



ASX: SMP
NZX: SPY

SHARE INFORMATION

Issued Shares: 209,466,562

BOARD OF DIRECTORS

Non- Exec Chairman: Greg Barclay
Managing Director: Martyn Pomeroy
Non-Executive: Matthew Turnbull
Non-Executive: Carlos Gill
Non-Executive: William Pulver

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www.smartpay.com.au
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Trading Update

14 October 2020

The Board of Smartpay is pleased to provide the following trading update following the completion of the second quarter to 30 September 2020 of the FY21 financial year.

Highlights

- Australian acquiring revenue continues to show strong growth: September quarter up 72% year-on-year; 43% up on previous quarter.
- Australian acquiring margin remains strong and continues to trend upward.
- Australian transacting terminals at 4,611, representing a return to 100% of pre COVID levels, notwithstanding the continued lockdown in Victoria. Once Victoria is released from lockdown, we anticipate a further boost in trading activity and transacting terminal numbers.
- Australian lead generation and new customer acquisition performing strongly with September achieving record level of new terminal sales.

Australia

As highlighted in the table below, quarterly Australian acquiring revenue showed a 72% increase on the same quarter last year (Q2 FY21 vs Q2 FY20); and a 43% increase on the prior quarter (Q2 FY21 vs Q1 FY21). Quarterly consolidated revenue increased 18% on both the same quarter last year (Q2 FY21 vs Q2 FY20) and the prior quarter (Q2 FY21 vs Q1 FY21).

Transacting terminals stood at 4,611 at the end of September. This represents a return to 100% of our pre COVID level of transacting terminals. With a portion of our base, predominantly in Victoria, yet to resume transacting, we expect there is potential for further improvement in the number of transacting terminals and trading activity within the current fleet as and when the Victorian lockdown eases.

Australian acquiring margin remains strong and continues to trend upward which reflects a combination of:

- Increased transaction volumes across the current fleet;
- high quality of new merchant additions; and
- a continued increase in mix of our higher margin product.

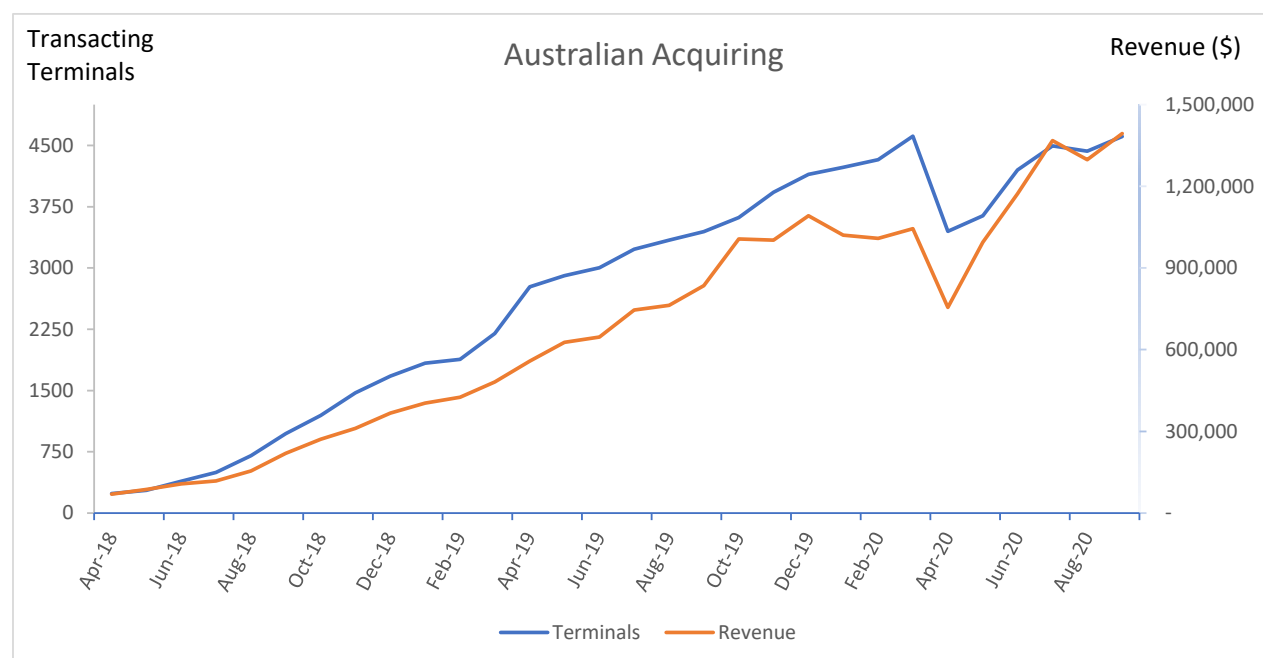
Operationally, we achieved record lead generation and new customer acquisition results in the quarter with September achieving the highest level of new terminal sales on record.

New Zealand

Our New Zealand business continues to show resilience with consistent revenue contribution through the quarter.

All of the above points to a positive outlook for the second half of the financial year underpinned by the current growth being achieved in our Australian business and the prospect of an additional uplift in trading activity as Victoria emerges from lockdown.

Quarterly Revenue Indicators - Unaudited								
NZ\$'000	Year on Year to 30 September				Quarter on Quarter to 30 September			
	Q2 FY21	Q2 FY20	Variance \$	Variance %	Q2 FY21	Q1 FY21	Variance \$	Variance %
Total Consolidated Revenue	7,880	6,686	1,194	18%	7,880	6,656	1,224	18%
Australian Acquiring Revenue	3,724	2,169	1,555	72%	3,724	2,604	1,120	43%



ENDS

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Corporate Directory

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