

**MONEYME**

# Investor Presentation

**FY22 Results | Strategy & Outlook | Capital Raise**

**31 August 2022**

money.me.com.au

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**Our mission**

# To be the #1 challenger to the banks

MONEYME is a digital non-bank. We don't do paperwork, ATMs or brick and mortar stores. We know today's digitally savvy consumers don't have time for outdated processes, so we create innovative, app-first financial products that meet, and exceed, the expectations of Generation Now.

- Personal Loans**
- Freestyle Credit Card**
- Autopay Car Finance**
- ListReady**
- Credit Score**
- Bank Account**



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# FY22 Highlights

**MONEYME**



**SocietyOne** Acquired in March 2022



**\$1.35b** FY22 gross customer receivables  
(↑305% from FY21)



**\$1.7b** Funding capacity in FY22  
(↑4x from \$0.3b in FY21)



**70x growth** In Autopay loan book  
to **\$445m in FY22**

Significant  
step change  
in scale

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# Strong financial returns



**\$20m**

**Profitable cash NPAT<sup>1</sup>**  
(↑70% from \$12m in FY21)



**\$143m**

**Total revenue**  
(↑148% from \$58m in FY21)



**22%**

**Total operating expense to receivables**  
(Increased efficiency from 29% in FY21)

1. Cash NPAT is a non-IFRS measure. See *Appendix: Statutory NPAT to cash NPAT reconciliation* for further details

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# Increased credit quality



**38%**

Secured assets in total loan book  
(↑ from 2% in FY21)



**704**

Average customer Equifax score  
(↑ from 650 in FY21)



**4%**

Net losses in FY22  
(↓ 26% from 5% in FY21)

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# Operational Highlights

**MONEYME**

# Operational highlights

Significant step change in scale, blockbuster innovations



## SocietyOne acquisition and integration

Acquired in March 2022

Over 230,000 customers and >\$32m in synergies projected



## Autopay blockbuster innovation

\$445m loan book in FY22

Winner of Canstar's Innovation Excellence Award 2022



## 4x funding expansion

Significant step up from \$0.3b across 3 funding structures to \$1.7b across 8 funding structures, including 2 major banks, 2 global banks, and other prominent investors



## Horizon technology innovation

Key innovations delivered in FY22 include AIDEN® 3.0, secured asset finance, and Credit Score product



# SocietyOne acquisition and integration

SocietyOne acquired in March 2022

\$7.5m annualised cost synergy benefits from people and processes realised in FY22, ahead of schedule

~\$20m annualised cost synergy benefits expected to be delivered by final phase of integration, up 18% on ~\$17m planned

Technology integration is on track for successful migration of all SocietyOne customers onto Horizon Technology Platform

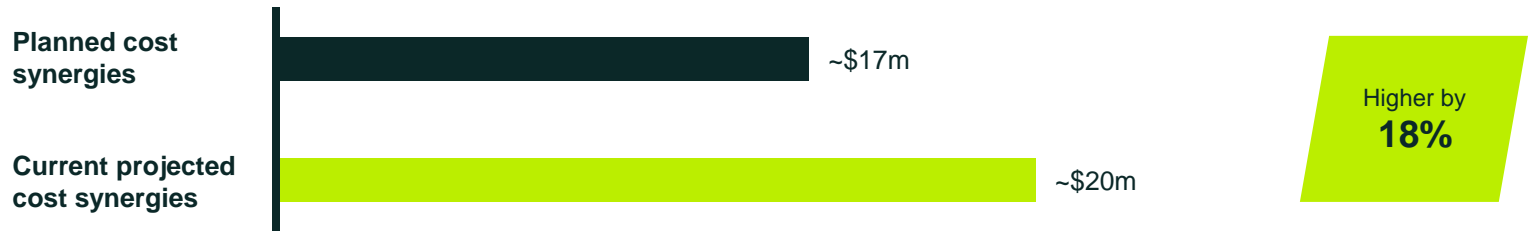
On track for ~\$15m revenue synergy benefits

SocietyOne's 230,000+ customer base (including Credit Score customers) continues to increase

## Consolidation of functions between MONEYME and SocietyOne is ahead of schedule:



## Cost synergies are projected to be ~18% higher than planned



# MONEYME Autopay

## Game changing innovation in the auto sector

Autopay's high automation, dynamic pricing and best-in-class speed offers secured vehicle finance that settles in as little as **60 minutes**, 7 days a week.

Demand from dealers and brokers to sign up to access the product continues to exceed expectations.



Canstar's Innovation Excellence Award 2022 was for MONEYME's product Autopay.

# \$445m

## Autopay gross customer receivables

as at 30 June 2022

# 754

## Average Equifax score

for Autopay customers

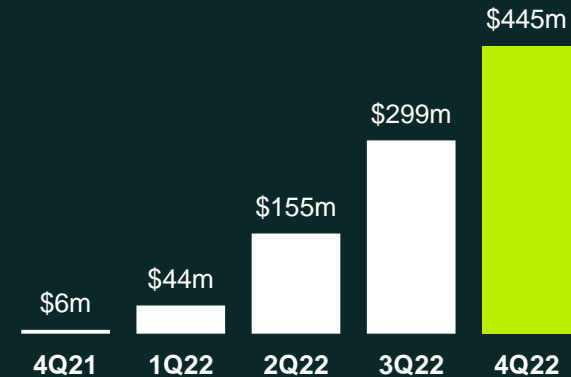
# 1,600+

## Dealers and brokers

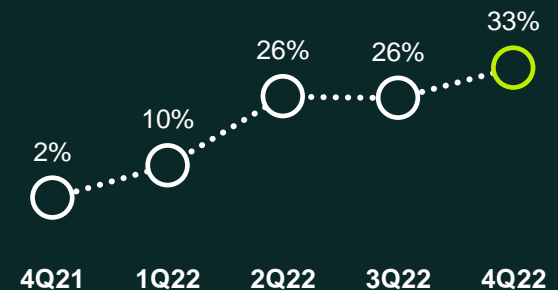
currently with access to the Autopay platform

# MONEYME

### Autopay gross customer receivables



### Autopay as a % of total loan book



# Diversified customer base

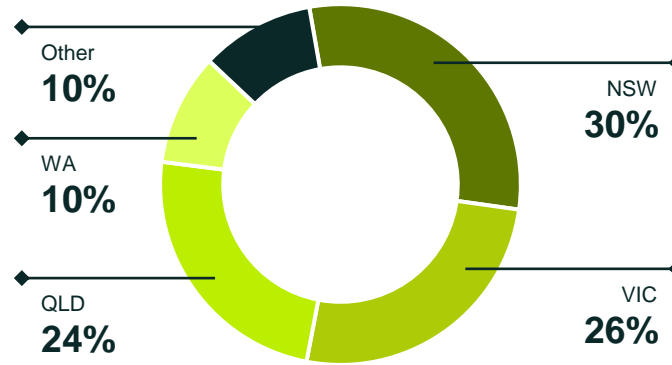
Strong customer base diversification across all geographic, demographic, and employment sectors

Low industry sector concentration provides strong defence against macroeconomic unemployment risks

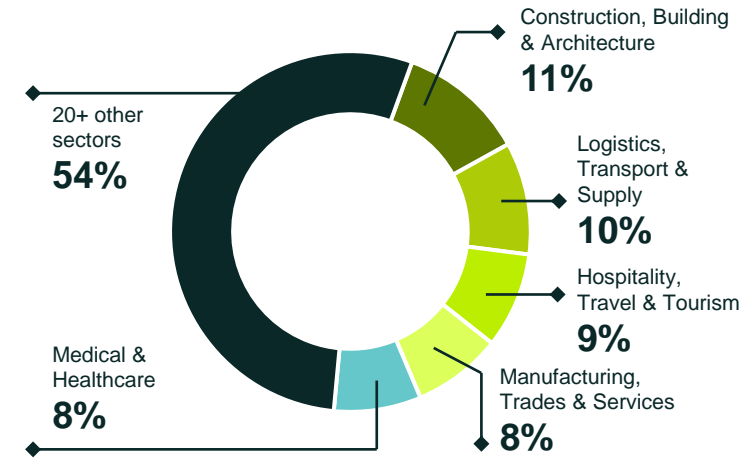
Median customer age is 35

The book has high future value with over 70% greater than 36 months in contractual interest-bearing term remaining

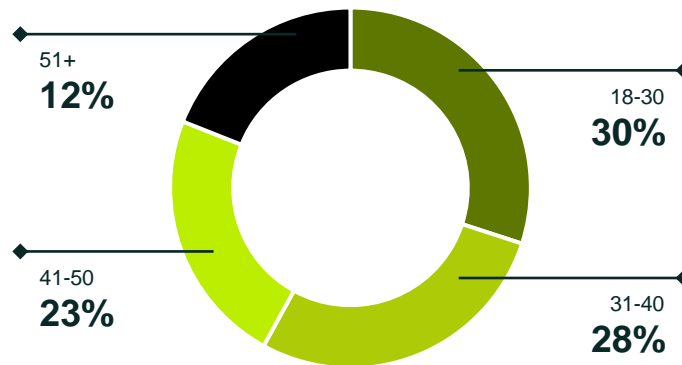
**Geographic spread**



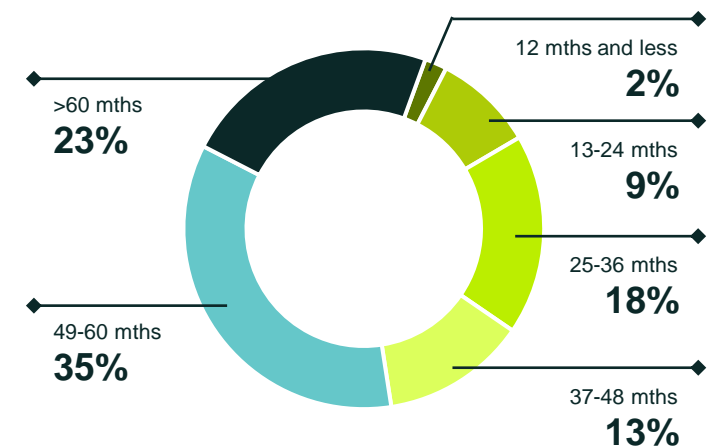
**Industry sector**



**Customer age**



**Average remaining contractual term (months)**



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# Credit risk management & quality

Customer credit quality continues to increase with average Equifax score of 704

Continuing improvement in net losses<sup>1</sup> down to 4% in FY22 from 5% in FY21

38% secured asset mix of loan book in FY22, up from 2% in FY21

**AIDEN® 3.0** proprietary artificial intelligence decisioning technology deployed, providing confidence in the performance of the loan book going forward

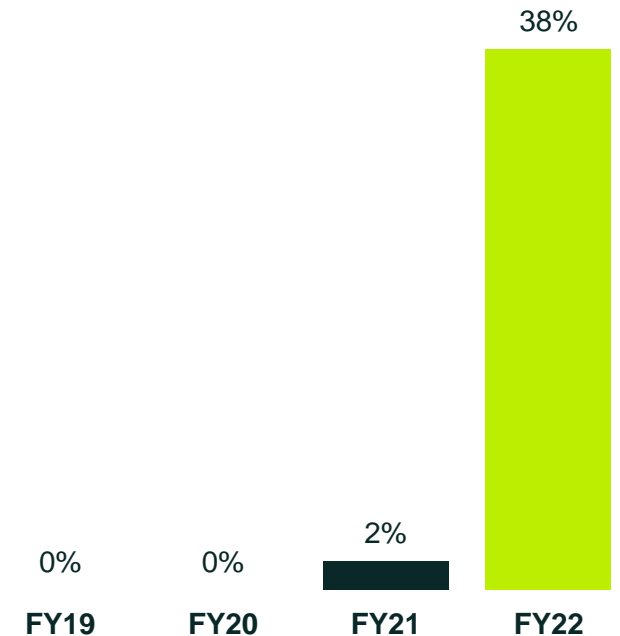
Combining SocietyOne and MONEYPE credit assessment processes for optimal credit outcomes

Continued to calibrate to lower risk credit settings

Customer Equifax score vs Net Losses (%)<sup>1</sup>



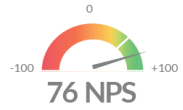
Secured asset mix of loan book (%)



<sup>1</sup> Net losses include the impact of total \$12m sale of bad debts completed in December 2021 and June 2022

# Market-leading customer experience

Outperforming the major banks



Net Promoter Score (NPS)<sup>1</sup>

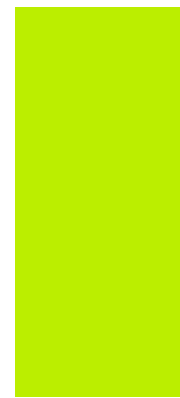
**+76**  
MONEYME



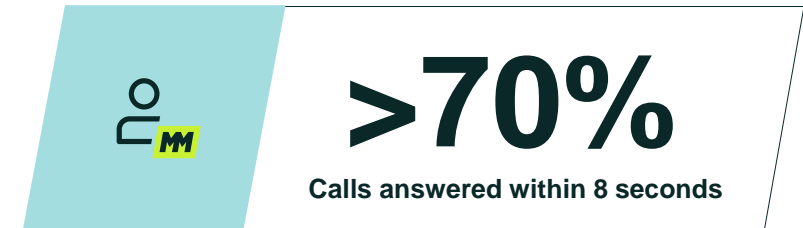
**+24**  
Average of 4  
Major Banks

Google Rating<sup>2</sup>  
Reviews ★★★★★

**4.7/5**  
MONEYME



**1.4/5**  
Average of 4  
Major Banks



1. Big 4 banks NPS sourced from BrokerPulse website (<https://www.brokerpulse.com.au/news/major-banks-report-improved-nps>)  
2. Big 4 banks Google Review ratings sourced from Google Review website on 30 June 2022

# Unlocked funding & liquidity diversification

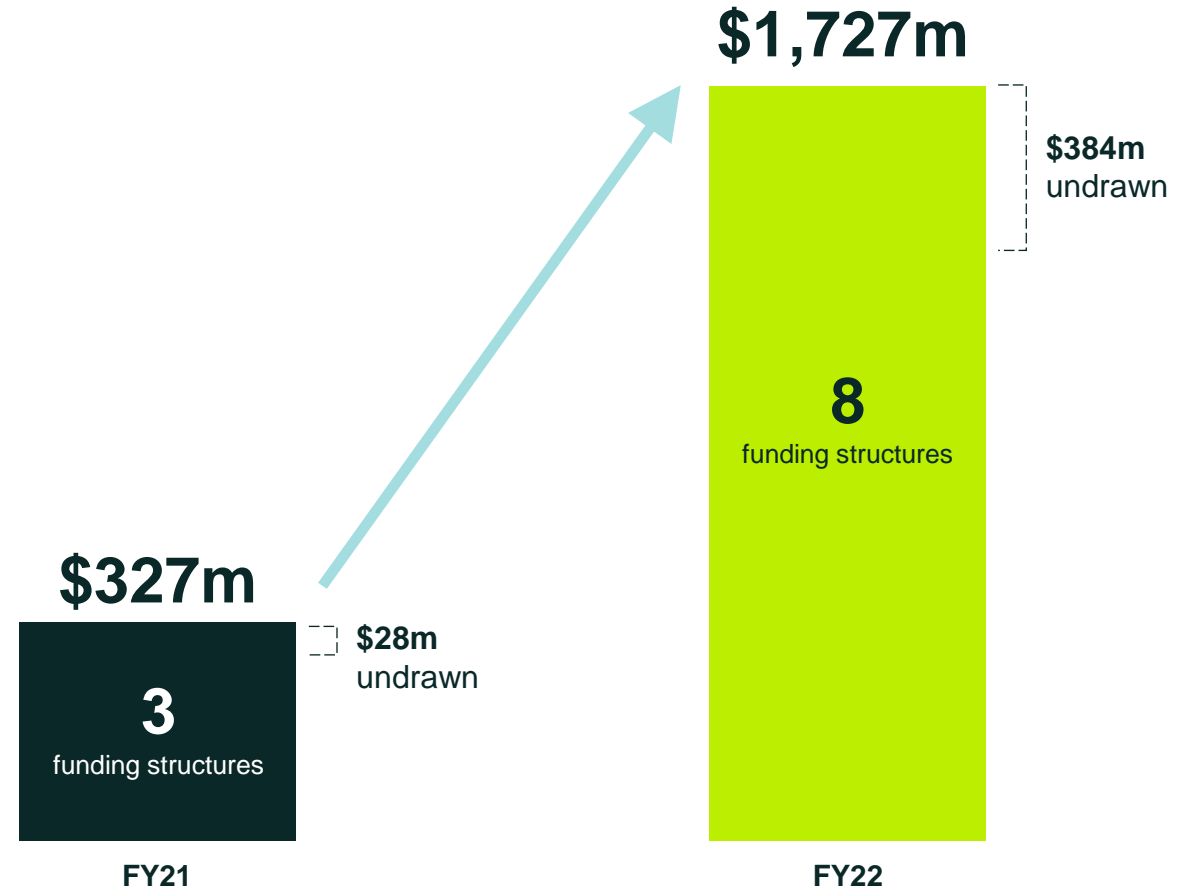
Increased funding capacity over 4x from \$0.3b in FY21 to \$1.7b in FY22

Five warehouses with two major Australian banks, two major global banks

Two term securitisations completed

PEP \$75m strategic finance facility<sup>1</sup> for organic and inorganic growth

Less than 11% of our warehouse funding is coming up for renewal in FY23



1. 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

# Governance & sustainability

We are aligning our sustainability efforts to B Corp Certification

Making a fundamental impact to our Environment, Community, and Governance-focused areas

