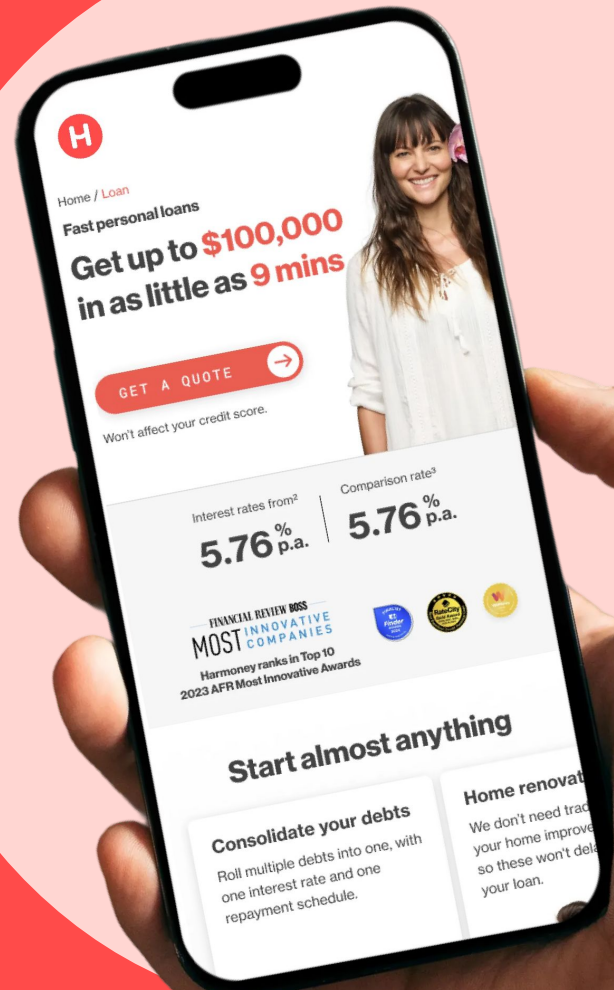


# 3Q26 Investor Presentation

## ASX: HMY

David Stevens CEO and Managing Director  
Simon Ward CFO

*All values are in \$AUD unless stated otherwise*

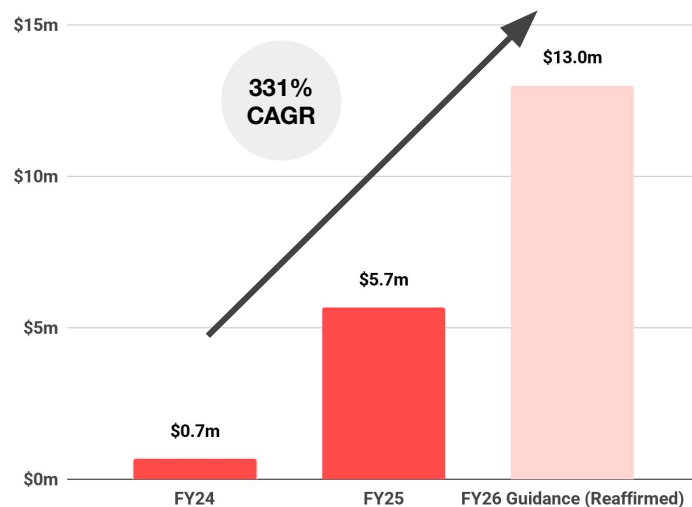


# FY26 Guidance: Cash NPAT \$13m reaffirmed

## \$13m Cash NPAT, 128% increase on pcp

- Stellare<sup>®</sup> 2.0 driving year end loan book to \$900m+
- Net interest margin: ~10%
- Risk adjusted income: ~6%
- Cash NPAT: **\$13m**

