

**FOR THE YEAR ENDED 30 JUNE 2025**

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Angelo Demasi CEO | Adrian Fisk CFO  
28 August 2025

Authorised for release by the hummmgroup Board of Directors

hummm Group Limited, ABN 75 122 574 583  
Level 1, 121 Harrington Street, The Rocks, Sydney NSW 2000

# HUMMM GROUP LIMITED

# RESULTS

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# AGENDA

**01** HIGHLIGHTS

**02** FINANCIALS

**03** SUMMARY

**04** APPENDICES

01

# HIGHLIGHTS

# GROUP PERFORMANCE

01

**\$39.6m**

Statutory profit  
(after tax)

**\$52.9m**

Cash profit  
(after tax)  
– refined  
measure<sup>1,2</sup>

02

**10.2c**

Cash earnings  
per share<sup>3</sup>

03

**10.0%**

Return on  
Cash Equity  
(ROCE)<sup>4</sup>

04

**51.7%**

Cost to income  
ratio,  
**11.2%**  
reduction  
on pc<sup>p</sup>

05

Group Net  
Loss/ANR  
maintained  
at historical  
low at  
**1.7%**<sup>5</sup>

06

**2.00c**

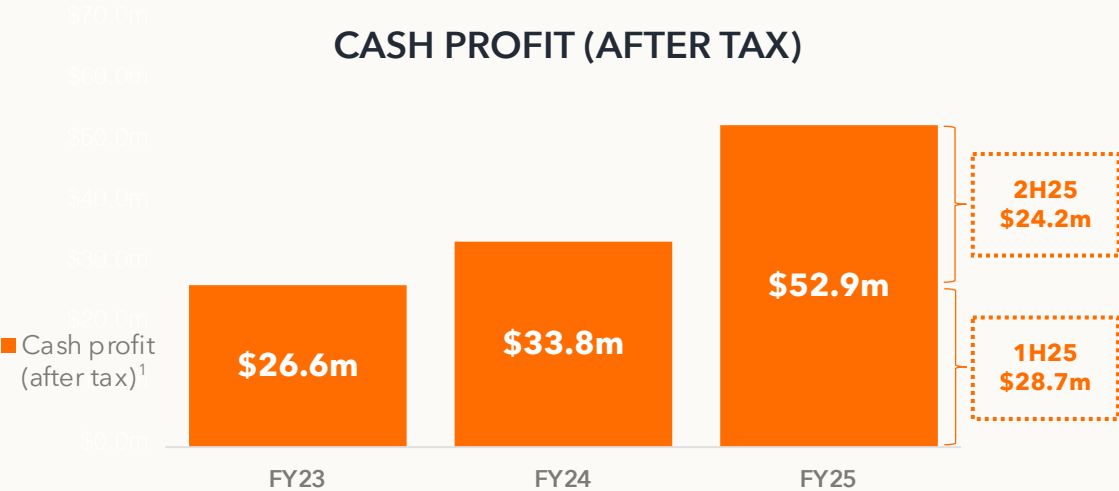
fully franked  
dividend  
for FY25, a  
**4.8%**<sup>6</sup>  
return to  
shareholders

**\$41.9m** Underlying cash flow<sup>7</sup>

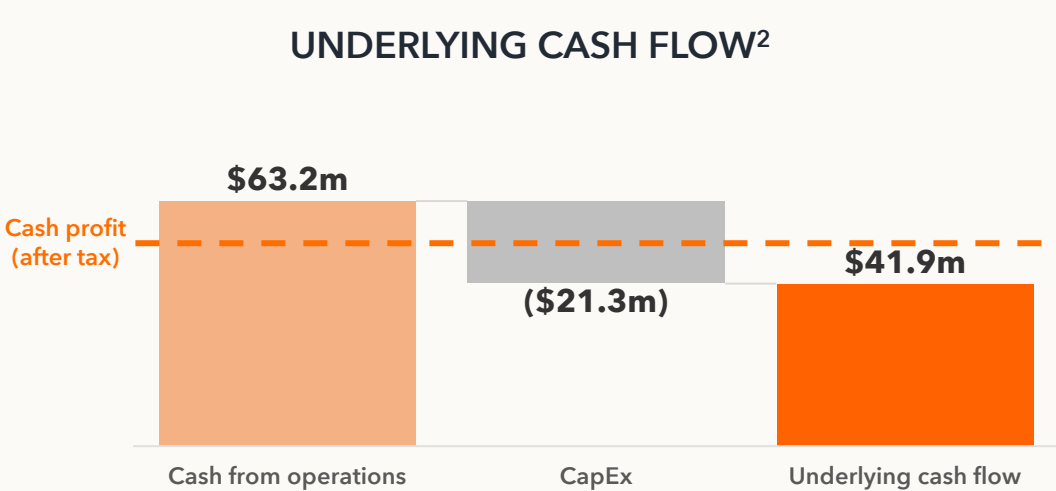
\*PCP refers to prior comparative period. Comparative segment information for FY24 restated to reflect new Corporate segment. 1. Cash profit (after tax) calculated as Statutory profit adjusted for non-cash depreciation and amortisation expenses, impairment of intangibles and AASB9 provision movement, with actual credit losses remaining in the result. 2. Effective 30 June 2025, the Group updated its Non-IFRS Cash Profit (after tax) measure to include depreciation of right-of-use assets under AASB16 (Leases). Cash profit (after tax) for prior periods restated. Unless otherwise stated, all references to Cash profit (after tax) refer to the refined Cash profit (after tax) measure. 3. Cash earnings per share calculated as Cash profit (after tax) as a percentage of weighted average total number of shares (comprising Ordinary Shares and Preference Shares under Perpetual Note) on issue for the period. 4. ROCE is calculated as Cash profit (after tax) divided by average total cash equity (total equity excluding reserves). 5. Net Loss/ANR presented as weighted average Group net credit loss to ANR based on assets under management, including Forward Flow receivables. 6. Annualised shareholder return calculated on pre-tax basis taking into consideration the level of franking provided and using a share price of 59.5c per share. 7. Underlying cash flow represents cash from operations through the period, net of CapEx, as sourced from the Consolidated statement of cash flows and set out in "Supplementary Information".

# GROUP KEY PERFORMANCE METRICS

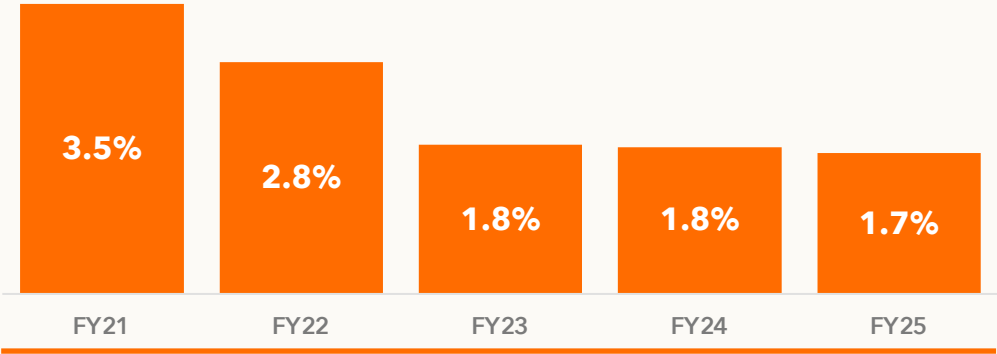
CASH PROFIT (AFTER TAX)



