

## ASX Announcement (ASX: B4P)

20 November 2024

### Annual General Meeting Presentation

Beforepay Group Limited (the Company) (ASX: B4P) provides the attached CEO presentation to be delivered to shareholders at the Company's 2024 Annual General Meeting to be held at Automic Offices, Level 5, 126 Phillip Street, Sydney NSW 2000 and as a virtual meeting at 11:00am (AEDT) today.

This announcement has been authorised for release to the ASX by the CEO of the Company.

For more information, please contact:

#### Investors



**Danny Younis**  
**Investor Relations,**  
**Beforepay Group**  
Ph: 0420 293 042

[investorrelations@beforepay.com.au](mailto:investorrelations@beforepay.com.au)

#### Media



**Noeleene Yap**  
**Marketing & Communications**  
**Manager, Beforepay Group**  
Ph: 0489 995 082

[mediaenquiries@beforepay.com.au](mailto:mediaenquiries@beforepay.com.au)

## About Beforepay Group

The Company was founded in 2019 to support working Australians who have not been well-served by the traditional financial-services industry. Beforepay Group operates two business lines: Beforepay, the Company's direct-to-consumer lending business and Carrington Labs, which builds and deploys explainable AI-powered loan portfolio recommendations and lending solutions. The company has won several awards in 2024 including APAC Insider Australia Enterprise Awards 2024: Best Ethical-Lending FinTech 2024 and Most Innovative Ethical Lender of the Year 2024. For more information visit [www.beforepay.com.au](http://www.beforepay.com.au).

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# Business Update

**Annual General Meeting  
November 2024**



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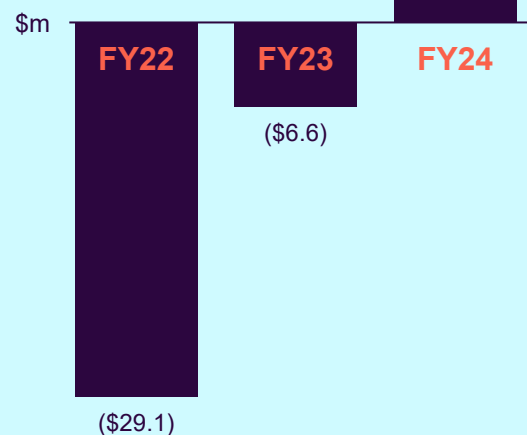
Investors should note that certain financial data included in this presentation is not recognised under the Australian Accounting Standards and is classified as 'non-IFRS financial information' under ASIC Regulatory Guide 230 'Disclosing non-IFRS financial information' ('RG 230'). Beforepay considers that non-IFRS information provides useful information to users in measuring the financial performance and position of Beforepay. The non-IFRS financial measures do not have standardised meanings under Australian Accounting Standards and therefore may not be comparable to similarly titled measures determined in accordance with Australian Accounting Standards. Readers are cautioned therefore not to place undue reliance on any non-IFRS financial information and ratios in this presentation. All dollar values are in Australian dollars (\$or A\$) unless stated otherwise.

## **FY24 Key Achievements**

- **Profitable in all four quarters**
- **Integrated Carrington Labs' offering with Salesforce**
- **Applied for Australian Credit Licence (received Q1 FY25)**
- **Renewed external financing facility**
- **Announced personal-loan product (launched Q2 FY25)**
- **Received multiple ethical-lending awards**

