FY23 RESULTS

Stuart Grimshaw | CEO
Adrian Fisk | CFO

24 August 2023

Authorised for release by the **humm**group Board of Directors

humm Group Limited, ACN 122 574 583
Level 1, 121 Harrington Street, The Rocks, Sydney NSW 2000

AGENDA

FY23 HIGHLIGHTS

CREATING SHAREHOLDER VALUE	ROBUST CREDIT PERFORMANCE	COST OUT EXECUTION	STRONG BALANCE SHEET POSITION	'LARGER' TRANSACTION VALUE FINANCIER
$75.0m Normalised cash profit (after tax) in FY23 2% down on pcp	**1.8%** Net Loss/ANR[2]	**$18.6m** costs removed between FY22 and FY23	**$112m** of unrestricted cash	**$4.2b** in receivables +28% on pcp
2.0c 1.0c fully franked final dividend	Historical low for the Group down from 2.4% in FY22		**~$1.0b** warehouse headroom	**<1%** in lower transaction value Point of Sale Payment Plans ("PosPP")
$10.0m share buy-back[1]				

COMMERCIAL HIGHLIGHTS

- 20% growth in Normalised cash profit (after tax), 57% increase in receivables over pcp
- Operating expenses increased by 1.6%, reinforcing the business operating leverage
- Net loss to ANR of 0.5%
- Low broker, sector and geographical concentration, driving record low credit losses across the portfolio
- Market leader on 'speed to yes' and 'speed to settlement'

CONSUMER HIGHLIGHTS

- Repositioned business to primarily focus on large transactions by closing non-core products. FY23 volumes totalling $2.4b
- Focused on capital allocation and unit economics across products, vertical and merchants
- Executed first phase of the cost transformation of Consumer, $18.6m of cost out
- Continued strong credit underwriting with Net Loss to ANR of 3.5%

1. As approved by the Board to be completed during FY24, subject to market conditions.
2. ANR is Average Net Receivables and excludes losses relating to operational risk items including transition of collections to **humm**®'s offshore collections and operations team.

TO BE THE PROVIDER OF FINANCE FOR BIGGER PURCHASES

	CONSUMER FINANCE	flexicommercial
POSITIONING	#1 POS financer for transactions over $1,000	ANZ leading provider of specialist asset finance
RECEIVABLES	$1.8b	$2.4b
VERTICALS/ INDUSTRIES	Health // Car Servicing // Solar // Home // Travel	Logistics // Engineering // Agriculture
CUSTOMER PROFILE	Families aged 35+ Home owners	SMEs looking to borrow for tools of trade
$ATV[1]	$4,500	$100,000
NORMALISED CASH PROFIT*	$32.7m	$42.3m
NET LOSS/ANR[2]	3.5%	0.5%

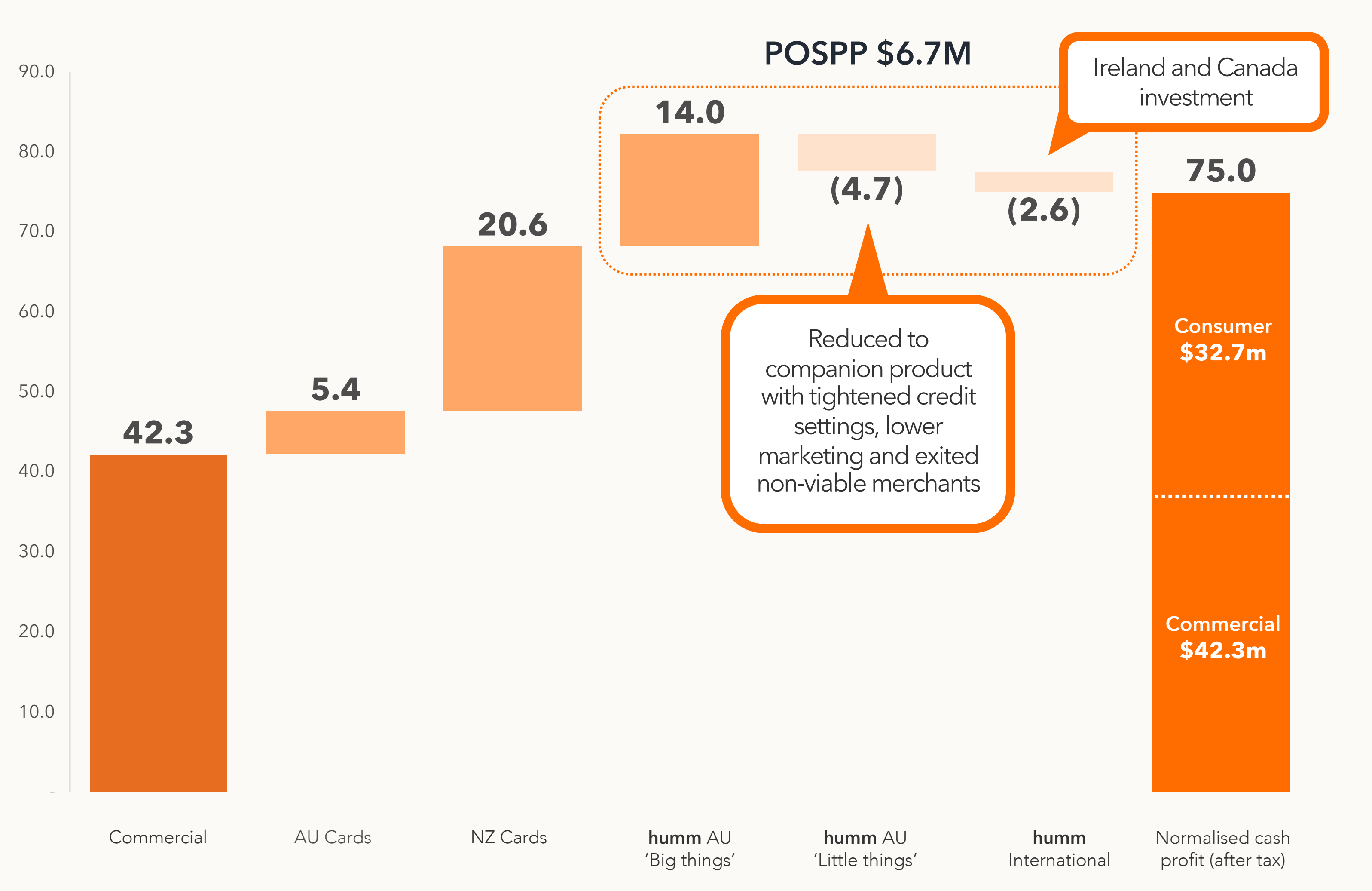
CORE EXPERTISE

- >> Instant credit decisioning
- >> Continual credit improvements driven by data and scale
- >> Collections strategy and management
- >> Funding and securitisation to gain competitive advantage and improve capital efficiency

*Post tax. 1. ATV is Average Transaction Value and for Consumer includes **humm** 'Big things', NZ Cards LTIF and AU Cards LTIF.
2. Consumer finance ratio for receivables based products only – **humm** 'Big things' and NZ and AU Cards.

CONTRIBUTION FROM UNDERLYING PRODUCTS

HUMMGROUP ($M)	FY23	FY22	MVMT
Normalised cash profit (after tax)	**75.0**	**76.9**	**(1.9)**
AASB9 Credit Provision	(9.2)	7.3	(16.5)
Suspended products and related costs[1]	(33.2)	(20.1)	(13.1)
Depreciation	(8.5)	(13.0)	4.5
Cash NPAT	**24.1**	**51.1**	**(27.0)**
Legal provision	(0.7)	(10.9)	10.2
Amortisation/Impairment of intangibles	(8.1)	(202.1)	194.0
Other one-offs[2]	(12.4)	(8.4)	(4.0)
Statutory Profit	**2.9**	**(170.3)**	**173.2**



1. After tax. Note: Product view of Cash NPAT for PosPP is sourced from **humm**group management accounts.
2. Other one-offs include provisions for onerous contracts, transaction, remediation and redundancy costs.

