

ASX announcement (ASX:PLT)

17 March 2021

Plenti presentation to ASX Small and Mid-Cap Conference

Plenti Group Limited (ASX:PLT) attaches the presentation to be given by Plenti at the ASX Small and Mid-Cap Conference today at 2:00pm AEDT.

This release was approved by the Chief Executive Officer on behalf of the Plenti board of directors.

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About Plenti

Plenti is a fintech lender, providing consumers with finance options across large lending verticals of automotive, renewable energy and personal lending with efficient, simple and competitive loans delivered through a proprietary technology platform. Plenti is Australia's fastest-growing fintech consumer lender since its establishment in 2014.

For more information visit plenti.com.au/shareholders

17 MARCH 2021

Building Australia's best lender

ASX small & mid-cap conference

Plenti

About Plenti

Plenti is a fintech lender, providing Australians with faster, fairer loans through smart technology.

Plenti recognises that customer expectations are evolving and believes every Australian should have access to high quality lending.

Leveraging its proprietary technology, Plenti delivers the best loans available, providing customers and investors with offerings in automotive, renewable and personal loans.

Since its establishment as RateSetter in 2014, Plenti has grown across all parts of its business including loan originations, lending verticals and funding capacity, and demonstrated its credit capabilities and ability to scale.

Plenti listed on the Australian Securities Exchange in September 2020.

Presenters



Daniel Foggo

CEO & Cofounder

- 20+ years of fintech and investment banking experience
- Founder of PartPay (acquired by Zip)
- Formerly at Rothschild and Barclays



Miles Drury

CFO

- Previously CFO of Caltex Retail division and General Manager Strategy for Caltex
- 14 years finance experience at UBS Investment Bank

Our strengths



- ✓ **Proprietary, end-to-end technology** provides a sustainable competitive advantage and supports growth and efficiency
- ✓ **Diversified lending products and distribution** provides flexibility and a broader opportunity set
- ✓ **Diversified funding platforms** provides resilience and scalable funding capacity
- ✓ **Proven credit track record and capabilities**



58%
yoy loan
origination growth¹

60%
3-year loan
portfolio CAGR²

\$508m
loan portfolio³

62,000+
borrowers⁴

>\$50m
annual revenue

0.82%
net loss rate⁵

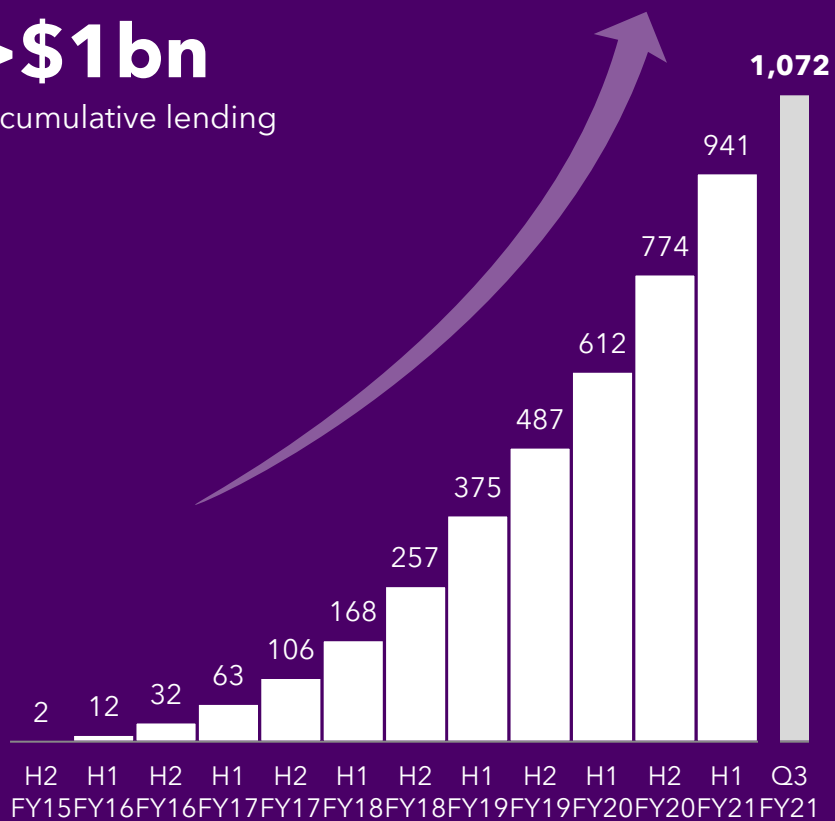
A high-growth fintech pioneer

Track record of delivering strong, consistent growth

Cumulative lending (\$m)

