

Trading Update

The Board of Smartpay is pleased to provide the following trading update following the third quarter to 31 December 2022 of the 2023 Financial Year.

Highlights

Australian acquiring transactional revenue continuing to show strong growth, December quarter up **85%** year-on-year.

Australian Total Transaction Value up **74%** year-on-year.

Consolidated revenue up **60%** year-on-year.

Accelerating customer acquisition through the period with Transacting terminals in December at **14,520**

Australia

Ongoing customer acquisition acceleration

The continued investment in marketing and sales has resulted in further acceleration in customer acquisition in the third quarter of FY23 with over 1,950 new transacting terminals added through to the end of December '22.

Australian Acquiring Transactional Revenue increased 85% year on year but was impacted by the NZD appreciation to the AUD across the quarter. Underlying AUD revenue growth for the quarter was 17%.

On an underlying AUD basis, average revenue per transacting terminal saw ongoing improvement with average margin per transacting terminal consistent.

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

Australian Total Transaction Value (TTV) increased 74% year on year.

New Zealand

Stable terminal fleet

We are seeing continued stability in the New Zealand terminal fleet.

Summary and Outlook

Strong finish to FY23

With acceleration in customer acquisition continuing and an ongoing measured approach to investment in growth, we look towards a strong finish to the 2023 financial year.

↑ 85%

Acquiring Transactional Revenue (YoY)

↑ 60%

Consolidated Revenue (YoY)

↑ 14,520

Transacting Terminals

↑ 74%

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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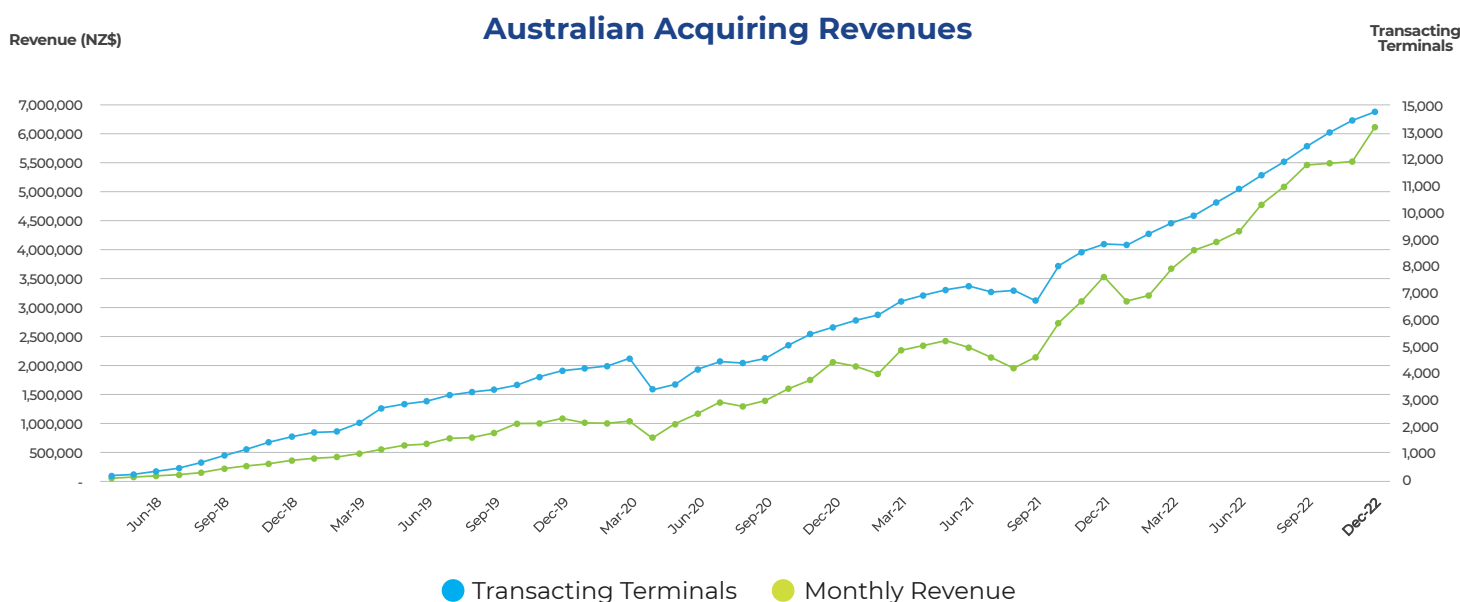
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Quarterly Revenue Indicators - Unaudited

NZ\$'000	Year on Year to 31 December				Quarter on Quarter to 31 December			
	Q3 FY23	Q3 FY22	Variance \$	Variance %	Q3 FY23	Q2 FY23	Variance \$	Variance %
Total Consolidated Revenue	21,151	13,231	7,920	60%	21,151	19,146	2,005	10%
Australian Acquiring Transactional Revenue	16,833	9,079	7,754	85%	16,833	14,872*	1,961	13%
Number of transactions processed	38,329,474	21,805,643	16,523,831	76%	38,329,474	33,584,021	4,745,453	14%
Total transaction value	1,386,361,780	795,362,880	590,998,900	74%	1,386,361,780	1,245,858,947	140,502,833	11%
Average Revenue Per Unit	1,249	1,104	145	13%	1,249	1,280	-31	-2%

*corrected from Q2 trading update to remove terminal rental income of \$469k



ENDS

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