2024 ANNUAL GENERAL MEETING

Andrew Abercrombie | Chairman
Stuart Grimshaw | CEO

28 November 2024

Authorised for release by the **humm**group Board of Directors

humm Group Limited, ABN 75 122 574 583
Level 1, 121 Harrington Street, The Rocks, Sydney NSW 2000

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01

CHAIRMAN'S ADDRESS

Andrew Abercrombie

02

CEO'S ADDRESS

Stuart Grimshaw

DELIVERED BY STRONG HALF-ON-HALF PERFORMANCE

01

18% loan growth delivered **$5.0b** in receivables

02

$13.6m in 2H24 cost savings delivered

03

Net interest margin stabilised in 2H24 at **5.5%**

04

Credit losses maintained at historic lows of **1.8%**

FY24 HIGHLIGHTS

BALANCE SHEET GROWTH

$5.0b
18% increase in receivables

$3.8b
6% increase in volumes from continuing products

$125.1m
in Unrestricted cash

STRONG NET OPERATING INCOME

5.5%
NIM[2] stabilising in 2H24
June 2024 Exit NIM[2] of 5.5%

1.8%
Group Net Loss/ANR[1]
Maintained at low level from prior year

11.6%
Gross Yield[3]
improved by 50bps

IMPROVING COST EFFICIENCY

$13.6m
Costs removed in 2H24 offsetting inflation and allowing for investment in front office growth

$4.9m
Reduction of origination costs in FY24

780bps
Reduction in 2H24 cost to income ratio from 62.0% in FY23 to 53.2% for 2H24

DRIVING SHAREHOLDER VALUE

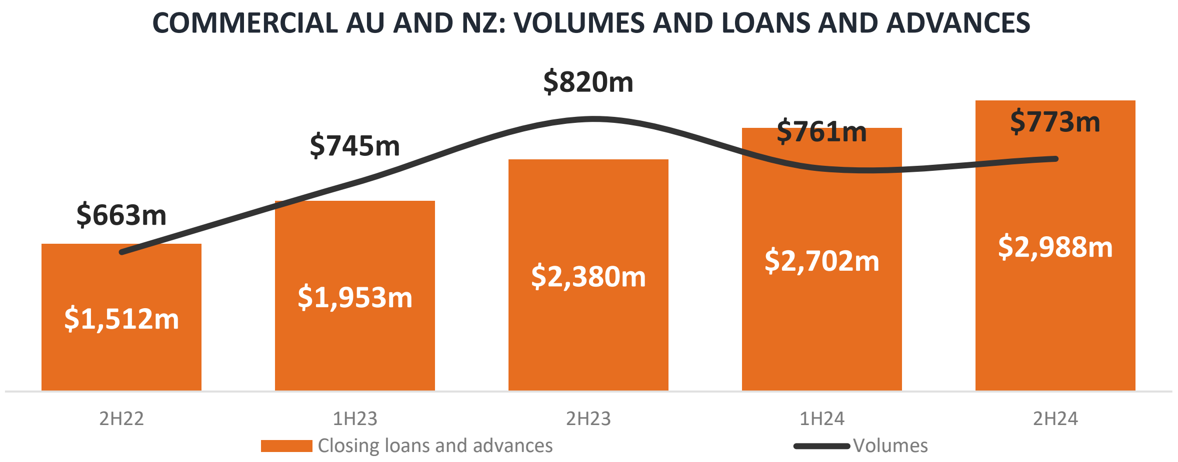
$48.3m
Cash profit (after tax) removes $12.3m of "material one off items" that were previously considered normalisation adjustments

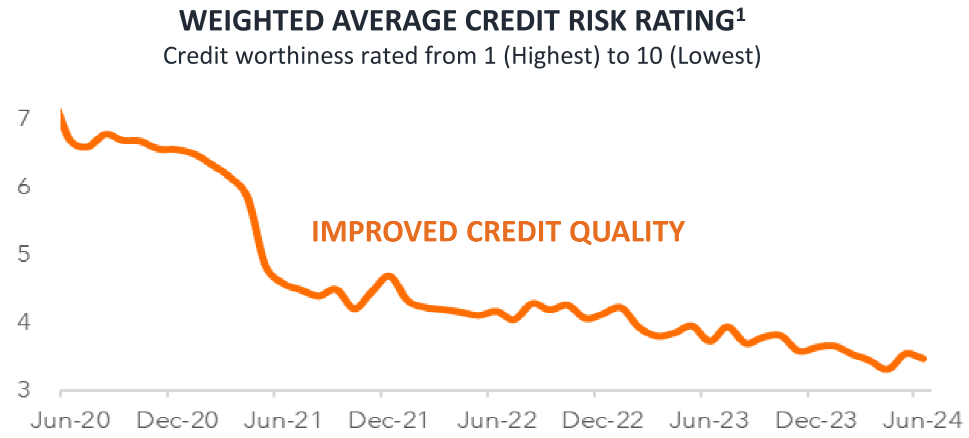
2.0c
declared dividend for the year following a fully franked final dividend of 1.25 cents per share

