

19 August 2025

ASX RELEASE

## 2025 Annual General Meeting - addresses and presentation

Plenti Group Limited (ASX:PLT) is pleased to provide a copy of the attached addresses and presentation, which will be delivered by Plenti's Chairman and CEO at its Annual General Meeting today.

Authorised for release by the Board of Plenti Group Limited.

For more information please contact:

Adam Bennett  
Chief Executive Officer  
[shareholders@plenti.com.au](mailto:shareholders@plenti.com.au)

### About Plenti

Plenti is a fintech lender. We provide faster, fairer loans by leveraging our smart technology.

We offer award-winning automotive, renewable energy and personal loans, delivered by our proprietary technology, to help creditworthy borrowers bring their big ideas to life.

Since our establishment in 2014, our loan originations have grown consistently, supported by diversified loan products, distribution channels and funding, and underpinned by our exceptional credit performance and continual innovation.

For more information visit [plenti.com.au/shareholders](https://plenti.com.au/shareholders).

## Chairman's address

On behalf of the Board, I'm delighted to welcome you, our shareholders, to Plenti's fifth AGM since listing on the ASX in September 2020.

Plenti's mission is to build Australia's best lender. Once again, great strides were made towards the accomplishment of this mission over the last year, in terms of how we serve our customers, and how we deliver for all our stakeholders.

Throughout the financial year, and despite some recent uncertainty in international markets and a changing geo-political landscape, Australian macro conditions remained relatively stable, with consistent interest rate settings by the Reserve Bank of Australia, stable and low unemployment levels, strong ongoing consumer demand for credit, and funding markets remaining open and effective at allocating capital. The landscape for personal lenders remained highly competitive, with the big banks, non-bank financial institutions and fin-tech lenders all vying for customer consideration.

It has also been a year of change for Plenti, as co-founder Dan Foggo decided to move from CEO to NED and Adam Bennett was appointed as CEO. Transition can be distracting, with potential to slow momentum and cloud performance. I'm delighted to report to shareholders that Plenti has avoided these potential pitfalls.

It is against this backdrop that I'm especially pleased with Plenti successfully growing its loan portfolio and increasing its Cash NPAT, by 18% and 126% respectively. This is a significant achievement and when coupled with delivering solid outcomes with our strategic partners, such as NAB, is testament to our focus on delivering in both the short and medium term for our shareholders.

CEO transition creates a strong catalyst for strategic refresh, and the Board worked closely and collaboratively with management during the year to refresh Plenti's corporate strategy and agree a clear agenda for the company's trajectory over the next 3-5 years. This refreshed strategy has three clear horizons focused on rapidly and profitably growing our loan book and continuing to invest appropriately in our proprietary technology and straight through processing capabilities. It also sees us continuing to focus on differentiating our credit capabilities and nurturing the development of our highly capable team.

I believe Plenti remains differentiated relative to its broader competitor set in those things that matter most. In particular, Plenti's ownership of its own technology platform and its constant pushing against boundaries to provide even better customer and partner experiences has been fundamental to Plenti's differentiated performances. It's been pleasing to see large organisations such as NAB, WA Government, Tesla and Cadillac select Plenti to integrate closely into their digital journeys to improve the overall customer experience.

In the last year, the depth of Plenti's funding sources continued to strengthen, as evidenced by the successful completion of three asset-backed securities (ABS) transactions, which

introduced an ever-broader set of domestic and international investors. During FY25, Plenti issued two Auto ABS transactions for \$458m and \$509m and a third for Personal & Green for \$330m. This brings our total ABS issuance to over \$3.8 billion.

Another highlight of the year was successfully launching the “NAB powered by Plenti” automotive loan into the market. This represents a significant milestone for Plenti, as we commenced building the loan book with NAB customers, and delivering more meaningful lending volumes.

I would like to acknowledge the great work that Plenti’s renewable energy and automotive teams continue to undertake in supporting the transition of Australian households to a lower carbon world, most notably through their work in helping to simplify the purchase of solar battery systems and electric vehicles, whilst also making clean energy options more affordable.

As recently reported in a closely contested public tender, Plenti won the right to manage the West Australian Government’s new battery rebate scheme, as their primary finance partner. I remain proud to chair a business that genuinely wants to make a difference for consumers, our community, and our shared environment.

I thank Adam, his leadership team and the entire Plenti team for their success in executing on Plenti’s strategic goals over the last year, and express my, and the Board’s, confidence in their capabilities, and their dedication to building Plenti into Australia’s best lender.

I would like to also thank my fellow Directors for the support and energy they devoted to Plenti over the last year. In particular, I thank our Directors for their commitment to the smooth transition of Adam into the business as successor to Daniel as CEO of Plenti.

I would also like to thank Susan Forrester as she steps off the board of Plenti. Susan has made a significant contribution to board governance and the strategic human resources agenda, and we wish her every success in her ongoing endeavours.

Finally, I would like to thank you, our shareholders, for your ongoing investment and support as we’ve continued to grow the company and create additional shareholder value.

I’m delighted to now introduce Adam to deliver his CEO address to shareholders and provide you with more strategic and operational detail of the year we’ve just completed.