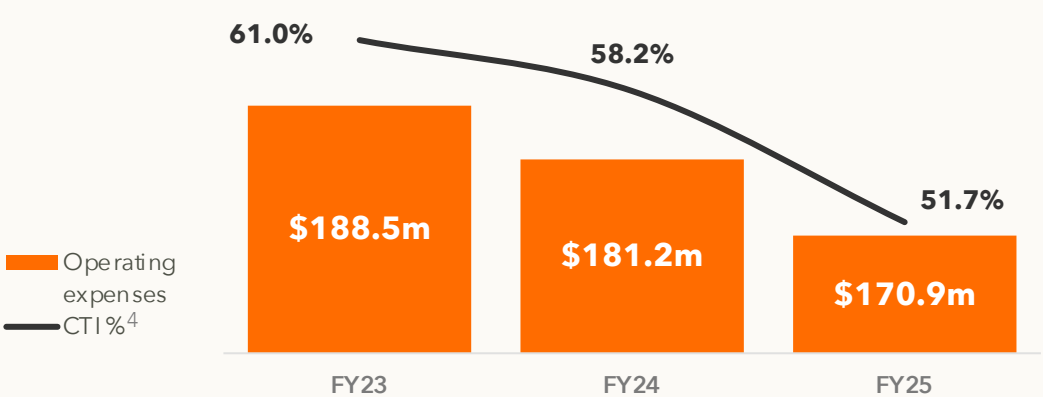
UNDERLYING CASH FLOW<sup>2</sup>



CREDIT PERFORMANCE



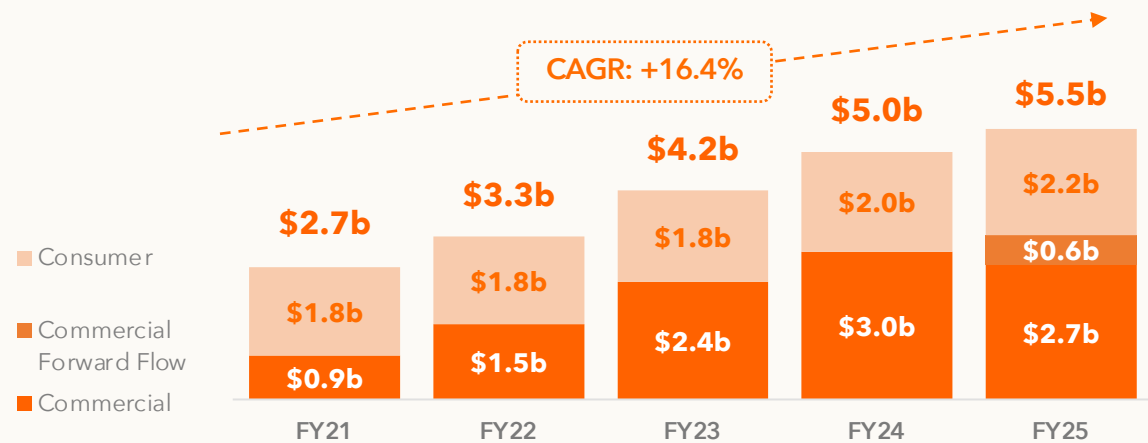
COST EFFICIENCY



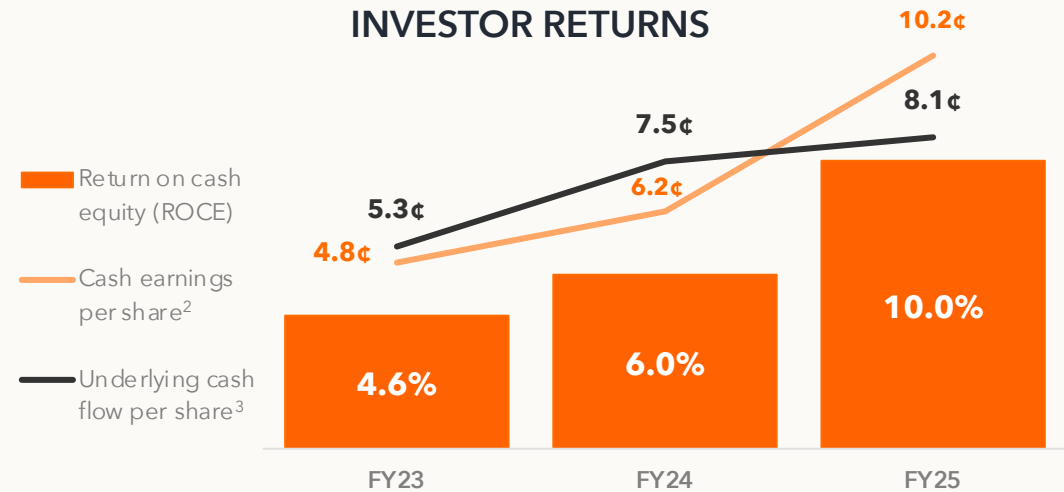
1.FY23, FY24 and 1H25 Cash profit (after tax) result restated to reflect refined non-IFRS measure of Cash profit (after tax). 2. Further detail on Underlying cash flow in "Supplementary Information". 3. Net Loss/ANR calculated as net credit losses as a percentage of Average Net Receivables originated by the Group, including receivables under the Forward Flow arrangement. If Forward Flow receivables are disregarded, Net loss/ANR for FY25 is 1.8%. 4.Cost to income ('CTI') represents total operating expenses as a percentage of net operating income.

# BALANCE SHEET AND CAPITAL MANAGEMENT

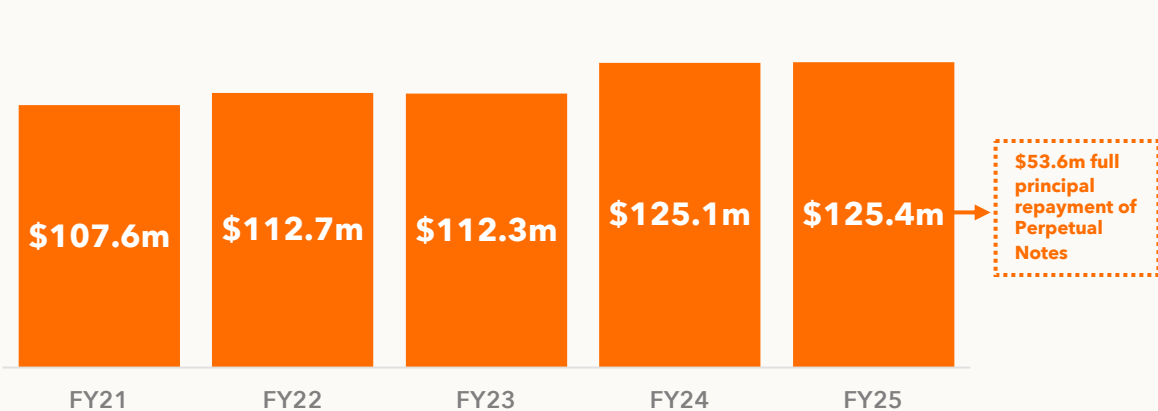
## ASSETS UNDER MANAGEMENT<sup>1</sup>



## INVESTOR RETURNS



## UNRESTRICTED CASH BALANCE<sup>4</sup>



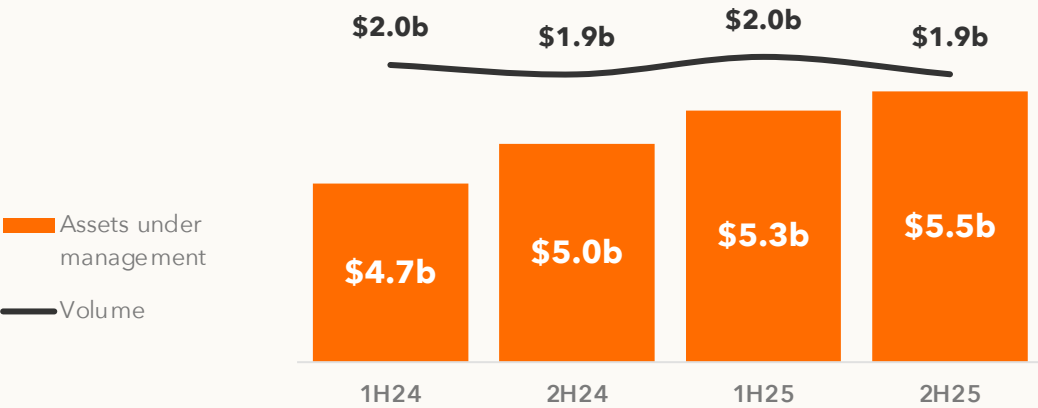
## CAPITAL MANAGEMENT ACTIVITIES **\$73.6m**



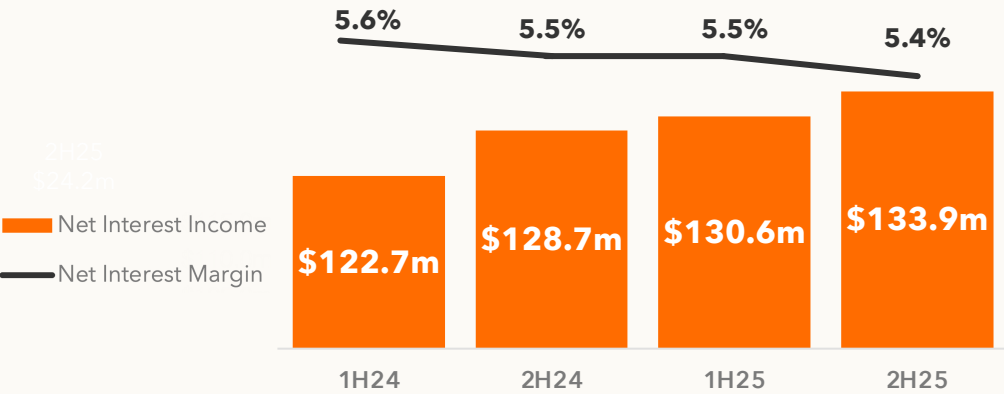
1. Assets under management represents on-balance sheet gross loans and advances and loans and advances under Forward Flow arrangement which are not included on the Group's balance sheet (\$0.6b at 30 June 2025). Excludes other debtors, provision for impairment losses and contract liabilities. 2. Cash earnings per share calculated as Cash profit (after tax) as percentage of weighted average total number of shares (comprising Ordinary Shares and Preference Shares under Perpetual Note) on issue for the period. PCP metrics recalculated using refined Cash profit (after tax). 3. Underlying cash flow per share calculated as Underlying cash flow as percentage of weighted average total number of shares (comprising Ordinary Shares and Preference Shares under Perpetual Note) on issue for the period. 4. Unrestricted cash represents cash available for liquidity, working capital and investment purposes.

