

Investor Presentation

Merger Presentation and Transaction Update
August 2018









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- The information in this document is sourced from the following:
 - Finsure Management Reports
 - Finsure interim financial report for the period ended 31 December 2017 (reviewed by PwC)

Section I

MERGED GROUP OVERVIEW

MERGED GROUP – HIGHLY SYNERGISTIC ECO SYSTEM

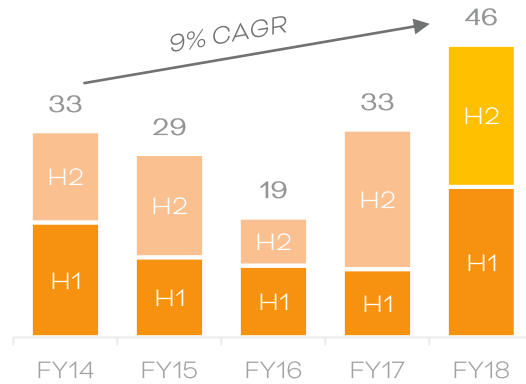
			
	Digital Banking	Wholesale Finance	Mortgage Aggregation
Key Metrics	<ul style="list-style-type: none"> ~\$214m loan book (as at Jun 2018) 3 branches and broker referrers 20+ team predominantly WA 	<ul style="list-style-type: none"> ~\$2.2b loan book (as at Jun 2018) Access to 6,000+ external brokers 30+ team predominantly QLD 	<ul style="list-style-type: none"> ~\$30.9b historical book (as at Jun 2018) Access to +1,400 internal brokers 50+ team with national operations
Licences	<ul style="list-style-type: none"> Banking license, AFSL & ACL 246884 APRA regulated bank with deposits up to \$250,000 guaranteed by the Australian Government 	<ul style="list-style-type: none"> Australian Credit Licence 482100 Australian Credit Licence 378333 	<ul style="list-style-type: none"> Australian Credit Licence 383640 Australian Credit Licence 384704
Technology			 <i>Proprietary Software</i>
	Internal R&D Team of 12 FTE		
Distribution	External	Internal	
		6,000 brokers 	
			



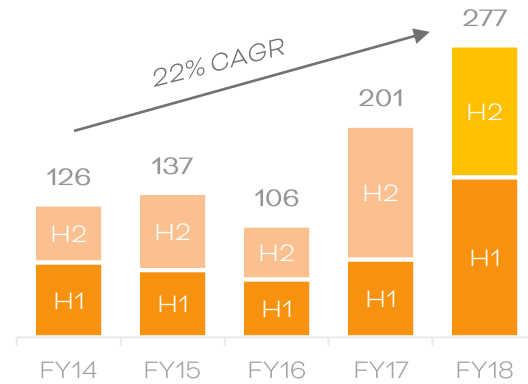
MERGED GROUP – FAST GROWING

Goldfields Money

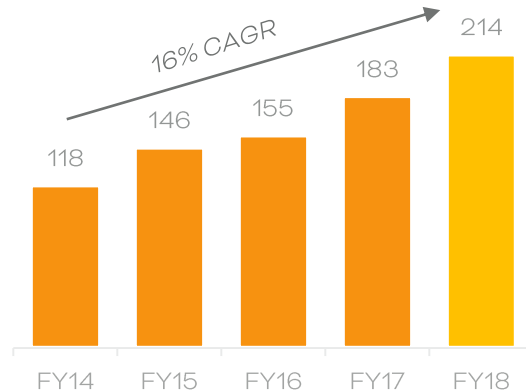
Total Loan Settlements (A\$m)



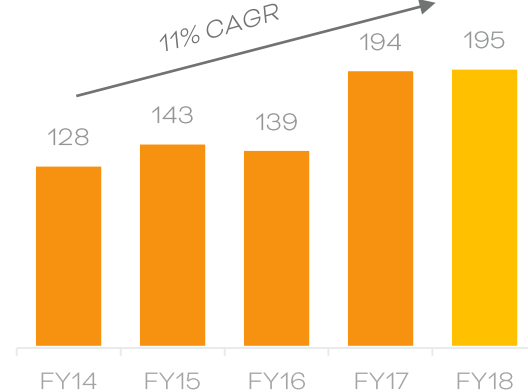
Total Loan Volumes (#)



Total Historical Book Size (A\$m)

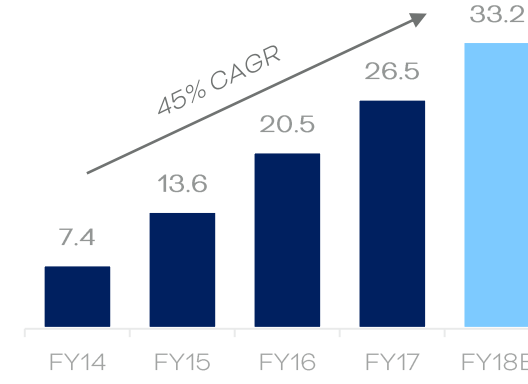


Total Historical Deposits (A\$m)