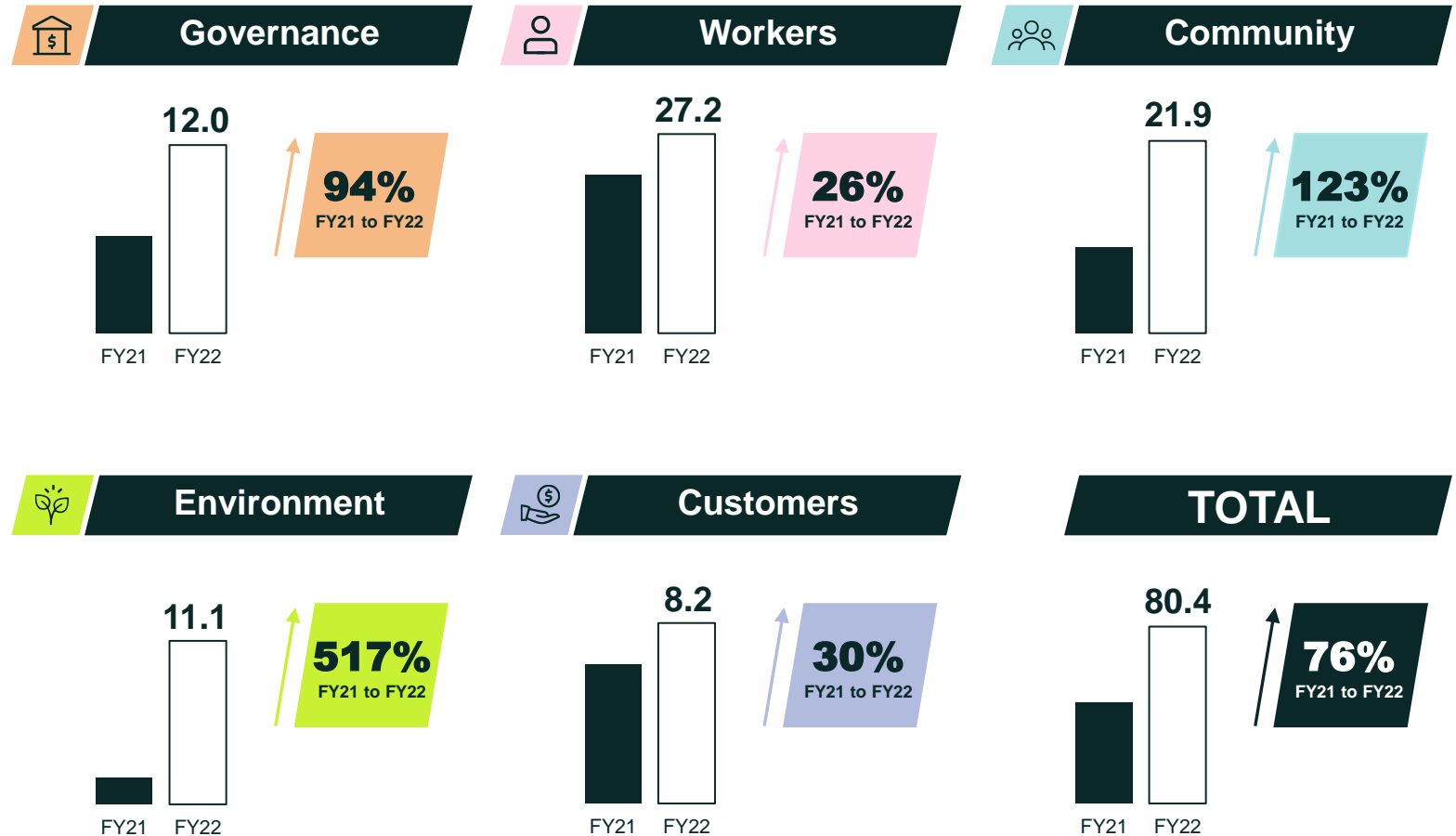
Our internal assessment leads us to confidently apply for B Corp Certification in FY23, setting a high standard in the sector

Additionally, ESG performance conditions are included in the remuneration structure for all employees

30% of the CEO and CFO long-term incentive, and 10% of their short-term incentive; and

10% of the Employee Equity Incentive Plan for all employees

Our improvement in self-assessed B Corp Impact Assessment scores:



# Passionate about people and the planet

## People & customer highlights

**87%**

Employee engagement score

**42%**

Female representation in our workforce

**>200,000**

Customers have used our free financial wellbeing **Credit Score** product

## Community

Contribution to Canteen

**>\$110,000**

## Environmental

Offset emissions produced from

**9 million km driven**

Minimal Scope 1 and 2 emissions in FY22

**23.40 tCO<sub>2</sub>e**

Planting trees to offset emissions on behalf of Autopay customers



Principal partner for Canteen's Education and Career Support Service



*"Thanks to MONEYME's support, Canteen can help young people with cancer get their education and career goals back on track."*

– Peter Orchard, CEO of Canteen Australia





# Turbo-charging the technology experience

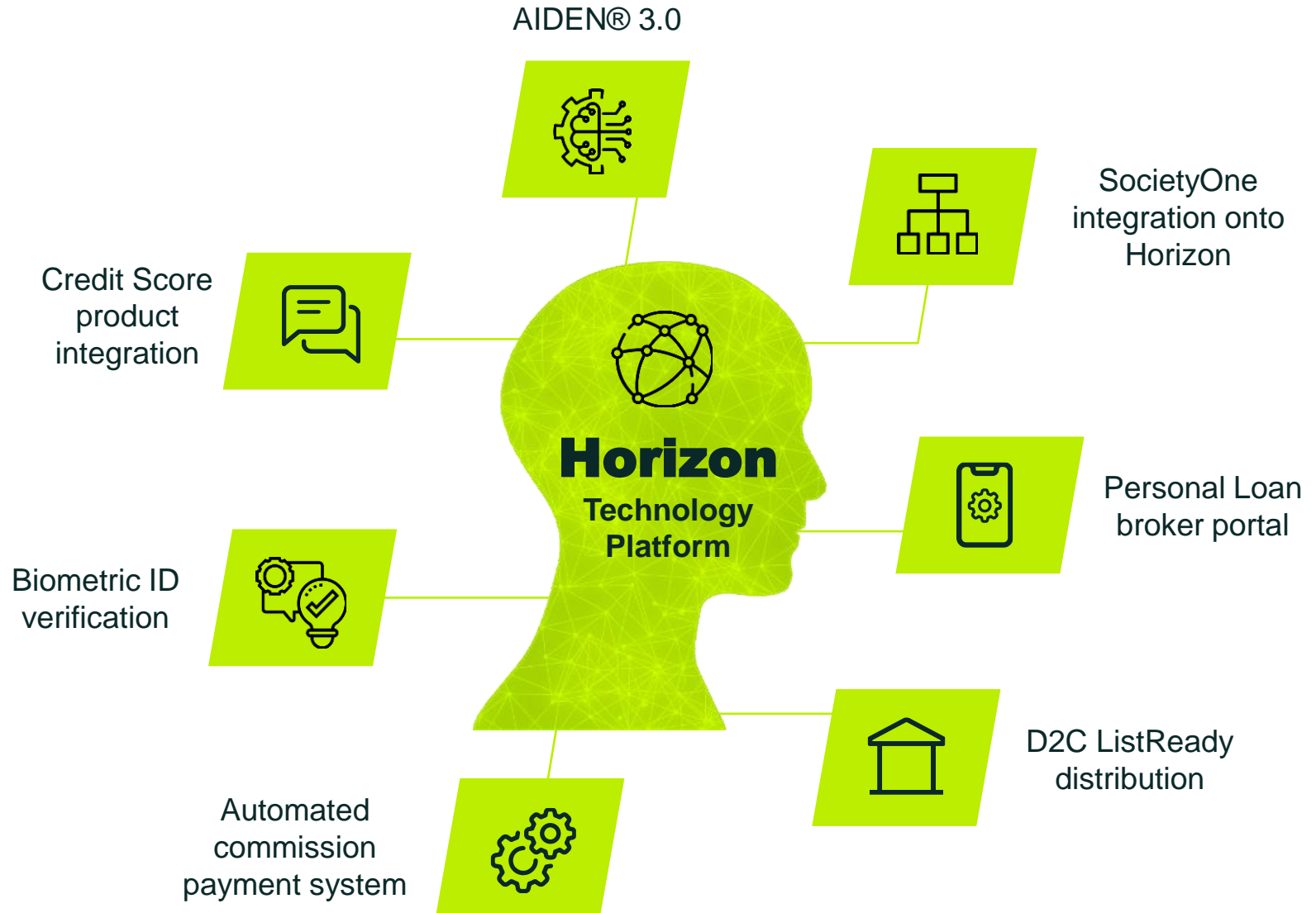
Advanced credit decisioning and speed of service with AIDEN® 3.0

Enhanced fraud prevention technology processing

Increased automation and improved human capital efficiencies

Expanded distribution channels

Expanded product range in the MONEyme ecosystem



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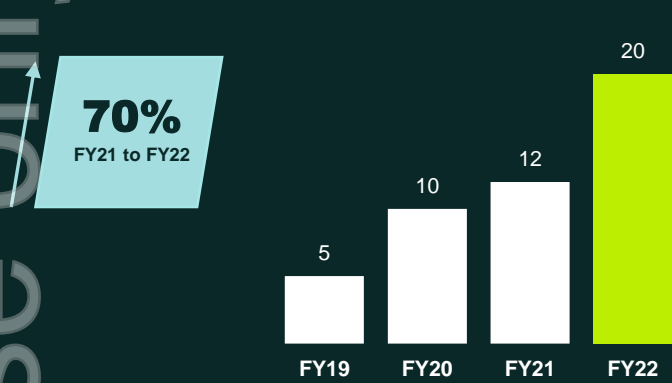
# Financial Highlights

**MONEYME**

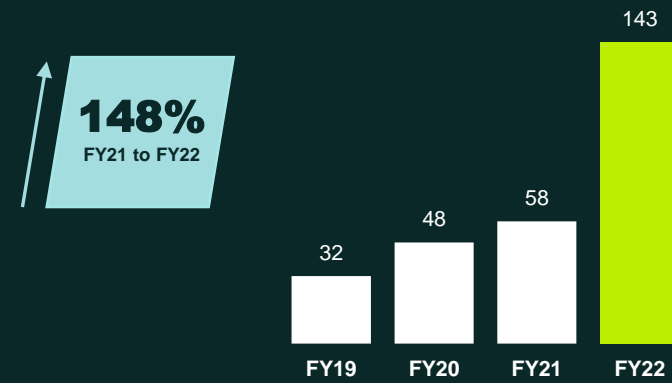
# Financial highlights

Strong asset growth and financial returns

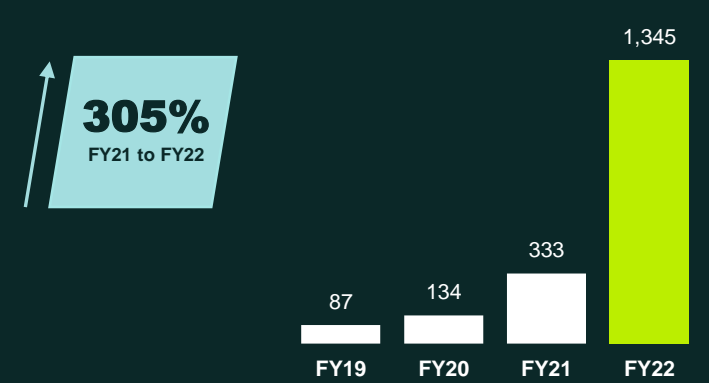
Cash NPAT (\$m)



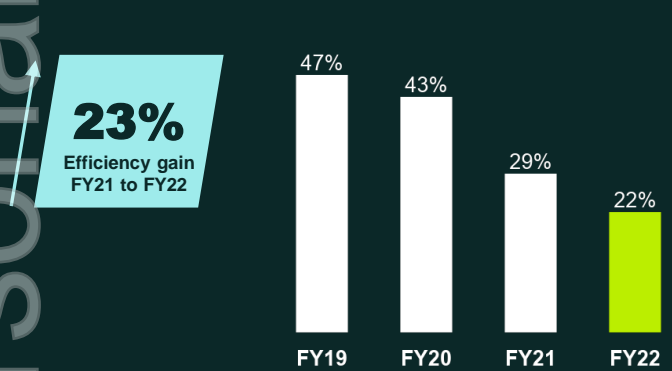
Gross revenue (\$m)



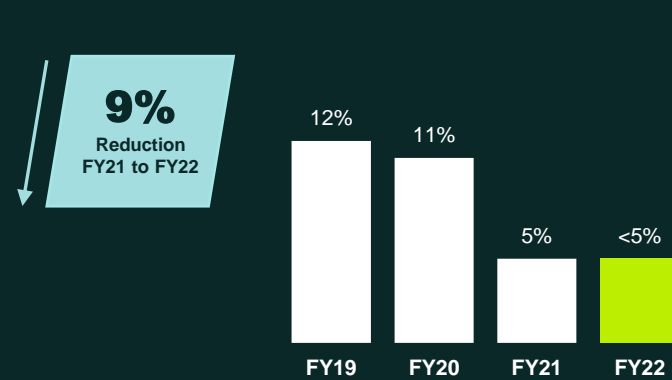
Closing gross customer receivables (\$m)



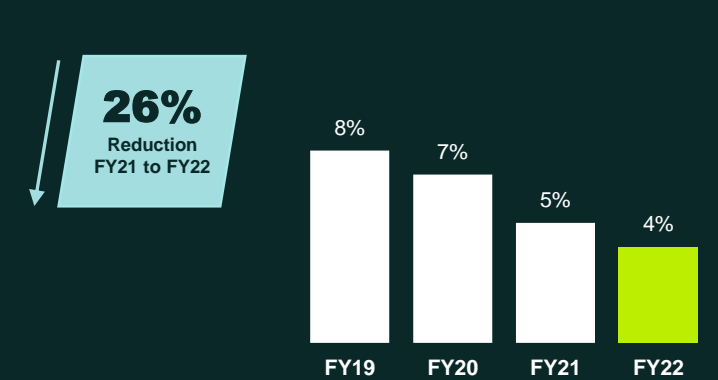
Total operating expenses to receivables (%)



Average funding cost (%)



Net loss (%)



# Record receivables growth

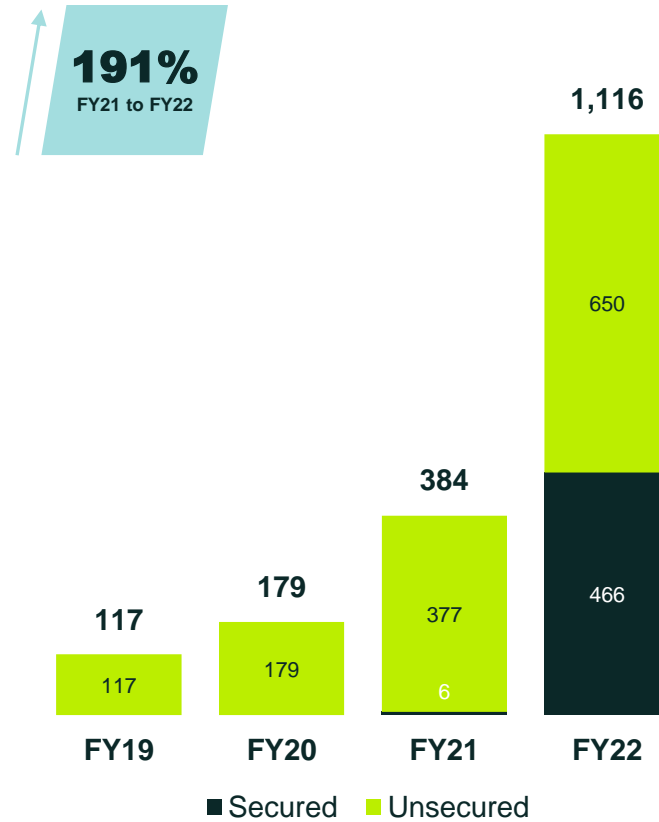
191% originations growth from \$384m to \$1,116m

305% customer receivables growth from \$333m to \$1,345m

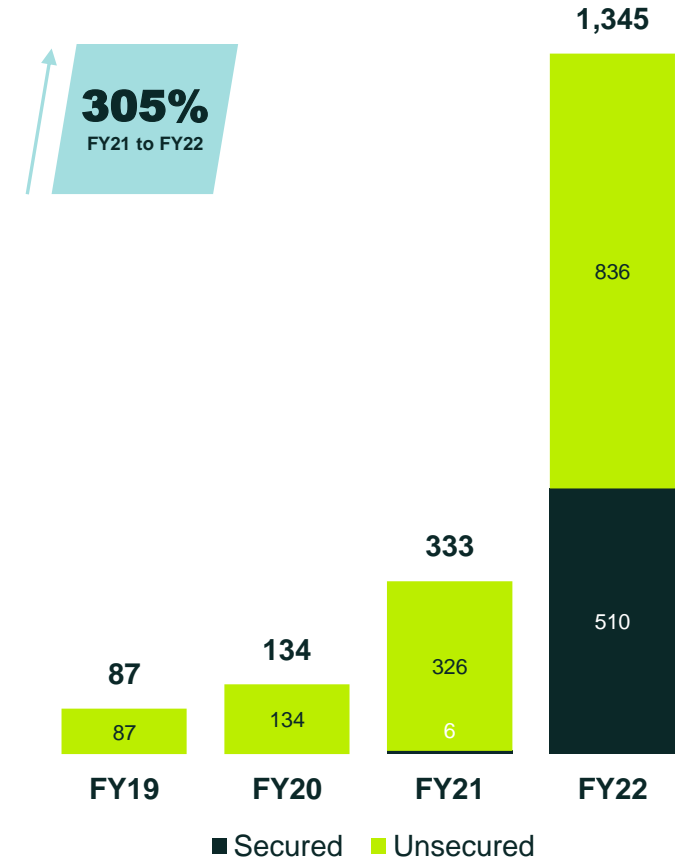
Significant growth in secured asset originations from \$6m to \$466m

