



2019 Annual General Meeting.

Chairman's address **Andrew Abercrombie**

CEO's address **Rebecca James**

Our **focus.**

4 strategic pillars

1.

Simplify

our offering to
build profitability and
brand strength

2.

Lead

in Buy Now Pay Later
(after all, we started it...)

3.

Streamline

originations with instant
credit decisions

4.

Expand our reach

our target market, our
audience, our relevance

1. Simplify

Simplify our offering to build profitability and brand strength.

From **this:**

Too many 'invisible' brands...
Market confusion...
No back-end integration...
Team and system inefficiency...



To this:

Buy Now Pay Later



Consolidates Oxipay
and Certegy Ezi-Pay



Credit cards



Consolidates Skye, Once,
Lombard and Q

SME Lending

wiired[®] lease
wiired[®] money

Pivot to focus on SME Leasing
Consumer Leasing brands to be
grandfathered

New interest free instalment
product announced today
Commercial Leasing review
underway with focus on
Managed Services growth

Three clear propositions. Unique, recognisable brands.

Simplify **Products**

- ✓ Moved from 12 products **to 5 in consumer finance.**
- ✓ Launched **hum** in April.
- ✓ Simplification of commercial business underway with focus on a SME audience and Managed Services business.

Simplify **Systems**

- ✓ Architectural roadmap in place to reduce:
 - 6 product systems to 1 web origination platform.
 - 3 buyer management systems to 1 CRM system.
 - 3 fraud engines to 1 fraud platform.
 - 7 credit decisioning instances to 1 platform that is scalable for growth and works across markets.

Simplify **Service**

- ✓ 50 FTE removed from call centre and back office functions.
- ✓ Introduced webchat, reducing call volumes by 20% with an average customer service rating of +90%.
- ✓ Introduced apps for BNPL and Cards allowing customers to self serve.
- ✓ 4.6 star rating in the App store.

Simplify **Operations**

- ✓ Organisational realignment complete.
- ✓ Moving to centres of excellence and removing geographical duplication in roles and functions.
- ✓ Introduction of new roles in: Innovation, Digital and Data, and Portfolio Optimisation.
- ✓ \$7M cost out target for FY20 in place.

