19 November 2026

# ASX Announcement (ASX: CCV)

## 2026 CCV AGM Addresses and Presentation

Cash Converters International Limited (ASX: CCV) ("Cash Converters" or "the Company") will today address shareholders at its Annual General Meeting to be held as a virtual meeting, commencing at 9.00am (AWST).

Attached is a copy of the Chairman and CEO & Managing Director AGM Addresses and the related presentation material to be delivered by Chairman, Tim Jugmans and CEO & Managing Director, Sam Budiselik.

This information will provide shareholders an update on the company's performance and key strategies.


**Tim Jugmans**
Non-executive Chairman
Cash Converters International Limited

**Sam Budiselik**
CEO & Managing Director
Cash Converters International Limited


*Authorised for release by the Board of Cash Converters International Limited.*

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About Cash Converters

Cash Converters International Limited (ASX: CCV) is a leading consumer lender and second-hand goods retailer operating globally. Key corporate markets include Australia, New Zealand and the United Kingdom where the Company operates as Master Franchisor and is executing a strategy to acquire franchise stores. Cash Converters is actively transforming its loan book to focus on longer-term, lower-cost lending solutions for its customers, while expanding its retail presence in repurposed luxury goods. With a strong commitment to sustainability, Cash Converters plays a vital role as a leading non-bank lender responsibly supporting borrowers and in facilitating the circular economy.

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

## Chairman and CEO & Managing Director AGM Addresses

**Timothy Jugmans, Non-executive Chairman**

Thank you for joining our 2026 Annual General Meeting.

The financial year 2026 was a year of significant transformation for Cash Converters.

We expanded our global corporate store network whilst broadening our pre-owned luxury offering with new "Luxe" store openings, at the same time ceasing the origination of legacy personal loan products.

These changes have produced a simpler, more geographically diversified business focused on corporate store operations and more flexible, lower cost personal lending. A greater contribution from the Australian and international store operation is supporting earnings, while we rebuild our personal lending segment contribution, with growth in the new Cashies Loan book.

While the lending transition has affected near-term profitability, our store network continues to perform strongly, and loss rates in our Personal Finance business are significantly lower reducing to 11.1% from 16.0%. We also continue to assess options to refinance our lending securitisation facility.

The Board and management remain focused on disciplined capital allocation, operational efficiency and sustainable earnings growth. Our priorities are to responsibly scale the new Cashies Loan book, improve existing store performance and pursue selective network expansion opportunities in Australia and the UK.

I will now hand over to our CEO & MD, Sam Budiselik, to discuss our financial results.

## Group Financial Performance FY2026

| Revenue | Operating EBITDA[1] | Dep. & Amort. | Operating NPAT | New Cashies Loan Book[2] | Cash & Equivalents | Dividends |
|---|---|---|---|---|---|---|
| $429.2m | $67.0m | $23.8m | $23.2m | $114.1m | $37.2m | 2.0cps |
| ▲ 11% | ▲ 11% | ▲ 34% | ▼ 8% | ▲ 394% | ▼ 49% | Fully Franked |
| FY25: $385.3m | FY25: $60.3m | FY25: $17.8m | FY25: $25.1m | FY25: $23.1m | FY25: $73.2m | 6th consecutive year |

**FY26 Financial Snapshot[3]:** **Share Price:** 30c **Market Cap:** ~$213.5m **Dividend Yield:** 6.7% **Undrawn Facilities[4]:** $60.5m

**Sam Budiselik, CEO & Managing Director**

Thank you Tim. FY26 was a transformational year from a strategy perspective for the Company. We continue to work hard to position our business for sustainable growth, made possible by lowering loss rates in our personal lending business and expanding our corporate store network.

Whilst the year was one of significant change, it was pleasing to grow our revenue by 11.4% to $429.2m - and Operating EBITDA[1] by 11.1% to $67.0m. By design, strong store performance and franchise store acquisition contributions offset the lower revenue and earnings from legacy personal loan portfolios which continued to decline throughout the financial year.

Operating NPAT declined 7.8% to $23.2m, reflecting a reduction in margin across our personal finance business and higher depreciation and finance costs associated with our expanded store network. Statutory NPAT was $19.7m, after $3.5m in after-tax transition and acquisition-related costs. We remain comfortable with the near-term earnings impact as our lending business transitions to a lower loss and funding cost structure.