## CEO address

Having just passed my first full year with Plenti, I'm pleased to be addressing shareholders to present a summary of our company's performance for the 2025 Financial Year.

And let me thank Mary Ploughman, Dan Foggo and all of the directors for their support, guidance and constructive challenge as I've settled into the CEO role.

### Financial Highlights

Plenti has had an outstanding FY25 on all of the metrics that matter, successfully delivering against our FY25 market guidance for growth, efficiency and profitability. I'm delighted with how the entire team has worked collaboratively and effectively to deliver for our customers, brokers and strategic partners, and remain focused on the delivery of profitable growth.

Let me call out some of the financial highlights as Plenti continued on its strong growth trajectory, and with performance accelerating in Q3 and Q4.

Plenti continued to achieve strong loan portfolio growth whilst preserving net interest margins and borrower credit quality. The business delivered loan originations of \$1.4b, up 18% on PCP, which drove a closing loan portfolio of \$2.5b, up 19% on PCP. This represents a 25% 3-year CAGR for loan portfolio growth, and we saw this momentum build further in Q3 (up 32% against PCP) and Q4 (up 42% on PCP). Plenti has now delivered over \$6b in cumulative lending since formation.

Strong loan originations drove meaningful revenue growth to \$259m, up 23% on PCP, and representing a 43% 3-year CAGR.

Our focus on prime credit borrowers continues to differentiate our credit performance and loss rates, as evidenced by our closing 90+ arrears of 43bps (down 15bps year on year), and 1.10% net loss rate.

When loan book growth, strong credit, stable margins and disciplined cost management come together this drives Cash NPAT growth. Our closing Cash NPAT was \$13.8m, a 126% increase on PCP, demonstrating the leverage available in Plenti's technology-led business model as the business continues to scale.

### Operational Highlights

Let me now share some more detailed operational results.

It's extremely pleasing to see that all three product verticals delivered out-performance across FY25:

- Our Automotive business – encompassing both consumer and commercial – grew organically and benefited from the quality of our relationships with brokers, Tesla and NAB. It delivered 14% originations growth which resulted in an increase in the portfolio of

17% on PCP, closing the year with a loan book of \$1.43b. Plenti has now funded over 70,000 vehicles to date, and we expanded our OEM program with a successful Tesla subvention offer, and launched a partnership with Cadillac.

- Our Renewables business – financing solar panels and batteries – grew significantly, driven by strong relationships, our unique GreenConnect technology platform, and higher battery uptake to deliver a loan portfolio of \$341m, up 18% on PCP. We also won several new large national installers.
- Our Personal Loan business – financing a broad range of consumer needs and life events – delivered significant growth driven by operational excellence and technology enhancements, grew 24% against PCP to achieve a closing loan book of \$764m. We invested significantly in underwriting capacity and technology, increasing our credit decision consistency and speed, and increasing our straight through processing rates to more meaningful volumes.

Of note, the “NAB powered by Plenti” car loan set up is now complete and origination momentum is accelerating. The product is now fully implemented across NAB and Plenti, visible on all of NAB’s retail digital platforms, and marketing investment commenced. Continued NAB and Plenti optimisation is well underway, and product momentum and volumes are now building.

Throughout the year, Plenti maintained disciplined management of costs, which materially reduced our cost-to-income ratio from 26.5% to 23.9%, demonstrating the operating leverage inherent in our technology-led model.

## **Strategy Refresh**

Picking up Mary’s earlier commentary, the board and management worked collaboratively over the summer to refresh Plenti’s corporate strategy.

Our starting point was the acknowledgement of some strong and differentiating strategic foundations. Investment in our proprietary technology has underpinned our partner relationships, credit decisioning, loan originations growth and overall efficiency.

Our proprietary technology gives Plenti total control over the continuous improvement and pace of change and enables tight integration with our customer and broker journeys. It also provides a foundation for rapid change and AI adoption to deliver strong operational efficiency and improved products. These capabilities deliver real world commercial outcomes, with award winning, highly automated and rapid customer experiences, combined with differentiated technology including our unique GreenConnect and Plenti Lending Platform marketplaces.

Our technology, when combined with our partnership capabilities and commercially collaborative culture, has enabled us to work with far larger organisations such as NAB, Tesla, Cadillac and AGL and embed deeply within their digital customer acquisition journeys.

Lastly, our credit and pricing expertise, driven by our proprietary credit engine, has delivered disciplined acquisition of prime borrowers and an enviable track record of low losses.

We also recognised that – despite our rapid growth – Plenti (currently) has small shares of very large markets, creating significant runway and growth potential.

