



Canaccord Investor Presentation

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ASX: MNY

About money3

Customer focused,
Consumer & Commercial
finance company

Strong brands across
Australian and New
Zealand



Ubiquitous customer
journey from introducer to
loan settlement – driven by
proprietary technology with
strong integration with
introducers software

Faster approval process –
Time To Yes (TTY)



Large addressable market
across Australia & New Zealand
covering new and used assets
for consumers and commercial
purposes



Market leading collections via our
Customer Care teams

Strong proprietary technology
allowing for seamless integration
of third party loan books

Highlights - YTD (Q3 FY21)

REVENUE

increased

12.5%

to \$105.0m
on pcip



EBITDA

increased

34.6%

to \$59.9m
on pcip



NPAT

increased

25.4%

to \$28.6m
on pcip



24.3%[↑] in amount lent
in Q3 FY21 (over pcip)
Lending momentum continues to build
with Apr-21 above Q3 monthly average

Acquired GMFA and AFS businesses
adding \$70m to group loan book

Strong cash collection driving down FY21
bad debts and provision expense

Strong cash collections maintained post
Government stimulus roll-off

Favourable trading conditions in New
Zealand continue to drive strong
growth

ORGANIC LOAN ORIGINATIONS

(cash advanced)

14.0%

increase on pcip
to \$231.2m

(plus \$70.0m receivables
acquired via business acquisitions)



LOAN BOOK

increased

28.3%

since June 30 to
\$556.7m
(including acquired
businesses)



CASH COLLECTION

increased

26.3%

to \$252.2m
on pcip



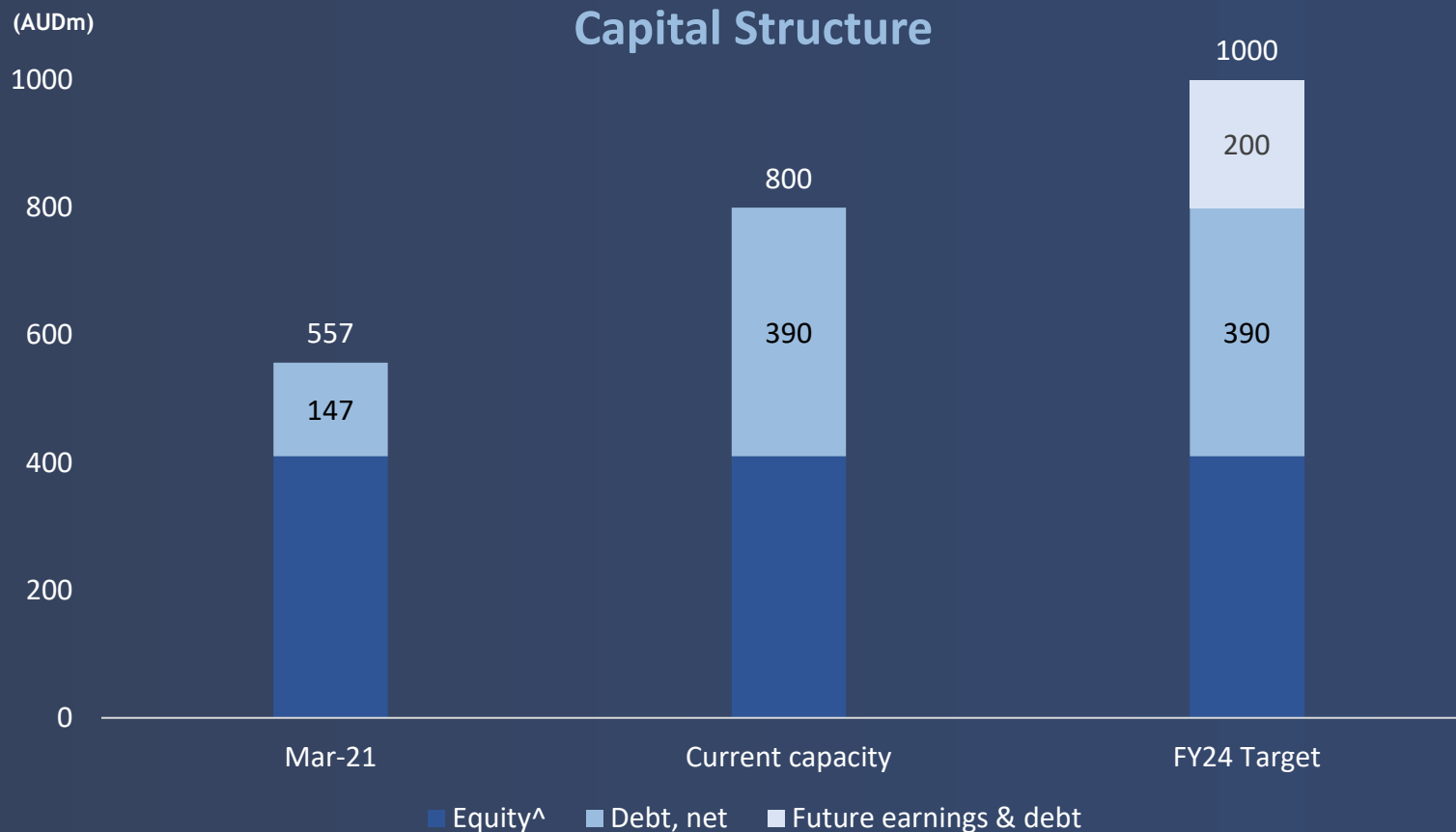
Strong loan book growth



Strong organic book growth and acquisitions at start of 2H FY21, provides a solid foundation for FY22 results

