

3 May 2023

ASX Announcement

3Q23 Trading Update

MONEYME builds on momentum, delivers strong returns

MONEYME Limited (“MONEYME” or “Group”) is pleased to announce its third quarter results for the period ending 31st March 2023.

3Q23 Highlights

Returns			Book profile		
Gross revenue	YoY	QoQ	Gross customer receivables	YoY	QoQ
\$61m <small>(\$182m, FY23 YTD)</small>	↑75% <small>(\$35m, 3Q22)</small>	↓5% <small>(\$64m, 2Q23)</small>	\$1,180m	↑2% <small>(\$1,159m, 3Q22)</small>	↓5% <small>(\$1,237m, 2Q23)</small>
Contracted revenue			Originations		
\$375m	↑9% <small>(\$345m, 3Q22)</small>	↓5% <small>(\$395m, 2Q23)</small>	\$98m <small>(\$340m, FY23 YTD)</small>	↓71% <small>(\$340m, 3Q22)</small>	↓13% <small>(\$112m, 2Q23)</small>
Net interest margin % ¹			Secured assets in book %		
13%	↑18% <small>(11%, 3Q22)</small>	↓3% <small>(14%, 2Q23)</small>	42%	↑39% <small>(30%, 3Q22)</small>	↑3% <small>(41%, 2Q23)</small>
Credit profile			Funding & liquidity		
Average Equifax score	YoY	QoQ	Unrestricted cash	YoY	QoQ
718	↑3% <small>(695, 3Q22)</small>	↑1% <small>(714, 2Q23)</small>	\$14m	↓48% <small>(\$26m, 3Q22)</small>	↓15% <small>(\$16m, 2Q23)</small>
Net loss % ²			Undrawn securitisation facility funding ³		
5.9%	↑72% <small>(3.4%, 3Q22)</small>	↓10% <small>(6.6%, 2Q23)</small>	\$459m	↑154% <small>(\$181m, 3Q22)</small>	↑7% <small>(\$430m, 2Q23)</small>

¹ Gross revenue less interest expense, as a % of average gross customer receivables (annualised)

² Principal write offs in the period (net of recoveries, including proceeds from debt sales to collection agencies) as a % of average gross customer receivables

³ Use of this funding is dependent upon MONEYME's ability to co-invest in the securitisation junior notes

Strong revenue flows and solid profit growth

MONEYME delivered \$61m in gross revenue for 3Q23 (up 75% on pcp) and is ahead of its target of >\$220m for FY23. MONEYME's ongoing focus on margin protection resulted in a net interest margin of 13% in the quarter (up 18% on pcp).

Building on the strong profit result of \$9m in 1H23, MONEYME recorded >\$7m in statutory net profit after tax (NPAT) for 3Q23, with another profitable month in March, adding to the January and February profit results previously announced.

The credit profile of MONEYME's loan book continues to improve in line with MONEYME's ongoing focus on credit risk management and targeting of higher credit quality borrowers, ending the quarter with an average book Equifax score of 718.

Net losses have reduced in 3Q23 from the prior quarter in line with management's expectations, as the significantly higher credit quality of the book starts to take effect positively.

Funding and liquidity

MONEYME secured a fully underwritten \$37m placement, which is subject to shareholder approval at the Extraordinary General Meeting scheduled for 17 May 2023. The placement will support the planned \$32m paydown of the short-term component of MONEYME's corporate debt facility and balance sheet growth, which will support increased profits in FY24.

Unrestricted cash at \$14m is broadly aligned with the cash position in the prior quarter. MONEYME's cash position is expected to increase in FY24, as cash optimisation strategies take effect, which include the significant interest cost savings that will be achieved from lowering the corporate debt.

MONEYME is on track with its warehouse program to complete a term securitisation transaction for SocietyOne loans in 4Q23.

Innovation and technology update

In January, MONEYME launched its app-based credit score product after a successful trial period. As of 31 March 2023, the MONEYME Credit Score product had attracted ~60,000 customers.

At the end of the quarter, MONEYME began migrating SocietyOne Credit Score customers to the MONEYME app, which is expected to increase customer engagement and cross-sell opportunities.

During the quarter, MONEYME also launched further automation of Autopay for brokers, while the pilot of the Autoscan feature is showing positive results and was expanded to additional dealerships.

ESG and B Corp Certification update

MONEYME launched its Reflect Reconciliation Action Plan in 3Q23, which has been endorsed by Reconciliation Australia, establishing MONEYME's role in reconciliation and improving its

engagement with Aboriginal and Torres Strait Islander peoples and communities. In addition, MONEYME completed its inaugural Gender Pay Gap analysis and achieved 100% renewable energy in its Sydney HQ, as part of its commitment to sustainable practices.

