

31 August 2023

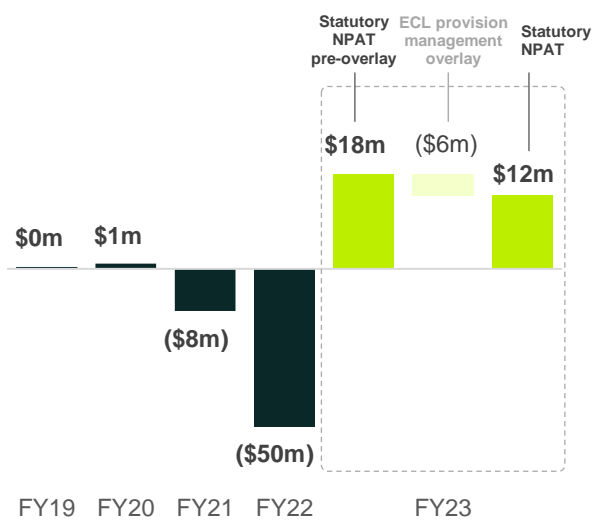
# ASX Announcement

## FY23 Full Year Results

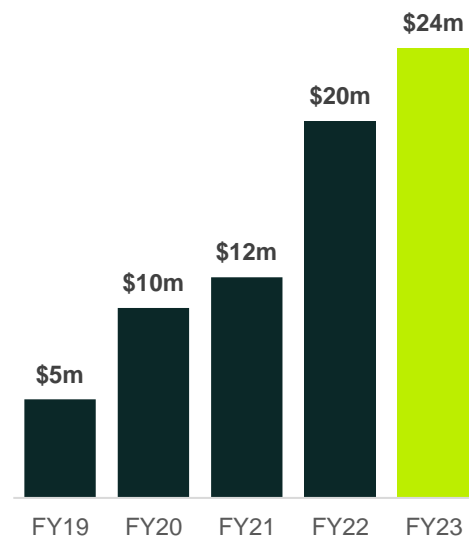
MoneyMe Limited (ASX: MME) ("MONEYME" or "Group") is pleased to announce its financial results to 30 June 2023.

