

SOLAR

TIP Conference Investor Presentation

21 OCTOBER 2026

Scott Baldwin (Managing Director & CEO)

Siva Subramani (CFO)





Agenda

 Solvar

 FY26 Results Summary

 Outlook

 Questions



Scott Baldwin

Managing Director & Chief
Executive Officer



Siva Subramani

Chief Financial Officer

Specialist in Growth Markets

- Targets under-served markets
- Meeting the essential financial needs of consumers and small businesses
- Scale through **national distribution**

High Return Model

- Price for risk
- Protect portfolio quality
- Grow profitably

Commercial Lending Expansion

- Accelerate small business and sole trader lending growth, now ~\$150m
- **Broaden Group earnings profile**
- Build a second growth engine
- Leverage existing distribution networks

Funding Advantage

- Ability to fund from strong ~\$300m balance sheet
- Funding diversity
- Fund future loan book growth with more than **\$400 million of funding capacity**

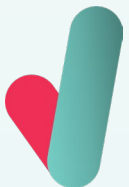
Improved Earnings Quality

- Improve earnings resilience by **diversifying revenue streams** through consumer and commercial lending
- Reducing earnings volatility through interest rate hedging

Capital Management Strategy

- **Fully franked dividends** are a key component of shareholder returns
- Execute share buybacks when appropriate, driving long-term shareholder value accretion
- Acquisition at a price to drive shareholder value

The foundations for accelerated growth are largely in place, positioning Solvar to deliver growth through both personal and commercial expansion, lower funding margins, improved productivity and disciplined capital allocation.



SOLVAR Product Overview

	money3	AFS AUTOMOTIVE FINANCIAL SERVICES	bennji
Product	 Secured & unsecured consumer loans, typically over 24-72 months	 Consumer and commercial secured lending, typically over 12 – 84 months	 Secured commercial asset finance, typically over 48 – 84 months
Loan Size	Up to \$100,000	Up to \$150,000	Up to \$1,000,000
Target Customer	Consumers seeking access to used vehicles	Consumers seeking to upgrade their car, buy a lifestyle asset or a restored vehicle Commercial customers seeking a vehicle for business purposes	Sole traders and small business owners looking to purchase an asset for business use
Typical Loan Purpose	Used car loans, personal loans for holiday, car repairs, medical & dental	To buy a new or used car, boats, horse float, caravan or camper trailer	To buy a light or heavy commercial vehicle, yellow goods, or equipment
Size of Addressable Market	Addressable Market: ~\$37b¹ Forecast CAGR – 4.7% per annum	Addressable Market: ~\$83b² Forecast CAGR – 6.0% per annum	Addressable Market: ~\$37b³ Forecast CAGR – 4.7% per annum

1. Money3 addressable market: estimated value of Australian used vehicles sold (AutoGrab/AADA Automotive Insights Report Annual 2025). CAGR: Australia Used Car Financing Market Report 2026-2035, Expert Market Research.
2. AFS addressable market: estimated value of Australian new vehicle sales (FCAI VFACTS 2025) and late-model dealer-channel used vehicle transactions (AADA/AutoGrab Automotive Insights Report 2025). CAGR: Australia New Car Financing Market Report 2026-2035 (Expert Market Research).
3. Bennji addressable market & CAGR: IMARC Group, Australia Commercial Vehicle Market Size, Share and Forecast 2026-2034.



