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ASX RELEASE

Company Announcements Platform

APRIL 2020 MARKET UPDATE

MoneyMe Limited (ASX: **MME**) ("**MoneyMe**" or "**Group**"), is pleased to provide a market update following completion of the quarter to 31 March 2020 in relation to the Company's credit quality, funding and business operations.

At the end of the quarter to 31 March 2020 the Group achieved its contracted FY20 prospectus forecast revenue of \$45.8m¹.

Credit Quality:

- The Group has low exposure to customers employed in the retail (includes supermarket category), hospitality, travel and tourism sectors² comprising less than 16% of MoneyMe's receivables with 78% of these borrowers expected to be eligible for the government JobKeeper payment which would provide the majority with income at close to their usual income levels;
- Over the month of March and trending down towards the end of the month, only 3% of the Group's active customers took up payment relief solutions offered by MoneyMe related to COVID-19 impacts;
- The majority of customers receiving COVID-19 payment relief are making reduced repayments to pay their outstanding balance in full;
- The Group's net charge off was 4.8% at 31 Mar 2020 compared to 4.8% reported at 31 Dec 2019 and 5.8% reflected in the FY20 prospectus forecast; and
- The diversified customer base and targeted originations growth using the Group's calibrated decisioning algorithms, is minimising the credit exposure to COVID-19 impacted market segments.

¹ Unaudited.

² MoneyMe's announcement to ASX on 19 March 2020, *March 2020 Market Update*, disclosed that less than 10% of the Group's receivables were to individuals employed in the hospitality, travel and tourism sectors. This April update now also includes individuals in retail (retail includes essential services such as supermarket category that represent a lower unemployment risk) given the impacts of COVID-19 in that sector.

Funding:

- Positive net operating cashflows for the Financial Year to date to 31 Mar 2020;
- The business has ample cash at bank to sustain a substantial downturn in the economy into Financial Year 2022 at current operating cost levels, with the flexibility to efficiently rationalise the cost base as conditions warrant;
- Securitised trust funding is well inside all covenant thresholds;
- The Group continues to progress towards obtaining a larger securitised funding facility within this Financial Year. The Group has excess cash to fund loan book growth at no capital cost; and
- The Group's existing warehouse funding is eligible for access to the Australian Office of Financial Management (**AOFM**) Structured Finance Support Fund (**SFSF**) and it is anticipated that the Group's new funding warehouse will also be eligible.

Business Operations:

- The Group's Net Promoter Score (**NPS**) has increased to 80 for the month of March 2020. This represents a record high customer satisfaction level, driven by high levels of automation and no disruption to service levels during a period when customers may have expected long wait times and disruption to services;
- MoneyMe has received remarkably positive reviews from customers in relation to the support measures and quick response times the Company has implemented in response to COVID-19;
- The Group maintained 100% uptime availability throughout March with the business continuity plan successfully implemented and all staff transitioned to working from home;
- The Group also achieved low call wait times with near to 90% of calls on the day answered within 8 seconds together with strong performance across its other customer service operating metrics reflective of a number of productivity focused initiatives including the use of specialised monitoring software; and
- Staff morale and engagement remains high with the new working arrangements and no staff COVID-19 cases identified.

Clayton Howes, MoneyMe’s Managing Director and Chief Executive Officer said:

“MoneyMe continues to be well placed to withstand the current economic conditions with a positive cash position, diversified loan book, its online distribution and its digital operating model. Further, this is enhanced by the announced government support measures for both consumers and funding initiatives for non-ADI lenders.

The business continues to take a dynamic and pro-active approach to managing the current COVID-19 environment and engage effectively with our customers, pro-actively manage credit risk, funding and liquidity, deliver revenue growth, position ourselves for new government initiatives and work on the release of new technology and products. Whilst operating from our alternate work locations, we continue to maintain our positive customer service levels and high staff morale”, he added.

This ASX release was authorised on behalf of the MoneyMe Board by the MoneyMe Disclosure Committee.

-ENDS-

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About MoneyMe

MoneyMe is an ASX listed digital consumer credit business leveraging its technology platform (the Horizon Technology Platform) and big data analytics to deliver an innovative virtual credit offering to online-ready consumers.

Founded in 2013, MoneyMe originates consumer credit products through its algorithm-based decisioning platform to online-ready people who are seeking convenient and simple access to credit direct from their mobile devices.

Our technology platform allows applications to be completed within approximately five minutes and funds to be disbursed, or credit limits to be available, to the customer shortly after approval.