



Coffee Microcaps VIP Conference

Sydney - 1 May 2025

Raiz Invest – Investing made easy

Level 9, 2 Bulletin Place, Sydney NSW 2000
Announcement authorised by the Board of Directors



Australia's leading mobile first wealth platform

Committed to enriching the financial wellbeing of all Australians



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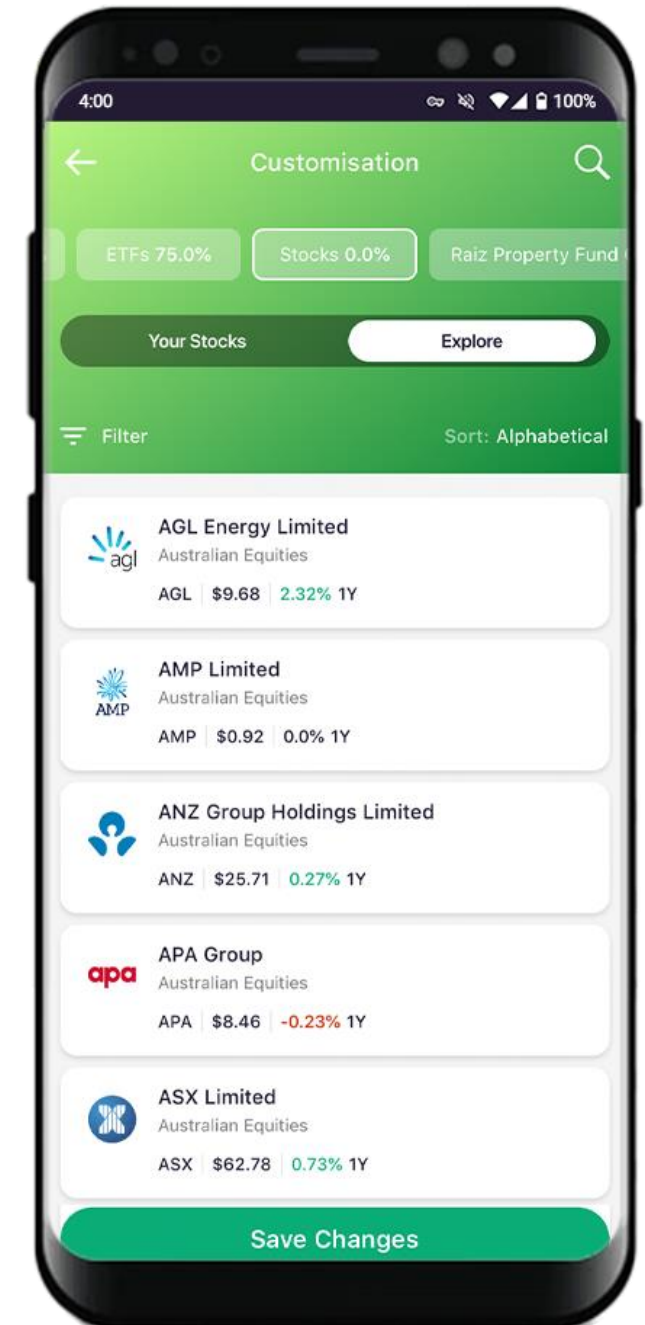
- **Mobile-first** wealth platform:
 - Providing convenience: easy way to save and invest
 - Accessibility: breaking down the barriers to investing
 - Superior customer experience: all your savings, investments & performance together
- **First-to-market:**
 - **Round-ups and automated rewards** - easy to save through everyday transactions
 - **Fractionalisation technology** - invest from as little as \$5 into a diversified portfolio
- **Commitment to customer-centric product innovation** with launch of Raiz Jars in January 2025 and winner of 2025 Canstar Innovation Excellence Award for Raiz Plus portfolios
- **Resilient business model through the market cycle** and scalable platform with low marginal cost of trading, positive UEBITDA² and positive operating cash flow
- **Core revenue drivers trending positively** with sustained growth in Active Customers³, ARPU⁴ and Funds under Management (FUM)

1. The results presented in this Business Update pertain solely to Australia and are unaudited.

2. Raiz's preferred (non-IFRS) measure which is used to assess the operating performance of the business is Underlying Earnings Before Interest, Tax, Depreciation and Amortisation (UEBITDA) which is EBITDA before share-based payments for employee share options and abnormal or non-recurring items.

