

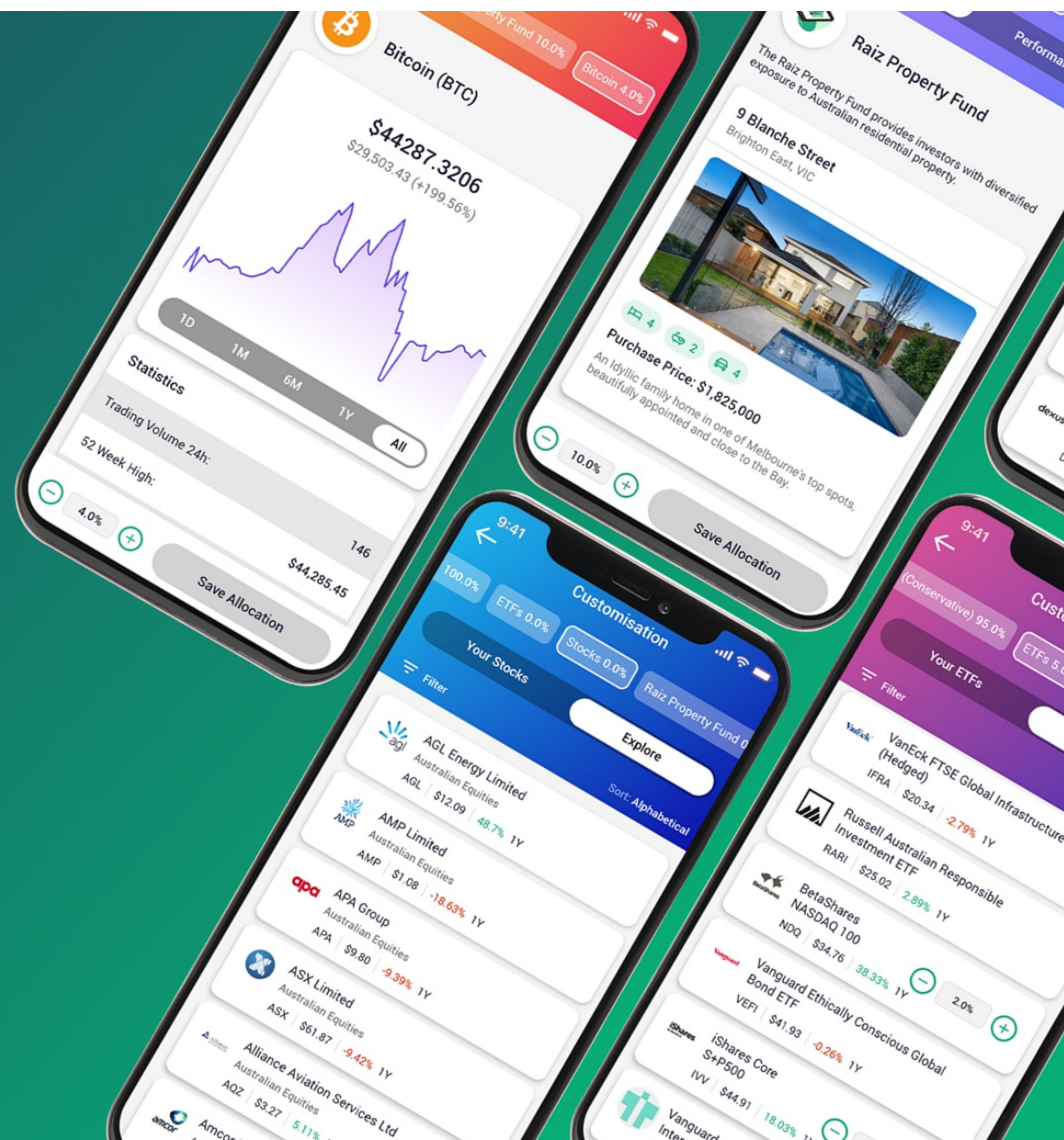


1 February 2024

Q2 FY24 Business Update

Raiz Invest – Growing your Wealth

Level 11, 2 Bulletin Place, Sydney NSW 2000
Announcement authorised by the Board of Directors



Important notice and disclaimer



This presentation has been prepared by Raiz Invest Limited (ACN 615 510 177) (RAIZ). References in this presentation to RAIZ include its group of companies and trusts.

This presentation is subject to the conditions outlined below. Your receipt or viewing of the Presentation evidences your acceptance of those conditions and that you agree to be bound by them.

This presentation is provided to recipients for information purposes and should be read in that context. The information in this presentation is in a summary form, does not purport to be complete, is not investment or financial product advice and is not intended to be relied upon as advice to investors or other persons or to be used as the basis for making an investment decision. Please note that, in providing this presentation, RAIZ has not considered the objectives, financial position or needs of any particular recipient. Any person considering an investment should consider whether such an investment is appropriate for their particular investment objectives, financial situation and needs, and conduct its own independent investigation and assessment including obtaining investment, legal, tax, accounting and such other advice as they considers necessary or appropriate, prior to making an investment decision.

