

## ASX RELEASE

Plenti Group Limited (ASX:PLT)

Authorised for release by the Board of Plenti Group Limited

For more information please contact:

Daniel Foggo, CEO, [shareholders@plenti.com.au](mailto:shareholders@plenti.com.au)

Miles Drury, CFO, [shareholders@plenti.com.au](mailto:shareholders@plenti.com.au)

# Annual General Meeting

8 August 2023



# Board of Directors



**Mary Ploughman**

Chairman and Independent  
Non-Executive Director



**Daniel Foggo**

Executive Director  
and Chief Executive Officer



**Peter Behrens**

Independent Non-Executive  
Director



**Susan Forrester AM**

Independent Non-Executive  
Director



**Stephen Benton**

Independent Non-Executive  
Director

# Executive Committee



**Daniel Foggo**  
Executive Director  
and Chief Executive Officer



**Miles Drury**  
Chief Financial Officer



**Georgina Koch**  
General Counsel  
and Company Secretary



**Ben Milsom**  
Chief Commercial Officer



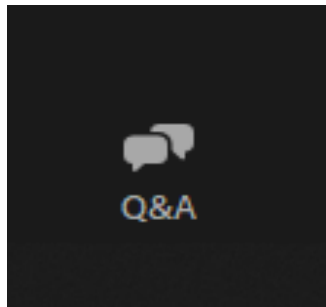
**Glenn Riddell**  
Chief Operating Officer



**Simon Cordell**  
Chief Risk Officer

# Online Q&A instructions

1. Click on the Q&A icon



2. Type your question at the bottom of the screen

Type your question here...



3. Type your question and “I’d like to speak” if you would like to ask a question verbally

Cancel

Send

## Important notes:

1. Include your SRN or HIN at the start of your question so that you can be identified as a shareholder
2. To contact **support** at Automic Group (Plenti’s share registry) call 1300 816 159 or open live chat from Automic’s Investor Portal

