

ASX Announcement.

17 April 2024

Judo grows lending book to \$10 billion, on the 5-year anniversary of its APRA banking licence

Judo Capital Holdings Limited (ASX:JDO) ('Judo Bank', 'Judo' or 'the bank') today provides an update on its loan book on the 5-year anniversary since the bank received its APRA banking licence.

As of 16 April 2024, Judo's gross loans and advances (GLA) exceeded \$10 billion. The \$10 billion milestone represents an average growth rate of 135% per annum since Judo obtained its banking licence in April 2019.

Judo Bank CEO Chris Bayliss said "Through the hard work of our exceptional team, I am delighted we have been able to extend loans to SME business customers to the value of \$10 billion. We have clearly proven the value of our specialist small and medium-sized business (SME) lending value proposition, which is built on strong relationships with experienced business bankers, who understand their customers' needs and are empowered to make lending decisions. Alongside this, we have also built a multi-award-winning deposit franchise. Our term deposit balance is now \$7.5 billion.

"These milestones coincide with the 5-year anniversary of receiving our banking licence from APRA and becoming an authorised deposit-taking institution (ADI). The growth we have achieved since becoming an ADI is exceptional. We cannot find another bank that has achieved what we have achieved, starting from scratch, anywhere else in the world.

"In an environment where other banks continue to restrict lending to good quality SMEs, Judo's unique judgement-based, relationship-led approach to SME lending is a clear differentiator. We are dedicated to serving the needs of SMEs, who are vitally important to the continued growth of the Australian economy, yet remain under-served by the rest of the industry.

"Judo Bank was founded on a blank sheet of paper back in 2015. Today, Judo's 135 SME business bankers can be found in 18 locations, supporting more than 4,000 customers and contributing to a significant number of Australian jobs.

"Judo Bank is no longer a start-up, and as we move now from building to scaling our bank, our opportunities will grow. We are an established player in the Australian banking landscape."

Judo's Chairman, Peter Hodgson said "Judo has successfully navigated through five years of financial and economic cycles, hitting our targets within strong risk settings, in what has at times been a very challenging environment. Building a bank is now in the rearview mirror for Judo, as we turn to scale, and all the opportunities that size will bring for our bank."

Authorised for release by Yien Hong, Company Secretary.

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