Zip Co Limited

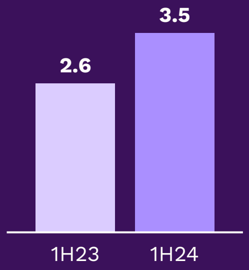
1H FY24 Investor Presentation

27 February 2024

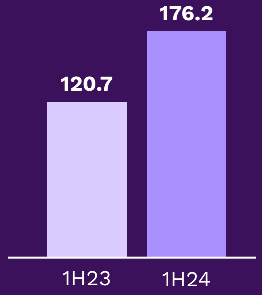
01.
1H FY24 highlights

Successful strategy execution delivered positive cash EBTDA of $30.8m

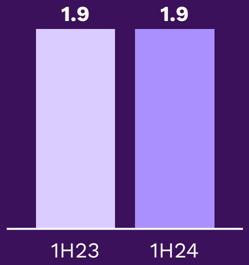
Cash transaction margin (% of TTV)
+90bps YoY



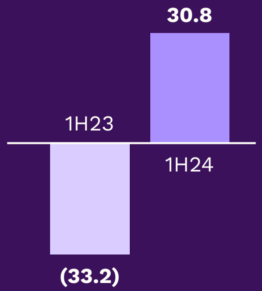
Cash gross profit ($m)
+45.9% YoY



Net bad debts[1] (% of TTV)
Flat YoY



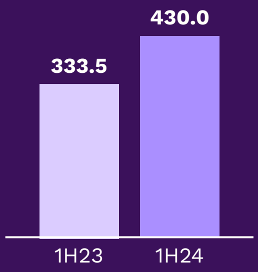
Group cash EBTDA ($m)
+$64.0m improvement YoY



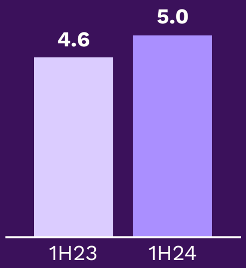
Note: 1. Excluding the movement in the provision for expected credit losses.
Figures in AUD translated using the average yearly foreign exchange rates for respective years. Calculated Figures may not reconcile exactly due to rounding. Comparatives have been restated to exclude the discontinued operations

Profitable growth driven by margin expansion

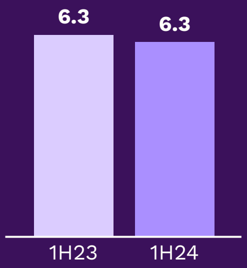
Revenue ($m)
+28.9% YoY



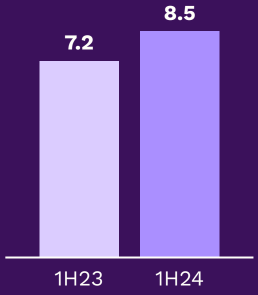
TTV ($b)
+9.6% YoY



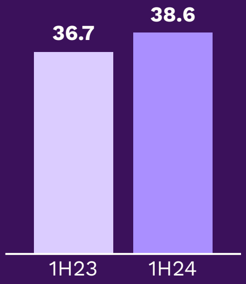
Active customers[1] (#m)
(2.5%) YoY



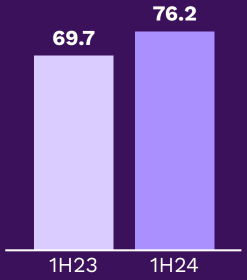
Revenue margin (% of TTV)
+130bps YoY



Transactions (#m)
+5.0% YoY



Merchants (#k)
+9.3% YoY



Note: 1. Active customers defined as customer accounts that have had transaction activity in the last 12 months.

Zip is delivering on its FY24 priorities

Growth and profitability

Extending distribution and performance of core products

- **Record volumes in Zip Americas +33.3% vs 1H23** driven by strong seasonal volumes and profitable growth from higher margin channels
- **Strong credit performance in the US** with cohort loss rates at or below 1.4% of TTV
- Continued **yield expansion in AU increasing to 17.5%** (in December 2023) demonstrating the resilience of the business model
- **Cash transaction margin up 90bps to 3.5%** of TTV, in line with medium term target (3.0% - 4.0%)

Product innovation

Unlocking new customer and market segments for growth

- **New product launched in AU** to existing customers - Zip Plus, expanding Zip's offering and unlocking the next horizon of profitable growth
- Zip's US **physical card program continues to scale** with TTV +311.4% vs 1H23 and driving >30% of in-store volume

Operational excellence

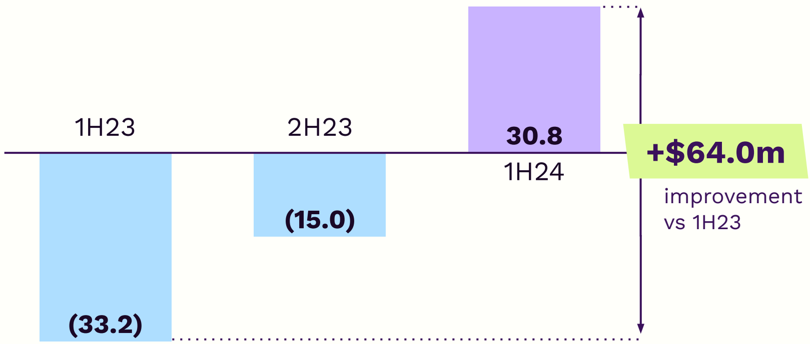
Strengthening our platforms and balance sheet to support scale

