



We will lead the
transformation of the
consumer lending
industry in Australia

GOLDMAN SACHS PRESENTATION

May 2015

Presented by
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money3

Why Do We Exist?

- 4 to 5 million Australians have a default on credit history
- 3.9 million Australians have less than 1 weeks salary in savings
- 2.65 million Australians are financially excluded
- 1.6 million Australians cannot access \$3,000 for an emergency

Sources: VEDA, NAB report, Core Data

www.good4me.com.au



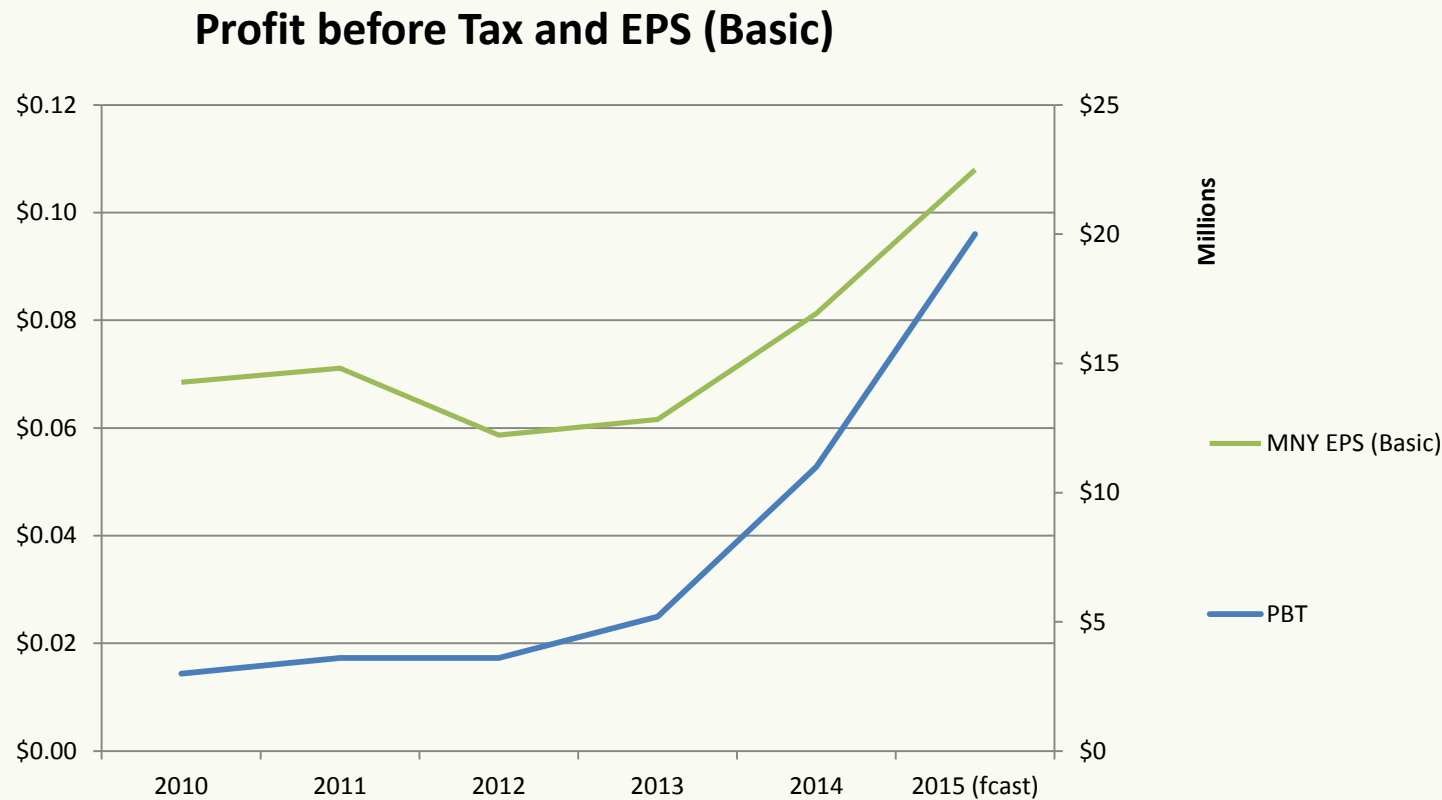
**understanding
customers
that traditional credit
providers ignore**

