

28 February 2024

# ASX Announcement

## 1H24 Interim Report & Results

### *MONEYME continues delivery of statutory profits*

MONEYME Limited (“MONEYME” or “Group”) is pleased to announce the release of its interim financial report and results for the 6 months to 31 December 2023.

### 1H24 Financial Highlights<sup>1</sup>

Returns		Book profile	
Statutory NPAT		Closing gross customer receivables	
\$6m	↑77% From \$3m in 2H23	\$1.2bn	~0% From \$1.1bn in 2H23
Gross revenue		Originations	
\$108m	↓9% From \$118m in 2H23	\$277m	↑23% From \$224m in 2H23
Net interest margin		Secured asset %	
10%	↓14% From 12% in 2H23	48%	↑10% From 44% in 2H23
Credit profile		Funding & liquidity	
Average Equifax score		Unrestricted cash	
741	↑2% From 727 in 2H23	\$15m	↓7% From \$16m in 2H23
Net loss %		Net assets	
4.6%	↓20% From 5.7% in 2H23	\$173m	↑4% From \$166m in 2H23
Provisioning to receivables %			
5.8%	↓12% From 6.6% in 2H23		

<sup>1</sup> Refer to the Group’s 1H24 Investor Presentation, released on the same day as this release, for measure definitions and supporting analysis.

## 1H24 Operational Highlights

### Elevating credit quality

- Improved credit profile with average Equifax score of **741** in 1H24 (727, 2H23)
- Continued focus on elevating credit quality with secured assets **48%** of 1H24 book (44%, 2H23)
- Upgraded Moody's credit ratings of two term securitisations

### Technology-led innovation

- Continued development of generative AI to drive efficiencies and enhance customer experience
- Launched Autopay for caravans
- Further digitisation and automation of customer onboarding to increase operational efficiency

### Strong customer engagement

- Maintained above-benchmark customer satisfaction with Net Promoter Score of **+68**
- **75%** of customer calls answered **within 10 seconds**

### B Corp Certified

- Became a Certified B Corporation with a B Impact Assessment score of **91.2**, well above the minimum 80-point threshold for certification
- Awarded ESG & Sustainability Initiative of the Year 2023<sup>2</sup>

### Optimisation for growth

- Warehouse financing renewals executed, with Autopay, Horizon 2020 and SocietyOne warehouses extended as planned
- Phased out new business for non-core products as part of the strategy to focus on car loans, personal loans and credit cards

### Effective interest rate margin management

- Executed targeted customer pricing adjustments to achieve healthy net interest margin of **10%**
- **74%** of the loan book is variable rate and the remaining fixed interest rate portfolio is hedged within approved policy parameters

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

*"MONEYME delivered a solid first half result with \$6m in NPAT, reflecting technology-driven cost efficiencies, strong credit performance, and effective interest rate management. We increased originations in the half, maintaining a relatively stable book balance, while continuing the shift to high credit quality assets.*

*The stronger credit profile of the book delivered a net loss rate of 4.6% for 1H24, a further reduction from 2H23 and 1H23. Our loan book now has an average Equifax credit score of 741 and 48% secured loan assets, both up on the prior periods. The strength of our loan book portfolio has also been recognised by two recent Moody's credit rating upgrades of our term securitisations.*

*MONEYME continues to execute its key strategies, which include extending our technology advantage through product innovation, automation and expanded AI capabilities, optimising the business for future growth, capitalising on the significant market opportunity to grow our award-winning car loan product, and strengthening our cybersecurity defences.*

*Our current strategy and proven agility position us well to deliver increased scale and returns as conditions evolve."*

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<sup>2</sup> Awarded by WiBF

Refer to the Group's Appendix 4D and Interim Report (including the notes to the financial statements) and the 1H24 Investor Presentation for further material information.

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

Clayton Howes  
Managing Director & CEO

## Key operating measures

<u>FY21</u>	<u>FY22</u>	<u>FY23</u>		<u>1H23</u>	<u>2H23</u>	<u>1H24</u>
<b>Returns</b>						
(\$8m)	(\$50m)	\$12m	Statutory NPAT	\$9m	\$3m	\$6m
\$12m	\$20m	\$24m	Cash NPAT	\$11m	\$13m	\$5m
\$58m	\$143m	\$239m	Gross revenue	\$121m	\$118m	\$108m
20%	12%	12%	Net interest margin	12%	12%	10%
46%	40%	22%	Operating cost to income ratio	23%	20%	23%
<b>Book profile</b>						
\$333m	\$1.3bn	\$1.1bn	Closing gross customer receivables	\$1.2bn	\$1.1bn	\$1.2bn
\$384m	\$1.1bn	\$466m	Originations	\$242m	\$224m	\$277m
2%	38%	44%	Secured assets in book	41%	44%	48%
\$5,744	\$17,850	\$17,103	Average balance outstanding per loan	\$17,274	\$17,103	\$17,970
37 months	51 months	48 months	Average remaining loan term	49 months	48 months	50 months
<b>Credit profile</b>						
650	704	727	Average Equifax score	714	727	741
5.0%	3.7%	5.8%	Net loss	6.0%	5.7%	4.6%
7.9%	6.1%	6.6%	Provisioning to receivables	6.1%	6.6%	5.8%
<b>Funding and liquidity</b>						
\$10m	\$14m	\$16m	Unrestricted cash	\$16m	\$16m	\$15m
\$40m	\$91m	\$166m	Net assets	\$122m	\$166m	\$173m

## **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 [investors.moneyyme.com.au](https://investors.moneyyme.com.au) or contact [investors@moneyyme.com.au](mailto:investors@moneyyme.com.au)*

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