

ASX Release, 6 August 2021

BNK GROUP 4Q21 TRADING UPDATE

STRONG MOMENTUM CONTINUED ACROSS BANK AND FINSURE AGGREGATION

- BNK settlements of \$173m in the quarter, an increase of 60% on the previous quarter. Loan Book grew by 28% in the quarter.
- As at 30 June 2021, BNK had deposits of \$636m, an increase of 33% on the previous quarter. Loan to Deposit Ratio of 79%.
- Q4 2021 Finsure settlements of \$7.1 billion represents an increase of 37% on the previous quarter, including monthly record settlements of \$2.8b in June 2021.
- As at 30 June 2021, Finsure had 2,005 brokers, a 22% increase 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 fourth quarter of FY21 (4Q21).

Bank Update

“During the quarter we continued to deliver on our business transformation objectives. We further accelerated our higher-margin on balance sheet lending, launched our first prime warehouse securitisation program and welcomed new institutional investors to the register when we raised in excess of \$14 million capital throughout the quarter to support our lending growth aspirations.

With our funding diversity, capital position and established and growing distribution network, we are very well positioned to continue to deliver the strong growth we have seen in the last quarter,” Brett Morgan, CEO Banking and Wholesale said.

Finsure Aggregation Update

“As Finsure approaches its 10th anniversary next quarter, we continue to achieve new milestones and set record growth. During the quarter Finsure’s Loan Book reached \$57 billion, and our broker numbers now exceed 2,000. The successful quarter was capped off by record monthly settlements of \$2.8 billion in June, which surpassed the previous record set only the month prior of \$2.3 billion in May.

Finsure continues to demonstrate exceptional performance across all key areas of the business and is well positioned for ongoing success,” John Kolenda CEO Aggregation said.

Highlights for 4Q21 (unaudited):

| Key Metric (unaudited) | 4Q21 | YoY ¹ | QoQ ² |
|--|-------|------------------|------------------|
| Total Loan Book (\$b) | 59.1 | 23.2% | 7.8% |
| Finsure Brokers (#) | 2,005 | 15.2% | 2.3% |
| Finsure 4Q e-lodgements (\$b)³ | 17.2 | 62.3% | 21.3% |
| Finsure 4Q Settlements (\$b) | 7.1 | 57.5% | 37.4% |
| Finsure Loan Book (\$b) | 56.6 | 24.5% | 8.1% |
| Lending 4Q Settlements (\$m) | 211.4 | 99.1% | 33.6% |
| Lending Portfolio (\$m) | 2,471 | (0.7%) | 1.7% |
| BNK Settlements (\$m) | 172.7 | Large | 59.8% |
| BNK Loan Book (\$m) | 499.2 | 75.3% | 27.7% |
| BNK Deposits (\$m) | 635.6 | 83.8% | 32.7% |

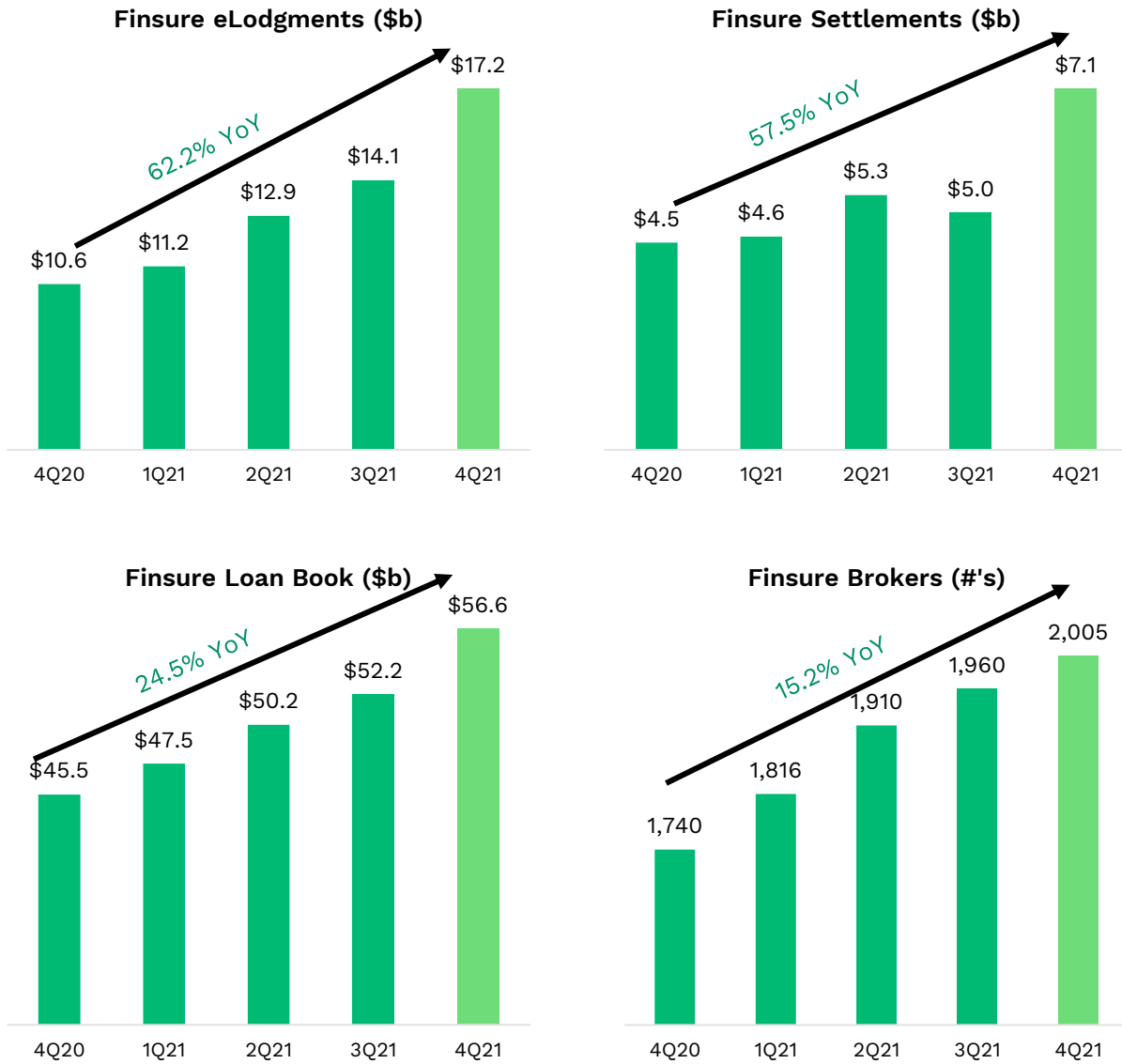
Group Loan Book (\$b)


