

31 August 2022

# ASX Announcement

## FY22 Full Year Results and \$20 Million Equity Capital Raise

**MONEYME delivers record Revenue and Cash NPAT, and is raising Equity Capital**

MONEYME Limited (ASX: MME) ("MONEYME" or "Group") is pleased to announce its financial results to 30 June 2022.

### FY22 Key Highlights

#### Significant step change in scale

- Completed the **acquisition of SocietyOne** in March 2022 with material cost synergies already delivered ahead of schedule
- Gross customer receivables of **\$1.35b, up 305%** year on year
- Originations of **\$1.1b** (42% secured asset finance), **up 191%** year on year
- **4x increase** in external securitisation funding facilities to **\$1.7b**
- Autopay secured asset finance book balance of **\$445m, up 70x** year on year

#### Strong financial returns

- Cash NPAT of **\$20m, up 70%** year on year
- Gross revenue of **\$143m, up 148%** year on year
- Contracted revenue of **\$398m, up 305%** year on year

#### Increased credit quality

- Secured asset finance increased to **38%** of gross customer receivables, **up from 2%** in FY21
- Average customer Equifax score of **704, up from 650** in FY21
- Delivered stronger credit performance at **4%** net losses, **26% lower** year on year

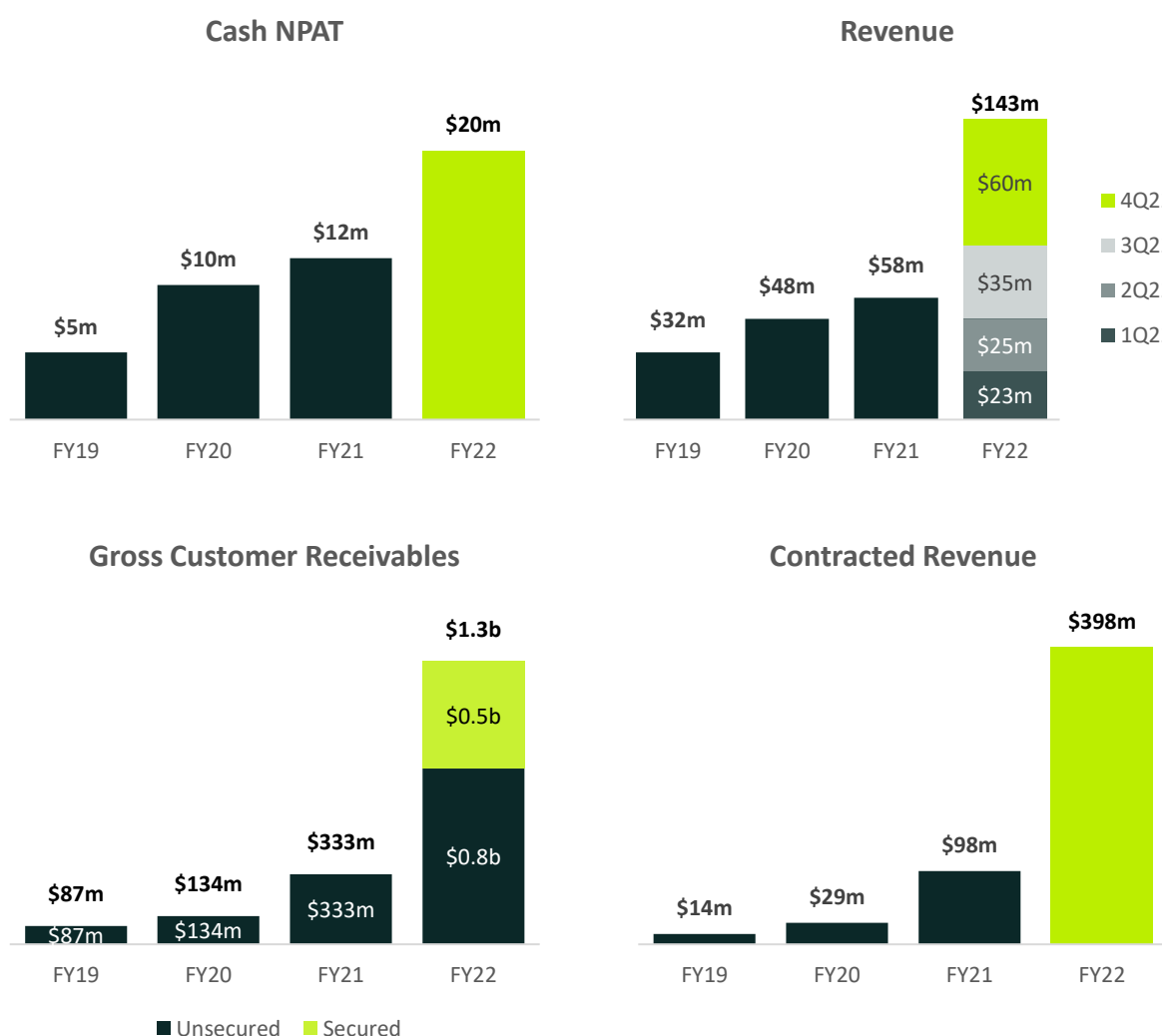
Clayton Howes, MONEYME's Managing Director and CEO said:

*"MONEYME has achieved a year of phenomenal growth, while also delivering growing cash profits, increasing our credit quality, and expanding our funding capacity to support continued momentum into the next financial year. I am especially proud of the sensational demand for our Autopay product, the successful and ahead of plan integration of SocietyOne into the group, and our continued commitment to driving profit with purpose."*

Looking ahead, we have our sights set on profitable growth that leverages new additions to our product portfolio via both expanding and more cost-effective distribution channels. Our continued diversification of products and assets, scale advantages, and further synergies from the SocietyOne acquisition will increase our resilience as we close in on the major banks with a revamped brand identity that appeals to the mass market.

