



7 January 2021

**ASX RELEASE**

Company Announcements Platform

## **Zebit Inc. Delivers Record Q4 FY20 and Annual Sales**

### **Highlights**

- **Zebit delivers record FY20 Net Sales<sup>1</sup> of US\$88.1M, beating FY19;**
- **Q4 FY20 Net Sales of US\$44.8M exceeded Q4 FY19 by US\$11.6M or 35.2%;**
- **Net Sales in December were US\$21.3M - a 55.4% increase compared to December 2019;**
- **Zebit executed 8 new B2B acquisition partnerships that accounted for 28.8K registered users in Q4 FY20. Cumulative registered users at the end of the year increased to 792K. Zebit continues to see strong opportunities for customer growth.**

Zebit is excited to share that the Company performed extremely well through the peak shopping season. Management is looking forward to sharing further details in the Q4 FY20 Quarterly Trading Update and Appendix 4C at the end of January, and key performance indicator comparisons to the Prospectus in the Company's full year results shortly thereafter.

Zebit President and CEO, Marc Schneider, commented: "The strength of Zebit's performance through Q4 is a bellwether for the increasing demographic of consumers who value and repeatedly use the Company's eCommerce services. We expect strong growth in 2021 as we expand our reach in helping the increasing number of Americans living paycheck to paycheck purchase everyday products that many of us take for granted. In addition to its primary ecommerce sales channel, as physical retail stores reopen, Zebit will also enable consumers to continue to finance purchases in physical retailers through sales of electronic gift certificates on our platform that can be redeemed in brick and mortar."

---

All figures are unaudited and are presented in U.S. Dollars. Zebit's financial year end is 31 December.

<sup>1</sup> "Net Sales" equals Gross Sales minus sales associated with cancelled orders. Net Sales are orders booked by customers within a month, quarter or year, compared to Revenue which is recorded in the month of delivery. Net Sales is used in lieu of revenue since Zebit has not yet completed a month-end or quarter-end close."

This announcement was approved for release by Zebit Inc's Board

For media enquiries please contact:

M&C Partners

Mel Hamilton

[Melissa.hamilton@mcpartners.com.au](mailto:Melissa.hamilton@mcpartners.com.au)

For Investor Enquiries please contact:

[IR@zebit.com](mailto:IR@zebit.com)

### **About Zebit Inc.**

Zebit is a California based eCommerce company dedicated to changing the lives of over 120 million U.S. credit-challenged consumers by giving them access to a broad set of products and the ability to pay for those products in instalments over six months with no predatory late fees or interest charges. Zebit's mission is to make online shopping inclusive of everyone, regardless of their financial history. The Company's unique business model and cutting-edge underwriting offer a one-stop shopping experience to this untapped and growing consumer base. Zebit was founded in 2015 and operates in all 50 States across the U.S. For more information visit [www.zebit.com](http://www.zebit.com).

Zebit's CHES Depositary Interests (CDIs) are issued in reliance on the exemption from registration contained in Regulation S of the U.S. Securities Act of 1933 (Securities Act) for offers of securities which are made outside of the U.S. Accordingly, the CDIs have not been, and will not be, registered under the Securities Act or the laws of any state or other jurisdiction in the U.S. As a result of relying on the Regulation S exception, the CDIs are 'restricted securities' under Rule 144 of the Securities Act. This means that you are unable to sell the CDIs into the U.S. or to a U.S. person who is not a QIB for the foreseeable future except in very limited circumstances after the end of the restricted period, unless the re-sale of the CDIs is registered under the Securities Act or an exemption is available. To enforce the above transfer restrictions, all CDIs issued bear a FOR Financial Product designation on the ASX. This designation restricts any CDIs from being sold on ASX to U.S. persons excluding QIBs. However, you are still able to freely transfer your CDIs on ASX to any person other than a U.S. person who is not a QIB. In addition, hedging transactions with regard to the CDIs may only be conducted in accordance with the Securities Act.