

An aerial night view of a city skyline with numerous skyscrapers and light trails from traffic. Overlaid on the image are glowing yellow and white lines that form a network of arcs and straight paths, suggesting connectivity and infrastructure.

# N1H Investor Presentation

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February 2024

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# N1 Holdings Ltd Board



**Ren Hor Wong**  
**Executive Chairman and CEO**

Mr Wong is the founder, Executive Chairman and Chief Executive Officer for N1 Holdings Ltd. Mr Wong has been responsible for developing N1's business strategy and expanding the business into Asia Pacific.



**Jia Penny He**  
**Executive Director & CFO,  
AFSL Responsible Manager**

Ms He is a Certified Practising Accountant with over 17 years combined industry experience in accounting, finance and mortgage broking. Ms He is the Responsible Manager of N1's Australian Financial Services Licence.



**Anand Sundaraj**  
**Company Secretary**

Mr Sundaraj is a principal of Sundaraj & Ker, a corporate law firm based in Sydney. Mr Sundaraj has worked at international law firms Herbert Smith Freehills, King & Wood Mallesons and Allen & Overy, as well as for global investment bank Credit Suisse.



**David Holmes**  
**Non-Executive Director**

Mr Homes has over 30 years' experience in the financial services industry having held senior roles in the UK and Australia. He was one of the founding Executives at Pepper Money and served as COO and Global Head of Credit with responsibility for the establishment and maintenance of credit polices throughout Australia, Ireland and South Korea.