38% of loan book is comprised of secured asset finance, up from 2% in FY21

Total originations (\$m)



Gross customer receivables (\$m)



# Significant revenue growth

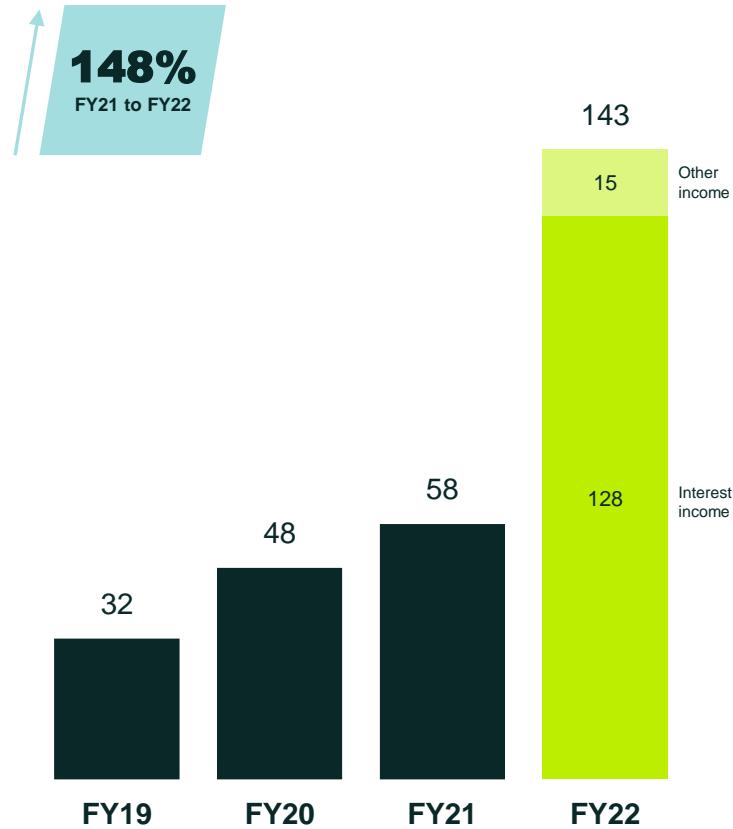
\$143m gross revenue, up 148% from \$58m in FY21

>80% of gross revenue is from organic growth, reflecting significant customer receivable growth

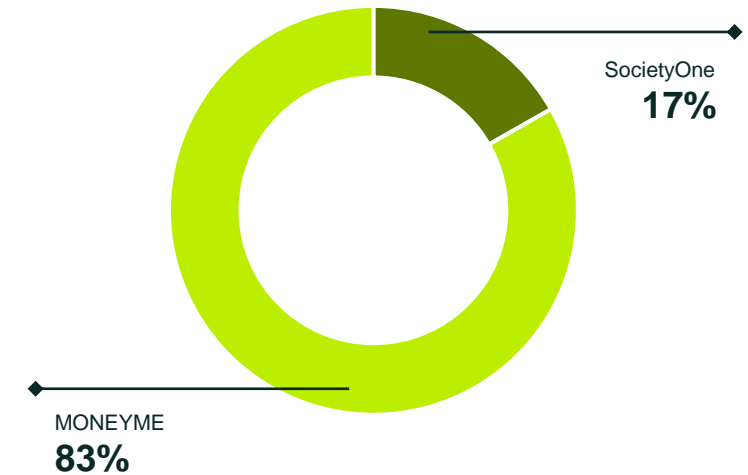
\$24m of gross revenue from SocietyOne acquisition completed in March 2022, with the full year benefit on the SocietyOne revenue to be realised in FY23

89% of gross revenue is interest income, consistent with prior periods

Gross revenue growth (\$m)



Revenue contribution in FY22 (%)



# Increasing loan book value

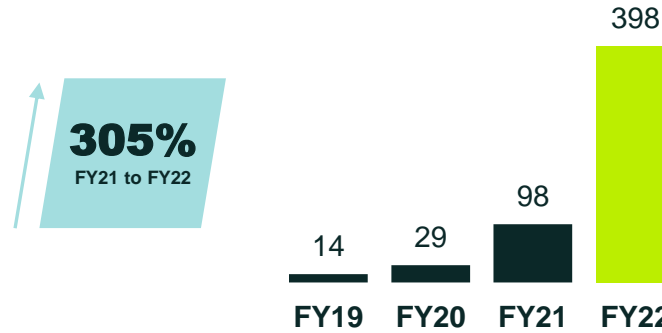
## 305% increase in contracted revenue driven by:

- 211% increase in average balance per loan
- 38% increase in remaining loan term
- Risk-based pricing

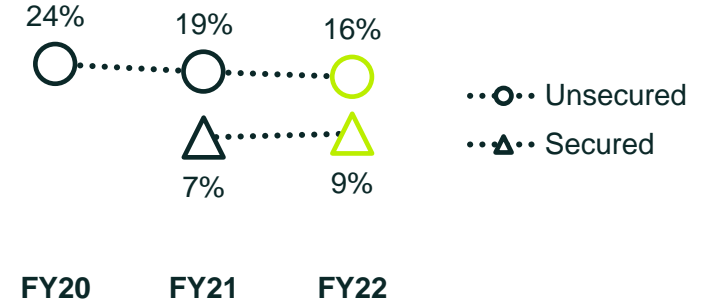
## Offer term, value and pricing changes reflect the following:

- Major bank warehouse in September 2020
- SocietyOne acquisition with high quality customer base and lower interest rate
- Launch of Autopay product

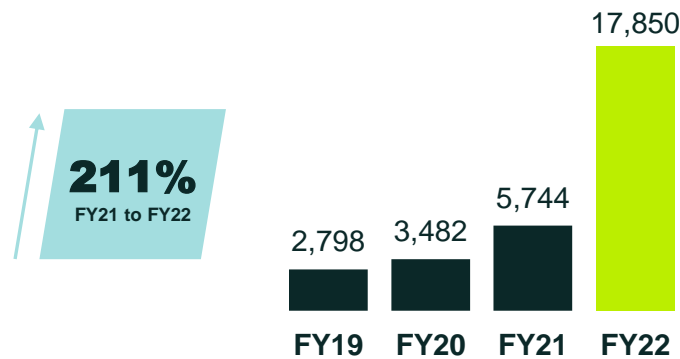
**Total contracted revenue (\$m)**  
Excludes fees



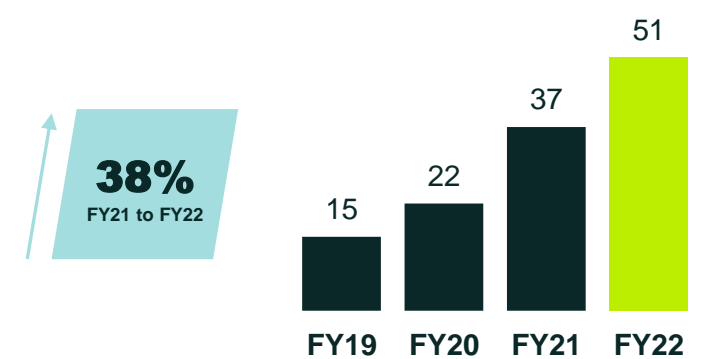
**Risk-based average interest rate (%)**  
Excludes fees



**Increasing average balance per loan (\$)**



**Increasing remaining loan term (months)**



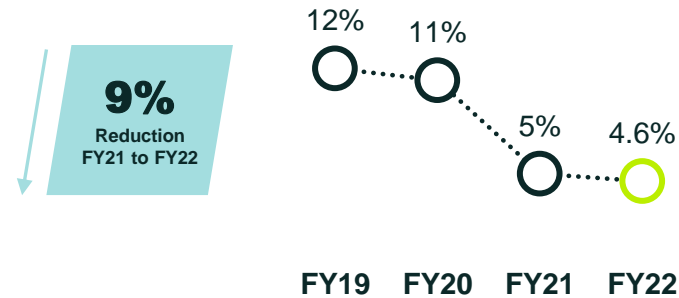
# Increasing capital efficiencies

MONEYME has continued to achieve cost of fund margin reductions in FY22 following the step change achieved in FY21

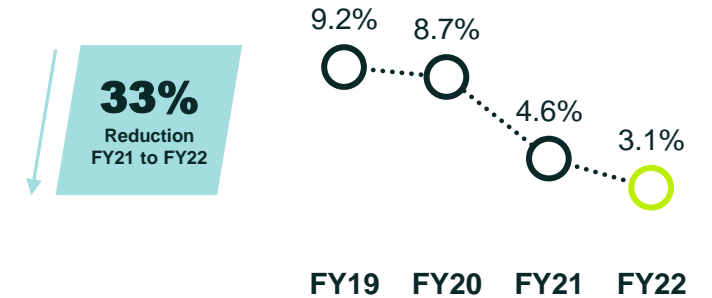
Diversification of funding structures is driving margin reductions

The Group's share capital increased to \$143m due to a \$99m share capital issue to SocietyOne shareholders in March 2022

Average funding cost rate (%)

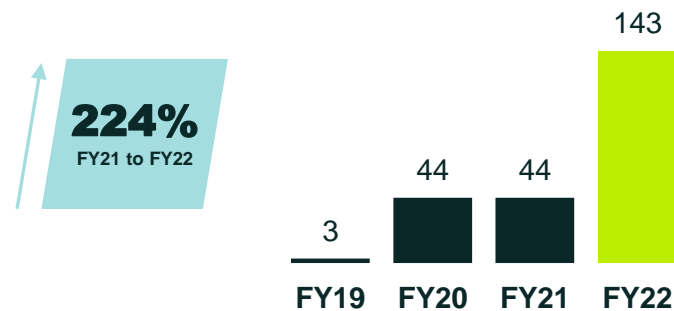


Year-end closing securitisation drawn margin (%)<sup>1</sup>



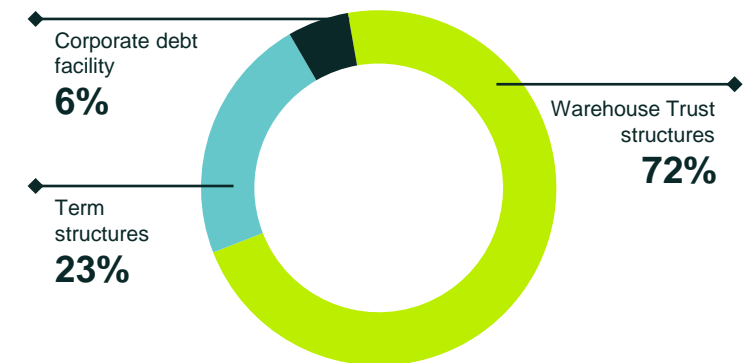
Equity capital

\$m at 30 June each FY



Debt capital

Split of drawn balances at 30 June 2022 (%)



1. Year-end closing securitisation drawn margins based on June year end.

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# Increasing operating leverage

Office operating costs continue to reduce as a proportion of the loan book, demonstrating significant operating leverage

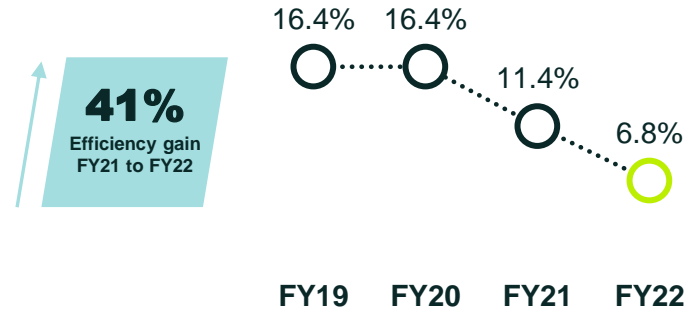
Human capital efficiencies driven by automation and reaching scale advantages

Further operating leverage expected from the SocietyOne acquisition as cost synergies are realised

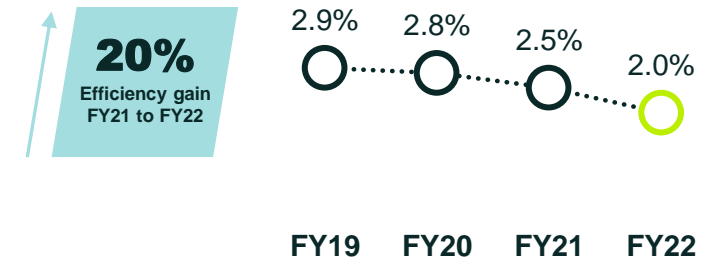
Including a strong brand campaign, our marketing expense as a proportion to total originations continues to improve

Continuing to expand operations in lower cost locations

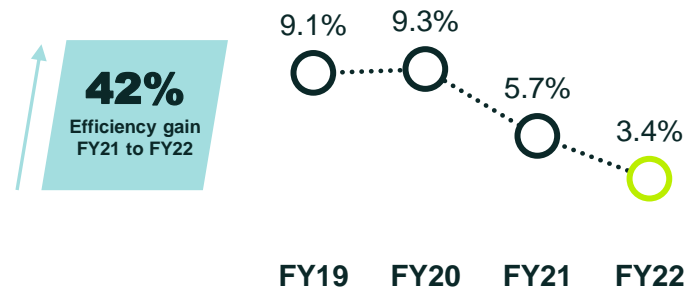
Office operating costs to receivables (%)<sup>1</sup>



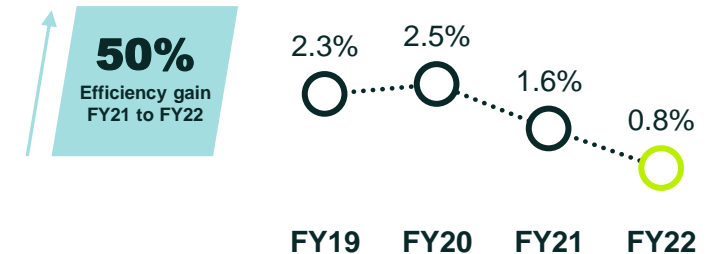
Sales & marketing expense to originations (%)



General & administrative expense to receivables (%)



Product design & development expense to receivables (%)



<sup>1</sup> Office operating costs include Sales & Marketing, General & Administrative, and Product Design & Development expenses combined

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# Robust credit risk ratios

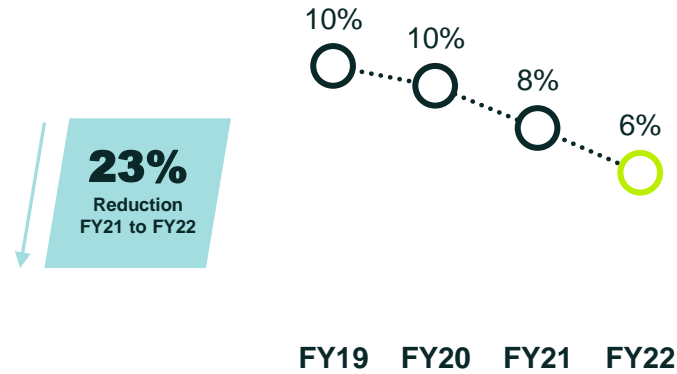
6% provisioning in FY22, down from 8% in FY21 through improvements from increased secured assets and SocietyOne acquisition

Unsecured asset provisioning levels consistent from FY20 to FY22 with macroeconomic overlays included

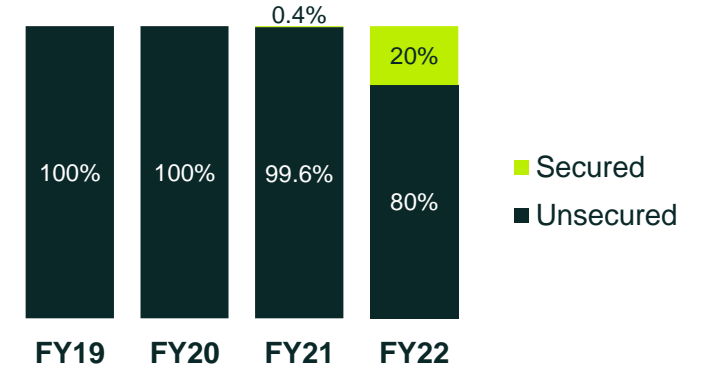
Net losses 4% for FY22, reducing from 5% in FY21. FY22 net losses include the impact of debt sales completed in FY22.

