

A large, stylized yellow arrow pointing diagonally upwards and to the right, spanning across the middle of the slide.

Investor Presentation

August 2015

30 June 2015 Full Year Results



| Statutory Reporting Basis | | 30 June 2015 | 30 June 2014 | Variance |
|---|-----|--------------|--------------|----------|
| Revenue | \$m | 374.9 | 331.7 | +13.0% |
| EBITDA | \$m | 9.3 | 51.6 | -81.9% |
| EBIT | \$m | (7.3) | 43.7 | -116.7% |
| NPAT | \$m | (21.5) | 24.2 | -188.8% |
| | | | | |
| EPS (Statutory) | Cps | (4.69) | 5.67 | -182.7% |
| EPS (Normalised) | Cps | 6.97 | 6.69 | +4.2% |
| | | | | |
| EBITDA Normalised (see next slide) | \$m | 62.7 | 55.9 | +12.2% |
| No final dividend declared due to the application of the covenants under the banking facility | | | | |

Revenue

\$374.9m

+13%

2014: \$331.7m

Normalised Aust. divisional EBITDA

\$71.3m

+26%

2014: \$56.5m

Aust. Personal loan book

\$107.4m

2014: \$109.2m

30 June 2015 Full Year Results



| Normalised EBITDA | | 30-Jun-15 | 30-Jun-14 | Variance |
|---|------------|-------------|-------------|---------------|
| EBITDA statutory | \$m | 9.3 | 51.6 | -81.9% |
| - Stamp duty on store acquisitions | \$m | 0.4 | 1.8 | |
| - Ausgroup provision | \$m | -2.9 | 1.4 | |
| - GST adjustment | \$m | - | 1.1 | |
| - Kentsleigh agency termination payment | \$m | 29.6 | - | |
| - Termination fees – bank facility | \$m | 0.7 | - | |
| - Class action settlement costs | \$m | 23.0 | - | |
| - Class action legal fees | \$m | 1.8 | - | |
| - Redundancy costs CCUK | \$m | 0.8 | - | |
| EBITDA underlying, normalised | \$m | 62.7 | 55.9 | 12.2% |

The above table provides a normalised EBITDA with adjustments to the respective periods in order to better reflect the underlying performance of the Cash Converters business.

Normalised EBITDA

\$62.7m

+12%

2014: \$55.9m

Aust. Online Personal Loans – principal advanced

\$74.6m

+53.2%

2014: \$48.7m

Aust. Online Cash Advance – principal advanced

\$11.2m

+57.7%

2014: \$7.1m

FY15 Overview



- **Revenue growth of 13%, normalised EBITDA growth of 12%.** Driven by the Australian operations
- **Personal loan book in Australia now stands at \$107.4m** as at 30 June 2015 (2014: \$109.2m)
- **Growth of the online personal loan business** in Australia continues to be very strong up 53% on pcp
- **Online cash advance loans in Australia strong** with value written up by 58% to \$11.2m
- **Growth in corporate store network in Australia** EBITDA grew by 15% on pcp to \$18.8m
- **Termination of Kentsleigh/Cliffview agency agreement.** P&L impact of \$29.6m Earnings and cash flow accretive
- **Transition to new UK regulatory regime** from 2 January 2015 rate and fee caps. UK remains subdued
- **Settlement of NSW Class Action.** Provision made in FY15 of \$23m
- **Setting up new banking facilities.** In the process of establishing new transaction account and securitisation facilities
- **Suspended final dividend.** Covenant banking restrictions
- **Queensland proceedings.** Writ lodged against the Company in relation to brokerage fees from Jul 2009 to Jun 2013
- **Review of the National Credit Code.** Not expecting the review to result in major changes

