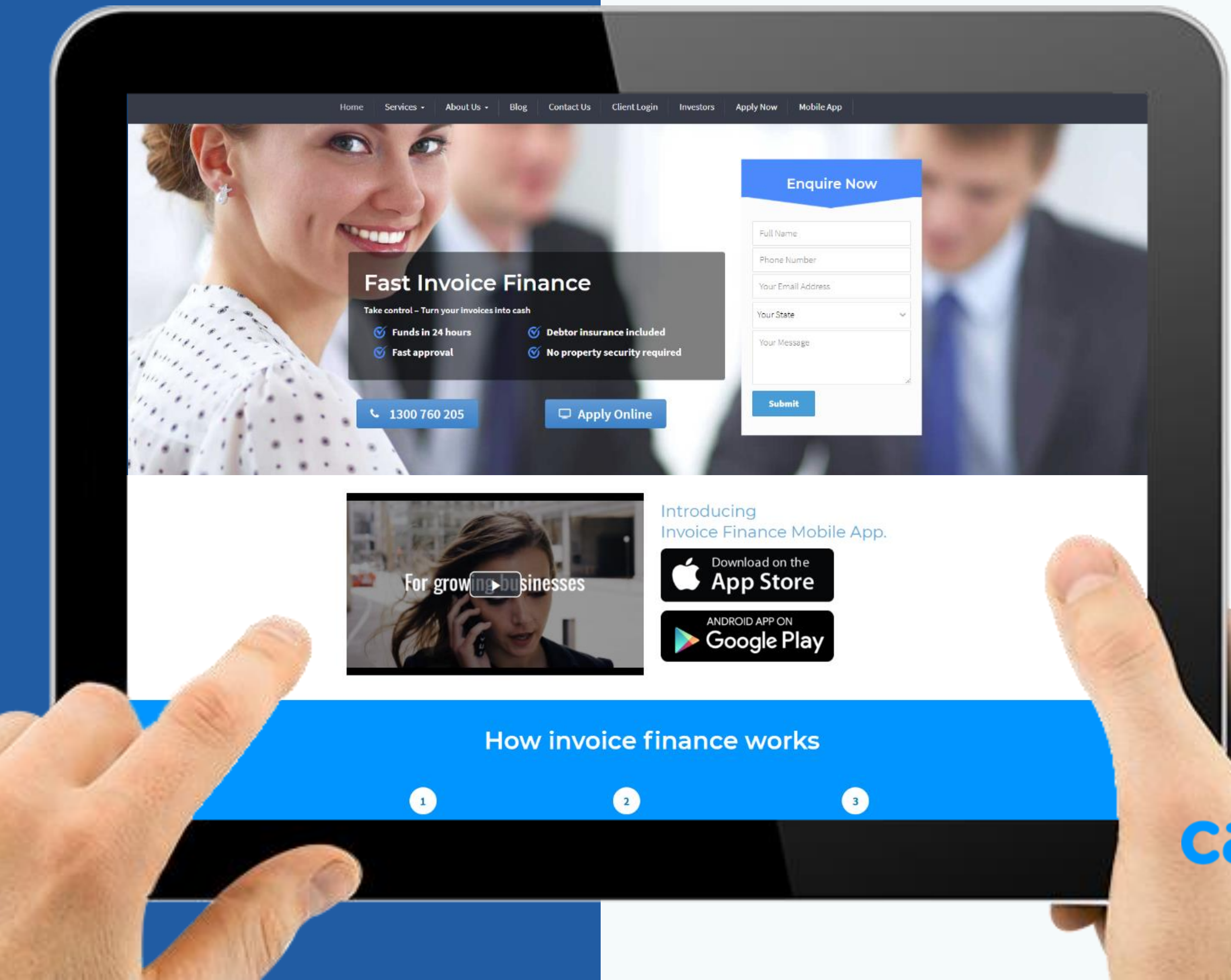

CML Group

Interim 2018 Results

CEO Daniel Riley
CFO Steve Shin

cashflow finance

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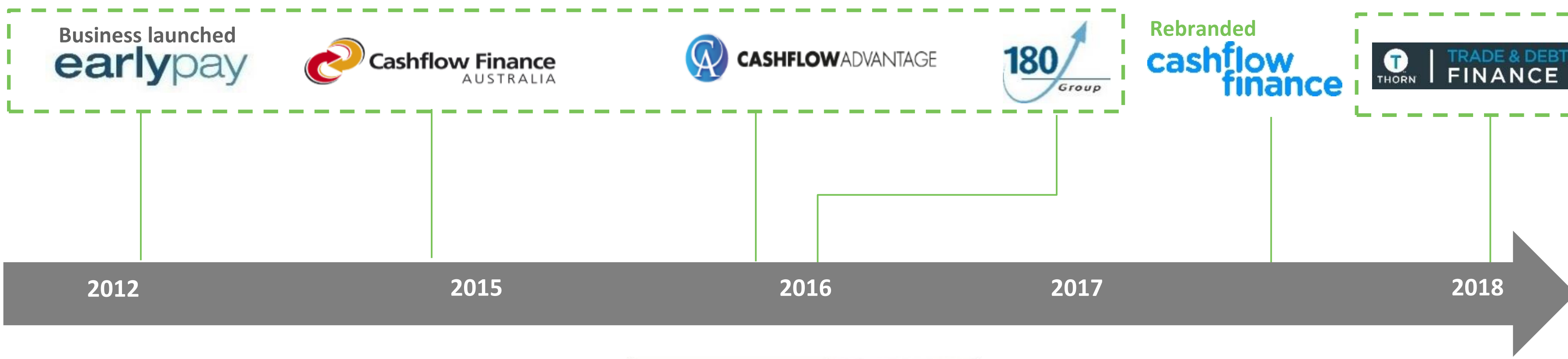
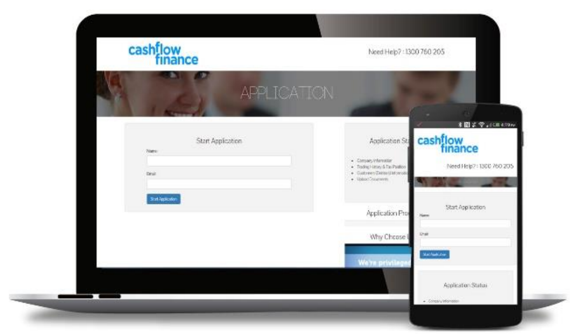
About CML

Operating under the name Cashflow Finance, CML's primary service is 'invoice factoring' or 'debtor finance'.

Through the factoring facility CML provides an advance payment of up to 80% of a client's invoice to help their business overcome the cash pressure of delivering goods or services in advance of payment from their customer (often 30 to 60 days). This is a flexible line of credit that is utilised in line with sales volume.