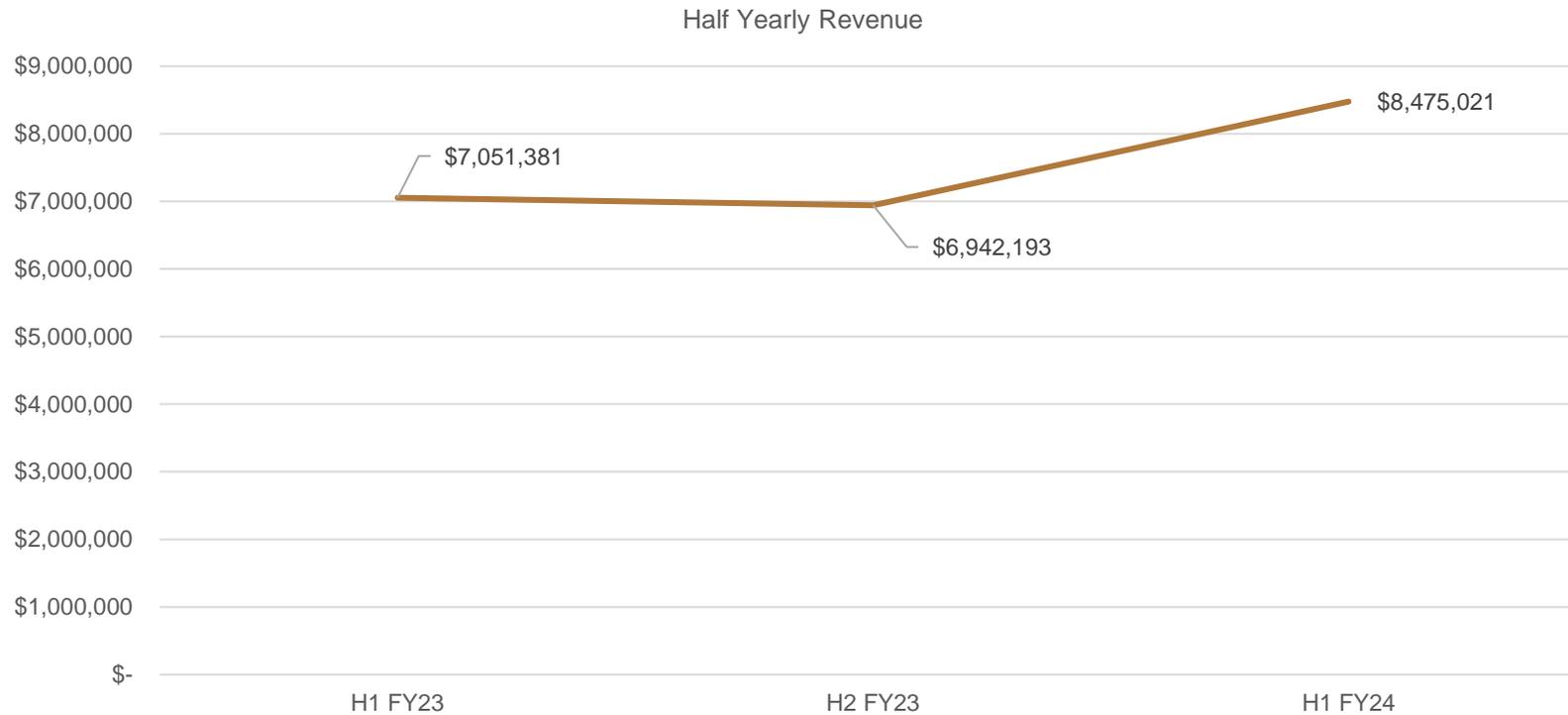


**Frank Ganis**  
**Non-Executive Director**

Mr Ganis has over 38 years' domestic and international experience in banking and finance and is recognised as a pioneer and influential industry leader in Australia. Mr Ganis spent 28 years at Macquarie Group including 17 years as an Executive Director. He also fulfilled a broad range of board and chair roles for a number of Macquarie's domestic and international subsidiaries and was a member of various regulatory and credit committees.

