ASX Small & Mid-Cap Conference

24 September 2025

Raiz Invest : A wealth platform for all Australians

Level 9, 2 Bulletin Place, Sydney NSW 2000
Announcement authorised by the Board of Directors

Raiz Invest Limited ABN 74 615 510 177

Raiz is a wealth platform for all Australians

Our vision is to allow all Australians to achieve financial well-being regardless of their situation

333,866
Active Customers
At 26 Aug 2025

$1.95 bn
FUM
At 26 Aug 2025

Award-winning platform:

Winner 2025 Canstar Innovation Excellence Awards for Raiz Plus Portfolios

Finalist in Fintech Australia's Finnies Awards for Excellence in Wealth Management

Winner for round-up functionality

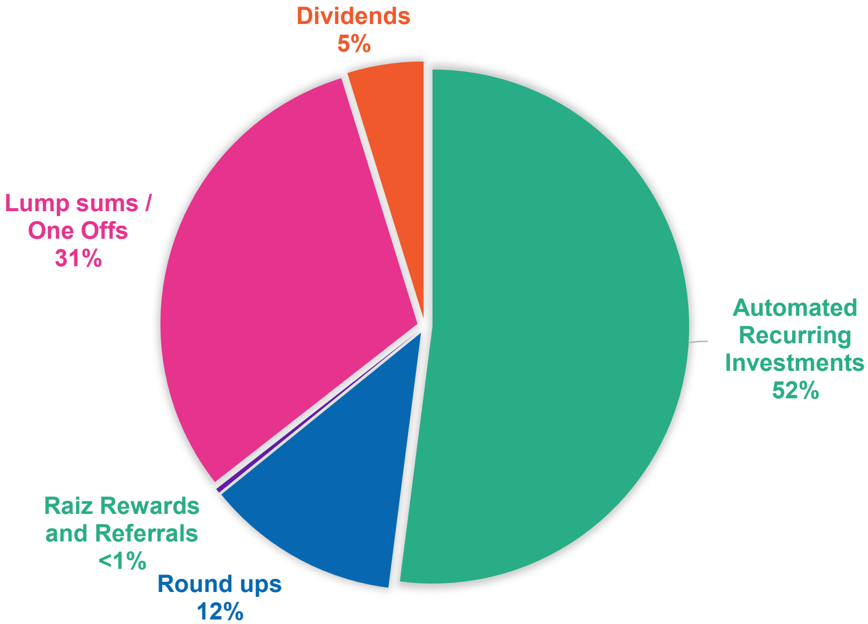
Most recommended micro-investing app in the Finder customer satisfaction awards

Named one of CNBC World's Top Fintech Companies 2025

Source: https://www.canstar.com.au/star-ratings-awards/innovation-awards/; https://www.fintechaustralia.org.au/newsroom/fintech-australia-announces-2025-finnie-award-finalists-marks-10-year-anniversary-of-the-peak-body; https://www.wemoney.com.au/wemoney-investment-awards-2025-winners; https://www.finder.com.au/finder-awards/customer-satisfaction-awards; https://www.cnbc.com/the-worlds-top-fintech-companies-2025/.

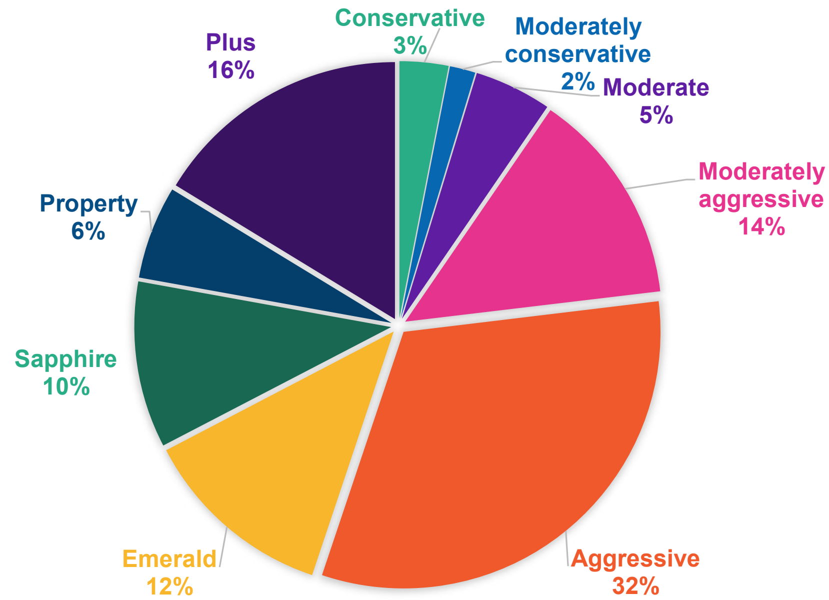
Raiz makes it easy for everyday Australians to save and invest