Portfolio of Assets Financed – FY26



43,476
Cars



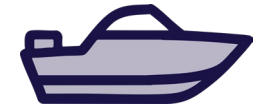
59
Tractors



747
Horse Floats



407
Trailers



314
Boats & Jet Skis



7,666
Utility Vehicles



1,325
Caravans



1,737
Motor Bikes



155
Trucks

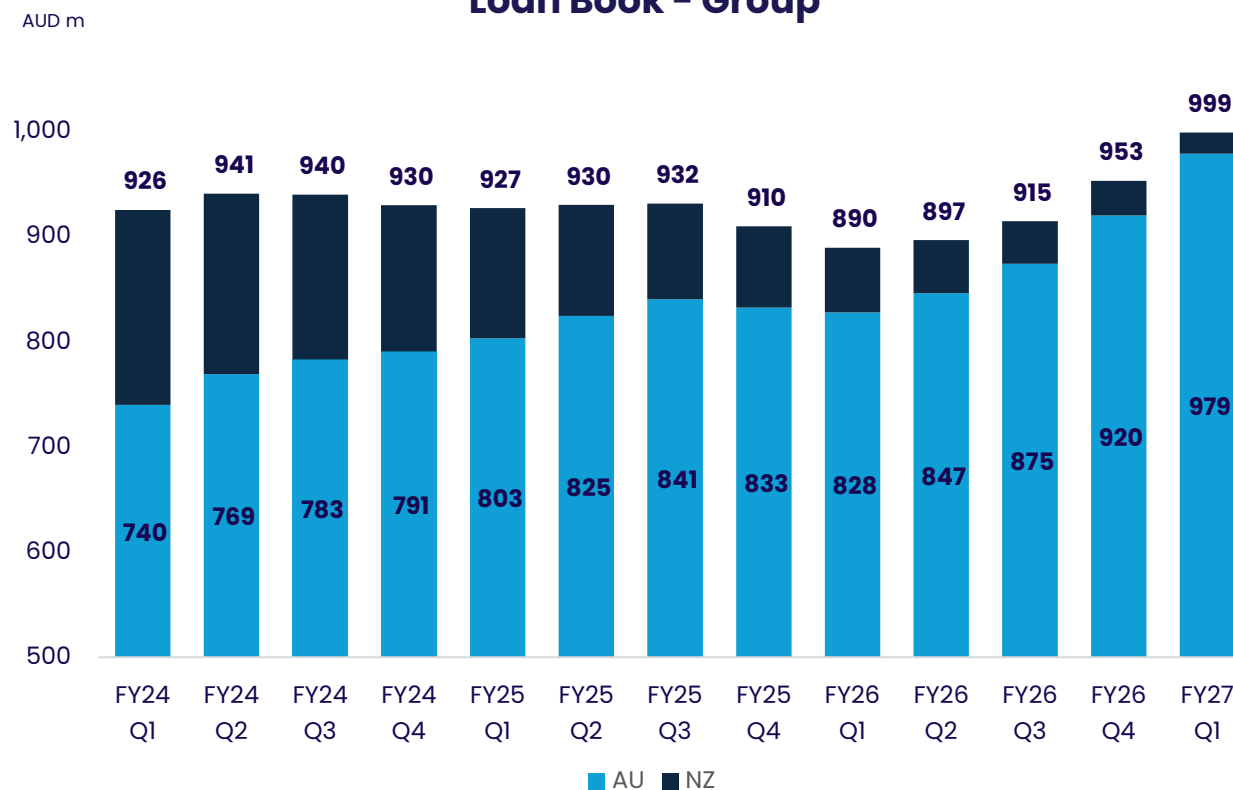


51
Equipment



Growth Trends

Loan Book – Group



- **\$1 billion loan book milestone** – Group loan book increased to a record **\$999.4m in Q1 FY27**, up **12.3%** on Q1 FY26
- Australia continues to drive growth, with the Australian portfolio reaching **\$979.3m** including \$150.0m of commercial loans
- New Zealand portfolio continues planned runoff, improving capital allocation towards higher-growth Australian opportunities and supporting special dividends
- Strong lending momentum positions Solvar to achieve approximately 20% growth in annual lending volumes in FY27
- Continued loan book growth through FY27 underpins future revenue and earnings expansion in FY28



FY26 Results

FY26 Highlights



Financial

- **Achieved Profit Guidance**
- Improvement in earnings quality through growth in AFS and diversification into commercial lending
- One-off sale of New Zealand written off loan book yielded NZ\$9.4 million
- Enhanced Money3 debt funding facilities by introducing **new \$488.0 million warehouse**, providing ample headroom for planned growth over coming 12-24 months
- ~1% reduction in funder margins in Money3 debt facilities



Operations

- Commercial lending moving from start-up to growth, closing FY26 loan book at **\$109.8 million, up 88.2% on pcg**
- H2 Australia originations **grew 45.2%** over pcg
- Concluded regulatory matters between Money3 and ASIC
- Committed **\$270,000 to registered charities** and environmental programs



Capital Management

- Surplus capital arising from New Zealand run-down supporting share buy backs and special dividends
- Declared \$36.6 million (Special, interim and final) of fully franked dividends aggregating to **19.5 cents per share**
- Purchased 7.5 million shares for \$11.5 million at an average price of \$1.54, reducing share count to 186,651,516 ordinary shares
- Franking credits balance \$70.0 million at 30 June 2026



FY26 Highlights (cont.)

