LATITUDE

Latitude Capital Notes 2

ASX: LFSPB

Investor Presentation

24 March 2026

LATITUDE GROUP HOLDINGS LIMITED
ABN 83 604 747 391

Important Notice

This presentation has been prepared and authorised by Latitude Group Holdings Limited (ABN 83 604 747 391) **("Latitude")** in relation to its proposed offer of Capital Notes 2 (the "Offer"). The Offer is made pursuant to a prospectus which was lodged with the Australian Securities and Investments Commission **("ASIC")** on 24 March 2026 **("Prospectus").** Latitude intends to lodge a replacement prospectus which will include the offer size and the Margin, on or around Wednesday 1 April 2026. The Prospectus is available (and the replacement Prospectus will be available) at www.latitudecapitalnotes2.com.au. Applications for Capital Notes 2 may only be made as specified in the Prospectus.

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All amounts are in Australian dollars unless other indicated. Unless otherwise defined, capitalised terms in this presentation have the meaning in the Prospectus.

Corporate Overview & Update

Full Year 2025 Snapshot – Key Business Drivers

Strong customer demand and product engagement driving asset growth at higher margins

		YoY	HoH
New Customer Accounts	307k	↑16%	↑10%
Total Card Transactions (#)	59m	↑10%	↑11%
Total Card Purchase Volume ($)	$7.4b	↑10%	↑14%
New Personal & Auto Loan Origination	$1.6b	↑11%	↑8%
Interest Bearing Receivables	$5.4b	↑8% [3]	↑3%
Total Receivables	$7.2b	↑7%	↑4%
Net Interest Margin %	11.7%	↑104bps	↑13bps
Credit Performance (90+ dpd)	1.60%	↑25bps	↓1bps

Market Share Growth Accelerating

Personal Loans receivables hits new record high - #2 in AU [1]
&
Cards share growing and outpacing market growth - up 24bps YoY in AU [2]

~$21m Reallocated To Growth Investments

New Products | New Partners | New Capability & Simplification | AI & Cyber Security

Note: YoY = FY25 vs. FY24; HoH = 2H25 vs. 1H25

(1) Based on receivables share by Brand
(2) Source: Company data, APRA as at Dec 25
(3) Interest Bearing Receivables have been re-presented to reflect a minor classification refinement between IB and IF, with no impact to total Gross Loan Receivables

Full Year 2025 Snapshot– Key Financial Metrics

Revenue momentum and operating leverage translating into strong financial outcomes

Funding Raised
$3 billion

Continued to expand in public ABS markets

Further spread tightened in 2H25

Tactically extended durations

			YoY	HoH
Interest Income	$1.2b	17.2%	↑11%/45bps	↑2%/↓37bps
Net Interest Income	$814m	11.7%	↑18%/104bps	↑5%/13bps
Total Operating Income	$839m	12.1%	↑15%/78bps	↑6%/19bps
Risk Adjusted Income	$573m	8.3%	↑11%/27bps	↑6%/18bps

Jaws Ratio
+15% YoY

Improved operating efficiency

Margin expansion

Sustainable profitable growth

			YoY	HoH
Cash Operating Expense	$362m	733 FTE	↓3% [2]	↓3%
Cash Cost-to-Income Ratio (CTI)	43.1%		↓802bps [1]	↓396bps
Cash Profit Before Tax	$211m		↑36%	↑26%
Cash Net Profit After Tax	$105m		↑59%	↑27%

Note: YoY = FY25 vs. FY24; HoH = 2H25 vs. 1H25

(1) FY24 OpEx and cost-to-income (CTI) shown on a normalised basis, adjusted to remove $13m one-off benefit in employee expense due to lower discretionary incentives

Strength of Latitude funding platform is key differentiator

Continued active funding programme with 3 term transactions totaling $1.5b in 2025

- Programmatic debt platform
- Managed maturity profile
- Diversified investor base
- 12 months liquidity runway
- $1bn+ unused headroom
- 7.1% TER[2] (6–7% Board target)

Warehouse Financing

A$5.3bn Total Limits | **8 Active Facilities**

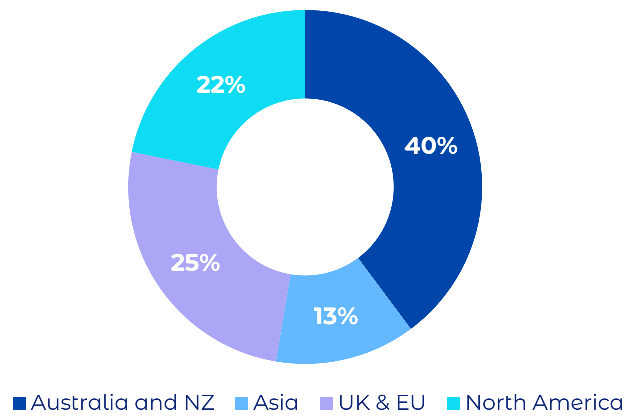
Australia and New Zealand, 31 Dec 2025

ABS Issuance

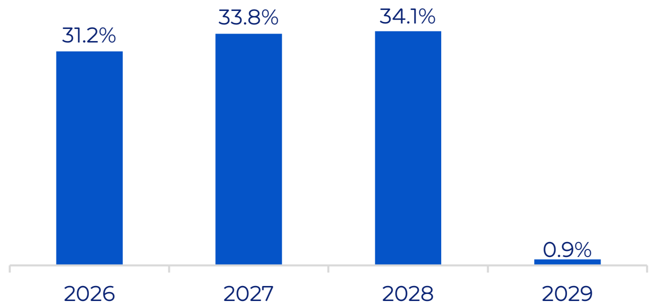
A$8.3bn Total Issuance to date | **8 Active Issuances**

Australia and New Zealand, 31 Dec 2025

Geographic ABS Investor Distribution



Securitised Debt Maturity Profile[1]