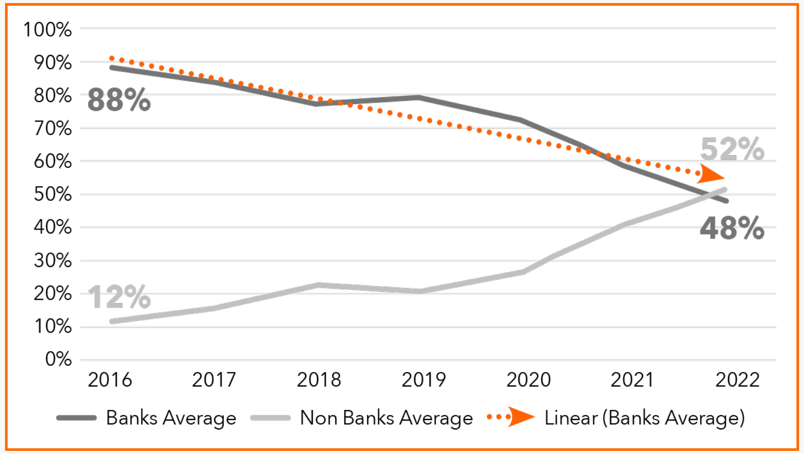
01

COMMERCIAL UPDATE

flexicommercial®

NON-BANK LENDERS OVERTAKE BANKS AS PROVIDERS OF SME LENDING

Equipment finance TAM $45b (AU) and $8b (NZ)



BROKER CHANNEL LOW COST OF SALE

- >> 73% of AU asset loans are sold through brokers
- >> Brokers used for their convenience, advocacy and customer service
- >> 15-20k brokers in AU, NZ a growing market

AU AND NZ'S LEADING PROVIDER OF SPECIALIST ASSET FINANCE

delivered solely through the broker channel

~$100k average loan size

4.8 years average loan life

+23% growth in brokers with 1+ deals in FY23

~15,363 deals settled FY23

TOP 3 ASSETS FINANCED


Transport


Civil Engineering


Light Commercial Vehicles

SPEED TO DECISION AND SETTLEMENT, WITH SPECIALIST OFFERING A KEY DIFFERENTIATOR

80% of deals are approved same day

39% of approved deals are automated

~16% improvement in approval turnarounds

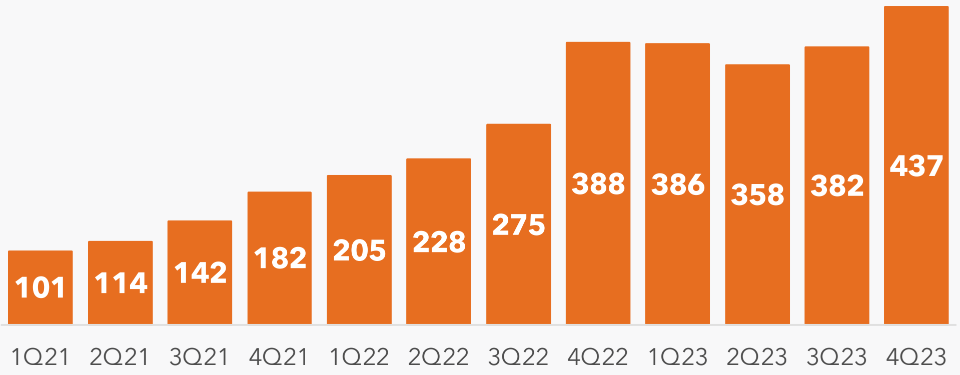
~91% broker satisfaction score

EXCEPTIONAL SME EXPERIENCE

- >> 24hr approval and same day settlement leveraging NPP
- >> Full spectrum of lending from low doc to full credit assessment
- >> Specialist offering for capital intensive businesses

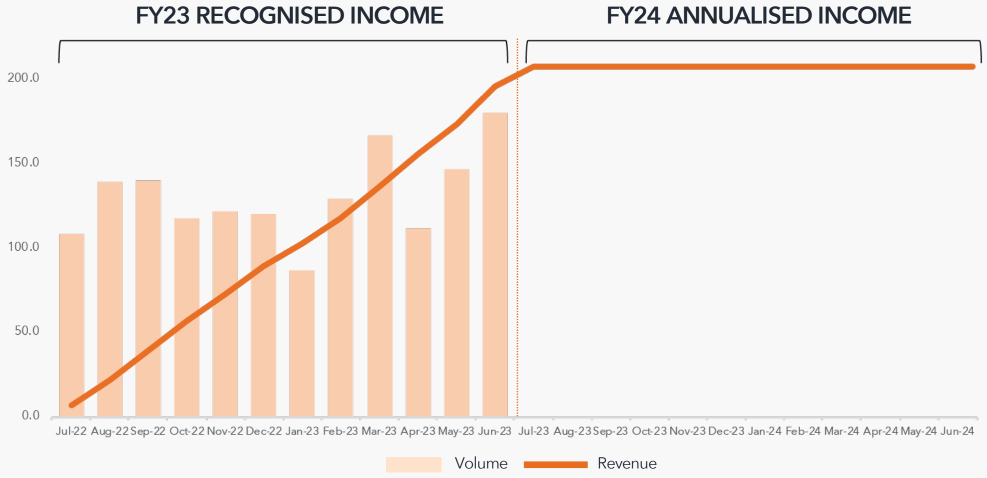
flexicommercial® | FY23 GROWTH DELIVERS INCREASED NET INTEREST INCOME FOR FY24

QUARTERLY VOLUMES: AU AND NZ COMMERCIAL



EXCELLENT GROWTH & MOMENTUM FROM STRATEGIC SHIFT

- 57% growth in receivables to $2.4b
- 43% growth in volumes to 1.6b
- Seasonal peak of $437m in 4Q23 due to end of financial year tax incentives
- Automation driving efficiencies and operational leverage
- Normalised cash profit (after tax) up 20% on pcp to $42.3m
- Net loss/ANR down 20bps to 0.5%

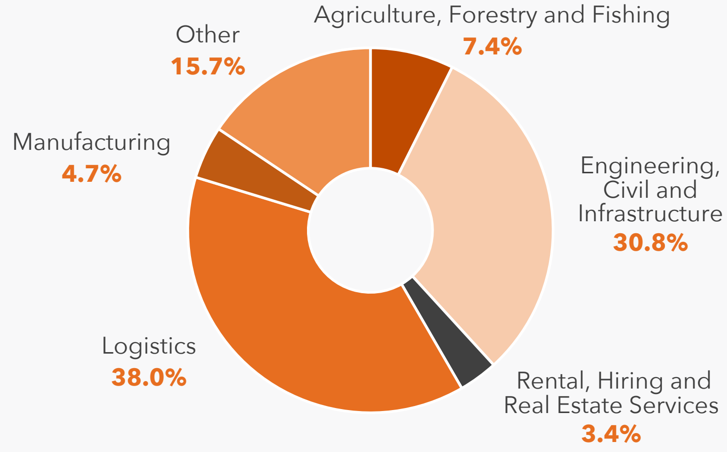


FY23 GROWTH LOCKS IN INCREASED NOI IN FY24

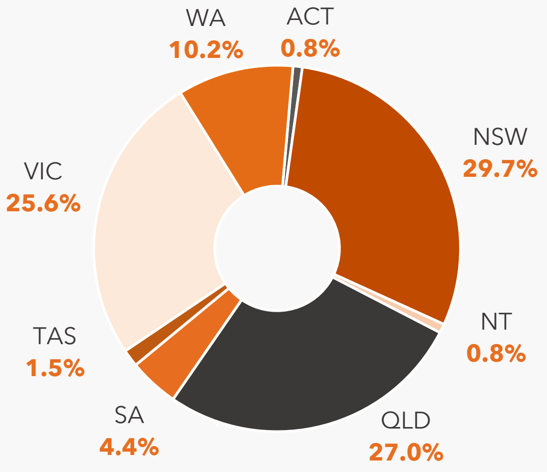
- Receivable growth has a delayed effect on Revenue, Net Interest Margin (“NIM”) and Profit
- FY24 Net Interest Income (“NII”) will increase ahead of average receivables growth. FY23 average receivables of $1.9b compared to closing receivables of $2.4b
- Average tenor of new growth written in FY23 is c4.8 years
- Growth in new volumes is 2x greater than run-off receivables

