

Plenti



Annual General Meeting

24 August 2021

Board of Directors



Mary Ploughman

Chairman and Independent
Non-Executive Director



Daniel Foggo

Executive Director
and Chief Executive Officer



Peter Behrens

Non-Executive Director



Martin Dagleish

Independent Non-Executive
Director



Susan Forrester AM

Independent Non-Executive
Director

Executive Committee



Daniel Foggo
Chief Executive Officer



Ben Milsom
Chief Commercial Officer



Glenn Riddell
Chief Operating Officer



Simon Cordell
Chief Risk Officer



Miles Drury
Chief Financial Officer



Georgina Koch
General Counsel
and Company Secretary

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Chairman Address



Mary Ploughman

Plenti

CEO Address



Daniel Foggo

Who we are

Plenti is a fintech lender.

Traditional lenders can be slow, complicated and offer poor value.

We established Plenti to use smart technology to provide faster, fairer loans.

We laid strong foundations as a private company in anticipation of long-term market shifts and our future growth.

We've reached a tipping point in performance and scale since listing in September 2020.

We're taking market share in three large prime customer lending verticals.

We're just **getting started**.

Plenti

We're on a mission

Purpose

To bring our customers' big ideas to life

Vision

Fairer, faster loans through smart technology

Mission

To build Australia's best lender



Our growth

Our loan origination growth has accelerated.

