



Financial Year
2021 Presentation

17th August 2021

Accelerating Profitable
Growth

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Managing Director

Siva Subramani
Chief Financial Officer

FY21 Highlights Accelerating Profitable Growth

EBITDA¹

64.8%

to \$80.9m



Loan book

38.5%

to \$601.0m



NPAT¹

76.6%

to \$39.2m



**\$170m in
available
funds**

(available cash & debt)



Revenue

17.0%

to \$145.1m



EPS¹

64.3%

to 19.85 cents



ROE

13.4%

pcp 9.9%



**Final
Dividend**

7.0 cents

(Fully Franked) Taking full
year dividend to 10 cents



Successfully
completed two
acquisitions driving
loan book and
product growth

Successfully
secured AU\$388m
in new debt
funding from three
banks

Money3 Group – Our Business units

money3

Consumer loans - Australia

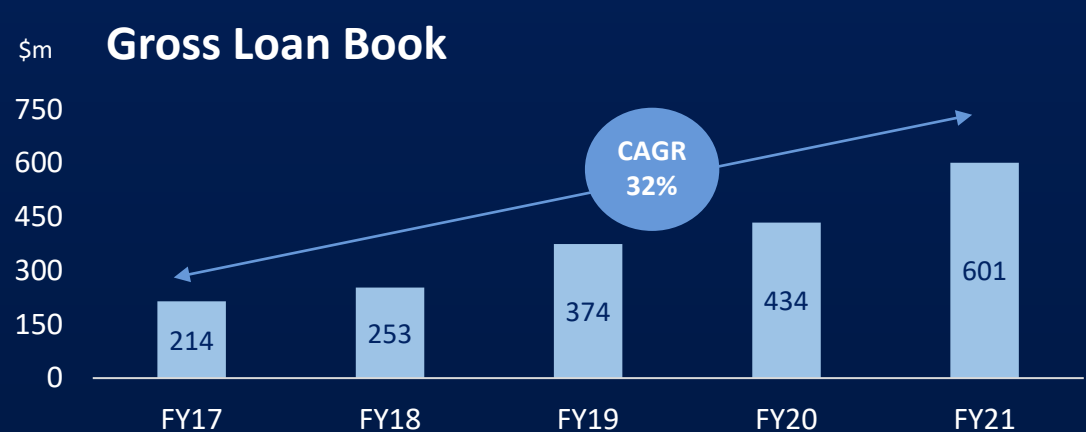
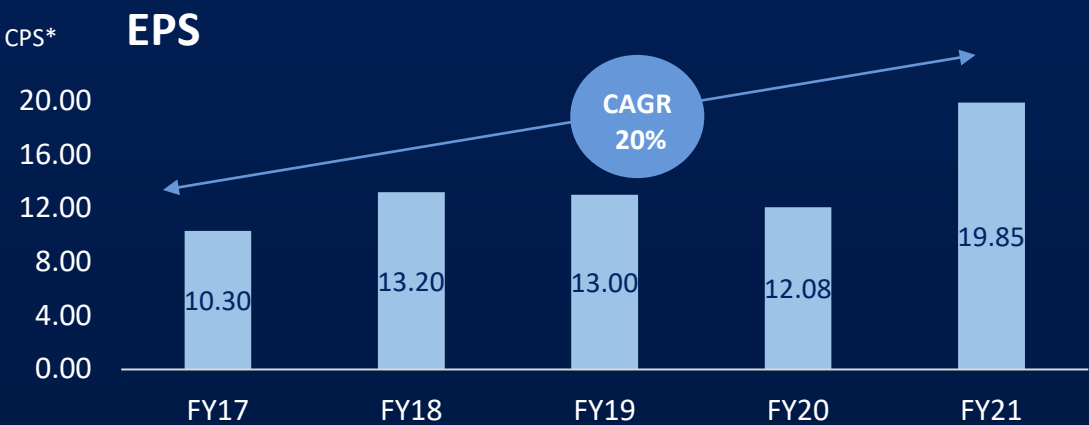
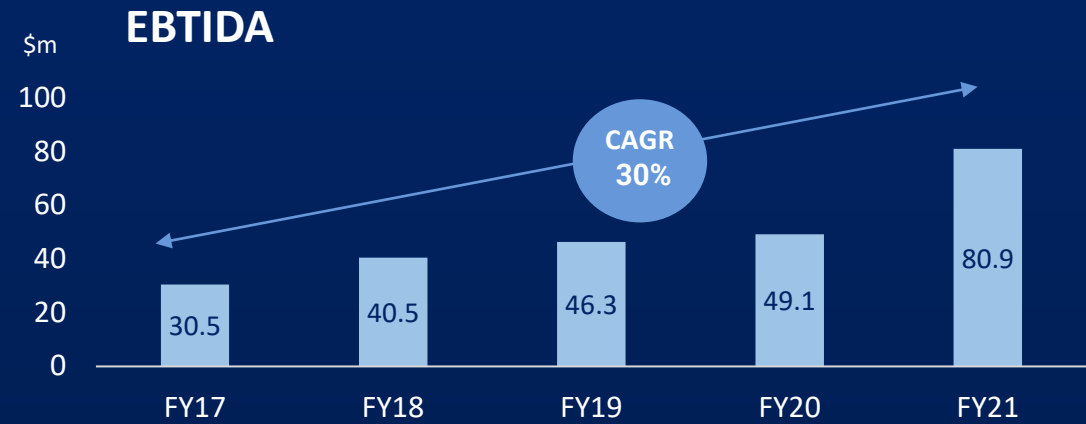
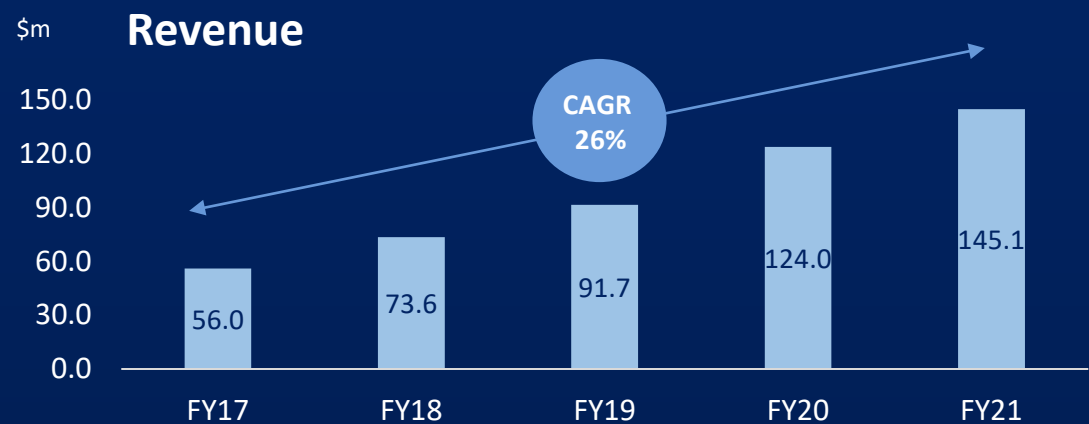
AFS AUTOMOTIVE
FINANCIAL
SERVICES

