

# Smartpay Interim Results Announcement

**27 November 2023**

The Board of Smartpay is pleased to announce its interim results to 30 September 2023.

## Interim Financial Highlights

**Revenue**  
**\$46.9m**

A 33% increase on the prior year \$35.4m

NORMALISED  
**EBITDA\***  
**\$10.6m**

A 31% increase on the prior year \$8.1m\*\*

NORMALISED  
**Profit Before Tax**  
**\$4.8m**

A 68% increase on the prior year \$2.8m\*\*

**Net Cash**  
**\$2.2m**

A 64% increase on the prior year of \$1.3m

**Monthly Australian Acquiring Revenue**

\$7.1m at September 23

### Operating Results

A pleasing 1H24 result reflects our strong operating leverage and ongoing delivery of our Australian strategy, whilst making good progress towards our launch into the New Zealand acquiring market.

Smartpay continues to build momentum, with 1H24 revenue of \$46.9m, up 33% on the prior year of \$35.4m. Australian acquiring transaction revenue continues to be the key driver of revenue growth. Our Australian offering continues to resonate strongly with merchants, many of whom face a challenging retail environment.

Our ongoing customer acquisition has resulted in our Australian transacting terminal fleet expanding to 17,700 terminals at the end of September 2023, up 13% on the 31 March transacting terminal number. This strong result has us at 7% of our total addressable market, reflecting our early stage growth position in Australia and significant forward opportunity.

Despite ongoing operational cost investment in our business, including preparing for the New Zealand opportunity, we have delivered a normalised EBITDA\* of \$10.6m\*\*, an increase of 31% on the prior year.

Normalised Profit Before Tax (PBT) of \$4.8m\*\* increased 71% on the prior year demonstrating our operating leverage and strong unit economics.

The business is generating positive operating cashflows with \$9.0m being generated for the period - down on the prior period due to the payment of tax.

These results together with the generation of free cash flows of \$1.0m for the period confirms our resolution to grow the business on a profitable and free cash flow basis.

### Summary and Outlook

Maintaining our strong operating leverage, whilst making good progress towards our launch into the New Zealand acquiring market, and delivering ongoing growth into our Australian opportunity, is reflected in a pleasing result for the first half of FY24.

We are committed to building a sustainable business, based on sound business fundamentals, growing into our sizable opportunity in Australia and delivering a complete in-store payment solution to our trans-Tasman customer base. Our team is committed to ensuring that we remain true to our values, people, customers and shareholders. Smartpay is well positioned for the exciting opportunities ahead.

\*EBITDA – Earnings before interest, tax, depreciation, amortisation expense, foreign exchange adjustments, share performance rights amortisation expense, financial instrument realised/unrealised revaluation movements, and impairment and loss on disposal of property, plant and equipment

\*\*Normalised for cyber incident.

**+42.0%**

Australian Acquiring Revenue (on prior year)

**17,700+**

Transacting Terminals

**+34.4%**

Total Transaction Value (on prior year)

**+48,000**

Total Terminal Fleet

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**ASX: SMP**

**NZX: SPY**

### SHARE INFORMATION

Issued Shares: 238,284,963

### 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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### SHAREHOLDER ENQUIRIES

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