

**HEARTLAND**  
— GROUP —

**Investor Presentation**

# **3Q2026 Trading Update**

For the quarter ended 31 March 2026

# Disclaimer and non-GAAP measures

This presentation has been prepared by Heartland Group Holdings Limited (**NZX/ASX: HGH**) (the **Company** or **Heartland**) for the purpose of briefings in relation to an update on 3Q2026 trading.

## Important notice

The presentation and the briefing (together the **Presentation**) contain summary information only, which should not be relied on in isolation.

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This Presentation contains forward-looking statements and projections. Such statements involve known and unknown risks and uncertainties that may cause Heartland's actual results, performance or achievements to differ materially from any future results, performance or achievements expressed or implied by such forward-looking statements. Forward-looking statements are based on numerous assumptions regarding Heartland's present and future business strategies and the environment in which Heartland will operate in the future that may not prove to be accurate.

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## Non-GAAP measures

This presentation includes certain non-GAAP financial measures, including underlying profit/loss, underlying ROE, underlying CTI ratios, and underlying impairment expense ratios.

Underlying financial measures exclude fair value changes on equity investments held and other non-recurring costs, allowing for easier comparison of financial performance across reported periods. Non-

GAAP financial measures do not have standardised meanings prescribed under NZ GAAP and therefore may not be comparable to similar measures presented by other entities. They should not be viewed in isolation or as a substitute for measures reported in accordance with NZ GAAP.

Reported results are prepared in accordance with NZ GAAP. Underlying results are non-GAAP measures that adjust reported results to exclude one-offs. These adjustments affect measures including NOI, OPEX, NPAT, NIM, ROE, CTI ratio, and impairment expense ratio.

The investor presentation of Heartland's 1H2026 financial results released on 26 February 2026 includes at page 7 a reconciliation of 1H2026 and 1H2025 reported results to underlying results, and on page 6 a detailed comparison between 1H2026 and 1H2025 reported and underlying financial information.

Non-GAAP financial information presented in this document has not been reviewed by PricewaterhouseCoopers, Heartland's external auditor.

## Review status

All amounts are in New Zealand dollars unless otherwise indicated. Unless otherwise stated, financial data is as at 31 March 2026 unless otherwise indicated. It has not been audited or reviewed by any independent registered public accounting firm.

# 3Q2026 summary

## Heartland remains on track to deliver an underlying ROE of $\geq 7\%$ and underlying NPAT of $\geq \$85\text{m}$ for FY2026.

- Average NIM expanded further, with some compression expected in 4Q2026.
- Heartland's CTI ratio saw an overall reduction.
- Heartland Bank's asset quality continued to improve, with higher impairment expense from NSA provisioning and write-offs in Motor Finance.
- Strong performance continued in Reverse Mortgages for both Heartland Bank and Heartland Bank Australia, and in Heartland Bank's Rural portfolio .
- Heartland Bank saw a return to growth in Motor Finance and Asset Finance.
- Notwithstanding this positive 3Q2026 result, given the ongoing uncertainty in the Gulf region, Heartland remains cautious and is closely monitoring potential impacts on customer demand and credit quality in New Zealand and Australia.

### Consolidated group key financial metrics

	Reported			Underlying			Underlying guidance
	1Q2026	2Q2026	3Q2026	1Q2026	2Q2026	3Q2026	FY2026
NOI	\$89.6m	\$85.7m	\$90.1m	\$86.5m	\$85.7m	\$90.1m	No guidance provided
OPEX	\$46.3m	\$48.2	\$49.1m	\$46.3m	\$47.7m	\$49.1m	< \$195m
Impairment expense	\$7.0m	\$5.8m	\$10.8m	\$7.0m	\$5.8m	\$10.8m	No guidance provided
<b>NPAT</b>	<b>\$26.7m</b>	<b>\$22.1m</b>	<b>\$21.4m</b>	<b>\$23.6m</b>	<b>\$22.5m</b>	<b>\$21.4m</b>	<b><math>\geq \\$85\text{m}</math></b>
Average NIM	3.89%	3.96%	4.06%	3.89%	3.96%	4.06%	> 3.90%
Exit NIM	3.85%	4.06%	4.01%	3.85%	4.06%	4.01%	> 3.95%
CTI ratio	51.6%	56.2%	54.6%	53.5%	55.7%	54.6%	< 56%
Impairment expense ratio <sup>1</sup>	0.39%	0.31%	0.59%	0.39%	0.31%	0.59%	< 0.45%
ROE	8.6%	6.9%	6.7%	7.6%	7.0%	6.7%	$\geq 7\%$
Receivables <sup>2</sup>	\$7,250m	\$7,312m	\$7,585m				

**Note:** See page 2 for a definition of underlying financial metrics and details on one-offs in the periods covered in this investor presentation.

<sup>1</sup> Impairment expense as a percentage of average Receivables.

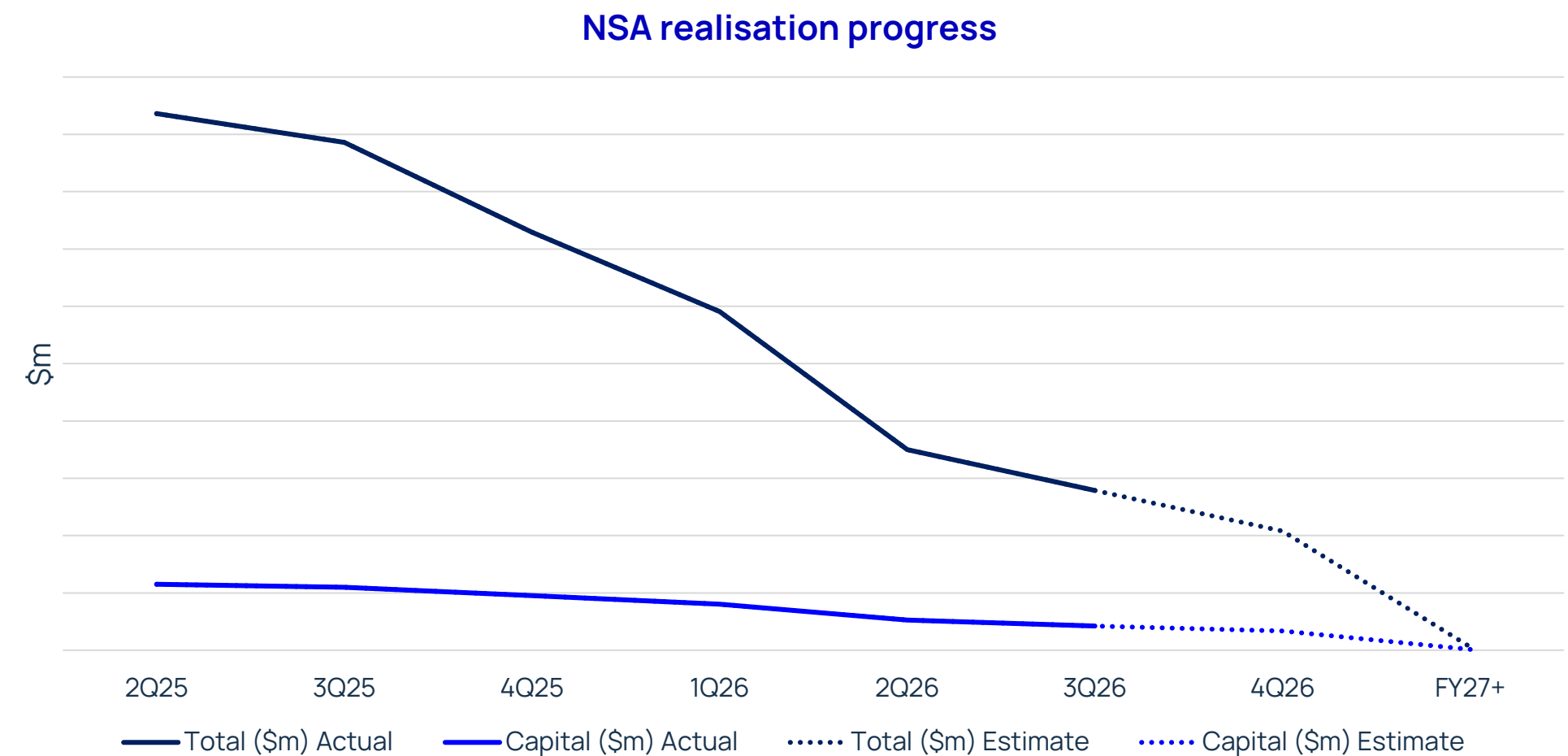
<sup>2</sup> Receivables also includes Reverse Mortgages and the impact from FX changes.

# NSA realisation progress

## NSA realisation continues to be successfully executed and is on track to largely conclude by 30 June 2026.

- In 3Q2026 the total value of NSAs reduced by \$35.6m, creating \$5.3m of available capital.
- By the end of FY2026, Heartland anticipates its remaining NSA portfolio will total approximately \$88m, comprising:
  - \$40m of Home Loans scheduled to run-down
  - approximately \$32m in Rural and Business Receivables (\$16m on confirmed exit pathways, and \$16m being actively managed and well provisioned)
  - \$16m in property and equity investments which are no longer material, but ongoing realisation efforts will continue.

