



# NWR Virtual Investor Conference

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ASX: MNY



Model type funded by GCF in 2021

# About the Group



## New loan originations

Group now funding approximately \$40.0 million per month – run rate on track to achieve a \$1bn Gross loan book in 2023



## Market leading customer care

In house market leading collections teams sit at the heart of the business – Driving flexible payment solutions for customers



## Ubiquitous customer journey

From introducer to loan settlement – a unique customer approach facilitates 1 in 3 Money3 customers returning for a second / third + loan to Money3



## Strong Proprietary technology

Allowing for seamless integration with introduction partners and providing for ease of customer access



## AU & NZ Market

Specialist provider of consumer and commercial automotive finance covering the credit spectrum with a distinct focus on **profitable** growth



## Time in market

A history of growth - Over 20 years lending experience funding over \$2 billion of loans, expanding addressable market and profitability each year



# Group Business Units



### Non-conforming loans Australia

- Over 20 years of trading history
- Originated over \$2.0 Billion of loans
- Strong in-house Customer Care team of collection professionals
- Growing market opportunity with approx. 20.0 million<sup>1</sup> vehicles in Australia increasing approx. 2% annually
- Annual target market opportunity – >\$14.0 billion<sup>2</sup> of new and used vehicles
- Growing personal loan market
- Used asset pricing stabilising with inflation and supply chain issues likely to maintain current pricing for the foreseeable future



<sup>1</sup>Motor Vehicle Census, Australia, 31 Jan 2021 | Australian Bureau of Statistics (abs.gov.au)  
<sup>2</sup>Lending indicators, December 2021 | Australian Bureau of Statistics (abs.gov.au)



Automotive loans (consumer)



Personal loans (consumer)



### Prime Consumer and Commercial loans Australia

- Over 30 years of trading history
- Acquired in January 2021
- Leverage of Money3 distribution channels driving over 70% growth since acquisition
- Market opportunity with approx. 20.0 million<sup>1</sup> vehicles in Australia increasing approx. 2% annually
- Annual target market opportunity – >\$14.0 billion<sup>2</sup> of new and used vehicles
- Large commercial market for new and used assets
- Used asset pricing stabilising with inflation and supply chain issues likely to maintain current pricing for the foreseeable future



Automotive loans (consumer)



Automotive loans (commercial)



### Prime and non-conforming Consumer and Commercial loans New Zealand

- Over 15 years trading history
- Acquired in March 2019
- 2021 significantly impacted by lockdowns when Dealerships were closed
- Strong rebound expected in 2H due to easing of pandemic restrictions
- NZ\$9.5 billion<sup>3</sup> annual motor vehicle sales
- Go Car estimates it finances <2% of the total car market



Automotive loans (consumer)



Vehicle compliance & maintenance services <sup>4</sup>

<sup>3</sup> December 2020 Motor Fax published by the Financial Services Federation

