

ASX Release, 29 April 2021

BNK GROUP 3Q21 TRADING UPDATE

CONTINUED MOMENTUM ACROSS BANK AND FINSURE AGGREGATION
REINFORCES OPERATING MODEL

- **BNK settlements of \$108m in the quarter, an increase of 203% on the previous quarter. This grew the BNK Loan Book by 29%, in the quarter.**
- **As at 31 March 2021, BNK had no customers with COVID-19 related relief packages. This is a reduction from 3.4% of customers as at 30 September 2020.**
- **Q3 2021 Finsure settlements of \$5.0 billion represents an increase of 35% compared to the same period last year.**
- **Q3 2021 Finsure e-lodgements of \$14.1 billion represents an increase of 56% compared to the same period last year.**

BNK Banking Corporation Limited (ASX:BBC) (“BNK” or the “Group”) is pleased to provide the market with its trading update for the third quarter of FY21 (3Q21).

Bank Update

“Using market insights and through product innovation, this quarter we demonstrated our group’s ability to deliver strong growth across both sides of the balance sheet. Of particular note was the growth in our higher margin BNK funded lending book, which grew by 28.5% in the quarter,” Brett Morgan, CEO Banking and Wholesale said.

Finsure Aggregation Update

“Finsure has started the year as it finished 2020, by continuing to grow. Loan lodgements during the quarter were up 31% YoY and 6% QoQ and this is a positive forward looking indicator for the business,” John Kolenda CEO Aggregation said.

Highlights for 3Q21 (unaudited):

Key Metric (unaudited)	3Q21	YoY ¹	QoQ ²
Total Loan Book (\$b)	54.5	19.1%	4.0%
Finsure Brokers (#)	1,960	16.3%	2.6%
Finsure 3Q e-lodgements (\$b)³	14.1	55.9%	9.7%
Finsure 3Q Settlements (\$b)	5.0	34.8%	-5.2%
Finsure Loan Book (\$b)	52.2	20.4%	4.1%
Lending 3Q Settlements (\$m)	158.2	26.7%	57.2%
Lending Portfolio (\$b)	2.39	-3.9%	0.5%
BNK Settlements (\$m)	108.1	209.1%	203.1%
BNK Loan Book (\$m)	393.5	37.9%	28.5%
BNK Deposits (\$m)	479.0	41.2%	22.4%

Group Loan Book (\$b)

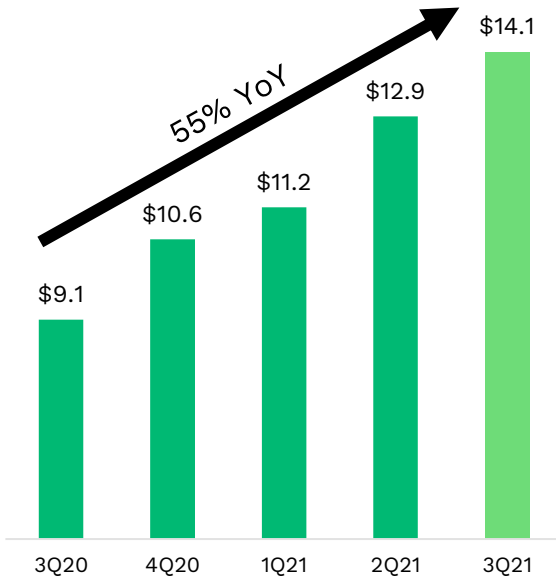

¹ Year on year: Movement between the current quarter and the same quarter in the prior year. For example, the movement between the second quarter in the current year and the second quarter in the prior year.

² Quarter on quarter: Movement between the current quarter and the previous quarter. For example, the movement between the second quarter and the first quarter in the current year.

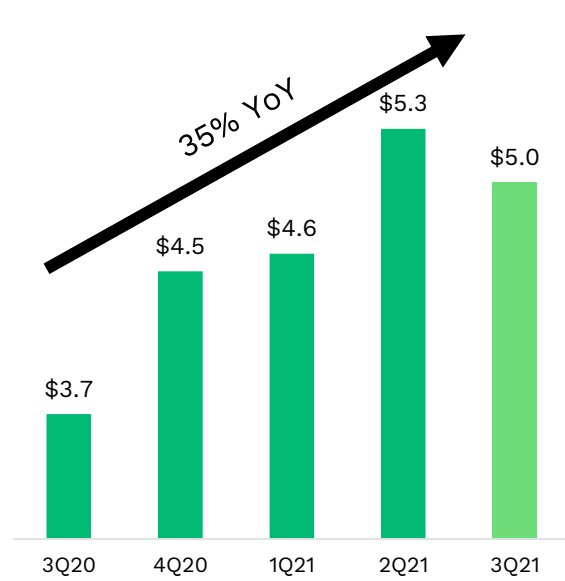
³ e-lodgements refers to electronically submitted lodgements through Finsure's gateway and excludes manually or directly submitted lodgements to lenders by Finsure accredited brokers. Total lodgements are therefore higher than e-lodgements.

