Credit Corp Group

Market Update – 16 May 2012

Thomas Beregi
Chief Executive Officer

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Strong earnings growth continues

Financials to April 2012

	versus pcp		YTD Actual 10 Months to Apr12	Feb 12 FY12 Guidance
PDL acquisitions	up 3%	to	**$77.8m**	$75 - $85m
Revenue	up 11%	to	**$104.4m**	
NPAT	up 23%	to	**$22.0m**	$25 - $27m
EPS (basic)	up 21%	to	**48.0 cents**	55 - 59 cents

Unaudited management accounts

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Further strengthening of balance sheet

	Ten months ended	
$ million	30 Apr 12	30 Apr 11
Operating cash flow	115.4	96.3
PDL acquisitions, lending and capex	(83.7)	(78.2)
Free cash flow	**31.7**	**18.1**
PDL / loan book carrying value	139.2	147.0
Net bank debt	1.9	29.5
Net debt / carrying value (%)	**1.4%**	**20.1%**

Unaudited management accounts

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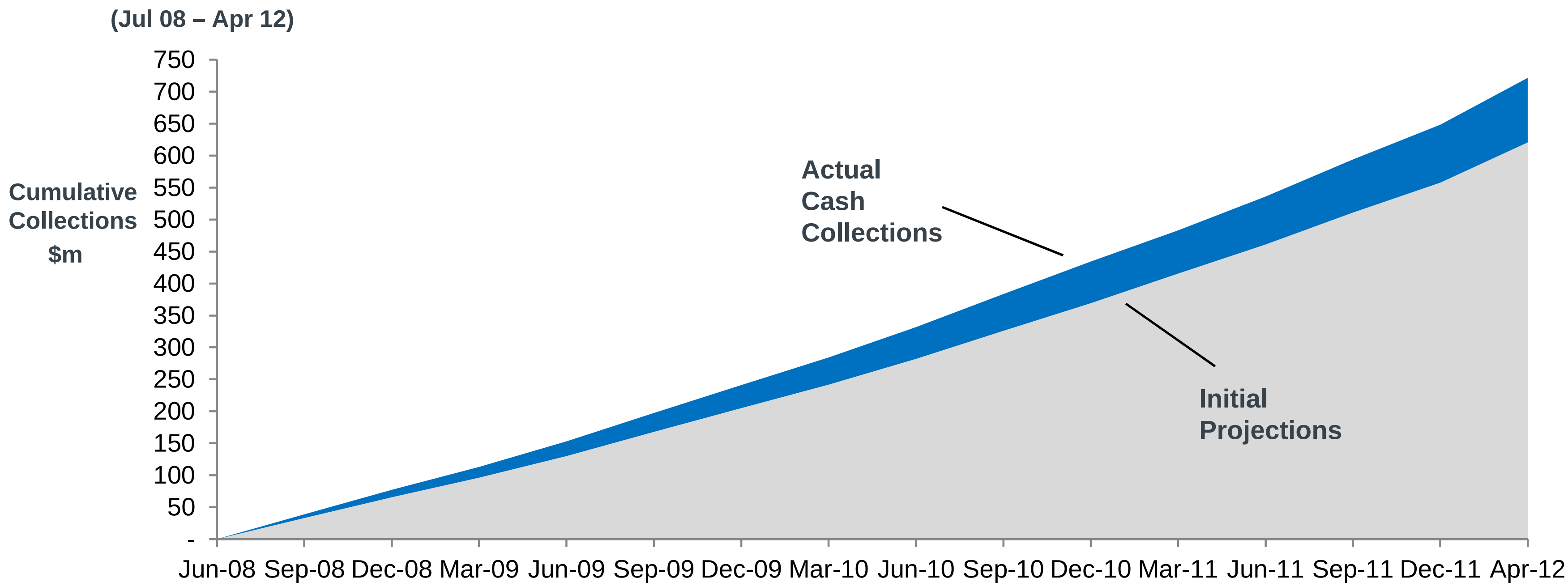
Purchases meet ingoing projections…