- Following strong organic growth and the acquisition of three competitors within 2.5 years, CML is the clear number two non-bank invoice factoring business in Australia. This position will be strengthened further following the completion of acquisition number 4 in February 2018.
- Invoice turnover for FY'17 exceeded $1 Billion, representing 15% market share and is on-track to exceed $1.1 Billion in FY'18 (excluding acquisition)
- CML employs an experienced team of 60 people across three locations (Brisbane, Sydney and Melbourne). As a result of the acquisition of Thorn Debtor Finance, Perth and Adelaide offices will be added, creating a national footprint for the Group.





Executive Summary

+16%
Invoices Funded

+31%
Revenue Growth

+31%
Group EBITDA Growth

+86%
Group NPATA Growth

+50%
Underlying EPS Growth

0.75c
Interim Dividend

FY'18 Outlook

- CML reconfirms FY'18 guidance of EBITDA in excess of $15.5m after a record H1'18 EBITDA of $7.8m

Acquisition

- CML Group has acquired Thorn Group's Trade & Debtor Finance division (TDF) for circa $39m in cash, which includes Goodwill, plus loan book funding of circa $35m
- Acquisition multiple of less than 2x EBITDA (pre-synergies) based on TDF's trailing 12 months to 31 December 2017
- Strong strategic fit with CML's existing business model
- Opportunity to extract significant operational synergies
- Acquisition fully funded through existing facilities

FY'19 Outlook

- Initial FY'19 guidance is for invoices purchased of circa $1.5bn and EBITDA of circa $19.5m

1. *Adjusted to underlying to exclude impact of $0.6m amortisation expenses & FY'18 adjusted for unamortised costs of $0.3m associated with 5-year convertible note*
2. *Excluding discontinued operations*

Capital Structure

Capital Structure *(22nd of Feb '18)*	
Share Price	$0.45
Shares on Issue (m)	174.9
Market Capitalisation (m)	**$78.7**
Net Debt[1] (m)	$64.4
Enterprise Value[1] (m)	**$143.1**

1. *Net debt calculated from 1H'18 figure*

Share Register	Shareholding (m)
J P Morgan Nominees	41.7
AET SFS Pty Ltd	27.9
Greg Riley*	17.0
HSBC Custody Nominees Pty Ltd	9.0
Goodridge Nominees Pty Ltd	6.3
BNP Paribas Nominees Pty Ltd	4.3
Daniel Riley*	3.2
VIP Executive Pty Ltd	3.0
Citicorp Nominees Pty Ltd	2.8
National Nominees Ltd	2.7
Top 10	**118.1**
Top 50	**148.5**

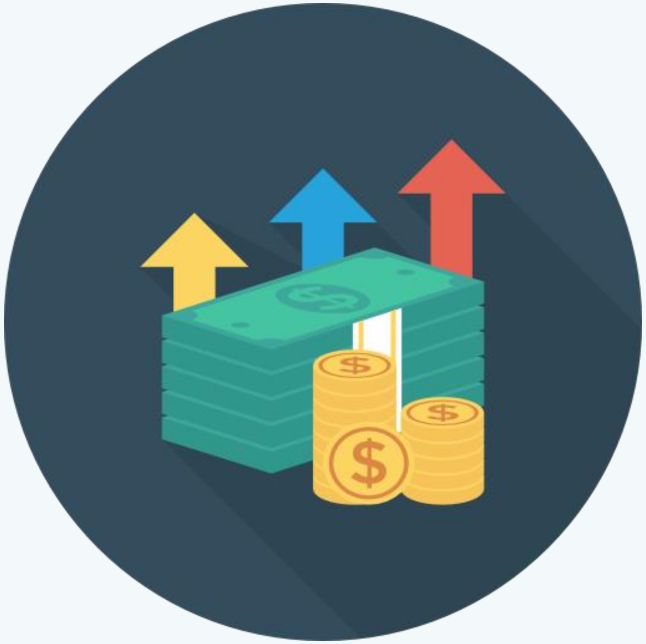
- **Institutions own +50%**

Board		Shareholding (m)
Greg Riley	Non-Executive Chairman	17.0
Daniel Riley	MD & CEO	3.2
Sue Healy	NED	0.4
Geoff Sam	NED	1.5
Illka Tales	NED	Nil

- **Board own ~13%**

**Board Member*

Consolidated Financials



Comprehensive Income Statement

Strong earnings improvement has continued, driven by growth in the Finance division

$m	H1'17 A	H1'18 A	Δ pcp	Comments
Finance	12.0	15.5	*29%*	Revenue growth driven by increase in Invoices Purchased
Equipment Finance	-	0.3	*n/m*	New division launched July 2017
Other	6.5	8.5	*32%*	
Group Revenue	**18.5**	**24.3**	*31%*	
Finance	6.2	8.3	*35%*	Contained costs & increasing revenue is driving improvement in EBITDA margin
Equipment Finance	-	(0.1)	*n/m*	Expected positive 2H'18 contribution
Other	0.6	0.4	*-33%*	Winding down of recruitment division & lower margin due to min. wage increase
Corporate	(0.8)	(0.9)	*-6%*	
EBITDA	**5.9**	**7.8**	*31%*	
D&A	(0.1)	(0.1)	*-34%*	
Net Interest	(4.0)	(4.1)	*-1%*	
Tax	(0.6)	(1.0)	*-67%*	
NPATA[1,2]	**1.4**	**2.6**	*86%*	
Adjustments	(0.6)	(0.9)	*-50%*	
NPAT Reported	**0.7**	**1.7**	***143%***	
EPS Underlying [1,2]	**1.0**	**1.5**	***50%***	
EPS Reported	**0.6**	**1.1**	***83%***	
DPS	**0.50c**	**0.75c**	***50%***	Reflects growth in EPS
Key Metrics				
Invoices Funded	501.2	581.2	*16%*	
GP Margin	2.4%	2.7%		
EBITDA Margin	51.6%	53.5%		

Net Interest ($m)	H1'17	H1'18
Utilised funds	(3.0)	(3.1)
Unutilised funds	(1.0)	(1.1)
Interest Income	0.1	0.1

Adjustments ($m)	H1'17	H1'18
Amortisation (acquired entities)	(0.6)	(0.6)
Convertible note expense	-	(0.3)

1. *FY'18 adjusted to underlying to exclude impact of $0.6m amortisation expenses & unamortised costs of $0.3m associated with 5-year convertible note*
2. *H1'17 excludes discontinued operations*