### FY23 Financial Highlights

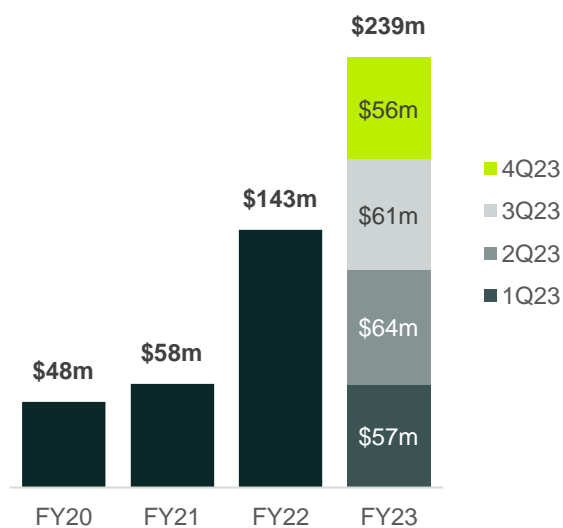
#### Statutory NPAT



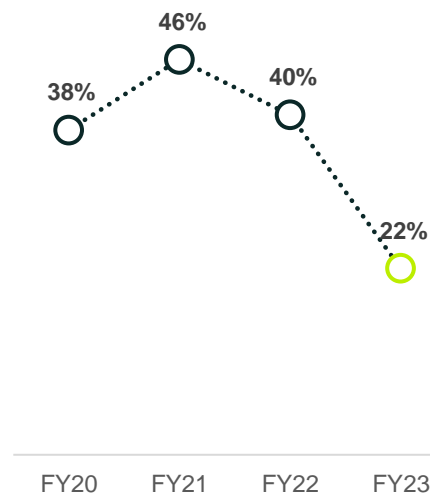
#### Cash NPAT

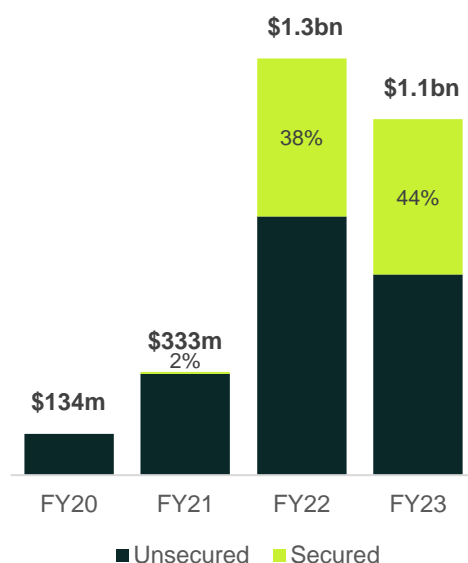
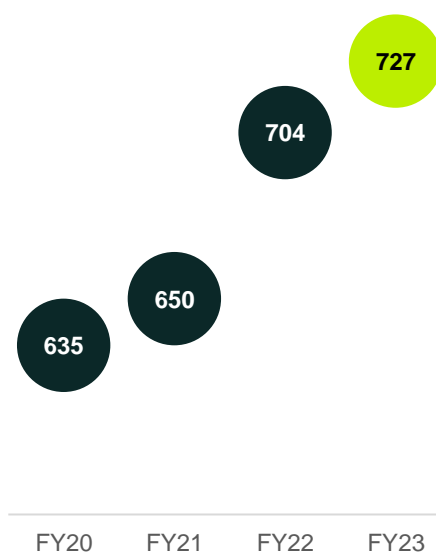


#### Gross Revenue



#### Office Operating Cost to Income Ratio



**Gross Customer Receivables**

**Average Equifax Score**


### **FY23 Operational Highlights**

- Moderated originations strategy delivered strong returns of \$12m statutory NPAT and \$24m cash NPAT in FY23.
- Prudent approach to loan book provisioning with additional management overlay to safeguard against potential impacts from the uncertain macroeconomic environment, resulting in a loan book provision of 6.6% (FY22: 6.1%).
- Net interest margin maintained at 12% (FY22: 12%).
- Increased cost efficiency by 45%, lowering office operating costs to income ratio to 22% (FY22: 40%).
- ~\$20m p.a. operational cost savings through SocietyOne acquisition synergies.
- Increased loan value to higher credit quality customers, increasing the average customer Equifax profile to 727 (FY22: 704).
- Raised equity capital through institutional placements and a share purchase plan.
- Paid down corporate debt facility principal to \$50m from \$75m, supporting a significant reduction in ongoing interest costs.
- Completed term securitisation transaction for \$150m in SocietyOne PL 2023-1.
- Applied for B Corp Certification in August 2022, and achieved it in August 2023, making MONEYME one of the few ASX-listed financial services companies to attain the certification.

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

*"I am pleased to announce MONEYME's strong FY23 performance, marking our successful transition from high growth to profit delivery. We delivered a statutory NPAT of \$12 million and a robust cash profit of \$24 million, with gross revenue reaching a record \$239 million, a 67% increase from FY22.*

*Amid the rising interest rate environment, we effectively protected our Net Interest Margin and elevated the credit profile of our loan book to mitigate evolving credit risk. Recognising the importance of standing by our customers during trying times, we also improved our financial hardship processes.*

*In FY23, we amplified our operating leverage by realising scale and technology benefits, and continued to enhance our offering through new product launches and increased automation. Our commitment to customer-centric innovation remains the driving force behind our high customer engagement and satisfaction.*

*I am also proud to announce MONEYME's B Corp Certification in August 2023, a testament to our significant environmental, social, and governance (ESG) strides in FY23.*

*Our transition to sustainable profitability, fuelled by scale, tech-led efficiencies and streamlined operations, provides a solid foundation for continued profitable returns in FY24 and beyond. Looking ahead, we will focus on readying the business for growth when the market conditions are suitable through extending our technology advantage, further improving the credit profile of our portfolio, simplifying, and focusing the business by removing non-core products, and strengthening our information security and data protection."*

### **Further Information**

The Group's financial report is audited by Deloitte. Please refer to the Group's FY23 Investor Presentation, 2023 Annual Report and 2023 Sustainability Report for further information.

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

Clayton Howes  
Managing Director & CEO

– ENDS –

For further information, please contact [investors@moneyme.com.au](mailto:investors@moneyme.com.au)  
For media enquiries, please contact [media@moneyme.com.au](mailto:media@moneyme.com.au)

**About MONEYME**

*MONEYME is a founder-led digital lender and Certified B Corporation™. We challenge the traditional ways of credit and simplify the borrowing experience with digital-first experiences that meet the needs of modern consumers.*

*We target customers with above average credit profiles through a range of fast, flexible, and competitively priced products, including car loans, personal loans, and credit cards. Our point of difference is delivering unrivalled customer experiences powered by smart technology. From near real-time credit decisioning to loans that settle in minutes, we deliver speed and efficiency in everything we do.*

*We service 'Generation Now', ambitious Australians who expect more from life and the companies they engage with. We uphold a strong ethos of sustainability and hold ourselves accountable to the high standards of the B Corp movement.*

*MoneyMe Limited (MONEYME) is listed on the ASX, and the Group includes licensed and regulated credit and financial services providers operating in Australia.*

*For more information, visit [moneyme.com.au](https://moneyme.com.au) or [investors.moneyme.com.au](https://investors.moneyme.com.au)*