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.

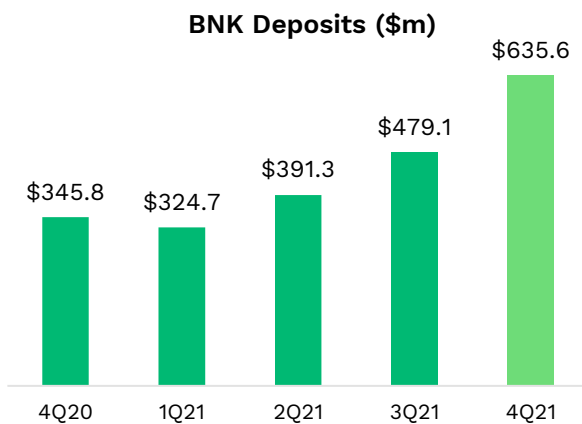
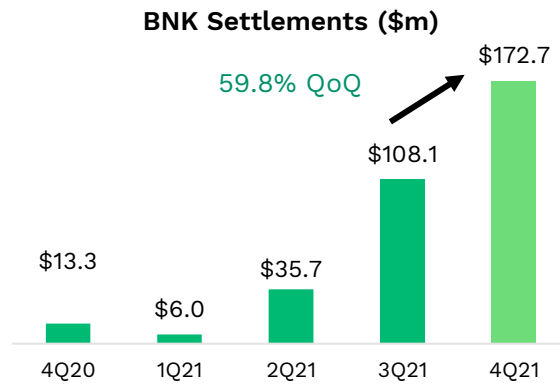
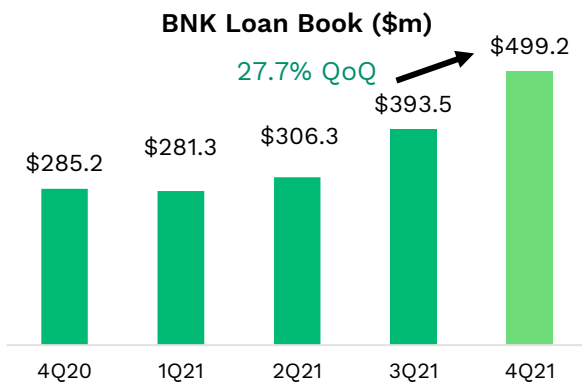
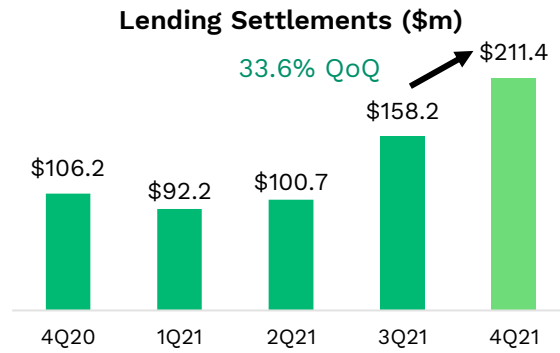
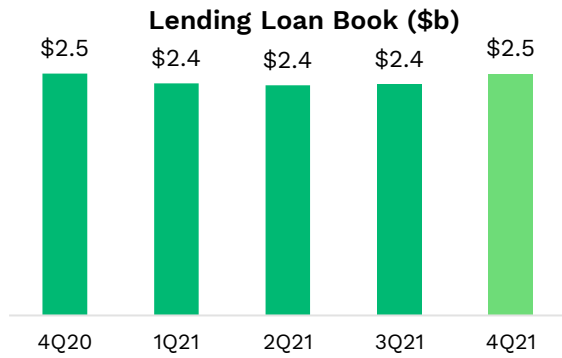
² Quarter on quarter: Movement between the current quarter and the previous quarter. For example, the movement between the second quarter and the first quarter in the current year.

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



Bank Results



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. Our customers benefit from the Australian government deposit guarantee scheme for deposits up to \$250,000.

The bank provides simple and easy to understand products across savings, payment and mortgages under the Goldfields Money and Better Choice Home Loans brands.

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 30 June 2021 the business services 2,005 mortgage brokers and manages a loan book in excess of \$56bn.

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.