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ASX Release

19 November 2020

Raiz Invest Limited (RZI): Chairman's address to shareholders

Raiz Invest Limited (**Raiz** or **the Company**) is pleased to provide the Chairman's address to be delivered by Tony Fay at the Annual General Meeting on 19 November 2020:

"When we have the benefit of hindsight and look back on 2020, I believe it will be the year when Raiz came of age. For despite the harsh economic headwinds caused by this pandemic, and the business and social dislocation it has left in its wake, we have had a strong financial 2020.

Success in the face of adversity is proof positive that Raiz is well positioned for the future – in Australia and Southeast Asia.

Our Australian operations, as measured by the key indicators – active customers, funds under management, product range and revenue – all showed strong gains. At 30 June, we had \$13.1 million in cash and term deposits. In Southeast Asia, our businesses in Indonesia and Malaysia are up and running with active customers and revenue growing rapidly.

All this is a year of a global pandemic and a world in recession. In this economic and public health environment, what we have achieved is quite remarkable, speaking volumes about the sustainability of the long-term corporate strategy and the ability of management and staff to implement it.

Of course, achieving this outcome has not been easy, especially considering the enormous economic, health and social consequences of COVID-19. From the outset, the safety of the extended Raiz family has been paramount. For staff, there have been flexible working arrangements, allowing them to work remotely or in our offices with appropriate social distancing and hygiene measures. Globally, we have experienced no COVID cases amongst our staff.

We have gone to enormous lengths to keep our customers abreast of what is happening, whether it be about Raiz or, more generally, about the economic impact of the pandemic. We appreciate some of you are directly suffering so we are indebted to you for choosing to remain loyal to Raiz. I want to assure you that loyalty is not misplaced and will be reciprocated with dedicated service and innovative products.

Last financial year, Raiz's active paying customers increased by 15.1 per cent year-on-year to more than 223,000, driven by the Company's high customer engagement and educational tools, and underpinned by a deep understanding of Millennials and their financial needs via valuable insights from proprietary research.

The growth in FUM to more than \$453 million, an increase of 30.6 per cent year-on-year, has been led by existing customers increasing their investment savings, new products, new customers and market movements.

We are particularly proud and pleased for our customers that in one of the most volatile investment periods in history, our investment portfolios outperformed the relevant Chant West industry performance benchmarks for the two years to 30 June 2020. For this period, all portfolios had positive



returns, with the Emerald portfolio the standout at 4.33 per cent. The benchmark is down half a per cent.

In the first three months of 2021 we expect to launch new products in Australia that will provide greater opportunity for customers to save and invest, as well as making the platform more appealing to those with larger account balances. There will be an option to either choose an existing Raiz portfolio or to access a portfolio that can be customised from a suite of 14 ETFs and Bitcoin. In addition, self-managed super funds will have access to the app where previously only individual accounts could be accommodated.

These are exciting innovations that I expect will add significantly to our funds under management.

Southeast Asia is genuinely exciting. Although COVID-19 has ruled out travel to the region, we benefit from the strong relationships forged in Indonesia and Malaysia. With offices established in Jakarta and Kuala Lumpur, licensing in place, a software stack that meets the needs of the individual markets and enthusiastic teams in place, the rollout of products will continue apace. We are also confident Indonesia and Malaysia will provide the blueprints for our push into other Southeast Asian markets.

At a board level, we welcomed Kelly Humphreys as a non-executive director in April. Kelly replaced Kieran Moore who resigned to focus on her increasing work commitments. I would like to take this opportunity to thank Kieran for her significant contribution.

As announced on November 12, I have decided to resign from the Board. The past four years have been extremely gratifying, helping oversee the birth of the business that has grown to be Australia's largest, mobile-first financial services platform.

I am very pleased that Kevin Moore, an experienced Company Director and Chairman, has agreed to join the Board as Chairman from December 1. Kevin is a digital marketing specialist who brings multinational board and governance experience to Raiz, and I have no doubt he is the right person to lead the company in its next exciting growth phase.

At the executive level we have promoted Brendan Malone to the role of CEO Australia. He will report to George Lucas in his new role of Group CEO with all country CEOs reporting to him. This move will allow George to spend more time overseeing the Southeast Asian operations to personally drive growth there.

I would like to thank George, who has kept a steady hand on the tiller during this tumultuous period, his fellow executives, and all the Raiz team who have shown great resilience and adaptability in rapidly changing circumstances. At all times their focus has remained on delivering to our clients in a responsible, ethical and innovative way.

I wish George, Brendan and the whole Raiz team all the best and thank them for the opportunity to work with them over the past four years.

Finally, I would like to thank our Shareholders and our Raiz customers for their continued support and wish them a safe, healthy, and prosperous New Year."

- ENDS -



Market Announcement authorised by:

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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.

To gain greater insight to the Raiz business and our strategy, watch our short video by visiting <https://raizinvest.com.au/investors/>

Since launching in 2016 Raiz has achieved solid growth, amassing more than 1.25 million downloads, over 1,100,000 signups, with over 298,000 active monthly customers and over \$525 million funds under management as at 31 October 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 Superannuation awards. The platform continues to grow with over 13 new products and features releases since launch.

Raiz Invest Limited operates in Australia, Indonesia and Malaysia as part of the growth and expansion strategy of the business throughout Southeast Asia.

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

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