



ASX: SMP  
NZX: SPY

#### SHARE INFORMATION

Issued Shares: 232,109,592

#### BOARD OF DIRECTORS

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

#### WEBSITES

[www.smartpay.co.nz](http://www.smartpay.co.nz)  
[www.smartpay.com.au](http://www.smartpay.com.au)  
[www.smartpayinvestor.com](http://www.smartpayinvestor.com)

#### REGISTERED OFFICES

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## Trading Update

20 January 2021

The Board of Smartpay is pleased to provide the following trading update following the completion of the third quarter to 31 December 2020 of the 2021 financial year.

#### Highlights

- Australian acquiring revenue continues to show strong growth: December quarter up 75% year-on-year; 35% up on previous quarter.
- Australian acquiring margin continues to trend upward.
- Australian transacting terminals at 5,775 reflecting positive ongoing customer acquisition through the quarter (end Q2: 4,611).

#### Australia

As highlighted in the table below, quarterly Australian acquiring revenue continues to show strong growth with a 75% increase on the same quarter last year (Q3 FY21 vs Q3 FY20); and a 35% increase on the prior quarter (Q3 FY21 vs Q2 FY21).

Quarterly consolidated revenue (New Zealand and Australia) increased 24% on the same quarter last year (Q3 FY21 vs Q3 FY20) and 18% on the prior quarter (Q3 FY21 vs Q2 FY21).

Transacting terminals stood at 5,775 at the end of Q3 FY21. The increase of 1,164 from the prior quarter reflects a combination of some Covid impacted terminals returning to transacting status during the period (approximately 20%) but largely the ongoing growth of our fleet resulting from an uplift in lead generation and customer acquisition activities.

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

- Increased transaction volumes across the current fleet including the expected seasonal uplift in December;
- high quality of new merchant additions; and
- a continued increase in the mix of our higher margin product with approximately 70% of our base now benefiting from our SmartCharge solution.

#### New Zealand

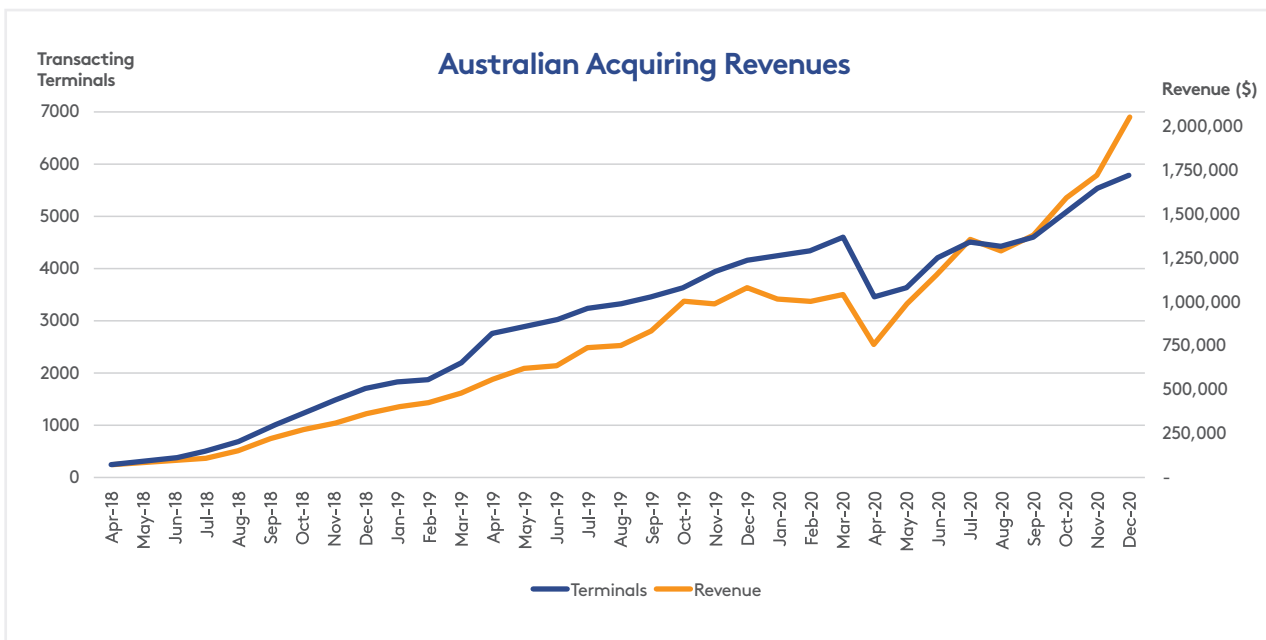
Our New Zealand business is stable with an increase in revenue contribution through the quarter (+2% Q3 FY21 vs Q2 FY21).

All of the above points to a positive outlook for the remainder of FY21 and beyond.

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Quarterly Revenue Indicators - Unaudited

NZ \$'000	Year on Year to 31 December				Quarter on Quarter to 31 December			
	Q3 FY21	Q3 FY20	Variance \$	Variance %	Q3 FY21	Q2 FY21	Variance \$	Variance %
Total Consolidated Revenue	9,268	7,453	1,815	24%	9,268	7,880	1,388	18%
Australian Acquiring Revenue	5,020	2,861	2,159	75%	5,020	3,724	1,296	35%



**ENDS**

For further information contact: **Martyn Pomeroy, Managing Director, +64 27 3012427 / 64 (9) 442 2714**

## Corporate Directory

### Registered and Principal offices

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Fax: +61 (0)2 9869 4223

Website:

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### Shareholder Enquiries

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