The information contained in this presentation is based on information available to RAIZ. Statements in this presentation are, unless otherwise stated, made only on the basis of information known to RAIZ as at the date of this presentation and relate in part to events that are changing. Circumstances may change at anytime. The information contained in this presentation is therefore subject to change without notice and RAIZ may, in its absolute discretion, but without being under any obligation to do so, update or supplement that information.

RAIZ and its affiliates, related bodies corporate and shareholders, their respective directors, employees, officers and advisers (Limited Parties), accept no responsibility or liability whatsoever for the contents of this presentation. No representation or warranty, express or implied, is made as to the accuracy, reliability, completeness, correctness or fairness of the information, or the opinions and conclusions contained in this presentation. No Limited Party makes any representation or warranty that this presentation is complete or that it contains all material information about RAIZ of which a prospective investor may require in evaluating a possible investment in RAIZ. To the maximum extent permitted by law, the Limited Parties disclaim all liability and responsibility (including, without limitation, any liability arising out of fault or negligence) for any direct or indirect loss or damage which may be suffered by any person through the use of or reliance on anything contained in or omitted from, or otherwise arising in connection with, this presentation and its contents, including without limitation, any liability arising out of fault or negligence on the part of any of them. RAIZ has not independently verified any of the contents of this presentation (including, without limitation, any of the information attributed to third parties).

Certain statements in this presentation may constitute forward-looking statements or statements about future matters that are based upon information known and assumptions made as of the date of this presentation. Forward looking statements can generally be identified by the use of forward looking words such as, "expect", "anticipate", "likely", "intend", "should", "could", "may", "predict", "plan", "propose", "will", "believe", "forecast", "estimate", "target", "project", "guidance" and other similar expressions within the meaning of securities laws of applicable jurisdictions. Indications of, and guidance or outlook on, future earnings or financial position or performance are also forward looking statements. These statements are subject to internal and external risks and uncertainties, many of which are beyond the control of RAIZ, that may have a material effect on future business. No representation is made or will be made that any forward-looking statements will be achieved or will prove correct. Actual future results and operations could vary materially from the forward-looking statements. As such, undue reliance should not be placed on any forward-looking statement and RAIZ assumes no obligation to update such information. Past performance is not necessarily a guide to or a reliable indicator of future performance. Nothing contained in this presentation nor any information made available to you is, or can be relied upon as, a promise, representation, warranty or guarantee, whether as to the past, present or future.

This presentation is not a prospectus, product disclosure statement or any other disclosure document under Australian law or any other law. It does not constitute financial product advice or an offer or invitation to subscribe for or purchase any Shares or an offer for subscription or purchase of any Shares nor is it a solicitation to engage in or refrain from engaging in any acquisition of Shares or other associated derivatives transaction nor will anything contained in it form the basis of any offer, contract or commitment.

This presentation is not, and does not constitute, an offer to sell or the solicitation, invitation or recommendation to purchase any securities in RAIZ in any jurisdiction. In particular, this presentation does not constitute an offer to sell, or a solicitation of an offer to buy, any securities in the United States. The distribution of this presentation in jurisdictions outside of Australia may be restricted by law. Persons who come into possession of this presentation who are not in Australia should seek independent professional advice and observe any such applicable restrictions. Neither this presentation nor any copy of it may be transmitted or released in the United States or distributed, directly or indirectly, to any person in the United States. By accepting this presentation, the recipient agrees to comply with these restrictions.

This presentation contains certain pro forma and non-IFRS financial information. Such financial information has not been prepared in accordance with disclosure requirements of applicable accounting standards and other mandatory reporting requirements in Australia.

All references to dollars, cents or \$ in this presentation are to AUD currency, unless otherwise stated.

Australia's market-leading WealthTech

Raiz at a glance:



■ Raiz allows customers to **invest from as little as \$5**, into a diversified portfolios of assets including:

- ETFs
- Bitcoin
- Australian residential property
- Selected ASX listed stocks
- Provides personal financial management tools including “round-ups”

■ Raiz offers **nine portfolios** ranging from conservative to aggressive, as well as:

- Emerald portfolio (socially responsible investment theme)
- Sapphire portfolio (Bitcoin)
- Property portfolio (Australian residential property)
- Raiz Plus portfolio (customised, allowing selected ASX listed)

■ Formerly a joint venture with Acorns US, **launched in Australia in 2016** and listed on the ASX in June 2018 (ASX:RZI)

■ **Focus on core Australian operations**, with record Australian Active Customers and FUM as at 30th Jan 2024:

- 299,620 Active Customers (up by 6,519 since 31 Dec 2023) and over \$1.24b in FUM (up \$27m since 31 Dec 2023).