# Chairman Address



# CEO Address



# Growth

Loan portfolio continued to grow strongly

Loan portfolio YOY growth

**36%**

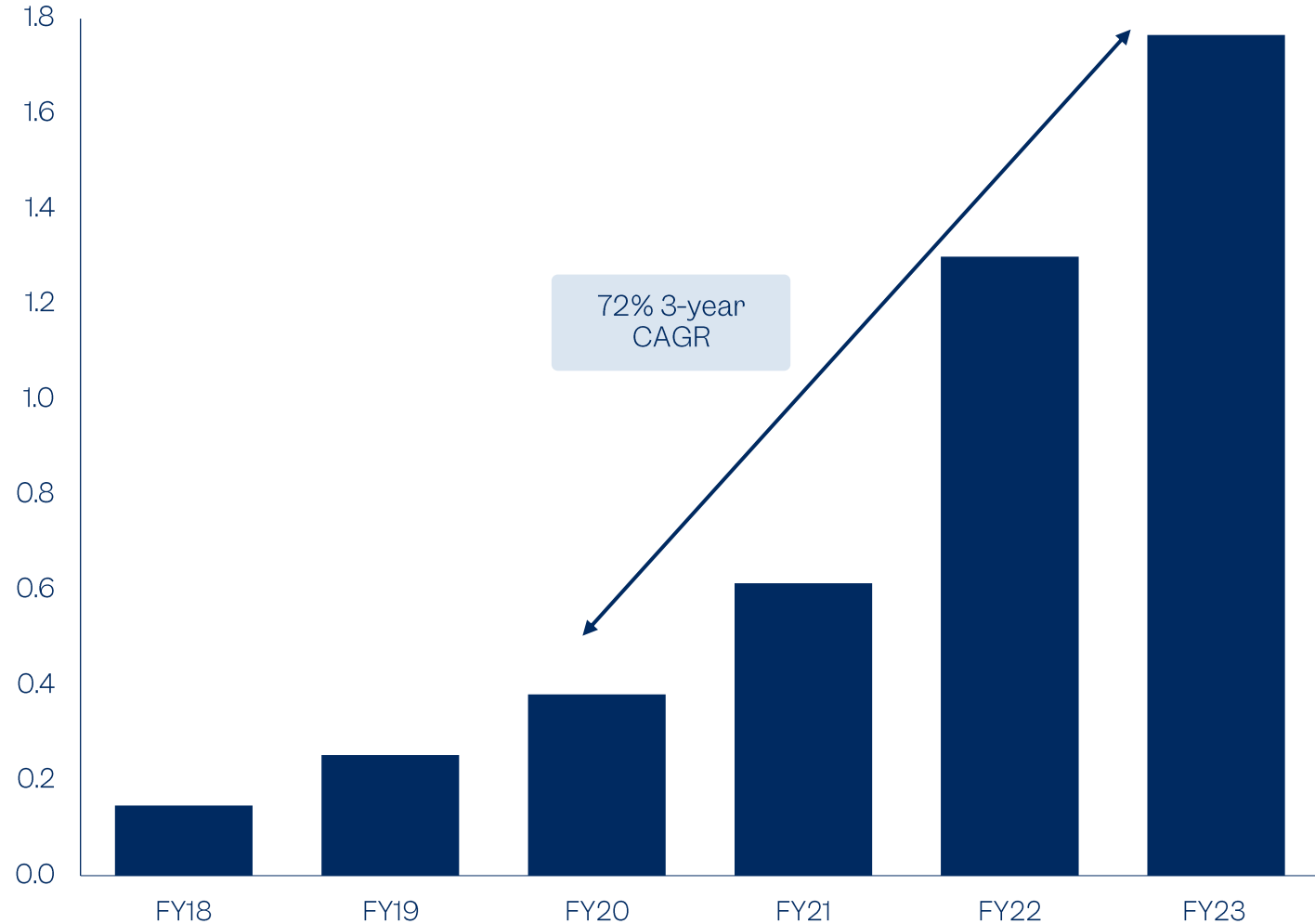
Loan portfolio 3-year CAGR

**72%**

Cumulative lending since launch

**\$3.5bn**

Loan portfolio (\$bn)



# FY23 highlights

Another successful year operationally and financially

## Key highlights



Originations

**\$1.1bn**

+3% yoy



Loan portfolio

**\$1.8bn**

+36% yoy



Revenue

**\$143m**

+62% yoy



Cash NPAT

**\$4.5m**

\$4.0m improvement



90+ arrears

**42 bps**

up 16bps yoy

Retail platform investment markets simplified, and 'Notes Market' launched  
*December 2022*

