

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

Miles Drury, CFO, shareholders@plenti.com.au

Annual General Meeting

27 August 2024



Board of Directors



Mary Ploughman
Chairman and Independent
Non-Executive Director



Daniel Foggo
Non-Executive Director



Peter Behrens
Independent Non-Executive
Director



Susan Forrester AM
Independent Non-Executive
Director



Stephen Benton
Independent Non-Executive
Director

Executive Committee

Plenti



Adam Bennett
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

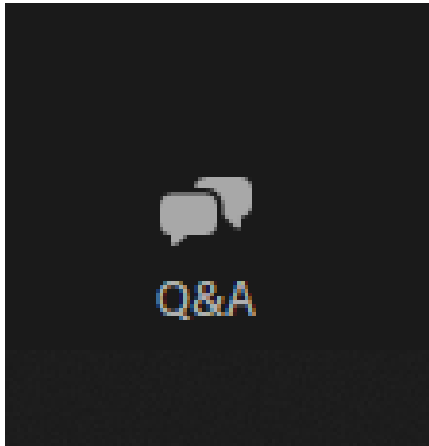


Simon Cordell
Chief Risk Officer

Online Q&A

Plenti

1. Click on the Q&A icon



2. Insert your question at the bottom of the screen & press enter to submit

(include your SRN or HIN at the start of your question so that you can be identified as a shareholder)

Type your question here...



3. Type your question and 'I'd like to speak' if you would like to ask your question verbally

(include your SRN or HIN at the start of your question so that you can be identified as a shareholder)

Cancel

Send

To contact support:

