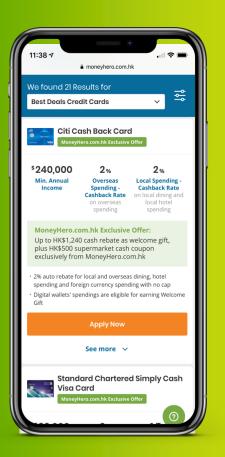
## M@neyHero Group

Nasdaq: MNY

## **Investor Presentation**

September 2024

# Empowering and connecting people to a better financial future



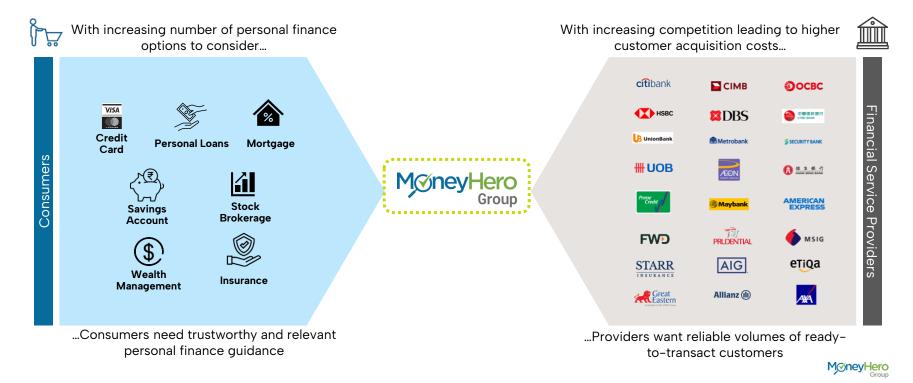
## MoneyHero Group connects people to a better financial future

Our mission at MoneyHero Group is to make all of life's financial decisions a time saving and rewarding experience

We educate people about personal finance, help them decide which products are best suited for their needs, and facilitate getting the product

We connect financial institutions with their target customers and help them achieve their customer acquisition objectives

# Product innovation and competition drives consumers to look for trusted sources of information to compare and decide



## Our business

Simplifying financial decisions through accessible content and trusted brands.

We connect users with financial products via intuitive comparison journeys, fostering loyalty through rewards.



Attract millions of users

Foster user loyalty through rewards

#### Investment thesis



A Market Leader In the Rapidly Expanding Greater Southeast Asia Market



Large Addressable Market That is Growing via Digital Adoption of Product Distribution





Proven Scalable Business Model with Significant Runway

Near Term Path to Profitability Enabling Continued Future Investment for Growth



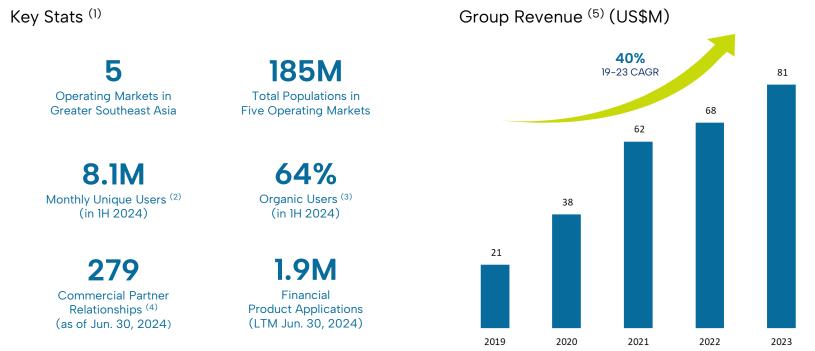
Opportunity to Further Cement Leadership Position via Inorganic Growth