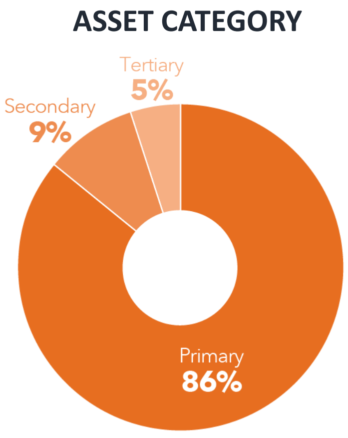
$60.6m
Normalised cash profit (after tax) in FY24. $7.1m Statutory profit (after tax) up 145% on PCP

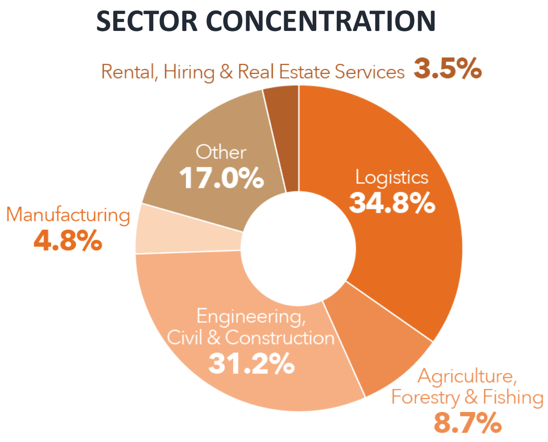
1. ANR is Average Net Receivables and excludes losses relating to operational risk items. 2. NIM is net interest income as percentage of ANR. 3. Gross Yield is interest income as percentage of ANR.

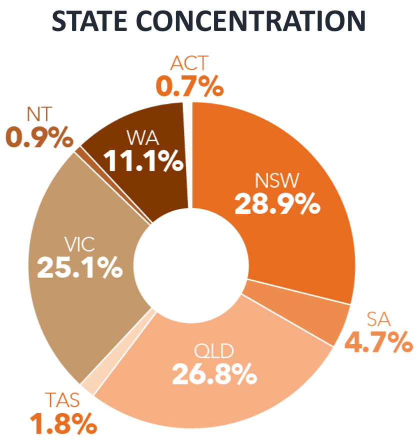
STRONG MOMENTUM IN FLEXICOMMERCIAL

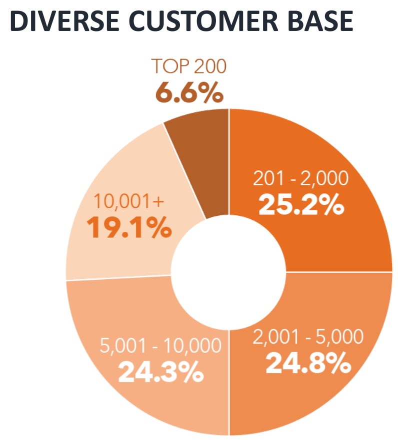










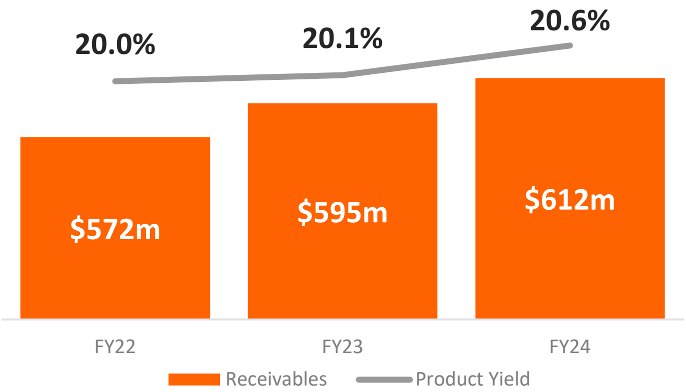


1. Secured.

CONSUMER BUSINESS IMPROVING

CONSUMER NZ

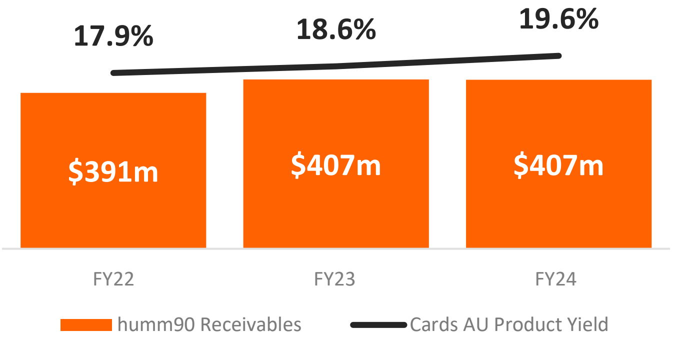
GROWTH IN RECEIVABLES AND YIELD[1]



