Beforepay Group

Beforepay Group Limited
ASX:B4P

2026 Annual General Meeting

Business Update

17 November 2026

In the spirit of reconciliation we acknowledge the Traditional Custodians of Country throughout Australia and their connections to land, sea and community. We pay our respect to their Elders, past and present, and extend that respect to all Aboriginal and Torres Strait Islander peoples today.

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All dollar values are in Australian dollars ($ or A$) unless stated otherwise.

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FY26 Highlights

$15.7m
Cash NPAT
Up 57% from $10.0m in FY25

$50.6m
Revenue
Up 26% from $40.3m in FY25

$963m
Total Advances
Up 19% from $807m in FY25

$100m
New debt facility
Executed in July 2026

$8.2m
Statutory NPAT
Up 22% from $6.7m in FY25

$314k
Cash NPAT per FTE
Up 35% on FY25

0.98%
Net Bad Debts
Down from 1.14% in FY25

$16.9m
Personal Loan Advances
Up 728% from $2.0m in FY25

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See Glossary for definitions of non-IFRS financial information. Non-IFRS financial information is unaudited. Change % is calculated using unrounded figures and may differ slightly from a number calculated using rounded figures.

Q1 27 Highlights

$5.7m
Cash NPAT
Up 58% from $3.6m in Q1 26

$16.5m
Revenue
Up 45% from $11.3m in Q1 26

$265m
Total Advances
Up 17% from $226m in Q1 26

36.9%
Cost to Income Ratio
Down from 41.0% in Q1 26

$4.7m
Statutory NPAT
Up 40% from $3.4m in Q1 26

$111k
Cash NPAT per FTE
Up 55% on Q1 26

1.41%
Net Bad Debts
Up from 0.87% in Q1 26

$7.0m
Personal Loan Advances
Up 269% from $1.9m in Q1 26

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Personal Loans: room to grow

MARKET OPPORTUNITY

$19.3bn

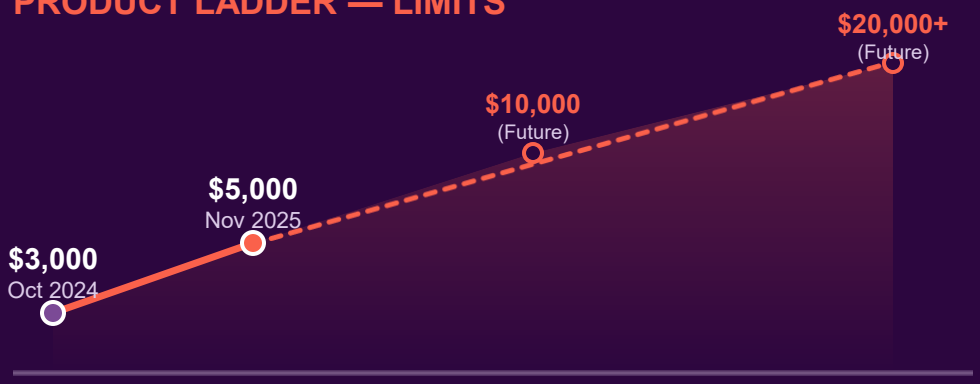
Annual new personal lending

(excl. car loans)

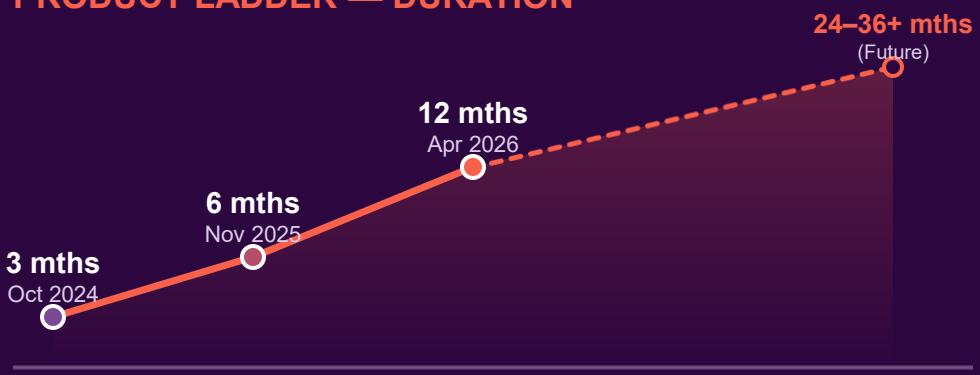
$16.9m

Beforepay Personal Loan originations FY26

PRODUCT LADDER — LIMITS



PRODUCT LADDER — DURATION



Source: ABS Lending Indicators (APRA EFS data), FY26 new fixed-term personal loans, seasonally adjusted, Australia excluding Road Vehicles; Beforepay FY26 results. Future limits and duration are indicative only and are not guaranteed

Five years of credit-risk modelling

2021 v1

Gradient boosting on open-banking data

Separate models from launch for new and returning customers

2021 Loan cube

Five-arm randomised credit-line allocation

Randomised assignment since Nov 2021: a continuous field experiment on line size

2022 v4-v5

Proprietary transaction taxonomy

In-house normalisation; automated feature synthesis (category × window × statistic), 50,000+ candidates screened

2023 v8-v9

Seasonal ensemble, event-driven re-scoring

Baseline + seasonal learners; re-scored on settlement and pay-cycle detection

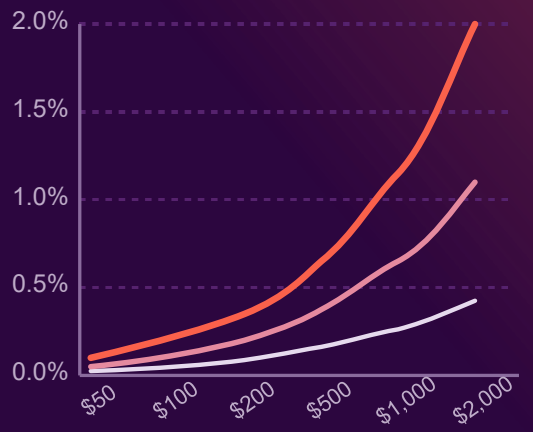
2025 v12

Rebuilt on the Carrington Labs platform

ML transaction tagger, LLM-derived features, per-decision SHAP attribution, segment-level calibration

coming soon · v13

Default risk as a function of loan amount

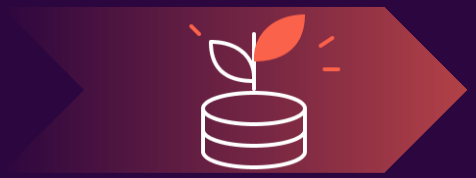


PD vs loan amount, by risk cohort (illustrative)

- Separate but linked models for behavioural risk (“f”) and loan-amount effect (“g”)
- f and g estimated separately, iterated to convergence; g monotone at anchor level
- One calibrated PD scale across segments
- Limits optimised in-model, within data-supported amounts
- Stress-tested against five years of randomised limit arms

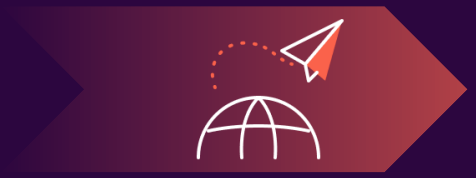
Chart illustrative. v13 is in build and not yet in production.

FY 27 Priorities



Grow lending portfolio

- Broaden the product mix
- Expand distribution
- Maintain strong credit quality



Explore overseas opportunities



Expand Carrington Labs' platform and offering



Explore inorganic growth opportunities

Beforepay Group

Thank You

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