Record

Loan Book

Continuing operations (AU)

\$920.3m

New Zealand: **\$33.1m**
Group Loan Book: **\$953.4m**

AU: 10.5% increase on pcip

Interest Income¹

Continuing operations (AU)

\$180.3m

New Zealand : **\$13.1m**
Group Interest Income: **\$193.4m**

AU: Flat on pcip

Record

Cash Collections

Continuing operations (AU)

\$478.8m

New Zealand : **\$43.6m**
Group Cash Collections: **\$522.4m**

AU: 5.1% increase on pcip

Record

Originations

Continuing operations (AU)

\$470.7m

New Zealand : **\$0m**
Group Originations: **\$470.7m**

AU: 21.0% increase on pcip

Bad Debts², net

Group

3.6%

Decrease from **4.4%** in FY25

AU: 4.4% increase from 4.1% in FY25

NPAT³ (Normalised) Group

\$36.1m

7.5% increase from \$33.6m

Statutory NPAT of \$29.5m,
6.2% decrease over pcip

EPS (Normalised) Group

19.0cents²

14.7% increase on pcip

Statutory EPS of 15.5 cents
0.1% increase on pcip

Fully Franked Dividends

19.5cents

up **39.3%** on pcip

6.0 cents final and 2.5 cents
special dividend payable on
7th October 2026

Net Tangible Assets⁴

\$1.66

\$1.72 in pcip

Reflects capital returned
through special dividends

Share Buy Back

7.5 million shares

Shares repurchased for
\$11.5m at an average price
of **\$1.54** resulting in **186.7m**
shares outstanding

¹ Interest income includes fees & charges, from loan and related products that are integral to the loan and bank interest income

² Includes one-off sale of New Zealand's written off book

³ After adjusting for ASIC penalty, legal fees associated with the legal action, FX differences on revaluation and Early-Stage Losses Commercial

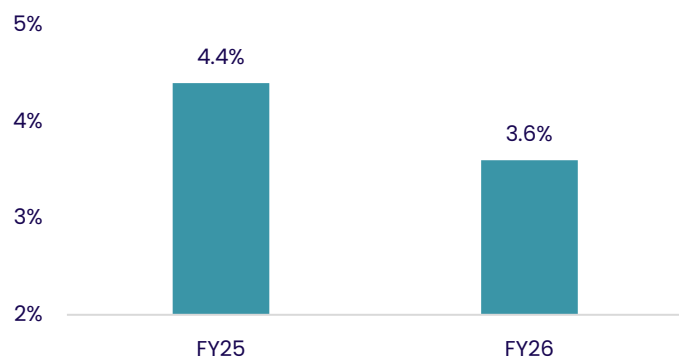
⁴ Right of Use Assets and Deferred Tax Asset are included in Net tangible assets



Improving Portfolio quality

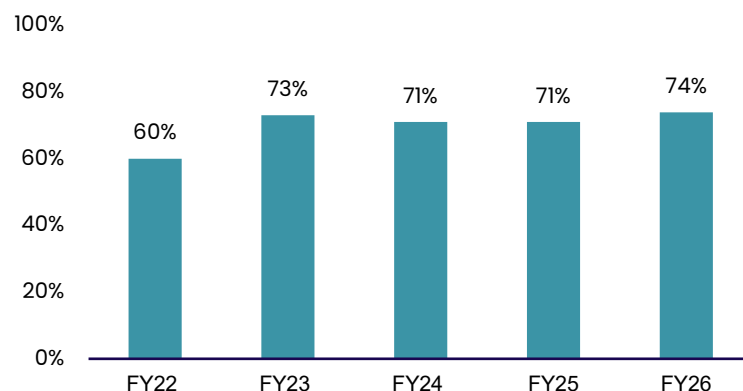
Strengthened leverage and credit quality