Comprehensive Financial Position

Balance sheet positioned to fund organic loan book growth

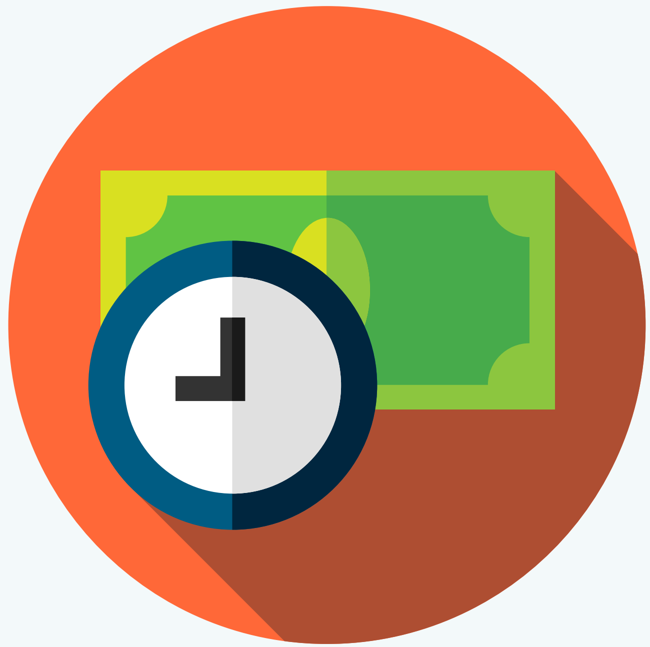
$m	FY'17 A	H1'18 A	Comments
Cash	14.9	19.3	Cash available to lend
Trade Receivables	130.2	136.4	Reflects Finance division Loan Book growth
Other	2.2	1.5	
Current Assets	**147.3**	**157.2**	
Trade Receivables	-	4.0	Net (P+I) Equipment Finance Receivables
Other	1.7	1.5	
Intangibles	12.5	11.9	Goodwill of CA & 180 acquisitions, reduction is amortisation of customer contracts
Non-Current Assets	**14.2**	**17.4**	
Total Assets	**161.5**	**174.6**	
Trade Payables	55.6	60.0	Equity component of receivables, reflecting ~60% of LVR
Other	16.3	13.4	H1'18 includes ~$10.3m of borrowings (H1'17 $14.3m)
Current Liabilities	**71.9**	**73.4**	
Borrowings	73.0	73.4	Primarily borrowings of Corporate Bond
Other	0.1	0.2	
Non-Current Liabilities	**73.1**	**73.6**	
Total Liabilities	**145.0**	**147.1**	
Net Equity	**16.4**	**27.6**	Significantly improved position reflects conversion of con-note
Key Metrics			
Invoices Purchased	125.6	130.2	Included in Trade Receivables
Funds Advanced	77.3	74.1	Included in Borrowings
LVR	62%	57%	
Balance Due to client	48.3	56.1	Included in Trade Payables

Statement of Cash Flows

Cash flows reflect growth in loan book, driven by rising volume of Invoices Purchased

$m	H1'17 A	H1'18 A	Comments
Receipts from Customers	525.0	596.9	Both increase with growth in Invoices Purchased / Loan Book
Payments to Suppliers & Staff	(528.7)	(594.3)	
Net Finance Costs	(4.0)	(3.7)	Interest on debt funding
Income Tax	(0.3)	0.2	
Net Operating Activities	**(8.0)**	**(0.8)**	
Purchase of PP&E & IT	(0.2)	(0.0)	
Sale of Investment	1.8	-	Sale of Lester
Net Investing Activities	**1.5**	**(0.0)**	
Net Proceeds from Issue of Shares	0.7		
Net Borrowings	10.7	6.1	
Dividends Paid	(0.7)	(0.9)	
Net Financing Activities	**10.7**	**(5.2)**	
Cash at Beginning of Year	15.3	14.9	
Net Cash Movement	4.3	4.3	
Cash at end of Year	**19.6**	**19.3**	

Finance Division

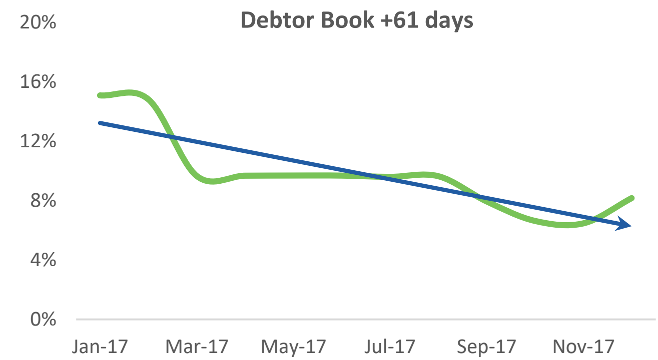


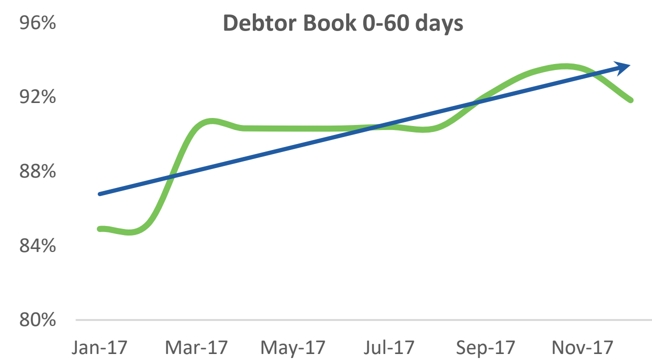
Half Year Analysis

CML is doing more business and improving collection processes

$m	H1’17 A	H1’18 A	Δ pcp
Invoices Purchased	501.2	581.2	*16%*
Revenue	12.0	15.5	*29%*
EBITDA	**6.2**	**8.3**	*35%*
Gross Margin	*2.4%*	*2.7%*	
EBITDA Margin	*51.6%*	*53.5%*	

Invoices Purchased	• Acquisitions fully integrated & consolidated under 1 brand • Experienced sales team is driving growth, supported by a successful digital marketing strategy
Loan Book	• Significant reduction in +61-day invoices outstanding due to shorter collection targets and process improvements made to acquired books under CML’s ownership • Average client size increasing, from $2.9m annual turnover in 1H’17 to $3.8m annual turnover in 1H’18
Margins	• GP margin improvement on PCP however slight softening against FY’17, due to shorter collection timing • EBITDA margins continue to improve, reflecting leverage against fixed costs
Outlook	• Continued growth to be driven by technology development and sale team expansion, assisting client acquisition and retention • Continued focus on margin and building loan book scale



