

# Trading Update

The Board of Smartpay is pleased to provide the following trading update following the second quarter to 30 September 2022 of the 2023 Financial Year.

## Highlights

Australian acquiring transactional revenue continuing to show strong growth, September quarter up **161%** year-on-year.

Australian Total Transaction Value up **145%** year-on-year.

Consolidated revenue up **91%** year-on-year.

Accelerating customer acquisition through the period with Transacting terminals in September at **12,546**

## Australia

### Ongoing customer acquisition acceleration

Ongoing investment in marketing and sales has resulted in further acceleration in customer acquisition in the second quarter of FY23 with over 1,600 new transacting terminals added through to the end of September 22.

Average revenue and gross margin per transacting terminal saw further improvement through the second quarter as we continue to benefit from our targeted marketing efforts, ongoing focus on leveraging our improving scale and further growth in our Smartcharge customer fleet profile.

Monthly customer cancellations for the quarter were in-line with the average for the first quarter FY23.

Australian Total Transaction Value (TTV) increased 145% year on year, reflecting our accelerating fleet growth and an underlying improvement in transaction value per terminal.

## New Zealand

### Stable terminal fleet with improving transactional volumes as borders open

We are seeing continued stability in the New Zealand terminal fleet with increasing transactional volumes within our taxi customer fleet as borders have reopened to travel and tourism.

## Summary and Outlook

### Accelerated growth momentum continues, setting the foundation for a strong second half to FY23

With further acceleration in customer acquisition resulting in improvement in our key metrics in quarter two FY23, we are seeing an immediate return on our increased investment in marketing and sales.

This strong start to FY23 sets a solid foundation for the remainder of the financial year.

**↑161%**  
Acquiring Transactional Revenue (YoY)

**↑91%**  
Consolidated Revenue (YoY)

**↑12,546**  
Transacting Terminals

**↑145%**  
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**

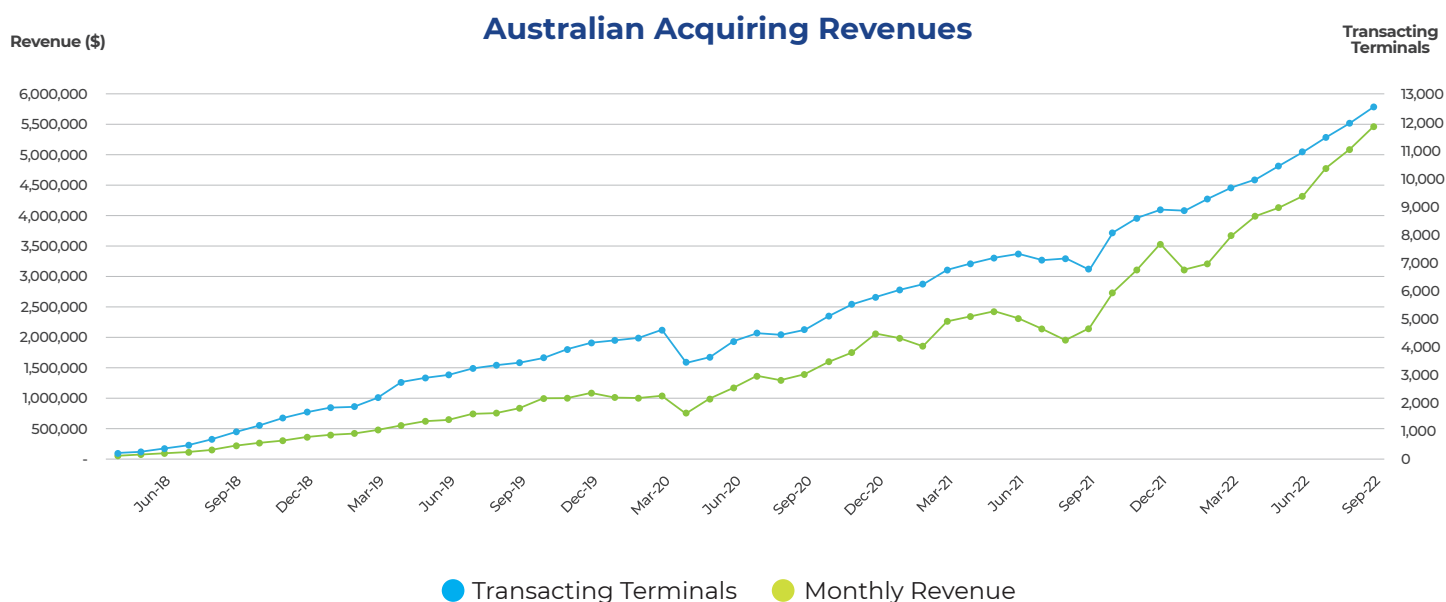
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### Quarterly Revenue Indicators - Unaudited

NZ\$'000	Year on Year to 30 September				Quarter on Quarter to 30 September			
	Q2 FY23	Q2 FY22	Variance \$	Variance %	Q2 FY23	Q1 FY23	Variance \$	Variance %
Total Consolidated Revenue	19,146	10,027	9,119	91%	19,146	16,260	2,886	18%
Australian Acquiring Transactional Revenue	15,341	5,871	9,470	161%	15,341	12,021	3,320	28%
Number of transactions processed	33,584,021	16,027,619	17,556,402	110%	33,584,021	27,887,960	5,696,061	20%
Total transaction value	1,245,858,947	507,894,948	737,963,999	145%	1,245,858,947	1,023,998,684	221,899,996	22%
Average Revenue Per Unit	1,280	895	385	43%	1,280	1,193	87	7%



#### ENDS

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#### Corporate Directory

##### Registered and Principal offices

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#### Shareholder Enquiries

##### Enquiries concerning shareholdings should be addressed to:

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