

*Letter to investors*

## **Raiz business update and commencement of trading on the ASX**

Dear Investors,

Raiz Invest Limited (“Raiz” or “the Company”), Australia’s first mobile-led investing platform, will today commence trading of its ordinary shares on the Australian Securities Exchange (ASX) under the ASX ticker code RZI.

The listing follows the successful completion of Raiz’s public offering which received overwhelming support from customers and investors, raising \$15.12 million at a price of \$1.80 per share, and valuing the company at approximately \$119 million.

The money we raised will allow us to deliver on Raiz’s growth strategy and provide a broader portfolio of simple, easy to manage, financial services to our growing customer base.

In the last few months we have made great progress in this regard, yesterday providing an update to the ASX on our key business metrics and growth strategy. Since 31 March 2018, we have achieved over 3% growth in active monthly users, over 11% growth in customer sign-ups and nearly 18% growth in funds under management. We have now amassed over 490,000 signups, with 160,000 active monthly customers and \$200 million funds under management as at 20 June 2018.

Our ability to leverage technology to offer and facilitate the provision of affordable financial services and products at a lower cost than traditional financial services business, with greater efficiency, places us in a great position to take further market share and I look forward to sharing updates on our business performance through the remainder of the year.

We have also made good progress on our strategy to grow active users by broadening our product offering and through expanding geographically into Asia. In the last month, Raiz has begun to roll out its new superannuation product to customers, in a staged approach, through its App.

Raiz is well positioned to capture market share in superannuation with its product ranking in the cheapest quartile for a superannuation product, based on a Superratings review of over 400 superannuation fund (accumulation) products. The total cost Raiz Invest Super product is approximately \$423 for a \$50,000 investment.

Initial feedback has been centred on the simplicity of the user experience and increasing transparency of the transactions and market movements associated with their super. The relative low cost highlights the benefits of consolidating balances into one superannuation product to improve overall performance by minimising balance erosion due to multiple fund fees. The Raiz Invest Super product has adopted best practices where new members need to opt into life insurance and is not a default option.

We’ll look to provide updates on the take-up of this new product over the coming months, as the rollout is expanded across all Raiz customers.

Offshore, we have been working to establish the regulatory and compliance foundations for our operations in Malaysia and Indonesia. Recent activities have included:

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- Incorporating companies in Malaysia and Indonesia;
- The regulators in both jurisdictions have been engaged, and licence applications are in the process of being prepared; and
- The necessary partners have been identified in both markets.

With significant first mover advantage in technology-led financial services, an advanced micro-investing product feature, and a loyal and growing customer base, Raiz is well placed to expand its unique and simple business model both domestically and offshore.

We will be holding a brief investor teleconference at 12pm today to discuss the information contained in this letter, and give our investors an opportunity to ask questions. Teleconference details are available below.

I look forward to reporting on our progress and business performance to you, our investors, as the year progresses. In future, our financial reports and progress will be available on our website [www.raizinvest.com.au](http://www.raizinvest.com.au) or through the ASX at [www.asx.com.au](http://www.asx.com.au).

Best wishes,

George Lucas,  
Managing Director  
Raiz Invest Limited.

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## Investor Teleconference

Date: Thursday 21st June 2018

Time: 12.00pm AEST

Dial: **1800 896 323**

Passcode: **65316994**

Participants will be asked to provide their name and company upon entry. They can press \*1 when prompted to ask a question during Q&A.

Please click [here](#) for International Dial Participant information