

MoneyMe Limited ASX: MME

ASX Announcement

24 November 2020

Annual General Meeting – Chair and CEO addresses and presentation

MoneyMe Limited (ASX: MME) (“**MoneyMe**” or “**Group**”) attaches the Chair and CEO addresses and accompanying presentation to be made at MoneyMe’s Annual General Meeting today which will be held online (virtually).

Authorised on behalf of the MoneyMe Board and Disclosure Committee by Clayton Howes, CEO & Managing Director.

ENDS

For further information please contact:

Managing Director and CEO
Clayton Howes
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Company Secretary
Graeme Blackett
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Investor Relations
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About MoneyMe

MoneyMe is a digital credit business leveraging technology (the Horizon Technology Platform) and analytics to deliver highly automated innovative products and customer experiences. We originate personal loans, revolving credit and interest-free products, for credit approved customers who are seeking simplicity, convenience and flexibility. Our technology platform enables applications to be completed within approximately five minutes and funds to be disbursed, or credit limits to be available, to the customer shortly after approval.

MoneyMe Limited - 2020 Annual General Meeting

CHAIR'S ADDRESS

I will now make some brief comments about the company's strategy and performance before handing over to Clayton our Managing Director and CEO, to take you through these matters in more detail. I remind shareholders that our 2020 Annual Report is available at the investors section on our website at investors.moneyme.com.au

[Page 2 : Our Mission]

Turning to page 2.

MoneyMe is a digital credit business leveraging technology and analytics to deliver highly automated and innovative products to customers who are seeking simplicity, convenience and flexibility in a digital world.

Financial Year 2020 was another successful and also a transformative year for the company, which included the significant milestone of listing on the Australia Securities Exchange (ASX), as it progresses towards its mission **To Be the Favourite Credit Partner for Generation Now.**

[Page 3 : The MoneyMe Difference]

MoneyMe is a Fintech Consumer Lender that is challenging traditional and incumbent bank and non-bank lenders to better meet the needs of **Generation Now.**

Highlighted on page 3, MoneyMe's key differentiators include:

- Its technology driven product innovation and delivery and an unrelenting focus on customer satisfaction that is delivering high growth;
- A strong unit of economics and diversified loan portfolio that is delivering profitable growth, positioning the company well with products and capabilities for a strong year ahead.

[Page 4 : Well positioned for the Covid-19 Environment]

Moving onto page 4.

The global COVID-19 pandemic has emerged as a key challenge for businesses, governments and individuals.

MoneyMe has performed well recently despite the challenging environment, meeting its key FY20 Prospectus operating performance metrics.

The Group is well positioned as the Covid-19 environment further unfolds for a number of reasons, including:

- It's **Agile Business Model** that reflects low fixed costs, strong asset diversification and appropriately set risk based pricing and margins;
- Appropriate **customer receivable related provisioning** that fully reflects the Covid-19 environment with strong underlying credit performance;
- **Balance Sheet Strength** that reflects healthy operating cashflows and liquidity with a new funding facility, delivered during the Covid-19 pandemic environment, realising significant cost of funds and scale opportunities; and
- Being a **Technology First** business with a decision engine that enables early risk detection and swift updates to decision algorithms.

[Page 5: Innovation is powering growth and value]

The MoneyMe business is primed for opportunity to achieve:

- Sustainable and diversified revenue and balance sheet growth;
- Further increasing loan unit economics through increasing customer loan value and the substantial reduction in funding costs from the new warehouse facility; and
- An expansion to its market offering, both in Australia and beyond through product innovation and new distribution channels.

I am proud of what the business has already achieved, with so much more to come.

[Page 6: Board of Directors]

A summary biography for each MoneyMe Board Director is set-out on page 6.

I would like to take this opportunity to recognise and thank my fellow Board members for the commitment and expertise they provided to the business in its inaugural listing year.

I would also like to acknowledge and thank MoneyMe's team for their relentless drive and passion, and in particular the leadership from Clayton Howes.

I would also like to extend my thanks to all our shareholders, in particular the IPO cornerstone investors, for their ongoing support.

[Page 7 – Key Corporate Governance References]

Most MoneyMe Investors will be familiar with our Investor website.

The website includes a significant number of key corporate governance related documents for investor review, including:

- Our August 2020 Corporate Governance Statement that completes an assessment against the ASX's 4th Edition Recommendations;
- Charters, Policies and Equity Incentive Plan Rules; and
- Our 2020 Annual Report and ASX announcements.

