

Annual General Meeting 8th August 2017

Geneva Finance Limited

AGM Agenda ⁽²⁾

- Introduction (DS).
- Review of March 2017 year (DOC).
- Update since 1 April 2017 (DOC).
- Questions on Accounts (Board Panel).
- Resolutions to be considered (DS).
- Questions on Resolutions (Board Panel).
- Voting on Resolutions (DS).

Review of March 17 year ⁽³⁾ (DOC)

☐ Apr 2016

- Quest Insurance exits small insurance regime

☐ June 2016

- Securitisation facility increased to \$45m
- Name changed back to Geneva Finance
- Share consolidation completed, 7 for 1

☐ August 2016

- Paid Maiden Dividend of 1.5 cps

☐ September 2016

- Delivered an after tax profit for the ½ year of \$2.4m up 56% on prior year

Review of March 17 year ⁽⁴⁾ (DOC)

☐ November 2016

- Loan system upgrade to finPOWER Connect

☐ January 2017

- Raised additional \$2.8m eligible investor funding

☐ March 2017

- Entered into agreement to underwrite Janssen Insurance motor vehicle products.
- After Tax profit increased to \$5.1m, \$1.6m, + 45% on prior year
- Total Assets grew by \$14.5m, 20.9% increase
- Shareholders funds / Total Assets = 29.5%
- Share price increased from 35cps to 43cps + 23% on prior year

Review of March 17 year (5) (DOC)

Consolidated Income Statement					
For the year ending 31 March 2017					
	GFSL /				Mar 2016
	GFL	Quest	SCL	Group	Group
	\$M	\$M	\$M	\$M	\$M
Operating Revenue	12.2	2.7	0.5	15.4	12.2
Interest Expense	(3.2)	0.0	(0.3)	(3.5)	(3.4)
Impaired Asset Expense	(1.4)	0.0	1.0	(0.4)	0.2
Operating cost	(3.2)	(1.7)	(1.1)	(6.0)	(5.1)
Trading Company Contribution	4.5	0.9	0.2	5.6	4.0
Non trading operating costs				(1.8)	(1.6)
Net profit before Tax				3.8	2.4
Tax benefit				1.3	1.1
Net profit after Tax				5.1	3.5
Prior year Net profit after Tax				3.5	2.2

Review of March 17 year⁽⁶⁾ (DOC)

Consolidated Balance Sheet						
As at 31 March 2017						
	GFSL	Quest	SCL	*	Group	Mar 2016
	\$M	\$M	\$M		\$M	Group
						\$M
Assets						
Net Receivables	60.0		4.0		64.1	54.6
Net Other	2.7	11.5	5.9		20.1	15.1
Total assets	62.7	11.5	10.0		84.2	69.6
Total Liabilities	51.6	3.3	4.4		59.3	49.4
Net Equity	11.1	8.2	5.6		24.9	20.3
* Group consolidation entries are excluded where applicable						

Update Since 1 April 2017 (7) (DOC)

- ❑ Kiwi Bank \$3.4m facility extended.
- ❑ Quest's commenced Janssens underwriting arrangement.
- ❑ Continuing to invest in IT systems
 - ❑ Loan Application System
 - ❑ Collections Systems
 - ❑ Insurance distribution systems
- ❑ June 2017 paid a dividend of 2 cps, 33% up on prior year
- ❑ Geneva's market capitalization pushed through \$40.0m. Share price reached new peak of 60 cps, currently 57 cps, 27% a gain on prior year.

Summary (8) (DOC)

- ❑ March 17 delivered a 61% profit lift from prior year
- ❑ June 17: 33% increase in Dividend paid
- ❑ Quest Insurance Credit ratings were maintained
 - ❑ Financial Strength Rating B – Outlook Stable
 - ❑ Issuer rating of bb – Outlook Stable
- ❑ Westpac and Kiwi Bank Banking facilities renewed
- ❑ Geneva is well positioned for expansion, organic growth or by acquisition

Questions on Accounts (9) Board panel

**Questions
Relating to the
Accounts
Are now
Invited from the floor**

Resolutions to be Considered (10) (DS)

The following Resolutions will now be considered:

1 Directors' Report and Accounts

That the Financial Statements for the year ended 31 March 2017 and the Reports of the Directors and Auditors be adopted.

2 Election of Director

That Mr Robin King be re-elected as a Director (supported by the current Board).

3 Auditors

To record the re-appointment of Staples Rodway as auditors of the Company and to authorise the Directors to fix the remuneration of the Auditors for the ensuing year.

Questions on Resolutions (11) (Board)

Questions Are
Now invited
From the floor
Relating
To Resolutions

**Voting
On
Resolutions**

GENEVA FINANCE LIMITED

**Annual General Meeting
8th AUGUST 2017**

***geneva*FINANCE**