David Taylor
Independent Non-Executive Director

Previously served on SocietyOne's Board from March 2018; joined the Board in March 2022, following MONEYME's acquisition of SocietyOne



Susan Wynne
Independent Non-Executive Director

Joined the Board in October 2019, current Chair of the Remuneration & Nomination Committee

Key operating measures



	Definition ¹	FY20	FY21	FY22	FY23
Returns					
Gross revenue (\$m)		48	58	143	239
Gross revenue growth (%)		49%	21%	148%	67%
Future contracted cash interest (\$m)	1	29	98	398	360
Statutory NPAT (\$m)		1	(8)	(50)	12
Cash NPAT (\$m)	2	10	12	20	24
Book profile					
Revenue yield (%)	3	43%	25%	17%	19%
Net interest margin (%)	4	32%	20%	12%	12%
Closing gross customer receivables – secured assets (%)		-	2%	38%	44%
Average balance outstanding per loan (\$)		3,482	5,744	17,850	17,103
Average remaining loan term (months)		22	37	51	48
Customer receivables growth					
Originations (\$m)	5	179	384	1,116	466
Closing gross customer receivables (\$m)		134	333	1,345	1,150
Closing gross customer receivables growth (%)		53%	149%	305%	(15%)
Credit quality					
Provisioning to receivables (%)	6	10%	8%	6%	7%
Net losses (%)	7	7%	5%	4%	6%
Average Equifax score		635	650	704	727
Operating efficiency					
Total operating costs to average receivables (%)	8	43%	29%	22%	18%
Office operating costs to income (%)	9	38%	46%	40%	22%
Average funding cost rate (%)	10	11%	5%	5%	7%
Closing funding cost rate (%)	11	9%	5%	5%	8%

Refer to Appendix: Measure definitions
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Measure definitions



Note	Measure	Definition
1	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 arrears. Excludes fee income.
2	Cash NPAT (\$m)	Statutory net profit after tax (NPAT) adjusted to remove non-recurring expenses, the impact of derivative fair value movements, and an adjustment to use actual losses (gross charge offs) rather than the AASB 9 based impairment expense
3	Revenue yield (%)	Gross revenue as a % of average gross customer receivables (annualised)
4	Net interest margin (%)	Gross revenue less interest expense, as a % of average gross customer receivables (annualised)
5	Originations (\$m)	Cash principal originations which exclude accounting effective interest rate balances
6	Provisioning to receivables (%)	Accounting provision closing balance as a % of gross customer receivables
7	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 receivables
8	Total operating costs to average receivables (%)	Total operating expenses per income statement adjusted to remove non-recurring expenses as a % of average gross customer receivables (annualised)
9	Office operating costs to income (%)	Sales & marketing, product design & development, and general & administrative expenses as a % of gross revenue in the period (annualised)
10	Average funding cost rate (%)	Interest expense per income statement as a % of average borrowings
11	Closing funding cost rate (%)	The weighted average funding cost applying to external borrowings at the last day of the period

Income statement



\$ million	FY20	FY21	FY22	FY23
Interest income	43	53	128	230
Other income	5	5	15	9
Gross revenue	48	58	143	239
Commission expense	-	(0)	(2)	(6)
Net revenue	48	58	141	233
Interest expense	(13)	(11)	(38)	(90)
Sales & marketing expense	(5)	(10)	(22)	(8)
Product design & development expense	(3)	(4)	(7)	(9)
General & administrative expense	(10)	(13)	(28)	(35)
Customer receivables impairment expense	(16)	(29)	(91)	(68)
Depreciation & amortisation expense	(1)	(2)	(2)	(11)
Total operating expenses	(48)	(68)	(189)	(221)
Profit/(loss) before tax	(0)	(10)	(48)	12
Income tax benefit/(expense)	1	2	(3)	-
Net profit/(loss) after tax	1	(8)	(50)	12
Adjustments ¹	9	20	70	11
Cash net profit/(loss) after tax	10	12	20	24

Statutory NPAT to Cash NPAT reconciliation



\$ million	FY20	FY21	FY22	FY23
Statutory net profit/(loss) after tax	1	(8)	(50)	12
AASB 9 impairment expense adjustment	16	29	103	97
Gross losses adjustment	(9)	(11)	(45)	(91)
Derivative fair value gain/(loss) related	-	-	(6)	3
Other non-recurring adjustments				
SocietyOne acquisition and integration related	-	-	14	2
Other	2	2	5	1
Cash net profit/(loss) after tax	10	12	20	24