Aggregation Results

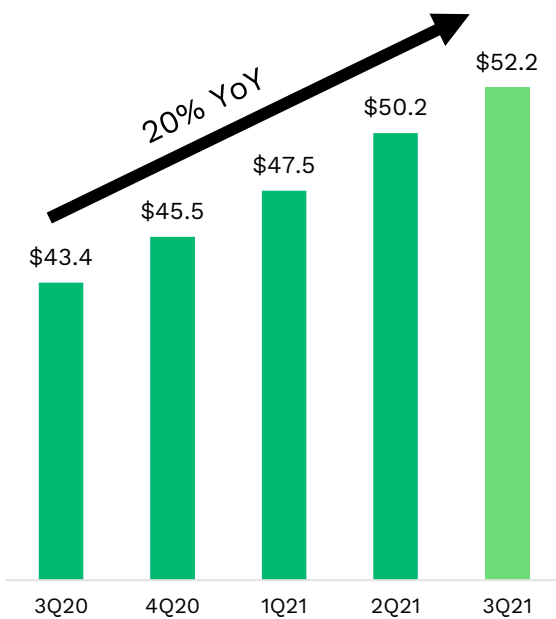
Finsure eLodgments (\$b)



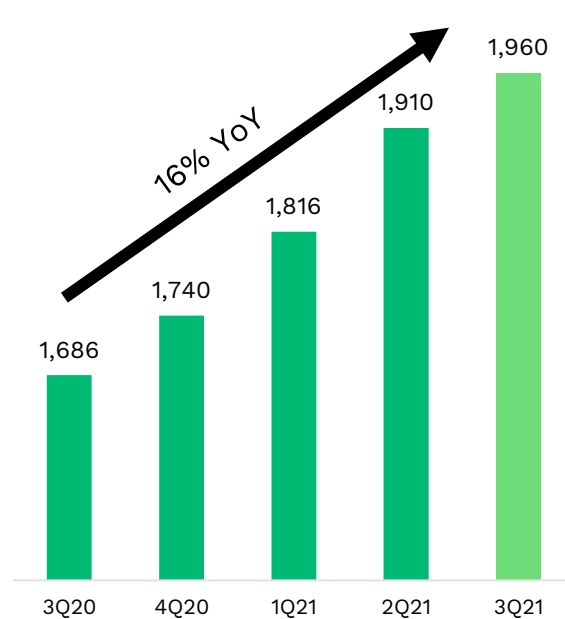
Finsure Settlements (\$b)