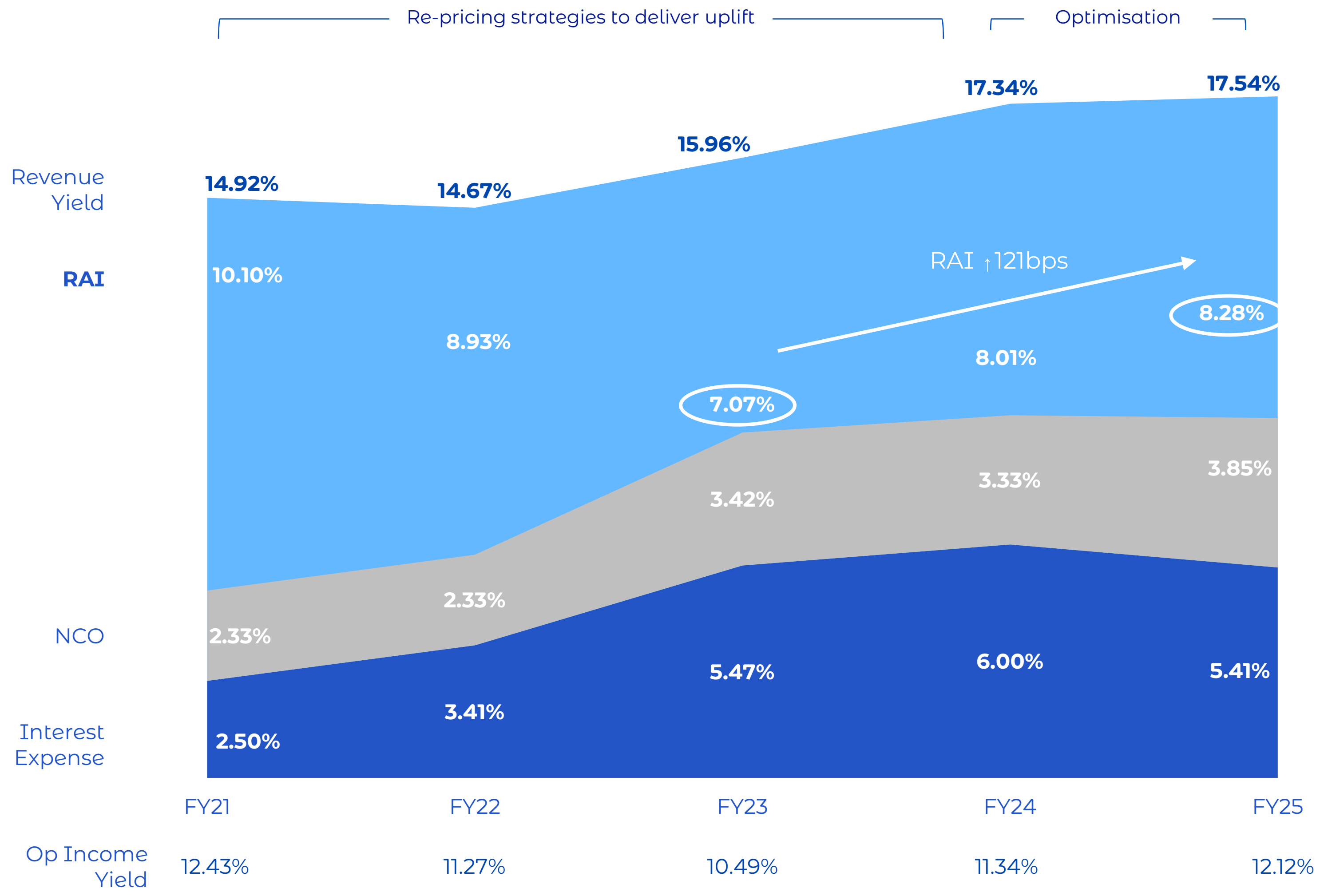


Latitude has strong cashflow & equity capital generation capacity to support the organic expansion of its loan book

Source: Company data as of 31 December 2025
(1) ABS term deals included at their 10% call option for amortising deals
(2) Tangible Equity Ratio at 31 December 2025 as per last public disclosure

RAI margin evolution

Margin optimisation in response to evolving macro conditions



Key YoY drivers

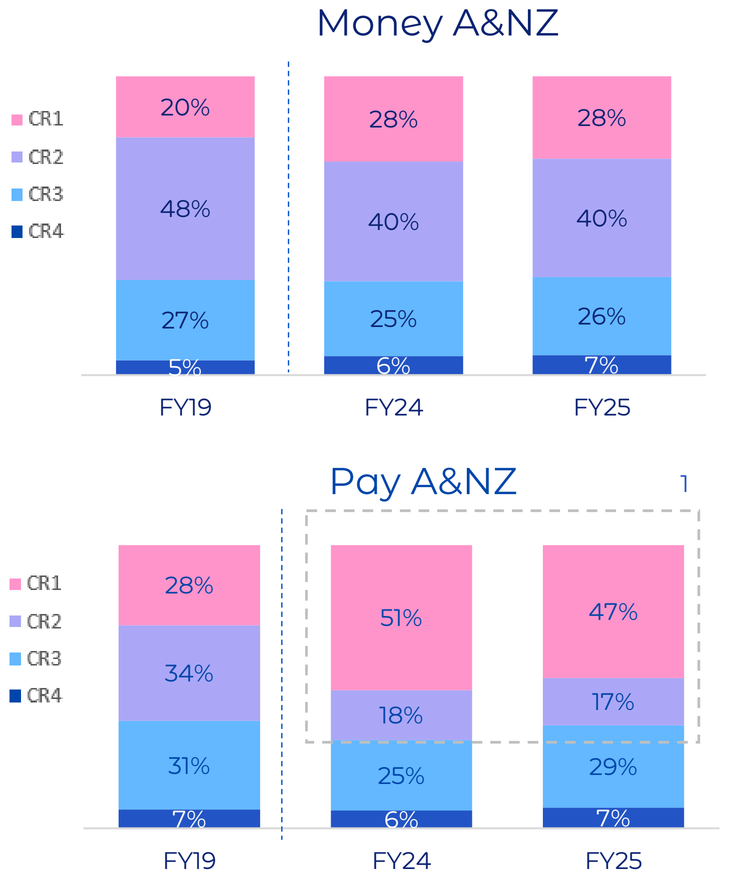
Margin expansion and portfolio growth continues

- FY25 RAI +27bps YoY to overall Group yield supported by:
  - Revenue Yield +20bps YoY led by higher yields in Money. Money New Business APR is ~200bps above Money Portfolio APR.
  - CoF Yield (59bps) YoY due to lower base rates and lower spreads.
  - NCO Yield +52bps YoY and in line with point-in-cycle expectations
- Higher receivables delivering +$40m YoY in risk adjusted income

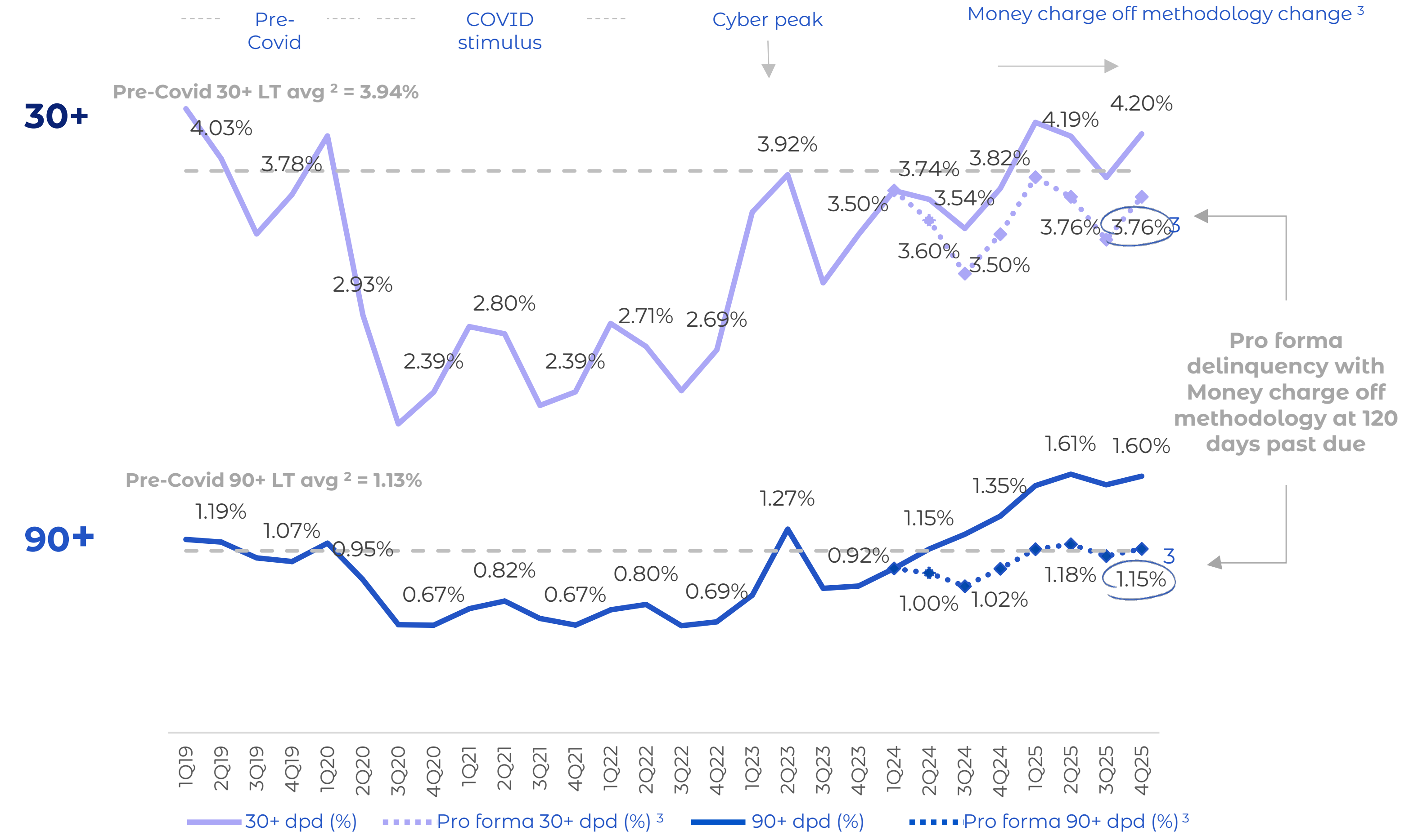
Delinquency performance remains within target range