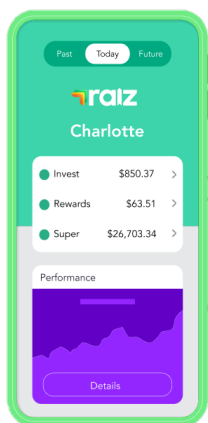


Our digital investment products unlock financial freedom

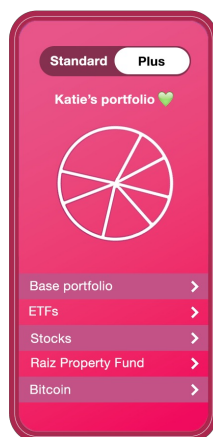
Comprehensive investment product suite continues to evolve to suit the needs and requests of our customers



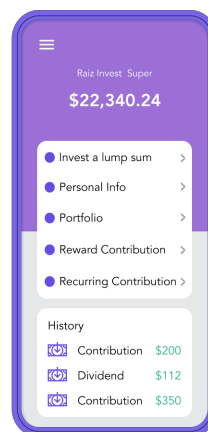
Raiz Invest



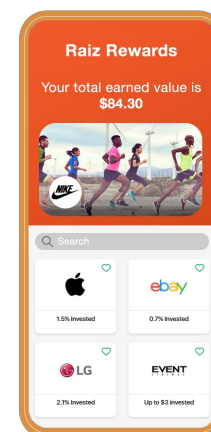
Raiz Plus



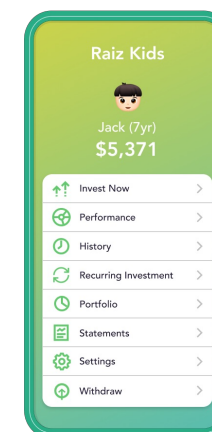
Raiz Invest Super



Raiz Rewards



Raiz Kids



- **Raiz Invest** users choose to invest in a range of portfolios at varying risk levels
- Ability to invest spare change automatically through round-ups, recurring investments, and lump sums

- **Raiz Plus** (launched August 2023) provides customers with the ability to customise their portfolios
- Customers have a choice from our standard portfolios, selected ASX listed stocks, ETFs, the Raiz Residential Property Fund, and Bitcoin

- **Raiz Invest Super** includes employer super guarantee contributions and automated recurring voluntary contributions
- Ability to onboard customers' SMSFs
- Supports property investment – the only super fund to offer exposure to Australian residential property investment

- **Raiz Rewards** is a loyalty program which allows users to accelerate their Raiz accounts & Super balances through purchases made with partnership brands



- **Raiz Kids** is a simple way to save and invest small amounts regularly for children and dependents who are under the age of 18
- Dependents can have direct access to their own investment portfolio with their parent or guardian's permission

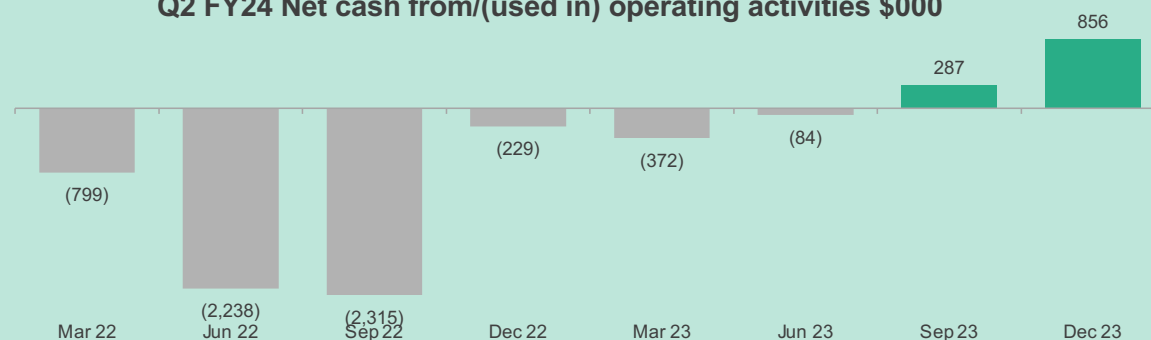
Refined strategy driving revenue growth and positive operating cash flow

Q2 FY24 Highlights



- Group revenue in Q2 FY24 **up 6.0% QOQ** to \$5.47m
- Australian (AU) revenue in Q2 FY24 **up 6.7% QOQ** to \$5.24m
 - Annualised ARPU up 21% to \$69 in 1H FY24 compared to FY23
 - Minimal churn: AU Active Customers down 1% QOQ
 - Product innovation, increased FUM: 327k portfolios, 5.8% increase in AU FUM QOQ to over \$1.24b
- The 'Raiz Your Game' campaign launched Dec 23 with Seven West Media
- Positive operating cash flow of \$856k in Q2 FY24, a 198% improvement QOQ
- On the path to positive EBITDA

Q2 FY24 Net cash from/(used in) operating activities \$000

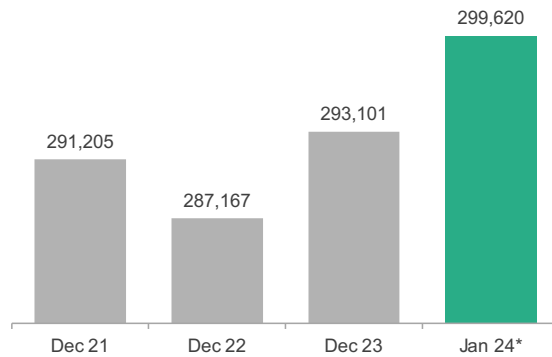


Focus on core Australian business with improved metrics

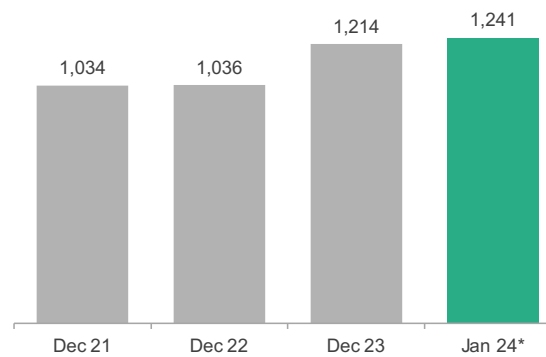
Key financial metrics show solid platform for growth