Asset	NZ(\$m)	Outstanding balance			
		30 Jun 2025	30 Sep 2025	31 Dec 2025	31 Mar 2026
Rural Relationship	Total (\$m)	112.0	102.9	66.4	51.1
	Capital (\$m)	17.1	16.0	10.5	8.5
Business Relationship	Total (\$m)	47.8	39.3	21.6	17.5
	Capital (\$m)	6.9	6.7	5.1	2.9
Home Loans <sup>1</sup>	Total (\$m)	171.7	125.7	70.5	54.2
	Capital (\$m)	10.2	7.5	4.0	2.9
Properties	Total (\$m)	16.2	16.1	7.6	7.5
	Capital (\$m)	2.6	2.7	1.3	1.1
Investment Properties	Total (\$m)	4.4	4.4	3.9	3.9
	Capital (\$m)	0.6	0.6	0.5	0.5
Equity Investments (NZ)	Total (\$m)	7.0	1.1	0.1	0.1
	Capital (\$m)	4.5	0.7	0.1	0.1
Equity Investments (AU)	Total (\$m)	5.7	6.0	4.8	5.0
	Capital (\$m)	5.7	6.0	4.8	5.0
<b>Total NSAs</b>	<b>Total (\$m)</b>	<b>364.8</b>	<b>295.5</b>	<b>175.0</b>	<b>139.3</b>
	<b>Capital (\$m)</b>	<b>47.6</b>	<b>40.1</b>	<b>26.4</b>	<b>21.1</b>



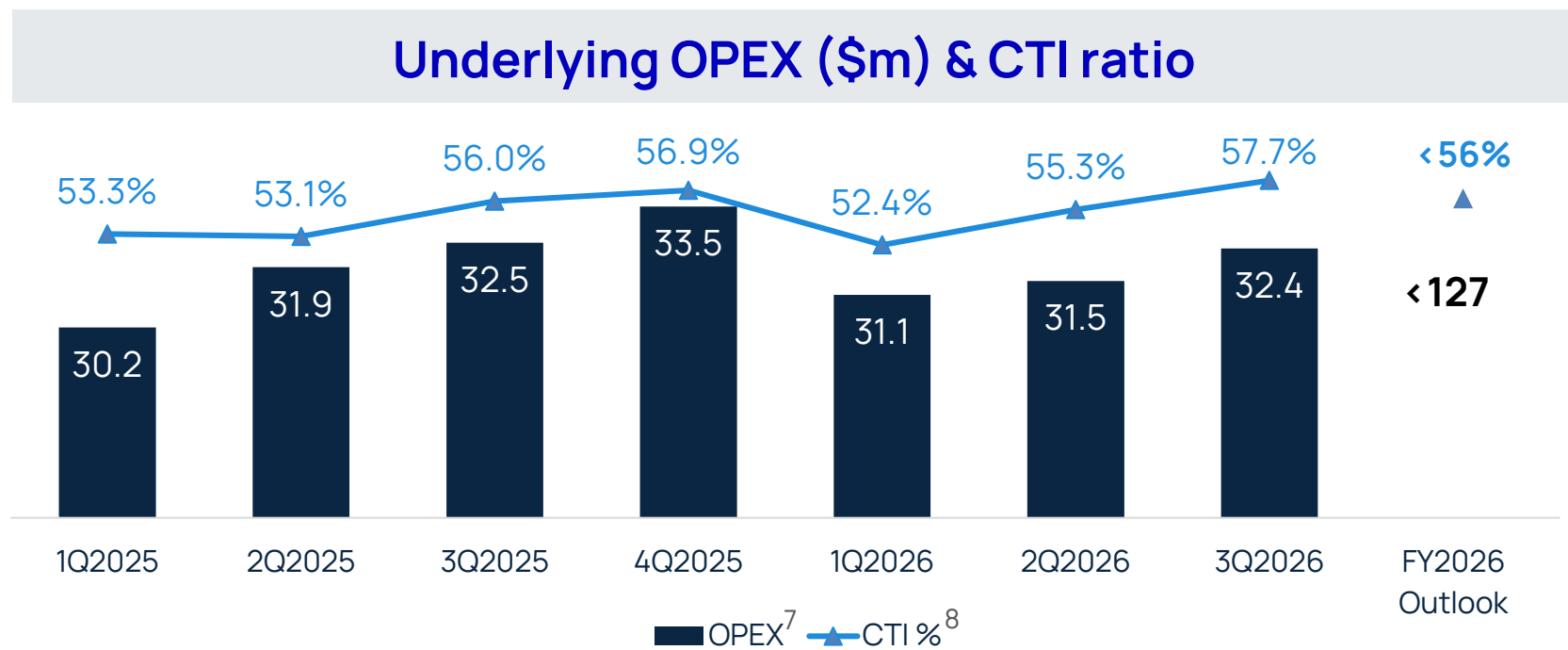
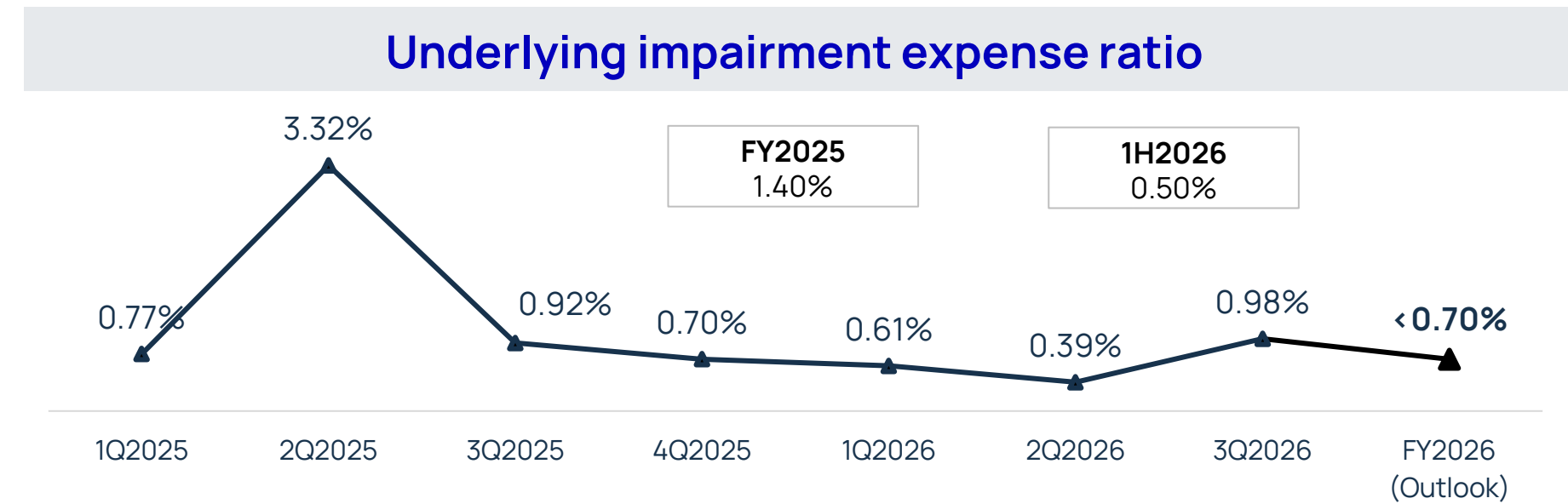
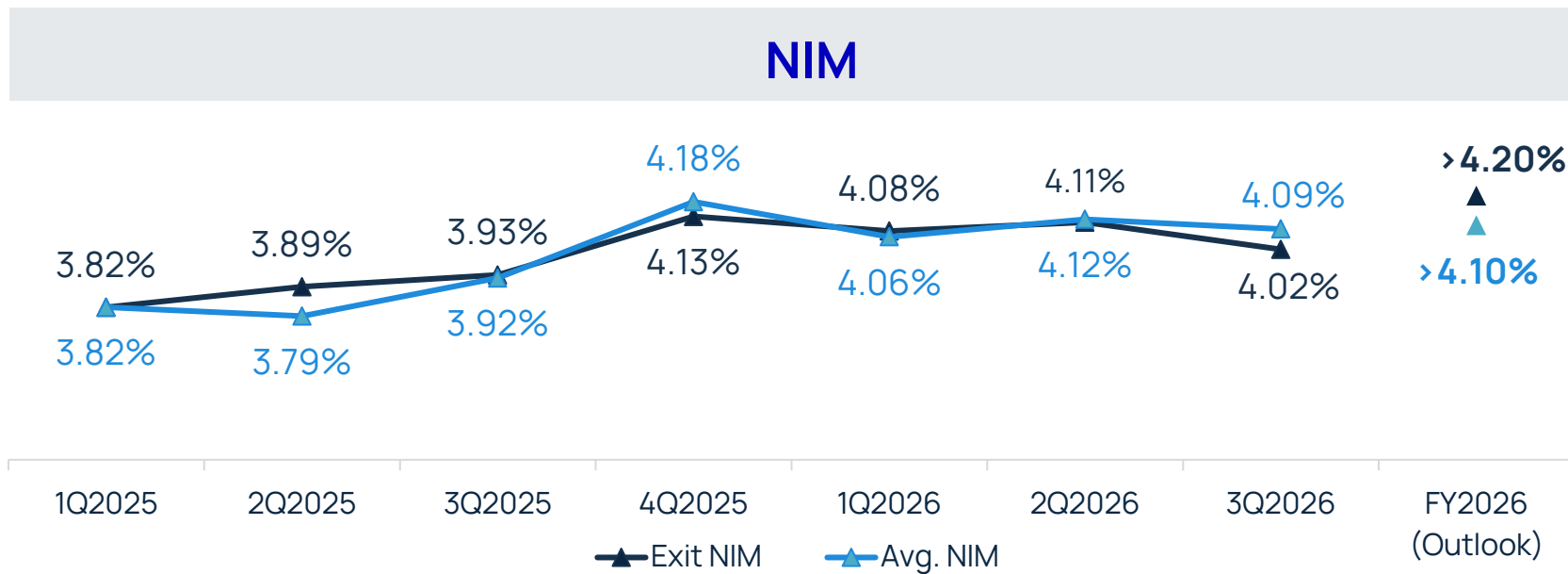
**Note:** NSAs are primarily NZ assets that are outside of Heartland's core lending strategy, or do not deliver threshold ROE.