Call 1300 816 159 or open live chat from the Investor Portal

Chairman Address

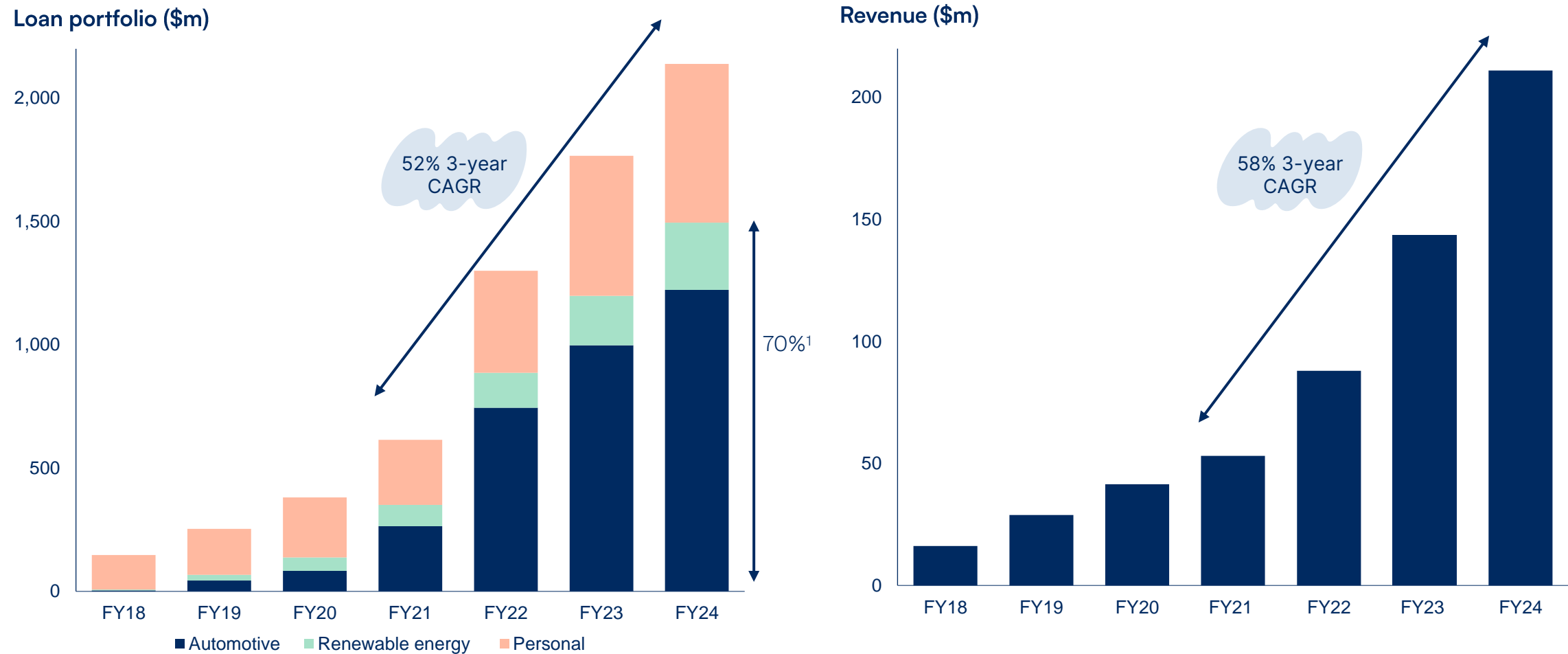


CEO Address



Sustained growth

We continued our long track record for driving strong loan portfolio and revenue growth

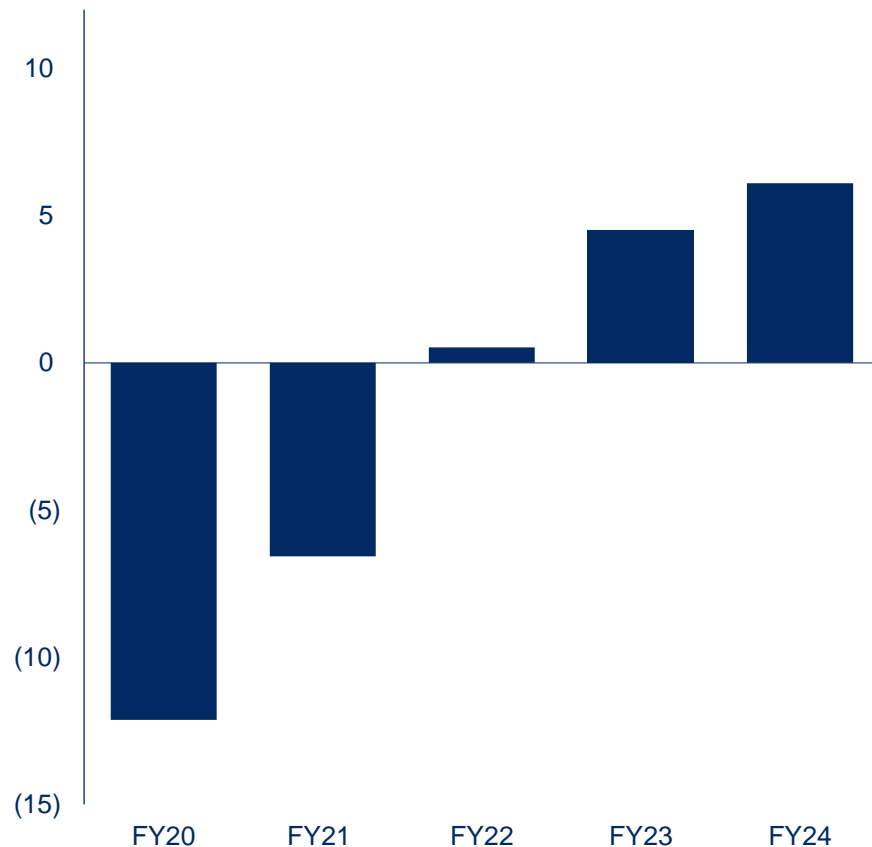


1. Lower credit risk secured automotive and renewable energy loans represented 70% of the loan portfolio at the end of FY24, versus ~5% at the end of FY18

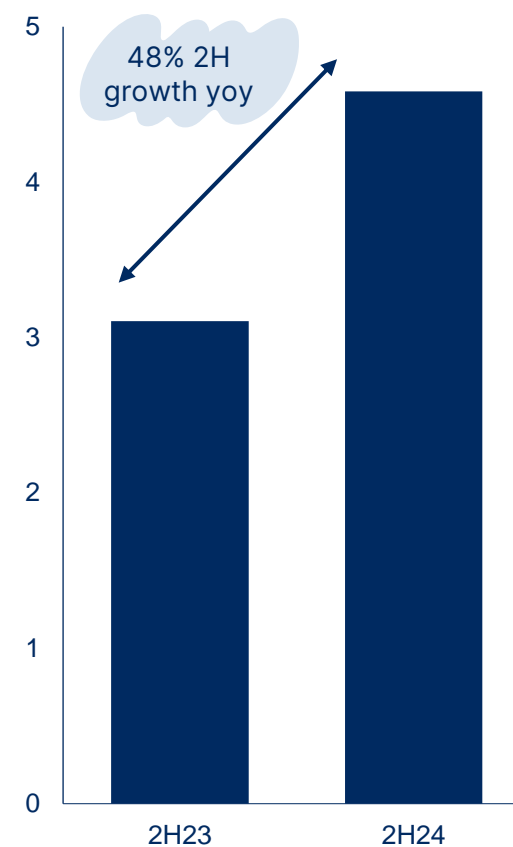
Increasing profitability

Our technology-led model allowed us to drive continued Cash NPAT growth, despite headwinds across funding costs and industry credit trends