Static loss rates are continuing to reduce over time as expected in line with an increasing average Equifax score and the addition of secured assets to the portfolio

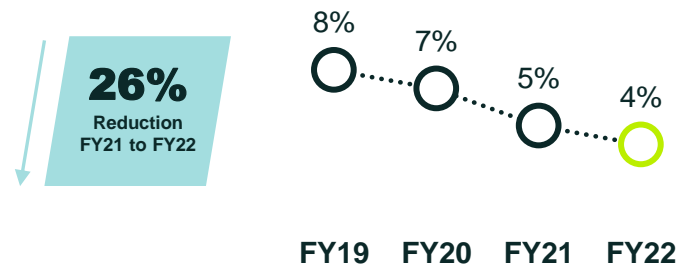
Provisioning (%)



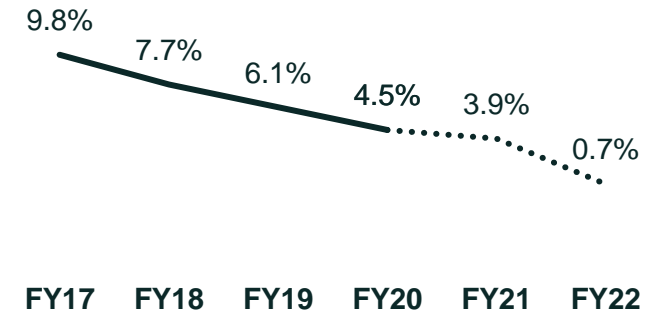
Provisioning – Unsecured vs Secured (%)



Net losses (%)<sup>1</sup>



Static loss rate (%)<sup>1</sup>



<sup>1</sup> Net losses and static loss rate include the impact of total \$12m sale of bad debts completed in December 2021 and June 2022

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# Strong returns

\$20m cash NPAT for FY22, up 70% from \$12m for FY21

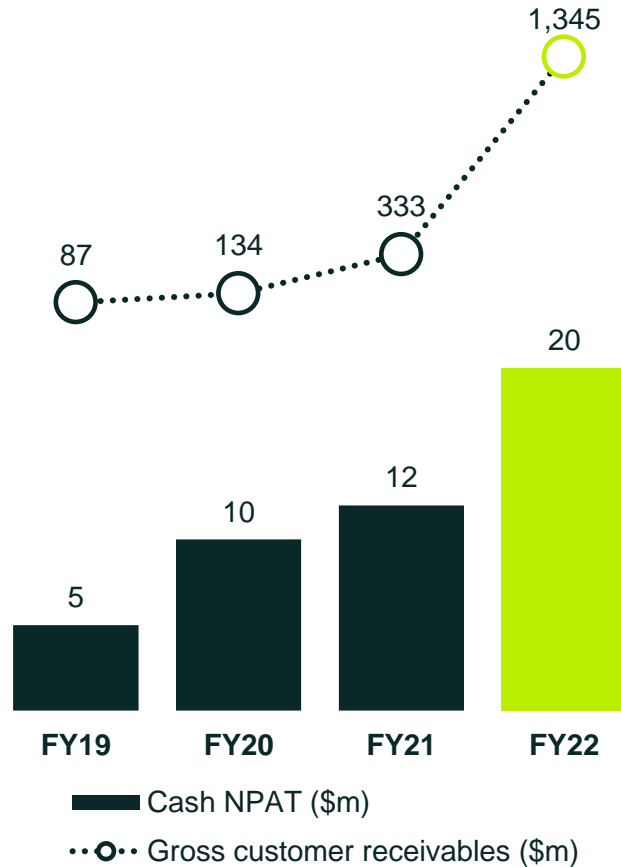
Significant loan book growth with the application of AASB 9 accounting provision standards has driven a statutory loss of \$50m for FY22

	FY19	FY20	FY21	FY22
<b>Statutory NPAT</b>	\$0m	\$1m	(\$8m)	(\$50m)
<b>Cash NPAT</b>	\$5m	\$10m	\$12m	\$20m

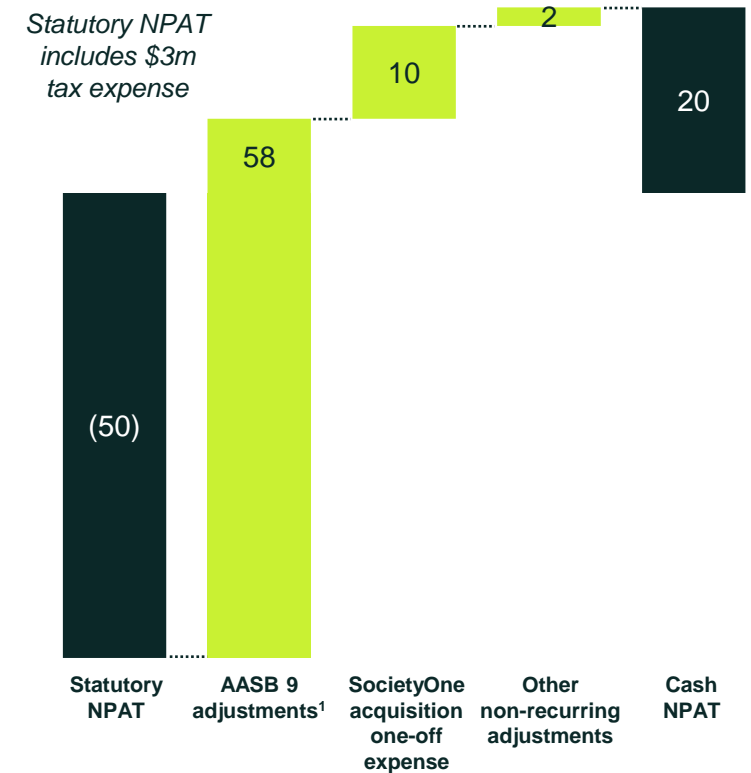
Statutory NPAT adjustments to cash NPAT reflect the removal of non-recurring expenses and the application of gross losses rather than the AASB 9 based expected credit loss to support an alignment to revenue recognition over time

The business has ended the year in a strong position to recognise significant returns into the next year and beyond

Profit & asset growth (\$m)



Statutory NPAT to cash NPAT reconciliation



1. AASB 9 adjustments reflect the removal of the impairment expense calculated in line with the AASB 9 accounting standard, offset by the addition of gross losses

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# Strategy & Outlook

**MONEYME**

# Adapting to the changing macro environment

## Macroeconomic environment



### ↑ Inflation

driving an increase to cost of living



### ↑ Interest rates

pushing up capital costs



### ↓ Unemployment rate

at record-low levels



### ↓ GDP growth slowing

## MONEYME's market positioning



### Credit quality

continues to increase above the market average Equifax score



### Margin management

from our predominantly variable rate book is enabling pricing flexibility



### Diversified assets

with multiple products and growth in secured asset finance



### Structural shifts

creating large market share opportunities with banks changing focus (e.g. withdrawal from auto sector)

# Our key areas of focus



## Leverage innovation and build on Autopay

Leading the industry on innovation, customer experience and operations



## Solid revenue growth

Prioritising high credit quality and moderating book growth in the immediate term

On track to achieve revenue of >\$200m in FY23 (>40% growth from FY22)



## Deliver SocietyOne synergies

Substantial operating leverage with synergy benefits of >\$32m annualised

# Our key areas of focus



**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**

We're on our way...

# To be the #1 challenger to the banks



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# Capital Raise





**MONEYME**  
**intends to offer a**  
**share placement**  
**to institutional**  
**investors and**  
**Directors<sup>1</sup>**

- **\$20m Placement**  
*\$2.1m of which is subject to shareholders approval*
- **Additional \$1.2m Directors' participation**  
*subject to shareholders approval*

1. Director Placement subject to shareholder approval.

# Highly efficient use of equity capital

MONEYME raised \$45m in primary capital at IPO in December 2019, followed by the \$99m SocietyOne share issuance in March 2022. Key achievements supported by the capital issuances include:

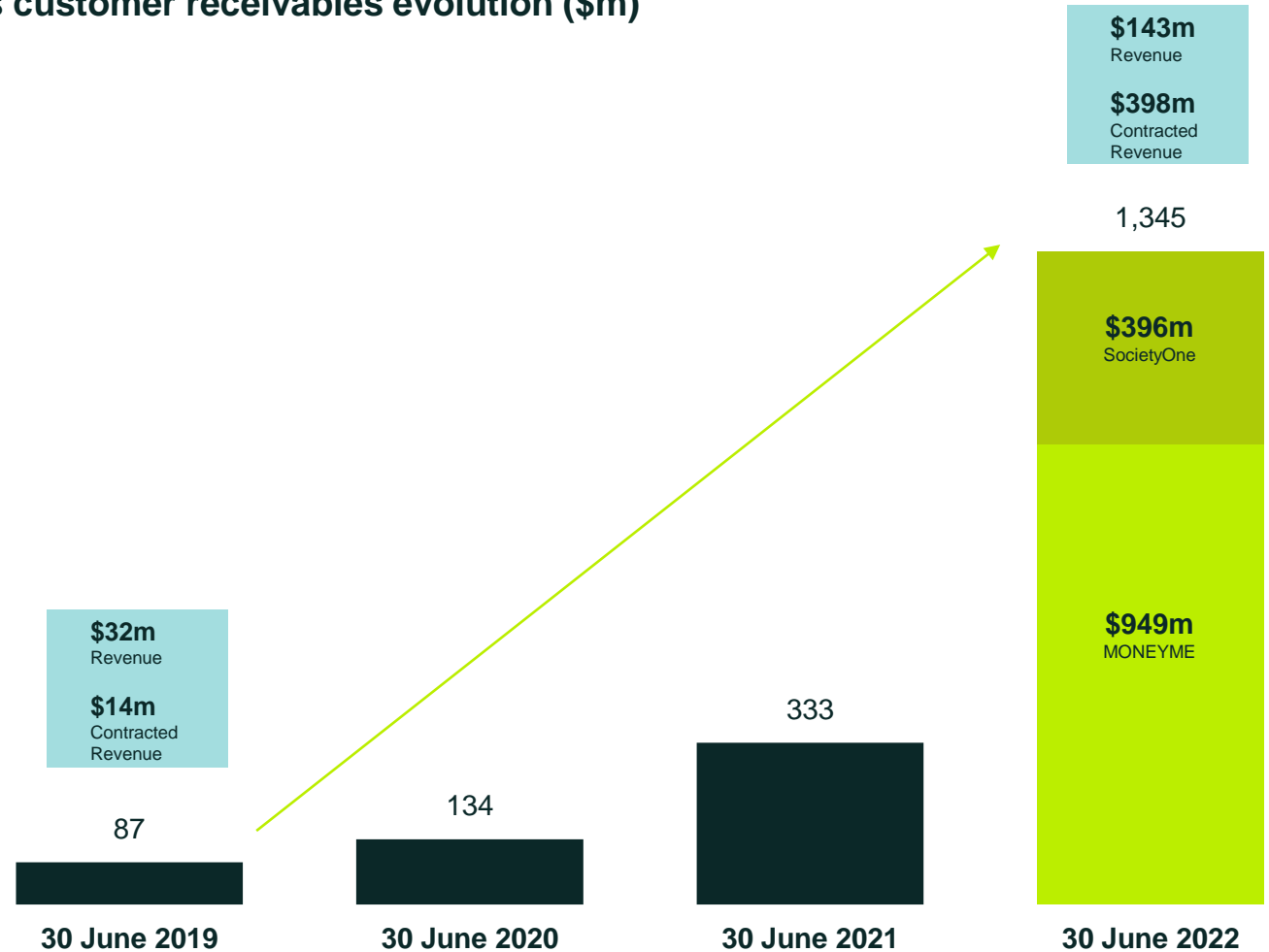
- Loan book growth \$87m in FY19 to \$1.35b in FY22
- Revenue growth \$32m in FY19 to \$143m in FY22
- Blockbuster product innovation
- >500k customers
- Increased contracted revenue by ~28x from \$14m in FY19 to \$398m in FY22
- Significant cash profits

The business is well set up to deliver statutory NPAT following the equity investments to-date. The potential to achieve a positive statutory NPAT result in FY23 will depend on the level of customer receivable growth and potential recognition of tax assets

An off-balance sheet tax benefit of \$43m<sup>1</sup> at 30 June 2022 is expected to make a significant impact to future statutory profits

1. Refer to Note 8.3 in the FY22 Annual Report. The application of the deferred tax assets is subject to formal accounting and tax reviews.

Gross customer receivables evolution (\$m)



# Additional capital generates attractive returns

MONEYME continues to attract high demand across its range of secured and unsecured lending products

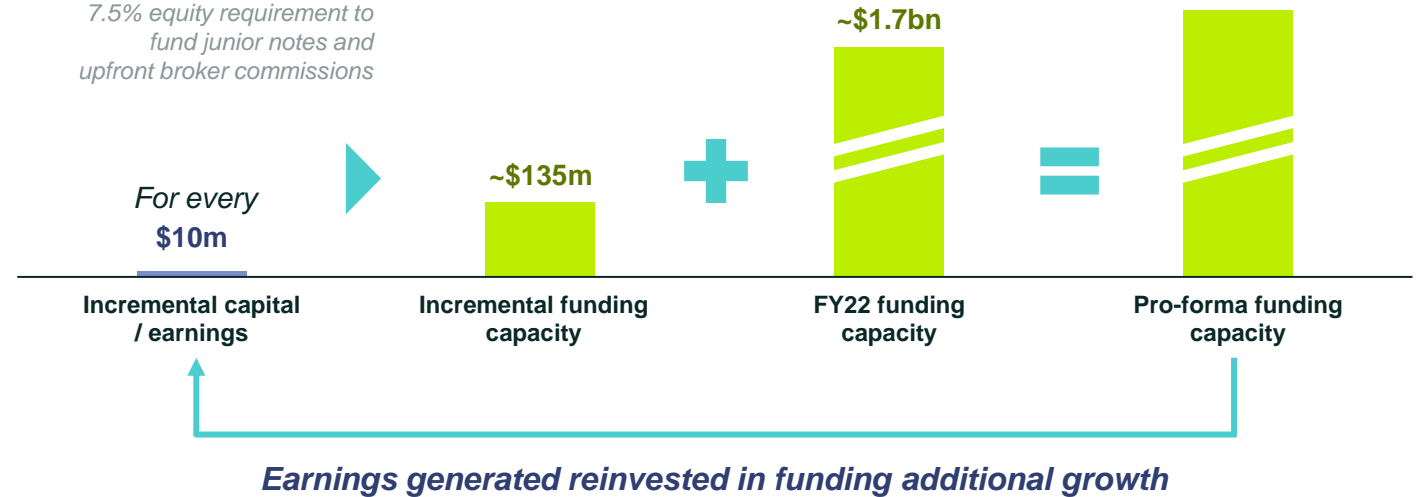
MONEYME intends to raise \$20m of underwritten capital for growth, supporting debt facilities and transaction costs

The capital raised is expected to support the ability to increase MONEYME's GLA by >18% or more than \$200m

Leveraging MONEYME's technology and scaled platform, this growth will drive further profits and equity returns

## Illustrative funding capacity

*\*Conservatively assumes 7.5% equity requirement to fund junior notes and upfront broker commissions*



## Illustrative return on equity metrics and assumptions (per annum)<sup>1</sup>

Unit economics	Secured	Unsecured
Revenue	11.5%	19.5%
Cost of funds	(4.6%)	(5.5%)
Losses <sup>2</sup>	(1.4%)	(4.3%)
Operating expenses	(3.2%)	(3.2%)
<b>Return on assets</b>	<b>2.3%</b>	<b>6.5%</b>
<b>Post-tax return on equity</b>	<b>21.5%</b>	<b>60.7%</b>

- The figures represent the indicative incremental benefits to revenue and overall pre-tax equity returns from investing the use of proceeds into new secured and unsecured customer receivables assuming credit enhancement of 7.5% across both secured and unsecured lending products. The analysis excludes the use of other new business funding sources, such as corporate debt or operational cash flows. It also excludes any impacts from time on effective realised returns or how expected returns would be presented in MONEYME's financial statements. MONEYME intends to deploy the new equity capital to originate new customer receivables in the normal course of its business. The rate at which it originates new customer receivables will depend on several factors, including the macroeconomic environment, MONEYME's immediate business priorities, the market environment, MONEYME's securitisation funding arrangements and the credit risk environment
- The illustration is based upon assumed behavioural lives and per annum returns rather than whole of life returns –e.g. assumed behavioural life losses are 3% and 8% for the secured and unsecured books respectively compared to the 1.4% and 4.3% annualised rates

# Equity raising overview

## Offer Structure

<p><b>Offer Structure</b></p>	<p><b>Placement</b></p> <ul style="list-style-type: none"> <li>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:             <ul style="list-style-type: none"> <li>An unconditional component to raise approximately \$17.84 million through the issue of approximately 35.7 million New Shares (“Unconditional Placement”); and</li> <li>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”)</li> </ul> </li> </ul> <p><b>Director Placement</b></p> <ul style="list-style-type: none"> <li>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”)</li> <li>The Director Offer will be conditional upon shareholder approval under ASX Listing Rule 10.11</li> </ul> <p>The Placement Shares together with the New Shares to be issued under the Director Offer represent approximately 17.8% of current issued capital</p>
<p><b>Use of Funds</b></p>	<ul style="list-style-type: none"> <li>Proceeds from the Placement will be used to fund:             <ul style="list-style-type: none"> <li>Asset growth</li> <li>Supporting debt facilities</li> <li>Transaction costs</li> </ul> </li> </ul>
<p><b>Offer Price</b></p>	<ul style="list-style-type: none"> <li>\$0.50 per share, representing a 28.1% discount to MME’s last close price of \$0.695 on 29 August 2022 (“Offer Price”)</li> </ul>
<p><b>Ranking</b></p>	<ul style="list-style-type: none"> <li>New Shares issued under the Placement and Director Placement will rank equally with existing fully paid MME ordinary shares</li> </ul>
<p><b>Underwriter</b></p>	<ul style="list-style-type: none"> <li>The Placement is fully underwritten by Barrenjoey Markets Pty Limited</li> </ul>
<p><b>Share Purchase Plan</b></p>	<ul style="list-style-type: none"> <li>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</li> <li>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</li> <li>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</li> </ul>

# Equity raising timetable<sup>1</sup>

Event	Date
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

1. The timetable (and each reference in this presentation 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 presentation are Sydney time.