<sup>1</sup> Includes Online Home Loans and old residential mortgages.

# NZ banking

Growth across all core lending portfolios in 3Q2026, supported by further asset quality improvements.

NPAT	Reported			Underlying			Underlying guidance
	1Q2026	2Q2026	3Q2026	1Q2026	2Q2026	3Q2026	FY2026
	\$17.1m	\$13.9m	\$8.2m	\$14.0m	\$14.3m	\$8.2m	>\$45m



### Receivables \$4,546m as at 31 Mar 2026 ↓ \$248m, -5.2% since 31 Mar 2025

Lending	1Q2026 growth <sup>1</sup>	2Q2026 growth <sup>1</sup>	Receivables at 31 Mar 2026		3Q2026 growth <sup>1</sup>	FY2026 (Outlook)
Reverse Mortgages	14.0%	15.8%	\$1,377.3m	↑ \$49.4m	15.1%	>18%
Rural <sup>2,6</sup>	-19.2%	-0.7%	\$618.2m	↑ \$39.8m	27.9%	>9%
Motor Finance <sup>3</sup>	-2.5%	-7.1%	\$1,693.9m	↑ \$40.6m	9.9%	Flat
Business Finance <sup>4</sup>	-22.8%	-24.2%	\$690.0m	\$0.0m	0.0%	<-19%
Unsecured Lending <sup>5</sup>	-39.9%	-53.5%	\$44.0m	↓ \$4.6m	-38.4%	No outlook provided
NSAs	-76.6%	-162.2%	\$122.8m	↓ \$35.4m	-90.8%	

**Note:** See page 2 for a definition of underlying financial metrics.

<sup>1</sup> Annualised growth.

<sup>2</sup> Rural includes Rural Relationship, Rural Direct and Livestock Finance. Excludes NSAs.

<sup>3</sup> Motor Finance includes Wholesale Lending.

<sup>4</sup> Business Finance includes Asset Finance and Business Relationship. Excludes NSAs.

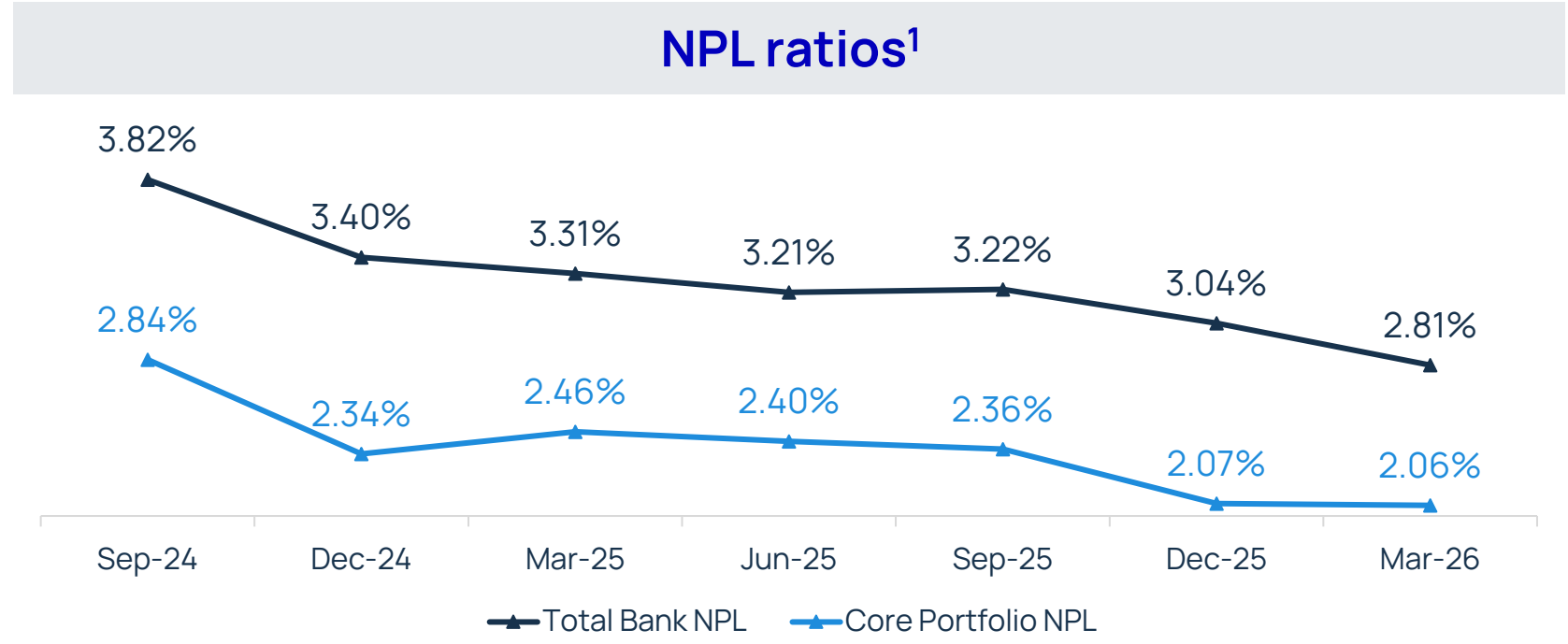
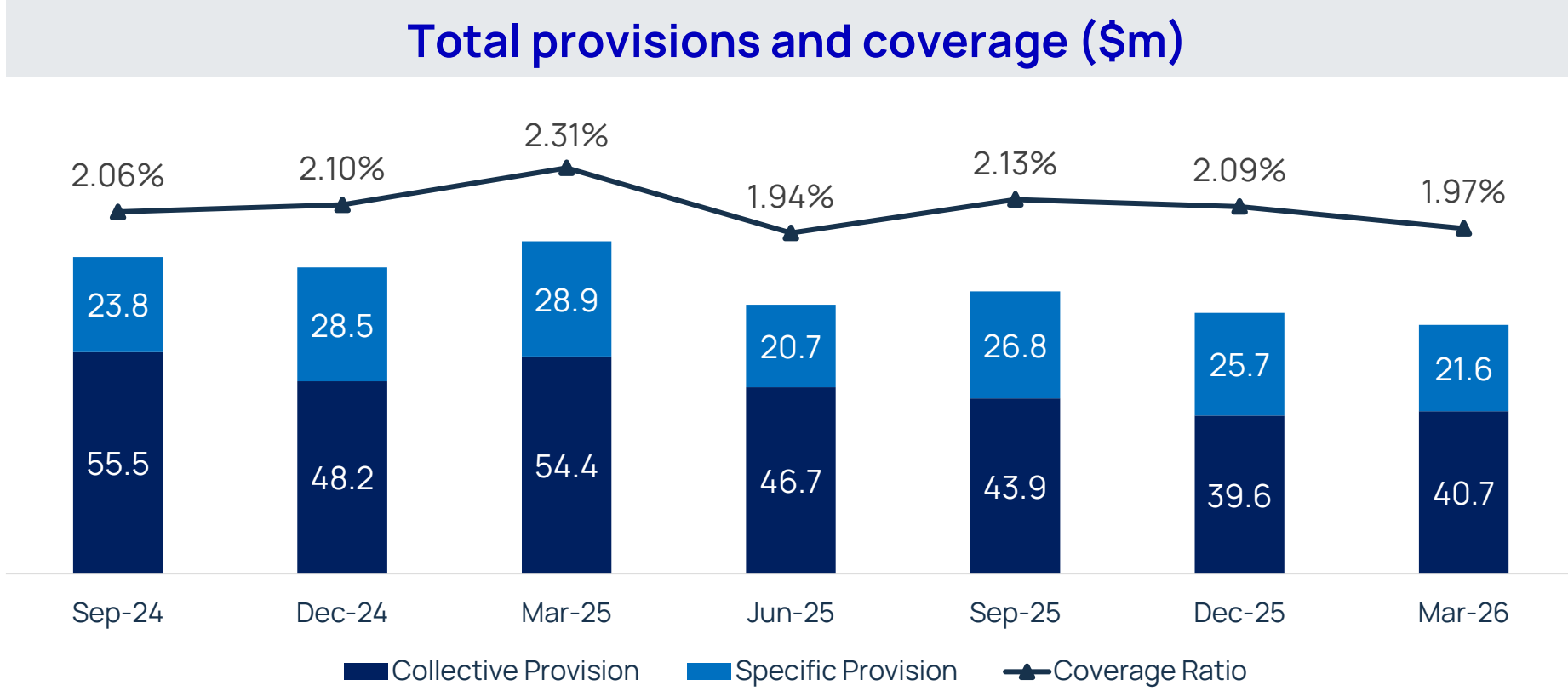
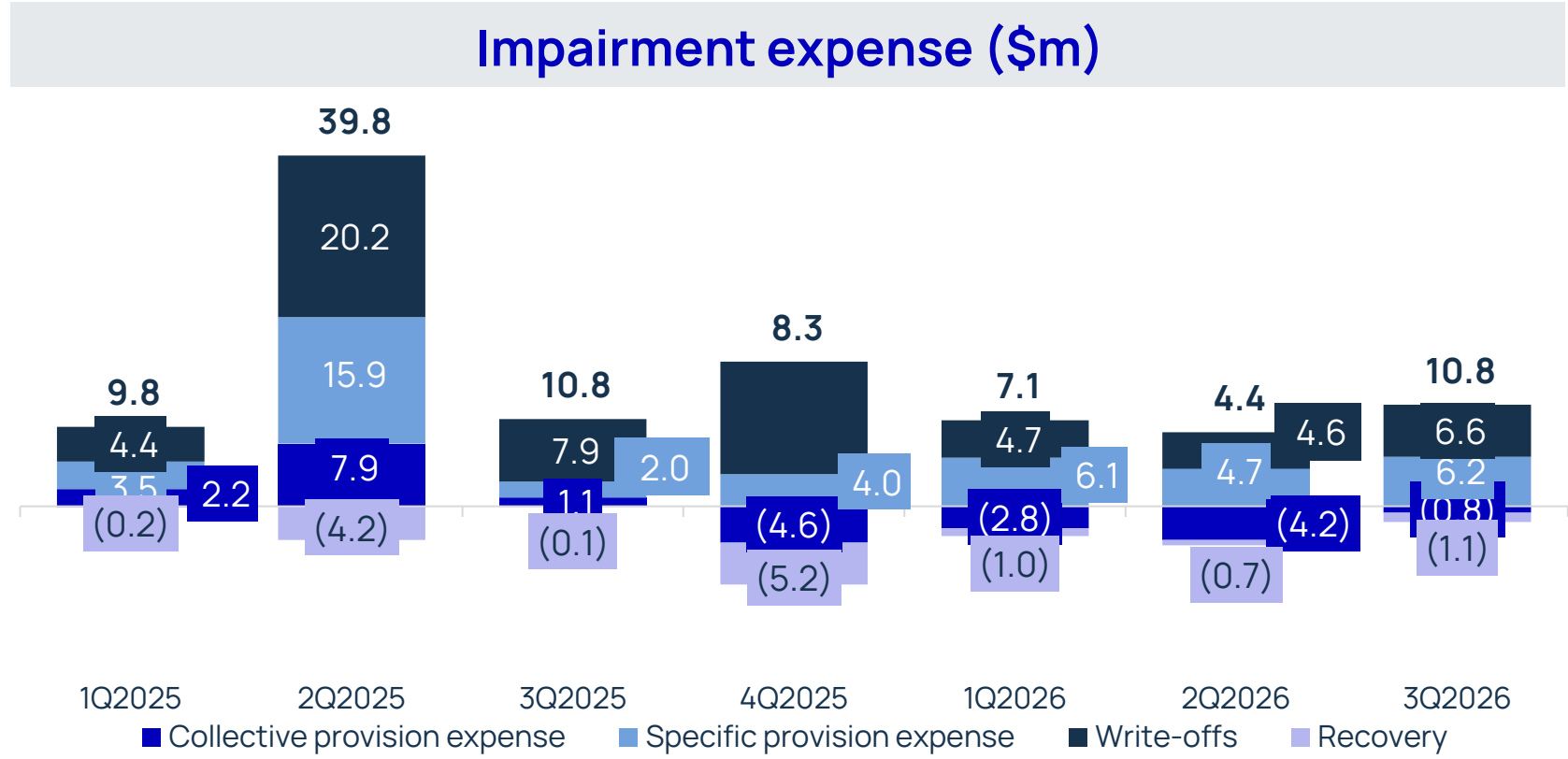
<sup>5</sup> Unsecured Lending includes Personal Lending and Open for Business which are winding down.