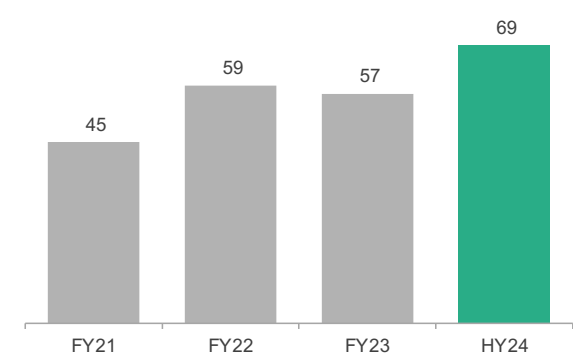
Active Customers (#)



FUM (A\$m)



Annualised Average Revenue Per User (A\$)



Our revenue is independent of market performance

~80% of revenue not impacted by market performance



Sources of Revenue



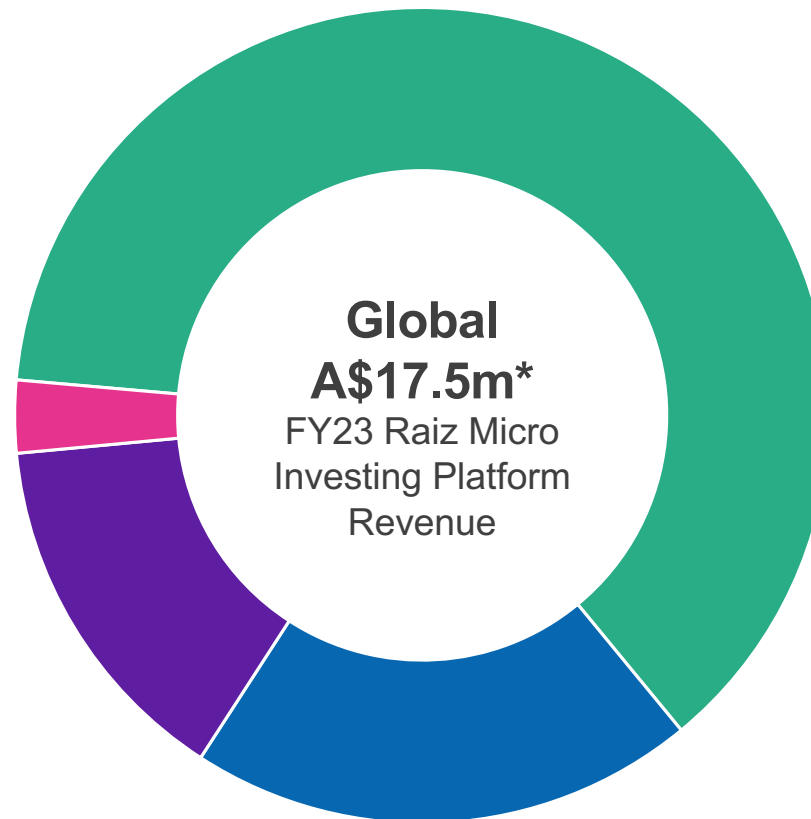
Netting
3%

Bid/Offer spread captured where an acquisition or disposal of ETF units does not require an on-market transaction



Advertising
13%

Over 1,300 rewards partners pay to advertise on the Raiz platform, emails and mobile push messaging in Australia



Maintenance Fee
63%

A monthly subscription fee of A\$4.50 per month for Standard Portfolios and A\$5.50 for Raiz Plus