Six ways to save



Over half of net inflows are from automated recurring investments, providing consistent inflows through the market cycle

Nine portfolios to invest in



Nearly half of funds are invested in either Aggressive or Moderately Aggressive portfolios, reflecting the preferences of our younger demographic

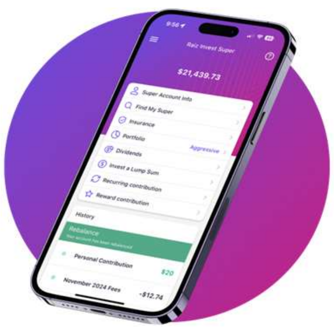
Exceptional Products: Innovation

Raiz Invest

Raiz Plus

Raiz Rewards

Raiz Invest Super

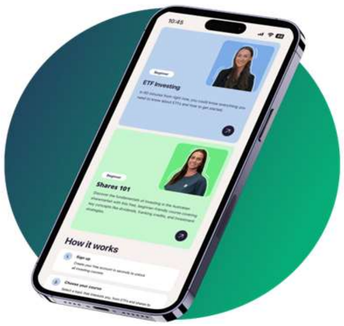


Raiz Kids

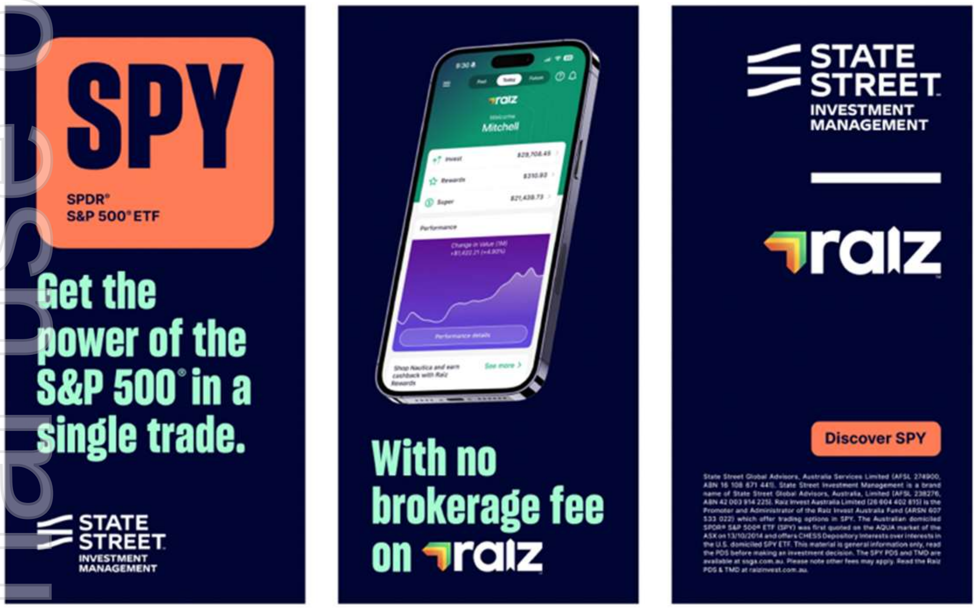
Raiz Jars

Raiz Lite

Raiz Academy



Strategic Partnerships: State Street Investment Management



- **Global leader:** State Street IM is the 4th largest asset manager worldwide
- **Marketing:** Live campaign to commence Sept 25 **-** Promoting Raiz to State Street IM 's substantial network of institutional and HNW clients in Australia
- **Content:** Provide new financial education materials for Raiz customers through a world class knowledge hub
- **Products:** Develop innovative offerings including new ETFs & Super retirement portfolios
- **Insights:** Create a Raiz Customer Sentiment Index based on Raiz data and State Street IM consumer data insights
- **Collaboration:** Ongoing review of global market trends, customer needs and new ideas