World Class Management Team with Strong Institutional Backers



# MoneyHero Group is a market leading online financial comparison platform in Greater Southeast Asia



Notes

1. All stats exclude Thailand, which was closed in Q4 2022

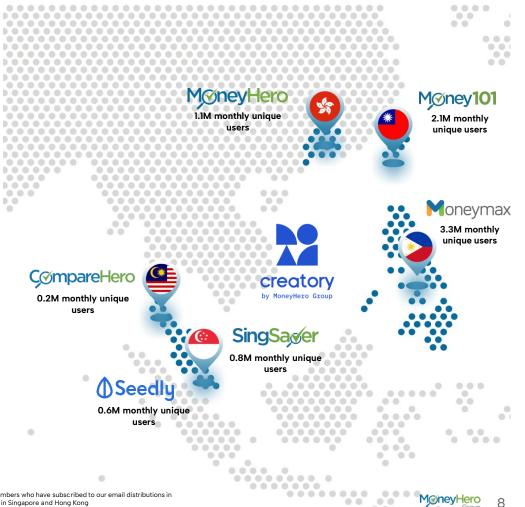
2. Monthly Unique User is a unique user with at least one session in a given month as determined by a unique device identifier from Google Analytics

- 3. Organic Users are users that visit our online platforms via all unpaid channels such as direct and organic search
- 4. Commercial partner relationships means having relationships with different lines of businesses within the same financial institution e.g. XYZ Bank CC business is one relationship and PL is another; decision making power and budget rests with the individual line of business

5. 2019-2022 audited financials of CompareAsia Group Capital Limited, prepared in accordance with IFRS; 2023 audited financials of MoneyHero Limited, prepared in accordance with IFRS

## 8.1M monthly unique users<sup>(1)</sup> and 6.5M members<sup>(2)</sup>

ENGAGE WITH OUR 7 BRANDS ACROSS 5 MARKETS

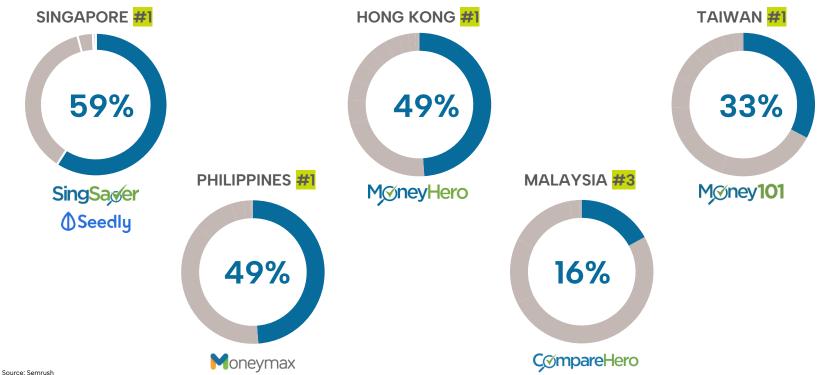


Notes:

1. Monthly Unique Users during the period 1H 2024; members as of June 30, 2024

 MoneyHero Group Members include members who have login IDs with us in Singapore, Hong Kong and Taiwan, members who have subscribed to our email distributions in Singapore, Hong Kong, Philippines, Taiwan and Malaysia, and members who are registered in our rewards database in Singapore and Hong Kong

#### Our brands are trusted and hold leading market share



Note: Market share is based on 2022 total visit durations (time spent per visit multiplied by the number of visits) relative to that of key competitors in each market. Competitor set used HK: MoneySmart, FlyForMiles, Hong Kong Card, Planto, Groupbuya, Mr Miles, Flyday, Flyday, Flyday, Flyday, Flyday, Flyday, HKCashRebate, mReferral, Lendelal SG: MoneySmart, ValueChampion, PolicyPal, MoneyOwl | TW: iCard, Roo.Cash, Cardu, Ewdna, Finfo, Alphaloan, Creditcards.com, My83, MoneySmart | PH: iMoney, eComparemo, iChoose, Autodeal, Allthebestloans, Loanonline, UpFinance, Nook, Coolfinance | MY: Ringgitplus, LoanStreet, iMoney, Bjat, Policystreet, Fatberry.



