

2017 Annual General Meeting

23 November 2017

cashconverters



Chief Executive Officer

Mr Mark Reid

*cash***converters**

FY17 Key Achievements

Green Light Auto (GLA) profitable	✓
UK business profitable	✓
Bad-debt write offs reducing	✓
Successful introduction of Medium Amount Credit Contract (MACC) product	✓
Retail and Pawn Broking growing	✓
EU remediation, new assessing platform and compliance review	✓

FY17 Financials

Consolidated basis	FY17 (\$m)	FY16 (\$m)	Variance (%)
Revenue	271.5	310.0	-12.4%
EBITDA	45.7	47.7	-4.1%
EBITDA as % of revenue	16.8%	15.4%	-
NPAT from Continuing Operations	20.6	25.9	-20.4%
Discontinued operations	-	(31.2)	-
Statutory NPAT	20.6	(5.3)	-
EPS (basic) cents per share	4.2c	(1.1c)	-

Strategy for Growth

- Focus on growing loan books – SACC, MACC, GLA, Pawn Broking.
- Declining bad debts due to a higher quality and lower risk personal finance loan book.
- Continued focus on improvement in operational efficiencies and cost control.
- Continued improvement of our risk management processes and procedures.
- Evolving our brand, product range and channels to market.
- Transforming our digital capabilities across sales, marketing and risk management.
- Leveraging growth opportunities for our international business.
- Leadership capability.

Putting our customers at the centre of everything we do.

1

Significantly grow NPAT from both new/existing brands, products and channels.

2

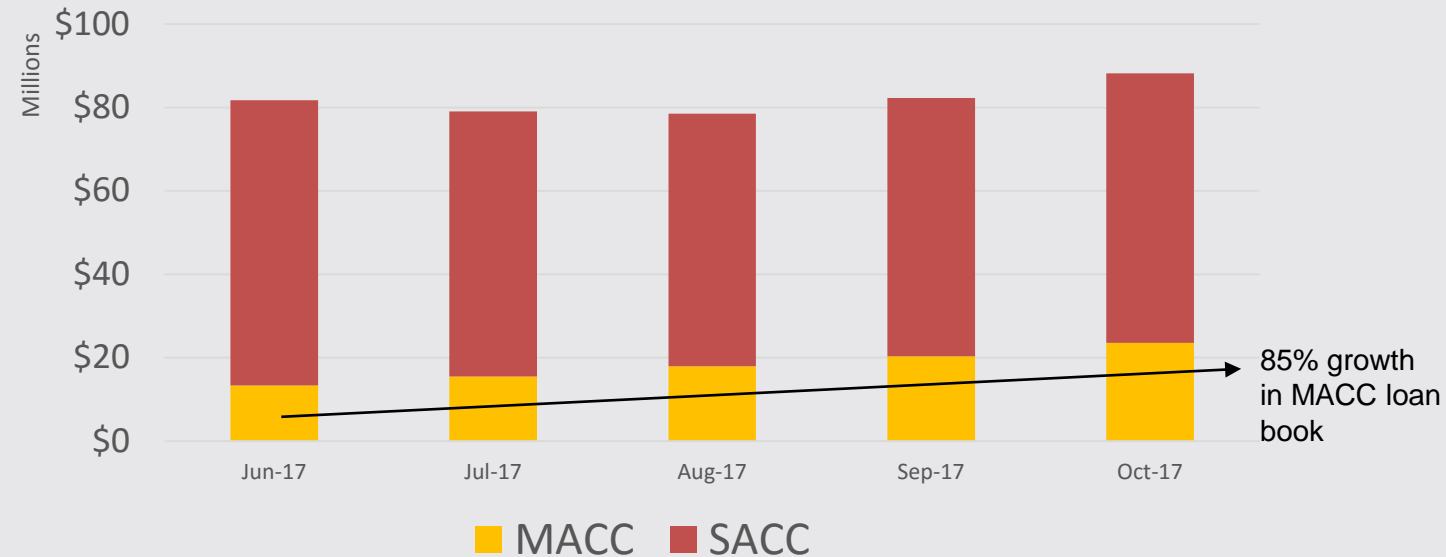
Broaden the revenue base to improve business robustness against regulatory and other market changes.

