1H14 Investor Presentation

6th February 2014

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FLEXIGROUP

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Agenda

- Highlights and Overview – Chief Executive Officer
- 1H14 Results Analysis – Chief Financial Officer
- Strategy and Outlook – Chief Executive Officer

Highlights and Overview

Tarek Robbiati
Chief Executive Officer

FXL Highlights

Receivables growth of 21% delivers Cash NPAT of $39m on track to deliver FY14 guidance

Strategy

- Business consolidation and customer centricity to deliver strong earnings momentum for FY14

Financial Result

	1H13	1H14		1H14/1H113
Cash NPAT [1]	$32.6m	$39.0m	⬆	20%
Statutory NPAT	$30.3m	$34.5m	⬆	14%
Volume	$472m	$537m	⬆	14%
Closing Receivables	$1,018m	$1,227m	⬆	21%
Interim Dividend (fully franked)	7.0c	8.0c	⬆	14%
Cash Earnings Per Share	11.5c	12.9c	⬆	12%

Note

1. Cash NPAT excludes amortisation of acquired intangibles $0.8m (1H13 $1.0m) and non recurring RentSmart deal and Lombard and Once integration costs for a total of $3.7m (1H13 $1.3m)

Growth Outlook

- Integrate RentSmart ANZ business over next 6-18 months (acquisition completed on 31 January 2014 as planned)
- Strong earnings growth momentum from:
  - The completion of the Lombard and Once integration process with the roll-out of multi-brand online cards platform in 2H14
  - Scale benefits from continued organic growth in established business segments
  - Continued capital efficiency and lower funding costs from diversified funding opportunities as a result of targeted growth in high quality (low-risk) segments

Guidance

- FY14 Cash NPAT guidance of 17% to 19% growth ($84m-$86m) on FY13
- Dividends expected to remain within the 50-60% payout range

FXL’s acquisition of Lombard and Once builds scale in Interest Free Cards and complements organic growth in Certegy and Enterprise

Receivables Growth

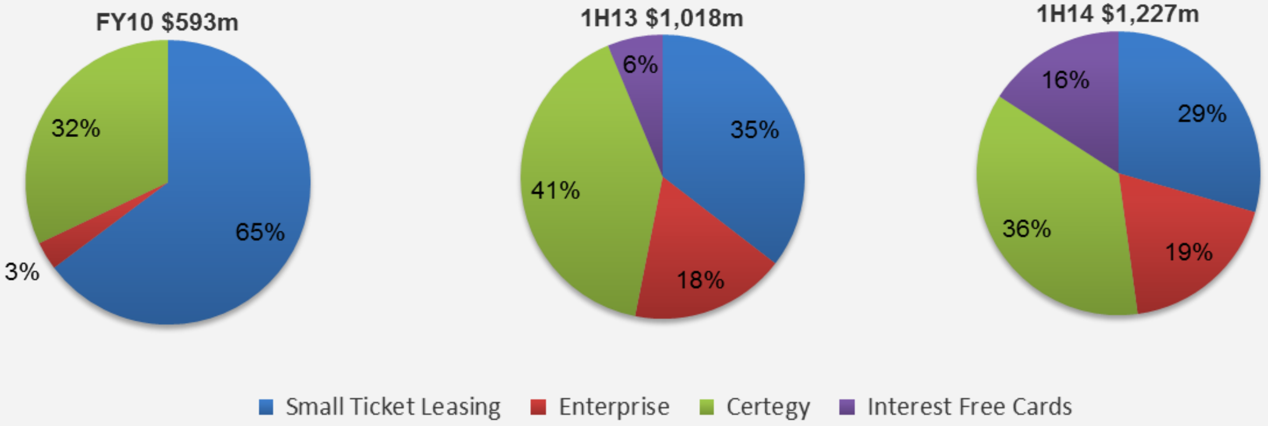
Receivables growth driven by new businesses

$m	1H13	1H14	1H14/1H13
No Interest Ever (Certegy)	$413m	$445m	8%
Consumer & SME (Small Ticket Leasing)	$361m	$361m	0%
Enterprise	$180m	$226m	26%
Interest Free Cards	$64m	$195m	n/m
Closing Receivables	**$1,018m**	**$1,227m**	**21%**

Note: 1H14 results exclude consolidation of RentSmart receivables as acquisition completed on 31 January 2014

Receivables Mix

Certegy, Interest Free Cards and Enterprise represents 71% of FXL receivables



No Interest Ever (Certegy)

Receivables growth across the mix drives NPAT growth of 23%

Performance

- Cash NPAT at $15.1m is up 23%, driven by opex efficiencies, tight risk controls and 8% growth in receivables
- Receivables growth of 8% is supported by increase in repeat volumes attributable to VIP loyalty card program initiatives
- In 1H14, close to ~$100m in solar volume despite significant wind back of Government subsidies (occurred in December 2012)
- Over 4,000 Retail Groups with over 6,000 active merchant locations

Growth Outlook

- Certegy's scalable platform continues to support growth:
  - Further penetration of cash and carry sectors utilizing new digital and mobile offerings
  - Continuing to secure new solar opportunities in a large market with current volume of over $15m per month
  - Significant enhancements and developments to increase the number and scalability of loan origination methodologies including on-line, Automated Response Unit, direct, mobile, paperless, shopping cart etc
  - Further expansion of direct to consumer marketing to increase merchant partner sales and drive volumes
  - Increased self serve interactions with VIP customers via app, EDM, SMS and digital / social interaction

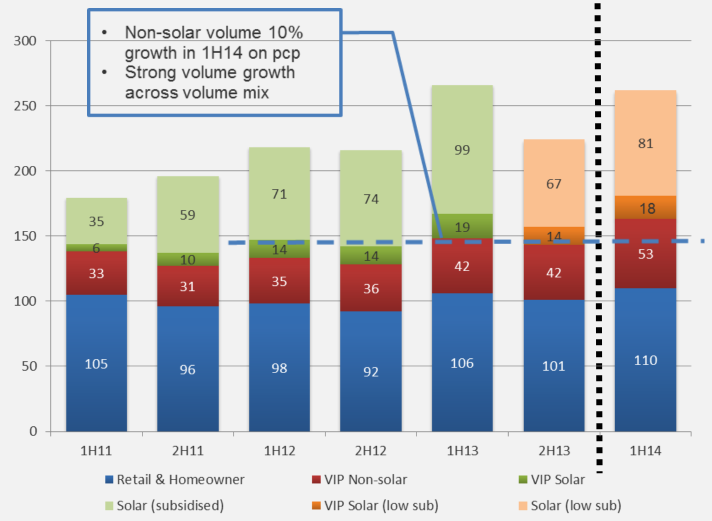
No interest ever payment processing primarily in homeowner sector

No Interest Ever (Certegy), $m	1H13	1H14	1H14/ 1H13
Volume	$266m	$262m	(2%)
Closing Receivables	$413m	$445m	8%
Cash NPAT [1]	$12.3m	$15.1m	23%

Note:

1. Cash NPAT excludes amortisation of acquired intangibles $0.3m (1H13 $0.5m)

Certegy Volume Mix ($m)



- Non-solar volume 10% growth in 1H14 on pcp
- Strong volume growth across volume mix

