

29 April 2025

Beforepay Group Limited Q3 FY25 Quarterly Activities and Appendix 4C Cash Flow Report (Unaudited)

Beforepay delivers record Q3 profitability and continued progress of Carrington Labs

Beforepay Group Limited (the Company) (ASX: B4P) has released its Quarterly Activities and Appendix 4C for the quarter ended 31 March 2025 (Q3 FY25).

Beforepay Group CEO, Jamie Twiss said, "We delivered yet another strong quarter and the best Q3 we've ever had. Strong top-line growth and excellent credit outcomes have continued our string of record results, driven by our capabilities in data, analytics, risk, and prudent financial management. I'm particularly pleased to see another Carrington Labs deal signed as we continue to build momentum in our new growth initiatives."

Q3 FY25 Business Update

- The Company achieved a quarterly net profit before tax (NPBT) of \$1.1m, more than triple the Q3 FY24 figure. EBITDA was a record \$2.7m.
- Quarterly advances were \$200.6m, up 16% on Q3 FY24 (year-on-year or YoY), supported by a 14% increase in the number of advances written to 516,000 driven by optimised marketing and a 2% increase in the average advance size to \$388.
- Net defaults fell to 1.26% in Q3 FY25 (down from 1.64% in Q3 FY24) despite the increase in advances, reflecting continued improvements to the credit model limit management.
- Net transaction margin (NTM) increased to \$5.9m in the quarter, up 41% YoY from \$4.2m in Q3 FY24. This result was driven by growth in advance volumes and lower level of defaults.
- Operating expenses increased to \$4.4m from \$3.7m in the prior quarter, reflecting targeted investment in digital media and marketing and in our strategic growth initiatives.
- Carrington Labs announced a partnership with LendAPI, a US-based platform for fintechs and lenders, which will enable LendAPI clients to use the Carrington Labs product.
- The Company maintained a strong balance sheet with an equity balance of \$36.4m and Total Cash of \$28.9m as at Q3 FY25 (up from \$24.5m in Q2 FY25). "Total Cash" comprises \$16.4m of cash-at-bank and \$12.5m of cash held in our funding and settlement accounts. The change in this position largely reflects timing of advances and repayments.
- On 17 April 2025, the Company's wholly owned subsidiary, Beforepay Finance Pty Ltd, introduced a \$7.5m revolving sub-limit within the existing \$55m facility limit. This revolving sub-facility enables the Company to more efficiently manage its overall funding costs by deploying excess cash when available. As at 29 April 2025, the Company has drawn \$30.9m (\$24.1m undrawn) under its third-party debt facility.
- The Company continues to pilot its Personal Loan product, testing the underlying platform

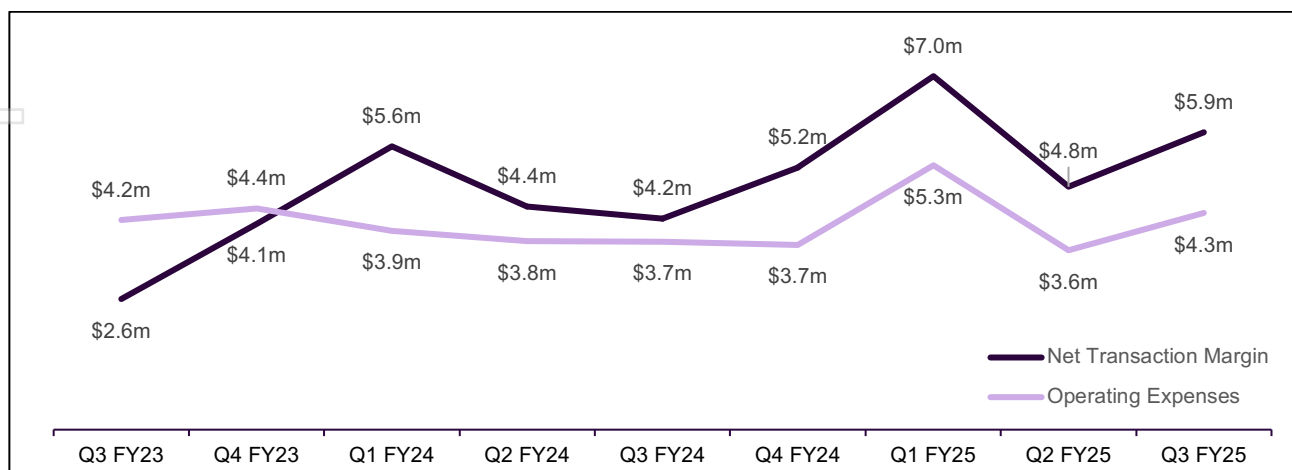
and ensuring optimisation of the risk model and credit performance of the product prior to scaling.