# We operate in a large, high growth region that is digitally-enabled

## 185M Total Population

IN OUR FIVE OPERATING MARKETS IN 2022

700M+ in Greater Southeast Asia

## 92M Banked Population

#### IN OUR FIVE OPERATING MARKETS IN 2022

95-100% banked in SG, HK, TW, and Malaysia 44% banked in Philippines, growing at a 7.8% CAGR 2018-2022

## 4.7% Disposable Income Growth

CAGR 2023E-2028E IN OUR FIVE OPERATING MARKETS

**90%** Households with Smartphones

IN OUR FIVE OPERATING MARKETS IN 2022

70% of Population uses internet daily

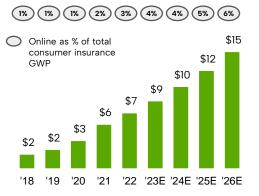


# Large addressable market of \$9B+ revenue opportunity<sup>(1)</sup> with strong underlying trends towards digital channels

#### Credit Cards Markets <sup>(2)</sup> Total card transactions (in billions) (17%) (18%) (18%) (17%) 17% (18%) (16%) 18% (19%) Card transaction as % of 51 48 total transactions 44 36 32 29 '19 '20 '21 '22 '23E '24E '25E '26E '18

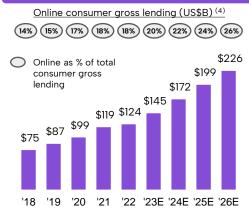
- Total **44B** card transactions and total **107M** credit cards in circulation in 2023E
- No. of card transactions grew at +9% CAGR 2018-22 and is expected to grow at +6% CAGR 2023E-26E
- At a churn rate of 10% of cards in circulation and 5% YoY increase in cards in circulation, implies \$2B+ revenue opportunity (assuming an average pricing per approval by market)<sup>(1)</sup>

#### Consumer Insurance Markets <sup>(2)</sup> Online consumer insurance GWP (US\$B) <sup>(3)</sup>



- Consumer insurance GWP: \$221B in 2023E (\$193B Life, \$28B General (\$490M Travel)), out of which 4% was driven online (\$9B in size)
- \$9B online consumer insurance GWP implies **\$2B+** revenue opportunity (assuming an average commission rate of 25% of GWP) <sup>(1)</sup>
- Online consumer insurance GWP grew at <mark>+42%</mark> CAGR 2018-22 and is expected to grow at <mark>+20%</mark> CAGR 2023E-26E

#### Consumer Lending Markets (2)



- Total consumer lending: \$725B in 2023E, out of which 20% was driven online (\$145B in size)
- Online consumer lending grew at +13% CAGR 2018-22 and is expected to grow at +16% CAGR 2023E-26E
- Based on average loan size and pricing per approval by market, implies \$58+ revenue opportunity <sup>(1)</sup>

Notes:
1. Revenue opportunities are based on the assessment of MoneyHero Group; it only includes credit cards, consumer insurance, and consumer lending and does not cover the entire verticals of MoneyHero Group

2. Markets include Singapore, Hong Kong, Philippines, Taiwan and Malavsia

Source: Euromonitor, MoneyHero

- 3. Consumer insurance GWP refers to the gross written premium aggregated across life insurance and general insurance
- 4. Consumer gross lending is the total value of loans advanced by all small medium sized enterprise loans and consumer loans in a given year; exclude B2B (business loans), C2B (e.g. corporate bonds), C2C (e.g. cash loans)



### Our business pillars



#### **B2B Business**



Our platforms provide free, comprehensive information across 1,500+ financial products, including credit cards, personal loans, various insurance products, mortgages, and other financial products, for our users to search for, compare, discuss and make informed decisions Creatory expands our ecosystem and user reach by providing our digital technology solutions to third-party online channel partners and content creators, enabling them to monetize their user base through our existing relationships with financial institutions