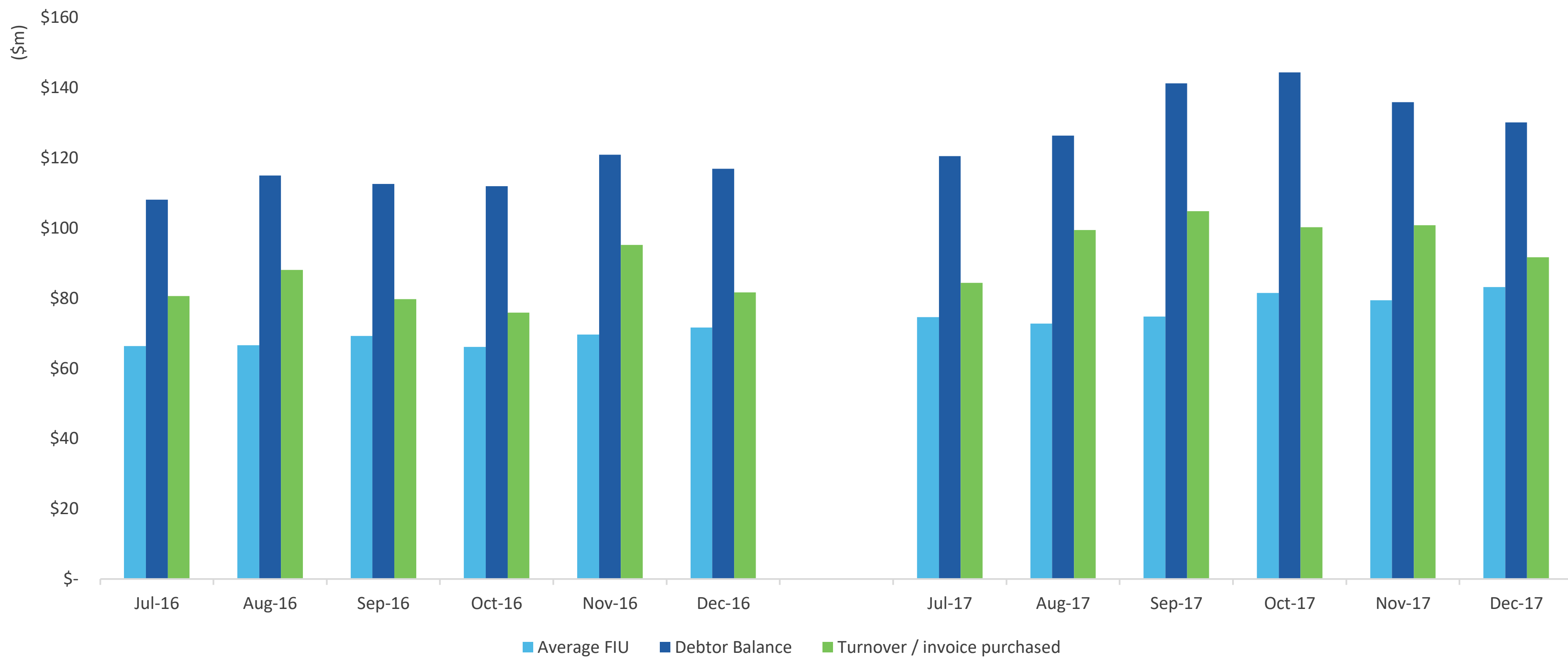


Loan Book

Strong organic growth achieved in 1H’18

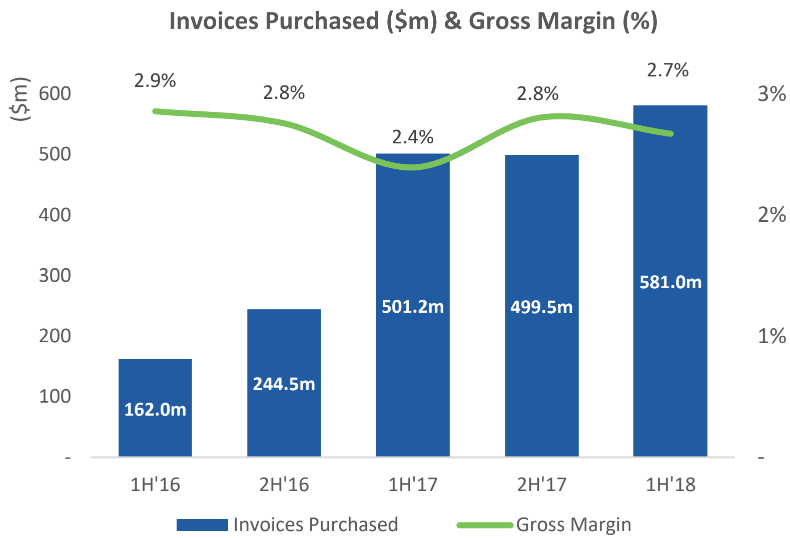
- The chart below illustrates the key metrics for invoice finance in 1H’18 compared to the corresponding period last year

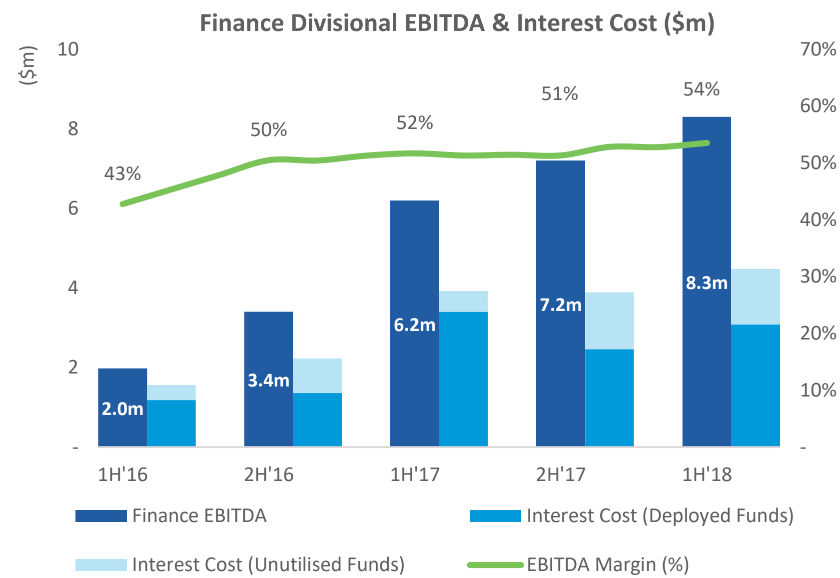
Key Statistics	1H’17	1H’18	Change
Invoice turnover	$501.2m	$581.2m	+16%
Margin on invoice turnover	2.4%	2.7%	+11%
Revenue	$12.0m	$15.5m	+29%



Half Yearly Analysis

Growth continues in invoices purchased & EBITDA margins continue to expand





- Invoices Purchased grew organically, 16% (PCP) reflecting a successful sales and marketing strategy
- New equipment finance product assisted attracting new customers for Finance division
- Both products are sold through the same channel and offered to the same clients
- 1H’18 Gross Margin softened slightly as a result of faster collection timing and reduced liquidated damages on collect-out activities in Q2 FY’18

- EBITDA growth has been driven by increasing invoices purchased & greater earnings leverage on existing cost base
- FY’18 EBITDA margin improved to 54% (52% PCP).
- Interest costs on unutilised and deployed funds will reduce as ANZ wholesale facility continues to be utilised

