

ASX Announcement (ASX: CCV)

2024 CCV AGM Addresses and Presentation

Cash Converters International Limited (ASX: CCV) (“Cash Converters” or “the Company”) will today address shareholders at its Annual General Meeting to be held as a virtual meeting, commencing at 9.30am (WST).

Attached is a copy of the addresses to be delivered by Chairman, Timothy Jugmans and CEO & Managing Director, Sam Budiselik and the related presentation material.

This information will provide shareholders an update on the company’s performance and key strategies.

Authorised for release by the Board of Cash Converters International Limited.

Sam Budiselik
CEO & Managing Director
info@cashconverters.com

About Cash Converters Cash Converters (ASX: CCV) is a diverse international group generating revenue from personal, retail store operations and franchising. We believe that everyone should have options in life, and we provide solutions that ‘make life possible’ for our customers in an environmentally conscious, responsible, regulated and transparent way.

Subscribe to receive our ASX and Company Announcements here: [Investor Centre](#)

For personal use only

Chairman's AGM Address

The Board and I remain excited and optimistic about the opportunities and prospects of the Company. Both Board and Management are focused on positioning the business well for long-term growth through prudent capital deployment via store acquisitions in Australia and the UK along with new loan product growth.

Cash Converters delivered strong FY24 operating and financial results with revenue up 26% and EBITDA up 21% on the prior year - driven by continued loan book growth fuelled by ongoing demand for our core lending products and the pleasing growth in contributions from our recent acquisitions.

We have expanded our product suite to meet the needs of a broader range of customers. We are continuing to grow our medium amount credit contract book (MACC) and new line of credit offering (LoC), as we focus on delivering more flexible, lower cost solutions for our customers. Our loan books grew 6%, up to \$288m, during FY24 – a remarkable result as we restructure the book away from the small amount credit contract (SACC) product.

Our disciplined approach to store acquisitions and expansions has been a key driver of our growth. This year, we further strengthened our presence through selective acquisitions with 47 stores acquired in the UK and a further 3 acquired in Australia during FY24, delivering a combined \$3.7m EBITDA to the group. We continue to assess acquisition opportunities that align with our long-term strategy and valuation metrics, with over 200 further franchised stores in those markets and 51 currently under active consideration for acquisition.

The franchise network is approximately the equivalent size of our corporately owned store network in Australia and over 3 times the size of our corporately owned store network in the UK, giving some indication as to the size of the growth opportunity ahead of us.

In terms of Board changes I would like to thank Ms Julie Elliot for her effort, contribution, and commitment during her tenure with the Board. Julie served diligently as a non-executive director and provided valuable support and advice as chair of the Governance Remuneration and Nomination Committee, and member of the Audit and Risk Committee and the Board Investment Committee. Julie made a significant contribution to the Company's governance and remuneration structure, practices and reporting. I wish her the very best with her future endeavours.

On 22 May 2024 the Board welcomed Mr Andrew Spicer as a non-executive director. Andrew has previously served in the role of Managing Director and CEO for Canstar Pty Ltd for the past 16 years and prior to that played a pivotal role in the listing of WebCentral on the ASX. Andrew's corporate experience also includes executive roles at Suncorp Bank and consulting roles for Ernst & Young and McKinsey & Co. Andrew's extensive corporate and strategic experience was specially sought to complement the Company's Board.

For personal use only

Following the formal AGM our CEO & Managing Director will present an outline of the past financial year and provide an update on Q1 FY 2025. I'm pleased with the solid performance of FY 2024, particularly due to the deliberate strategic shift of our business away from small and vehicle loans, ensuring our capital is allocated efficiently and for maximum total return. The strength of our business and balance sheet enabled the Board to declare the payment of a fully franked 1c final dividend, when coupled with a similar payment at the half year, demonstrates the Board's confidence in our earnings and balance sheet position. The final dividend declaration represents our eighth straight half year dividend.

I would like to thank my fellow Board members, management and their teams for their contributions and commitment to the Company strategy and for their continued focus on providing an excellent experience to our customers. Finally, I would like to thank our shareholders for their ongoing support and look forward to an exciting future for Cash Converters.

Authorised for release by the Board of Cash Converters International Limited.