Delinquency and losses performing in line with historical norms

Quality of new customer originations remains strong



Normalised delinquency trends performing in line with pre-Covid long-term norms



[1] Change in CR grades largely due to scorecard recalibrations in mid-2023 and 2H25 to align with target probability of default (PD).
[2] Pre-Covid LT avg is from FY17 to FY19.
[3] Impact to DPD % of 44bps on 30+ and 45bps on 90+ as a result of Money Charge off methodology change from 120 to 180 days

Offer details

Latitude Capital Notes 2 - Offer summary

Issuer	• Latitude Group Holdings Limited (ACN 604 747 391) ("**Company**")
Quotation	• The Company will apply for Latitude Capital Notes 2 ("**Capital Notes 2**") to be quoted on ASX under ASX code 'LFSPB'
Offer size	• Approximately $100 million, with the ability to raise more or less

Offer structure	• The Offer includes:
	    • a Reinvestment Offer – to clients of Syndicate Brokers, and Institutional Investors who are Eligible Latitude Capital Notes 1 Holders and wish to reinvest some or all of their Capital Notes 1 ("**CN1**") in Capital Notes 2; and
	    • a New Money Offer – to eligible clients of Syndicate Brokers and Institutional Investors wishing to make a new investment in Capital Notes 2.
	• The record date for the Reinvestment Offer is 7.00pm on (Sydney time) on 20 March 2026

Minimum Application	• Your Application must be for a minimum of 50 Capital Notes 2 ($5,000) and, after that, in multiples of 10 Capital Notes 2 ($1,000). However, applications from Eligible Capital Note 1 Holders under the Reinvestment Offer may be smaller in certain circumstances.

Capital Notes 2 Target Market	• The Company has made a target market determination for Capital Notes 2 in accordance with its obligations under the DDO Regime ("**TMD**").
	• The TMD describes, amongst other things, the Capital Notes 2 Target Market.
	• The Capital Notes 2 Target Market is set out in Section 7.6 of the Prospectus and a copy of the TMD is available at www.latitudecapitalnotes2.com.au.
	• If you are a Retail Investor and wish to apply for Capital Notes 2:
	    • you must seek professional advice as to whether you are within the Capital Notes 2 Target Market and whether the investment in Capital Notes 2 is suitable in light of your particular objectives, financial situation and needs; and
	    • you can only apply for Capital Notes 2 if you are within the Capital Notes 2 Target Market and have received such advice.

Purpose	• The proceeds of the Offer will be used for general corporate purposes, including to fund the potential redemption of CN1 (ASX: LFSPA) that are not reinvested under the Reinvestment Offer. The first redemption date for the CN1 is 27 October 2026, but no decision to redeem has yet been made.

Term	• Perpetual (no fixed maturity date) unless Redeemed or Converted
	• The Company has the option to Exchange on:
	    • the Optional Exchange Date (being 28 April 2031) or any Distribution Payment Date following the Optional Exchange Date; or
	    • following the occurrence of a Tax Event, an Accounting Event, a Regulatory Event or a Change of Control Event.

Latitude Capital Notes 2 - Offer summary (cont.)

Distributions	• Holders are expected to receive quarterly, floating rate discretionary Distributions, which are cumulative • Distributions on Capital Notes 2 are expected to be fully franked • Margin expected to be in the range of 4.15% to 4.35 % per annum

Ranking	• In a winding-up of the Company, if not previously Redeemed or Converted, Capital Notes 2 rank:
	    • ahead of the Company's obligations to holders of Ordinary Shares;
	    • equally among themselves and with any Equal Ranking Obligations (including CN1); and
	    • behind all Senior Creditors

Syndicate	• Commonwealth Bank of Australia and Westpac Institutional Bank, a division of Westpac Banking Corporation as Co-Arrangers • The Co-Arrangers, together with Morgans Financial Limited and Ord Minnett Limited as Joint Lead Managers
Risks	• Capital Notes 2 are complex and involve more risks than a simple debt or ordinary equity security • See Section 5 of the Prospectus for details