Improving service and reducing cost to income to <40% over 3 years

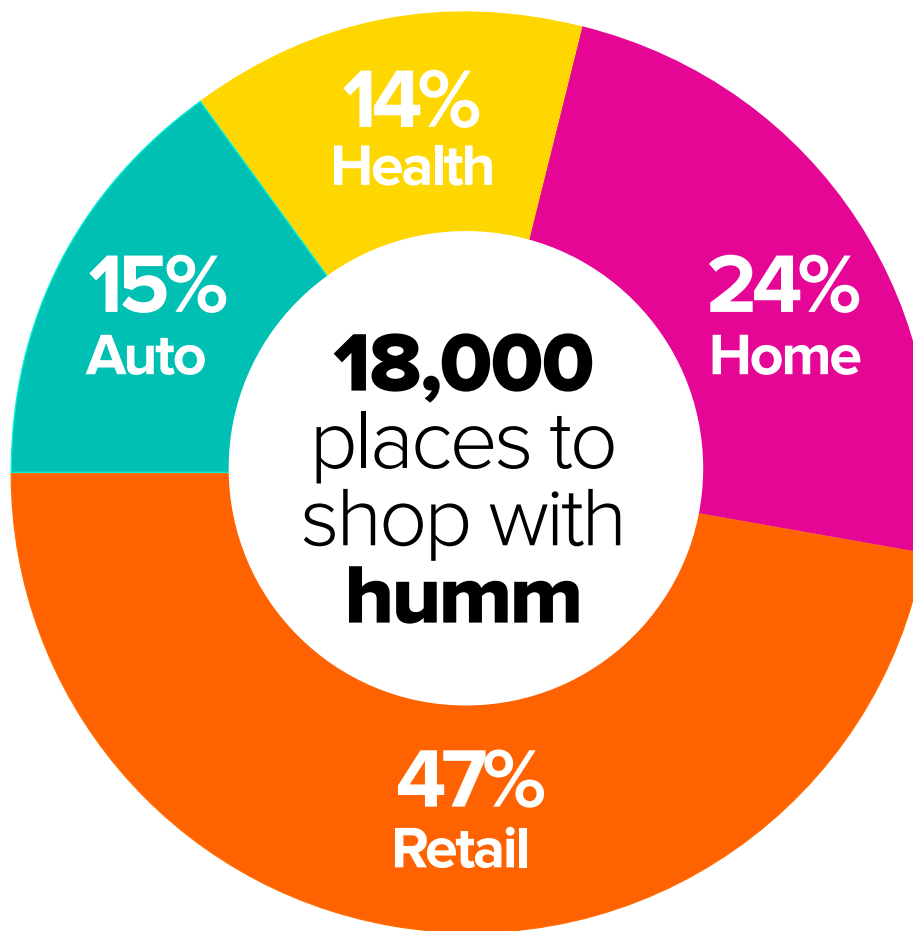
2. Lead

Lead in
Buy Now
Pay Later.



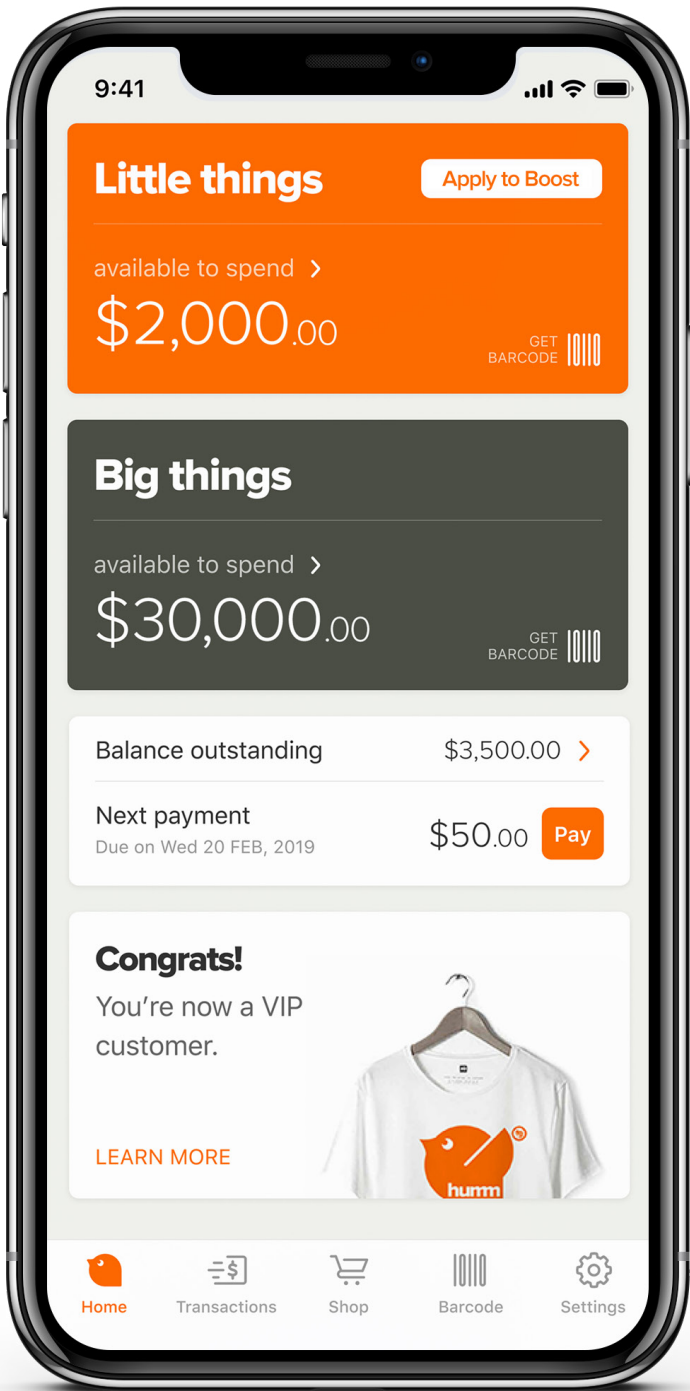
 18,000
places to shop with humm

Differentiated proposition of interest free spending from \$1-\$30,000 is resonating with key verticals:



POS Integrations:
PC Eftpos, Quest Payment Solutions, Advance Retail, Magenta POS, Tower Systems, Retail Edge, Vend, Kitomba POS, Harmony, Software of Excellence and many more.