Superior Customer Experience: Investing in AI strategies

- Sophisticated understanding of each persona's goals, challenges and how they could benefit from Raiz products
- Investing in the future with generative AI tools to personalise messaging and implement targeted marketing campaigns
- Improved customer conversion and retention rates – 6% uplift in same day conversion rate in Q4
- The right message to the right customer at the right time is improving both conversion and strengthening retention

Example 1:
Young Professionals

Example 2:
Budget-Conscious Families

MEET: MITCH

Name	Mitch
Occupation	Marketing analyst
Age	28
Education	Bachelor's Degree
Income	$85,000
Location	Sydney

MEET: DIANA

Name	DIANNA
Occupation	Mother & Part-time Teacher
Age	35
Education	Bachelor's degree
Income	$130,000
Location	Melbourne

Strategic Partnerships: Agile with a keen focus on marketing ROI

"Raiz Your Game" Podcast

Over **355,000** interactions with our Podcast content since launch in March 2025.

Investing in better content to engage social media

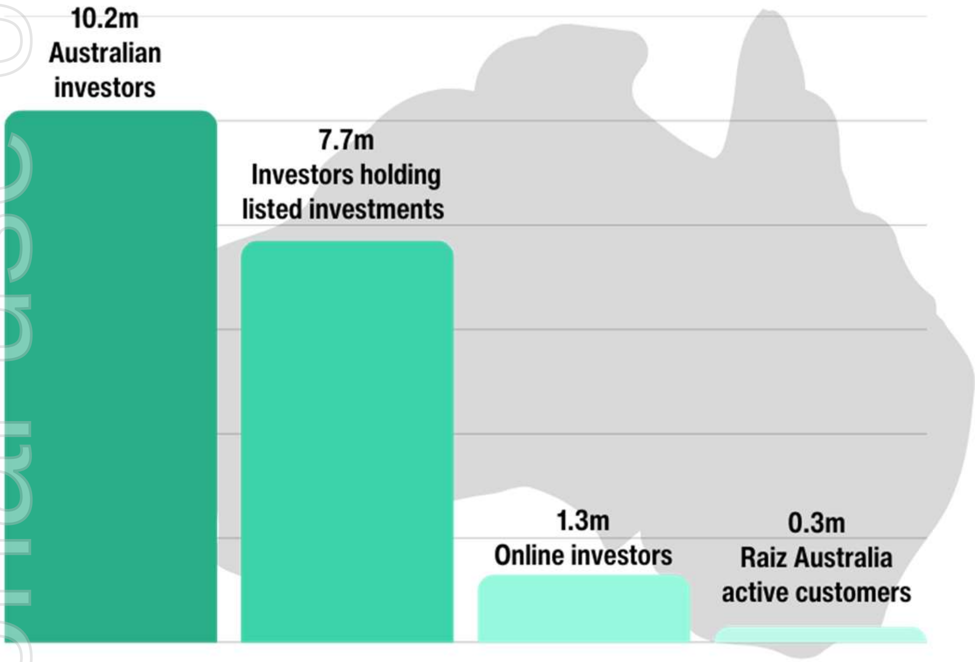
Meta
YouTube
TikTok

Strategic Partnerships

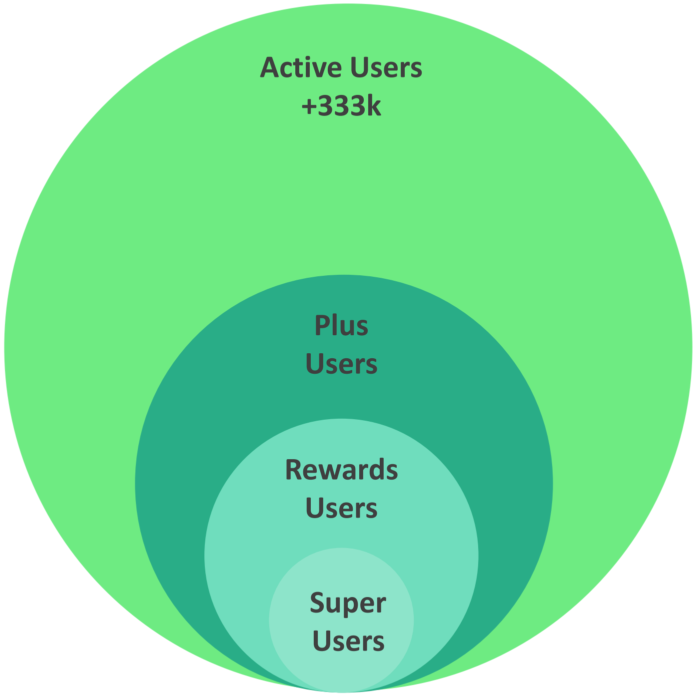
STATE STREET
corporate partner asa
rask
employment hero
elevateHR
BULLS N' BEARS
aussie athlete fund.
drip
Wilson Asset Management
Making a difference
25 years
Future Generation Australia
INVESTMENT & SOCIAL RETURNS
LADIES FINANCE CLUB
7+
KFC

