

ASX Release, 31 October 2022

BNK GROUP Q1 FY23 - TRADING UPDATE

STRONG SETTLEMENTS ACHIEVED IN Q1 WITH A PIPELINE OF SALES FOR HIGHER MARGIN SME LENDING ESTABLISHED

BNK Banking Corporation Limited (ASX: **BBC**) (“**BNK**” or the “**Company**”) is pleased to provide a trading update for the 1st quarter of FY23 (“**Quarter**” “**Q1 FY23**”).

HIGHLIGHTS

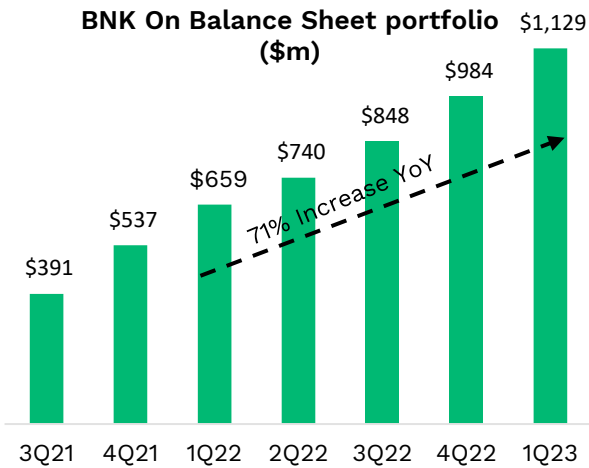
- **Strong growth with lending settlements totalling \$314m for the Quarter, an increase of 42% from \$221m in Q1 FY22.**
- **BNK commenced implementation of its revised strategy to shift its focus to higher margin SME lending, with a sales pipeline developed in line with expectations.**
- **Continued momentum in on-balance sheet book growth to \$1.1b, an increase of 71% from \$659m in Q1 FY22.**
- **Total lending portfolio of \$2.8b as at Q1 FY23, an increase of 13% from Q1 FY22 of \$2.5b.**
- **Total deposits of \$1.1b, an increase of 34% from Q1 FY22.**
- **Direct loan to deposit ratio of 82% demonstrating the ability to continue to raise deposits in the current environment which will fund growth.**
- **Specialist warehouse settlement volumes through BNK’s alliance with Goldman Sachs were \$103m for the Quarter, an increase of 8% from \$96m in Q4 FY22.**

Commenting on the results from the Quarter, BBC CEO, Allan Savins, said: “During Q1 FY23, we continued to achieve growth across all key metrics, which increased from both the previous corresponding period and 4Q FY22.

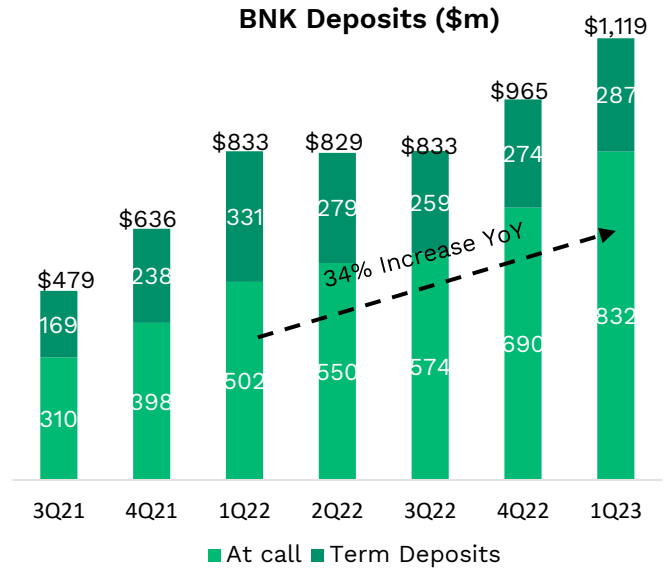
Importantly, during the Quarter we commenced the roll out of our higher margin SME lending offering, creating a sales pipeline for the rest of FY23 and beyond which again underlines our ability to generate assets.”

BNK Results

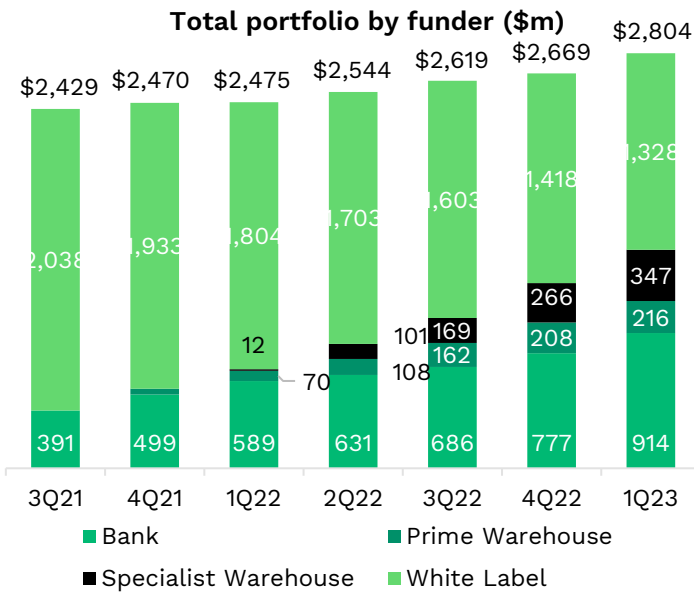
BNK On Balance Sheet portfolio (\$m)



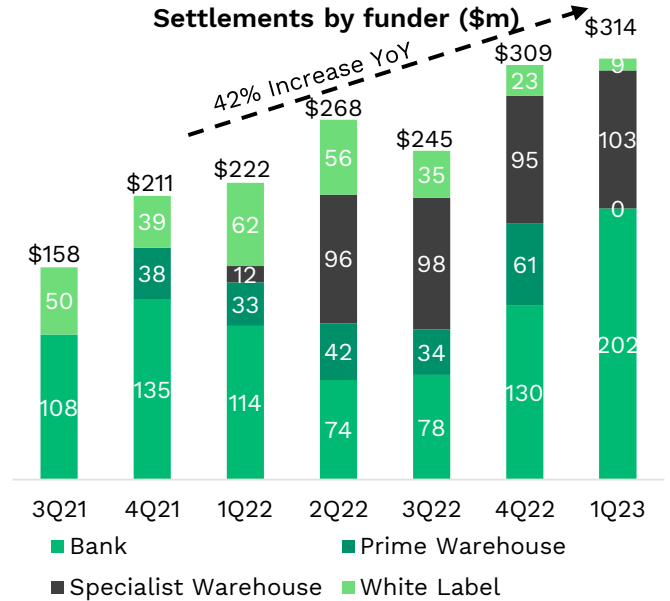
BNK Deposits (\$m)



Total portfolio by funder (\$m)



Settlements by funder (\$m)





BNK Banking Corporation Limited
Level 14, 191 St Georges Terrace
Perth WA 6000

This announcement has been authorised for release by the Board of Directors.

Investor Enquiries

Andrew Kitchen
Group CFO, BNK
Email: andrew.kitchen@bnk.com.au
Telephone: +61 437 646 819

Media Enquiries

Jane Morgan Management
Investor & Media Relations Advisor
Email: jm@janemorganmanagement.com.au
Telephone: +61 405 555 618