FY21 loan origination growth

64%

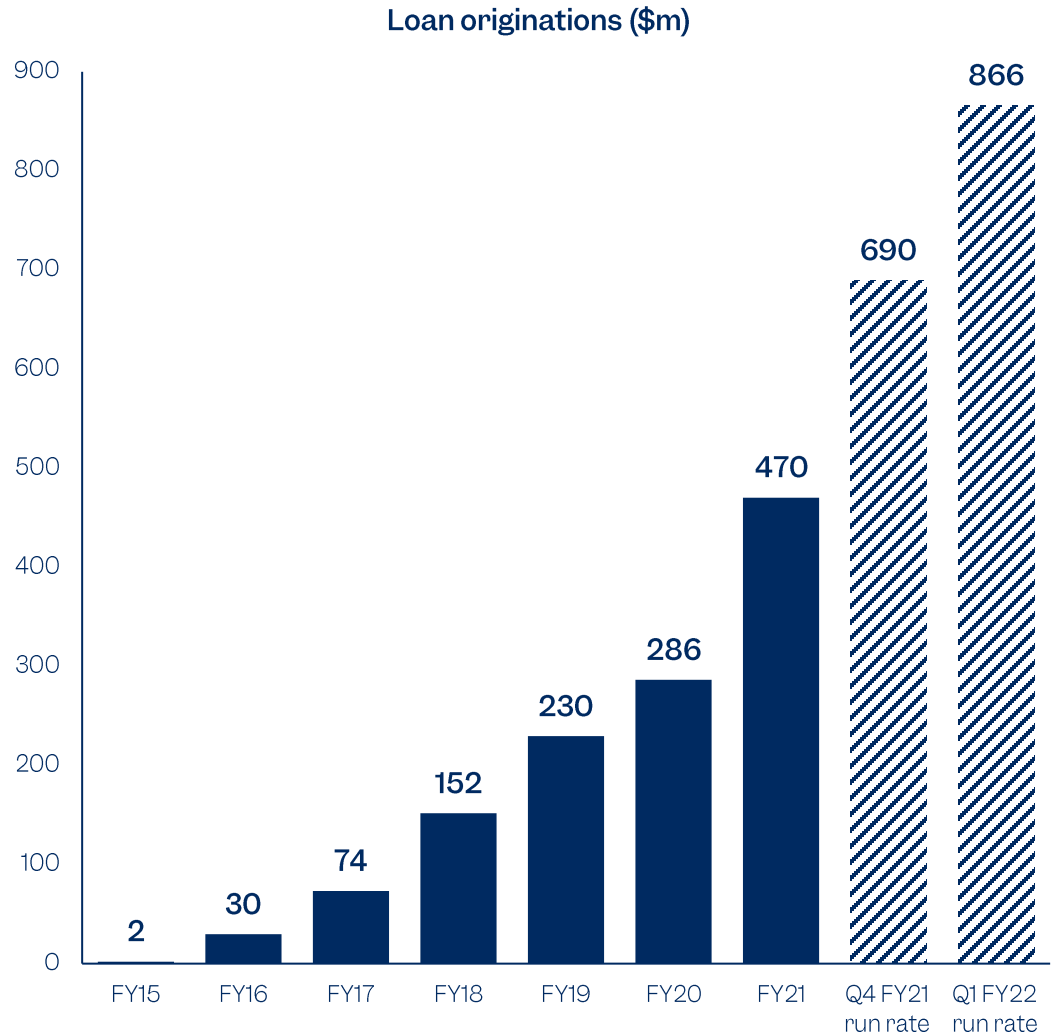
Q4 loan originations versus PCP

120%

Cumulative lending at year end

\$1.3bn

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Note: run-rate quarterly originations multiplied by four

FY21 highlights

We delivered strong growth and improved key metrics.

Key highlights



Originations

\$470m

+64% yoy



Loan portfolio

\$615m

+61% yoy



Revenue

\$53.1m

+28% yoy



Pro forma Cash NPAT

\$(6.8m)

42% improvement



90+ arrears

31 bps

down 5bps yoy

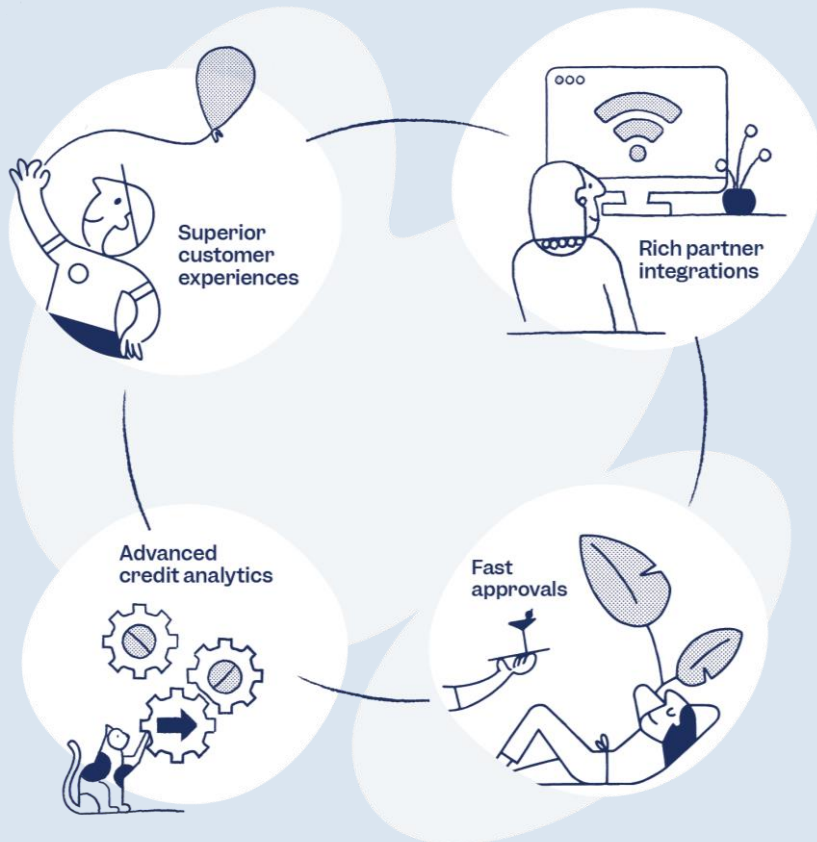
Raised \$55m via IPO
in September 2020 to
accelerate growth

First fintech
consumer lender to
reach \$1bn in lending
in November 2020

Launched BNPL
renewable energy
finance

Technology-led lending


We've built a market-leading platform.



- ✓ End-to-end technology platform built and maintained in-house, supported by over 40 onshore and offshore engineers, product specialists and designers
- ✓ Allows Plenti to deliver faster, fairer loans to partners and borrowers through:
 - Outstanding application experiences
 - Fast approvals and settlements
 - Streamlined, automated credit decisioning
 - Multi-channel customer reach
 - Deep partner integration capabilities
- ✓ Built on modern cloud services allowing Plenti to scale efficiently
- ✓ Allows Plenti to innovate, and rapidly launch new products and features

Funding sources

We continued to build resilience by diversifying and deepening our funding sources.

