



money3

Goldman Sachs
Emerging Leaders Conference

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Money3 - Consumer automotive finance

Focus

Money3 Group provides automotive finance for the purchase and maintenance of vehicles



Responsible Lending

Responsible lending and compliance leadership is the cornerstone of our sustainable lending practices

1 / 500 vehicles in Australia have a current Money3 loan

1 / 800 vehicles in New Zealand have a current Go Car Finance loan

Over \$1bn lent to customers since inception

Originated loans for over 500,000 customers



Customer Care

Unique approach to customer care, providing consumers with tailored and flexible repayments

Money3 is the lender of choice for over 47,000 active customers



Technology

A data driven organisation with unique integration to third parties

Application simplicity through technology

YTD March 2020 Financial results (Unaudited)

44.4%

Revenue
growth

43.6%

EBITDA
growth

\$443m

(Gross Loan Book at
31 Mar 20)

Group Financial Results (continuing operations) <i>Amounts in \$m unless otherwise stated</i>	YTD Mar 20	YTD Mar 19	% Growth
Revenue	93.3	64.6	44.4%
(-) Bad debts (net of recoveries)	16.4	10.4 [^]	
(-) Impairment allowance	3.7	1.9	
(-) Operating expenses	28.8	21.4	
EBITDA (normalised)	44.4	30.9[^]	43.6%
NPAT (normalised)	22.9	15.4[^]	49.2%

47.6%

EBITDA margin
(PCP: 47.8%)

24.6%

NPAT margin
(PCP: 23.8%)

\$43m

Cash balance
at 27 April 20
(post dividend)

[^]normalised for one-off additional bad debt recoveries from divested operation in FY19.
Note: Impairment provision is being reassessed in light of COVID-19 situation.

Latest developments

money3

Money3 Group

- Money3 is predominantly equity funded and has low leverage
- Money3 is in a strong financial position and has continued to lend conservatively through this period
- Well positioned to be patient and opportunistic in purchasing a peer(s) or originating new organic growth when demand returns
- Impact on cash collections as a result of COVID19 is currently minimal
- Daily monitoring of COVID19 impact
- \$43m cash balance post payment of interim 5 cent dividend



Australia

- Stage 3 restrictions has seen reduced demand for automotive finance
- Government stimulus will have a positive impact on customers' ability to continue to make payments toward their loans
- New loan originations continuing to customers with income
- Immaterial movements in arrears, comfortably within the Company's internal receivables target



New Zealand

- Stage 4 restrictions has seen the market close with minimal originations to essential workers only
- Customers continue to seek loan pre-approval during lockdown and with digital sign-up and contactless delivery occurring
- With lifting stage 4 restrictions we expect to see demand return for automotive finance
- Immaterial movements in arrears, comfortably within the Company's internal receivables target

Summary



Recently paid 5 cent interim dividend to shareholders in line with half year announcement



New loans originations continue albeit with prudence to unaffected industries



Money3's loan book has low leverage and is predominantly funded by equity



Low growth in arrears to date, approx. 1%, assisted by the focus on Customer Care



Cash collections over the Easter period were superior to pcp and also have not had a material impact to date



Australian debt facility can be extended to December 2022 and existing New Zealand debt facilities run until April 2022



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