Consumer & Commercial loans
Australia

Go Car Finance
Goes way further

Consumer loans - New Zealand

Continuing to deliver profitable growth



Loan book – a diversified portfolio of customers

~63,000

Loans in the
portfolio

50,000+

Consumer – Auto
Loans

~500

Commercial – Auto
Loans

~12,500

Personal Loans

1,000+

New Vehicles
in Portfolio



51,975



1,882



1,256



771



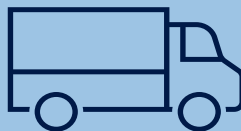
382



355



17



11



11



11

Note: Asset numbers includes vehicles taken as security for a personal loan.

Money3 Group – A history of profitable growth



Group has
financed over
AU\$2.0 Billion
of vehicles



In FY22 Group
will exceed
AU\$1.0 Billion in
Revenue
(cumulative
history)



Over 60,000
active customers



Industry leading
Customer Care
teams



Australia
over 150,000
vehicles funded



New Zealand
over 20,000
vehicles funded

FY21 - Financial Performance

FY21 Financial Results

Group Financial Results <i>Amounts in \$m unless otherwise stated</i>	FY21 (Statutory)	FY20 (Statutory)	Mvt %
Revenue	145.1	124.0	17.0%
Impairment expenses and losses	(19.1)	(38.0)	(49.7%)
Expenses	(45.1)	(36.9)	22.2%
EBITDA	80.9	49.1	64.8%
EBITDA Margin	55.8%	39.6%	
NPAT ¹	39.2	22.2	76.6%
NPAT ¹ Margin	27.0%	17.9%	
EPS ¹ – Basic (cents per share)	19.85	12.08	64.3%
Average Loan Book ²	535.5	404.0	32.5%
Debt drawn	262.3	173.7	
Leverage (Loan Book)	50.0%	43.0%	

76.6%
Increase in
NPAT
(Continuing operations)