# GROUP PERFORMANCE: HALF-ON-HALF

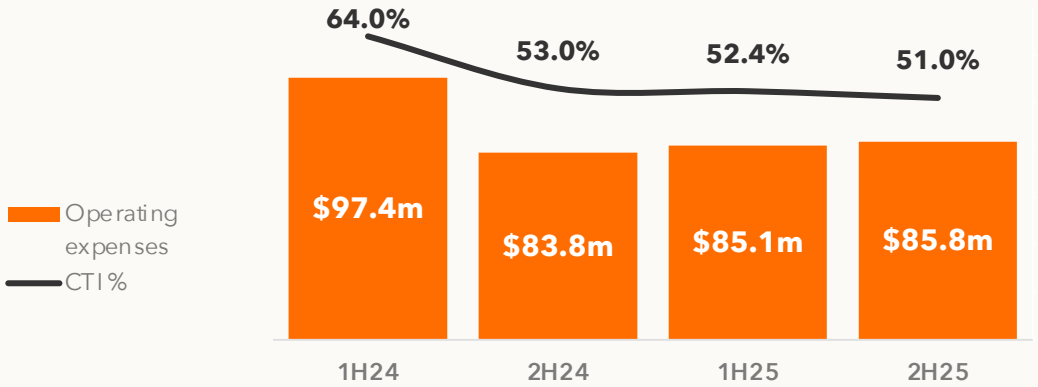
VOLUMES (\$) AND ASSETS UNDER MANAGEMENT<sup>1</sup> (\$)



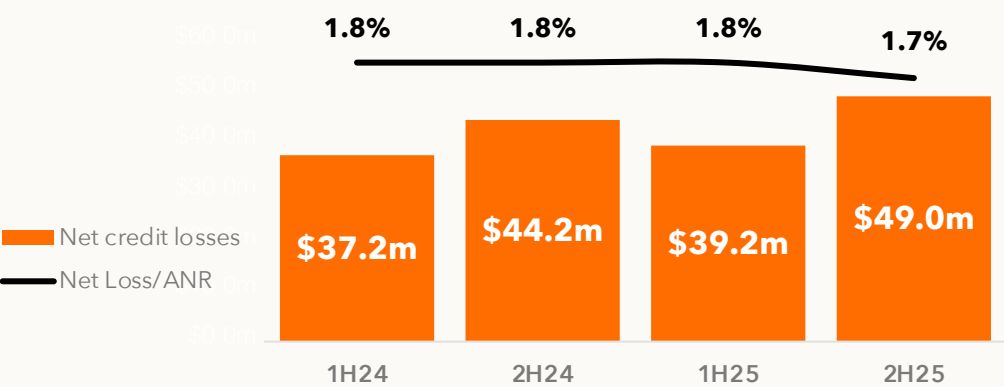
NET INTEREST INCOME (\$) AND NIM<sup>2</sup> (%)



OPERATING LEVERAGE



NET LOSS/ANR<sup>3</sup>



1. Assets under management represents on-balance sheet gross loans and advances and loans and advances under Forward Flow arrangement which are not included on the Group's balance sheet (\$0.6b at 30 June 2025). Excludes other debtors, provision for impairment losses and contract liabilities. 2. NIM is net interest income as percentage of ANR. 3. Net Loss/ANR calculated as net credit losses as a percentage of Average Net Receivables originated by the Group, including receivables under the Forward Flow arrangement (1H25 and 2H25). Net loss/ANR for each half-year presented on a rolling 12 month basis.



# GROWTH, EFFICIENCY AND RESILIENCE

## FROM TECHNOLOGY AND TRANSFORMATION INITIATIVES

### TRANSFORMING OUR PLATFORMS



LENDING *STATUS: POST IMPLEMENTATION*  
CARDS *STATUS: MOBILISATION*  
CUSTOMER X *STATUS: IMPLEMENTATION*

### INFRASTRUCTURE MODERNISATION



TOWARDS SOFTWARE  
AS A SERVICE

### NEW CORE PLATFORMS

NEW DATA PLATFORM



*STATUS: IMPLEMENTATION*

### MORE RELIABLE, RESILIENT AND SECURE SOFTWARE AS A SERVICE

DATA CENTRE DECOMMISSIONING

CLOUD INFRASTRUCTURE



*STATUS: IMPLEMENTATION*

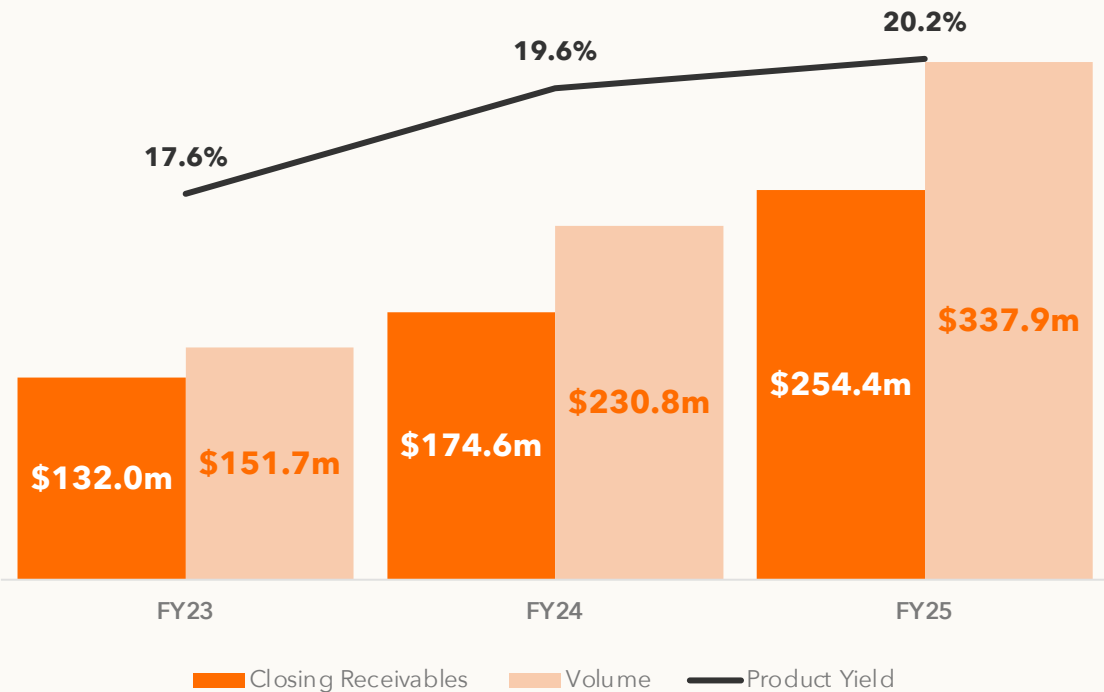
DELIVERS INCREASED REVENUE AND  
ENHANCED CUSTOMER EXPERIENCE

COST SAVINGS THROUGH SIMPLIFICATION, STABILITY,  
RESILIENCE AND EFFICIENT PLATFORMS

# GLOBAL STRATEGY

Targeted offshore investment continues, delivering returns in FY25 with a balanced growth trajectory and opportunities across global markets

GLOBAL GROWTH IN VOLUME,  
RECEIVABLES AND YIELD<sup>1</sup>



- **hummm** global growth continues in FY25.
- Volume of \$337.9m up 46.4% on pcp.
- Receivables of \$254.4m up 45.7% on pcp.
- Strong product yield<sup>1</sup> at 20.2%.
- **hummm** Ireland profitable and positive key metrics, with Net Interest Margin ('NIM')<sup>2</sup> expansion of 240bps in FY25 and positive ROCE of 29.7%, up on pcp.
- **hummm** UK delivered its first break-even month in June 2025, with steady growth underpinned by strong unit economics.
- Operating model reset in **hummm** Canada to capitalise on market opportunity with \$4.4m cost reduction expected in FY26.
- **hummmgroup's** digital platforms, service offering and technology offer a competitive advantage across growing global markets.