## Cash NPAT



# Positive key metrics underpin \$13m Cash NPAT guidance

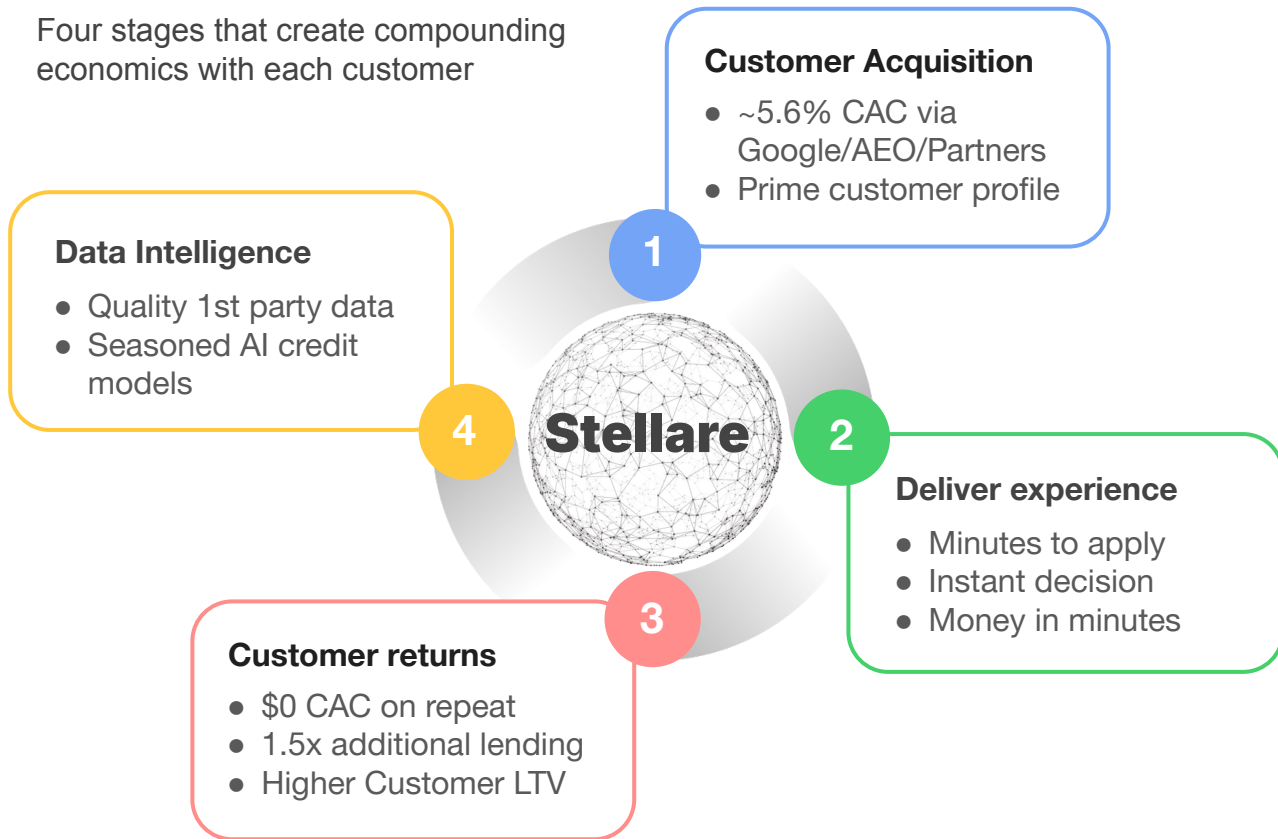
	YTD 3Q26	YTD 3Q25		Change	
<b>Loan book</b>	\$879m	\$798m		10%	↑
<b><i>Australian loan book</i></b>	<i>\$544m</i>	<i>\$464m</i>		17%	↑
<b><i>New Zealand loan book</i></b>	<i>NZ\$402m</i>	<i>NZ\$368m</i>		9%	↑
<b>Net interest income</b>	10.3%	9.1%	120bps improvement		↑
<b>Credit losses</b>	3.8%	3.8%		Stable	—
<b>Risk adjusted income</b>	6.5%	5.3%	120bps improvement		↑
<b>90+ Day arrears</b>	0.62%	0.69%	7bps improvement		↑
<b>Cost to income ratio</b>	18.2%	18.4%	20bps improvement		↑

**Harmony**

# Harmony flywheel

# How the Flywheel works

Four stages that create compounding economics with each customer



## Result: Unit economics that compound



### First Loan

- \$18,000 loan
- ~5.6% CAC = \$1,000



### Subsequent loan(s)

- \$27,000 loan (1.5x)
- 0% CAC = \$0



### KPIs achieved

- RAI 6.5%
- RoE 31%

# FY 26 - 27: Accelerating the Flywheel

1

## Customer Acquisition

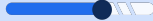
### What we're building

- Next generation AI underwriting with Stellare<sup>®</sup> 2.0
- Embedded finance partnerships e.g. auto marketplaces