Our refreshed strategy is therefore simple: we are pursuing a breakout growth ambition across three clear horizons over the next five years

- Horizon 1 (this year) is to GROW by doing what we do but better
- Horizon 2 (years 2 & 3) is to GROW by also doing new things
- Horizon 3 (years 4 & 5) is to GROW by scaling boldly into new opportunities

Our success will be underpinned by extending and improving three distinctive strategic capabilities:

1. Deeper relationships with target customers and partners supporting diverse and complementary distribution channels
2. Data and artificial intelligence to drive fast and reliable credit decisions, reduce operating costs, optimise pricing and uplift customer cross-sell capabilities
3. Proprietary technology stack to provide customers and partners with fast, simple and consistent digital journeys, with a low cost of manufacture

## **The Plenti team and partners**

The outstanding advances Plenti has made over the last year have only been achieved due to the capabilities and dedication of our incredible team of Plentineers. It's clear that each team within the business is committed to delivering our mission, which is to build Australia's best lender.

I'd therefore like to thank each member of the Plenti team for their dedication, commitment and hard work throughout the year. Your work has made a positive difference for our customers, your colleagues, and our shareholders.

Additionally, I'd like to thank Plenti's business partners, from its funders to referral partners and brokers, who continued to support our growth and success, and you, our shareholders, for your continued faith in our ability to deliver positive outcomes.

## **Looking forward**

I finish my first year extremely excited by Plenti's customer offerings, its market positioning, its technology capabilities, and so much more. We closed FY25 with a refreshed corporate strategy, an aligned board, executive and employee team, and real momentum to deliver our growth agenda. We have a solid set of foundations in place, and I believe we can continue to set new standards in personal lending in Australia, deliver profitable growth and increased shareholder value.

Thank you, and let me now pass back to our Chair, Mary Ploughman.

## ASX RELEASE

Plenti Group Limited (ASX:PLT)

Authorised for release by the Board of Plenti Group Limited

For more information please contact:

Adam Bennett, CEO, [shareholders@plenti.com.au](mailto:shareholders@plenti.com.au)

Miles Drury, CFO, [shareholders@plenti.com.au](mailto:shareholders@plenti.com.au)

# Annual General Meeting

19 August 2025





# Board of Directors



Mary Ploughman  
Chairman and Independent  
Non-Executive Director



Daniel Foggo  
Non-Executive Director



Peter Behrens  
Independent Non-Executive  
Director



Stephen Benton  
Independent Non-Executive  
Director



# Executive Committee



Adam Bennett  
Chief Executive Officer



Miles Drury  
Chief Financial Officer



Georgina Koch  
General Counsel  
and Company Secretary



Ben Milsom  
Chief Commercial Officer



Glenn Riddell  
Chief Operating Officer



Simon Cordell  
Chief Risk Officer



Tom Wright  
General Manager,  
Strategy Execution

# Registration Instructions

**Plenti**

## Manage Your Holdings & Securities.

Sign up and add your HIN/SRNs to start managing your portfolio. It's fast, secure, and easy.

Register

### Investor sign in

→

USERNAME

username

PASSWORD

password [show](#)

Log in

[Can't log in?](#)

You have **Virtual Meetings** taking place today  
To register for these click 'register'

Register

#### Virtual Meetings

TODAY

**SYDNEY CORPORATION - Annual General Meeting**

Voting Open

now  
OPEN

**WEBINAR**  
Register to access webinar

**KEY DATES & TIME**  
**Meeting** 3 Oct 2024 08:00 AM AWST (+08:00)

SRN

|\*\*\*\*\*000515 MR SHIRLEY LOPEZ <THE LOPEZ FAMILY A/C>

Register

**1**

Go to  
<https://investor.automic.com.au/#/home>

**2**

Once logged in you will see that the meeting is open for registration. Click on “view”

**3**

Click on “register” to register your attendance for the meeting

# Online Q&A



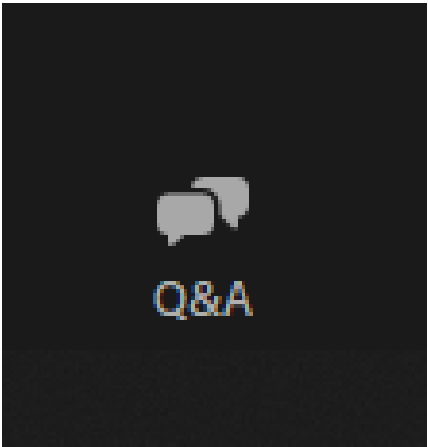
**1.** Click on the Q&A icon.  
**Type your HIN or SRN** first to verify you are a shareholder.



**2.** Type your question if you want to ask a written question. If you want to ask your question verbally, please type 'I want to ask a verbal question'. Hit enter to submit.



**3.** If asking a verbal question, a moderator will allow you to unmute your microphone while you ask your question. When prompted, please click the 'unmute' button.



Type your question here...

Cancel

Send

Zoom

## The host would like you to speak

If you choose to unmute, others in the webinar will be able to hear you. If the host or panelists decide to record, livestream, or archive the webinar after you unmute, your voice will be included. The recording may be shared with Smart Recording which uses AI technology, which may include third-party models. Zoom does not use any audio, video, chat, screen sharing, attachments or other communications-like content (such as poll results, whiteboard and reactions) to train Zoom's or third-party AI models.

Participants with relevant permissions also may save and share the webinar transcript.