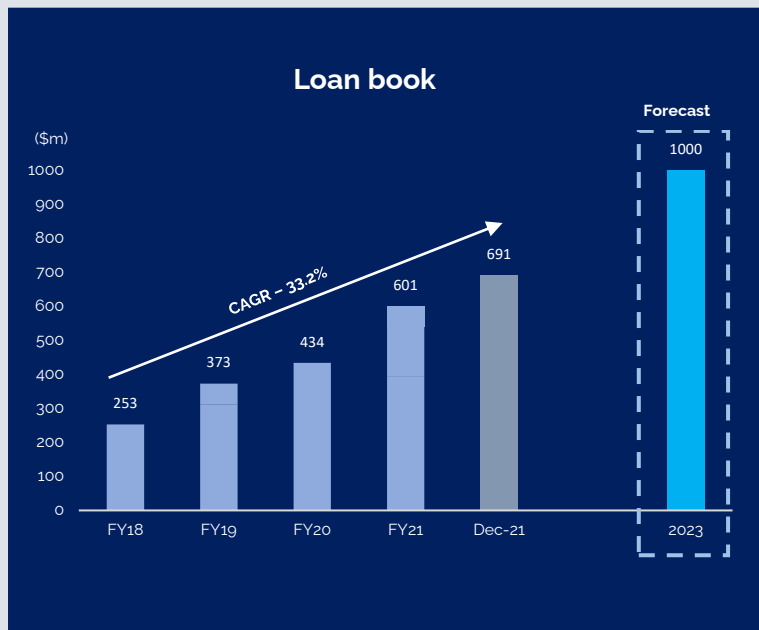


# FY22 YTD March 2022\* - Highlights

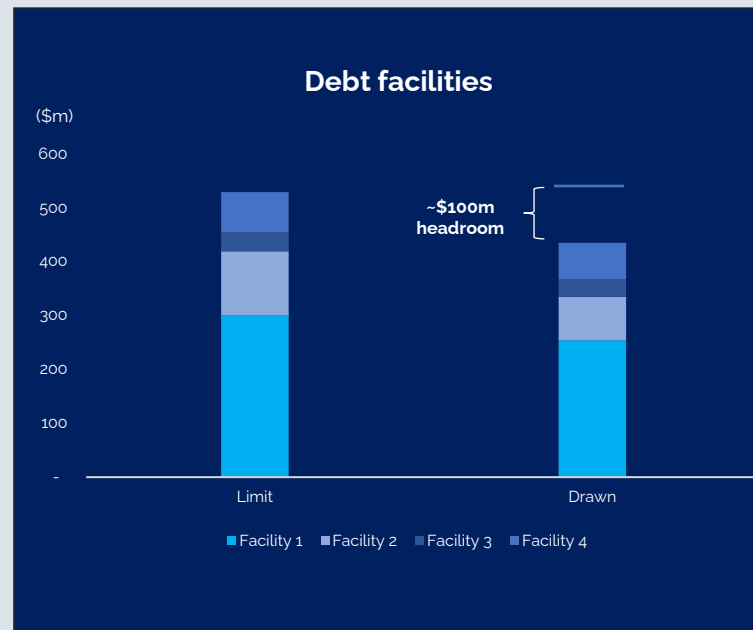
- ✓ **Growing Revenue** – Group revenue up **32.2%** on pcp to **\$138.7 million**;
- ✓ **Net Profit After Tax** – Continuing the trend of profitable growth, YTD up **37.0%** on pcp to **\$39.0 million**;
- ✓ **Lower Bad Debts** – Strong cash flows over the period maintaining good bad debt performance, expected to be between **3.5% - 4.5%** (FY20 Pre-Pandemic **~5.4%**) of loan book for FY22. Record low credit impaired customer segment will underpin a FY23 result;
- ✓ **Available Funding** – Diversified funding base across 4 banks with available funding to support \$1bn loan book;
- ✓ **New lending** – Up **39.4%** over pcp to **\$ 352.5 million** despite weakness in Feb/Mar caused by the pandemic in New Zealand;
- ✓ **Record cash collections** - up **30.0%** on pcp to **\$327.9 million**.

\*based on unaudited results

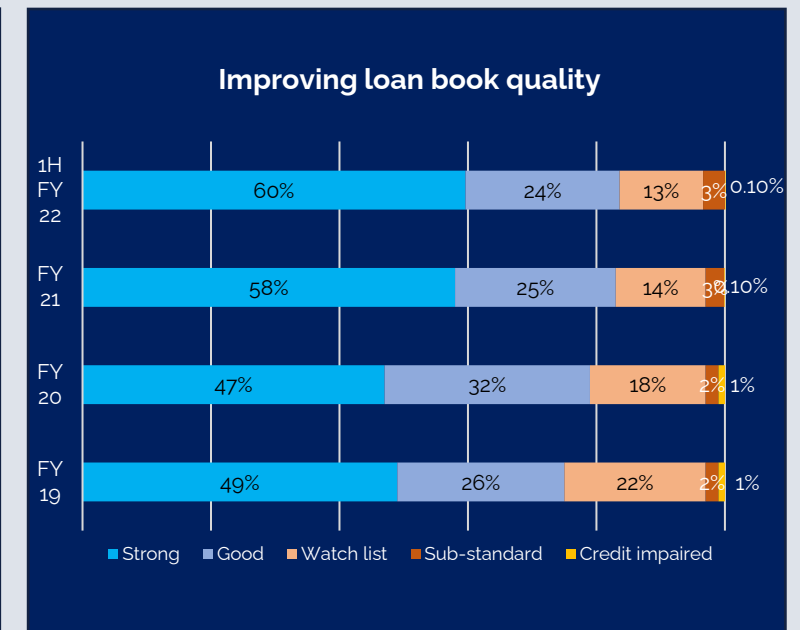
# Group – Loan book & Capital structure



- Growth in new lending and current run rate of \$40m per month has business on track to the \$1bn loan book in 2023
- Existing debt facilities, available cash and equity growth support \$1 bn loan book
- Well positioned to grow Return on Equity (RoE) toward 20%



- Diversified debt facilities with five funding partners
- ~\$200.0 million in available funds (including free cash on balance sheet)
- ~50% loan book leverage (net) from 40% in Jun21 with scope to increase further



- Positive trend in loan book quality continues
- Strong customer servicing is aiding growth in returning customers (1 in 3 in Australia)
- A stable **3.7% impairment losses** (annualised)
- Impairment provisioning decreasing to 5.3%

\*On Gross Loan Book

# Outlook

## FY22

- Forecast Net Profit After Tax to exceed \$50 million
- New lending anticipated to be \$430 - \$460 million up from \$370 million in FY21
- Bad debts on track to be 3.5% - 4.5% of loan book

## FY23

- Strong demand for vehicles expected to continue
- Continuing strong cash inflows maintaining credit quality and underpinning FY23 bad debt performance
- Application demand across the Group continuing to increase

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