The formal verification process of MONEYME's B Corp Certification application continued in 3Q23 and is expected to complete before the end of calendar year 2023.

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

"The \$37m equity placement announced on 30 March was an important achievement for the business and a testament to investors' strong confidence in our business model, despite the tight capital markets. The funds raised in the placement will allow us to reset our funding and liquidity position and strategically position the business for profit and sustainable growth.

I am pleased to announce that MONEYME's financial performance remains strong in the third quarter, with strong revenue flows and solid profit growth to build on the momentum from the first half. We have protected our margins through targeted pricing and cost management and continued to elevate the credit profile of our loan book for safer risk management whilst the macroeconomic uncertainty exists. It is pleasing to see net losses on a downward trajectory.

In addition, we remain committed to prioritising environmental, social and governance best practice standards. I'm proud of our recent achievements in recognising Aboriginal and Torres Strait Islander peoples and communities, gender pay analysis and reaching 100% renewable energy for our Sydney Head Office."

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 leading Australian disruptor, using technology to become the #1 challenger to the major banks.

With a focus on innovation, it funds credit approved ambitious people with the advantage of market-leading speed and automated customer experiences. Leveraging AI and advanced cloud-based technology, it offers highly automated credit products across personal, auto and real estate finance.

The Group's core brands MONEYME and SocietyOne reflect digital-first experiences that meet, and exceed, the expectations of 'Generation Now'.

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

Historical performance measures

MONEYME Quarterly Performance	3Q22	4Q22	1Q23	2Q23	3Q23	
Returns						
Gross revenue	\$35m	\$60m	\$57m	\$64m	\$61m	
Contracted revenue	\$345m	\$398m	\$408m	\$395m	\$375m	
Net interest margin	11%	14%	11%	14%	13%	
Book profile						
Gross customer receivables	\$1.16bn	\$1.35bn	\$1.28bn	\$1.24bn	\$1.18bn	
Originations	\$340m	\$334m	\$130m	\$112m	\$98m	
Secured assets in book	30%	38%	40%	41%	42%	
Credit profile						
Average Equifax score	695	704	711	714	718	
Net losses	3.4%	4.4%	5.4%	6.6%	5.9%	
Funding and liquidity						
Unrestricted cash	\$26m	\$14m	\$19m	\$16m	\$14m	
Undrawn securitisation facility funding	\$181m	\$384m	\$388m	\$430m	\$459m	
MONEYME Half-Yearly Performance	1H21	2H21	1H22	2H22	1H23	
Returns						
Net profit after tax (NPAT)	\$1m	(\$9m)	(\$19m)	(\$32m)	\$9m	
Gross revenue	\$24m	\$34m	\$48m	\$95m	\$121m	
Contracted revenue	\$45m	\$98m	\$178m	\$398m	\$395m	
Net interest margin	24%	23%	16%	14%	12%	
Office operating cost to income ratio	49%	44%	48%	35%	23%	
Book profile						
Gross customer receivables	\$168m	\$333m	\$590m	\$1.35bn	\$1.24bn	
Originations	\$114m	\$269m	\$441m	\$674m	\$242m	
Secured assets in book	-	2%	26%	38%	41%	
Credit profile						
Average Equifax score	638	650	672	704	714	
Net losses	4.6%	5.1%	4.4%	4.5%	6.0%	
Provisioning to receivables	7.9%	7.9%	7.5%	6.1%	6.1%	
Funding and liquidity						
Unrestricted cash	\$23m	\$10m	\$23m	\$14m	\$16m	
Undrawn securitisation facility funding	\$82m	\$28m	\$152m	\$384m	\$430m	
Net assets	\$49m	\$40m	\$22m	\$91m	\$122m	
MONEYME Yearly Performance					FY21	FY22
Returns						
Net profit after tax (NPAT)					(\$8m)	(\$50m)
Gross revenue					\$58m	\$143m
Contracted revenue					\$98m	\$398m
Net interest margin					20%	12%
Office operating cost to income ratio					46%	40%
Book profile						
Gross customer receivables					\$333m	\$1.35bn
Originations					\$384m	\$1.12bn
Secured assets in book					2%	38%
Credit profile						
Average Equifax score					650	704
Net losses					5.0%	3.7%
Provisioning to receivables					7.9%	6.1%
Funding and liquidity						
Unrestricted cash					\$10m	\$14m
Undrawn securitisation facility funding					\$28m	\$384m
Net assets					\$40m	\$91m