- Revolve rates[2] improved by 280bps to 64.1% in 2H24.
- Net loss to ANR up 10bps for the year.
- 2H24 Normalised profit (after tax) of $8.8m, up 13% half-on-half.

CARDS AU

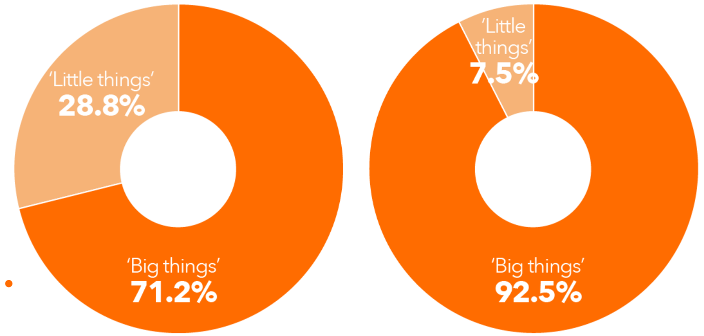
HIGHER PRODUCT YIELD[1]



- Revolve rates[2] improved from 56.0% to 58.5% in 2H24.
- Lower net loss to ANR of 4.0% in 2H24, down by 30bps half-on-half.
- 2H24 Normalised profit (after tax) of $1.8m, down on 1H24 following decision to slow growth while rebuilding the business.

HUMM AU

EVOLUTION OF THE VOLUME MIX



- Solar private placement executed in March24 delivers lower funding costs.
- Lower net loss to ANR of 3.4% in 2H24, down by 130bps half-on-half.
- 2H24 Normalised profit (after tax) of $0.8m, improved from Normalised loss (after tax) of $2.5m in 1H24.

FY25+ PRIORITIES

- Optimising profitability with focus on unit economics by product, geography and merchants.
- Focus on cost management to fund transformation and investment for growth.
- New regulated hybrid loan product to be launched in 1H25.

humm group

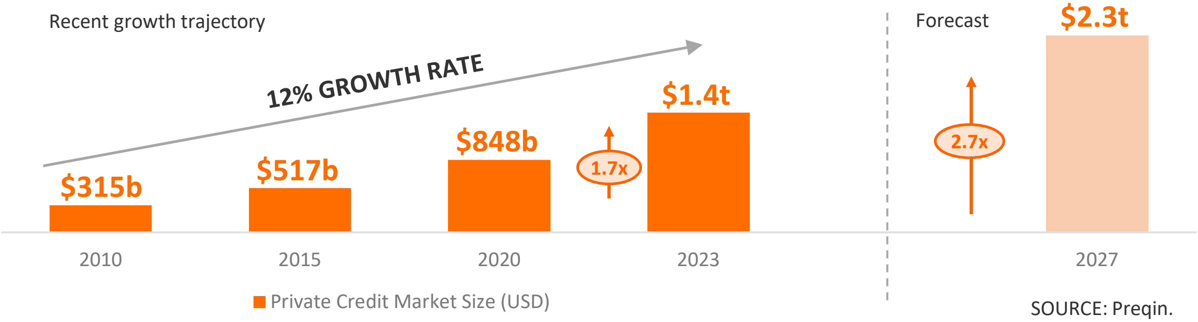
1. Yield represents Product Yield and is calculated as the sum of Interest Income and Fee and Other Income, divided by Average Net Receivables.
2. Revolve rates represents percent of interest-bearing balances.

DIVERSIFIED AND DIFFERENTIATED FUNDING PLATFORM

UNLOCKS GROWTH RELATIVE TO COMPETITORS

- Leading global and local banks and investors.
- Diversified funding platform with scale for growth.
- Issuing experience across a range of economic environments with sophisticated credit and loan performance history.