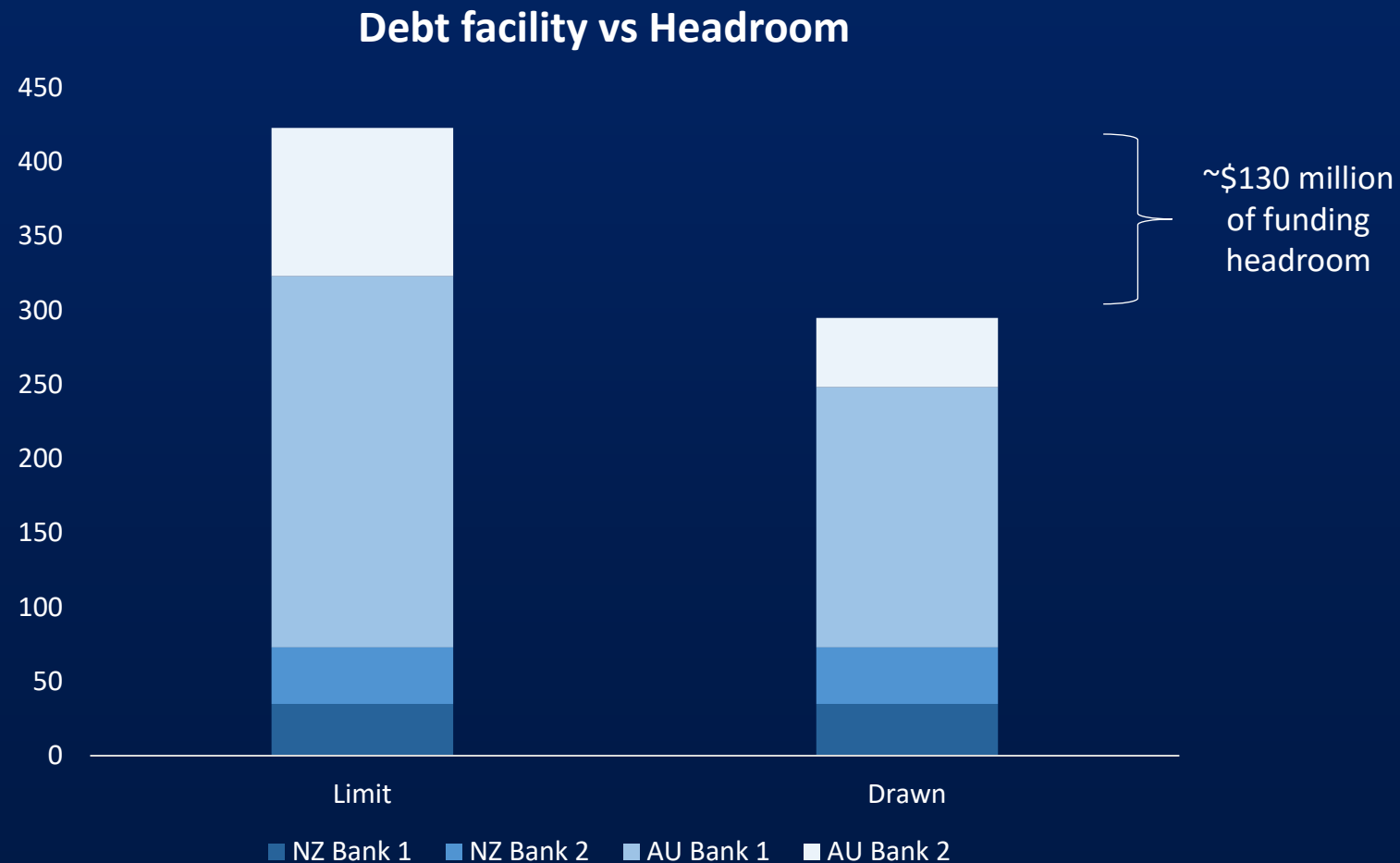
64.8%
Increase in
EBITDA

17.0%
Increase in
Revenue

13.4%
Return on Equity
(RoE)

Diversified funding base (as of release date)