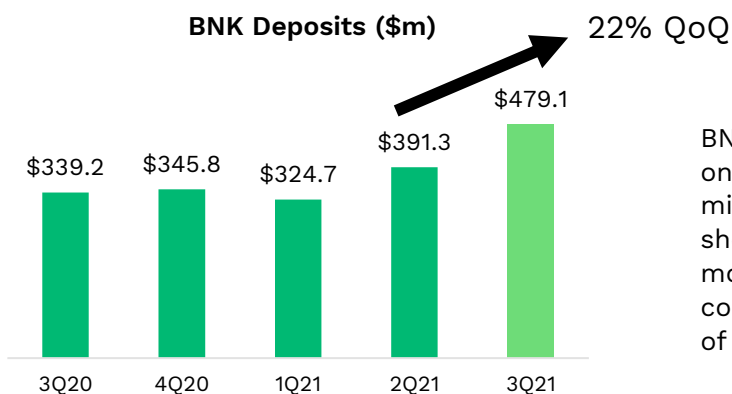
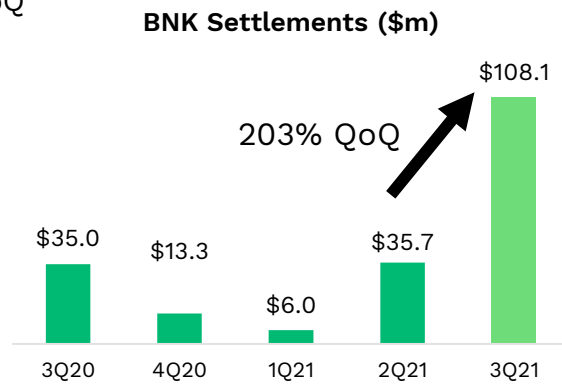
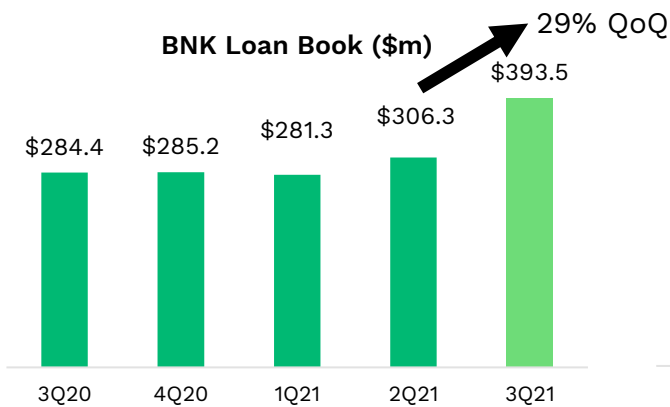
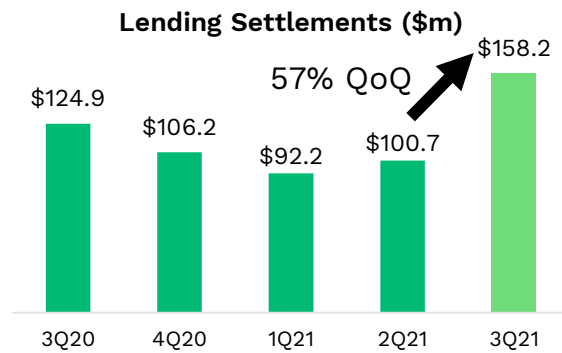
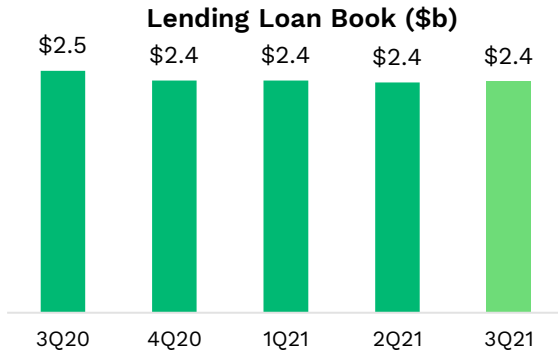
Finsure Loan Book (\$b)



Finsure Brokers (#'s)



Bank Results



BNK deliberately moderated the origination of on balance sheet lending through early to mid-calendar year 2020. The on balance sheet lending pipeline built in the last 2 months of 2020. This pipeline along with continued growth has been the primary driver of the QoQ growth this quarter.

This announcement has been authorised for release by the Board of Directors.

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Who is BNK Banking Corporation Limited?

BNK Banking Corporation Limited (BNK) is a diversified financial services company with two key operating divisions in banking and mortgage broking aggregation:

Banking

The company has operated as an APRA-regulated authorised deposit-taking institution (ADI) for over 38 years. As such our customers benefit from the Australian government deposit guarantee scheme for deposits up to \$250,000.

The bank provides simple and easy to understand deposit accounts, personal loans and mortgages under a number of brands: Goldfields Money, which is used in the Goldfields region of Western Australia, complemented by the Better Choice Home Loans brand, distributed via mortgage brokers nationally.

BNK Bank plans to offer a new range of product under the BNK brand later this financial year. The Company is continuing to develop its new digital banking platform which will enable it to deliver a broad range of banking products directly to customers, as well as through third party intermediaries across Australia.

Mortgage Aggregation

The Aggregation division, operating as Finsure, provides one of the largest distribution networks in the country as well as valuable market insights that assist BNK with product development. As at 31 March 2021 the business services 1,960 mortgage brokers and manages a loan book in excess of \$52.2bn.

This unique combination allows BNK to develop competitive products that meet its changing customer needs, leveraging its low-cost, technology-driven model. BNK is focused on becoming a challenger bank of scale through building its product portfolio, growing its diversified distribution network and pursuing API-enabled partnering opportunities.

The Company is listed on the Australian Securities Exchange (ASX:BBC).

You can read more about us at www.bnk.com.au and www.finsure.com.au.