Unmute

Stay Muted

## To contact support:

Call 1300 816 159 or +61 2 8072 1479 (outside of Australia) open live chat from the Investor Portal



# Chairman Address

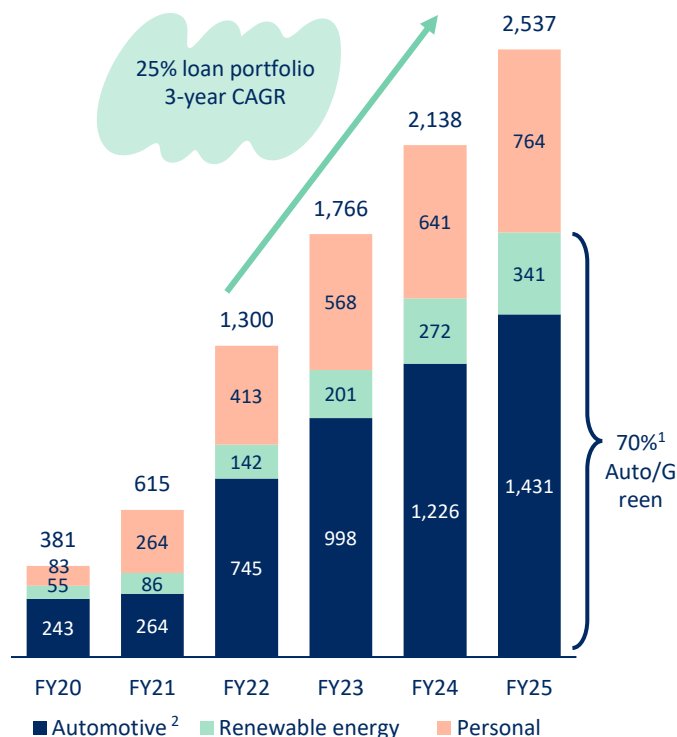


# CEO Address

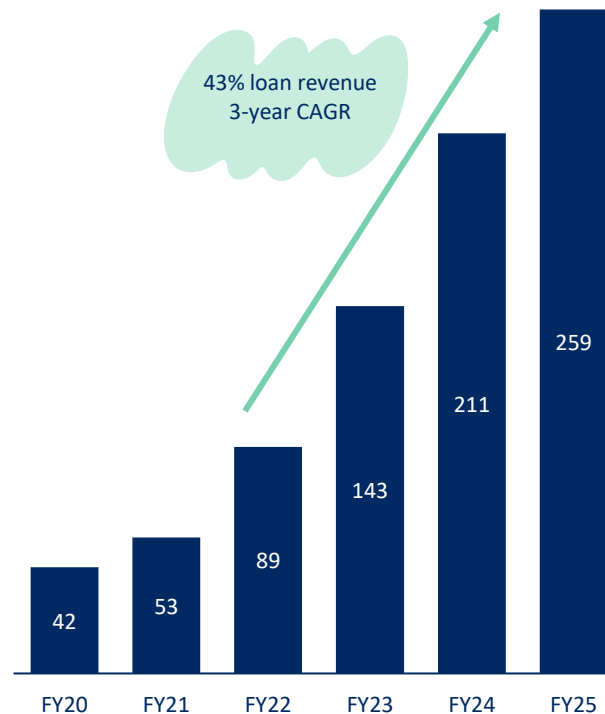


## Plenti continued its strong growth trajectory in FY25 with performance accelerating in Q3 and Q4

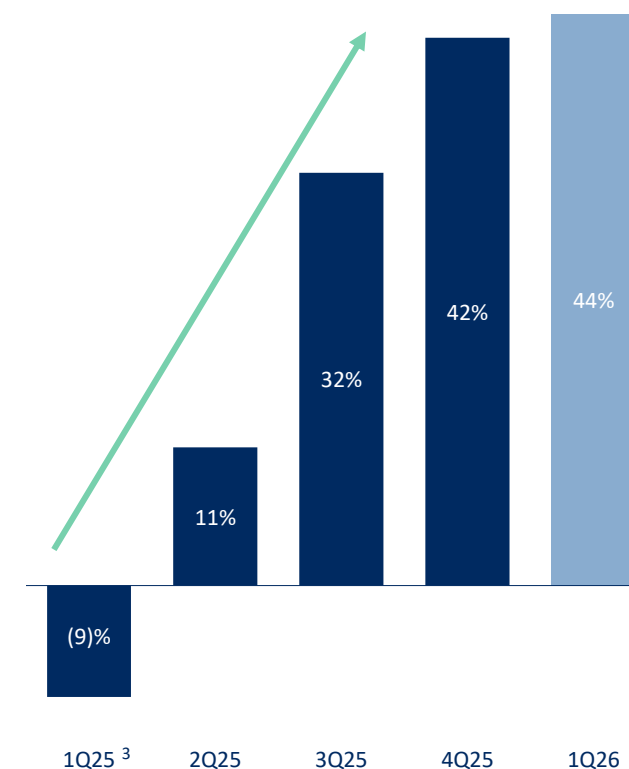
Loan portfolio grew to >\$2.5bn, with >\$6bn cumulative lending to date