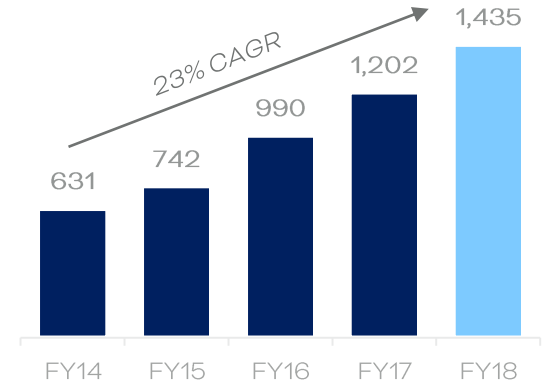


Finsure

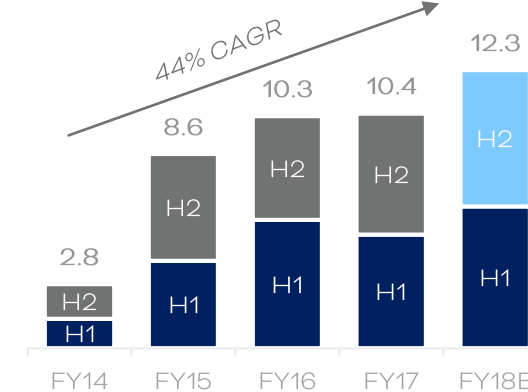
Total Historical Book Size (A\$b)



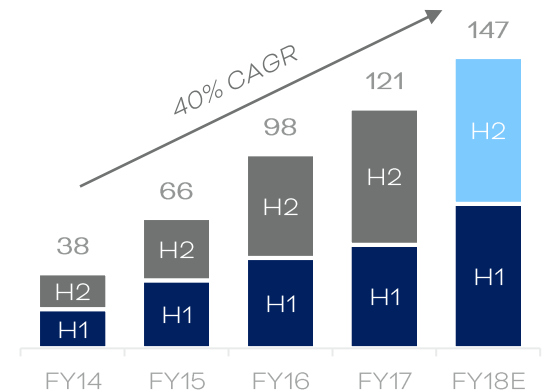
Total Loan Writers (#)



Total Loan Settlements (A\$b)



Total Cash Revenue (\$m)



MERGED GROUP – GROWTH OPPORTUNITY

Growth opportunity

- Through its Aggregation and Wholesale platforms Finsure currently settles ~\$1,000m in loans per month, of which ~\$50m represents products that Finsure has designed to fit customer needs, funded from third parties and white-labelled under the Better Choice Home Loan brand
- Finsure generates 30-35 bps upfront and 20-25 bps as ongoing revenue from those products that sit within the Wholesale business. The funders to these products retain the Net Interest Margin (“NIM”). As of 30 June 18, the Wholesale business had a loan book balance of ~\$2,238m
- Post merger, subject to meeting credit criteria the Merged Group will have the opportunity to fund a portion of these volumes and grow the NIM
- For the year ended 30 June 2018, Goldfields Money achieved a NIM of ~186bps¹
- Based on an estimated NIM of ~150-200bps, a Level 1 Capital Adequacy Ratio (“CAR”) of 17% and an average risk-weighting of 35%, every \$100m in lending products funded generates ~\$1.5-2.0m in NIM and requires an additional ~\$6m in regulatory capital (which is equivalent to a ROI of ~25-36%)

Finsure Group Settlements (A\$m)

~\$50m in monthly White Label settlements comprising: ~\$30m MyLoan and ~\$20m Better Choice



Finsure and Goldfields Money Net Income Margins

Finsure Aggregation		Finsure Wholesale		Goldfields Money
Upfront net revenue margin	Trail net revenue margin	Upfront net revenue margin	Trail net revenue margin	Historical NIM
4 bps	2 bps	30-35 bps	30-25 bps	150-200 bps

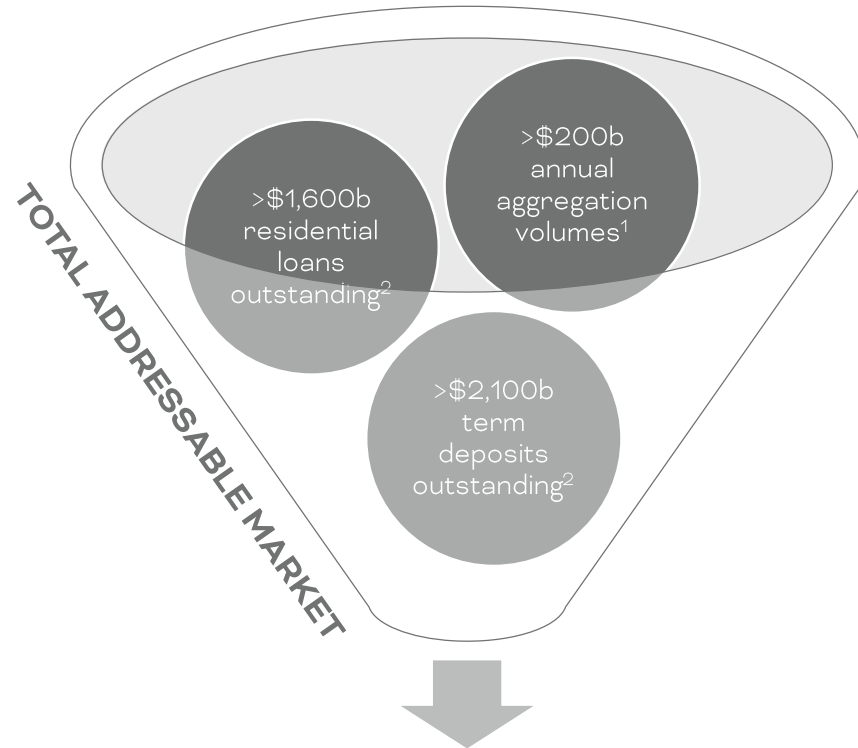
Sensitivity Analysis (shown for illustrative purposes only)

