

money3

AUSTRALIAN MICROCAP INVESTMENT CONFERENCE PRESENTATION

18-19 October 2016

Ray Malone
Chairman

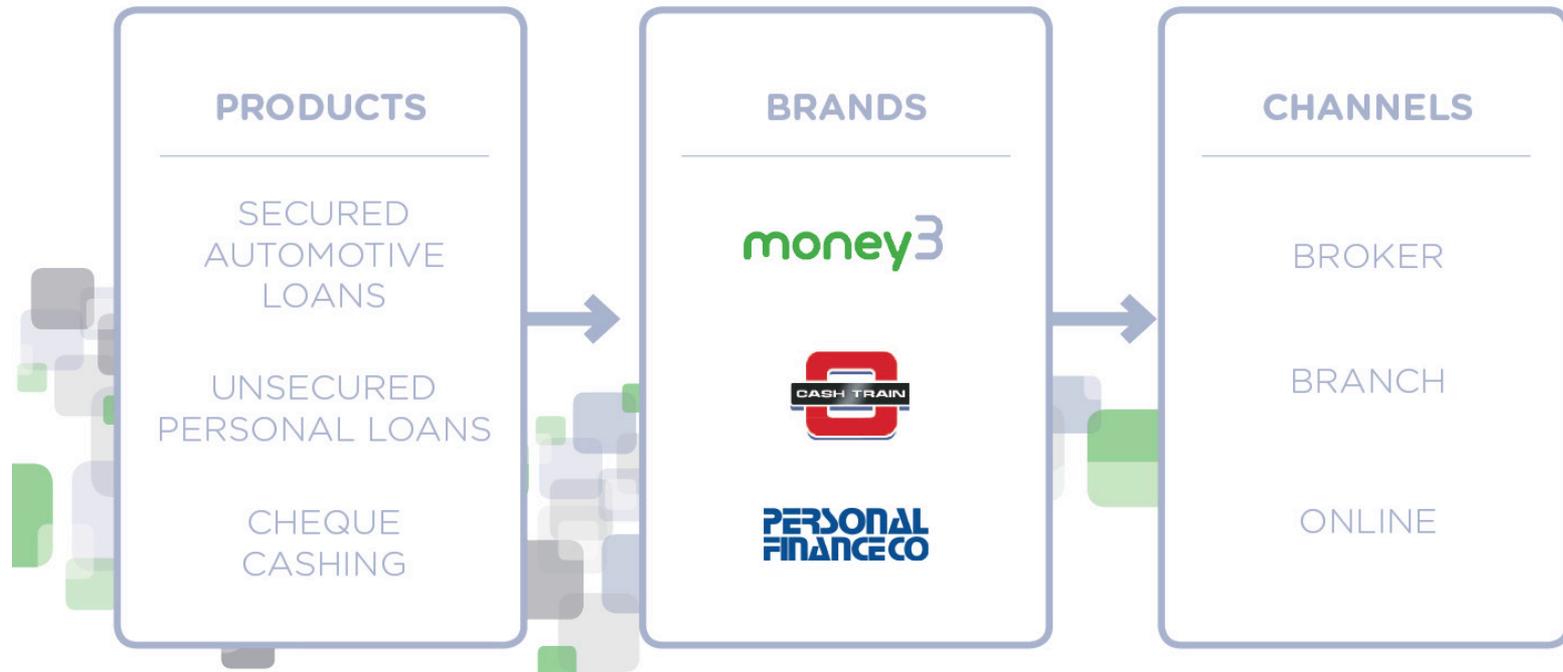
Scott Baldwin
Managing Director



About Money3



Money3 is a national credit provider committed to servicing the needs of customers who cannot access funding from traditional lenders.