<sup>6</sup> Quarterly growth for Rural is affected by usual seasonal contractions.

<sup>7</sup> Including intercompany group charges.

<sup>8</sup> Excluding intercompany group charges.

# NZ banking: Impairment and provisioning



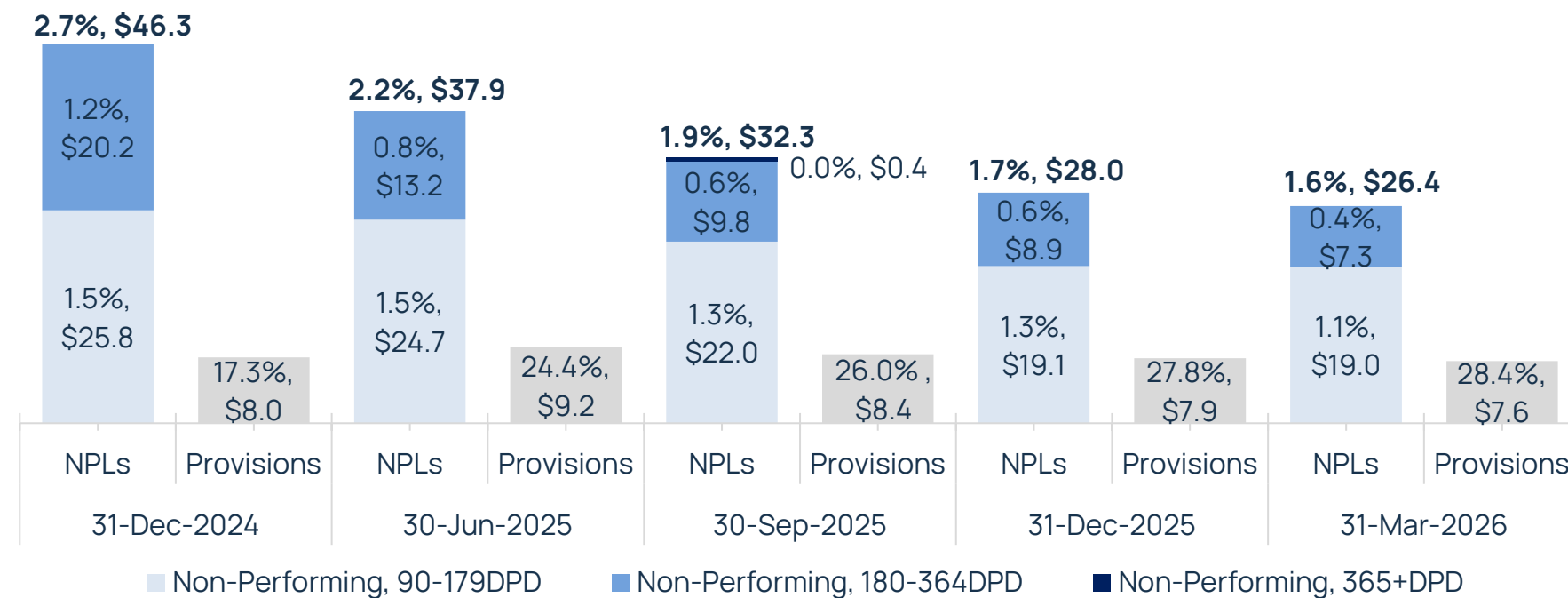
## Asset quality strengthened in 3Q2026.

- Of the \$10.8m of impairment expense in 3Q2026, \$3.8m was for NSA provisioning and \$5.6m was for Motor Finance write-offs as Heartland Bank continues to clear Motor Finance NPLs 180-364 DPD.
- Heartland Bank has not yet seen any material impact of the Gulf Crisis on credit quality. However, due to the current uncertainty, Heartland Bank expects to consider an increase to its geopolitical overlay at year end.

<sup>1</sup>Total Bank NPL includes NSAs and Unsecured Lending (which includes Personal Lending and Open for Business which are winding down). Core Portfolio NPL includes Motor Finance, Rural, Business Finance and Reverse Mortgages.

