



MONEYME Limited: 3Q24 Trading Update

Impact Financial News

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

MONEYME Limited ("**MONEYME**" or "Group") is pleased to announce its third quarter results for the period ending 31 March 2024. Trading Highlights: Steady-state loan book with increased ratio of secured assets • Gross revenue of \$53m for 3Q24 (\$52m, 2Q24; \$61m, 3Q23), up on the prior quarter and down on pcp driven by the shift to higher credit quality assets with lower risk-adjusted interest rates. • Loan book balance remained stable at \$1.15bn for 3Q24 (\$1.15bn, 2Q24; \$1.18bn, 3Q23), with an increased ratio of secured assets. • Originations of \$133m for 3Q24 (\$147m, 2Q24; \$98m, 3Q23), continuing the moderated growth strategy and prioritising secured assets. • Net interest margin at 10% for 3Q24 (10%, 2Q24; 13%, 3Q23), maintained on the prior quarter. Continued uplift in loan book quality • Ratio of secured assets in the Group's loan portfolio increased to 51% for 3Q24 (48%, 2Q24; 42%, 3Q23). • Average Equifax credit score increased to 751 for 3Q24 (741, 2Q24; 718, 3Q23). • Loans with an Equifax credit score ≥ 600 increased to 87% for 3Q24 (86%, 2Q24; 82%, 3Q23). • Net credit losses at 4.8% for 3Q24 (4.6%, 2Q24; 5.9%, 3Q23), up on prior quarter in line with expected seasonality, while the significant reduction on pcp reflects the increasing credit quality of the book. Preparation for future originations growth • Increased warehouse facilities with improved terms and capital efficiency.

• Advanced **MONEYME**'s technology platform, Horizon, and artificial intelligence application, AIDEN®. • Launched an above-the-line advertising campaign, leveraging pre-paid media spend obtained in 2022. Clayton Howes, **MONEYME**'s Managing Director and CEO said: "**MONEYME**'s third quarter results reflect stability and progress as we continue to execute on our key strategies. During the quarter, we further enhanced the quality of our loan book, optimised our funding structures, and extended our technology advantage through several platform updates and product refinements. Gross revenue remained strong at \$53m, despite our shift to higher credit quality and secured assets with lower risk-adjusted interest rates. Importantly, the increasing credit quality of our loan book has continued to support **MONEYME**'s resilience, with net credit losses maintained below 5%. The loan book now has an average Equifax credit score of 751 and 51% secured assets, both up on the prior quarter. Our preparations for

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future growth are underway, with the expansion of our funding program and enhancements to our Horizon technology platform and AIDEN®, our artificial intelligence application. These updates will enable us to efficiently scale our core products, particularly secured car loans and personal loans, when macroeconomic conditions begin to improve. Additionally, our advertising campaign is a well-timed opportunity to use the prepaid media spend from the SocietyOne acquisition to build the **MONEYME** brand this AFL season and further support our return to growth. I am pleased to welcome Jamie McPhee to the **MONEYME** Board. With his extensive experience in financial services, Jamie brings valuable insights to our business. I am also excited to share that **MONEYME** has formed a charity partnership with World Vision Australia, underscoring our commitment to having a positive environmental and social impact, as well as cultivating a purpose-driven culture. ”

Gross revenue was \$53m for 3Q24 (\$52m, 2Q24; \$61m, 3Q23), up on the prior quarter but down on pcp in line with **MONEYME**’s shift to higher credit quality and secured assets with lower risk-adjusted interest rates and lower net credit losses. The loan book balance remained stable with \$133m in originations for 3Q24 (\$147m, 2Q24; \$98m, 3Q23), slightly down from the prior quarter and up on pcp as **MONEYME** continued its moderated growth strategy, skewed towards secured assets. **MONEYME** expects to grow originations as the economic environment improves.

MONEYME continues to lift the credit profile of its loan book through targeting of higher credit quality borrowers. As a result, the closing average Equifax credit score increased to 751 in 3Q24. 87% of the loan book had an Equifax score ≥ 600, up from 86% in 2Q24 and 82% in 3Q23. The ratio of secured assets increased to 51% in 3Q24, up from 48% in 2Q24 and 42% in 3Q23.

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