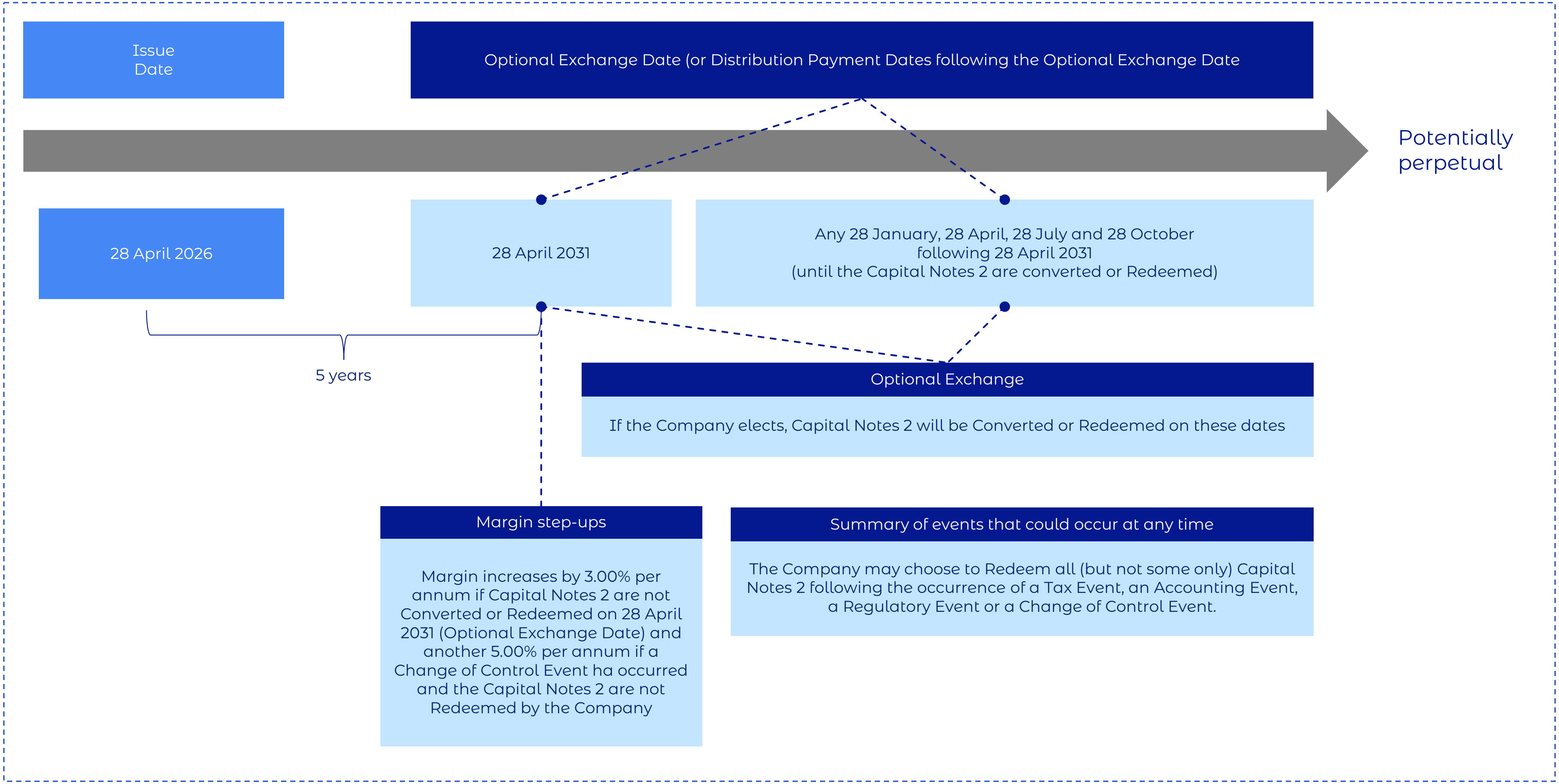
Summary of Reinvestment Offer

Reinvestment Offer	An offer by the Company to Eligible Capital Notes 1 holders to reinvest some or all of their Capital Notes 1 in Capital Notes 2. Participating Capital Notes 1 will be acquired by the Nominated Purchaser on 28 April 2026 for $100 per Capital Notes 1.
Eligible Capital Notes 1 Holder	A person who is: • a registered holder of Capital Notes 1 at 7:00pm on 20 March 2026; • shown on the Capital Notes 1 register as having an address in Australia; • not in the United States or acting as a nominee for, or for the account or benefit of, a US Person (as defined in Regulation S of the US Securities Act) or not otherwise prevented from receiving the invitation to participate in the Reinvestment Offer or receiving Capital Notes 2 under the laws of any jurisdiction; and • is an Institutional Investor or a client of a Syndicate Broker who is either a Wholesale Investor or a Retail Investor within the Capital Notes 2 Target Market who has received personal advice from a licensed professional adviser
Options for Eligible capital Notes 1 Holders	• Option 1: apply to automatically reinvest all or some of their Capital Notes 1 in Capital Notes 2 through a Syndicate Broker; Eligible Capital Notes 1 Holders will also have the option to invest additional funds under the New Money offer. • Option 2: take no action - your Capital Notes 1 will remain on issue in accordance with their terms.
What happens to Capital Notes 1 not reinvested	• Your Capital Notes 1 will remain on issue in accordance with their terms. The Company may choose to redeem, at its option, all or some Capital Notes 1 on 27 October 2026. No decision to redeem Capital Notes 1 on 27 October 2026 has yet been made. • Following the Reinvestment Offer, it is expected that the number of Capital Notes 1 on issue will be significantly reduced, which may impact on the liquidity of the Capital Notes 1 while they remain on issue.

Ranking of Capital Notes 2 in a winding-up of Latitude

	Ranking in a winding up of Latitude	Type of obligation
Higher ranking	Liabilities that rank in priority to Capital Notes 2	Secured liabilities and liabilities preferred by law (including employee entitlements)
		Bank debt facilities
		Unsubordinated and unsecured debt
	Liabilities that rank equally with Capital Notes 2	Capital Notes 2 and other obligations ranking equally with Capital Notes 2 (such as Capital Notes 1)
Lower ranking	Ordinary Equity	Latitude Ordinary Shares

When can Capital Notes 2 be Redeemed or Converted?



Comparison between Capital Notes 2 and other listed investments

	Typical ASX-listed bank Tier 1 hybrid	ASX-listed portfolio-backed notes	Latitude Capital Notes 1	Latitude Capital Notes 2
Security	Unsecured	Unsecured	Unsecured	Unsecured
Term	Perpetual (unless Redeemed, Converted or written-off)	Typically 5-7 years (unless Redeemed)	Perpetual (unless Redeemed or Converted)	Perpetual (unless Redeemed or Converted)
Initial redemption date	Typically from 5-8 years	Typically from 4-6 years	27 October 2026 (5 years)	28 April 2031
Redemption subject to regulatory approvals?	Yes Subject to APRA's written approval	No	No	No
Distributions	Discretionary, payable at the absolute discretion of the board	Deferrable, obligations of the Issuer	Discretionary, payable at the absolute discretion of the Board	Discretionary, payable at the absolute discretion of the Board
Distribution step- up	No	Yes Typically up to 1% step-up at the early redemption date	Yes 3.00% step-up on 27 October 2026, the Step-up Date – and another 5.00% after that date if a Change of Control Event has occurred and Capital Notes 1 have not been Redeemed	Yes 3.00% step-up on 28 April 2031, the Step-up Date – and another 5.00% after that date if a Change of Control Event has occurred and Capital Notes 2 have not been Redeemed
Distribution accumulation	No	Yes Deferred interest payments are typically cumulative and compounding	Yes Unpaid Distributions are cumulative (but are not compounding)	Yes Unpaid Distributions are cumulative (but are not compounding)
Franking	Yes	No	Yes	Yes
Ranking upon winding-up of the Company	Subordinated Rank senior only to ordinary equity	Unsubordinated Rank senior to all obligations other than Secured Financial Indebtedness	Subordinated Rank senior only to ordinary equity	Subordinated Rank senior only to ordinary equity
Voting rights	No	No	No	No
Dividend stopper	Yes	Yes – on junior notes/equity (first loss buffer)	Yes	Yes

Key dates

Key Dates for the Offer

Lodgement of the Prospectus with ASIC	Tuesday, 24 March 2026
Bookbuild to determine the Margin commences	Tuesday, 24 March 2026
Announcement of the Margin and confirmation of Bookbuild Allocations to the Syndicate Brokers	Friday, 27 March 2026
Lodgement of the replacement Prospectus with ASIC	Wednesday, 1 April 2026
Opening Date for investors to apply for Notes Allocated by the Syndicate Brokers under the Bookbuild	Wednesday, 1 April 2026
Closing Date for investors to apply for Notes Allocated by the Syndicate Brokers under the Bookbuild	5:00pm on Monday, 20 April 2026
Issue Date	Tuesday, 28 April 2026
Capital Notes 2 commence trading on ASX (normal settlement basis)	Wednesday, 29 April 2026
Confirmation Statements despatched by	Thursday, 30 April 2026

For a full list of dates, investors should refer to Key Dates in the Prospectus

Key Dates for Capital Notes 2

First quarterly Distribution Payment Date	28 July 2026
First Optional Redemption Date	28 April 2031
Step-up Date	28 April 2031

Key Dates for Capital Notes 1 Holders

Record date for determining Eligible Capital Note 1 Holders	Friday, 20 March 2026
Opening Date for Eligible Capital Note 1 Holders to apply for Notes Allocated by the Syndicate Brokers under the Bookbuild in the Reinvestment Offer	Wednesday, 1 April 2026
Closing Date for Eligible Capital Note 1 Holders to apply for Notes Allocated by the Syndicate Brokers under the Bookbuild in the Reinvestment Offer	5:00pm on Monday, 20 April 2026
Capital Notes 1 participating in the Reinvestment Offer bought back	Tuesday, 28 April 2026
Optional exchange date for remaining Capital Notes 1	Tuesday, 27 October 2026