# NZ banking: Asset quality

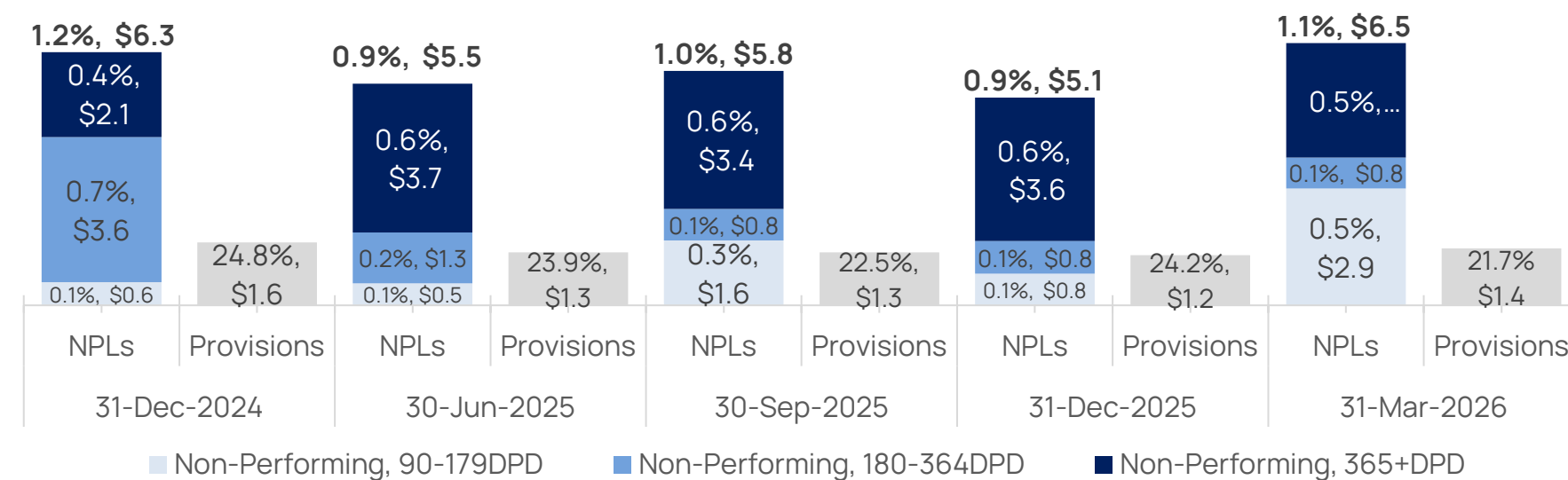
## Motor Finance<sup>1</sup> (\$m)



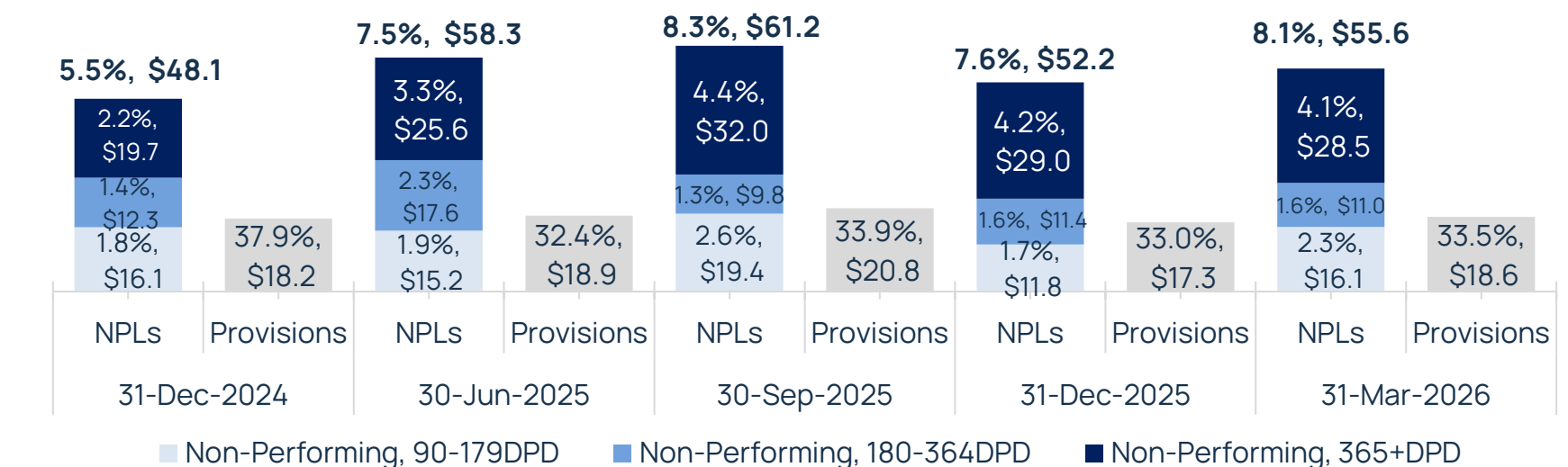
## Improvement continued in NPLs within Heartland Bank's core lending portfolios

- Motor Finance arrears continued to improve and outperform the industry average (see page 11). Motor Finance NPLs 180-364 DPD are on track to clear by 30 June 2026.<sup>4</sup>
- The business sector in New Zealand continues to face challenges with elevated liquidations compounded by recent pressure of rising fuel prices. Heartland Bank's Business Finance and Rural portfolios remain largely stable, with 3Q2026 seeing a slight increase in NPLs due to two Business Finance files and one Rural file. These three files are fully secured with recovery or exit strategies in place.

## Rural<sup>2</sup> (\$m)



## Business Finance<sup>3</sup> (\$m)



<sup>1</sup> Motor Finance includes Wholesale Lending.

<sup>2</sup> Rural includes Rural Relationship, Rural Direct, and Livestock Finance. Excludes NSAs.

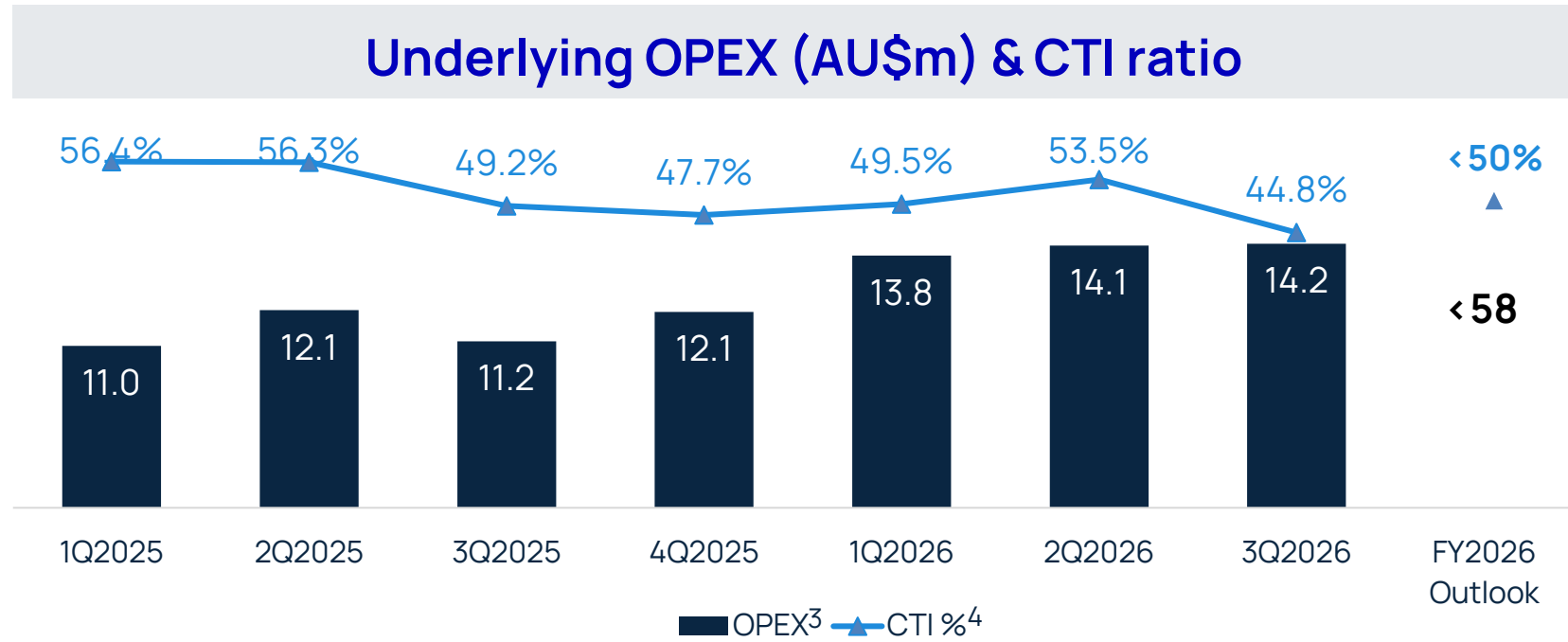
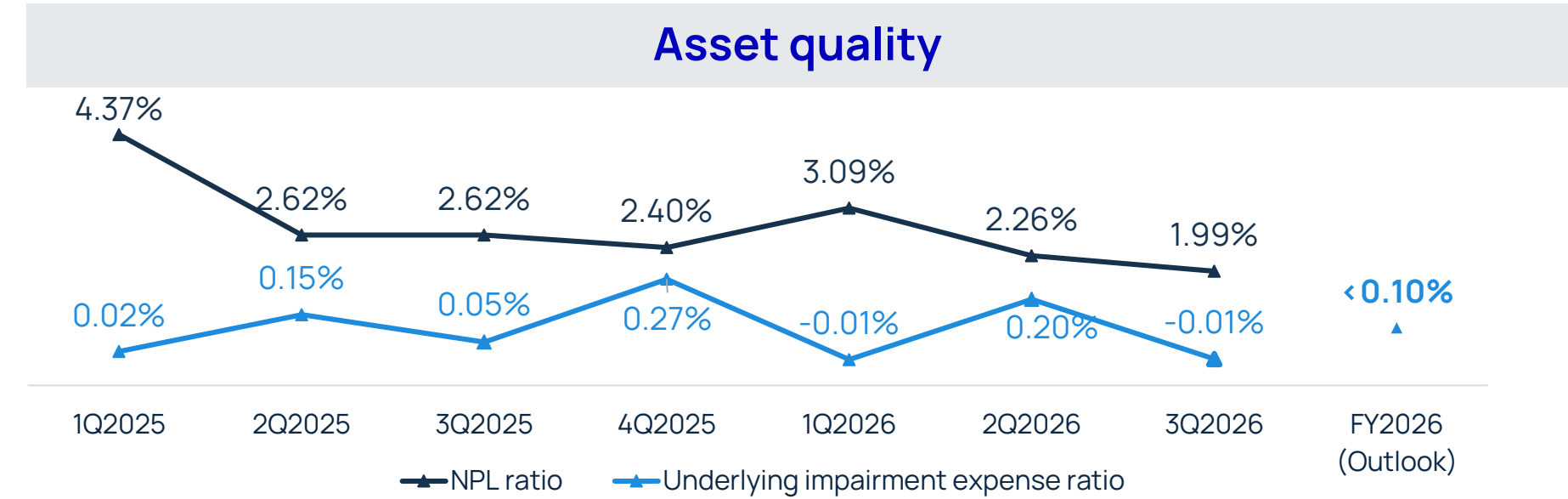
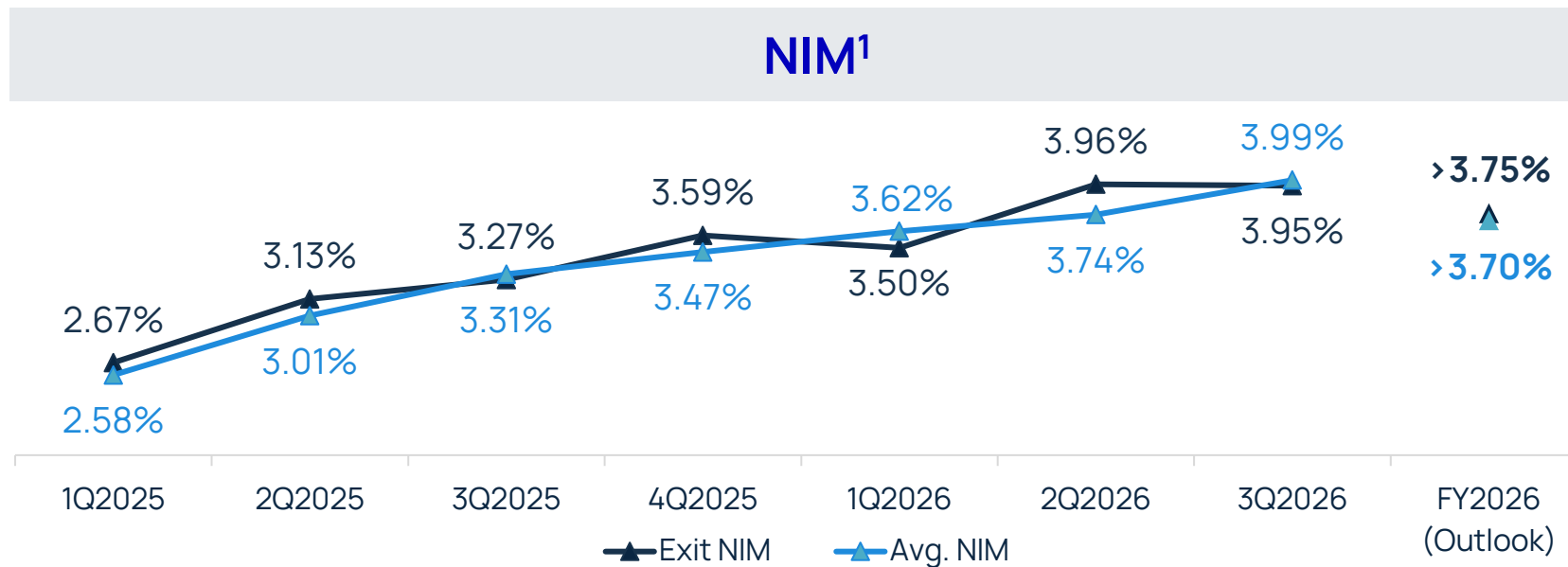
<sup>3</sup> Business Finance includes Asset Finance and Business Relationship. Excludes NSAs.

