



31 August 2017

ASX Release,

MONEY3 ANNOUNCES 44.5% INCREASE IN NPAT FOR FY2017

Money3 Corporation Limited (ASX: MNY) is pleased to announce its full year results for the year ended 30 June 2017 and confirms a record Net Profit after Tax ("NPAT") of **\$29.1m**, an increase of 44.5% over the prior period.

A summary of the results are as follows:

- 21.5% increase in Secured Lending Revenue to \$56.0m
- 13.4% increase in total Revenue to \$109.6m
- 43.4% increase in EBITDA to \$50.6m
- 44.5% increase in NPAT to \$29.1m
- 37.4% increase in Gross Loans Receivable to \$273.2m (Secured loans \$213.9m, Small Amount Credit Contracts \$35.2m & Larger amount longer term unsecured loans \$24.1m)

Secured automotive loan receivables have grown 40.9% to \$213.9m, and now represent 78.3% (FY16 76.3%) of the total gross loans receivable as Money3 continues to focus on growing its share of the secured automotive loan market. Larger amount longer term unsecured loans represents 8.8% of total Gross Loans Receivable (FY16 8.6%), and Small Amount Credit Contract loans represent 12.9% of total Gross Loans Receivable (FY16 14.4%).

The secured automotive loans underlying business produced a 17.8% increase in EBITDA to \$37.1m. The secured automotive loan book continues to generate significant and regular cashflows which are reinvested back into growing the automotive loan book and will continue to produce strong EBITDA growth.

The Board of Money3 has declared a final, fully franked dividend of **3.15 cents per share**, taking the full year dividend to 5.65 cents per share, which represents a 7.6% growth from the prior year. The full year dividend equates to 30.0% of Net Profit After Tax. The Board has considered the need to balance shareholder returns in the form of dividends versus capital growth through reinvestment of profit into the loan book, and advises it will maintain the dividend payout ratio guidance of 30-50% of underlying NPAT.

Money3 Chairman, Mr Malone, commented on the result "This is a superb achievement for the team, particularly refocusing on high payoff areas of the company, which will continue to realise benefits for the Group in years to come. It is particularly exciting that after normalisation of long term incentive costs we have produced underlying NPAT exceeding \$30m, an outstanding result".

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