### Expected impact

- ✓ Increased approval rate; maintained credit quality
- ✓ Expanded reach through partners

PROGRESS



Originations up 29% on pcp

2

## Deliver Experience

### What we're building

- Multi-product customers (personal+auto)
- Life event triggered lending

### Expected impact

- ✓ Increased average lifetime lending
- ✓ Expansion of total addressable market (TAM)

PROGRESS



Vehicle loan book up 19% on pcp

4

## Data Intelligence

### What we're building

- Next Agentic AI for personalisation at scale
- Predictive retention models

### Expected impact

- ✓ Improved customer retention and satisfaction
- ✓ A 'private banker' automated application experience

PROGRESS



Proprietary customer data creates defensible AI advantage

3

## Customer Returns

### What we're building

- Mobile app with one click loan access
- Revolving credit line (instant funds)

### Expected impact

- ✓ Reduce time between loans
- ✓ Reduced blended CAC

PROGRESS



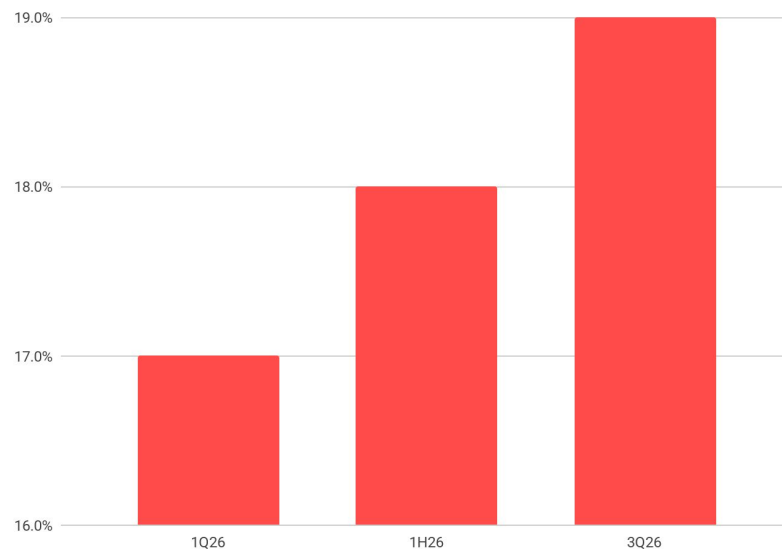
Continued CAC reduction

# Auto update

## Incremental profit driver

- Auto product is highly innovative, turning the borrower into a cash-buyer. Innovation education beginning to gain traction.
- Auto is expected to deliver material incremental growth in addition to continuing personal loan growth.
- Obtained a “Big-4” bank credit approved term sheet for secured lending warehouse, unlocking lower cost of funds.
- Significant new Auto partner onboarded in April 2026 in New Zealand.

## Auto loan book growth on pcp



# Combined effect: Flywheel acceleration

More customers + Higher Lifetime value + Faster velocity

= accelerated profit growth

>\$900m

FY26 Loan book  
Guidance

\$13m

FY26 Cash NPAT  
Upgraded Guidance

31%

Return on Equity (1H26)



- The Board and management believe Harmony's shares remain **undervalued** at current levels. Consequently, the company intends to **extend its on-market share buyback programme** beyond the current expiry date of 29 April 2026 to continue enhancing **shareholder value**.