02

# FINANCIALS

# HUMMGROUP FINANCIAL PERFORMANCE

HUMMGROUP (\$M)	FY23*	FY24*	1H25*	2H25	FY25	MVMT FY25 vs FY24
Interest income	413.7	531.0	285.3	281.3	566.6	6.7%
Interest expense	(168.1)	(279.6)	(154.7)	(147.4)	(302.1)	8.0%
<b>Net interest income</b>	<b>245.6</b>	<b>251.4</b>	<b>130.6</b>	<b>133.9</b>	<b>264.5</b>	<b>5.2%</b>
Fee and other income	96.7	88.3	50.7	49.3	100.0	13.3%
Cost of origination	(33.5)	(28.6)	(19.0)	(15.0)	(34.0)	18.9%
<b>Net operating income</b>	<b>308.8</b>	<b>311.1</b>	<b>162.3</b>	<b>168.2</b>	<b>330.5</b>	<b>6.2%</b>
Net credit losses	(85.1)	(81.4)	(39.2)	(49.0)	(88.2)	8.4%
Operating expenses	(188.5)	(181.2)	(85.1)	(85.8)	(170.9)	(5.7%)
Cash depreciation <sup>2</sup>	(2.9)	(2.7)	(1.5)	(1.4)	(2.9)	7.4%
<b>Cash profit (before tax)</b>	<b>32.3</b>	<b>45.8</b>	<b>36.5</b>	<b>32.0</b>	<b>68.5</b>	<b>49.6%</b>
Income tax expense	(5.7)	(12.0)	(7.8)	(7.8)	(15.6)	30.0%
<b>Cash profit (after tax)<sup>3</sup></b>	<b>26.6</b>	<b>33.8</b>	<b>28.7</b>	<b>24.2</b>	<b>52.9</b>	<b>56.5%</b>
Non-cash items <sup>4</sup>	(23.7)	(26.7)	(1.4)	(11.9)	(13.3)	<b>(50.2%)</b>
<b>Statutory profit (after tax)</b>	<b>2.9</b>	<b>7.1</b>	<b>27.3</b>	<b>12.3</b>	<b>39.6</b>	<b>LRG<sup>5</sup></b>
<b>Assets under management<sup>6</sup></b>	<b>4,229.8</b>	<b>5,017.3</b>	<b>5,323.7</b>	<b>5,497.3</b>	<b>5,497.3</b>	<b>9.6%</b>

## PERFORMANCE ACROSS KEY METRICS

- Effective 30 June 2025, the Group updated its Non-IFRS Cash Profit (after tax) measure to include depreciation of right-of-use assets under AASB16 (Leases), amounting to \$2.2m (after tax) in the current period (FY24: \$2.1m). This change recognises that AASB16 depreciation includes a cash component, aligning the measure more closely with the Cash profit metric.<sup>1</sup>
- Cash profit (after tax) for FY25 of \$52.9m (refined measure). On the previously reported measure, Cash profit (after tax) for FY25 is \$55.1m (FY24: \$35.9m).
- Statutory profit (after tax) \$39.6m.
- 9.6% growth in assets under management to \$5.5b.
- Net interest income up 5.2%.
- Net operating income up 6.2%.
- Portfolio NIM remains stable at 5.4%, 10bps down on pcp.
- Net credit loss to ANR<sup>7</sup> remains at historical low at 1.7%.
- Operating expenses down 5.7%, improving CTI from 58.2% to 51.7%.
- Effective 1 July 2024, the Group introduced a new reporting segment, Corporate, which better reflects the performance of the underlying businesses and central corporate costs. FY24 segment results restated for comparative purposes.

# SUPPLEMENTARY INFORMATION

STATUTORY PROFIT TO CASH PROFIT (AFTER TAX)	FY24 <sup>1</sup>	FY25
Statutory profit after tax	7.1	39.6
ECL provision movement	14.6	(5.1)
Non-cash depreciation	0.9	0.6
Amortisation of IT development & software	13.1	12.8
Amortisation of acquired intangibles	4.3	2.2
Impairment of IT development & software	4.7	8.5
Tax impact	(10.9)	(5.7)
<b>Cash profit (after tax)</b>	<b>33.8</b>	<b>52.9</b>
SPECIFIC P&L ITEMS (POST-TAX)	FY24	FY25
Abnormal project costs	-	1.8
ASIC inquiry legal costs	-	2.3
Remediation costs	0.6	0.9
Legal and regulatory provisions/(reversal)	1.1	(1.8)
Redundancy and restructure	1.7	2.4
R&D tax offset	-	(1.0)
Suspended products	15.9	-
<b>Total specific P&amp;L items</b>	<b>19.3</b>	<b>4.6</b>
<b>Total Cash profit (after tax) incl. specific P&amp;L items</b>	<b>53.1</b>	<b>57.5</b>
OTHER CASHFLOW ITEMS	FY24	FY25
CAPEX - IT development and software costs	(15.0)	(21.3)
Perpetual note dividends	(7.4)	(7.7)
Other items (incl. onerous contracts)	(3.0)	(1.8)

CASH FLOW FROM OPERATIONS	FY24	FY25
Cashflow from operating activities	141.2	155.0
Net credit loss	(81.4)	(88.2)
Cash payments related to lease liabilities	(3.9)	(3.6)
<b>Cash from operations</b>	<b>55.9</b>	<b>63.2</b>
Capital Expenditure - IT development & software costs	(15.0)	(21.3)
<b>Underlying cash flow</b>	<b>40.9</b>	<b>41.9</b>

## TRANSPARENCY OF SPECIFIC ITEMS

hummgroupp no longer excludes specific items in its Cash profit (after tax) result. The Board has determined to provide more information to investors on the nature of specific P&L and cashflow items in the FY25 and FY24 results, which include:

- Abnormal project costs expensed in the period related to the acceleration of the humm loan project.
- Additional legal costs incurred in responding to an ASIC inquiry along with associated remediation costs.
- Movements in legal and regulatory provisions, including in relation to the Forum Finance litigation which is listed for hearing in the Federal Court in September and October 2025.
- Elevated redundancy and restructure costs relating to humm's transformation program.
- Elevated R&D tax offset in FY25.

humm Canada operating model reset expected to result in a \$4.4m (pre-tax) cost reduction in FY26.

2H25 Cash profit (after tax) result of \$24.2m down 15.7% on prior half (1H25: \$28.7m).<sup>1</sup> This reduction was primarily driven by higher net credit losses in flexicommercial and elevated legal costs following an ASIC inquiry.

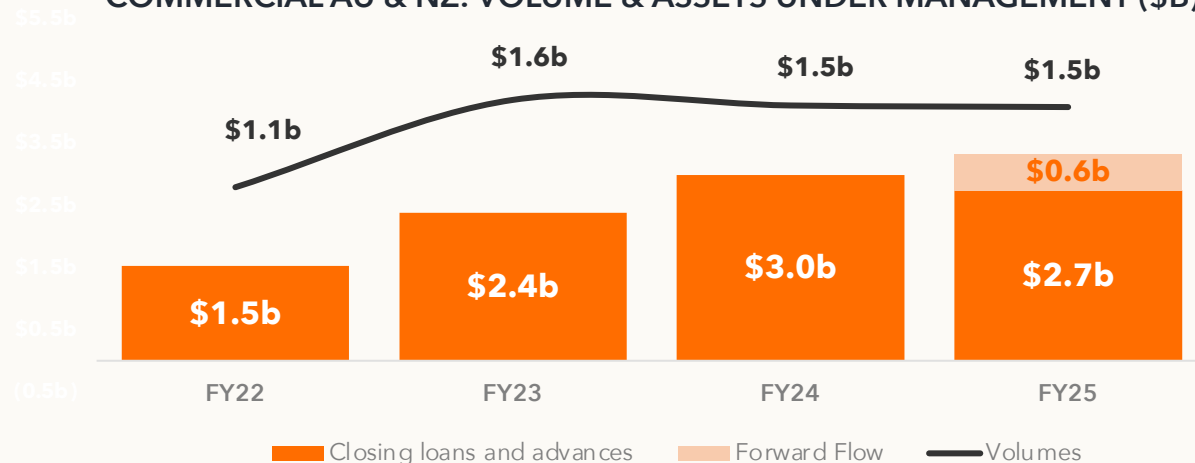
# COMMERCIAL

(\$M)	FY24*	FY25	FY25 vs FY24
Net interest income	93.8	96.5	2.9%
Net operating income	113.9	126.0	10.6%
Net credit losses	(18.5)	(31.5)	70.3%
Operating expenses	(30.2)	(30.8)	2.0%
Income tax expense	(19.0)	(18.4)	(3.2%)
Cash profit (after tax)	46.2	45.3	(1.9%)
Assets under management <sup>1</sup>	2,987.7	3,345.0	12.0%