Account Fee
21%

A percentage fee per annum is charged on account balances

7 * Unaudited Group Revenue for H1 FY24 was \$10.6m

Our product innovation continues to unlock financial freedom

Continuous product development and innovation from customer feedback

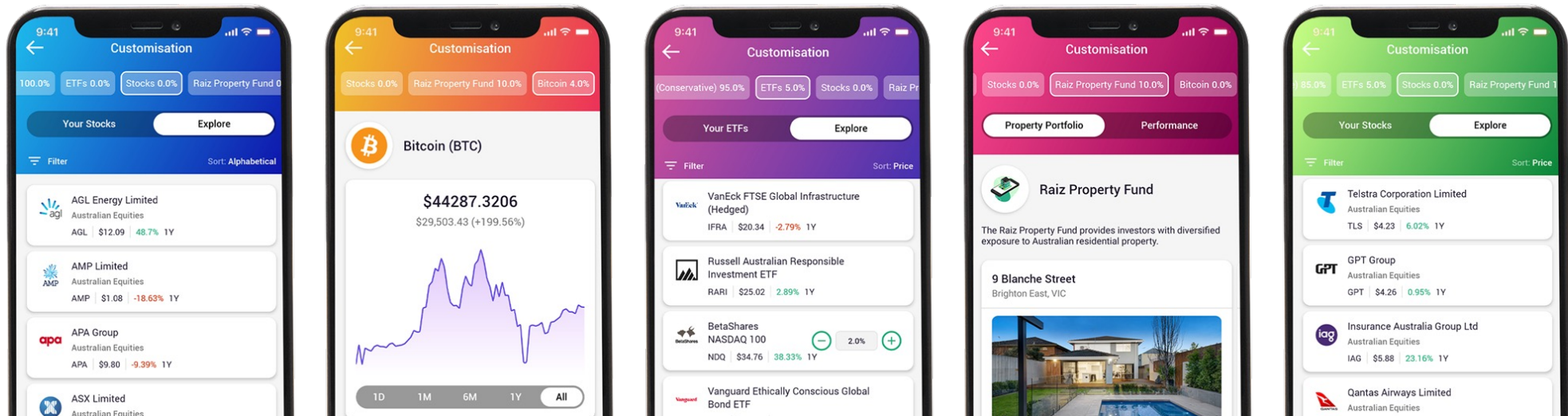


Product Launch: Plus

- In August 2023 Raiz announced the new product release of Plus
- Plus provides customers with the ability to add selected ASX stocks to portfolios for a bespoke investing experience
- This enhanced functionality empowers Raiz users to build fully personalised portfolios including ASX listed stocks alongside existing ETFs, bitcoin and Aussie residential property

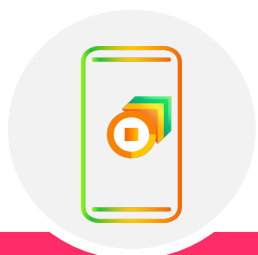
Pricing Structure

- **Standard portfolios:** \$4.50 (was \$3.50) per month for account balances less than \$20,000 and 0.275% p.a. for account balances over \$20,000
- **Sapphire portfolio:** \$4.50 (was \$3.50) per month and 0.275% p.a.
- **Plus portfolios:** \$5.50 (Custom was \$4.50) per month for account balances less than \$25,000 and 0.275% p.a. for account balances over \$25,000
- **Property portfolios:** remained unchanged (\$4.50 per month and 0.275% p.a)



Marketing Strategy – Seven West Media partnership

Building awareness and our reputation as a leading wealth management platform



High Quality Creative
combined with High
Impact, High Reach
Schedule

7 7+



Alignment with credible
talent and Australia's
most trusted news brands

7 NEWS

7 NEWS
.com.au



Commercial Segments
and Innovation

THE
MORNING
SHOW

7 Shop



Data, ad tech and
personalisation at scale,

7 RED
IQ

7+

- The '**Raiz Your Game**' campaign is live, running from December 2023 in the Cricket and moving to AFL/AFLW until September 2024.
- Early signs the integrated brand awareness campaign is performing well with record new Active Customers in Jan 2024 and success in re-engaging lapsed customers.
- Seven West Media contra spend is a non-cash expense to be utilised during calendar year 2024.

Drive Awareness, Trust and Credibility

Engage all first-time investors, inactive & lapsed customers with the power of Seven

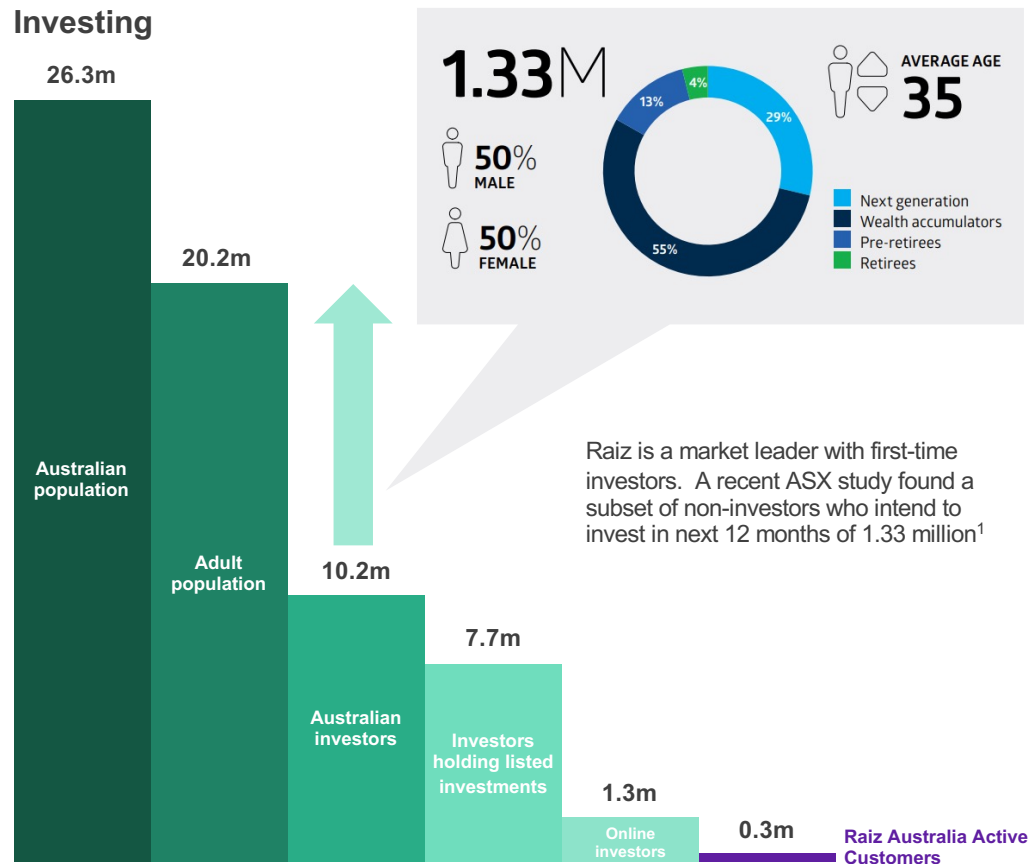
The image features five hosts of Seven Network programs standing in a row. From left to right: a man in a white shirt, a woman in a pink dress, a man in a dark suit and red tie, a man in a dark suit and patterned tie, a man in a dark suit and blue tie, and a woman in a green blazer holding a red AFL football. The background is a collage of program-related imagery: a blue abstract shape for The Morning Show, a green cricket field for 7 Cricket, a red cricket ball, a crowd at a stadium for AFL, and a red AFL football for W.

