Axsess*today*

1H18 RESULTS PRESENTATION AND EARNINGS GUIDANCE

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HIGHLIGHTS
Strong reccurring income into FY19

Axsesstoday Limited is a specialist provider of equipment funding solutions for small to medium sized enterprises (SMEs) predominately in the hospitality and transport sectors offering a unique and proprietary end to end IT solution

1H18 profit of $3.2m reflecting a 95% increase against previous corresponding period (pcp)

FY18 preliminary earnings guidance increased to $7.0m, an increase of 94% from FY17 and $1m above initial budget guidance

Continued strong growth momentum due to offering different and compelling finance solutions to end customers

Quality reccurring income with 120% of 1H18 interest commited into 2H18

Strong market share growth with loan receivables increasing by 190% to $256m over prior corresponding period

Fully franked dividend of 2.9 cents per share for 1H18

Prudent focus on credit quality with arrears (unimpaired past due 30 days receivable) at 1.6% of gross receivables and total credit losses of 1.6% well below industry peers

Discussions on $200m securitisation facility progressing well with strong support from current financiers

Continued investment in core technology systems to maintain market leading position

	1H17	1H18	Growth pcp
NPAT	$1.6m	$3.2m	95%
Loan Receivables	$88m	$256m	190%
Retail Merchants & Introducers	190	317	67%

LOAN BOOK GROWTH
Overview

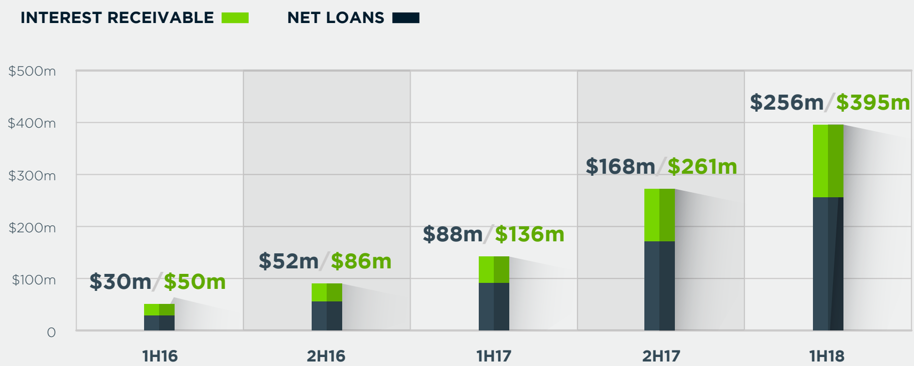
Strong Growth Momentum in all Sectors

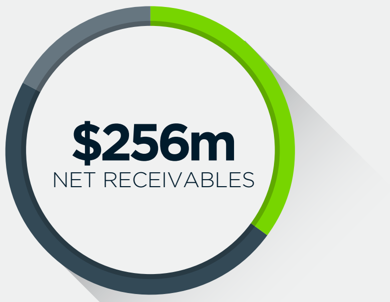
- Continued organic business growth across both hospitality and transport segments with net loan receivables increasing by 190% over previous corresponding period to $256m.
- Over $395m of committed cash flows to be received from customers over the next 5 years
- The full earnings impact from the growth in net receivables will not be realised until FY19 and beyond.
- New originations growth correlated to growth in number of retail merchants and introducers, which increased from 249 (FY17) to 317 (1H18)
- The full growth impact from new retail merchants will not be realised until FY19 and later years.
- As at 31 December 2017, the accumulated credit provision was $2.1m, and is available to be offset against future impairments.
- Well positioned to maintain growth trend into FY19