Key risks associated with an investment in the Capital Notes 2

Market price of Capital Notes 2	• The price at which Holders are able to sell Capital Notes 2 on ASX is uncertain. The market price might be below the Issue Price of $100 per Capital Note 2. • Circumstances in which the price of Capital Notes 2 may decline include general financial market conditions, the availability of better rates of return on other securities and investor perception of Latitude's financial performance or position. • Unlike Latitude Ordinary Shares, Capital Notes 2 do not provide a material exposure to growth in Latitude's business.
Liquidity of Capital Notes 2	• There may be no liquid market for Capital Notes 2. • Holders who wish to sell their Capital Notes 2 may be unable to do so at a price acceptable to them, or at all.
Market price and liquidity of Latitude Ordinary Shares	• The market price of Latitude Ordinary Shares may fluctuate due to various factors, including investor perceptions, Australian and worldwide economic conditions and Latitude's financial performance and position. As a result, if Capital Notes 2 Convert into Latitude Ordinary Shares, the value of Latitude Ordinary Shares received by Holders upon such Conversion (if any) may be greater than or less than anticipated when they are issued or thereafter. Where Capital Notes 2 are Converted, there may be no liquid market for Latitude Ordinary Shares at the time of Conversion, or the market for Latitude Ordinary Shares may be less liquid than that for comparable securities issued by other entities at the time of Conversion.
Distributions may not be paid	• Distributions are discretionary and there is a risk that Distributions may not be paid. • Non-payment of a Distribution is not an event of default. • Unpaid Distributions are cumulative (but will only be paid at the election of the Company or on Redemption or Conversion, whichever happens first). Interest will not accrue on any Unpaid Distribution.
Changes in Distribution Rate and Distributions	• The Distribution Rate will fluctuate over time (it may increase or decrease) as a result of movements in the Bank Bill Rate. • There is a risk that the Distribution Rate may become less attractive when compared with the rates of return available on comparable securities or financial products. • The amount of cash Distributions will also fluctuate with any change in the rate of franking of Distributions.
Restrictions on rights and ranking in a winding-up of the Company	• If there is a shortfall of funds on a Winding-up of the Company to pay all amounts ranking senior to and equally with Capital Notes 2, Holders will lose all or some of their investment. • The Company is the ultimate holding company of the Latitude Group and substantially all its assets are made up of shares in, or other claims on, the Company's subsidiaries. Accordingly, the claims of Holders against the Company will be limited to the value of the Company's residual claims to the net assets (if any) of the subsidiaries, after all liabilities of the relevant companies have been discharged or provided for.

Key risks associated with an investment in the Capital Notes 2 (cont.)

It is not certain whether and when Capital Notes 2 may be Redeemed or Converted	• There are a number of scenarios in which Capital Notes 2 may be Redeemed for cash or Converted to Latitude Ordinary Shares. It is uncertain whether and when Exchange may occur. The timing of any Redemption or Conversion may not suit Holders. • Capital Notes 2 may not be Redeemed or Converted at all, in which case they may remain on issue indefinitely and you may not receive your capital back. • Where Capital Notes 2 are Converted to Latitude Ordinary Shares, this may be disadvantageous to Holders in light of market conditions or not suit individual circumstances and preferences.
No right for Holders to request Redemption or Conversion	• Holders have no right to request that their Capital Notes 2 be Redeemed or Converted. To realise their investment, unless their Capital Notes 2 are Redeemed or Converted, Holders would need to sell their Capital Notes 2 on ASX at the prevailing market price. That price may be less than the Issue Price and there may be no liquid market in Capital Notes 2.
Further issues or redemptions of securities by the Company	• There is no limit on the amount of senior debt or other obligations or further Capital Notes 2 that may be incurred or issued by the Company at any time, which may affect a Holder's ability to be repaid on a Winding-up of the Company, increase the likelihood of Capital Notes 2 Distributions not being paid and/or adversely affect the market price of Capital Notes 2. • There is no restriction on the Company redeeming or otherwise repaying other securities it may have on issue from time to time, and an investment in Capital Notes 2 carries no right to be redeemed or otherwise repaid at the same time as the Company redeems or otherwise repays other securities.
More information	• More information about these and other risks associated with Capital Notes 2 and the market for Capital Notes 2 generally is contained in Section 5 of the Prospectus.
The Company's financial performance and position	• The market price of Capital Notes 2 may be affected by the Company's financial performance and position. For specific risks associated with an investment in the Company, see Section 5.3 of the Prospectus.

Joint Lead Managers

CO-LEAD ARRANGERS AND JOINT LEAD MANAGERS

		Investors seeking personal advice	Wholesale investors
Commonwealth Bank of Australia	CommonwealthBank	Not available to retail investors	02 8397 2229
Westpac Institutional Bank	Westpac Institutional Bank	Not available to retail investors	07 3033 6310

JOINT LEAD MANAGERS

Morgans Financial Limited	morgans	07 3334 4831	07 3334 4831
Ord Minnett Limited	ORD MINNETT	02 8916 0164	02 8916 0164

More information

- **Latitude Information Line**
- **1300 850 505 and (International) +61 3 9415 4000**
- **Monday-Friday between 8:30am to 5:00pm (Melbourne time).**

Appendix

Latitude Financial Services Group Business Model

Our Core Segments

PAY

MONEY

Sales Finance
~1.3m customers | ~$4.3bn purchases

Interest Free Plans & Everyday Purchases

Credit Cards
~200k customers | ~$2bn purchases

Shopping & Travel Card

White Label
~120k customers | ~$1bn purchases

Tailored merchant-Partner Solutions

Personal Loans
~133k customers | ~$1.3bn originations

Home renovation · *Debt Consolidation*

Unsecured Loan Solutions

Motor Loans
~35k customers | ~$325m originations

Auto · *Caravan* · *Boat*

Secured / Asset Based Loans

Our Unrivaled Distribution Network

5,500+ Accredited Brokers

~500 Retail Partners

5,500+ Retail Outlets

Underpinned by a strong legacy

Pre-acquisition (GE Capital)
- 1925: AGC founded
- 1995 - 2002: Range of acquisitions by GE
- 2015: Latitude is acquired from GE

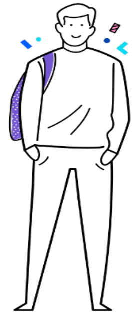
Private consortium ownership (KKR, VARDE, Deutsche Bank)
- Separation from GE as a standalone business
- Establishment of standalone funding structure
- Launch of Latitude brand

ASX listed company
- 2021: IPO & Shinsei investment
- 2022: Acquisitions of Symple & OctiFi

Path to Full Potential – Bridge to the Future
- 2023: *Path to Full Potential* strategy
- 2024: Hallmark & Canada sale. Exit Asia & BNPL
- 2024: Launch David Jones co-label Credit Card
- 2025+: Grow New Partner Channels & Scale Intelligent Automation

Meeting the needs of consumers and merchant-partners

Engaged CUSTOMERS looking for great experiences…

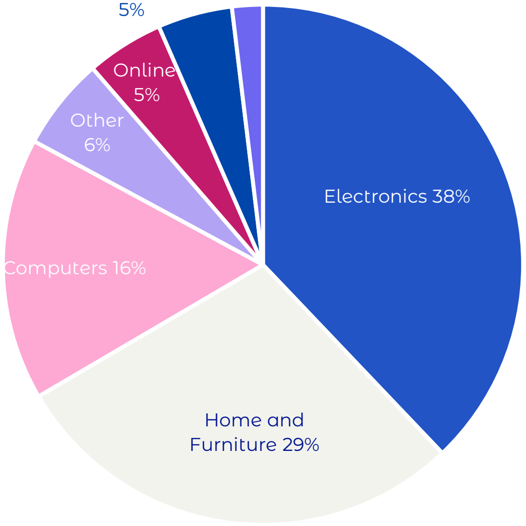


➢ Cross-generational & high quality
- 68% Millennials & Gen X and 23% Boomers
- 69% city, 31% rural[1]
- 49% homeowners