Interest Free Cards
Lombard and Once integration provides scale and delivers strong NPAT growth

Performance

- FlexiGroup paid $59.6m ($45.5m net of cash acquired) for Lombard & Once Credit acquisitions over 13 months, combined businesses on track to deliver >$10m in the first full year implying PE multiple of < 5.5x for the segment
- Cash NPAT of $5.1m is supported by
  - Receivables growth of $131m on pcp driven by increase in interest bearing and interest free portfolios by $68m and $63m respectively
  - Leveraging FXL's shared service infrastructure in Manila to realise opex efficiencies resulting in a significant reduction in cost to income ratio
  - Release of cash support decreases interest costs & increases facility capacity
- Receivables growth is driven by
  - Once acquisition on 31 May 2013 contributing ~$110m in receivables
  - Increased interest free volumes from new strategic partnerships in Retail & Homeowner segments
  - Product and marketing initiatives to stimulate increased card spend (22% increase in card transactions on pcp)

Growth Outlook

- Integration of Lombard and Once nearing completion and on track to deliver annual NPAT savings of $3.5m (after tax)
- Increased marketing focus on driving card usage across customer base
- Interest Free Cards continues to successfully diversify its distribution channels with more than 500 new distribution relationships since acquisition including key players such as Dick Smith, IKEA and Escape Travel
- Key learning and experience from this integration expanded on for RentSmart

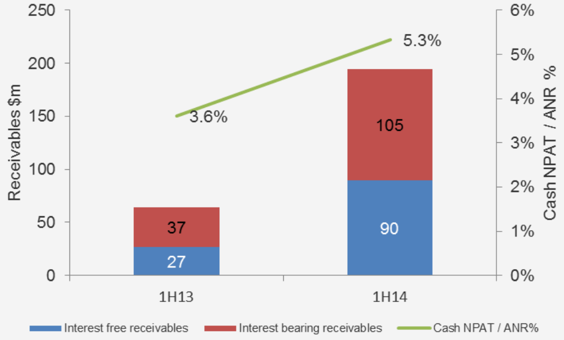
Interest free cards finance offered through retail point of sale

Interest Free Cards, $m	1H13	1H14	1H14/ 1H13
Total Volume	$39m	$95m	145%
Interest free receivables	$27m	$90m	235%
Interest bearing receivables	$37m	$105m	183%
Closing Receivables	$64m	$195m	204%
Cash NPAT [1]	$1.0m	$5.1m	393%
Customer # (like for like)	28,460	37,368	31%
Customer # Once	-	42,040	n/a
Customer # Interest Free Cards	28,460	79,408	179%

Note

1. Cash NPAT excludes amortisation of acquired intangibles of $0.4m in 1H14 (1H13: $0.4m) and non recurring acquisition and integration costs $2.8m (1H13: nil)

Cash NPAT & Receivables Growth



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Small Ticket Leasing
Diversification into SME drives positive volume growth for the first time since 1H12

Performance

- Cash NPAT at $14.4m is down 8% on pcp driven by margin compression in consumer and an increased business mix towards SME, which is lower margin
- Receivables stabilise on 1H13 with increase in Australian & NZ SME volumes, SME now contributing 52% to total Small Ticket Leasing volume (up 24% on pcp)
- Shared service platform and new operating model supports improved cost efficiency across FXL
- Mobile Broadband active subscribers at 1H14 at 67k

Growth Outlook

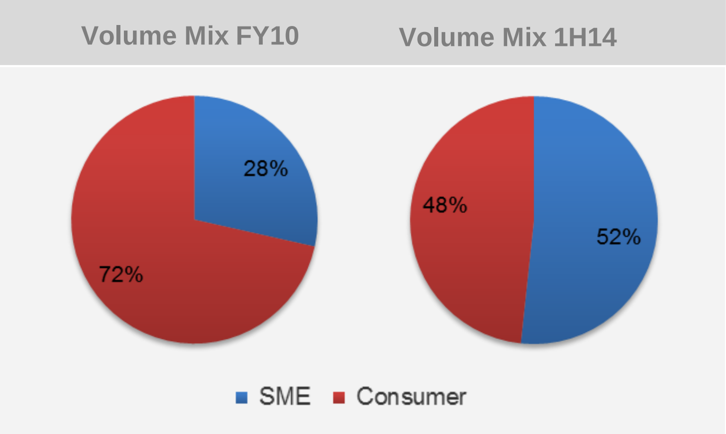
- Continued growth in SME expected to sustain volume growth moving forward
- Mobile phone plans piloted through Allphones in October 2013 coupled with higher ticket price Apple products roll out in Harvey Norman stores in 2Q14 is expected to counter volume and average deal size decline in Consumer segment
- Consolidation of RentSmart ANZ business from 1 February 2014 expected to drive receivables growth in Consumer in 2H14
- Successful integration of RentSmart ANZ to drive NPAT growth in FY15, with the same integration management team from Lombard & Once project

Small ticket leasing of IT, electronics and other assets plus Mobile Broadband & payment services

Small Ticket Leasing & BLiNK MBB, $m	1H13	1H14	1H14/ 1H13
Volume	$111m	$112m	1%
Closing Receivables	$361m	$361m	0%
Cash NPAT [1]	$15.6m	$14.4m	(8%)

Notes

1. Cash NPAT excludes amortisation of acquired intangibles $0.1m (1H13 $0.1m) and non recurring acquisition deal costs $0.8m



Enterprise
Flexi Commercial contributes $4.4m NPAT, an increase of 20% on 1H13

Performance

- Cash NPAT at $4.4m, up 20% on pcp, driven by:
  - Receivables growth of 26% supported by volume growth and new distribution channels
  - Ongoing focus on growing mid-large market segments (>$250k average deal size) continues to underpin receivables growth with solid credit quality
  - Low losses in the segment have enabled FXL to access debt markets, improving capital efficiency and lowering cost of funds

Growth Outlook

- FXL forecasts ongoing growth in Enterprise, resulting from:
  - FXL continues to diversify & grow its distribution with the number of vendor relationships of 165 at Dec-13
  - FXL has leveraged its extensive industry expertise to deliver high growth in the telephony, office equipment, software, commercial solar (Power Purchase Agreement) & managed IT service segments
  - FXL's service proposition & new product innovation is expected to result in an increased distribution footprint & improved penetration rates
  - Maturing contracts from prior years are expected to create earnings momentum in 2H14 and beyond

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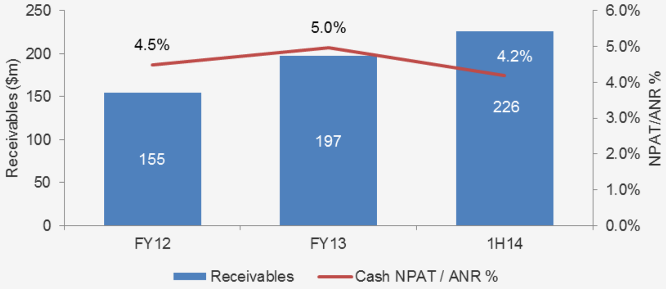
Commercial Leasing through Original Equip. Manufacturers (OEM) and Vendors