flexicommercial | CREDIT QUALITY – STRONG DIVERSIFICATION

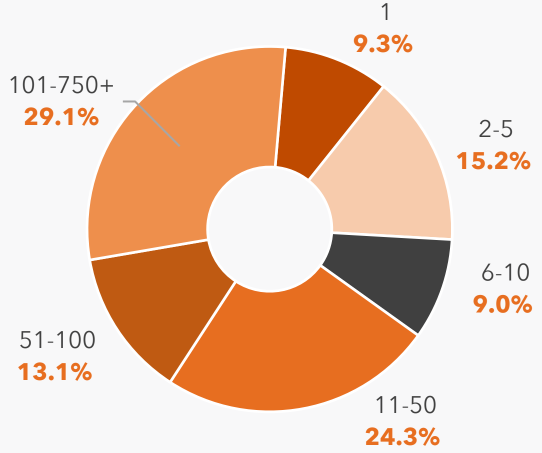
SECTOR CONCENTRATION



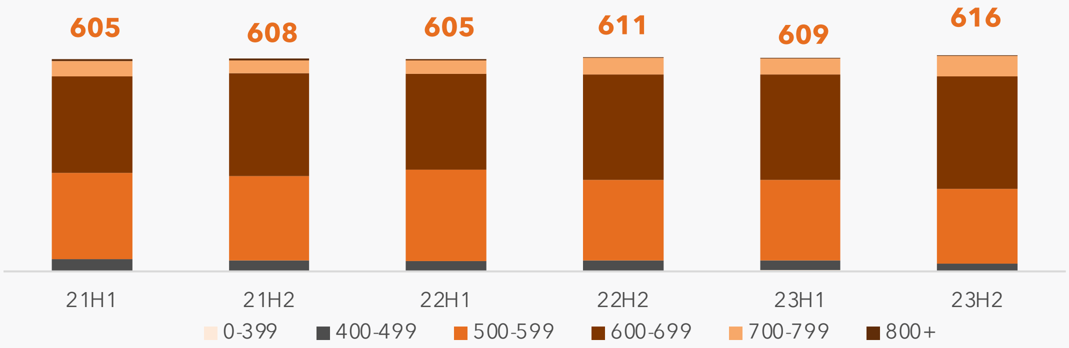
STATE CONCENTRATION



BROKER CONCENTRATION



CREDIT SCORE



BROAD BASED EXPOSURE AND DIVERSIFICATION WITH IMPROVED CREDIT SCORES

- Low concentration risks and well diversified portfolio from a risk perspective
- Industry priorities in logistics and civil engineering
- Focus on assets with strong retained value and demand in re-sale market
- Largest broker by origination in FY23 representing ~9% with top ten ~33%
- Even distribution between New South Wales, Queensland and Victoria
- Improved credit scores as we target ‘bank grade credits’

02

CONSUMER FINANCE

CONSUMER BUSINESS REPOSITIONED FOR GROWTH

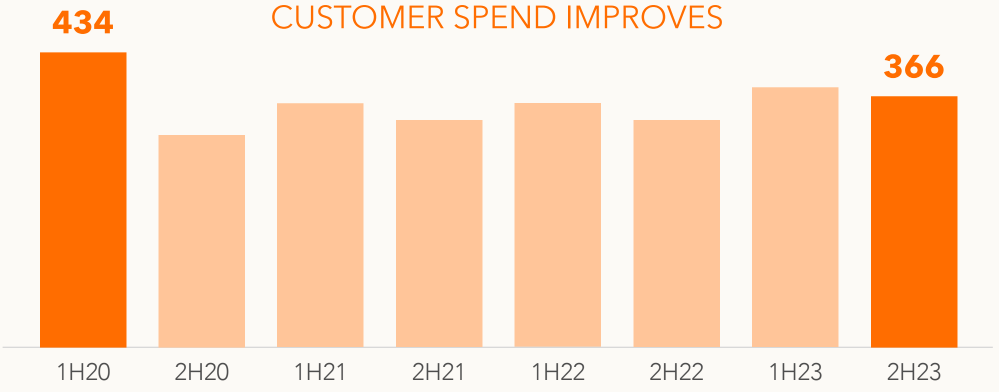
	NON-CORE PRODUCTS REMOVED	COST OUT INITATIVES	MARGIN MANAGEMENT	PROFITABLE GROWTH
	Focus on capital allocation and unit economics	**$18.6m in costs removed in FY23**	**Consumer repricing improving**	**Growth in core 'larger transaction value' volumes and cards receivables**
FY23	✓ **humm** NZ, **bundll**®, **humm**®pro in run-off ✓ BPAY turned off in 2H23 ✓ Systems switched off ✓ Reduced **humm** 'Little things' volume and lower losses ✓ 20% volume growth in larger transaction value products	✓ $3.7m to re-platform core systems (duplicate cost) ✓ $4.0m net reduction in AU and NZ people costs ✓ $7.5m reduction in marketing ✓ $7.1m reduction in other operating costs	✓ Consumer repricing commenced and will continue into FY24 ✓ 2020-22 BT competitive pricing reflected in back book yield ✓ Mix shift to Solar and Tier 1 merchants affecting yield	✓ **humm** 'Big things' back to growth in Solar and Health (Dentistry and Veterinary) ✓ Expanded distribution as competition eases ✓ Return to growth in AU Cards from increased travel spend
FY24+	• Operating costs from suspended products largely removed • Complete exit of discontinued products • Remove unprofitable merchants, primarily in 'Little things'	• Replatforming business to singular tech stack with expected operating and cost benefits	• Focused on unit economics and profitable growth • Yield improvement across health, solar, automotive and home improvement (remove unprofitable merchants)	• Strong growth in Consumer finance receivables and income • Benefits of back book repricing initiatives executed in FY23 will flow through in FY24

NZ CARDS

FY23 PERFORMANCE

- Normalised cash profit (after tax) down 30% to $20.6m – mainly due to higher funding costs, lower revolve rates and lower LTIF spend over the past 2 years which has not translated into interest bearing balances
- $748m volume up 8% on PCP, with customer spending habits normalising
- 4% growth in receivables on the prior year
- Net loss to receivables were flat on the prior year at 3.2% with prudent credit risk management

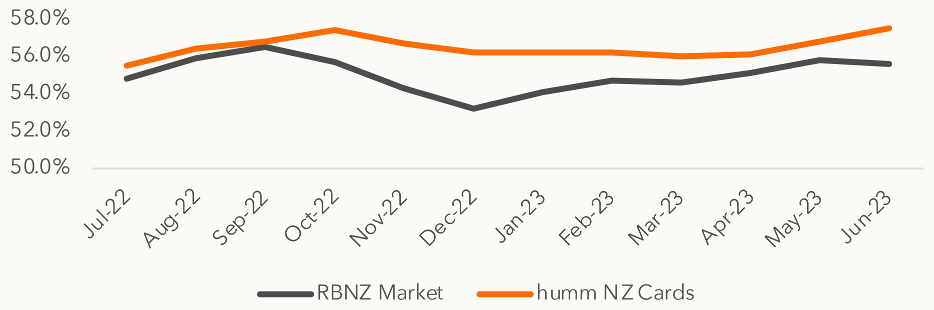
NZ CARDS VOLUME (A$M)
CUSTOMER SPEND IMPROVES



FY24+ FOCUS

- Benefits of back book repricing initiatives executed in FY23 will continue to flow through into FY24+
- Activation of long-term interest free cards and conversion to daily spend
- Reduction in unit costs with the delivery of self-serve capability
- Ongoing enhancement to serviceability calculations to account for increases in mortgage repayments and living expenses

REVOLVE TRENDING UPWARDS AHEAD OF MARKET

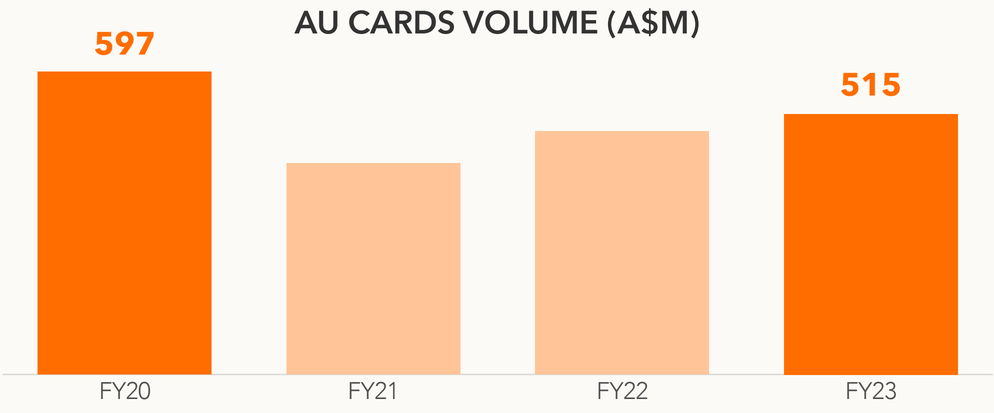


June 2023 RBNZ Market Revolve data point unpublished.