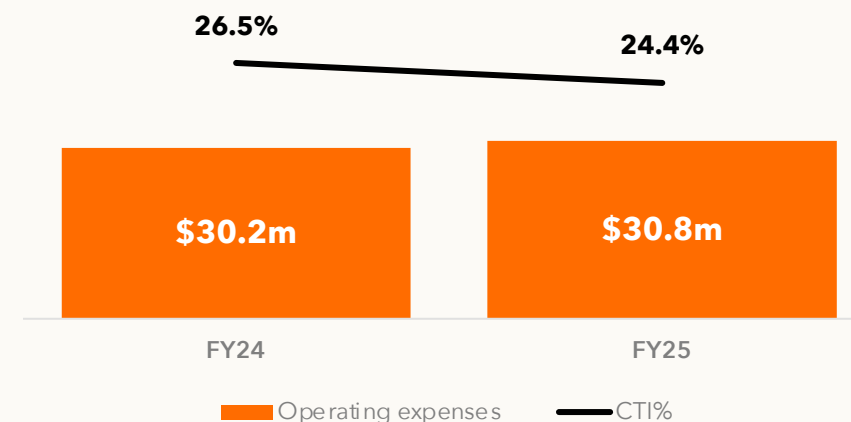
## SOLID PERFORMANCE AMID SME MARKET HEADWINDS

- Assets under management up 12.0% on pcp, despite market conditions.
- Cash profit (after tax) of \$45.3m with higher dollar losses as the portfolio seasons.
- Net interest income up 2.9%, as interest revenue grew 4.9% on pcp.
- Net operating income up 10.6% on pcp.
- Cost to income ratio reduced from 26.5% to 24.4%, following a restructure of the NZ business.
- Net credit loss/ANR increased to 1.0%<sup>2</sup> as anticipated into 4Q25, as the portfolio seasons, arrears increase in Victorian transport sector and recovery periods lengthen. Elevated losses expected into 1H26 before trending down through 2H26.

## COMMERCIAL AU & NZ: VOLUME & ASSETS UNDER MANAGEMENT (\$B)



## OPERATING LEVERAGE



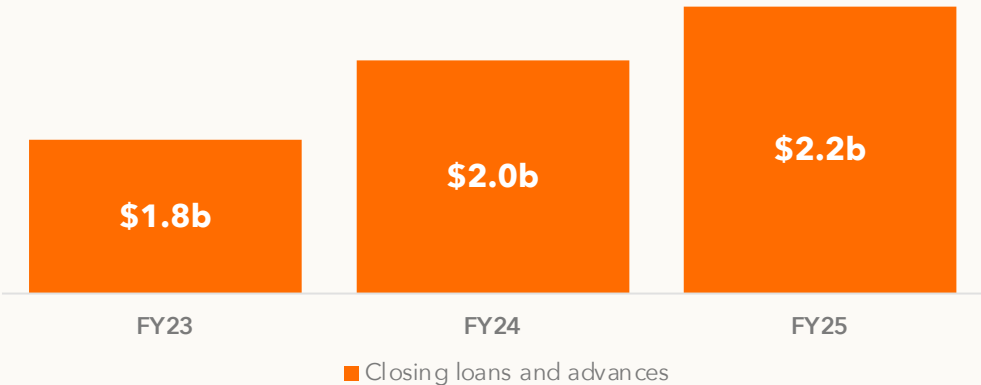
# CONSUMER

(\$M)	FY24*	FY25	FY25 vs FY24
Net interest income	157.6	168.0	6.6%
Net operating income	197.2	204.5	3.7%
Net credit losses	(62.9)	(56.7)	(9.9%)
Operating expenses	(122.9)	(115.6)	(5.9%)
Income tax expense	(2.8)	(7.4)	164.3%
Cash profit (after tax)	8.6	24.8	188.4%
Closing loans and advances	2,029.6	2,152.3	6.0%

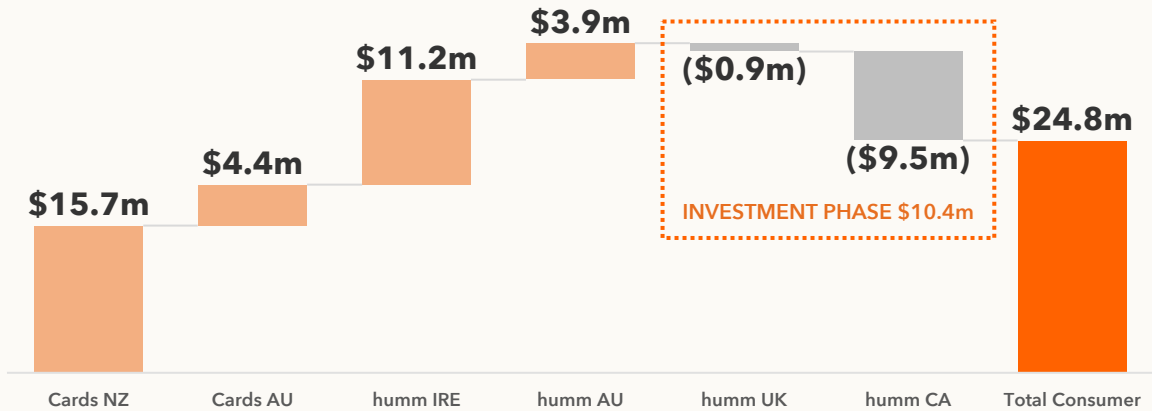
## CASH PROFIT PERFORMANCE AND CREDIT LOSSES

- Cash profit (after tax) of \$24.8m. Closing loans and advances up 6.0% on pcp.
- Operating expenses down 5.9% on pcp, as final suspended product costs removed. Net loss/ANR reduced 60bps to 2.7%, an historic low.
- Traction of the new **hum** loan offering in Australia softer than expected due to new regulations, refinement of credit approvals and implementation of new end-to-end technology platform. At 30 June 2025, the Board determined to impair \$8.5m in software capitalised in the earlier years of this project, following the expectation of reduced volumes.
- **hum** IRE outperforming, **hum** UK profitable in June and operating model savings executed in **hum** Canada expected to have \$4.4m cost benefit in FY26.

LOANS AND ADVANCES (\$B)



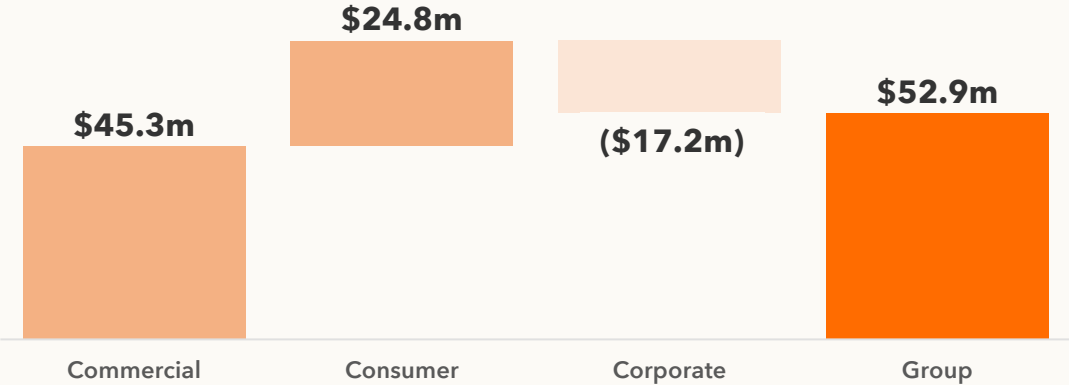
FY25 CASH PROFIT (AFTER TAX) CONTRIBUTION BY PRODUCT (\$M)



# CORPORATE

(\$M)	FY24*	FY25	FY25 vs FY24
Operating expenses	(28.1)	(24.5)	(12.8%)
Cash depreciation	(2.7)	(2.9)	7.4%
Income tax benefit	9.8	10.2	4.1%
Cash profit (after tax)	(21.0)	(17.2)	(18.1%)

CASH PROFIT (AFTER TAX) BY SEGMENT (\$M)



## NEW CORPORATE SEGMENT

- Effective 1 July 2024, the Group revised its internal reporting structure, resulting in identification of a new reporting segment, Corporate, which includes central functions such as finance, legal, HR and strategy.
- In accordance with AASB8, comparative information for FY24 has been restated to reflect the new segment structure. The restatement to accommodate the new Corporate segment had no impact on hummgroup’s consolidated results.
- Operating expenses include payroll costs, professional fees, insurance and occupancy costs and technology costs.
- Cash depreciation component of right-of-use assets under AASB16 has been allocated to the Corporate segment following the refinement of the Group’s Non-IFRS Cash profit (after tax) measure.