Multiple Banks supporting the Group's profitable growth



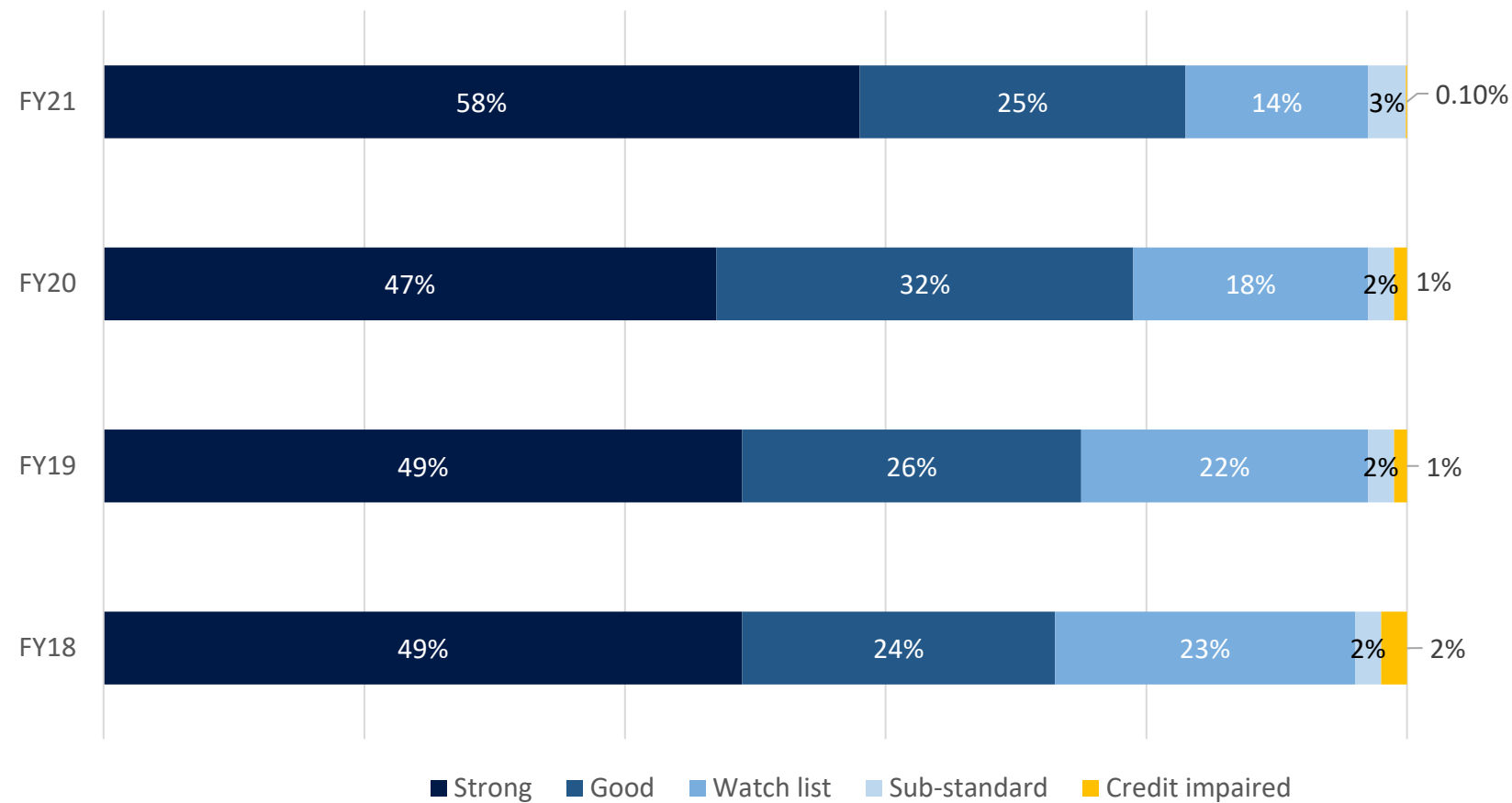
\$423m in debt facilities available from multiple banks

(as of release date)

Lifting Group leverage to drive RoE growth in FY22

Credit Quality - Improving year on year

Improving Credit quality



Also refer to page 70 in the FY21 Annual Report

“Strong and Good” rated loans has improved year on year, increasing to 83% from 79% in FY21

Impairment provision % decreasing with improved credit quality

FY21 - Operational Performance



Money3 Group – Business units



Consumer loans - Australia

- Strong new lending growth in 2H FY21, up 39.9% on pcp
 - Refinanced debt funding facility driving down cost of funding by 4% when fully drawn
 - Digital initiatives simplifying customer interaction increasing returning customers
 - Strong growth in demand for products post lockdowns
-
- Industry leading Customer care teams
 - Well positioned to leverage new Credit Suisse securitised warehouse funding facility to drive down funding cost and expand market share



