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## Raiz Invest Limited (RZI): December 2020 - Key Metrics

Raiz Invest Limited (**Raiz** or **the Company**) Australian, Indonesian, and Malaysian active customers and Australian total funds under management (FUM) update for the month to 31 December 2020<sup>1</sup>.

### Commentary

Raiz Invest CEO George Lucas says: “Funds under management (FUM) and Active Customers both showed solid gains in December, allowing Raiz to end the year on a positive note with record numbers for FUM and Active Customers.

“Total FUM in Australia increased by 4.2% to \$605.59 million. We remain confident that we could exceed the \$1 billion milestone for FUM, during 2021 calendar year. We only exceeded \$500 million in September, and based on the past three-month growth rate, this goal is achievable.

“Active customer growth picked up the pace in December, increasing 8.1% to 343,573. Growth in Indonesia and Malaysia continue to exceed our targets, reinforcing our conviction that our long-term Southeast Asian strategy is correct.

“As we know, 2020 has been an extremely challenging year, making our record achievements in the year hard fought. We are well positioned to continue this strong growth path into 2021, confident of being able to build on the hard-earned achievements of the team in 2020.

“We are also proud to have finished 27<sup>th</sup> in Deloitte’s Technology Fast 50 Winners Report for 2020 with annual growth of 254%.”

### Global Active Customers

	31 Dec 2020	30 Nov 2020	1 Month % change	3 Month % change	12 Month % change
Customer Sign Ups	1,325,311	1,252,897	+5.8%	+17.3%	+67.5%
Investment Accounts	620,367	584,456	+6.1%	+17.9%	+70.9%
<b>Active Customers</b>	<b>343,573</b>	<b>317,963</b>	<b>+8.1%</b>	<b>+19.2%</b>	<b>+62.3%</b>



### Australia - Active Customers and Funds Under Management (FUM)

AUD	31 Dec 2020	30 Nov 2020	1 Month % change	3 Month % change	12 Month % change
Customer Sign Ups	959,028	946,107	+1.4%	+4.1%	+21.2%
Investment Accounts	444,422	437,116	+1.7%	+4.9%	+22.4%
<b>Active Customers</b>	<b>237,229</b>	<b>233,477</b>	<b>+1.6%</b>	<b>+4.2%</b>	<b>+12.1%</b>
Retail	\$524.57m	\$502.11m	+4.5%	+22.1%	+37.8%
Superannuation	\$81.02m	\$79.23m	+2.3%	+14.1%	+26.5%
<b>Total FUM</b>	<b>\$605.59m</b>	<b>\$581.34m</b>	<b>+4.2%</b>	<b>+21.0%</b>	<b>+36.2%</b>

### Southeast Asia - Active Customers

	31 Dec 2020	30 Nov 2020	1 Month % change	3 Month % change
<b>Indonesia</b>				
Customer Sign Ups	203,470	177,705	14.5%	48.1%
Investment Accounts	131,127	113,864	15.2%	58.6%
<b>Active Customers</b>	<b>68,377</b>	<b>56,699</b>	<b>20.6%</b>	<b>56.6%</b>
<b>Malaysia</b>				
Customer Sign Ups	162,813	129,085	26.1%	129.2%
Investment Accounts	44,818	33,476	33.9%	124.9%
<b>Active Customers</b>	<b>37,967</b>	<b>27,787</b>	<b>36.6%</b>	<b>125.6%</b>

- ENDS -

#### Market Announcement authorised by:

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MD /Group CEO  
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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 1,300,000 signups, with over 343,000 active monthly customers and over \$605 million funds under management as at 31 December 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, won the 2018 Australian FinTech Award for FinTech Innovation in Wealth Management (Robo-Advice) and won Best Fintech Superannuation Service/Platform at the 2020 FinTech Awards. Raiz Invest Super was also a finalist in the SuperRatings Best Innovation for 2020 at the Superannuation awards. Raiz was ranked #27<sup>th</sup> in Deloitte's Fast 50 winners Report for 2020. The Raiz platform continues to grow with over 16 new products and features released 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](http://www.raizinvest.com.au)

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<sup>i</sup> All figures are un-audited.



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Technology **Fast 50**  
2020 Australia **Top 50**

**Deloitte.**