Finance Division – Funding

- Growth in Loan Book requires debt funding
- Corporate Bonds are permanent structures on which interest is payable on the entirety of funding available
- ANZ provides flexibility on funds drawn and is increasingly being utilised at approximately half the interest cost of Corporate Bonds
- At balance date CML had ~$45m of available funding for growth (pre Acquisition)

Convertible Note – conversion achieved

- Conversion completed 2nd October resulting in a further 41.5m shares being issued and annual interest cost savings of $936k before tax

Funding	Quantum	Cost	Issue
1 Equity	$15m	n/a	n/a
2 Corporate Bond #1	$25m	BBSW + 5.4%	May '15
3 Corporate Bond #2	$25m	8.0%	Mar '16
4 Corporate Bond #2 Extension	$15m	8.0%	May '16
5 Debenture	$10m	8.75%	Aug '17
6 Wholesale Facility	$40m	0.65% on Undrawn funds & ~4.5% on Drawn funds	Mar '17
Total Available	**$130m**		
Total Drawn	**$85m**	**Pre Acquisition**	

Funding Sources

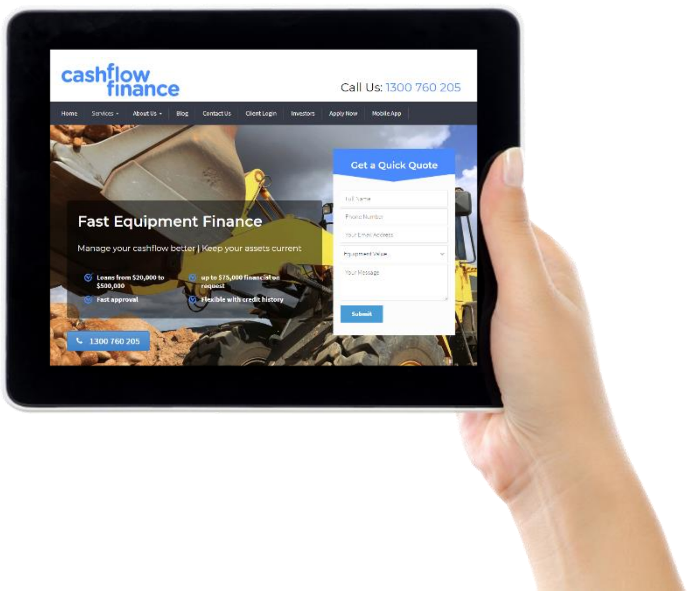
Equipment Finance & Other Divisions

Equipment Finance Revenue Model

A new product with substantial capacity for growth

CML launched an equipment finance division in July 2017, operating as Cashflow Equipment Finance

- Loans range from $20,000 to $500,000 focussing primarily on funding second-hand transport and yellow goods
- The division settled over 50 transactions in the first 6-months of operating
- The division has experienced significant cross-selling, both from Invoice Financing into Equipment Finance and visa-versa
- It has receivables of $7m and is performing ahead of expectations
- The Company now expects the Division to make a positive contribution to earnings in 2H'18



Y/E 30 Jun ($m)	H1'18 A
Transactions	+50
Revenue	0.3
Receivables	+7.0
PBT	**(0.1)**

Equipment Finance Earnings Model	
Cost	$1000
Written Down Value	$800
Assessed Value	$600
Loan	$500
Interest on loan balance (20%)	$100
Cost of Funds (9%)	$45
Margin	**$55**

Other & Corporate Divisional Performance

CML completed the divestment of non-core Lester Associates business; remaining businesses remain profitable

$m	1H'17A	1H'18A	*Δ pcp*
Other Revenue*	6.5	8.8	*35%*
Other EBITDA*	**0.6**	**0.3**	*-50%*
Other EBITDA Margin	*9.2%*	*3.4%*	
Corporate EBITDA	**(0.8)**	**(0.9)**	*-13%*

Corporate	• Marginal cost increase despite growth in business
Outlook	• Other division is expected to remain profitable, delivering steady earnings

**Includes Equipment Finance division, refer to page 14*

Outlook

Outlook

CML reconfirms guidance of FY’18 EBITDA of in excess of $15.5m, excluding any contribution from Thorn’s TDF acquisition

Increasing Business Volume

- Marketing and technology initiatives are expected to drive loan book growth
- New customers to be acquired by expansion of the sales team and digital marketing campaigns
- Cross-selling with new equipment finance product assisted new customer acquisition and increased offering to existing customers

Margin Improvement

- Cost containment on increasing volumes will continue to drive EBITDA margin
- Improved operating margin on invoice turnover will further assist profit growth in FY’18

Funding Costs

- Over the next 6-18 months CML will transition current funding arrangements to majority institutional bank funding
- This will result in lower cost of funds, relative to the current blended rate of 8.9%, reducing its funding cost by circa 3-4% and reducing exposure to unutilised funds, which should impact earnings by ~$3m before tax

Equipment Finance

- New division is performing ahead of expectations and is expected to now be profitable in H2’18 and make a full contribution to earnings in FY’19

Acquisition

- Post Acquisition of Thorn’s TDF business CML provides:
  - **FY’19 guidance of invoices purchased of ~$1.5bn & EBITDA of ~$19.5m,** which compares to
  - **FY’18 guidance of invoices purchased of +$1.1bn & EBITDA of +$15.5m**

Appendix

FY’19 Outlook & Acquisition

CML Group has acquired Thorn Group’s (ASX:TGA) Trade & Debtor Finance division (TDF)

Transaction Details	• CML Group has acquired Thorn Group’s Trade & Debtor Finance division for circa $39m in cash, which includes Goodwill, plus loan book funding of approximately $35m • Acquisition multiple of less than 2x EBITDA, pre-synergies, based on TDF’s trailing 12 months to 31 December 2017
Strategic Rationale	• Strong strategic fit with CML’s existing business model • Significant opportunity for diversification of CML’s existing loan book in terms of geographies, particularly SA and WA • Opportunity to extract significant operational synergies to further enhance EBITDA
Funding	• Acquisition fully funded through existing facilities
Financial Impact	• Transaction expected to deliver strong outcomes for shareholders • **Initial FY’19 guidance is for invoices purchased of ~$1.5bn and EBITDA of ~$19.5m (vs. FY’18 guidance of +$1.1bn and +$15.5m respectively)** • Materially accretive, post cost synergies (excluding transaction and integration costs)

