

1H26 Financial Results

Strategic Transition Delivering New Loan Book Growth; Acquisitions Generating Returns

Cash Converters is pleased to provide this half-year trading update for the period ending 31 December 2025 ("1H26")

Group Results (\$'m)	1H26	1H25	Var %
Revenue	206.7	192.1	8%
Operating EBITDA ¹	34.2	29.0	18%
Operating NPAT	13.2	12.2	9%
Statutory NPAT	10.1	12.1	(17%)
Gross Loan Book	230.5	274.4	(16%)
Cash and Cash Equivalents	43.5	57.3	(24%)

Comparisons in the table and commentary are against 1H25, prior corresponding period (pcp)

Key Highlights:

- Strong result delivered, successfully executing strategic change:** Cash Converters has delivered a strong 1H26 operating result in comparison to the previous corresponding period, with operating EBITDA up 18% to \$34.2m and operating net profit up 9% to \$13.2m.
 - The successful execution of the lending business transition in Australia continues to plan, with the payday loan book run-down largely complete and the new *Cashies Loan* book growing strongly.
 - The franchise store acquisition strategy in Australia and the UK is now delivering strong store segment profit growth, which combined with organic same store sales growth, has resulted in Group operating profit growing.
- Loan Book transition: lower volume, higher credit quality and lower loss rates**
 - The Personal Finance product offer has been simplified to a new line-of-credit² *Cashies Loan* product aimed at higher credit quality customers. As anticipated, this shift in focus has resulted in the new *Cashies Loan* book growing to \$58.2m across the half (from \$23.1m at 30 June 2025) and the overall loan book net loss rate³ declining, down to 13.7% (15.5% pcp).
- Strong store performance: acquisitions and same store growth, expanding luxury footprint**
 - Continued execution of the franchise store acquisition strategy resulted in 41 franchise stores being acquired in the half (36 in Australia and 5 in the UK⁴, all trading as expected). Value accretive acquisition opportunities continue to be pursued, with 29 franchise stores remaining in Australia and 130 in the UK.
 - The Australian store network is now predominantly corporate-owned following recent franchise store acquisitions, resulting in strong store segment profit before tax growth, up 28% on pcp to \$10.7m.
 - The UK operations are now a material and growing contributor to Group earnings, as the result of the successful integration of franchise store acquisitions made over time. Growth in this segment was exceptionally strong, with profit before tax growth up 91% on pcp to \$5.1m. The UK now comprises 30% of Group operating EBITDA (up from 22% pcp).
 - Corporate same store performance remained strong across the corporate network, with increasing transaction volumes and higher gross margins driven by continued gold price inflation. Same store revenue increased 8% across both Australia and the UK.
 - The successful launch of the second luxury-only store in Australia in Adelaide City occurred in the half, with an ongoing national rollout programme established. A luxury store pilot has also commenced in the UK.
- Financial strength and flexibility maintained:** Cash Converters remains in a strong financial position, with cash and cash equivalents of \$43.5m and undrawn facility capacity of \$74.3m. A fully franked interim dividend of 1 cent per share was declared, marking the Company's fifth year of consecutive dividend payments.

Managing Director Update:

Cash Converters CEO & Managing Director, Sam Budiselik commented:

“We are pleased to report a strong first-half result following a period of significant strategic change. Operating net profit growth of 9% to \$13.2m was achieved as we shifted the Australian lending business to focus on higher quality, lower cost (and loss) lending, whilst continuing to acquire franchise stores in our core markets of Australia and the UK.

With the payday loan book run-down largely complete, our new *Cashies Loan* book is growing strongly. At the same time the store strategy continues to deliver results, as we continue to transition to a ‘hub and spoke’ operating model, with a focus on pre-owned luxury goods, that is generating more inventory and improving transaction volumes and margins as a result.




Gold price strength has supported a strong segment result, with same-store revenue growth of 8% in both Australia and the UK. Combining franchise store acquisitions, store segment profitability was up significantly, with profit after tax up 28% in Australia and 91% in the UK, in comparison to the prior period

The UK now represents a meaningful and growing contribution to Group earnings (at 30% of Group operating EBITDA), with the deliberate strategy to build an international store segment now resulting in international store earnings momentum and ongoing growth potential, with further franchise store acquisition opportunities under review.

The successful launch of a luxury-only store in Adelaide this half, alongside our Sydney store and pilot luxury store in the UK, is attracting a new customer demographic to the business and we expect to continue rolling out this format.

With \$74.3m of undrawn facility capacity and net operational cash inflows of \$27.3m this period, the Board continues to evaluate opportunities and remains focused on investing for growth. This strategy is proving successful, as we are now well positioned to access a large and growing international market. Combined with a simpler lending business and growing corporate store network in both Australia and the UK, we remain confident in our outlook for quality earnings growth over time.”

Outlook:

Pillars	Near-term Transition Phase	Long-term Sustainable Growth
Lending 	<ul style="list-style-type: none"> Loan book transition as new Cashies Loan book scales and run-down books decline 	<ul style="list-style-type: none"> Grow Cashies loan book as sole personal finance loan product Higher-quality, lower-volume lending driving improved cost-to-serve
Stores 	<ul style="list-style-type: none"> Acquired stores to support earnings through the lending transition Optimise revenue mix as higher-margin retail continues to grow 	<ul style="list-style-type: none"> Hub-and-spoke model with operating leverage Expansion of luxury store numbers Predominantly corporate store network
Returns 	<ul style="list-style-type: none"> Near-term earnings mix changing while maintaining capital discipline Continue investing for growth by acquiring franchise stores 	<ul style="list-style-type: none"> Focus on sustainable Cash NPAT growth Diversified, lower-cost funding structure and shareholder returns

– ENDS –

Authorised for release by the Board of Cash Converters International Limited

Notes:

¹**H25 Operating EBITDA** was previously reported as \$36.5m, and is restated to reflect financial services interest expense on the securitisation facility now being included in Net financial services revenue

²**Line of Credit ('LoC')**: A revolving credit facility, promoted as "Cashies Loan", with a pre-approved credit limit, from \$2,050 to \$10,000 with a set minimum repayment over a maximum 36-month period per redraw.

³**Net Loss Rate ('NLR')**: Defined as Bad Debt Written off Expense net of Recovery of Write Offs for the half-year period, compared to average Gross Loan Book for the trailing twelve months.

⁴**UK Stores**: 5 UK stores were settled in Jan-26

About Cash Converters:

Cash Converters International Limited (ASX: CCV) is a leading consumer lender and second-hand goods retailer operating in Australia and globally.

Key markets include Australia, New Zealand and the United Kingdom with large franchise operations spanning Europe, South Africa and parts of Asia. In total there are 656 stores operating across 15 countries. The company's revenue streams include personal lending, store operations and franchising.

Cash Converters is actively transforming its loan book to focus on longer-term, lower-cost lending solutions while expanding its retail presence in luxury goods. With a strong commitment to sustainability, Cash Converters plays a vital role in the circular economy, repurposing over two million items annually in Australia alone.

To learn more, please visit: www.cashconverters.com. For investor inquiries, contact us at info@cashconverters.com