Over **$260m**

annualised new assets
funded in 2Q18

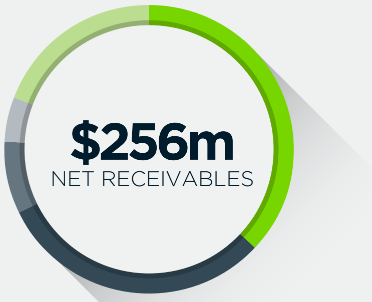
LOAN RECEIVABLE GROWTH





35% HOSPITALITY
48% TRANSPORT
17% OTHER

'OTHER' represents Business Loans and equipment finance in other sectors



37% NSW
31% VIC/TAS
8% WA
5% SA
19% QLD/ACT

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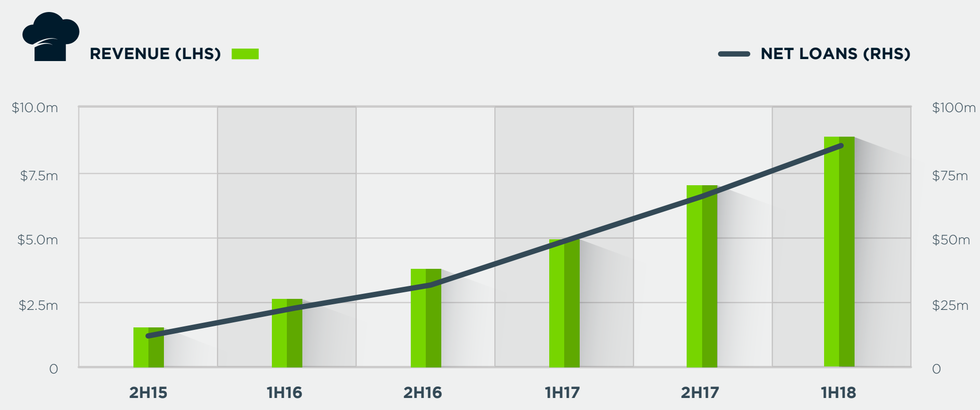
HOSPITALITY PORTFOLIO
Overview

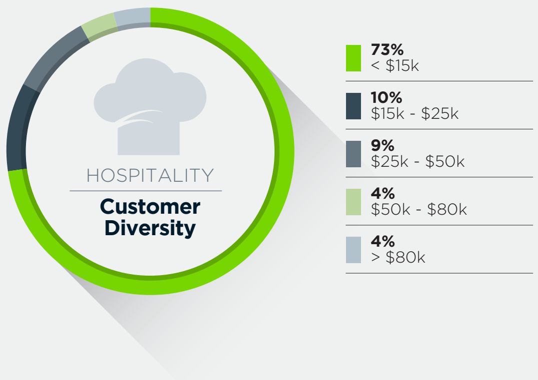
Hospitality Portfolio continued strong performance

- Assets include coffee machines, display units, cooking equipment, refrigeration and dishwashing equipment
- Performance reflects deepened market penetration in its core channels of restaurants, cafes, and franchises
- Growth in loan receivables of 83% over previous corresponding period to $88.3m
- Excellent customer diversity with 93% of clients less than $50k in value.
- Outlook remains positive as a result of continued industry growth and market penetration with stable industry conditions

Net loans	$88.3m
Gross loans	$144.5m
Average contract size	$16k
Average contract life	50 months
Customer numbers	5,405

REVENUE TO NET LOANS COMPARISON





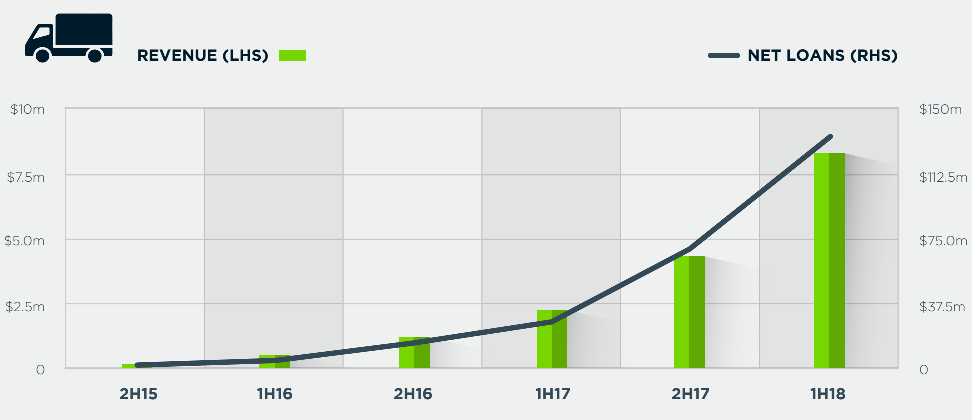
TRANSPORT PORTFOLIO
Overview

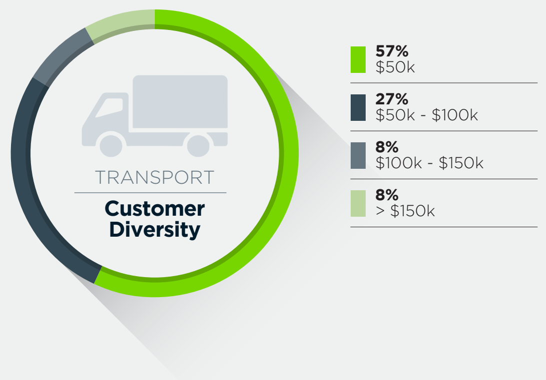
Transport Portfolio underwent rapid growth

