

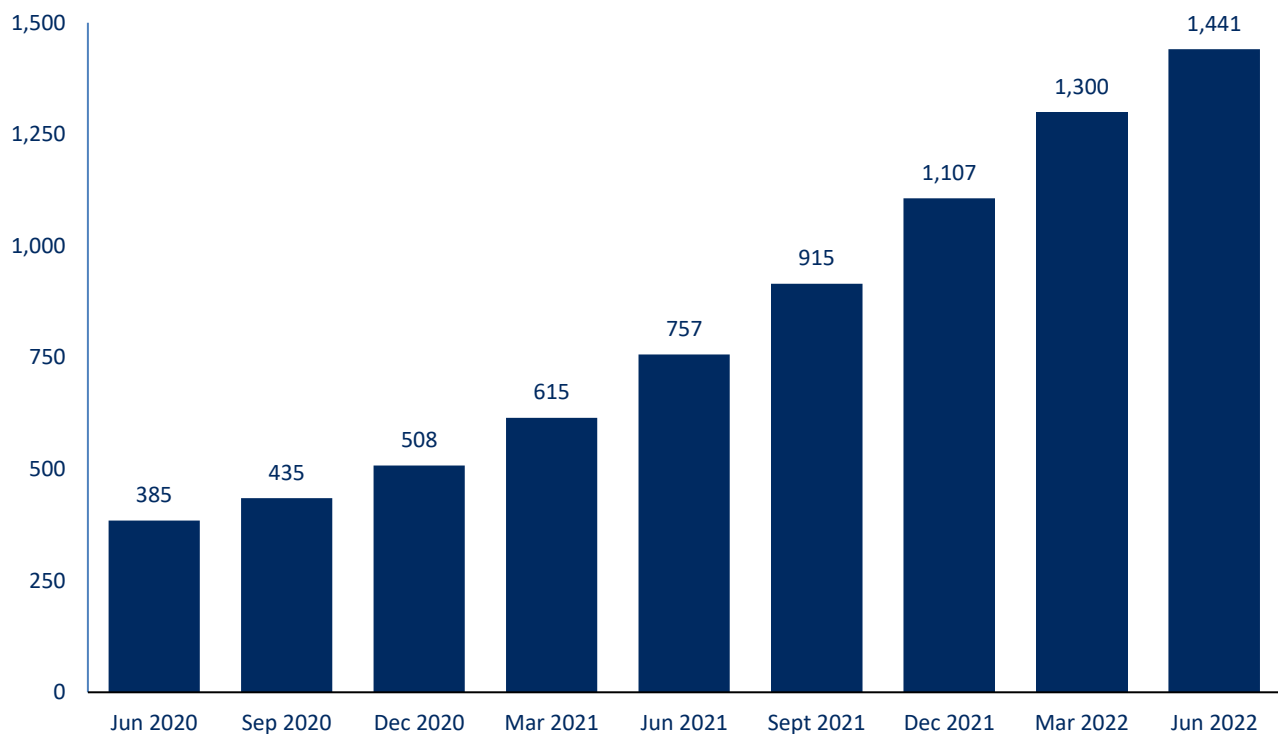
Plenti loan portfolio grows to \$1.44 billion

Plenti Group Limited (**Plenti**) provides this trading update for the quarter ended 30 June 2022 (**Q1 FY23**).

Quarter highlights

- Loan portfolio increased to **\$1.44 billion** at 30 June 2022, **90% above PCP** and **11% above prior quarter**
- Strong quarterly **loan originations of \$289 million**, up 34% on PCP
- **Loan yields successfully increased** across each lending vertical, as Plenti prioritised loan and business profitability over loan origination volumes
- **\$437 million** automotive loan asset-backed securities (**ABS**) transaction completed in June
- **Exceptional credit performance** maintained and low 90+ day **arrears of 31 basis points** at 30 June 2022
- **Revenue of \$30.5 million** and continued **positive Cash NPAT** in the quarter

Loan portfolio (\$m)



Commenting on the quarter, Daniel Foggo, Plenti’s Chief Executive Officer, said:

“Plenti has delivered yet another strong quarter, driving substantial loan portfolio growth, further diversifying funding, and continuing to deliver Cash NPAT profitability.

“The strength of our business model has allowed us to increase loan yields to offset changes to funding costs to deliver another quarter of positive Cash NPAT.

“Plenti continues to deliver technology and customer experiences to differentiate our offerings and achieve our mission of building Australia’s best lender.”

Loan portfolio growth

Loan portfolio (\$m)	30 June 21	30 June 22	Growth
Automotive	355	838	136%
Renewable energy	98	151	54%
Personal	304	451	49%
Total	757	1,441	90%

Plenti's loan portfolio, which is a key driver of revenue, increased to \$1.44 billion at 30 June 2022, up 90% from 30 June 2021 (\$757 million) and up 11% from 31 March 2022 (\$1.3 billion).