Ecommerce Integrations:
Magento, Big Commerce, Woo Commerce, Shopify, Salesforce Commerce Cloud, OpenCart, PrestaShop and many more.



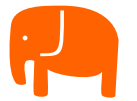
In **FY20** we've seen...

 **132,000** customers added to the platform

Transactions +35%¹ 

 **'Little things'** transactions <\$2,000

- Volume +84%¹
- Average transaction value \$386

 **'Big things'** transactions up to \$30,000

- Volume +10%¹
- Average transaction value \$4,238

 **4.6** star rating in the App store

1. FY20 YTD vs PCP.

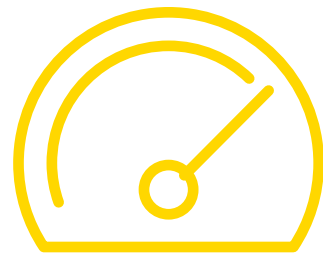
3. Streamline

Streamline
originations with
instant credit
decisions.

Significant progress made in transitioning to one platform that is product agnostic and scalable for growth.



One enhanced collections system in place for all products.



New credit score cards in place for AU and NZ Cards.



Partnership entered with GBG to deploy latest fraud detection tools.



Comprehensive Credit Reporting deployed.

4. Expand

Expand our reach,
our target market,
our audience,
our relevance.

Covering the market of digital spenders.

**The
Balancer.**

Lives for the moment.



**The
Amplifier.**

Lives life by making what
they have go further.



**The
Shopper.**

Lives a lifestyle
to enjoy.



**The
Nomad.**

Lives life prioritising
new experiences.



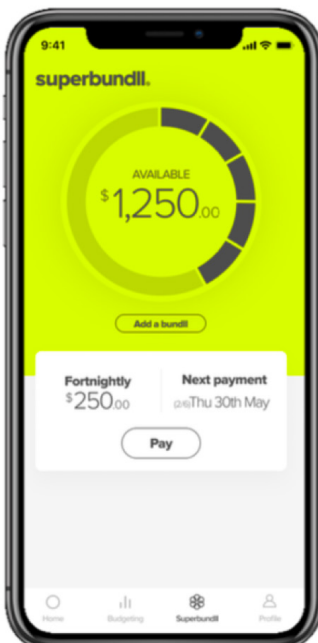
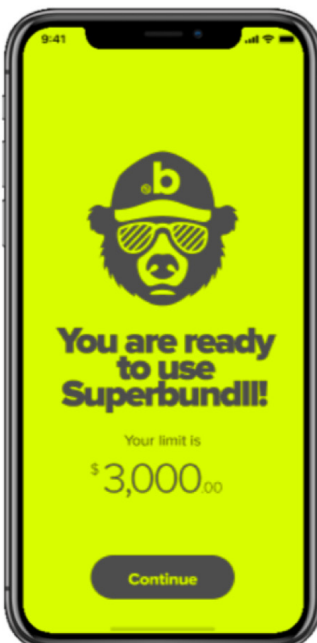
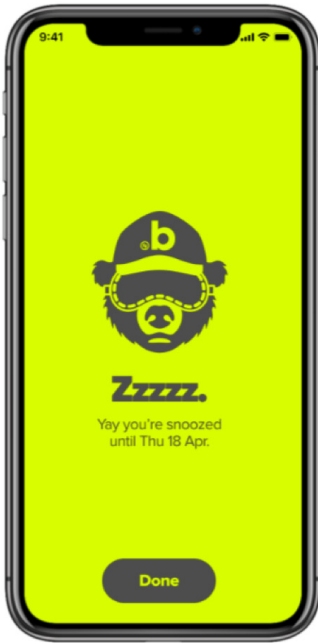
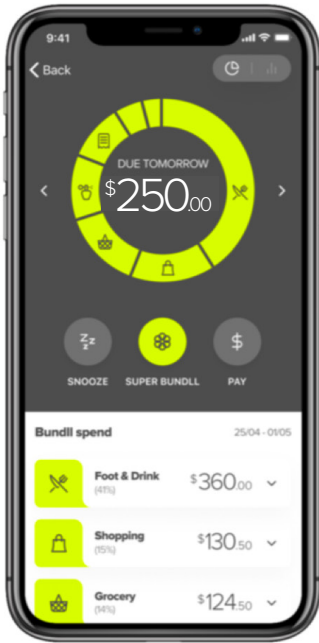
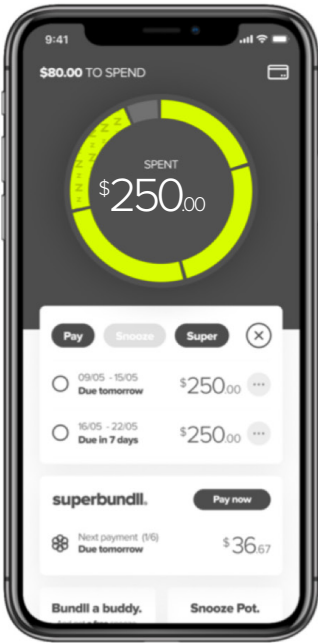
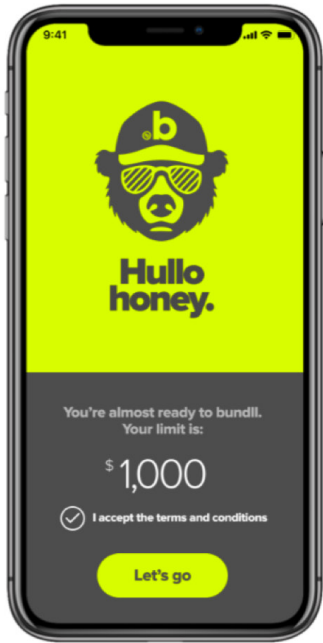
**The
Founder.**