>\$1bn

in cumulative lending

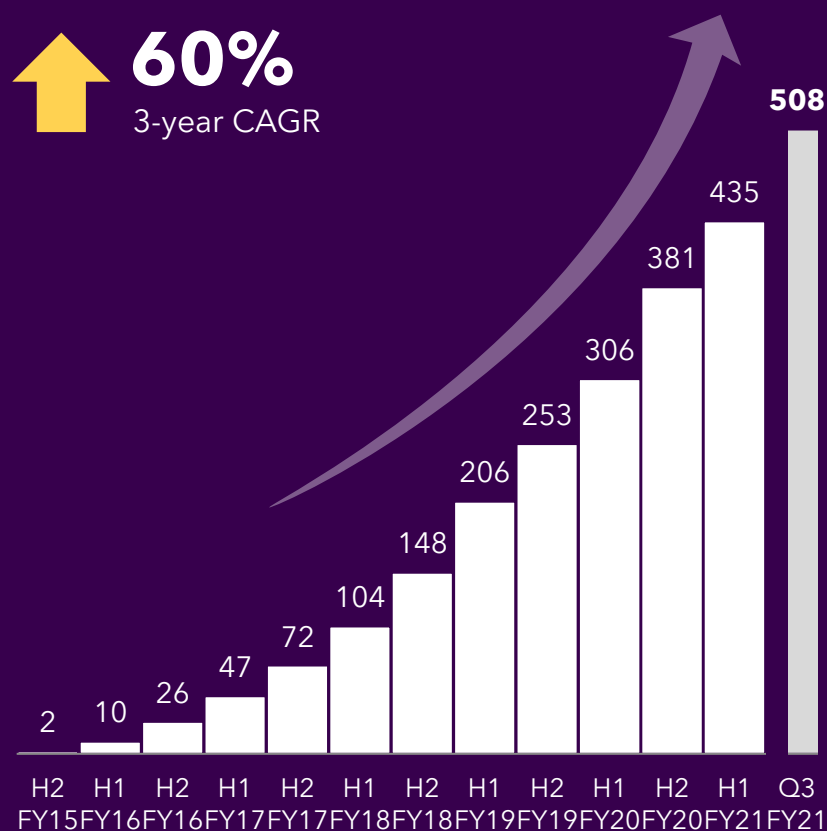


Loan portfolio (\$m)



60%

3-year CAGR



Growing rapidly in large lending markets

Building a comprehensive product offering across substantial lending verticals, each undergoing significant change

Automotive



\$33bn+

Annual lending¹

- Market undergoing structural, regulatory and technological change
- Banks/traditional lenders exiting due to high cost and poor experience of legacy technology and operating platforms
- Car purchase and finance journey moving online

Renewable energy



>280k

Households installing solar annually²

Multi \$bn

Government programs supporting uptake

- Strong growth in household solar uptake
- Increasing battery adoption, increasing finance opportunity
- State subsidy programs an important driver of future market growth

Personal



\$12bn+

Annual lending³

- Bank market share declining
- Consumers increasingly moving to alternative providers, seeking value and convenience
- Attractive margins and risk-adjusted return profile

Technology-powered lending

Growth driven by superior customer and partner experiences, delivered via Venus, our proprietary technology platform