<sup>4</sup> Heartland Bank's expectation to clear all Motor Finance NPLs 180-364 DPD applies in cases where the vehicle is not being held by Heartland Bank while it awaits customer redemption or disposal.

# AU banking

## Margin expansion alongside stable asset quality and strong Reverse Mortgage growth.

NPAT	Reported			Underlying			Underlying guidance
	1Q2026	2Q2026	3Q2026	1Q2026	2Q2026	3Q2026	FY2026
	AU\$9.1m	AU\$7.6m	AU\$11.5m	AU\$9.1m	AU\$7.6m	AU\$11.5m	>AU\$37m



**Receivables** AU\$2,531m as at 31 Mar 2026 ↑AU\$322m, 14.6% since 31 Mar 2025

Lending	1Q2026 growth <sup>2</sup>	2Q2026 growth <sup>2</sup>	Receivables at 31 Mar 2026	3Q2026 growth <sup>2</sup>	FY2026 (Outlook)
Reverse Mortgages	17.2%	19.6%	AU\$2,264.4m ↑ AU\$95.9m	17.9%	>19%
Livestock Finance <sup>5</sup>	-34.7%	70.7%	AU\$246.7m ↓ AU\$26.2m	-38.9%	Flat <sup>6</sup>

**Note:** All figures on this page are in AUD (including prior periods). See page 2 for a definition of underlying financial metrics.  
<sup>1</sup> NIM is calculated as net interest income/average gross interest earning assets.  
<sup>2</sup> Annualised growth.  
<sup>3</sup> Including intercompany group charges.

<sup>4</sup> Excluding intercompany group charges.  
<sup>5</sup> Quarterly growth for Livestock Finance is affected by usual seasonal contractions.  
<sup>6</sup> Due to the impacts of extreme weather events and a single large customer adjusting its funding strategy, Heartland Bank Australia now expects FY2026 Australia Livestock Finance Receivables to be flat on FY2025 (previously targeting growth of more than 20%).

# Additional information

# Key financial metrics: NZ Banking and AU Banking

NZ Banking	Reported			Underlying			Underlying outlook
	1Q2026	2Q2026	3Q2026	1Q2026	2Q2026	3Q2026	FY2026
NOI	\$60.7m	\$56.3m	\$54.6m	\$57.6m	\$56.3m	\$54.6m	No outlook provided
OPEX <sup>1</sup>	\$31.1m	\$31.9m	\$32.4m	\$31.1m	\$31.5m	\$32.4m	<\$127m
Impairment expense	\$7.1m	\$4.4m	\$10.8m	\$7.1m	\$4.4m	\$10.8m	No outlook provided
<b>NPAT</b>	<b>\$17.1m</b>	<b>\$13.9m</b>	<b>\$8.2m</b>	<b>\$14.0m</b>	<b>\$14.3m</b>	<b>\$8.2m</b>	<b>&gt;\$45m</b>
Average NIM	4.06%	4.12%	4.09%	4.06%	4.12%	4.09%	>4.10%
Exit NIM	4.08%	4.11%	4.02%	4.08%	4.11%	4.02%	>4.20%
CTI ratio <sup>2</sup>	49.7%	56.1%	57.7%	52.4%	55.3%	57.7%	<56%
Impairment expense ratio	0.61%	0.39%	0.98%	0.61%	0.39%	0.98%	<0.70%
ROE	9.3%	7.5%	4.5%	7.6%	7.7%	4.5%	>6%
Receivables <sup>3</sup>	\$4,598m	\$4,456m	\$4,546				

AU Banking (\$AUD)	Reported			Underlying			Underlying outlook
	1Q2026	2Q2026	3Q2026	1Q2026	2Q2026	3Q2026	FY2026
NOI	\$26.8m	\$26.2m	\$30.6m	\$26.8m	\$26.2m	\$30.6m	No outlook provided
OPEX <sup>1</sup>	\$13.8m	\$14.1m	\$14.2m	\$13.8m	\$14.1m	\$14.2m	<\$58m
Impairment expense	(\$0.1m)	\$1.2m	(\$0.1m)	(\$0.1m)	\$1.2m	(\$0.1m)	No outlook provided
<b>NPAT</b>	<b>\$9.1m</b>	<b>\$7.6m</b>	<b>\$11.5m</b>	<b>\$9.1m</b>	<b>\$7.6m</b>	<b>\$11.5m</b>	<b>&gt;AU\$37m</b>
Average NIM	3.62%	3.74%	3.99%	3.62%	3.74%	3.99%	>3.70%
Exit NIM	3.50%	3.96%	3.95%	3.50%	3.96%	3.95%	>3.75%
CTI ratio <sup>2</sup>	49.5%	53.5%	44.8%	49.5%	53.5%	44.8%	<50%
Impairment expense ratio	(0.01%)	0.20%	(0.01%)	(0.01%)	0.20%	(0.01%)	<0.10%
ROE	8.4%	6.9%	10.5%	8.4%	6.9%	10.5%	>8%
Receivables <sup>3</sup>	\$2,323m	\$2,464	\$2,531				