\$300m personal and green loan ABS completed, with 'greenium'  
*February 2023*

Innovative GreenConnect renewable energy platform launched  
*March 2023*

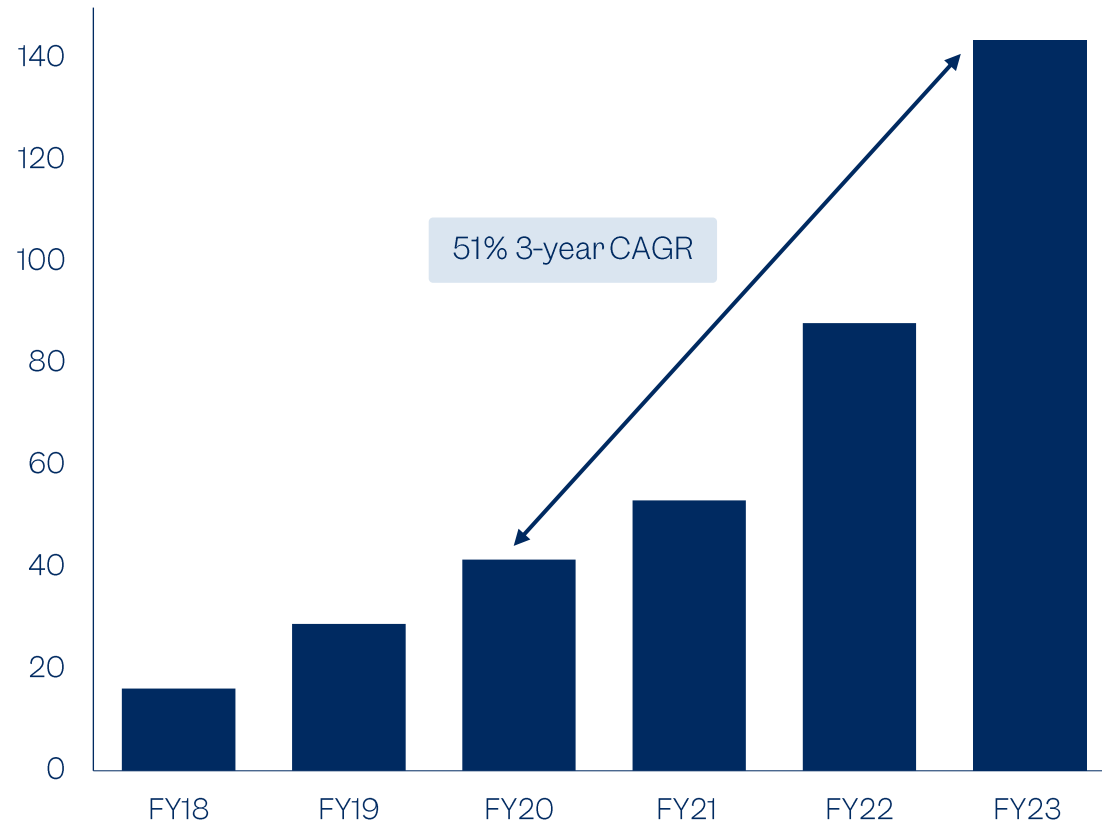




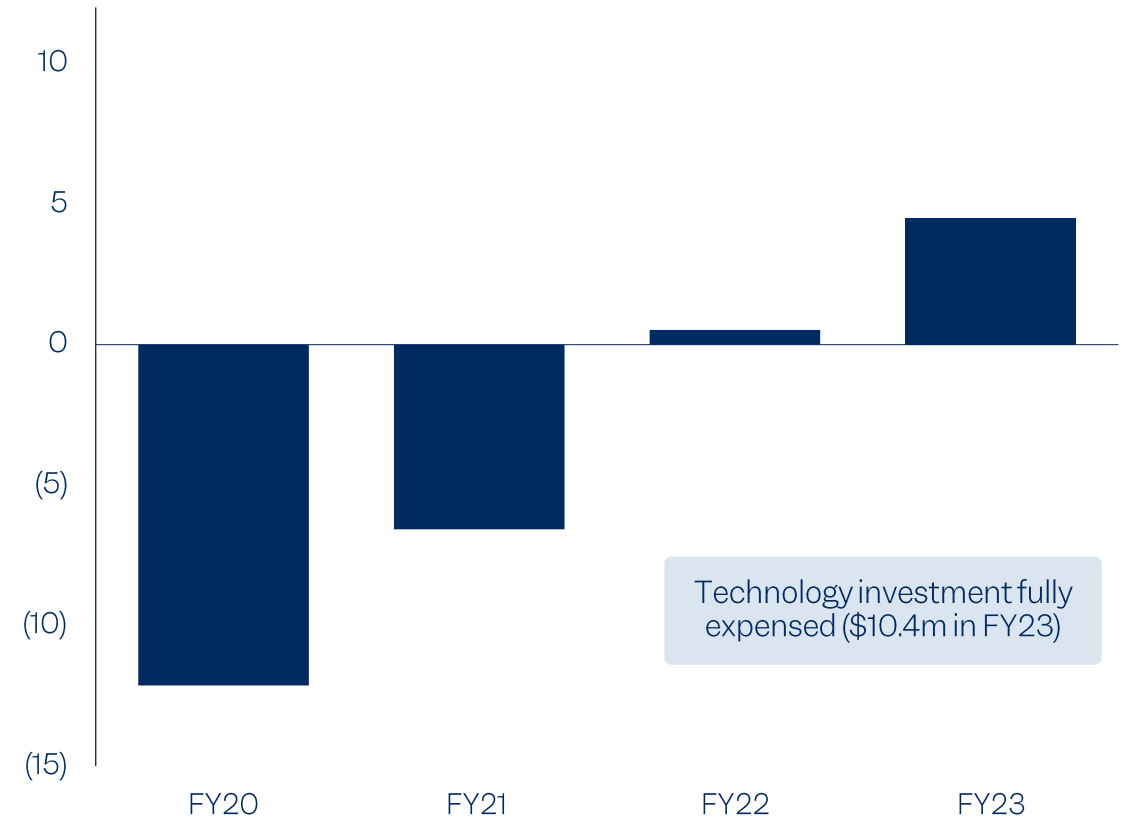
# Profitability

Strong revenue growth drove robust Cash NPAT growth in FY23, despite a substantial increase in funding costs

Revenue (\$m)



Cash NPAT (\$m)

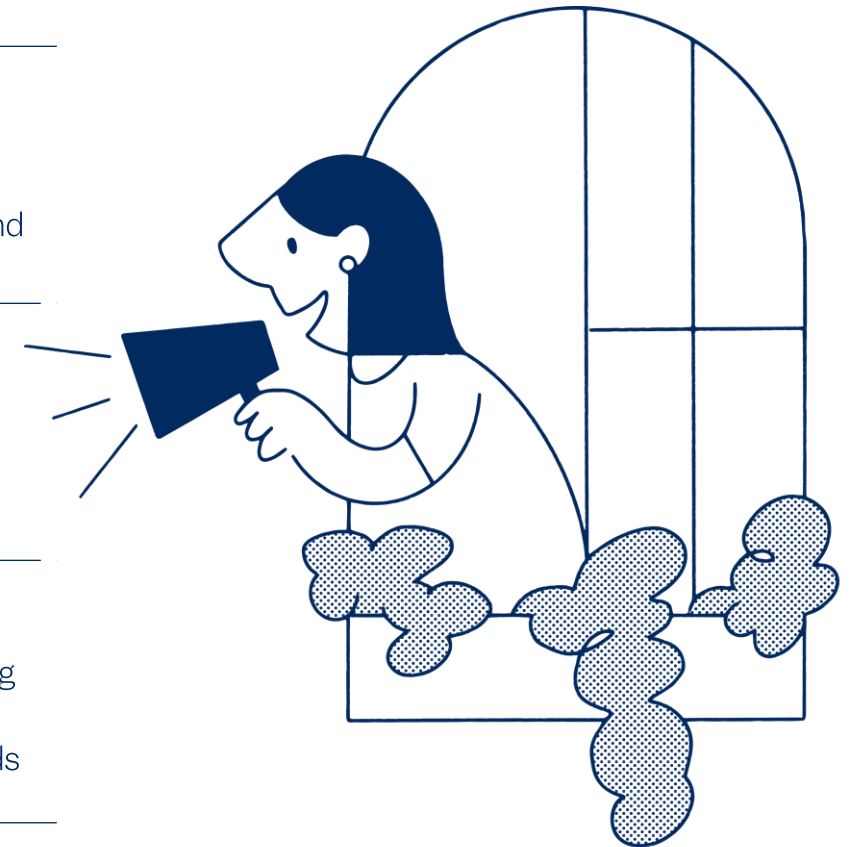


Note: Cash NPAT represents NPAT plus movement in provision for expected credit losses, share-based payments, depreciation & amortisation less income tax benefit on hedge gain. Expensed technology investment and costs were \$10.4m in FY23, up from \$7.7m in FY22

# Resilient disruption

The driving of innovation and growth has been balanced with the continual building of business resilience

<b>Product and lending diversity</b>	<ul style="list-style-type: none"><li>• Broad borrower product suite across three large lending verticals</li><li>• Broad customer reach across digital, broker, manufacturer and installer channels</li><li>• Service consumer and commercial customers, and both regulated and BNPL finance</li></ul>
<b>Funding diversity</b>	<ul style="list-style-type: none"><li>• Maintain three funding warehouses and two investor platforms</li><li>• Established ABS market issuer, having completed 5 transactions attracting 31 domestic and international investors*</li><li>• Retail funding platform facilitates innovation</li><li>• Introduction of a new investment market, the Notes Market</li></ul>
<b>Prime credit focus</b>	<ul style="list-style-type: none"><li>• Prime lender with a loan portfolio weighted average Equifax credit score of over 825</li><li>• Exceptional credit track record and market-leading credit decisioning and pricing capabilities</li><li>• Lower credit risk car and renewable energy loans represent two thirds of loan portfolio</li></ul>