3. Active customers are fee paying accounts.

4. ARPU is Annualised Revenue per User.



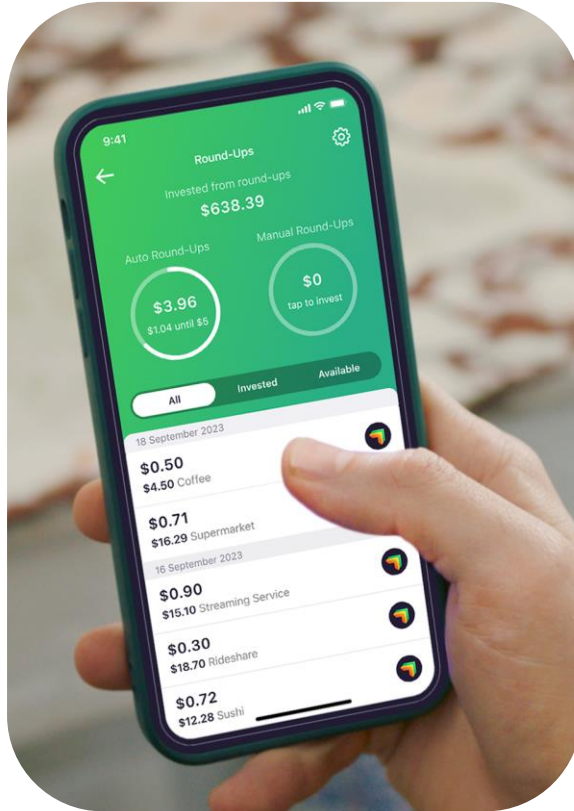
Raiz – Savings made easy

Three easy ways to save and invest via the Raiz platform



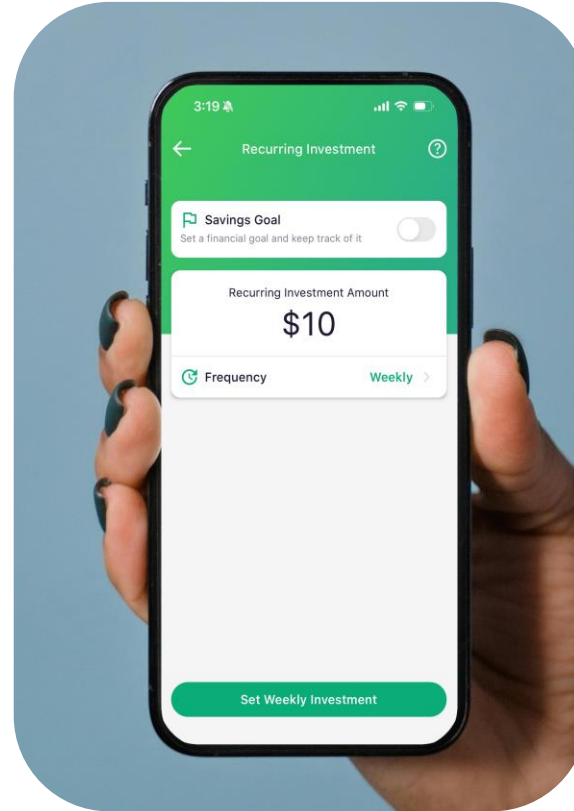
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Round-ups