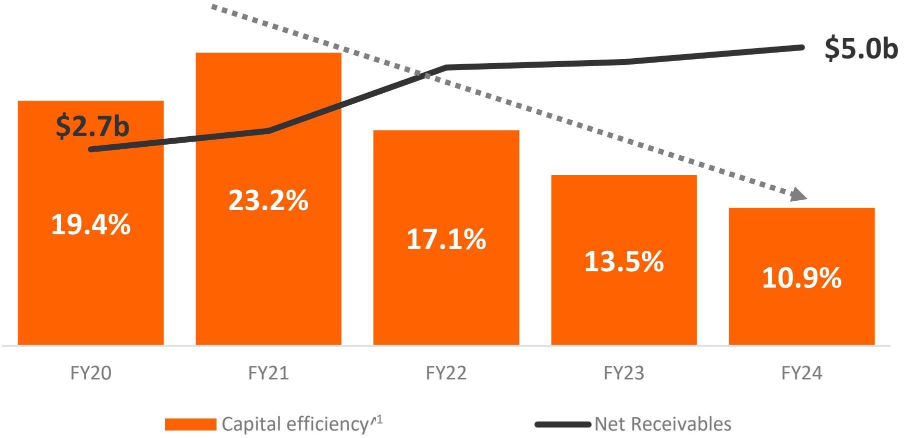
STRATEGIC OPPORTUNITY AS PRIVATE CREDIT EXPANDS GLOBALLY



SOURCE: Preqin.

New funding platform provides exposure to growing segment of credit market.

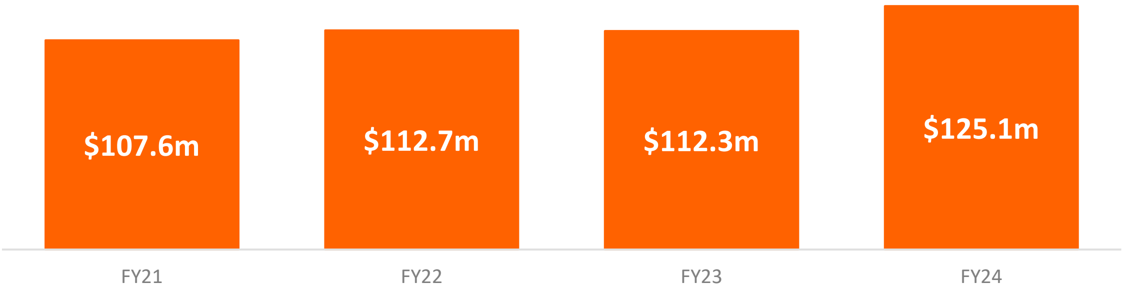
IMPROVED CAPITAL EFFICIENCY TO FUND GROWTH



$200m capital released to fund $2.3b in asset growth

$12.8M INCREASE IN UNRESTRICTED CASH BALANCE

Increase in unrestricted cash which incorporated a $15.2m paydown in the corporate 'growth' facility and $16.0m used to purchase shares on issue via market buy-back and share plan.



1. Capital efficiency is calculated as statutory equity/tangible assets.

HUMM STRATEGY UPDATE

Our vision is to empower our customers and channel partners to achieve their goals sooner and support businesses as they grow. We find ways to say yes quickly.