Cash NPAT (\$m)



2H Cash NPAT (\$m)



- Cash NPAT is after the expensing of all technology investment
 - \$12.6m of technology cost in FY24
- Profitability is typically skewed to 2H
 - \$4.6m Cash NPAT in 2H24 was up 48% on pcp
- Cash NPAT growth of 48% in 2H on pcp, versus 36% growth for the full year

Note: Cash NPAT represents statutory NPAT adjusted for movement in provision for expected credit losses, share-based payments, depreciation & amortisation, and income tax effect on hedging gains

Strategic partnership — recap



Plenti and NAB have entered into a strategic partnership — bringing together one of Australia’s largest and most trusted financial institutions with one of Australia’s most innovative and awarded financial services companies empowered by technology

‘NAB powered by Plenti’ car and EV loan

- Co-branded car and EV loan launched to NAB staff in June 2024
- Progressive release to NAB’s existing personal banking customers targeted to commence in the week of 23 September 2024
- Attractive economics available to Plenti

Renewable energy finance referrals

- Select Plenti renewable energy finance solutions expected to be made available to NAB customers in CY24
 - Potential to accelerate Plenti’s renewable energy business

Equity investment

- NAB has rights to acquire up to 15% of Plenti shares¹
 - Increases alignment between Plenti and NAB
 - Via placements and market purchases

Commitment and opportunities

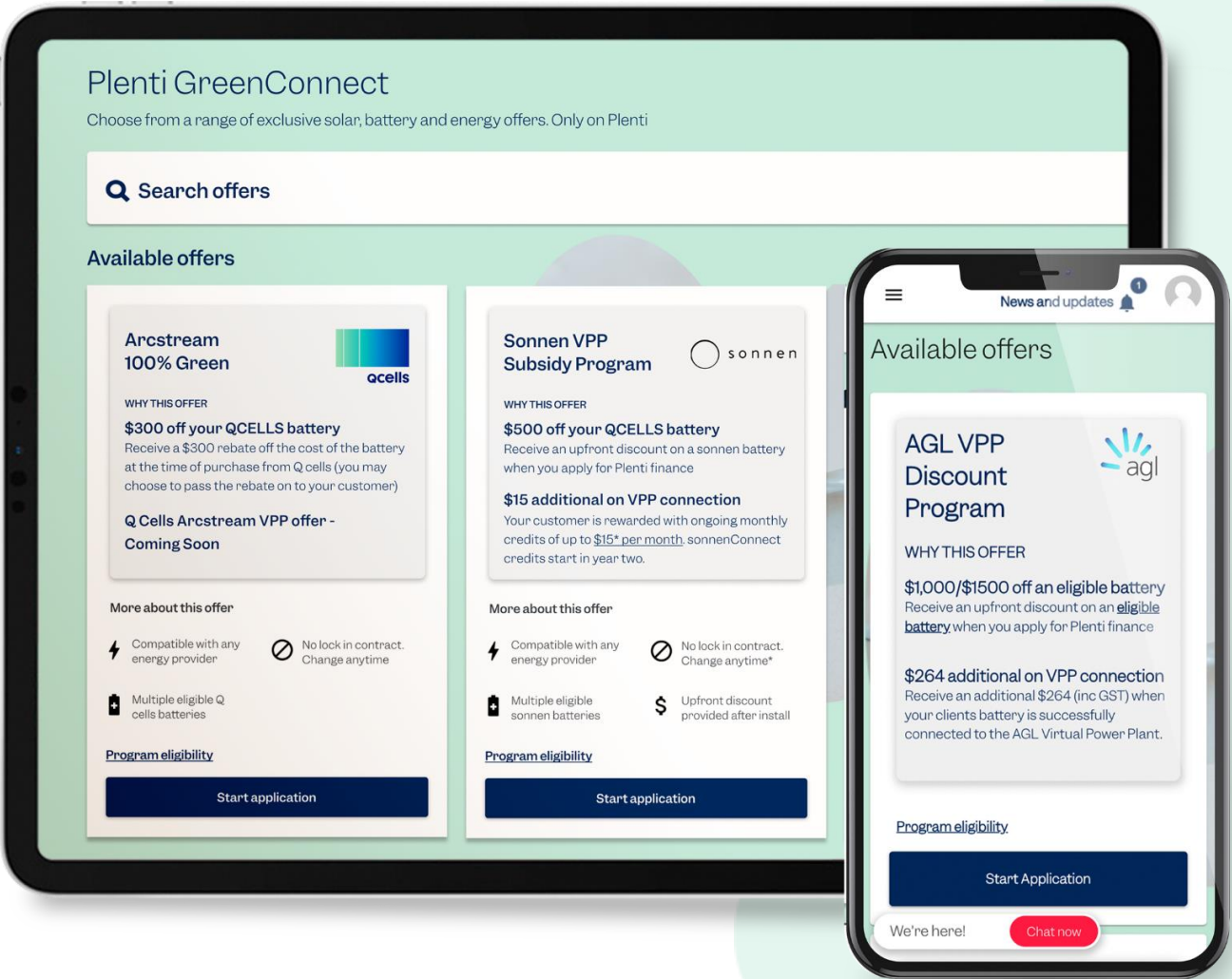
- Initial partnership term of 5 years, ability to extend for further 5 years if agreed
- Agreement to explore the continued expansion of products offered under the strategic partnership

