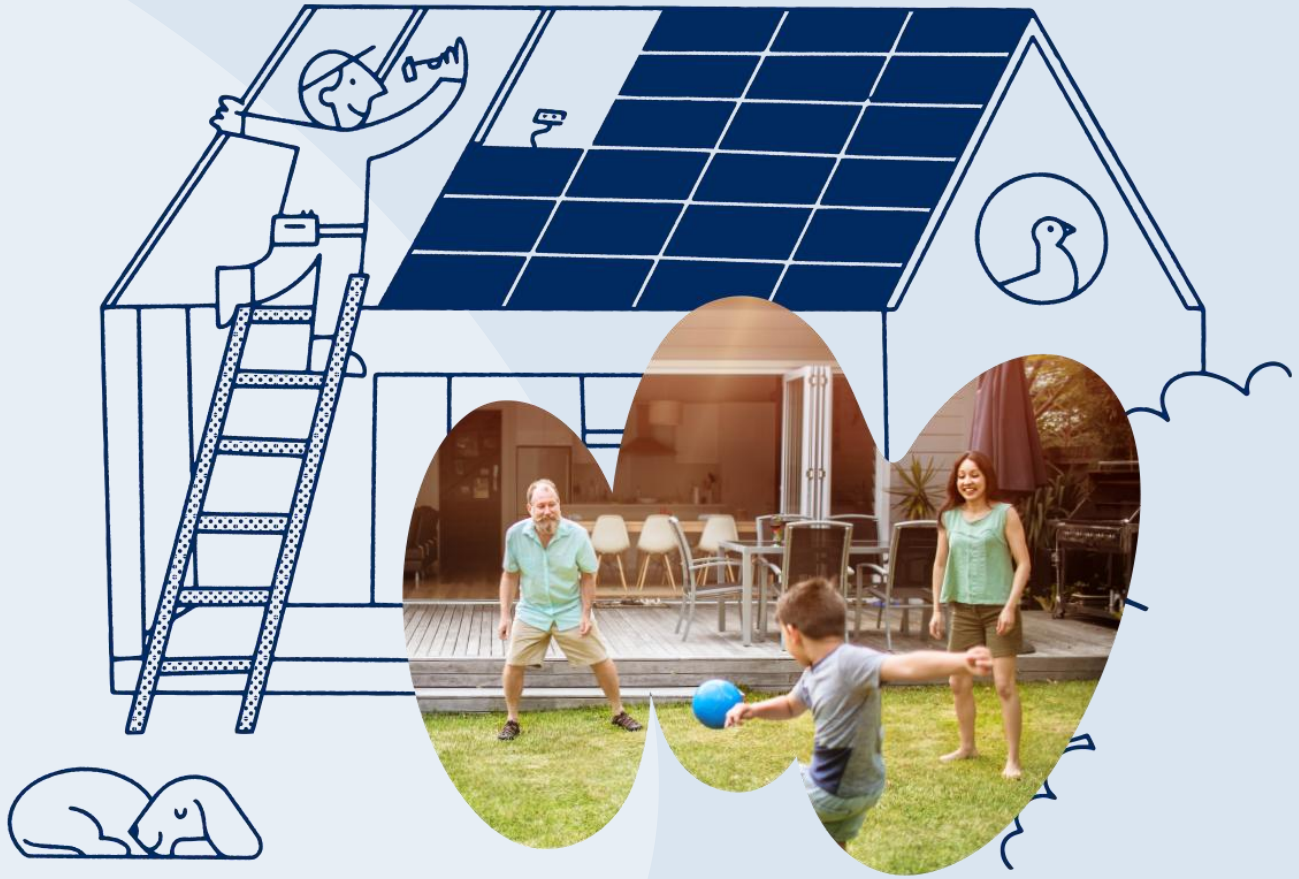
ASX RELEASE
Plenti Group Limited (ASX:PLT)
Authorised for release by the Board of Plenti Group Limited

For more information please contact:
Adam Bennett, CEO, shareholders@plenti.com.au
Selena Verth, CFO, shareholders@plenti.com.au

1H27 Results Presentation

Half-year to 30 September 2026



Growing originations, strong profitability and continued momentum enabling payment of inaugural dividend

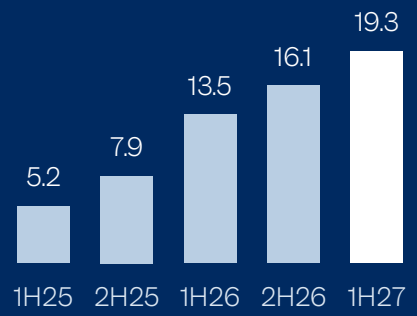
Plenti

Cash PBT

$19.3m

+43% on PCP

Statutory PBT
$16.6m
+37% on PCP



Fully franked interim dividend

1.6cps

Inaugural dividend

New dividend policy: **15–30%** of Cash NPAT, while simultaneously reinvesting to fund growth

Originations
$1.1bn
+26% on PCP

Closing loan portfolio
$3.5bn
+24% on PCP

Revenue
$174.3m
+17% on PCP

Cost-to-net margin
55.8%
down 125bps on PCP

Closing 90+ arrears
42bps
up 3bps on PCP

Record quarter
$613m
2Q27 originations, above our $600m per quarter FY27 exit objective



Plenti

1. Markets & macro
2. Performance update
3. Financial & operational results
4. Strategy
5. Outlook

Diversified across four prime lending markets, with significant opportunity to grow

Plenti

Annual originations by market, Plenti's share and 1H27 growth

Commercial Lending

$42bn

annual market originations[1]



1.1% Plenti share

$469m Plenti LTM originations

+45% originations on PCP

Consumer Automotive

$19bn

annual market originations[2]



3.3% Plenti share

$623m Plenti LTM originations

+6% originations on PCP

Personal Lending

$19bn

annual market originations[2]



3.5% Plenti share

$676m Plenti LTM originations

+13% originations on PCP

Renewable Energy

$1.1bn

annual market originations[3]



~31% Plenti share

$337m Plenti LTM originations

+92% originations on PCP

Diversification

Flexibility to grow profitably through the cycle, balancing growth across markets, with cross-sell upside

Significant opportunity for growth

An extra ~1.3% share of the four verticals would add ~$1bn of annual originations

1. ABS Lending Indicators Tables 28, 30 and 32: small and medium business fixed term loans and finance leases for plant and equipment (incl. vehicles)
2. ABS Lending Indicators Table 27, personal fixed term loans, LTM to March 2026 (automotive: purchase of road vehicles; personal: excluding refinancing and purchase of road vehicles)
3. Based on reported originations of key market participants and management estimates
4. AEMO 2026 Integrated System Plan, Appendix A9 (s. A9.3.1), Step Change: NEM residential and commercial battery capacity (excl. WA and NT) from 12 GWh (April 2026) to 33 GWh (2030). Installed capacity, not a lending market forecast

Plenti hedges interest rate risk at origination and generates consistent NIM through volatile interest rate cycles

Stable NIM through the cycle

Achieved by

Fixed-rate lending

Borrowers pay a fixed rate for the full term, so yield is locked in the day each loan is written

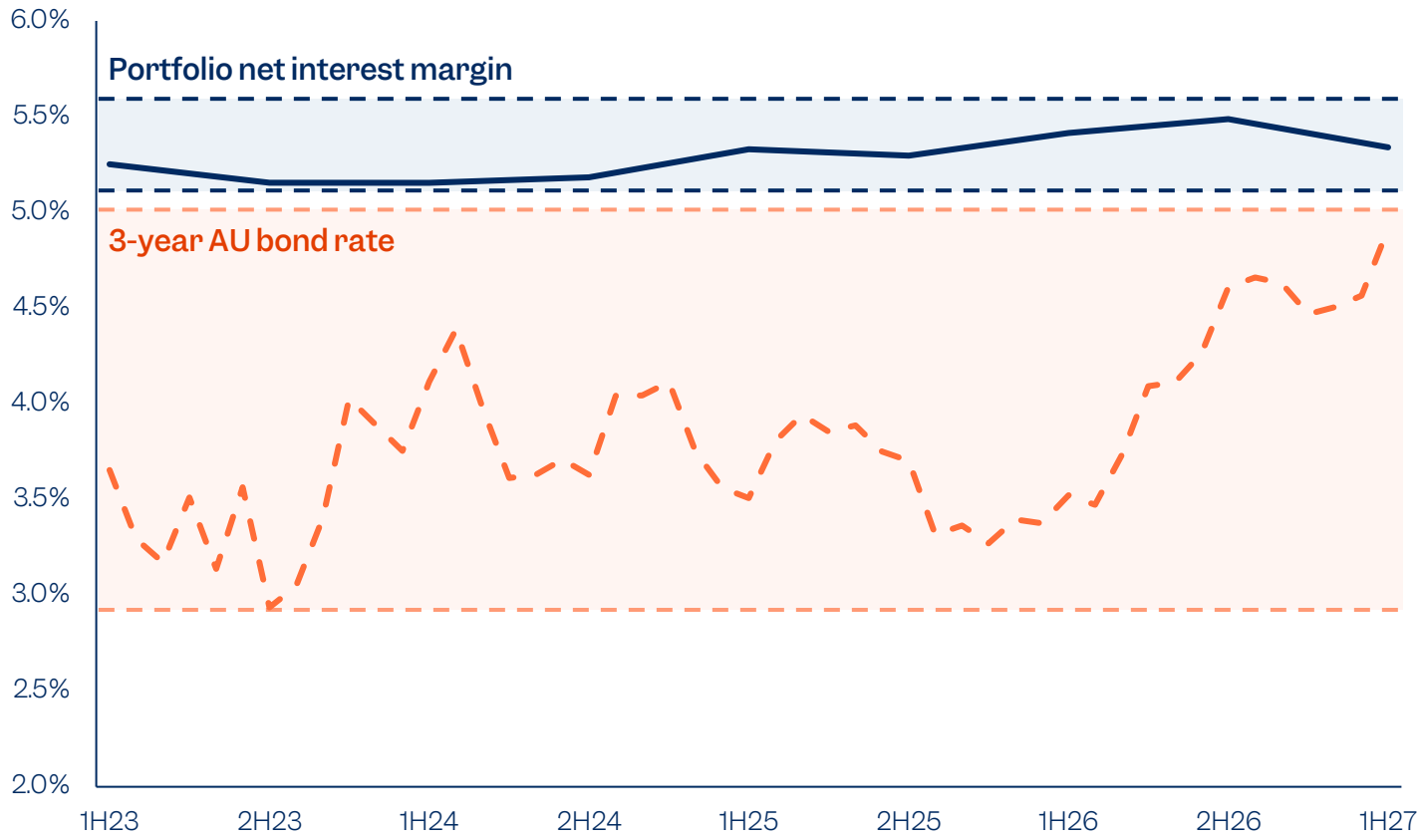
Floating-rate funding

Warehouse and ABS investors earn a margin over BBSW, which moves with market rates

