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**ASX Release**
20 June 2018

# Australia's first mobile-led investing platform reports continued growth in its business, in advance of its listing on the ASX

**Highlights**

- Successful raising of $15.12 million after high demand from customers and investors
- Commencement of trading on the ASX expected 21 June 2018
- Core underlying FUM increased to $200 million and active monthly customers of 160,000
- Raiz Invest Super successfully launched to Raiz users
- Strategy to grow into Asia has seen Raiz incorporate business entities in Malaysia and Indonesia

Raiz Invest Limited ("Raiz" or "the Company") (ASX: RZI), Australia's first mobile-led investing platform, today announced an increase in active users, customer sign-ups and funds under management and that it has continued to broaden its product offering and expand geographically.

The business update follows the lodgement of its prospectus and successful fund raising which saw strong demand from investors and customers. Raiz is expected to commence trading of its ordinary shares on the Australian Securities Exchange (ASX) at 11am on 21 June 2018 under the ticker 'RZI'.

## Business Update

Since launching in 2016, Raiz has achieved solid growth in its business across customers and funds under management. Raiz is pleased to provide an update on its key business metrics, with growth continuing since the lodgement of its prospectus in May 2018.

An update to the key operational metrics is outlined below:

| **Operational Metric** | **Prospectus** (as at 31 March 2018) | **Current** (as at 20 June 2018) | **Approx.% increase** |
|---|---|---|---|
| Customer Sign Ups | >440,000 | >490,000 | 11.4% |
| Active monthly Customers | approx. 155,000 | approx. 160,000 | 3.2% |
| Funds Under Management | >$170 million | $200 million | 17.6% |
| Average Customer Balance | $1,116 | $1,234 | 10.6% |

Managing Director of Raiz, Mr. George Lucas, said “We continue to tap into Australia’s huge appetite for financial services, with demand for our simple, easy to manage and affordable financial solutions remaining strong. Active customers, the key metric we are focussed on, increased over 3% and customer sign-ups have increased by 11% since 31 March 2018. We think this is a great outcome given the recent change of brand name.

“Our competitive advantage is that we are able to leverage technology to offer and facilitate the provision of affordable financial services and products at a lower cost, with greater efficiency, than traditional financial services business.”

**Strategic Initiatives**

Raiz’s growth strategy is to expand its products and services domestically and extend its offering in the Asia-Pacific region.

***New Products***

Raiz is pleased to announce that it has now launched a new superannuation product, Raiz Invest Super, which is being rolled out to customers in a staged approach, through the App. Raiz expects to provide updates on the take-up of this new product over the coming months, as the rollout is expanded across all Raiz customers.

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 of the Raiz Invest Super product is approximately $423 per annum 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.

***Geographic expansion***

Raiz is focussed on extending its offering in the Asia-Pacific region. In recent months, Raiz has made positive progress in this regards:

- Companies have been incorporated both 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.

In commenting on the strategy progress, Mr. George Lucas, said “Bringing new products to our customers is core to our business model and strategy. Superannuation is a product that many of our customers have told us they want access to. We are very pleased we can now offer them an affordable and easy to understand approach to super, which we believe is difficult to find elsewhere in the market.

"We also continue to progress our strategy to expand in Asia and are working on establishing the necessary compliance and regulatory foundations to operate in those markets."

**Raiz Public Offer**

Raiz has now successfully completed its 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. It will begin trading on the ASX at 11am on 21 June 2018.

Managing Director of Raiz, Mr. George Lucas, said, "After strong demand for the offering, with the priority offer being nearly four times oversubscribed, we are very excited to be listing the company.

Raiz's business model is centred on breaking down the barriers to investing, giving customer's confidence to manage their finances. Our customer's enthusiasm to own a part of our company and participate in its future growth was reinforced by the over subscription of the priority offer.

"The money we raised will allow us to continue to deliver on the company's growth strategy and provide a broader portfolio of simple, easy to manage, financial services to our growing user base across Australasia."

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.

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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 470,000 signups, with 160,000 active monthly customers and $200 million funds under management as at 20 June 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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