		Scenario 1	Scenario 2	Scenario 3	Scenario 4	Scenario 5
		Net Interest Margin (\$m)				
NIM (bps) >		150 bps	160 bps	170 bps	180 bps	190 bps
Volume ²	\$50m	0.8	0.8	0.9	0.9	1.0
	\$100m	1.5	1.6	1.7	1.8	1.9
	\$200m	3.0	3.2	3.4	3.6	3.8
		Capital Required (\$m) ³				
CAR (%) >		17.0%	16.5%	16.0%	15.5%	15.0%
Volume ²	\$50m	3.0	2.9	2.8	2.7	2.6
	\$100m	6.0	5.8	5.6	5.4	5.3
	\$200m	11.9	11.6	11.2	10.9	10.5
ROI (%)		25%	28%	30%	33%	36%

Notes:

- NIM is a Goldfields Money management estimate only based on unaudited figures.
- Volumes are illustrative only.
- Based on an average risk-weighting of 35%.

MERGED GROUP – LARGE ADDRESSABLE MARKET



MERGED GROUP PRO-FORMA MARKET SHARE AS AT 31 DECEMBER 2017



- In the year to 31 March 2018, income generated by Australian ADI's was ~\$110.6b
- ADI NPAT as a portion of income is typically 30-35% and has been relatively stable over the last five years (~33% in the year to 31 March 2018)³
- ROE across the four major banks in H1FY18 was ~12.9%⁴
- Goldfields Money is expected to have a different profile to these banks, as the service delivery and way of operating will be primarily digital
- The opportunity for Goldfields Money is to capture a larger share of the total addressable market

Notes:

1. <https://www.mfaa.com.au/news/broker-market-share-rises-to-a-record-55.7-percent-in-september-quarter>
2. APRA Monthly Banking Statistics as of June 2018.
3. Based on ADI NPAT of ~\$36.3b in the year to 31 March 2018 and APRA Quarterly ADI Performance Statistics as of March 2018.
4. <https://home.kpmg.com/content/dam/kpmg/au/pdf/2018/major-australian-banks-half-year-2018-results-snapshot.pdf.pdf>

Section II

TRANSACTION OVERVIEW

TRANSACTION OVERVIEW

The proposed merger with Finsure involves the acquisition by Goldfields Money of 100% of the diluted shares in Finsure via the issue of Goldfields Money shares.



CONSIDERATION SHARES

Goldfields Money proposes to issue 40,750,000 fully paid ordinary shares to Finsure shareholders based on an agreed issue price of \$1.50 per share valuing Finsure at ~\$61 million



BOARD COMPOSITION

Finsure co-founder and MD, John Kolenda, has joined the Goldfields Money Board at the invitation of the existing Board



CONDITIONS

With FSSA approval received on 1 June 2018, the proposed merger is subject to satisfaction (or waiver, if applicable) of the remaining conditions (which are largely procedural):

- Goldfields Money shareholder approvals (which are the subject of the Explanatory Memorandum);
- Completion of the Capital Raising;
- Approval from the ASX for the quotation of the Consideration shares; and
- No Goldfields Money or Finsure material adverse effect or “prescribed event”



CAPITAL RAISING

Together with implementation of the Finsure Transaction, Goldfields Money will also complete a capital raising of between ~\$15.3 million and ~\$20.0 million by way of a placement of between 10,200,000 and 15,385,000 new Shares at a price of between \$1.30 and \$1.50 per Share.

The funds raised are intended to be used to ensure that the Merged Group maintains sufficient regulatory capital and to fund additional lending growth.



OPPORTUNITY TO VOTE

Goldfields Money shareholders have the opportunity to vote on the proposed merger with Finsure, which will be subject to a simple majority vote (i.e. >50%)

The transaction is being presented for all Shareholders to consider at a meeting to be held on Friday, 7 September 2018.

TRANSACTION BENEFITS (1 of 2)

1

UNANIMOUS INDEPENDENT DIRECTORS' RECOMMENDATION TO VOTE IN FAVOUR

The Independent Directors unanimously recommend that you vote in favour of the Finsure Transaction in the absence of a superior proposal and subject to the Independent Expert maintaining its conclusion that the Finsure Transaction is reasonable.

2

THE INDEPENDENT EXPERT HAS CONCLUDED THAT THE FINSURE TRANSACTION IS FAIR AND REASONABLE TO GOLDFIELDS MONEY SHAREHOLDERS

The Independent Expert has concluded that the Finsure Transaction is fair and reasonable to Goldfields Money Shareholders, in the absence of a superior proposal, and that "additional upside" exists to the extent the Independent Expert's assumptions are exceeded.

3

DIVERSIFIED REVENUE STREAMS

The Finsure Transaction is expected to provide Goldfields Money with access to diversified revenue streams including aggregation, wholesale product offerings and Finsure loan writer subscription fees.

Goldfields Money is also expected to benefit from a broader geographical exposure with the expanded group increasing its exposure to the east coast of Australia.