Expected to accelerate the achievement of Plenti’s scale and profitability ambitions

Note 1: Under the terms of the Equity Investment Agreement entered into with NAB and announced on 28 November 2023, Plenti has agreed to issue 9,061,061 shares to NAB under Placement 1 and 10,067,846 shares to NAB under Placement 2 (on certain conditions)

Technology advancements — GreenConnect

We enhanced GreenConnect, our point-of-sale platform for exclusive renewable equipment, energy supplier and finance offers



GreenConnect customer benefits



Access exclusive household renewable energy offers and discounts



Single application experience extends to easy sign-up to energy plans and virtual power plants (VPPs)



Unlock on-going financial savings accelerating the payback period on equipment (including batteries)

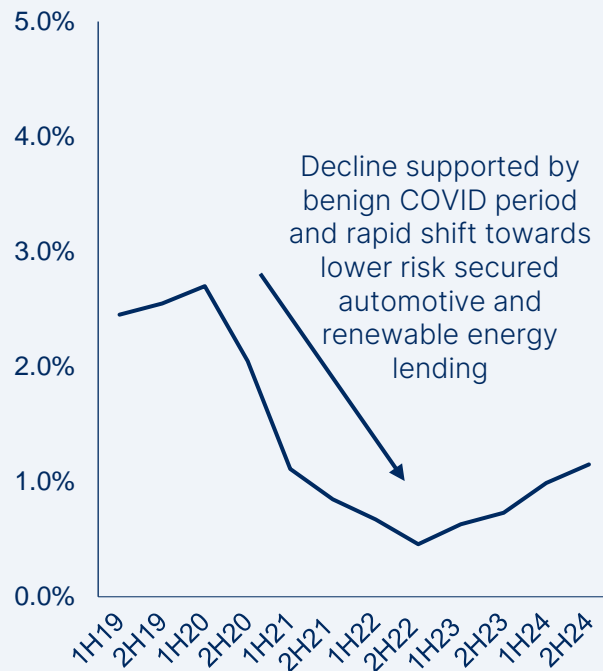


Access attractive Plenti finance options including extended loan terms to match equipment warranty

Credit performance

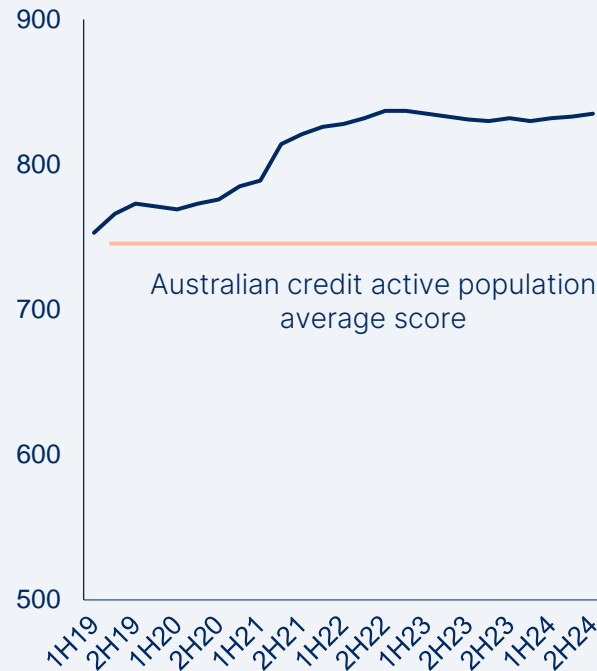
We continued to demonstrate our differentiated credit performance