The Group's successful transition to operating as a publicly listed company with a revised governance framework is testament to the quality and capability of our management team and employees.

MANAGING DIRECTOR AND CEO'S ADDRESS

Thank you Pete, and good morning everyone. I am delighted to speak to you today and provide you with an update on the company's performance over the year, its first quarter into FY21 and the plans ahead.

[Page 9: Selected Operating and Performance Measures]

Please follow me on page 9.

MoneyMe's customer value proposition is our delivery of innovative products, transparent and trusted tech-driven experiences, high automation and increasing relevance to customers through their credit life-cycle requirements.

Our robust financial performance is underpinned by very positive non-financial indicators:

- With a market leading NPS score in the high seventies;
- The average amount of credit being used increased to \$6,100;
- And customer engagement sessions with MoneyMe, is increasing rapidly, mostly driven by our product Freestyle, the virtual credit account, we built with Mastercard in iOS and Android wallets, Pay Anyone, fixed repayments and other great features. Having past the half a billion lending milestone in the year, which felt great - the next milestone we've got in focus is the \$1 billion milestone;
- Aiden, our Artificial Intelligence engine is delivering high powered, automated data-driven decision making, and outperforming historical risk models;
- We transitioned to NPP for real time payments to customers;
- Our front line answered most calls in under 9 seconds; and
- Already we are getting a high return rate of customers, with 35% of sales now coming from repeat customers.

[Page 10: Solid Track Record of Growth]

On page ten, the metrics are solid, with strength very clearly coming through from MoneyMe's business model.

At the core, is our technology powering our agility to deliver, we are lean on operating costs and we have diversification of products with high automation.

These combined are demonstrating the profitable growth strategy that has been achieved over the past 4 years:

- Originations are growing at a 31% Compound Annual Growth Rate (CAGR);
- Gross Customer receivables are growing at a 50% CAGR;
- Revenue is growing at a 44% CAGR; and
- Pro forma Net Profit After Tax (NPAT) is growing at a 24% CAGR.

These are great results, with momentum continuing to build, and accelerate as our new lower cost warehouse funding resets the cost base.

[Page 11: Strong FY20 vs Prospectus]

Moving to page 11.

The Group forecasted significant performance in FY20, with most of the set forecasts met or exceeded:

- Originations outperformed forecast by 6.1% and up 53% on the prior year;
- Gross Customer Receivables was 5.9% below forecast, from more positive payment behaviours from customers, a surprising and mostly positive effect of Covid-19, closing the year **52.7%** above the prior year;
- Revenue outperformed forecast by 4% and up 50% on the prior year;
- Stat NPAT significantly outperformed forecast and up 300% on the prior year.

The business achieved these results for the 2020 Financial Year despite the challenged Covid-19 environment in the second half – ending as a fantastic year for the business!

[Page 12: Robust Q1'21 Performance]

And into the new Financial Year on page 12.

I am delighted with MoneyMe's robust growth for the trading quarter ended 30 September 2020:

- Originations are 10.5% above Q120 and well and truly in growth state with 39% ahead on Q420;
- Gross Customer Receivables was 32.7% favourable to Q120;
- Revenue was 17.6% favourable to Q120;
- Average Equifax Scores are rising, to 637 in Q120.

Q121 was truly a fantastic first quarter that sets the business up well for further high balance sheet growth.

[Page 13: Unlocking the path to accelerated growth]

Outlined on Page 13.

The company has been building the framework to unlock incredible opportunity, beyond being a personal loan provider our comparative advantages are, the leverage from these new products and the low cost of funds with the Major Bank warehouse funding facility, for scale, diversification and profit creation.

And innovation is not stopping here, with new products in development to meet customers diverse borrowing needs, exceptional tech driven customer experiences, low cost customer acquisition, expanding distribution and increasing operating leverage, delivering growth with profit.

[ENDS]



2020 Annual General Meeting

24 NOVEMBER 2020

[moneyme.com.au](https://www.moneyme.com.au)

This presentation is authorised for release on ASX by the MoneyMe Limited Disclosure Committee

Chair's Address

Peter Coad



OUR MISSION

To be the favourite credit partner
for Generation Now

The MoneyMe Difference



Large addressable market

Consumer credit originated by non-bank lenders like MoneyMe is expected to grow from \$30b in 2020 to \$40b by 2024 ¹



Technology first

An intelligent modular platform which is scalable and has processed over \$500m in originations



Credit product innovation

Innovation is driving growth with new products for the tech-savvy generation



Founder-led team

Passionate and experienced team dedicated to the Group's ongoing growth and profitability



High customer satisfaction

Strong brand advocacy and customer satisfaction with NPS of 70+



Strong growth

Strong track record of revenue growth and significant demand for future growth



Strong unit economics

Attractive loan unit economics benefitting from repeat customers and low customer acquisition cost. Profit Making.