4

INCREASED LOAN VOLUMES

Goldfields Money is expected to benefit from access to increased loan volumes by joining Finsure's panel of lenders, and funding part of Finsure's wholesale and white-label business.

Finsure currently settles ~\$1.0 billion in new loans each month, the majority of which are prime residential home loans. Goldfields Money expects to capture net interest margin on a proportion of these loans.

5

LOWER COST FUNDING

The Finsure Transaction is expected to provide Goldfields Money with access to lower cost funding via Finsure's distribution channels for deposit products including term deposits and transaction accounts.

Finsure currently settles ~2,500 new loans each month. Goldfields Money expects to reduce its cost of funding via access to a greater number of distribution channels and access to lower cost funding (e.g. retail deposits and transaction accounts).

TRANSACTION BENEFITS (2 of 2)

6

OPERATIONAL SYNERGIES

Whilst the intention is to keep the banking and non-banking activities of the Merged Group operationally separate, there are a number of opportunities to rationalise support functions that are currently duplicated and operate these as shared services across the group.

7

ATTRACTIVE SUBSCRIPTION PRICE

The Finsure Transaction deemed subscription price of \$1.50 per Share is above the top end of the Independent Expert's valuation range (on a controlling interest basis prior to the Finsure Transaction), an 8% premium to the 3-month VWAP and an 18% premium to Firstmac's recent (expired) \$1.27 per Share on-market takeover offer.

8

ACHIEVE NEW MARKET STATUS

The Finsure Transaction will allow Goldfields Money to fast-track growth by capitalising on its recently achieved banking status, and its aim of becoming a diversified financial services business by leveraging complementary services and increasing scale.

The increase in market capitalisation is expected to provide better access to capital markets, increased equity exposure and improved liquidity from additional broker coverage and institutional investor interest. This has already started to occur with a number of brokers initiating coverage following announcement of the Finsure Transaction.

9

SUPPORT OF MAJOR SHAREHOLDERS

Following Completion of the Finsure Transaction, Finsure co-founders John Kolenda and Kar Wing Ng will (together with their associated entities) own between ~33.7% and ~35.6% of shares in the Merged Group (depending on the number of Shares issued in the Capital Raising). Of these shares, 19,012,208 Shares (representing between ~23.2% and ~24.7% of the Merged Group) will be subject to escrow restrictions until the release of the Goldfields Money 31 December 2019 half year accounts.

This demonstrates their support of the Merged Group going forward, as they have committed themselves to ownership of the Merged Group for a significant period of time.

Resimac Limited (together with its associates) will own between 5.4% and ~5.8% of the Merged Group (depending on the number of Shares issued in the Capital Raising), and will also be subject to escrow restrictions for 12 months following Completion of the Finsure Transaction.

10

LIMITED CONDITIONALITY

There are limited remaining conditions to be satisfied in order for the Finsure Transaction to complete. All change of control consents and the majority of regulatory approvals have now been received, including FSSA approval from the Federal Treasurer. The only remaining conditions are Goldfields Money shareholder approvals (which are the subject of the Explanatory Memorandum), approval from the ASX for quotation of the Consideration Shares (noting this is considered largely procedural), completion of the Capital Raising (which is required in order to satisfy a condition to the FSSA approval) and confirmation of no Goldfields Money or Finsure material adverse effect or prescribed event (none of which had occurred at today's date).

RECOMMENDATION & TIMELINE TO COMPLETION

Goldfields Money’s Independent Directors unanimously recommend that Shareholders approve the Finsure Transaction by voting in favour of the resolutions to be considered at the Meeting.

YOUR VOTE IS IMPORTANT

The Independent Directors unanimously recommend that you



VOTE IN FAVOUR

of the resolutions to approve the Finsure Transaction in the absence of a superior proposal and subject to the Independent Expert maintaining its conclusion that the Finsure Transaction is reasonable.