				
#1 MORNING SHOW	#1 NATIONAL NEWS PROGRAM	#1 SUMMER SPORT	#1 WINTER SPORT	
851K DAILY REACH	4.13M WEEKLY REACH	12m SEASON REACH	14M SEASON REACH	5M SEASON REACH

7 / 7+

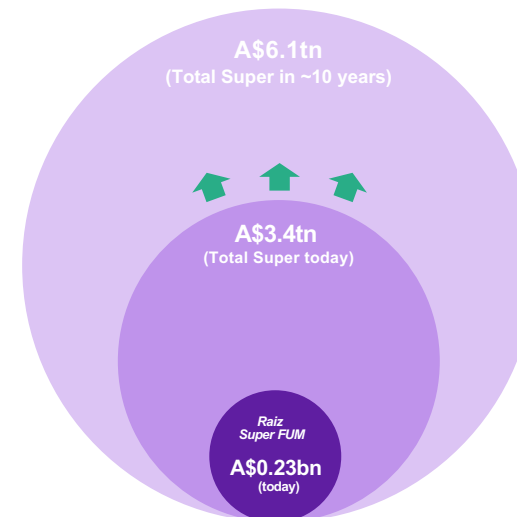
A large and growing addressable market

Favourable market dynamics support long term growth in retail investing and superannuation in Australia



Superannuation

- Raiz has a reinvigorated super offering, following Superstate merger with one super product
- The Superannuation industry in Australia currently holds ~A\$3.4tn in AUM
- Growth is supported by Australia's Superannuation Guarantee, requiring compulsory contributions of 11.0% (FY24), rising to 12% by FY26
- Raiz capabilities creates opportunities to unlock early millennials as well as Gen Z and older in accumulation mode



Raiz currently has <1bp of the A\$15tn Australian Wealth Market²

Source: ABS, ASX (ASX Australian Investor Study 2023), Investment Trends (2023 1H Online Investing Report), IBISworld, Apple App Store (Accessed August 2022).

(1) ASX Australian Investor Study 2023.