Timothy Jugmans

Non-executive Chairman

info@cashconverters.com

For personal use only

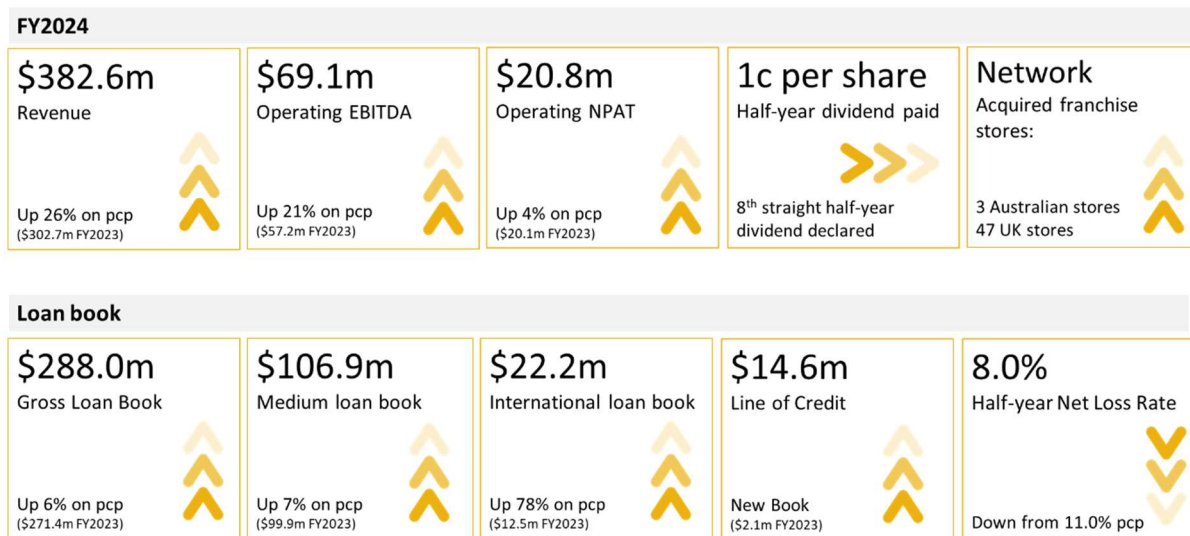
CEO & Managing Director Address

Following formal close of Annual General Meeting

Thank you, Tim, and good morning fellow Shareholders.

I would like to begin by reflecting on our achievements in financial year 2024 and then provide an update on the first quarter of the financial year 2025.

Group Financial Performance



In FY2024, Cash Converters delivered a standout financial performance in both our stores and lending businesses. Revenue grew by 26%, reaching \$382.6 million, operating EBITDA was up 21% to \$69.1 million and operating profit after tax was \$20.8 million. This growth builds on the past few years results and strengthens our position, allowing us to continue expanding our loan product suite, acquiring earnings accretive franchise stores, and to maintain regular fully franked dividend payments to shareholders, for an eighth consecutive half year period.

Store Operations

Store operations made a substantial contribution to the FY24 results, with Australian corporate store retail revenue up 11.0% compared to FY23, and more than 600,000 retail transactions being conducted during the year.

The acquisition of a network of 42 franchised stores in the UK in July 2023, followed by an additional 5 store acquisitions in June 2024, further boosted store performance by \$3.4m in profit-before-tax during the year, and now represents a material contributor to our group corporate store network.

Our inventory mix continues to evolve with the growth in high value, higher margin, items such as prestige jewellery, watches, designer bags and high-end electronics supported by the opening of an additional luxury concept store in Bondi Junction.

For personal use only

This initiative extends the appeal of the Cash Converters concept to a broader range of customers, served from a lower cost store operating model.

Our role in the circular economy has never been more relevant, and we are proud to have repurposed over 1.7 million pre-owned goods through our stores in Australia alone this year. This commitment to sustainability, combined with an evolving product mix, such as luxury goods in select markets, allows us to cater to varying customer needs while enhancing our margins and strengthening our market presence.

Lending operations

FY24 saw loan books grow again, up 6% on FY23, with strong underlying demand continuing through the year. This growth is particularly impressive as during the same period we have continued to transition our loan book composition away from the “Payday” Small Amount Credit Contract (SACC) product, which represented less than 20% of the gross book at the end of FY24. We also commenced the run-down of the Green Light Auto book late in FY24 to allow us to deploy that capital to strategic initiatives that deliver a better return.

The Line of Credit (LOC) product has continued to grow through FY24, reaching \$14.6m at the period close. This product provides a more flexible, lower cost option to our customers and, along with the Medium Amount Credit Contract (MACC) is the key focus of our loan book looking forward.

Finally, we delivered this loan book growth alongside an improvement in book quality, with half-year net loss rates for the second half of FY24 down to 8.0% compared to 11.0% for the corresponding period in FY23. This performance reflects both our prudent credit risk stance and the capability of our proprietary machine learning based risk models.