- **Strengthened and simplified balance sheet** with a new $150.0m corporate debt facility
- **Continued deleveraging of Zip's balance sheet** with the outstanding face value of Zip's Convertible Notes reduced to $68.8m at 31 Dec
- Executed agreements for the **refinancing of US and AU receivables funding**, providing headroom for receivables growth
- Successful **completion of Zip's Small Shareholding Sale Facility**, delivering cost savings to Zip

Sustainable growth and strong Group cash EBTDA of $30.8m

Positive cash EBTDA result driven by strong seasonal volumes and margin expansion

1H24 cash EBTDA, $30.8m
HoH breakdown ($m)



- Record TTV and revenue in the Americas, up 33.3% and 40.3% vs 1H23
- Cash NTM in 1H24 of 3.5% up 90bps vs 1H23, a strong result despite rising interest rates
- Ongoing cost discipline with cash opex down 4.4% vs 1H23, supporting operating leverage as the business scales

Disciplined execution of Zip's FY24 strategy sees Zip delivering as a self-sustaining business

Zip is committed to delivering sustainable outcomes for all its stakeholders

1H24 achievements and progress

Financial wellbeing

- Guided by responsible lending principles and strong advocate for fit-for-purpose regulation
- In AU partnered with Young Change Agents to deliver a "Future of Finance" youth incubator and continued sponsorship of debt relief charity, Way Forward
- In the US, launched education modules in the App to drive financial literacy with customers

Cyber-security & financial crime

- Ongoing focus on Cyber Security and Customer data protection
- No notifiable cyber security events during 1H24. Information Security policies aligned with ISO27001 standards
- Continued to uplift Zip's financial crime platform to ensure robust customer screening and monitoring

DEI & employee wellbeing

- 43% women across total workforce and an increase in representation of non-binary employees. Female representation on the Board now at 60%
- Difference in employee engagement closed between genders, as measured in recent engagement surveys

Environmental sustainability

- Partnered with NetNada to measure and disclose Zip's Scopes 1,2 and 3 GHG emissions and invested in carbon offsetting initiatives to neutralise Zip's FY23 emissions
- Furthered Zip's commitment to transparency, participating in the CDP and CSA[1]

Note: 1. CDP refers to "Carbon Disclosure Project". CSA refers to "Corporate Sustainability Assessment"

02.
Business performance

Zip's strategy continues to focus on delivering strong sustainable growth in its two core markets

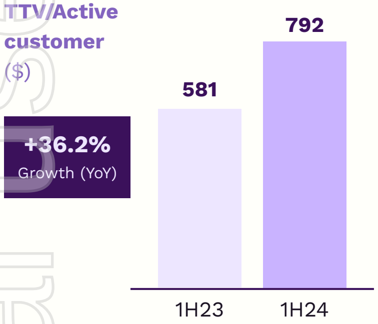
	ANZ	Americas
Distinct strategies	Profitable and scale business with 10 years operating history. AU cash EBTDA positive for over five years	Business delivering cash EBTDA profitability, while continuing to pursue early and significant US opportunity
Role in Zip Group	Responsible consumer lending delivering cash EBTDA growth	Product led growth engine delivering significant scalable, profitable opportunity
Medium term priorities	Expanded financial services offering Diversified revenue streams Optimised capital generation	Grow pay-in-4 offering - online and instore Expanded consumer lending product offering Increased scale and operating leverage

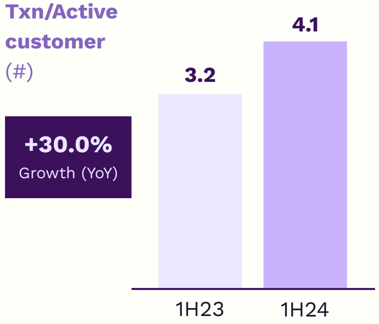
Deliver strong and sustainable growth through increased consumer lending and payments market share

Americas: Foundations in place to drive our growth opportunity

Key performance metrics (AUD)

	1H24	1H23	Change
TTV	**$3.1b**	**$2.3b**	**33.3%**
Revenue	**$214.7m**	**$153.0m**	**40.3%**
Transactions	16.3m	12.8	27.2%
Active customers	4.0m	4.0m	(2.2%)
Merchants	24.1k	23.9k	1.0%
Cash EBTDA	$38.0m	($27.8m)	nm





Profitable growth
Significant positive cash EBTDA result driven by strong seasonal TTV of $3.1bn (+$33.3%) and revenue of $214.7m (+40.3%) and profitable growth in higher-margin channels (app and in-store)

Successful refinancing of receivables funding facility providing capacity for growth

Product innovation
Physical cards delivering incremental growth and engagement - up +311.4% vs 1H23 and >30% of in-store volume

Customer engagement
Increased customer engagement (Txn/active customer +30.0% and TTV/active customer +36.2%) supported by continued product innovation

Monthly Transacting Users (MTUs) up 10% vs 1H23 on average. App driving strong engagement through enhanced features such as gamified repayments and variable first instalment

Operating environment
Continued outperformance relative to the macro environment, with volume growth significantly outpacing total US retail sales and ecommerce sales (+3.6% vs 1H23 and +7.3% for the six month period[1])

