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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 Gil
Non-Executive: William Pulver

WEBSITES

www.smartpay.co.nz
www.smartpay.com.au
www.smartpayinvestor.com

REGISTERED OFFICES

New Zealand:
205 – 209 Wairau Road
Wairau Valley
Auckland 0627
New Zealand

Phone: +64 (0)9 442 2700
Fax: +64 (0)9 442 2722

info@smartpay.co.nz

Australia:
Level 2
117 York Street
Sydney
NSW 2000

Phone: +61 (0)2 7903 6302
Fax: +61 (0)2 9869 4223

info@smartpay.com.au

Trading Update

19 April 2021

The Board of Smartpay is pleased to provide the following trading update following the completion of the fourth quarter to 31 March 2021 of the 2021 financial year.

Highlights

- Australian acquiring revenue continues to show strong growth: March quarter up 97% year-on-year; 15% up on previous quarter
- Australian acquiring margin remains strong and continues to trend upward.
- Australian transacting terminals at record level 6,754 (end Q3: 5,775)
- Australian lead generation and new customer acquisition continued to perform through the fourth quarter with record levels achieved for both.

Australia

As highlighted in the table below, quarterly Australian acquiring revenue continues to show strong growth with a 97% increase on the same quarter last year (Q4 FY21 vs Q4 FY20); and a 15% increase on the prior quarter (Q4 FY21 vs Q3 FY21).

Quarterly consolidated revenue increased 36% on both the same quarter last year (Q4 FY21 vs Q4 FY20) and 8% on the prior quarter (Q4 FY21 vs Q3 FY21).

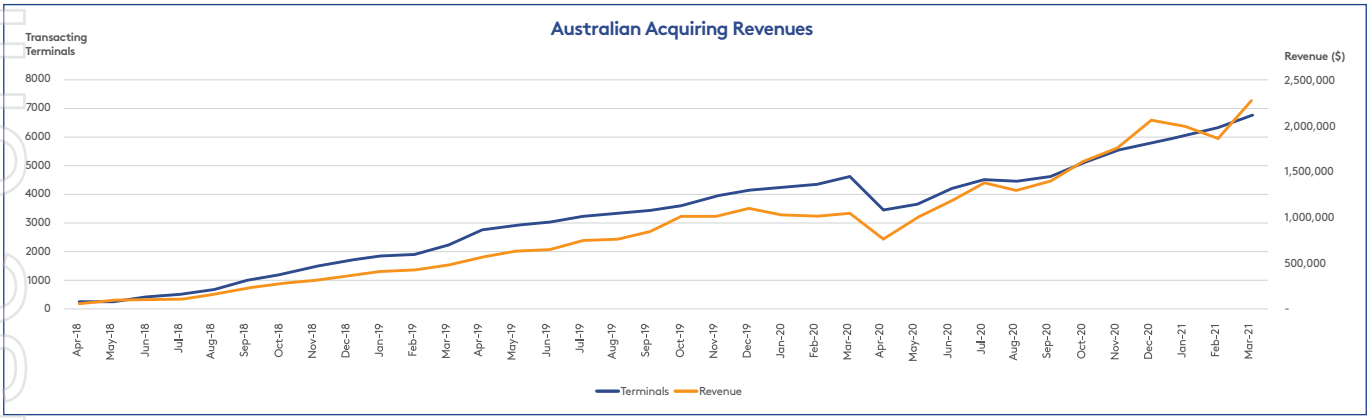
Transacting terminals stood at 6,745 at the end of March. The increase is an improvement on the momentum of new customer acquisition achieved in the prior quarter (Q3 FY21) and reflects ongoing execution against our marketing and sales plans.

New Zealand

Our New Zealand business provided stable and consistent revenue contribution through the quarter.

All of the above reflects a strong end to a challenging FY21 and provides for a positive outlook into FY22 and beyond.

Quarterly Revenue Indicators - Unaudited								
NZ $'000	Year on Year to 31 March				Quarter on Quarter to 31 March			
	Q4 FY21	Q4 FY20	Variance $	Variance %	Q4 FY21	Q3 FY21	Variance $	Variance %
Total Consolidated Revenue	10,046	7,379	2,667	36%	10,046	9,268	778	8%
Australian Acquiring Revenue	5,784	2,932	2,852	97%	5,784	5,020	715	15%



ENDS

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

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Corporate Directory

Registered and Principal offices

New Zealand:

205 – 209 Wairau Road
Wairau Valley, Auckland 0627

Email: info@smartpay.co.nz
Phone: +64 (0)9 442 2700
Fax: +64 (0)9 442 2722

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Level 2, 117 York Street
Sydney, NSW 2000

Email: info@smartpay.co.nz
Phone: +61 (0)2 7903 6302
Fax: +61 (0)2 9869 4223

Website:
www.smartpay.com.au

Shareholder Enquiries

Enquiries concerning shareholdings should be addressed to:

New Zealand:

Computershare Investor Services Limited
Private Bag 92119, Auckland 1142

Phone: + 64 (0)9 488 8700
Fax: + 64 (0)9 488 8787

Australia:

Computershare Investor Services Pty Limited
GPO Box 3329
Melbourne, VIC 3001

Free phone: 1 800 501 366
Fax: +61 (0)3 9473 2500

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