- Assets include predominately second hand trucks, trailers, forklifts, light commercial vehicles and tools of trade
- Increased market awareness and new introducer accreditations driving performance
- Growth in loan receivables of 366% over previous corresponding period to $123.9m
- Strong customer diversity with 84% of customers less than $100k
- Outlook remains strong based on current momentum and pipeline

Net loans	$123.9m
Gross loans	$213.5m
Average contract size	$60k
Average contract life	58 months
Customer numbers	2,094

REVENUE TO NET LOANS COMPARISON





CREDIT PROCESS
Focus on risk management

Security registered over asset

Enhanced by risk mitigation processes

Improved by high repayment profile

Strong industry relationships

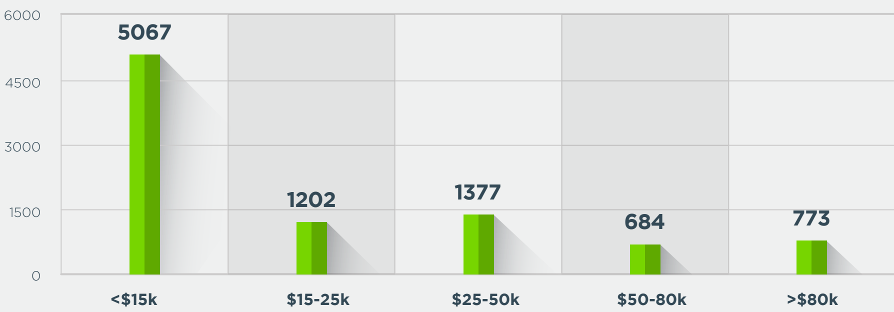
Strong Focus on Diversification and Risk Management

1.6%

Actual **Impairments to** net receivables

- Strong loan book diversity with 69% of accounts less than $25k
- Low and stable arrears at 1.6% of loan receivables at 1H18 due to maintaining credit discipline
- During first quarter of FY18, company implemented new credit loss recognition policy which increased reported arrears:
  - reflects preparation for securitisation warehouse
  - reporting reclassification, does not reflect asset deterioration
- Preparation in progress for new accounting standard AASB 9 to be in effect FY19

LOAN BOOK DIVERSITY



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FINANCIAL PERFORMANCE
Income Statement

Recurring Income Stream Supports Sustainable Growth

1H18 NPAT of $3.2m underpinned by:

- Portfolio income reflecting strong growth in receivables
- Weekly asset acquisition volumes increasing from $1.7m for 1H17, $3.0m for 2H17 and $4.7m for 1H18

FY18 outlook:

- Preliminary guidance net profit after tax of $7.0m, representing a 74% increase compared to FY17
- Strong visibility 120% of 1H18 interest income reccuring and committed into 2H18
- Costs expected to grow at a lower rate relative to interest income growth due to ongoing investment in IT systems improving operational efficiencies

	1H18	1H17	Variance
Portfolio Income	22,045,771	8,601,969	156%
Finance Expenses	(7,062,770)	(2,465,120)	187%
Net Portfolio Income	**14,983,001**	**6,136,849**	**144%**
Lease Impairment Expense	(2,762,412)	(728,879)	279%
Employee Expenses	(3,850,048)	(2,009,343)	92%
General Admin & Marketing Expenses	(1,417,076)	(542,524)	161%
Operating Expenses	(2,410,222)	(521,230)	362%
EBITDA	**11,766,111**	**4,835,704**	**143%**
NPBT	**4,543,243**	**2,334,873**	**95%**
NPAT	**3,166,884**	**1,623,498**	**95%**

FINANCIAL PERFORMANCE
Balance Sheet

Multiple committed funding lines to ensure long term sustainable and efficient capital structure

- Focus on capital structure to reflect funding from diverse sources to minimize funding risk and optimise investor returns
- Securitisation warehouse program will result in a material reduction in core debt facilities during FY19 and beyond
- Interest rate hedging policy of minimum 50% on drawn funding limits protected against interest rate movements