Annualised net loss rate^{1,2}



- Increased post COVID period lows, but remains supported by shift to lower risk auto and renewables

Average borrower credit score³



- Very high weighted average credit scores have been maintained

- Plenti is a prime lender, focused on lending to borrowers with strong credit characteristics. Period end portfolio characteristics included:
 - 835 weighted average Equifax credit score, well above credit active population average
 - 72% of lending to homeowners (at time of application)
 - Average borrower 40 years of age (at time of application)
 - High average income
- FY24 net loss rate was 1.06%, up from 0.68% in pcp
 - Increase expected following COVID induced lows
 - Loss rate is consistent with Plenti's target credit loss parameters

1. Annualised net loss rate is after the impact of debt sales, which occurred in 2H23 and 1H24

2. The contribution of lower-risk secured automotive and renewable energy loans to the loan portfolio has increased from 15% at the end of 1H 2019 to 70% at the end of FY24

3. Represents loan portfolio weighted average Equifax comprehensive credit score, where comprehensive score available. Australian average 734 as at December 2021 (source: www.savings.com.au)

Plenti team and partners



Bringing our customers' big ideas to life



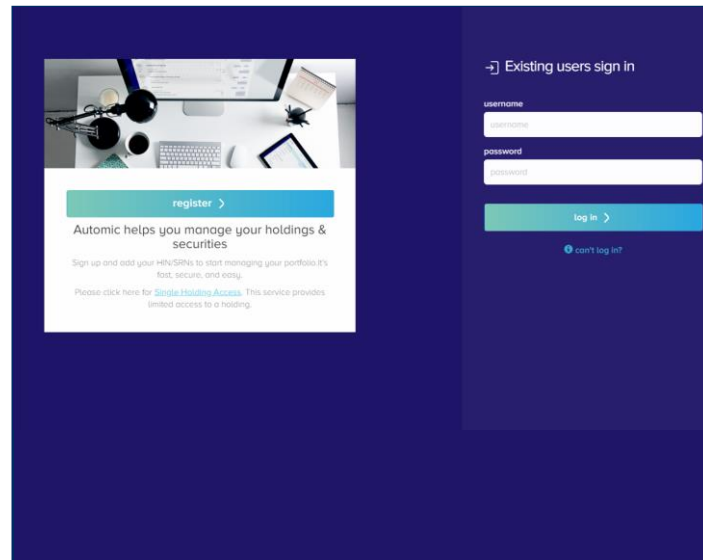
Items of business

Item 1	<ul style="list-style-type: none">• Financial statements and reports
Item 2 — Resolution 2	<ul style="list-style-type: none">• Adoption of Remuneration Report
Item 3 — Resolution 3	<ul style="list-style-type: none">• Re-election of Susan Forrester as Director
Item 4 — Resolution 4	<ul style="list-style-type: none">• Election of Daniel Foggo as a Director
Item 5 — Resolution 5	<ul style="list-style-type: none">• Approval of Issue of STI Share Rights to Mr Daniel Foggo, Director and outgoing CEO of the Company
Item 6 — Resolution 6	<ul style="list-style-type: none">• ASX Listing Rule 7.1A Approval of Future Issue of Securities
Item 7 — Resolution 7	<ul style="list-style-type: none">• Approval of Issue of Securities under the Company's Employee Equity Plan

