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# AGM Investor Presentation

money3

**AFS** AUTOMOTIVE  
FINANCIAL  
SERVICES

**Go Car Finance**  
Goes way further

# Money3 Group – Our Business units



## Consumer loans – Australia

- Sub Prime auto finance
- Strong organic growth
- Expect record demand



## Consumer & Commercial loans Australia

- Acquired 2021
- Near Prime auto finance
- Monthly business volumes continue to grow



## Consumer loans – New Zealand

- Acquired 2019
- All credit quality clients
- Significant growth in FY21 continuing into FY22

# Highlights - Q1 FY22

## Revenue

increased

**34.9%**

to \$45.5m  
on pcp



## New loan originations

(cash advanced)

**57.8%**

increase to  
\$106.5m on pcp



## Cash collected

increased

**28.2%**

to \$109.0m  
on pcp



**16.0% increase in Money3 business  
unit application inflow over pcp**

**72.9% increase in Q1 New Lending  
in Australian Operations (over pcp)**

## Q1 Gross Loan book

Increased to

**\$637.5m\***

6.1% since Jun-21,  
45.1% growth  
over pcp



## EBITDA

increased

**24.3%**

to \$24.0m  
over pcp



## Leverage

(on net loan book)

**58.6%**

in Q1 compared  
to 50.3% in Jun-21



**14.6% increase in Q1 Gross Loan  
Book in the newly acquired AFS  
business**

**Loan book grew significantly post  
Q1 lockdowns to \$669.4m  
(as of release date)**

# Achievements – FY21



New Funding Lines



Acquisition of AFS



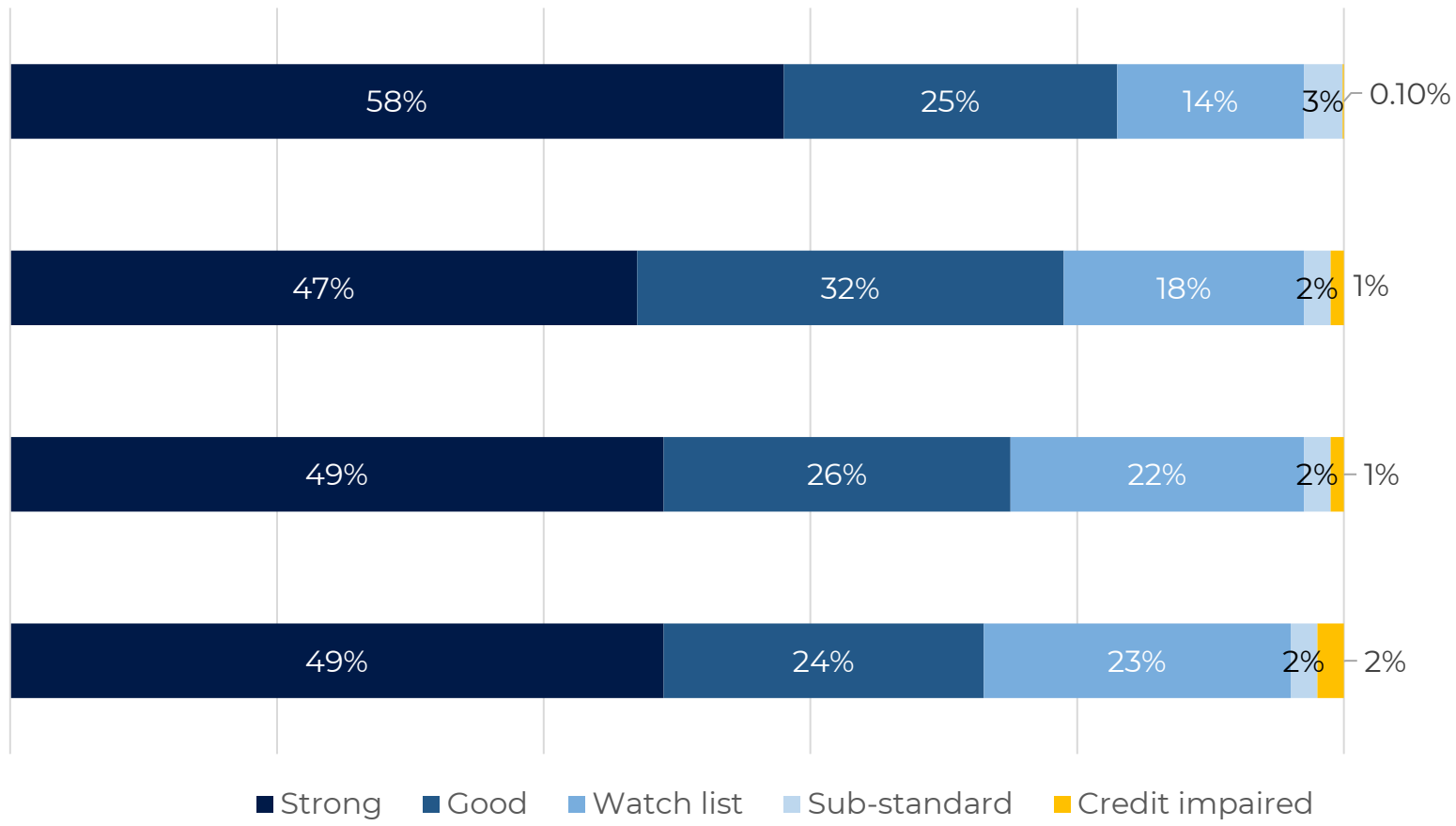
Acquisition of  
GMFA



Group raised \$52m  
of new capital

# Credit Quality - Improving year on year

## Improving Credit quality



Also refer to note 19(b)(i) in the FY21 Annual Report

Credit criteria improvement driving increased credit quality

Proportion of overdue receivables reducing - improving portfolio credit quality

One-off economic provision in FY20 is released throughout FY22 with new originations