MILESTONE

DATES¹

1

Release of NOM / EM

6 August

2

Shareholder meeting to approve NOM / EM resolutions

7 September

3

Completion of the Finsure Transaction

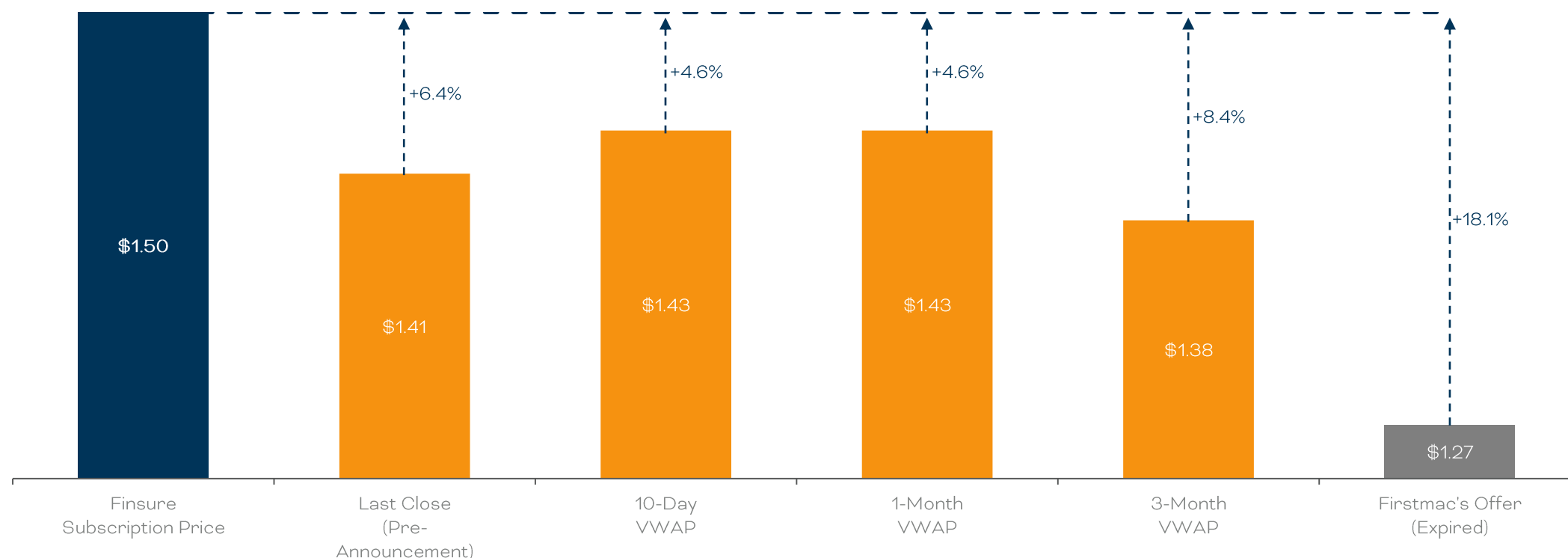
14 September

Notes:

1. Goldfields Money reserves the right and has the discretion to change the timetable without notice.

SUBSCRIPTION PRICE AND PREMIUM TO HISTORICAL TRADING

The Finsure Transaction deemed subscription price of \$1.50 per Share is above the top end of the Independent Expert's valuation range of \$1.32 – 1.43 per Share (on a controlling interest basis prior to the Finsure Transaction), an ~8% premium to the 3-month VWAP and an ~18% premium to Firstmac's recent (expired) \$1.27 per Share on-market takeover offer.



Notes:

On 15 January 2018, Goldfields Money announced to the ASX that it had signed a Share Sale and Purchase Agreement to merge with Finsure by acquiring 100% of the diluted shares in Finsure (valued at \$61,125,000) via the issue of 40,750,000 fully paid ordinary shares to Finsure shareholders based on an agreed issue price of \$1.50 per share, subject to the satisfaction of certain conditions. The deemed subscription price exceeds the Independent Expert's valuation range of \$1.32 to \$1.43 for Goldfields Money on a controlling basis prior to the Finsure Transaction as set out in the Independent Expert's Report attached to this Explanatory Memorandum as Annexure A. Last close and VWAPs on the ASX calculated as at 12 January 2018, the last day Goldfields Money Shares traded prior to the announcement of the execution of binding documentation in respect of the Finsure Transaction. Firstmac Limited's recent revised bid of \$1.27 per share closed on 1 December 2017.

MERGED GROUP – CAPITAL STRUCTURE

Capital Raising

- The Company expects to raise additional capital of between ~\$15.3 million and ~\$20.0 million at a price of between \$1.30 and \$1.50 per share as part of the Finsure Transaction in order to ensure that the Merged Group maintains sufficient regulatory capital, satisfy the condition to the FSSA approval for the Finsure Transaction and to fund additional lending growth (“Capital Raising”)
- Between ~\$2.6 million and ~\$8.2 million of total funds raised as part of the Capital Raising is intended to fund growth capital (subject to the final amount raised)

Merged Group Capital Structure¹

	@ \$1.30		@ \$1.50	
Shares On Issue (#)	Min	Max	Min	Max
Existing Shares currently on issue	25,907,066	25,907,066	25,907,066	25,907,066
Finsure Transaction consideration shares	40,750,000	40,750,000	40,750,000	40,750,000
Capital Raising shares	11,770,000	15,385,000	10,200,000	13,300,000
Shares on issue post Finsure Transaction (undiluted)	78,427,066	82,042,066	76,857,066	79,957,066
Existing Performance Rights	1,940,000	1,940,000	1,940,000	1,940,000
Existing Options	4,500,000	4,500,000	4,500,000	4,500,000
Shares on issue post Finsure Transaction (diluted)	84,867,066	88,482,066	83,297,066	86,397,066
Implied Market Capitalisation (\$m)				
Undiluted - Post Finsure Transaction	\$102.0m	\$106.7m	\$115.3m	\$119.9m
Diluted - Post Finsure Transaction	\$110.3m	\$115.0m	\$124.9m	\$129.6m
Capital Raising (\$m)				
Total Capital Raising	\$15.3m	\$20.0m	\$15.3m	\$20.0m

Performance Rights

OVERVIEW	Goldfields Money currently has 1,940,000 Performance Rights on issue under the Goldfields Money Equity Incentive Plan, each entitling the holder to receive 1 Share on vesting
CONDITIONS	Each Performance right may be subject to one or more performance conditions, forfeiture conditions and disposal restrictions, as set out in an individual invitation letter
EXPIRY DATE	Subject to any such conditions being satisfied, vested Goldfields Money Performance Rights may be exercised up until 29 November 2021

Options

OVERVIEW	Goldfields Money currently has 4,500,000 unlisted Options on issue, each entitling the holder to subscribe for 1 Goldfields Money share on exercise
EXERCISE PRICE	The exercise price of each Option is \$1.50
EXPIRY DATE	Each Option will expire on 11 May 2019, being the seventh anniversary of the issue date
RANKING	Shares issued on the exercise of the Options will, subject to the constitution of Goldfields Money, rank equally in all respects (including rights to dividends) with existing Shares
QUOTATION	The Options are not quoted on the ASX or any other securities exchange

Notes:

- Merged Group means Goldfields Money, following the successful completion of the Finsure Transaction.

