

MoneyMe Limited (ASX: MME)

# ASX Announcement

21<sup>st</sup> April 2021

## MoneyMe launches into the \$12B automotive finance market

**MoneyMe Limited (ASX: MME) (“MoneyMe” or “Group”)** today unveiled Autopay, a secured vehicle finance solution for dealers and major growth innovator that it says will transform the \$12 billion<sup>1</sup> automotive finance industry.

### Highlights

- **Autopay is a same-day, drive away finance solution for dealers (B2B), brokers and consumers (B2C) delivering an Australian-first (one hour approval and settlement)**
- **It uses market-leading speed and capability to disrupt current vehicle finance processes**
- **The product will leverage MoneyMe’s existing Horizon technology platform**

MD and CEO of MoneyMe, Clayton Howes commented,

*“We believe dealers who have access to finance that is settled in minutes and is a same-day drive away product will have a distinct sales advantage. In the same way that people look to Afterpay for where they shop, we expect consumers will look to Autopay when they purchase their vehicles.*

*“This latest innovation leverages our Horizon technology platform, with high automation, dynamic pricing and best-in-class speed to give dealers and customers an unparalleled experience.*

*“With an addressable market of circa A\$12b, a strong customer use case and our ability to quickly assess and price credit worthiness, we expect Autopay to be a key driver of MoneyMe’s growth”*

### **Key facts**

- **Finance accelerated with same-day drive away solutions.** Dealerships and brokers will have direct access to Autopay. This will deliver a same-day settlement experience, processed on average in 60 minutes, every day of the week. In contrast incumbent providers have high friction settlements that typically take a number of days, with extra delays for weekend transactions, despite dealerships being open Saturday and Sunday.
- **Market leading tech capabilities.** Autopay is now available to use direct in dealerships, with already more than five dealerships setup in the system to use this immediately. These

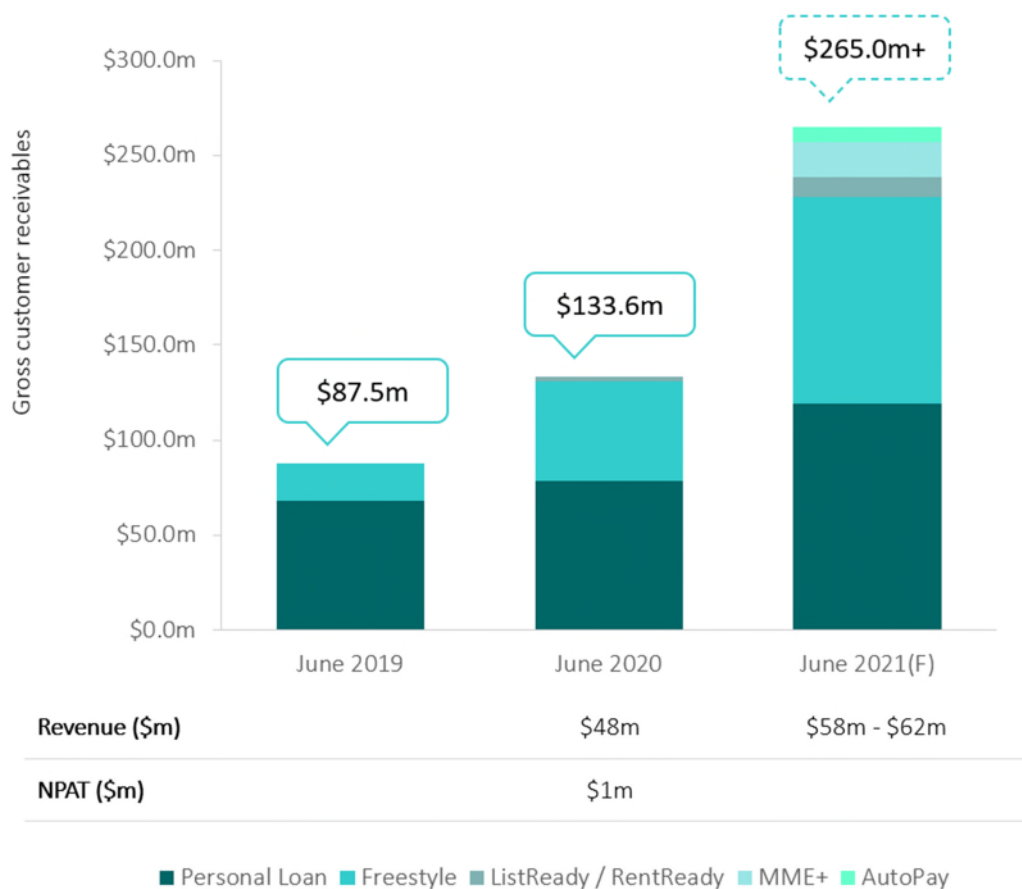
<sup>1</sup> 12 months of vehicle finance originations per ABS 5601.0 Lending Indicator Table 27 reporting to 31 Jan 21.

dealerships use MoneyMe's Horizon technology platform with high automation, fast processing and risk calibrated pricing for new and used vehicles.