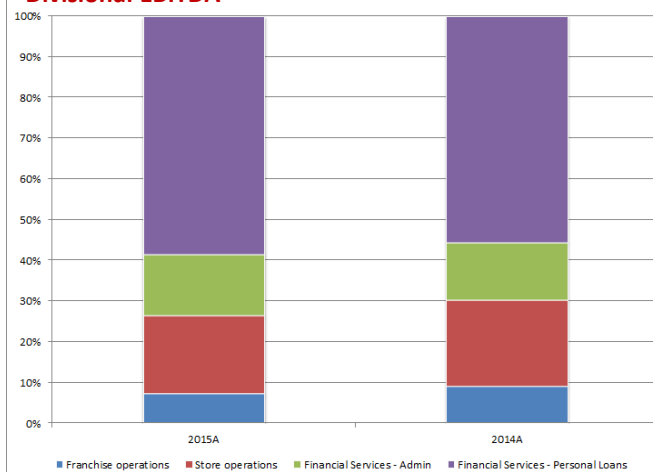
Segment Results



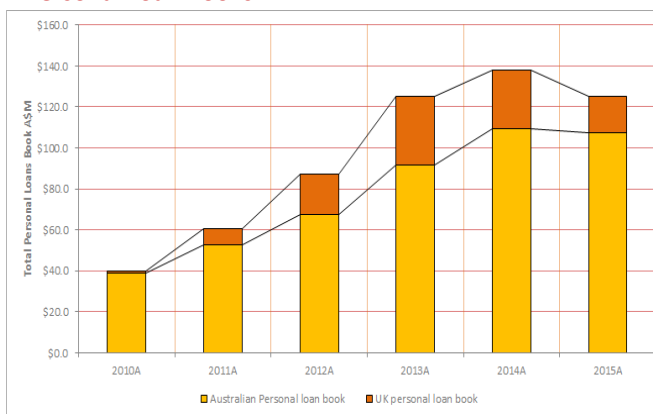
| Divisional EBITDA (Normalised) | FY2015 | FY2014 | Move |
|---|-------------|-------------|---------------|
| Franchise Operations | 6.0 | 6.6 | -10.1% |
| Store Operations | 15.8 | 15.6 | +1.4% |
| Financial Services - Administration | 12.5 | 10.4 | +20.3% |
| Financial Services – Personal Loans | 48.5 | 41.0 | +18.5% |
| Green Light Auto (before minority) | (2.0) | (4.0) | +50.8% |
| Green Light, Minority Interest | 0.2 | 3.0 | -93.4% |
| Total before head office costs | 81.0 | 72.6 | +11.6% |
| Corporate Head Office Costs | (18.3) | (16.7) | -9.5% |
| Total Divisional EBITDA (normalised) | 62.7 | 55.9 | +12.2% |

| Geographical EBITDA (Normalised) | FY2015 | FY2014 | Move |
|----------------------------------|--------|--------|---------|
| Australian Operations | 71.3 | 56.5 | +26.4% |
| UK Operations | (9.0) | (1.1) | -756.4% |
| International Operations | 0.4 | 0.5 | -15.7% |