- Q4 FY25 trading to date has been in line with expectations and seasonal trends.

Overview

	Q3 FY25	Q3 FY24	Q2 FY25	YoY Change %	QoQ Change %
Platform metrics					
Advances	\$200.6m	\$172.3m	\$205.6m	16%	(2%)
Average advance	\$388	\$379	\$398	2%	(2%)
Active users (no. users) ¹	265,437	233,776	257,627	14%	3%
Financial metrics					
Revenue	\$10.1m	\$8.7m	\$10.2m	17%	(1%)
Net defaults % (of advances plus fees)	1.26%	1.64%	1.75%	(23%)	(28%)
Net transaction margin	\$5.9m	\$4.2m	\$4.8m	41%	22%
Net transaction margin % (of advances)	2.94%	2.43%	2.35%	21%	25%
Operating expenses	(\$4.4m)	(\$3.7m)	(\$3.6m)	16%	20%
EBITDA	\$2.7m	\$1.6m	\$2.4m	71%	12%
NPBT	\$1.1m	\$0.3m	\$1.1m	308%	-%

Net Transaction Margin and Operating Expenses (\$m) By Quarter



¹ Customers of Beforepay who have taken out an advance in the 12 months prior from the relevant date. This includes customers who have not yet repaid their most recent cash out and are not eligible to re-borrow until they have done so.

Cash and Equity Position

	Q3 FY25	Q2 FY25	Change
Balance sheet			
Cash-at-bank	\$16,381,001 ²	\$18,258,669	(\$1,877,668)
Equity position	\$36,380,938 ³	\$35,621,033	\$759,905

In accordance with Listing Rule 4.7C, payments made to related parties and their associates included in item 6.1 of the Appendix 4C was \$190,276 that comprised of payments made to Non-Executive Directors relating to salary and wages (inclusive of superannuation and applicable taxes withheld) and Director fees on standard terms.

Investor Webinar

The Company invites investors and shareholders to the accompanying webinar to be held today at 9.30am AEDT. To register please use this [link](#). After registering, you will receive a confirmation email containing information about joining the meeting.

This announcement has been authorised for release to the ASX by the Board of Beforepay Group Limited.

For more information, please contact:

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About Beforepay Group

Beforepay was founded in 2019 to support working Australians who have not been well-served by the traditional financial-services industry. Beforepay Group operates two business lines: Beforepay, the Company's direct-to-consumer lending business, and Carrington Labs, which builds and deploys explainable AI-powered loan portfolio recommendations and lending solutions. The company has won several awards in FY2025 including APAC Insider Australia Enterprise Awards 2024: Ethical Consumer Lender of the Year 2025 and Best AI-Powered Credit Risk & Lending Solutions Provider 2025. For more information visit www.beforepay.com.au.

Important notice

This announcement contains selected summary information only and is provided for general information purposes only. It should be read in conjunction with Beforepay Group's continuous disclosure announcements available [here](#). Nothing in this announcement

² Cash-at-bank as at 31 March 2025 represents statutory cash and cash equivalents (excludes \$12.5m in cash held in our funding and settlement accounts, which is included in Total Cash).

³ Equity position as at 31 March 2025 comprises issued capital, reserves and accumulated losses.

constitutes a representation or warranty, expressed or implied, or financial or other advice and it is not to be relied upon in substitution for the recipient's own exercise of independent judgment regarding Beforepay Group. Before making an investment decision, the recipient should obtain advice as it considers necessary or appropriate.

To the maximum extent permitted by law, no member of the Beforepay Group accepts any liability for any loss whatsoever arising from the use of this announcement. This announcement includes information regarding past performance of Beforepay Group and investors should be aware that past performance is not and should not be relied upon as being indicative of future performance.

Investors should note that certain financial data in this announcement is not recognised under the Australian Accounting Standards ('AAS') and is classified as 'non-IFRS financial information' under ASIC Regulatory Guide 230 'Disclosing non-IFRS financial information'. Beforepay Group considers that non-IFRS information provides useful information to users in measuring the financial performance and position of the Beforepay Group. The non-IFRS financial measures do not have standardized meanings under AAS and therefore may not be comparable to similarly titled measures determined in accordance with AAS. Readers are cautioned to not place undue reliance on any non-IFRS financial information and ratios in this announcement. All dollar values are in Australian dollars (\$) unless stated otherwise. All figures are unaudited. Change percentages are calculated using unrounded figures and may differ slightly from a number calculated using rounded figures.

