3Q26 Investor Presentation

ASX: HMY

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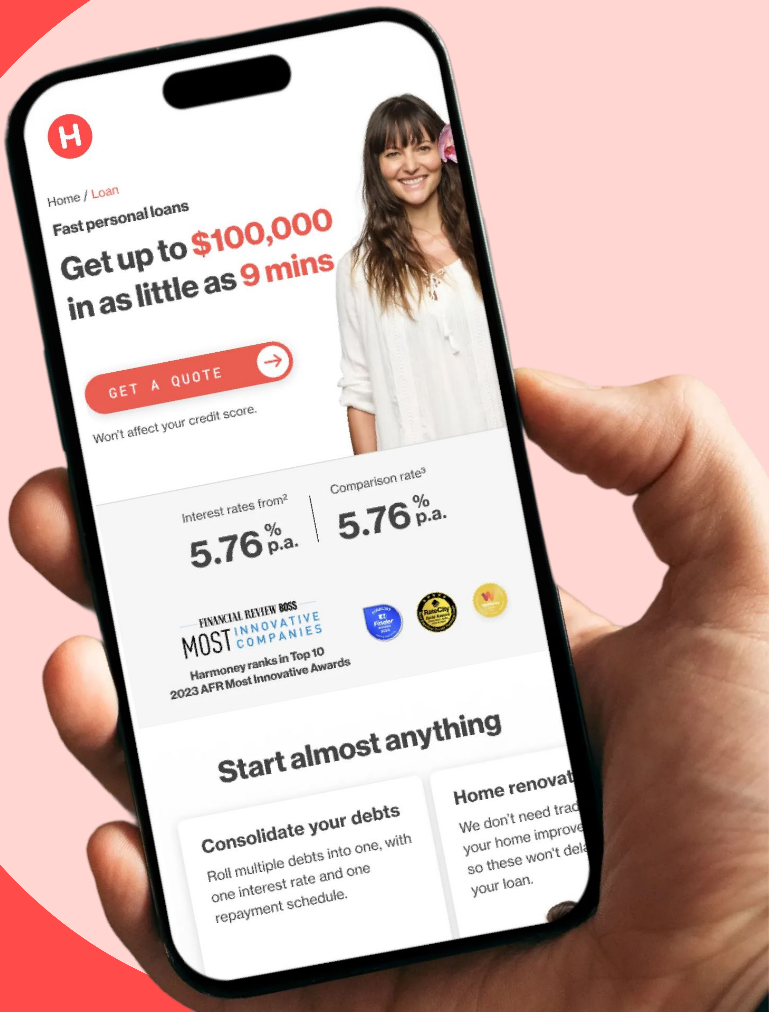
All values are in $AUD unless stated otherwise

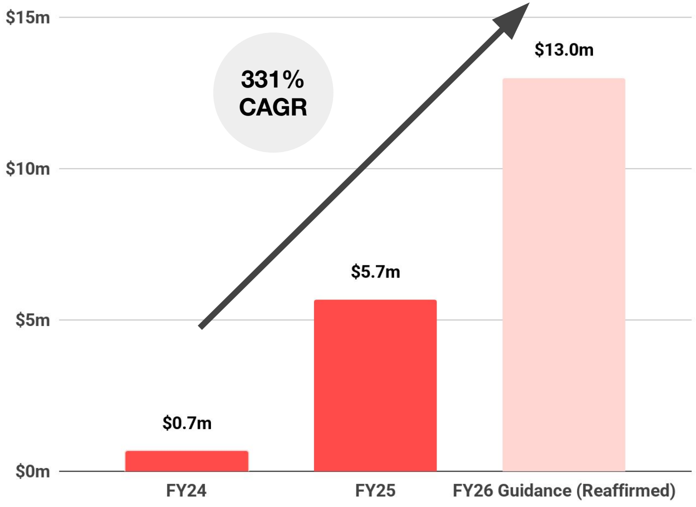


FY26 Guidance: Cash NPAT $13m reaffirmed

$13m Cash NPAT, 128% increase on pcp

- Stellare® 2.0 driving year end loan book to $900m+
- Net interest margin: ~10%
- Risk adjusted income: ~6%
- Cash NPAT: **$13m**

Cash NPAT



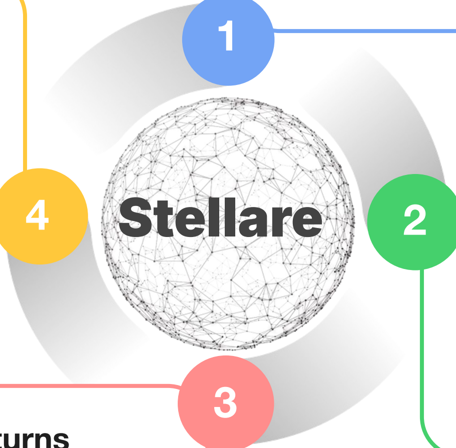
Positive key metrics underpin $13m Cash NPAT guidance

