

30 October 2023

ASX Announcement

1Q24 Trading Update

Strong revenue and lower losses

MONEYME Limited (“MONEYME” or “Group”) is pleased to announce its FY24 first quarter trading update.

Trading Highlights

Sustainable returns from an increasingly robust loan book

- Gross revenue of \$55m for 1Q24, in line with 4Q23 (\$56m).
- Strong net interest margin of 11% in 1Q24, up on 4Q23 (10%).
- Gross customer receivables \$1.1bn, in line with 4Q23 (\$1.1bn).
- Principal originations of \$130m for 1Q24, in line with 4Q23 (\$127m).
- Secured assets increased further in 1Q24 to be 46% of the total loan book, up on 4Q23 (44%).
- Delivering sustainable statutory and cash NPAT remains the focus.

Higher credit quality assets is driving lower losses

- Net losses¹ continue to trend lower in 1Q24 to <4.9%, down on 4Q23 (5.6%).
- Average Equifax credit score of 733 in 1Q24, in line with 4Q23 (727).
- 84% of loans with closing Equifax score \geq 600 for 1Q24, in line with 4Q23 (83%).

Continuing to build on the business platform

- Warehouse financing renewals executed, with Autopay, Horizon 2020 and SocietyOne warehouses extended into CY2024 as planned.
- Increased operational efficiency through further digitisation of application journeys, including broker integrations and automation of operations processes.
- Continued development of generative Artificial Intelligence in customer service interactions and other parts of operations to drive efficiencies and further enhance customer experience.
- Enhanced information security frameworks for MONEYME’s technology platform, Horizon.
- Achieved B Corp Certification in 1Q24 with a B Impact Assessment Score of 91.2, well above the 80-point certification threshold. B Corps are businesses that meet independently assessed high standards of governance, social and environmental performance, and transparency.

Clayton Howes, MONEYME’s Managing Director and CEO said:

“MONEYME has delivered a solid first quarter, executing on our profitable strategy by reducing losses, increasing our secured assets, and advancing our technology for future opportunities.

Our loan book remained stable, maintaining a healthy net interest rate margin of 11%, for the quarter, while our focus on higher-credit quality borrowers and secured assets continues to improve our credit profile. As anticipated, these measures positively impacted our quarterly credit loss performance.

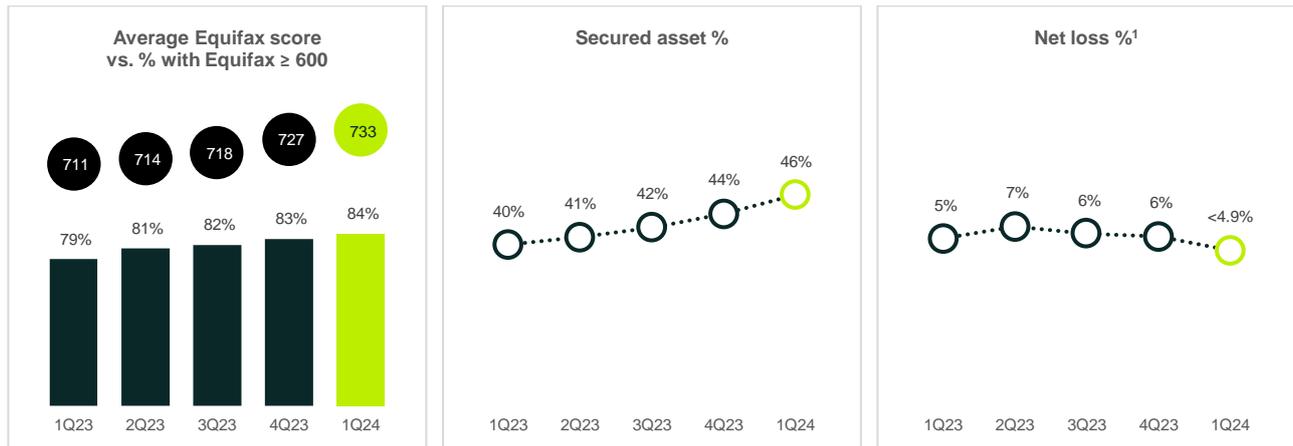
Consistent with our strategy to position MONEYME for sustainable and profitable growth, we have intensified efforts to refine our technology platform, further optimising our operations. As a result, our operating leverage continued to grow during the quarter. As part of our technology roadmap, we are actively exploring and

¹ Net losses are principal write offs in the period (net of recoveries, including proceeds from debt sales to collection agencies) as a % of average gross customer receivables.

developing the application of generative AI in customer service interactions and various aspects of our operations.

MONEYME also achieved B Corp certification this quarter, marking a significant milestone in our commitment to environmental, social, and governance values. We are encouraged to see a steady uptick in Electric Vehicle (EV) loans since the launch of our EV discount in June. This not only aligns with our ESG focus but also reflects the growing popularity of EVs among our customers."

Higher credit quality assets driving improved loss performance



The credit profile of MONEYME's loan book continues to improve in line with the ongoing focus on credit risk management and targeting of higher credit quality borrowers, resulting in a closing average Equifax credit score of 733 for 1Q24. 84% of the loan book had an Equifax score ≥600, up from 83% in 4Q23 and 79% in 1Q23.

46% of MONEYME's loan book is now secured, continuing the incremental increases over time as planned.

Net losses have reduced in 1Q24 to <4.9% from the prior quarter net loss of 5.6%. This is in line with management's expectations, as the significantly higher credit quality of the book starts to take effect and the lower credit quality assets roll off.

Authorised on behalf of the MONEYME Board and the Disclosure Committee by:

Clayton Howes
Managing Director & CEO

– ENDS –

For further information, please contact investors@moneyme.com.au
For media enquiries, please contact media@moneyme.com.au

About MONEYME

MONEYME is a founder-led digital lender and Certified B Corporation™. We challenge the traditional ways of credit and simplify the borrowing experience with digital-first experiences that meet the needs of modern consumers.



We target customers with above average credit profiles through a range of fast, flexible, and competitively priced products, including car loans, personal loans, and credit cards. Our point of difference is delivering unrivalled customer experiences powered by smart technology. From near real-time credit decisioning to loans that settle in minutes, we deliver speed and efficiency in everything we do.

We service 'Generation Now', ambitious Australians who expect more from life and the companies they engage with. We uphold a strong ethos of sustainability and hold ourselves accountable to the high standards of the B Corp movement.

MONEYME Limited is listed on the ASX, and the Group includes licensed and regulated credit and financial services providers operating in Australia.

For more information, visit moneyme.com.au or investors.moneyme.com.au