AU CARDS

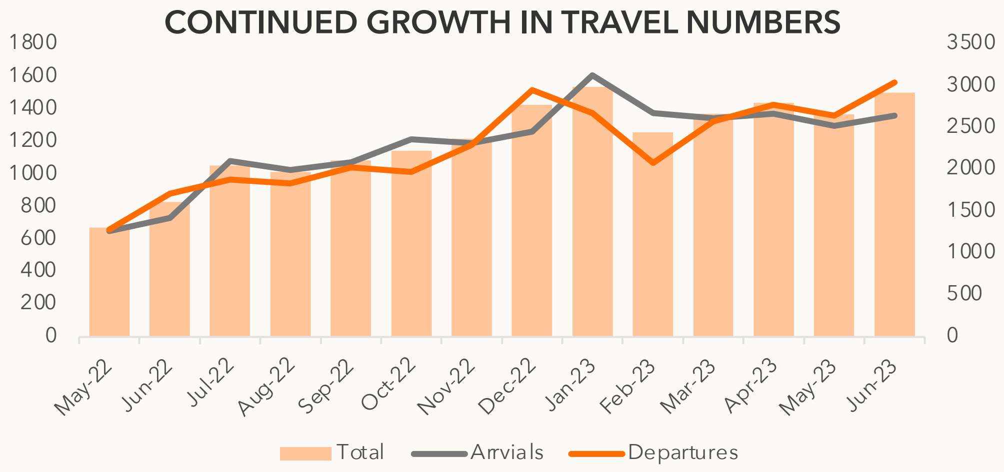
FY23 PERFORMANCE

- Normalised cash profit (after tax) up 17% to $5.4m – mainly due to the combination of higher gross income from interest rate increases, higher annual fee income and lower marketing and operating expenses
- $515m volume up 8% on PCP, with customer spending habits normalising
- Net loss to receivables were up 120bps on the prior year but remain below FY21 levels at 4.3%



FY24+ FOCUS

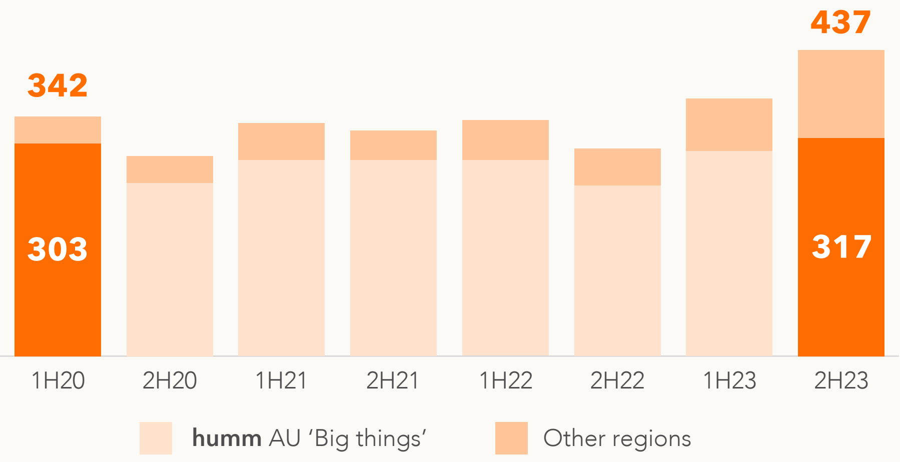
- Strong volume growth in long term interest free travel in FY23 will translate into income in future periods, typically 12 months from origination
- Merchant repricing took place in 1Q23 with price increases passed onto consumers in 3Q23
- Working with our travel partners to capture a higher proportion of spend, while demand outstrips supply
- Working to expand across other industry verticals
- Increase transaction volumes



POS PAYMENT PLANS: FOCUS ON PROFITABLE LARGER TRANSACTION VALUE PRODUCTS

FY23 PERFORMANCE

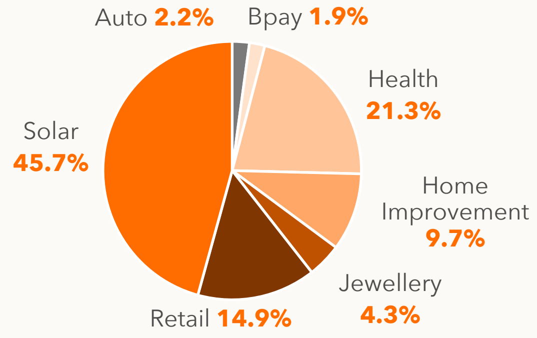
- 'Big things' volume increase of 20% reflects growth focus supported by lower transaction value e-commerce purchases
- **humm** AU 'Big things' volume up $101m to $615m in FY23
- **humm** AU 'Big things' Normalised cash profit (after tax) of $14.0m
- Consistent and stable volumes while increasing MSF, monthly and annual fees, and exiting non-profitable clients – improving front book yield by c50bps (now higher than back book yield)
- Continued competition impacting yield in some verticals



FY24+ FOCUS

- Near term opportunities to profitably grow merchant and customer numbers with reduced competition in Australia
- Continued refocus away from 'Little things' with growth in larger transaction value purchases
- Increased market share with higher yields as a result of targeted merchant onboarding and repricing
- Ongoing margin management through MSF and fees
- Re-platform Australian product to global technology stack with technology integration, credit and related processes in preparation for regulated products

RECEIVABLES GROWTH IN HIGHER VALUE LOWER LOSS SOLAR, HEALTH AND HOME IMPROVEMENT



ALIGNING PRODUCT STRATEGY TO GEOGRAPHY

	CONSUMER NZ	CONSUMER AU	CONSUMER GLOBAL (IRE/CAN)
BRANDS	NZCards	humm90, humm	humm
COMPETITIVE ADVANTAGE	• Leading issuer of new credit cards in market (1 in every 4 cards issued is a **humm**group product)	• Leading financer of larger value instalment payment plans • **humm**90 – LTIF card designed for the traveller with strong travel partners	• Targeting untapped verticals (health, automotive, home) • Embedded Point of Sale ("POS") and Practice Management Systems ("PMS") – one connection multiple points of distribution
MARKET DYNAMICS	• Stable earnings and growth • Strong margin • **humm** PosPP product construct no longer viable in NZ	• Longer term convergence between Cards and PosPP • Big 4 retreating from the SME market – opportunity to grow PosPP/**humm** AU product offering	• Significant market opportunity to displace white label credit cards • Large market opportunity
VOLUME[1]	• $747.6m	• $1,378.2m. (AU Cards & **humm** AU)	• $151.7m
NORMALISED CASH PROFIT	• $20.6m	• $14.7m	• ($2.6m)

1. Excludes suspended products.

03

GROUP FINANCIALS

HUMMGROUP FINANCIAL PERFORMANCE

HUMMGROUP ($M)	FY23	FY22	MVMT
Gross income	510.4	440.4	70.0
Net operating income	308.8	328.7	(19.9)
Credit impairment charge	94.3	63.4	30.9
Marketing expense	13.7	21.2	(7.5)
Operating expenses	191.6	193.4	(1.8)
Impairment of goodwill and other assets	4.2	207.5	(203.3)
Tax benefit	2.1	13.5	(11.4)
Statutory NPAT	**2.9**	**(170.3)**	**173.2**
Legal provision	0.7	10.9	(10.2)
Amortisation/Impairment of intangibles	8.1	202.1	(194.0)
Other one-offs	12.4	8.4	4.0
Cash NPAT	**24.1**	**51.1**	**(27.0)**
AASB9 Credit Provision	**9.2**	**(7.3)**	**16.5**
Suspended products and related costs	33.2	20.1	13.1
Depreciation	8.5	13.0	(4.5)
Normalised cash profit (after tax)	**75.0**	**76.9**	**(1.9)**
Dividend (fully franked)	**2.0c**	**3.1c**	**(1.1c)**

CASH NPAT

- Gross income of $510.4m a 16% increase on pcp
- Net operating income down 6.0% due to margin compression from higher cost of funds and competitive pricing in the Consumer business
- Credit impairment costs of $94.3m, up 49% due to volume increases with the prior period benefitting from COVID related provision releases. Net loss as a percentage of ANR reduced 60bps to 1.8%
- Marketing cost reduction associated with suspended products, **humm** UK and 'Little things'
- Reduction in operating expenses due to initiatives to reduce cost including, right-shoring of teams, reduced FTE, lower depreciation, offset by higher technology costs, suspended product costs and inflation
- Cash NPAT of $24.1m, down 53%, due to the mix of higher funding costs, movement in AASB9 credit provisions and the impact of suspended products

NORMALISED CASH PROFIT (AFTER TAX)

- $16.5m movement in AASB9 Credit Provision on pcp, resulting from provisions growth on new business growth in FY23. Prior period included a release of COVID related provisions previously recognised
- $33.2m for suspended products and related costs including **humm** NZ, **humm**pro, **bundll** and BPAY within **humm** AU 'Little things'
- Lower depreciation (excluding suspended products), the result of FY22 impairments recognised