Hedged at origination

Interest rate swaps lock in the funding cost as each loan is written, protecting margin through the rate cycle

Portfolio net interest margin vs 3yr bond rate (as a proxy for the 3 year swap rate)





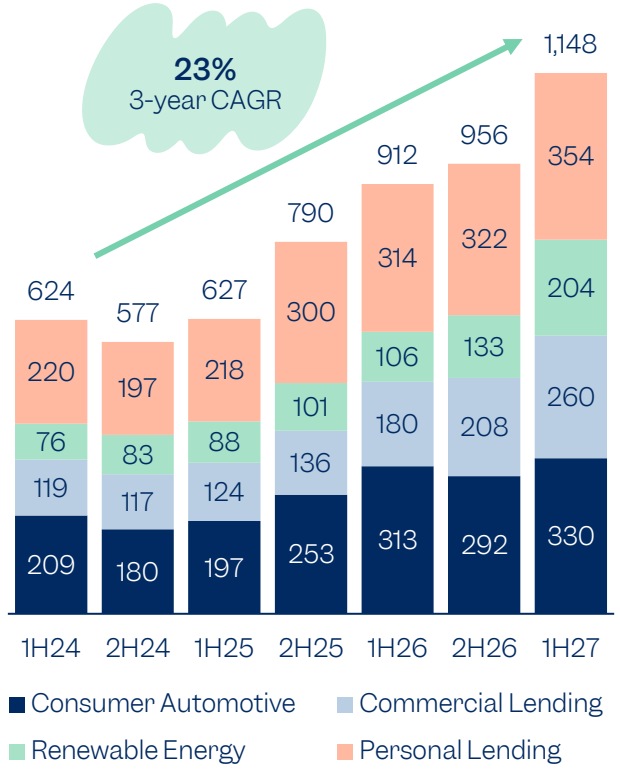
Plenti

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Plenti continued its momentum of sustainable growth, with originations up 26% while delivering $19.3m in Cash PBT

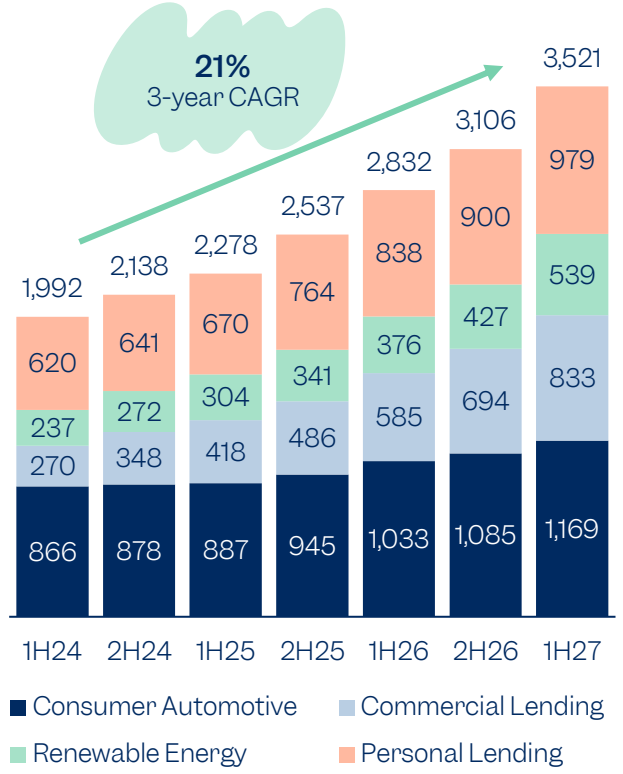
Continued momentum in originations, a $1.1bn+ half

Originations ($m)



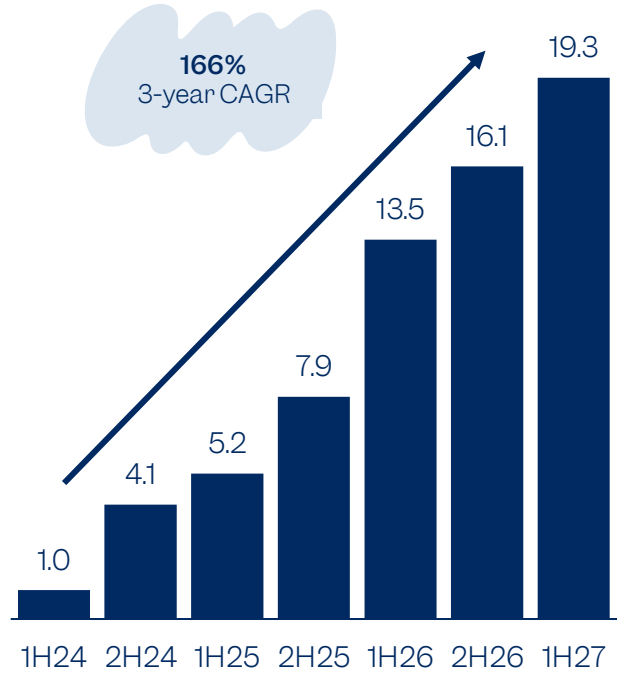
Loan portfolio grew to ~$3.5bn, with Horizon 2 delivering growth

Closing loan portfolio ($m)



... which drove meaningful Cash PBT growth, up 43% on PCP

Cash PBT ($m)



Consumer Automotive continues to grow, supported by diversified distribution across brokers, OEM and NAB

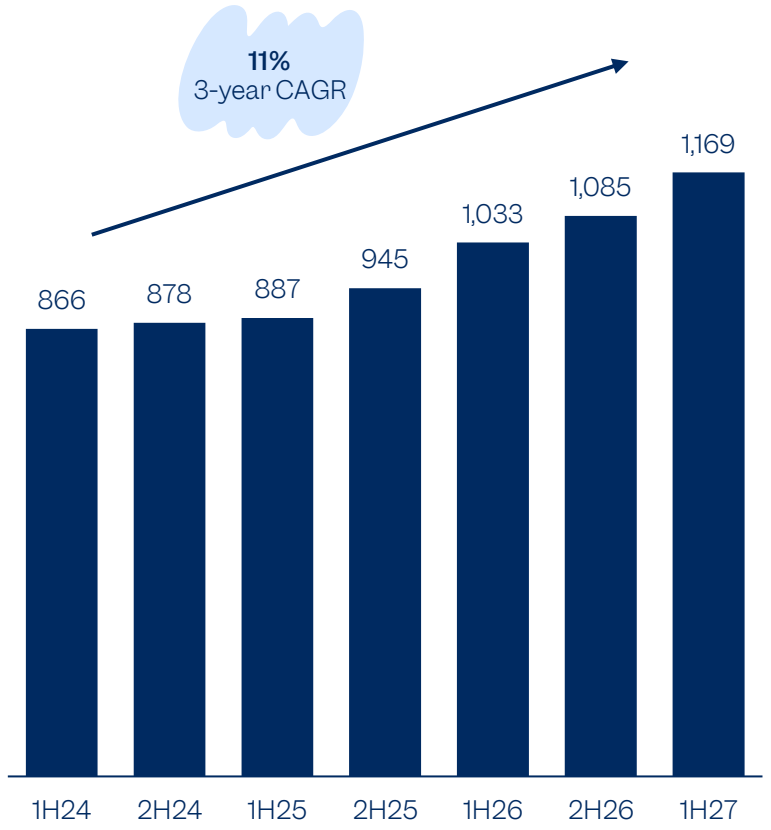
Plenti

Closing loan portfolio
$1,169m
↑ +13% on PCP

Consumer Automotive originations
$330m
↑ +6% on PCP

>80k
Vehicles funded to date
↑ +24% on PCP

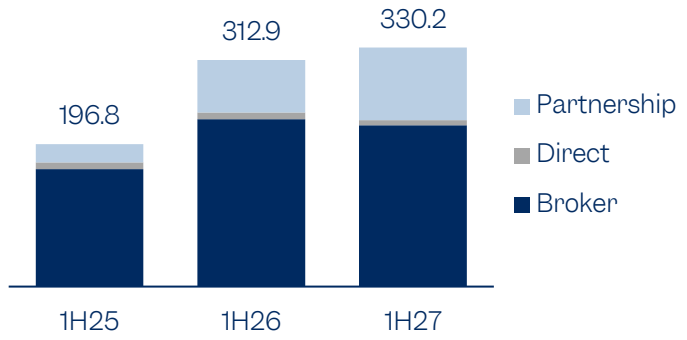
Consumer Automotive loan portfolio ($m)