Cumulative Collections (Initial Expectations versus Actual)



Note: For all PDL's held at June 2008, initial projections represent the forecast prepared as at June 2008

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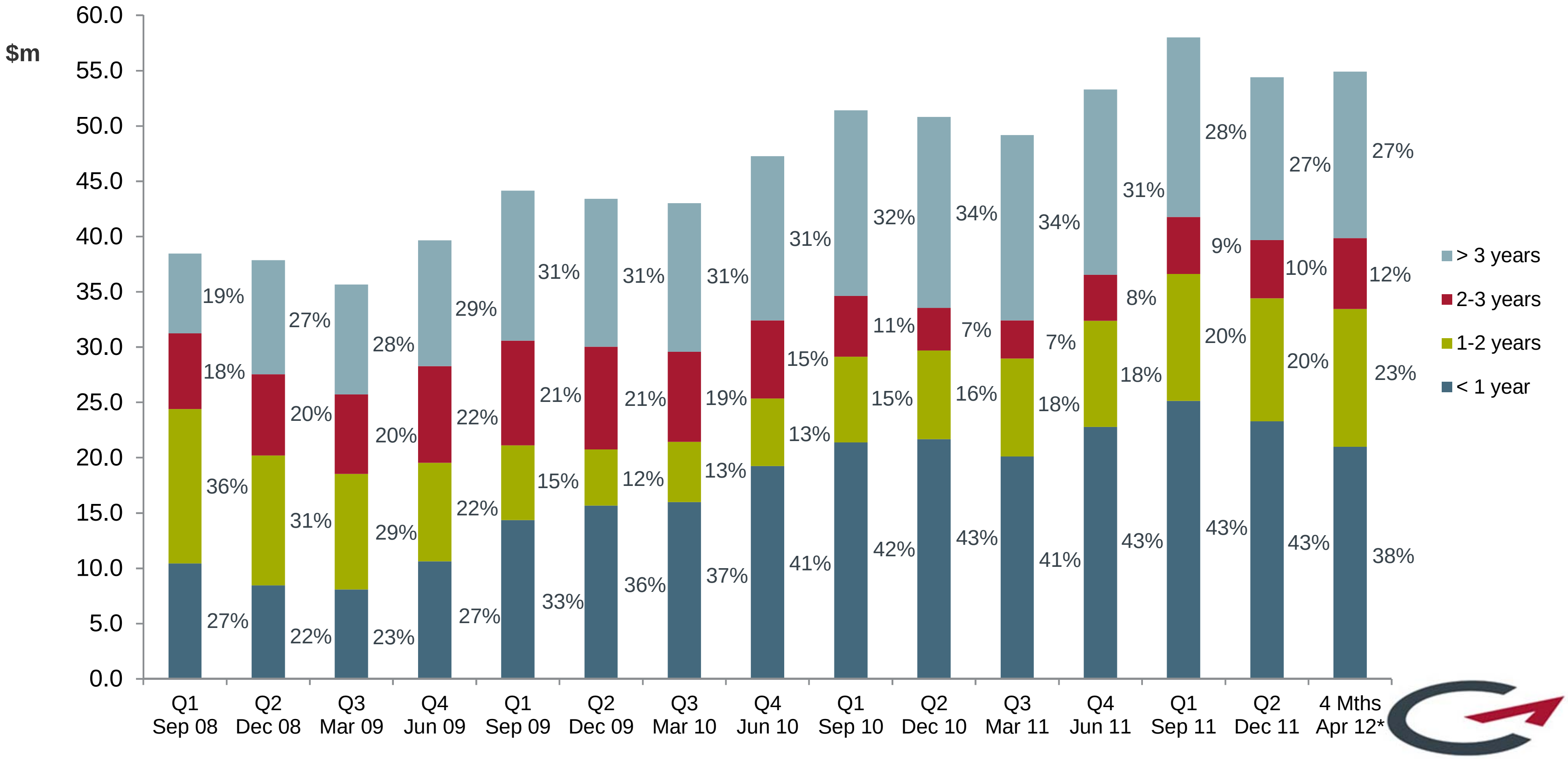
…and we continue to drive collections from older PDLs…