... which drove meaningful revenue growth to >\$250m



... with growing momentum in quarterly originations on PCP



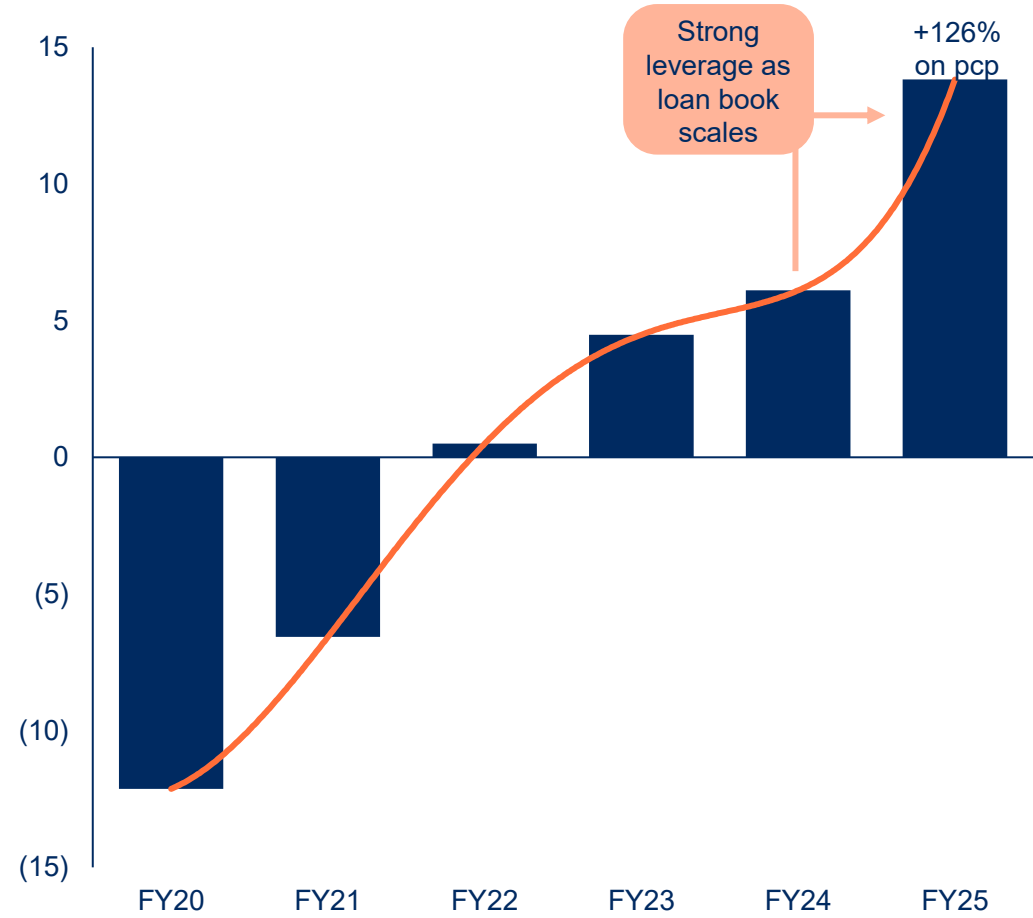
1. Lower credit risk secured automotive and unsecured renewable energy loans represented 70% of the loan portfolio at the end of FY25

2. Automotive portfolio figures include NAB powered by Plenti (NPBP) portfolio

3. 1Q25 originations fell on PCP with the removal of instant asset write off tax concessions that drove strong origination volumes in 1Q24