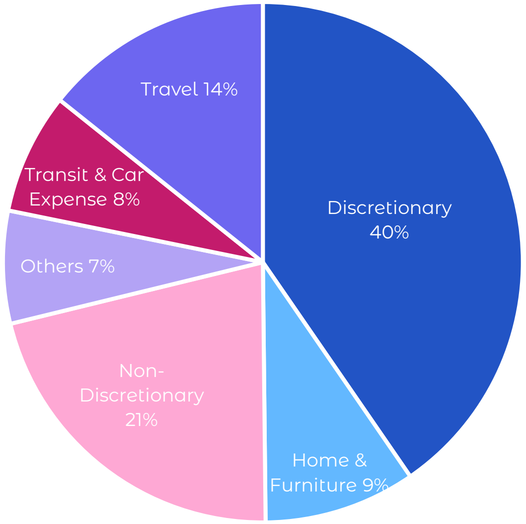
➢ Engaged, loyal & long-tenured
- 51% customers for 5+ years
- 75% of SF volume from recurring customers
- Half of new SF customers go on to use their card to spend

A clear use case for our products… with room to grow in new verticals

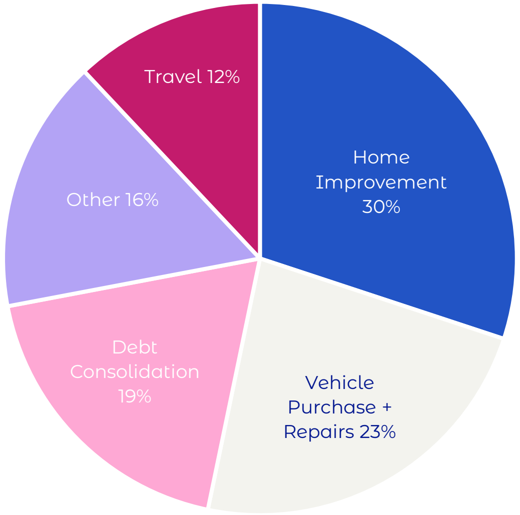
Interest Free Volume



Card Purchase Volume



Personal Loan Volume[2]



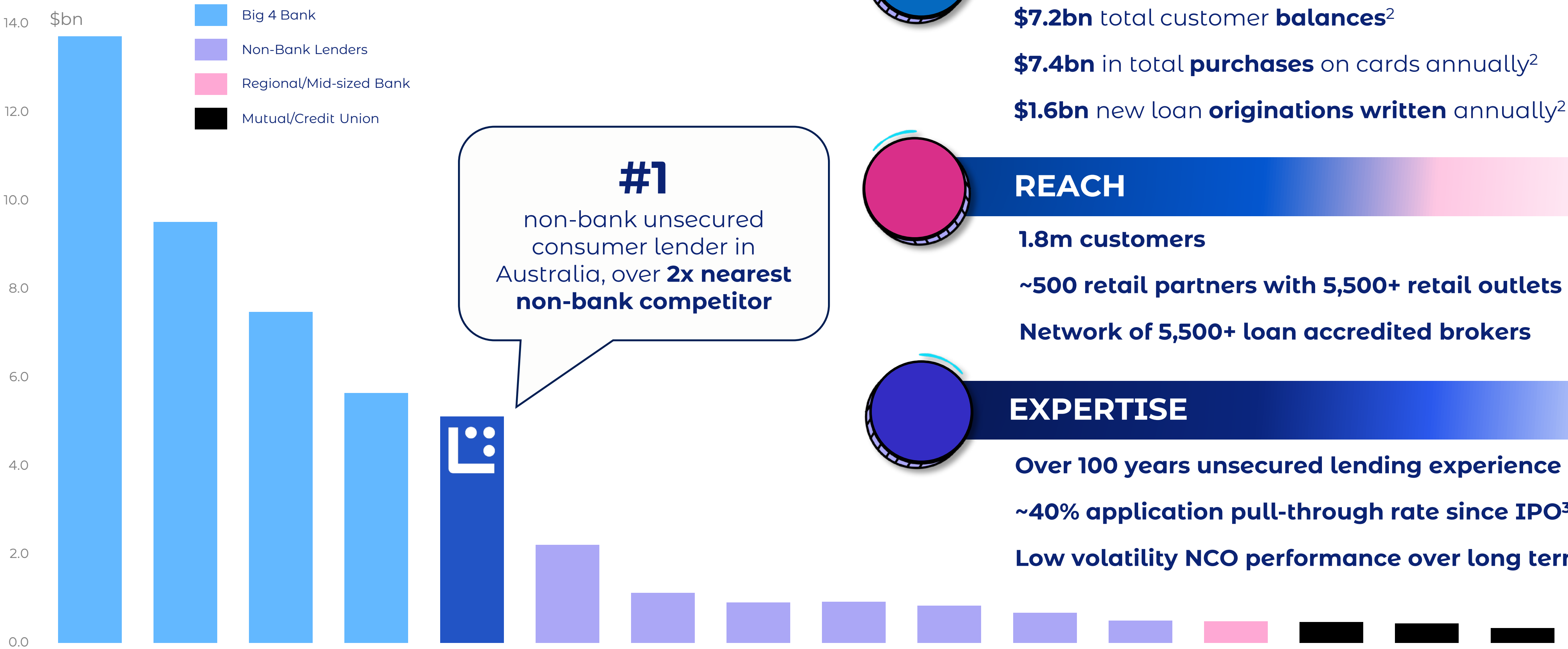
New & Growing Verticals

- Medical
- Dental
- Subscriptions
- Cosmetics
- Education
- Home Improvement / HVAC

Source: Company data as of 31 December 2025, unless otherwise stated.
(1) Relates to Pay customers only
(2) Personal Loan Volumes calculated by percentages from January-December 2025.

Unparalleled scale, reach & expertise distinguish LFS franchise across consumer lending landscape

AU Personal loans and cards portfolio ranking[1]



SCALE

$7.2bn total customer **balances**[2]

$7.4bn in total **purchases** on cards annually[2]

$1.6bn new loan **originations written** annually[2]

REACH

1.8m customers

~500 retail partners with 5,500+ retail outlets

Network of 5,500+ loan accredited brokers

EXPERTISE

Over 100 years unsecured lending experience

~40% application pull-through rate since IPO[3]

Low volatility NCO performance over long term

Source: Company data, APRA and companies' public disclosures as at 31 December 2025 or the most latest available. Latitude disclosure as of 31 December 2025.

(1) In the portfolio ranking chart, data is based on AU only. For LFS includes personal loans and credit card receivables, and excludes motor loan balances.

(2) Balances as at 31 December 2025; Volume based on Last 12 months.

(3) Pull-through rate is defined as a percentage of new accounts approved and originated from new applications

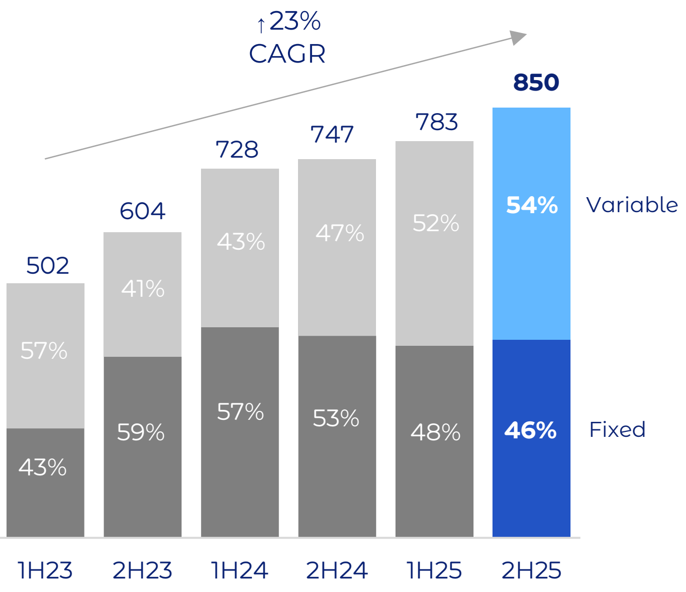
Money: Record receivables and expanding margins