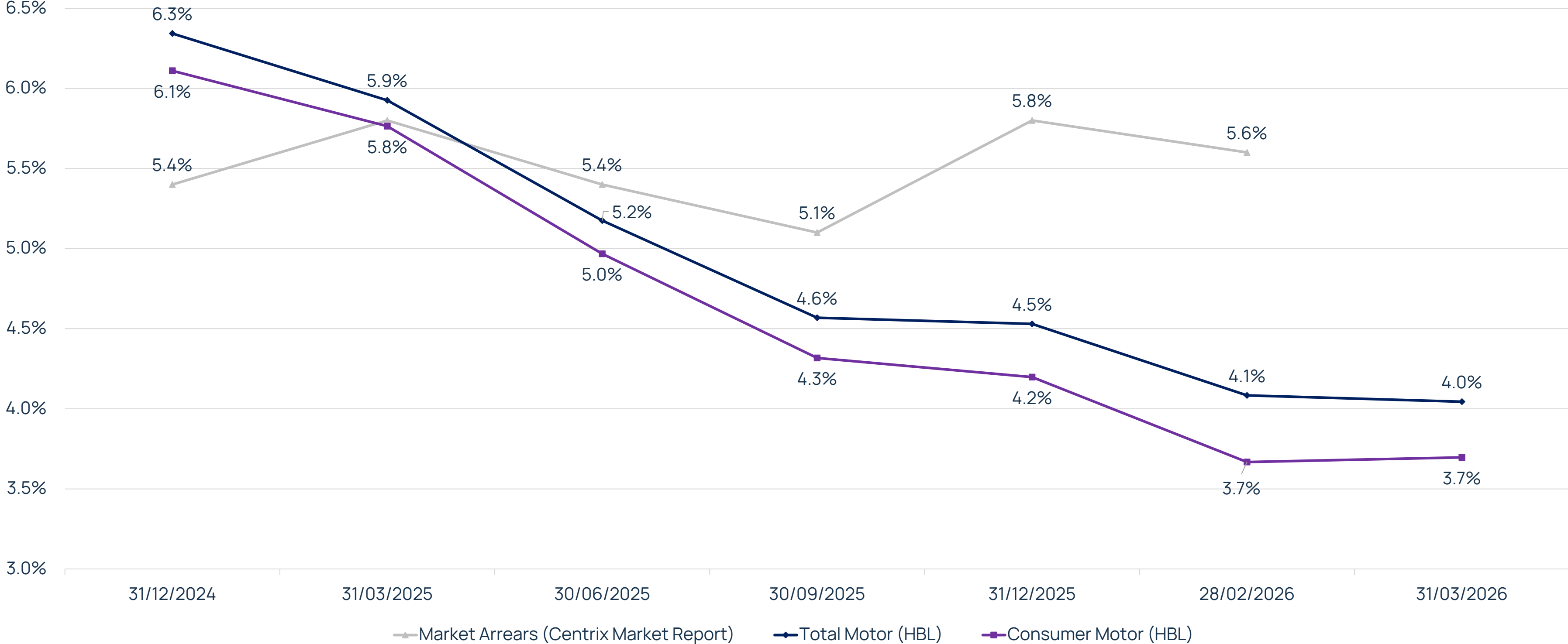
**Note:** See page 2 for a definition of underlying financial metrics and details on one-offs in the periods covered in this investor presentation.

<sup>1</sup>Including Intercompany group charges.

<sup>2</sup>Excluding Intercompany group charges.

<sup>3</sup>Receivables also includes Reverse Mortgages

# Motor Finance arrears vs. auto industry average



**Note:**

- For the purpose of this comparison, Heartland Bank's total Motor Finance arrears are calculated using the calculation method used by Centrix (arrears greater than or equal to 14 DPD).
- Auto industry arrears are sourced from the Centrix Credit Indicator Report, where 31/12/2024, 31/03/2025, 30/06/2025, 30/09/2025, 31/12/2025, and 28/02/2026 uses the January, April, July, October 2025, and January and March 2026 Insights Report, respectively.
- As at 22 April 2026, the 31/03/2026 Market Arrears had not yet been released by Centrix.
- Consumer Motor are Motor Finance loans to individuals rather than businesses.

# Glossary

CTI ratio	Cost-to-income ratio	ROE	Return on Equity
DPD	Days past due	FY27+	Financial year ending 30 June 2027 (1 July 2026 to 30 June 2027) and onwards
Exit NIM	NIM on the last day of the reporting period.	FY2026	Financial year ending 30 June 2026 (1 July 2025 to 30 June 2026)
FX	Foreign currency exchange	4Q26, 4Q2026	Fourth quarter of FY2026 (1 April to 30 June 2026)
Heartland, Heartland Group, HGH	Heartland Group Holdings Limited or the <b>Company</b>	3Q26, 3Q2026	Third quarter of FY2026 (1 January to 31 March 2026)
Heartland Bank, HBL, NZ Banking	Heartland Bank Limited	1H2026	First half of FY2026 (1 July to 31 December 2025)
Heartland Bank Australia, HBAL, AU banking	Heartland Bank Australia Limited	2Q26, 2Q2026	Second quarter of FY2026 (1 October to 31 December 2025)
NIM	Net interest margin	1Q26, 1Q2026	First quarter of FY2026 (1 July to 30 September 2025)
NOI	Net operating income	FY2025	Financial year ended 30 June 2025 (1 July 2024 to 30 June 2025)
NPAT	Net profit after tax	4Q25, 4Q2025	Fourth quarter of FY2025 (1 April to 30 June 2025)
NPL	Non-performing loan	3Q25, 3Q2025	Third quarter of FY2025 (1 January to 31 March 2025)
NSA	Non-strategic assets	1H2025	First half of FY2025 (1 July to 31 December 2024)
OPEX	Operating expenses	2Q25, 2Q2025	Second quarter of FY2025 (1 October to 31 December 2024)
Receivables	Gross Finance Receivables (includes Reverse Mortgages)	1Q2025	First quarter of FY2025 (1 July to 30 September 2024)

# Thank you

## Investor & media relations

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## Investor information

For more information  
[heartlandgroup.info/investor-information](http://heartlandgroup.info/investor-information)

**HEARTLAND**  
GROUP

## Heartland trading update

Heartland Group Holdings Limited (**Heartland**) (NZX/ASX: **HGH**) today provides a trading update for the three-month period ended 31 March 2026 (**3Q2026**). Heartland remains on track to deliver an underlying return on equity (**ROE**) of at least 7% and underlying net profit after tax (**NPAT**) of at least \$85 million for the financial year ending 30 June 2026 (**FY2026**).

- Average net interest margin (**NIM**) expanded further, with some compression expected in the fourth quarter of FY2026 (**4Q2026**).
- Heartland’s cost-to-income (**CTI**) ratio saw an overall reduction, driven by improvement in Heartland Bank Australia Limited’s (**Heartland Bank Australia**) CTI ratio.
- Heartland Bank Limited’s (**Heartland Bank**) asset quality continued to improve, with higher impairment expense from non-strategic asset (**NSA**) provisioning and write-offs in Motor Finance as Heartland Bank continues to clear Motor Finance non-performing loans (**NPLs**) between 180 and 364 days past due (on track to clear by 30 June 2026<sup>1</sup>).
- Strong performance continued in Reverse Mortgages for both Heartland Bank and Heartland Bank Australia, and in Heartland Bank’s Rural portfolio<sup>2</sup>.
- Heartland Bank saw a return to growth in Motor Finance and Asset Finance in 3Q2026.

Notwithstanding this positive 3Q2026 result, given the ongoing uncertainty in the Gulf region, Heartland remains cautious and is closely monitoring potential impacts on customer demand and credit quality in New Zealand and Australia.

	Heartland				
	Reported		Underlying <sup>3</sup>		Underlying guidance
	3Q2026	YTD	3Q2026	YTD	FY2026
Net operating income ( <b>NOI</b> )	\$90.1m	\$265.4m	\$90.1m	\$262.4m	No guidance provided
Operating expenses ( <b>OPEX</b> )	\$49.1m	\$143.6m	\$49.1m	\$143.1m	<\$195m
Impairment expense	\$10.8m	\$23.5m	\$10.8m	\$23.5m	No guidance provided
<b>NPAT</b>	<b>\$21.4m</b>	<b>\$70.2m</b>	<b>\$21.4m</b>	<b>\$67.5m</b>	<b>≥\$85m</b>
Average NIM	4.06%	3.97%	4.06%	3.97%	>3.90%
Exit NIM <sup>4</sup>	4.01%	4.01%	4.01%	4.01%	>3.95%
CTI ratio	54.6%	54.1%	54.6%	54.6%	<56%
Impairment expense ratio <sup>5</sup>	0.59%	0.43%	0.59%	0.43%	<0.45%
ROE	6.7%	7.4%	6.7%	7.1%	≥7%

See the accompanying investor presentation for more detail.

## NSA realisation

NSA realisation continues to be successfully executed and is on track to largely conclude by 30 June 2026. In 3Q2026 the total value of NSAs reduced by \$35.6 million, creating \$5.3 million of available capital. As at 31 March 2026, the total outstanding value of NSAs was \$139.3 million.