5 Markets in Greater Southeast Asia

Total Traffic in FY 2023

8.1M Monthly Unique Users <sup>(2)</sup> 440+ Content & Channel Partners 16% Revenue Contribution in 1H 2024

Notes:

1. All stats exclude Thailand, which was closed in Q4 2022

Monthly Unique Users during the period 1H 2024

### MoneyHero's financial products platform

MoneyHero attracts high-quality users through creative content and innovative tools, while delivering high and reliable volumes of new customers to our financial product partners

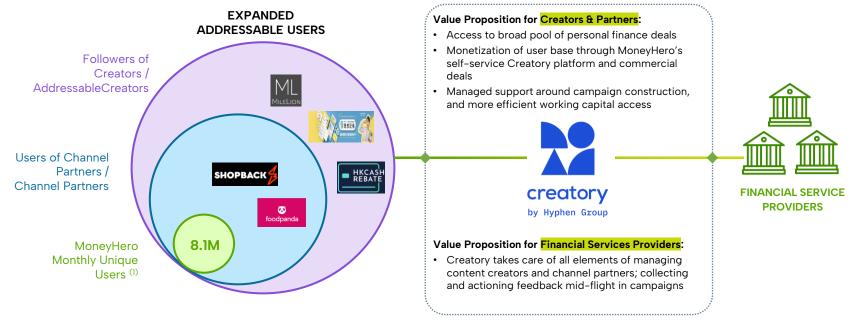


3. As of June 30, 2024; Commercial partner relationships means having relationships with different lines of businesses within the same financial institution e.g. XYZ Bank CC business is one relationship and PL is another; decision making power and budget rests with the individual line of business

In FY 2023

## Creatory expands MoneyHero's reach by capturing and converting 3rd party traffic sources

Creatory is MoneyHero's B2B service offering – enabling digital businesses to monetize their user base through MoneyHero's commercial partnerships



Notes

Monthly Unique Users during the period 1H 2024.

### Our Executive Officers and Board of Directors



- ROHITH MURTHY CEO Joined in 2015
- Previously held various senior digital banking roles at Citibank, Standard Chartered Bank and Siam Commercial Bank



• Previously held numerous senior finance positions at Alibaba Group, including CFO of Lazada business unit



 Previously held leadership roles at American Express, and PricewaterhouseCoopers in the Telecom consulting business



ROHITH MURTHY CEO MoneyHero Group



KENNETH CHAN SVP PCG Group

BOARD OF DIRECTORS

**OFFICERS** 



MARC SYZ CEO, Managing Partner, SYZ Capital



SUSANNA LEE Former Managing Director American Express



**DANIEL WANG** Founder, CIO Brianna Capital (Asia)



## Financials (MoneyHero Group Standalone)



# Proven track record of delivering value to MoneyHero users and financial services providers

Improvement in quality of leads & traffic utilization resulting in higher user engagement and conversion rates, driving growth in application volumes



#### Notes:

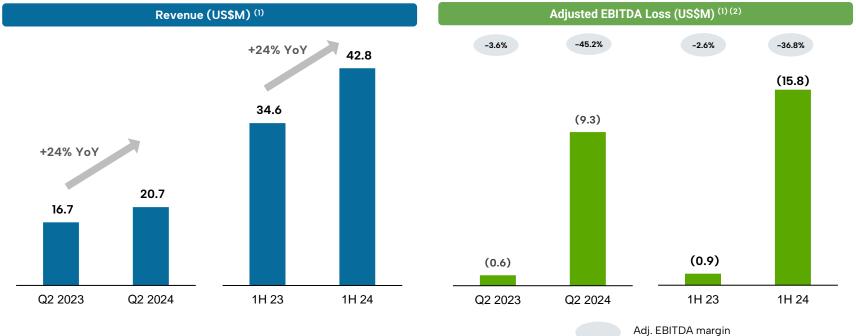
1 All stats exclude Thailand, which was closed in Q4 2022

