

MONEY3 ACCELERATES PROFITABLE GROWTH WITH INCREASED FACILITY FROM A MAJOR AUSTRALIAN BANK



ASX RELEASE
4 AUGUST 2021

Highlights:

- Warehouse facility from a major Australian Bank doubled in size to \$100m for the Automotive Financial Services business unit (“AFS”).
- \$430m in facilities available to the Group, from 4 banks, providing plenty of runway for growth and from diversified funding sources.
- AFS has experienced ~400% growth in monthly lending volumes since January 2021.
- All business units contributed to the 37.0% growth in new loan originations in Q4 FY21 over the previous quarter, closing out FY21 with a 38.5% annual increase in the loan book to \$601 million.

Money3 Corporation Limited (“Money3” or “the Group”) (ASX: MNY) is pleased to announce it has doubled its existing warehouse funding facility to \$100 million for AFS, which was acquired in January 2021. The upsized facility, combined with the Group’s additional facilities enables the Group to continue its strong growth trajectory toward a \$1bn loan book.

AFS has expanded the Group’s automotive finance offering in Australia and has achieved ~400% growth in new monthly loan volumes since being acquired.

The Group had an outstanding 4th quarter in FY21, with 37% growth in lending volume over the previous quarter, finishing the financial year with strong momentum and a loan book of \$601 million.

Money3’s Managing Director and CEO, Scott Baldwin, said: “AFS achieved record lending volumes in June as a result of leveraging the Group’s broad distribution channels and balance sheet strength. The upsized facility will support further expansion of AFS into FY22.”

The upsized warehouse funding facility led by a major Australian bank follows the \$250m warehouse securitisation facility recently provided by Credit Suisse and the NZ\$40 million funding facility from Heartland bank”.

“In the past 12 months, the Group has significantly expanded its banking relationships to fund ongoing growth in automotive finance. The Group has facilities from 4 banks, providing it with diversified funding sources”.

“We are encouraged by the strong growth in new lending across the Group in the 4th quarter which will drive strong profit growth in FY22 and is yet another positive step in the Group’s journey towards a \$1bn loan book in the near term “.

Authorised for release by the Chairman of Money3 Corporation Limited.

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ABOUT MONEY3 CORPORATION LIMITED (ASX: MNY)

Money3 Group is a specialist provider of consumer and commercial automotive and personal finance with over 20 years of lending and Customer Care experience. The Money3 Group comprises three Business units, Money3 and Automotive Financial Services in Australia and Go Car Finance in New Zealand, focused on lending to customers seeking to buy or maintain a vehicle with over \$2Bn of lending experience.