	31 Dec 17	30 June 17	Variance
Assets			
Cash	3,332,562	2,404,228	39%
Receivables	256,698,514	167,450,633	53%
Other Assets	14,170,226	7,439,603	90%
Total Assets	**274,201,302**	**177,294,464**	**55%**
LIABILITIES			
Trade Payables	5,034,452	3,327,759	51%
Senior Debt	138,819,309	59,897,367	132%
Corporate Bond	77,873,547	77,742,775	0%
Other Liabilities	4,491,092	3,043,960	48%
Total Liabilities	**226,218,400**	**144,011,861**	**57%**
Equity	**47,982,902**	**33,282,603**	**44%**

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FINANCIAL POSITION
Cash Flows

Cash Flow Optimisation

- Rapid repayment of fixed term leases gives certainty of future expected cash flows
- Cash receipts from customers increased from $18.5m in 1H17 to $41.8m in FY17
- Cashflows applied to fund loan book growth
- 1H18 dividend payment of 50% earnings or 2.9 cents per share

	1H18	1H17	Variance
Receipts from customers (inc GST)	41,798,541	18,542,209	125%
Payments to suppliers, employees and other (inc GST)	(131,598,068)	(51,143,429)	(157%)
Net cash from operating	**(89,799,527)**	**(32,601,220)**	**(175%)**
Payments for PPE and intangibles	(1,270,318)	(80,623)	(1476%)
Net cash from investing	**(1,270,318)**	**(80,623)**	**(1476%)**
Net proceeds from equity	12,602,724	12,487,057	1%
Net debt proceeds	79,052,715	18,480,000	328%
Payment of dividends	(1,015,315)	-	(100%)
Net cash from financing	**90,640,124**	**30,967,057**	**193%**
Net cash flow	**(429,721)**	**(1,714,786)**	**(75%)**
Cash at begining	**2,404,228**	**599,778**	**301%**
Cash at end	**1,974,507**	**(1,115,008)**	**-**
Cash	**3,332,562**	**167,765**	**1886%**
Bank overdraft	**(1,358,05)**	**(1,282,773)**	**(6%)**
Balance per statement of cashflows	**1,974,507**	**(1,115,008)**	**-**

CAPITAL MANAGEMENT
Optimisation through securitisation facilities

Funding Structure

› Broad and diversified funding base comprising of:

- Senior syndicated bank debt $175m that provides a 3 year term and flexibility for other financiers to participate on the same terms in the future
- Corporate notes $80m through an active bond market presence with attractive duration
- Equity

› The Company has been negotiating an asset securitisation warehouse facility with a leading Australian financier. Due diligence is progressing well and a further announcement will be provided on completion. The proposed facility is anticipated to provide a material benefit to Axsesstoday via:

- Reduction in current equity funding requirements
- Reduction in borrowing costs

CAPITAL BREAKDOWN

2016	2017	1H18
48% SENIOR DEBT	35% SENIOR DEBT	52% SENIOR DEBT
36% BOND MARKETS	45% BOND MARKETS	30% BOND MARKETS
16% EQUITY	20% EQUITY	18% EQUITY

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IT SYSTEMS
Leading technology non-bank financier

Ongoing investment in upgrading core systems and platforms to maintain its market leading position

› Second major upgrade commenced ahead of schedule to accelerate and enhance key benefits including:

- Increased capacity to support growth
- Improved customer experience
- Ability to broaden Group's product base
- Flexibility for geographical expansion
- Continue to improve operating leverage and cost management through increased levels of automation

Full benefits are expected to be realised in FY19

STRATEGY AND OUTLOOK
Focus on long term sustainable earnings growth

Focus on core products and channels

- Continue to invest in a compelling and differentiated value proposition to generate strong momentum
- Focus on establishing a securitisation warehouse facility with a leading Australian financier, enabling a long term efficient capital funding model, a reduction in current equity funding requirements and the weighted average cost of capital

- Strong compound growth in earnings expected to continue in FY18 and beyond underpinned by:
  - Maintaining current origination volumes
  - Current pipeline of retail merchant opportunities
  - Compounded by increased reoccurring interest income and cash flow stream from loan portfolio
  - Continued strong growth in new business loan product
  - New IT system expected to deliver enhanced algorithms, new product offerings to existing customer base and operational efficiencies

- Positive start to pilot in Canada:
  - Leveraging key operating principles and establishing strong contracted partnership with leading retail merchant
  - While early indicators are positive, the company is progressing this activity using an appropriately conservative approach

FY18 preliminary guidance of

$7.0m

Contacts

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