	YTD 3Q26	YTD 3Q25	Change
Loan book	$879m	$798m	10%
Australian loan book	*$544m*	*$464m*	*17%*
New Zealand loan book	*NZ$402m*	*NZ$368m*	*9%*
Net interest income	10.3%	9.1%	120bps improvement
Credit losses	3.8%	3.8%	Stable
Risk adjusted income	6.5%	5.3%	120bps improvement
90+ Day arrears	0.62%	0.69%	7bps improvement
Cost to income ratio	18.2%	18.4%	20bps improvement

Harmoney flywheel

How the Flywheel works

Four stages that create compounding economics with each customer



1

Customer Acquisition

- ~5.6% CAC via Google/AEO/Partners
- Prime customer profile

2

Deliver experience

- Minutes to apply
- Instant decision
- Money in minutes

3

Customer returns

- $0 CAC on repeat
- 1.5x additional lending
- Higher Customer LTV

4

Data Intelligence

- Quality 1st party data
- Seasoned AI credit models

Result:

Unit economics that compound

First Loan

- $18,000 loan
- ~5.6% CAC = $1,000

Subsequent loan(s)

- $27,000 loan (1.5x)
- 0% CAC = $0

KPIs achieved

- RAI 6.5%
- RoE 31%

FY 26 - 27: Accelerating the Flywheel

1 Customer Acquisition

What we're building
- Next generation AI underwriting with Stellare® 2.0
- Embedded finance partnerships e.g. auto marketplaces

Expected impact
- ✓ Increased approval rate; maintained credit quality
- ✓ Expanded reach through partners

PROGRESS

Originations up 29% on pcp

2 Deliver Experience

What we're building
- Multi-product customers (personal+auto)
- Life event triggered lending

Expected impact
- ✓ Increased average lifetime lending
- ✓ Expansion of total addressable market (TAM)

PROGRESS

Vehicle loan book up 19% on pcp

3 Customer Returns

What we're building
- Mobile app with one click loan access
- Revolving credit line (instant funds)

Expected impact
- ✓ Reduce time between loans
- ✓ Reduced blended CAC

PROGRESS

Continued CAC reduction

4 Data Intelligence

What we're building
- Next Agentic AI for personalisation at scale
- Predictive retention models

Expected impact
- ✓ Improved customer retention and satisfaction
- ✓ A 'private banker' automated application experience

PROGRESS

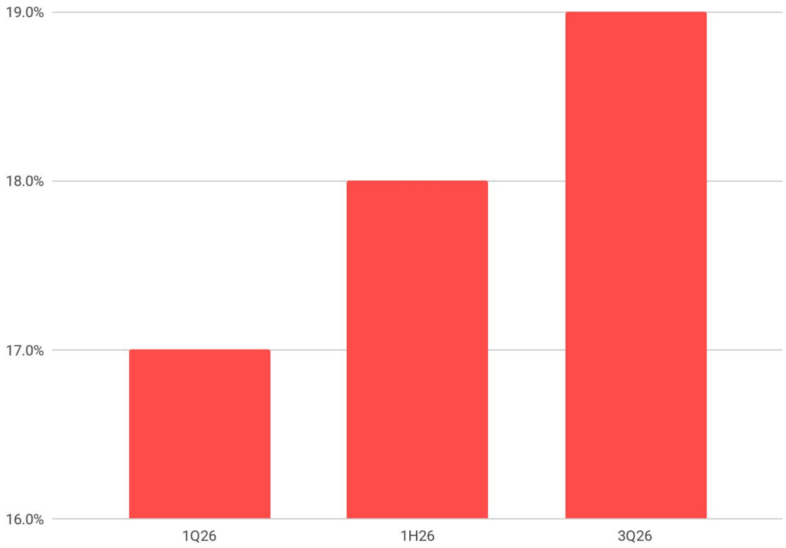
Proprietary customer data creates defensible AI advantage

Auto update

Incremental profit driver

- Auto product is highly innovative, turning the borrower into a cash-buyer. Innovation education beginning to gain traction.
- Auto is expected to deliver material incremental growth <u>in addition to</u> continuing personal loan growth.
- Obtained a “Big-4” bank credit approved term sheet for secured lending warehouse, unlocking lower cost of funds.
- Significant new Auto partner onboarded in April 2026 in New Zealand.

Auto loan book growth on pcp



Combined effect: Flywheel acceleration

More customers + Higher Lifetime value + Faster velocity

= accelerated profit growth

>$900m
FY26 Loan book Guidance

$13m
FY26 Cash NPAT Upgraded Guidance

31%
Return on Equity (1H26)