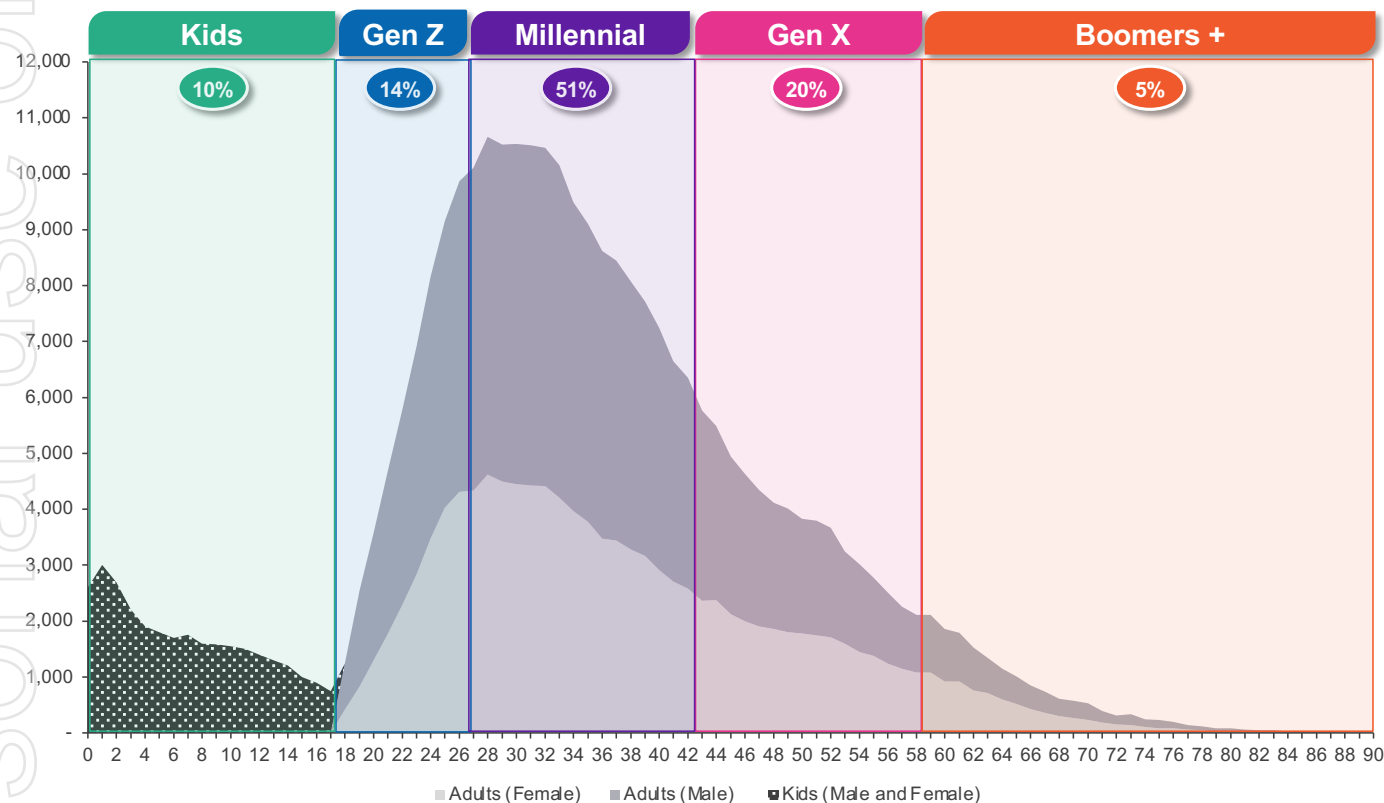
(2) Credit Suisse Global Wealth Databook 2022.

Strategy to maximise Lifetime Customer Value

Raiz's product suite maintains engagement as its customers travel through the wealth journey



Distribution of Customers Balances



1

Build the pipeline through Raiz Kids – attract early, engage parents and brand awareness

2

Market leading product for first time investors

3

High lifetime value with brand loyalty and trust

personal use only

Raiz has a comprehensive product offering for retail investors

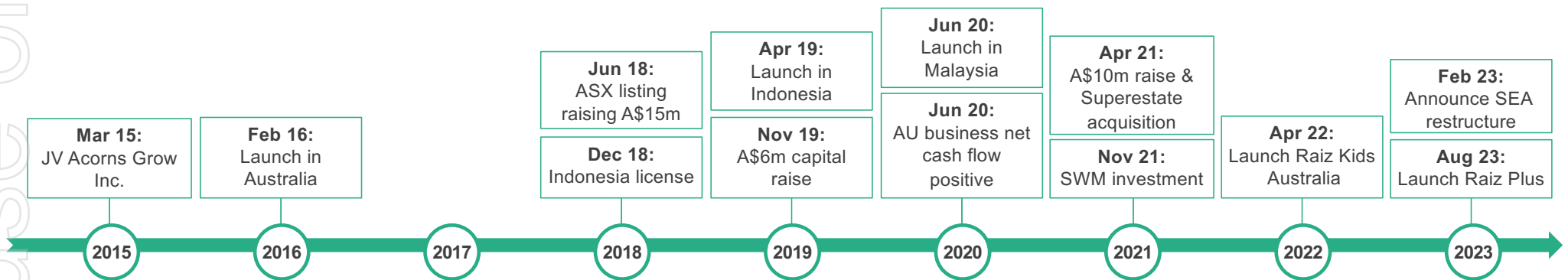
Products are designed to follow retail investors through their life cycle



Source: Latest company disclosure, Apple App Store as at 31 January 2024, YouGov research for awareness data, Investment Trends.
(1) 'Finance' Category App Store Rankings >200 are not specified in App Store rankings.

Raiz Company History

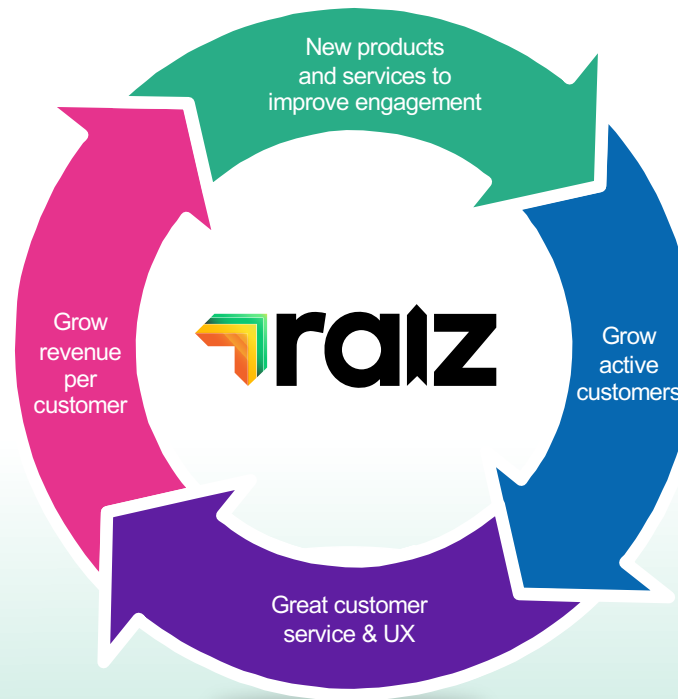
From US JV in 2015 to nearly 300k Active Customers in early 2024