2 Average monthly unique users refer to the average of monthly unique users for the year or period stated. Total traffic for 1H 2023 and 1H 2024 are annualized based on 1H run-rate

3 Total number of product applications for the year or period stated. Applications for IH 2023 and IH 2024 are annualized based on IH run-rate

### Group revenue and EBITDA

Revenue increased 24% YoY and Adj. EBITDA loss increased to US\$(9.3)m in Q2 2024, driven primarily by increased investment in marketing and customer acquisition to expand market share, while building our loyal user base and incubating need-base-product verticals



#### Notes:

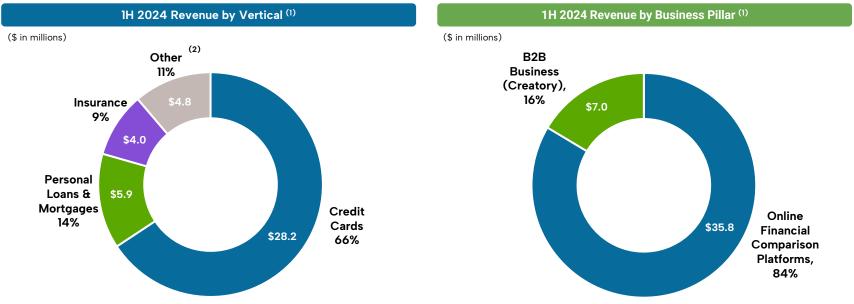
1 Quarterly figures are unaudited financials of MoneyHero Limited, prepared in accordance with IFRS

2 Adjusted EBITDA is a non-IFRS financial measure defined as loss for the year/period plus income tax expenses/(credit), depreciation and amortization, interest income, finance costs, changes in fair value of financial instruments, impairment of non-financial assets, equity-settled share option expense, unrealized foreign exchange differences, transaction expenses, other non-recurring costs related to strategic transaction, other long-term employee benefits credit and non-recurring legal fees. Adjusted EBITDA was a badjusted EBITDA was percentage of revenue



### Revenue by product vertical and business pillar

Insurance revenue increased by 65% year-over-year (89% in Q2), contributing 9% of total revenue in H1 2024 (11% in Q2). Creatory showed strong revenue growth supported by robust growth in HK and SG



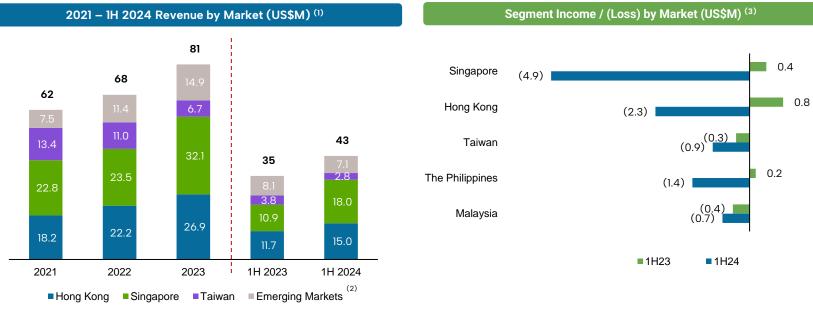
#### Notes:

1 Quarterly figures are unaudited financials of MoneyHero Limited, prepared in accordance with IFRS.

2 Other includes bank account, stock brokerage, wealth management, and Seedly

### Revenue and segment profitability by market

Singapore and Hong Kong short-term losses were driven by strategic investments to capture market share. The focus for 2H is to continue scaling these markets while returning to positive margins.



#### Notes:

2021-2022 audited financials of CompareAsia Group Capital Limited, prepared in accordance with IFRS; 2023 audited financials of MoneyHero Limited, prepared in accordance with IFRS; Quarterly figures are unaudited financials of MoneyHero Limited, prepared in accordance with IFRS.