Company History

- Commenced trading June 2000
- October 2006 listed on ASX with 9 outlets
- Profitable and paid dividends every year since listing
- Various acquisitions and organic growth to 39 outlets
- September 2013 number of outlets increased from 39 to 68
- December 2014 acquired strong digital systems and brand
- Australia wide network of 150+ Broker locations
- Re-confirmed forecast FY15 NPBT of \$20mil

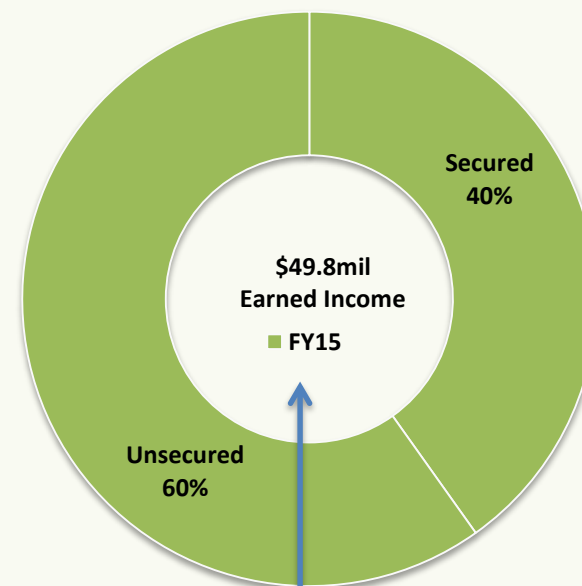
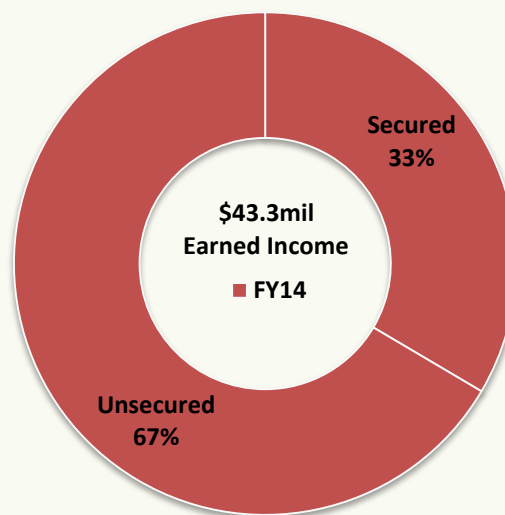
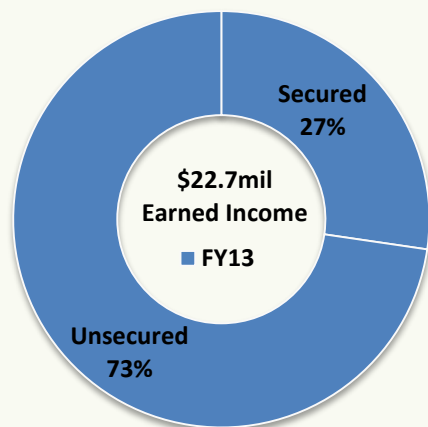
Growth History

- Impact of recapitalisation through equity and then debt since 2011 is providing scalable and sustainable growth with emphasis on secured lending.