Section III

GOLDFIELDS MONEY OVERVIEW

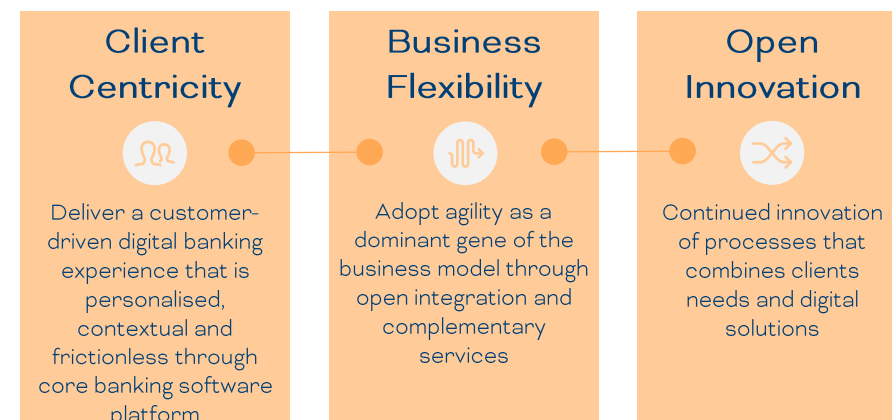
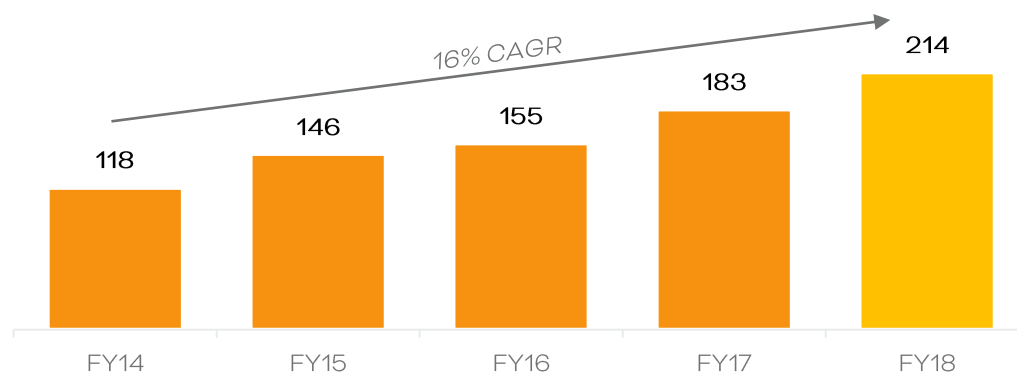
GOLDFIELDS MONEY – BUSINESS SUMMARY

Goldfields Money primarily provides a suite of simple retail banking products and services including deposits and personal, investor and home loans.

Summary

- Goldfields Money is an Australian bank, regulated by APRA
- Goldfields Money primarily provides a suite of simple retail banking products and services including deposits and loans (personal, investor and home loan)
- To date Goldfields Money's growth has been constrained by outdated legacy systems. Goldfields Money recently launched a new core banking system powered by Temenos, a global provider of digital banking software
- Goldfields Money marked its return to profitability during the period H1FY18 with an underlying profit after tax of ~\$0.4m (normalised for transaction costs incurred in relation to the Firstmac takeover offers and proposed Finsure merger)

Total Historical Book Size (A\$m)



GOLDFIELDS MONEY – BUSINESS MODEL

The combination of a bank and market-leading digital platform will enable Goldfields Money to operate a unique banking aggregation model, which provides partner organisations with access to banking products and aligned fintech services.

Summary

 FUNDING	 LENDING	 PLATFORM	 DISTRIBUTION
<ul style="list-style-type: none">▪ Goldfields Money is a bank with deposits up to \$250,000 guaranteed by the Australian Government▪ Funding sources include call deposits, term deposits and an existing off-balance sheet facility▪ There is a near-term opportunity to reduce cost of funding and improve the net interest margin	<ul style="list-style-type: none">▪ Lending activities include residential loans, car loans, personal loans, business loans, overdrafts and terms loans▪ New lending continues to be sourced through a combination of direct channels and mortgage broker based origination▪ The Finsure merger will provide access to a significant distribution network	<ul style="list-style-type: none">▪ Significant investment has been made in a new Core Banking System (“CBS”), Finance System and Desktop Management Systems to transition the historical systems to modern platforms sourced from Rubik Financial and the Temenos Group▪ The new CBS is designed to enable greater volumes of lending and deposits through a cost efficient and scalable system enabling growth to be more rapid in an economically viable environment, and less dependent on manual processing	<ul style="list-style-type: none">▪ A range of relationships already exist with distribution partners such as Pioneer Credit, Firstmac, Finsure and InstaRem (as well as others)▪ These white label partnerships will assist with distribution of products and build scale whilst also sharing in the costs of the banking platform▪ The proposed merger with Finsure will provide improved growth prospects with access to extensive distribution capabilities

