

# Smartpay Interim Results Announcement

28 November 2022

The Board of Smartpay is pleased to announce its interim results to 30 September 2022.

## Interim Financial Highlights

**Revenue \$35.4m**, a **68% increase** on the prior year \$21.0m.

**EBITDA\* \$8.1m**, a **119% increase** on the prior year \$3.7m.

**Net profit before tax \$2.7m**, a **637% increase** on the prior year \$0.4m.

Monthly Australia acquiring revenue **\$5.5m** at September 22.

## Operating Results

Overall revenues were \$35.4m, up 68% on the prior year of \$21.0m. The key driver of this revenue growth continues to be the growth in our Australian acquiring transaction revenues, \$26.9m compared to \$12.6m in the prior comparable period.

We are fortunate to have had a full period where our customers and therefore Smartpay has not been impacted by lockdowns and the associated trading restrictions which is pleasing and a contributor to this strong result.

Transacting terminals have increased to 12,546 as our customer acquisition efforts continue to deliver results. This represents an addition of over 2,800 transacting terminals in the six months to 30 September 2022, which compares to 2,930 net additions in the full year preceding. The clear customer preference continues to be for our SmartCharge solution, which continues to reinforce our view that we have a market leading product offering that resonates with SME Customers.

The EBITDA increase of 119% year on year reflects the growth in revenue together with the scalable nature of the operations.

Total Transaction Value (TTV) of \$2.3b over the six months was an increase of 132% versus \$1.1b over the prior comparable period.

Net Profit Before Tax of \$2.7m is a positive result, and represents the second consecutive positive NPBT performance.

The business is generating positive operating cashflows with \$10.1m being generated for the period. Operating cashflows are being used to fund the purchase of new terminals, ongoing development of software and reduce bank debt. The strengthening of the cash position now sees the company operating with net cash of \$1.6m at September 2022.

**↑114%**  
**Acquiring Transactional Revenue** on previous year

**↑130%**  
**Operating Cashflows**

**↑12,500+**  
**Transacting Terminals**

**↑132%**  
**Total Transaction Value (YoY)**

**ASX: SMP**  
**NZX: SPY**

**SHARE INFORMATION**  
Issued Shares: 238,284,963

**WEBSITES**  
[www.smartpay.co.nz](http://www.smartpay.co.nz)  
[www.smartpay.com.au](http://www.smartpay.com.au)  
[www.smartpayinvestor.com](http://www.smartpayinvestor.com)

### BOARD OF DIRECTORS

Non- Exec Chairman:  
**Gregor Barclay**  
Managing Director:  
**Martyn Pomeroy**  
Non-Executive:  
**Matthew Turnbull**  
Independent:  
**Geoffrey Carrick**  
Non-Executive:  
**Carlos Gil**

### REGISTERED OFFICES

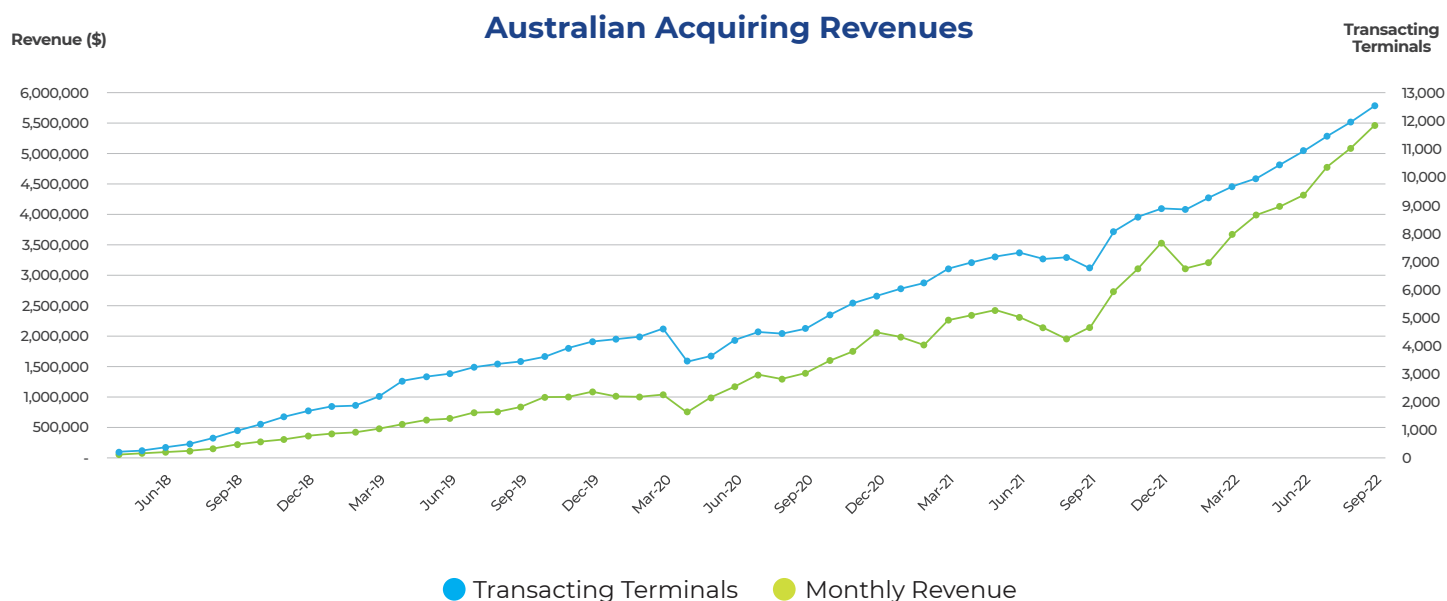
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## Summary and Outlook

We remain focused on executing against our strategic opportunity in Australia and continuing to invest in our growth in a measured manner. Technology development and implementation remain core to our future and work is underway on the Android in-store proposition which is a key focus for the remainder of the year.

With the continuing momentum and indeed acceleration we have seen in the first half of FY23, we look forward to a strong second half performance for the FY23 year.

\*EBITDA – Earnings Before Interest, tax, depreciation, amortisation, impairment, financial instrument movements, foreign exchange movements and share performance rights. EBITDA is a useful non-GAAP measure as it shows the contribution to earnings prior to finance costs and non-cash items.

## ENDS

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### Corporate Directory

#### Registered and Principal offices

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**Fax:** +64 (0)9 442 2722

**Website:** [www.smartpay.co.nz](http://www.smartpay.co.nz)

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**Phone:** +61 (0)2 7903 6302

**Fax:** +61 (0)2 9869 4223

**Website:** [www.smartpay.com.au](http://www.smartpay.com.au)

### Shareholder Enquiries

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

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