Our agility through both culture and technology enables us to move fast as structural shifts in the market present new opportunities. MONEYME's speed is a strength in any market environment, but especially in a changing one."

## Key Metric Performance



## **FY22 Operational Highlights**

- Autopay delivered exponential growth in the year, quickly establishing itself as best-in-class product for car finance in Australia.
- SocietyOne acquisition completed with \$7.5m of expense savings realised as at 30 June 2022, with ~\$20m of expense savings expected to be realised (up 18% on ~\$17m planned). Consolidation of functions between MONEYME and SocietyOne is expected to be completed by the end of calendar year 2022, ahead of plan.
- Improved loan book credit quality with 6% provisions, 23% lower year on year.
- Increased loan value to higher credit quality customers, increasing the average customer Equifax profile to 704.
- Increased cost efficiency by 41%, lowering office operating costs to receivables ratio to 6.8%.
- Entered into syndicated facility agreement with leading Australian investment firm, Pacific Equity Partners, which was initially drawn to \$50m, and then upsized to \$75m to support the completion of the SocietyOne acquisition<sup>1</sup>.
- Delivered amazing experiences to our customers, with more than 70% of customer calls answered within 8 seconds. Customers rated us with a Net Promoter Score of 76 and the average Google reviews are 4.7 out of 5 stars.
- Continued to increase the lifetime value on the portfolio by increasing the average receivable value and remaining receivable term by 211% and 38% respectively.
- Continued to strengthen ESG focus within the Group with a number of achievements in the year including an 87% employee engagement score, \$110k contributed to Canteen's Education and Career Support Services and 9 million kilometres of vehicle emissions offset with a tree planting programme.

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<sup>1</sup> Refer to Note 21.4 in the FY22 Annual Report in relation to the recently agreed changes for the PEP facility and details of the waivers obtained in relation to the PEP and warehouse covenants in August 2022

## **Strategy and Outlook**

MONEYME's key areas of focus for our strategy and outlook include:

- **Leveraging innovation and building on Autopay** – leading the industry on innovation, customer experience, and operations
- **Solid profit growth** – prioritising high credit quality and moderating book growth in the immediate term; we are on track to achieve revenue of >\$200m in FY23
- **Delivering SocietyOne synergies** – substantial operating leverage with synergy benefits of >\$32m annualised
- **Expanding our product offer to Bank Account and Credit Score products**
- **Enhancing AIDEN®, our artificial intelligence platform for optimal credit decisioning**
- **Leading the industry on people, environment, and governance**

## **Equity Raise**

MONEYME is undertaking a fully underwritten placement to raise \$20 million (“Placement”) through the issue of 40 million new fully paid ordinary shares (“New Shares”) as follows:

- An unconditional component to raise approximately \$17.84 million through the issue of approximately 35.7 million New Shares (“Unconditional Placement”); and
- A component which is conditional upon shareholder approval under ASX Listing Rule 7.1 to raise approximately \$2.16 million through the issue of approximately 4.3 million New Shares (“Conditional Placement”)

The proceeds from the equity raising will be utilised for equity subordination requirements in MONEYME’s warehouse facilities to support continued loan book growth, and payment of associated upfront commissions to brokers. They will also be used to fund transaction costs and support MONEYME’s existing debt facilities.

In its normal course of business, MONEYME will continue to explore opportunities to expand new and existing debt capital facilities to support its balance sheet and loan receivables growth.

The Placement is fully underwritten by Barrenjoey Markets Pty Limited on the terms and conditions of an underwriting agreement which are summarised in the accompanying investor presentation materials.

The Placement Shares will be issued at a fixed price of \$0.50 per Placement Share, representing a 28.1% discount to MONEYME's last close price of \$0.695 per share on Monday, 29<sup>th</sup> August 2022.

In addition to the Placement, MONEYME is undertaking a non-underwritten offer of New Shares to certain directors of MONEYME to raise \$1.2 million ("Director Offer"). The Director Offer will be conditional upon shareholder approval under ASX Listing Rule 10.11.

The Placement Shares together with the New Shares to be issued under the Director Offer represent approximately 17.8% of current issued capital.

It is expected that MONEYME shares will remain in trading halt until Thursday, 1 September 2022 while the Placement is conducted, or until such time that MONEYME announces the outcome of the capital raising to the ASX. Settlement of the New Shares issued under the Unconditional Placement is expected to occur on Monday, 5 September 2022, with allotment and normal trading of the New Shares issued under the Unconditional Placement expected on Tuesday, 6 September 2022.