1. US Census Bureau Data

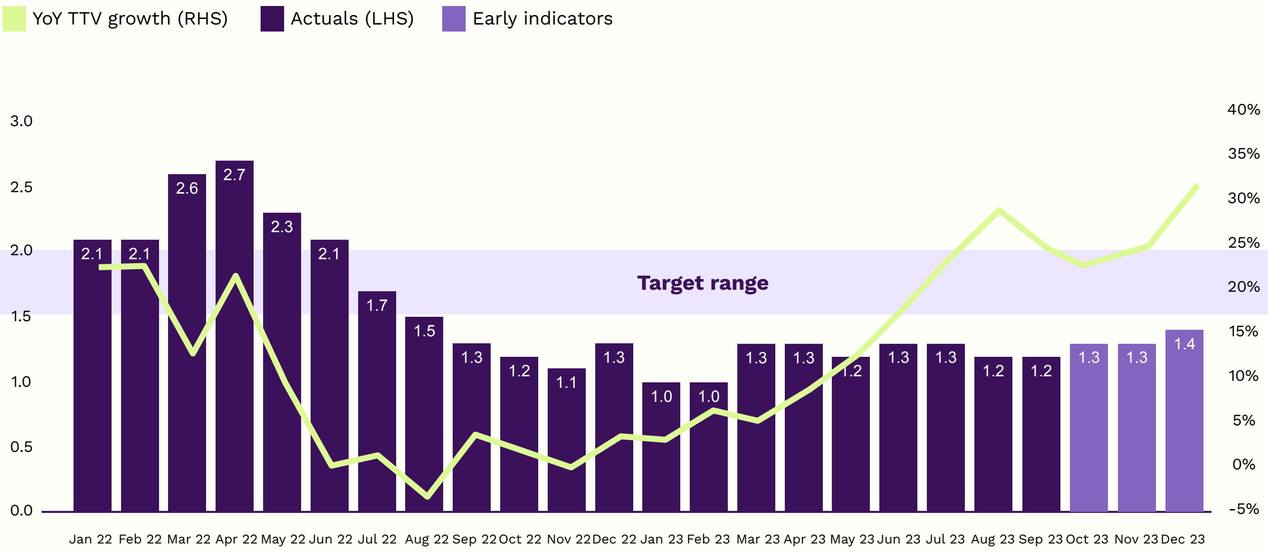
Profitable growth achieved with strong bad debt performance

Proactive actions taken by Zip continue to drive superior credit performance and accelerated profitable growth

Monthly US cohort loss rates expect to deliver losses at 1.4% and below, remaining below target range of 1.5% - 2.0%

Continued strengthening of decisioning platform including cash flow underwriting and new machine learning models supporting future profitable growth

US monthly cohorts, 120 day bad debt performance
(% of cohort TTV)

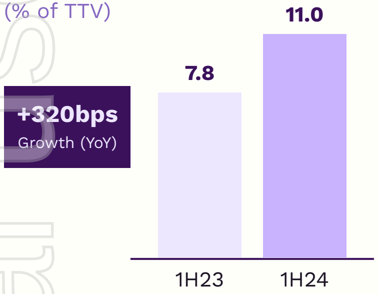


ANZ: Strong revenue margins the standout

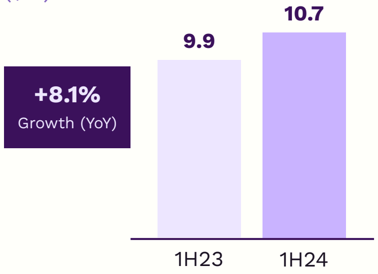
Key performance metrics (AUD)

	1H24	1H23	Change
TTV	**$1.9b**	**$2.2b**	**(12.9%)**
Revenue	**$210.8m**	**$171.8m**	**22.7%**
Transactions	22.3m	23.9	(6.8%)
Active customers	2.3m	2.3m	(3.1%)
Merchants	52.1k	45.8k	13.7%
Cash EBTDA	$10.7m	$9.9m	8.1%

Revenue margin
(% of TTV)



Cash EBTDA
($m)



Profitable growth
Two-sided revenue model delivered strong revenue growth of 22.7% and revenue margins +320bps to 11.0%

TTV and customer growth tempered by adjustments to credit risk settings in response to external environment, in line with strategic focus

Solid cash EBTDA result despite a significant increase in interest costs vs 1H23

Successful refinancing of VFN2 and rated note issuance - well placed for future growth

Product innovation
Launched Zip Plus, an NCCPA-regulated product and expected to drive TTV and margin growth

New merchants and verticals
Strong rollout of new merchants across targeted verticals including ticketing, telecommunications and healthcare

Merchant pipeline remains very healthy across a range of industries and verticals