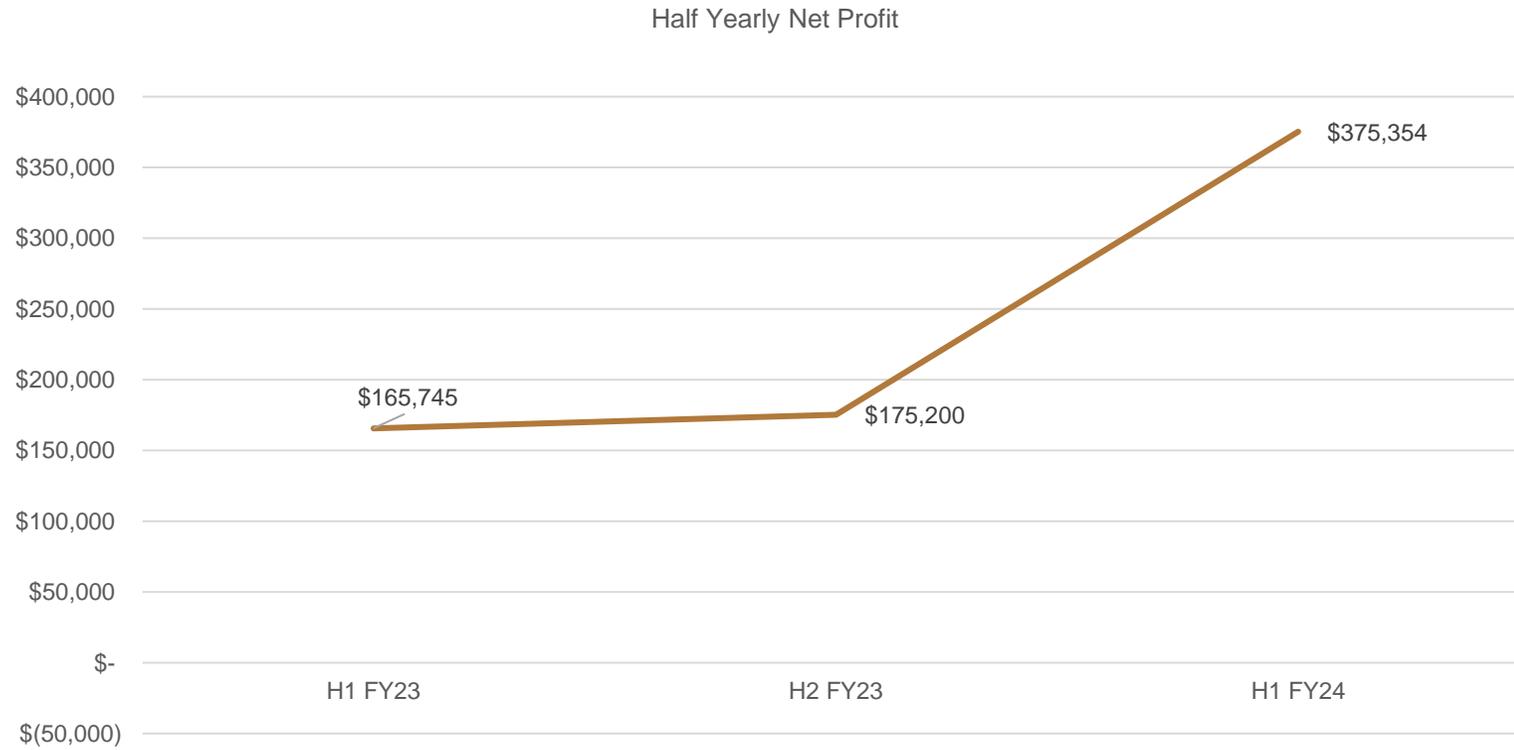
# N1H Financial Performance

Growth trajectory since aggressive rates tightening



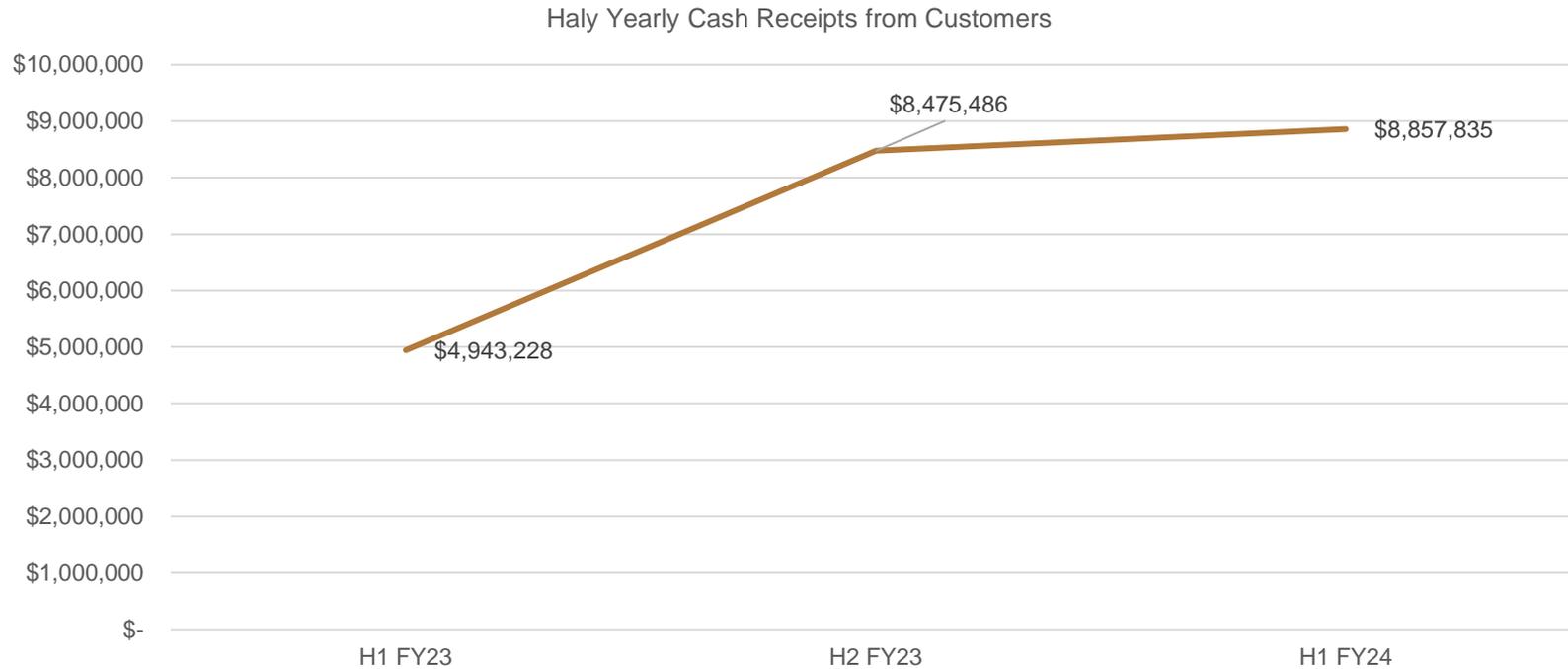
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# N1H Financial Performance

Growth trajectory since aggressive rates tightening



# N1H Business Model

Our business model is simple and scalable

## Property Financing

Property-backed only short-term business lending targeting asset strong SMEs, sophisticated borrowers and property developers.

# Market Opportunities (Australia only)

2.5m

Australia has approx. 2.5 million SMEs.

142b

Small business outstanding loans is about \$142 billion.

15%

Growth in average value of small business loans 12 months to July 2022.

The major banks and other traditional lenders have been retreating from the SME lending space, particularly in respect of loans of \$5m or less and less funders are doing up to \$50m deal. SMEs are seeking alternative lenders.