2. Emerging markets include Philippines, Malaysia, and Thailand market. We ceased our operations in Thailand in 2022

3. Segment income / (loss) is total gain or loss for the period (revenue minus all costs and expenses)



## Appendix



#### Non-IFRS adjusted EBITDA reconciliation

	For the Three Mo June 3	e 30, June 30,				
	2024	2023	2024	2023		
		(US\$ in the	\$ in thousands)			
Loss for the period	(12,223)	(68,571)	(25,323)	(71,101)		
Tax expenses/(credit)	5	24	57	34		
Depreciation and amortization	1,066	1,255	2,047	2,400		
Interest income	(356)	(98)	(951)	(126)		
Finance costs	5	1,803	13	3,569		
EBITDA	(11,501)	(65,587)	(24,156)	(65,224)		
Non-cash items:						
Changes in fair value of financial instruments	(1,109)	58,038	237	57,937		
Impairment of non-financial assets	92	-	92	-		
Equity settled share-based payment arising from employee share option scheme	1,015	268	1,638	795		
Unrealized foreign exchange differences, net	1,766	3,216	5,802	2,070		
Listing and other non-recurring strategic exercises related items:						
Transaction expenses	20	3,556	55	3,613		
Other non-recurring costs related to strategic transaction	61	-	61	1		
Other non-recurring items:						
Other long-term employee benefits credit	-	(84)	-	(84)		
Non-recurring legal fees	323	-	497	-		
Adjusted EBITDA	(9,336)	(593)	(15,775)	(892)		
Revenue	20,674	16,650	42,849	34,553		
Adjusted EBITDA	(9,336)	(593)	(15,775)	(892)		
Adjusted EBITDA Margin	(45.2)%	(3.6)%	(36.8)%	(2.6)%		

- Adjusted EBITDA loss increased, from \$(0.6)M in Q2 2023 to \$(9.3)M in Q2 2024 as a result of increase in rewards and marketing spending to support our aggressive growth strategy to expand our footprint and capture market share
- Finance costs in H1 2023 associated with interest expense on MoneyHero's previous loan liability; at the end of October 2023, MoneyHero made a voluntary repayment of all its outstanding loan notes
- Changes in fair value of financial instruments of \$57.9M in H1 2023 relates to the fair value of warrant liabilities and the derivative components of Loan Notes, which were settled in Q4 2023

Notes:

Financials are unaudited financials of MoneyHero Limited, prepared in accordance with IFRS

Adjusted EBITDA is a non-IFRS financial measure defined as loss for the year/period plus income tax expenses/(credit), depreciation and amortization, interest income, finance costs, changes in fair value of financial instruments, impairment of non-financial assets, equity-settled share option expense, unrealized foreign exchange differences, transaction expenses, other non-recurring costs related to strategic transaction, other long-term employee benefits credit and non-recurring legal flees. Adjusted EBITDA as a set Adjusted EBITDA as a percentage of revenue