# FY24 By the Numbers

**NPBT \$m**



↑ **Pay Advances**  
**\$710m**  
up from \$628m in FY23

↑ **NPBT**  
**\$3.9m**  
from a loss (\$6.6m) in FY23

↓ **Net Defaults**  
**1.4%**  
down from 2.1% in FY23

↑ **Active Users**  
**240,254**  
at 30 June 2024

↑ **NTM**  
**\$19.5m**  
up from \$11.7m in FY23

↓ **Operating Expenses**  
**\$15.1m**  
down from \$18.7m in FY23

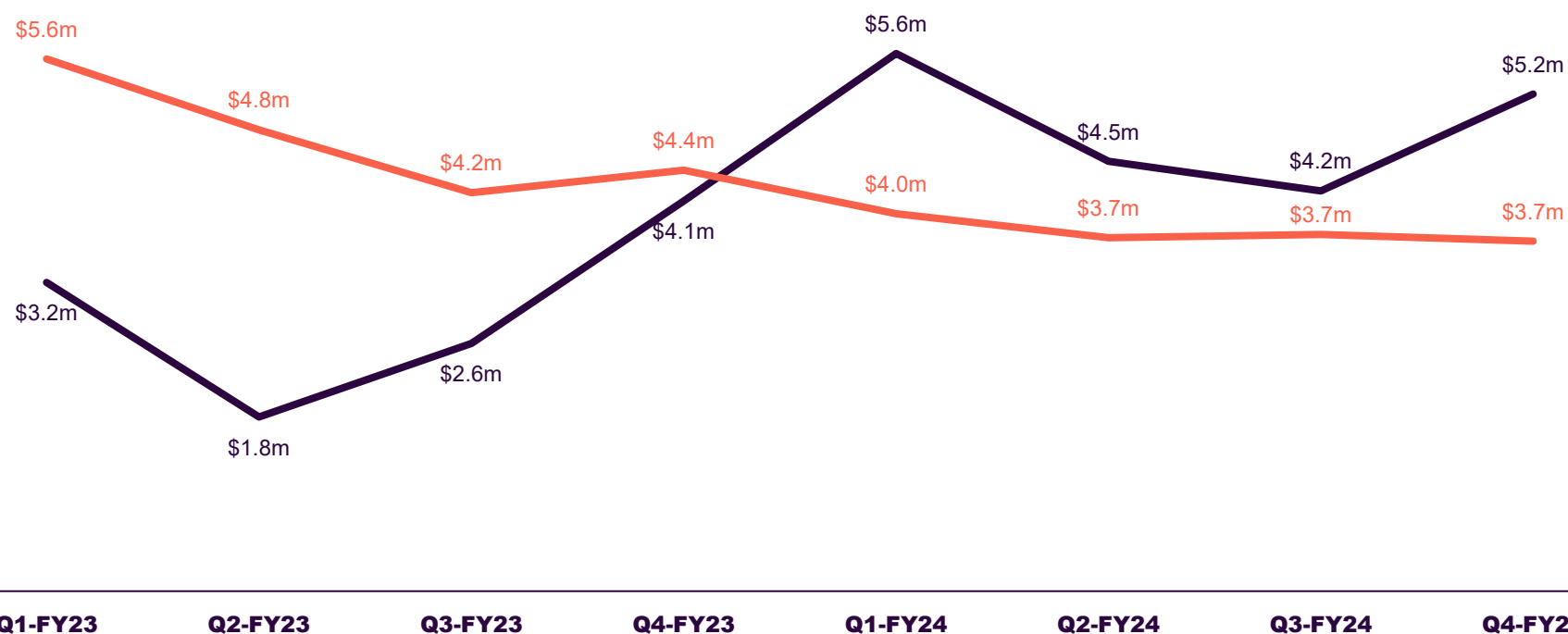
**Cash**  
**\$19.2m**  
at 30 June 2024

Note: Certain financial metrics and information included throughout this presentation are not recognised under the Australian Accounting Standards and are classified as 'non-IFRS financial information'. See Glossary of investor presentation for definitions of non-IFRS financial information. Non-IFRS financial information is unaudited. Change % is calculated using unrounded figures and may differ slightly from a number calculated using rounded figures.

# Strong Growth in Net Transaction Margin \$

Along with Tight Cost Control

## Net Transaction Margin and Operating Expenses by Quarter



### Net Transaction Margin

up 66% to \$19.5m in FY24 from \$11.7m in FY23.



### Operating Expenses

down 19% to \$15.1m in FY24 from \$18.7m in FY23.