## NZ banking

	Heartland Bank				
	Reported		Underlying <sup>3</sup>		Underlying guidance
	3Q2026	YTD	3Q2026	YTD	FY2026
NOI	\$54.6m	\$171.6m	\$54.6m	\$168.5m	No guidance provided
OPEX <sup>6</sup>	\$32.4m	\$95.4m	\$32.4m	\$95.0m	<\$127m
Impairment expense	\$10.8m	\$22.3m	\$10.8m	\$22.3m	No guidance provided
<b>NPAT</b>	<b>\$8.2m</b>	<b>\$39.2m</b>	<b>\$8.2m</b>	<b>\$36.5m</b>	<b>&gt;\$45m</b>

**Note:** All figures in NZD unless otherwise stated. Endnotes are located at the end of this announcement.

Average NIM	4.09%	4.08%	4.09%	4.08%	>4.10%
Exit NIM <sup>4</sup>	4.02%	4.02%	4.02%	4.02%	>4.20%
CTI ratio <sup>7</sup>	57.7%	54.3%	57.7%	55.1%	<56%
Impairment expense ratio <sup>5</sup>	0.98%	0.65%	0.98%	0.65%	<0.70%
ROE	4.5%	7.1%	4.5%	6.7%	>6%

Heartland Bank's 3Q2026 Average NIM was down 3 basis points (**bps**) to 4.09%, with the exit NIM down 9 bps to 4.02%, driven by portfolio mix. Both are currently expected to increase in 4Q2026 due to ongoing benefits from reduced cost of funds. However, geopolitical risks may create headwinds for NIM.

Costs remained stable with underlying OPEX in 3Q2026 of \$32.4 million, up \$0.9 million from the second quarter of FY2026 (**2Q2026**).<sup>6</sup> While Heartland Bank experienced a return to growth in Motor Finance and Asset Finance in 3Q2026, overall growth in these portfolios remains subdued. This, alongside ongoing NSA realisation, continued to impact the underlying CTI ratio which increased from 55.3% in 2Q2026 to 57.7% in 3Q2026.<sup>7</sup>

Asset quality strengthened in 3Q2026, with Heartland Bank's overall NPL ratio reducing by 23 bps since 30 December 2025 to 2.81%. Excluding NSAs and Unsecured Lending<sup>8</sup>, Heartland Bank's NPL ratio stabilised at 2.06%. Motor Finance arrears continued to improve, with NPLs between 180 and 364 days past due on track to clear by 30 June 2026.<sup>1</sup> Lending to the Asset Finance sector remains on watch as the recent spike in fuel costs has put additional pressure on these borrowers. Heartland Bank has not yet seen any material impact of the Gulf Crisis on credit quality. However, due to ongoing uncertainty, Heartland Bank will continue to assess its geopolitical provisioning overlay.

Leveraging the strong pipeline developed in the six months to 31 December 2025 (**1H2026**), and supported by ongoing investment in market awareness, growth continued in Reverse Mortgages with gross finance receivables (**Receivables**) up \$49.4 million (15.1%)<sup>9</sup> in 3Q2026 to \$1,377.3 million as at 31 March 2026.

Rural Receivables were up \$39.8 million (27.9%)<sup>9</sup> in 3Q2026 to \$618.2 million as at 31 March 2026, driven by new intermediary partnerships, regional expansion, and as a result of the Livestock Finance portfolio entering its key growth period.

Motor Finance Receivables returned to growth, up \$40.6 million (9.9%)<sup>9</sup> in 3Q2026 to \$1,693.9 million as at 31 March 2026. This was driven by Heartland Bank's strategic shift to higher quality franchise business, and a return to growth in March as electric vehicle (**EV**) lending surged. In March 2026, Heartland Bank's EV lending volume was three times higher than the monthly average year-to-date (**YTD**).

Business Finance<sup>10</sup> returned flat growth (0.0%)<sup>9</sup> for the quarter, driven by a return to growth in Asset Finance (Asset Finance Receivables were up \$7.0 million (5.1%)<sup>9</sup> in 3Q2026 to \$558.4 million as at 31 March 2026). Overall Business Finance Receivables were \$690.0 million as at 31 March 2026.

## AU banking

	Heartland Bank Australia				
	Reported		Underlying <sup>3</sup>		Underlying guidance
	3Q2026	YTD	3Q2026	YTD	FY2026
NOI	AU\$30.6m	AU\$83.6m	AU\$30.6m	AU\$83.6m	No guidance provided
OPEX <sup>6</sup>	AU\$14.2m	AU\$42.2m	AU\$14.2m	AU\$42.2m	<AU\$58m
Impairment expense	(AU\$0.1m)	AU\$1.1m	(AU\$0.1m)	AU\$1.1m	No guidance provided
<b>NPAT</b>	<b>AU\$11.5m</b>	<b>AU\$28.2m</b>	<b>AU\$11.5m</b>	<b>AU\$28.2m</b>	<b>&gt;AU\$37m</b>
Average NIM	3.99%	3.79%	3.99%	3.79%	>3.70%
Exit NIM <sup>4</sup>	3.95%	3.95%	3.95%	3.95%	>3.75%
CTI ratio <sup>7</sup>	44.8%	49.0%	44.8%	49.0%	<50%
Impairment expense ratio <sup>5</sup>	(0.01%)	0.06%	(0.01%)	0.06%	<0.10%
ROE	10.5%	8.6%	10.5%	8.6%	>8%

Heartland Bank Australia's average NIM expanded, up 15 bps to 3.99% in 3Q2026, due to the impact of the early repayment of its final medium-term note (**MTN**) in October 2025. The exit NIM was steady at 3.95% in 3Q2026.

Underlying OPEX in 3Q2026 was AU\$14.2 million, up AU\$0.1 million from 2Q2026<sup>6</sup> and favourable to expectations due to effective cost management. This contributed to an improvement in the underlying CTI ratio which was down from 53.5% in 2Q2026 to 44.8% in 3Q2026<sup>7</sup>, benefitting also from an increase in NOI (up AU\$4.4 million to AU\$30.6 million in 3Q2026) and Heartland Bank Australia's deposit funding strategy after its early MTN repayment in 2Q2026. OPEX and CTI ratio are expected to increase in 4Q2026 due to Australian Reverse Mortgage volume related expenses and investment in the bank's technology programme.

Asset quality remains stable, with a 3Q2026 impairment expense ratio of -0.01%, consistent with expectations. Geopolitical developments impacting Australian Livestock Finance customers continue to be actively monitored.

Strong growth continued in Australian Reverse Mortgages, with Receivables up AU\$95.9 million (17.9%)<sup>9</sup> in 3Q2026 to AU\$2,264.4 million as at 31 March 2026. Australian Livestock retracted through 3Q2026, with Receivables down AU\$26.2 million (-38.9%)<sup>9</sup> in 3Q2026 to AU\$246.7 million as at 31 March 2026, due to the impacts of extreme weather events and a single large customer adjusting its funding strategy. Heartland Bank Australia now expects FY2026 Australia Livestock Finance Receivables to be flat on the financial year ended 30 June 2025 (previously targeting growth of more than 20%).

– ENDS –

**The person who authorised this announcement:**

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## About Heartland

Heartland is an Australasian financial services group providing specialist banking products to New Zealanders and Australians. Heartland is listed on the New Zealand and Australian stock exchanges under the HGH ticker (NZX/ASX: HGH). Through its various predecessors, Heartland has a long history in financial services, stretching back to Ashburton, New Zealand in 1875.

Today, Heartland is the listed holding company for two banks – [Heartland Bank](#) in New Zealand and [Heartland Bank Australia](#). Each bank is focused on providing specialist banking products to enable better lives for New Zealanders and Australians. In both countries, these products include Reverse Mortgages, Livestock Finance, and Savings and Deposits. In New Zealand, Heartland Bank also offers Motor Finance and Asset Finance.

Heartland's role as the listed parent company is to ensure capital is allocated to the parts of its business which generate strong returns, and to set the strategy and risk appetite within which the group operates. This enables Heartland to maximise shareholder returns and for each bank to enhance the value it offers customers by helping more New Zealanders and Australians with their specialist banking needs.

More: [heartlandgroup.info](http://heartlandgroup.info)

## Endnotes

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<sup>1</sup> Heartland Bank's expectation to clear all Motor Finance NPLs between 180 and 364 days past due applies in cases where the vehicle is not being held by Heartland Bank while it awaits customer redemption or disposal.

<sup>2</sup> Rural includes Rural Relationship, Rural Direct and Livestock Finance. Excludes NSAs.

<sup>3</sup> Certain financial measures are presented on a reported and underlying basis. Reported financial measures are prepared in accordance with NZ GAAP and include the impacts of positive and negative one-offs, which can make it difficult to compare performance between periods. Underlying financial measures (which are non-GAAP financial information) exclude fair value changes on equity investments held and other non-recurring costs. The use of underlying results is intended to allow for easier comparability between periods and is used internally by management for this purpose. The Investor Presentation (**IP**) for Heartland's 1H2026 financial results released on 26 February 2026 includes at page 7 a reconciliation of 1H2026 and 1H2025 reported results to underlying results, and on page 6 a detailed comparison between 1H2026 and 1H2025 reported and underlying financial information.

<sup>4</sup> Exit NIM is the NIM on the last day of the reporting period.

<sup>5</sup> Impairment expense as a percentage of average Receivables.

<sup>6</sup> Including intercompany group charges.

<sup>7</sup> Underlying CTI ratio refers to the CTI ratio calculated using underlying results. The underlying CTI ratios for Heartland Bank and Heartland Bank Australia exclude intercompany group charges. When calculated using reported results, Heartland Bank's CTI ratio was 57.7%, up from 56.1% in 2Q2026, and Heartland Bank Australia's CTI ratio was 44.8%, down from 53.5% in 2Q2026. For more information, see page 2 of the IP.

<sup>8</sup> Unsecured Lending includes Personal Lending and Open for Business which are winding down.

<sup>9</sup> Annualised growth.

<sup>10</sup> Business Finance includes Asset Finance and Business Relationship. Excludes NSAs.