



Investor Presentation Macquarie Emerging Leaders Conference

19 June 2025

Scott Baldwin (Managing Director & CEO)

Siva Subramani (CFO)

Building a BIGGER & BETTER SOLVAR

Purpose



To empower people through accessible, responsible, and flexible financial products

To provide finance to under served markets overlooked by traditional lenders

Growth



Organic growth in Money3 and AFS has returned after a period of review and software harmonization

The launch of a new commercial business unit will drive Group origination growth

Focus



Sustainable growth through an expanded product offering, leveraging the Group's distribution networks

Funding cost improvement through more efficient warehouse structures and term funding arrangements

Continued assessment and execution of strategic acquisitions, including a stake in Earlypay, expanding Solvar's commercial reach and strengthening its commercial portfolio. These moves support our focus on scalable growth opportunities




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Product Overview



	money3		AFS AUTOMOTIVE FINANCIAL SERVICES		bennji	
Product						
Loan Size	Secured & unsecured consumer loans, typically over 24-60 months		Consumer and commercial secured lending, typically over 48 – 72 months		Secured commercial asset finance	
Target Customer	\$2,000 – \$100,000		\$5,000 – \$130,000		\$20,000 – \$500,000	
Typical Loan Purpose	Consumers seeking access to used vehicles for basic transport needs		Consumers seeking to upgrade their car, buy a lifestyle asset or a restored vehicle Commercial customers seeking a ute for business purposes		Small & medium business owners looking to purchase an asset for business use	
Loan Book / Size of Addressable Market	Used car loans, personal loans for holiday, car repairs, medical & dental		To buy a new or used car, horse float, caravan or camper trailer		To buy a light or heavy commercial vehicle, yellow goods, or equipment	
	Loan Book: ~\$626m ⁴	Addressable Market: ~\$37b ¹ Predicted CAGR – 5.5% per annum	Loan Book: ~\$207m ⁴	Addressable Market: ~\$83b ² Predicted CAGR – 7%	Loan Book: ~\$100k ⁴	Addressable Market: ~\$22b ³ Predicted CAGR – 4.7%

1. Money3 addressable market & CAGR state – Australia Used Car Financing Market Size, Share, Report 2025-2034

2. AFS addressable market & CAGR (converted from USD to AUD)- Australian Automotive Financing Market Size, Share And Forecast

3. Bennji addressable market & CAGR - <https://www.expertmarketresearch.com.au/reports/australia-commercial-vehicle-market>

4. Loan book values are as of 31 May 2025

Bennji

Solvar's new commercial lending arm



Purpose-Built for Small to Medium Business

Bennji is designed for small business. Offering fast approvals, flexible deal structures, frictionless settlements, and a focus on assets overlooked by traditional commercial lenders

Tech-Enabled, Human-Led

It is a **modern digital experience** backed by real people who understand business needs. A tech-led fresh start, unencumbered by legacy systems, with a digital-first strategy

Targeting Underserved Markets

Focused on **small to medium business owners**, tradies, and transport operators seeking funding for utes, vans, light commercial and yellow goods

Accelerating Solvar's Diversification Strategy

Bennji expands Solvar's portfolio further into commercial lending. Unlocking **new broker networks, product verticals, and revenue streams**.

Bennji entered the market, settling a **2021 RAM** and setting the pace for what's to come

Distribution channels

Multiple ways to access the Group's products

Broker



Through a network of Brokers covering the whole of Australia
Varying levels of relationship between Brokers and the Group exist from full technology integration to simple referral