Highlights

- Originations up 6% on PCP. EVs were 11% of 1H27 originations
- Partnerships loan portfolio up 70% on PCP led by NAB and Tesla
- AI-enabled document verification increased straight-through processing rates for broker auto loans, improving speed to settlement
- Average loan amount of $40.1k, up 1% on PCP, and ~68 months average term stable on PCP

Originations ($m) by distribution channel



The refreshed Commercial Lending strategy delivered $80m in incremental originations in 1H27

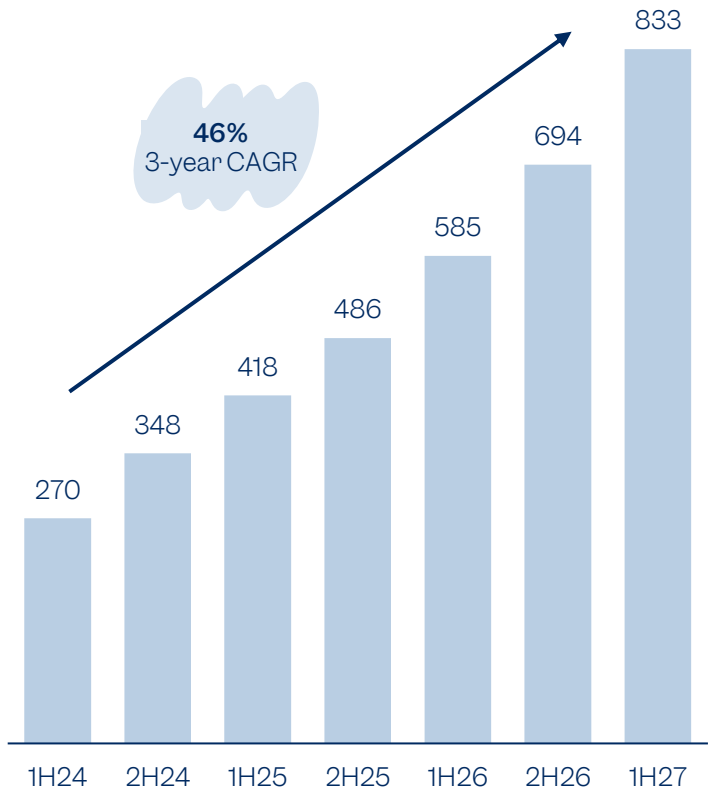
Plenti

Closing loan portfolio
$833m
↑ +42% on PCP

Commercial Lending originations
$260m
↑ +45% on PCP

>25k
Vehicles funded to date
↑ +47% on PCP

Commercial Lending loan portfolio ($m)



Highlights

- Strong growth in originations up 45% on PCP and loan portfolio up 42% on PCP
- Dual product range: Plenti Flex (flexible early repayment) and the new Plenti Advantage (sharper fixed rate), launched in 1H27
- New customer application journey rolled out supporting improved conversion
- Expanded broker portal functionality, helping build stronger client relationships while improving servicing efficiency
- Average loan amount of $57.9k, up 12% on PCP, and ~60 months average term stable on PCP

+30%
Growth in active brokers on PCP

Renewable Energy growth was driven by strong battery demand and growing contribution from government programs

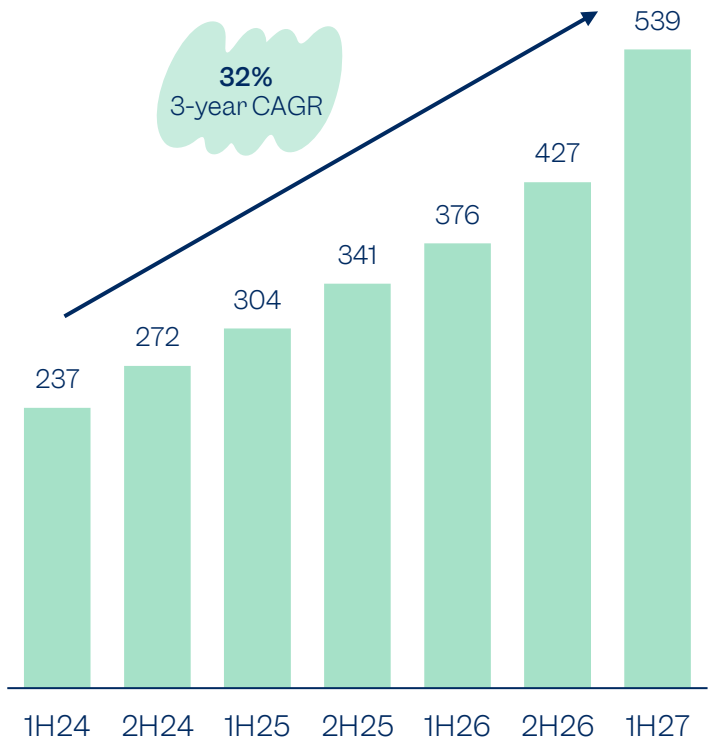
Plenti

Closing loan portfolio
$539m
↑ +44% on PCP

Renewable Energy originations
$204m
↑ +92% on PCP

96%
Installations funded with batteries
↑ Up from 69% in the PCP

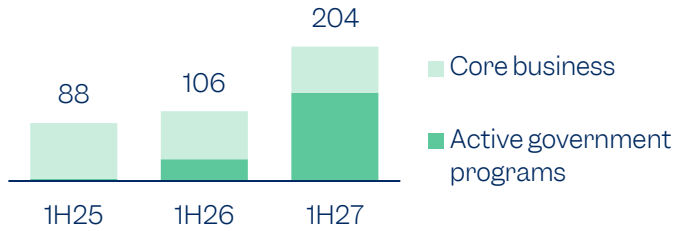
Renewable Energy loan portfolio ($m)



Highlights

- Record half with originations up 92% on PCP, with 2Q27 originations $117m and over 9,300 loans funded
- Government programs scaling on the Plenti platform: with over 11,300 WA battery rebates processed in 2Q27 and NSW Home Energy Saver Program live since June
- Expanding renewables offering:
  - NAB referral launched
  - Air conditioning finance in pilot
- Average loan amount of $12.5k, down 4% on PCP, and ~89 months average term, up 32% on PCP

Originations ($m) by distribution channel



Personal Lending growth driven by both broker and direct and further technology enhancements

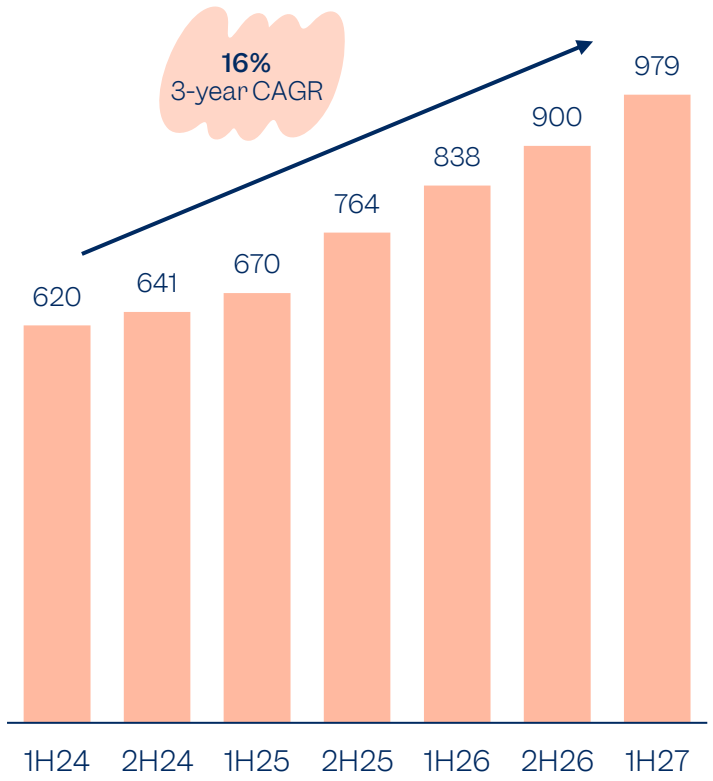
Plenti

Closing loan portfolio
$979m
↑ +17% on PCP

Personal Lending originations
$354m
↑ +13% on PCP

26%
Straight-through processing rate
↑ Up from 22% in the PCP

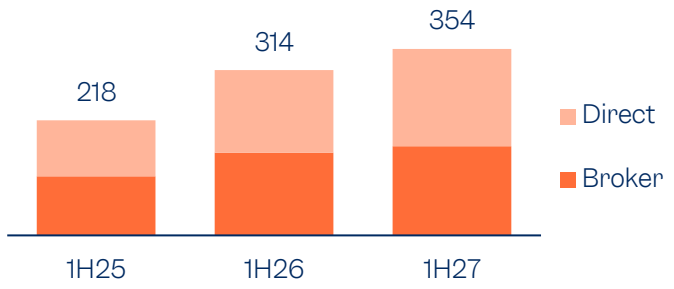
Personal Lending loan portfolio ($m)



Highlights

- Strong growth in originations up 13% on PCP, broker up 8% and direct up 18%, record 2Q27 originations of $186m
- Continued investment in credit engine, with improved biometric ID checks, AI-assisted income verification improving straight-through processing
- Average loan amount of $23.8k, up 6% on PCP, and ~68 months average term, stable on PCP

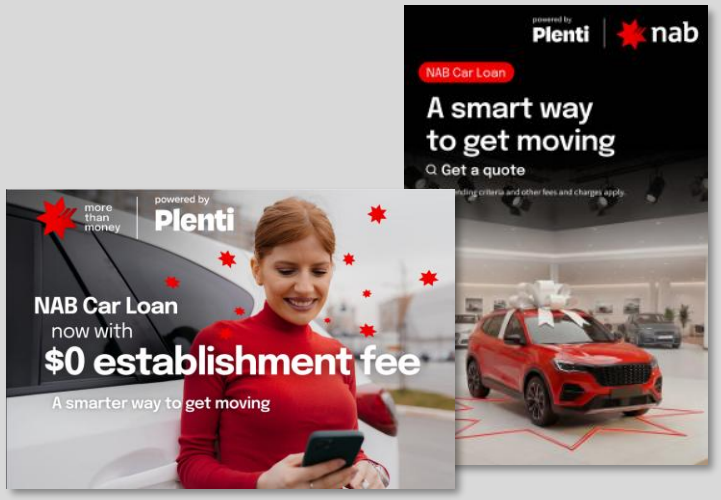
Originations ($m) by distribution channel