## Purpose for additional finance, SMEs, %, August 2021 & August 2022

	Aug 2021	Aug 2022
Cashflow / working capital	65%	54%
Purchase plant, machinery, or equipment	23%	27%
Fund merger / acquisition	19%	19%
Fund growth in Australia	24%	15%
Fund growth into new markets	13%	9%
Trade finance to fund import / export activity	11%	6%

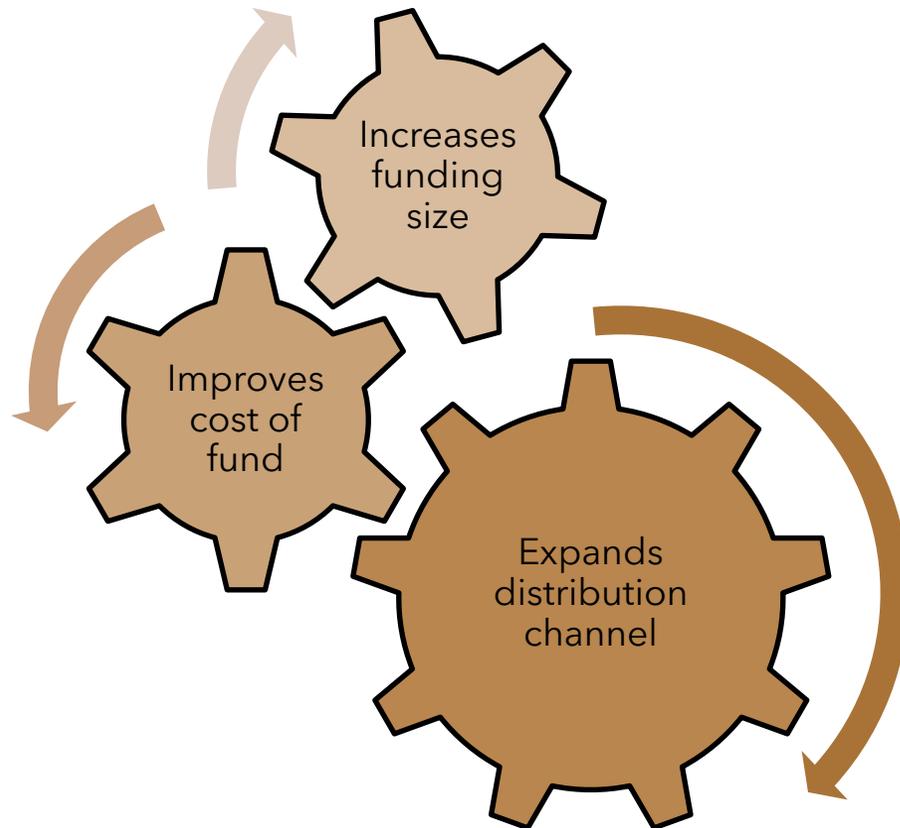
Source: ACA, SME Sentiment tracker

Note: Numbers add to greater than 100% as respondents were able to provide multiple responses

Source: "SME lending in Australia", Australian Banking Association Economic Report 2022

# Growth Catalyst

Our growth strategy is proven and straight forward



# N1H unique strength

strong brand awareness among third party broker channel



N1H has strong **credit experience, rigid governance, and solid compliance.**



N1H possesses **efficient infrastructure** for direct and rapid capital deployment, uniquely positioned as a direct lender in the market that access to large pool of quality borrowers with the ability to deploy capital up to **\$400m** under current operational capacity.



N1H possess a **resilient set of funding sources** to ensure efficient and speed of capital deployment.



Rates stabilizing environment provides certainty in Net Interest Margin, **improved real estate market sentiment** that translates to more activity and solid property equity buffer.



N1H has access to **strong deal flows** which is a major consideration in lending sector, allowing investment manager to pick and choose quality deals, balancing risk return ratio, with considerations given to Leverage ratio, security location, borrower financial position, funding purpose and exit strategy.



N1H has established a **vast network of brokers and SME clients** with needs in the non-coded business lending space. Tapping the strong network via aggregators' **panel of lenders.**



N1H's possesses over **2,000** self employed client data base provide a robust origination network.



N1H's fully owned subsidiaries hold multiple licences. N1 Loans holds an Australian Credit Licence **#473016**, Zillion Finance holds an Australian Credit Licence **#389330**. N1 Asset Management holds an Australian Financial Services License **#477879**.



# THANK YOU



**N1**Holdings

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