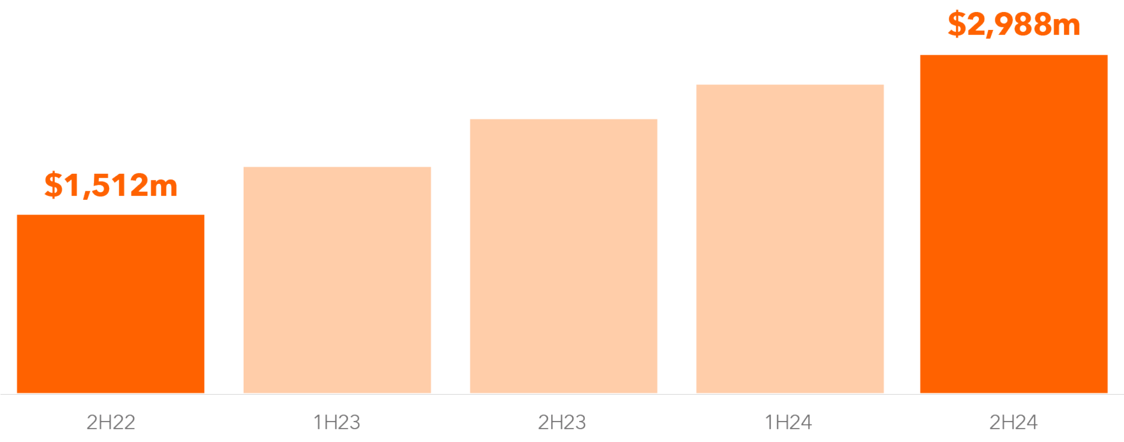
Unified strategy and purpose

Simplifying operations

Modernising technology

FY25+ GROWTH DRIVERS

COMMERCIAL
FLEXICOMMERCIAL CLOSING RECEIVABLES

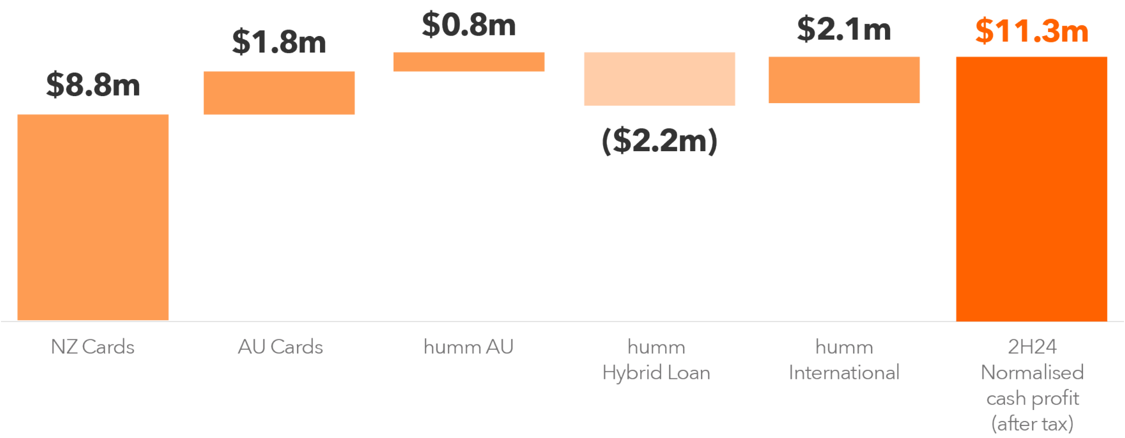


Continued volume and receivables growth from:

- Expanding offering to repeat customers with higher exposures.
- Investing in new geographies.
- Increasing focus on agriculture, medical and other sectors.
- Potential inorganic opportunities in new sectors that leverage our current strength in the broker channel.

Diversified funding platform provides capacity for future growth

CONSUMER
RETURN TO PROFIT IN CONSUMER BUSINESS IN 2H24



Repositioning the consumer business for growth via:

- Launch of regulated hybrid loan product in humm AU in 1H25, delivering a tailored offering to new and existing merchants.
- Enhance Q brand to leverage further opportunities in New Zealand market and improve customer value proposition.
- Profitable growth in international businesses.

Investment in technology and platforms to deliver better customer and merchant experiences

Q1FY25 UPDATE

flexi**commerical** continues to grow market share in a constrained market as it looks to grow its bank grade flexipremium portfolio

Commercial losses and arrears performing in line with expectation

Along with all industry players we are seeing small pockets of financial stress in Victoria

Successful sale of $500m receivables to MA Financial – expected impact of $2-3m post tax in 2H25 as capital redeployed via ROE accretive actions

Continued investment in our Consumer platforms to improve the customer and merchant experience along with cost driving efficiency in our operations

Offshore operations provide opportunities for growth.

Ireland business continues to deliver strong returns in this period

Canada behind expectations but closely monitored to ensure success

03

ITEMS OF BUSINESS

01 | Consideration of Reports

02 | Election of Director, Mr Andrew Darbyshire

03 | Adoption of 2024 Remuneration Report

ITEM 1.

Consideration of Reports

To receive and consider the Company’s Financial Report, Directors’ Report and the Independent Auditor’s Report for the year ended 30 June 2024.

ITEM 2.

Election of Director, Mr Andrew Darbyshire

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

> That, Mr Andrew Darbyshire, who was appointed as a Director of the Company on 21 October 2024, and being eligible, offers himself for election.

ITEM 2.

Election of Director, Mr Andrew Darbyshire

Proxy numbers

For	256,425,593	99.72%
Against	328,973	0.13%
Open	395,869	0.15%
Abstain	43,994	-

ITEM 3.

Adoption of Remuneration Report

To consider and, if thought fit, to pass the following non-binding resolution of the Company:

> That, for the purposes of section 250R(2) of the *Corporations Act 2001* (Cth), the Company's Remuneration Report for the financial year ended 30 June 2024, as set out in the Annual Report, be adopted.

ITEM 3.

Adoption of Remuneration Report

Proxy numbers

For	120,589,822	95.77%
Against	408,369	0.32%
Open	4,925,532	3.91%
Abstain	313,706	-

THANK YOU