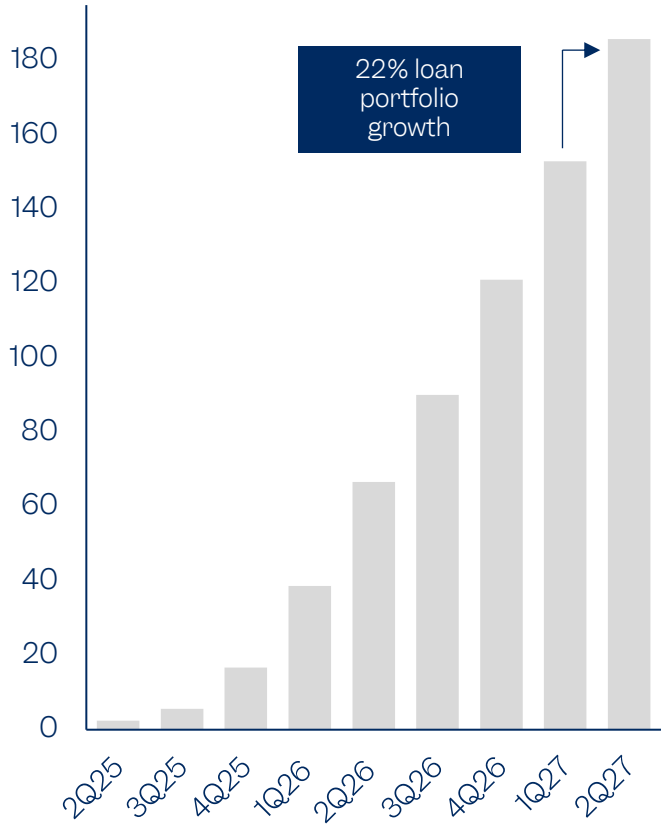
“NAB powered by Plenti” car loan momentum supported by renewed investment in growth activities in 1H27

Marketing and distribution activity further expanded across 1H27

- Above-the-line EOFY campaign delivered over 2 million customer points of engagement, driving record origination volume
- New capabilities launched to support car loan quotes through NAB banker assisted channels in branches and contact centres
- Automated conditional approval experience introduced to targeted customer segments

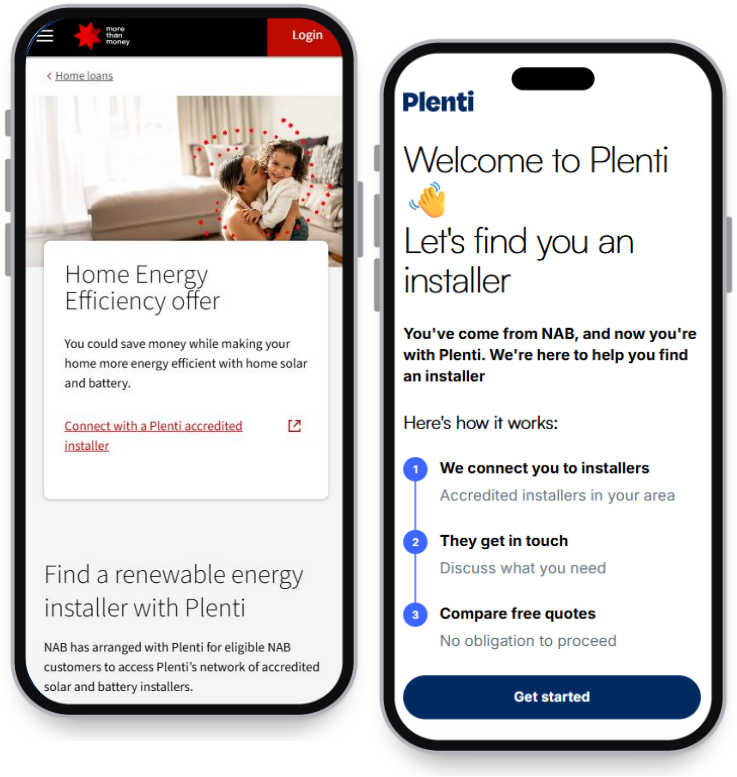


NPBP loan portfolio ($m)



Sep-26 launched renewable referral program

- Assisting NAB mortgage customers to purchase and finance renewable energy systems from Plenti’s accredited installer base



Use of AI is delivering better customer experiences and improved productivity

Plenti

	Engineering	Operations	Across the business
Today	**83%** **increase in output per engineer[1] over 1H27** Over 90% of code is now written by AI agents with human oversight	**24%** **increase in applications per underwriter on prior half** AI enabled document verification, triage and customer follow-up	**85%** **of staff using AI in their work** Secure AI for every employee, connected to the systems they work in
Benefits	• Increased change capacity • Reduced cost • Greater speed of change	• Faster decision times • Improved economies of scale	• FTE growth of 11% versus loan portfolio growth of 24%, delivering ~$5m of productivity.

With a proprietary platform and strong engineering capabilities, Plenti is exceptionally well positioned to capture the benefits of AI, while managing AI risk and associated costs

1. Complexity-adjusted pull requests merged per engineer per month in 1H27



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Our growing loan portfolio, prime credit and cost leverage increased Cash PBT by 43% to $19.3m

	1H26	1H27	*% change*
Volume ($m)			
Loan originations	912.4	1,148.1	*26%*
Closing loan portfolio	2,831.8	3,520.5	*24%*
Financial metrics ($m)			
Total revenue	149.5	174.3	*17%*
Transaction costs	(12.8)	(15.1)	*18%*
Loan funding costs	(75.2)	(86.2)	*15%*
Net margin	**61.5**	**73.0**	*19%*
Realised loan losses	(12.4)	(12.9)	*4%*
Operating costs	(35.1)	(40.8)	*16%*
Cash PBT[1]	**13.5**	**19.3**	*43%*
Cash NPAT	12.2	13.4	*10%*
Statutory NPAT	10.5	11.6	*10%*
Financial ratios			
Net interest margin	5.4%	5.3%	*(7)bps*
Net credit losses (%)	0.94%	0.96%[2]	*2bps*
Cost-to-net margin	57.1%	55.8%	*(125)bps*

Commentary

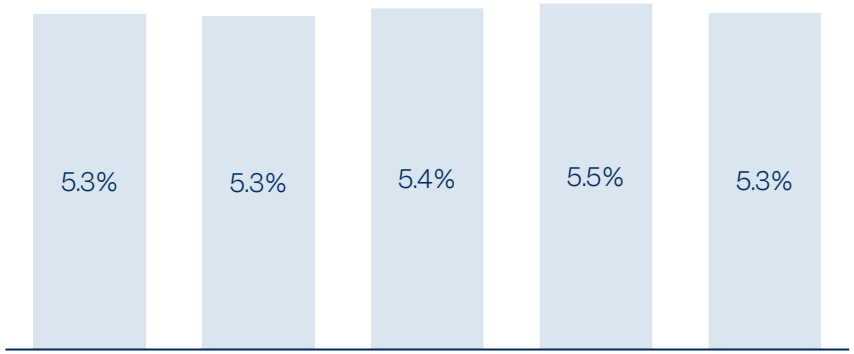
- Continued momentum with revenue growth of 17% driven by 23% growth in the average loan portfolio. Loan portfolio amortisation reduced to 3.7% vs 3.9% in PCP
- Net margin of $73.0m, up 19% driven by growth in the loan portfolio and partly offset by a lower NIM of 5.3% vs 5.4% in PCP
- Realised loan losses of $12.9m, a net credit loss rate of 0.83% including the benefit of the 1Q27 debt sale (0.96% excluding), which remains low and reflects our prime credit focus and portfolio Equifax score of 851
- Operating costs of $40.8m, up 16% due to investment in Sales & Marketing, up 14% and product development, up 24%. Improving cost-to-net margin of 55.8% and on track to meet the full year commitment of <55%
- Cash PBT of $19.3m, up 43% on PCP; Cash NPAT of $13.4m
- Effective tax rate in FY27 expected to be 30% as all prior year tax losses have been exhausted in FY26
- Strong balance sheet with $31.2m of corporate available cash up $2.2m on Mar-26. Excess funding capacity of $643m
- Fully franked interim dividend of 1.6cps. Providing a return to shareholders while simultaneously self-funding growth. Initiating a dividend policy with a target dividend payout ratio range of 15-30% Cash NPAT

1. Line items do not sum to Cash PBT due to items not shown separately, including share-based payments, corporate funding costs and lease depreciation
2. Net credit losses in 1H27 benefited from a debt sale completed in 1Q27; including this, losses were 0.83%

1H27 NIM impacted by portfolio mix and volatile swap costs, recovering in October following proactive repricing

Plenti

Net interest margin (%)



	1H25 Portfolio	2H25 Portfolio	1H26 Portfolio	2H26 Portfolio	1H27 Portfolio
Effective yield	11.1%	11.1%	11.1%	11.0%	10.9%
Funding costs (%)	5.7%	5.7%	5.6%	5.5%	5.6%
Net interest margin	**5.3%**	**5.3%**	**5.4%**	**5.5%**	**5.3%**
Transaction cost yield	1.1%	1.0%	1.0%	1.0%	1.0%

