



ASX Release

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## Raiz Invest Limited (RZI): March 2021 - Key Metrics

Raiz Invest Limited (**Raiz** or **the Company**) today announced its Australian, Indonesian, and Malaysian Active Customers and Australian Funds under Management (FUM) update for the month to 31 March 2021<sup>i</sup>.

### Commentary

Raiz Invest Managing Director/Global CEO George Lucas says: “Active customer numbers grew in March, despite the announcement that the monthly maintenance fee would increase from \$2.50 to \$3.50 from 1 April 2021 in Australia. The fee comprises more than 60% of platform revenue. The fee announcement had little impact on the growth rate of new customers in Australia, but did increase churn.

“Growth in FUM in Australia accelerated in March with a 4.4% increase despite more difficult market conditions. Challenging market conditions, the fee structure change and churn still did not slow net fund inflows. Our FUM is a whisper away from \$700 million at 31 March – a milestone achieved on 1 April 2021.

“During the month we began onboarding SMSFs to accelerate the inflows of funds onto Raiz. The \$1 billion in FUM by the end of calendar year 2021 remains a realistic target based on current market conditions.

“Indonesia and Malaysia continue to exceed our expectation on growth and further initiatives are being undertaken to add new products and maximise our revenue per customer in these regions.

“The customer reaction to the fee increase illustrates the strength of the Raiz brand, demonstrating the value-add we strive to offer. We appreciate the support and loyalty our customers show us.”

### Global Active Customers

|                         | <b>31 Mar<br/>2021</b> | <b>28 Feb<br/>2021</b> | <b>1 Month<br/>% change</b> | <b>3 Month<br/>% change</b> | <b>12 Month<br/>% change</b> |
|-------------------------|------------------------|------------------------|-----------------------------|-----------------------------|------------------------------|
| Customer Sign Ups       | 1,591,641              | 1,506,311              | +5.7%                       | +20.1%                      | +87.6%                       |
| Investment Accounts     | 767,377                | 724,680                | +5.9%                       | +23.7%                      | +95.7%                       |
| <b>Active Customers</b> | <b>419,552</b>         | <b>405,252</b>         | <b>+3.5%</b>                | <b>+22.1%</b>               | <b>+94.8%</b>                |



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

| AUD                     | 31 Mar<br>2021   | 28 Feb<br>2021   | 1 Month<br>% change | 3 Month<br>% change | 12 Month<br>% change |
|-------------------------|------------------|------------------|---------------------|---------------------|----------------------|
| Customer Sign Ups       | 1,041,539        | 1,023,524        | +1.8%               | +8.6%               | +22.8%               |
| Investment Accounts     | 492,084          | 485,735          | +1.3%               | +10.7%              | +25.5%               |
| <b>Active Customers</b> | <b>263,723</b>   | <b>263,141</b>   | <b>+0.2%</b>        | <b>+11.2%</b>       | <b>+22.4%</b>        |
| Retail                  | \$601.76m        | \$576.25m        | +4.4%               | +14.7%              | +97.1%               |
| Superannuation          | \$92.51m         | \$88.88m         | +4.1%               | +14.2%              | +39.6%               |
| <b>Total FUM</b>        | <b>\$694.27m</b> | <b>\$665.13m</b> | <b>+4.4%</b>        | <b>+14.6%</b>       | <b>+86.9%</b>        |

### Southeast Asia - Active Customers

|                         | 31 Mar<br>2021 | 28 Feb<br>2021 | 1 Month<br>% change | 3 Month<br>% change |
|-------------------------|----------------|----------------|---------------------|---------------------|
| <b>Indonesia</b>        |                |                |                     |                     |
| Customer Sign Ups       | 329,136        | 277,041        | 18.8%               | 61.8%               |
| Investment Accounts     | 205,553        | 176,704        | 16.3%               | 56.8%               |
| <b>Active Customers</b> | <b>100,641</b> | <b>90,619</b>  | <b>11.1%</b>        | <b>47.2%</b>        |
| <b>Malaysia</b>         |                |                |                     |                     |
| Customer Sign Ups       | 220,966        | 205,746        | 7.4%                | 35.7%               |
| Investment Accounts     | 69,740         | 62,241         | 12.0%               | 55.6%               |
| <b>Active Customers</b> | <b>55,188</b>  | <b>51,492</b>  | <b>7.2%</b>         | <b>45.4%</b>        |

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#### 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 1.50 million downloads, over 1,590,000 signups, with over 419,000 active monthly customers and over \$694 million funds under management as at 31 March 2021.

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 17 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.**