ASX Announcement I 20 October 2025
Q1 FY26 Quarterly Business Update
Record FUM of $2bn and new product offerings

Raiz Invest Limited (ASX:RZI) (Raiz) is pleased to present its business update for the quarter ending 30 September 2025 (Q1 FY26).[1]

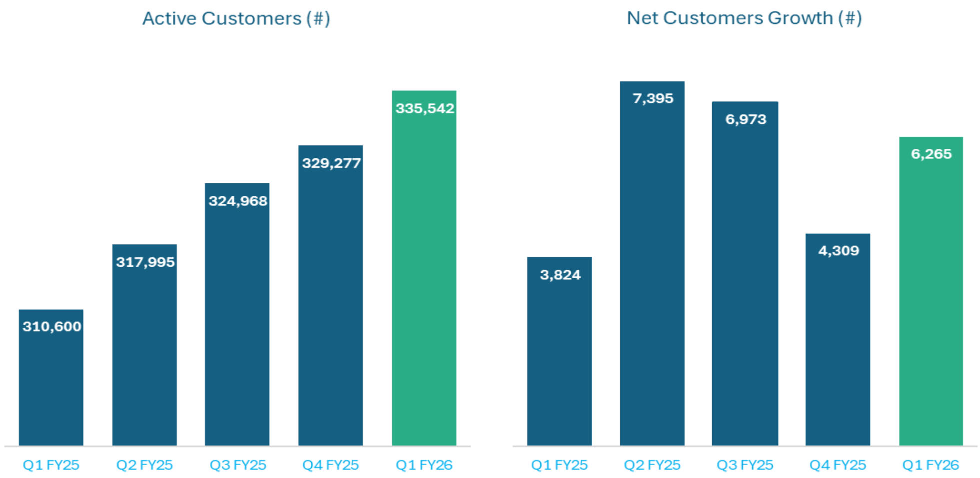
Key Highlights

- **Active Customers[2] up 8.0% YOY to 335,542:** continued growth of 1.9% in Q1 FY26, reflecting minimal churn following the fee increase, on 1 August 2025.
- **Record FUM of $2.0bn:** Strong quarterly net inflows of $76m combined with positive market movements contributed to total FUM of $2.0bn, up 32.5% YOY (QOQ: +9.9%).
- **Launch of new product offering and platform enhancements:** including Raiz Lite, a low-cost entry plan for first time investors and Raiz Academy, a new online education platform designed to boost financial literacy and customer confidence.
- **Increased customer engagement,** with continued growth in high-value products and multiple offerings.
- **Strategic partnerships focus,** including a joint marketing campaign with State Street Investment Management and a new alliance with KFC.
- **Guidance on track:** for FY26 UEBITDA in the range of $4.5m - $5.5m[3].

Q1 FY26 Commentary

Active Customers were up 8% YOY to 335,542, with continued growth of 1.9% in the quarter. Raiz added 6,265 net new Active Customers in Q1, up from 4,309 in Q4 FY25, which is a pleasing result reflecting minimal churn following the price increase on 1 August 2025.

Strong quarter for new Active Customers



[1] The results presented in this Business Update are unaudited. Raiz will report ARPU and cash metrics in the half year and full year results.
[2] Active Customers are fee paying accounts
[3] FY26 UEBITDA earnings guidance is based on continued growth in Active Customers, FUM and Netflows, assuming no material changes in current market conditions.

Customer Segments

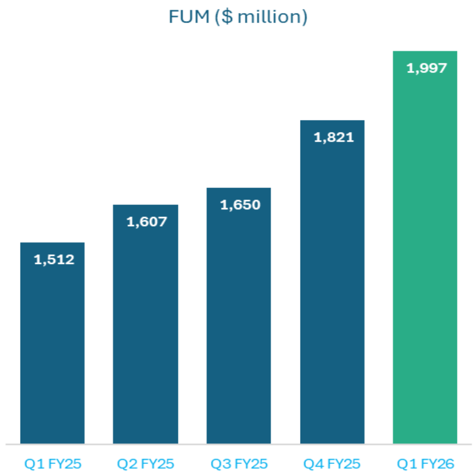
	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	YOY%	QOQ%
Active Customers	310,600	317,995	324,968	329,277	**335,542**	8.0%	1.9%
Super Customers	12,097	12,588	13,324	13,965	**14,396**	19.0%	3.1%
Plus Portfolios	32,218	35,767	40,304	42,820	**46,656**	44.8%	9.0%
Kids Portfolios	44,263	47,966	51,662	54,961	**59,349**	34.1%	8.0%

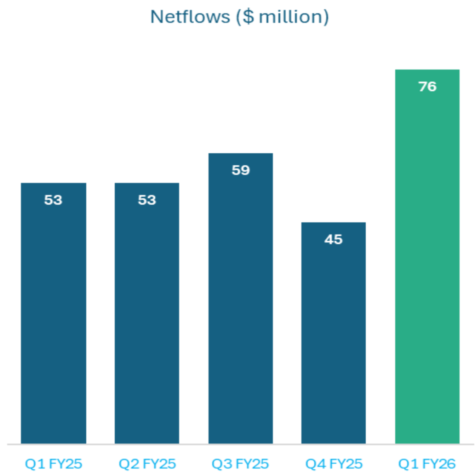
In the past quarter, Raiz continued to drive growth towards higher value products, as well as increasing customer engagement across multiple products, with 9.0% QOQ growth in Plus Portfolios, and 8.0% QOQ growth in Kids Portfolios, compared to the overall growth in Active Customers of 1.9%. The Raiz Super Fund continued to attract new customers, up 19.0% YOY (+3.1% QOQ) to 14,396.