Diversified loan portfolio

Diverse range of customers across Australia in terms of location, age, and employment. Robust risk management

1. Euromonitor International Limited: Consumer Lending in Australia, 2020 edition, 'Consumer Credit by Type'

Well positioned for the Covid-19 environment

Agile business model

- Low fixed cost business with strong diversification across employment industries, geographies, employment types and age groups
- Healthy net interest margin and risk based pricing to protect ongoing margins

Appropriate provisioning

- Provisioning includes macroeconomic overlay headroom for the COVID-19 environment
- Credit performance is strong with Q1'21 average Equifax score of 637.

Balance sheet strength

- Healthy operating cash flows and cash at bank
- New funding facility is delivering significant cost reductions and scale opportunities

Technology-first

- Quick calibration of decision engine enables early risk detection and swift updates to decision algorithms
- Quick adaption to retail merchant channel opportunities emerged from buy now, pay later sector growth

Innovation is powering growth and value

The business model is primed for opportunity



Revenue and balance sheet growth

Building sustainable and diversified contracted revenue growth, calibrated for COVID-19 risk, and increasing customer lifetime value



Further increasing loan unit economics

Increasing customer loan value and a substantial reduction in funding costs



Product innovation & new distribution channels

Expanding the market opportunity with new verticals primed for disruption

moneyme *Freestyle* ListReady
RentReady moneyme⁺

Board of Directors



Peter Coad

Independent Non-Executive Chairman

- Peter has more than 30 years' experience in domestic and international banking and is a specialist in financial services and risk management
- Prior to this role, Peter served in senior executive roles at National Australia Bank, and held global and regional leadership roles at Commonwealth Bank of Australia and Chase Manhattan Bank
- Peter is also the Chairman of the Remuneration and Nomination Committee and a member of the Audit and Risk Committee



Clayton Howes

Managing Director & Chief Executive Officer

- Clayton is a co-founder and has been the Chief Executive Officer of MoneyMe since its inception
- Prior to establishing MoneyMe, Clayton spent 8 years at Vodafone and Vodafone Hutchinson Australia where he was in leadership roles overseeing strategy, finance, sales, and business transformation
- Clayton also previously worked for Glaxo Smith Kline in the United Kingdom within strategic mergers management and planning



Jonathan Lechte

Independent Non-Executive Director

- Prior to Jonathan's appointment as a Director of MoneyMe, he has been a member of MoneyMe's advisory board since 2015
- Jonathan has more than 20 years' experience in banking and corporate finance
- He has served in senior executive roles in investment banking, fixed income markets, and risk management, including at UBS Australia and FIG Securities Australia
- Jonathan is the Chair of the Audit and Risk Committee



Scott Emery

Non-Executive Director

- Scott is a co-founder and has been a Non-Executive Director of MoneyMe from its inception
- Scott has over 30 years' experience establishing and running property development companies across Australia
- He is the founder and managing Director of a commercial building company, Yarra Valley Commercial
- Scott is a member of the Audit and Risk Committee and Remuneration and Nomination Committee