\* Note: The total of 5 ABS transactions includes the Automotive ABS transaction executed in June 2023 post FY23 year end

# Items of business

- 
- |                              |   |
|------------------------------|---|
| <b>Item 1</b>                | <ul style="list-style-type: none"><li>• Financial statements and reports</li></ul>  |
| <b>Item 2</b> – Resolution 2 | <ul style="list-style-type: none"><li>• Adoption of Remuneration Report</li></ul>   |
| <b>Item 3</b> – Resolution 3 | <ul style="list-style-type: none"><li>• Re-election of Mary Ploughman as Director</li></ul>   |
| <b>Item 4</b> – Resolution 4 | <ul style="list-style-type: none"><li>• Re-election of Peter Behrens as a Director</li></ul>  |
| <b>Item 5</b> – Resolution 5 | <ul style="list-style-type: none"><li>• Approval of Issue of STI Share Rights to Mr Daniel Foggo, Director/CEO of the Company</li></ul> |
| <b>Item 6</b> – Resolution 6 | <ul style="list-style-type: none"><li>• Approval of Issue of LTI Share Rights to Mr Daniel Foggo, Director/CEO of the Company</li></ul> |
| <b>Item 7</b> – Resolution 7 | <ul style="list-style-type: none"><li>• ASX Listing Rule 7.1A Approval of Future Issue of Securities</li></ul>                          |
| <b>Item 8</b> – Resolution 8 | <ul style="list-style-type: none"><li>• Renewal of Proportional Takeover Provisions in the Constitution</li></ul>                       |
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# Registration and voting

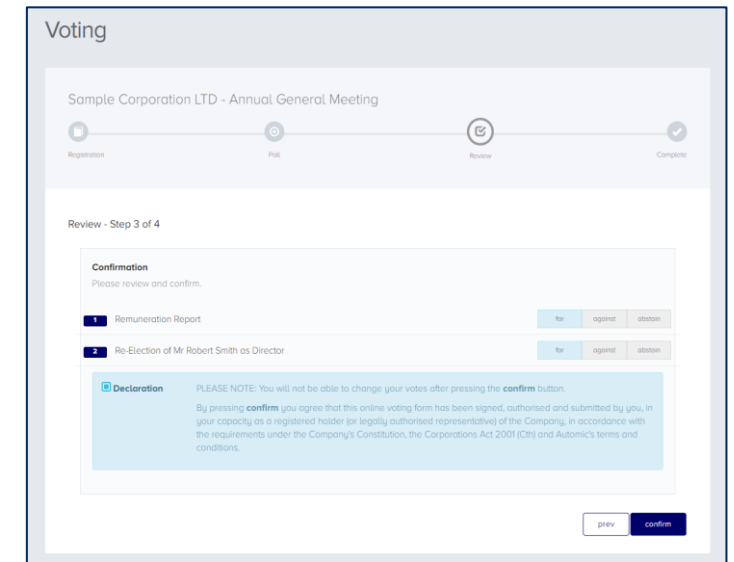
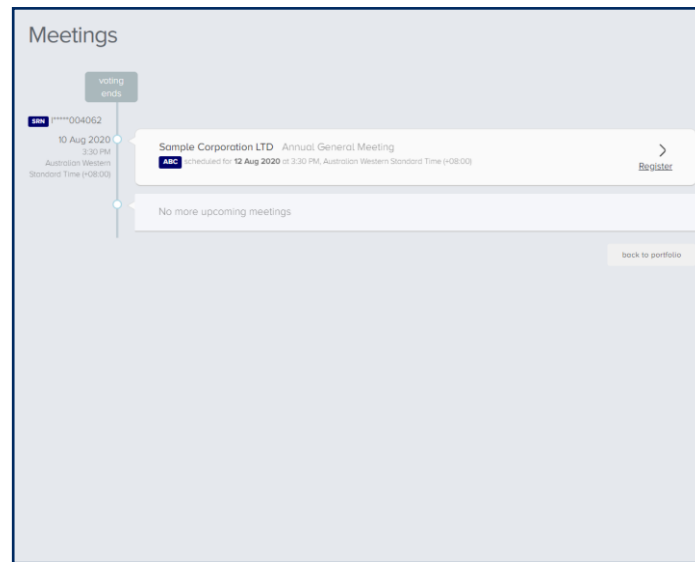
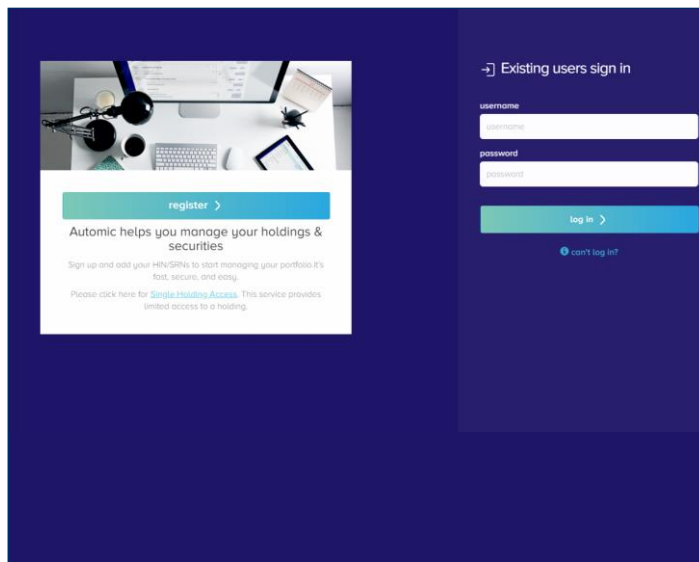
1. Log in or register at:  
[www.investor.automic.com.au](http://www.investor.automic.com.au)