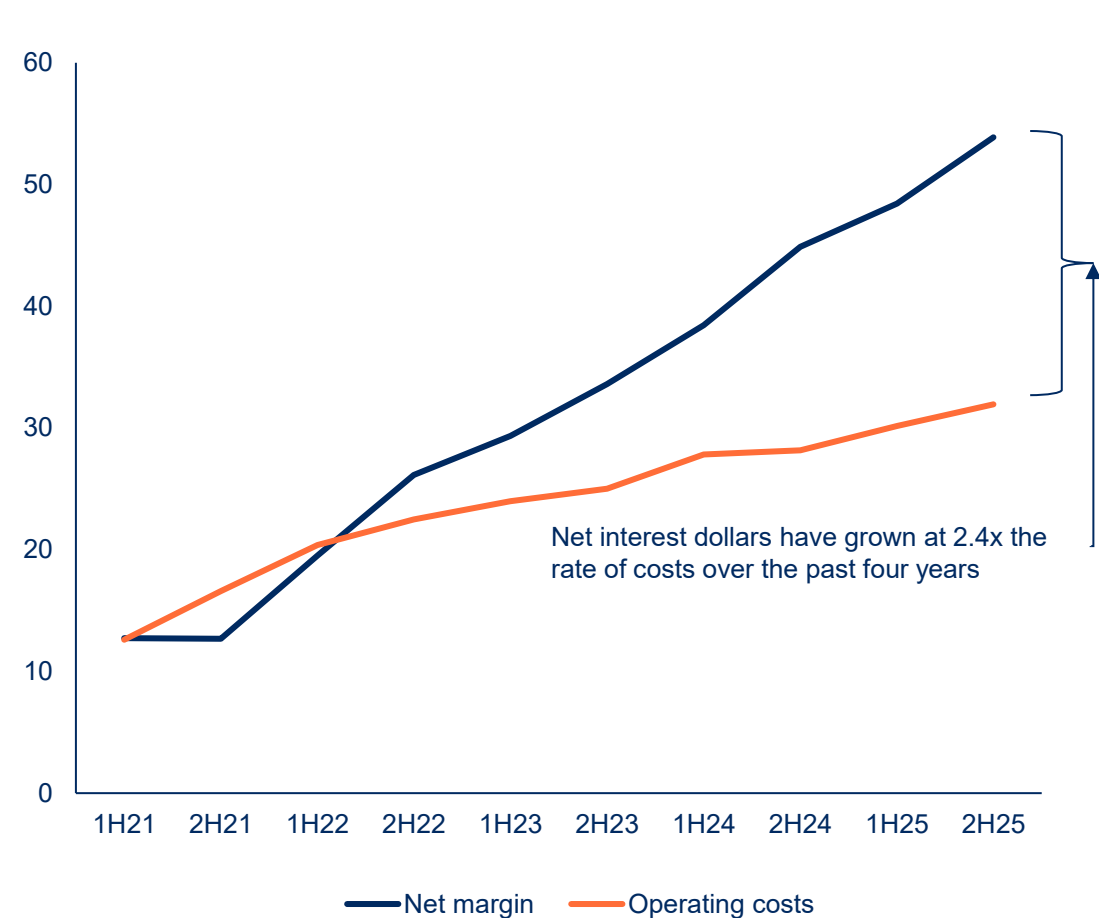
# Cash NPAT growth was driven by loan book growth, stable margins and **Plenti** disciplined cost management, delivering positive jaws

Cash NPAT (\$m)



Note: Cash NPAT represents statutory NPAT adjusted for expected credit loss expense, share-based payment expense, depreciation and amortisation, and non-cash income tax items

Operating costs vs net margin (\$)