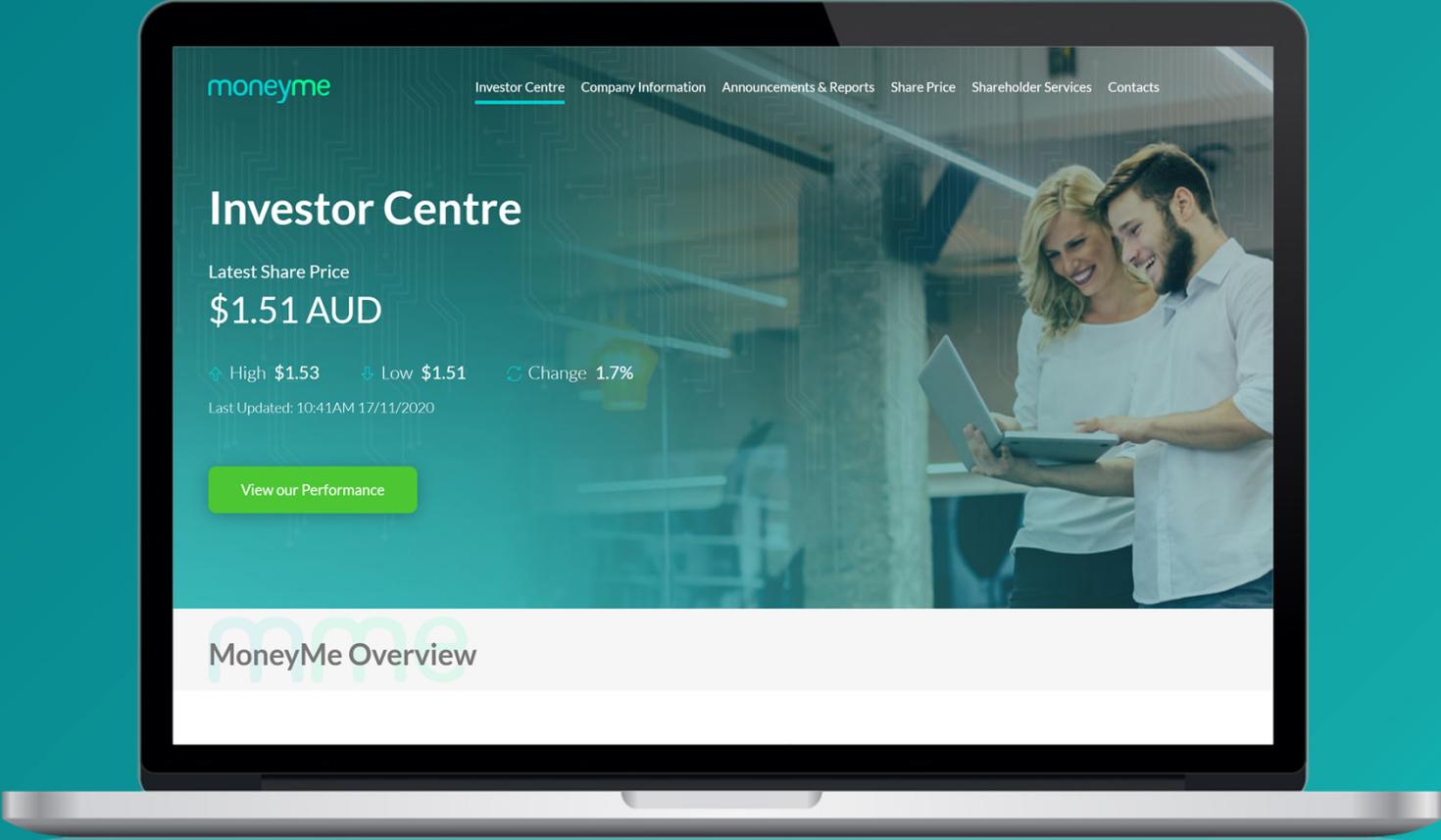
Susan Wynne

Independent Non-Executive Director

- Susan has more than 20 years' corporate and government experience, specialising in brand and business development, stakeholder management, corporate affairs, and public relations
- Susan has served in local government on the Woollahra Council since 2008 including terms as both Deputy Mayor and Mayor, and was recently re-elected as the Mayor of Woollahra in Sept 2019
- Susan is a member of the Remuneration and Nomination Committee

Key Corporate Governance References

Please refer to our investor website for key corporate governance related information.



