

# ASX Release

7 November 2019

## Zip strikes strategic agreement with Amazon Australia

Zip Co Limited (**'Zip'**) is pleased to announce today that it has entered into a strategic agreement with Amazon Commercial Services Pty Limited (**"Amazon"**).

The agreement:

- Sees Zip available as a payment option for customers shopping on Amazon.com.au
- Sees Zip as Amazon's first Australian instalment payment option

Zip CEO and Managing Director, Larry Diamond said:

*"We are thrilled to have secured this strategic agreement with Amazon Australia, providing customers with a more flexible way to pay. This agreement puts Zip firmly on the main stage by allowing customers shopping on Amazon.com.au to use Zip to pay at their pace. The agreement delivers a fantastic experience for customers who are looking to own the way they pay."*

The relationship with Amazon Australia continues to deliver on Zip's strategic vision of providing customers with convenience and choice in how they choose to pay for everyday products, whilst also expanding the network of acceptance for Zip's 1.5 million digital customers.

In connection with the strategic agreement, Zip will issue to an affiliate of Amazon warrants to acquire up to 14,615,000 ordinary shares ("Warrants"). The exercise price for each Warrant is equal to the volume weighted average closing price of Zip's shares on the ASX for the 20 trading days prior to October 31, 2019 (\$4.70).

A portion of the Warrants (25%, or 3,653,750 ordinary shares) will vest concurrently with Zip's entry into the strategic agreement, and the remainder of the Warrants will be subject to vesting milestones based on processed volumes. The Warrants may be exercised any time until 7 years after the issue date (subject to the applicable vesting criteria being met), except that the unvested Warrants are subject to early expiration in certain circumstances, including in the event that the applicable vesting milestones are not met by specified dates.

It is anticipated that Zip will be live on Amazon.com.au on 7 November 2019.

– END –

**For more information, please contact:**

Larry Diamond  
Chief Executive Officer  
larry.diamond@zip.co

Martin Brooke  
Chief Financial Officer  
martin.brooke@zip.co

Sling & Stone  
Media and Communications  
zip@slingstone.com  
+61 435 802 559

For general investor enquiries, email [investors@zip.co](mailto:investors@zip.co)

**About Zip**

ASX-listed Zip Co Limited (ASX: Z1P) or ("Zip") is a leading player in the digital retail finance and payments industry. The Company offers point-of-sale credit and digital payment services to the retail, education, health and travel industries. It operates under the Zip Pay, Zip Money and Pocketbook brands. The Company is focused on offering transparent, responsible and fairly priced consumer products. Zip's platform is entirely digital and leverages big data in its proprietary fraud and credit decisioning technology to deliver real-time consumer responses. Zip is managed by a team with over 50 years' experience in retail finance and payments and is a licensed and regulated credit provider.

For more information, visit: [www.zip.co](http://www.zip.co)