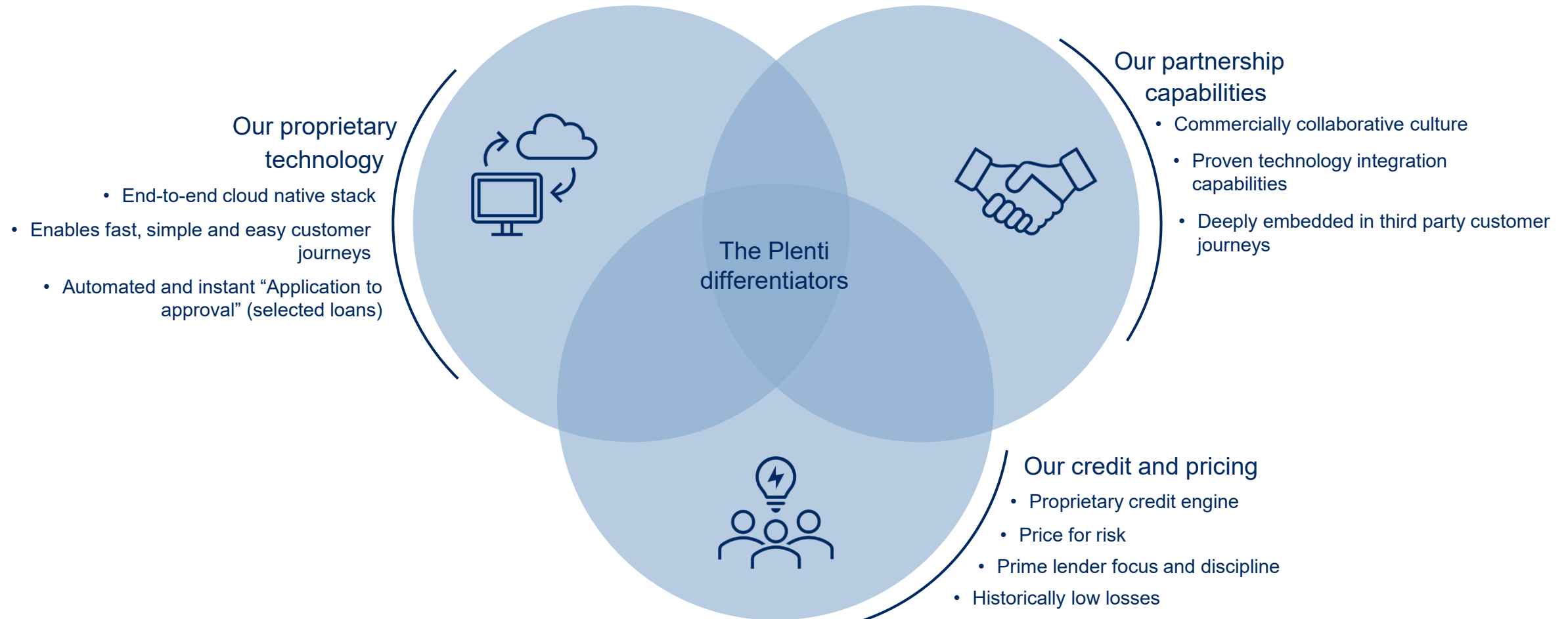


Note: Net margin calculated as net income less loan funding costs



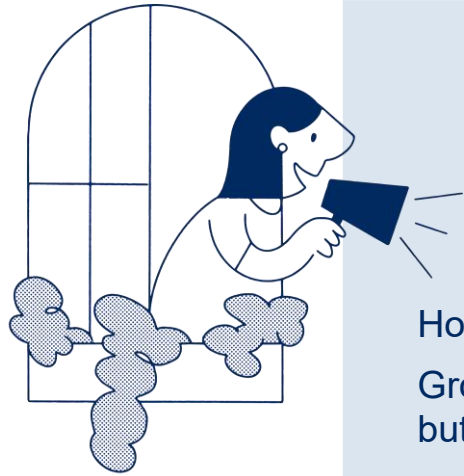
# Our proven competitive strengths work together to deliver our performance and growth momentum

**Plenti**



Our strategy is simple: we are pursuing a breakout growth ambition across three clear horizons over the next five years

**Plenti**



□ MARCH 2026

### Horizon 1

Grow by doing what we do – but better

#### Disciplined focus

Grow by extracting additional value from existing automotive, renewables and personal lending verticals

... and by growing NAB Powered by Plenti volumes steadily

□ MARCH 2028

### Horizon 2

Grow by also doing new things

#### Disciplined expansion

Maintain and grow our existing verticals whilst simultaneously looking outwards to potentially:

- Expand into adjacent products
- Create new verticals
- Engage new strategic partners

□ MARCH 2030

### Horizon 3

Grow by scaling boldly into new opportunities

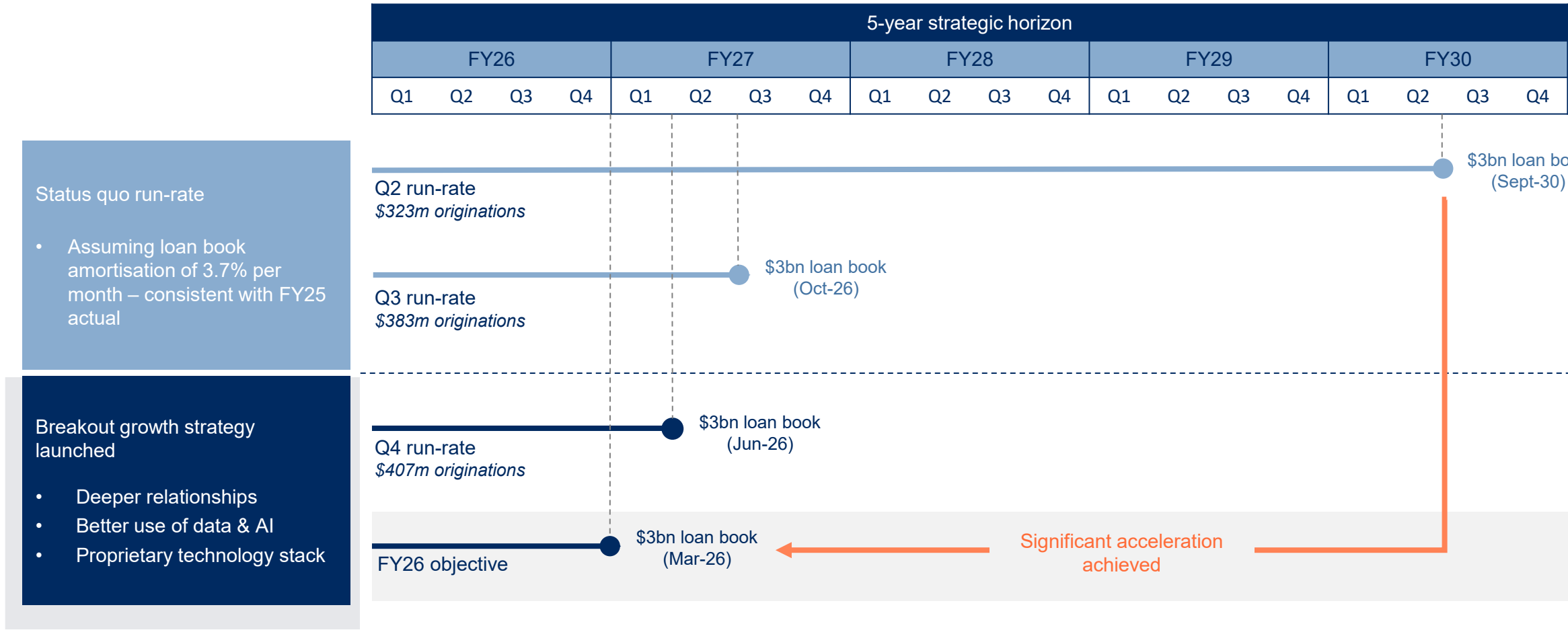
#### Expand our thinking

Leverage the growing scale of the business

Explore a greater range of potential options available to a profitably scaling business:

