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# H1 RESULTS PRESENTATION

22<sup>nd</sup> FEBRUARY 2017

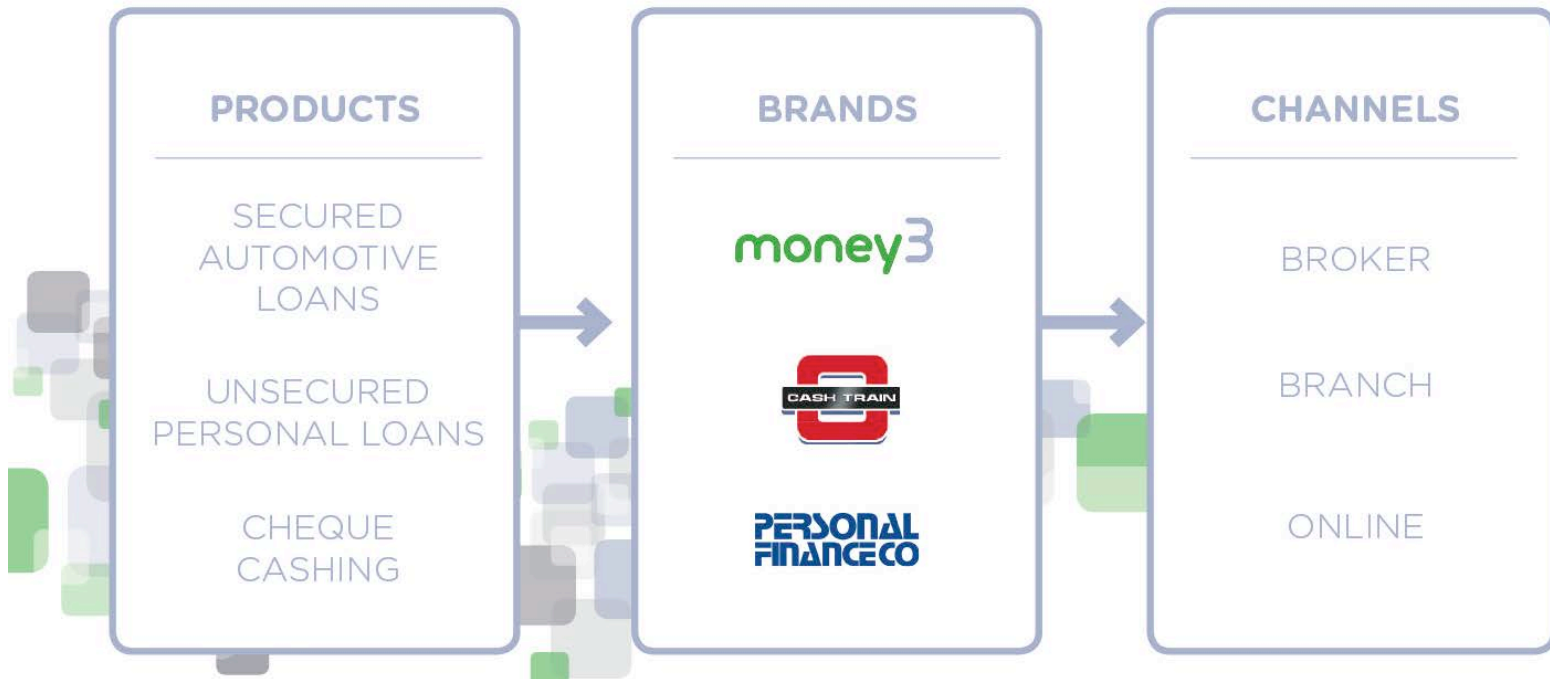
**Scott Baldwin**  
Managing Director

**Ray Malone**  
Chairman



# About Money3

Money3 is a national credit provider committed to servicing the needs of customers who cannot access funding from traditional lenders



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# H1 FY17 Financial Performance

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	H1 FY17 \$m	H1 FY16 \$m	Mvt %
Revenue	51.7	47.4	9.1%
Expenses	28.3	30.3	-6.5%
<b>EBITDA</b>	<b>23.3</b>	<b>17.1</b>	<b>36.8%</b>
<i>EBITDA as % of revenue</i>	<i>45.2%</i>	<i>36.0%</i>	
<b>NPAT</b>	<b>13.7</b>	<b>10.0</b>	<b>37.7%</b>
<i>NPAT as % of revenue</i>	<i>26.6%</i>	<i>21.0%</i>	
EPS (Basic) cents per share	8.96 cps	7.60 cps	17.9%