Swap rate movement FY26-1H27



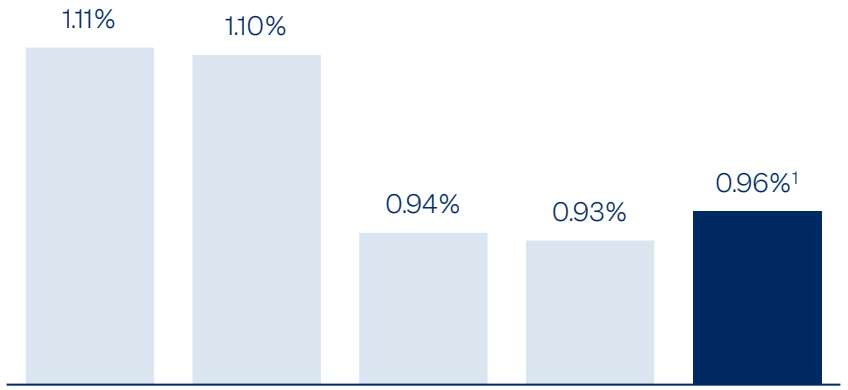
Commentary

- Portfolio NIM at 5.3%, compared with 5.4% in the PCP as strong growth in Automotive contributed to a lower portfolio effective yield
- Due to global uncertainty and expected RBA rate rises the market component of funding costs rose by ~40bps in September
- Funding cost increases were passed on to customers during September, which along with a favourable lending mix delivered a 5.9% NIM on new originations in October (post period end)

Prime credit settings delivered continued stable loss and delinquency rates for our high quality, diversified loan portfolio

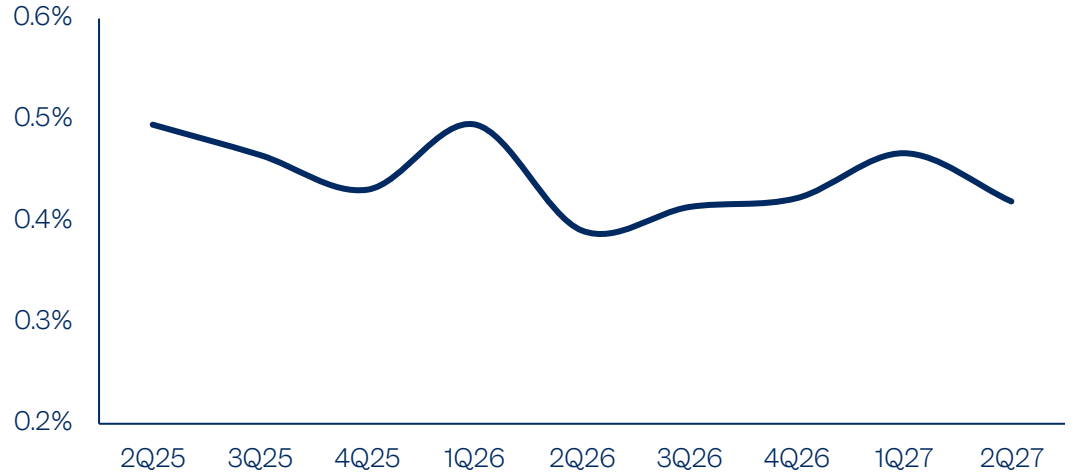
Plenti

Net credit losses[1] (%)



	1H25	2H25	1H26	2H26	1H27
30+ day arrears	1.62%	1.48%	1.32%	1.52%	1.33%
90+ day arrears	0.50%	0.43%	0.39%	0.42%	0.42%
ECL provision	45.4	49.9	49.4	57.9	58.1
ECL (%) of loan portfolio	2.00%	1.98%	1.78%	1.94%	1.76%

90+ day arrears



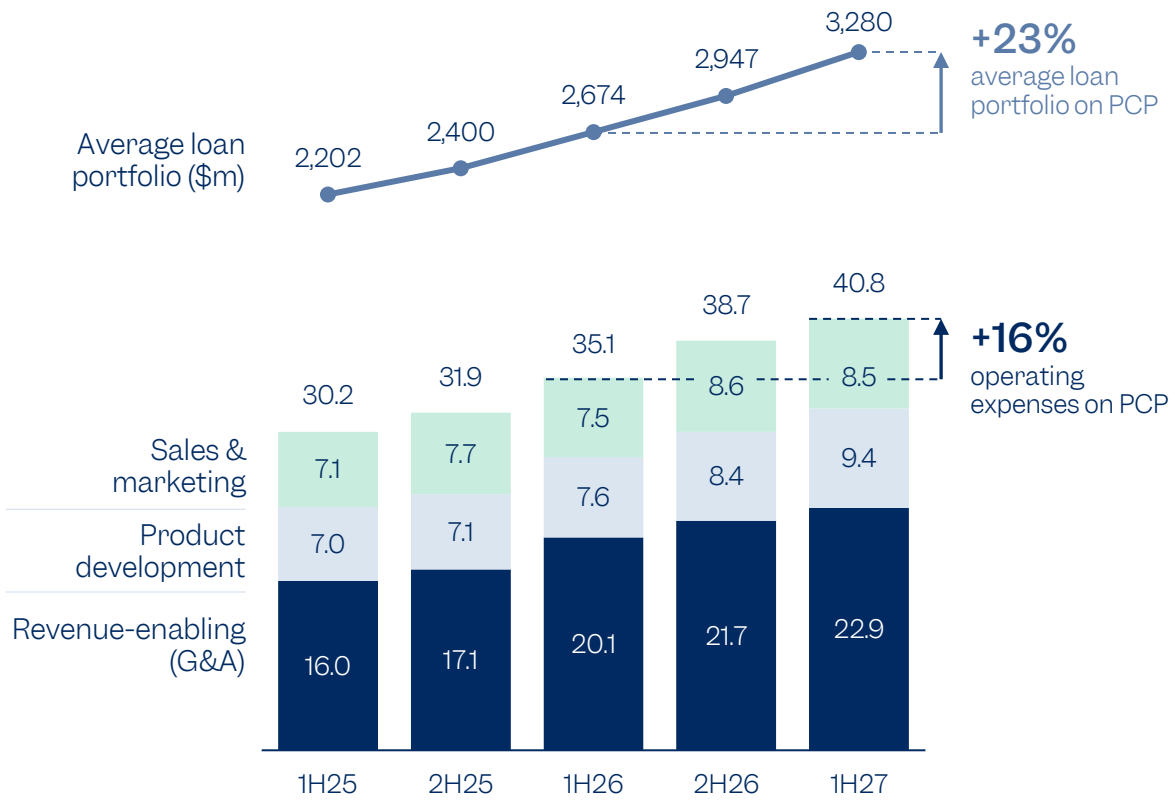
Commentary

- Stable losses – which reflect our prime loan portfolio Equifax credit score of 851
- ECL provision of $58.1m, up $8.7m on PCP. $11.3m driven by growth in loan portfolio offset by $(2.6)m reduction in provision rates
- Stable 30+ and 90+ day arrears

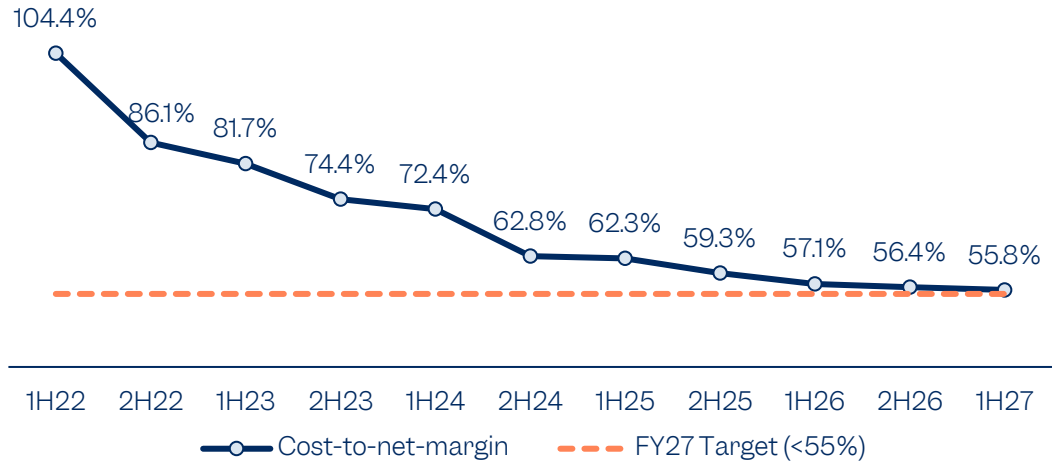
1. Net credit losses in 1H27 benefited from a debt sale completed in 1Q27; including this, losses were 0.83%

Disciplined cost management continues to deliver operating leverage as we grow and scale the business

Operating expenses and average loan portfolio ($m)



Cost-to-net margin (%)