The opportunity: continue to grow market share

Winning new customers*

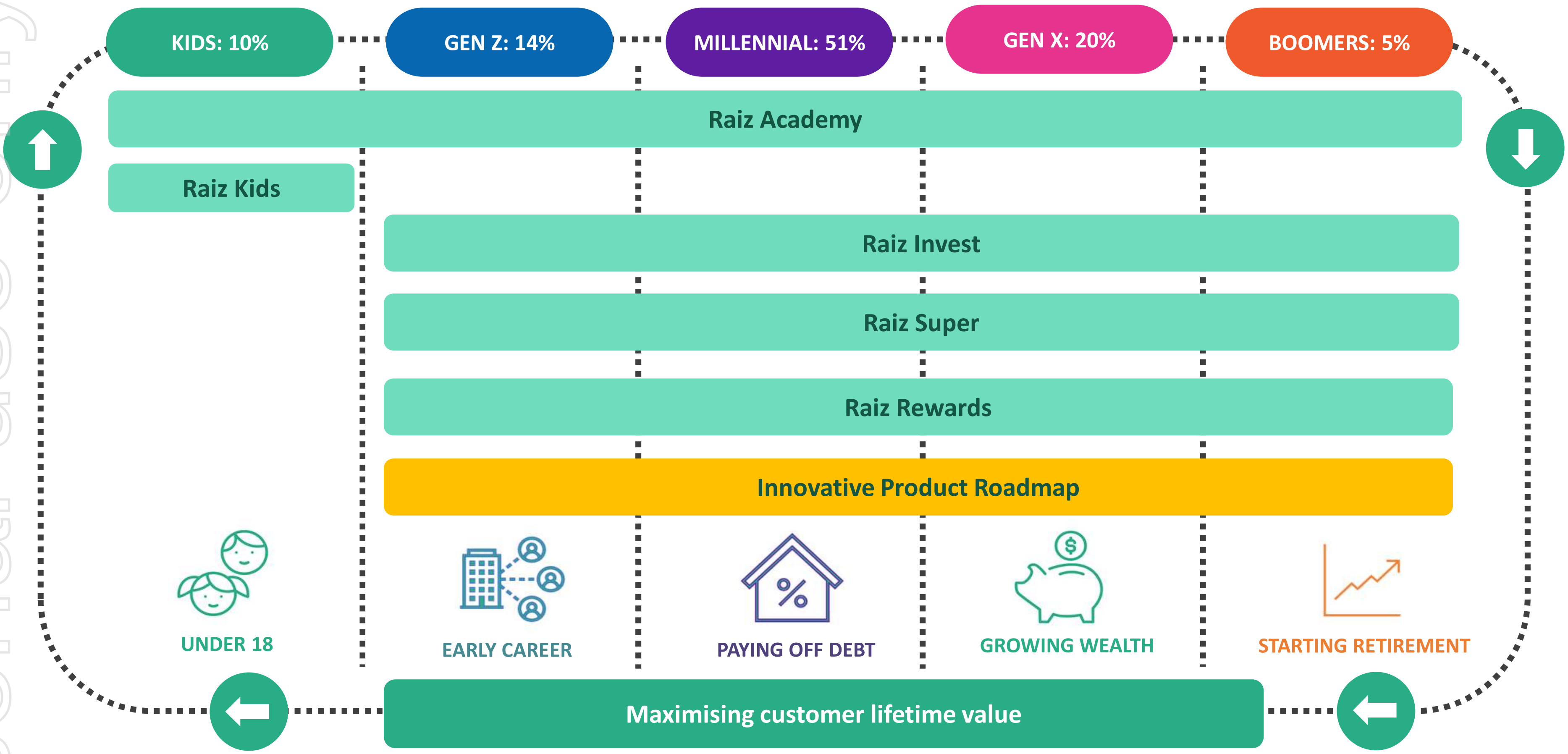


Re-engagement and cross-promotion



*Source: ABS, ASX (ASX Australian Investor Study 2023).

Exceptional Products: Maximising customer lifetime value



FY25 Financial Highlights: Strong revenue growth and record UEBITDA

Financial Metrics

Revenue	$24.1m	↑ 15%
Underlying EBITDA[1]	$2.8m	↑ 147%
Operating Cashflow[3]	$4.0m	↓ 9%
Cash	$13m	↑ 54%

Core Business Drivers

Active Customers	329,277	↑ 7%
ARPU[2]	$75.67	↑ 9%
FUM	$1.8bn	↑ 30%
Netflows	$210m	↑ 100%

FY26 Earnings Guidance[4]: Positive UEBITDA in the range of $4.5m - $5.5m

1. Raiz's preferred (non-IFRS) measure to assess the operating performance of the business is Underlying Earnings Before Interest, Tax, Depreciation and Amortisation (UEBITDA), being EBITDA adjusted to exclude non-recurring items and share-based payments expense.
2. Average Revenue Per User (ARPU) is calculated as full year revenue divided by the average Active Customers during the period. This differs from the quarterly ARPU, which is based on revenue and average Active Customers within a single quarter. Q4FY25 exit run rate ARPU was $77.20.
3. Operating Cashflow from continuing operations, excluding R&D tax grant. Free cash flow (net of capex) of $0.9m (FY24: $1.1m). Refer to Appendix on page 23.

FY26: Strategic priorities

Superior customer experience

- Seamless omni-channel service
- Proactive engagement
- Trust and transparency
- Frictionless onboarding and support

Delighting the customer

Exceptional products

- Innovative solutions
- Integrated ecosystems
- Accessibility & inclusivity
- Performance & reliability

Meeting needs with innovation

Strong strategic partnerships