3

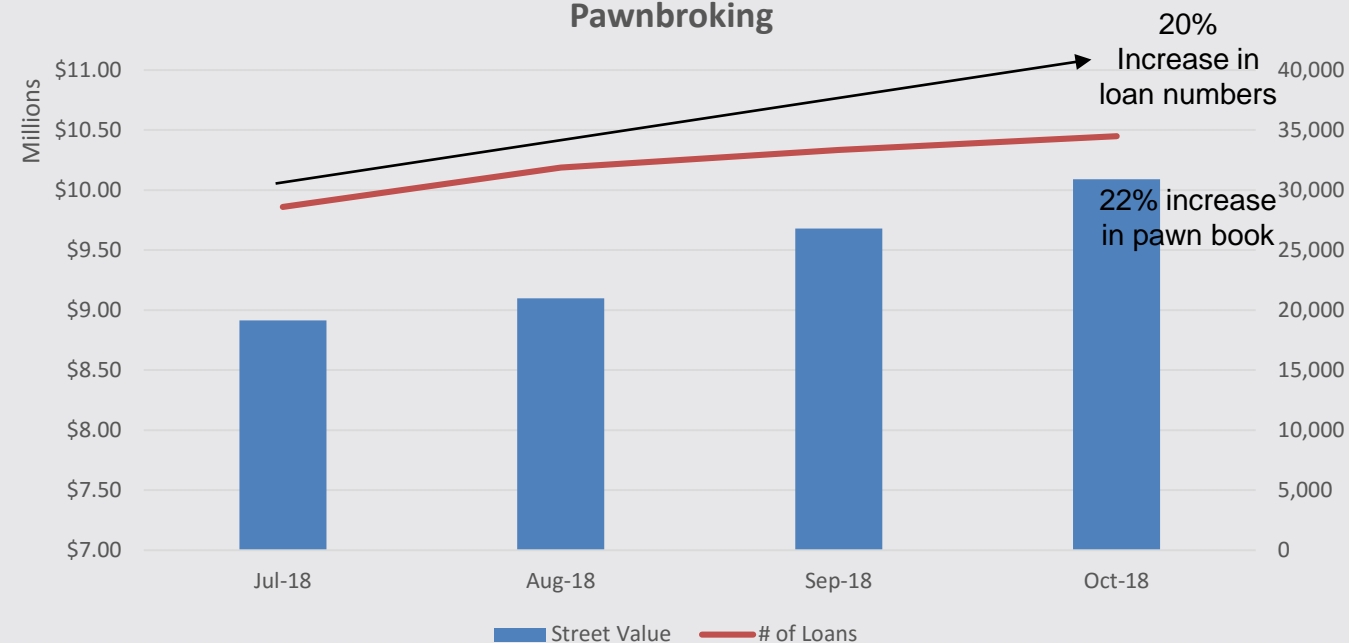
Position for future growth by repositioning the brand and culture, building new capabilities in digital and data and establishing a stronger franchise business model.

Trading Update

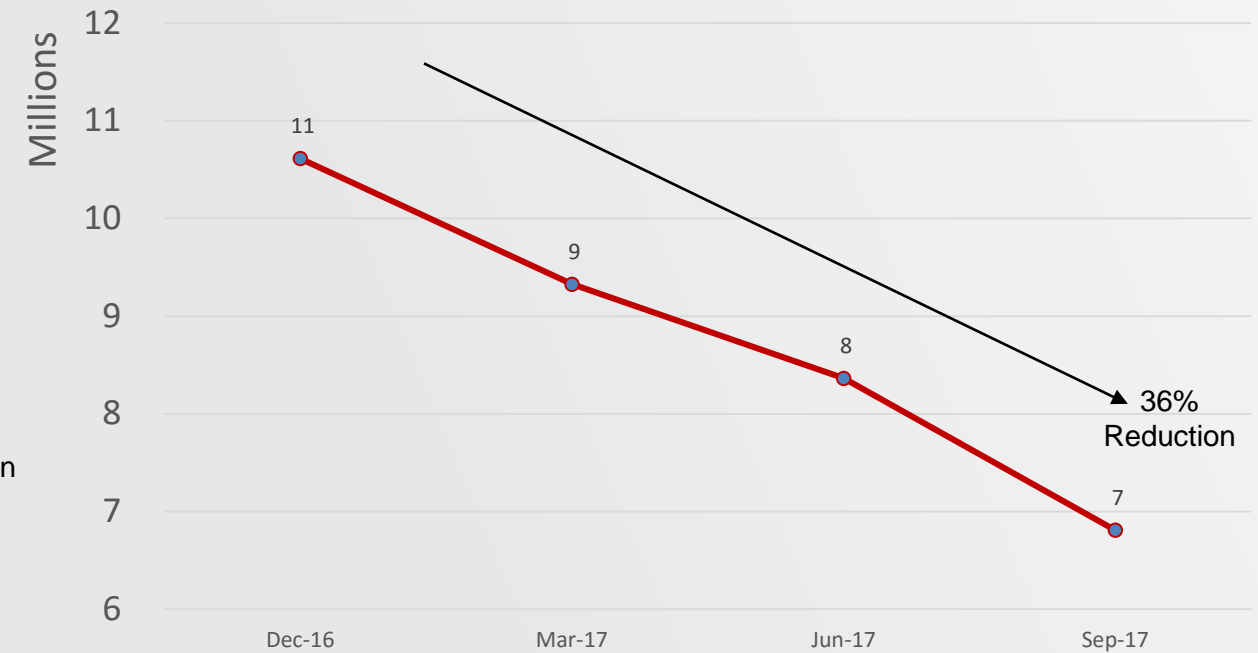
Personal Loan Books



Pawnbroking



Quarterly Bad Debt Write off



GLA Loan book



Marketing Campaigns

Personal Finance Campaign – ‘Get Sorted’



Retail Campaign – ‘Find what lights you up for less’



Pawn broking campaign – ‘Flip it’



Funding

1

**Renewed 5-year
Funding Term
(3 + 2 option).**

2

**Funding now
available for MACC
and GLA Personal
Loan Books.**

3

**Increased facility for
up to \$150m.**

- Cash Converters has renewed its securitisation facility with Fortress Investment Group ('Fortress').
- Only the SACC Personal Loan Book could be funded under the previous facility, underutilising the \$100m facility limit.
- An increased facility and widening of the eligibility criteria positions the Company with sufficient funding for loan book growth to the end of 2020.

Summary

“I am genuinely excited about the substantial opportunities for growth in our business, to further increase profits over the next three to five years and maximise shareholder returns.”

—
Mark Reid, CEO.

- Build on our current growth strategy.
- Improve our service delivery to our existing customers.
- Leveraging our brand with new products into new markets.
- Focus on cost and process efficiencies.
- Driving technological change, digital transformation and online sales growth.
- Leadership team has capability to grow the business and deliver the growth strategy and shareholder value.
- Focus on responsible lending to the right customers.
- Improved assessment and collections processes to drive down bad debt.