Subject to shareholder approval for the Conditional Placement and the Director Offer being received at an EGM scheduled for 7 October 2022, Settlement of the New Shares issued under the Conditional Placement and Director Offer is expected to occur on Tuesday, 11 October 2022, with allotment and normal trading of the New Shares issued under the Conditional Placement and Director Offer expected on Wednesday, 12 October 2022.

MONEYME intends to make available a non-underwritten share purchase plan ("SPP") following successful completion of the EGM assuming that the required resolutions have passed to reset MONEYME's ASX Listing Rule 7.1 placement capacity. It is intended that the SPP would be capped at \$1.2 million and have an issue price equal to the issue price for the current Placement and Director Offer. MONEYME will retain the right to accept oversubscriptions or to scale back applications (in whole or in part) at its absolute discretion that may result in the SPP raising more or less than \$1.2m and will have regard to the size of eligible shareholders' record date shareholding in exercising that discretion.

## **Key Dates**

<b>Event</b>	<b>Date</b>
Announcement of the Placement and Director Offer	Wednesday 31 August 2022
Announcement of the outcome of the Placement	Thursday 1 September 2022
Trading halt lifted – trading resumes on ASX	Thursday 1 September 2022
Settlement of New Shares issued under the Unconditional Placement	Monday 5 September 2022
Allotment and commencement of trading of New Shares issued under the Unconditional Placement	Tuesday 6 September 2022

Despatch of Extraordinary General Meeting Notice of Meeting	Thursday 8 September 2022
Hold Extraordinary General Meeting	Friday 7 October 2022
Settlement of New Shares issued under the Conditional Placement and Director Placement	Tuesday 11 October 2022
Allotment and commencement of trading of New Shares issued under the Conditional Placement and Director Placement	Wednesday 12 October 2022

The timetable (and each reference in this announcement to a date specified in the timetable) is indicative only and MONEYME may, at its discretion, vary any of the above dates by lodging a revised timetable with ASX. All times referred to in this announcement are to Sydney time.

### **Further Information**

The Group's financial report is audited by Deloitte. Please refer to the Group's FY22 Investor Presentation and 2022 Annual Report for further information. Further details of the market update and the equity raise are set out in the Investor Presentation which has also been provided to the ASX today. The Investor Presentation contains important information including key risks and foreign selling restrictions with respect to the Placement.

Nothing in this announcement constitutes investment, legal, tax or other advice. You should seek appropriate professional advice before making any investment decision.

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

Clayton Howes  
Managing Director & CEO

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## **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.

## **IMPORTANT NOTICE**

### **NOT FOR RELEASE OR DISTRIBUTION IN THE UNITED STATES**

The distribution of this announcement in jurisdictions outside Australia may be restricted by law and you should observe any such restrictions. Any failure to comply with such restrictions may constitute a violation of applicable securities laws. In particular, this announcement may not be distributed or released in the United States.

This announcement does not constitute an offer to sell, or the solicitation of an offer to buy, any securities in the United States or in any jurisdiction in which such an offer would be illegal. The New Shares have not been, and will not be, registered under the U.S. Securities Act of 1933 as amended (the "Securities Act") or the securities laws of any state or other jurisdiction of the United States. Accordingly, the New Shares to be offered and sold in the Placement may not be offered or sold, directly or indirectly, in the United States except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and applicable securities laws of any state or other jurisdiction of the United States.

### **FORWARD-LOOKING STATEMENTS**

This announcement contains certain "forward-looking statements". The words "expect", "anticipate", "estimate", "intend", "believe", "guidance", "should", "could", "may", "will", "predict", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. Forward-looking statements, opinions and estimates provided in this announcement are based on assumptions and contingencies that are subject to change without notice and involve known and unknown risks and uncertainties and other factors that are beyond the control of MONEYME, its directors and management. This includes statements about market and industry trends, which are based on interpretations of current market conditions.

Investors are strongly cautioned not to place undue reliance on forward-looking statements, particularly in light of the current economic climate and the significant volatility, uncertainty and disruption caused by the outbreak of COVID-19. Forward-looking statements are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. Actual results, performance or achievements may differ materially from those expressed or implied in such statements and any projections and assumptions on which these statements are based. These statements may assume the success of MONEYME's business strategies. The success of any of those strategies will be realised in the period for which the forward-looking statement may have been prepared or otherwise. Readers are cautioned not to place undue reliance on forward-looking statements and except as required by law or regulation, none of MONEYME, its representatives or advisers assumes any obligation to update these forward-looking statements. No representation or warranty, express or implied, is made as to the accuracy, likelihood of achievement or reasonableness of any forecasts, prospects, returns or statements in relation to future matters contained in this announcement. The forward-looking statements are based on information available to MONEYME as at the date of this announcement. Except as required by law or regulation (including the ASX Listing Rules), none of MONEYME, its representatives or advisers undertakes any obligation to provide any additional or updated information whether as a result of a change in expectations or assumptions, new information, future events or results or otherwise. Indications of, and guidance or outlook on, future earnings or financial position or performance are also forward-looking statements.