- **Accelerating & diversified returns.** Adding Autopay to the stable of products will enable MoneyMe to accelerate revenue, build its loan book and further diversify returns with access to a new \$12 billion market opportunity. Built on one platform it creates seamless advantages to cross-sell to MoneyMe's Freestyle, Personal Loans and other products which further increases our operating leverage. We expect our cost of funds to continue to drop as we add security to the loan assets in the book.
- **Autopay materially expands MoneyMe's addressable market** tapping into Australia's automotive finance market worth an estimated \$12 billion in new loans every year, with an annual growth rate of over 2%. More than 3 million vehicles are financed per year across Australia, with approximately 30% of loans for new car and 70% for used car sales. The average car value of \$32,000<sup>2</sup>.

The strategy for growth with diversification, through technology-based consumer finance products takes advantage of the structural shifts from incumbent banks who are unable to meet the needs of modern customers.

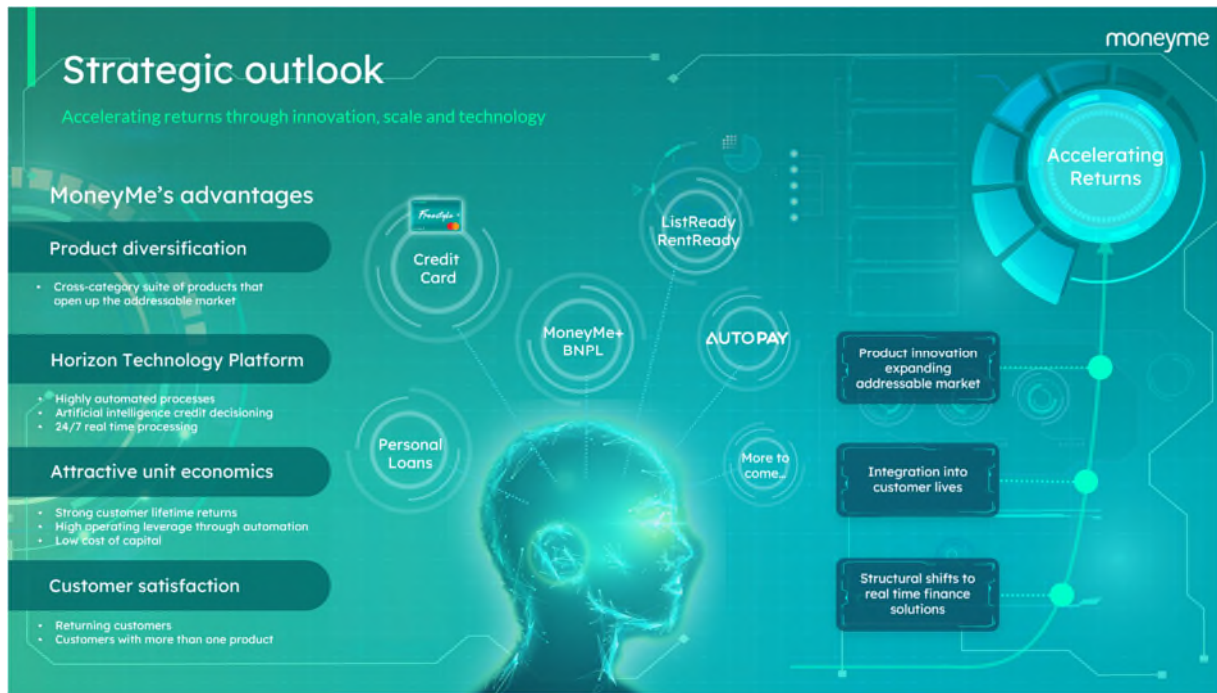
#### Forecasted Product Mix increases with Autopay.



<sup>2</sup> Ord Minnet, March 2021

The above table reflects an expectation that FY21 Gross customer receivables will exceed \$265m and include diversification of products from Personal Loans, Freestyle and List Ready to Rent Ready, MME+ and Autopay. FY 21 Revenue is expected to be in the range of \$58m to \$62m. The \$58M projection reflects the \$39m revenue reported to 31 March 21 plus \$19m in contracted revenue reported in the Q3 FY21 Trading release.

**Illustration: Accelerating returns through product innovation, scale and technology**



For further information head to [www.autopay.com.au](http://www.autopay.com.au).

Authorised on behalf of the MoneyMe Board and Disclosure Committee by:

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### **About MoneyMe**

MoneyMe is a leading player in the digital credit business with technology (Horizon Technology Platform) and AI to deliver highly automated innovative products and customer experiences.

We originate through a diversified mix of credit products and distribution channels to create significant scale and long term customer advantages. Our automotive finance, personal loans, revolving credit accounts and at point of sale retail products are for credit approved customers who are seeking simplicity, fair pricing and flexibility.

Our technology platform enables applications to be completed and checked within minutes, security to be established, funds to be disbursed, or credit limits to be available, to the customer shortly after approval.

MoneyMe is an ASX-listed, licensed and regulated credit provider operating in Australia.