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# Declining Trend in Loan Defaults

Demonstrating Consistent Improvement in Credit Quality

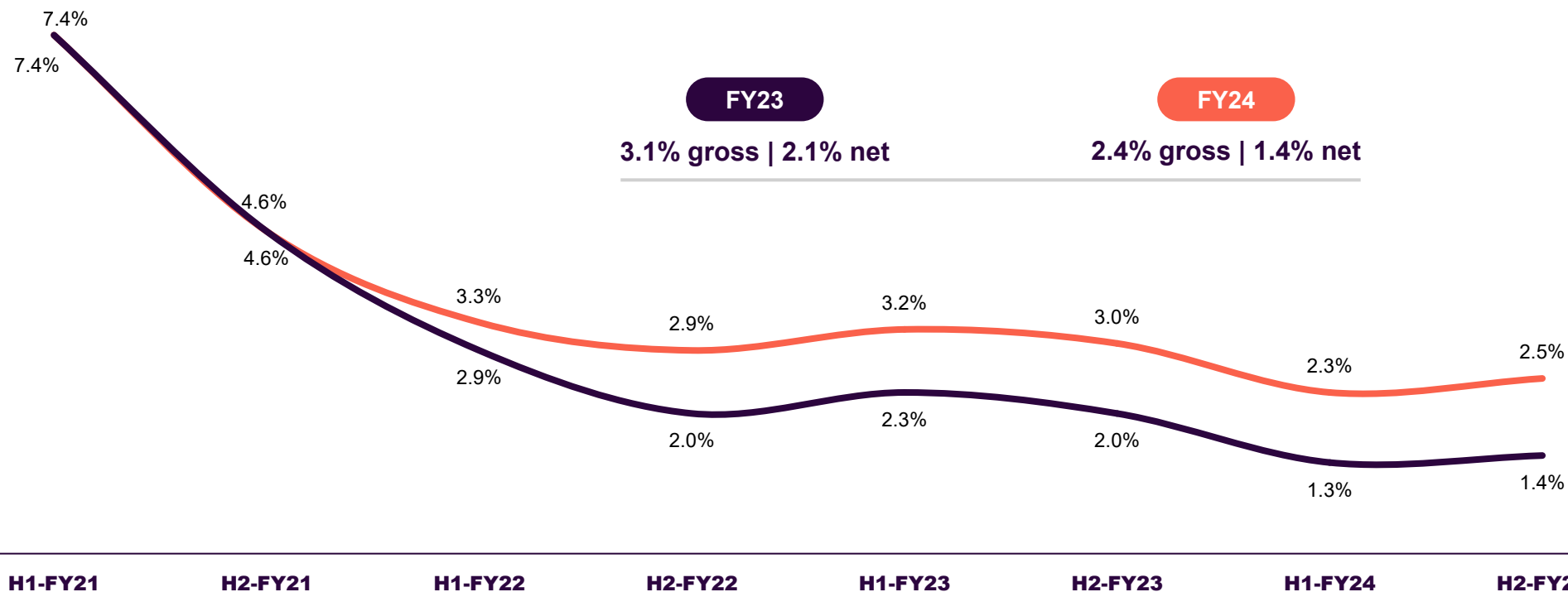
Gross and Net Defaults  
% by Half Year

FY23

3.1% gross | 2.1% net

FY24

2.4% gross | 1.4% net



- Gross defaults %  
(of pay advances inclusive of fees)
- Net defaults %  
(of pay advances inclusive of fees)

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# The Path Ahead: Top 3 Avenues for Growth

## Existing core business



### Pay advance

- Build on recent user-growth momentum
- Release next version of risk-scoring model
- Maintain cost focus while continuing to invest
- Continue to monitor credit outcomes and adjust as appropriate

## New growth initiatives



### Personal loans

- Continue initial tranche of loans
- Refine systems, processes, and risk models
- Prepare for broader rollout



### Carrington Labs

- Keep building the pipeline of potential customers
- Continue investing in new analytics techniques
- Integrate with Salesforce Sales Cloud
- Go live with first clients