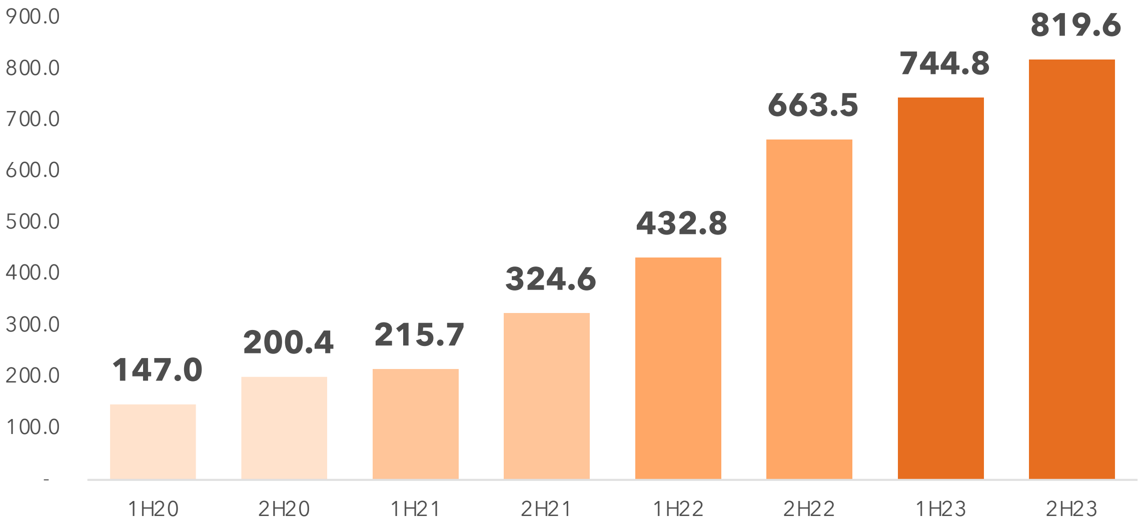
CAPITAL

- **humm**group is committed to paying dividends where there is sufficient capital and liquidity to fund growth – target payout range recalibrated to 30-40% of Free Cash Flow – which is Normalised cash profit (after tax) adjusted for future CAPEX, Working Capital and other Capital Initiatives
- Continued profitability and balance sheet strength supports fully franked final dividend in FY23 of 1.0 cps bringing FY23 full-year dividend to 2.0cps
- $10m share buy-back over FY24 subject to market conditions

COMMERCIAL

$M	FY23	FY22	V PCP
Gross income	193.7	119.0	63%
Net operating income	101.6	89.4	14%
Cash NPAT	**35.0**	**28.7**	**22%**
Normalised cash profit (after tax)	**42.3**	**35.2**	**20%**
Loans and receivables	**2,380.3**	**1,523.7**	**57%**

TRACK RECORD OF VOLUME GROWTH ACROSS COMMERCIAL



STRONG MOMENTUM IN COMMERCIAL SEGMENT

- Normalised cash profit (after tax) of $42.3m up 20% on pcp
- 63% increase in Gross Income to $193.7m from strong loan volume growth with improvement in yield
- Net operating income of $101.6m million increased 14% on pcp with strong loan volume growth offset by higher funding costs. NIM has stabilised following a period of margin squeeze in the first quarter of the year

CONTINUED GROWTH IN FLEXICOMMERCIAL AUSTRALIA

- Continued growth in operating income as the business has seen significant receivables growth of 57% to $2.4b
- Higher funding costs resulted in margin pressure in the first quarter of the year – this has now normalised on the front book
- Stable cost base compared to pcp as operating leverage achieved

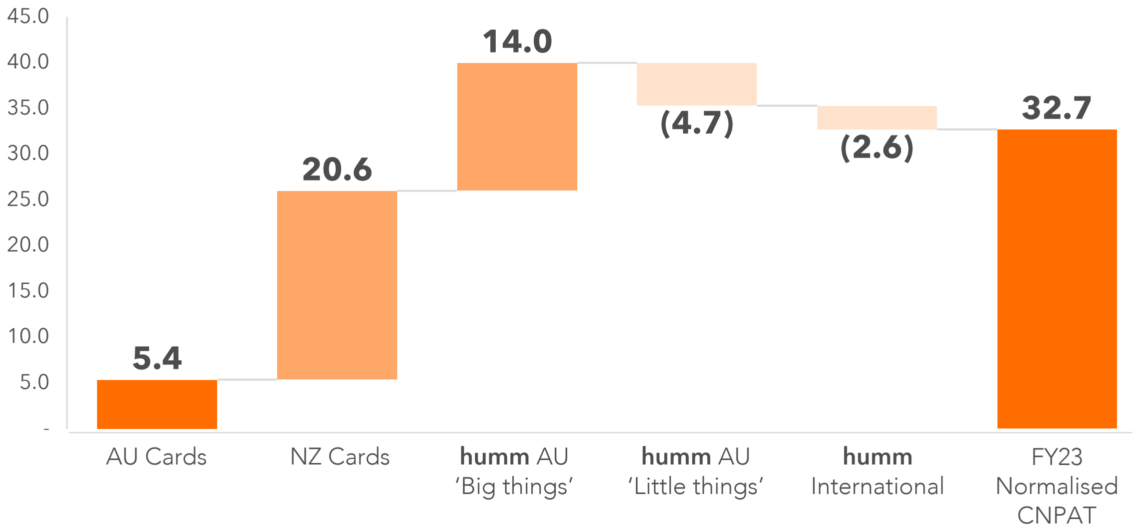
STRONG FUNDING BASE FOR FUTURE GROWTH

- Increased committed funding lines across Australia and New Zealand
- Mezzanine funding extended across all Commercial warehouse facilities in Australia and New Zealand driving improved capital efficiency
- Continued capital market support for the **flexicommercial** brand across public capital markets with over $670m of ABS issuance across transactions executed in November 2022 and April 2023

CONSUMER FINANCE

$M	FY23	FY22	V PCP
Gross income	316.7	321.4	(2%)
Net operating income	207.2	239.3	(13%)
Cash NPAT	**(10.9)**	**22.4**	**LRG**
Normalised cash profit (after tax)	**32.7**	**41.7**	**(22%)**
Volume	**2,415**	**2,425**	**(0.4%)**

CONSUMER NORMALISED CASH PROFIT (AFTER TAX)



REDUCED EARNINGS IN A CHALLENGING OPERATING ENVIRONMENT

Normalised cash profit (after tax) of $32.7m – down 22% on pcp a result of:

- Margin compression as pricing increases have lagged cost of funds increases
- Higher paydown rates and lower average interest-bearing receivables impacted NZ Cards
- Higher funding costs across both the PosPP and Cards businesses
- Competitive pricing pressures in PosPP business slowly abating

FOCUSING ON PROFITABLE GROWTH

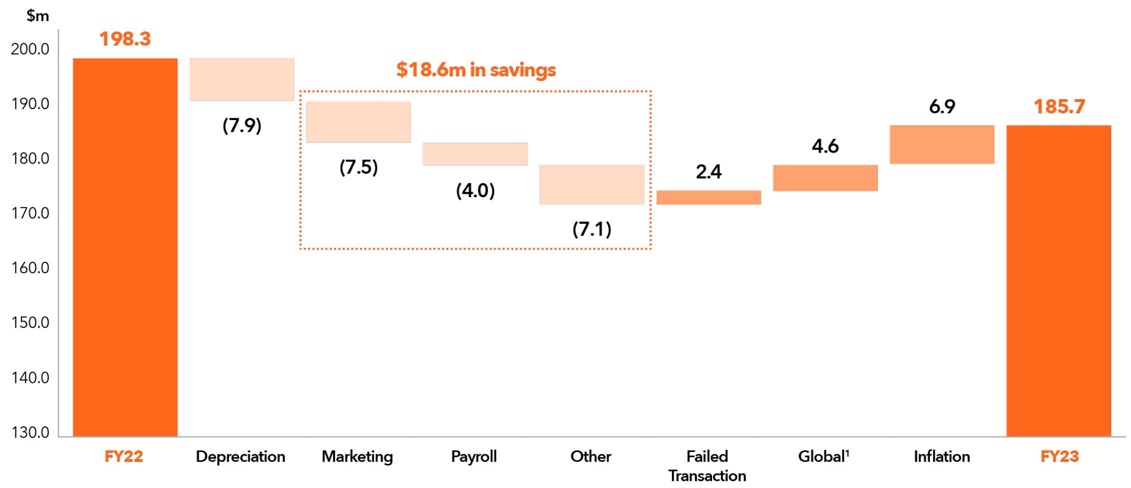
- Optimising profitability focus on unit economics and targeted focus by product, geography and merchants
- Exiting of unprofitable businesses has been executed
- Reduced operating cost base from lower product marketing (suspended products, **humm** UK and 'Little things')
- Repricing initiatives across PosPP and Cards – timing of increases results in benefits being fully recognised in future periods