Consumer & Commercial - Australia

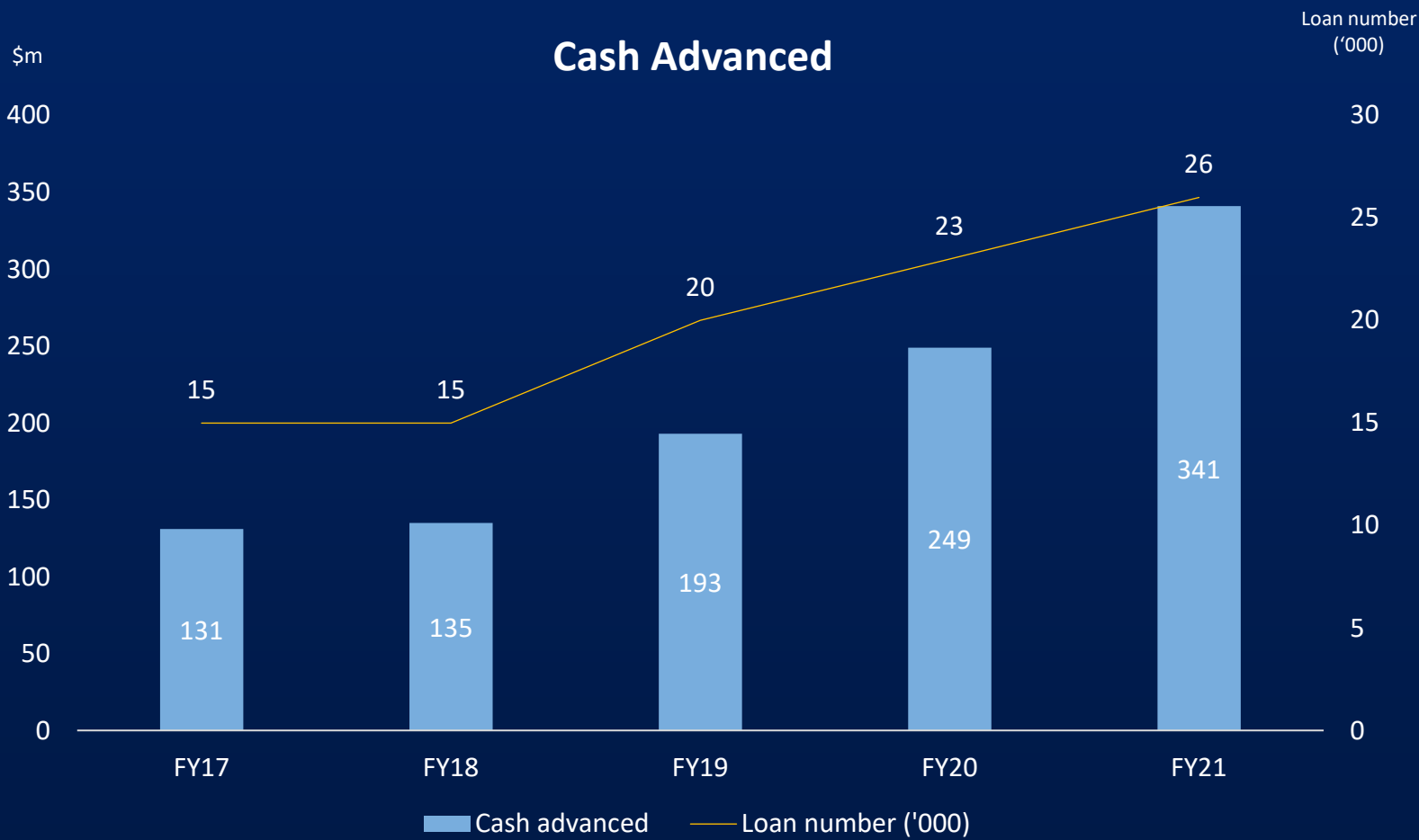
- Acquired AFS in January 2021
 - Strong strategic & cultural fit to broaden addressable market
 - ~400% increase in new loan origination in the first six months of operation in the Group
 - Doubled securitised warehouse funding facility to drive growth in near-prime automotive segment
-
- Strong market demand for product
 - Leveraging established Money3 distribution network
 - Introduces established commercial lending operations to the Group



Consumer loans – New Zealand

- Acquired GCF in March 2019
 - Exceptionally strong cultural fit with Group, loan book growth of over 300% since acquisition to AU\$158m
 - Strong new customer and loan growth, up over 90% in FY21 on pcp
 - 49.9% increase in revenue in FY21 over pcp
-
- Leveraging Group resources and strong balance sheet driving profitable growth
 - Expanding distribution network