Raiz achieves major milestone - $2bn FUM

Funds Under Management (FUM) increased to $2.0bn, up 32.5% YOY (+9.9% QOQ), reflecting both strong net inflows and positive market movements.

Net inflows were driven by increases in both deposit frequency and value — the number of deposits rose by 25% YOY, while the average value per deposit increased by 7% YOY, resulting in a 33% uplift in total deposit volume across both recurring and one-off investments, which together accounted for 83% of total deposits.





In Q1 FY26, approximately 57% of the increase in FUM was due to market movements and 43% attributed to net inflows onto the Raiz platform.

Funds Under Management (FUM)

FUM	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	YOY%	QOQ%
Total FUM	$1.51b	$1.61b	$1.65b	$1.82b	**$2.00b**	32.5%	9.9%
Super FUM	$314.1m	$331.1m	$349.8m	$387.6m	**$417.4m**	32.9%	7.7%
Plus FUM	$200.7m	$246.2m	$255.4m	$296.7m	**$346.4m**	72.6%	16.8%
Kids FUM	$52.4m	$60.6m	$66.9m	$79.4m	**$92.7m**	76.9%	16.8%
Property FUM	$27.6m	$28.2m	$29.1m	$29.6m	**$31.1m**	12.7%	5.1%

In Q1 FY26, FUM increased across all product offerings, with Plus Portfolio FUM up 72.6% YOY (QOQ: +16.8%) to $346.4m and Kids FUM up 76.9% YOY (QOQ: 16.8%) to $92.7m. Raiz Jars also experienced significant growth during the quarter, reaching 27,943 active accounts and $21.9m in FUM. The average account balance increased by 22.3% YOY (7.6% QOQ) to $5,952.

Launch of new product offering and platform enhancements

On 1 August 2025, Raiz launched a major new product offering and enhancements to its platform.

- **Raiz Lite** is a new low-cost entry plan designed specifically for first time investors. Raiz Lite offers three different investment portfolio options – Conservative, Moderately Conservative and Moderate, each comprising ASX quoted Exchange Traded Funds (ETFs).
- **Raiz Plus** enables investors the flexibility to create their own investment portfolio from a wide range of ETFs and ASX listed stocks, including over 155 investment options.
- **Raiz Academy** a new online education platform designed to boost financial literacy and customer confidence, empowering Australians with practical financial knowledge. Raiz Academy allows users to progress at their own pace, anytime and anywhere on any device.

Positive momentum continues with new contemporary plan structure and fee increase

A revised fee schedule also took effect on 1 August 2025, increasing the monthly maintenance fee by $1 per month for both Regular and Plus plans.

- **Lower churn compared to previous fee increases:** Churn was significantly lower in Q1 FY26 compared to the previous fee increase in August 2023, with Active Customers increasing by 6,265 in Q1 FY26, compared to only 171 in Q1 FY24.
- **Raiz Lite had minimal impact on existing customer base:** Less than 0.2% of existing customers switching to the Lite Plan.
- **Raiz Lite acts as an effective entry point for higher-value offerings:** Over 30% of new customers subsequently upgrading to a Regular or Plus Plan since it was introduced.
- **The new plan structure had led to a notable increase in the proportion of new customers selecting Plus as their first choice:** Up 36% compared with the 12 months prior to 1 August 2025.

Strategic partnerships with SSIM and Others

In Q1 FY26, Raiz expanded its strategic partnership with State Street Investment Management (SSIM) through a joint marketing campaign to promote the ASX-listed SPY ETF, which provides investors with exposure to the S&P 500 in the US. This ETF is available in the Plus Plan offering and saw an material increase in portfolios that hold SPY over the quarter.

Raiz also established a new strategic partnership with KFC to help promote financial education, awareness and literacy to all KFC employees by delivering a digital hands-on experience through the Raiz App.

Quarterly business update overview: To watch an accompanying overview of the quarterly business update, and ask any questions, please visit the Raiz Investor Hub.

Brendan Malone, Raiz Invest Managing Director and CEO said:

"In the past quarter, we were encouraged by the continued loyalty of our customers, with minimal churn following the August price increase. Our strategies to increase the lifetime value of our customer are delivering with more customers using multiple products, including Raiz Kids and Raiz Jars, and strong netflows with FUM hitting a record $2bn.

We have an exciting product roadmap, and are actively persuing new strategic partnerships across different industries to expand our customer base and grow our Super offering.

Our net inflows remain strong and we continue to have positive momentum in our core metrics. We are on track to deliver FY26 UBITDA in the range of $4.5m - $5.5m and we continue to look for additional organic growth strategies and M&A opportunities."

Ends

Authorised for release by The Board of Directors.

For further information, please contact:
Raiz Invest
Brendan Malone
Managing Director and CEO
M: +61 439 339 195
E: ir@raizinvest.com.au

Katie Mackenzie
Investor Relations
M: +61 455 502 197
E: kmackenzie@belleviewir.com.au

@raizapp
Raiz Invest
@raizaustralia
@raizinvest
Raiz Invest

About Raiz Invest Limited

Raiz Invest Limited (ASX: RZI) is a multi-award-winning fintech platform helping Australians build long-term wealth. Raiz pioneered the 'Round-Up' concept in Australia – where everyday purchases are rounded-up to the next dollar and the difference is invested into a Raiz Investment account – opening the door for first-time investors.

Raiz is committed to improving the financial wellbeing of all Australians. At Raiz, we believe that everyone deserves the tools to build a better financial future, regardless of age, income, or experience. Our vision is to empower Australians by providing accessible, empowering, and smart investment options. We are on a mission to reshape the way people think about saving and investing, making it easier for all Australians to take control of their financial future. Raiz – Investing made simple.

To find out more, please visit www.raizinvest.com.au or the Investor Hub https://investorhub.raizinvest.com.au/.