Enterprise, $m	1H13	1H14	1H14/ 1H13
Volume	$56m	$68m	23%
Closing Receivables	$180m	$226m	26%
Cash NPAT	$3.7m	$4.4m	20%


Cash NPAT & Receivables Growth

1H14 Results Analysis

David Stevens
Chief Financial Officer

FXL - delivers Cash NPAT of $39m, on track to meet market guidance

Receivables growth and acquisition integration benefits underpin Cash NPAT growth of 20%

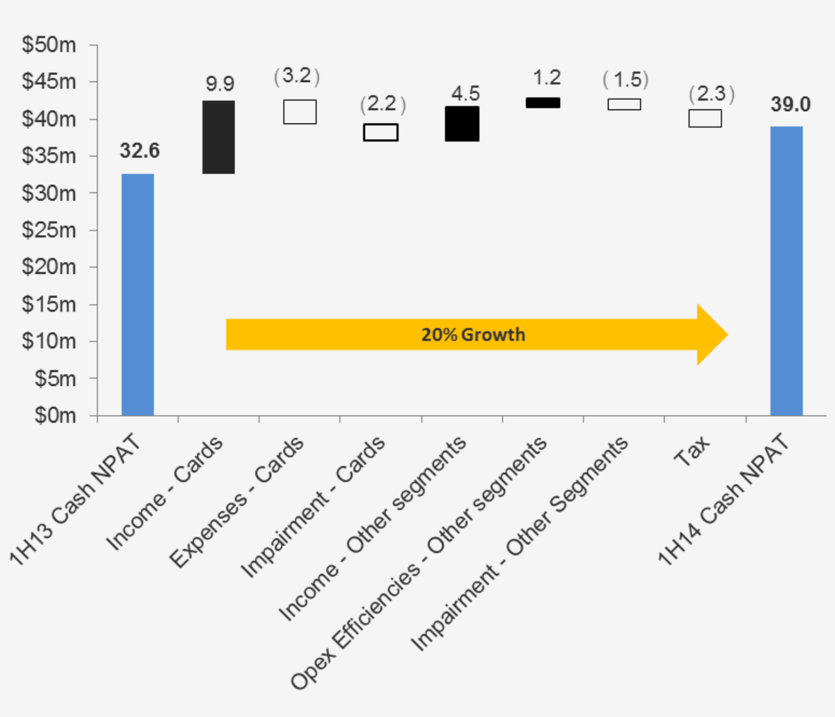
Performance

- Group Cash NPAT at $39m is up 20% on pcp, driven by:
  - +20% growth in receivables and lower funding costs, supports a $14.4m increase in net portfolio income on pcp
  - Lombard & Once Credit integration driving significant improvement in cost to income ratio in the Interest Free Cards segment
  - Changes in business mix resulting from FXL focus on growth in lower loss segments, has resulted in some yield compression across the business
  - Additional cost of funds benefit from two large successful securitisations since June 2013

Growth Outlook

- Continue to leverage from existing infrastructure and Manila platform to deliver opex efficiencies to increase returns
- Focus on driving growth in high quality Certegy, Interest Free Cards and Commercial leasing, in order to reduce credit support requirements and improve capital efficiency across the Group
- Leverage product innovation in cards and the new operating model to optimise retail relationships and drive new growth opportunities
- Deploy new Cards IT platform to support Interest Free Online product across Lombard & Once brands
- Integration of the RentSmart ANZ business, removal of existing capital constraints in order to promote growth and the realisation of integration synergies

Cash NPAT Bridge 1H13 – 1H14 ($m)



FXL - Impairment Losses
Business diversification continues to underpin strong credit quality

Performance

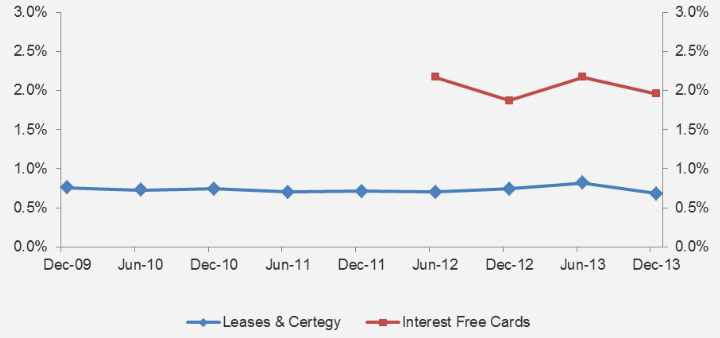
- Net impairment losses remains stable at 2.8% of ANR:
  - Certegy portfolio remains focused on the lower loss Homeowner segment
  - Growth in lower risk Commercial receivables
  - FXL's revolving IFC portfolio continues to demonstrate stable performance with 90+ delinquency at 2.0%

Outlook

- FXL will continue to focus on growing low loss segments (Enterprise, Certegy homeowners, Interest free cards)
- FXL's recent acquisition of Once Credit with the high concentration of home owners in the portfolio is expected to support impairment / ANR similar to Certegy
- Flexigroup will continue to drive growth in customer segments it understands in terms of risk, and will not relax its credit underwriting criteria

Net Impairment Losses	1H13	1H14	Impairment / ANR (%)
Small Ticket Leases	$6.8m	$6.9m	3.8%
Enterprise	$0.6m	$1.1m	1.0%
Leases	$7.4m	$8.0m	2.8%
Certegy	$5.5m	$6.4m	2.9%
Net Impairment Losses (like for like)	**$12.9m**	**$14.4m**	**2.9%**
Interest Free Cards	$0.3m	$2.6m	2.7%
Net Impairment Losses	**$13.2m**	**$16.9m**	**2.8%**
Impairment / ANR %	**2.7%**	**2.8%**	

FlexiGroup 90+ Delinquency



Note:

Small Ticket Leases and Certegy's write off policy is after 120 days and Enterprise and IF Cards' is after 180 days

