

Trading Update

The Board of Smartpay is pleased to provide the following trading update following the completion of the first quarter to 30 June 2022 of the 2023 Financial Year.

Highlights

Australian acquiring transactional revenue continuing to show strong growth, June quarter up **79%** year-on-year.

Australian Total Transaction Value up **71%** year-on-year.

Consolidated revenue up **48%** year-on-year.

Accelerating customer acquisition through the period with Transacting terminals in June at **10,934**.

Australia

Accelerating into our opportunity

Increasing the investment in marketing and sales has resulted in record months for lead generation and has delivered accelerated customer acquisition in the first quarter of FY23 with over 1,200 new transacting terminals added through to the end of June '22.

Average revenue and gross margin per transacting terminal saw further improvement, reflecting a combination of ongoing improvement in trading conditions for our customers and the benefit we are realising from our targeted marketing efforts and ongoing focus on leveraging our improving scale.

Monthly customer cancellations for the quarter were in-line with the average for FY22.

Australian Total Transaction Value (TTV) increased 71% year on year, the result a combination of fleet growth and an underlying improvement in transaction value per terminal.

New Zealand

Improving market conditions see a return to pre-covid customer acquisition levels

Our customer acquisition results have largely returned to pre-covid levels and we are well positioned to continue to leverage our brand footprint in the New Zealand market as new and returning businesses seek a competitive payments solution.

Summary and Outlook

Growth momentum continues as our customer proposition resonates

With acceleration in our Australian customer acquisition and improvement in New Zealand trading conditions, Q1 FY23 has further improved from the growth momentum delivered in FY22. As we scale further into our Australian opportunity, and ultimately increase the breadth of awareness of our unique Australian customer proposition, it is clear our solution is resonating strongly with our target market.

↑79%

Acquiring Transactional Revenue (YoY)

↑48%

Consolidated Revenue (YoY)

↑10,934

Transacting Terminals

↑71%

Total Transaction Value (YoY)

ASX: SMP
NZX: SPY

SHARE INFORMATION

Issued Shares: 238,284,963

WEBSITES

www.smartpay.co.nz
www.smartpay.com.au
www.smartpayinvestor.com

BOARD OF DIRECTORS

Independent Chair:
Gregor Barclay

Managing Director:
Martyn Pomeroy

Independent:
Matthew Turnbull

Independent:
Geoffrey Carrick

Non-Executive:
Carlos Gil

REGISTERED OFFICES

New Zealand:

205 – 209 Wairau Road
Wairau Valley
Auckland 0627
New Zealand

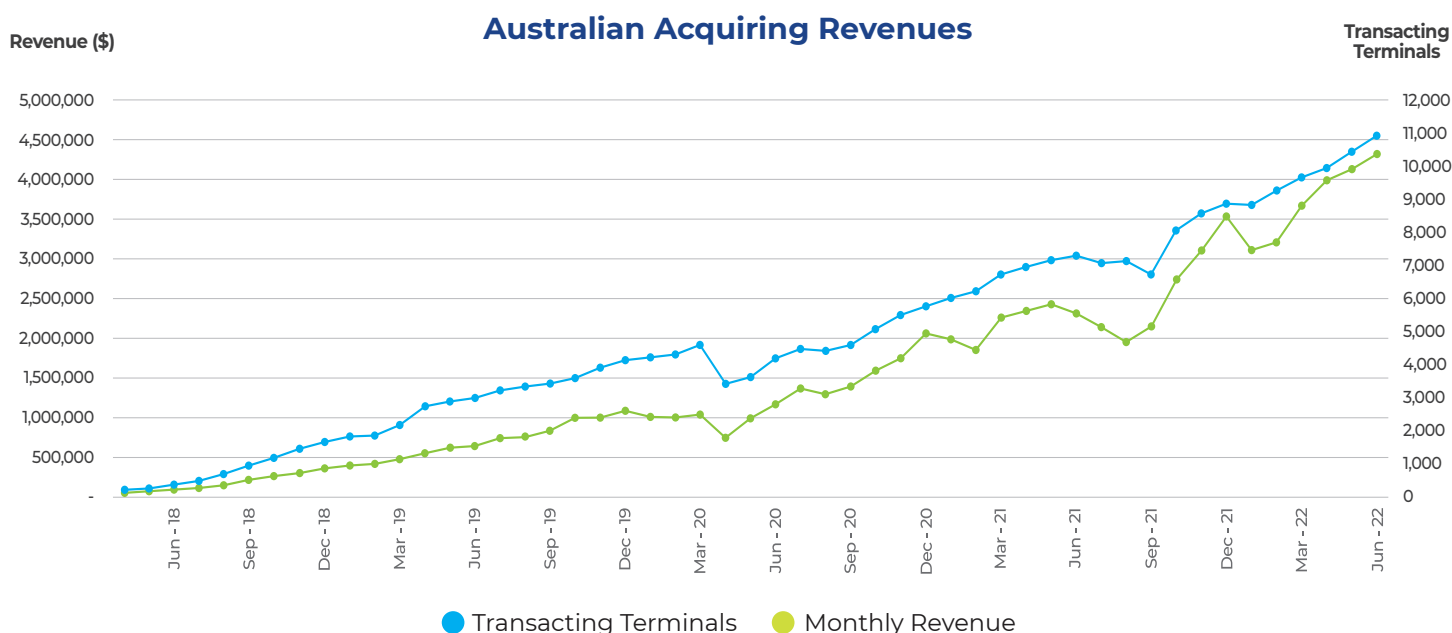
Phone: +64 (0)9 442 2700

Fax: +64 (0)9 442 2722

info@smartpay.co.nz

Quarterly Revenue Indicators - Unaudited

NZ\$'000	Year on Year to 30 June				Quarter on Quarter to 30 June			
	Q1 FY23	Q1 FY22	Variance \$	Variance %	Q1 FY23	Q4 FY22	Variance \$	Variance %
Total Consolidated Revenue	16,260	11,008	5,252	48%	16,260	13,806	2,454	18%
Australian Acquiring Transactional Revenue	12,021	6,716	5,305	79%	12,021	9,553	2,468	26%
Number of transactions processed	27,887,960	17,488,632	10,399,328	59%	27,887,960	22,775,852	5,112,108	22%
Total transaction value	1,023,998,684	598,567,522	425,431,162	71%	1,023,998,684	831,208,960	192,789,724	23%
Average Revenue Per Unit	1,193	993	200	20%	1,193	1,079	114	11%



ENDS

For further information contact: Marty Pomeroy, Managing Director, +64 27 3012427 / 64 (9) 442 2714

Corporate Directory

Registered and Principal offices

New Zealand:

205 – 209 Wairau Road,
Wairau Valley, Auckland 0627

Email: info@smartpay.co.nz

Phone: +64 (0)9 442 2700

Fax: +64 (0)9 442 2722

Website: www.smartpay.co.nz

Australia:

Level 9, 151 Castlereagh Street,
Sydney, NSW 2000

Email: info@smartpay.com.au

Phone: +61 (0)2 7903 6302

Fax: +61 (0)2 9869 4223

Website: www.smartpay.com.au

Shareholder Enquiries

Enquiries concerning shareholdings should be addressed to:

New Zealand:

Computershare Investor Services Limited
Private Bag 92119, Auckland 1142

Phone: +64 (0)9 488 8700

Fax: +64 (0)9 488 8787

Australia:

Computershare Investor Services Pty Limited
GPO Box 3329
Melbourne, VIC 3001

Free phone: 1 800 501 366

Fax: +61 (0)3 9473 2500