



22 October 2026

ASX ANNOUNCEMENT

Rapid Acceleration in New Intermediary Channel Reaffirmed FY27 Guidance of \$16m+ Cash NPAT

Harmony Corp Limited (ASX: HMY) ("Harmony" or the "Company") is pleased to provide an update on its performance for the 3 months ended 30 September 2026 ("1Q27"), and to reaffirm its market guidance for the current financial year ("FY27").

FY27 Cash NPAT guidance of \$16m+ reaffirmed

With continued loan book growth, stable credit performance, further operating leverage gains from Harmony's highly automated Stellare® platform, and rapid growth in its new intermediary channel, Harmony reaffirms its FY27 Cash NPAT guidance of \$16m+, representing growth of at least 18% on FY26 Cash NPAT.

	FY26 Actual	FY27 Guidance	Growth
Cash NPAT	\$13.5m	\$16m+	18%+

1Q27 Highlights vs prior comparative period ("pcp"), being the 3 months ended 30 September 2025 ("1Q26"):

- **Australian intermediary channel launched in August** and growing rapidly with **\$7.0m originated in less than two months**. A second Australian partner joined in September, taking Harmony to four **partners now live** across Australia and New Zealand, with more to join through 2Q27.
- **Group loan originations increased to \$122m**, with September 2026 Harmony's **highest ever month of originations** in local currency.
- The group **loan book grew 9% to \$912m**, with the **Australian loan book growing 14% to \$573m** and the **New Zealand loan book growing 11% to NZ\$418m** in local currency. Australian loans now represent 63% of the total loan book.
- **Net interest margin ("NIM") steady at 10.3%**.
- **Credit losses remain stable at 3.8%**, while **90+ day arrears improved to 0.64%** from 0.77%.
- **Risk-adjusted income margin stable at 6.5%**, reflecting steady NIM and credit losses.
- **Cost to income ratio improved to 18%** from 19%, with Stellare®'s high levels of automation continuing to deliver operating leverage as the loan book scales.
- Total **warehouse credit capacity of over \$1b in local currency**, supporting continued growth across both the direct and intermediary channels.



Financial Highlights	1Q27	1Q26 (pcp)	Change (pcp)
Originations (\$m)	122	118	+4%
Loan Book (\$m)	912	833	+9%
<i>Australian Loan Book (\$m)</i>	<i>573</i>	<i>502</i>	<i>+14%</i>
<i>New Zealand Loan Book (NZ\$m)</i>	<i>418</i>	<i>378</i>	<i>+11%</i>
Net Interest Margin (%)	10.3	10.3	Stable
Credit Losses (%)	3.8	3.8	Stable
Risk Adjusted Income (%)	6.5	6.5	Stable
90+ Day Arrears (%)	0.64	0.77	13bps improvement
Cost to Income Ratio (%)	18	19	100bps improvement

Commenting on the 1Q27 results, Harmony's CEO & Managing Director David Stevens said:

"Harmony has started FY27 with strong momentum, and we are pleased to reaffirm our FY27 Cash NPAT guidance of \$16 million plus.

The standout of the quarter has been the acceleration of our new intermediary channel. Our first two Australian intermediary partners originated \$7.0 million of loans in less than two months. We now have four partners live across Australia and New Zealand, with more set to join through 2Q27.

What our partners value most is speed and certainty. These are in Stellare®'s DNA from serving direct online applications. It assesses, approves and funds loans within minutes, turning the borrower into a cash buyer, and our partners are seeing the difference. As Julian Fayad, Founder and CEO of LoanOptions.ai, put it: 'Cleared funds in 25 minutes from when the client first picked up the phone call.'

This channel adds only marginal overheads, because it runs on the same Stellare® platform, the same credit models, and the same automation as our direct business. We have onboarded partners at a deliberate pace to get that experience right, and with a pipeline of further intermediaries and an Australian car lending market of around \$20 billion a year¹, we see significant room for this channel to grow.

Group originations increased to \$122 million, with September our highest ever month of originations in local currency, driving group loan book growth of 9% to \$912 million. Our Australian loan book grew 14% and our New Zealand loan book grew 11% in local currency.

Our core credit and margin metrics remain robust. Net interest margin was steady at 10.3%, credit losses were stable at 3.8% and 90+ day arrears improved to 0.64%, delivering a risk-adjusted income margin of 6.5%.