### Standalone P&L of MoneyHero Group

	For the Three Months Ended June 30.				For the Six Months Ended June 30.		
-	2024	2023	%YoY	2024	2023	% YoY	
-	(US\$ in thousands, except loss per share)						
Revenue	20,674	16,650	24%	42,849	34,553	24%	
Costs and expenses:							
Cost of revenue	(13,795)	(7,178)	92%	(27,901)	(15,655)	78%	
Advertising and marketing expenses	(6,581)	(3,925)	68%	(12,714)	(7,488)	70%	
Technology costs	(2,194)	(1,722)	27%	(4,046)	(3,256)	24%	
Employee benefit expenses	(6,712)	(4,474)	50%	(12,590)	(9,559)	32%	
General, administrative and other operating expense	(3,222)	(4,867)	(34)%	(5,609)	(6,116)	(8)	
Foreign exchange differences, net	(1,848)	(3,291)	(44)%	(5,959)	(2,170)	175%	
Operating loss	(13,679)	(8,808)	55%	(25,970)	(9,691)	168%	
Other income/(expenses):							
Other income	357	102	252%	954	130	633%	
Share-based payment on listing	-	-		-	-		
Finance costs	(5)	(1,803)	(100)%	(13)	(3,569)	(100)	
Changes in fair value of financial instruments	1,109	(58,038)	(102)%	(237)	(57,937)	(100)	
Loss before tax	(12,217)	(68,548)	(82)%	(25,265)	(71,067)	(64)	
Income tax expense	(5)	(24)	(77)%	(57)	(34)	67%	
Loss for the year/period	(12,223)	(68,571)	(82)%	(25,323)	(71,101)	(64)%	
Other comprehensive income			. ,		,	. ,	
Other comprehensive income that may be reclassified to profit or loss in subsequent periods (net of tax):							
Exchange differences on translation of foreign operations	1,279	2.677	(52)%	4,992	1.673	198%	
Other comprehensive loss that will not be reclassified to profit or loss in subsequent periods (net of tax):	1,210	2,011	(02)70	4,002	1,010	1007	
Remeasurement of defined benefit plan	(6)	(35)	(84)%	(5)	(35)	(85)	
Other comprehensive income, net of tax	1,273	2,643	(52)%	4,987	1,638	204%	
Total comprehensive loss for the year/period, net of tax	(10,950)	(65,928)	(83)%	(20,336)	(69,463)	(71)	
Loss per share attributable to ordinary equity holders of the parent							
Basic and diluted	(0.3)	(47.3)	(99)%	(0.6)	(49.1)	(99)	

Financials are unaudited financials of MoneyHero Limited, prepared in accordance with IFRS.

#### Standalone Balance Sheet of MoneyHero Group

	As of 30 June 2024	As of 31 December 2023		
	(US\$ in th	(US\$ in thousands)		
NON-CURRENT ASSETS				
Other intangible assets	6,177	7,294		
Property and equipment	337	190		
Right-of-use assets	338	590		
Deposits	24	26		
Total non-current assets	6,877	8,100		
CURRENT ASSETS				
Accounts receivable	16,968	17,236		
Contract assets	12,521	16,025		
Prepayments, deposits and other receivables	5,199	4,856		
Pledged bank deposits	182	189		
Cash and cash equivalents	56,497	68,641		
Total current assets	91,367	106,947		
CURRENT LIABILITIES				
Accounts payable	25,267	23,840		
Other payables and accruals	9,856	9,382		
Narrant liabilities	2,076	1,840		
_ease liabilities	347	575		
Provisions	71_	72		
Fotal current liabilities	37,617	35,708		
NET CURRENT ASSETS	53,750	71,239		
TOTAL ASSETS LESS CURRENT LIABILITIES	60,627	79,339		
NON-CURRENT LIABILITIES				
Lease liabilities	5	31		
Deferred tax liabilities	26	29		
Provisions	210	194		
Fotal non-current liabilities	241	255		
Net assets	60,386	79,084		
EQUITY				
ssued capital	4	4		
Reserves	60,382	79,080		
Fotal equity	60,386	79,084		

Notes:



#### Forward-Looking Statements

This document includes "forward-looking statements" within the meaning of the United States federal securities laws and also contains certain financial forecasts and projections. All statements other than statements of historical fact contained in this communication, including, but not limited to, statements as to future results of operations and financial position, objectives of management for future operations of MoneyHero Limited (the "Company"), market size and growth opportunities, are forward-looking statements. Some of these forward-looking statements can be identified by the use of forward-looking words, including "outlook," "believes," "expects," "potential," "continues," "may," "will," "should," "could," "seeks," "predicts," "intends," "trends," "plans," "estimates," "anticipates" or the negative version of these words or other comparable words. All forward-looking statements are based upon estimates and forecasts and reflect the views, assumptions, expectations, and opinions of the Company, which are all subject to change due to various factors including, without limitation, changes in general economic conditions. Any such estimates, assumptions, expectations, forecasts, views or opinions, whether or not identified in this communication, should be regarded as indicative, preliminary and for illustrative purposes only and should not be relied upon as being necessarily indicative of future results.