**FY26 Store Segment Results**

Our Australian and UK store businesses delivered record Operating EBITDA across the financial year, with Australian stores Operating EBITDA increasing 49.7% to $46.8m, with same-store sales growth of 13%. UK Operating EBITDA increased 53.7% to $21.7m, with same-store sales growth of 6%. These results reflect strong underlying store performance and the contribution of franchise acquisitions across the year.

During the year, in total we added 47 corporate stores through the acquisition of 42 franchise stores and the opening of 5 greenfield locations. We opened two more greenfield stores after year-end, bringing our corporate network to 201 stores across Australia, New Zealand and the UK.

We continued to expand our pre-owned luxury offering following the successful Bondi 'Luxe' store pilot, opening 3 additional Luxe stores across Australia and 1 in the UK. Leveraging AI authentication technology has enabled us to broaden our range beyond jewellery and watches to include high-end handbags and shoes. This offering is attracting a broader customer base and meeting demand for authenticated pre-owned goods.

**FY26 Personal Finance Results**

FY26 marked a significant transition for the Personal Finance segment as earnings from legacy lending portfolios continued to decline following the exit from payday lending. The Cashies Loan book growth was significant, increasing almost fivefold to $114.1m (FY25: $23.1m) but is yet to fully replace the legacy portfolio contribution, however has now established a growing foundation for future lending earnings.

The Group's total gross loan book declined 3.3% to $236.6m, with the strategic reposition of new lending focused on higher credit quality borrowers. As a result, credit performance improved with the net loss rate reducing to 11.1% (FY25: 16.0%), reflecting the changing portfolio mix.

The transition has had a material near-term impact on revenue and earnings, with Personal Finance Operating EBITDA declining from $43.0m in FY23 (prior to the SACC regulatory changes and our exit from that sector) to $11.7m in FY26. At a Group level, growth in Store Operations, supported by franchise store acquisitions and network optimisation, has helped offset this reduction.

**FY26 Financial Position and Dividends**

The Group generated $20.3m in free cash flow and closed the year with $37.2m in cash and cash equivalents and $60.5m in available funding capacity.

The Board declared a final fully franked dividend of 1.0 cent per share, bringing the total FY26 dividend to 2.0 cents per share. This marks the sixth consecutive year of dividends totalling 2.0 cents per share and reflects the Board's confidence in the Group's financial position and long-term prospects.

## Q1 FY27 Trading Update (Unaudited)

Group revenue increased 12.3% to $112.4m in Q1 FY27 and Operating EBITDA declined to $12.9m (Q1 FY26: $18.4m) reflecting the ongoing transition in Personal Finance and a cost base yet to benefit from the planned restructure. Same-store sales increased 2% in Australia and 3% in the UK.

The key factors affecting Q1 FY27 earnings were:

- **Lending transition:** Earnings from legacy lending portfolios continued to decline following the exit from payday lending, with the growing Cashies Loan portfolio yet to fully replace this contribution
- **Operating Costs:** The cost base has yet to reflect the simpler operating model following the payday lending exit. Restructuring benefits are expected to commence from 1 December 2026 (see below)

**FY27 Outlook and Cost Reduction Program**

Personal Finance earnings are expected to improve in H2 FY27 as the Cashies Loan portfolio continues to grow. At 30 September 2026, legacy run-off portfolios accounted for $48.2m of the Group's $228.8m gross loan book, down from $72.8m at 30 June 2026. We expect these portfolios to reduce substantially over the remainder of FY27.

To align the cost base with the simpler operating model, the Group is implementing a restructure effective from 1 December 2026, expected to deliver more than $4.0m in pre-tax savings during FY27 and more than $6.5m on an annualised pre-tax basis.

The Group expects FY27 Operating NPAT to be broadly in line with the prior year, with earnings weighted towards the second half. This outlook assumes continued growth in the Cashies Loan book, stable credit performance across newer lending cohorts, delivery of the cost reduction program and store trading in line with expectations, including over the peak Christmas trading period.

The Board and management team remain confident in the Group's strategy and long-term growth opportunities. On behalf of the Board and management, I thank our franchise partners and our people across the Company for their commitment to our customers and to the delivery of our strategy. To our shareholders, thank you for your continued support. We look forward to updating you on our progress when we report our half-year results in February.