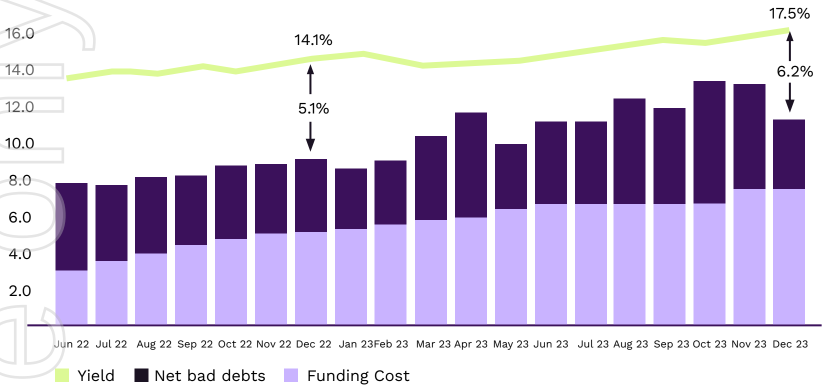
Operating environment
Continued consumer shift towards everyday spend categories due to rising cost-of living

Softness in clothing / department store and household spend, though continued growth in healthcare and utilities and telcos

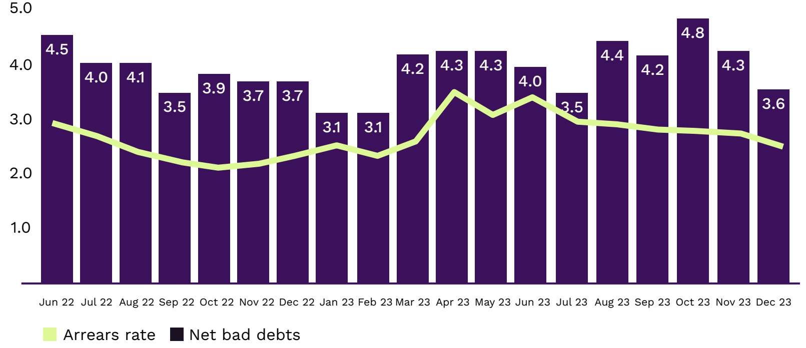
Spend in travel vertical growing strongly vs 1H23

Zip AU's loan book performance remains strong, increased yield and reduced losses offsetting the speed of rate rises

1H24 book performance (excess spread)
(% of AU consumer receivables)



Arrears rate and net bad debts[1,2]
(% of AU consumer receivables)



Increased yield (+338bps YoY), partially offset by increased funding costs (+217ps YoY). Excess spread improved to 6.2% (in Dec-23)

Product mix and pricing expected to support ongoing yield performance

2H24 performance expected to reflect controlled TTV growth and tightened risk settings

Actions to improve credit performance, including tightened lending criteria and portfolio management are delivering results

Improved arrears and net bad debt performance in 2Q24. Expected to continue this trend in 2H24

Zip AU continues to proactively monitor risk settings in response to the external environment

Note: 1. Calculated on receivables related to Zip AU's Master Trust facilities and funding vehicle 2017-1 Trust. 2. Net bad debts is calculated as annualised net write-offs for the month over opening receivables for the month

03.
Financial performance

Income statement

- Cash EBTDA of $30.8m, up $64.0m vs 1H23
  - Revenue grew 28.9%, on strong TTV growth and revenue margins up 130bps
  - Cash gross profit margin increased to 41.0%, as strong revenue growth more than offset the increase in interest expense
  - Cash operating costs down 4.4% vs 1H23 driven by actions taken to simplify and streamline the cost base in FY23
- Change in non-cash items vs 1H23 largely reflects the change in effective interest on convertible notes
- Expected credit loss provision reduced to 4.9% of gross customer receivables, from 5.5% at 30 June 2023, reflecting improved receivables performance
- Corporate and one-off adjustments includes the impact of a $139.7m fair value gain from the consent solicitation process for Zip's Senior Convertible Notes
- Net profit after tax of $73.0m driven by improved cash EBTDA performance and one-off fair value gain on Zip's Senior Convertible Notes

$m	1H24	1H23[4]	Change%
Revenue	**430.0**	**333.5**	**28.9**
Cash cost of sales[1]	**(253.8)**	**(212.8)**	**19.3**
Cash gross profit	**176.2**	**120.7**	**45.9**
Cash GP%	41.0%	36.2%	+480bps
Other income	3.9	2.2	74.8
Cash operating costs[2]	(149.3)	(156.1)	(4.4)
Cash EBTDA[3]	30.8	(33.2)	nm
Non-cash items	6.2	(51.6)	nm
Corporate and one-off adjustments	82.9	(88.5)	nm
EBTDA	119.9	(173.3)	nm
Depreciation and amortisation	(32.4)	(31.7)	2.3
Earnings before tax	87.5	(205.0)	nm
Income tax expense	(14.5)	(0.4)	nm
Net profit after tax	**73.0**	**(205.4)**	**nm**

Note: 1. Cash cost of sales and cash operating costs comprise those expenses that have an operating cash outflow, 2. Cash operating costs exclude acquisition costs and unrealised foreign exchange movements, 3. Cash earnings before tax, depreciation and amortisation and excluding share of loss of associates and acquisition costs. 4. Comparatives have been restated to exclude discontinued operations.