Transaction data from a linked bank account to generate the round-up

Recurring Investments



Automated recurring deposits - daily, weekly, fortnightly or monthly

Lump Sum



Ability to deposit one-off amounts to save that little bit extra

Small amounts add up

Total savings since inception
\$4.4bn

Total saved in 2024
\$728m

Dividends reinvested since inception
\$175m

Raiz Rewards invested since inception
\$7.8m

Building wealth – Investing made easy

A product for different stages of the customer lifecycle



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Raiz Invest



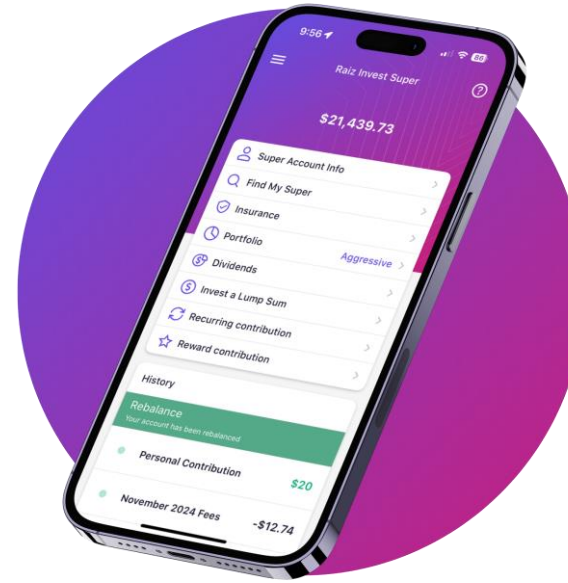
Introductory product for first time retail investors with 8 pre-set portfolio options

Raiz Invest Plus



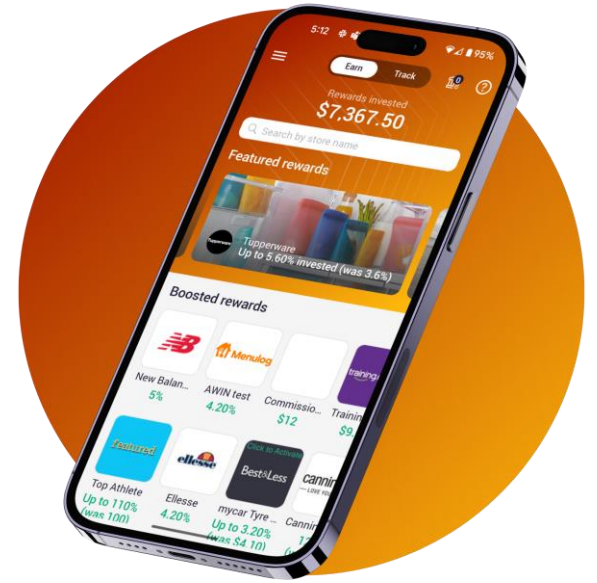
Allows retail investors to create their own portfolio from over 150 investment choices

Raiz Invest Super



Retail Super product with pre-set portfolios & also offers Plus feature for customisation

Raiz Rewards



A cashback reward program with over 1,300 merchants - online, instore and automatic rewards

Building wealth - Investing made easy

A product for different stages of the customer lifecycle



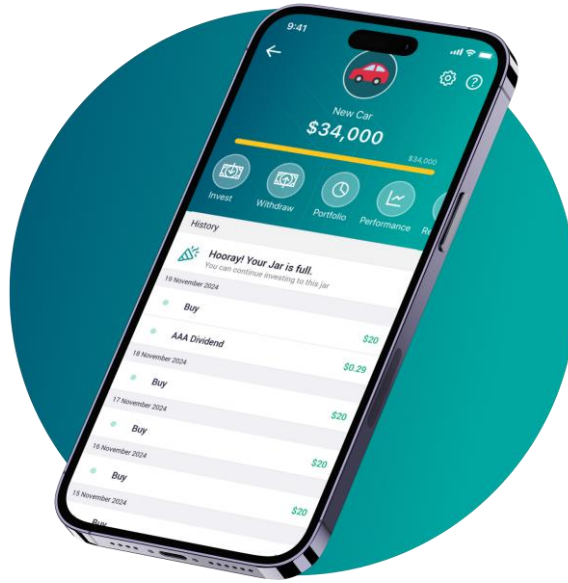
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Raiz Kids



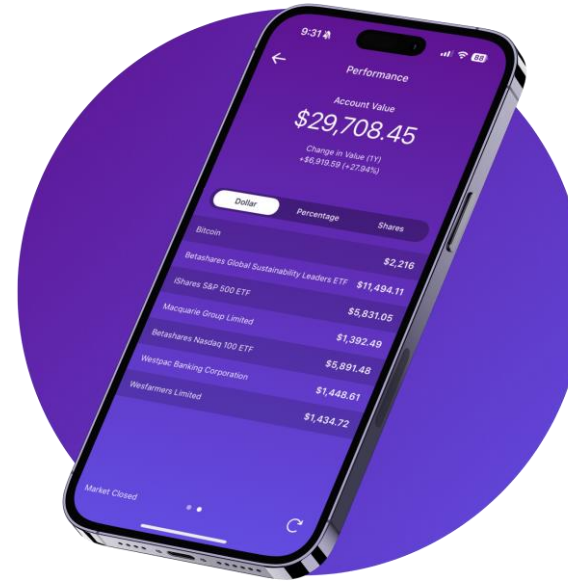
Raiz Kids promotes financial literacy and builds a pipeline of future customers