Growth from all Business Segments

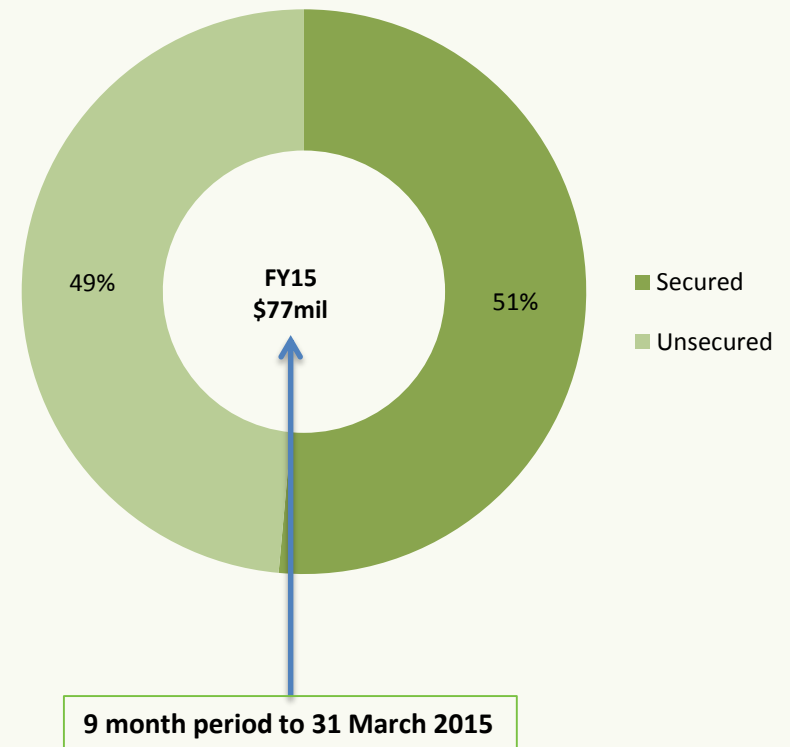
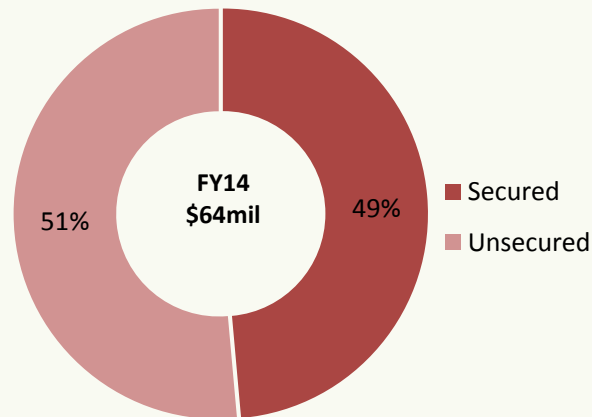
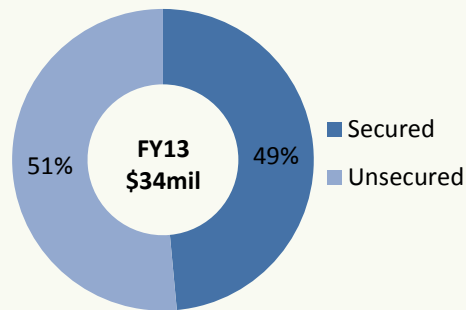
- Secured earned income as a proportion of earned income is growing YOY providing diversified earnings
- Secured loans are larger, generate greater revenue and have a higher contribution margin
- Unsecured loans tend to be smaller and generate lesser revenue, however the majority of income is booked in the same FY



9 month period to 31 March 2015

Written Income Volumes

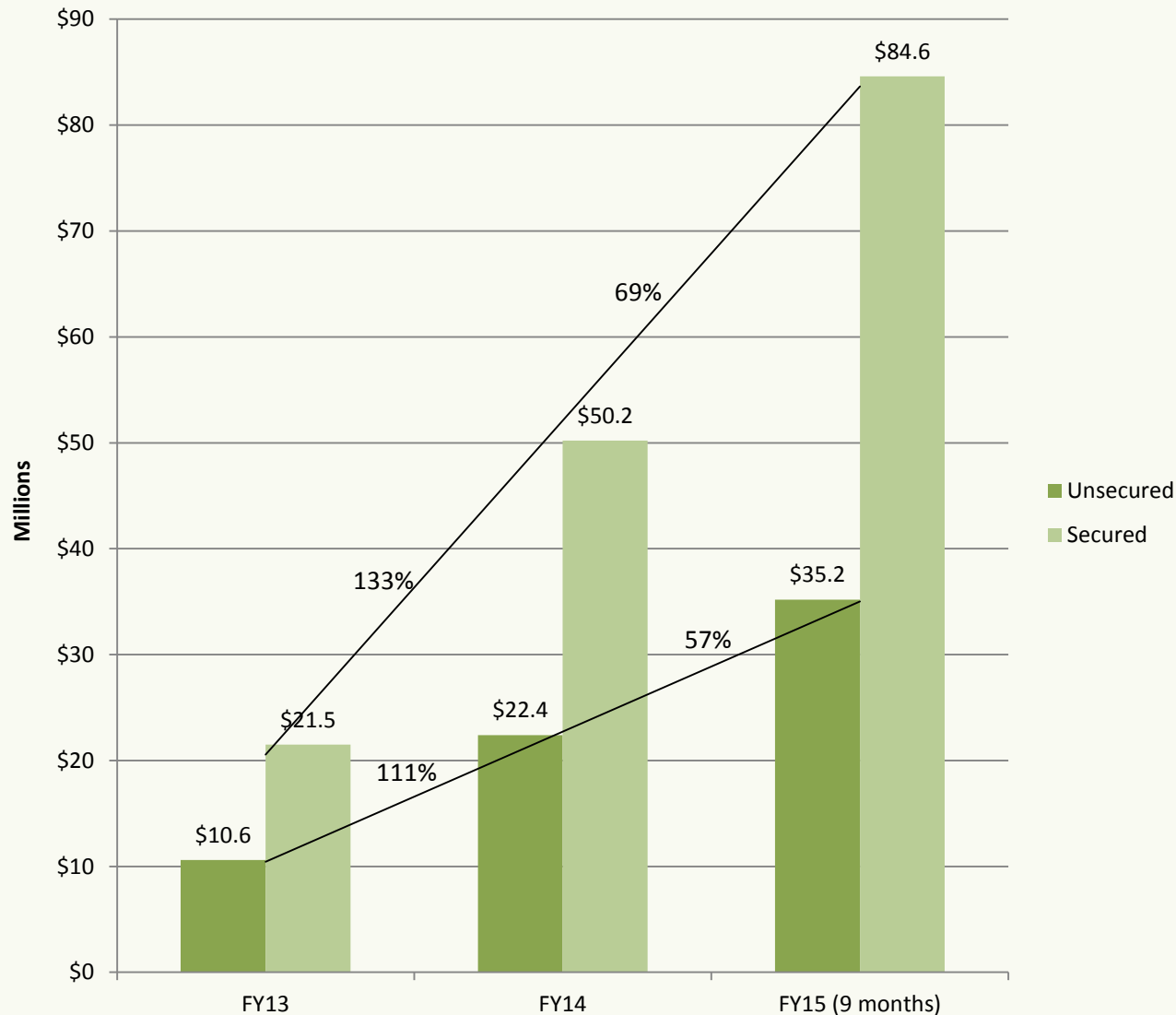
- Written income is a guide to future revenue and more relevant measure for secured division