Unit economics

Strong NTM expansion up 90bps to 3.5% and 45.9% increase in cash gross profit despite increasing interest rate environment:

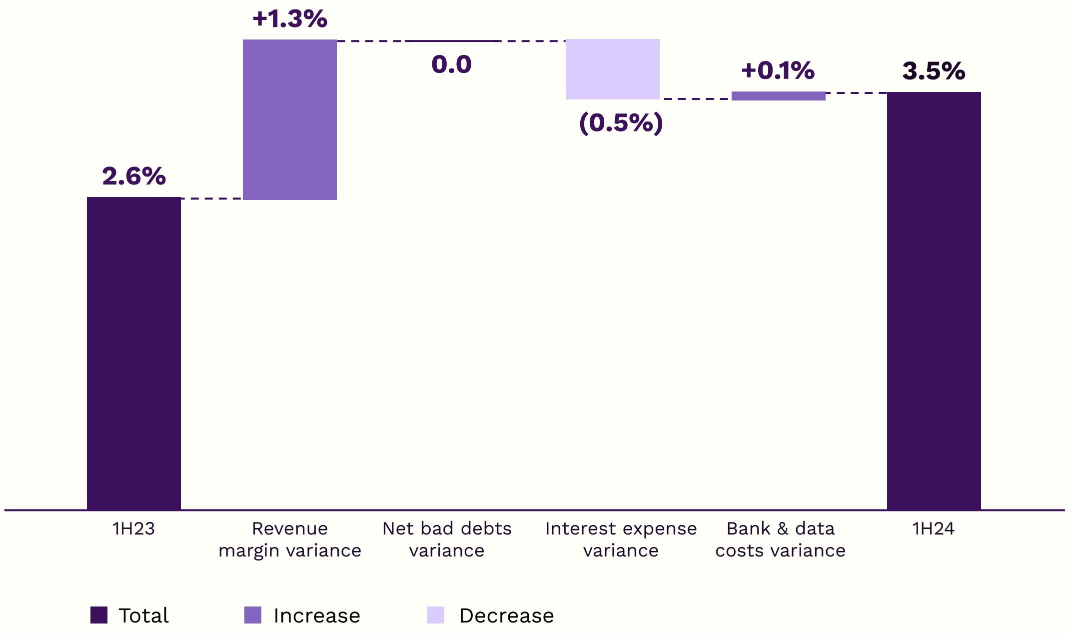
- Strong revenue growth, up 28.9% vs 1H23 reflecting strong TTV growth in the US and margin expansion in ANZ
- Revenue margins increased 130bps, driven by benefits of the two-sided revenue model and growth in higher margin products
- Net bad debts remained stable at 1.9% of TTV, reflecting ongoing discipline with credit settings and improvements in the repayment journey
- Interest expense movement reflects rising interest rates largely impacting the AU cost of funds

$m	1H24	1H23[1]	Change%
TTV	**5.0b**	**4.6b**	**+9.6**
Revenue	**430.0**	**333.5**	**+28.9**
Interest expense[2]	(98.3)	(65.4)	+50.3
Net bad debts written off[3]	(93.5)	(86.1)	+8.6
Bank fees and data costs	(62.0)	(61.3)	+1.2
Cash cost of sales[1]	**(253.8)**	**(212.8)**	**+19.3**
Cash gross profit	**176.2**	**120.7**	**+45.9**
Cash GP%	**41.0%**	**36.2%**	**+4.8**
% of TTV			
Revenue	8.5	7.2	+130bps
Interest expense	1.9	1.4	+50bps
Net bad debts written off	1.9	1.9	-
Bank fees and data costs	1.2	1.3	(10bps)
Total cash cost of sales	5.0	4.6	+40bps
Cash transaction margin (CTM)	**3.5%**	**2.6%**	**+90bps**

Note: 1. Comparative information has been restated to exclude discontinued operations. 2. Interest expenses related to customer receivables exclude amortisation of funding costs, 3. Excluding the movement in the provision for expected credit losses.

Cash NTM increased by 90 bps to 3.5%

1H24 vs 1H23 movements in cash NTM
(% of TTV)

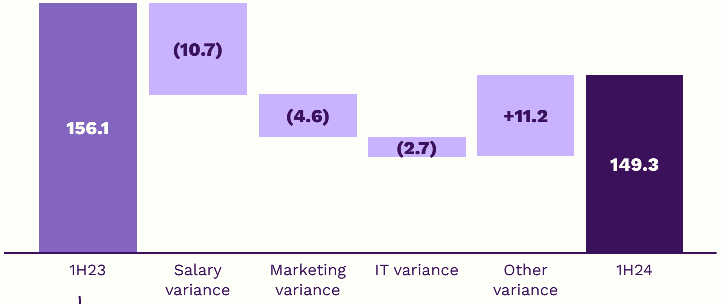


Cash opex

- Salaries and employment related costs down 12.9% vs 1H23, driven by headcount reductions in FY23 to streamline operations and Zip's cost base
- Marketing costs declined 18.0% vs 1H23 to 0.4% of TTV due to lower merchant commitments
- Information technology costs down reflecting actions to rationalise supplier costs
- Other operating costs increased due to higher professional services fees and the YoY variance for interest and costs related to the corporate debt facility
- Total cash operating costs down 4.4% vs 1H23

$m	1H24	1H23[2]	Change%
TTV	**$5.0b**	**$4.6b**	**+9.6**
Cash operating costs[1]	**149.3**	**156.1**	**(4.4)**
% of underlying volumes	2.9%	3.4%	(50bps)
Salaries and employment related costs	72.5	83.2	(12.9)
Marketing costs	21.1	25.7	(18.0)
Information technology cost	20.8	23.5	(11.2)
Other operating costs	34.9	23.7	47.3

Cash opex movement ($m)



Note: 1. Cash operating costs exclude acquisition costs and unrealised foreign exchange movement
2. Comparative information has been restated to exclude discontinued operations.

