

23 April 2025

ASX ANNOUNCEMENT

2025 Annual General Meeting – Chairman’s Address

Your company made considerable progress in 2024 towards building a more focused and sustainably profitable business; one that is well placed to capitalise on the significant opportunities before us.

It was a year in which we began to meaningfully benefit from the collaborative efforts of the Board, CEO Bob Belan and the wider management team to implement Latitude’s *Path to Full Potential* strategy. Our strategy is highly focused on growing market share in credit cards and personal lending in our core geographies of Australia and New Zealand.

The initiatives and measures implemented by the management team, were supported by the shift in economic conditions that had been slowing consumer spending while adding to our cost of funds. Interest rates stabilised in 2024, demand for credit returned, consumer behaviour normalised, and the competitive environment played - and continues to play - to Latitude’s advantage as a scaled, focused, consumer lender.

Combined, these factors contributed to a 139% increase in Cash NPAT to \$65.9 million.

While your Board continues to prudently manage our balance sheet, the strong 2024 result enabled the reinstatement of a dividend of 3 cents per share, which represents a 47% payout ratio on the full year Cash NPAT.

Momentum in our business has carried through to the first quarter of 2025, and your Board looks forward to continued strong growth in volumes, receivables and cash earnings in the coming years.

Economic settings also continue to moderate in our favour, with an initial interest rate cut in Australia signalling the start of a downward trend expected to encourage consumer spending and support further margin growth. Rates have already reduced by 175bps in New Zealand.

We will also continue to see the flow-through and full year benefits of the many initiatives that are now in place in support of our growth strategy. Bob will speak further about the trends we are seeing in the initial few months of 2025. Of course, there is still more that can and will be done.

In October 2024, the Board and Management reaffirmed their commitment to your company’s strategy while reviewing progress against its goals, including:

- Rebuilding margins, in which considerable gains were made in 2024;
- Maintaining tight discipline on costs and driving further operational efficiencies;
- Optimising the balance sheet in uncertain geopolitical times; and
- Creating a winning culture.

In recognition of the ongoing work required to maximise the potential of your company, I have, at the request of the Board, agreed to stay on as Chairman – today’s annual general meeting was to be my last official duty – until several strategic initiatives currently in train are completed. I also gratefully acknowledge the decision of Director Mark Joiner to stay on while we complete this work.

At the same time, your Board continues to evolve and renew. In January we announced the appointment of Ilfryn Carstairs as a Non-Executive Director representative of major shareholder Värde. Ilfryn has had an immediate impact, bringing deep credit and consumer finance expertise to the Board after more than 20 years in the finance industry. Ilfryn is also a member of the Board Risk Committee.

He replaces Aneek Mamik, who resigned in November 2024. I thank Aneek for his wise counsel during his time on the Board and for sharing his deep consumer finance expertise with Latitude.

In 2024 the Board and management team continued to progress Latitude's environmental, social and governance - or ESG - approach, consulting with investors, partners and employees to develop a sustainability framework and roadmap to guide our priorities over the next two years. We also undertook the necessary groundwork to ensure compliance with new climate-related financial disclosure laws from 2025.

On behalf of the Board, I would like to thank every member of the Latitude team for the enthusiasm and hard work that has gone into the past year. I would also like to acknowledge and thank our customers, our thousands of partners and, of course, our shareholders for their loyalty and ongoing support.

Our company exists to serve you.

Authorised for release to the ASX by Vicki Letcher, Company Secretary.

For further information:

Media

Matthew Abbott
+61 402 543 128

Investor Relations

Mitchell Hawley
+61 466 927 612