Raiz Jars



Enable customers to manage multiple investment goals

Raiz Property Fund



Help young Australians to access fractional residential property ownership

Raiz White-label



Coming Soon – in discussions with financial planners and dealer groups

Q3 FY25 Highlights

Solid growth in financial and business metrics




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Financial Metrics

Revenue

\$6.1m

 14.1% YOY

Positive operating
cash flow

\$1.2m

7 consecutive quarters

Positive total cash
inflow⁶

\$0.45m

In Q3 FY25

Cash balance


\$12.5m

At 31 Mar 2025

Business Metrics

Active Customers


324,968

 6.9% YOY

327,010 at 29 Apr 25


ARPU⁵

\$75.94

 5.9% YOY


FUM

\$1.65bn

 23.1% YOY

Net inflows

\$60m

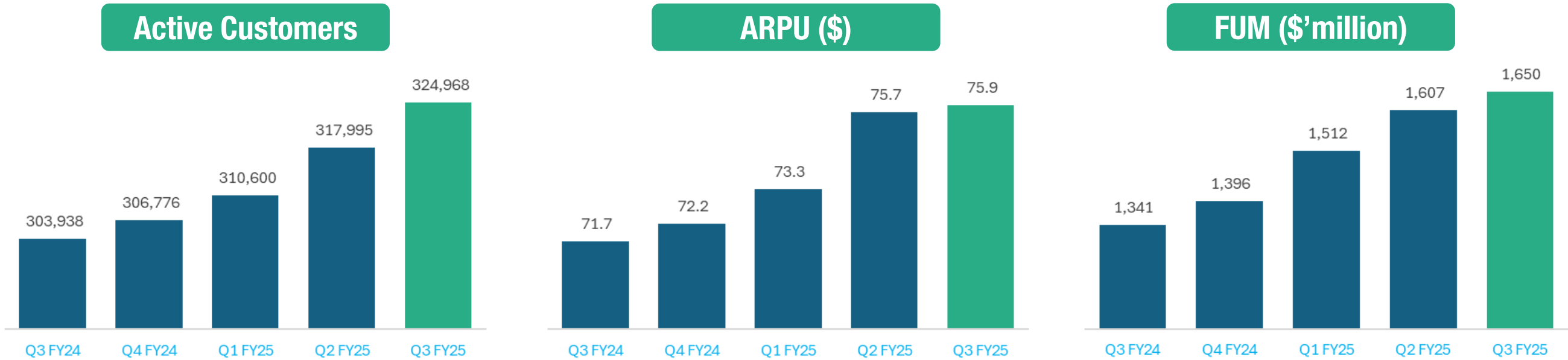
 67.9% YOY

5. Annualised Revenue Per User (ARPU) for the quarter is calculated as (quarterly revenue x 4)/(average Active Customers in the period).

6. Positive cash inflow reflects operating, investing and financing cash flows for the quarter.

Core revenue drivers trending positively

Solid growth in Active Customers, ARPU and FUM



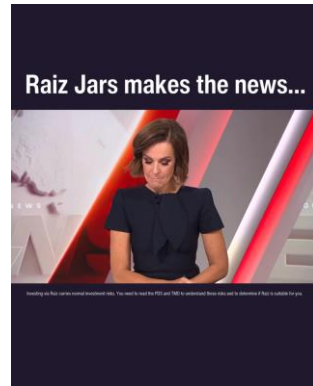
Increasing Active Customers

Importance of trust and credibility in marketing strategies and channel partnerships



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Brand Awareness and Education



Strategic Partnerships



Core focus on increasing Active Customers on platform

Laser focused on delivering for our customers



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Product Innovation to attract, re-engage and retain

- Strong product uptake by new and existing customers
 - Super Customers up 24% YOY (+6% QOQ) to 13,324
 - Plus Portfolios up 43% YOY (+13% QOQ) to 40,304
 - Kids Portfolios up 36% YOY (+8% QOQ) to 51,662