GOLDFIELDS MONEY – DIGITAL BANKING PLATFORM

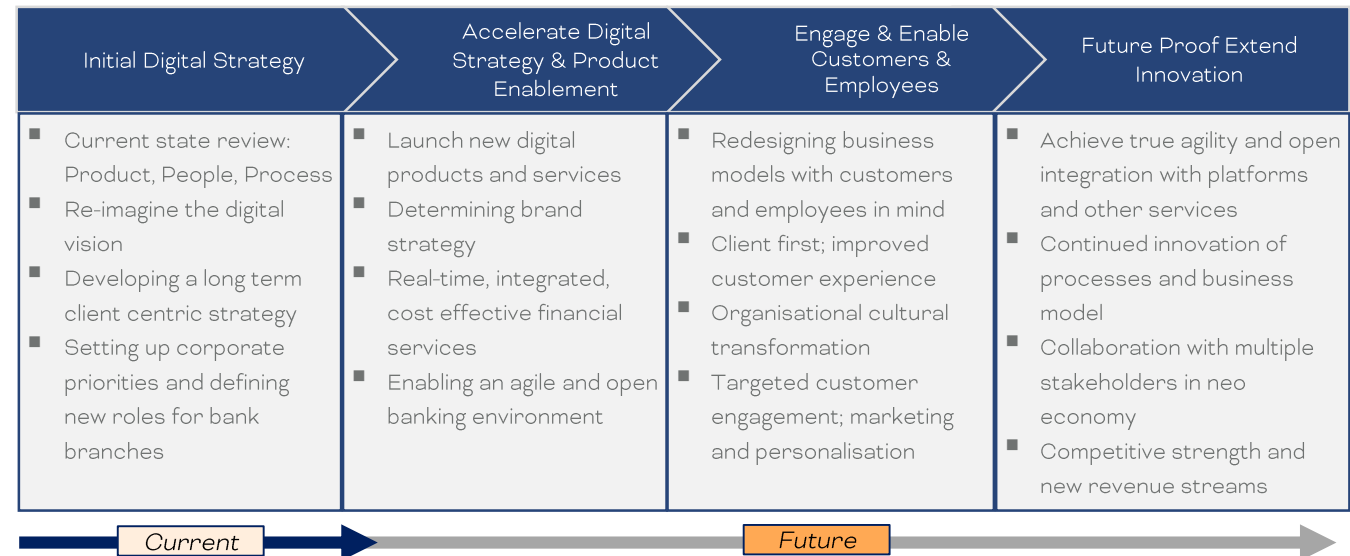
Summary

- New core banking system provided by Temenos Group AG (SWX:TEMN), a leading global banking software provider projected to invest \$1.1bn into R&D from 2017 to 2023
- As of June 2018, Temenos Group has a market capitalisation of ~\$14,500m and generated ~\$1,000m revenue and ~\$400m EBITDA in FY18
- The implementation of the Temenos platform allows Goldfields to scale and transform into a digital lead bank with an enhanced product offering covering:
 - Internet and mobile banking
 - Product integration through open architecture APIs
 - Streamlined online account opening
 - Retail POS and broker integration
- System implemented late April 2018
- Temenos agreement set on a per-client sliding scale basis with Temenos to undertake all hosting and associated costs
- Offers full digital banking platform at a fraction of the cost of inhouse development or hosting

Banking as a Service



Transition to a Digital Bank



Section IV

FINSURE OVERVIEW

FINSURE – BUSINESS MODEL

Finsure has a scalable, differentiated business model.

Summary

- Finsure offers a complete solution to loan writers to allow them to maximise their sales productivity under a range of fee and service models
- Loan writers have the opportunity to switch between fee and service models within Finsure to reflect their differing needs over their life cycle
- Finsure operates on a proprietary software platform “LoanKit” that allows it to efficiently service loan writers and provide them with leading services at a low cost