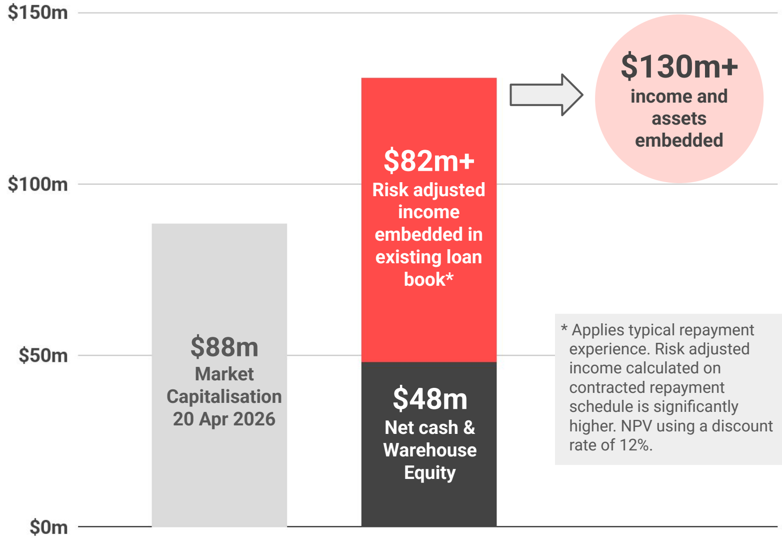
- The Board and management believe Harmoney's shares remain **undervalued** at current levels. Consequently, the company intends to **extend its on-market share buyback programme** beyond the current expiry date of 29 April 2026 to continue enhancing **shareholder value**.

Appendix

$130m+ embedded cash value in existing loan book
+
Business Value

Existing loan book value

at 31 December 2025



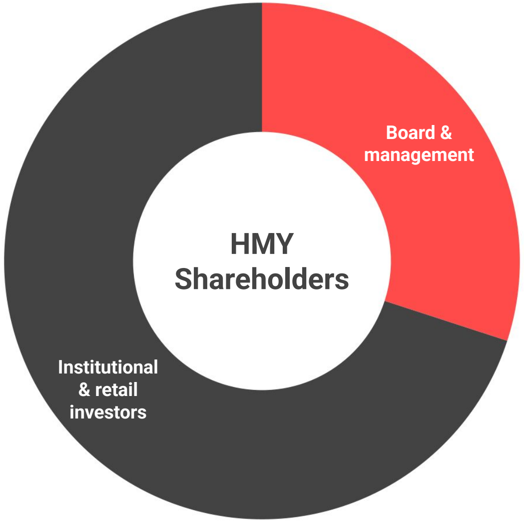
* Applies typical repayment experience. Risk adjusted income calculated on contracted repayment schedule is significantly higher. NPV using a discount rate of 12%.

+ Business value

- Proprietary, highly automated Stellare® 2.0 customer acquisition and credit assessment engine. Over 10,000 new applicants create an account every month.
- Existing customer base return for 150% in additional lending, at near zero cost.
- Loan book growing at >10% NIM and >6% risk adjusted income (income after funding costs and credit losses).
- Proven scalability with industry leading cost to income %.
- Diversified funding from 3 of the “big-4” Australian banks and an established asset backed security issuance program.

30% Management/Board owned, plus 10% shareholder aligned long term incentive plan

HMY Shareholder Composition



Long term incentive share plan

- New LTI plan approved at December 2025 AGM.
- Targets are based on shareholder-aligned Earnings per Share (EPS) growth and Total Shareholder Return (TSR) over next 3 years.
- EPS full vesting requires 25% CAGR EPS growth from FY26 base of $13.5m Cash NPAT[1].
- TSR full vesting requires HMY to be in the top 25% of the ASX Small Ordinaries Index.

[1] EPS target is 25% annualised growth on FY26 Cash EPS of $0.1298, which is equivalent to Cash NPAT of $13.5m at current issued number of shares.

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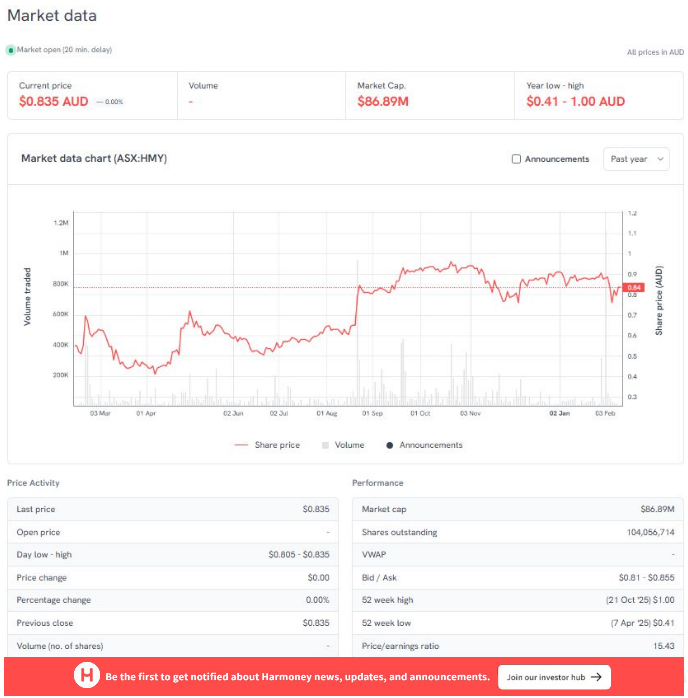

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