Overview of Money3



Key Highlights

- Established in November 2005 through the roll-up of Money3 and Money Plus branded businesses, listed on ASX in October 2006
- National credit provider specialising in lending to customers who are unable to access credit from traditional lenders
- Operates in a highly regulated industry and has voluntarily introduced a lending charter beyond legislative requirements for responsible lending
- Extremely well positioned due to strong relationships with a broad network of brokers, physical branches, well capitalised business and has established systems to consistently achieve regulatory compliance
- Listed on ASX (MNY) with a market cap of ~\$270m*
- Strong financial metrics: FY16 NPAT of \$20.1m (FY17 NPAT guidance of \$26m)
- Considering multiple debt funding alternatives to fund strong growth in Secured Automotive Loans

* AS AT 12 OCTOBER 2016

Financial Overview FY16



Key Financial Highlights

- 55.0% increase in Revenue from secured automotive loans
- 40.0% overall increase in Revenue, with all Divisions delivering revenue growth
- 44.7% increase in EBITDA driven by strong performance in Broker and Online
- 44.4% increase in Net Profit After Tax to \$20.1m, above guidance of \$19m
- Gross Loan Book increased 27.1% to \$198.8m at 30 June 2016
- Final dividend declared of 2.5 cents fully franked, taking full year dividend to 5.25 cents. The DRP will not apply to this dividend
- New \$20m debt facility drawn in June 2016 to fund growth in FY17 and an ability to request a further \$10m
- \$27.2m cash at bank at 30 June 2016 to fund business growth in FY17

Strong start to FY17 – guidance of NPAT of \$26m

Product Mix

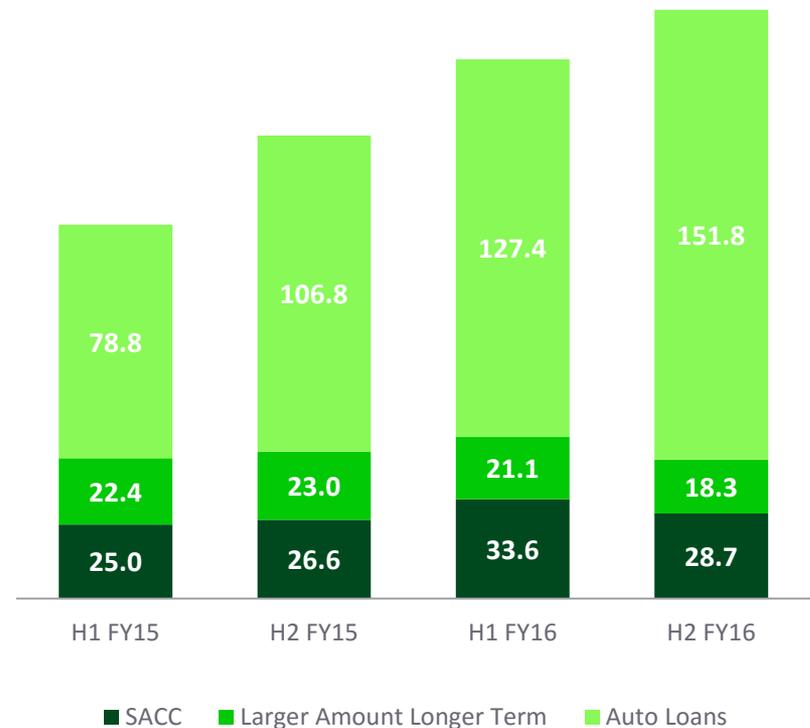


Product Mix Continues to Change

- Secured automotive loans now represent 76.3%* of gross loan book
- Larger amount longer term loans now represent 9.2%* of gross loan book
- Small Amount Credit Contract (SACC) loans now represent 14.5%* of gross loan book
- Focus for FY17 is to continue to organically grow the secured automotive loans and larger amount longer term loans

* AS AT 30 JUNE 2016

Gross Loan Book \$m



Financial Performance



	FY16 \$m	FY15 \$m	Mvt %
Revenue	96.7	69.1	40.0%
Expenses	61.4	44.7	37.4%
EBITDA	35.3	24.4	44.7%
<i>EBITDA as % of revenue</i>	36.5%	35.3%	
NPAT	20.1	13.9	44.4%
<i>NPAT as % of revenue</i>	20.8%	20.2%	
EPS (Basic) cents per share	14.21 cps	11.82 cps	20.2%

- Strong growth in secured automotive loans driven by the Broker channel
- Expense growth well maintained, with cost out program initiated to further improve EBITDA margin
- Significant NPAT growth, continues to deliver improved NPAT as a percentage of revenue for the period
- Future growth to be funded by debt and re-investment of profits