# Questions & Answers

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# Thank you

**On behalf of all at MONEYME**

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# Appendix





# Key operating measures

	Definition <sup>1</sup>	FY20	FY21	FY22
<b>Returns</b>				
Gross revenue (\$m)		48	58	143
Gross revenue growth (%)		49%	21%	148%
Future contracted cash interest (\$m)	2	29	98	398
Cash NPAT (\$m)	3	10	12	20
<b>Book profile</b>				
Revenue yield (%)	1	43%	25%	17%
Closing gross customer receivables – secured assets (%)		-	2%	38%
Average balance outstanding per loan (\$)		3,482	5,744	17,850
Average remaining loan term (months)		22	37	51
<b>Customer receivables growth</b>				
Originations (\$m)	4	179	384	1,116
Originations growth (%)		53%	115%	191%
Closing gross customer receivables (\$m)		134	333	1,345
Closing gross customer receivables growth (%)		53%	149%	305%
<b>Credit quality</b>				
Provisioning to receivables (%)	5	10%	8%	6%
Net losses (%)	6	7%	5%	4%
Average Equifax score		635	650	704
<b>Operating efficiency</b>				
Total operating expenses to receivables (%)	7	43%	29%	22%
Average funding cost rate (%)	8	11%	5%	5%
Closing funding cost rate (%)	9	9%	5%	5%
Core office operating expenses to receivables (%)	10	12%	9%	5%

1. Refer to Appendix: Measure definitions

# Measure definitions

Note	Measure	Definition
1	Revenue yield (%)	Total revenue as a % of average gross customer receivables
2	Future contracted cash interest (\$m)	The sum of the total amount of interest payable by each customer receivable over the remaining life of the customer receivable contract (i.e. from 1 July onwards to its maturity) based on simple interest on principal balances, assuming they made all scheduled payments with no prepayments or arrears. Excludes fee income.
3	Cash NPAT (\$m)	Statutory net profit after tax (NPAT) adjusted to remove non-recurring expenses and an adjustment to use actual losses (gross charge offs) rather than the AASB 9 based impairment expense
4	Originations (\$m)	Cash principal originations which exclude accounting effective interest rate balances
5	Provisioning to receivables (%)	Accounting provision closing balance as a % of gross customer receivables
6	Net losses (%)	Principal write offs in the period (net of recoveries, including proceeds from debt sales to collection agencies) as a % of average gross customer receivables
7	Total operating expenses to receivables (%)	Total operating expenses per income statement adjusted to remove non-recurring expenses as a % of average gross customer receivables
8	Average funding cost rate (%)	Interest expense per income statement as a % of average borrowings
9	Closing funding cost rate (%)	The weighted average funding cost applying to external borrowings at the last day of the period
10	Core office operating expenses to receivables (%)	Sales & marketing and general & administrative expenses adjusted to remove non recurring expenses as a % of average gross customer receivables

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# Income statement

<b>\$ millions</b>	<b>FY20</b>	<b>FY21</b>	<b>FY22</b>
Interest income	43	53	128
Other income	5	5	15
<b>Gross revenue</b>	<b>48</b>	<b>58</b>	<b>143</b>
Commission expense	-	(0)	(2)
<b>Net revenue</b>	<b>48</b>	<b>58</b>	<b>141</b>
Interest expense	(13)	(11)	(38)
Sales & marketing expense	(5)	(10)	(22)
Product design & development expense	(3)	(4)	(7)
General & administrative expense	(10)	(13)	(28)
Customer receivables impairment expense	(16)	(29)	(91)
Depreciation & amortisation expense	(1)	(2)	(2)
<b>Total operating expenses</b>	<b>(48)</b>	<b>(68)</b>	<b>(189)</b>
<b>Profit/(Loss) before tax</b>	<b>(0)</b>	<b>(10)</b>	<b>(48)</b>
Income tax benefit/(expense)	1	2	(3)
<b>Net profit/(loss) after tax</b>	<b>1</b>	<b>(8)</b>	<b>(50)</b>
Pro forma adjustments <sup>1</sup>	9	20	70
<b>Cash net profit/(loss) after tax</b>	<b>10</b>	<b>12</b>	<b>20</b>

1. Refer to Appendix: Statutory NPAT to cash NPAT reconciliation

# Statutory NPAT to cash NPAT reconciliation

\$ millions	FY20	FY21	FY22
<b>Statutory net profit/(loss) after tax</b>	<b>1</b>	<b>(8)</b>	<b>(50)</b>
AASB 9 impairment expense adjustment	16	29	103
Gross losses adjustment	(9)	(11)	(45)
Non-recurring adjustments			
IPO pro forma adjustments	2	-	-
Unsolicited proposal review adjustment	-	1	-
SocietyOne acquisition one-off acquisition related expense adjustment	-	-	10
One-off debt restructuring early redemption fee	-	-	2
Acquisition rebranding expense adjustment	-	-	4
Product design and development expense adjustment	-	1	-
Reversal of derivative fair value gain	-	-	(6)
Non-cash deferred tax movements	-	-	3
<b>Cash net profit/(loss) after tax</b>	<b>10</b>	<b>12</b>	<b>20</b>

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# Balance sheet

<b>\$ millions</b>	<b>FY20</b>	<b>FY21</b>	<b>FY22</b>
Cash and cash equivalents	35	26	81
Net customer receivables	121	306	1,264
Current tax asset	-	0	0
Deferred tax asset	4	6	3
Derivative financial instruments	-	-	10
Intangible assets	2	3	36
Right of use assets	2	1	3
Property, plant and equipment	1	1	1
Other receivables	1	1	10
Goodwill	-	-	64
<b>Total assets</b>	<b>167</b>	<b>346</b>	<b>1,472</b>
Borrowings	(113)	(300)	(1,358)
Other payables	(2)	(3)	(15)
Lease liabilities	(2)	(2)	(3)
Current tax payable	(2)	-	-
Employee related provisions	(1)	(2)	(4)
<b>Total liabilities</b>	<b>(120)</b>	<b>(306)</b>	<b>(1,381)</b>
<b>Net assets</b>	<b>47</b>	<b>40</b>	<b>91</b>
Share capital	44	44	143
Reserves	1	2	5
Retained earnings/(losses)	2	(6)	(56)
<b>Total equity</b>	<b>47</b>	<b>40</b>	<b>91</b>

# Cash flow statement

<b>\$ millions</b>	<b>FY20</b>	<b>FY21</b>	<b>FY22</b>
Income from customers	47	66	116
Payments to suppliers and employees	(16)	(24)	(51)
Debt sale income	-	-	14
Other interest and fees received	-	0	0
Income tax (paid)/received	(0)	(2)	-
<b>Net cash inflows from operating activities</b>	<b>18</b>	<b>40</b>	<b>79</b>
Net customer receivable disbursements	(58)	(222)	(709)
Payments for intangible asset development	(2)	(2)	(4)
Payments for property, plant and equipment	(1)	(1)	(0)
Investment in SocietyOne Holdings	-	-	(15)
Acquired cash balances	-	-	38
<b>Net cash outflows from investing activities</b>	<b>(61)</b>	<b>(225)</b>	<b>(689)</b>
Proceeds from borrowings	32	186	705
Net borrowings interest and fees paid	(13)	(9)	(29)
Transaction costs related to borrowing	-	(1)	(10)
Principal repayment of leases	(1)	(1)	(1)
Loan - Other	41	-	(0)
<b>Net cash inflows from financing activities</b>	<b>29</b>	<b>186</b>	<b>664</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>29</b>	<b>(9)</b>	<b>55</b>
Cash and cash equivalents at the beginning of the period	6	35	26
<b>Cash and cash equivalents at the end of the period</b>	<b>35</b>	<b>26</b>	<b>81</b>

# MONEYME's products<sup>1</sup>

## CURRENT PRODUCTS

## NEW PRODUCTS

## PRODUCTS NOT IN FOCUS

	Personal Loan (Variable Rate)	Personal Loan (Fixed Rate)	Freestyle	ListReady	Autopay	Credit Score	Spend and Save accounts	MoneyMe+	RentReady
Offer range	\$5,000 - \$50,000	\$5,000 - \$70,000	Credit limit up to \$20,000	Service amount up to \$35,000	Up to \$100,000	Free credit score in 60 seconds	Transaction and savings bank accounts	Credit limit up to \$50,000	Service amount up to \$15,000
Offer term	36 - 60 months	24 - 84 months	Repayment over 24 - 60 months	60 days (B2B2C) 6 months (D2C)	36 - 84 months	N/A	N/A	Based on minimum repayments (see below)	24 months
Interest-free period	N/A	N/A	Up to 55 days interest-free on online and in-store purchases using Freestyle virtual card	N/A	N/A	N/A	N/A	6 - 48 months (set by merchant) 60 months for solar businesses	N/A
Interest rate	6.95% - 23.95% Risk-based pricing	5.95% - 23.49% Risk-based pricing	16.99% - 25.99% Risk-based pricing	N/A	6.75% - 18.75% Risk-based pricing	N/A	Savings rate: 1% (\$0 - \$10,000) 2% (\$10,000.01 - \$20,000) 3% (\$20,000.01 - \$30,000)	19.50% (after interest-free period)	16.99%
Establishment fee	\$395 - \$995	\$0 - \$595	N/A	N/A	\$350 - \$550	\$0	\$0	N/A	N/A
Annual fee	N/A	N/A	\$0 (Credit limit up to \$3,000) \$49 (CL \$3,001 - \$5,000) \$149 (CL over \$5,000)	N/A	N/A	\$0	\$0	N/A	N/A
Monthly fee	\$10	N/A	\$5 (\$0 if balance under \$20)	N/A	\$10	\$0	\$0	N/A	N/A
Other fees & charges	Broker specific fee may apply (for PL Broker loans)  Dishonour fee \$15  Overdue fee \$15  No early exit fee	Broker specific fee may apply (for PL Broker loans)  Dishonour fee \$15  Overdue fee \$35  No early exit fee	Withdrawal fee 1.5%  Dishonour fee \$15  Overdue fee \$15  No early exit fee	Service fee 4.4% (incl. GST) (applies to each additional request)  1.3% monthly fee (after 60 days) for B2B2C  2.25% fee/month on balance  No early exit fee	Dealer or Broker specific fees may apply  Dishonour fee \$15  Overdue fee \$15  No early exit fee	N/A	\$0 ATM fees at major ATMs	Admin fee \$49 - \$299 (applies to each additional request)  No early exit fee	\$15 late fee  No early exit fee
Other key features	N/A	Secured and unsecured fixed rate personal loans offered	Credit back through MoneyMe Perks powered by Cashrewards™, Freestyles exclusive rewards program	Payment request initiated by customers (D2C) and real estate agents (B2B2C)	Up to 130% LVR	Credit file insights, monthly score updates and alerts	Set and forget with automated savings with round ups and instant save features  Product issued by Westpac	N/A	N/A

1. All product pricing and features as at 30 August 2022

# **MONEYME** Personal Loans

AI-enabled & automated, yet personal

## Personal Loans (Variable Rate)

Customer receivables  
at 30 June 2022

**\$251m**

Up 51% from FY21

Total originations  
in FY22

**\$236m**

Up 39% from FY21

Average loan value  
in FY22

**\$11,232**

Up from \$8,900 in FY21

## Personal Loans (SocietyOne Fixed Rate)

Customer receivables  
at 30 June 2022

**\$396m**

Total originations  
in FY22<sup>1</sup>

**\$362m**

Average loan value  
in FY22<sup>1</sup>

**\$21,417**



1. Represents the originations and average loan value originated by SocietyOne during the full FY22 period



# MONEYME Freestyle Virtual Card



Feature-packed for Generation Now

## Freestyle Virtual Card

Customer receivables at 30 June 2022

**\$229m**

Up 69% from FY21

Freestyle credit usage in FY22

**\$293m**

Up 71% from FY21

Average use of credit limit in FY22

**77%**

Was 70% in FY21

Average card transaction in FY22

**\$62**

Was \$60 in FY21

Median Freestyle customer age

**33**

Was 30 in FY21



# MONEYMEListReady

The smart way of selling property for agents and vendors

## ListReady

Customer receivables  
at 30 June 2022

**\$8m**

Up 6% from FY21

Total originations  
in FY22

**\$23m**

Up 15% from FY21

Real estate agents  
signed up to-date

**3,200+**

Raine&Horne.

CENTURY 21.

firstnational  
REAL ESTATE

Elders  
Real Estate

RayWhite

ATLAS

R&W

Harcourts Solutions

Biggin&Scott



# MONEYME Autopay

Game changing innovation in the auto sector

## Autopay

Customer receivables  
at 30 June 2022

**\$445m**

Average car financed  
in FY22

**\$32,100**

Average Autopay  
customer Equifax score

**754**

EST 1911  
DUTTON  
Group

WESTSIDE AUTO  
WHOLESALE

JustHonk

JARVIS

CARS24

JTFOSSEY  
cars and trucks

BOOTH'S  
Motor Group  
CELEBRATING 82 YEARS

fintelligence

PLATFORM  
FINANCE

AUSLOANS<sup>®</sup>  
FINANCE GROUP

DRIVA

COX  
AUTOMOTIVE™

DealerCell

ezilend loan

Easycars



# **MONEYME** Credit Score

Free financial wellbeing product for Generation Now

## Credit Score

**>200,000**  
customers

Free credit score  
and credit file  
insights

Highlight key  
factors impacting  
credit scores  
and tips for  
improvement



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# SaveOne SpendOne

**MONEYME is leveraging first-mover advantages with Banking-as-a-Service offering**

## Spend & Save Accounts

Transaction and savings bank accounts

Free sign up

Debit Mastercard and Digital Wallet

\$0 account fees  
\$0 ATM fees (at major ATMs)

Round ups  
(on payments)

Instant save  
(on deposits)



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# Key Risks (1 of 4)

This section discusses some of the key specific and general risks that Shareholders may be exposed to by making an investment in MONEYME Shares. The risks set out below are not listed in order of importance and do not constitute an exhaustive list of all risks involved with investment in MONEYME. These risks include:

- risks specific to MONEYME following completion of the acquisition of SocietyOne (**Acquisition**);
- risks specific to the Acquisition; and
- general and Offer related risks that may apply to MONEYME.

These risks may affect the future operating and financial performance of MONEYME and the value of MONEYME Shares.

The risks and the uncertainties described below:

- are not, and should not be considered to be or relied on as, an exhaustive list of the risks that Shareholders may face; and
- are general in nature and regard has not been had to the investment objectives, financial situation, tax position or particular needs of any individual investor.

Investors should note that the occurrence or consequences of many of the risks described in this section are partially or completely outside the control of MONEYME, its directors and management. Further, investors should note that this section focuses on the key risks and does not purport to list every risk that MONEYME may have now or in the future. It is also important to note that there can be no guarantee that MONEYME will achieve its stated objectives or that any forward-looking statements, expectations, illustrations or forecasts contained in this Presentation will be realised or otherwise eventuate.

## 1. Risk factors specific to MONEYME

### Customers may fail to repay their financial obligations to MONEYME

There is a risk that MONEYME's customers may not pay the principal, interest and fees owing to MONEYME under their contract, which could result in a decrease in revenue and operating cash flows received, and an increase in expenses (including an increase in impairment expenses). This risk is heightened in a rising interest rate environment, with increasing inflationary and associated cost of living pressures. Customer non-payment is a significant component of MONEYME's expenses at present. If MONEYME's excessive exposure to bad debts as a result of customers failing to repay their financial obligations to MONEYME is higher than expected, it will have a material adverse effect on MONEYME's profitability and could trigger defaults of financial covenants, review events or have other consequences under MONEYME's corporate financing facility.

MONEYME's existing securitisation funding arrangements also contain limits on the arrears or loss rates of receivables which, if exceeded, may result in drawdowns being refused by the funders of those facilities. MONEYME's ability to access funding will also be predicated on its ability to generate stable Static Loss Rates over time, so if funders lose confidence in MONEYME's ability to underwrite credit to the standard expected, MONEYME may find it more difficult to obtain funding or obtain funding on satisfactory terms.

### **MONEYME may be unable to access funding, or funding available to MONEYME may be on unsatisfactory terms or on terms MONEYME is unable to continue to comply with**

MONEYME's existing funding sources predominantly comprise a combination of warehouse facilities and a corporate lending facility. Successful completion of the Placement will assist MONEYME to achieve management growth plans for FY23 and meet cash/cash equivalent requirements. MONEYME also expects to raise an additional circa \$5 million in debt capital by 31 December 2022 for the same purposes. Accordingly, continued access to funding channels remains important to MONEYME.

MONEYME has a \$75 million corporate syndicated facility with Pacific Equity Partners (PEP) which contains various obligations and covenants including in respect of leverage, liquidity, loan assets. There is a risk that, due to an event of default, failure to comply with a financial covenant or the occurrence of a review event, PEP may be entitled to or demand full or partial repayment or cancel the facility provided by it, fail to renew its facility following its maturity, or renew the facility only in part or on less favourable terms. As disclosed in note 21.4 of MONEYME's FY2022 Annual Report, MONEYME has recently obtained waivers from certain covenants under the PEP facility.

MONEYME is required to subscribe for subordinated debt in the existing securitisation funding arrangements, which provides credit support for the debt issued to its third-party financiers and acts as the 'first loss' capital to absorb any losses. MONEYME may be required to subscribe for additional

subordinated debt from time to time if, for instance, the loan book increases and/or new warehouse funding arrangements are put in place, to ensure that the subordination requirements of these funding arrangements are satisfied. If MONEYME is unable to obtain cash and equity to satisfy these subordination requirements, MONEYME's access to warehouse funding may be restricted, which would impact MONEYME's ability to originate new loans, limit the size of the business and the related profitability associated with scaling the business and therefore adversely affect MONEYME's business, financial condition, operating and financial performance, and/or growth. If losses on loans in securitisation funding arrangements are sufficiently high, it will result in an erosion of MONEYME's required 'first loss' capital positions and a permanent loss of such capital that is used to satisfy losses.

In general, MONEYME's ability to write new loans on favourable terms will depend on its ability to access funding and the terms on which such funding is obtained, including its ability to generate cash from operations and to access external debt and equity funding. Accordingly:

- if MONEYME is not able to secure additional funding (as and when it is required), MONEYME may not be able to write new loans or its ability to do so may be restricted; and
- if there is a loss or an adverse impact (for instance an increase in the cost of capital) to MONEYME's funding sources, or any future funding sources, MONEYME's ability to write new loans on favourable and/or competitive terms will be limited.

In addition, the market relevance of MONEYME's products may be impacted if its ability to write new loans is constrained because that depends, in part, on how active MONEYME is in the market and the amount of loans MONEYME is originating.

