28 November 2016

AGM Chairman's Address

I first met Ash Shilkin and the team in November 2014 and was immediately impressed with his vision for the business and unbridled enthusiasm for disruption in financial services in the USA. The USA offers a unique market for so-called fintech. Its enormous addressable population of on-line connected customers, concentrated banking sector with a long tail of banks with small numbers of customers, generally fee intensive low service product offerings and resultant profit pools, offers an opportunity second to none. Whilst some direct competitors exist, and which have seen some success in gathering customers, the sheer scale of the market, growth in the importance, relevance and value of Millennials' business and slick product offering from ChimpChange leaves the business well-placed for continued strong growth.

Since our first meeting and my subsequent appointment to the Board I have seen the business move from minimum viable product to commercial operation with our launch in August 2015. At that time, the Team quickly drove customers to around 80,000 with a blunt and somewhat working capital intensive customer referral campaign. In any event, the customer value proposition was proven at that time and we started on the path to raising more capital to fund our expansion which culminated in our listing on the ASX in June this year.

Since then, the Team has focused on growing active customer numbers and monthly customer deposits in a working capital efficient way, those being closely linked to the underlying economics of the business. I am very pleased to report that every month since our relaunch this year post-listing we have grown all key revenue driving metrics and we will hear more about that progress from Young Lee and Clayton Fossett shortly. The technology platform is robust and proving scalable, we have excellent technology and operations partners and have managed to attract some very high calibre staff who are passionate about growing the business and providing customers with a modern, on-line and differentiated customer experience. Management has also built an admirable culture of positive regulatory compliance and operational risk management, of a quality that most banks would be proud. So, whilst ventures such as ours always carry risk, after all we are a start-up fintech disrupter business, I am confident that management is taking all reasonable and commercial steps to mitigate those risks for where we are in the growth lifecycle and building a scalable platform for future significant growth.

So, before I hand over to our VP Finance I would like to conclude with a reaffirmation of the Board's commitment to the success of ChimpChange and to thank shareholders for their continued support of the company in what has been a very exciting first few months since listing.

Thank you.