

29 August 2016

ASX Release

## **MONEY3 ANNOUNCES FY16 FINANCIAL RESULTS**

Money3 Corporation Limited (ASX: MNY) is pleased to announce its full year results for the year ended 30 June 2016 and confirms its record Net Profit after Tax (“NPAT”) of \$20.1m exceeded its prior profit guidance of \$19m.

A summary of the results are as follows:

- 40.0% increase in Revenue to \$96.7m
- 44.7% increase in EBITDA to \$35.3m
- 44.4% increase in NPAT to \$20.1m
- 27.1% increase in Gross Loans Receivable to \$198.8m

Within the Gross Loans Receivable, Secured Automotive loans have grown 42.1% to \$151.8m and now represent 76.3% of the total Gross Loans Receivable, compared to 68.3% at the end of FY15, larger amount longer term unsecured loans represents 9.2% of total Gross Loans Receivable, compared to 14.7% at the end of FY15, and Small Amount Credit Contract loans represent 14.5% of total Gross Loans Receivable, compared to 17.0% at the end of FY15.

Managing Director Scott Baldwin said:

*“Consistent with our strategy to maintain the strong growth momentum in secured automotive finance, we are pleased to have delivered over 50% growth in both Revenue and EBITDA from this product offering, driving overall group revenue and NPAT growth of 40% and 44.4% respectively. As we continue to expand the offering of secured automotive finance through all of our distribution channels, we expect this momentum to continue.*”

*Larger amount longer term unsecured loans continue to grow, now representing over 50% of our Branch network’s loan book. Small Amount Credit Contracts continue to generate solid revenue but are expected to continue to reduce as a proportion of the total Gross Loans Receivable, and make a lower proportionate contribution to overall revenues as our product offerings continue to diversify.*

*With the recent securing of debt, we are well funded to build on the existing growth momentum the business is experiencing and we look forward to an exciting financial year 2017.”*

Money3 announces a final FY16 dividend of 2.5 cents per share, fully franked, taking the full year dividend to 5.25 cents per share. The Board has considered the need to balance shareholder returns in the form of dividends versus capital growth through reinvestment of profit into the loan book, and advises that commencing FY17 the new dividend payout ratio guidance will be 30-50% of underlying NPAT.



**Outlook**

Money3 continues to experience strong growth momentum and expects to achieve NPAT of \$26m for FY17.

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