Lives to create,
build, grow.



Welcome to the **snooze economy.**

Buy everything, everywhere with **bundll** and pay later. It's Interest Free. It's BNPL in your pocket.



Shop

bundll all your weekly purchases into one place.

Get two weeks to pay your **bundll**.



Snooze

Not ready to pay? Use a snooze to delay payment another two weeks.

Superbundll

Need more time? Switch up to a **Superbundll** and repay in six fortnightly repayments over 12 weeks.

A card designed for **the dedicated shopper.**

The
Shopper.



Add to **cartt**: and enjoy up to 90 days interest free.

Add to **cartt**: and dodge foreign transaction fees.

Add to **cartt**: and switch to a 9, 12, or 15 month interest free instalment plan.

Add to **cartt**: and receive an instant decision to have your card instantly provisioned into your digital wallet.

SME Lending.

There are approximately 2.3 million small businesses in Australia and 580K in New Zealand and cash flow is their biggest concern. B2B ecommerce is set to become double the size of the B2C online market over the next 2 years¹.

We're introducing two new solutions to address these pain points:

wiired[®] lease

The first digital, integrated leasing platform in Australasia.

- Focus on <\$100K.
- Lease quotes delivered in real time, and can be tracked and revisited at any time, including adding margins and bundling assets from a range of suppliers.
- Launched in New Zealand with Harvey Norman, Ingram Micro and Office Max.

wiired[®] money

Interest free business instalments meets the digital wallet.

- Up to \$30K instant approval.
- **flexigroup's** existing ecosystem will make this the most flexible and widely accepted business instalment product across Australia and New Zealand.
- Virtual card with inbuilt spend controls, allowing staff to make purchases without the business owner losing control.
- Launching FY20.

The year ahead.

A digital spending powerhouse, helping people buy everything, everywhere, every day.



Item 1.

Financial Report, Directors' Report and Auditor's Report

“ To receive and consider the Financial Report, Directors' Report and Auditor's Report of the Company for the financial year ended 30 June 2019.

Item 2.

Remuneration Report

To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

“ That the Remuneration Report (which forms part of the Directors’ Report) for the financial year ended 30 June 2019 be adopted.

Item 2.