The forward-looking statements and financial forecasts and projections contained in this communication are subject to a number of factors, risks and uncertainties. Potential risks and uncertainties that could cause the actual results to differ materially from those expressed or implied by forward-looking statements include, but are not limited to, changes in business, market, financial, political and legal conditions; risk relating to the uncertainty of the projected financial information with respect to the Company; the Company's ability to attract new and retain existing customers in a cost effective manner; competitive pressures in and any disruption to the industry in which the Company and its subsidiaries (the "Group") operate; the Group's ability to achieve profitability despite a history of losses; and the Group's ability to implement its growth strategies and manage its growth; the Group's ability to meet consumer expectations; the success of the Group's new product or service offerings; the Group's ability to attract traffic to its websites; the Group's internal controls; fluctuations in foreign currency exchange rates; the Group's ability to raise capital; media coverage of the Group; the Group; the Group; sability to obtain adequate insurance coverage; changes in the regulatory environments (such as anti-trust laws, foreign ownership restrictions and tax regimes) and general economic conditions in the countries in which the Group operates; the Group's ability to attract and retain management and skilled employees; the impact of the COVID-19 pandemic or any other pandemic on the business of the Group; the success of the Group's strategic investments and acquisitions, changes in the Group's relationship with its current customers, suppliers and service providers; disruptions to the Group's information technology systems and networks; the Group's ability to grow and protect its brand and the Group's reputation; the Group's ability to protect its intellectual property; changes in regulation and other contingencies; the Group's ability to achieve tax efficiencies of its corporate structure and intercompany arrangements; potential and future litigation that the Group may be involved in; and unanticipated losses, write-downs or write-offs, restructuring and impairment or other charges, taxes or other liabilities that may be incurred or required and technological advancements in the Group's industry. The foregoing list of factors is not exhaustive. You should carefully consider the foregoing factors and the other risks and uncertainties described in the "Risk Factors" section of the Company's registration statement on Form F-4 (the " Registration Statement"), which was declared effective by the U.S. Securities and Exchange Commission (the "SEC") on September 26, 2023, and other documents to be filed by the Company from time to time with the SEC. These filings identify and address other important risks and uncertainties that could cause actual events and results to differ materially from those contained in the forward-looking statements. In addition, there may be additional risks that the Company currently does not know, or that the Company currently believes are immaterial, that could also cause actual results to differ from those contained in the forward-looking statements. Forward-looking statements reflect the Company's expectations, plans, projections or forecasts of future events and view. If any of the risks materialize or the Company's assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements.

Forward-looking statements speak only as of the date they are made. The Company anticipates that subsequent events and developments may cause their assessments to change. However, while the Company may elect to update these forward-looking statements at some point in the future, the Company specifically disclaims any obligation to do so, except as required by law. The inclusion of any statement in this document does not constitute an admission by the Company or any other person that the events or circumstances described in such statement are material. These forward-looking statements should not be relied upon as representing the Company's assessments as of any date subsequent to the date of this document. Accordingly, undue reliance should not be placed upon the forward-looking statements. In addition, the analyses of the Company contained herein are not, and do not purport to be, appraisals of the securities, assets or business of the Company.

#### Industry and Market Data

This document contains information, estimates and other statistical data derived from third party sources and/or industry or general publications. Such information involves a number of assumptions and limitations, and you are cautioned not to place undue weight on such estimates. The Company has not independently verified such third-party information and makes no representation as to the accuracy of such third-party information.