Improved conversion rate in onboarding

- The onboarding process is from sign-up to Active Customers
 - Majority of new Active Customers completed sign up process within approx. 5 mins
 - In Q3, the same day conversion rate has increased over time to 37%

Targeted strategies to re-engage

- Raiz has 1.6m sign-ups, 754K investment accounts & 325K Active customers
 - Huge opportunity to re-engage with ongoing product innovation
 - Re-engagement steadily improving

Improving churn rates

- Improved retention and decreased churn are a focus
 - New products like Jars to improve retention
 - Improved automated messaging system for the right message at the right time

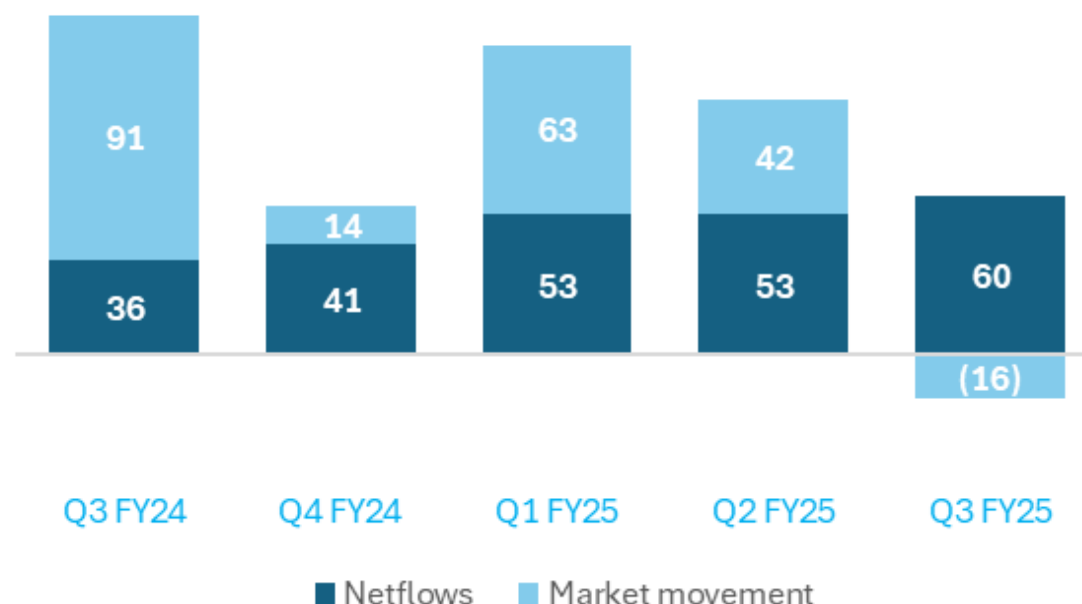
Growth in net inflows continues - \$60m in Q3 FY25

Strong adoption of recurring investment features and increased product cross-sell



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FUM Quarterly Growth (\$ million)



Increased engagement with recurring investment feature

- In Q3, 60% of customers utilised the recurring investment feature, up from 54% in Q3 FY24

New product offerings encourage the use of recurring investment features

- 79% of Raiz Jars portfolios and 69% of Kids portfolios vs 48% of regular Raiz Invest accounts

Improving cross-sell across the product suite

- Continued improvement with customers engaging with more Raiz products as shown in increase in ARPU