MANAGING RISK ACROSS THE BUSINESS

- Consumer Net losses of 3.5% up 40bps on pcp but remains below FY21 of 4.2%
- Margin management initiatives will benefit in FY24 following product repricing, and LTIF volumes maturing and converting into interest bearing accounts

COMMITTED TO COST TRANSFORMATION

HUMMGROUP OPERATING EXPENDITURE



$M	FY23	FY22	MVMT
Marketing	13.7	21.2	(7.5)
Employment	84.2	88.2	(4.0)
Professional and outsourced operations	21.8	19.9	1.9
Information technology and communication	32.6	29.7	2.9
Insurance and other occupancy	9.2	7.7	1.5
Other expenses	10.5	10.0	0.5
Depreciation	13.7	21.6	(7.9)
Total expenses	**185.7**	**198.3**	**(12.6)**

STRONG PROGRESS ON COST REDUCTIONS

- Marketing reductions of $7.5m from the closure of suspended products, **humm** UK and lower spend on 'Little things' and the focus on larger transaction value PosPP
- Lower depreciation of $7.9m from prior period impairments
- Payroll in Australia and New Zealand has reduced by net $4.0m with a 105 reduction in headcount. This has been offset by increases in offshore locations and redundancy payments for the UK
- Successfully executed right-shoring strategy with teams relocated from Adelaide and Auckland to Manila

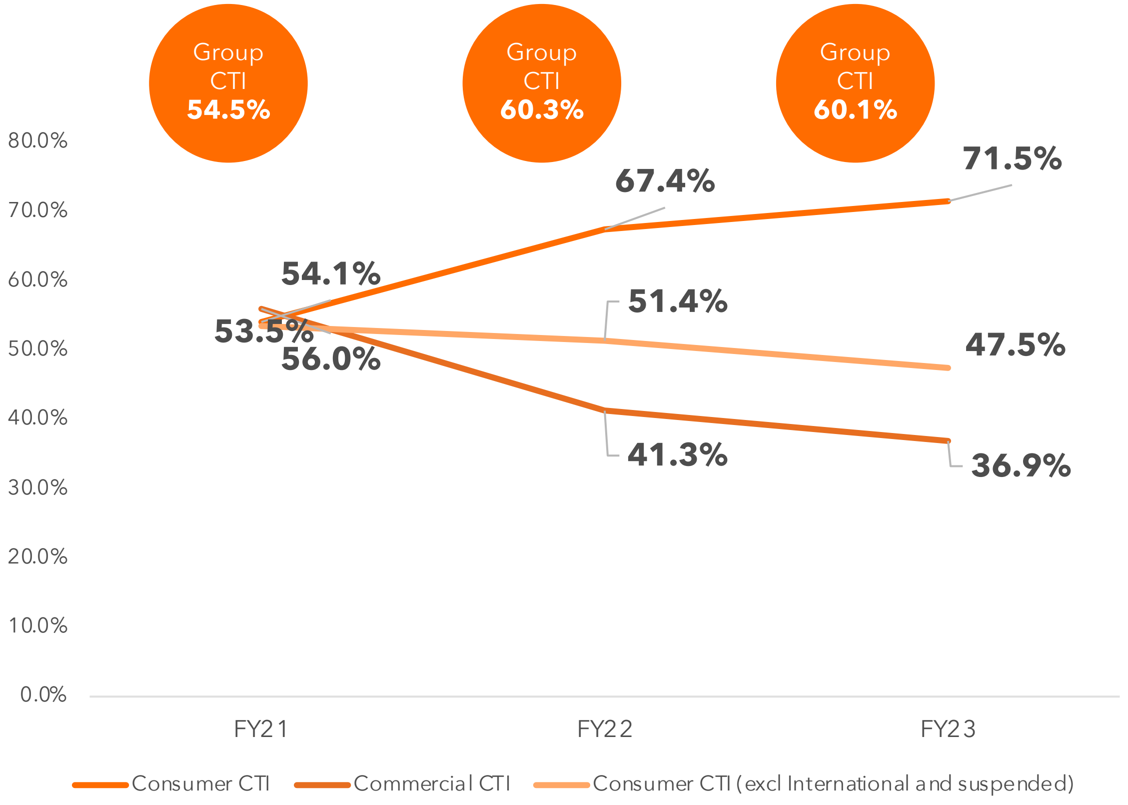
COST INCREASES

- Increased investment in UK and Canada compared to the prior period – with a decision made to retreat from the UK in November 2022, to deliver target marketing and operating cost savings for the year
- Commercial cost increases associated with the ongoing investment – in line with operating leverage being achieved in this business
- Higher costs following the failed acquisition transaction from the prior period
- Inflation represents notional payroll and non-payroll cost increases in the current market

1. Global includes investments in Irish and Canadian businesses.

COST TO INCOME: COMMITTED TO COST TRANSFORMATION

COST TO INCOME RATIO[1]



1. Cost to income is calculated on a Cash NPAT basis by dividing total expenses (operating, marketing, employment, depreciation and amortisation) by net operating income (gross income, less interest expense and cost of origination).
2. Operating expenses in commentary based on Cash NPAT.

COST TO INCOME RATIO IMPACTED BY LOWER NOI

- Cost to income ratio is calculated as Operating Costs (Employment Costs, Marketing, Depreciation and Other Operating Costs) as a percentage of Net Operating Income
- Net Operating Income reduced by $19.9m in the current period

FY23 ACHIEVEMENTS

- Technology enabled transformation to drive productivity and scalability
- Targeted IT cost reduction through Cloud, simplification, system consolidation and automation
- Consolidation of customer service centres and right-shoring of operations roles
- Achieved FY23 cost savings target of $18.6m with annualised benefits of $20-$25m

ROAD MAP: INTERIM CONSUMER TARGET OF ~50% CTI[2]

- Simplification through product rationalisation will result in cost out in FY24+ as systems are "turned-off" and operational expenditure is reduced in these areas
- Replatforming of PosPP AU technology stack to drive lower cost, productivity and scalability
- Reduced FY23 CAPEX (compared to pcp) and lower forecast FY24 Capex will result in lower on-going depreciation charges

CREDIT RISK MANAGEMENT

CONTINUED REDUCTION IN NET LOSS TO ANR ACROSS THE GROUP

PRODUCT[1]	DENOMINATOR	FY23	FY22	FY21
PosPP 'Big things'[2, 3]	ANR	2.7%	2.7%	2.8%
PosPP 'Little things'[2, 4]	Volume	2.2%	2.8%	3.2%
AU Cards	ANR	3.6%	2.4%	4.3%
NZ Cards	ANR	3.2%	3.2%	4.0%
Consumer	**ANR**	**3.5%**	**3.1%**	**4.2%**
Commercial	ANR	0.5%	0.7%	1.6%
Group	**ANR**	**1.8%**	**2.4%**	**3.5%**

1. Net loss includes bad debts and loss recoveries.
2. PosPP has been split between 'Big things' and 'Little things' above as shorter dated lower transaction value products are best compared against volume. For information PosPP net loss to ANR is 3.7% for FY23 versus 4.2% for FY22.
3. 'Big things' includes **humm** AU BT, Ireland and Canada. Excludes losses relating to operational risk items including transition of collections to **humm**'s offshore collections and operations team.
4. 'Little things' excludes suspended products (BPAY within **humm** AU LT, **bundll**, **humm**pro and **humm** NZ).

GROUP

- Net loss/ANR of 1.8% down 60bps on FY22 reflecting our strength in credit decisioning and collections management practices across both the Commercial and Consumer portfolios. Net loss rates remain at historical lows across the Group

PosPP

- PosPP 'Big things' loss to ANR for FY23 remained flat at 2.7% for the year, representing the strong underlying quality of the core book
- PosPP 'Little things' loss to volume (excluding suspended products) reduced 60bps to 2.2% in the year due to lower losses following repositioning of this product as a true companion product to the 'Big things' portfolio

AUSTRALIA CARDS

- Net loss/ANR of 3.6% more in line with normalised loss rates. FY22 benefitted from debt sales reducing the ratio to 2.4% from 4.3% in the prior year

NEW ZEALAND CARDS

- Net loss/ANR flat reflecting the maturing of the Q Mastercard product, better use of data and technology and improved recovery rates

COMMERCIAL

- Net loss/ANR down 20bps reflecting improved credit quality in Commercial Australia and benefiting from strong growth in average net receivables

AASB9 PROVISION MOVEMENTS

$M	FY23	FY22	MVMT
Net loss[1]	85.1	82.0	3.1
Macro provision	2.6	(4.7)	7.3
Provision movement	6.6	(13.9)	20.5
Credit impairment charge	**94.3**	**63.4**	**30.9**
Net loss			
PosPP			
'Big things'[2]	23.1	19.1	4.0
'Little things'[3]	18.9	24.8	(5.9)
AU Cards	15.4	10.5	4.9
NZ Cards	18.7	19.8	(1.1)
Commercial	9.0	7.8	1.2
Group	**85.1**	**82.0**	**3.1**
Provision movement			
PosPP	(0.5)	(1.2)	0.7
AU Cards	1.5	(8.1)	9.6
NZ Cards	0.2	(6.1)	6.3
Commercial	5.4	1.5	3.9
Group	**6.6**	**(13.9)**	**20.5**

1. Net loss includes bad debts and loss recoveries.
2. 'Big things' includes **humm** AU BT and Ireland.
3. 'Little things' includes **humm** AU LT, **bundll** and **humm** NZ.

