

ASX Release

28 August 2018

30 JUNE 2018 FINANCIAL YEAR RESULTS OVERVIEW

Raiz Invest Limited (“Raiz” or “the Company”) (ASX: RZI), a first of its kind mobile-led financial services platform business, is pleased to provide an overview of its annual financial results for the year ended 30 June 2018. This should be read in conjunction with the annual financial statements for 30 June 2018.

HIGHLIGHTS:

- **Growth**
 - Active (paying) customers increased 55.6% to 160,510 at 30 June 2018 (103,144 at 30 June 2017).
 - Funds under management (FUM) increased 129.9% to \$199.8m in the financial year to 30 June 2018 (\$86.9m at FY17).
 - Revenue per paying customer grew by 25.9% in the period to 30 June 2018.
 - Raiz Reward Partners grew 326% to 115 brands at FY18 (27 at FY17).
- **Executing on Strategic Initiatives**
 - Officially launched Raiz Invest Super to customers on 16 July 2018.
 - Strategy to grow into Asia saw business entities incorporated in Malaysia and Indonesia.
 - Positive business momentum continues in Q1 FY19. As at 31 July 2018¹:
 - Total FUM at \$222m
 - FUM in Raiz Invest Superannuation has grown to more than \$10m
 - Paying customers at 165,510
- **Earnings**
 - Revenue for the Micro-investing Platform segment up 126% for the financial year to 30 June 2018.
 - Total revenue for the 12-months to 30 June 2018 was \$2.7m, noting this only includes 5-months of revenue for Raiz Invest Australia Limited, following the restructure of the Group in the financial year.
 - Normalised loss for the year ended 30 June 2018 of \$1.14m.

	\$000
Loss for the Year	(7,198)
Addback:	
Depreciation and amortisation (non-cash)	875
Employee Option Expense (non-cash)	1,366
Employee one off entitlements	1,995
Professional Fees - Restructure	401
Professional Fees - Public Offering	875
Rebranding one-off expenses	548
	6,060
Normalised Loss for the Year	(1,138)

¹ Funds under management are approximated, and have not been audited.



- Due to the restructuring which occurred during the financial year the merged entities have been normalised.
- **Financial Position**
 - Cash and cash equivalents of \$11.6 m (including term deposits with greater than 90 days) as at 30 June 2018.
 - Non-current assets \$22.7m is materially goodwill due to the purchase of 100% of Raiz Invest Australia Limited by Raiz Invest Limited and the Intangible Asset (the mobile first micro-investing platform).

CEO COMMENTARY

CEO of Raiz Invest, Mr. George Lucas, commented: “Since the Company’s successful listing on the ASX in June 2018 we continue to see growth in all key business areas, including customer numbers, customer engagement, funds under management and revenue growth, strengthening Raiz’s position as a leading investment and savings platform. As we continue to innovate and grow with our customers, we are well positioned within the market and changing industry.

“The Company continues to progress on its expansion into South-East Asia, with successful discussions seeing Raiz finalise joint venture company agreements in Indonesia. Raiz is currently in advanced stage discussions with regulators and partners in Malaysia.

“Raiz is fortunate to have a great team of dedicated, motivated, long-term staff whose deep product, technical and industry knowledge help drive the business to new highs. We are also fortunate our team includes a diverse mix of extraordinary young professionals drawn from a wide range of backgrounds and skills. It is the talented people in every part of our business that do the heavy lifting every single day. We will continue to focus on this culture and our ability to retain, and develop even more talented, motivated staff, in order to better serve our customers and support their financial confidence.

“We are confident that the business is well funded and in a strong financial position to deliver on the current strategy and continued performance in the year ahead.”

Investor Conference Call

Shareholders are invited to join a teleconference briefing on Raiz Invest’s annual financial results for the period ending 30 June 2018 on **Tuesday 28th August at 12:00pm AEST.**

Details for the call are as follows:

Dial-in numbers:

Australia	1800 896 323
Hong Kong	800 906 887
Singapore	800 852 3352
United States	1 855 731 0983

Conference ID: 65316994

- ENDS -



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About Raiz

Raiz Invest Limited (ASX: RZI) is a first of its kind Australian, mobile-led, financial services business offering customers an easy way to regularly invest either small or large amounts, in or outside superannuation, using its micro-investment platform available via the Raiz app or its website.

Since launching in 2016, Raiz has achieved solid growth, amassing over 500,000 signups, with 165,000 active monthly customers and \$222 million funds under management as at 31 July 2018. Raiz was awarded Australia's Investment Innovator of the Year at the 2017 and 2018 FinTech Business Awards.



For more information: www.raizinvest.com.au

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