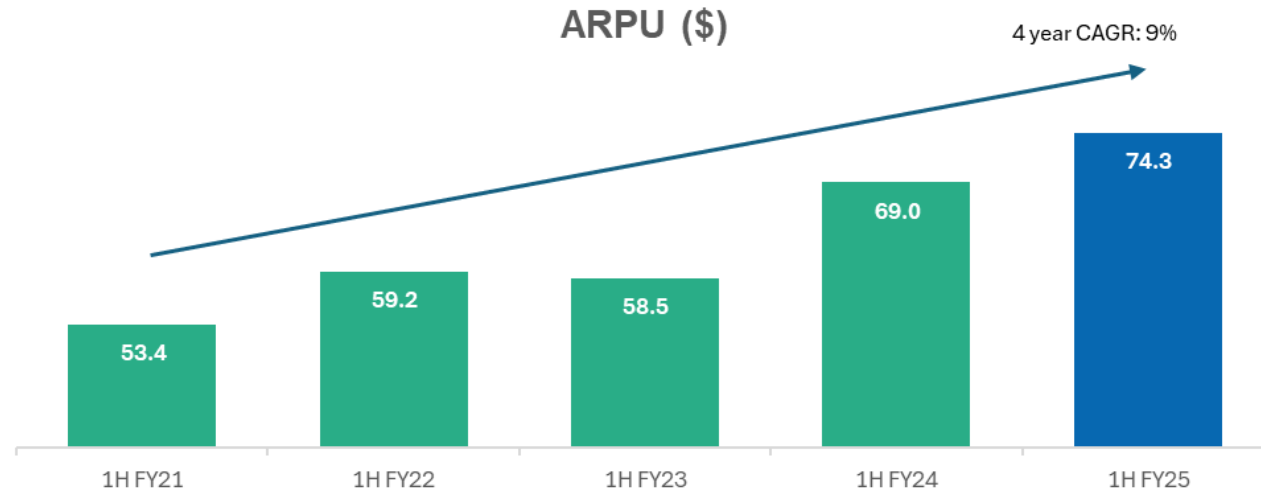
Reinvestment of dividends

- In Q3 FY25, Raiz re-invested over \$15m in dividends received into customer portfolios (since inception \$175m).

The increasing utilisation of recurring investment features and increased cross-sell provides the foundation for flow growth through the market cycle