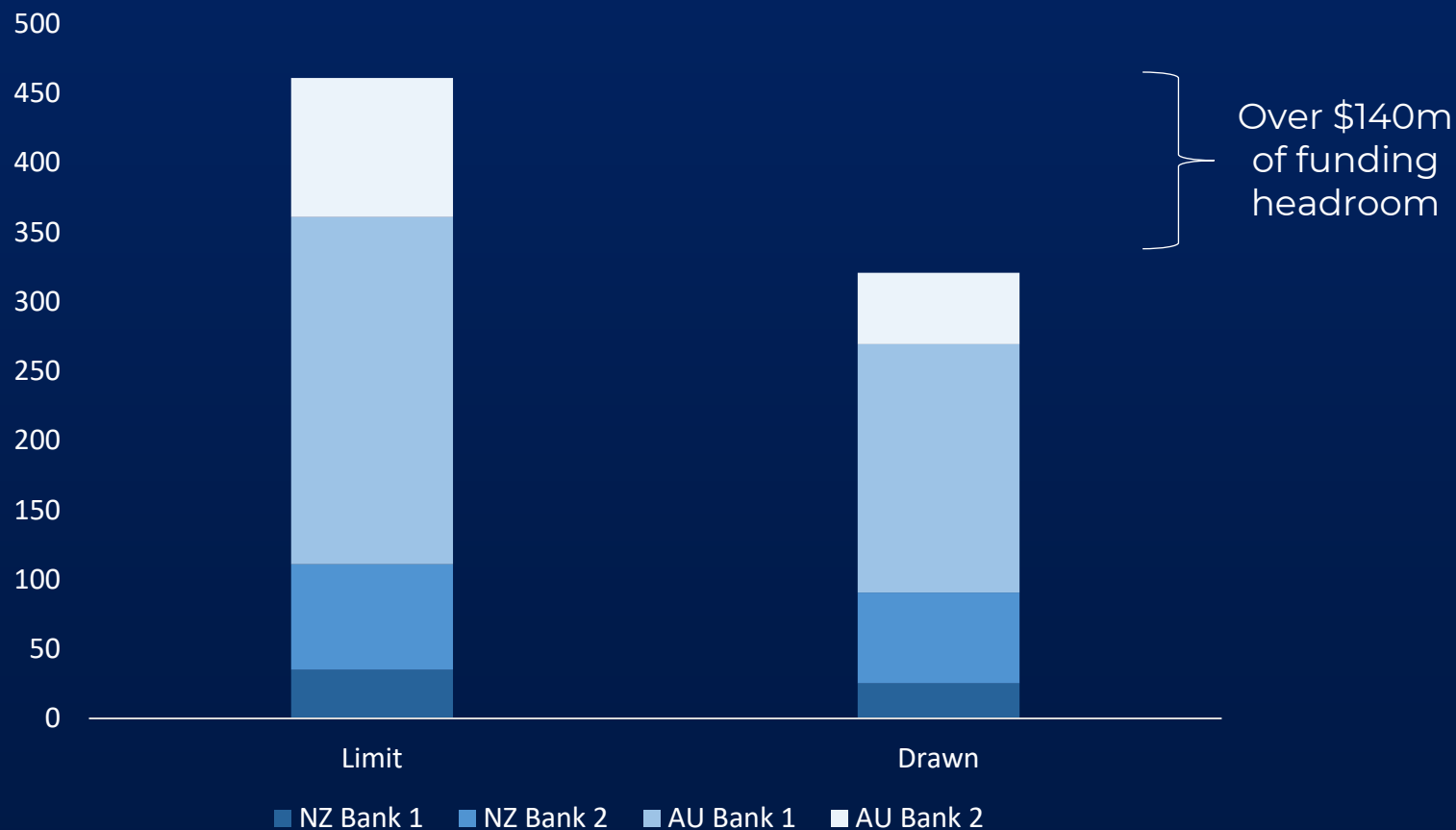
Provision falling from 8.0% to 6.0% since FY20



# Diversified funding base (as of release date)

## Multiple Banks supporting the Group's profitable growth

Debt facility vs Headroom



**\$669.4m in Gross Loan Book**

(as of release date)

**\$461m in debt facilities from multiple banks**

**Existing facilities support loan book growth beyond \$850m**

# The future – Increasing addressable market



## Technology

- Members Area - for existing customers, simplifying the process of buying their next vehicle
- Transport Solution - everything a customer needs to manage the maintenance and ownership of a vehicle via a Mobile application
- Driving productivity by amalgamating process across Business units



## Capital Structure

- Improving cost of debt funding
- Increasing leverage improving Return on Equity



## Commercial Vehicle Loans

- Leveraging distribution channels by providing commercial loans for small businesses wanting a vehicle to support their business
- Expanding the Groups addressable market



## Personal Loans

- Leveraging the Groups significant database for the provision of personal loans



## Acquisitions

- Seeking businesses that provide product or distribution expansion to the Group

# FY22 - Outlook

## Market outlook

- Significant post lockdown demand
- Used vehicle supply and pricing stabilising across markets
- Not expecting price deflation until market supply chain issues for new cars resolves
- Strong demand as banks retreat from the sector

## Financial outlook

- Forecast Net Profit After Tax AU\$50.0 million
- Forecast Earnings Per Share of \$0.23 cents
- Forecast approximately \$800 million of Gross loan book at the end of the financial year



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