PDL Collections by date of purchase



* pro-rated to a quarterly average

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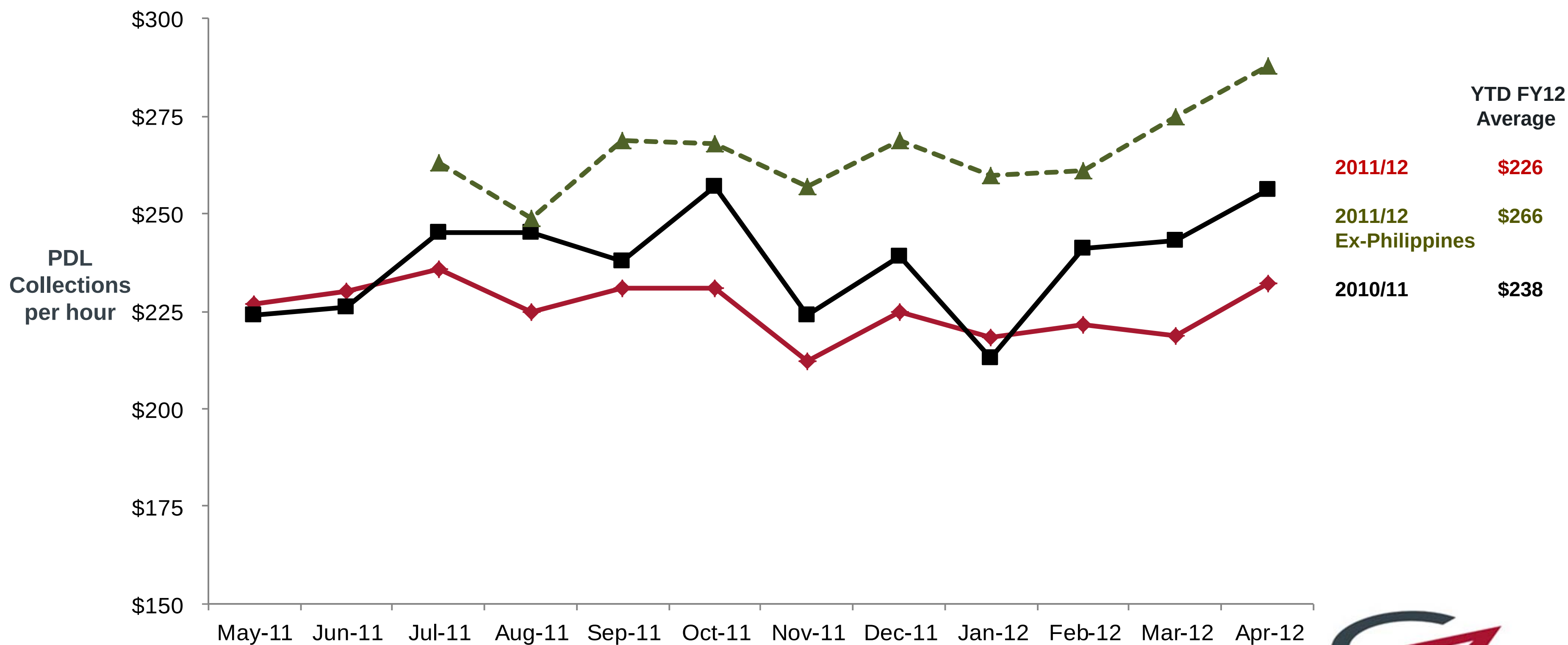
…while maintaining collection efficiency

Debt Purchase Productivity (direct collection staff only)



Note: Recent dilution due to Philippines expansion. Ex-Philippines result shows solid underlying productivity

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Our strong payers base suggests this will continue