- Strategic partnership with State Street Investment Management (SSIM)
- Expanded ecosystem of distribution channels
- Maintained leading app store rating among peer

Expanding reach & value

FY26 Earnings Guidance[10]: Positive UEBITDA in the range of $4.5m - $5.5m

10. FY26 UEBITDA earnings guidance is based on continued growth in Active Customers, FUM and Netflows, assuming no material changes in current market conditions.

Compelling investment thesis

1

CUSTOMER FIRST

Customer centric culture driving exceptional customer experience & product innovation

2

SOLID TRACTION

Continued growth in core business metrics through the market cycle

3

OPPORTUNITIES

Strong reputable partnerships in place to driving continued momentum and support product expansion

4

EXPANDED RESOURCES

Strengthened both people and systems in FY25 as momentum for continued growth

5

SCALABLE

Proven scalable technology and business model approaching inflection in operating profitability

6

STRENGTH

Strong balance sheet, well funded & strong team to execute on growth strategy as competitive landscape evolves

Corporate Overview

Raiz Share Price & Volume

Capital structure (17-Sep-25)	
Shares on issue	105.4m
Share price	A$0.715
12-month range	A$0.40 - A$0.86
Market capitalisation	A$75m
Cash & cash equivalents 30 June 2025	A$13m

Top Holdings (17-Sep-25)		Shares	(%)
1	THORNEY INVESTMENTS	14.7m	14.0
2	SEVEN WEST MEDIA INVESTMENTS PTY LTD	6.2m	5.9
3	ACORNS GROW INCORPORATED	5.2m	4.9
4	STATE STREET INVESTMENT MANAGEMENT	4.8m	4.6
Top 20 Holdings		65.2m	61.9
Other Holdings		40.2m	38.1
Total		**105.4m**	**100.0**

Source: FactSet and Computershare company registry

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