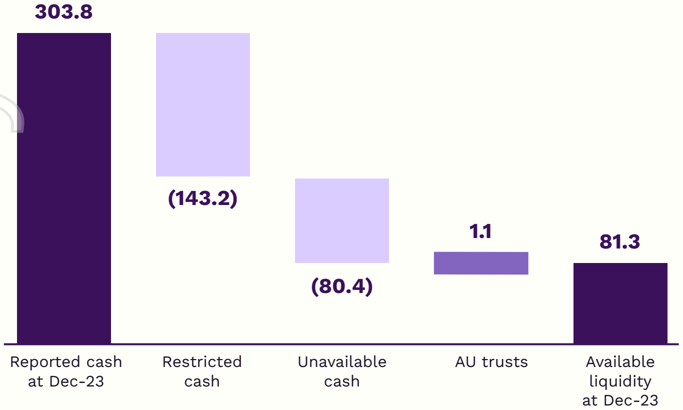
Balance sheet

- Cash increase driven by operating cash proceeds and financing to support seasonal growth
- Growth in receivables driven by the combined impact of revenue growth offset by improvement in collections
- Increase in trade and other payables reflects peak period of Nov-Dec and seasonality patterns
- Increase in corporate loan balance is driven by new corporate debt facility secured in December 2023
- Decrease in other liabilities is primarily driven by the reduction in convertible notes outstanding face value from $340.2m at 30 June 2023 to $68.8m at 31 December 2023

$m	Dec-23	Jun-23
Cash	303.8	276.0
Cash and cash equivalents	160.7	152.0
Restricted cash	143.2	124.0
Other receivables	98.3	87.2
Customer receivables	2,624.9	2,596.8
Other assets	347.1	434.7
Total assets	**3,374.1**	**3,394.7**
Trade and other payables	331.0	213.6
Borrowings	2,535.0	2,591.2
Secured consumer facilities	2,384.1	2,440.3
Secured SME facilities	31.1	51.9
Corporate loan facility	150.0	90.0
Accrued interest and unamortised cost	(30.2)	9.0
Other liabilities	89.1	355.6
Total liabilities	**2,955.1**	**3160.4**
Net assets	**419.0**	**234.3**

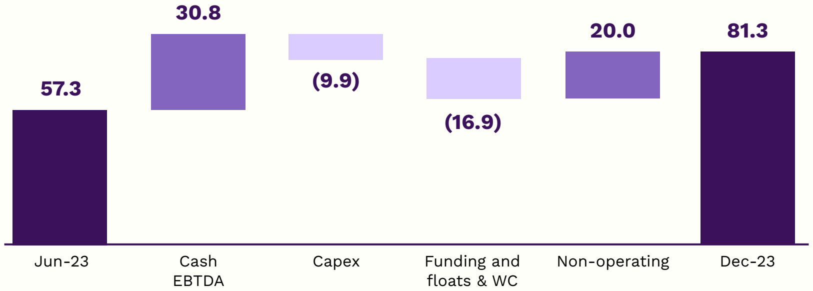
Zip's available cash position improved to $81.3m

Available cash and liquidity ($m)



- Zip had $81.3m available cash and liquidity at 31 December 2023
- Restricted cash for the Group of $143.2m at 31 December 2023 includes cash held in securitisation warehouses and special purpose vehicles
- Unavailable cash for the Group of $80.4m at 31 December 2023 includes floats held to support transactions volumes and cash in transit

1H24 movements in available cash ($m)



- **Operating cash inflows of $4.0m:** Strong cash EBTDA performance (up $64.0m vs 1H23) offset by funding required for seasonal peak volumes
- Non-operating cash flows of
  - $24.7m of additional cash and liquidity from new corporate debt facility and restricted cash released from funding facilities
  - $6.1m of inflows related to the exit of non-core assets
  - $10.8m of outflows related to repayment of CVI convertible notes in Sep-23

Funding update

Corporate debt facility

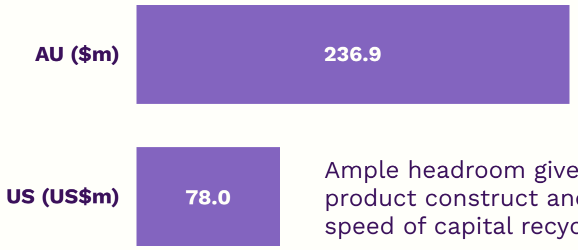
- Successfully completed a new $150.0m corporate debt facility with funds managed by Ares Management Corporation for a term of four years in Dec-23. Proceeds used to:
  - Repay in full Zip's maturing $90.0m corporate debt facility (2017-2)
  - Fund the cash component of the incentivised conversion of the $40.0m outstanding CVI Convertible Notes
  - Provide additional liquidity to support growth

Receivables funding facilities

- Successfully completed a $300.0m rated note issuance in the Master Trust (2023-2) with the senior notes being AAA-rated. This refinanced the prior rated issuance (2022-1) that matured in November 2023
- Refinanced one of Zip's receivables warehouses (VFN2), extending the facility to March 2025
- Zip US executed an agreement to refinance its US$225.0m facility for a three-year term to December 2026. The facility went live in January 2024[2]
- Refinancing for 2H24 well-progressed to support growth