### Future equity issuances

In the future, MONEYME may elect to issue further Shares or instruments which are convertible into Shares to raise further funding, including to provide the cash required to continue to grow the business and support requirements under its warehouse facilities. While MONEYME will be subject to the constraints of the ASX Listing Rules regarding the percentage of its capital it is able to issue within a 12-month period (other than where exceptions apply), Shareholders may be diluted as a result of such fundraisings. There can be no assurance that such additional funding, if needed, will be available on terms attractive to MONEYME or at all. The ability of MONEYME to secure any required financing to sustain operations and expansion plans will depend in part upon general economic conditions, prevailing capital market conditions and the performance, reputation and financial strength of MONEYME.

### Increase in interest rates

The cash rate set by the Reserve Bank of Australia has been a significant driver of low interest rates for wholesale funding in the Australian market, including the BBSY and BBSW, which are the Benchmark Rates of MONEYME's existing funding arrangements. However, there are currently significant inflationary pressures in the Australian economy and, in response, the Reserve Bank of Australia has been lifting interest rates and the market is expecting ongoing monetary policy tightening.

An increase in the cash rate may increase the cost of funding available to MONEYME, which is a key variable cost of the business. MONEYME retains flexibility under its documentation with customers to pass on the impact of an increase in interest rates to them (subject to any applicable laws, including a court's ability to annul any interest rate it considers unconscionable). MONEYME has demonstrated an ability to pass on rate increases to its customers, with several rate increases applied across its variable rate product set including Autopay. The same mitigants of this risk do not apply to the SocietyOne portfolio which have fixed rates. MONEYME has established interest rate hedging arrangements that are, and will continue to be put, in place for SocietyOne loans).

There is a risk that the sharp increase in interest rates in the last 6 months will continue and will put MONEYME's customers in financial stress and lead to a rise in delinquencies and loan write-downs, in an environment with broader cost of living pressures. It may also risk a reduction in demand for MONEYME's products.

For these reasons, an increase in the cash rate may have a material adverse effect on MONEYME's business, financial condition, operating and financial performance, and/or growth.

### Terms of MONEYME's existing securitisation funding arrangements

MONEYME's existing securitisation funding arrangements contain various provisions, including events of default and amortisation events which, if triggered, could impact MONEYME's profitability, financial position and prospects. This risk also applies to the SocietyOne business which has been acquired, given the vast majority of its loan originations are funded through warehouse facilities.

# Key Risks (2 of 4)

An amortisation event or event of default may arise from, among other things:

- a breach by MONEYME of its undertakings under existing securitisation funding arrangements, including with respect to the origination and servicing of receivables;
- credit related factors relating to the quality or performance of the pool of receivables funded under the existing securitisation funding arrangements; and
- the failure or inability to meet relevant pool parameters with respect to the pool of receivables funded under the existing securitisation funding arrangements (for example, aggregate thresholds for loss rates, loan balances, interest rates, seasoning, product types and geographic concentrations for the receivables in the existing securitisation funding arrangements), in each case, subject to any applicable grace periods provided for in the terms of the existing securitisation funding arrangements' documents.

If an amortisation event were to occur upon expiry of any applicable grace periods, this would prevent MONEYME from obtaining further funding for the origination of receivables under the relevant existing securitisation funding arrangement, and in addition, the timing and quantum of payments to MONEYME may be affected. If an event of default were to occur upon expiry of any applicable grace periods, this would result in the ability for the secured creditors of the existing securitisation funding arrangement to enforce the security over the assets and sell the receivables funded by that existing securitisation funding arrangement, and remove MONEYME as servicer of those receivables (meaning MONEYME would no longer interact with customers in relation to the receivables).

In addition, MONEYME relies on securitisation and warehouse funding arrangements to fund loan originations and, accordingly, has potential exposure to funding risks. If repayments are not made or certain terms and conditions are not satisfied under the warehouse facilities, financiers may be able to terminate their respective financing arrangements. An adverse impact on, or loss on, one or more of these funding arrangements without access to comparable or acceptable alternatives, may adversely impact MONEYME's ability to originate new business or to refinance expiring warehouse facilities.

There is also a risk that if MONEYME were to receive redemption requests from investors in the SocietyOne Personal Loans Trust and is unable to satisfy such requests within the expected 12 month timeframe (due to an inability to realise value for the underlying personal loans made to customers in that timeframe), that MONEYME may suffer reputational damage with investors in the Personal Loans Trust.

## Compliance with laws, regulations and industry compliance standards

### Compliance obligations generally

MONEYME (including SocietyOne) is subject to a range of laws, regulations and industry standards including the *National Consumer Credit Protection Act 2009* (Cth) (**NCCP Act**), the *Financial Sector (Collection of Data) Act 2001* (Cth) (FSCODA) and the *Anti-Money Laundering and Counter-Terrorism Financing Act 2006* (Cth), each of which creates conduct and disclosure obligations which are applicable to MONEYME, and are liable to change with developments in political, regulator and consumer needs and expectations. SocietyOne is also subject to regulation under the *Corporations Act* as it holds an Australian financial services licence in connection with its peer-to-peer funding structure (which is in run-off). From time to time, MONEYME is subject to enquiries and investigations by regulatory authorities and there is a risk that deficiencies may be identified in compliance with these regulatory requirements which may have adverse reputational and monetary impacts on the Company.

Failure to comply with these laws, regulations, industry compliance standards and licensing requirements could adversely impact MONEYME's (and SocietyOne's) business, including through civil penalty proceedings, loss or suspension of licence, increased compliance costs, the cessation of certain business activities, restrictions on product and service expansion, litigation and disputes, regulatory enquiry or investigation and reputational damage.

MONEYME (and SocietyOne) is also a member of the Australian Financial Complaints Authority (**AFCA**), which is an external dispute resolution scheme that considers complaints made about (among other things) consumer credit products. AFCA has jurisdiction to hear disputes between MONEYME and its customers, and if it determines there is a systemic issue it is obliged to refer the issue to ASIC. This could result in loss or suspension of licence, monetary fines, remedial actions, legal proceedings and reputational damage if ASIC were to take enforcement action based on a referral by AFCA.

### Responsible lending obligations

In the provision of its consumer loans, MONEYME is also required to comply with the responsible lending obligations set out in the NCCP Act. Broadly, the responsible lending obligations require consumer credit providers to make an assessment of a consumer's suitability for entry into a credit arrangement before providing a credit product. This includes making enquiries into the financial situation and objectives of the consumer, providing the consumer with a copy of the financial assessment undertaken if requested and disclosing key features of the credit product and dispute

resolution procedure to consumers.

### Design and distribution obligations and product intervention power

Credit providers such as MONEYME and SocietyOne must comply with the design and distribution obligations. This means MONEYME must assess the target market for its credit products and may be required to make changes to the distribution strategy and disclosure documents used to distribute these products.

MONEYME is required to take reasonable steps to determine its target market and distribute consistently with those determinations, and to ensure that credit products offered by MONEYME do not cause significant consumer detriment. Monitoring regulatory development and ASIC guidance on the use of product intervention powers is relevant in determining the likely impact of the powers on MONEYME's business and product expansion plans.

## MONEYME's technology may fail or experience disruptions, or may become obsolete

There is a risk that the Horizon Technology Platform may experience downtime or interruption due to system failures, service outages, corruption of information technology network or information systems as a result of computer viruses, bugs, worms or cyber-attacks, as well as natural disasters, fire, power outages or other events outside the control of MONEYME, and that measures implemented by MONEYME to protect against such events are ineffective. MONEYME's business is highly dependent on its ability to process a large number of loans. Accordingly, any systemic failure could cause significant damage to MONEYME's reputation, its ability to make informed credit decisions and assess the credit performance of its loan book, its ability to service customers in a timely manner, and its ability to retain existing customers and generate new customers, any of which could have a materially adverse impact on MONEYME's business, operating and financial performance, and/or growth.

MONEYME's technology platform or product offering may also become obsolete or outdated through the investment of its peers in superior technology and/or product offerings, increased access to data through the introduction of positive credit reporting reforms or general market developments. This could necessitate MONEYME to undertake substantial investment in updating or improving its current technology platform and product offering, which could have a material adverse impact on MONEYME's business, operating and financial performance, and/or growth.

## Exposure to security breaches and data protection issues

The use of the Horizon Technology Platform is critical to MONEYME's ability to operate and grow its business and to achieve synergies from the Acquisition. By their nature, information technology systems are susceptible to security issues, including cyber attacks and other unauthorised access to data and information. Security breaches may involve unauthorised access to MONEYME's networks, systems and databases, including with respect to its service offerings and technology platforms, and the deployment of viruses or other malicious software designed to create system and service disruptions, exposing financial, proprietary and personal information.

MONEYME collects, processes and stores, through the ordinary course of its business, a wide range of confidential personal data and information on applicants. Despite seeking to maximise the protection of customer and company data, the measures that MONEYME takes to protect such information and data may be insufficient to prevent security breaches from arising, or other unauthorised access or disclosure of such information and data.

MONEYME uses secure cloud-based technology to host a number of its key systems and processes including customer data, and had regard to maintaining the confidentiality and security of confidential customer information when designing its technology platform. However, there is a risk that the measures which are taken by MONEYME may not be sufficient to detect or prevent unauthorised access to, or disclosure of, such confidential information.

Any data security breaches or MONEYME's failure to protect private customer information (including through cyber attacks) could result in a significant disruption to MONEYME's systems, reputational damage, loss of system integrity and breaches of MONEYME's obligations under applicable laws. An obligation under privacy laws to notify individuals and the Australian Information Commission of the breach, and could reduce MONEYME's ability to retain existing customers and generate new customers, any of which could have a material adverse impact on its business, operating and financial performance and reputation.

## Competitors, new market entrants and alternative products

MONEYME operates in the Australian consumer credit sector, which includes a broad range of participants with diverse business models and product offerings. The direct competitors of MONEYME are those businesses that focus on the fintech or online lender segment of the sector. The consumer credit sector and the fintech or online segment of that market are highly competitive. Accordingly, participants in the sector may seek to imitate MONEYME's strategies and/or may attempt to aggressively take market share from MONEYME, or may develop superior products or have more effective consumer engagement which reduces MONEYME's competitiveness.

# Key Risks (3 of 4)

## Protection and ownership of technology and intellectual property

MONEYME has developed its own technology platform, the Horizon Technology Platform, which is a loan management system and therefore important to all aspects of its existing business (including assessing credit risk and determining risk-based pricing) and, accordingly, for the successful operation and growth of MONEYME's business.

The commercial value of MONEYME's intellectual property in the technology platform is dependent in part on operational procedures to maintain confidentiality and legal protections provided by a combination of copyright, trade secrecy laws, confidentiality obligations on employees and third parties and other intellectual property rights.

However, there is a risk that MONEYME's intellectual property may in the future be compromised in a number of ways, including through unauthorised use or copying of MONEYME's software, data, specialised technology or platforms. In addition, there is a risk that the validity, ownership or authorised use of intellectual property relevant to MONEYME's business may be successfully challenged by third parties.

Any such breaches (including by way of employee fraud) or the introduction of competing technologies could erode MONEYME's competitive position, which could have a material adverse impact on MONEYME's business, operating and financial performance, and/or growth.

In addition, competitors may be able to work around any of the intellectual property rights used by MONEYME, or independently develop competing products or services that are not protected by MONEYME's intellectual property rights.

## Reliance on third party systems suppliers

The Horizon Technology Platform (and by extension the MONEYME business) relies on key inputs from third parties to operate, from third-party credit agencies and contracts with third-party information technology suppliers and software providers to use of third-party payment providers and third party for cloud-hosting and data repository services. MONEYME's business is consequently exposed to the ongoing availability and quality of third party services and products at affordable price points.

In addition, SocietyOne's ability to provide loans and other products to its customers is currently reliant on key services and inputs from third parties. While MONEYME is in the process of migrating the SocietyOne business on to the Horizon Technology Platform, during the migration period there is a risk that the third party providers may choose to cease to do business, or change the terms on which they do business, with SocietyOne. For example, SocietyOne depends on key providers for data warehousing and cloud-hosting services as well as the maintenance and support for its loan origination and servicing platforms. It also uses information from credit reporting agencies and banks in connection with credit assessment and customer verification processes. It relies on various third party providers for operational support in respect of the disbursement of loan funds and collection of payments.

Disruption in relation to third party system providers could have a material adverse effect on the business, financial condition, operating and financial performance, customer reputation, cost of funding and/or growth of MONEYME.

## Exposure to adverse macro-economic conditions

MONEYME's business depends on demand for consumer finance and customers having the ability to repay their financial obligations, both of which can be affected by changes in general economic conditions. For example, macro-economic conditions such as unemployment, interest rates, inflation, consumer confidence, economic recessions, downturns or extended periods of uncertainty or volatility and government policy all may influence consumer spending and demand for consumer finance and/or the ability of consumers to repay their financial obligations. The outbreak of COVID-19, war in the Ukraine and increasing cost of living and inflationary pressures, has also resulted in heightened volatility in domestic and global financial markets. In particular, further increases in the cash rate by the Reserve Bank of Australia in order to curb inflation and inflationary expectations are expected by the market. Cost pressures caused by the war in Ukraine and ongoing supply chain bottlenecks due to COVID-19 may continue, having a dampening impact on overall economic activity. Additionally, any government measures aimed at controlling the spread of COVID-19 such as border restrictions, closures of businesses, restrictions on public gatherings and social distancing, will have a continued and prolonged negative impact on domestic and global economic activity. The expected duration and magnitude of COVID-19 and its potential impact on the economy remain unclear. Adverse macroeconomic conditions may generally have a material adverse impact on MONEYME's profitability through a reduction in revenue collections and/or increase in bad debt.

## People

The successful operation of MONEYME will depend on the retention, performance and expertise of its and SocietyOne's key management personnel and high performing employees with specialist skills (including technology and credit risk assessment). The loss of certain key personnel, and

inability to attract and retain replacements or new key personnel, could have a materially adverse impact on MONEYME's business, operating and financial performance, and/or growth.

## MONEYME could suffer brand and/or reputation damage

MONEYME's brand and reputation are very important to attracting, retaining and increasing its customer base, managing its relationship with stakeholders and implementing MONEYME's business strategy. MONEYME's brand and reputation are also very important to MONEYME maintaining its existing funding arrangements, obtaining new funding, and also retaining and attracting a skilled and engaged workforce.

MONEYME manages risks relating to a number of issues and events, including risks relating to legal and regulatory requirements, responsible lending and sales practices, potential conflicts of interest, privacy laws and ethical issues, among other considerations, which may cause harm to MONEYME's brand, image or reputation through negative publicity, heightened regulatory focus and customer experience. Actions or failures by other market participants could also negatively impact the reputation of the industry and MONEYME.

There is a risk that unforeseen issues or events could adversely impact MONEYME's reputation. The strength of MONEYME's reputation is an important part of retaining and growing its customer bases and, accordingly, an event that has a negative impact on MONEYME's brand could have a material adverse impact on the demand for MONEYME's products. This may adversely impact MONEYME's business, financial condition, operating performance, and/or growth.

## Human error/fraud

MONEYME is exposed to human error and fraud relating to employees not carrying out their duties responsibly and in line with agreed policy and process. These risks include employees providing a customer with misleading or inaccurate information in relation to the cost of their loan or their loan repayment options which could result in an unfair customer outcome.

## Failure to achieve growth strategy

MONEYME has developed a number of growth strategies which include increasing MONEYME's market penetration and increasing MONEYME's total addressable market through innovation and entering new geographies. Additionally, part of the rationale for the Acquisition is to penetrate SocietyOne's customer base with the MONEYME product suite and also achieve growth by accessing SocietyOne's distribution channels. Similarly, a growth strategy is to target MONEYME's existing customers with SocietyOne products. There is no guarantee that all or any of MONEYME's growth strategies will be successfully implemented, deliver the expected returns or ultimately be profitable. Similarly there is no guarantee that MONEYME will achieve its future growth strategy. There is a risk that the growth strategies may be subjected to unexpected delays and additional implementation costs.

Any change to MONEYME's ability to achieve any or all of its future growth strategies, or the market's perception of MONEYME's ability to deliver growth to shareholders, it likely to have a significant impact on MONEYME's share price.

## Liquidity risk

There can be no guarantee that an active trading market for MONEYME's shares is maintained. There may be relatively few or many potential buyers and sellers of the shares on the ASX at any time. This may increase the volatility of the value of the shares and/or prevent investors from acquiring or disposing shares.

## Litigation, claims and disputes

MONEYME could be subject to litigation and other claims and disputes in the course of its business, including customer disputes, employment disputes and claims, contractual disputes, indemnity claims, occupational health and safety claims, or criminal or civil proceedings in the course of its business. There is a risk that any such litigation, claims and disputes could materially and adversely affect MONEYME's business, financial condition and operating performance, including due the cost of settling such claims and the effect on MONEYME's reputation.

## Timing of financial information

The financial information set out in this Presentation includes unaudited pro forma financial information. No assurance can be given that MONEYME's audited financial results will align with the financial information in this Presentation in respect of the relevant period.



# Key Risks (4 of 4)

## Climate change

Climate change may impact on overall economic growth and national living standards, with longer term consequences for MONEYME's customers. There are also physical risks posed by climate change which may cause business disruption. Indirect impacts of climate change would extend to its impact on the automotive sector, to which MONEYME has exposure through its Autopay lending business. MONEYME is responding to climate change threats through, for example, execution of a digital business model and achieving 100% carbon-neutral energy for the Sydney office, however there are costs but also benefits associated with this environmental approach. Overall unmitigated climate change could lead to an adverse impact on MONEYME's business and operations.

## 2. Risk factors specific to the Acquisition

### Due diligence risks and reliance on information provided

Prior to the Acquisition, MONEYME undertook a due diligence process in respect of the SocietyOne Group, which relied in part on the review of financial, technical, operational and other information provided by the SocietyOne Group. While MONEYME considers the due diligence process undertaken to be appropriate, MONEYME was not able to verify the accuracy, reliability or completeness of all the information (some of which was unaudited) which was provided to it against independent data.