2. Click view and register your attendance for the meeting



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



To contact **support** from Automic Group (Plenti's share registry) call 1300 816 159 or open live chat from Automic's Investor Portal

# Item 1

## **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 2023 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*

# Item 2

## Resolution 2 – Adoption of Remuneration Report

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

“That, the Remuneration Report for the financial year ended 31 March 2023, be adopted.”

*Note: the vote on this Resolution is advisory only and does not bind the Directors or the Company*

# Item 3

## **Resolution 3 – Re-election of Mary Ploughman as Director**

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

“To re-elect Mary Ploughman as a Director of the Company.”



# Item 4

## **Resolution 4 – Re-election of Peter Behrens as Director**

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

“To re-elect Peter Behrens as a Director of the Company.”





# Item 5

## **Resolution 5 – Approval of Issue of STI Share Rights to Mr Daniel Foggo, Director / CEO of the Company**

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

“That the issue and allotment of 367,871 STI Share Rights to Mr Daniel Foggo, Director/CEO of the Company, under the Company’s Short Term Incentive Plan as described in the Explanatory Statement be approved for the purposes of ASX Listing Rule 10.14 and for all other purposes.”

# Item 6

## Resolution 6 – Approval of Issue of LTI Share Rights to Mr Daniel Foggo, Director / CEO of the Company

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

“That the issue and allotment of 1,201,240 LTI Share Rights to Mr Daniel Foggo, Director/CEO of the Company, under the Company’s Long Term Incentive Plan as described in the Explanatory Statement be approved for the purposes of ASX Listing Rule 10.14 and for all other purposes.”

# Item 7

## **Resolution 7 – 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 be approved.”

# Item 8

## Resolution 8 – Renewal of Proportional Takeover Provisions in the Constitution

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

“That the proportional takeover provisions in Clause 14 of the Constitution be renewed for a period of three years with effect from the date of the Annual General Meeting.”

# Conducting of the poll

**Plenti**

Other business

**Plenti**

Meeting close

**Plenti**