	Warehouse funding	Plenti Lending Platform	Plenti Wholesale Lending Platform	Overall advancements 
Description	<ul style="list-style-type: none"> Warehouse and securitisation program Commenced in December 2019 	<ul style="list-style-type: none"> 23,500+ registered retail, institutional and government investors 	<ul style="list-style-type: none"> Flexible funding platform available to wholesale or sophisticated investors 	<ul style="list-style-type: none"> Reduced average funding cost on new loan originations by ~190bps from FY20 Increased warehouse facility limit from \$50m to \$450m, with \$160m undrawn at period end Maintained funding supply across all three funding platforms during the COVID-induced lockdowns
FY21 advancements	<ul style="list-style-type: none"> Automotive warehouse upsized several times, from \$50m to \$350m Established new \$100m renewable energy and personal loan warehouse 	<ul style="list-style-type: none"> Attracted over 3,323 new investors Utilised to introduce BNPL finance Substantial reduction in cost of funds 	<ul style="list-style-type: none"> Attracted the Government's CEFC as a funder Commenced funding interest-free loans which form part of NSW Empowering Homes Program pilot 	

Our strategy

We are committed to building Australia's best lender.

Establish market leadership

- Establish prime lending leadership positions across lending verticals – measured by borrower demand, loan portfolio size and customer experience

Extend technology advantage

- Continually invest in our technology platform to innovate and deliver the fastest and easiest loan experiences to customers
- Leverage our technology platform to continually increase operating efficiency

Optimise funding

- Develop and maintain funding structures that provide funding diversity and scalability
- Continue to reduce funding costs (interest rates)

Financial priorities

We have set ourselves clear financial priorities.

Growth

Reach \$1bn loan book by March 2022

Profitability

Achieve positive monthly Cash NPAT prior to June 2022, while investing in and achieving strong growth

Efficiency

Drive towards cost to income ratio of below 35% over medium term



Note: Cash NPAT excludes movement in ECL provisions, depreciation, amortization and share-based payments, per Plenti's standard definition

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Items of business

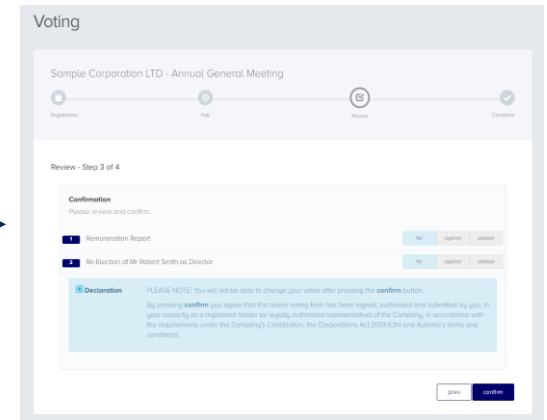
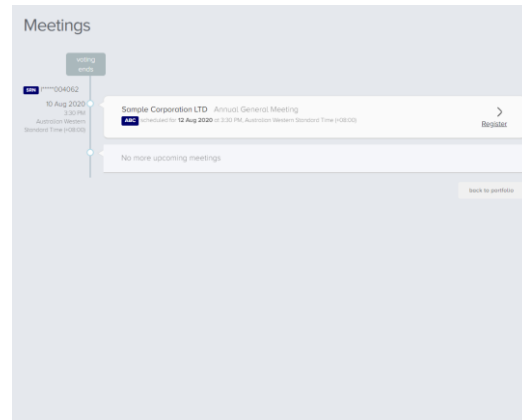
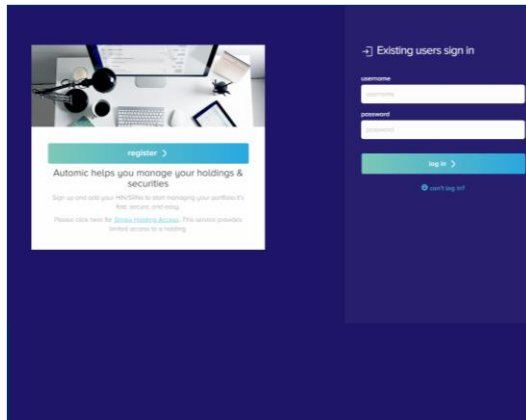


Registration and Voting

1. Log in or register at:
<https://investor.automic.com.au/#/home>

2. Click view and register your attendance for the meeting

3. Record your vote. Once you confirm it is lodged and final



Items of Business

Item 1 Financial statements and reports

Item 2 Adoption of remuneration report
(Resolution 1)