FXL - Cash Flow

Strong operating cash flow supports investment into receivables growth

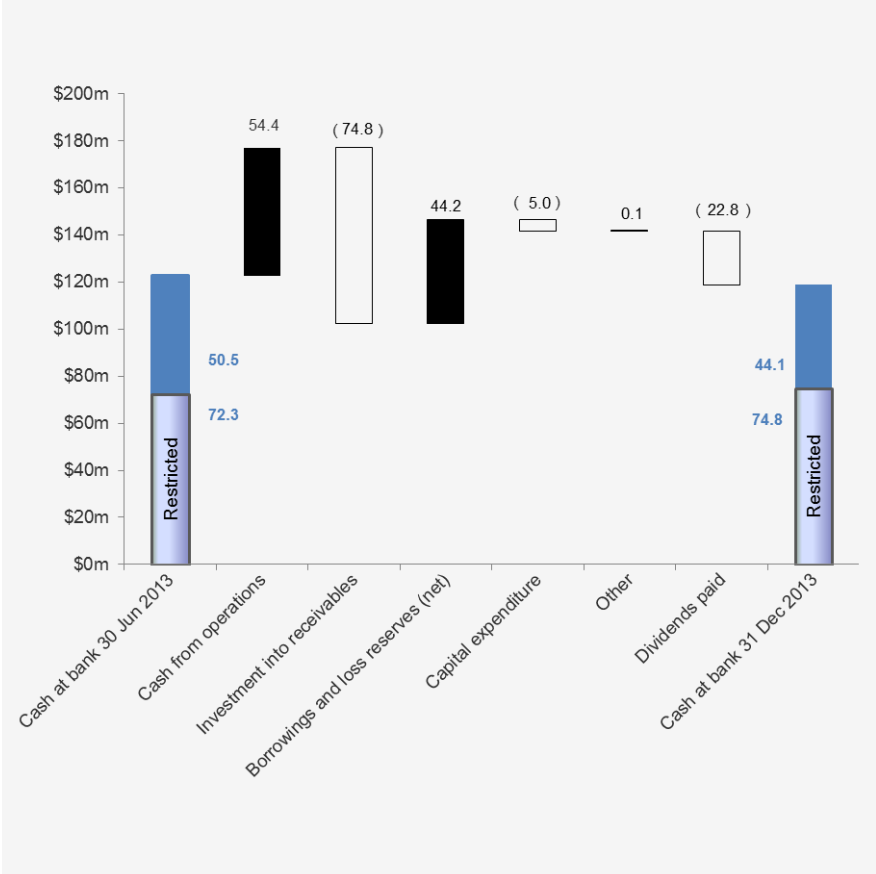
Performance

- Cash at bank was $118.9m as at 31 December 2013
- Operating cash generation capabilities of the business allow FXL to reinvest funds into receivables growth and increase final dividend by 1 cent per share
- Increased capital expenditure to upgrade IT platforms and support continuing diversification of the business

Outlook

- Dividend payout forecast to remain at 50-60% of NPAT
- $18m of unrestricted cash was used in January 2014 to pay for RentSmart ANZ acquisition with remaining $25m drawn from the corporate debt facility
- Investment into receivables to fund growth of longer termed receivables book
- New corporate debt facility approved in January 2014 for $100m ($50m drawn at 31 January 2014 after settling for RentSmart ANZ), to provide flexible funding for organic and non-organic growth

Cash Flow Bridge 1H14 ($m)



Note:

1. Restricted cash represents balances on collection accounts, which are held as part of the Group’s funding arrangements and are not available to the Group as at reporting date

FXL - Balance Sheet

Remains appropriately geared as balance sheet continues to grow

Performance

- FXL remains appropriately geared with recourse Debt/Equity at 10%, increasing to 21% after settlement of RentSmart ANZ acquisition on 31 January 2014
- Equity adjusted for intangibles grew by 43%
- SPV borrowings are non-recourse to FXL
- Borrowings are matched to contract term and interest rates are fixed to match fixed income products
- No bullet repayments on receivables funding

Outlook

- 84% of total borrowings are fixed to contract term, which provides protection against underlying movements in base rates
- FXL's remaining borrowings predominantly relates to Interest Free Cards which are funded off a floating rate. FXL has the ability to vary the customer margins to match any underlying change in official interest rates
- FXL's strategy of diversifying funding sources has resulted in a step-change reduction in FXL's funding costs

	Dec-13		Dec-12	
Summarised Balance Sheet	**FlexiGroup excl. SPV's**	**FlexiGroup incl. SPV's**	**FlexiGroup excl. SPV's**	**FlexiGroup incl. SPV's**
Cash at Bank (unrestricted)	44.1	44.1	27.9	27.9
Cash at Bank (restricted)	74.8	74.8	56.0	56.0
Receivables	76.3	1,208.7	48.2	1,000.2
Investment in unrated notes in securitisation vehicles	119.8	-	94.8	-
Other Assets	62.7	62.7	59.3	59.3
Goodwill and Intangibles	124.3	124.3	108.2	108.2
Total Assets	**502.0**	**1,514.6**	**394.4**	**1,251.6**
Borrowings	25.0	1,064.3	20.7	896.1
Cash Loss Reserves available to Funders	-	(26.7)	-	(18.2)
Other Liabilities	95.3	95.3	85.1	85.1
Total Liabilities	**120.3**	**1,132.9**	**105.8**	**963.0**
Total Equity	**381.7**	**381.7**	**288.6**	**288.6**
Gearing	**10%**	**N/A**	**11%**	**N/A**

Notes:

1. Gearing = Recourse borrowings as a percentage of FlexiGroup equity adjusted for intangibles
2. Non-recourse borrowings are secured against FXL's lease and interest free receivables and cash security in Special Purpose Entities (SPV's)

FXL - Funding

Committed support from banks and institutions, diverse funding sources

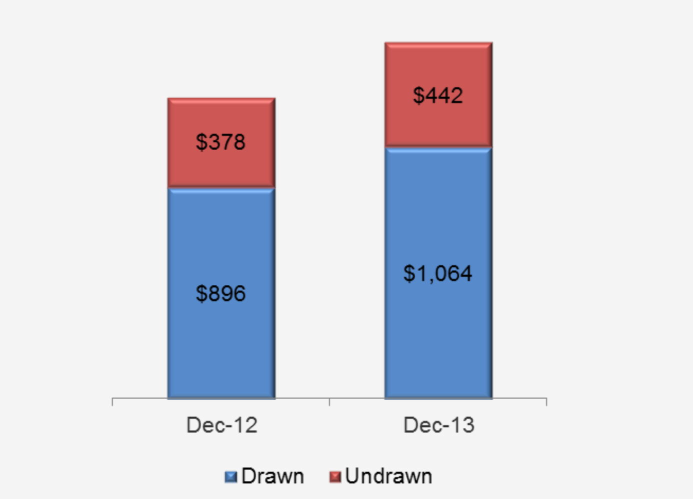
Performance

- FlexiGroup maintains a conservative funding strategy, with multiple committed facilities for all scale businesses, combined with an active debt capital markets presence for enhanced diversification
  - Revolving facilities with 5 Australian banks plus numerous institutional investors in its Asset-Backed Securities ("ABS") program
  - One ABS issuance completed in 1H14, the $270m Flexi ABS Trust 2013-2 in September 2013
  - Transfer of existing funding lines on the purchase of Once Credit
  - The Group also has access to $100m corporate debt facilities as at 31 January 2014 (of which $50m is undrawn)

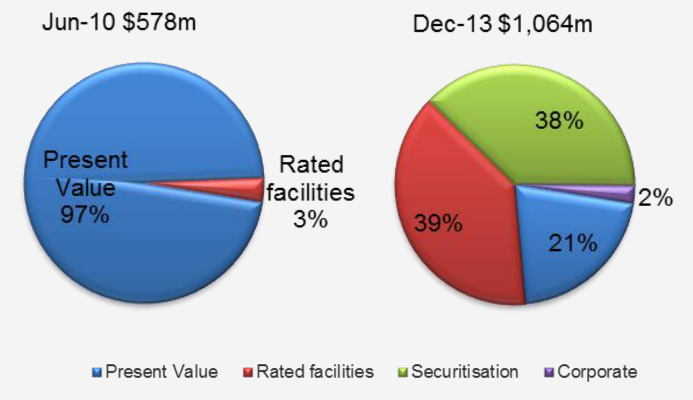
Outlook

- FXL has sufficient unused bank warehouse facilities to fund growth in the foreseeable future without any securitisation of receivables
- Despite sufficient unused bank warehouse facilities, FXL intends to continue to securitise through its ABS program whilst exploring other diversification strategies