Loans acquired from GMFA absorbed by Money3's collection team

Group - Capital Structure



Existing debt facilities support loan book growth to ~\$800m[#]

Retained earnings and improving leverage will support future increase in debt capacity

Expanding addressable market & market share is driving strong growth momentum

Return on Equity (RoE) to grow towards 20% in 2-3 years with increasing leverage as new debt facilities are utilised

[^]Includes deferred revenue and impairment provision on loan book

[#]assumes Fortress debt is repaid at the end of FY21

Automotive Financial Services - Overview



Fast track product
launch into near prime
market



Leverage existing
distribution driving
scale



Introduction of direct
to Dealer distribution



Strong loan book quality
allowing for significant
loan book leverage



Revenue growth



Funding diversification
from large Australian bank



Successful business
model and
experienced
management team



Go Car Finance's success
provides an acquisition
blueprint - with respect
to loan book and
profitability growth

The Market



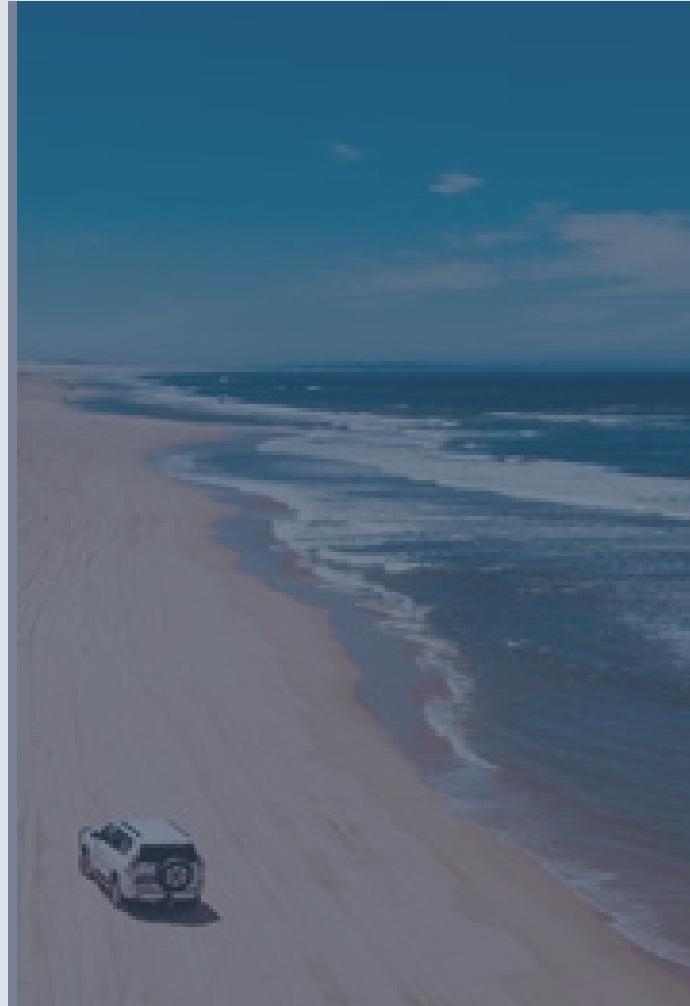
Australia

- 25.8m population
- 19.8m registered vehicles
- Registered vehicles increasing by ~300,000 vehicles per annum
- Average age of 10.4 years
- Over 50,000 active loans - 1/380 vehicles are funded by Money3
- Annual market opportunity
 - >\$1bn¹ in used vehicle financing to sub prime applicants
 - >\$3bn¹ in used vehicle financing to near prime applicants
 - >\$23bn¹ in Commercial loan applicants

Source (Australia):

abs.gov.au

¹ Money3 estimates



New Zealand

- 4.9m population
- 5.5m registered vehicles
- Registered vehicles increasing over 2% per annum over the last 10 years
- Average age of 14.4 years
- ~10,000 active loans - 1/550 vehicles in New Zealand are funded by GCF
- NZ\$9.5bn² annual motor vehicle sales

Source (NZ):