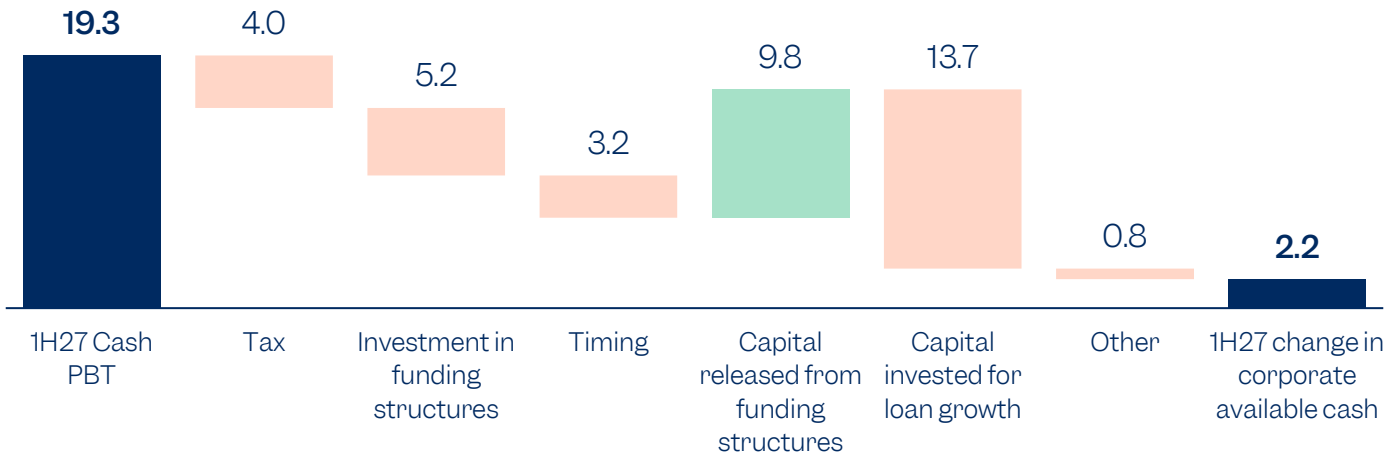
Commentary

- Net margin grew 19% on PCP against operating cost growth of 16%, continuing to open the profitability jaws
- Cost-to-net margin improved to 55.8%, as our technology platform and productivity initiatives deliver efficiency at scale
- Investment in product development continues to support Horizon 2 growth. Note all these costs are expensed not capitalised

Strong, capital light, balance sheet with warehouse capacity and free cash generation to self fund growth

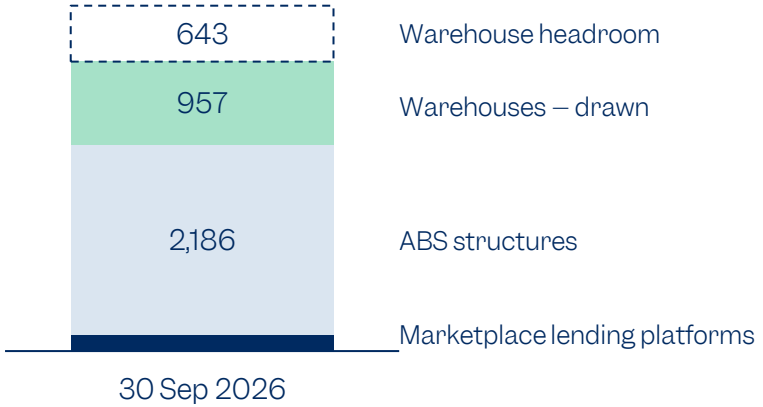
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1H27 corporate cash flow bridge ($m)



Loan portfolio funding ($m)

$3.3bn drawn funding across warehouses, ABS and marketplace



Corporate available cash[1]

$31.2m

+$10.3m in October post period end ($2.6m timing, $7.7m ABS equity release)

Net equity in funding structures[2,3]

$67.9m

1.9% of loan portfolio, up from $56.5m in Mar-26

Corporate borrowings

$20m

Corporate debt to equity gearing <20%

Undrawn warehouse headroom

$643m

Capacity to keep funding loan growth

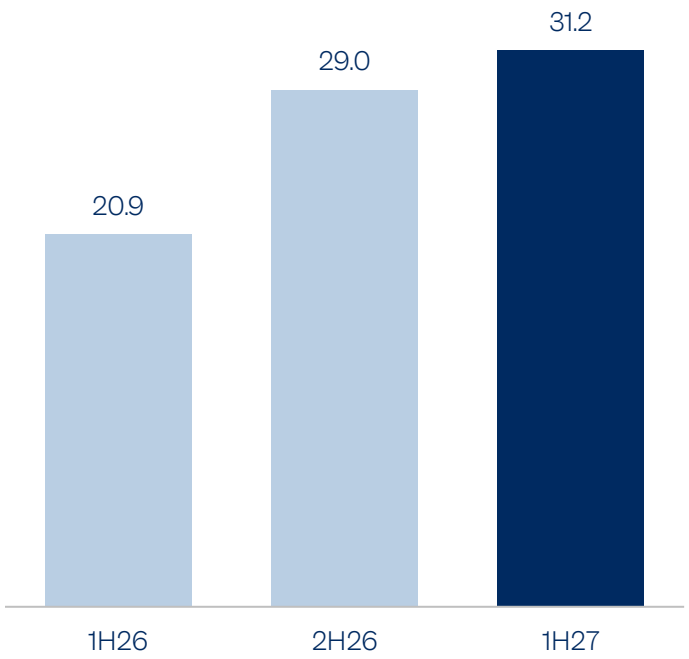
1. Corporate available cash at Sep-26: cash at bank of $62.0m less restricted cash of $30.8m, the majority of which relates to collections on loans passed through to warehouse and ABS trusts
2. Net investment in subordinated notes in warehouse and ABS structures. This value is not shown on the face of the balance sheet, as it is eliminated in the consolidated group accounts
3. Gross equity $84.3m less notes sold to market of $16.4m = $67.9m net equity. There is a further $8.9m of junior commission notes held. These all eliminate on consolidation.

Profitable cash generation funds our reinvestment in growth **AND** drives shareholder returns

Plenti

Generating cash

Corporate available cash ($m)



Reinvesting in growth

Fund loan portfolio growth
Equity in warehouse and ABS structures, at a reducing share of the loan portfolio

Invest in our platform
Technology, AI and Horizon 2 growth initiatives

Strengthen our balance sheet
Corporate debt of $20m, with a positive net cash position

Shareholder returns

15–30%
of Cash NPAT – new dividend policy

1.6cps
Inaugural fully franked interim dividend

Active on market share purchase program to assist in funding employee programs [1]

1. 911,278 shares purchased in 1H27



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Having executed Horizon 1 successfully, we are now "Growing by also doing new things" in Horizon 2

(Ongoing growth)

(Leverage optionality)

Horizon 2

Grow by also doing new things

Disciplined expansion

Maintain and grow our existing verticals whilst selectively expanding into adjacent opportunities, leveraging our technology, distribution, funding and credit capabilities

- Commercial auto & equipment finance
- Additional strategic partnerships
- Adjacent product opportunities

Horizon 3

Grow by scaling boldly into new opportunities

Expand our thinking

Leverage the growing scale of the business and explore a greater range of options:

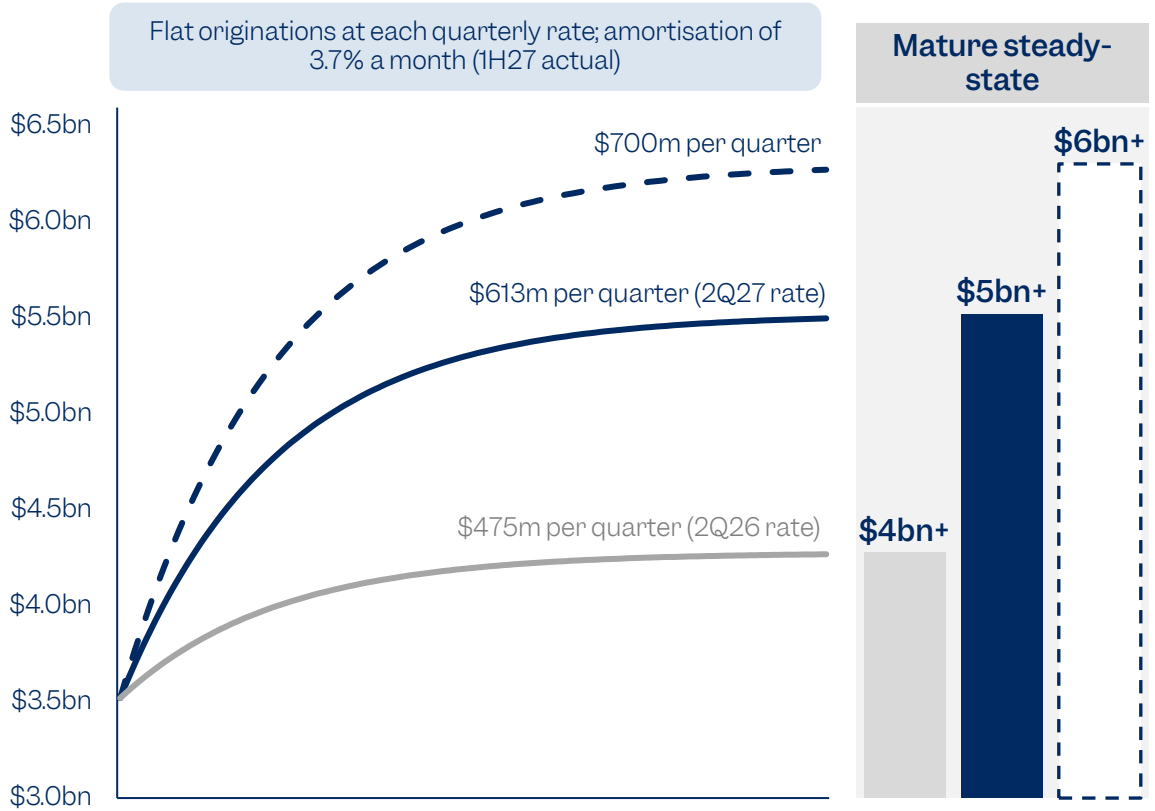
- Additional products
- Potential acquisitions

We are here

March 2028

March 2030

Illustrative portfolio growth scenarios with flat originations ($bn)[1]



1. This is a mathematical exercise only and does not factor in any changes to originations composition, net credit loss rates or amortisation rates. Illustrative scenario analysis only, not provided as a forecast .