Remuneration Report: Voting Exclusion Statement

1. In accordance with sections 250R and 250BD of the Corporations Act 2001 (Cth) (Corporations Act), subject to paragraph 2, a vote must not be cast (in any capacity) on the resolution in Item 2 by or on behalf of a member of the Company's key management personnel (KMP) (including the Directors) details of whose remuneration are included in the Remuneration Report or their closely related parties (such as close family members or any controlled entities), regardless of the capacity in which the votes are cast except that a vote may be cast on the resolution in Item 2 by a KMP, or a closely related party of a KMP if the vote is cast as a proxy appointed in writing that specifies how the proxy is to vote on the resolution in Item 2 and the vote is not cast on behalf of a KMP or their closely related parties.
2. If you appoint the Chairman of the 2019 AGM as your proxy, and you do not direct your proxy how to vote on the resolution in Item 2 on the proxy form, you will be expressly authorising the Chairman of the 2019 AGM to exercise your proxy, even though Item 2 is connected directly or indirectly with the remuneration of the Company's KMP, which includes the Chairman.

Item 2.

Remuneration Report: Proxy Numbers

For	—	181,872,124	98.69%
Against	—	1,229,656	0.67%
Open (at Chair’s discretion)	—	1,191,676	0.65%
Abstain	—	1,385,452	<0.01%

Item 3.

Re-election of Rajeev Dhawan

To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

- “ That Rajeev Dhawan, who retires in accordance with ASX Listing Rule 14.5 and Article 103(a) of the Company’s constitution, and being eligible, be re-elected as a Director of FlexiGroup Limited.

Item 3.

Re-election of Rajeev Dhawan: Proxy Numbers

For	—	261,827,187	94.52%
Against	—	13,942,317	5.03%
Open (at Chair’s discretion)	—	1,246,863	0.45%
Abstain	—	1,464,089	<0.01%

Item 4.

Election of John Wylie AM

To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

“ That John Wylie AM, having been appointed as an additional Director since the last Annual General Meeting be elected as a Director of FlexiGroup Limited.

Item 4.

Election of John Wylie AM: Proxy Numbers

For	—	254,878,334	94.76%
Against	—	12,864,643	4.78%
Open (at Chair’s discretion)	—	1,227,863	0.46%
Abstain	—	1,464,038	<0.01%

Item 5.

Approval of participation in the FlexiGroup Long Term Incentive Plan and Termination Benefits

To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

- “ That for the purposes of ASX Listing Rule 10.14 and section 200B of the *Corporations Act 2001* (Cth) and for all other purposes, approval is given for the grant of 4,454,104 Options to Ms Rebecca James under the Long Term Incentive Plan (LTIP) and the provision of benefits to Ms James under the LTIP including in connection with Ms James ceasing to hold a managerial or executive office in the Company, on the terms described in the Explanatory Notes accompanying and forming part of this Notice of Meeting.

Item 5.

Voting Exclusion Statement

For the purpose of ASX Listing Rule 14.11, the Company will disregard any votes cast in favour of Item 5 by any Director of flexigroup who is eligible to participate in the LTIP, the CEO, and any associate of any such person. However, the Company need not disregard a vote if it is:

- (a) cast by a person as a proxy for a person who is entitled to vote, in accordance with the directions on the proxy form; or
- (b) cast by the person chairing the meeting as proxy for a person who is entitled to vote, in accordance with a direction on the proxy form to vote as the proxy decides.

For the purpose of section 250BD of the Corporations Act:

1. a vote must not be cast on Item 5 by a KMP, or a closely related party of a KMP, acting as a proxy, if their appointment does not specify the way the proxy is to vote on Item 5. However, this voting exclusion does not apply if the KMP is the Chairman of the 2019 AGM acting as proxy and their appointment expressly authorises the Chairman of the 2019 AGM to exercise the proxy even if that item is connected directly or indirectly with the remuneration of a member of the KMP; and
2. if you appoint the Chairman of the 2019 AGM as your proxy, and you do not direct your proxy how to vote on Item 5 on the proxy form, you will be expressly authorising the Chairman of the 2019 AGM to exercise your proxy even if Item 5 is connected directly or indirectly with the remuneration of a member of the KMP, which includes the Chairman of the 2019 AGM.

Item 5.

Approval of participation in the FlexiGroup Long Term Incentive Plan and Termination Benefits: Proxy Numbers

For	—	274,093,678	98.89%
Against	—	1,849,548	0.67%
Open (at Chair’s discretion)	—	1,218,374	0.44%
Abstain	—	1,318,856	<0.01%

Thank **you**.[®]