NET LOSS INCREASE OF $3.1M ON PCP

- Net loss of $85.1m increased by $3.1m on pcp driven by increase in receivables. Net loss at Group level has reduced by 60bps to 1.8% for the current year
- PosPP:
  - 'Big things' up $4.0m – driven by growth in receivables balances
  - 'Little things' down $5.9m – lower write offs for suspended products, albeit off lower receivables base
- AU Cards up $4.9m – now in line with historic periods (FY22 benefitted from accelerated debt sale)
- NZ Cards down $1.1m – lower write offs with improved arrears
- Commercial up $1.2m – net loss down 20bps to 0.5%

MACRO PROVISION $2.6M ($4.7M RELEASE IN FY22)

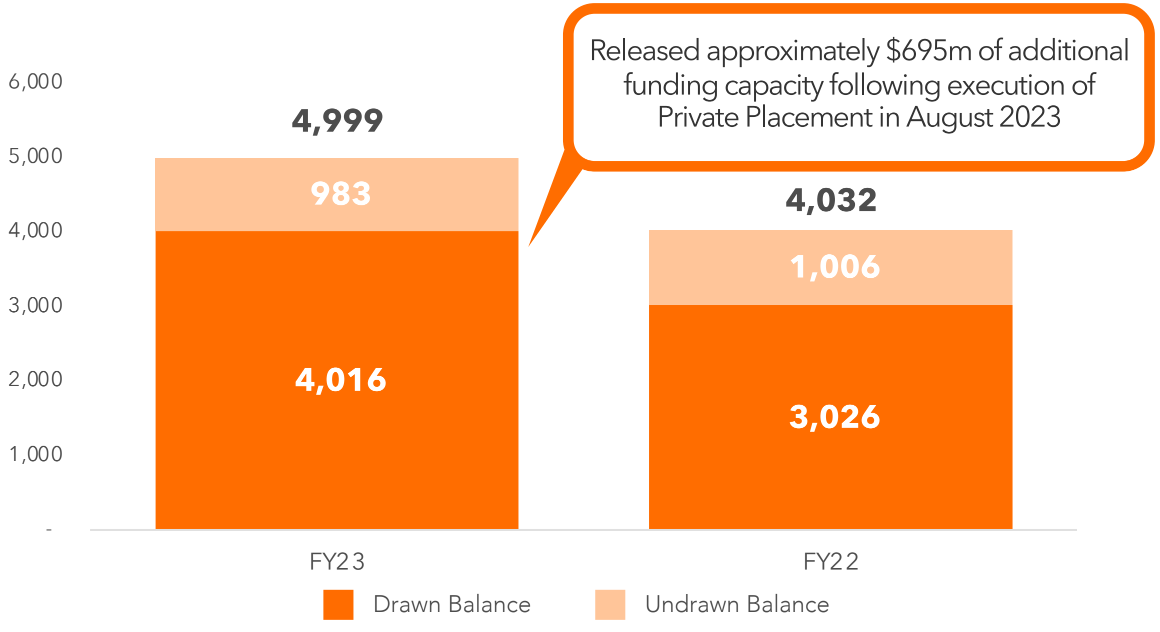
- Macro provision of $2.6m was recorded on higher receivables including overlay which takes into consideration, unemployment, inflation and GDP risks which have driven increases for NZ Cards and **humm** AU
- Macro provision release of $4.7m in FY22 reflected release of surplus macro provision booked in FY20 as a result of expected COVID related losses

PROVISION OF $6.6M ($13.9M IN PROVISIONS RELEASED IN FY22)

- PosPP release this year reflects exit of products (primarily in **bundll**) and lower arrears following changes to origination and credit controls and better recovery rates
- AU Cards and NZ Cards – increase in provision in line with increased closing receivables
- Commercial provision increase of $3.9m reflecting strong growth and higher volumes across the portfolio

CAPACITY TO FUND GROWTH

WHOLESALE FUNDING AND CORPORATE DEBT FACILITIES



DEBT DEALS EXECUTED IN FY23	$M
Capital markets transactions	1,059.9
Senior warehouse capacity added and extended	1,357.1
Mezzanine warehouse capacity added	132.6
Total	**2,549.6**

WHOLESALE FUNDING FACILITIES

- Over $1b of public asset-backed securities issuance during FY23 despite challenging funding markets, with strong support across a diverse investor base
- Warehouse funding platform materially expanded to support growth, with over $1b of new committed funding introduced
- Continued improvement in balance sheet efficiency though extension of mezzanine warehouse funding
- Diversified funding sources with committed facilities held with domestic and international banks and fund managers
- $760.7m **flexicommercial** Private Placement ABS transaction executed in August 2023, **humm**group's largest ABS transaction to date – representing a significant funding milestone and adding increased funding capacity to support growth

CORPORATE DEBT FACILITY

- Retired $110m syndicated revolving corporate debt facility in December 2022
- Replaced with a new $150m 'growth' facility which can be applied to higher growth capital requirements stemming from a growing book of receivables, chattel loans and customer loans and for working capital purposes
- Growth facility drawn to $75.7m as at 30 June 2023

CASH

- Unrestricted cash of $112m in line with June 2022 – volume growth across commercial and consumer was offset by cash inflows from financing activities, including improved capital efficiency across portfolios

EFFICIENT AND EFFECTIVE USE OF CAPITAL TO DRIVE RETURNS

STRONG AND STABLE BALANCE SHEET

Receivables grown to $4.2b in FY23

Capital structure has been optimised to include increased mezzanine funding

Warehouse capacity in place to support FY24 growth targets

PRE-TAX DIVIDEND RETURN OF 6.2%[1]

Fully franked FY23 dividends totaling 2.0cps

Expect to pay dividends of between 30% – 40% of Free Cash Flow[2]

$38.1m in franking credits at 30 June 2023

CAPITAL INITIATIVES TO DRIVE RETURNS

Board approved share buy-back of up to $10m in ordinary share capital over the next 12 months, subject to market conditions

Enhance long-term shareholder value

1. Share price of 46 cents per share. 2. Free Cash Flow is defined as Normalised cash profit (after tax) adjusted for future capex and working capital requirements.

04

SUMMARY

OUTLOOK

PROFITABLE GROWTH WITH LOCKED IN NIM FOR FY24

STRONG CAPITAL AND BALANCE SHEET POSITION

POSITIVE CREDIT PERFORMANCE

EXECUTION OF COST SAVINGS

CAPITAL INITIATIVES TO DRIVE IMPROVED SHAREHOLDER VALUE

05

APPENDICES

FLEXICOMMERCIAL

FLEXICOMMERCIAL AUSTRALIA	FY23	FY22	FY21
Volume (A$m)	1,373.6	983.0	465.4
Number of transactions	12,029	9,663	6,141
Product yield[1] (%)	10.5	10.3	11.6
Average receivables (A$m)	1,723	994	566
Cost of funding/borrowings (%)	5.0	2.9	3.4
Net loss/ANR (%)	0.5	0.8	2.0
Normalised cash profit (after tax)	$38.8m	$27.8m	$5.7m

- Volume growth exceptionally strong reflecting market leading position in the broker led SME market and our clear differentiation in 'speed to yes' and 'speed to settlement'
- Product yield strengthening from 1H23 as cost of fund increases have been successfully passed on. Front book NIM position fully recovered for impact of rises to funding costs
- Cost of funds increases associated with increased base rate and margin and improved capital efficiency following the expansion of mezzanine funding which has allowed for receivables growth without the requirement to raise additional capital
- Net losses continue to be strong as a result of "bank grade" credit being written and recoveries remaining strong

FLEXICOMMERCIAL NEW ZEALAND	FY23	FY22	FY21
Volume (A$m)	190.7	113.3	74.8
Number of transactions	3,335	3,445	7,545
Product yield[1] (%)	12.5	15.9	18.0
Average receivables (A$m)	214	143	139
Cost of funding/borrowings (%)	6.9	3.3	3.1
Net loss/ANR (%)	0.5	0.3	0.1
Normalised cash profit (after tax)	$3.5m	$7.5m	$9.8m