Technology Led Platform



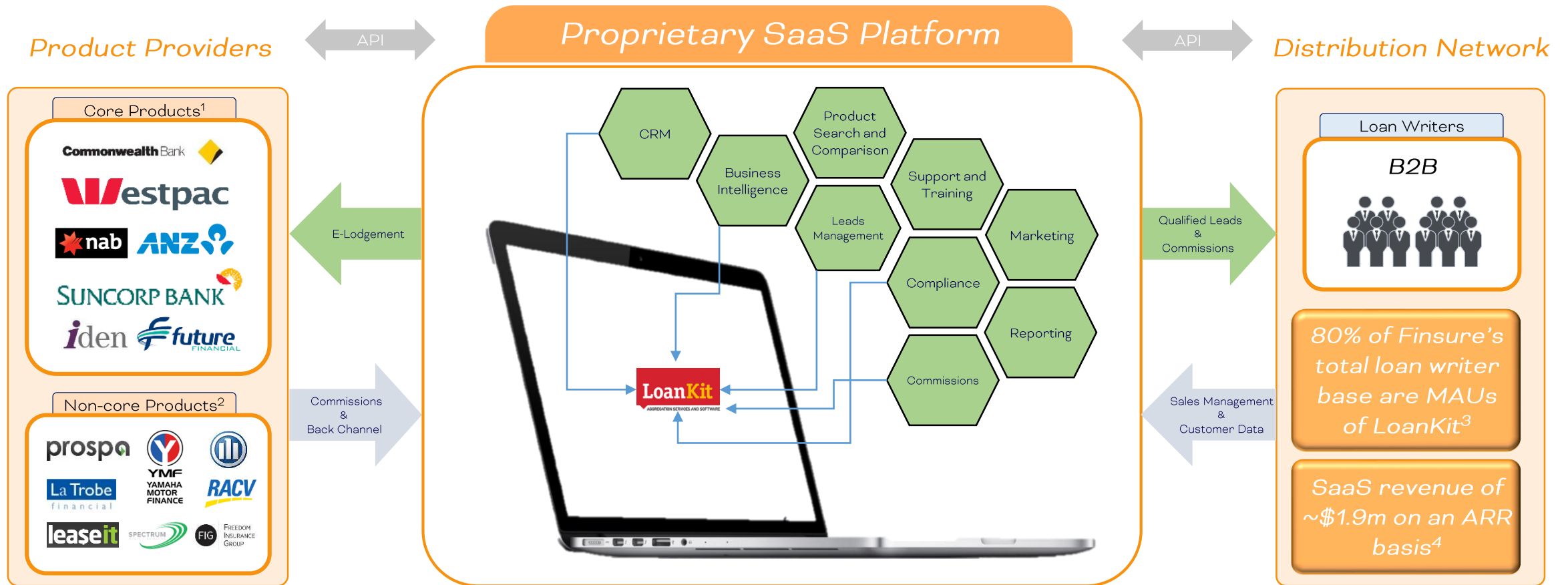
Fee and Service Models

		Pass-through model with leads	Pass-through model	Transaction model	Flat-fee model
		<ul style="list-style-type: none"> Finsure retains between ~50% and ~30% of upfront and trail commissions respectively All PaaS are included in 50% model PaaS are charged on a monthly or per use basis for 30% model 	<ul style="list-style-type: none"> Finsure retains between ~10% and ~5% of upfront and trail commissions respectively PaaS are charged on a monthly or per use basis 	<ul style="list-style-type: none"> Finsure charges a flat fee to each broker per loan settlement and per trail commission PaaS are charged on a monthly or per use basis 	<ul style="list-style-type: none"> Finsure charges a flat monthly fee to each broker irrespective of settlement volumes PaaS are charged on a monthly or per use basis
Base	Included services in base	<ul style="list-style-type: none"> Access to lender panel Broker accreditation BDM support 	<ul style="list-style-type: none"> Loan lodgement Commission processing Professional development days 	<ul style="list-style-type: none"> Strategy development Access to conferences Loan writer training 	<ul style="list-style-type: none"> WikiBroker services Customer data Graphic design services
Platform as a Service ("PaaS")	PAYG services additional to base	<ul style="list-style-type: none"> LoanKit software Website development and content Website hosting 	<ul style="list-style-type: none"> CRM API integration Loan writer mentoring program Compliance services 	<ul style="list-style-type: none"> Call centre services Product comparison tools Mortgage calculator APIs 	<ul style="list-style-type: none"> Press releases Loan writer academy Leads package

Ability to transition between models

FINSURE – LOANKIT

LoanKit is Finsure's internal technology springboard and is profitable on a stand alone basis.



Notes:

1. Core Products includes residential and commercial mortgages.
2. Non-core Products includes asset finance and general insurance.
3. Active subscribers of LoanKit consist of Credit representatives under Finsure's ACL.
4. As per January 2018 results of c.\$158,351 monthly software revenue

FINSURE – MARKET POSITIONING

Finsure is positioned as a leader in the market in offering flexible loan writer commission models, lead generation and support services. Finsure also operates a complementary Wholesale mortgage management business.

Aggregation Positioning

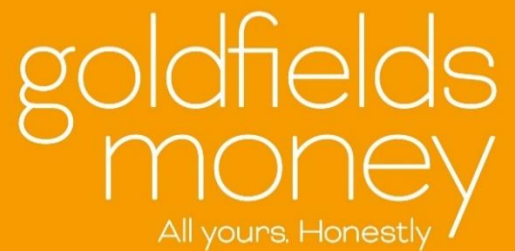
- Focused on growing and supporting its loan writer base through a range of services including leads, compliance, marketing and training
- Finsure offer loan writers the ability to choose between operating under their own Australian Credit License (“ACL”) or become an authorised Credit Representative under Finsure’s ACL
- Finsure offers the option of either volume-based or flat fee commission schemes suited towards the level of experience and business requirements of each individual loan writer
- Finsure is well placed relative to peers in terms of:
 - Flexibility of commission structures
 - Level of broker services and leads
- Finsure’s agility is seen as a competitive advantage in broker recruitment and retention

Wholesale Positioning

- Focused on strategic acquisitions in the wholesale space since FY15, as part of Finsure’s longer term strategy to build a fully integrated wholesale mortgage business
- Finsure’s wholesale business division adopted a single brand marketing strategy ‘Better Choice’ for its white-labelled product in January 2017



- In addition to being on the Finsure lender panel, Better Choice is available to over ~6,000 additional loan writers through other distribution channels it has commercial relationships with
- Finsure’s wholesale mortgage management offering is complementary with the Goldfields Money business and represents a viable growth opportunity for the Merged Group
- Through the combined resources of Goldfields Money and Finsure’s wholesale mortgage management business, the merged companies will enjoy greater access to funding and securitisation markets



Simon Lyons

Executive Director & CEO

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