



MONEYME Limited: 2024 AGM Chair and CEO addresses

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

Good morning, everyone, and welcome to the 2024 Annual General Meeting of **MONEYME**. I am Jamie McPhee, the Chair of **MONEYME**. I would like to begin by acknowledging the Traditional Custodians of the land on which we meet today – the Gadigal people of the Eora Nation - and the Traditional Custodians of the other lands from which people are joining the meeting virtually today, and their connections to land, sea and community. I pay my respects to their Elders past and present and extend that respect to all Aboriginal and Torres Strait Islander people joining the meeting today. It is 11.00am in Sydney, which is the nominated time for the meeting. I have been advised by the Company Secretary that a quorum is present, so I am pleased to declare the meeting open. Joining me here at the venue today are: • Clayton Howes, our Managing Director and Chief Executive Officer; • Rachel Gatehouse, Non-Executive Director and Chair of the Audit and Risk Management Committee;

• Dave Taylor, Non-Executive Director and Chair of the Remuneration and Nomination Committee; • Scott Emery, Non-Executive Director; • Susan Hansen, Non-Executive Director; • David Wright, our Chief Financial Officer; • Jonathan Swain, our Company Secretary. And joining us by telephone is Claire Scott, Audit Partner from our Auditor, Grant Thornton. The agenda for today's meeting is set out in the Notice of Meeting. The Notice of Meeting was made available to shareholders and lodged with the ASX on the 17th of October 2024, and I propose to take this as read. This year's AGM has been convened as a physical meeting, and we are also providing an audio webcast of the meeting for shareholders who prefer to listen to the proceedings of the meeting remotely. Before we move to the formal part of the meeting, I will give a short address, and you will then hear from Clayton Howes, our Managing Director and CEO. I will now give a brief introduction to **MONEYME**, share some reflections on the year that was, and provide an update on our environmental, social, and governance initiatives, before handing over to Clayton, who will take you through the operational and financial highlights in more detail, our results for the first quarter of the 2025 financial year, along with our strategy going forward.

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MONEYME is a digital consumer lender and Certified B Corporation. **MONEYME** is a founder-led digital lender and Certified B Corporation, offering a portfolio of credit products designed for customers who seek fast, flexible, and seamless access to finance. The core products - car loans, personal loans and credit cards - are backed by a proprietary technology platform, Horizon. With over 500,000 developer hours invested into developing Horizon, it creates a competitive edge, allowing **MONEYME** to assess credit applications in near-real time, roll-out innovation quickly, and deliver exceptional customer experiences. **MONEYME** has come a long way since its inception in 2013, and continuous innovation has allowed the Company to stay ahead in a competitive landscape. Excellent progress has been made in recent years, scaling the business through organic growth and the acquisition of SocietyOne in March 2022. To date, the Group has served nearly half a million Australians and reached over \$4 billion in lifetime originations. **MONEYME** is committed to the high standards of sustainability and governance associated with the B Corp movement, and believes this focus on impact and accountability is a key driver in long-term success. As this is my first address to shareholders as Chair, I would like to express my enthusiasm for the company and its future. I believe **MONEYME**'s forward-thinking approach positions it well in the consumer lending space and I am pleased to be part of a company known for its culture of innovation, dedicated team, and deep commitment to having a positive impact.

Let me now turn to the broader macroeconomic context and the strategic measures **MONEYME** implemented in response to the challenges and opportunities faced during FY24. **MONEYME** operated in an environment characterised by high interest rates and inflationary pressures, which affected both the cost of funding and credit risk. Additionally, access to capital markets became more constrained, especially for non-bank lenders. In response to these factors, **MONEYME** adjusted its pricing and credit risk management, targeted high-quality borrowers, and expanded its secured asset lending. Approximately 70% of **MONEYME**'s loan book is at variable rates, allowing it to effectively manage margins. The improved profile of the loan book, with an increased proportion of secured assets, has helped offset external credit risk pressures. We expect it to continue to protect the business against interest rate pressures and a projected increase in unemployment rates in FY25. During FY24, the funding program was renewed and expanded on more favourable terms, positioning the business for capital-efficient growth in FY25. Despite the headwinds, **MONEYME** capitalised on emerging market opportunities. Shifting priorities of the major banks and their withdrawal from the auto financing sector have created significant opportunities for non-bank lenders. **MONEYME** has responded by creating market-leading product experiences that outpace the industry standard, particularly for auto financing, and continued to invest in both technology and AI capabilities in FY24. ESG performance a catalyst for future access. **MONEYME**'s B Corp Certification underscores our commitment to sustainability. This ethos drives both operational success and long-term value creation as we invest in initiatives that promote inclusivity, equity, and environmental responsibility. Sustainability is not just a differentiator for **MONEYME**, it helps us attract top talent, engage socially conscious consumers, and enhance access to capital as ESG criteria become increasingly significant for investors. Over the past year, we've made meaningful progress across all ESG pillars. This includes high employee engagement, strengthened governance, new charity partnerships, and enhanced support for customers facing financial hardship. To provide transparency and accountability, we published a comprehensive Sustainability Report, aligned with leading disclosure standards. I encourage all shareholders to review it on our investor website.

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