- Additional products
- Potential acquisitions

# We'll continue to drive loan origination momentum to deliver a \$3bn loan book by March 2026



# Plenti team and partners

**Plenti**

Bringing our customers' big ideas to life



# Items of business



---

Item 1	<ul style="list-style-type: none"><li>• Financial statements and reports</li></ul>
Item 2 – Resolution 2	<ul style="list-style-type: none"><li>• Adoption of Remuneration Report</li></ul>
Item 3 – Resolution 3	<ul style="list-style-type: none"><li>• Re-election of Stephen Benton as Director</li></ul>
Item 4 – Resolution 4	<ul style="list-style-type: none"><li>• ASX Listing Rule 7.1A Approval of Future Issue of Securities</li></ul>
Item 5 – Resolution 5	<ul style="list-style-type: none"><li>• Increase in the maximum aggregate annual remuneration of Non-Executive Directors</li></ul>

---

# Voting Instructions

### Registration

**WILL YOU BE REGISTERING TO VOTE?**  
If you have already lodged a Proxy Form and wish for your proxy vote to stand, please select "NO, I will not be voting".  
If you have lodged a Proxy Form and wish to amend your vote, please select "YES, I would like to vote".

☒ YES, I would like to vote

☐ NO, I will not be voting

### SYDNEY CORPORATION - Annual General Meeting

Meeting 3 Oct 2024 08:00 AM AWST (+08:00)

SYD

You can join the meeting online using the following link

<https://www.automicgroup.com.au/>

### Meeting Resolutions

**RESOLUTIONS**

You must vote on all resolutions, except for those marked as withdrawn.

1 Ordinary Resolution

For

Against

Abstain

Required!

Cancel

Next

☒ Declaration

PLEASE NOTE: You will not be able to change your votes after pressing the **confirm** button.

By pressing **confirm** you agree that this online voting form has been signed, authorised and submitted by you, in your capacity as a registered holder (or legally authorised representative) of the Company, in accordance with the requirements under the Company's Constitution, the Corporations Act 2001 (Cth) and Automic's terms and conditions.

Previous

Save

4

Once the Chair of the Meeting declares voting open, you should select "refresh"

5


To vote simply select the direction in which you would like to cast your vote, the selected option will change colour.

6

Once voting is declared closed you must select "next" and then "confirm" to submit your vote.

## To contact support:

Call 1300 816 159 or +61 2 8072 1479 (outside of Australia) open live chat from the Investor Portal

 **AUTOMIC GROUP**

# Item 1

## Item 1 – Financial statements and reports

- To receive and to consider the Annual Financial Report of the Company for the financial year ended 31 March 2025 together with the declaration of the Directors, the Directors' Report, the Remuneration Report and the Auditor's Report for that financial year.

*Note: This item is for discussion only*



# Item 2

## Resolution 2 – Adoption of Remuneration Report

- To consider and, if thought fit, to pass the following resolution as an **Ordinary Resolution**:

“That, the Remuneration Report for the financial year ended 31 March 2025, be adopted.”

*Note: the vote on this Resolution is advisory only and does not bind the Directors or the Company*

### Proxy Votes

For	42,916,694	99.72%
Against	55,801	0.13%
Discretion	64,455	0.15%
Exclusions	4,078,000	
Abstain	24,507	

# Item 3

## Resolution 3 – Re-election of Stephen Benton as Director

- To consider and, if thought fit, to pass the following resolution as an **Ordinary Resolution**:

“To re-elect Stephen Benton as a Director of the Company.”



## Proxy Votes

For	47,019,778	99.80%
Against	28,910	0.06%
Discretion	66,262	0.14%
Exclusions	0	
Abstain	24,507	

# Item 4

## Resolution 4 – ASX Listing Rule 7.1A Approval of Future Issue of Securities

- To consider and, if thought fit, to pass the following resolution as a **Special Resolution**:

“That, for the purposes of ASX Listing Rule 7.1A and for all other purposes, the issue of equity securities up to 10% of the issued capital of the Company (at the time of issue) calculated in accordance with the formula prescribed in ASX Listing Rule 7.1A.2 and otherwise on the terms and conditions set out in the Explanatory Statement be approved.”

## Proxy Votes

<b>For</b>	46,338,651	98.32%
<b>Against</b>	727,049	1.54%
<b>Discretion</b>	63,250	0.13%
<b>Exclusions</b>	0	
<b>Abstain</b>	10,507	

# Item 5

## Resolution 5 – Increase in the maximum aggregate annual remuneration of Non-Executive Directors

- To consider and, if thought fit, to pass the following resolution as an **Ordinary Resolution**:

“That, for the purpose of ASX Listing Rule 10.17, clause 22.1(a) of the Company’s Constitution and all other purposes, the maximum aggregate annual remuneration that may be paid by the Company for the services of the Company’s Non-Executive Directors be increased by \$200,000 from \$800,000 per annum to \$1,000,000 per annum.”

### Proxy Votes

For	46,709,967	99.10%
Against	357,823	0.76%
Discretion	64,455	0.14%
Exclusions	0	
Abstain	7,212	

# Conducting of the poll

**Plenti**

Other business

**Plenti**

Meeting close

**Plenti**