

23 June 2020

flexigroup exceeds 2.1 million customers

- Interest free instalment customers exceeds 2.1 million Trans-Tasman
- \$2.0b processed across the retail platform for the 11 months to May 2020
- Growth driven by the success of buy now pay later offerings in both markets
- Online sales volumes for **humm** increased by 282%¹
- Digital transformation drives customer usage to 9 times a year
- New partners added to the platform takes total retailers to over 55,000

FlexiGroup Limited (ASX: FXL) (“**flexigroup**”) today announced that it has passed the milestone of two million interest free instalment customers using its payment solutions². With over 380,000 new customers added in the last 11 months, this positions **flexigroup** as one of the largest instalment players in the combined Australian and New Zealand market by both customer numbers and volume.

The growth has been driven by the continued expansion of **humm**, along with **flexigroup**'s strategic partnership with Mastercard, which powers its interest free instalment products and enables customers to shop anywhere Mastercard is accepted.

The transformation of **flexigroup**'s digital offering has seen over 600,000 app downloads. This increasing brand presence is driving customers to use one of its payment products – whether for a small everyday item or one of life's more significant purchases – 9 times a year on average. Online sales volumes for **humm** increased 103% in 1H20 and accelerated to 282% for the five months to May 2020.

flexigroup assisted merchants in processing \$2.0 billion for the 11 months to May 2020.

Rebecca James, **flexigroup**'s Chief Executive Officer said:

“Our firm leadership position in interest free instalment transactions over \$1,000, which is well in excess of the BNPL industry average, continues to be a strong differentiator. We don't believe in a one size fits all approach. Our services are designed not only with category specific features, but individually customisable payment options that empower each consumer to make their own decisions, set their own plan and ultimately stay totally in control of their own buying. It is this approach which continues to drive growth in high value verticals such as health, home and home improvement, and luxury goods.”

“While we've added 380,000 new customers to our platform over the last 11 months, the most significant change is the number of times our customers are choosing to use our payment services – now 9 times a year and growing. This demonstrates that our strategy is well and truly working, and that our brands are now well entrenched with our customers.”

-ENDS-

¹ For the five months to May 2020

² BNPL and interest free card instalments at point of sale

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Authorised for release by the **flexigroup** Disclosure Committee.

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ABOUT FLEXIGROUP

flexigroup is a diversified full service payments company with leading offerings in Buy Now Pay Later, revolving credit and SME finance. Serving a broad footprint of millennial spenders, through to young families and small and medium businesses, it facilitates purchases for over 2.2 million customers. For more information visit: flexigroup.com.au

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