Balance sheet



\$ million	FY20	FY21	FY22	FY23
Cash and cash equivalents	35	26	81	92
Net customer receivables	121	306	1,264	1,074
Current tax asset	-	0	0	-
Derivative financial instruments	-	-	10	8
Other receivables	1	1	10	14
Deferred tax asset	4	6	3	3
Intangible assets	2	3	36	33
Right of use assets	2	1	3	3
Property, plant and equipment	1	1	1	3
Goodwill	-	-	64	64
Total assets	167	346	1,472	1,293
Borrowings	(113)	(300)	(1,358)	(1,115)
Other payables	(2)	(3)	(15)	(6)
Current tax payable	(2)	-	-	-
Lease liabilities	(2)	(2)	(3)	(3)
Employee related provisions	(1)	(2)	(4)	(2)
Total liabilities	(120)	(306)	(1,381)	(1,127)
Net assets	47	40	91	166
Share capital	44	44	143	203
Reserves	1	2	5	7
Retained earnings/(losses)	2	(6)	(56)	(44)
Total equity	47	40	91	166

Cash flow statement



\$ million	FY20	FY21	FY22	FY23
Net customer receivable inflows / (outflows)	(58)	(222)	(709)	118
Income from customers	47	66	116	204
Borrowings interest and fees paid	(12)	(9)	(29)	(83)
Income from delinquent asset sales and recoveries	-	-	14	31
Payments to suppliers and employees	(16)	(24)	(51)	(62)
Income tax refund received	(0)	(2)	-	0
Proceeds from disposal of interest rate swaps	-	-	-	1
Net cash inflows / (outflows) from operating activities	(40)	(191)	(659)	208
Payments for intangible asset development	(2)	(2)	(4)	(6)
Payments for property, plant and equipment	(1)	(1)	(0)	(3)
Investment in SocietyOne Holdings	-	-	(15)	-
Acquired cash balances	-	-	38	-
Net cash inflows / (outflows) from investing activities	(3)	(3)	20	(9)
Net (repayment of) / proceeds from borrowings	32	186	705	(245)
Transaction costs related to borrowings	(1)	(1)	(10)	(3)
Principal repayment of leases	(1)	(1)	(1)	(1)
Proceeds from issued share capital	41	-	-	63
Transaction costs related to issue of share capital	-	-	-	(2)
Loan - other	-	-	(0)	(0)
Net cash inflows / (outflows) from financing activities	71	185	694	(189)
Net increase / (decrease) in cash and cash equivalents	29	(9)	55	11
Cash and cash equivalents at the beginning of the period	6	35	26	81
Cash and cash equivalents	35	26	81	92

MONEYME's core products



		LATEST		
	Personal Loan	Freestyle	Autopay	Credit Score
Offer range	\$5,000 - \$70,000	Credit limit up to \$20,000	Up to \$100,000	Free credit score in 60 seconds
Offer term	24 - 84 months	Repayment over 24 - 60 months	36 - 84 months	N/A
Interest-free period	N/A	Up to 55 days interest-free on online and in-store purchases using Freestyle Mastercard	N/A	N/A
Interest rate	8.20% - 25.99% Risk-based pricing	18.74% - 25.99% Risk-based pricing	8.25% - 19.25% Risk-based pricing	N/A
Establishment fee	\$0 - \$995	N/A	\$350 - \$550	\$0
Annual fee	N/A	\$0 (Credit limit up to \$3,000) \$49 (Credit limit \$3,001 - \$5,000) \$149 (Credit limit over \$5,000)	N/A	\$0
Monthly fee	\$0 - \$10	\$5 (\$0 if balance under \$20)	\$10	\$0
Other fees & charges	Broker specific fee may apply (for PL Broker loans) Dishonour fee \$15 Overdue fee \$35 No early exit fee	Withdrawal fee 1.5% Dishonour fee \$15 Overdue fee \$35 No early exit fee	Dealer or Broker specific fees may apply Dishonour fee \$15 Overdue fee \$35 No early exit fee	N/A
Other key features	We offer: Unsecured variable rate personal loans; Secured / unsecured fixed rate personal loans	Credit back through MoneyMe Perks powered by Cashrewards™, Freestyle's exclusive rewards program	Up to 130% LVR Electric vehicle (EV) and homeowner discounts may apply	Credit file insights, monthly score updates and alerts

1. All product features and pricing as at 31 August 2023 Page 39 | MONEYME

Important notices & disclaimers



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Summary information

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