Australian FUM (A\$)	\$43m	\$148m	\$254m	\$445m	\$606m	\$1,034m	\$1,036m	\$1,213m (Dec 2023)
Australian Active Customers	65,278	133,896	175,345	211,657	237,229	291,205	287,167	293,101 (Dec 2023)

Consistent and disciplined delivery of our strategy

Focusing on continued growth, customer experience leading to a strong path to profitability



Maintain best-in-class infrastructure



Focus on core Australian business



Continue low cost of customer acquisition



Increase 'Lifetime Value of Customers'



Maintain disciplined focus on costs



Executing on the strategy

Detailed planning supported by KPIs



Customer Growth & Experience

- Grow core Australian business to **over 500k Active Customers** in the next three years
- Brand awareness with **Seven West partnership**, to drive attraction, conversion and retention

Maintain our brand & reputation

- Deepen **trust and brand loyalty** with exceptional customer service
- **Strong and robust** systems and infrastructure for the financial security of our customers

Exceptional products & service

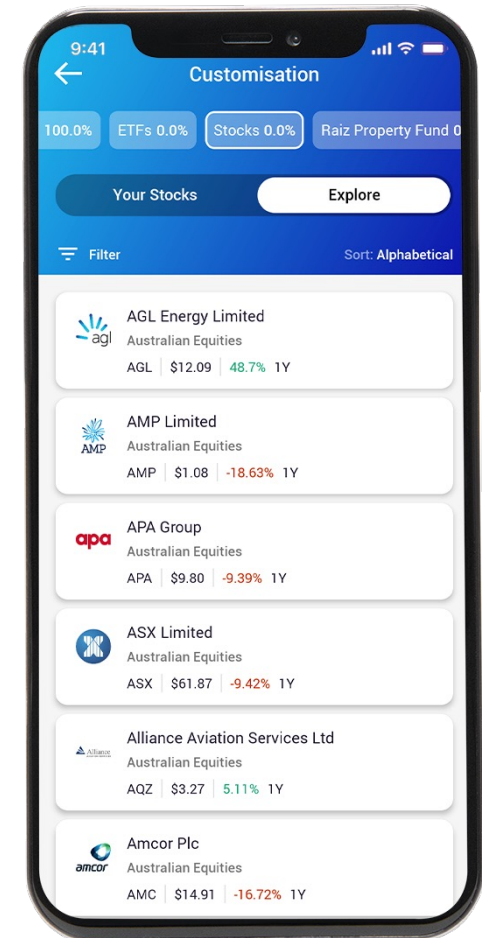
- Maintain a **strong customer retention** with new products and new channels
- Defined product roadmap **based on customer feedback**

Operating leverage

- Australian unit generating **positive operating cashflow** to support ongoing investment
- **Cross-sell, increase re-engagement rate and develop partnerships** to grow Super product

Sustainable Organisation

- Maintain **efficient use of capital** and prudent cost control strategy, focus on TSR and EPS
- Focus on **talent retention and developing capabilities** of our high performing team



Raiz Investment Highlights

Award-winning investment platform, delivering on growth and innovation



1

#1 Leading Platform

Highly engaging digital investment platform unlocking financial freedom and driving customer growth, with scalable business model

2

Focus on Lifetime Value

Experienced marketing team, new channel opportunities and strong customer retention delivering revenue growth

3

Exceptional Customer Experience

Strong and well credentialed management team with extensive financial markets and technology experience

4

Continued focus on Innovation

Robust product pipeline with significant cross sell opportunity to capitalise on data rich product suite

5

Best-in-class Technology

Proprietary full-stack technology platform enabling growth and providing customer data analytics

6

On the path to positive EBITDA

Operating cash flow positive with strong discipline on cost management

Market information

Share price, capital structure, and substantial shareholders



Share Price & Volume



Capital structure (30-Jan-24)

Shares on issue	93.4m
Share price	A\$0.375
12-month range	A\$0.30 - A\$0.55
Market capitalisation	A\$35m
Net cash & term deposits 31 December 2023	A\$8.6m

Substantial shareholders (30-Jan-24)	Shares	(%)
1 UBS NOMINEES PTY LTD	7.4m	8.0%
2 HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	6.6m	7.0%
3 SEVEN WEST MEDIA INVESTMENTS PTY LTD	6.2m	6.6%
4 ACORNS GROW INCORPORATED	5.2m	5.6%
Top 20 shareholders	54.6m	58.4%
Other investors	38.8m	41.6%
Total	93.4m	100.0%



Investor and media enquiries:

Brendan Malone / Katie Mackenzie

ir@raizinvest.com.au

ASX:RZI