Dealer



Direct relationship with a small number of key Dealerships that originate loans

Direct

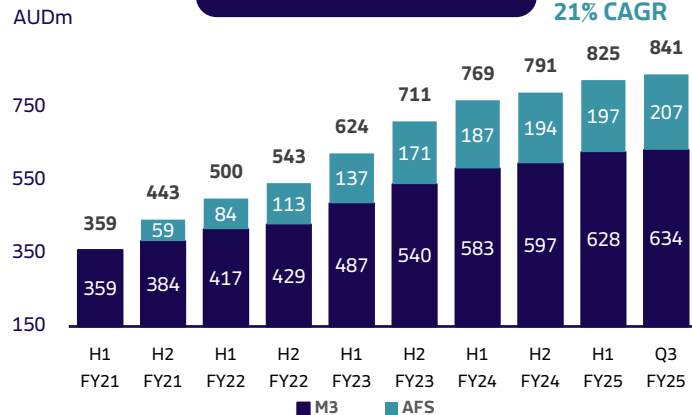


Through the revamped AFS website
Through partner websites allowing customers to apply for a loan
Through several affiliated websites and social media platforms that allows a customer to apply for a loan

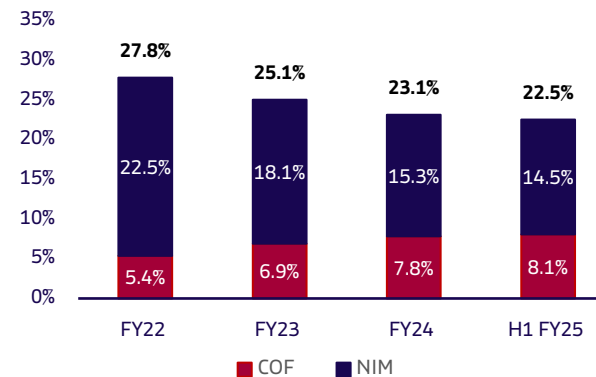
Performance history

Australia

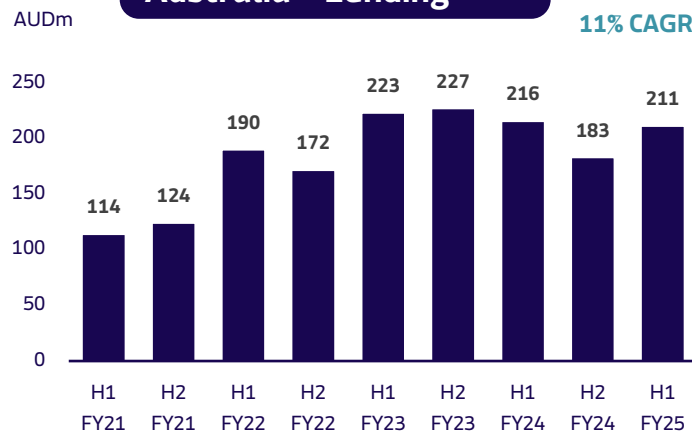
Loan Book



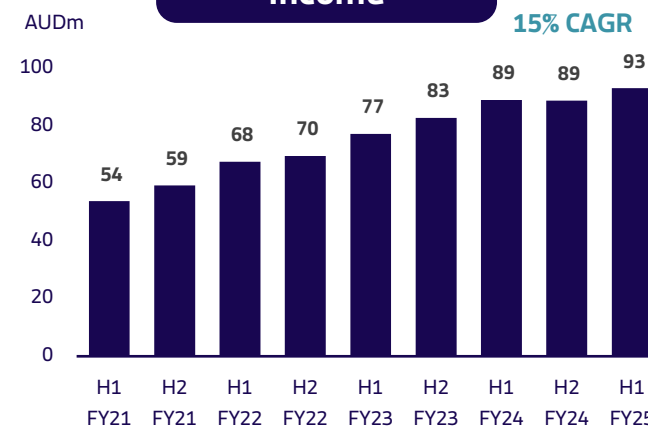
Yield



Australia - Lending



Income



Growing Australian Operations

- + Long term origination, loan book and income growth
- + Yield trend is driven by increase in mix of near prime customers in both AFS and M3
- + Cost of Funds (COF) increase is driven by base rate movements while funder margin reduced during this period
- + Australian operations will replace New Zealand contribution in FY26
- + Completion of software simplification in AFS paves the way for market share growth in FY26
- + The conclusion of Money3 regulatory matters is enabling renewed focus on operations and cost management