Total Portfolio	Apr 12	Dec 11	Jun 11	Dec 10	Jun 10	Dec 09
Face value	$3.6bn	$3.4bn	$3.2bn	$2.9bn	$2.6bn	$2.5bn
Number of accounts	578,000	496,000	413,000	319,000	302,000	306,000

Payment arrangements

Face value	$640m	$627m	$598m	$542m	$476m	$392m
Number of accounts	88,000	83,000	77,000	71,000	66,000	57,000
% of PDL collections	70%	71%	70%	70%	68%	66%

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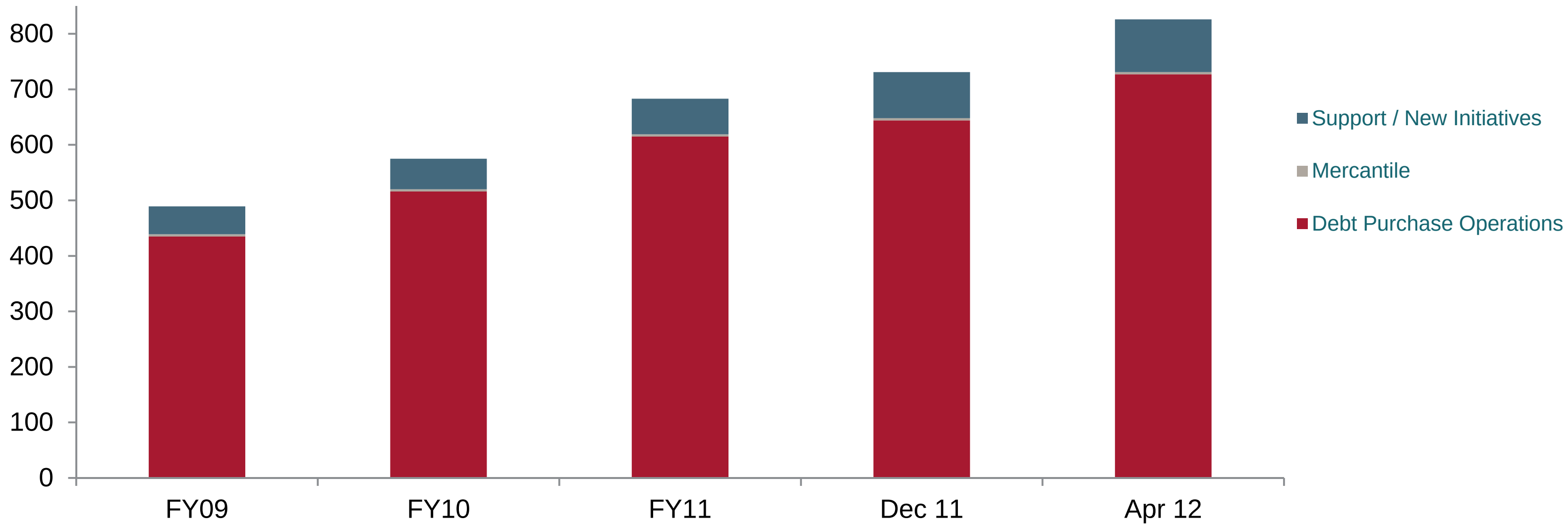
We continue to increase collection capacity

Headcount by function (FTE)



Function	FY09	FY10	FY11	Dec 11	Apr 12
Debt Purchase Ops	435	516	615	644	727 (1)
Mercantile	4	4	4	4	4
Support / New Initiatives	50	55	64	83	95
Total	**489**	**575**	**683**	**731**	**826**
Support / New Initiatives %	10%	10%	9%	11%	12%