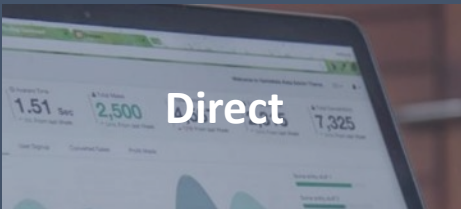
New Zealand Population (2021) - Worldometer (worldometers.info)
nzta.gov.nz

² December 2020 Motor Fax published by the Financial Services Federation

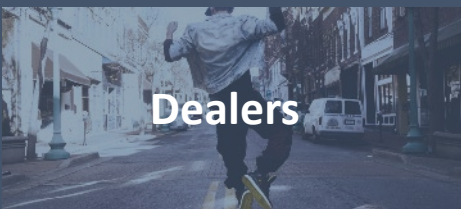
Distribution - Access where customers want it



- Strong Broker presence with over 30 years¹ in market
- Supported by over 1,000 individual Brokers across Australia and New Zealand
- API interface for application process embedded into Broker systems / CRM providing seamless data flow between Money3 and Brokers from application stage to credit approval and loan settlement
- Money3's Internal Broker team supports Brokers with application and document administration increasing processing efficiency



- Process designed for online customers wanting to buy / maintain a vehicle or take a personal loan
- Targeted marketing and ease of website application workflow attracting significant lead volumes
- Fastest growing channel with ~45% of new loan origination in FY21 (~35% in FY20) in Australia, improving the cost of client acquisition
- Dedicated team to service returning customers created in Nov 2018 – Returning customers book grew 83% in the last 12 months to \$53m
- Customer for life – Customers rewarded each time they return with improving rates and terms, opportunity to move customers from Money3 to AFS product as their credit quality improves



- Dealers use proprietary application software to gain immediate conditional approval, often while the customer is still in the dealership
- Providing Dealers with an additional finance relationship
- Automotive focused finance company, we speak the Dealers language

Money3 Group - Products



Non-conforming loans - Australia

- Flexibility key for customers
- Same day approvals
- 7 out of 10 customers engage digitally (no hardcopy paperwork)
- Pre-Approval so customer can choose the car they want and negotiate with a dealer
- ~80% of applications received digitally
- Able to cater for old school customers wanting face to face service
- 1 in 3 customers borrow again

Products

- Automotive & Personal loans (consumer)
- Up to \$75,000
- Up to 60 month terms
- Interest rates from 16.95%
- No Penalty for early payout



Consumer & Commercial - Australia

- Auto and Leisure specialists
- 1 in 5 applications automatically approved
- Dedicated assessment specialists for older and used assets
- No restriction on type or age of financed asset
- Simple, Fast Application & Settlement process
- Fast Approval Process - Time To Yes (TTY)
- Digitised Service and Delivery, backed by Systems and Compliance
- Growing Brand, Peak Performance Culture

Products

- Asset loans (consumer & commercial)
- Loan amounts from \$5,000 up to \$150,000
- Up to 84 month terms
- Interest Rates from 4.79%



Consumer loans - New Zealand

- Auto loan specialist
- Automated loan pre-approval in under 15 minutes
- Product heavily integrated with Dealer distribution
- Transport Solution - Complementing vehicle ownership product smooth cost of ownership over the life of the loan
- Go Connect devices to manage vehicle compliance

Products

- Automotive & Personal loans (consumer)
- Up to \$100,000
- Up to 60 month terms
- Interest rates from 7.95%

FY21 - Outlook

Forecast NPAT \$38m

- Strong new loan originations and favourable economic conditions driving increase in profit expectation
- Loan growth and operating leverage through Technology will drive ROE to ~15% in FY22
- Strong cash collections expected to continue in Q4
- Expect used vehicle pricing to stabilise
- Expect to carry a large number of pre-approved loans in FY22, due to delays in new asset delivery

Appendix

Q3 FY21 Financial Results

Unaudited Group Financial Results (YTD Q3 FY21) <i>Amounts in \$million unless otherwise stated</i>	Actual	PCP [^]	Mvt % (vs PCP)
Revenue	105.0	93.3	12.5%
Bad debts, net	(12.7)	(16.3)	22.1%
Movement in impairment provisions	(1.4)	(3.7)	62.2%
Expenses	(31.0)	(28.8)	(7.6%)
EBITDA	59.9	44.5	34.6%
EBITDA as % of revenue	57.0%	47.7%	
NPAT (continuing operations)	28.6	22.8	25.4%
NPAT Margin (continuing operations)	27.2%	24.4%	

[^] PCP excludes effect of AFS and GMFA acquisitions

12.5%
Increase in
Revenue

34.6%
Increase in
EBITDA

25.4%
Increase in
Group NPAT

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Footnotes

[Motor Vehicle Census, Australia, 31 Jan 2020 | Australian Bureau of Statistics \(abs.gov.au\)](#)

[Fleet statistics | Ministry of Transport](#)

[Fleet statistics | Ministry of TransportAnnualFleetStatistics.pdf \(transport.govt.nz\)](#)