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Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

Beforepay Group Limited

ABN

63 633 925 505

Quarter ended (“current quarter”)

31 March 2025

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers ¹	205,306	612,937
1.2 Payments for		
(a) research and development		
(b) product manufacturing and operating costs	(385)	(1,159)
(c) advertising and marketing	(1,431)	(3,762)
(d) leased assets		
(e) staff costs	(2,476)	(6,506)
(f) administration and corporate costs	(227)	(1,797)
1.3 Dividends received (see note 3)		
1.4 Interest received	1	7
1.5 Interest and other costs of finance paid ²	(1,210)	(3,634)
1.6 Income taxes paid		
1.7 Government grants and tax incentives		
1.8 Other (provide details if material) ³	(200,561)	(597,274)
1.9 Net cash from / (used in) operating activities	(983)	(1,188)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(g) entities		
(h) businesses		
(i) property, plant and equipment	(22)	(46)

¹ Receipts from customers' in the current quarter comprises repayments of customer advances (\$201.6m), Beforepay revenue (\$10.1m), and net movement in other receivables (-\$6.4m).

² Interest associated with the debt facility which funds customer advances.

³ Payments to customers' comprises advances to customers.

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Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
(j) investments		
(k) intellectual property		
(l) other non-current assets	(794)	(2,641)
2.2 Proceeds from disposal of:		
(a) entities		
(b) businesses		
(c) property, plant and equipment		
(d) investments		
(e) intellectual property		
(f) other non-current assets		
2.3 Cash flows from loans to other entities		
2.4 Dividends received (see note 3)		
2.5 Other (provide details if material)		
2.6 Net cash from / (used in) investing activities	(816)	(2,687)
3. Cash flows from financing activities		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	3	57
3.2 Proceeds from issue of convertible debt securities		
3.3 Proceeds from exercise of options		
3.4 Transaction costs related to issues of equity securities or convertible debt securities		
3.5 Proceeds from borrowings ⁴	-	1,185
3.6 Repayment of borrowings		
3.7 Transaction costs related to loans and borrowings		
3.8 Dividends paid		
3.9 Other (provide details if material) ⁵	(82)	(214)
3.10 Net cash from / (used in) financing activities	(79)	1,028

⁴ Borrowings from the debt facility to fund customers advances.

⁵ Repayment of lease.

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Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	18,259	19,228
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(983)	(1,188)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(816)	(2,687)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(79)	1,028
4.5	Effect of movement in exchange rates on cash held		
4.6	Cash and cash equivalents at end of period	16,381	16,381
5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	16,381	18,259
5.2	Call deposits		
5.3	Bank overdrafts		
5.4	Other (provide details)		
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	16,381	18,259
6.	Payments to related parties of the entity and their associates		Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1		190
6.2	Aggregate amount of payments to related parties and their associates included in item 2		
<i>The company made payments to Non-Executive Directors relating to Salaries & Wages (inclusive of superannuation and applicable taxes withheld).</i>			

7.	Financing facilities <i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	55,000	(38,446)
7.2	Credit standby arrangements		
7.3	Other (please specify)		
7.4	Total financing facilities	55,000	(38,446)
7.5	Unused financing facilities available at quarter end		16,554
7.6	<p>Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.</p> <p>On 18 October 2023, Beforepay Finance Pty Ltd, a subsidiary of Beforepay Group Ltd, signed a secured debt facility agreement for A\$55 million with Australian Commercial Mortgage Corporation Pty Ltd as trustee for the Australian AB Finance Trust (Balmain Group) and AMAL Security Services Pty Ltd as trustee for LCI Funding Trust 1 (Longreach Lender).</p> <ul style="list-style-type: none"> • The key terms of the facility agreement include: <ul style="list-style-type: none"> ○ A\$55 million facility (A\$20 million from Longreach Lender and A\$35 million from Balmain Group) for 3 years to 15 October 2026 with the potential to extend the total facility size in a future period. This reflects a transfer of debt on 29 November 2024, where Balmain Group and Longreach Lender reached commercial agreement to assign a A\$15 million of Longreach Lender's drawn exposure to Balmain Group. ○ The maximum commitment increases in non-linear increments over time to \$55 million by 14 October 2026. ○ Borrowing base broadly equal to 80% of the value of eligible receivables. ○ Interest rate - 12.25% to 13.25%, depending on a fixed charge coverage ratio (FCCR) linked to an EBITDA financial performance measure. ○ Upfront fees and costs of c. 1.7% on the A\$55 million balance. • Financing facilities available at quarter end are subject to meeting the borrowing base test under the facility agreement. 		
8.	Estimated cash available for future operating activities		\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)		(983)
8.2	Cash and cash equivalents at quarter end (item 4.6)		16,381
8.3	Unused finance facilities available at quarter end (item 7.5)		16,554
8.4	Total available funding (item 8.2 + item 8.3)		32,935
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)		34
	<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>		

8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:

8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer: N/A

8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer: N/A

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: N/A

Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date:29 April 2025.....

Authorised by:By the Board.....
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.