Balance Sheet



	FY16 \$m	FY15 \$m	Mvt %
Cash and Cash Equivalents	27.2	12.4	119.4%
Loans and Other Receivables	164.4	130.3	26.2%
Other Assets	7.1	6.2	14.5%
Intangible Assets	19.7	19.4	1.5%
Total Assets	218.4	168.3	29.8%
Borrowings	48.6	35.2	38.1%
Other Liabilities	13.3	10.4	27.9%
Total Liabilities	61.9	45.6	35.7%
Total Equity	156.5	122.7	27.5%

- Loans and other receivables increased 26.2% (after provision for doubtful debts)
- Capital raising in Nov/Dec 2015 provided funding for growth in FY16 – future growth to be funded by debt
- \$20m debt facility drawn down in June 2016 with ability to request a further \$10m
- Debt to equity ratio remains low at 31.1% (borrowings/equity) providing significant opportunity to raise debt funding for future growth

Capital Management - Debt



Debt Facilities

- \$20m debt facility drawn down in June 2016, maturing June 2018. Capacity to request additional \$10m draw down under this facility.
- \$30m bond drawn down in May/June 2014, \$15m maturing May 2018 and \$15m maturing June 2018.
- Debt funding sources being considered to provide seamless growth ahead.

	FY16 \$m	FY15 \$m	Mvt %
Cash	27.2	12.4	119.4%
Gross debt (excl. borrowing costs)	50.0	37.5	33.3%
Net debt (Gross debt less cash)	22.8	25.1	-9.2%
Gross debt/EBITDA	1.42x	1.54x	-7.8%

Capital Management - Equity



Options on Issue

- 15m listed bond options on issue at a strike price of \$1.296056, expiring May 2018.
- 7.15m employee options on issue at strike prices varying from \$0.996056 to \$1.696056.
- 2.55m options exercised on 6 October 2016, raising \$1.26m.

Dividend Policy

- New dividend payout ratio to be 30-50% of underlying NPAT from FY17 onwards to balance shareholder returns in the form of dividends versus capital growth through reinvestment of profit into the Loan Book.



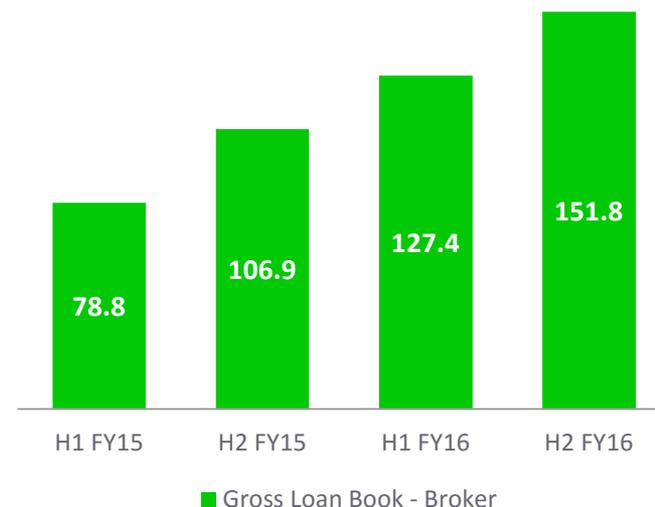
Financial Results - Broker



	FY16 \$m	FY15 \$m	Mvt %
Revenue	46.1	29.7	55.0%
Expenses	14.7	9.2	57.9%
EBITDA (pre corporate overhead)	31.4	20.5	53.7%
<i>EBITDA as % of revenue</i>	<i>68.2%</i>	<i>68.8%</i>	
Gross Loan Book	151.8	106.9	42.1%

- Broker is the major channel for secured automotive loans
- Revenue increase driven from increased broker penetration and introduction of new product in Q3 FY16
- Expense growth well maintained, driving increased EBITDA performance
- Loan book continues to grow and drive future revenue