¹Source: Australian Bureau of Statistics, Lending Indicators, June quarter 2026, Table 27, new household loan commitments for the purchase of road vehicles, excluding refinancing.



Harmony's high levels of automation continue to decouple our cost base from our growth, with our cost to income ratio improving 100 basis points to 18%.

With over \$1 billion of warehouse capacity, Harmony remains well funded to continue growing its loan book and profit through FY27 and beyond."

Share buy-back continuing

The Board and management continue to see significant value in the Company's equity at current levels and believe it remains in the best interests of all shareholders for the Company to continue buying back its own shares. The on-market buy-back continues in line with the extension announced on 22 April 2026 and will end no later than 29 April 2027. As at 21 October Harmony has repurchased 1,861,229 shares since commencing the share buy-back in May 2025.

The buy-back is conducted in the ordinary course of trading by Harmony's broker, Ord Minnett Limited, subject to share price, trading volumes, market conditions and other factors. Harmony does not guarantee that it will acquire any further shares, and reserves the right to modify, suspend or terminate the buy-back at any time.

Investor presentation

CEO and Managing Director, David Stevens, and CFO, Simon Ward, will host an online investor presentation, including a Q&A session on **Thursday 22 October at 9:00am AEDT / 11:00am NZDT**.

Please register at https://zoom.us/webinar/register/WN_B37C7MljRwaf0sdMYfRASg before the start of the presentation. You will then receive a confirmation email explaining how to join.

Materials from the presentation will be released to the ASX market announcement platform.

Figures in this announcement are unaudited. This announcement contains forward-looking statements. Forward-looking statements involve known and unknown risks, uncertainties and assumptions, many of them beyond Harmony's control, and actual results may differ materially. Readers should not place undue reliance on them. They speak only as at the date of this announcement.

This release was authorised by the Board of Harmony Corp Limited.

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INVESTOR HUB

Harmony's Investor Hub is a platform for investors to learn about Harmony and engage with its leadership. It has our ASX announcements, plus additional content like videos, interviews, research reports, and webinars. Existing shareholders can also link their shareholdings.

Create an account at investorhub.harmony.com.au/auth/signup or scan the QR code in the header.

Submit questions about this announcement at <https://investorhub.harmony.com.au/link/yz8R2r>.

INVESTOR RELATIONS

For corporate queries, please contact Michael Pegum of Ethicus Advisory Partners via: investors@harmony.com.au.

ABOUT HARMONEY

Harmony provides consumers across Australia and New Zealand with personal loans that are fast, easy, and competitively priced (using risk-adjusted interest rates), and that can be accessed 100% online. Harmony's purpose is to help people achieve their goals through financial products that are fair, friendly, and simple to use.

Harmony's proprietary digital lending platform, Stellare[®], is the power behind the platform. Stellare[®] can process, approve and fund loan applications within minutes. Stellare[®]'s security and data controls have been independently examined and found to meet the SOC 2 Type II standard, an internationally recognised benchmark for safeguarding customer data. Stellare[®] replaces the traditional industry credit scorecard with a predictive behavioural analytics engine, using machine learning to analyse our rich, direct consumer data to deliver automated credit decisioning and superior risk-based pricing.



For further information visit harmony.com.au.

BUSINESS FUNDAMENTALS

- Harmony provides risk based priced unsecured and secured personal and vehicle loans of up to \$100,000 to consumers across Australia and New Zealand.
- Its scalable Stellare[®] proprietary technology platform underpins its automated loan approval system serving both its consumer-direct and intermediary channels.
- A large percentage of Harmony's originations come from existing customers with minimal customer acquisition cost.
- Harmony is a team of around 85 full-time employees predominantly based in Auckland, New Zealand, approximately half of whom comprise engineering, data science and product professionals.
- Harmony has a highly diversified funding panel with warehouses being provided by three of the "Big-4" banks across Australia and New Zealand. This receivables funding is drawn within securitisation warehouse trusts, secured against those trusts' assets, and is without recourse to Harmony's other assets. Harmony's only recourse borrowing is a \$15m corporate debt facility. Harmony issued its first asset backed securitisation in 2021, followed up with a \$200m New Zealand asset backed securitisation in August 2023, both being publicly rated by Moody's.