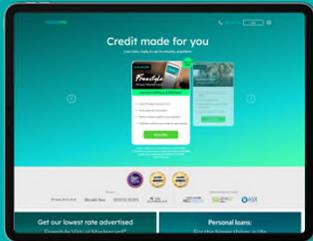
CEO's Address

Clayton Howes



Digital Marketing

Programmatic placement of digital marketing assets reaching target customers



1,100,000+ website users



75+ NPS



500,000,000+

Originated on our platform



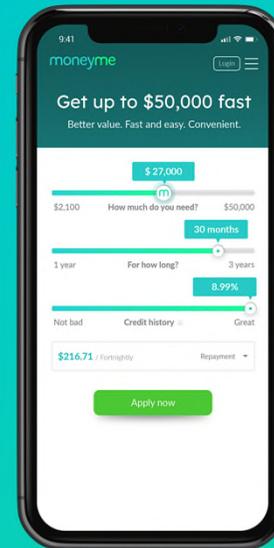
\$6,100

Average funded value

Artificial intelligence driving automated decisioning

>80%

Applications are auto-decided



Mobile app available for iOS and Android

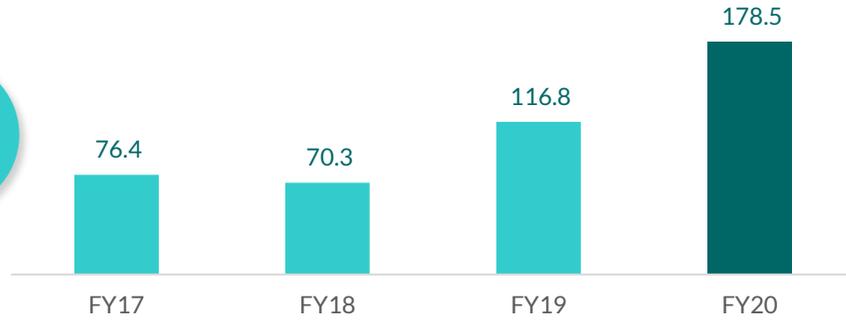
870,000+

mobile app user sessions in FY20

Solid Track Record of Growth

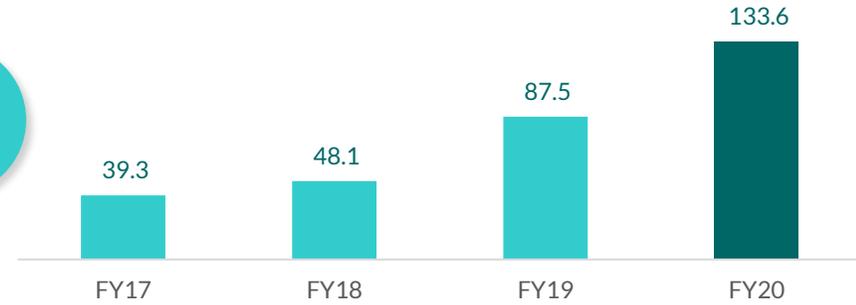
Originations (\$m)

CAGR
FY17 - FY20
31.4%



Gross Customer Receivables (\$m)

CAGR
FY17 - FY20
50.4%



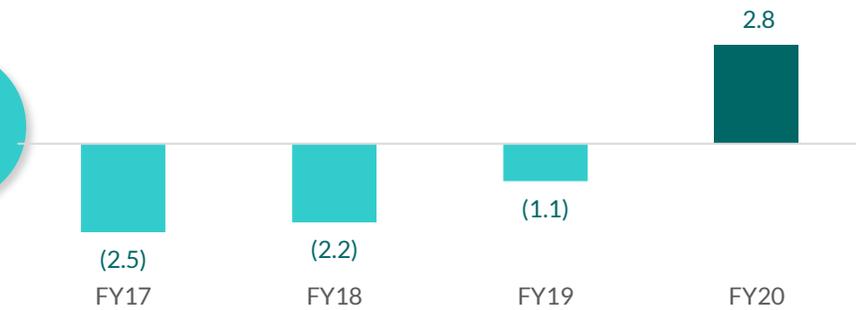
Total Revenue (\$m)

CAGR
FY17 - FY20
44.2%



Pro forma NPAT (\$m) ¹

CAGR
FY17 - FY19
24.4%

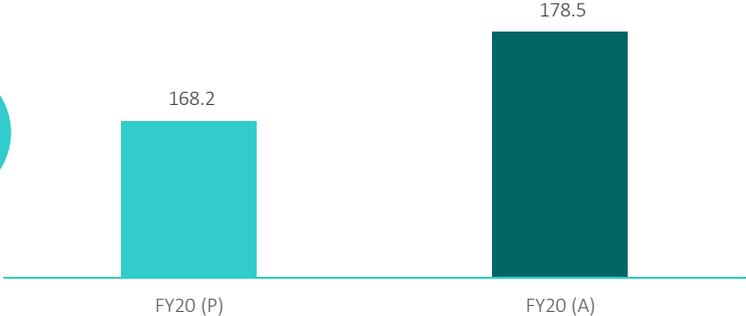


1. Statutory NPAT was positive in FY17, FY18, FY19, and FY20

Strong FY20 vs Prospectus

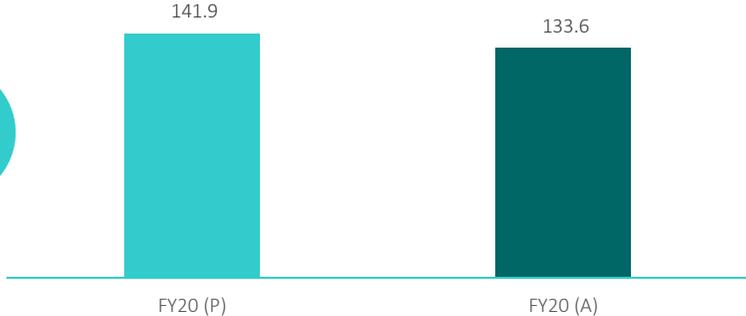
Originations (\$m)