Venus technology platform

Delivering faster, easier loans to customers and distribution partners

Proprietary end-to-end technology platform built and maintained in house

Scalable and feature-rich, built on modern cloud services

Strong technology culture - 23 FTE in tech and product roles

Superior customer experience

Fast approvals and settlements

Streamlined, automated credit decisioning

Multi-channel distribution and integration capability

✓ Scalability

✓ Efficiency

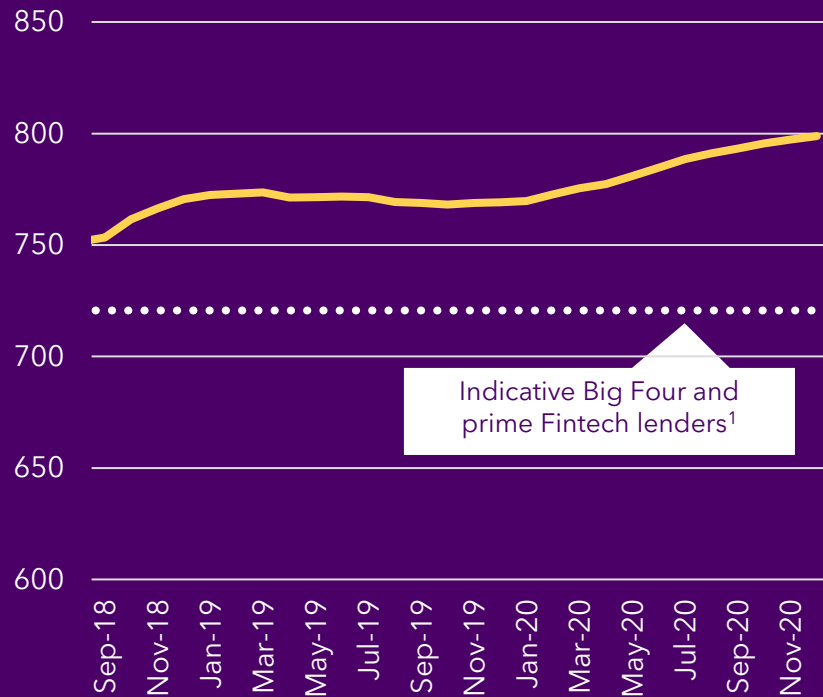
✓ Speed

✓ Rapid launch of new products and features

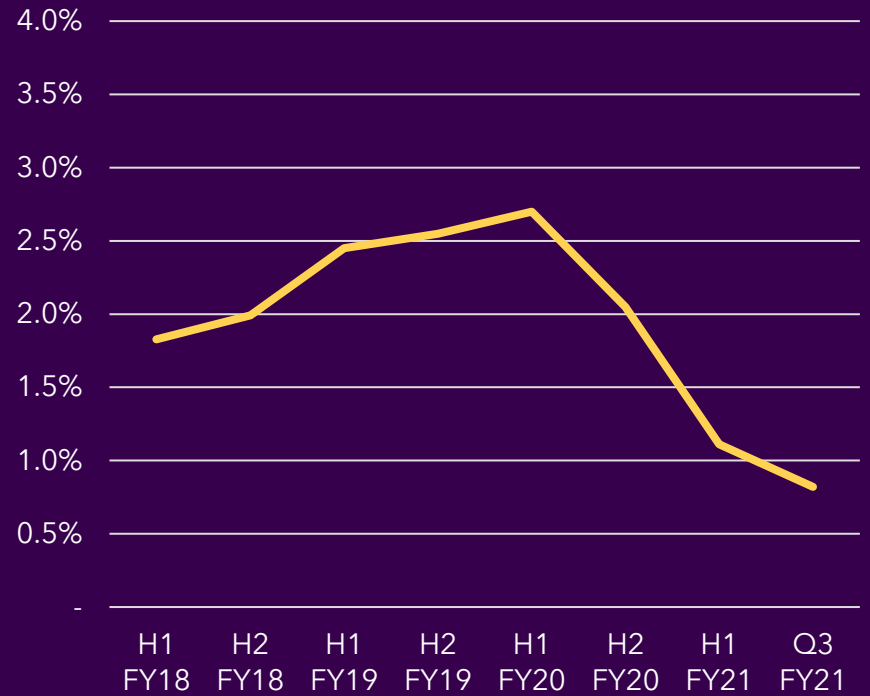
Focused on prime borrowers

Prime loan portfolio drives industry-leading loss rates

Average credit score on loan portfolio



Net charge-off rate²



Diverse, scalable funding platforms

Deep funding capacity with decreasing cost of funds

Warehouse funding

- **Automotive warehouse**
 - \$275m facility
 - \$121m of headroom as at 31 Dec
 - Ability to upsize
- **Personal loan and renewable energy finance warehouse**
 - Launched Dec-21 at initial \$100m limit
 - Ability to upsize



Deep, competitively priced funding

Plenti Lending Platform

- Over 23,000 registered investors, including retail, institutional, government investors
- Provide significant funding flexibility, allowing expansion into new verticals
- Provides significant funding diversity and scalability



Diverse, scalable, capital-light funding

Plenti Wholesale Lending Platform

- Funding provided directly by banks and Government entities
- Historically utilised to fund automotive loans
- Currently exclusively used for funding NSW Empowering Homes Program pilot



Flexible, specialist funding

Medium-term priorities

Continue to build scale

- Accelerate growth in loan originations
- Establish leadership position in core lending verticals
- Expand product suite
 - Renewable BNPL (launched in March)
 - Commercial automotive and renewable (in development)

Extend technology advantage

- Continue investment in proprietary technology platform
- Continuous improvement to credit decisioning capabilities including further automation
- Drive streamlined, efficient operations and operating leverage

Optimise funding structures

- Shift to lower-cost warehouse funding
- Further opportunities to optimise funding costs through term-out transactions

Positioned to excel



**Scalable business model,
delivered by proprietary
technology**



**High growth, in large
lending markets**



Prime credit focus



**Borrower acquisition and
funding diversity**



**Attractive loan economics,
with operating leverage**



**Experienced, founder-led
management team**

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