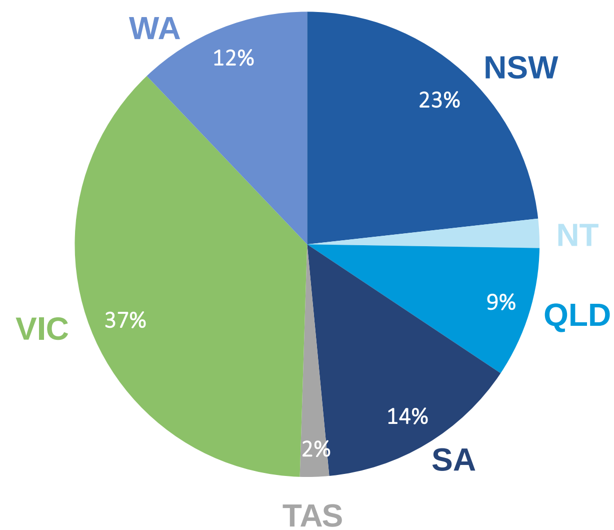
Thorn Group Trade & Debtor Finance

Thorn Group's TDF at a glance for the 12 months ended 31 December 2017

Overview

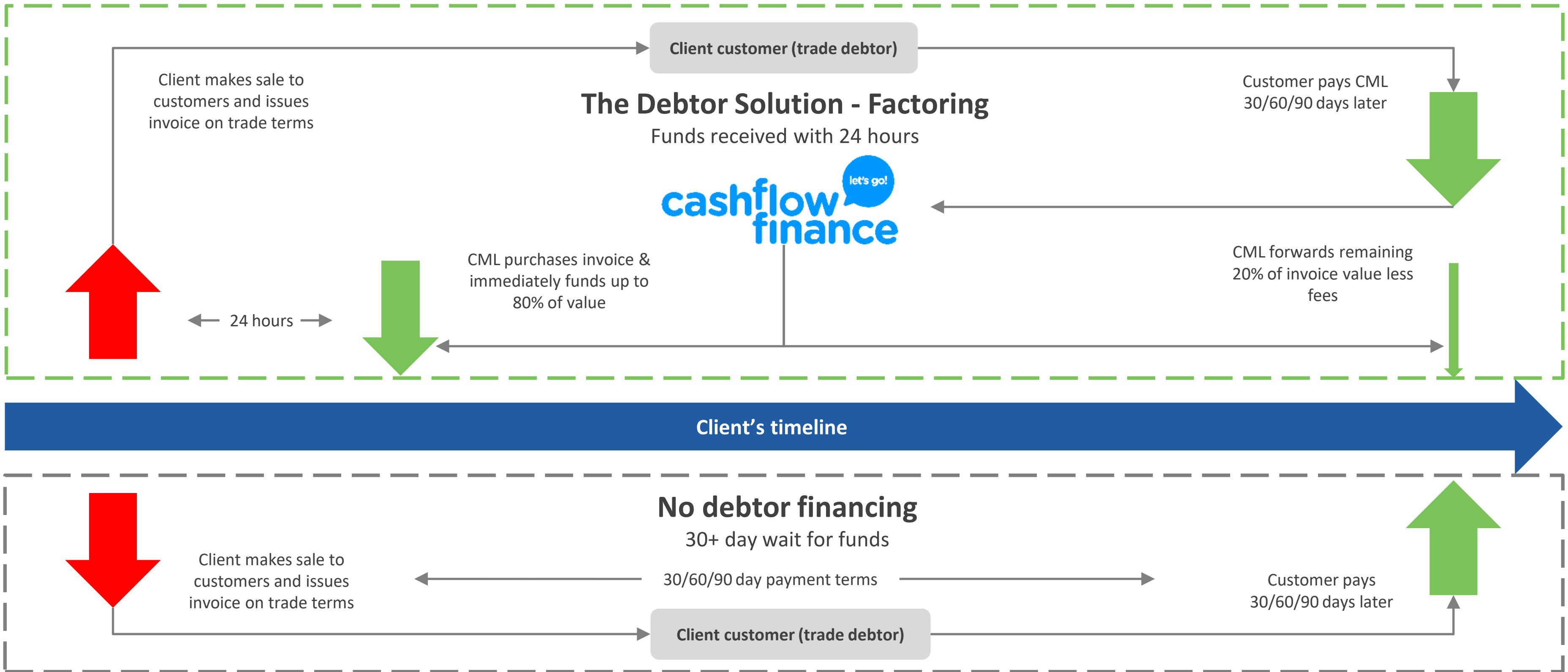
- Provides cash flow finance solutions to SME customers
- Core products offered are:
  - Invoice Finance
  - Trade Finance
- Circa $35m loan book at acquisition date
- Average gross margin of 2%
- Expected invoice turnover of $300m+
- Established operations and offices in all major Australian cities
- Strong and diversified customer portfolio across states
- Deep and long-standing relationships with quality and extensive broker referral network

Funding Exposure by Geographies (Oct-17)



Debtor Financing

Debtor financing provides liquidity, bridging the gap between expense and invoice payment timing



Risk Mitigation

CML manages and mitigates its risk exposure with multiple mechanisms

Verification

- CML conducts extensive credit assessment and invoice quality approvals when taking on new clients, reviewing clients financial statements, ATO portal, VEDA searches
- CML maintains ongoing verification of its clients and debtors & has access to bank statements and ATO portal
- Each batch of new invoices submitted is subject to random verification
- CML will use an accounting or insolvency firm to report on sustainability of client's business if they breach performance metrics

Security & Recourse

- CML takes general security and first ranking over a client's invoices and unencumbered assets
  - Second ranking over encumbered assets (e.g. financed equipment)
- Trade debtor invoices are assigned to CML (CML owns and has legal claim to invoice proceeds)
- CML has recourse to all invoices submitted for funding, even if funding is denied due to debtor failing credit checks

Insurance

- CML takes out trade credit insurance coverage over its entire Loan Book to protect against defaults and bad debts of trade debtors
- Protects both CML and clients, with costs passed to client
- Funding provided against debtor invoices is limited to the maximum extent covered by insurance
- In the event of default, CML is able to recover funding provided, with balance remitted to client

- In the event of a bad debt or default, CML's fund recovery is as follows:

Insurance Mechanism	$'000s
Total owing by defaulting debtor	100
Less standard $5,000 excess	95
Insurance covers 90% of debtor, less excess	85
CML recovers funding provided (assumed typical 60% LVR)	60
Balance returned to client	25

Risk Mitigation

CML's credit risk exposure is against a highly diversified pool of 10,000+ trade debtors

Loan to Value Ratio (LVR)

- CML provides funding up to a maximum of 80% of invoice face value, with typical LVR being ~63%
- The value of assets backing the financing (invoices) will always be greater than funding provided

