

(ASX:RXH)

Merchants (as at 31 Dec 2016):

## Strategic partnership with Pioneer Credit

## **Key highlights**

- Rewardle has established a strategic partnership with Pioneer Credit, an innovative consumer credit solutions provider.
- Pioneer has been granted exclusive rights to market personal lending products to Rewardle's fast growing membership of ~2.3m.
- 3 year partnership will deliver Rewardle over \$500,000 of revenue with a substantial proportion timetabled for receipt within 6 months.
- Potential for Rewardle to earn additional revenue based on members take up of Pioneer's consumer lending products via margin share arrangement.
- Pioneer will support Rewardle with corporate support services in exchange for equity which will reduce operating costs by approximately \$200,000 per annum.
- Partnership aligns with Rewardle's strategy of leveraging its growing network, platform data and operations to grow existing and new revenue streams whilst reducing operating costs.

Rewardle Holdings Limited (ASX:RXH; "Rewardle" or the "Company") is pleased to announce that it has entered into a binding Term Sheet with Pioneer Credit (ASX:PNC; "Pioneer"), an innovative supplier of personal financial products.

Pioneer helps consumers to understand their credit history, improve their financial health and reach their financial goals with a range of personal financial services.

Rewardle will support Pioneers expansion and diversification of its product suite by providing exclusive access to market personal lending products to Rewardle's fast growing membership of ~2.3m.

Rewardle will continue to pursue commercial opportunities in other financial services categories beyond personal lending such as business lending, insurance, superannuation and home loans in conjunction with Pioneer and other providers.

Under the 3 year partnership, Rewardle will be paid over \$500,000 in service fees with a substantial proportion timetabled for receipt within 6 months, providing short term cash flow as recurring Merchant Services revenue continues to build.

In addition to the substantial service fees outlined above, the partnership supports development of new revenue streams for Rewardle with the strategic support of a successful innovator in the financial services sector.

Under a margin share arrangement, Rewardle will earn additional revenue based on members take up of Pioneer's consumer lending products. Pioneer will also become a foundation partner for the launch of Rewardle's universal point currency which is currently in the beta-testing phase.

Pioneer will also assist Rewardle by providing corporate support services (company secretarial, finance and legal services) in exchange for equity resulting in an operating cost reduction of approximately \$200,000 per annum.





Commenting on the partnership, Rewardle Managing Director Ruwan Weerasooriya said;

"This partnership is in keeping with our strategy of leveraging our growing network, platform data and operations to grow existing and new revenue streams whilst reducing operating costs."

"Pioneer is an innovator in the financial services sector with a strong track record of providing credit solutions that support customers to achieve their personal goals. Their values, culture and expertise are a strong strategic fit."

Pioneer Founder and Managing Director Keith R. John said;

"Trust is a key component of any lending relationship and Rewardle has built a trusted, digital relationship with a substantial network of local businesses and members."

"We believe Rewardle is uniquely positioned to assist us in fast tracking the growth and diversification of our financial product offerings and we look forward to working with them to build a long, profitable partnership."

## **About Rewardle Holdings Limited**

Rewardle connects over 2.2 million Members with over 5,400 local businesses around Australia.

The Rewardle Platform is a marketing and payments platform that combines membership, points, rewards, payments and social media into a single cloud based platform powered by Big Data analysis.

Rewardle is positioned to be a leading player as the worlds of social media, marketing, mobile and payments converge to transform how we connect, share and transact.

The Company is led by an experienced entrepreneurial team with a successful background in Internet and media businesses.

## For more information please contact:

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