**Notes:**

1. FY25 Operating EBITDA was previously reported as $74.5m and is restated to reflect financial services interest expense on the securitisation facility now being included in net financial services revenue
2. Total Gross Loan Book for FY26 and FY25 was $236.6m and $244.6m respectively
3. As at 30 Jun-26
4. $59.3m securitisation facility and $1.2m revolving facility

# Cash Converters International Limited (CCV)

## Annual General Meeting

### Investor Presentation

19 November 2026

# Attendees

| Board of Directors | Executives | Auditors |
| --- | --- | --- |
| **Timothy Jugmans**<br>Non-executive Chairman | **David Rose**<br>Chief Financial Officer | **Nicholas Gordon**<br>Audit Partner - Deloitte |
| **Sam Budiselik**<br>CEO & Managing Director | **Meagan Hamblin**<br>Joint Company Secretary | **Shamiso Charamba**<br>Audit Director - Deloitte |
| **Peter Cumins**<br>Executive Deputy Chairman | | |
| **Lachlan Given**<br>Non-executive Director | | |
| **Andrew Spicer**<br>Independent Non-executive Director | | |
| **Robert Hines**<br>Independent Non-executive Director | | |
| **Mark Ashby**<br>Independent Non-executive Director | | |

# Cash Converters Now

## Now a simplified consumer lending and retail platform with scalable global store growth

### Lending

**Lower-risk, longer-term personal loans**

- Simplified Cashies Loan offering up to $10k, rates from 19.95% p.a.
- Flexible redraw and credit limit increases support repeat customer use
- Integrated digital and in-store origination
- Proprietary machine-learning credit decisioning

### Retail

**Repurposing quality pre-owned goods, luxury focus**

- Market-leading circular retailer
- Products sourced directly from customers
- Sales through store and online channels
- Focus on higher value pre-owned goods - luxury, jewellery and electronics
- Smaller store footprints, inner city locations now possible

### Store Network

**Global scale, acquisition pipeline**

- 654 corporate and franchise stores across 15 countries
- 201 corporate stores across core markets - Aus, the UK and NZ
- 170 franchise stores across core markets provide a significant acquisition pipeline
- Leveraging technology across global operating model

**Trusted Brand & Customer Satisfaction**

**Data & Technology**

**Integrated Store & Digital Channels**

# Sam Budiselik

Chief Executive Officer & Managing Director

# FY26 Financial Highlights

## Franchise store acquisition supporting earnings through lending transition

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# Q1 FY27 Financial Highlights (Unaudited)