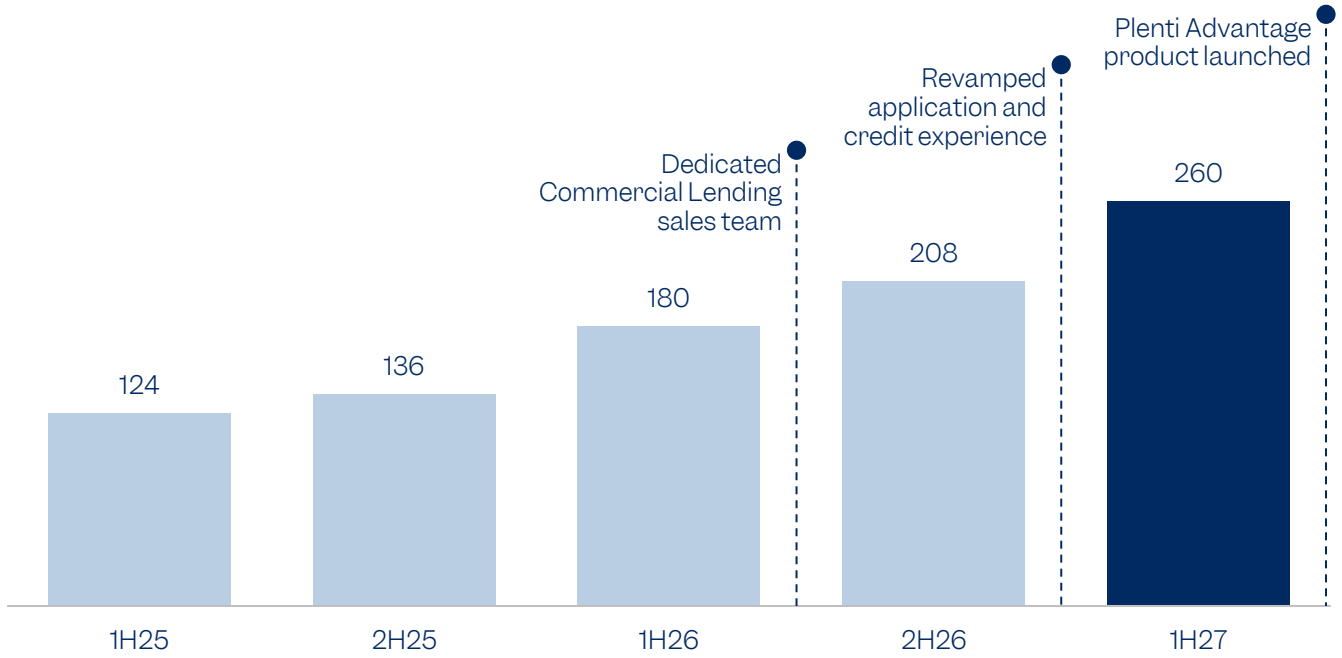
We continue to scale our core, deliver the Commercial Lending opportunity and target disciplined further expansion

1 Delivering on the Commercial Lending opportunity

+45%
Commercial Lending originations, 1H27 on PCP

$260m
Commercial Lending originations in 1H27

+30%
Growth in active brokers



2 Scaling our existing core

Consumer Automotive
Sharper credit, pricing and service

Renewables
NSW HESP delivered, installer referral with NAB

Personal Lending
More repeat lending and higher straight-through processing

Plenti digital platform
AI across the business, broader credit appetite, more self-serve

3 Disciplined further expansion

We assess new products and channels against growth in our existing businesses, and invest only where:

- ✓ Clear profit pools
- ✓ We understand the customer need
- ✓ We can build deep, long-term relationships
- ✓ Our technology, credit and execution advantages apply



Plenti

1 Markets & macro

2 Performance update

3 Financial & operational results

4 Strategy

5 Outlook

In summary, record 1H27 performance, FY27 objectives on-track and an inaugural dividend announced

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On-track to meet our FY27 objectives

Growth

Loan originations

$600m

quarter by FY27 exit

✓ Achieved in 2Q27

Profitability

Cash PBT

Meaningful

growth on FY26

✓ On-track

Efficiency

Cost-to-net margin

<55%

for FY27

✓ On-track

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Appendices

Plenti is a high-growth, profitable and cash generative digital lender with a $3.5bn+ loan portfolio

Plenti

Plenti's technology platform sets us apart and allows us to:

- Deliver outstanding customer and partner experiences
- Operate across diverse and complementary lending verticals
- Adapt to the market to deliver consistent, profitable growth
- Accelerate our loan portfolio past $3.5bn
- Generate cash to self fund and drive continued growth

Plenti has a deliberate long-term strategy to:

- Become a significant, resilient digital lender in large markets
- Use our proprietary credit engine and AI to better assess risk
- Use our technology advantage to enter new markets
- Continue our enviable track record of strong results

Vision

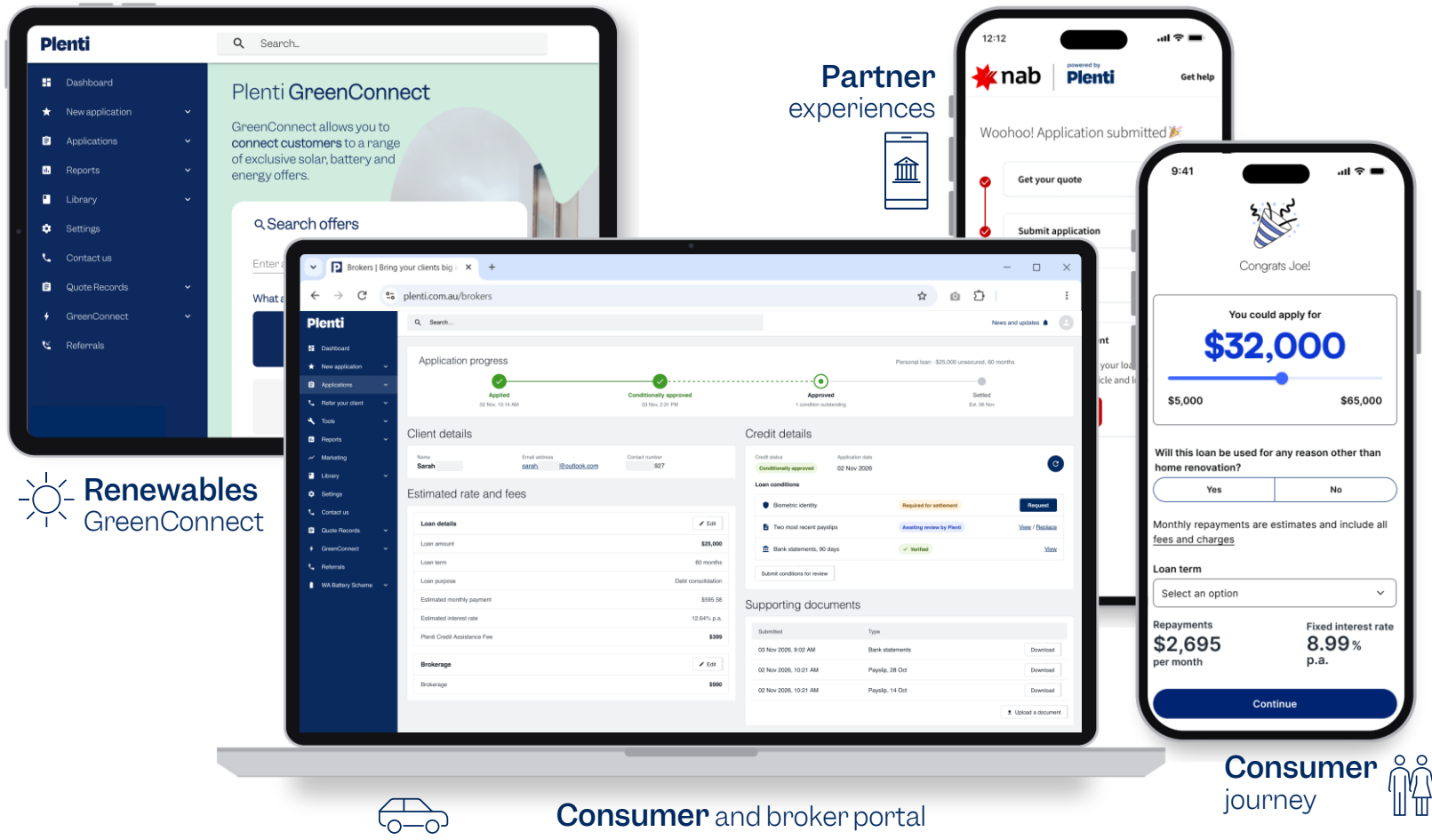
Fairer, faster loans through smart technology

Mission

To build Australia's best lender



Plenti's digital platform delivers outstanding customer experiences, with a 10+ year track record



>$9.0bn
Loan originations since 2014

>380k
Loans funded since 2014

71
Customer Net Promoter Score (Sep-26)

Our proven competitive strengths work together to deliver strong consistent performance and growth momentum

