

30 April 2025

ASX Announcement

3Q25 Trading Update¹

Originations up 65% on pcp, loan book grows to \$1.5bn

MONEYME is pleased to provide its third quarter trading update for the period ending 31 March 2025.

Trading Highlights

MONEYME's loan book increased to \$1.5bn, with originations up 65% on the prior comparable period (pcp) while maintaining operating cash profit. Revenue remained strong at \$53m, as did credit performance, with net credit losses maintained at 3.7%. The proportion of secured loans in the loan book remained steady at 61%.

Continued growth, operating cash profit and strong credit performance

- **Increased loan book:** Loan book reached \$1.5bn for 3Q25 (\$1.4bn, 2Q25; \$1.1bn, 3Q24), up 27% on the pcp and up 6% on the prior quarter.
- **Strong loan originations²:** \$227m for 3Q25 (\$233m, 2Q25; \$137m, 3Q24), up 65% on pcp and down 3% on the prior quarter, reflecting seasonality of the summer holiday period.
- **Increased revenue:** Revenue of \$53m for 3Q25 (~\$50m, 2Q25; \$53m, 3Q24), in line with the pcp and up 6% on the prior quarter, reflecting the growing book.
- **Healthy net interest margin (NIM):** NIM of 8% for 3Q25 (8%, 2Q25; 10%, 3Q24), 2% lower on pcp, reflecting the shift to secured lending and increased credit quality, and maintained on the prior quarter.
- **Strong credit performance:** Net credit losses of 3.7% for 3Q25 (3.7%, 2Q25; 4.8%, 3Q24), 1.1% lower on pcp and no change from the prior quarter.
- **Enhanced credit profile:** Ratio of secured assets increased to 61% for 3Q25 (60%, 2Q25; 51%, 3Q24), up 11% on pcp and up 1% on the prior quarter. Average credit score³ increased to 784 for 3Q25 (778, 2Q25; 751, 3Q24), up 4% on pcp and up 1% on the prior quarter.
- **Operating cash profit (OCP)⁴:** Continued operating cash profit for 3Q25 and management expects an OCP of circa \$20m for FY25.

Increased lending capacity for personal loans and credit cards

- MME Horizon 2018 Warehouse Trust refinanced and upscaled from \$85m to \$130m to support growth in personal loans and credit cards, delivering reduced cost of funds.
- New and existing customer pricing adjusted following the March cash rate cut, ensuring competitive pricing while protecting NIM.

Continued AI and new product development

- Proprietary generative artificial intelligence (Gen AI) live for customer communications and agent training, with further applications in development to improve customer experience and credit decisioning.
- Ongoing development of a new credit card product.

¹ All 3Q25 figures in this update are preliminary unaudited management results. Refer to the end of this release for key measure definitions.

² Loan originations reflect the net amount financed in the period, being sum of principal funded and upfront fees.

³ Average credit score presented refers to the weighted average Equifax credit score.

⁴ Operating cash profit (OCP) is a management measure 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.

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

"MONEYME continued to grow in 3Q25, with operating cash profit tracking toward circa \$20m for the full year. Our loan book reached \$1.5 billion, up 27% on the prior year, supported by strong origination volumes. As expected, originations were slightly lower than the prior quarter, reflecting seasonality.

Revenue increased quarter-on-quarter, underpinned by the larger loan book. Our NIM was 8% for the quarter, down on the prior year in line with our strategic focus on secured and higher credit quality assets, which have a larger average loan size and a lower risk profile.

During the quarter, we refinanced and upsized one of our funding warehouses to support growth in personal loans and credit cards. We continue to represent well in the debt capital markets, achieving high demand and more favourable terms, reflecting the strong credit performance of our portfolio.

Following the RBA's March cash rate cut, we moved quickly to deliver savings to existing customers and adjust new customer pricing, supporting customer loyalty.

As part of our commitment to responsible and sustainable business practices, MONEYME commenced a climate scenario analysis to strengthen our understanding of climate-related financial risks and opportunities. We also reached over \$100,000 in donations supporting children in vulnerable communities through our partnership with World Vision.