Funding Facilities ($m)



Diversified Funding Sources



Strategy and Outlook

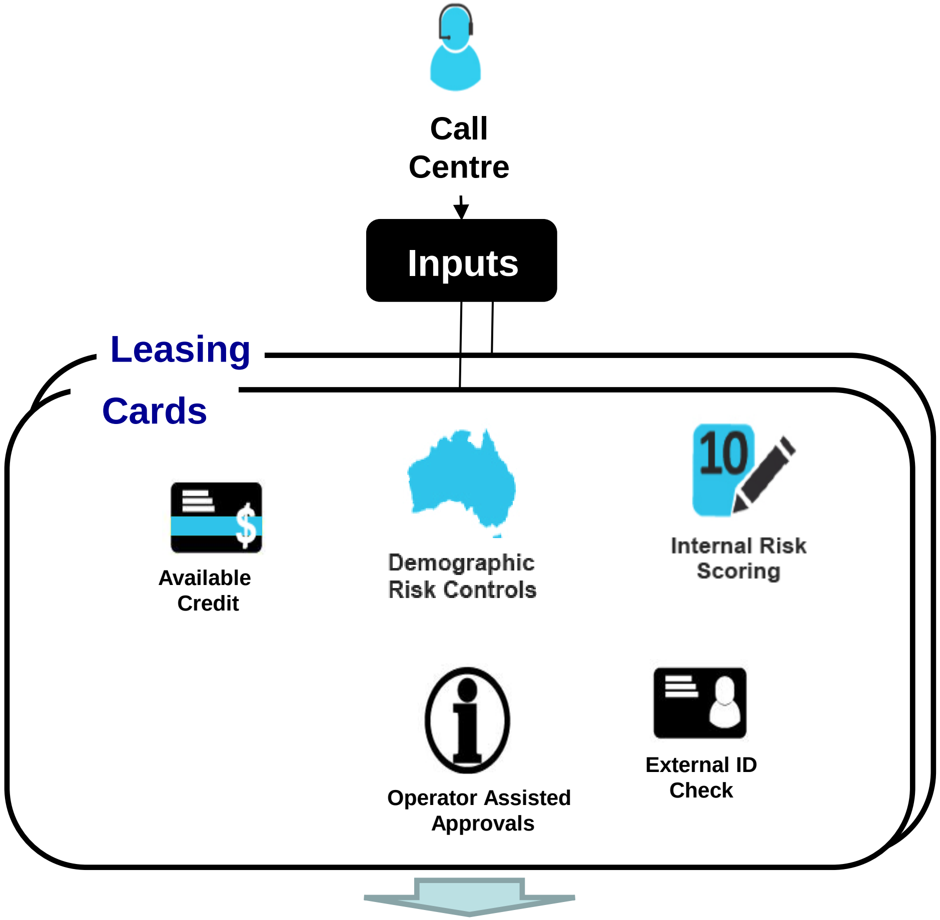
Tarek Robbiati
Chief Executive Officer

We have organised ourselves to become more customer-centric…

Business Segments	Consumer &SME	Enterprise	Certegy
Business Dev. Sales & Acct Mgmt	Business Development	Business Development	Business Development
	Sales and Account Management	Sales and Account Management	Sales and Account Management
	Product Management (Lease, Mobiles Phones, MBB) Product Management (Cards)	Product Management	Product Management
Operations And IT	Call&Click Origination	Online Origination Platform	Call&Click Origination
	Cards Mobiles Leasing		
	Lending	Lending	Lending
	Call&Click Sales Support	Call&Click Sales Support	Sales Support
	Settlements		Settlements
	Collections		Collections
	I.T.		I.T.
Corporate Centre	Strategic Marketing, Finance, Risk Management, HR, Legal		

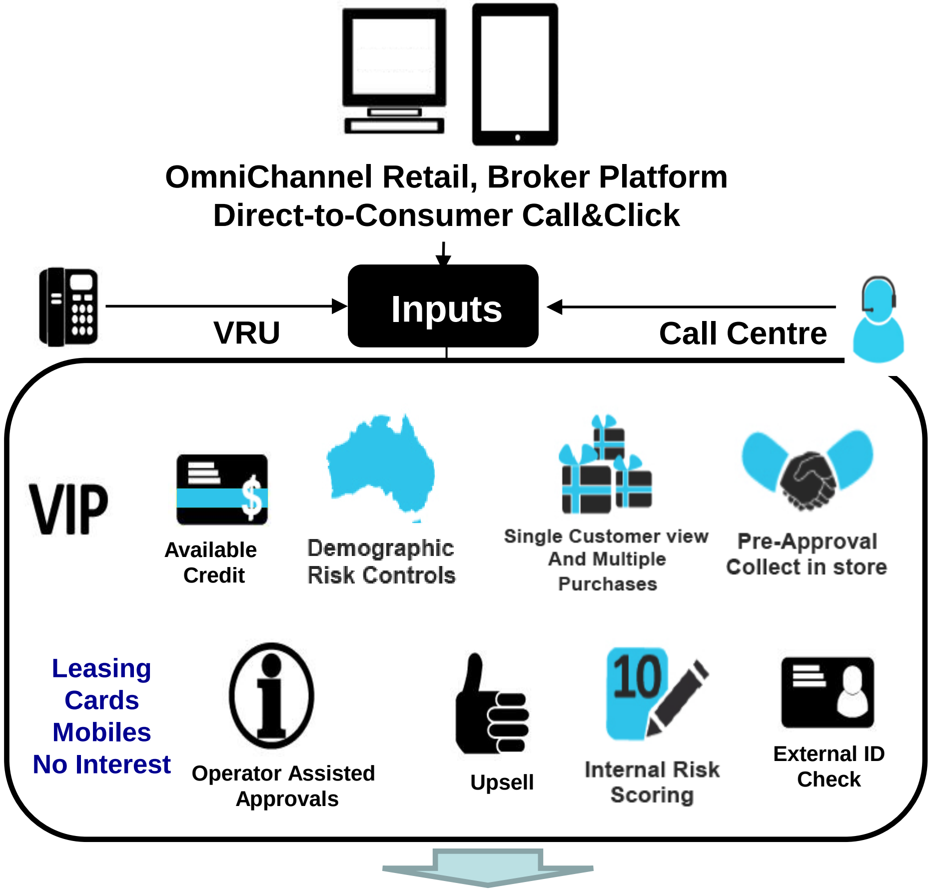
We are now evolving towards becoming an integrated full-service provider of finance solutions to consumers and businesses alike

From Product-centric Call-Centre Based Finance Provider to…



Back-office efficiencies from offshoring

… Integrated Full-Service Provider of Finance Solutions with multiple originating and servicing options



Back-office efficiencies from offshoring combined with improved productivity and customer reach in Australia

Flexigroup will continue to drive focus and scale efficiencies, providing solid and consistent profitability

Focused Growth and Credit Quality

- FXL has focused on growing receivables across large market segments by delivering compelling customer value propositions with Certegy, Enterprise and Interest Free Cards
- These growth segments have similar low risk profiles, resulting in lower losses & lower capital requirements