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Technology

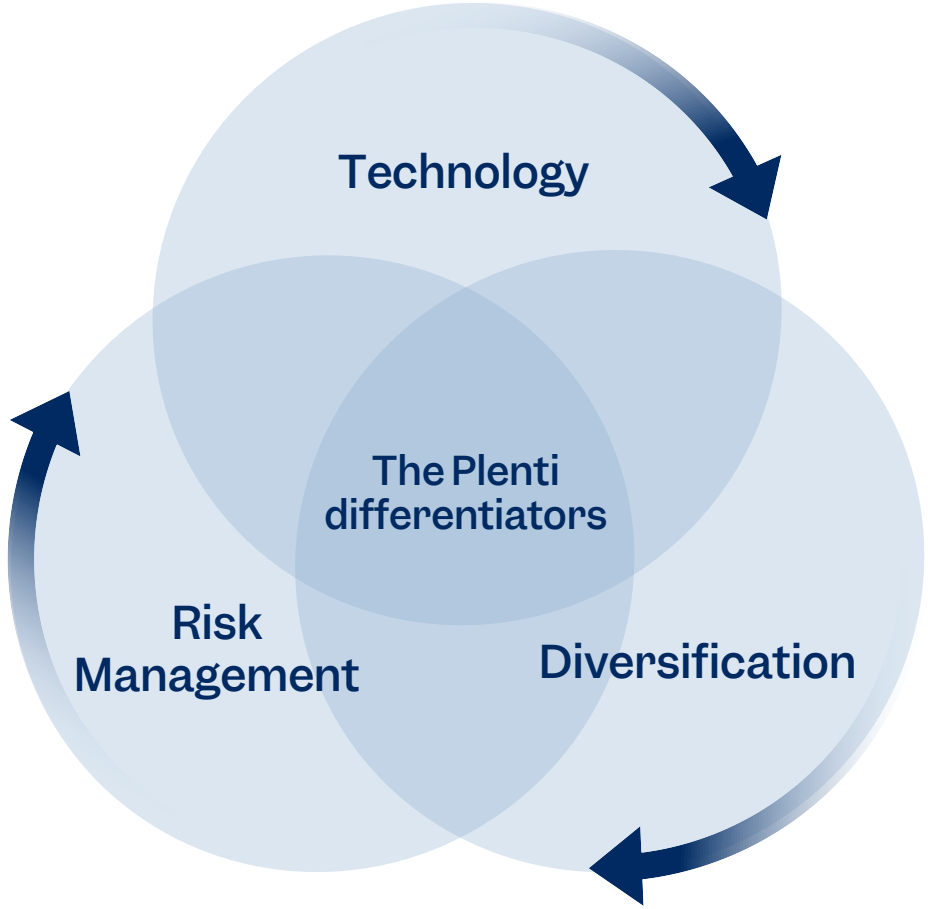
Plenti's scalable digital platform effectively supports our lending verticals and creates operating leverage as we grow, with a track record of improving cost effectiveness

Diversification

Plenti operates across diverse and complementary lending verticals that allow us to take advantage of shifts in market conditions to deliver consistent profitable growth

Risk Management

Plenti's focus on prime borrowers delivers low losses and volatility through the cycle, supporting growing profitability and improving treasury outcomes



Key metrics

Plenti

	1H24	2H24	1H25	2H25	1H26	2H26	1H27	vs PCP	vs 2H26	FY24	FY25	FY26
Loan originations ($m)	**624.0**	**577.2**	**626.5**	**790.2**	**912.4**	**955.7**	**1,148.1**	**26%**	**20%**	**1,201.2**	**1,416.7**	**1,868.1**
Consumer Automotive	208.5	179.6	196.8	252.9	312.9	292.3	330.2	6%	13%	388.2	449.7	605.3
Commercial Lending	119.0	116.9	123.6	135.7	179.9	208.5	260.2	45%	25%	236.0	259.3	388.3
Renewable Energy	76.3	83.2	87.8	101.1	106.0	132.9	203.7	92%	53%	159.5	188.9	238.8
Personal Lending	220.1	197.4	218.4	300.5	313.6	322.1	354.1	13%	10%	417.6	518.8	635.7
Loan portfolio ($m)	**1,992.4**	**2,138.3**	**2,278.4**	**2,537.2**	**2,831.8**	**3,105.7**	**3,520.5**	**24%**	**13%**	**2,138.3**	**2,537.2**	**3,105.7**
Consumer Automotive	865.8	877.7	887.2	944.8	1,033.4	1,084.6	1,168.9	13%	8%	877.7	944.8	1,084.6
Commercial Lending	270.1	348.0	417.6	486.4	584.9	694.1	832.8	42%	20%	348.0	486.4	694.1
Renewable Energy	236.6	272.1	303.7	341.5	375.6	427.4	539.5	44%	26%	272.1	341.5	427.4
Personal Lending	619.9	640.5	670.0	764.5	837.9	899.6	979.3	17%	9%	640.5	764.5	899.6
Average term of new originations (months)[1]	64.4	63.8	63.8	63.9	66.6	69.6	74.9	13%	8%	64.1	63.8	68.1
Average loan portfolio ($m)	1,885.5	2,068.2	2,202.2	2,399.9	2,673.9	2,946.9	3,279.9	23%	11%	1,976.9	2,302.8	2,823.4
Average borrowings ($m)	1,916.5	2,103.4	2,235.0	2,428.4	2,663.3	2,908.4	3,102.0	16%	7%	2,009.9	2,331.7	2,785.8
Monthly amortisation rate	3.5%	3.5%	3.7%	3.7%	3.9%	3.9%	3.7%	(12)bps	(13)bps	3.5%	3.7%	3.8%
Net credit losses (%)	0.99%	1.13%	1.11%	1.10%	0.94%	0.93%	0.96%[2]	2bps	3bps	1.06%	1.10%	0.94%
90+ day arrears (%)	0.45%	0.58%	0.50%	0.43%	0.39%	0.42%	0.42%	3bps	-	0.58%	0.43%	0.42%
Portfolio Equifax credit score	832	835	842	846	849	850	851	-	-	835	846	850
Revenue ($m)	96.8	114.2	124.2	135.1	149.5	162.8	174.3	17%	7%	211.0	259.4	312.3

1. Average term on new originations inclusive of NPBP
2. Net credit losses in 1H27 benefited from a debt sale completed in 1Q27; including this, losses were 0.83%

Cash NPAT reconciliation & restatement

$m	1H24	2H24	1H25	2H25	1H26	2H26	1H27	FY24	FY25	FY26
Statutory PBT	**(2.5)**	**(9.1)**	**5.2**	**1.6**	**12.1**	**5.8**	**16.6**	**(11.6)**	**6.7**	**17.9**
Add: ECL provision expense	1.5	11.5	(1.7)	4.4	(0.7)	8.3	0.4	13.0	2.8	7.6
Add: Share-based payments	1.8	1.4	1.5	1.7	1.8	1.8	1.8	3.2	3.1	3.7
Add: Depreciation & amortisation (ex leases)	0.3	0.3	0.3	0.3	0.3	0.2	0.5	0.5	0.5	0.5
Cash PBT	**1.0**	**4.1**	**5.2**	**7.9**	**13.5**	**16.1**	**19.3**	**5.1**	**13.1**	**29.7**
Deduct: Cash tax expense payable	0.0	0.0	(0.2)	(0.1)	(1.3)	(2.2)	(5.9)	0.0	(0.4)	(3.5)
Cash NPAT	**1.0**	**4.1**	**5.0**	**7.8**	**12.2**	**14.0**	**13.4**	**5.1**	**12.8**	**26.2**
Prior reported Cash PBT and Cash NPAT										
Add: Leases	0.5	0.5	0.5	0.5	0.5	0.6		1.0	1.1	1.1
Prior reported Cash PBT	**1.5**	**4.6**	**5.7**	**8.5**	**14.1**	**16.7**		**6.1**	**14.2**	**30.8**
Prior reported Cash NPAT	**1.5**	**4.6**	**5.5**	**8.3**	**12.8**	**14.5**		**6.1**	**13.8**	**27.3**

Cash PBT is Plenti's preferred metric for managing its business and measuring profitability. This is a non-IFRS measure. In 1Q27 upon review of the adjustments to statutory PBT, full depreciation & amortisation was added back which removed the impact of leases. This metric has now been adjusted to take into account leases.

Glossary

Terms and measures

90+ day arrears: Value of loans more than 90 days in arrears but not yet written off, as a % of the loan portfolio (excluding off balance sheet loans)

ABS: Asset-backed securities. Term funding issued through Plenti's securitisation trusts, secured by pools of Plenti loans

Active broker: Broker who had a loan settled during the period

Amortisation rate: Change in closing loan portfolio less new loan originations, as a % of average loan portfolio for the period

Cash NPAT: Statutory NPAT adjusted for non-cash items. Refer to Cash PBT reconciliation

Cash PBT: Cash NPAT before income tax. Refer to Cash PBT reconciliation

Corporate available cash: Cash at bank less restricted cash, the majority of which relates to collections on loans passed through to warehouse and ABS trusts

Cost-to-net margin: Operating costs (sales & marketing, product development and G&A) as a % of net margin

ECL: Expected credit loss. Provision for lifetime expected credit losses on the loan portfolio under AASB 9

Effective yield: interest revenue as a % of average loan portfolio

Equifax credit score: Loan portfolio weighted average Equifax comprehensive credit score, on a scale of 0 to 1,200. A score of 851 is in the 'very good' band

Funding costs (%): Loan funding costs as a % of average funding debt

G&A: General and administration expense, comprising operations expense and other overhead expense

LTM: Last twelve months

Net credit losses: realised loan impairment expense as a % of average loan portfolio, excluding off balance sheet loans (annualised)

Net margin: Net income less loan funding costs

NIM: Net interest margin. Interest revenue less loan funding costs, as a % of average loan portfolio, excluding off balance sheet loans (annualised)

NPBP: NAB powered by Plenti – co-branded car loan offered to NAB customers. Included in loan portfolio and originations figures; excluded from credit metrics as these loans bear no credit risk for Plenti

OEM: Original equipment manufacturer. Includes partners, such as Tesla and Cadillac

Off balance sheet loans: includes NPBP and some government programs

Partnerships: include OEM and NPBP

PCP: Prior corresponding period

Straight-through processing rate: % of loan applications approved automatically

Transaction cost yield: Transaction costs as a % of average loan portfolio, excluding off balance sheet loans (annualised)

Lending verticals

Consumer Automotive: Secured vehicle loans to consumers, including NPBP

Commercial Lending: Secured vehicle and asset loans to businesses; reported as a standalone vertical from 2Q27

Renewable Energy: Loans for solar, battery and home electrification systems, including interest-free and government program lending

Personal Lending: Unsecured personal loans originated through direct and broker channels

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