Although MONEYME has been operating the combined business since completion of the Acquisition on 15 March 2022, there remains a risk that the due diligence that was conducted did not identify all issues that would have been material to the decision to enter into the Acquisition (including due to inaccuracies in the information provided to MONEYME or limitations in the scope of due diligence review). A material adverse issue that was not identified prior to entry into the Acquisition could have an adverse impact on the reputation, financial performance or operations of MONEYME. Further, as is usual in undertaking acquisitions, the due diligence process undertaken by MONEYME identified a number of risks associated with SocietyOne, which MONEYME had to evaluate and manage. Certain risks cannot be voided or managed appropriately (for example, because it was not always possible to negotiate indemnities or representations and warranties from the sellers to cover all potential risks) and the mechanisms used to manage these risks included in certain circumstances the acceptance of the risk as tolerable on commercial grounds such as materiality. This might adversely affect the operations, financial performance or position of MONEYME.

Further, the information reviewed by MONEYME included forward-looking information. While MONEYME has been able to review some of the foundations for the forward-looking information relating to the SocietyOne Group, forward-looking information is inherently unreliable and based on assumptions that may not be achieved or satisfied in the future.

### Asset impairment

Consistent with accounting standards, MONEYME is periodically required to assess the carrying values of its assets. Where the value of an asset (including an asset owned by SocietyOne post-acquisition) is to be less than its carrying value, MONEYME is obliged to recognise an impairment charge in its profit and loss account. Impairment charges can be significant and operate to reduce the level of a company's profits. Impairment charges are a non-cash item.

### Integration

The integration of a business of the size and nature of SocietyOne carries risk, including potential delays or costs in implementing necessary changes and difficulties in integrating various operations and systems. There is a risk that integration could take longer, be more complex or cost more than expected, encounter unexpected challenges or issues (including differences in corporate culture between the businesses being integrated or loss of, or reduction in, key personnel, expert capability or employee productivity, or failure to procure or retain employees of SocietyOne) or divert the attention of management, which impact on the integration process. Although the integration of SocietyOne is proceeding as expected (and is projected to deliver cost synergies above the \$17m initially planned), not all aspects of the platforms are integrated and there remains a risk of cost and delays exceeding budget. A failure to integrate SocietyOne in the time and manner contemplated by MONEYME may impact on the ability of MONEYME Group to achieve synergies.

### Achievement of synergies

There is a risk that the realisation of targeted synergies or benefits may not be achieved in a timely manner, at all or to the extent envisaged, or that the costs associated with achieving them may be higher than anticipated. Potential issues and complications influencing the achievement of targeted benefits include experiencing lower than expected cost savings, productivity improvements, growth in revenues and/or changes in market conditions. In particular, realisation of the targeted synergies is dependent on successfully carrying out management's integration plan. This involves integration of the IT systems and achieving various milestones for transitioning the SocietyOne business on to the Horizon Technology Platform.

## Assumed liabilities

MONEYME is required to account for any outstanding liabilities that the SocietyOne Group has incurred in the past, including any liabilities which were not identified during its due diligence or which are greater than expected, and for which MONEYME may not have post-completion recourse under the Merger Implementation Agreement and which may include damages, fines, penalties or other sanctions. These could include liabilities relating to current or future litigation, failure by the SocietyOne Group to hold required regulatory approvals, authorisations or licences (or to lose authorisations or licences that they hold), regulatory actions (including without limitation in relation to any such failure), historical tax liabilities, warranty or performance claims and other liabilities. There is a risk that MONEYME could be exposed to unexpected liabilities resulting from past non-compliances by SocietyOne with applicable laws or regulations, which may impact on the financial performance or position of MONEYME. It may also have other impacts, such as attracting greater scrutiny from regulators or cause reputational damage.

## 3. Offer and general risks

### Investment in equity and general risks

The price of MONEYME's shares (including the shares to be issued pursuant to the Placement) on the ASX will be affected by the financial performance of MONEYME and may rise or fall due to numerous often unpredictable factors, including:

- Australian and international general economic conditions, including inflation rates, the level of economic activity, interest rates and currency exchange rates;
- war in Ukraine, tensions between countries and acts of terrorism in Australia and around the world;
- the impact of COVID-19; and
- investor perceptions in the local and global markets for listed stocks.

Changes in global economic conditions (including changes to interest rates, inflation, foreign exchange rates and labour costs) as well as general trends in the Australian and overseas equity markets may affect the trading price of MONEYME's shares on the ASX. One or more of these factors may cause its shares to trade below prices and may adversely affect MONEYME's financial position and/or performance. In addition, changes in the value of MONEYME's shares may be unrelated or disproportionate to the actual operating performance of MONEYME.

MONEYME's shares (including the shares to be issued pursuant to the Placement) may trade at higher or lower prices than the price at the date of this Presentation and no assurances can be given that MONEYME's market performance will not be adversely affected by any such market fluctuations or factors. No member of MONEYME, nor any of their directors nor any other person guarantees MONEYME's market performance.

### Underwriting and funding risk

It is intended that the proceeds of the Offer will be used to fund ongoing growth across MONEYME's key products including equity funding requirement for new loans written and upfront commissions paid to brokers.

The Placement is lead managed by Barrenjoey Markets Pty Limited (ABN 66 636 976 059) (**Lead Manager**) pursuant to the terms of the Placement Agreement summarised in the "Summary of Underwriting Agreement" in the Appendix of this Presentation. Under the Placement Agreement, the Lead Manager has agreed to manage and underwrite the Placement, subject to the terms and conditions of the agreement. If certain conditions are not satisfied or certain customary termination events occur, the Lead Manager may terminate the Placement Agreement. Those termination events are summarised in the "Summary of Underwriting Agreement" in the Appendix of this Presentation. Termination of the Placement Agreement would have an adverse impact on the amount of proceeds raised or result in the Offer not proceeding at all, which would require MONEYME to use alternative funding sources to achieve its strategy.

### Dilution risk

Existing shareholders who do not participate in the Equity Raising will have their percentage shareholding in MONEYME diluted. Depending on the size of a shareholder's existing holding, a participating shareholder may still be diluted even though they participate in the Placement, depending on the number of New Shares allocated to them.

# Summary of Underwriting Agreement (1 of 2)

## Summary of Placement Agreement

MoneyMe Limited (MoneyMe) has appointed Barrenjoey Markets Pty Limited (ABN 66 636 976 059) (Lead Manager) to act on an exclusive basis as bookrunner, manager and underwriter for the Placement (which for the avoidance of doubt, comprises solely of the Unconditional Placement and Conditional Placement) pursuant to the terms of a placement agreement entered into between the parties on the date of this announcement (Placement Agreement). The Director Placement is not underwritten.

The obligations of the Lead Manager are subject to the satisfaction of certain conditions precedent documented in the Placement Agreement (including the requirement to obtain shareholder approval under the Conditional Placement). If those conditions are not satisfied or certain events occur (some of which are subject to materiality), the Lead Manager may terminate the Placement Agreement.

The Lead Manager may, in its sole discretion, terminate its obligations under the Placement Agreement if any of the following events occur before 4pm on the Conditional Placement settlement date:

- (listing) ASX announces that MoneyMe will be removed from the official list of ASX or that any shares will be delisted or permanently suspended from quotation by ASX for any reason, ASX removes MoneyMe from the official list of ASX or ASX suspends trading of any shares for any period of time (except in each case for a trading halt arising from the Placement);
- (disclosure deficiency) any disclosure materials (including this Presentation) omits any information that they are required to contain (having regard to the Corporations Act and any other applicable requirements), or any statement of opinion, intention or belief in any of the disclosure materials, is not truly and honestly held or there are no (or there ceases to be) reasonable grounds for making that statement or that statement is or becomes incapable of being met;
- (regulatory action) ASIC takes certain actions in relation to the Placement or the Director Placement;
- (quotation) ASX does not, or states that it will not, grant official quotation of all the New Shares (for the Unconditional Placement or the Conditional Placement) on an unconditional basis (or on a conditional basis where the conditions are customary and acceptable to the Lead Manager (acting reasonably)) by the relevant settlement date for those New Shares;
- (issue of New Shares) MoneyMe is unable or will be unable to issue the New Shares (for the Unconditional Placement or Conditional Placement) on the allotment date;
- (capital structure) MoneyMe alters its capital structure (other than in certain prescribed circumstances, including the Placement) or its constituent documents;
- (prosecution) a director or officer of MoneyMe is charged with an indictable offence, a governmental agency commences any public action against a director or officer of MoneyMe in that capacity or announces that it intends to take any action of that type or a director of MoneyMe is disqualified from managing a corporation under the Corporations Act;
- (fraud) MoneyMe or any of its related bodies corporate or any of their respective directors or officers engage or have engaged in any fraudulent conduct or activity whether or not in connection with the Placement;
- (timetable) any certain events specified in the timetable which relates to the Placement is delayed for a prescribed period of time without the prior written consent of the Lead Manager (other than a delay in holding the EGM to approve the Conditional Placement);
- (withdrawal) MoneyMe withdraws the Placement, or indicates that it does not intend to or is unable to proceed with the Placement;
- (certificate) a certificate required to be provided by MoneyMe under the Placement Agreement is not provided when required;
- (insolvency) MoneyMe or any of its related bodies corporate is or becomes insolvent or does not remain a going concern there is an act or omission made which may result in MoneyMe or any of its related bodies corporate becoming insolvent or not remaining a going concern;
- (change in senior management) a change to the CEO, CFO or the board of directors of MoneyMe is announced or occurs, or the resignation or termination of the CEO or CFO is announced or occurs; or

- (illegal) there is an event, occurrence or non-occurrence which makes it illegal for the Lead Manager to satisfy an obligation under the Placement Agreement, or to market, promote or settle the offer of New Shares for the Placement, or that causes the Lead Manager to delay satisfying an obligation under the Placement Agreement, including any acts, statute, order, rule, regulation, directive or request of any governmental agency, orders of any courts, lockdowns, lock-outs, forced closures, restrictions on mobility, or interruptions or restrictions in transportation which has this impact or any acts of God or other natural forces, civil unrest or other civil disturbance, currency restriction, embargo, action or inaction by a governmental agency, or any other event similar.

The Lead Manager may, in its sole discretion, terminate its obligations under the Placement Agreement if any of the following events occur before 4pm on the Conditional Placement settlement date and the Lead Manager has reasonable grounds to believe that the event, matter or circumstance (A) has, or is likely to have, a material adverse effect on the financial position or prospects of MoneyMe and its related bodies corporate or the marketing, settlement, success or outcome of the Placement (or any part of the Unconditional Placement or Conditional Placement) or the likely trading price of MoneyMe's Shares or willingness of investors to subscribe for New Shares (or the Unconditional Placement Shares or Conditional Placement Shares) or (B) leads or is likely to lead, to a contravention by the Lead Manager or one of its affiliates of the Corporations Act or any other applicable law (or their involvement in such a contravention) or leads, or is likely to lead, to a liability of the Lead Manager or one of its affiliates under the Corporations Act or any other applicable law:

- (disclosure deficiency) any disclosure materials (including this Presentation) include content that is false, misleading or deceptive (including by omission) or likely to mislead or deceive;
- (forward-looking statements) a forward-looking statement contained in any disclosure materials (including this Presentation) is not based on (or ceases to be based on) reasonable grounds or becomes incapable of being met;
- (breach) MoneyMe is in breach of the Placement Agreement or any representation or warranty by it is or becomes incorrect, untrue or misleading;
- (new circumstances) there occurs an adverse new circumstance in relation to MoneyMe or any of its related bodies corporate that has arisen since the MoneyMe's FY22 full year results, the ASX Announcement and Investor Presentation were released on ASX on the Bookbuild Date that would have been required to be included in MoneyMe's FY22 full year results, the ASX Announcement or the Investor Presentation if it had arisen before they were released to ASX;
- (proceedings) other than the regulatory actions by ASIC expressly provided for above, certain applications are made to, or actions are taken by, a governmental agency, in each case in connection with the Placement or the Director Placement (or any part of them) or any agreement entered into in respect of the Placement or the Director Placement (or any part of them) which, in the Lead Manager's opinion, has reasonable prospects of success;
- (certificate) a statement in any certificate which is required to be provided by MoneyMe under the Placement Agreement is misleading, untrue or incorrect;
- (due diligence) any information supplied by or on behalf of MoneyMe to the Lead Manager in relation to MoneyMe, its related bodies corporate, the Placement documents, the publications, the due diligence process, the Placement or the Director Placement is or becomes false, misleading or deceptive (including by omission), or is likely to mislead or deceive;
- (facility or loan agreements) MoneyMe or any of its related bodies corporate breaches or defaults under any provision, undertaking, covenant or ratio of its facility or loan agreements or any related documentation to which that entity is a party, or an event of default or event which gives a lender or financier the right to accelerate or require repayment of a facility or loan agreement to which that entity is a party occurs;
- (change in laws) there is introduced, or there is a public announcement of a proposal to introduce, into the Parliament of Australia or any State or Territory of Australia a new law, or the Reserve Bank of Australia, or any Commonwealth or State or Territory authority, adopts or announces a proposal to adopt a new policy (other than a law or policy which has been announced prior to the date of the Placement Agreement);
- (compliance with laws) a contravention by MoneyMe or any of its related bodies corporate of the Act, its respective constitution, any of the ASX Listing Rules or any other applicable law or regulation (as amended or varied);

# Summary of Underwriting Agreement (2 of 2)

- (adverse change) there is an adverse change, or an event occurs which is likely to give rise to an adverse change, in the financial position, performance, results, condition (financial or otherwise), assets, earnings, business, affairs, profits, liabilities, losses, results of operations or prospects of MoneyMe and/or its related bodies corporate when compared to the position disclosed in the Placement documents, other than as disclosed by MoneyMe to ASX before the date of the Placement Agreement;
- (disruption) there is a suspension or material limitation in trading in securities generally on ASX, the New York Stock Exchange, the Hong Kong Stock Exchange or the London Stock Exchange for one day on which that exchange is open for trading (or a substantial part of one day on which that exchange is open for trading); or; any adverse change or disruption to the existing financial markets, political or economic conditions of Australia, New Zealand, the People's Republic of China, Hong Kong, Singapore, the United States or the United Kingdom or the international financial markets or any change in national or international political, financial or economic conditions that does not already exist or has not already been announced prior to the date of the Placement Agreement; or a general moratorium on commercial banking activities in Australia, New Zealand, Hong Kong, Singapore, the United States or the United Kingdom is declared by the relevant central banking authority in any of those countries, or a material disruption in commercial banking or security settlement or clearance services in any of those countries;
- (hostilities) hostilities not presently existing commence (whether war has been declared or not) or a major escalation in existing hostilities occurs (whether war has been declared or not) involving any one or more of Australia, New Zealand, the United States, Japan, South Korea, a member state of the European Union, the People's Republic of China, Hong Kong or Singapore, or Russia commences hostilities against any member state of the North Atlantic Treaty Organisation or Russia deploys chemical, nuclear or biological weapons in the conflict in Ukraine or a state of emergency is declared by any of those countries (other than a state of emergency related to an outbreak of COVID-19 or as declared prior to the date of the Placement Agreement) or a major escalation occurs in relation to a previously declared state of emergency by any of those countries, or a significant terrorist act is perpetrated anywhere in the world; or
- (change of control) certain change of control transactions in relation to MoneyMe are announced which, if implemented, may result in a person and their associates acquiring a beneficial interest in, or voting power of, 50% or more of the interests in MoneyMe.

MoneyMe gives customary representations and warranties to the Lead Manager in connection with (among other things) the Placement. MoneyMe also gives customary undertakings to the Lead Manager, including that (subject to certain exceptions) it will not issue further equity securities, and will conduct its business in the ordinary course, for a period of time following completion of the Placement.

Subject to certain exceptions, MoneyMe has agreed to indemnify and hold harmless the Lead Manager and certain related persons (each an "Indemnified Party") from and against all losses directly or indirectly suffered by, or claims made against an Indemnified Party in connection with the Placement, the Director Placement, the Placement Agreement or the transactions contemplated by it. MoneyMe also releases each Indemnified Party against claims made by MoneyMe or its related bodies corporate as a result of the participation of that Indemnified Party in the preparation of any disclosure materials (including this Presentation) or the offer materials or in relation to the Placement, the engagement of the Lead Manager pursuant to the Placement Agreement and the Indemnified Party's performance of services, except to the extent of certain agreed carve outs related to the Lead Manager's culpability for the loss.

The Lead Manager will be paid fees by MoneyMe as disclosed in the Appendix 3B released to ASX on 31 August 2022. MoneyMe must also reimburse the Lead Manager for certain expenses (including legal expenses) incurred in connection with its role as Lead Manager.

# International Offer Restrictions

This document does not constitute an offer of new ordinary shares ("New Shares") of the Company in any jurisdiction in which it would be unlawful. In particular, this document may not be distributed to any person, and the New Shares may not be offered or sold, in any country outside Australia except to the extent permitted below.

## Hong Kong

**WARNING:** This document has not been, and will not be, registered as a prospectus under the Companies (Winding Up and Miscellaneous Provisions) Ordinance (Cap. 32) of Hong Kong, nor has it been authorised by the Securities and Futures Commission in Hong Kong pursuant to the Securities and Futures Ordinance (Cap. 571) of the Laws of Hong Kong (the "SFO"). Accordingly, this document may not be distributed, and the New Shares may not be offered or sold, in Hong Kong other than to "professional investors" (as defined in the SFO and any rules made under that ordinance).

No advertisement, invitation or document relating to the New Shares has been or will be issued, or has been or will be in the possession of any person for the purpose of issue, in Hong Kong or elsewhere that is directed at, or the contents of which are likely to be accessed or read by, the public of Hong Kong (except if permitted to do so under the securities laws of Hong Kong) other than with respect to New Shares that are or are intended to be disposed of only to persons outside Hong Kong or only to professional investors. No person allotted New Shares may sell, or offer to sell, such securities in circumstances that amount to an offer to the public in Hong Kong within six months following the date of issue of such securities.