Our investment in proprietary generative AI is delivering tangible operational improvements, streamlining customer communications and enhancing performance of customer service teams.

Looking ahead, we remain focused on reducing our cost of funds through further funding optimisations, leveraging the latest technology to drive better customer outcomes, and expanding our product offering with a new credit card product."

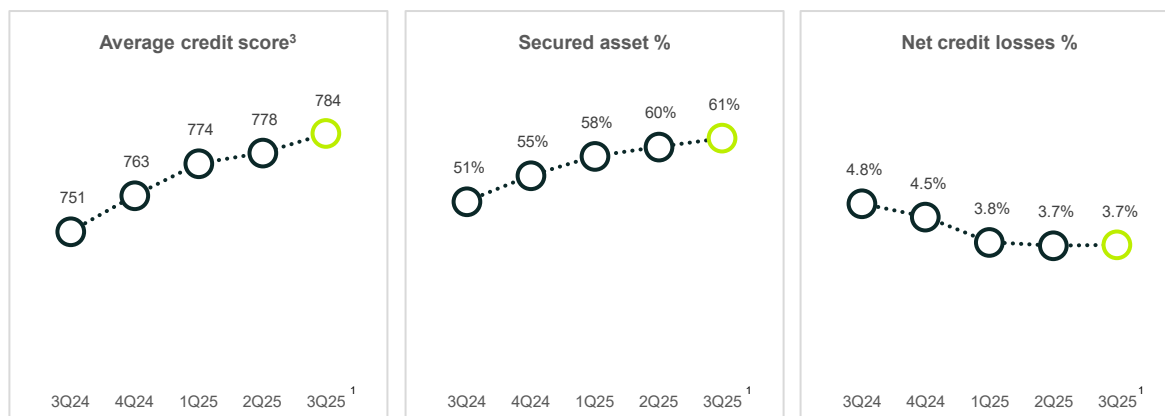
Larger, higher quality loan book drives stable revenue



MONEYME's loan book balance increased by 27% on pcp to \$1.5bn, with \$227m in loan originations for 3Q25, up 65% on pcp. This growth was primarily driven by strong Autopay originations, with secured loans now at 61% of the total loan book, compared to 51% in the pcp.

Gross revenue remained in line with the pcp at \$53m for 3Q25, reflecting the larger loan book offset by MONEYME's shift to higher credit quality assets as well as secured loans with a higher average loan amount, and lower associated risk and interest rates.

Higher credit quality delivers continued strong credit performance



MONEYME continued to lift the loan book credit profile with the closing average credit score³ increasing to 784. Credit performance is consistent with the increasing credit quality and lower risk profile of the loan book. Net credit losses were 3.7% for 3Q25, down from 4.8% in the pcp and no change from 3.7% in the prior quarter.

Expanded use of generative AI in operations

MONEYME is advancing the use of Gen AI across key areas of its operations to drive efficiency and improve customer experiences. Applications already in production are enhancing customer communication workflows and the performance of customer service teams through Gen AI-powered email drafting and call analysis. Further initiatives are currently in development to enhance credit decisioning and loan underwriting.

Funding position strengthened to grow personal loans and credit cards

In March 2025, MONEYME refinanced and upsized the MME Horizon 2018 Warehouse Trust from \$85m to \$130m to support further growth in personal loans and credit cards. The transaction received strong investor demand across all tranches, delivering improved margins and a lower cost of funds.

Following the RBA's 0.25% cash rate cut in March, MONEYME adjusted both existing and new customer pricing, maintaining a competitive offer to drive customer loyalty and acquisition without compromising net interest margin (NIM).

Cost of funds benefits achieved in 2Q25 and 3Q25 will be fully realised from 2H25, with additional benefits expected from any future RBA cash rate cuts.