Group - Strong growth in originations



+ 18.0%

Avg loan size increase by 18.0% to \$13k over pcp

+ 39.9%

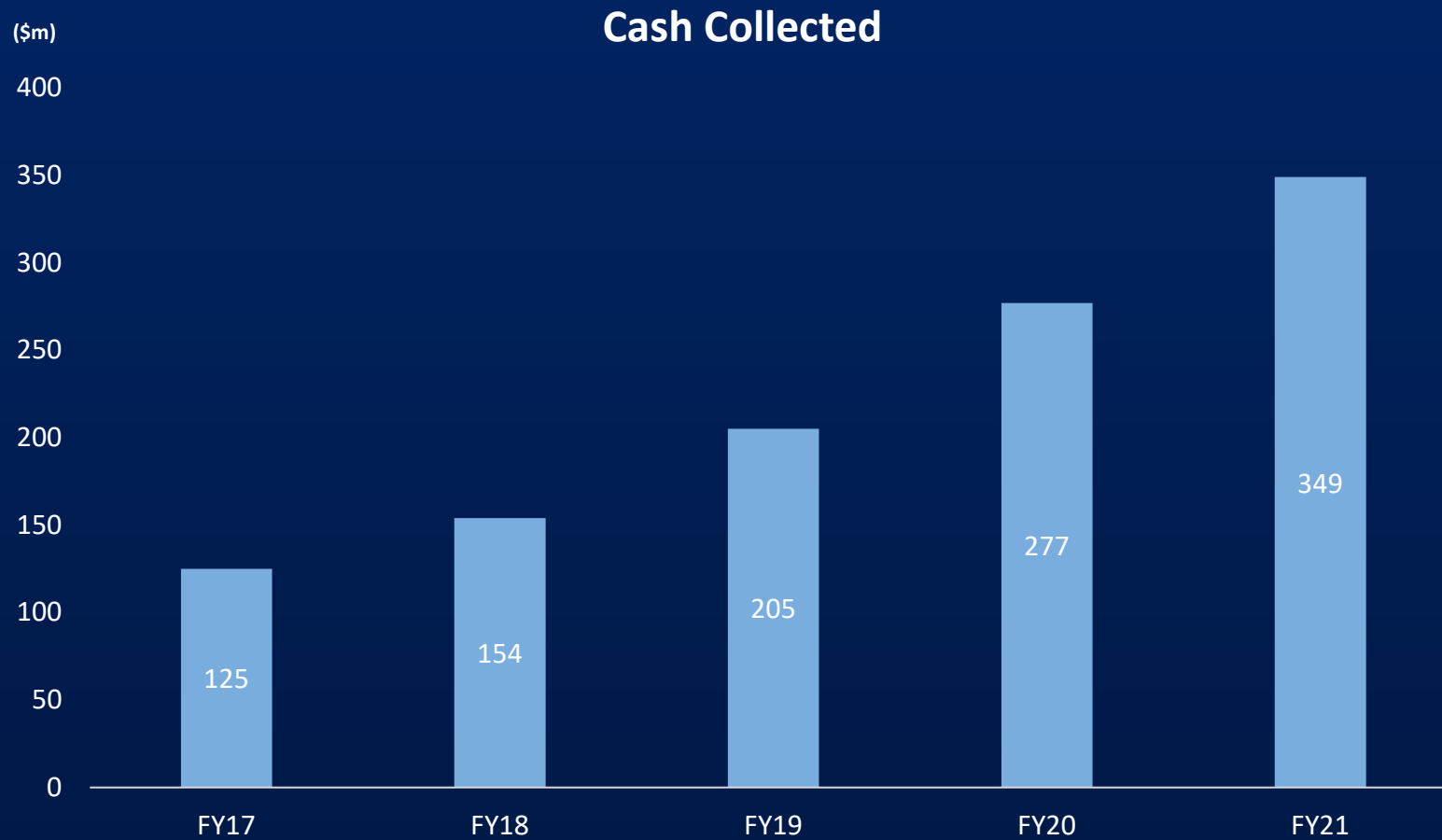
Increase in 2H cash advanced over pcp

Full year cash advanced of \$223.5m, 1H increase was 9% over pcp

+ 120.8%

Increase in New Zealand cash advanced to \$117.0m over pcp

Group - Strong growth in cash collections



**adjusted for acquisition period*

+ 20.4%

Increase in Australian
cash collections to
\$285.4m over pcg

+ 56.9%

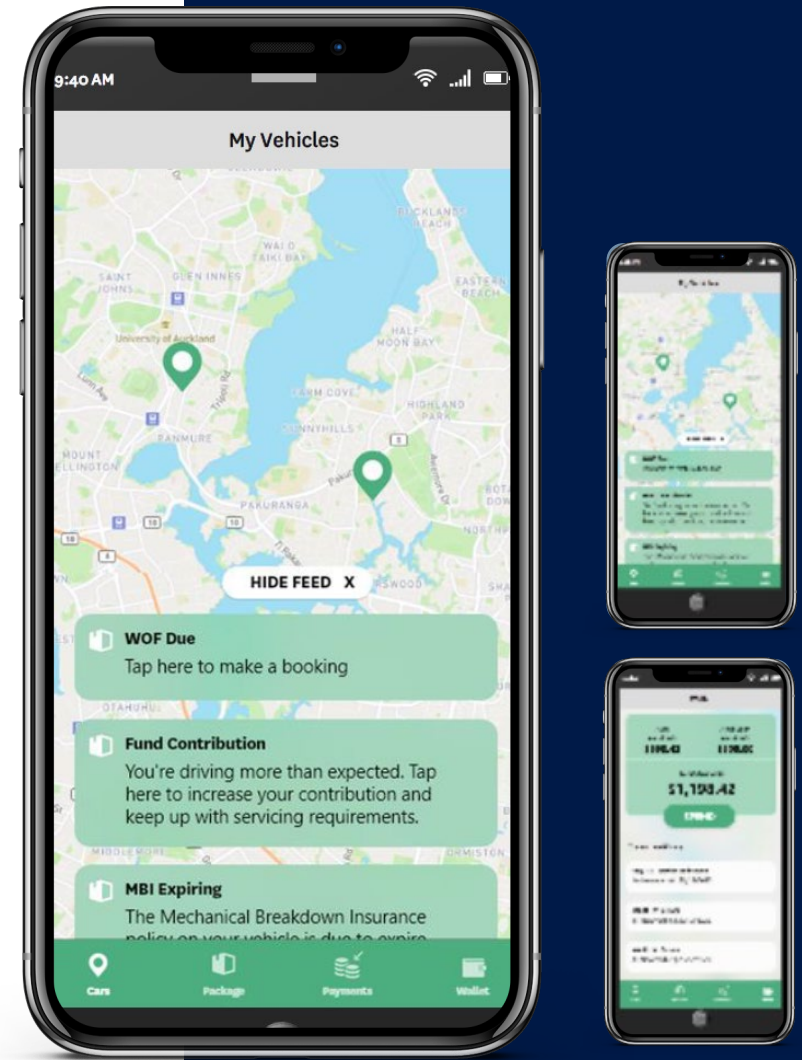
Increase in New Zealand
collections to \$63.4m
over pcg