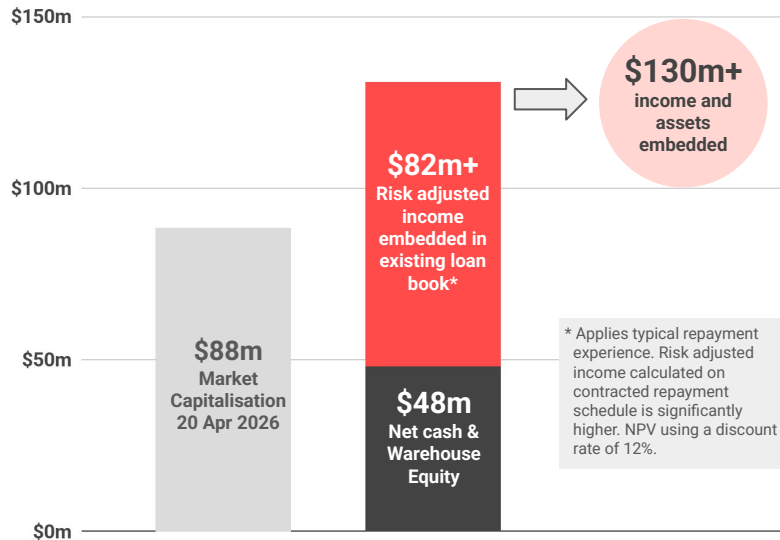
**Harmony**

# Appendix

# \$130m+ embedded cash value in existing loan book

## + Business Value

### Existing loan book value at 31 December 2025

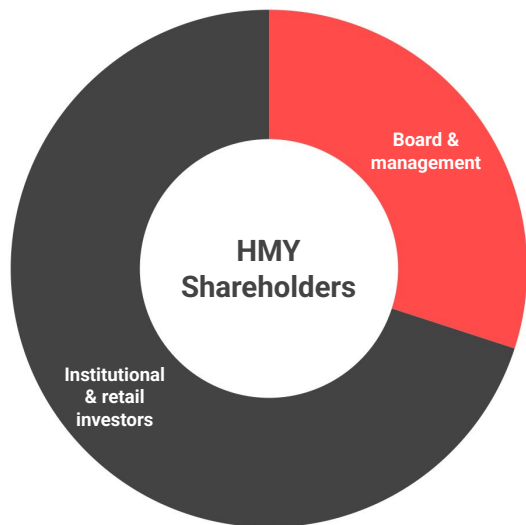


### + Business value

- Proprietary, highly automated Stellare<sup>®</sup> 2.0 customer acquisition and credit assessment engine. Over 10,000 new applicants create an account every month.
- Existing customer base return for 150% in additional lending, at near zero cost.
- Loan book growing at >10% NIM and >6% risk adjusted income (income after funding costs and credit losses).
- Proven scalability with industry leading cost to income %.
- Diversified funding from 3 of the “big-4” Australian banks and an established asset backed security issuance program.

# 30% Management/Board owned, plus 10% shareholder aligned long term incentive plan

## HMV Shareholder Composition



## Long term incentive share plan

- New LTI plan approved at December 2025 AGM.
- Targets are based on shareholder-aligned Earnings per Share (EPS) growth and Total Shareholder Return (TSR) over next 3 years.
- EPS full vesting requires 25% CAGR EPS growth from FY26 base of \$13.5m Cash NPAT<sup>1</sup>.
- TSR full vesting requires HMV to be in the top 25% of the ASX Small Ordinaries Index.

<sup>1</sup> EPS target is 25% annualised growth on FY26 Cash EPS of \$0.1298, which is equivalent to Cash NPAT of \$13.5m at current issued number of shares.

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- Investor Hub is the best way to stay informed and connected with all things ASX: HMY.
- Comment and ask questions directly to Harmony's leadership team and see other investors questions and responses.
- See videos accompanying our ASX announcements, interviews, research reports, and webinars.
- Join our mailing list to receive the latest news and updates from Harmony by email.

## Market data

Market open (20 min. delay) All prices in AUD

Current price <b>\$0.835 AUD</b> -0.00%	Volume -	Market Cap. <b>\$86.89M</b>	Year low - high <b>\$0.41 - 1.00 AUD</b>
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## Market data chart (ASX:HMY)

Announcements Past year



## Price Activity

Last price	\$0.835
Open price	-
Day low - high	\$0.805 - \$0.835
Price change	\$0.00
Percentage change	0.00%
Previous close	\$0.835
Volume (no. of shares)	-

## Performance

Market cap	\$86.89M
Shares outstanding	104,056,714
VWAP	-
Bid / Ask	\$0.81 - \$0.855
52 week high	(21 Oct '23) \$1.00
52 week low	(7 Apr '23) \$0.41
Price/earnings ratio	15.43



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