Group – Bad debt



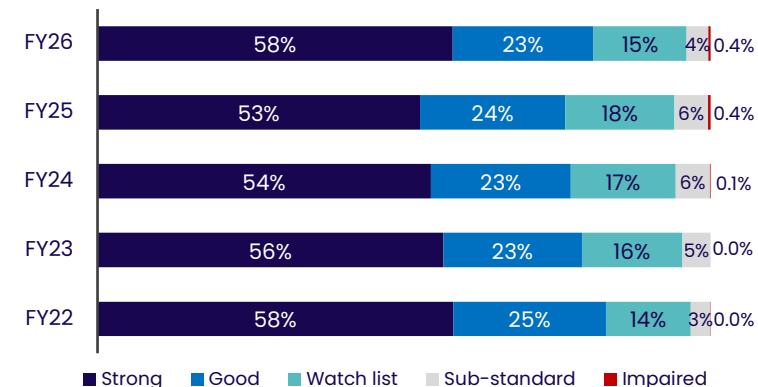
- Bad debt expense remained within guidance range of 3.5% – 4.5%
- Group bad debts reduced to 3.6% driven by one-off sale of New Zealand's written off book
- Australian bad debts increased marginally to 4.4%

Australia – Leverage



- Leverage increased to 74% with capacity to increase to ~80%, enabling loan book growth without need for additional equity
- \$71.8 million unrestricted cash available to support organic loan book growth and/or fund acquisitions
- Cash repatriation from New Zealand rundown provides flexibility in capital management activities

Group – Loan book quality¹



- 81% of Australian portfolio is 'Strong and Good', increased marginally from FY25
- Maintaining credit quality despite continued cost-of-living pressures and rate rises
- Increased loan book weight of Commercial and Near prime consumer is expected to improve Group's loan book quality in future

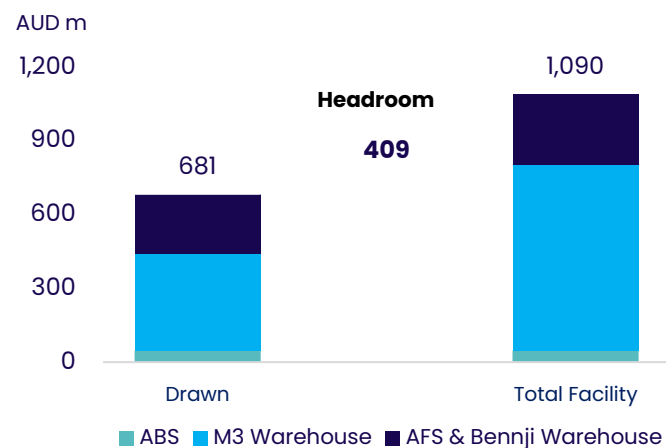
¹ FY26 and FY25 is adjusted for arrears methodology change



Capital Allocation Framework

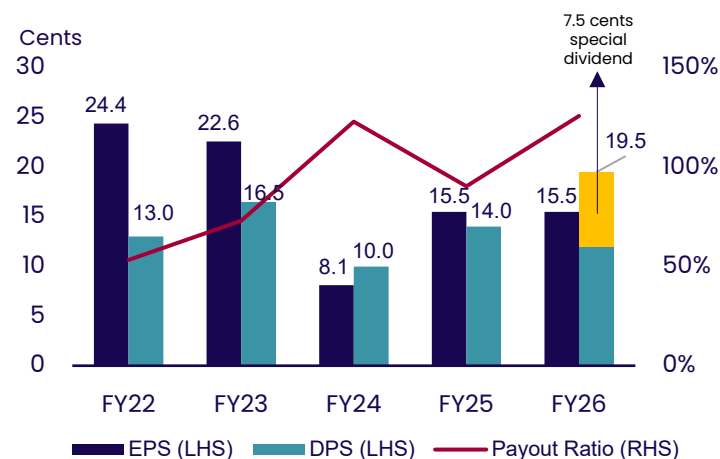
Remains disciplined and shareholder focused