In-house Collection

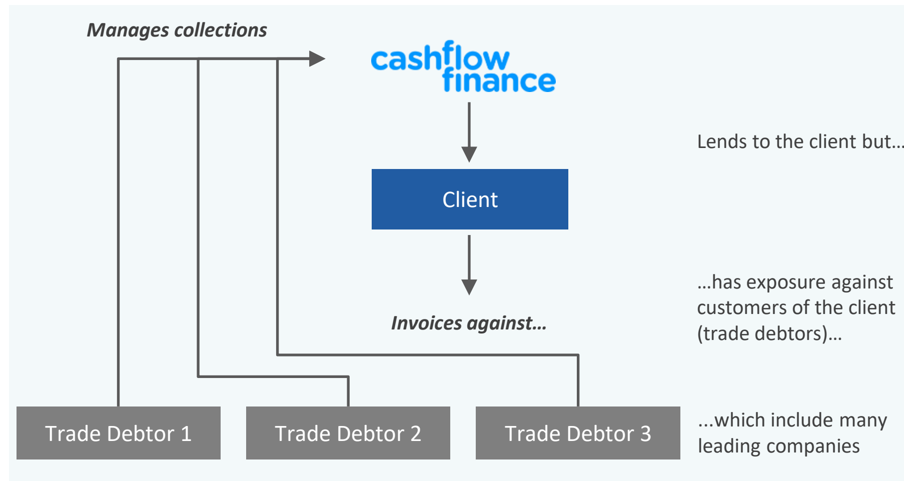
- Invoice financing is a disclosed and managed service, whereby CML takes ownership of invoices and is responsible for collection
- Responsibility for collections is controlled by CML and not by the client

Scale

- CML has significantly de-risked its business with growth the:
  - Loan book is now spread across a greater number of clients, debtors and industries
  - Maximum concentration to any one client has been lessened,
  - Team and experience has expanded

Diversification

- CML's credit risk exposure is not against the client, but against the trade debtor (i.e. customers of the finance client)
- Whilst CML has a portfolio of 472 clients, the number of trade debtors is highly diversified against 10,000+ trade debtors
  - This pool of trade debtors are highly diversified and include many leading companies



Pool of 10,000+ trade debtors including:

OPTUS yes Woolworths TELSTRA AURIZON THIESS QueenslandRail hp coles coateshire John Holland Lend Lease

Finance Revenue Model

CML is targeting a Gross Margin of 2.8%+ on total Invoices Purchased

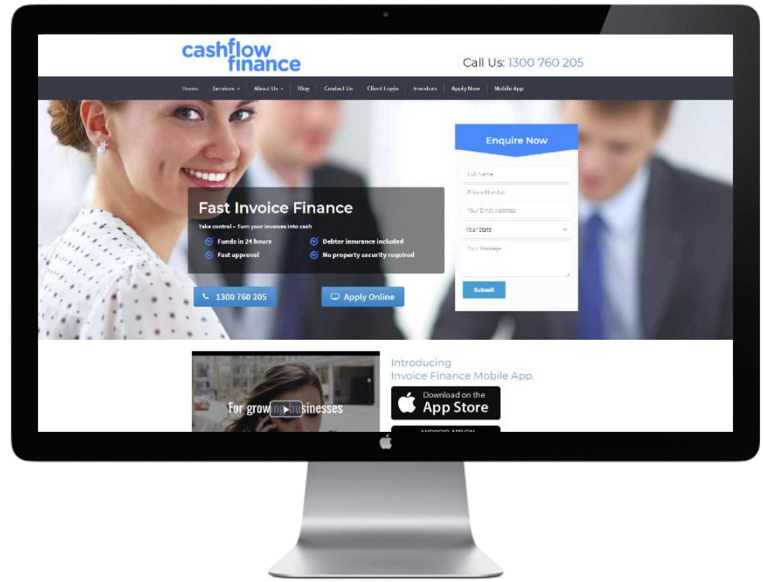
There are 4 key drivers to Finance division:

1. **Invoices Purchased**
   - The gross amount of cash flow against which CML provides working capital assistance
   - CML will provide up to 80% in funds of the face value of an invoice
   - The amount of Invoices Purchased and LVR drives the size of the Loan Book

2. **Gross Margin**
   - The fees which CML generates for providing finance services; this is accounted as divisional Revenue

3. **EBITDA Margin**
   - The costs of operating the Finance business

4. **Interest Costs**
   - The costs of funds required to provide financing

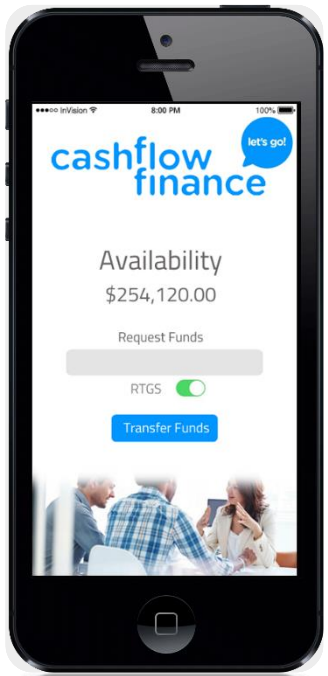


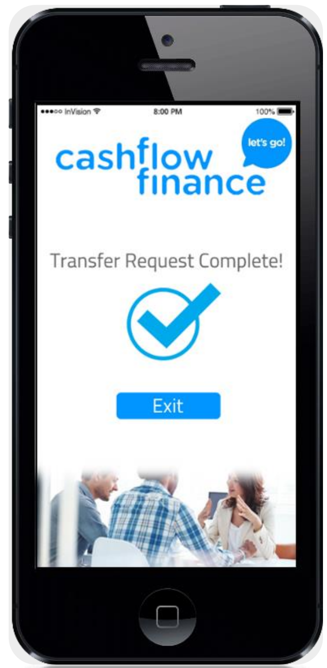
Finance Divisional Earnings Model		
Invoices Purchased	$100	
Revenue	$2.8	Targeting 2.8%+ Gross Margin
EBITDA	$1.4	Targeting 50%+ EBITDA Margin
PBT	$0.56	Targeting 20%+ PBT Margin