Regulatory Update



Australian Securities and Investment Commission (ASIC)

- On 6 February 2025, the trial started in respect to the proceeding against Money3
- The hearing has now completed, and the Court will deliver judgment in the coming months



Commerce Commission of New Zealand

- In March 2024, the Commerce Commission commenced proceedings making allegations that Go Car Finance contravened its responsible lending obligations with respect to certain loans under the Credit Contracts and Consumer Finance Act 2003 (CCCFA)
- Go Car Finance denies that it has breached its obligations and is defending the claim – the hearing will take place in August 2026



Financials

Highlights

Australia H1 FY25 Results

Interest Income¹
\$93.1m

4.6% increase on pcg

Loan Book
\$824.7m

7.1% increase on pcg

Originations
\$211.4m

2.0% decrease on pcg

Bad Debt
4.0%

(annualised)

Increase from
3.9% in FY24

NPAT² (normalised)
\$15.9m

Cash Collections
\$233.7m

7.9% increase on pcg

H1 FY25

- + Technology simplification in AFS will improve efficiency and broker experience to support growth in originations
- + Focused on the launch of the Group's new commercial product offering
- + Increased Australian leverage allowed Group to repay higher cost debt in New Zealand
- + Focus on NIM and technology consolidation moderated H1 origination growth in AFS

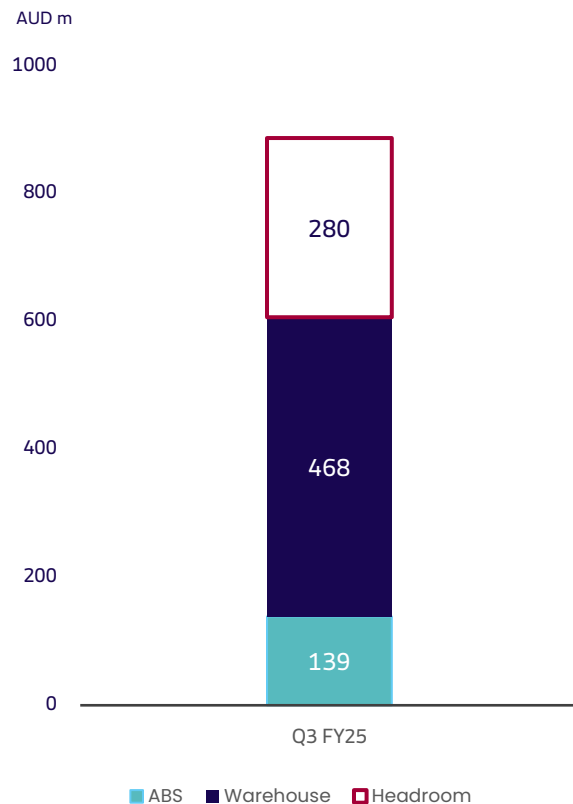
¹ Interest income includes fees & charges, from loan and related products that are integral to the loan and bank interest income

² After adjusting for legal fees associated with the ongoing legal action, pcg omitted as prior to decision to discontinue GCF