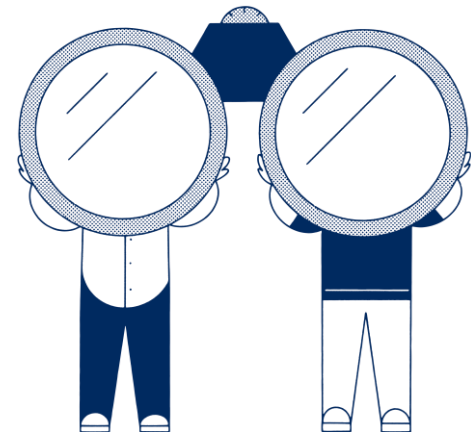
Item 3 Election of Susan Forrester
as Director
(Resolution 2)

Item 4 Approval of STI Share Rights to
Daniel Foggo, Director & CEO of the
Company
(Resolution 3)

Item 5 Approval of LTI Share Rights to
Daniel Foggo, Director & CEO of the
Company
(Resolution 4)

Item 6 ASX Listing Rule 7.1A Approval of
Future Issue of Securities
(Resolution 5)

Item 7 Appointment of Auditor
(Resolution 6)



Items of business



Item 1 - Financial statements and reports

To receive and to consider the Annual Financial Report of the Company for the financial year ended 31 March 2021 together with the declaration of the Directors, the Directors' Report, the Remuneration Report and the Auditor's Report for that financial year.

Note: This item is for discussion only and is not a resolution.

Items of business



Item 2 (Resolution 1) – Adoption of remuneration report

To consider and, if thought fit, to pass the following resolution as an **Ordinary Resolution**:

“That, for the purpose of section 250R(2) of the Corporations Act and for all other purposes, the Remuneration Report as contained in the Company’s Annual Financial Report for the financial year ended 31 March 2021 be adopted.”

Note: The vote on this resolution is advisory only and does not bind the Directors or the Company.

Items of business

Item 3 (Resolution 2) – Election of Susan Forrester as Director

To consider and, if thought fit, to pass the following resolution as an **Ordinary Resolution**:

“That Susan Forrester, a Director appointed by the Board and holding office until the next general meeting of the Company after her appointment in accordance with the Company’s Constitution and ASX Listing Rule 14.4, be elected as a Director of the Company, effective immediately.”



Item 4 (Resolution 3) – Approval of STI Share Rights to Daniel Foggo, Director & CEO

To consider and, if thought fit, to pass the following resolution as an **Ordinary Resolution**:

“That, for the purposes of section 208 of the Corporations Act, ASX Listing Rule 10.14 and for all other purposes, the issue and allotment of 82,607 STI Share Rights to Daniel Foggo, Director & CEO of the Company, under the Company’s Short Term Incentive Plan as described in the Explanatory Statement which accompanies and forms part of this Notice of Meeting be approved.”

Item 5 (Resolution 4) – Approval of LTI Share Rights to Daniel Foggo, Director & CEO

To consider and, if thought fit, to pass the following resolution as an **Ordinary Resolution**:

“That, for the purposes of section 208 of the Corporations Act, ASX Listing Rule 10.14 and for all other purposes, the issue and allotment of 319,175 LTI Share Rights to Daniel Foggo, Director & CEO of the Company, under the Company’s Long Term Incentive Plan as described in the Explanatory Statement which accompanies and forms part of this Notice of Meeting be approved.”

Item 6 (Resolution 5)– ASX Listing Rule 7.1A Approval of Future Issue of Securities

To consider and, if thought fit, to pass the following resolution as a **Special Resolution**:

“That, for the purposes of ASX Listing Rule 7.1A and for all other purposes, the issue of equity securities up to 10% of the issued capital of the Company (at the time of issue) calculated in accordance with the formula prescribed in ASX Listing Rule 7.1A.2 and otherwise on the terms and conditions set out in the Explanatory Statement which accompanies and forms part of this Notice of Meeting be approved.”

Items of business

Item 7 (Resolution 6) – Appointment of Auditor

To consider and, if thought fit, to pass the following resolution as an **Ordinary Resolution**:

“That, for the purposes of section 327B(1) of the Corporations Act and for all other purposes, Grant Thornton Audit Pty Ltd ACN 130 913 594, having consented in writing to act as auditor of the Company, be appointed as auditor of the Company, effective immediately.”

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Conducting of the
Poll



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Other business



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Meeting close