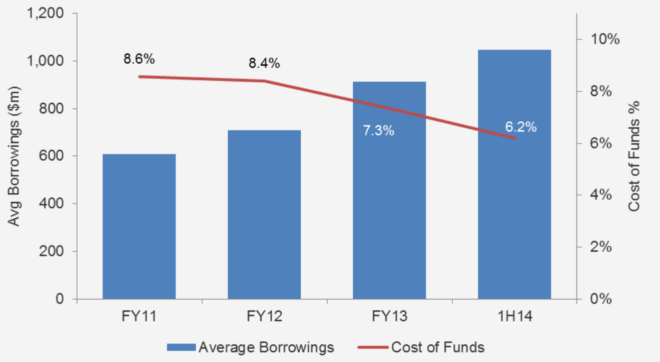
Funding and Operating Expense Efficiencies

- FXL's focus on growth in high quality segments has enabled the Group to embrace securitisation and deliver capital efficient funding resulting in a 110bps improvement in cost of funds on pcp
- Investment in shared services platform and transition to Manila has delivered significant cost efficiencies in 2H13, and will continue in FY14 and beyond
- Digital evolution and the move towards Call&Click model across Interest Free Cards, Consumer and SME Leasing and Enterprise to increase customer reach and drive significant productivity and scale benefits over next 24-months

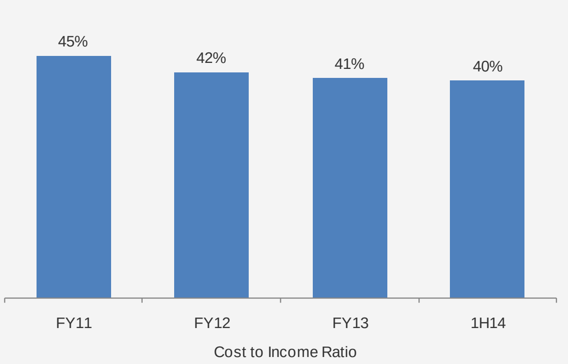
Profitability and Returns

- FXL's growth has been achieved whilst maintaining ROE in excess of 20% (significantly higher than the financial sector average)

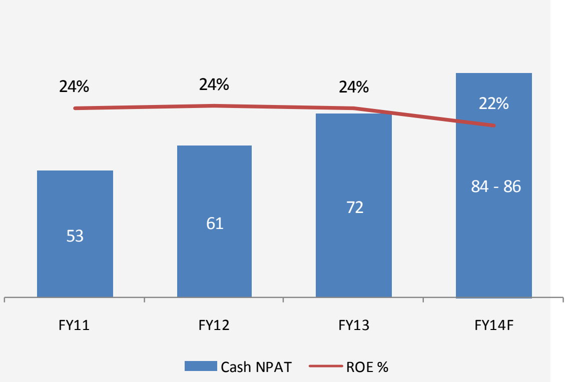
Low losses support cost of funds improvements



Shared service investments start to pay off



FXL maintains high ROE



Outlook

Strong NPAT growth is sustainable, FY14 guidance at 17% to 19% NPAT growth reiterated

Drivers of FY14 NPAT Growth

FXL Cash NPAT is expected to grow by 17%-19% to $84m-$86m, driven by:

- Completion of integration of Once and roll-out of multi-brand online cards platform. Increased focus on marketing cards usage
- Continued solid performance from Certegy
- Improved product penetration and reach in key accounts with customer-centric operating model, and transition to Call&Click Model as Rentsmart is integrated into Flexigroup over next 18-months
- Continued focus on tight cost control to extract operating expense efficiencies from shared services platform to Manila and rationalisation of IT and operational platforms in Interest Free Cards business
- Receivables growth through scale in Interest Free Cards, SME volumes growth in leasing and increased distribution footprint in Enterprise
- New product development across Consumer&SME (e.g. Mobile phone program) and Enterprise (RV-based products) and Certegy entry in New Zealand

Risks to FY14 NPAT Growth

- Exposure to macro-economic environment (i.e. rise in unemployment in a context where the Australian consumer remains highly geared)
- Greater than anticipated decline in Flexirent Consumer volumes and increased cost pressure as we transition to Call&Click integrated model
- Delays in integration of RentSmart

Appendices

FXL - Overview

FlexiGroup is a diversified financial services group providing point of sale interest free, no interest ever, leasing, vendor programs, interest free cards and other payment solutions to consumers and businesses

Background

- Founded in 1988 leasing office equipment to business
- Leading provider of consumer/small business retail point-of-sale finance
- Diversified products include: interest free cards, no interest ever, vendor finance / commercial leasing, mobile broadband, online & mobile payment services

Market

- IPO in 2006
- ASX200 stock with market cap of approximately A$1.3bn

Distribution platform

- 700,000 finance customers, ~12,000 active retailers, 67,000 broadband subscribers, $1.2bn in receivables
- Distribution network across multiple industries, including relationships with:
  - AGL Solar, Husqvarna, Toys-R-Us, Apple resellers, M2 Commander, Harvey Norman, Noel Leeming, King Furniture, Dick Smith, IKEA and Fantastic Group

High performance culture

- Talented management team with capability to manage much larger organisation
- Australia and New Zealand Best Employers — AON Hewitt
- Australia's Best Contact (Call) Centre — ATA Award
- International IT Award — ICMG Architecture Excellence

Balance sheet

- Well capitalised balance sheet with further capacity – return on equity 22%
- Highly diversified funding with committed facilities from Australian and International institutions to support growth

Solid risk profile

- eRisc award winning credit assessment system
- 20 years experience in consumer & business credit embedded in scoring systems

Acquisitions

- Management with significant acquisition experience, have successfully acquired:
- Rentsmart ANZ on 31 January 2014
- Once Credit Interest Free and Visa card business on 31st May 2013
- Lombard Finance Interest Free and Visa card business on 1st June 2012
- Certegy in 2008 – has outperformed management expectations
- Conservative approach to acquisitions - target accretive, high volume businesses

30 Jun YE (A$m)	FY10	FY11	FY12	FY13
Closing Receivables	**593**	**707**	**927**	**1,163**
growth	*10%*	*19%*	*31%*	*25%*
Total Portfolio Income	**204**	**223**	**246**	**284**
growth	11%	9%	10%	15%
EBITDA	**63**	**76**	**90**	**105**
margin	11%	11%	10%	9%
EBIT	**58**	**71**	**83**	**95**
margin	10%	10%	9%	8%
Cash NPAT	**42**	**53**	**61**	**72**

FXL FY14 Guidance: Cash NPAT 17% – 19% growth

AON Hewitt Best Employers of the Year 2011

Australia's Contact Centre of the Year 2010

International iCMG Best IT Architecture Award 2010

FXL - Overview

4 acquisitions, 2 organic startups and a diversified product suite

FLEXIGROUP

Retail and Online to Consumer & SME

FLEXI RENT

- Trading since 1988, IPO Dec 2006
- Lease and mobile broadband offered in IT, electrical & other channels
- Online & mobile payment solutions via Paymate
- Preserves margin for the retailer / merchant
- Customers get loaner, protect & affordable monthly payments