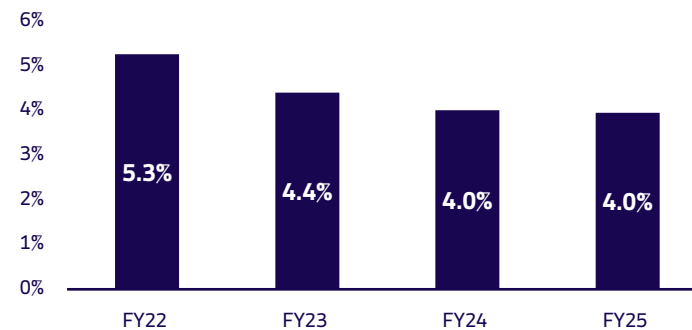
Debt Structure

Funding the Group's expansion

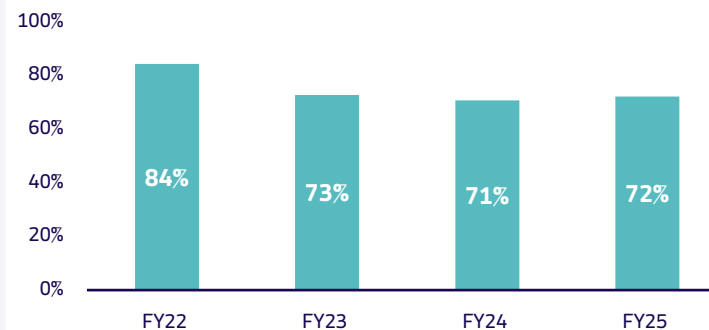
Debt Stack



Funder Margin



Leverage



Funding & Capital Management

Sustainable and scalable funding

Executing strategy

- Lowering funder margins
- ABS issuance commenced
- Funder diversification across warehouse

Facilities & Headroom

- \$280m in available headroom with the capacity to increase limits
- Increased facility limits in Jun-25 by ~\$50m

Equity available to support loan book growth

Prudent capital management

- Available equity utilised to reduce debt levels
- Excess equity deployed in share buyback

Loan Book Quality

Stable bad debts – Stable credit quality (Australia)

Period	Bad debts (%)
FY22	4.4%
FY23	3.4%
FY24	3.9%
H1 FY25	4.0%

Bad debts trending down

Stable loss experience despite high inflationary environment

Interest rate reduction and contained inflation is expected to reduce bad debts

Bad debts are expected to trend down to between 3.0% – 4.0% in the medium term

Period	Strong (%)	Good (%)	Watch list (%)	Sub-standard (%)	Credit impaired (%)
FY25 Q3	56.4%	25.8%	14.3%	3%	0.4%
FY24	57.6%	23.6%	14.6%	4%	0.1%
FY23	56.4%	22.6%	16.4%	5%	0.0%
FY22	58.0%	24.9%	13.8%	3%	0.0%

Maintaining credit quality

Maintaining credit quality through challenging macroeconomic conditions and inflationary environment

82.2% in Strong and Good category – Improved from FY24 (81.2%)

Outlook



FY25 Outlook

Financial



- Forecast normalised NPAT of \$34m
- Anticipate paying a final dividend of 6 cents per share
- Bennji commercial launch ~ \$1m loan book in FY25 – expected to drive a material uplift in FY26

Operations



- Completion of ASIC trial with finding expected to be handed down in CY25
- New Zealand run-down progressing as anticipated
- The Bennji Commercial product has launched, with volumes growing
- AFS Technology simplification is driving efficiency and broker experience – Q3FY25 New Originations up 26% on pcp

Market



- Labour market remains tight with low unemployment
- Regulatory action driving consolidation in higher credit risk segment
- Consumer demand improving post Federal election, extended Easter break and beginning of the rate cutting cycle
- Declining used car prices driving affordability

“At Solvar, we focus on doing the work that matters; measured growth, disciplined execution, and backing our people to deliver.”

— Scott Baldwin, CEO



Thank You!

CEO & Managing Director

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Chief Financial Officer

Siva Subramani

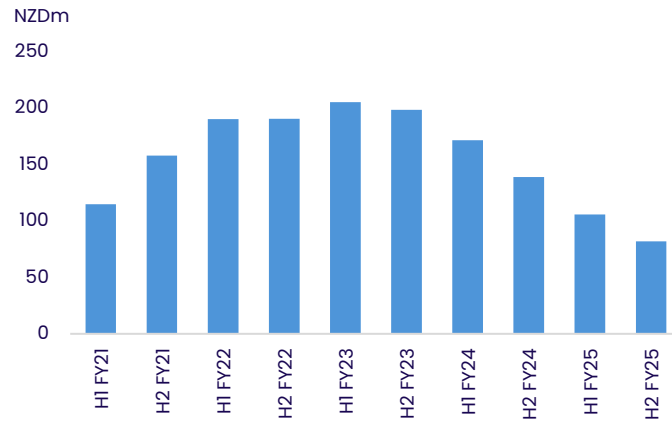
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New Zealand