- Volume growth has accelerated as the broker originated SME asset finance business in New Zealand is established – consistent with the Australian Business
- Product yield is drifting down as expected due to mix changes and growth in asset financing with continued improvements to pricing in this market
- Cost of funds increases have been higher than Australia due to a more aggressive Central Bank response and improved capital efficiency following the introduction of mezzanine funding
- Net losses remain stable at relatively low levels
- New business growth progressing well with technology investment in New Zealand

1. Gross income/average net receivables.

CONSUMER FINANCE: **HUMM** AUSTRALIA

HUMM AUSTRALIA ('BIG THINGS')	FY23	FY22	FY21
Volume (A$m)	614.6	513.5	553.4
Receivables (A$m)	652.6	593.9	610.8
Product yield (%)[1]	14.2	14.8	16.5
Net loss/ANR (%)	3.8	2.9	2.9
Cost of funding/borrowings (%)	4.3	2.4	3.1
Cash NPAT[2] (A$m)	11.8	21.3	29.3
Normalised cash profit (after tax) (A$m)	14.0	20.1	25.0

- Volume growth in 'Big things' is a result of focus and increased demand in Solar, Home Improvement and Health and increased ATV's which has grown to approximately $5,100
- Pricing activity yielding good results on the front book with execution of pricing changes taking effect, albeit longer to realise in this product due to the long tail – back book yield impacted by historic competitive pressures slowly continues to abate
- Product mix change (higher proportion of volumes for Solar, Home Improvement and Health longer dated, lower margin, lower loss rate) driving lower product yield across the book. Benefits of lower loss rates arise in future periods
- Funding costs have increased with the rising interest rate environment
- Normalised cash profit (after tax) has been impacted by margin compression, increased funding costs

HUMM AUSTRALIA ('LITTLE THINGS')	FY23	FY22	FY21
Volume (A$m)	248.7	301.8	178.7
Receivables (A$m)	31.2	48.3	38.6
Product yield (%)[1]	27.0	25.7	38.5
Net loss/volume (%)	3.3	3.8	2.2
Cost of funding/borrowings (%)	3.4	1.8	3.1
Cash NPAT[2] (A$m)	(5.4)	(12.5)	(8.0)
Normalised cash profit (after tax)	(4.7)	(10.7)	(6.7)

- Volume reduction reflects a focus on profitable 'Little things' merchants and a continued pivot to it becoming a companion product to 'Big things' and the result of closing the BPAY product
- Product yield has increased in line with merchant and customer repricing initiatives
- Net losses have increased in line with customer behaviour normalising post pandemic
- Funding costs have increased with the rising interest rate environment, noting that receivables for this product turn over quickly
- Improved Normalised cash loss (after tax) is a result of new merchant and customer fee initiatives, switching off unprofitable merchants, partly offset by increased funding costs

1. Gross income/average net receivables for **humm** AU 'Big things' and gross income/average net receivables for **humm** AU 'Little things'. 2. **humm** AU is operated as a portfolio including both 'Big things' and 'Little things' products and Cash NPAT has been allocated based on assumptions related to fees, cost of sales and operating expenditure. Excludes BPAY in FY23.

CONSUMER FINANCE: CARDS

NEW ZEALAND CARDS	FY23	FY22	FY21
Volume (A$m)	747.6	693.8	695.4
Receivables (A$m)	595.1	572.4	639.9
Interest bearing balances (%)	60.0	60.3	61.4
Product yield (%)	20.1	20.0	20.4
Net loss/ANR (%)	3.2	3.2	4.0
Cost of funding/borrowings (%)	5.0	3.4	3.2
Cash NPAT (A$m)	16.1	30.8	28.1
Normalised cash profit (after tax) (A$m)	20.6	29.6	28.9

- Volume has grown in line with increased customer spending. Receivables were impacted by prior year lower volumes and higher paydown rates, consistent with the market, which has reduced current year Normalised cash profit
- Higher long term interest free volumes are expected to deliver future year returns as these balances mature into interest bearing balances
- Product yield has increased as the benefits of repricing initiatives take effect
- Funding costs across the NZ Cards portfolio have benefited from hedging position
- Net loss to ANR is stable following improvements in the use of data and technology, noting an increase in the prior half due to seasonality
- Normalised cash profit (after tax) impacted by margin compression due to lower interest bearing average receivables balanced compared to pcp

AUSTRALIA CARDS	FY23	FY22	FY21
Volume (A$m)	514.9	478.3	416.9
Receivables (A$m)	434.2	435.2	454.9
Interest bearing balances (%)	53.4	55.4	59.5
Product yield (%)	18.6	17.9	19.2
Net loss/ANR (%)	3.6	2.4	4.3
Cost of funding/borrowings (%)	4.6	4.2	3.3
Cash NPAT (A$m)	2.3	8.9	16.8
Normalised cash profit (after tax) (A$m)	5.4	4.6	8.3

- Volume has increased as travel continues to return and customer spending gains momentum as the market moves further beyond the pandemic
- The proportion of interest-bearing balances grew towards the back end of the financial year offsetting the impact of legacy product receivables (high proportion interest bearing) in run-down
- Funding costs across the AU Cards portfolio have benefited from hedging position
- Gross losses improved versus the prior period however net losses were higher due to prior period debt sales
- Normalised cash profit improvement from repricing and lower operating expenses, partly offset by higher cost of funds

DISCLAIMER

No recommendation, offer, invitation or advice
This presentation is not a financial product or investment advice or recommendation, offer or invitation by any person or to any person to sell or purchase securities in **humm**group in any jurisdiction. This presentation contains general information about **humm**group only in summary form and does not take into account the investment objectives, financial situation and particular needs of individual investors. The information in this presentation does not purport to be complete. Investors should make their own independent assessment of the information in this presentation and obtain their own independent advice from a qualified financial adviser having regard to their objectives, financial situation and needs before taking any action. This presentation should be read in conjunction with **humm**group's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange.

Exclusion of representations or warranties
The information contained in this presentation may include information derived from publicly available sources that has not been independently verified. No representation or warranty, express or implied, is made as to the accuracy, completeness, reliability or adequacy of any statements, estimates, opinions or other information, or the reasonableness of any assumption or other statement, contained in this presentation. Nor is any representation or warranty, express or implied, given as to the accuracy, completeness, likelihood of achievement or reasonableness of any forecasts, prospective statements or returns contained in this presentation. Such forecasts, prospective statements or returns are by their nature subject to significant uncertainties and contingencies many of which are outside the control of **humm**group. Any such forecast, prospective statement or return has been based on current expectations about future events and is subject to risks, uncertainties and assumptions that could cause actual results to differ materially from the expectations described. Readers are cautioned not to place undue reliance on forward looking statements. Actual results or performance may vary from those expressed in, or implied by, any forward looking statements. **humm**group does not undertake to update any forward looking statements contained in this presentation. To the maximum extent permitted by law, **humm**group and its related bodies corporate, directors, officers, employees, advisers and agents disclaim all liability and responsibility (including without limitation any liability arising from fault or negligence) for any direct or indirect loss or damage which may arise or be suffered through use or reliance on anything contained in, or omitted from, this presentation.

Jurisdiction
The distribution of this presentation including in jurisdictions outside Australia, may be restricted by law. Any person who receives this presentation must seek advice on and observe any such restrictions. This document is not, and does not constitute, an offer to sell or the solicitation, invitation or recommendation to purchase any securities and neither this document nor anything contained herein shall form the basis of any contract or commitment. In particular, the document does not constitute an offer to sell, or a solicitation of an offer to buy, any securities in the United States. The securities of **humm**group have not been, and will not, be registered under the US Securities Act of 1933 (as amended) ("Securities Act"), or the securities laws of any state of the United States. Each institution that reviews the document that is in the United States, or that is acting for the account or benefit of a person in the United States, will be deemed to represent that each such institution or person is a "qualified institutional buyer" within the meaning of Rule 144A of the Securities Act of 1933, and to acknowledge and agree that it will not forward or deliver this document, electronically or otherwise, to any other person. No securities may be offered, sold or otherwise transferred except in compliance with the registration requirements of applicable securities laws or pursuant to an exemption from, or in a transaction not subject to, the registration requirements of applicable securities laws.

Investment Risk
An investment in **humm**group securities is subject to investment and other known and unknown risks, some of which are beyond the control of **humm**group. **humm**group does not guarantee any particular rate of return or the performance of **humm**group securities. All amounts are in Australian dollars unless otherwise indicated.

THANK YOU