# CREDIT RISK MANAGEMENT

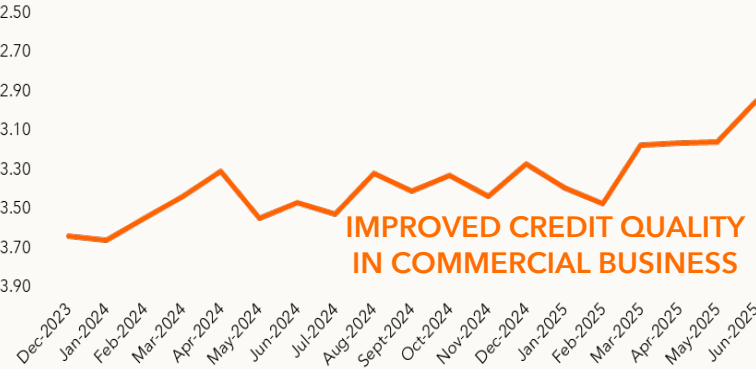
NET LOSS <sup>1</sup> TO ANR	FY23	FY24	FY25	FY25 vs FY24
Commercial	0.5%	0.7%	1.0% <sup>2</sup>	30bps
PosPP	3.7%	3.1%	2.3%	(80bps)
AU Cards	3.6%	4.0%	2.7%	(130bps)
NZ Cards	3.2%	3.3%	3.4%	10bps
Consumer	3.5%	3.3%	2.7%	(60bps)
Group	1.8%	1.8%	1.7% <sup>2</sup>	(10bps)
Balance Sheet Provision Coverage <sup>3</sup>	3.1%	2.8%	2.6%	(20bps)

## NET CREDIT LOSS

- Group net loss/ANR at historical low of 1.7%.<sup>2</sup>
- Commercial net loss/ANR increased to 1.0%<sup>2</sup> as the receivables book seasoned following higher volume growth in prior periods; lengthening time to recover secured assets and heightened arrears in Victorian transport sector. Elevated losses expected into 1H26 before trending down through 2H26.
- Consumer net loss/ANR decreased by 60bps to 2.7% following deliberate tightening of credit settings and continued improvement in collections processes.

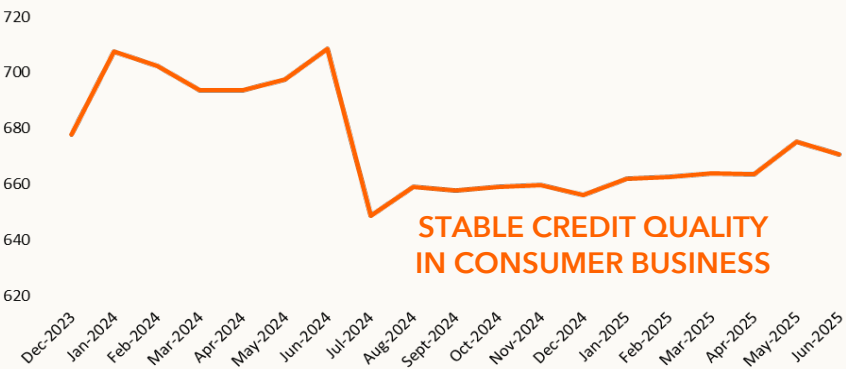
## COMMERCIAL CREDIT QUALITY OVER TIME

Credit worthiness rated from 10 (Lowest) to 1 (Highest)



## CONSUMER CREDIT QUALITY OVER TIME

Credit worthiness rated from 0 (Lowest) to 1,200 (Highest)



## COVERAGE RATIO

- Balance sheet coverage reduced by 20bps as Consumer credit quality improved.
- Balance sheet coverage of 2.6% exceeds actual losses of 1.7% by 90bps as at 30 June 2025.

1. Net credit loss includes bad debts and loss recoveries. 2. Net loss to ANR presented taking into account receivables under the Forward Flow arrangement. If receivables under the Forward Flow arrangement are disregarded, Net loss to balance sheet ANR for the period is 1.8% for Group and 1.1% for Commercial. Net loss to ANR is expected to align across the Group platform and balance sheet over time as the Forward Flow arrangement seasons. 3. Balance sheet provision coverage represents credit provision over ANR.

# DIFFERENTIATED FUNDING PLATFORM

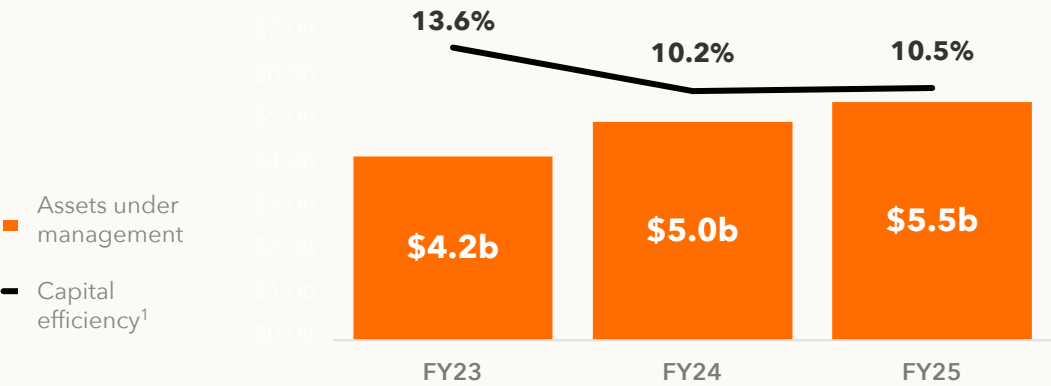
## STRENGTH IN FUNDING PLATFORM RELATIVE TO COMPETITORS

- Diversified funding base with mix of warehouse funding, mezzanine funding, private placements, term deals and forward flow.
- Corporate debt facility available to fund assets and working capital.
- Support from a range of top Australian and Global wholesale and institutional investors across the Group’s warehouse facilities and its asset-backed securitisation programs, in both public and private format.
- Hybrid debt/equity Perpetual Notes of \$53.6m fully repaid in FY25.

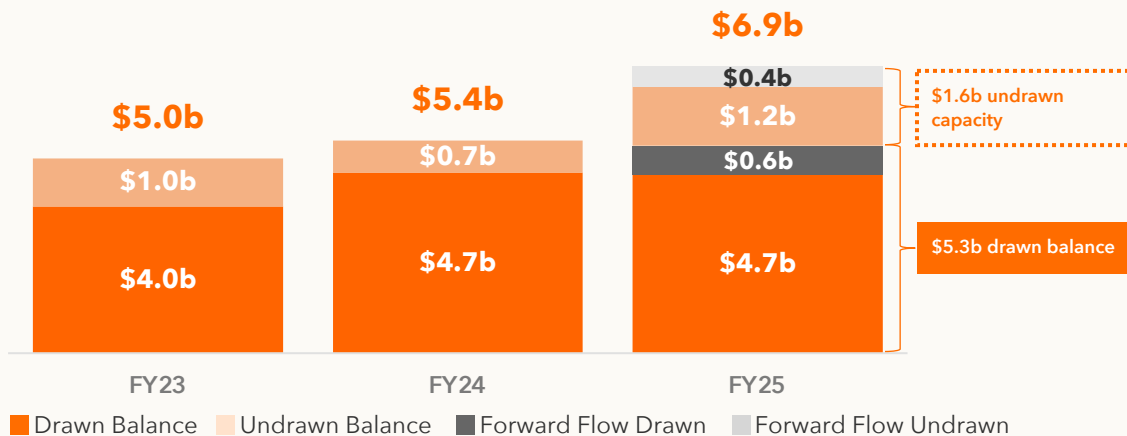
## FORWARD FLOW ARRANGEMENT DELIVERS NEW REVENUE STREAMS WITH A CAPITAL LITE FOOTPRINT

	CAPITAL REQUIRED	COST OF FUNDS	ABILITY TO GROW	MARKET DEPENDENCE
Warehouse	~6%	Higher	Limited by Capital	No
Term Deal	3-5%	Lower	Limited by Capital	Yes
Forward Flow	Nil	Lower	Unlimited	No

## CAPITAL EFFICIENCY MANAGED TO FUND COST-EFFECTIVE GROWTH



## EXPANDED CAPACITY TO FUND GROWTH (\$B)



03

# SUMMARY

# OUTLOOK – PROFITABLE GROWTH AND RETURNS



Strong and stable balance sheet with warehouse and forward flow capacity for growth



Stable credit quality as receivables season, heightened Commercial losses in 1H26



Focus on cost management that delivers savings to fund technology platforms and automation



Ongoing investment in technology to enhance platform resilience and customer experience