Secured automotive  
loan revenue of  
\$27.1m, increase of

**25.5%**

(H1 FY16: \$21.6 million)

Net profit after tax  
of \$13.7 million,  
increase of

**37.7%**

(H1 FY16: \$10.0 million)

EBITDA margin  
improved to

**45.2%**

(H1 FY16: 36.0%)

# H1 FY17 Key Highlights

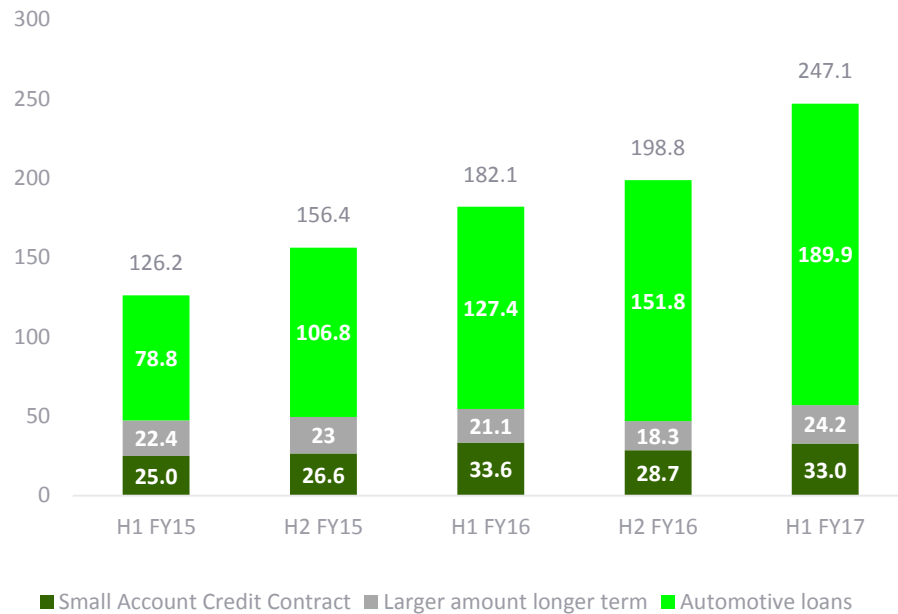
- Record half year revenue of \$51.7m and profit of \$13.7m
- Gross loan book increased to \$247m up from \$199m
- EBITDA Margin improvement from 36.0% to 45.2%
- Reduction in bad debts as a percentage of loan book from 3.5% in H1 2016 to 2.5% H1 2017
- Reduction in expenses
- Completed Online lending platform integration into Money3 platform
- Strengthened executive team with the appointment of Brett Coventry CFO & Rob Camilleri CIO
- Declared a dividend of 2.5 cents and a dividend reinvestment program with a 5% discount

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# H1 FY17 – Continued Growth in Auto Lending

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Gross Loan Book \$m



- Strong demand for secured automotive loans in H1 has seen an increase in the gross loan book by \$38.1m
- Secured loans now represents 76.8% of the gross loan book
- Larger amount longer term unsecured loans represent 9.7% of the loans book
- Small Amount Credit Contract (SACC) now represent 13.5% of the total loan book, down from 18.5% at H1 2015, and it is expected the SACC loan book will continue to decline further over time

# Outlook

- Money3 estimates its target market in Australia for automotive loans is approximately 700,000 loans per annum with Money3's current run rate of approximately 14,000 for the financial year, representing approximately 2% penetration
- There is significant scope for Money3 to grow its market share of the second hand automotive finance market
- Money3 continues to experience strong growth and demand for its loan products
- Full year results will continue to benefit from expense control and improving margins
- Money3 has negotiated for its existing \$30m funding facility to be increased to up to \$50m, this will continue to support the strong growth of the secured automotive loans business
- Money3 is progressing with a number of debt proposals
- Full year guidance has increased to \$27.5m NPAT

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# Money3 Corporation Limited



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