Invoice Finance Mobile App

cashflow finance

- View availability and request funds on the go





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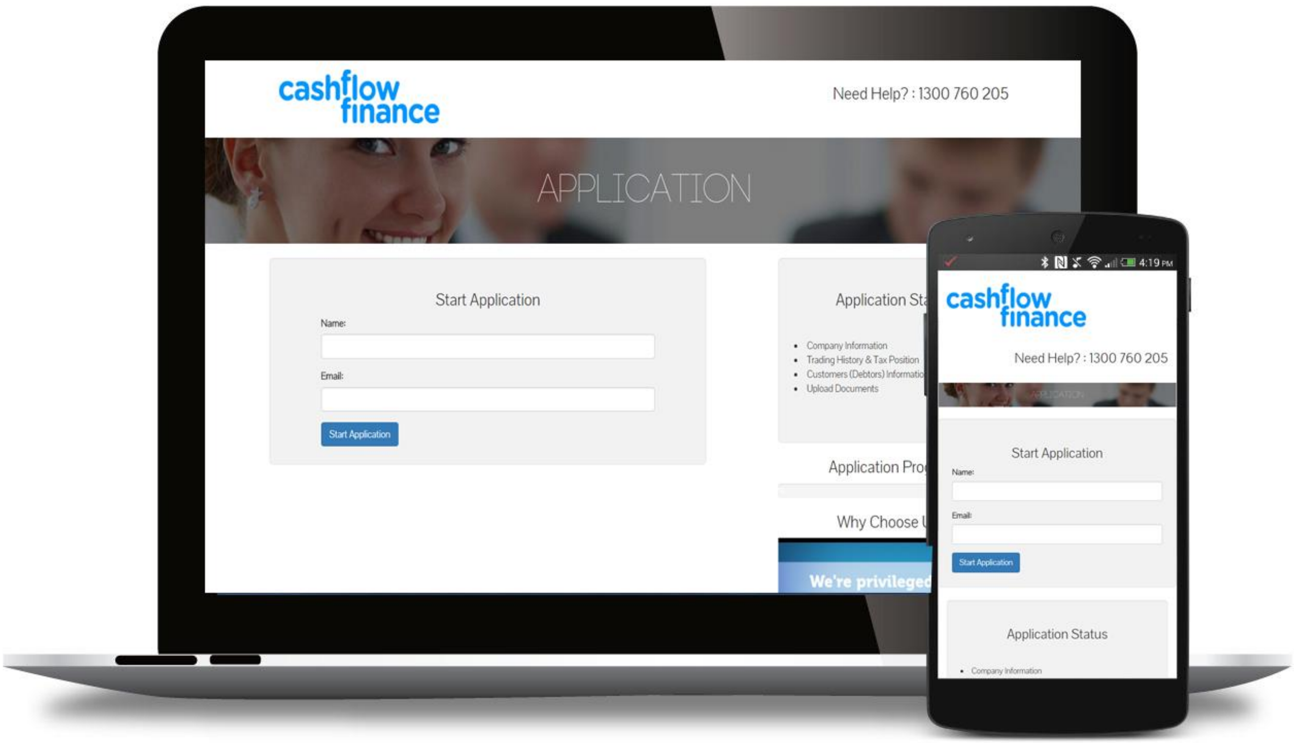
Available on the App Store

Online Application

- Apply Online for Invoice Finance
- Complete in less than 5 minutes
- Mobile optimised application
- Same day offer letters



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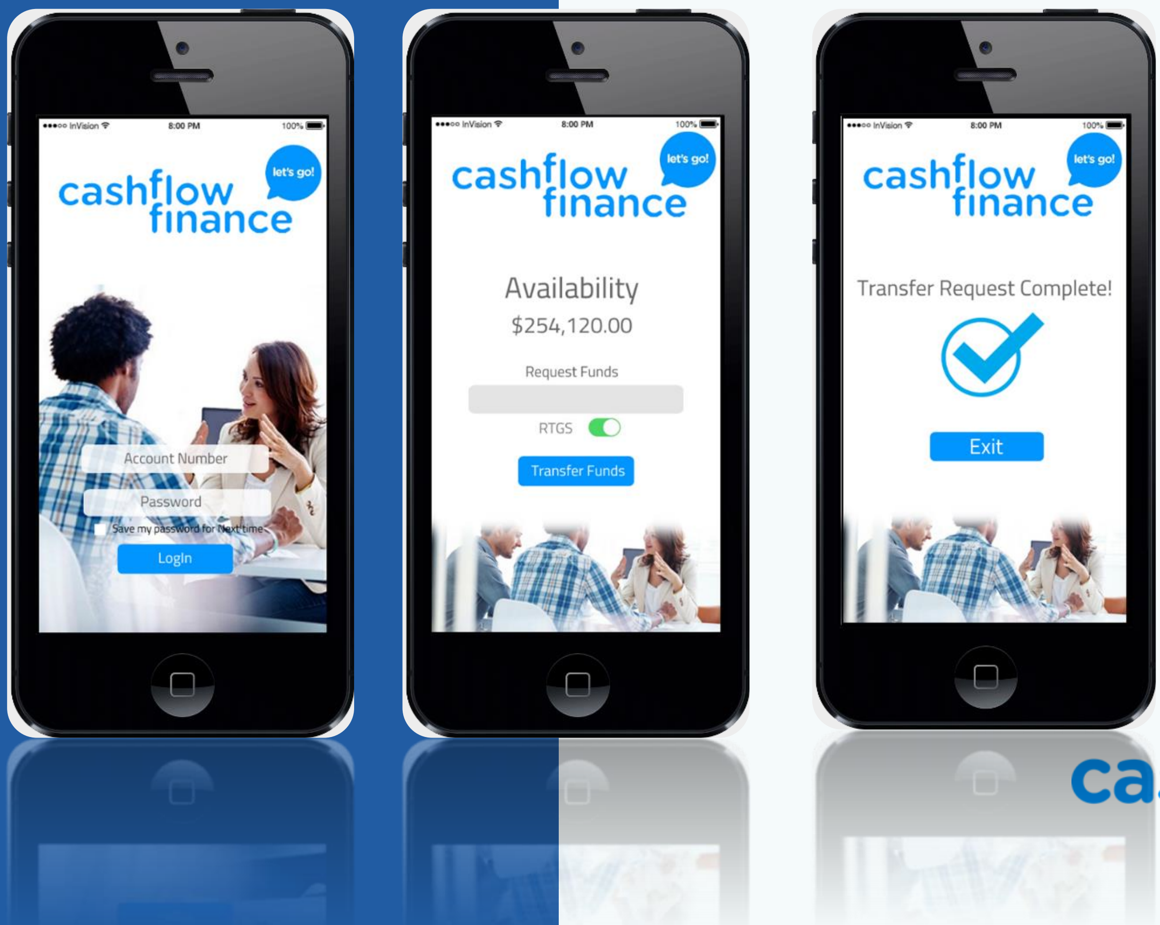
The information presented herein contains predictions, estimates and other forward looking statements that are subject to risk factors that are associated with the human resource management sector. The persons involved in or responsible for the production and publication of this report believe that the information herein has been obtained from reliable sources and that any estimates, opinions conclusions or recommendations are reasonably held at the time of compilation.

Although CML Group believes that its expectations are based on reasonable assumptions, it can give no assurances that its goals will be achieved.

Important factors that could cause results to differ materially from those included in the forward-looking statements include timing and extent of changes in the employment cycle, government regulation, changes to the number of preferred supplier agreements, reduction in franchise partner numbers and the ability of CML Group to meet its stated goals.

The purpose of this presentation is to provide background information to assist in obtaining a general understanding of CML Group's proposals and objectives. This presentation is not to be considered as a recommendation by CML Group or any of its subsidiaries, directors, officers, affiliates, associates or representatives that any person invest in its securities. It does not take into account the investment objectives, financial situation and particular needs of each potential investor. If you are unclear in relation to any matter or you have any questions, you should seek advice from an accountant or financial adviser.

CML Group



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