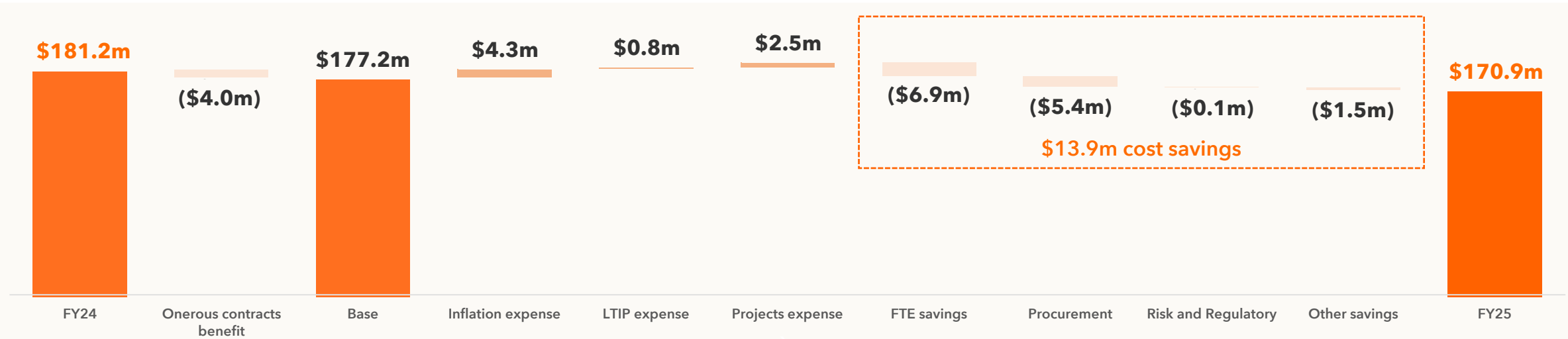
Consistent performance across key metrics driving profitable growth, with focus on restoring **hum** AU volume

# 04

# APPENDICES

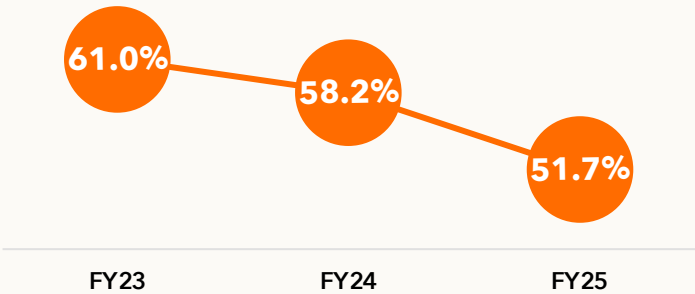


# DELIVERING ON COST<sup>1</sup> EFFICIENCY



OPERATING EXPENSES (\$M)	FY24*	FY25	FY25 vs FY24
Marketing	11.1	10.7	(0.4)
Employment	91.9	91.4	(0.5)
Professional and outsourced operations	26.7	24.0	(2.7)
Information technology and communication	32.3	33.8	1.5
Insurance and other occupancy	9.9	8.0	(1.9)
Other expenses	9.3	3.0	(6.3)
Operating expenses	181.2	170.9	(10.3)

## IMPROVED OPERATING LEVERAGE (COST TO INCOME RATIO<sup>2</sup>)

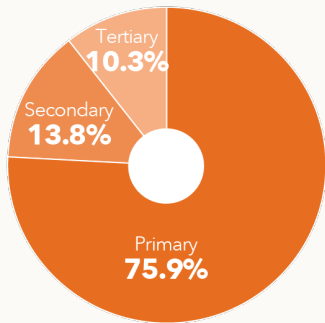


## FOCUS ON COST SAVINGS

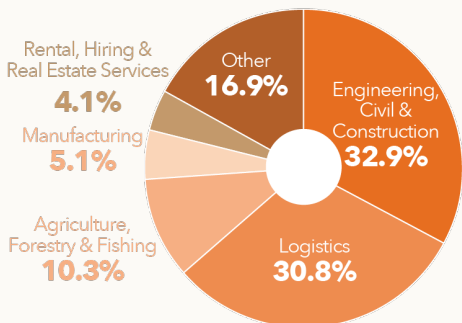
- Operating expenses down \$10.3m, driving 11.2% reduction in Cost to income ratio.
- FTE savings and better procurement outcomes delivering positive results.
- Acceleration of **hum**m loan project (\$2.5m) and ASIC inquiries (\$3.2m), offset by reduction in Forum Finance provision.

# flexicommercial: STRONG CREDIT QUALITY & ASSET DIVERSIFICATION

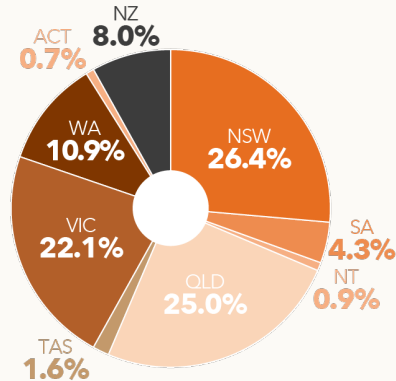
ASSET CATEGORY



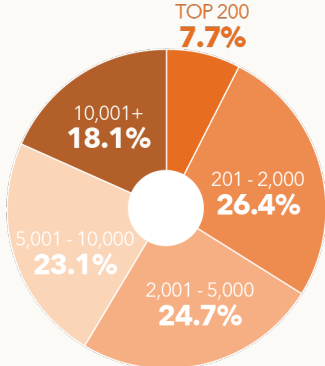
SECTOR CONCENTRATION



GEOGRAPHICAL CONCENTRATION

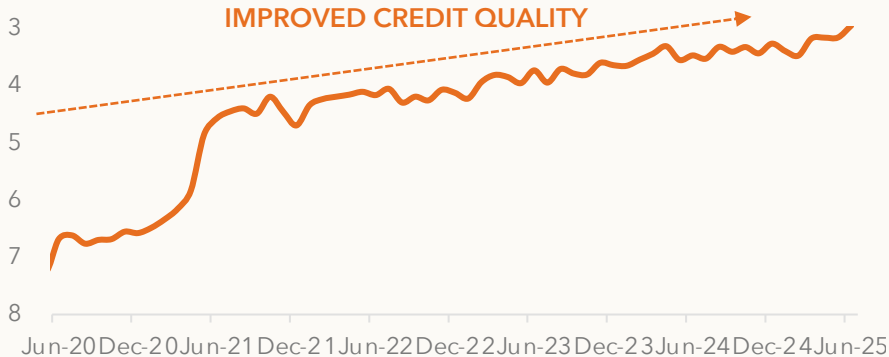


DIVERSE CUSTOMER BASE



WEIGHTED AVERAGE CREDIT RISK RATING

Credit worthiness rated from 10 (Lowest) to 1 (Highest)

