



## **MONEYME Limited: 1H25 Interim Report & Results**

Impact Financial News

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### **Body**

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

**MONEYME** Limited ("**MONEYME**" or "Group") is pleased to announce the release of its interim financial report and results for the 6 months to 31 December 2024.

1H25 Operational Highlights • Operating cash profit of \$15m (vs. (\$2m) in 1H24) • Loan book growth: Loan book increased to \$1.4bn (up 20% vs. \$1.2bn, 1H24) • Increased loan originations: Loan originations of \$454m (up 59% vs. \$285m, 1H24) • Gross revenue of \$100m (down 7% vs. \$108m, 1H24) due to higher contribution of secured lending (now 60% of loan book) • Net interest margin (NIM) of 8% (down 2% vs. 10%, 1H24) • Enhanced credit profile: Ratio of secured assets on book increased to 60% (up 12% vs. 48%, 1H24) and average Equifax score increased to 778 (up 5% vs. 741, 1H24) • Strong credit performance: Net credit losses reduced to 3.7% (down 0.9% vs. 4.6%, 1H24) • Longer-term income profile: Average contractual loan term increased to 67 months (up 6% vs. 63 months, 1H24) • \$125m corporate facility secured with iPartners in December 2024, refinancing **MONEYME** 's previous corporate facility at a lower cost of funds with more favourable term • \$517.5m Autopay asset-backed securities (ABS) deal completed in October 2024, reducing cost of funds, releasing capital, and increasing lending capacity for further growth • Two warehouse financial renewals executed, with MME Autopay 2021 and MME Horizon 2020 warehouses extended as planned • Technology stack enhanced through an internally developed application using generative artificial intelligence (Gen AI) to respond to customer communications, improving response speed and quality. • Expanded product offering to include 7-year loan terms for unsecured personal loans product, enabling broader market coverage Clayton Howes, **MONEYME** 's Managing Director and CEO said: "**MONEYME** delivered \$15 million in operating cash profit while growing our loan book from \$1.2 billion to \$1.4 billion, driven by a 47% increase in new loan originations. The growth in the half was primarily driven by our secured car loan product, Autopay. Our strategic shift toward secured lending and higher credit quality customers has a more stable long-term income profile and continues to deliver lower credit losses, which reduced to 3.7% in the half. Over the medium term, Autopay 's success will be complemented by the introduction of a new credit card

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and growth in personal loans to support portfolio diversification, deliver higher yield, and increase our net interest margin. Our strengthened funding and capital position, including the expansion of our ABS program and new corporate facility, provides the capacity to grow our loan book beyond \$3 billion with increased capital-efficiency and reduced funding costs. Meanwhile, our proprietary technology and AI is driving operating leverage, allowing us to scale efficiently and quickly. With our technology advantage and diversified product strategy, a robust loan book, and an optimised funding platform, **MONEYME** is positioned for continued growth and operating cash profitability in FY25. ”

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