



# money3

JP Morgan  
Small Caps  
Virtual Conference

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Managing Director

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Chief Financial Officer

# Money3 - Consumer automotive finance

## Focus

Money3 Group provides automotive finance for the purchase and maintenance of vehicles



## Responsible Lending

Responsible lending and compliance leadership is the cornerstone of our sustainable lending practices

1 / 500 vehicles in Australia have a current Money3 loan

1 / 800 vehicles in New Zealand have a current Go Car Finance loan

Over \$1bn lent to customers since inception

Originated loans for over 500,000 customers



## Customer Care

Unique approach to customer care, providing consumers with tailored and flexible repayments

Money3 is the lender of choice for over 47,000 active customers



## Technology

A data driven organisation with unique integration to third parties

Application simplicity through technology

# YTD Feb 2020 Financial results (Unaudited)

**54.0%**

Revenue  
growth

**63.4%**

EBITDA  
growth

**4.7%**

Annualised  
Bad debts

FY20 forecast 4.5%-5.5%

<b>Group Financial Results</b> (continuing operations) <i>Amounts in \$m unless otherwise stated</i>	<b>YTD Feb 20</b>	<b>YTD Feb 19</b>	<b>% Growth</b>
<b>Revenue</b>	<b>82.9</b>	<b>53.8</b>	<b>54.0%</b>
(-) Bad debts (net of recoveries)	13.7	9.3 <sup>^</sup>	
(-) Impairment allowance	3.3	1.6	
(-) Operating expenses	26.1	18.6	
<b>EBITDA (normalised)</b>	<b>39.8</b>	<b>24.3<sup>^</sup></b>	<b>63.4%</b>
<b>NPAT (normalised)</b>	<b>20.1</b>	<b>13.0<sup>^</sup></b>	<b>54.1%</b>

**48.0%**

EBITDA margin  
(PCP: 45.2%)

**24.2%**

NPAT margin  
(PCP: 24.2%)

**\$46m**

Cash balance  
at 22 March 20

<sup>^</sup>normalised for one-off additional bad debt recoveries from divested operation in FY19.

# Short Term (FY20) Outlook - 'COVID-19' Response



## Lending & collections

- Loan applications up 30% pcp (YTD Feb 2020). It is anticipated this will decline during the current crisis
- Money3's cloud-based technology allows staff to work remotely in a secure environment with minimal reduction in productivity
- Money3's Customer Care team are built around supporting customers through difficult times
- Teams are flexible and cross trained. Easy to deploy additional resources to focus on Customer Care and manage customer repayments
- Lifting lending requirements, limiting exposure to high risk sectors for new applicants



## Financial

- Estimated earnings for the 9 months ending 31 March 2020 to be approximately \$23 million, which is consistent with previous guidance of in excess of \$30m NPAT for FY20
- Well funded with a strong cash balance sheet position of \$46m (as of 22 March 2020)
- Money3 loan book predominantly funded by equity
- Australian debt facility can be unilaterally extended to Dec 2022 and existing NZ debt facilities run until Apr 2022



## Business continuity

- Supporting customers through these unprecedented times
- The Company has already implemented robust business continuity measures to maintain resilience for the business and protect the health and well-being of our staff and customers
- Money3's Australian and New Zealand teams continue to be fully operational and have introduced team splitting in order to reduce the number of staff in the office at any one time
- Adoption of cloud-based technology to allow staff to work from remote locations

# Summary

- Estimated earnings for the 9 months ending 31 March 2020 to be approximately \$23 million, consistent with previous guidance of in excess of \$30m NPAT for FY20
- Well funded with strong cash balance sheet position of \$46m (as of 22 March 2020)
- Company anticipates a decline in loan applications as the result of the COVID-19 outbreak
- Money3's loan book has low leverage and is predominantly funded by equity
- Australian debt facility can be unilaterally extended to December 2022 and existing New Zealand debt facilities run until April 2022



# Disclaimer



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