Loan originations

Total loan originations were \$289 million, up 34% on the prior comparable quarter (**PCP**). Total loan originations were 10% lower than the prior quarter as, consistent with statements made in its FY22 results presentation, Plenti prioritised increasing yields on new loan originations and business profitability over absolute loan origination volumes. Automotive loan originations increased 42% on PCP but were lower than the prior quarter as Plenti was an early market mover in increasing its borrower rates to help offset higher funding costs on new loan originations. Renewable energy loan originations increased 15% on PCP and were broadly flat on prior quarter, while personal lending increased 27% on PCP, and was up 9% on prior quarter.

Loan originations were supported by the deployment of several significant technology and operational improvement projects, driving continued improvements to Plenti's market leading customer experiences.

Exceptional and stable credit performance

Plenti has maintained its exceptional and stable credit performance, underpinned by its proprietary credit decisioning technology and supported by data it has derived from funding over 125,000 loans since it commenced lending in 2014.

Annualised net losses for the quarter were low at 57 basis points, reflecting the prime nature of Plenti's borrowers across each of its three loan verticals. 90+ day arrears were 31 basis points at the end of the quarter, supporting an expectation for Plenti's strong credit performance to continue over coming months.

The weighted average Equifax credit score across the loan portfolio remained at a record 837 at the end of the quarter.

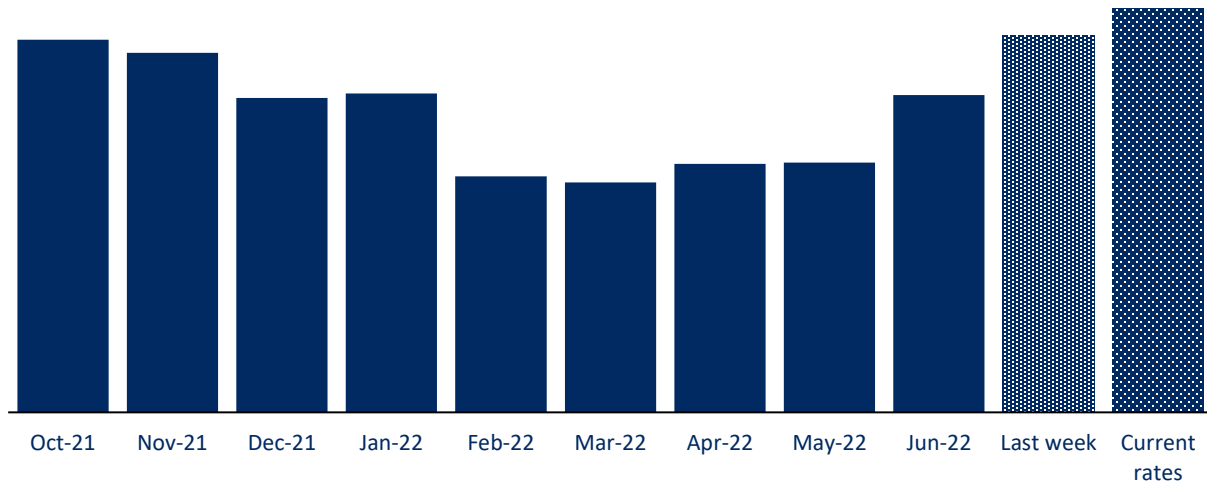
Loan portfolio funding and margin improvement

Plenti completed a \$437 million automotive ABS transaction in June, which increased its total ABS issuance over the last year to over \$1 billion, and freed capacity in each of Plenti's two automotive warehouse facilities.

Plenti has previously noted that, like other lenders, it has experienced increases in funding costs on new loan originations, principally this calendar year. While margins were impacted for several months as the market adjusted, Plenti has now increased its borrower rates to largely offset these higher funding costs. The chart below shows Plenti's weighted average net interest margin on new loan originations for the last three quarters.¹

¹ Weighted average net interest margin calculated as yield on new loans originated in relevant period less funding costs (actual warehouse costs including hedging costs or Plenti Lending Platform costs in period). "Last week" refers to loans settled in week commencing Monday 11 July. "Current rates" is based on pricing for new loan applications submitted in current week, adjusted for known pricing changes to be implemented prior to 22 July 2022 and assuming settled loan product mix consistent with prior week. Excludes legal fee lending.

New loan net interest margin (%)



All numbers in this release are preliminary and unaudited. This release was approved by the Plenti Board of Directors. For more information please contact:

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About Plenti

Plenti is a fintech lender, providing faster, fairer loans through smart technology.

We offer award-winning automotive, renewable energy and personal loans, delivered by proprietary technology, to help creditworthy borrowers bring their big ideas to life.

Since our establishment in 2014, our loan originations have grown consistently, supported by diversified loan products, distribution channels and funding, and underpinned by our exceptional credit performance and continual innovation.

For more information visit plenti.com.au/shareholders