Registration and Voting

Plenti

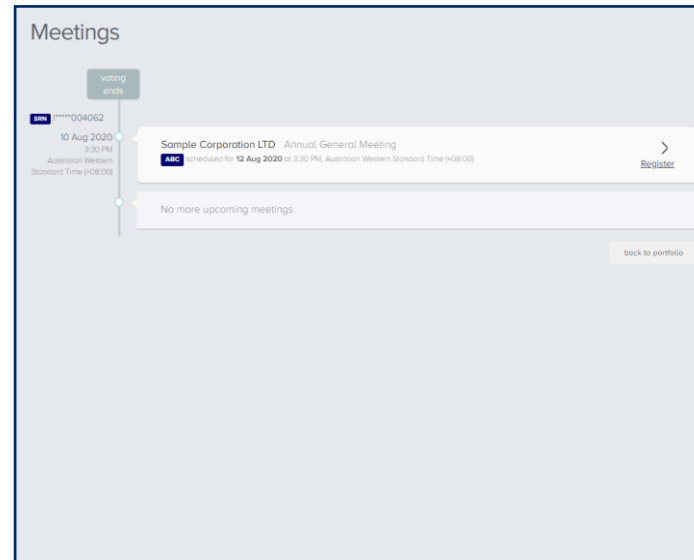
1. Log in or register at:



The screenshot shows the Plenti user interface. On the left, there's a promotional banner for 'Automatic' with a background image of a desk. On the right, there's a dark blue sidebar with a login form. The form includes a link for 'Existing users sign in', fields for 'username' and 'password', a 'log in >' button, and a link for 'can't log in?'. Below the login form is a 'register >' button. The main content area has a light blue background with a 'register >' button and a paragraph of text about Automatic's services.



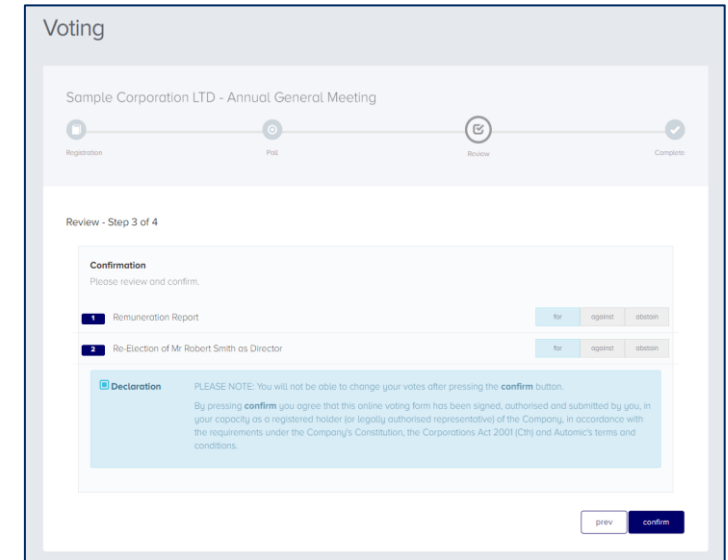
2. Click view and register your attendance for the meeting



The screenshot shows the 'Meetings' page in the Plenti interface. It features a timeline on the left with a 'voting ends' marker at 10 Aug 2020, 3:30 PM. The main content area shows a meeting titled 'Sample Corporation LTD Annual General Meeting' scheduled for 12 Aug 2020 at 3:30 PM. There is a 'Register' button next to the meeting details. Below the meeting details, it says 'No more upcoming meetings' and has a 'back to portfolio' button.



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



The screenshot shows the 'Voting' page in the Plenti interface. It features a progress bar at the top with four steps: 'Registration', 'Poll', 'Review', and 'Complete'. The 'Review' step is currently active. The main content area shows a 'Confirmation' section with a 'Please review and confirm.' message. Below this, there are two items for review: '1. Remuneration Report' and '2. Re-Election of Mr Robert Smith as Director'. Each item has 'for', 'against', and 'abstain' buttons. At the bottom, there is a 'Declaration' section with a 'PLEASE NOTE' and a 'confirm' button.

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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 2024 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 2024, 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 Susan Forrester as Director

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

“To re-elect Susan Forrester as a Director of the Company.”



Item 4

Resolution 4 — Election of Daniel Foggo as Director

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

“To elect Daniel Foggo as a Director of the Company.”



Item 5

Resolution 5 — Approval of Issue of STI Share Rights to Mr Daniel Foggo, Director and outgoing 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 202,003 STI Share Rights to Mr Daniel Foggo, Director and outgoing CEO of the Company, under the Company’s FY24 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 — 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 7

Resolution 7 — Approval of Issue of Securities under the Company's Employee Equity Plan

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

"That for the purposes of ASX Listing Rule 7.2 (Exception 13(b)) and for all other purposes, the issue of up to 8,766,068 equity securities under the Company's Employee Equity Plan as described in the Explanatory Statement, be approved."

Conducting of the poll

Plenti

Other business

Plenti

Meeting close

Plenti