Record new origination volumes in 2025

+8.5% HoH / 13.8% YoY with increase in variable rate loans continuing

New Origination Volume ($m)

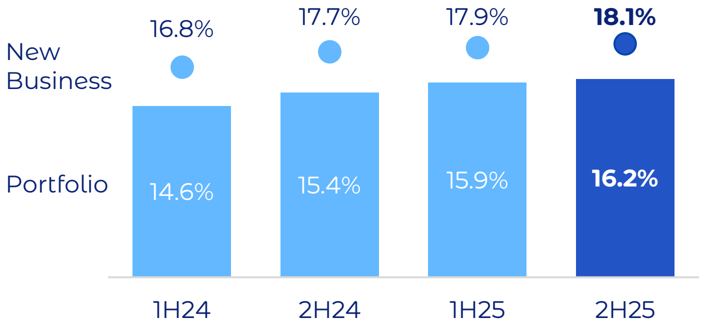
2H25 new originations volume of $850m is a new **record high** for Latitude



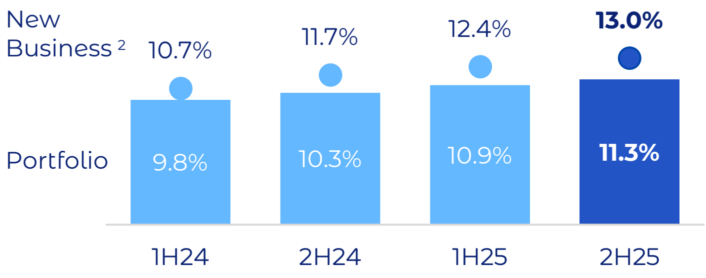
Yield uplift translating into stronger NIM performance

Pricing optimisation combined with roll-off of older, lower margin vintages

APR Interest Yield



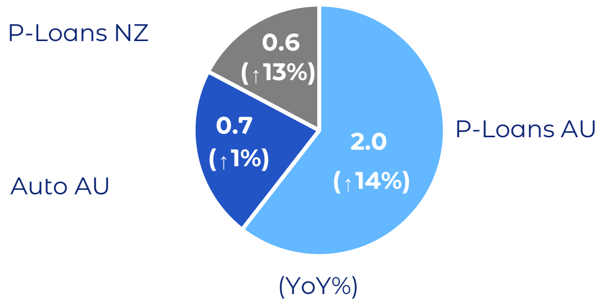
Net Interest Margin



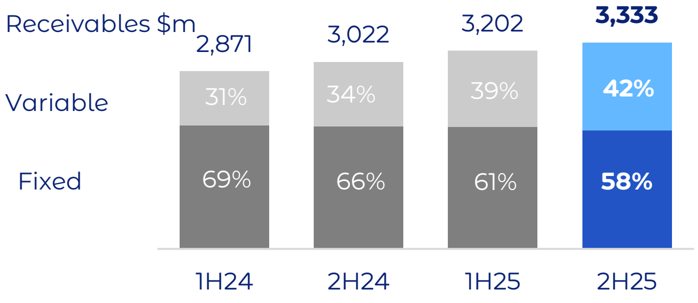
$3.3bn Receivables is a new record high

10% YoY growth across all products and maintained **#2 brand** in Personal Loans in Australia[1]

Receivables growth focused on highest return products



Customer demand for variable rate loan product continues



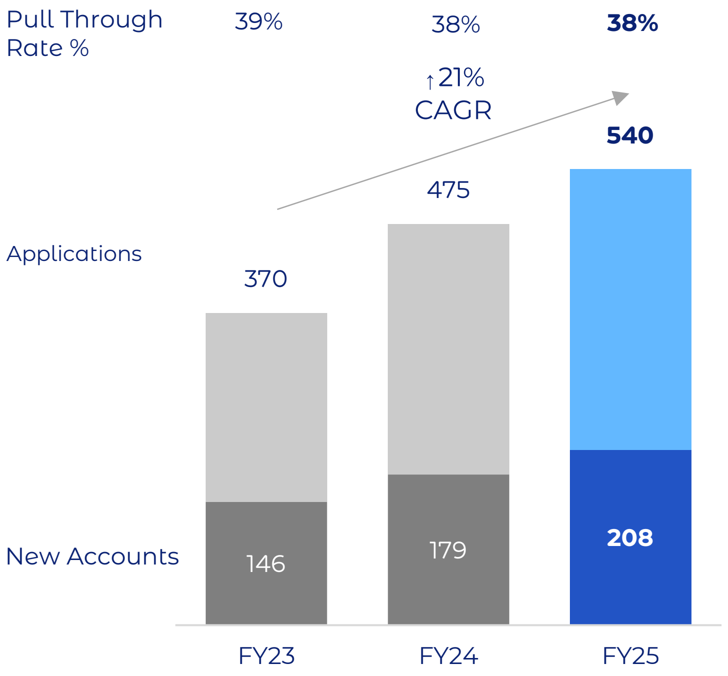
(1) Based on receivables by brand
(2) New Business Net Interest Margin is calculated as New Business APR Interest Yield less New Business Interest Expense Yield

Origination volume in Pay is powering growth

Enhanced value propositions gaining traction and capturing customer demand

Applications +14% YoY

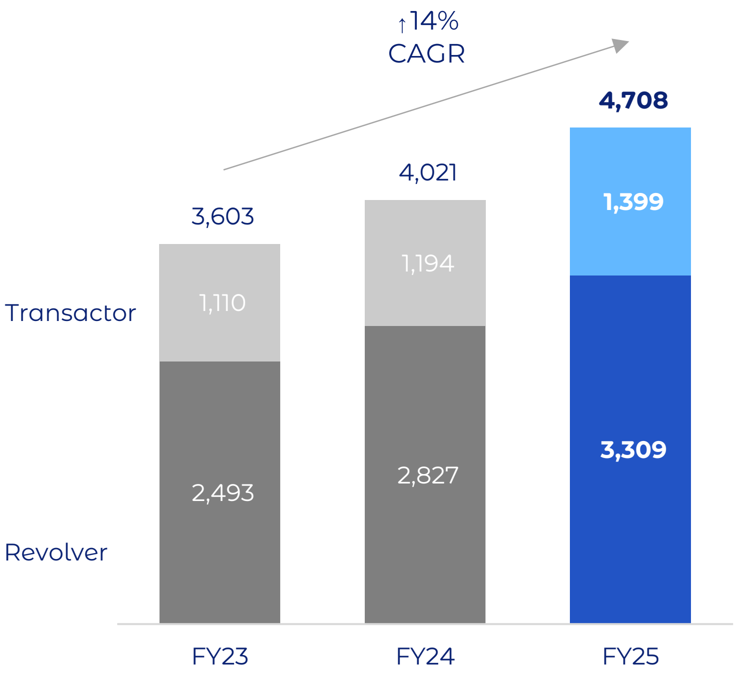
Applications & New Accounts (#, '000s) [1]



LFS Card usage & purchase volume momentum accelerating

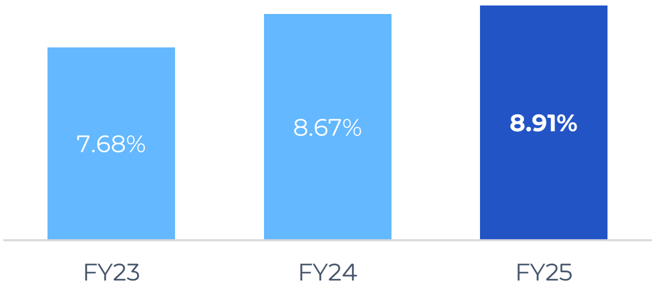
Higher customer engagement driving higher card spend per account, +17% YoY