	Facility limits ($m)	Drawn ($m)
Secured funding facilities		
AU	2,409.2	2,172.3
US[1,2]	US225.0	US147.0

Headroom to support receivables growth



Ample headroom given product construct and speed of capital recycling

Note: 1. Converted AUD at USD 0.6840 2. Zip has the option to increase the facility to an aggregate amount of up to US$300.0m, subject to the lender's discretion and terms and conditions

Zip undertook actions to strengthen its balance sheet reducing convertible notes outstanding

Key actions to deleverage the balance sheet

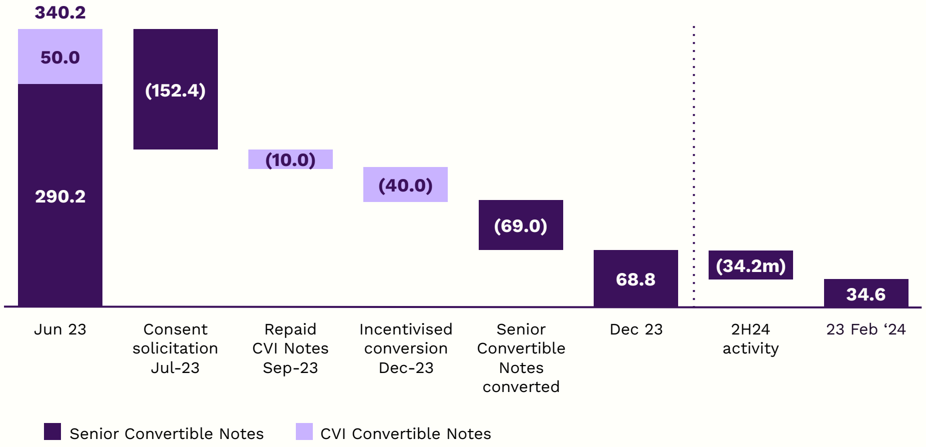
1H24 activity:

- Consent solicitation to amend certain terms and conditions and reduce Senior Convertible Notes outstanding face value to $137.8m in Jul-23
- Repaid $10.0m of CVI Convertible Notes in Sep-23
- $69.0m of Senior Convertible Notes converted into ordinary shares, reducing outstanding face value to $68.8m
- Incentivised conversion of remaining $40.0m of CVI Convertible Notes in Dec-23

2H24 activity (to 23 Feb-24):

- $34.2m of Senior Convertible Notes converted into ordinary shares
- $34.6m of Senior Convertible Notes outstanding face value
- Annualised interest cost savings of approximately $5.2m since 31 July 2023

Movements in Zip's convertible note debt outstanding face value, ($m)



Senior Convertible Notes refers to Zip's $400.0m convertible notes issued on 23 April 2021 which are listed on the Singapore Securities Trading Exchange.
CVI Convertible Notes refers to Zip's convertible notes issued 1 September 2020 to CVI Investments, Inc (CVI)

04.
Strategy and outlook

Zip remains committed to its FY24 strategic priorities

Growth and profitability

Extending distribution and performance of core products

Product innovation

Unlocking new customer and market segments for growth

Operational excellence

Strengthening our platforms and balance sheet to support scale

Outlook[1]

	1H24 result (% of TTV)	Key management actions and assumptions for FY24	Medium term targets (% of TTV)
Revenue	8.5	• Increased revenue margin from new products • Expect to achieve upper end of target range	8.0 - 9.0
Cash cost of sales	5.0	• Manage net bad debts to optimise transaction margins • Increase in interest costs reflects lift in base rates	5.0 - 6.0
Cash NTM	3.5	• Balancing TTV growth and transaction margins • Expect to achieve mid-point of target range	3.0 - 4.0
Cash Opex	2.9	• Continued cost discipline to deliver operating leverage • On track to achieve reduction in cash operating costs vs FY23 • Expect to achieve upper end of target range	2.0 - 3.0
Cash EBTDA	0.6	• Increased cash EBTDA margins in core markets • 1H24 expected to be greater than 2H24 reflecting US seasonality	1.0 - 2.0

Target ranges deliver significant cash EBTDA as the business scales

Note: 1. Subject to market conditions

Well positioned for the next phase of growth

Proven business model

Unique value proposition

Platforms to support growth

Significant distribution network

Strong momentum in early 2H24

Growth and profitability

Strong momentum in US business

January US cohort bad debts at 1.4% of TTV

AU arrears and net bad debts continuing improved trends

Product innovation

Well progressed with testing of new US pay-in-8 product

Continued scaling of Zip Plus in AU

Operational excellence

Continued reduction in convertible note liabilities

Refinancing for 2H24 well-progressed

Q&A

Appendix

Income statement

Breakdown of non-cash and corporate and one-off adjustments

$m	1H24	1H23[4]
Revenue	**430.0**	**333.5**
Cash EBTDA[3]	**30.8**	**(33.2)**
Non-cash items	**6.2**	**(51.6)**
Unrealised FX movements	0.1	0.5
Effective interest on convertible notes	(7.8)	(62.6)
Movement in expected credit loss and other provisions, and other non cash items	16.6	12.8
Amortised finance costs	(2.7)	(2.3)
Reported EBTDA	**37.0**	**(84.8)**
Corporate and one-off adjustments	**82.9**	**(88.5)**
Share-based payments	(5.5)	(13.2)
Share of loss of associates	(2.3)	(2.6)
Unrealised loss of financial liability	(4.6)	-
Incentivised conversion - incentive payments	(31.5)	(12.5)
Fair value loss	(15.0)	(30.3)
Loss on derecognition of financial instruments	(1.0)	(8.9)
Gain on extinguishment of pre-existing Senior Convertible Notes	139.7	-
Gain on sale of an investment in an associate	3.1	-
Termination payment fee	-	(16.3)
Impairment losses	-	(4.7)
EBTDA	**119.9**	**(173.3)**
Depreciation and amortisation	(32.4)	(31.7)
Earnings before tax	**87.5**	**(205.0)**

