

25 February 2020

**ASX RELEASE**

Company Announcements Platform

**MoneyMe Limited** (ASX: **MME**) (“MoneyMe” or “Group”), is pleased to announce its 2020 Half-Year Results (H1’20).

**2020 HALF-YEAR RESULTS ANNOUNCEMENT**

**Highlights:**

- **H1’20 loan originations of \$94.7 million, up 85% on the prior year (H1’19: \$51.2 million) and, well ahead of forecast.**
- **H1’20 revenue of \$21.3 million, up 44% on the prior year (H1’19: \$14.8 million) and, ahead of forecast.**
- **H1’20 gross loan book of \$126.8 million, up 112% on the prior year (H1’19: \$59.9 million) and, significantly ahead of forecast.**
- **Credit demand remains strong with \$838.4 million in credit applications in H1’20, up 56% on the prior year (H1’19: \$536.7 million).**
- **Credit performance continues to improve with loan provisions to gross loan book of 8.1% in H1’20, a 25% improvement on the prior year (H1’19: 10.8%) and, well ahead of forecast.**
- **Statutory NPAT in H1’20 of \$4.3 million, increase on prior year (H1’19: \$0.1 million).**
- **Product expansion has continued with the launch of the Freestyle Tap n’ Pay credit account and over 1,000 agents signed up to use the ListReady platform.**

MoneyMe is pleased to announce strong results for H1’20 off the back of record growth in loan originations and gross loan book.

The Group posted revenue of \$21.3 million in H1’20, representing a 44% increase compared with the prior year (H1’19: \$14.8 million). Strong revenue growth was underpinned by loan originations of \$94.7 million, up 85% on the prior year (H1’19: \$51.2 million).

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MoneyMe posted triple digit growth in the Group's gross loan book to \$126.8 million, up 112% on the prior year (H1'19: \$59.9 million). The group's accelerated growth in originations and gross loan book supports strong revenue into future periods.

Credit demand continues to experience strong growth, with MoneyMe receiving \$838.4 million of credit applications in H1'20, up 56% on the prior year (H1'19: \$536.7 million). This was achieved while continuing to demonstrate improving credit quality, with loan provisions to gross loan book reducing to 8.1%, a 25% improvement on the prior year (H1'19: 10.8%).

MoneyMe posted a statutory NPAT of \$4.3 million in H1'20, an increase on prior year (H1'19: \$0.1 million), reflecting a \$5.9 million income tax benefit which reflects a resetting of the tax cost base.

The Group has continued its innovative product expansion through the launch of the Freestyle virtual credit account and ListReady. MoneyMe's new Freestyle virtual credit account enables instant transaction capability on Android and iOS devices at the point of sale (through Tap n' Pay) and online, with a strong take up of new and existing customers.

ListReady, our payment solution for residential homeowners to defer their advertising costs, continues to disrupt the property sector and experiences rapid adoption with more than 1,000 agents signed up to the platform.

MoneyMe reaffirms strong performance across all Key Operating Metrics as presented in its prospectus forecast. In particular revenue, originations, closing gross loan book, net charge off (%) and loan provision to gross loan book (%) are ahead of forecast with the portfolio weighted average simple interest rate remaining in line with forecast.

The Group expects the operating leverage experienced in H1'20 to continue in H2'20, with a new capital facility expected to be implemented prior to the end of the 2020 Financial Year to result in a reduction in funding costs.

**Clayton Howes, MoneyMe's Managing Director and Chief Executive Officer said:**

*"MoneyMe is well on track to meet or exceed our prospectus forecasts for the full year across all key operating metrics, with strong revenue growth and our gross loan book more than doubling on the previous corresponding half."*

*"During the half year we successfully listed MoneyMe and launched two exciting new products; the property listing finance service called ListReady and digital credit card Freestyle, both of which have achieved a very strong take up among our more than 80,000 customers."*

*"Our products and technology enable MoneyMe's quick roll-out to other markets, with opportunities on the roadmap for the US and the UK. The accelerated expansion of ListReady through partnerships, is*

*continuing, as is the evolving artificial intelligence decisioning that is increasing the integrity of the loan book, enabling larger and cheaper capital structure opportunities”, he concluded.*

This media release should be read along with the 2020 Half-Year Appendix 4D, 2020 Half-Year Financial Report and the 2020 Half-Year Investor Presentation.

This ASX release was authorised on behalf of the MoneyMe Board by Clayton Howes, Managing Director and CEO.

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**About MoneyMe.**

MoneyMe is a digital consumer credit business leveraging our technology platform (the Horizon Technology Platform) and big data analytics to deliver an innovative loan offering to tech-savvy consumers.

Founded in 2013, we originate consumer loans through our risk-based lending platform to tech-savvy consumers who are seeking fast, convenient and simple access to credit direct from their mobile devices.

Our technology platform allows applications to be completed within approximately five minutes and funds to be disbursed, or credit limits to be available, to the customer shortly after approval.

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