2H25 strategy & outlook

Operating cash profit is expected to continue for FY25, with full-year OCP projected at circa \$20m. Our strategy remains focused on:

1. Extending MONEYME's technology advantage through continued investment in automation and artificial intelligence.
2. Maintaining our focus on secured and high credit quality lending, while balancing the asset mix over the medium to long term through growth in personal loans and credit cards.
3. Reducing funding costs by leveraging ABS market efficiencies and scaling funding programs.
4. Expanding the product offering with a new credit card product and exploring direct-to-consumer distribution of Autopay.
5. Modelling strong ESG practices, resonating with socially conscious customers and investors.

Authorised by the Disclosure Committee.

Historical performance measures⁵

MONEYME Quarterly Performance	3Q24	4Q24	1Q25	2Q25	3Q25⁵
Returns					
Gross revenue	\$53m	\$55m	~\$50m	~\$50m	\$53m
Book profile					
Gross customer receivables	\$1.1bn	\$1.2bn	\$1.3bn	\$1.4bn	\$1.5bn
Loan originations ⁶	\$137m	\$171m	\$221m	\$233m	\$227m
Secured assets in book	51%	55%	58%	60%	61%
Credit profile					
Average credit score ³	751	763	774	778	784
Net credit losses ⁷	4.8%	4.5%	3.8%	3.7%	3.7%
Funding and liquidity					
Undrawn facility limits ⁸	\$667m	\$566m	\$318m	\$792m	\$710m
MONEYME Half-Yearly Performance	1H23	2H23	1H24	2H24	1H25
Returns					
Net profit / (loss) after tax	\$9m	\$3m	\$6m	\$17m	(\$39m)
Gross revenue	\$121m	\$118m	\$108m	\$107m	\$100m
Net interest margin	12%	12%	10%	10%	8%
Office operating cost to income ratio	23%	20%	23%	22%	26%
Book profile					
Gross customer receivables	\$1.2bn	\$1.1bn	\$1.2bn	\$1.2bn	\$1.4bn
Loan originations ⁶	\$246m	\$229m	\$285m	\$308m	\$454m
Secured assets in book	41%	44%	48%	55%	60%
Credit profile					
Average credit score ³	714	727	741	763	778
Net credit losses ⁷	5.9%	5.8%	4.6%	4.5%	3.7%
Provisioning to receivables	6.1%	6.6%	5.8%	4.7%	4.3%
Funding and liquidity					
Unrestricted cash	\$16m	\$16m	\$15m	\$20m	\$26m
Undrawn facility limits ⁸	\$430m	\$446m	\$196m	\$566m	\$792m
Net assets	\$122m	\$166m	\$173m	\$190m	\$151m
MONEYME Yearly Performance	FY20	FY21	FY22	FY23	FY24
Returns					
Net profit / (loss) after tax	\$1m	(\$8m)	(\$50m)	\$12m	\$23m
Gross revenue	\$48m	\$58m	\$143m	\$239m	\$214m
Net interest margin	32%	20%	12%	12%	10%
Office operating cost to income ratio	38%	46%	40%	22%	22%
Book profile					
Gross customer receivables	\$134m	\$333m	\$1.3bn	\$1.2bn	\$1.2bn
Loan originations ⁶	\$192m	\$386m	\$1.1bn	\$475m	\$593m
Secured assets in book	-	2%	38%	44%	55%
Credit profile					
Average credit score ³	635	650	704	727	763
Net credit losses ⁷	6.6%	5.0%	3.7%	5.8%	4.5%
Provisioning to receivables	9.6%	7.9%	6.1%	6.6%	4.7%
Funding and liquidity					
Unrestricted cash	\$27m	\$10m	\$14m	\$16m	\$20m
Undrawn facility limits ⁸	\$5m	\$28m	\$384m	\$446m	\$566m
Net assets	\$47m	\$40m	\$91m	\$166m	\$190m

⁵ 3Q25 figures in these tables are preliminary unaudited management results.

⁶ Loan originations reflect the net amount financed in the period, being sum of principal funded and upfront fees.

⁷ Net credit losses are defined as principal write-offs (net of recoveries, including proceeds from debt sales to collection agencies) financial year to date as a % of principal customer receivables, annualised.

⁸ Use of this funding is dependent upon MONEYME's ability to co-invest in the securitisation junior notes.

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
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