



ASX: SMP

NZX: SPY

SHARE INFORMATION

Issued Shares: 209,466,562

BOARD OF DIRECTORS

Non- Exec Chairman: Greg Barclay
Managing Director: Martyn Pomeroy
Non-Executive: Matthew Turnbull
Non-Executive: Carlos Gill
Non-Executive: William Pulver

WEBSITES

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www.smartpay.com.au
www.smartpayinvestor.com

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Business Update

17 September 2020

The Board of Smartpay is pleased to provide the following business update to end August 2020 of the FY21 financial year.

Highlights

- Australian lead generation and new customer acquisition at record levels.
- Record high Australian acquiring revenue recorded for July (19% increase on June, year on year up 91%).
- Victorian lockdown in August caused a 6% decline on July, however August was still 12% up on June.
- Transactions per terminal and average transaction value have maintained above pre COVID levels.
- Strong customer acquisition and transaction numbers in Australia point to a strong September quarter.
- Once Victoria is released from lockdown, we expect to see a further boost in trading activity.

Australia

Transacting terminals stand at 4,432 for the month of August. The impact of the Victoria lockdown has affected approximately 12% of our transacting terminal base, including 5% accounted for by a single merchant category which is yet to re-open. Pleasingly our focus on customer acquisition and growth has largely offset this affect.

As Victoria emerges from lockdown, we expect our total transacting terminals to exceed 5,000, firmly ahead of pre-COVID levels.

Operationally we continue to invest in our sales and marketing capacity and activity following our recent capital raise, with record lead generation and new customer acquisition results in Australia in the month of August proofing up our efforts and pointing to a strong September quarter.

New Zealand

The most recent regional lockdown in Auckland had minimal impact on our trading and operational volumes, further highlighting the flexibility of our remote working plans and overall resilience of our New Zealand business.

All of the above points to a positive outlook for the business, particularly as Victoria emerges from lockdown and our organic growth continues.

ENDS

For further information contact: Martyn Pomeroy, Managing Director, +64 27 3012427 / 64 (9) 442 2714

Corporate Directory

Registered and Principal offices

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Shareholder Enquiries

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