(1) Includes 189 FTE from the Philippines operation,

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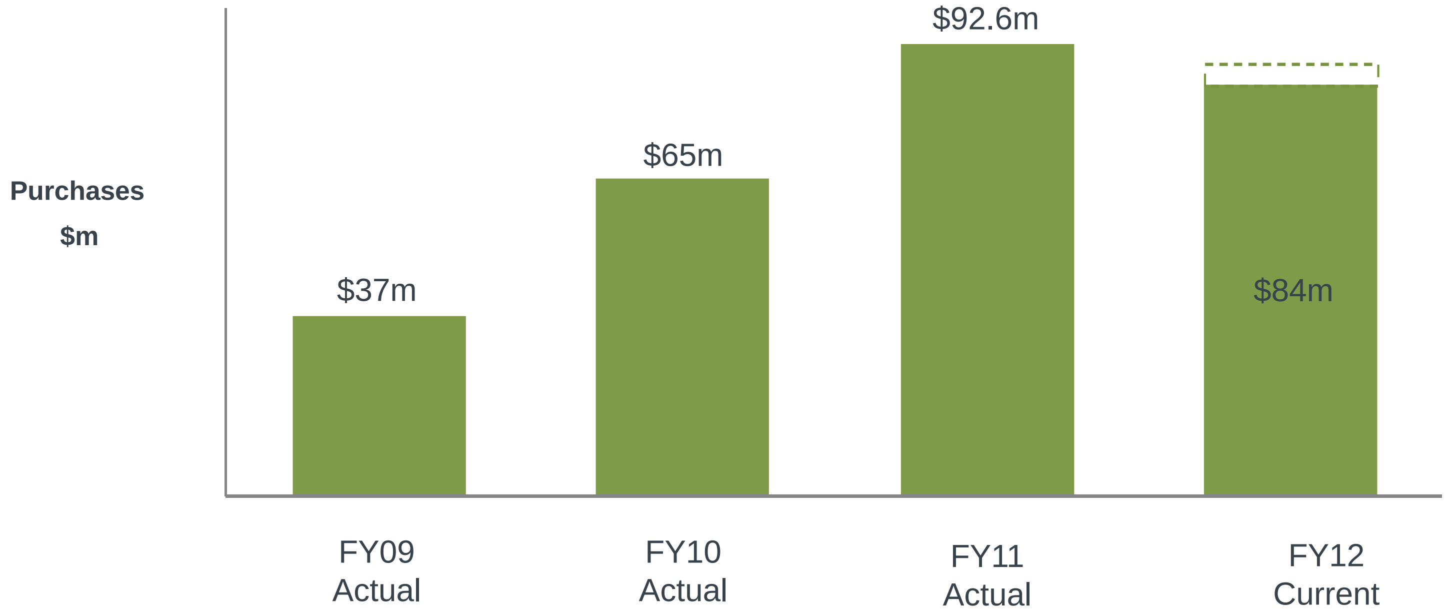
Strong FY12 purchasing will underpin solid profits in FY13



FY12 Purchasing Guide: $84 - $88m

Contracted as at Apr 2012

We continue to maintain our purchasing discipline

- Strong levels of competition to secure PDLs have continued to keep prices at high levels
- Credit issuers in low growth / cost reduction mode are taking advantage of high prices by selling increased volumes
- Operational improvements have put us in a good position to secure increased volume despite higher prices
- We continue to maintain our disciplined approach and have only made purchases where minimum return criteria are met

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Consumer lending delivers positive early results

- Targeting consumers with impaired credit records
- Launched two products during H1
  - instalment loans < $5,000
  - debt consolidation loans
- Current loan book of $4.0 million
- To date arrears remain within expectations
- Net yield on loan book similar to PDLs (after losses and costs)
- Further products scheduled for launch in coming months

US debt purchasing operation on track

- Purchasing in partnership with a local private buyer / collector
- Outlay to date of $1.8 million
- Early collections are in line with expectations
- Credit Corp operations manager relocated to the US to work with our partners
- Direct collections by Credit Corp staff scheduled for first quarter 2012/13

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Refined guidance

FY12

	Updated May 12	Issued Feb 12
PDL acquisitions	**\$84 - \$88m**	\$75 - \$85m
NPAT	**\$26 - \$27m**	\$25 - \$27m
EPS (basic)	**57 - 59 cents**	55 - 59 cents

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Questions