Divisional EBITDA



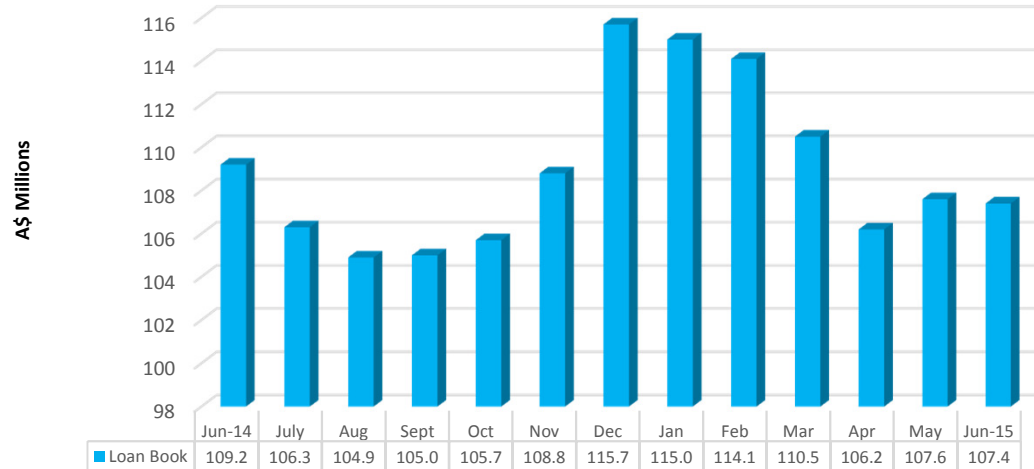
Personal Loan Books



Australian Personal Loan Book

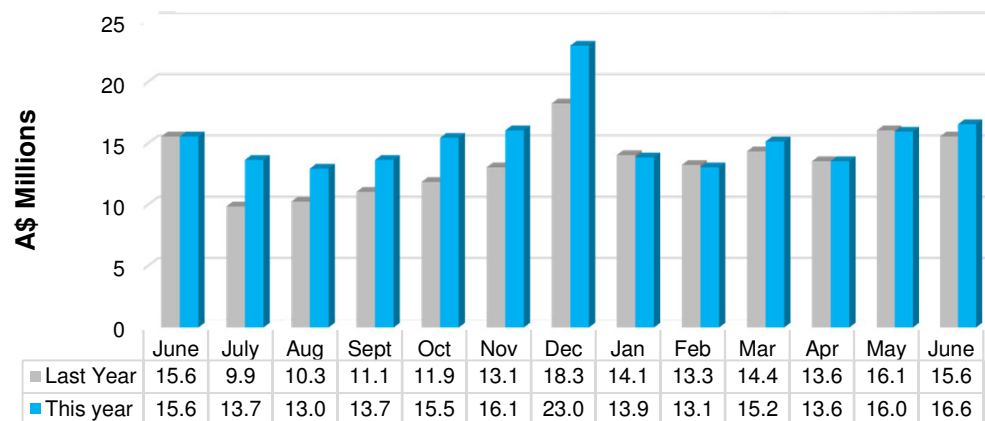
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Australian Personal Loan Book



- Loan Book \$107.4m, slightly down from \$109.2m as at June 2014
- 136,866 active customers
- Produced EBITDA of \$54.3m (2014: \$38.7m)
- Bad debts written off at 7.0% (2014: 6.6%)
- Online loans up 53.2% on pcp
- Online loans totalled \$74.6m for the period

Australian Personal Loans - Principal Advanced



Australian Cash Advance



Australian Cash Advance – Principal Advanced



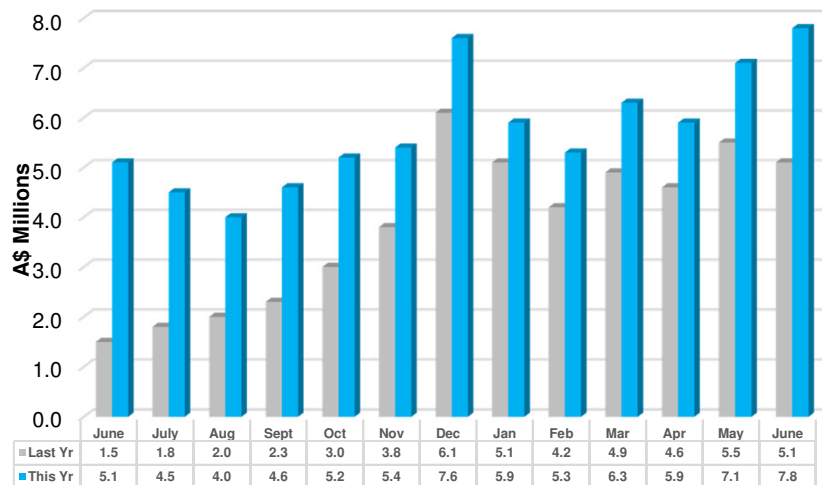
- EBITDA contribution of \$11.5m, up 19.8% on pcp
- Total principal loaned increased by 4.5% on pcp to \$249.5m
- Average loan amount was \$413 and now \$411 and total customers increased by 11.6% to 597,891