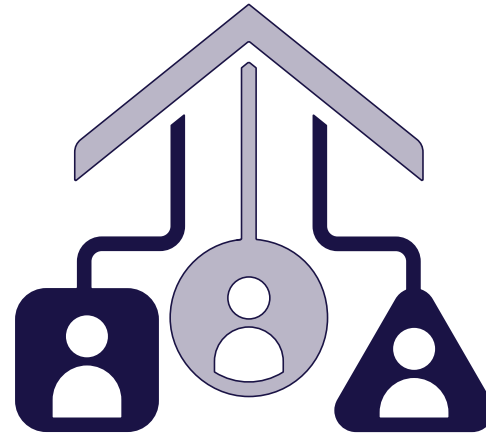
Portfolio in run off as planned

Loan Book



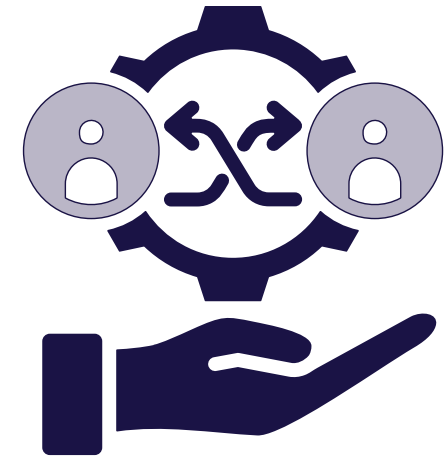
- Loan book repaying as planned
- Loan book estimated to be NZD 30–40 million EOFY 2026
- All debt in New Zealand repaid
- Funds repatriated to fund expansion of Australian operations

Operations



- Significant reduction in headcount over FY25
- Operations now managed by Australia-based personnel
- Anticipate exit from lease mid 2026

Outlook



- Funds from consolidated operations repatriated to Australia and used in share buy back and funding Bennji growth.
- Anticipate full exit in FY27

Glossary of Terms

A\$ or \$ – Australian dollars

Active customer – A customer with an outstanding balance

ASIC – Australian Securities and Investment Commission

AFCA – Australian Financial Complaints Authority

AFIA – Australian Finance Industry Association

AFS – Automotive Financial Services business unit

ARCA – Australian Retail Credit Association

AU – Australia

CAGR – Compound Annual Growth Rate

ComCom – Commerce Commission of New Zealand

DPS – Dividend Per Share

EPS – Earnings Per Share

EBITDA – Earnings Before Interest Tax Depreciation and Amortisation

FSCL – NZ Financial Services Complaints Limited

GCF – Go Car Finance business unit

GM – General Manager

HEM – Household Expenditure Measure

H1 – Results relating to the first half of the financial year, July – December

H2 – Results relating to the second half of the financial year, January – June

Loan Book – Gross written loans, as defined in section 6, of the annual accounts

M3 – Money3 business unit

NED – Non-Executive Director

NPAT – Net Profit After Tax

NIM – Net Interest Margin

NAF – Net Amount Financed: The amount of credit advanced to a customer in respect to their loan

NTA – Net Tangible Assets

NZ\$ – New Zealand dollars

NZ – New Zealand

PCP – Prior Corresponding Period: A comparison of the results for the same period during the previous reported period, typically the previous financial year

TMD – Target Market Determination

RBA – Reserve Bank of Australia

RBNZ – Reserve Bank of New Zealand

RoE – Return on Equity

YoY – Year on Year comparison of performance

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