



ASX Release

6 April 2020

Raiz Invest Limited (RZI): Active Customers and Monthly FUM (Australia)

Raiz Invest Limited (**Raiz** or **the Company**) active (paying) customers and total funds under management (FUM) update for the month to 31 March 2020¹.

Active Customers and Funds Under Management (Australia)

AUD	31 March 2020	29 February 2020	1 Month % change	3 Month % change	12 Month % change
Customer Sign Ups	848,351	832,431	+1.9%	+7.2%	+28.5%
Investment Accounts	392,030	384,877	+1.9%	+8.0%	+29.5%
Active Customers	215,398	220,643	-2.4%	+1.8%	+15.3%
Retail	\$305.25m	\$393.81m	-22.5%	-19.8%	+16.3%
Superannuation	\$66.25m	\$70.86m	-6.5%	+3.4%	+75.2%
Total FUM	\$371.50m	\$464.67m	-20.1%	-16.5%	+23.7%

Commentary

Raiz Invest CEO George Lucas says: “Despite the difficult times for the many young people losing their jobs as a direct consequence of the economic fallout from the COVID-19 pandemic, the vast majority are remaining loyal to Raiz with March active customers only falling 2.4 per cent.

“Millennials comprise about 64% of our active customer base, so their loyalty remains the linchpin to our current sound financial position as approximately two-thirds of our revenue derives from the \$2.50 management fee.

“We are well placed to emerge from both the public health and economic crises in a solid financial position, in large part due to this customer loyalty but also because of the \$7.5 million capital raise late last year and strong in cash and cash equivalent position. However, these are uncertain times and we are reviewing staffing levels, senior management salaries, directors’ fees and other fixed costs to ensure the Company continues to provide the best service to our customers throughout this difficult period.”

- ENDS -



Market Announcement authorised by:

George Lucas
MD / CEO
Raiz Invest Limited

Investor and Media Enquiries:

Brendan Malone
ir@raizinvest.com.au

About Raiz

Raiz Invest Limited (ASX: RZI) is Australia's largest, mobile-first financial services platform designed to boost investing and savings in and outside of superannuation, available via the Raiz app or its website.

Since launching in 2016 Raiz has achieved solid growth, amassing more than 1.15 million downloads, over 848,000 signups, with over 215,000 active monthly customers and over \$371 million funds under management as at 31 March 2020. Raiz was awarded Australia's Investment Innovator of the Year at the 2017, 2018 and Investment Platform Innovator of the Year 2019 FinTech Business Awards and won the 2018 Australian FinTech Award for FinTech Innovation in Wealth Management (Robo-Advice). Raiz Invest Super was also a finalist in the SuperRatings Best Innovation for 2020 at the recent Superannuation awards. The platform continues to grow with 13 new product releases since launch.

For more information visit: www.raizinvest.com.au

This document has been prepared for informational purposes only and is not intended to amount to financial product advice or a recommendation in relation to any investments or securities. You should not rely on it to make investment decisions. This document contains general factual information only and has not been independently verified. Any opinions or information expressed in the document are subject to change without notice.

ⁱ All figures are un-audited.