

27 February 2025

ASX Announcement

1H25 Interim Report & Results

Strong growth, operating cash profit, and capital to scale

MONEYME Limited (“MONEYME” or “Group”) is pleased to announce the release of its interim financial report and results for the 6 months to 31 December 2024.

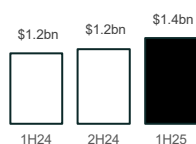
1H25 Financial Highlights¹

Strong growth and operating cash profit

Closing loan book

\$1.4bn

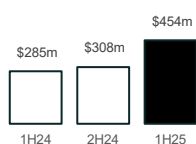
↑ 20% (\$1.2bn, 1H24)



Loan originations

\$454m

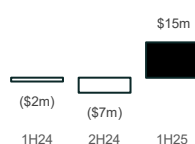
↑ 59% (\$285m, 1H24)



Operating cash profit²

\$15m

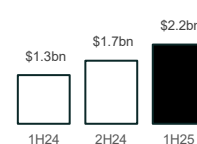
↑ 10x ((\$2m), 1H24)



Total funding limit

\$2.2bn

↑ 63% (\$1.3bn, 1H24)

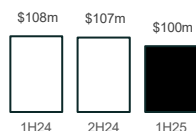


Revenue and NIM reflect increased contribution from secured assets and shift to higher credit quality customers

Gross revenue

\$100m

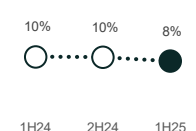
↓ 7% (\$108m, 1H24)



Net interest margin

8%

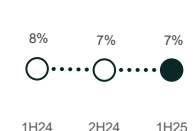
↓ 2% (10%, 1H24)



Cost of funds

7%

↓ 1% (8%, 1H24)

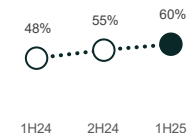


Improved loan book profile delivering reduced credit losses

Secured assets on book

60%

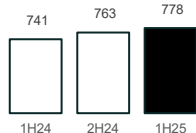
↑ 12% (48%, 1H24)



Average Equifax score

778

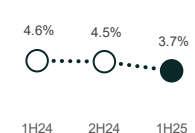
↑ 5% (741, 1H24)



Net credit loss

3.7%

↓ 0.9% (4.6%, 1H24)



¹ Refer to the Group's 1H25 Investor Presentation, released on the same day as this release, for measure definitions and supporting analysis.

² Operating cash profit is a management model, unaudited and represents the net impact of the cash inflows and outflows resulting from MONEYME's core business activities. This does not include cash movements related to the principal repayments received or funding of loan originations.

1H25 Operational Highlights

- **Operating cash profit of \$15m** (vs. (\$2m) in 1H24)
- **Loan book growth:** Loan book increased to \$1.4bn (*up 20% vs. \$1.2bn, 1H24*)
- **Increased loan originations:** Loan originations of \$454m (*up 59% vs. \$285m, 1H24*)
- **Gross revenue of \$100m** (*down 7% vs. \$108m, 1H24*) due to higher contribution of secured lending (now 60% of loan book)
- **Net interest margin (NIM) of 8%** (*down 2% vs. 10%, 1H24*)
- **Enhanced credit profile:** Ratio of secured assets on book increased to 60% (*up 12% vs. 48%, 1H24*) and average Equifax score increased to 778 (*up 5% vs. 741, 1H24*)
- **Strong credit performance:** Net credit losses reduced to 3.7% (*down 0.9% vs. 4.6%, 1H24*)
- **Longer-term income profile:** Average contractual loan term increased to 67 months (*up 6% vs. 63 months, 1H24*)
- **\$125m** corporate facility secured with iPartners in December 2024, refinancing MONEYME's previous corporate facility at a lower cost of funds with more favourable term
- **\$517.5m** Autopay asset-backed securities (ABS) deal completed in October 2024, reducing cost of funds, releasing capital, and increasing lending capacity for further growth
- Two warehouse financial renewals executed, with MME Autopay 2021 and MME Horizon 2020 warehouses extended as planned
- Technology stack enhanced through an **internally developed application using generative artificial intelligence** (Gen AI) to respond to customer communications, improving response speed and quality.
- Expanded product offering to include **7-year loan terms** for unsecured personal loans product, enabling broader market coverage

Clayton Howes, MONEYME's Managing Director and CEO said:

"MONEYME delivered \$15 million in operating cash profit while growing our loan book from \$1.2 billion to \$1.4 billion, driven by a 47% increase in new loan originations. The growth in the half was primarily driven by our secured car loan product, Autopay.

Our strategic shift toward secured lending and higher credit quality customers has a more stable long-term income profile and continues to deliver lower credit losses, which reduced to 3.7% in the half. Over the medium term, Autopay's success will be complemented by the introduction of a new credit card and growth in personal loans to support portfolio diversification, deliver higher yield, and increase our net interest margin.

Our strengthened funding and capital position, including the expansion of our ABS program and new corporate facility, provides the capacity to grow our loan book beyond \$3 billion with increased capital-efficiency and reduced funding costs. Meanwhile, our proprietary technology and AI is driving operating leverage, allowing us to scale efficiently and quickly.

With our technology advantage and diversified product strategy, a robust loan book, and an optimised funding platform, MONEYME is positioned for continued growth and operating cash profitability in FY25."

Refer to the Group's Appendix 4D and Interim Report (including the notes to the financial statements) and the 1H25 Investor Presentation for further material information.

Authorised by the MONEYME Board.

About MONEYME

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.

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. 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.

We service 'Generation Now', 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.

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 investors.moneyyme.com.au or contact investors@moneyyme.com.au

For media, please contact media@moneyyme.com.au

