



MoneyMe Limited: 1Q25 Trading Update1

Impact Financial News

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Sydney, Australia: **MoneyMe** Limited has issued the following news release:

MONEYME is pleased to provide its first quarter trading update for the period ending 30 September 2024. Trading Highlights Growth in the loan book, lower credit losses, and proportion of secured loans increased • Principal originations increased to \$211m for 1Q25 (\$165m, 4Q24; \$130m, 1Q24), up 62% on prior comparable period (pcp) and up 27% on the prior quarter, reflecting growth in strategic target segments. • Gross loan book balance increased to \$1.3bn for 1Q25 (\$1.2bn, 4Q24; \$1.1bn, 1Q24), up 8% on the prior quarter and pcp, with an increased ratio of secured loan assets. • Gross revenue of >\$50m for 1Q25 (\$54m, 4Q24; \$55m, 1Q24), reflecting an increased ratio of secured loans and higher credit quality customers. • Net interest margin (NIM) of 9% at the end of 1Q25 (10%, 4Q24; 11%, 1Q24), from a continued shift to secured lending, accounting for 68% of originations during the quarter.

- Net credit losses decreased to 3.8% for 1Q25 (4.5%, 4Q24; 4.4%, 1Q24), 0.7% lower on the prior quarter and 0.6% lower on pcp.
- Ratio of secured assets increased to 58% for 1Q25 (55%, 4Q24; 46%, 1Q24), up 3% on the prior quarter and up 12% on pcp.
- Average credit score² increased to 774 for 1Q25 (763, 4Q24; 733, 1Q24), up 1% on the prior quarter and up 6% on pcp.
- \$178m term securitisation completed in July 2024, marking **MONEYME** 's first public transaction for FY25, providing further capacity for originations growth. Priced competitively, with the Aaa-tranche priced at 1.35% over 1-month BBSW.
- Extended major bank warehouse facility, structured for increased capital efficiency and improved cost of funds, completing execution of our strategy to transition to a single funding platform post-acquisition of SocietyOne.
- In October 2024, **MONEYME** also executed its debut \$517m Autopay asset-backed securities (ABS) deal, releasing capital for future growth and reducing the cost of funds.
- Innovation and product updates • Expanded offering to include 7-year loan terms for our unsecured personal loans product, enabling broader market coverage.
- Continued development of revamped **MONEYME** credit card offering, on track to be relaunched in the second half of FY25.

Clayton Howes, **MONEYME** 's Managing Director and CEO, said: "We are pleased to present our first quarter results, which has started the year

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strongly and continues our return to growth in FY25. We continue to navigate the challenged macroeconomic environment effectively, growing in targeted segments whilst increasing the mix of secured assets and delivering strong credit performance. Principal originations grew by 27% to \$211m in the quarter, increasing our loan book to \$1.3bn. We continue to see the benefits of the credit quality in our loan book, with net credit losses reducing to 3.8%, down from 4.5% in the prior quarter and 4.4% in 1Q24. The average credit score now sits at 774 and secured assets at 58% of the loan book, with a NIM at 9%. It was great to see another quarter of high customer satisfaction and a net promoter score (NPS) of 69, as we continued to enhance customer experiences. During the quarter, we launched our new mobile app and several key technology updates, including enhancing our credit decisioning with advanced analytics to optimise pricing and provide further confidence in our returns as we resume growth. Debt capital investors continue to have conviction in **MONEYME**'s growth profile and the quality of the underlying assets. Our \$178m personal loan and \$517m Autopay term securitisations completed year to date provides us with a lower cost of funds and increased capacity for originations growth. Strong execution of our business strategy and with a focus on sustainable growth, continues to set the business up for long term success. "

MONEYME's loan book balance increased by 8% on the prior quarter to \$1.3bn with \$211m in principal originations for 1Q25 (\$165m, 4Q24; \$130m, 1Q24), up 27% on the prior quarter and up 62% on pcp. Management anticipates continued growth in originations through FY25.

MONEYME continues to lift the credit profile of its loan book with the closing average credit score² increasing to 774 in 1Q25. The ratio of secured assets increased to 58% in 1Q25, up from 55% in 4Q24 and 46% in 1Q24. Net credit losses are at 3.8% for 1Q25, down from 4.5% in the prior quarter and 4.4% in the pcp, in line with management's expectations, as the higher credit quality of the book takes effect.

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