Key metrics

- $361 million receivables
- 37 month average term

Retail / Online point-of-sale Lease, Mobile Broadband & mobile payment solutions

No Interest Ever

certegy Australia

- Trading since 1989, acquired Oct 08
- Interest free & cheque guarantee products offered in diverse industries
- Increases sales volumes for retailers
- No interest (ever) payable by the customer

Key metrics

- $445 million receivables
- 27 month average term

Small business & retail "No Interest Ever"

Interest Free Cards

- Trading since 2002, acquired May 2012
- Interest free point of sale card finance company
- Retail partners are offered interest free product and customers are cross sold a Visa card
- Visa card subsequently used for everyday retail purchases
- Once Credit acquired on 31st May 2013

Key metrics

- $195 million receivables
- 24 month average term

Retail point-of-sale Interest Free Cards

Enterprise

FLEXI COMMERCIAL

- Recruited an experienced industry team in Nov 09
- OEM / Vendor leasing to business
- Increase sales volumes for OEMs / Vendors
- Affordable, tax deductible means for customers to acquire assets

Key metrics

- $226 million receivables
- 50 month average term

OEM & vendor lease to Enterprise accounts

Diversification, innovation and disciplined execution are at the core

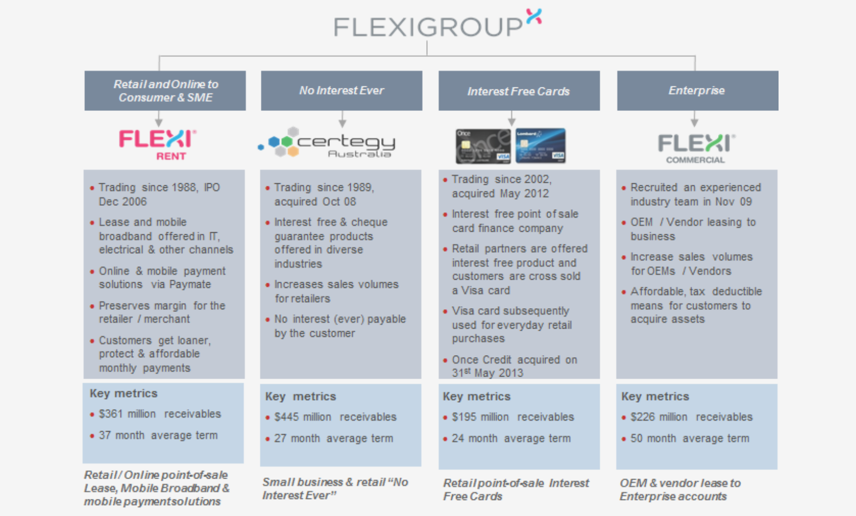
Culture of innovation drives diversification

Identify an underserviced market

Leverage core infrastructure *IT, contact centre, collections, sales & training*

Innovate to drive growth and profit

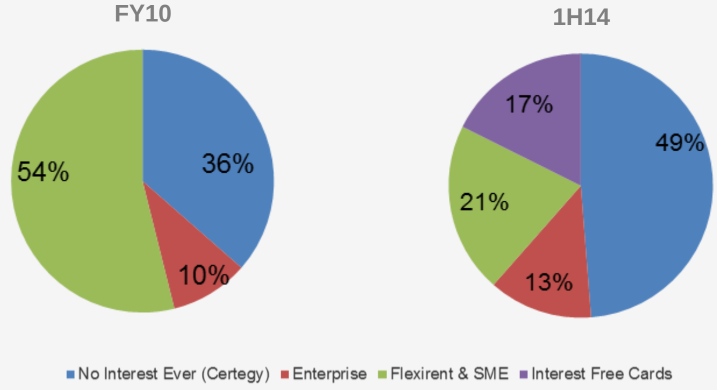
Organic start-up or accretive acquisition


FLEXIGROUP

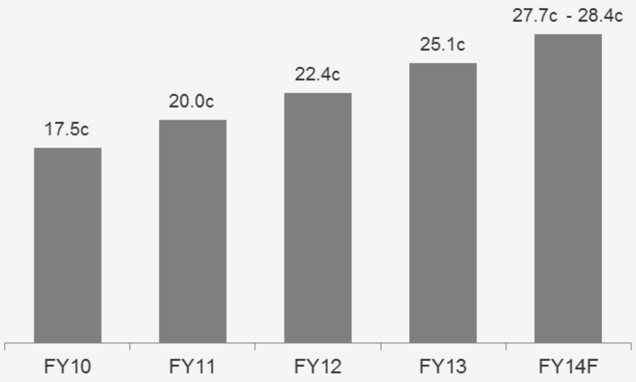
Retail and Online to Consumer & SME	*No Interest Ever*	*Interest Free Cards*	*Enterprise*
FLEXI RENT	certegy Australia		FLEXI COMMERCIAL
• Trading since 1988, IPO Dec 2006 • Lease and mobile broadband offered in IT, electrical & other channels • Online & mobile payment solutions via Paymate • Preserves margin for the retailer / merchant • Customers get loaner, protect & affordable monthly payments	• Trading since 1989, acquired Oct 08 • Interest free & cheque guarantee products offered in diverse industries • Increases sales volumes for retailers • No interest (ever) payable by the customer	• Trading since 2002, acquired May 2012 • Interest free point of sale card finance company • Retail partners are offered interest free product and customers are cross sold a Visa card • Visa card subsequently used for everyday retail purchases • Once Credit acquired on 31st May 2013	• Recruited an experienced industry team in Nov 09 • OEM / Vendor leasing to business • Increase sales volumes for OEMs / Vendors • Affordable, tax deductible means for customers to acquire assets
Key metrics • $361 million receivables • 37 month average term	**Key metrics** • $445 million receivables • 27 month average term	**Key metrics** • $195 million receivables • 24 month average term	**Key metrics** • $226 million receivables • 50 month average term
Retail / Online point-of-sale Lease, Mobile Broadband & mobile payment solutions	*Small business & retail "No Interest Ever"*	*Retail point-of-sale Interest Free Cards*	*OEM & vendor lease to Enterprise accounts*

Diversification drives growth in volume and shareholder value

Volume $m



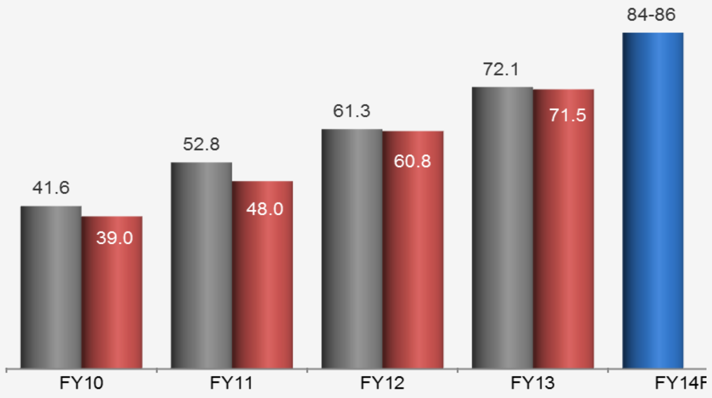
Cash EPS (cents)