Note: 1. Cash cost of sales and cash operating costs comprise those expenses that have an operating cash outflow, 2. Cash operating costs exclude acquisition costs and unrealised foreign exchange movements, 3. Cash earnings before tax, depreciation and amortisation and excluding share of loss of associates and acquisition costs. 4.Comparatives have been restated to exclude discontinued operations.

Balance sheet

$m	Dec-23	Jun-23
Cash and cash equivalents	160.7	152.0
Restricted cash	143.2	124.0
Other receivables	98.3	87.2
Term deposit	5.3	7.2
Customer receivables	2,624.9	2,596.8
Investments at FVTPL	-	13.8
Investments in associates	-	2.2
Property, plant and equipment	2.7	5.1
Right-of-use assets	16.7	18.7
Intangible assets	116.5	141.6
Goodwill	203.0	209.2
Deferred tax assets	2.8	36.9
Total assets	**3,374.1**	**3,394.7**
Trade and other payables	331.0	213.6
Employee provisions	8.5	8.8
Deferred consideration	-	1.9
Lease liabilities	16.2	17.7
Borrowings	2,535.0	2,591.2
Financial liabilities - convertible notes and warrants	34.8	327.2
Other Financial liabilities	29.6	-
Total liabilities	**2,955.1**	**3,160.4**
Net assets	**419.0**	**234.3**

Cash flows

$m	1H24	1H23
Revenue from customers	431.0	352.0
Payments to partners, suppliers and employees	(99.3)	(165.4)
Net increase in receivables	(105.7)	(328.3)
Borrowing transaction costs	(2.3)	(1.5)
Interest received from financial institutions	2.8	1.6
Interest paid	(112.8)	(68.3)
Termination payment fee	-	(16.3)
Net cash flow from/ (used in) operating activities	**113.7**	**(226.2)**
Payments for plant and equipment	(0.3)	(0.9)
Payments for software development	(9.6)	(11.2)
Deferred consideration	(2.0)	(2.2)
Proceeds from/(payments for) investments in associates	3.1	(4.3)
Payments for investments at FVTPL	(1.5)	-
Decrease/(increase) in term deposits	1.9	(4.3)
Net cash flow used in investing activities	**(8.4)**	**(22.9)**
Proceeds from borrowings	495.8	569.5
Repayment of borrowings	(513.0)	(297.3)
Transaction costs related to corporate borrowing	(6.9)	-
Repayment of CVI convertible notes	(10.8)	(43.0)
Payment of incentives on convertible note conversion	(31.5)	(12.5)
Transaction costs related to modification of convertible notes	(3.6)	-
Repayments of principal of lease liabilities	(1.5)	(1.8)
Proceeds from the issue of shares	-	13.6
Costs of share issues	-	(0.6)
Net cash flow from financing activities	**(71.5)**	**227.9**
Net increase / (decrease) in cash and cash equivalents	**33.8**	**(21.2)**

Funding

$m	Dec-23	Jun-23
Secured funding facilities		
Facility limits		
AU	2,409.2	2,365.6
US[2]	328.9	339.4
SME	31.1	59.8
NZ[2]	18.6	18.4
Total limits	**2,787.8**	**2,783.2**
Facilities drawn		
AU	2,172.3	2,232.1
US[2]	214.9	198.1
SME	31.1	51.9
NZ[2]	14.9	10.1
Total drawn	**2,433.2**	**2,492.2**
Corporate facility		
Facility limit	150.0	90.0
Facility drawn	150.0	90.0
Cost of funds[1]	**7.95%**	**7.36%**

Note: 1. Cost of funds reflects weighted average interest rate on loans outstanding at the end of the period, 2. Converted to AUD at USD 0.6840; AUD at NZD 1.0768.

Glossary

Term	Definition
FY	Financial year ending 30 June of the relevant financial year
1H	Six months ending 31 December of the relevant financial year
2H	Six months ending 30 June of the relevant financial year
1Q	Three months ending 30 September
2Q	Three months ending 31 December
3Q	Three months ending 31 March
4Q	Three months ending 30 June
bps	Basis points (1.0% = 100bps)
CY	Calendar year
NPS	Net promoter score
nm	Not meaningful
FYTD	Financial year to date
PcP	Prior corresponding period
HoH	Half on half
YoY	Year on year
TXNs	Transactions
TTV	Total transaction volumes
CTM	Cash transaction margin
NTM	Net transaction margin
COS	Cost of sales
EBTDA	Earnings before tax, depreciation and amortisation
WAM	Weighted average margin
FX	Foreign currency exchange

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This release was approved by the Managing Director and Chief Executive Officer on behalf of the Board.