The contents of this document have not been reviewed by any Hong Kong regulatory authority. You are advised to exercise caution in relation to the offer. If you are in doubt about any contents of this document, you should obtain independent professional advice.

## New Zealand

This document has not been registered, filed with or approved by any New Zealand regulatory authority under the Financial Markets Conduct Act 2013 (New Zealand) (the "FMC Act").

The New Shares are not being offered or sold in New Zealand (or allotted with a view to being offered for sale in New Zealand) other than to a person who:

- is an investment business within the meaning of clause 37 of Schedule 1 of the FMC Act;
- meets the investment activity criteria specified in clause 38 of Schedule 1 of the FMC Act;
- is large within the meaning of clause 39 of Schedule 1 of the FMC Act;
- is a government agency within the meaning of clause 40 of Schedule 1 of the FMC Act; or
- is an eligible investor within the meaning of clause 41 of Schedule 1 of the FMC Act.

## Singapore

This document and any other materials relating to the New Shares have not been, and will not be, lodged or registered as a prospectus in Singapore with the Monetary Authority of Singapore. Accordingly, this document and any other document or materials in connection with the offer or sale, or invitation for subscription or purchase, of New Shares, may not be issued, circulated or distributed, nor may the New Shares be offered or sold, or be made the subject of an invitation for subscription or purchase, whether directly or indirectly, to persons in Singapore except pursuant to and in accordance with exemptions in Subdivision (4) Division 1, Part 13 of the Securities and Futures Act 2001 of Singapore (the "SFA") or another exemption under the SFA.

This document has been given to you on the basis that you are an "institutional investor" or an "accredited investor" (as such terms are defined in the SFA). If you are not such an investor, please return this document immediately. You may not forward or circulate this document to any other person in Singapore.

Any offer is not made to you with a view to the New Shares being subsequently offered for sale to any other party. There are on-sale restrictions in Singapore that may be applicable to investors who acquire New Shares. As such, investors are advised to acquaint themselves with the SFA provisions relating to resale restrictions in Singapore and comply accordingly.

## United Kingdom

Neither this document nor any other document relating to the offer has been delivered for approval to the Financial Conduct Authority in the United Kingdom and no prospectus (within the meaning of section 85 of the Financial Services and Markets Act 2000, as amended ("FSMA")) has been published or is intended to be published in respect of the New Shares.

The New Shares may not be offered or sold in the United Kingdom by means of this document or any other document, except in circumstances that do not require the publication of a prospectus under section 86(1) of the FSMA. This document is issued on a confidential basis in the United Kingdom to "qualified investors" within the meaning of Article 2(e) of the UK Prospectus Regulation. This document may not be distributed or reproduced, in whole or in part, nor may its contents be disclosed by recipients, to any other person in the United Kingdom.

Any invitation or inducement to engage in investment activity (within the meaning of section 21 of the FSMA) received in connection with the issue or sale of the New Shares has only been communicated or caused to be communicated and will only be communicated or caused to be communicated in the United Kingdom in circumstances in which section 21(1) of the FSMA does not apply to the Company.

In the United Kingdom, this document is being distributed only to, and is directed at, persons (i) who have professional experience in matters relating to investments falling within Article 19(5) (investment professionals) of the Financial Services and Markets Act 2000 (Financial Promotions) Order 2005 ("FPO"), (ii) who fall within the categories of persons referred to in Article 49(2)(a) to (d) (high net worth companies, unincorporated associations, etc.) of the FPO or (iii) to whom it may otherwise be lawfully communicated (together "relevant persons"). The investment to which this document relates is available only to relevant persons. Any person who is not a relevant person should not act or rely on this document.

# Important notices & disclaimers (1 of 2)

## Investor presentation Important Notice and Disclaimer

The information contained in this presentation has been prepared by MoneyMe Limited ACN 636 747 414 ("MONEYME" or "Company") in connection with MONEYME's FY22 performance and financial results and an equity raising consisting of:

- a fully underwritten institutional placement of new ordinary shares in the Company ("New Shares") to be made to professional and sophisticated investors under section 708A of the Corporations Act 2001 (Cth) ("Corporations Act") ("Placement") via an unconditional component within the Company's existing 15% placement capacity ("Unconditional Placement") and a conditional component which is conditional upon obtaining shareholder approval at an extraordinary general meeting ("EGM") under ASX Listing Rule 7.1 ("Conditional Placement"); and
- a non-underwritten offer of New Shares to MONEYME directors which will be conditional upon obtaining shareholder approval at an EGM under ASX Listing Rule 10.11 ("Director Placement", and together with the Placement, the "Equity Raising" or "Offer").

## Summary information

This presentation contains general background information about MONEYME and its subsidiaries and their activities and is current at the date of this presentation. The information is given in summary form and includes financial and other information and does not purport to be complete or to provide all information that an investor should consider when making an investment decision, nor does it contain all the information which would be required in a disclosure document or prospectus prepared in accordance with the requirements of the Corporations Act. It has been prepared by MONEYME with due care but no representation or warranty, express or implied, is provided in relation to the accuracy or completeness of the information. Statements in this presentation are made only as of the date of this presentation unless otherwise stated and the information in this presentation remains subject to change without notice. MONEYME is not responsible for updating, nor undertakes to update, this presentation. It should be read in conjunction with MONEYME's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange ("ASX"), which are available at [www.asx.com.au](http://www.asx.com.au).

Certain market and industry data used in connection with this presentation may have been obtained from research, surveys or studies conducted by third parties, including industry or general publications. Neither MONEYME nor its representatives have independently verified any such market or industry data provided by third parties or industry or general publications.

## Not an offer

This presentation is for information purposes only, and is not an offer for subscription, invitation or sale with respect to any securities in any jurisdiction and is not a prospectus, product disclosure statement or other offering document under Australian law or any other law. Nothing in this presentation shall form the basis of any contract or commitment, or constitute investment, financial product, legal, accounting or tax advice or any recommendation. This presentation is not and should not be considered an offer or an invitation to subscribe for or acquire shares or any other financial product.

## Restrictions on publication and distribution

This presentation may not be distributed or released in the United States or to any person acting for the account or benefit of a person in the United States. This presentation and the information contained herein does not constitute an offer to sell, or the solicitation of an offer to buy, any securities in the United States or any other jurisdiction in which such offer would be illegal. The New Shares 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, and may not be offered or sold, directly or indirectly, in the United States or to any person acting for the account or benefit of any person in the United States unless the securities have been registered under the Securities Act (which MONEYME has no obligation to do or procure) or are offered or sold 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.

The release, publication or distribution of this presentation in certain jurisdictions may be restricted by law and therefore persons in such jurisdictions into which this presentation is released, published or distributed should inform themselves about and observe such restrictions. Refer to the "International Offer Restrictions" in the Appendix of this presentation for further information.

This presentation does not constitute, or form part of, an offer to sell or the solicitation of an offer to subscribe for or buy any securities, nor the solicitation of any vote or approval in any jurisdiction, nor shall there be any sale, issue or transfer of the securities referred to in this presentation in any jurisdiction in contravention of applicable law.

## Not financial product advice

This presentation is not financial product or investment advice, a recommendation to acquire New Shares or accounting, legal or tax advice and does not and will not form any part of any contract for the acquisition of New Shares. It has been prepared without taking into account the objectives, financial or tax situation or needs of individuals. Before making an investment decision, prospective investors should consider the appropriateness of the information having regard to their own objectives, financial and tax situation and needs and should consult their stockbroker, solicitor, accountant or other independent financial advisor.

MONEYME is not licensed to provide financial product advice in respect of an investment in shares. Cooling off rights do not apply to the acquisition of New Shares.

## Financial data

All financial information in this presentation is in Australian Dollars (\$) or AUD) unless otherwise stated.

The financial information included in this presentation is presented in an abbreviated form insofar as it does not include all the presentation and disclosures, statements or comparative information as required by Australian Accounting Standards and other mandatory professional reporting requirements applicable to general purpose financial reports prepared in accordance with the Corporations Act.

This presentation includes financial information that has been sourced from unaudited management accounts of MONEYME for FY22. In addition, financial data in this presentation includes "non IFRS financial information" under ASIC Regulatory Guide 230 "Disclosing non IFRS financial information" published by ASIC and also "non GAAP financial measures" within the meaning of Regulation G under the U.S. Securities Exchange Act of 1934, including but not limited to Cash NPAT. MONEYME believes that this non IFRS/non GAAP financial information provides useful information to users in measuring the financial performance and conditions of MONEYME. The non IFRS financial information does not have a standardised meaning prescribed by Australian Accounting Standards and, therefore, may not be comparable to similarly titled measures presented by other entities, nor should it be construed as an alternative to other financial measures determined in accordance with Australian Accounting Standards. Investors are cautioned, therefore, not to place undue reliance on any non IFRS/non GAAP financial information and ratios included in this presentation.

## Past performance

Information on past performance is given for illustrative purposes only and should not be relied upon as (and is not) an indication of the Company's views on its future financial performance or condition including future share price performance. Past performance of the Company cannot be relied upon as an indicator of (and provides no guidance as to) future Company performance.

## Forward looking statements and risks

Certain statements made in this presentation are forward-looking statements. These forward-looking statements are not historical facts but rather are based on MONEYME's current expectations, estimates and projections about the industry in which MONEYME operates, and beliefs and assumptions. Words such as "may", "will", "anticipates", "expects", "intends", "plans", "believes", "seeks", "estimates", "predicts", "should", "likely", "forecast", "opinion", "target", "estimate" and similar expressions are intended to identify forward-looking statements. These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors, some of which are beyond the control of MONEYME, are difficult to predict and could cause actual results to differ materially from those expressed or forecasted in the forward-looking statements. MONEYME cautions investors and potential investors not to place undue reliance on these forward-looking statements, which reflect the view of MONEYME only as of the date of this presentation, particularly in light of the current economic climate and the significant volatility, uncertainty and disruption caused by the outbreak of COVID 19. The forward-looking statements made in this presentation relate only to events as of the date on which the statements are made. MONEYME will not undertake any obligation to release publicly any revisions or updates to these forward-looking statements to reflect events, circumstances or unanticipated events occurring after the date of this presentation except as required by law or by any appropriate regulatory authority.

Forward looking statements may assume the success of MONEYME's business strategies including, without limitation, the integration of SocietyOne. The success of any of these strategies is subject to uncertainties and contingencies beyond MONEYME's control, and no assurance can be given that any of these strategies will be effective or that the anticipated benefits from the strategies will be realised in the period for which the forward-looking statement may have been prepared or otherwise. Several important factors could cause actual results or performance to differ materially from the forward-looking statements including (without limitation) the risks and uncertainties associated with the ongoing impacts of COVID 19, the Australian and global economic environment and market conditions.

# Important notices & disclaimers (2 of 2)

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Further, other risks and uncertainties not presently known to management or that management currently believe not to be material may also affect MONEYME's business. There can be no assurance that actual outcomes will not differ materially from these forward-looking statements. Such risks and uncertainties include, but are not limited to: the acquisition and retention of customers, commercialisation, technology, third party service provider reliance, competition and development timeframes and product distribution.

Usability of MONEYME's products depend upon various factors outside the control of the Company including, but not limited to: device operating systems, mobile device design and operation and platform provider standards, reliance on access to internet, acquisition and retention of customers, reliance on key personnel, maintenance of key business partner relationships, reliance on new products, management of growth, brand establishment and maintenance. A number of the Company's products and possible future products contain or will contain open-source software, and the Company may license some of its software through open-source projects, which may pose particular risks to its proprietary software and products in a manner that could have a negative effect on its business. The Company's intellectual property rights are valuable, and any inability to protect them could reduce the value of its products and brand.

The Company's products may contain programming errors, which could harm its brand and operating results. The Company will rely on third party providers and internet search engines (amongst other facilities) to direct customers to MONEYME's products. Other risks may be present such as competition, changes in technology, security breaches, insurance, additional requirements for capital, potential acquisitions, platform disruption, ability to raise sufficient funds to meet the needs of the Company in the future, reliance on key personnel, as well as political and operational risks, and governmental regulation and judicial outcomes.

## Investment risk

An investment in the Equity Raising is subject to investment and other known and unknown risks, some of which are beyond the control of MONEYME. Please refer to the "Key Risks" in the Appendix of this presentation for a non-exhaustive summary of certain general and company-specific risk factors that may affect MONEYME.

## Effect of rounding

A number of figures, amounts, percentages, estimates, calculations of value and fractions in this presentation (including in charts, graphs or tables in the presentation) are subject to the effect of rounding. Accordingly, the actual calculation of these figures may differ from the figures set out in this presentation.

## Disclaimer

The Placement is fully underwritten by Barrenjoey Markets Pty Limited (ABN 66 636 976 059) ("Lead Manager"). For the avoidance of doubt, the Lead Manager has no involvement in the Director Placement component of the Equity Raising. A summary of the key terms of the underwriting agreement between MONEYME and the Lead Manager is provided in the "Summary of Underwriting Agreement" in the Appendix of this presentation.

No person is authorised to give any information or make any representation in connection with the Offer which is not contained in this presentation. Any information or representation not contained in this presentation may not be relied on as having been authorised by MONEYME or its related bodies corporate or any of their respective officers in connection with the Offer.

Neither the Lead Manager nor its related bodies corporate or affiliates, nor the directors, officers, partners, employees, agents, contractors, consultants, associates or advisors of the foregoing (together the "LM Parties") have authorised, permitted or caused the issue, lodgement, submission, dispatch or provision of this presentation, make or purport to make any statement in this presentation and there is no statement in this presentation which is based on any statement by any of them. The LM Parties do not make any recommendation as to whether any potential investor should participate in the Equity Raising and by continuing to read this presentation readers are deemed to agree that they have not relied on any statements made by the LM Parties in relation to the Equity Raising. To the maximum extent permitted by law, the LM Parties and MONEYME and its related bodies corporate, directors, officers, employees, agents, contractors, consultants, associates or advisors (together the "MONEYME Parties"), expressly exclude and disclaim all responsibility and liabilities (including, without limitation, for fault or negligence or in respect of any expenses, losses, damages or costs incurred) in respect of, and make no representations or warranties (express or implied) as to the fairness, currency, accuracy, reliability or completeness of, the information in this presentation, and with regard to the LM Parties, take no responsibility for, any part of this presentation or the Equity Raising. None of the MONEYME Parties nor the LM Parties guarantees the repayment of capital or any particular rate

of income or capital return on an investment in MONEYME. By continuing to read this presentation, readers are deemed to agree, to the maximum extent permitted by law, that they will not seek to sue or hold the MONEYME Parties or the LM Parties liable in any respect in connection with this presentation or the Equity Raising.

The Lead Manager has been engaged solely as an independent contractor by MONEYME and is acting solely in a contractual relationship on an arm's length basis with MONEYME. None of the MONEYME Parties nor the LM Parties accept any fiduciary obligations to or relationship (whether agency or otherwise) with any investor or potential investor, securityholder, creditor or other person in connection with the Equity Raising or otherwise. Readers are responsible for making their own independent judgement with respect to the Equity Raising, any other transaction and any other matter arising in connection with this presentation.

The Lead Manager, together with its related bodies corporate and affiliates, is a full service financial institution engaged in various activities, which may include underwriting, trading, investment banking, financing, corporate advisory, financial advisory, investment management, investment research, principal investment, risk management and hedging activities, lending, market making, financial planning and benefits counselling, brokerage and other financial and non-financial activities and services for clients and counterparties, including companies, governments, institutions and individuals for which it has received or may receive customary fees and expenses.

In the ordinary course of its various business activities, the LM Parties may at any time purchase, sell or hold a broad array of investments and actively trade or effect transactions in securities, derivatives, loans, commodities, currencies, credit default swaps and other financial instruments for their own account and for the accounts of their customers, and those investment and trading activities may involve or relate to assets, securities and/or instruments of MONEYME, and/or persons and entities with relationships with MONEYME. The LM Parties may also communicate independent investment recommendations, market colour or trading ideas and/or publish or express independent research views in respect of those assets, securities or instruments and may at any time hold, or recommend to clients that they should acquire, long and/or short positions in those assets, securities and instruments.

The Lead Manager, in conjunction with its related bodies corporate and affiliates, is acting as a lead manager and bookrunner to the Placement and will receive fees and expenses for acting in this capacity. Affiliates of the Lead Manager are or may in the future be lenders and/or derivative counterparties to MONEYME or its related bodies corporate or affiliates.

In connection with the Placement, one or more investors may elect to acquire an economic interest in the New Shares ("Economic Interest"), instead of subscribing for or acquiring the legal or beneficial interest in those securities. The Lead Manager (or its related bodies corporate or affiliates) may, for their own account, write derivative transactions with those investors relating to the New Shares to provide the Economic Interest, or otherwise acquire securities in MONEYME in connection with the writing of those derivative transactions in the Placement and/or the secondary market. As a result of those transactions, the Lead Manager (or its related bodies corporate or affiliates) may be allocated, subscribe for or acquire New Shares or securities of MONEYME in the Placement and/or the secondary market, including to hedge those derivative transactions, as well as hold long or short positions in those securities. These transactions may, together with other securities in MONEYME acquired by the Lead Manager or its related bodies corporate or affiliates in connection with its ordinary course sales and trading, principal investing and other activities, result in the Lead Manager or its related bodies corporate or affiliates disclosing a substantial holding and earning fees.

Determination of eligibility of investors for the purposes of the Equity Raising is determined by reference to a number of matters, including legal requirements and the discretion of MONEYME and the Lead Manager. MONEYME and the Lead Manager disclaim any liability in respect of the exercise or otherwise of that discretion, to the maximum extent permitted by law.

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