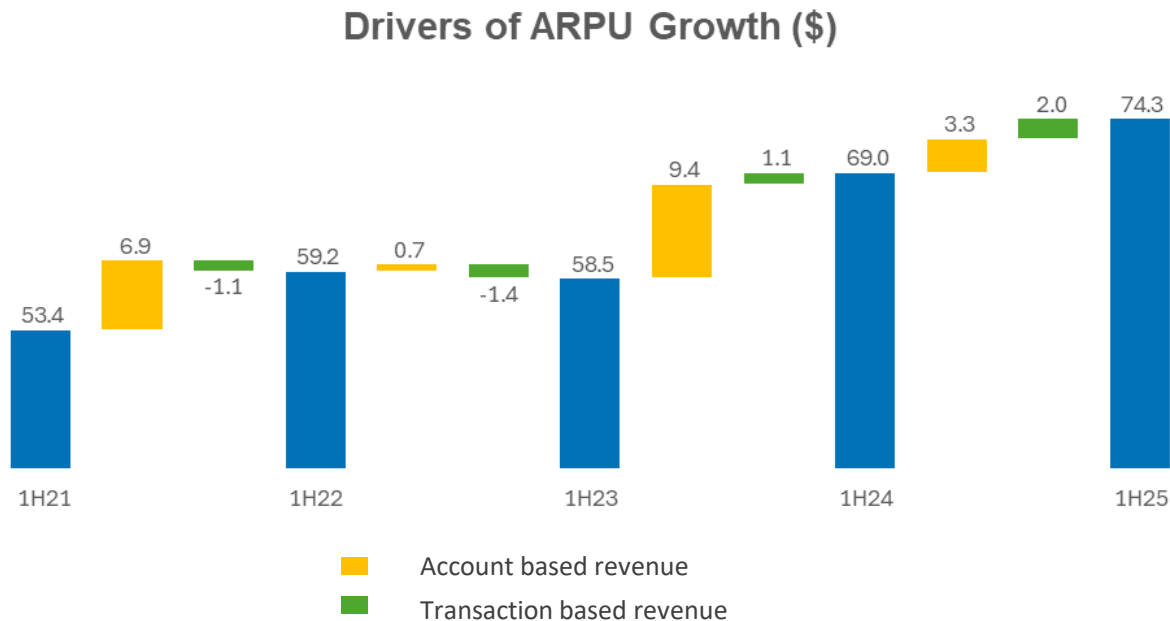
Steady growth in ARPU over time

Changing product mix to higher revenue products



Key drivers of ARPU growth – CAGR of 9% over 4 years

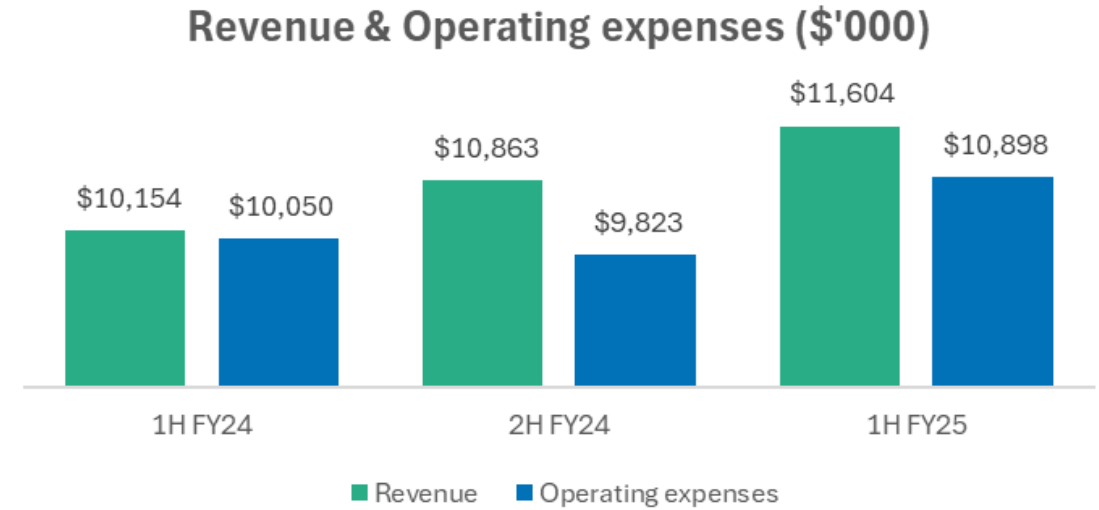
- **Account based revenue (maintenance & account fees, including FUM based fees)**
 - Fee increase in August 2023
 - Customers selecting higher revenue products (eg. Raiz Plus, Raiz Super)
 - Higher FUM
- **Transaction based revenue (advertising revenue, netting profit & interest income)**
 - Increased customer engagement through Raiz Rewards
 - Higher trading volumes
 - Increased net inflows



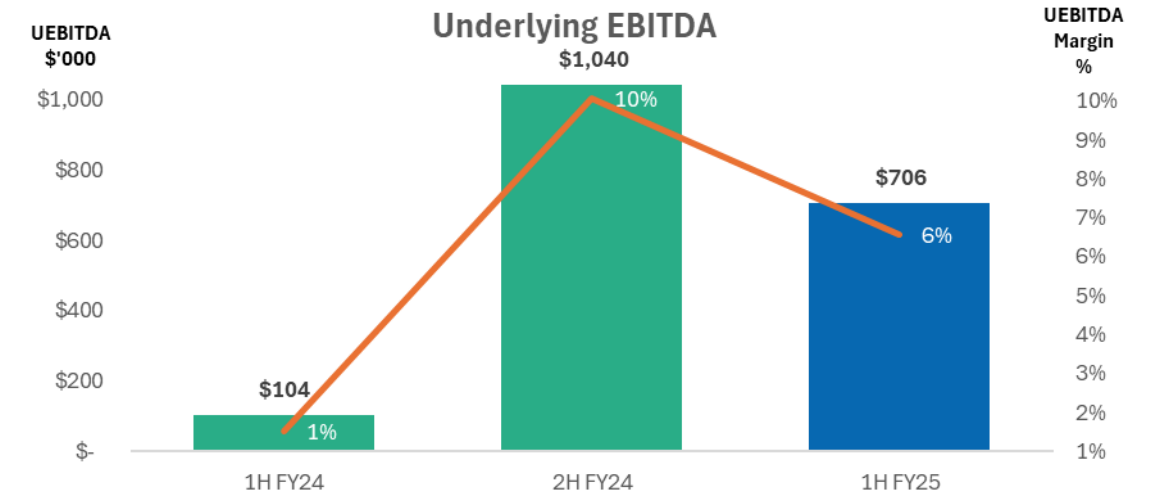
Transition to operating profitability

Material growth in Underlying EBITDA on pcp

\$'000	1H25	1H24	% vs 1H24
Revenue	11,604	10,154	14%
Operating expenses ⁷	(10,898)	(10,050)	(8%)
Underlying EBITDA⁸	706	104	579%
Underlying Net Profit / (Loss) After Tax	(947)	(987)	4%
Discontinued operations & FX translation	(160)	(880)	82%
Statutory Profit / (Loss) After Tax	(1,107)	(1,867)	41%