## Revenue and store earnings growth partially offset the ongoing lending transition

### Revenue

**$112.4m**

▲ 12%

Q1 FY26: $100.0m

### Operating EBITDA

**$12.9m**

▼ 30%

Q1 FY26: $18.4m

### Same-Store Sales Growth

**Aus +2%**

**UK +3%**

vs Q1 FY26

### Cashies Loan Book[1]

**$132.4m**

▲ 16% since Jun-26

Total Gross: $228.8m

### Net Loss Rate[2]

**11.3%**

▼ 5.0pp

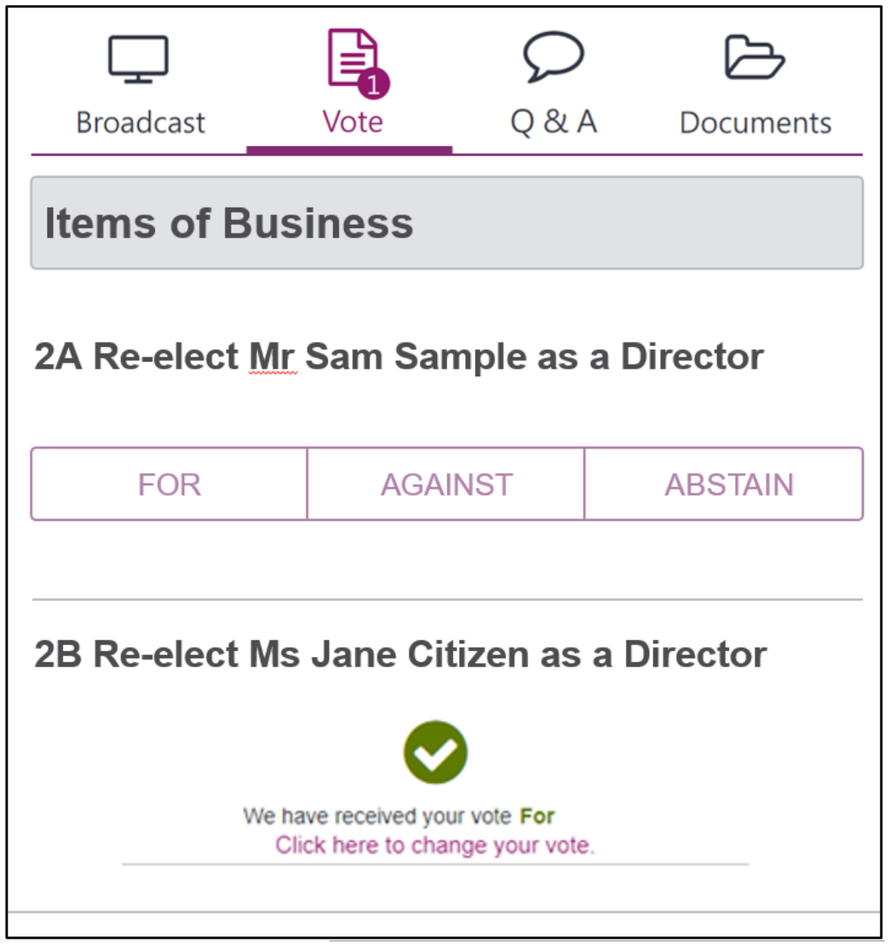
Q1 FY26: 16.3%

**FY27 Outlook:** The Group expects FY27 Operating NPAT to be broadly in line with the prior year, with earnings weighted towards the second half

Notes:
1. Balances as at 30 Sep-26
2. Net Loss Rate (NLR): Bad debt expense is shown net of recoveries and expressed as a percentage of the average Gross Loan Book on a rolling 12-month basis

# Procedural Matters

# How to vote




When the poll is open, select the vote icon at the top of the screen

To vote, select either For, Against or Abstain

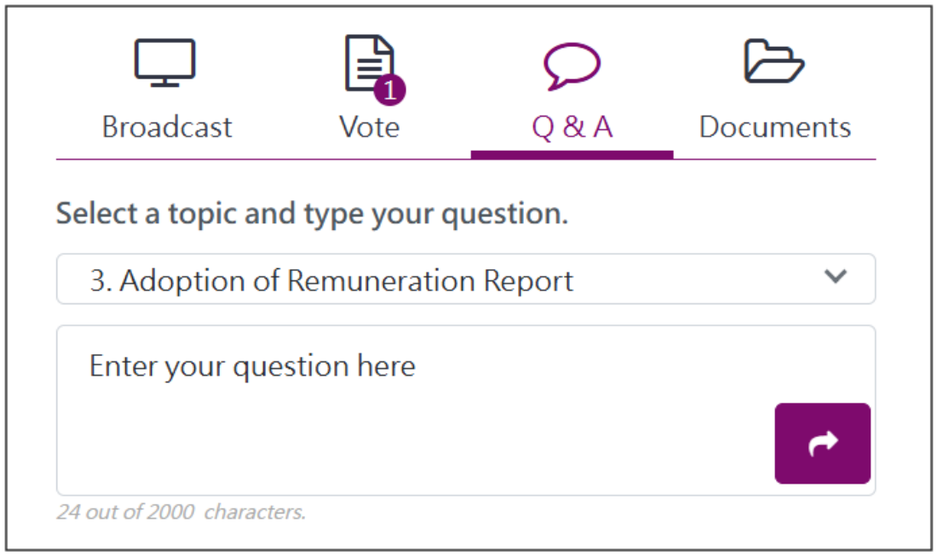
You will see a vote confirmation




To change or cancel your vote “click here to change your vote” at any time until the poll is closed

If you require assistance before or during the meeting please call +61 3 9415 4024

# How to ask a question




To ask a written question, select the Q & A icon

Select the topic your question relates to from the drop-down list

Type your question in the text box and press the send icon

If you require assistance before or during the meeting please call +61 3 9415 4024

# Virtual Questions

To ask a verbal question, follow the instructions below the broadcast window



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