Customer Experience

Technology – the future state in managing the life cycle of your vehicle

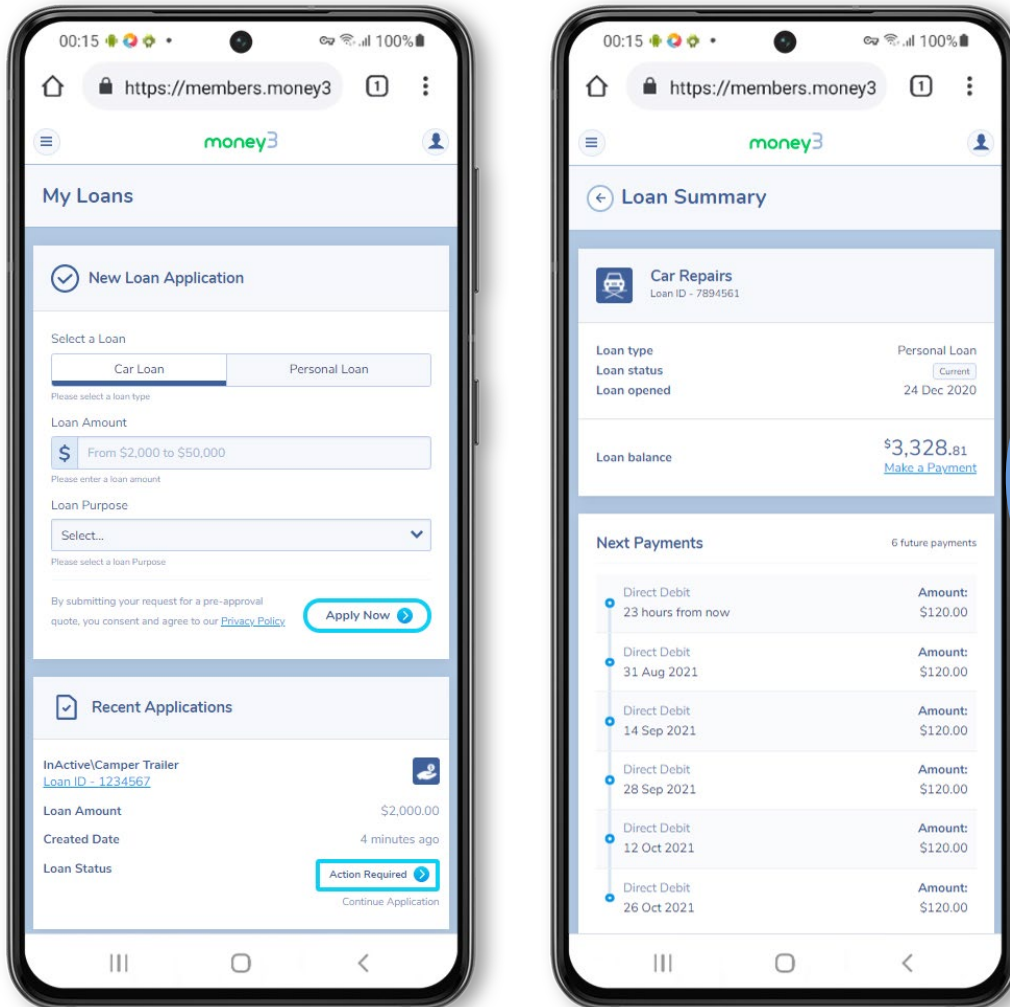
Continual development of the user experience

- Apply for a loan from your mobile device
- Manage your payments from your mobile device
- Know where you left your car and move alerts
- Service reminders – based on usage, delivered to your mobile device
- Arrange a service
- Alerts should your vehicle insurance expire
- Arrange your Warrant of Fitness (Roadworthy certificate) assessment
- Keep your car registered
- Subscribe additional cars without finance attached



