

25 February 2019

ASX Release

MONEY3 DELIVERS 13.3% INCREASE IN NPAT (17.5m) FOR H1 2019

Money3 Corporation Limited (ASX: MNY), the auto loans credit specialist, is pleased to announce its H1 2019 results for the six months ended 31 December 2018, confirming a record Net Profit after Tax (“NPAT”) of **\$17.5m**, an increase of 13.3% over the prior corresponding period (pcp).

A summary of the results are as follows:

- 30.0% increase in Broker Division Loans Advanced to \$87.1m,
- 24.4% increase in Broker Division Cash Collected to \$92.8m,
- 9.3% increase in Group Revenue to \$66.0m,
- 13.2% increase in Group EBITDA to \$31.1m,
- 13.3% increase in Group NPAT to \$17.5m,
- 14.3% increase in Gross Loan Book to \$351.9m.
- Due to the sale of the SACC lending operations, Money3 is expected to meet the lower end range of its full year net profit after tax guidance of \$35-\$36 million.

Gross secured Automotive Loan Book grew to over \$280m and, with the sale of Money3’s Branch and Online Small Amount Credit Contracts (SACC) business (as announced separately to the ASX today), the Company is now focused on auto loan activities. Money3 continues to grow its share of the secured Automotive Loan market and, with an additional ~\$46m in capital to redeployed to auto loans following the SACC sale, it expects to continue to grow its market share into H2 2019. Larger amount longer term loans represented 10.8% of the total gross loan book (FY18: 10.4%) and SACC (now sold) represented 9.4% of total gross loan book (FY18: 9.1%).

The Board of Money3 has declared an interim, fully franked dividend of **5 cents per share**. The Board has considered the need to balance consistent shareholder returns and the desire to maintain its dividend and reinvestment policy and advises a Dividend Reinvestment Plan discount of 2.5% will apply.

Further, the Board considers for the final FY19 and FY20 dividends, a minimum fully franked dividend of **5 cents per share** per half to be achievable.

Commenting on the result, Money3 Managing Director, Scott Baldwin, said: “The exit from SACC lending via the sale of Branch and Online activities, coupled with the Acquisition of Go Car, fulfil two key strategic priorities for the business. Money3, as an auto loans credit specialist, is now focused on accelerating growth in both Australia and New Zealand. With over \$100m in deployable capital in Australia and a well-funded operation in New Zealand, the business is exceptionally well placed to capture market share in a generally more conservative credit environment.

The growth in loans advanced and cash collections from the broker division has also been particularly pleasing. The result is a credit to the work and culture of all the teams in the business.”

Following the sale of the SACC operations and successful acquisition of Go Car Finance, Money3 is well capitalised with plenty of headroom for growth, has increased geographic reach, significant scale and the prospect of reducing its cost of debt, all of which will underpin bottom-line growth in the coming years.

Following the exit of the SACC lending operations, Money3 is expected to meet the lower end range of its full year net profit after tax guidance of \$35-\$36 million.

Conference call

The Company will hold a conference call this morning, Monday 25 February 2019, at 9.00am AEDT to discuss the Company’s first half FY19 results. CEO Scott Baldwin and CFO Siva Subramani will be present on the call.

Diamond Pass Registration Link

In order to pre-register for this conference and avoid a queue when calling, please follow the link below.

You will be given a unique pin number to enter when you call which will bypass the operator and give you immediate access to the event.

<https://services.choruscall.com.au/diamondpass/money3-754478-invite.html>

If you are unable to register, then at the time of the conference you can call one of the numbers below and provide the conference ID **754478** to an operator.

Participant Dial-in Numbers

Australia Toll Free: 1800 908 299

Australia Local: +61 2 9007 8048

New Zealand Toll Free: 0800 452 795

Hong Kong Toll Free: 800 968 273

Australia Alt. Toll Free: 1800 455 963

Australia Alt. Local: +61 7 3145 4005

Auckland Local: +64 9 929 3905

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ABOUT MONEY3 CORPORATION LIMITED (ASX: MNY)

Money3 is a finance company with a focus on great customer service for people who traditional credit providers ignore. Devoted to leading the transformation of the consumer lending industry in Australia, Money3 is a responsible lender that is dedicated to assisting Australians who are financially excluded. Money3 provides short term loans and secured finance options up to 60 months.