Company Financial Review

	9 mths to March 15 (unaudited)	9 mths to March 14	% increase
Written Income	\$76.8M	\$46.1M	67%
Earned Income	\$49.8M	\$29.6M	68%
EBIT	\$17.8M	\$7.2M	147%
NPAT	\$10.6M	\$4.8M	121%
Gross Margin	30.3%	23.4%	
Bad debts as % of revenue	13.9%	14.2%	
	March 15	June 14	
Trade receivables	\$119.8M	\$72.7M	
Borrowings	\$36.6M	\$30.0M	
Net Assets	\$123.1M	\$81.1M	

Total Trade Receivables



- The secured business continues to grow on a more rapid basis than unsecured, driven by:
 - access to debt funding
 - continuous expansion of broker networks
 - Increasing market share from an estimated 1%
- Unsecured distribution network will continue to drive organic growth

Loan Range Analysis

Loan Range (\$)	No of Loans	% of No of Loans	Cash Advanced	% of Cash Advanced	Written Income	% of Income
0-500	62,476	44%	\$11.8M	9%	\$3.3M	5%
501-1000	51,485	36%	\$30.3M	22%	\$11.1M	16%
1001-2000	10,643	8%	\$12.4M	9%	\$5.9M	8%
2001-3000	6,416	5%	\$14.1M	10%	\$6.1M	8%
3000+	9,415	7%	\$69.1M	50%	\$44.4M	63%
	140,435		\$137.7M		\$70.8M	

- Data for the 9 month period to 31 March 2015

Future Funding Options

- Strong Balance Sheet with \$10M Securitized funding undrawn
- 15M options @\$1.30 in the money and exercisable and expiry on 16th May 2018
- Maintenance of DRP
- The board is considering debt funding alternatives to fund the ongoing strong business growth

- The parliament of Australia determines the laws governing consumer credit under the National Consumer Credit Protection Act(NCCP). Sometime after July1st 2015 they will review the Credit Enhancement(2011)Act that came into existence on the 1st March 2013, with regard specifically to loans under \$2000. Money3 expects minor improvements to this relatively new credit regime in this highly regulated market.
- ASIC monitors compliance under the NCCP Act and like all stakeholders will give feedback to government on its findings.
- Money3 has worked closely with ASIC and in the 2 years since inception has regularly reviewed its product range and where necessary has made adjustments.
- The industry has consolidated from 280 small independent operators to 30.
- Caps on allowable fees and protection mechanisms prevent debt spiral and excessive charges.

Re-confirm forecast for FY15

- EBIT of \$24.0M
- NPBT of \$20.0M