↑
6.1%



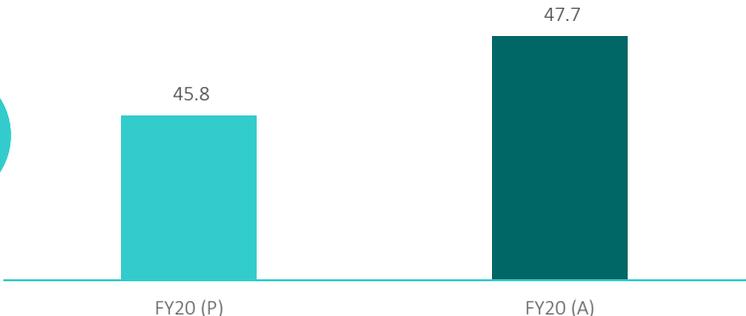
Gross Customer Receivables (\$m)

↓
(5.9%)



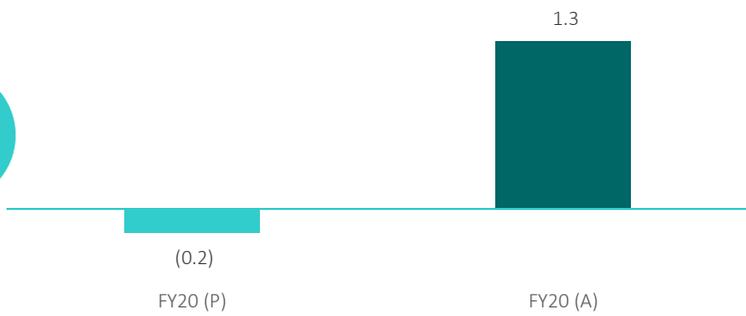
Total Revenue (\$m)

↑
4.0%



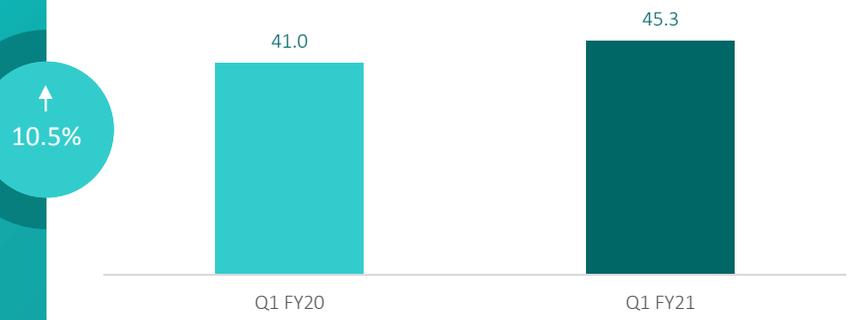
Statutory NPAT (\$m)

↑
775.5%



Robust Q1'21 Performance

Originations (\$m)



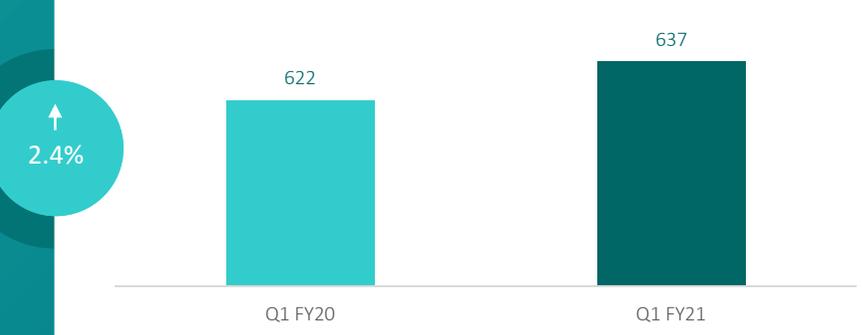
Gross Customer Receivables (\$m)



Total Revenue (\$m)



Average Equifax Score



Unlocking the path to accelerated growth