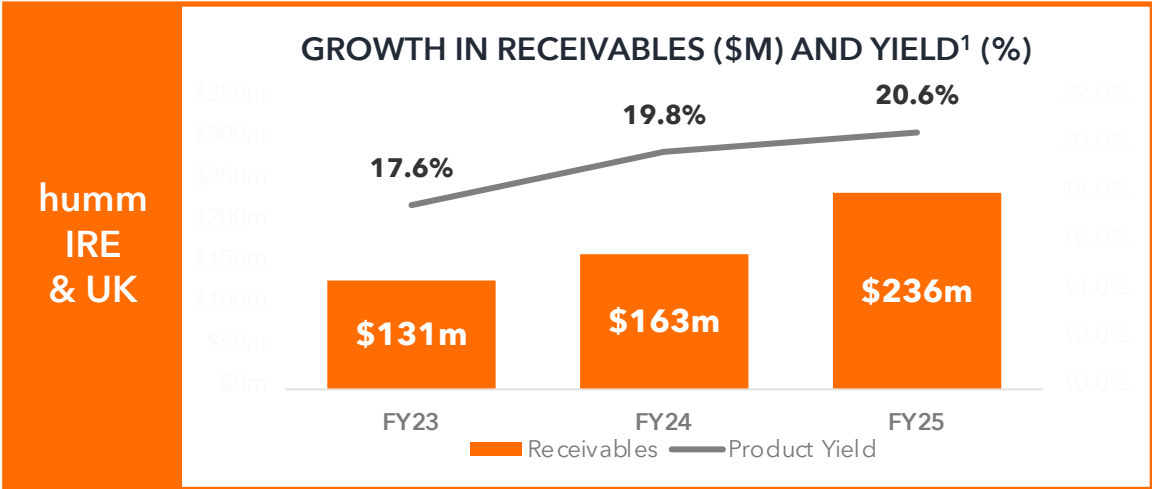
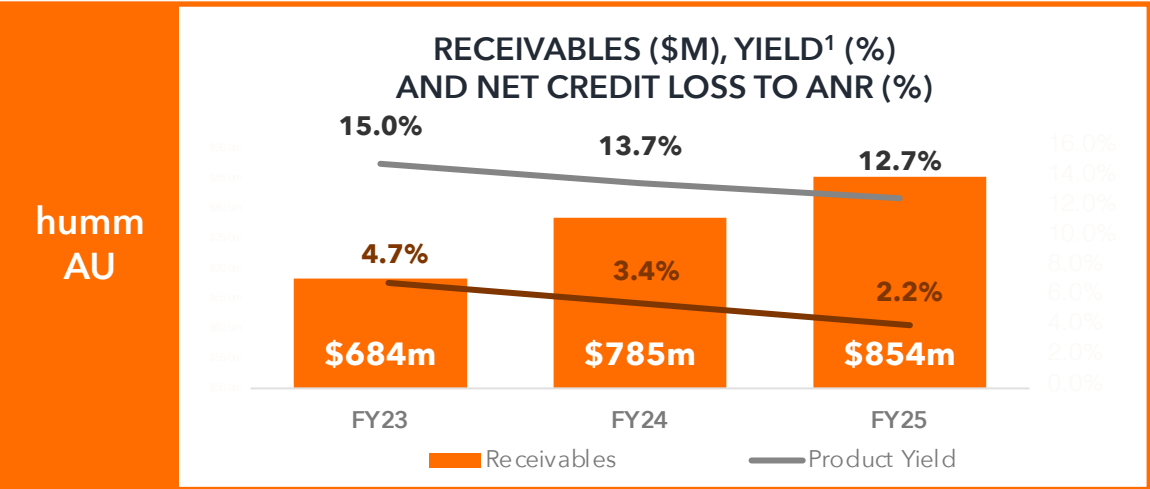
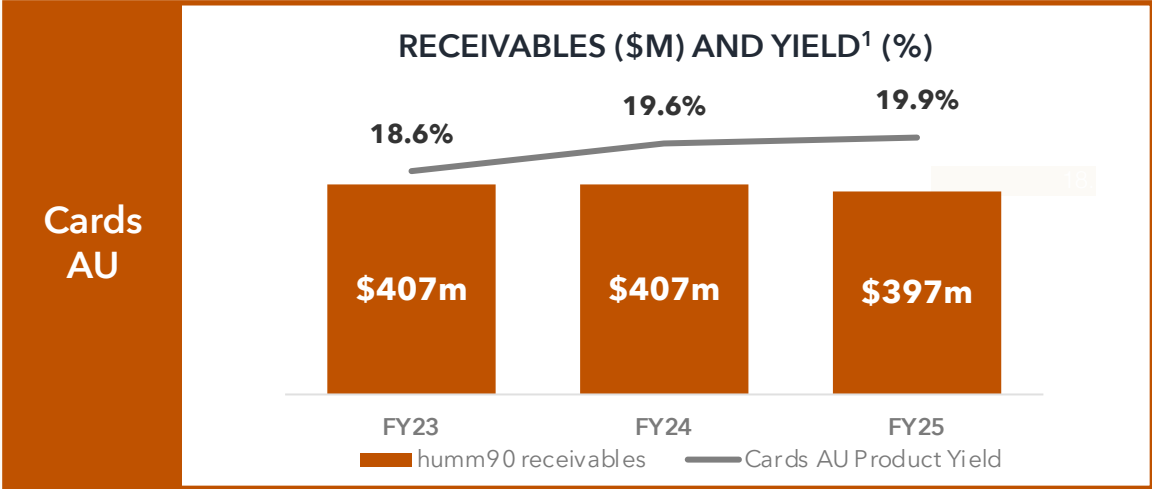
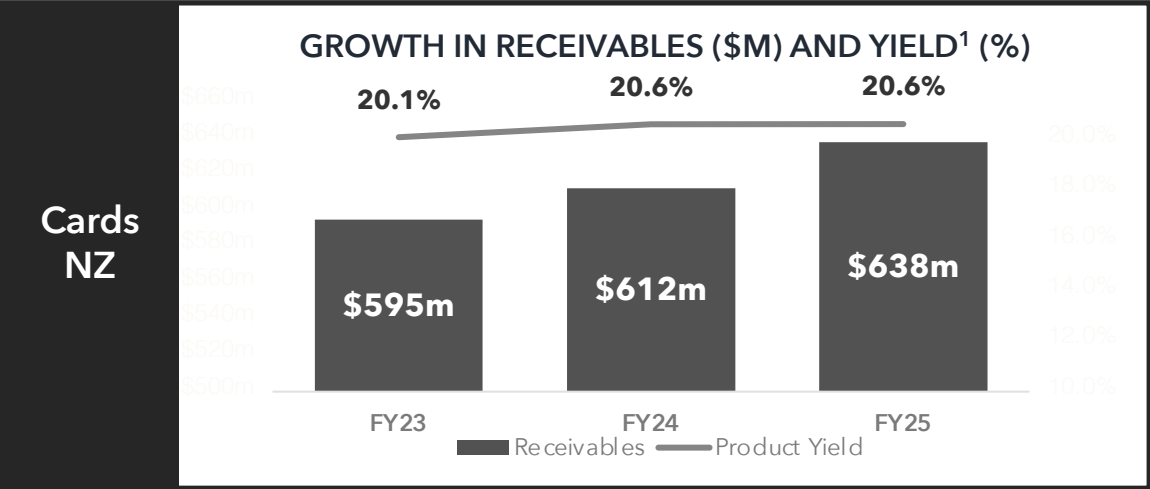


BROAD BASED EXPOSURE AND DIVERSIFICATION

- Weighted average credit score continues to improve, particularly in most recent vintages.
- Well diversified portfolio with low asset concentration risks.
- "Tools of trade" assets with strong retained value and strong knowledge of secondary resale market.
- Portfolio experiencing seasoning of losses after step change growth over last 24 months.
- Recovery rates improving due to greater number of credits with asset backing; lengthens the recovery cycle slightly.
- Well established risk models built on years of 'through the cycle' SME market experience.



# CONSUMER BUSINESS SEGMENT UPDATE



# BUSINESS METRICS

FLEXICOMMERCIAL (AU/NZ)	FY24*	FY25	VAR.
Volume (A\$m)	1,534.4	1525.9	<b>(8.5)</b>
Assets under management (A\$m) <sup>1</sup>	2,987.7	3,345.0	<b>357.3</b>
Product yield <sup>2</sup> (%)	10.5	10.9	<b>0.4</b>
Gross yield <sup>3</sup> (%)	9.7	9.6	<b>(0.1)</b>
Cost of funding/borrowings (%)	6.5	6.6	<b>0.1</b>
NIM (%)	3.5	3.4	<b>(0.1)</b>
Net loss/ANR <sup>3</sup> (%)	0.7	1.0	<b>0.3</b>
Cost to income (%)	33.5	24.4	<b>(9.1)</b>
<b>Cash profit (after tax) (A\$m)</b>	<b>46.2</b>	<b>45.3</b>	<b>(0.9)</b>

HUMM AUSTRALIA	FY24*	FY25	VAR.
Total volume (A\$m) from continuing products	779.2	700.0	<b>(79.2)</b>
Closing loans and advances (A\$m)	784.7	853.6	<b>68.9</b>
Product yield <sup>2</sup> (%)	13.7	12.7	<b>(1.0)</b>
Gross yield <sup>3</sup> (%)	10.7	10.2	<b>(0.5)</b>
Cost of funding/borrowings (%)	6.2	6.4	<b>0.2</b>
NIM (%)	4.9	4.3	<b>(0.6)</b>
Net loss/ANR (%) <sup>4</sup>	3.4	2.2	<b>(1.2)</b>
Cost to income (%)	60.1	55.2	<b>(4.9)</b>
<b>Cash profit (after tax) (A\$m)</b>	<b>(4.8)</b>	<b>3.9</b>	<b>8.7</b>

NEW ZEALAND CARDS	FY24*	FY25	VAR.
Volume (A\$m)	817.8	857.8	<b>40.0</b>
Closing loans and advances (A\$m)	612.2	637.6	<b>25.4</b>
Revolve rate (Interest bearing balances %)	64.1	61.5	<b>(2.6)</b>
Product yield <sup>2</sup> (%)	20.6	20.6	<b>0.0</b>
Gross yield <sup>3</sup> (%)	17.6	18.1	<b>0.5</b>
Cost of funding/borrowings (%)	6.7	6.9	<b>0.2</b>
NIM (%)	11.1	11.6	<b>0.5</b>
Net Loss/ANR (%)	3.3	3.4	<b>0.1</b>
Cost to income (%)	44.7	43.5	<b>(1.2)</b>
<b>Cash profit (after tax) (A\$m)</b>	<b>16.1</b>	<b>15.7</b>	<b>(0.4)</b>

AUSTRALIA CARDS	FY24*	FY25	VAR.
Volume (A\$m)	495.5	490.3	<b>(5.2)</b>
Closing loans and advances (A\$m)	420.0	406.7	<b>(13.3)</b>
Revolve rate (Interest bearing balances %)	57.2	58.0	<b>0.8</b>
Product yield <sup>2</sup> (%)	19.6	19.9	<b>0.3</b>
Gross yield <sup>3</sup> (%)	14.6	15.0	<b>0.4</b>
Cost of funding/borrowings (%)	5.8	6.9	<b>1.1</b>
NIM (%)	9.1	8.5	<b>(0.6)</b>
Net loss/ANR (%)	4.0	2.7	<b>(1.3)</b>
Cost to income (%)	56.6	63.7	<b>7.1</b>
<b>Cash profit (after tax) (A\$m)</b>	<b>7.3</b>	<b>4.4</b>	<b>(2.9)</b>



# THANK YOU