Digitising the customer experience

Self service from your mobile device



Moving with customer expectation to a mobile digital experience

Streamlined application and self-service capabilities

- Designed for an all mobile digital experience available 24/7
- Tasks without staff intervention, providing a rich digital experience
- Quick web & mobile digital application
- Web chat
- Account overview
- Simplified payments management, including one off and catchup payment capabilities

Outlook

Strategy and Outlook



Industry Outlook

- Expect to see improving vehicle supply in new and used vehicles
- Continuing large bank contraction in the sector favouring non-bank lenders
- Growing demand from consumers to buy an asset due to restricted travel
- Expect Government stimulus softening with continuing consumer affordability



FY22 Financial

- Strong growth momentum in the business driving growth in revenue and profitability in line with analyst consensus
- Accelerated Cash collections to trend back to normal levels favouring loan book growth to \$760 - \$810 million
- Growth funded by four diversified banks, support by existing Group equity
- Return on Equity continues to improve toward 15% as leverage increases through the year



Company Outlook

- Leverage existing distribution strategy to continue taking market share
- Accelerate expansion in the Digital online consumer channel
- Leverage technology to improve customer experience
- Launch commercial lending program
- Distribution expansion across New Zealand
- Pursue acquisition of similar lending businesses

Appendix 1 – Corporate Information

CAPITAL STRUCTURE

ASX 300 Company

Shares on issue 208.7 million

Share Price (13th August 2021) \$3.40

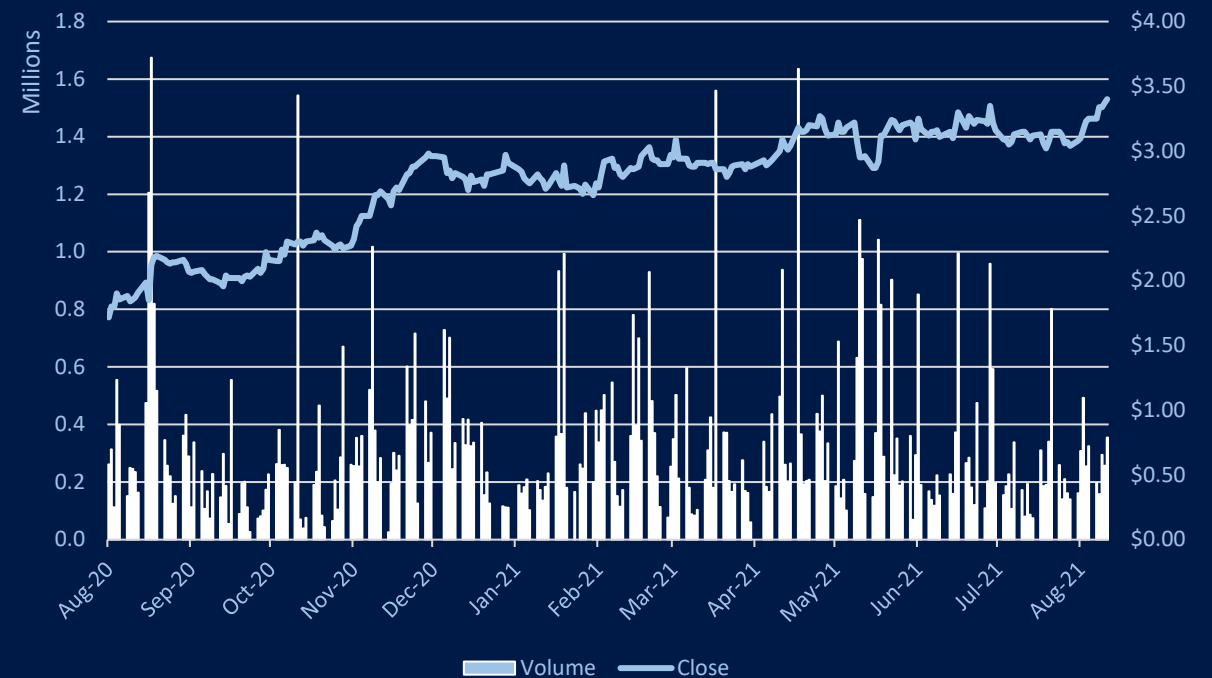
Market capitalisation \$709.5 million

Return on Equity 13.4%

Earnings per share 19.85 cents

Dividends per share (final) 7.00 cents

12-MONTH SHARE PRICE CHART



Disclaimer

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Any recommendations given are general and do not take into account your personal circumstances and therefore are not to be taken as a recommendation or advice to you.

You should decide whether to contact your financial adviser so a full and complete analysis can be made in respect to your personal situation.

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