Funding



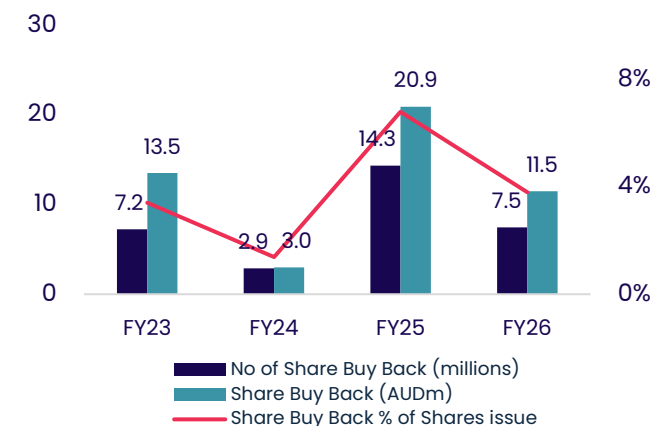
- Diversified funding base (four senior lenders), strengthening financial flexibility
- Funding platform supports organic growth and strategy execution with over \$400m in funding capacity
- ~1% reduction in funder margins in Money3 facilities compared to previous years

Dividends



- FY26 Fully franked dividends totalled 19.5 cents per share
- Special dividends supported by New Zealand asset realisation
- Franking credits balance of \$63.2m (post FY26 final dividend)

Buybacks



- Solvar bought back 31.9 million shares for \$48.9 million (since FY23)
- Shares outstanding at 186.7 million, down 10.3% (since FY23)
- Average buyback price of \$1.53 (FY23-FY26) was below the Net Tangible Asset, maximising long-term shareholder value

A photograph of a man and a young girl on a boat. The man, wearing a light-colored shirt and a wide-brimmed hat, is smiling and looking towards the right. The girl, wearing a light green shirt, is standing behind him, also smiling. They are on a boat with a metal railing. In the background, there is a body of water with other boats and a shoreline with trees. The image is partially covered by a dark blue circular overlay on the right side.

SOLAR

Outlook

FY27 Outlook



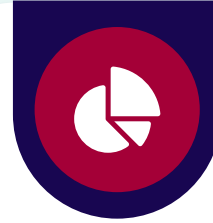
Financial

- Double digit loan book growth for FY27 – **up 4.9% in Q1 FY27**
- Double digit interest income (revenue) growth expected from Australian operations
- Funding initiatives expected to support improved margin stability
- Increasing contribution from commercial lending



Operations

- Investments in credit decisioning, automation and digital capability to support origination efficiency, conversion and customer experience
- Investments in technology to drive a reduction in operational expenditure in FY28
- Continued focus on underwriting policy refinement and productivity
- AI-powered call record keeping and customer chat in customer care



Market

- Labour market remains supportive, with arrears to be monitored closely
- Used car affordability expected to support demand
- Regulatory focus on the sector remains elevated
- Well positioned to take advantage of M&A activity in non-bank sector

Thank you!

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Glossary of Terms

A\$ or \$ – Australian dollars

ABS – Asset Backed Securitisation

Active customer – A customer with an outstanding balance

ASIC – Australian Securities and Investment Commission

AFCA – Australian Financial Complaints Authority

AFIA – Australian Finance Industry Association

AFS – Automotive Financial Services business unit

ARCA – Australian Retail Credit Association

AU – Australia

CAGR – Cumulative Annual Growth Rate

Com Com – Commerce Commission of New Zealand

DPS – Dividend Per Share

EPS – Earnings Per Share

EBITDA – Earnings Before Interest Tax Depreciation and Amortisation

FSCL – NZ Financial Services Complaints Limited

GCF – Go Car Finance business unit

GM – General Manager

HEM – Household Expenditure Measure

H1 – Results relating to the first half of the financial year, July – December

H2 – Results relating to the second half of the financial year, January – June

Loan Book – Gross written loans, as defined in section 6, of the annual accounts

M3 – Money3 business unit

NED – Non-Executive Director

NPAT – Net Profit After Tax

NIM – Net Interest Margin

NAF – Net Amount Financed: The amount of credit advanced to a customer in respect to their loan

NTA – Net Tangible Assets

NZ\$ – New Zealand dollars

NZ – New Zealand

PCP – Prior Corresponding Period: A comparison of the results for the same period during the previous reported period, typically the previous financial year

TMD – Target Market Determination

RBA – Reserve Bank of Australia

RBNZ – Reserve Bank of New Zealand

RoE – Return on Equity

YoY – Year on Year comparison of performance

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