Gross Loan Book – Broker \$m



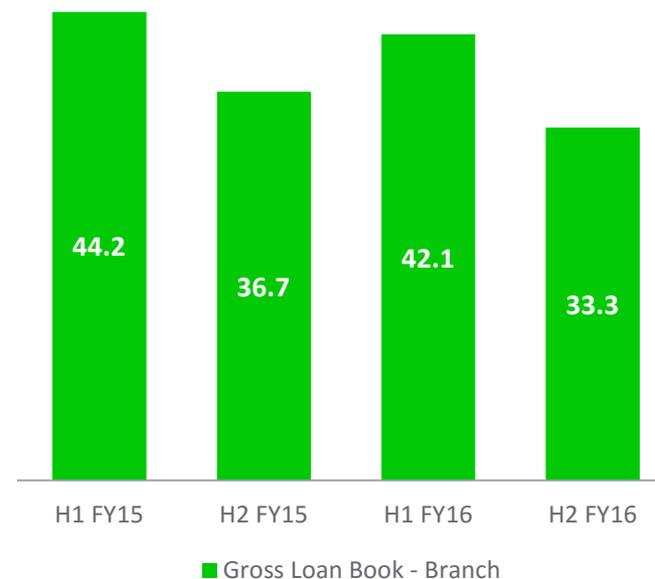
Financial Results - Branch



	FY16 \$m	FY15 \$m	Mvt %
Revenue	33.1	31.1	6.7%
Expenses	22.7	20.4	11.5%
EBITDA (pre corporate overhead)	10.4	10.7	-2.5%
<i>EBITDA as % of revenue</i>	<i>31.4%</i>	<i>34.3%</i>	
Gross Loan Book	33.3	36.7	-9.2%

- Branch is the major channel for larger amount, longer term unsecured loans and Small Amount Credit Contracts
- Revenue increase driven from an increase in loan volume across all products and in loan size
- 11 branches closed that were underperforming

Gross Loan Book – Branch \$m



Financial Results - Online

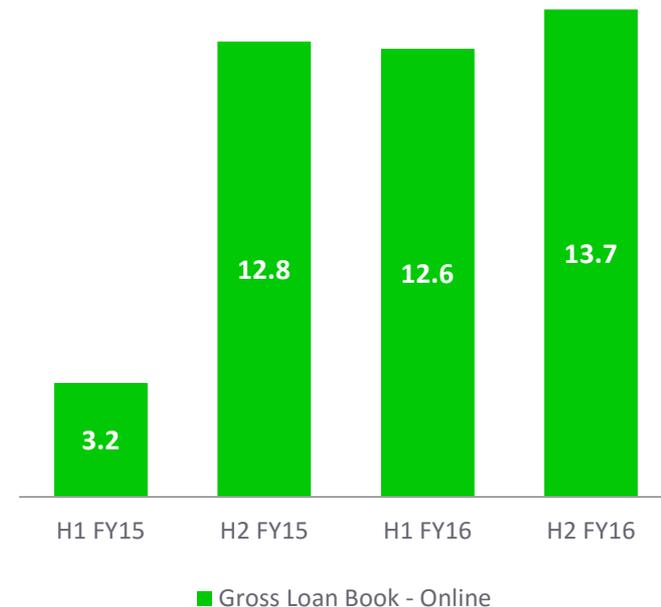


	FY16 \$m	FY15 \$m*	Mvt %
Revenue	17.3	8.3	109.7%
Expenses	14.0	7.3	92.5%
EBITDA (pre corporate overhead)	3.3	1.0	236.1%
<i>EBITDA as % of revenue</i>	<i>19.2%</i>	<i>12.0%</i>	
Gross Loan Book	13.7	12.8	6.7%

* COMPARATIVE INCLUDES 7 MONTHS OF CASH TRAIN RESULTS POST ACQUISITION ONLY

- Online channel predominantly provides Small Amount Credit Contract loans today. New larger amount longer term loan to be introduced in FY17
- Strong focus on improving EBITDA return

Gross Loan Book – Online \$m



Outlook & Summary



- Continued strong growth expected in secured automotive loans
- SACC loan book expected to remain stable, whilst larger amount longer term loans expected to increase
- Benefits of cost saving initiatives and closure of 11 branches expected to flow through to the business
- Money3 is actively pursuing further debt funding facilities in order to enable all parts of the business to continue to grow market share

NPAT

- Strong start to FY17 – guidance of NPAT of \$26m

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