- Three consecutive periods of positive Underlying EBITDA
- Decrease in Underlying EBITDA in 1H FY25 compared to 2H FY24 was due to:
 - Investments in new marketing systems
 - Recently recruited talent
 - Increased spending in marketing
 - One-off expenses related to an external review of technology and AI
- 2H FY25 operating expenses are expected to be broadly in line with 2H FY24



7. Refer Appendix 2 of 1H FY25 result presentation for reconciliation of Operating Expenses to Total Expenses.

8. Refer Appendix 2 & 3 of 1H FY25 result presentation for a reconciliation of UEBITDA to Statutory NPAT.

The competitive landscape is changing

Raiz is uniquely positioned

	raiz	SPACESHIP	etoro			swyftx	STAKE	pearler	bamboo	Sharesies	superhero	Selfwealth
Round Up Investments	✓	✓						✓	✓			
Recurring Investments	✓	✓		✓	✓			✓	✓	✓	✓	
Lump sum investments	✓	✓		✓	✓	✓		✓	✓	✓	✓	✓
Superannuation	✓	✓					✓				✓	
First Home Super Saver	✓	✓									✓	
Stock Trading	✓		✓	✓				✓	✓	✓	✓	✓
Property Fund	✓							✓				
Kids Account	✓							✓		✓	✓	✓
Jar Accounts	✓											
Cashback Rewards	✓				✓							
Social Responsibly themed investing	✓			✓								
Brokerage Free	✓	✓						✓				
App Store Ranking ⁽¹⁾	35	195	101	60	132	59		69	>200	136	155	>200

Raiz delivers:

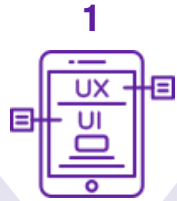
- a comprehensive offering for retail investors
- a value for money offering which for a low monthly fee provides:
 - Access to leading ETFs and 100 ASX stocks
 - Brokerage free trading
 - Automated savings with round ups and recurring investments
 - Exclusive access to Raiz Rewards
 - Multiple portfolios available through Jars and Kids
- the highest app store ranking relative to competitors
- a highly scalable technology platform

Source: Latest company disclosure. Apple App Store as at 1 October 2024. YouGov research for awareness data. Investment Trends.

(1) 'Finance' Category App Store Rankings >200 are not specified in App Store rankings.

Uniquely positioned for growth

Compelling investment thesis with a proven track record



CUSTOMER FIRST

Customer centric culture is driving our award-winning product innovation and an exceptional customer experience



POSITIVE MOMENTUM

Core revenue drivers, including Active Customers, ARPU and FUM, are trending positively



OPPORTUNITIES

Upcoming launch of white label solution and the ability to leverage the capabilities of State Street Global Advisors



EXPANDED RESOURCES

New talent strengthening capabilities across product development, marketing, risk management, cybersecurity, and system infrastructure



SCALABLE & RESILIENT MODEL

Proven scalable technology and resilient business model through the market cycle



STRENGTH

Strong balance sheet, well funded & strong team to execute on growth strategy as competitive landscape changes

Market information

Share price, capital structure, and substantial shareholders



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Raiz Share Price & Volume



1 Source: FactSet

Capital structure (28-Apr-25)

Shares on issue	105.3m
Share price	A\$0.63
12-month range	A\$0.33 - A\$0.86
Market capitalisation	A\$66m
Cash & cash equivalents 31 March 2025	A\$12.5m

Top Holdings (19-Feb-25)

	Shares	(%)
1 THORNEY INVESTMENTS	14.1m	13.4
2 SEVEN WEST MEDIA INVESTMENTS PTY LTD	6.2m	5.9
3 SG HISCOCK & CO	5.5m	5.2
4 ACORNS GROW INCORPORATED	5.2m	4.9
5 STATE STREET GLOBAL ADVISORS INC	4.8m	4.6
Top 20 Holdings	65.4m	62.1
Other Holdings	39.9m	37.9
Total	105.3m	100.0

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