Online Loan Growth

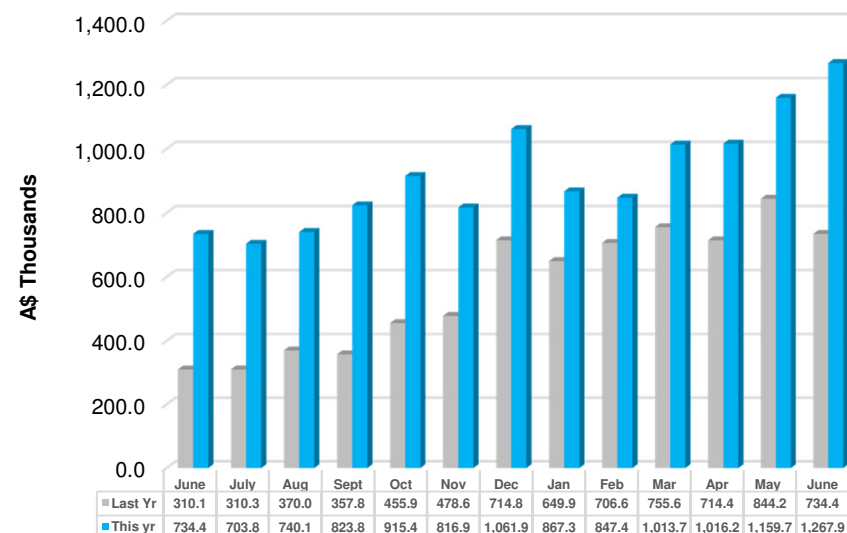


Online loan growth continues to be strong

Online Personal Loan Volumes



Online Cash Advance Volumes



Carboodle



Carboodle was established as Green Light Auto Group Pty Ltd ("GLA") in 2010. Cash Converters now holds a 100% equity interest in GLA following acquisition of the remaining 20% in late 2014

Carboodle is a licensed motor vehicle dealer providing customers who don't have access to main stream credit with a reliable and well maintained car (retail and commercial)

Carboodle provides late model vehicles to its customers via a two, three or four year lease term including most running costs (insurance, maintenance, registration, roadside assistance etc) for a weekly payment

GLA entered into a referral and broker agreement with Aussie Car Loans and an agreement with FleetPartners for the provision of quality fully maintained end of lease vehicles.

A change in the channel to market strategy has been developed using finance brokers and car dealers. The product range has been increased in order to attract a wider customer base. These strategies are showing early signs of increased leads and deliveries.

Trading Highlights

- **Active leases 798 (2014: 807)**
- **Forward contracted lease payments are \$25.4m**
- **Total revenue for the 12 months of \$8.5m**

Summary & Outlook



- Record principal advanced for personal loans in the year \$183.4m up 13.4% on pcp, continued demand for online loans
- Financial benefits of the Kentsleigh/Cliffview agency termination will be enjoyed going forward
- A significant part of loan volume growth has come from our online platforms as our technology enhancements allow loan applications to be made from mobile phones and tablets
- Australian corporate stores have performed very well and with the recent acquisition of 6 stores in Victoria and 1 in New South Wales we expect to see further growth in profit contribution from the corporate store network
- Australian business performed strongly in 2015, expect further growth in 2016 and a turnaround in the UK business

Revenue

\$374.9m

+13%

2014: \$331.7m

Normalised EBITDA

\$62.7m

+12%

2014: \$55.9m

Australian corporate stores EBITDA

\$18.8m

+15%

2014: \$16.4m

Appendix

Regulatory Environments



Cash Converters has significant experience operating in a number of regulatory regimes

United Kingdom – Regulatory Environment

The Financial Conduct Authority (FCA) published their legislation on 11 November 2014 relating to the UK market. A rate cap on high-cost, short-term credit, came into effect from 2 January 2015. The legislation introduced the following:

- A rate cap of 0.8% of the outstanding daily balance
- A £15 cap on default fees
- 100% total cost of credit cap

Cash Converters is operating within this framework.

Australia– Regulatory Environment

The Government has established a review of the small amount credit contact (SAAC) laws.

The review is being Chaired by Ms Danielle Press, CEO, Equisuper. The panel members for the review are Ms Catherine Walter AM, deputy Chair of Funds Management Victoria, and Mr Stephen Cavanagh, Partner at HWL Ebsworth.

The review will run until the end of 2015 and will consult widely with a range of stakeholders. As part of the consultation process the panel will call for submissions from interested parties.

Cash Converters will lodge a submission when the consultation process is announced.