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OFX GROUP LIMITED
FINANCIAL RESULTS FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2021

9 November 2021 – OFX Group Ltd ("OFX" or "the Group") (ASX: OFX) today announced a strong first half result for the six months ended 30 September 2021 with good business momentum. Record Net Operating Income (NOI) of $68.6m was up 27.3% on the prior corresponding period (PCP) driven by growth across all segments and regions. Underlying EBITDA of $20.3m was up 88.0% on PCP and up 22.7% on FY20, demonstrating growth relative to pre COVID results.

The Group's investments are delivering results, with every region growing revenue double-digit and North America a standout at 32.9%. Our segments are all performing strongly with Corporate revenue up 16.2%, Online Seller revenue up 13.5% ex-Asia and Enterprise revenue up 40.5% with good progress in the pipeline and Consumer revenue was up 28.1%. Bad debts were down 100% and recurring revenue for the half was 78%.

Financial highlights

- Turnover of $15.0bn, up 34.0% vs 1H21; with
  - Transactions[1] up 14.1% to 579.4k; and
  - Average Transaction Values[1] (ATVs) up 19.8%
- Fee and trading income (revenue) up 20.1% to $74.0m
- Net Operating Income (NOI) up 27.3% to $68.6m
- Underlying EBITDA up 88.0% to $20.3m
- Statutory NPAT up 279.9% to $10.9m
- Strong operating cash flows with net cash held of $63.1m and Net Available Cash of $37.6m

OFX's Chief Executive Officer and Managing Director, Skander Malcolm, said: *"I'm delighted to report an excellent first half with good momentum across all of our key metrics. Turnover was up 34.0% for the year with revenue up 20.1%, while NOI was up 27.3% as we improved efficiencies in bank fees and partner commissions.*

"We delivered double-digit revenue growth in all regions with strength across our business segments, underpinned by a high-quality portfolio of clients. Momentum is strong with consecutive NOI growth over the previous three halves. It is very encouraging to see the focused investments we have been making over the past few years in our key growth drivers, in our risk management and in our marketing initiatives paying off.

"Our Corporate clients are active, loyal and are a strong driver of sustainable growth, with revenues for the half up more than 26% excluding offshore share purchases and ATVs up 15.4%. We are also increasing our investment in the Online Seller segment to take advantage of the significant growth opportunity in marketplaces globally. We're building a valuable Enterprise segment as we activate deals won and continue to grow the pipeline. We continue to see a rebound in our Consumer segment, with average transaction values (ATVs) up more than 33% as clients prefer OFX for high-value use cases.

"We continued to manage our costs and make targeted investments, with underlying operating expenses up 12.1% delivering strong growth in EBITDA of 88.0%, while bad and doubtful debts were down 100% as fraud activity continued to reduce as a result of new identify management and biometric tools being implemented."

[1] Excluding offshore share purchases

OFX continues to generate strong cash flows, with net cash from operating activities of $19.6m for 1H22, and cash held for own use including deposits with financial institutions of $63.1m as at 30 September 2021.

Summary financial results

	1H21	1H22	V%
Turnover ($b)	11.2	15.0	34.0%
Fee and trading income (revenue) ($m)	61.6	74.0	20.1%
Net operating income ($m)	53.9	68.6	27.3%
Underlying operating expenses[1] ($m)	(43.2)	(48.4)	12.1%
Underlying EBITDA[1] ($m)	10.8	20.3	88.0%
Statutory EBT ($m)	3.6	14.2	289.4%
Statutory NPAT ($m)	2.9	10.9	279.9%
Net cash held[2] ($m)	52.8	63.1	19.5%

1. *Excluding one-off items of $0.2m for 1H22 and $0.5m for 1H21*
2. *$63.1m Net Cash Held includes $25.5m of collateral and bank guarantees*

Share buy-back program

As part of its ongoing capital management strategy, as announced in May 2021, OFX has been undertaking an on-market share buy-back program instead of paying a dividend. A total of 1,912,000 ordinary shares have been bought back for $2.65m and the program is ongoing.

Group outlook

In 2H22 OFX will continue to focus on its high growth segments, further expand geographically, especially in North America, and continue to invest in its reliable, scalable systems and risk management capability.

Skander Malcolm said: *"With the investments we have made across the business we are well positioned for the post-COVID era. Momentum continues to build across all growth areas with significant opportunity to gain market share globally. We are confident in delivering FY22 Net Operating Income growth of more than 10%, and we retain the principle of delivering positive operating leverage on an underlying basis, whilst being open to the possibility of attractive investments."*

Authorised by OFX Group Limited Board of Directors

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Investor webcast

To participate in the results audio webcast at 10.00AM AEDT this morning please register via the following link:

https://ofx.zoom.us/webinar/register/WN_9VyVXVxlQ3GFQsQyBKXzSg

Once registered, participants will receive an email confirmation and dial-in details.

For any technical queries, please email results@ofx.com.

For any urgent technical issues occurring on the day of the meeting, please call +61 2 8667 9196.

About OFX Group (ASX: OFX)

Founded in 1998, OFX is an international money services provider based in Sydney with eight offices across the world and more than 400 staff. It offers money transfers and foreign exchange services for consumer and business clients across 50+ currencies. Through its 'digital + human' business model, OFX provides 24/7 client support to complement its global digital platform.

More information, including a downloadable Fact Sheet, is available at https://www.ofx.com/en-au/investors