Card Purchase Volume per account ($) [1]

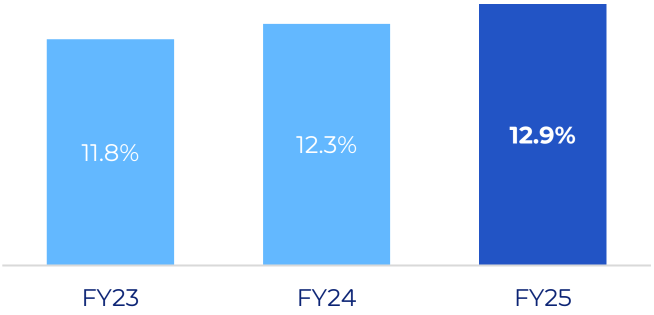


Above market growth delivered alongside expanding revenue margins

Credit Card AU Market Share[2]



Operating Income Yield

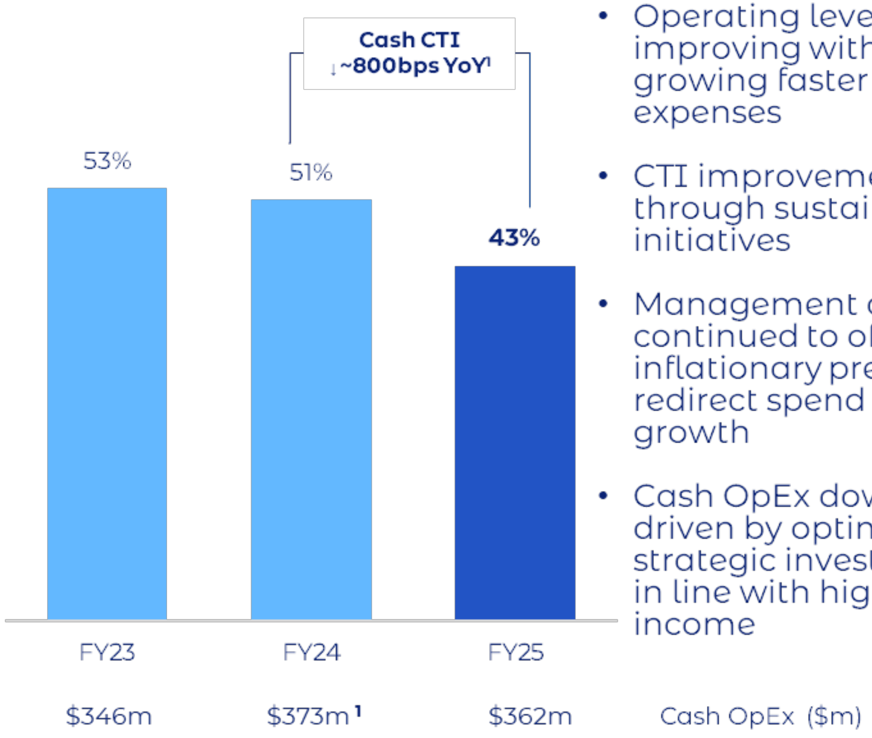


(1) Data excludes BNPL, which was originated from 2019 to 2023
(2) Source: Company data, APRA and companies' public disclosures based on receivables as at Dec 25

OpEx re-engineering benefits realised, enabling growth investment and elevating operating leverage

Disciplined cost management delivering operating leverage and efficiency

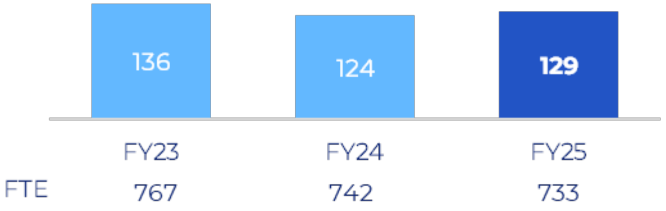
Cash cost-to-Income[1]



- Operating leverage improving with revenue growing faster than expenses
- CTI improvement delivered through sustained efficiency initiatives
- Management actions continued to offset inflationary pressures and redirect spend toward growth
- Cash OpEx down 3% YoY driven by optimisation of strategic investment spend in line with higher operating income

Expense base re-engineering unlocking capacity strategic and growth investments

Employee Costs[1] ($)

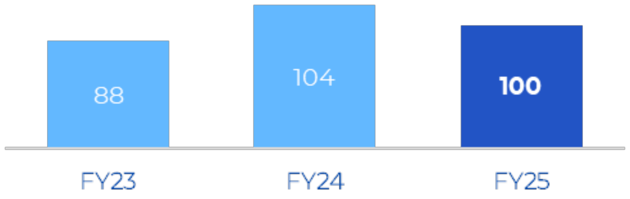


Increase reflects wage inflation and operating growth, balanced with ongoing workforce optimisation

Marketing ($)

Spend reduced through improved campaign efficiency and more targeted allocation

Technology & Investment Spend ($)



Continued disciplined investment in digitalisation, AI & cyber, and growth strategies.

(1) FY24 OpEx and cost-to-income (CTI) shown on a normalised basis, adjusted to remove $13m one-off benefit in employee expense due to lower discretionary incentives

Results Summary

	2H25	1H25	2H24	HoH	YoY	FY25	FY24	YoY
New Volume ($m)	**4,807**	**4,247**	**4,418**	**13%**	**9%**	**9,054**	**8,223**	**10%**
Gross receivables ($m)	7,211	6,962	6,748	4%	7%	7,211	6,748	7%
AGR ($m)	7,012	6,842	6,565	2%	7%	6,924	6,430	8%
Cash PBT ($m)	**118**	**93**	**89**	**26%**	**33%**	**211**	**155**	**36%**
Cash NPAT ($m)	**59**	**46**	**38**	**27%**	**53%**	**105**	**66**	**59%**
Statutory NPAT ($m)	55	40	22	38%	153%	94	31	208%
Cash EPS (cents)	5.66	4.44	3.70	30%	54%	10.11	6.33	60%
Dividend per share (cents)	**5.00**	**4.00**	**3.00**	**25%**	**67%**	**9.00**	**3.00**	**200%**
RAI (%)	8.4%	8.2%	8.6%	18	(23)	8.3%	8.0%	27
RoAGR (%)	1.7%	1.4%	1.2%	31	51	1.5%	1.0%	50
RoE (%)	9.7%	7.7%	6.2%	200	348	8.7%	5.3%	333
RoTE (%)	24.7%	20.3%	17.2%	433	752	22.4%	15.4%	702
Tangible Equity Ratio (%)	**7.1%**	**7.0%**	**7.1%**	**13**	**(2)**	**7.1%**	**7.1%**	**(2)**

Outlook

Latitude expects to continue to benefit from the strategic initiatives implemented over the past 12 months to sharpen its focus on its core consumer segments in Australia and New Zealand. These actions have improved operational focus and are expected to support disciplined growth, subject to prevailing market conditions.

Against a backdrop of evolving interest rate settings in Australia and New Zealand, Latitude continues to progress organic growth opportunities through existing partner relationships and selected adjacent segments to support sustained asset growth across the business.

Net interest margins will naturally be influenced by movements in central bank benchmark rates and funding conditions. Through proactive hedging, disciplined pricing, treasury management and portfolio mix activities, Latitude remains focused on optimising yield and returns through the cycle.

Latitude expects credit performance to remain within targeted ranges, underpinned by disciplined underwriting and active portfolio management, while continuing to reflect macro-economic conditions within its core markets.

Strong and sustained profit performance and disciplined balance sheet management are expected to create the capacity to prudently return capital to shareholders.

Ongoing investment in cyber security and advanced technology capabilities, including artificial intelligence, is expected to progressively enhance operating leverage over time while supporting resilience, efficiency and improved experiences for customers and partners.