

ASX / MEDIA RELEASE
30 May 2023

One Click Mortgages Product Expansion Complete and Now Live Australia Wide

Key Highlights:

- **One Click Mortgages has achieved another significant milestone with the expansion roll out completed and the product now live in each state of Australia, increasing the revenue opportunity for the Company**
- **Revenue generation from Mortgage Sales has already commenced demonstrating the ability to monetise the One Click Platform's growing 70,000+ user base through additional products and services**
- **More near term sales are expected due to the positive engagement from the user base and a number of mortgage applications currently in progress**
- **Importantly the growing Mortgages revenue stream is being built with little to no additional marketing spend**

Fast growing life admin technology platform **One Click Group Limited** (ASX:ICG) ("Company") is pleased to announce that the One Click Mortgage product domestic expansion is complete, and the product is now live in all states and territories of Australia.

The One Click Mortgage product commenced generating revenue in April and has continued to generate revenue in May with a number of mortgage application in progress. The product has been refined based on initial engagement with customers and is now streamlined with excellent continued engagement during the month of May.

One Click Mortgages operates as a mortgage broker and is paid an upfront fee of approximately 0.60% of the amount being financed and a trail commission of approximately 0.15% per annum. The exact amount depends on the financial institution providing the finance. With the product now live across Australia, it further increases the substantial revenue opportunity this new product vertical to the Company.

According to Rate City, the average home loan in Australia is circa \$600k. Based on this data, the One Click Mortgages product could achieve an average upfront commission of over \$3k for each sale, along with an ongoing trail commission of approximately \$800 per annum. This revenue opportunity significantly increases the lifetime value of a customer as another service to supplement the suite of financial and life admin products on the One Click Life platform.

Managing Director Mark Waller commented *"The national rollout strategy for this product has been positive as it has allowed us to refine our approach to marketing and refine the product."*

Monetising the product so quickly has been very positive and we're delighted with the number of mortgage applications we're currently receiving through the platform.

There is a significant revenue opportunity in our fast growing user base to provide simple digital financial services capable of being used on a mobile phone.

The success we're experiencing with our One Click Mortgages product vindicates our strategy of monetising our existing and growing user base by offering new digital financial products. We now have One Click Tax, Mortgages, Wills and Insurance live and monetising as well as additional products in the pipeline. We are building a truly unique and valuable platform that is extremely scalable and positioned for continued rapid growth.

Our focus is on continuing to grow user numbers on the One Click Life platform whilst we monetise the products we have live and expand the platform's capabilities, continuously increasing revenue opportunities within our user base."

One Click Life has over 70,000 registered users on its platform and growing. The average age of a One Click Life customer is 31, which provides opportunity to provide multiple financial solutions within that age demographic. The Company intends to market new products to its existing user base, providing a low cost of marketing for new products.

This ASX Announcement has been authorised for release by the Board.

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About One Click Group

[One Click Life](#) is a fast-growing Australian based financial technology platform positioned to disrupt and capitalise on the increasing market demand for online self-directed financial and life admin services.



The platform's primary competency and revenue stream at the moment is online tax. The One Click Life platform now contains a lending competency and a number of other products for users, with online wills and private health insurance already available with more new products to come in the future. The One Click Life platform aims to be the one stop shop for everyday Australians who want to manage their financial life admin across, tax, wills, insurance, mortgages, investing and more.

[One Click Verify](#) is a digital identity verification platform allowing businesses to digitally identify their customers as part of an onboarding or transaction process.