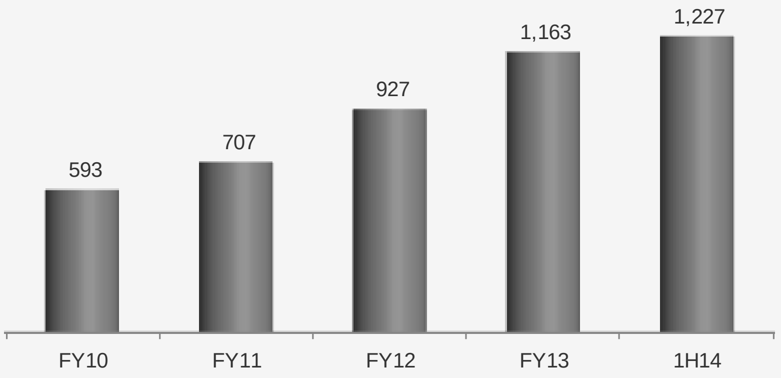
Solid track record consistently meeting expectations

EPS &TSR performance consistently in Top Quartile of ASX200

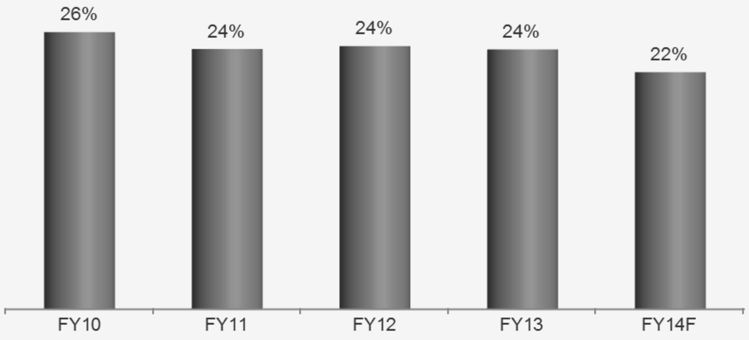
Consistently met Cash NPAT forecast – 4 Year CAGR 21%



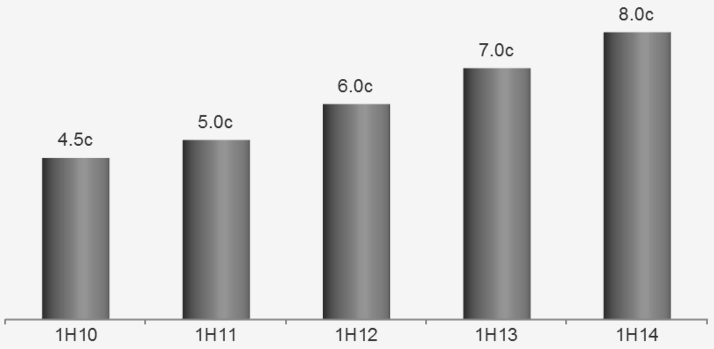
Strong receivables growth



High return on equity



Interim Dividend payout 50%-60%



Detailed Statutory Income Statement

A$ MILLION	**1H14**	**1H13**
Total portfolio income	151.5	138.4
Interest expense	(32.4)	(33.7)
Operating income (before impairment)	**119.1**	**104.7**
Impairment losses	(16.9)	(13.2)
Operating income (after impairment)	102.2	91.5
Payroll and related expenses	(27.6)	(28.9)
Depreciation and amortisation	(3.6)	(3.7)
Administration expenses	(16.9)	(13.5)
Total Expenses	**(48.1)**	**(46.1)**
Net Profit Before Tax	**54.1**	**45.4**
Tax expense	(15.1)	(12.8)
Cash Net Profit After Tax	**39.0**	**32.6**
Amortisation of acquired intangibles	(0.8)	(1.0)
Non recurring acquisition and integration costs	(3.7)	(1.3)
Statutory Net Profit After Tax	**34.5**	**30.3**

Detailed Statutory Balance Sheet

	Including SPV's		Excluding SPV's	
A$ MILLION	**Dec-13**	**Dec-12**	**Dec-13**	**Dec-12**
Assets				
Cash at bank	118.9	83.9	118.9	83.9
Loans and receivables	1,226.6	1,017.5	214.0	160.3
Allowance for losses	(17.9)	(17.3)	(17.9)	(17.3)
Net receivables	1,208.7	1,000.2	196.1	143.0
Other receivables	46.2	45.5	46.2	45.5
Rental equipment	0.8	0.2	0.8	0.0
Inventory	0.5	0.1	0.5	0.3
Plant and equipment	4.0	4.7	4.0	4.7
Deferred tax assets	11.2	8.8	11.2	8.8
Goodwill	100.7	88.0	100.7	88.0
Other intangible assets	23.6	20.2	23.6	20.2
Total Assets	**1,514.6**	**1,251.6**	**502.0**	**394.4**
Liabilities				
Borrowings	1,064.3	896.1	25.0	20.7
Loss Reserve	(26.7)	(18.2)	0.0	0.0
Net Borrowings	1,037.6	877.9	25.0	20.7
Payables	31.0	27.2	31.0	27.2
Current tax liability	7.2	9.0	7.2	9.0
Provisions	4.6	4.0	4.6	4.0
Derivative financial instruments	3.0	2.5	3.0	2.5
Contingent and deferred consideration	0.0	1.8	0.0	1.8
Deferred tax liabilities	49.5	40.6	49.5	40.6
Total Liabilities	**1,132.9**	**963.0**	**120.3**	**105.8**
Net Assets	**381.7**	**288.6**	**381.7**	**288.6**
Equity				
Contributed equity	160.0	98.5	160.0	98.5
Reserves	(1.0)	(5.4)	(1.0)	(5.4)
Retained Profits	222.7	195.5	222.7	195.5
Total Equity	**381.7**	**288.6**	**381.7**	**288.6**

Detailed Statutory Cash Flows

A$ MILLION	1H14	1H13
Cash flows from operating activities		
Net interest received	107.9	89.8
Other portfolio income	47.8	50.5
Payments to suppliers and employees	(52.7)	(56.3)
Borrowing costs	(33.9)	(34.0)
Taxation paid	(14.7)	(15.0)
Net cash inflow provided from operating activities	**54.4**	**35.0**
Cash flows from investing activities		
Capital expenditure	(5.0)	(3.3)
Loans to related parties	(0.8)	-
Net increase in:		
Customer loans	(39.6)	(75.1)
Receivables due from customers	(35.2)	(26.8)
Net cash outflow from investing activities	**(80.6)**	**(105.2)**
Cash flows from financing activities		
Dividends paid	(22.8)	(18.6)
Proceeds from issue of shares on vesting of share options	-	3.7
Increase in borrowings	27.8	104.0
Decrease in loss reserves	16.4	1.7
Net cash inflow from financing activities	**21.4**	**90.8**
Net (decrease) / increase in cash and cash equivalents	**(4.8)**	**20.6**
Cash and cash equivalents at the beginning of the year	**122.8**	**63.2**
Effects of exchange rates changes on cash and cash equivalents	**0.9**	**0.1**
Cash and cash equivalents at the end of the year	**118.9**	**83.9**