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Market Release: 29<sup>th</sup> April 2019

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## **March 2019 Appendix 4C Commentary and Business Update**

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### **4C Commentary**

- New lending activity (non-property) for the quarter ended 31 March 2019 was A\$5.97m, which is comparable to prior quarter noting reduced trading during the holiday period and therefore a pleasing result.
- Property development loans exposure reduction in March 19 of approximately A\$4m added to cash holdings at the quarter end and enabled us to continue our strategy of keeping this exposure to below 15%.
- New Depositor funds of A\$6.7m (+57%) were raised during the quarter and were utilised for Business Lending with the Company holding sufficient cash to meet its liquidity ratio under the Trust Deed.
- Total Deposits now stand at A\$61m.

The Company is pleased to provide this business update as part of its Appendix 4C release.

### **Business Update**

- Total Assets are now at A\$76.6m (March 2019) which is a 14.5% increase YOY and the Lending book is now at A\$61m.
- The Company's turnaround initiatives over the last 12 months are now starting to come through last quarter.
- The Company continues to make progress in its strategy of expanding into Australia and in addition is seeking opportunities to diversify its funding across both sides of the Tasman in order to bring greater flexibility.
- Technology – In May 2019 the Company will release its new online lending platform enabling automated internal credit scoring system for loan approvals of defined lending amounts. This will significantly improve our loan application processes. The cost of this initiative has come in below budget.



- The Board would like to thank the founders TK Shim and Melvin Stewart for their dedication and commitment over the last 16 years for building a successful business which has provided a distinguished financial platform to our customers and employees.

A handwritten signature in blue ink, appearing to read 'MR Ritchie'.

**Marcus Ritchie**  
Group Chief Executive Officer

**Note: Financials are unaudited**

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