Strategic Acquisitions

We are actively targeting re-acquisition of franchised stores in Australia and the UK to drive further earnings growth. We acquired 50 stores during FY24, which are now fully integrated into our corporate store network, are performing well, and contributed \$3.7m PBT to the group in FY24 (14% of total).

With over 200 more franchised stores in those markets and 51 currently under active consideration for acquisition, there is an opportunity for future earnings growth as we continue to apply the same disciplined acquisition approach that has delivered the above results to date (see slide following).

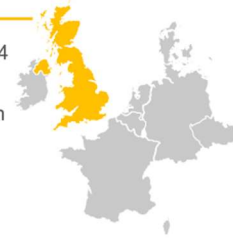
For personal use only

Store Acquisition

Profitable Franchise Network, Earnings Accretive Store Acquisitions Continue.

United Kingdom

- 42 stores acquired in Jul-23, contributing \$3.4m PBT in FY24
- A further 5 stores acquired June 2024
- Forward pipeline of 12 stores under immediate consideration with further opportunities available
- UK Store Segment now contributing over 20% of revenue
- Number of Franchise stores: **143**



Australia

- 3 stores acquired through FY24, contributing \$0.3m PBT
- Excellent acquisition track record with store acquisitions made between FY21 and FY24 delivering **98% of target NPAT** in FY24 (\$2.1m)
- Forward pipeline of 39 further stores under consideration
- Number of Franchise stores: **74**



cashconverters

Q1 FY2025 Update

FY2024



Q1 FY25



Looking to FY25, I am pleased to confirm the FY24 momentum has continued into the new year.

Our recent Q1 unaudited trading update, released to the ASX on 28 October this year, shows further revenue growth - up to \$95.8m for the quarter. We have seen a minor decrease in loan books as the loan mix changes to reflect the move away from "Payday" SACC loans, the new LOC product grows and the Green Light Auto vehicle book winds down following our decision to exit that sector. Importantly, as the book composition matures, we have demonstrated close control over loss rates, with the Q1 FY24 Quarterly Net Loss Rate down to 3.7% from 4.8% in the same quarter in FY23.

Outlook

Finally, looking further forward, we're excited by the opportunities that lie ahead for the Company.

Several of our strategic initiatives have begun delivering revenue growth across the global group. Our store network continues to expand, and our digital platforms are performing strongly and reaching new customers. Loan book growth across FY2024 was strong, and there are further opportunities for us to continue to both grow market share and optimise performance across our Medium Amount and Line of Credit loan products.

Our customers have been impacted by legislative changes that we are doing our best to manage but have rendered us unable to assist many customers that we may have responsibly supported in the past. For Cash Converters, we have been able to offset this financial impact with growth in new products and franchise store acquisitions in Australia and the UK. The competitive landscape also continues to evolve favourably and we remain focused on taking advantage of our strong position in the market.

Closing

In summary - the strategic growth focus for the Company remains:

- Driving loan book growth with an increasing focus on MACC and LOC loans and tightly managed loss rates;
- Continuing to innovate with new product releases; and
- Deploying capital to the ongoing acquisitions of franchised stores, primarily in Australia and the UK.

In closing, I am proud to lead a team of passionate and committed professionals who are consistently focused on putting our customers first and delivering their best across our stores, personal lending, online operations and back-office support teams. This commitment has been a key component in our strong financial performance in FY2024 and creates a solid foundation for growth both domestically and abroad. I would like to thank everyone across our global business for their hard work and dedication in achieving these results.

I look forward to providing another update on our progress at the conclusion of the half-year period in February. Once again, thank you for your attendance at this Annual General Meeting.

ENDS

Authorised for release by the Board of Cash Converters International Limited.

Sam Budiselik
CEO & Managing Director
info@cashconverters.com

For personal use only

Annual General Meeting (AGM) Investor Presentation

7 November 2024

Attendees

Board of Directors

Timothy Jugmans

Non-executive Chairman

Sam Budiselik

CEO & Managing Director

Peter Cumins

Executive Deputy Chairman

Lachlan Given

Non-executive Director

Andrew Spicer

Independent Non-executive Director

Robert Hines

Independent Non-executive Director

Henry Shiner

Independent Non-executive Director

Mark Ashby

Independent Non-executive Director

Executives

Lisa Stedman

Chief Operating Officer

Jonty Gibbs

Chief Financial Officer

James Miles

Chief Information Officer

Andrew Kamp

Chief Strategy & Commercial Development Officer

Luis San Martin

Chief Risk Officer

Meagan Hamblin

Joint Company Secretary

Auditors

Peter Rupp

Lead Audit Partner – Deloitte

Nicholas Gordon

Audit Partner - Deloitte

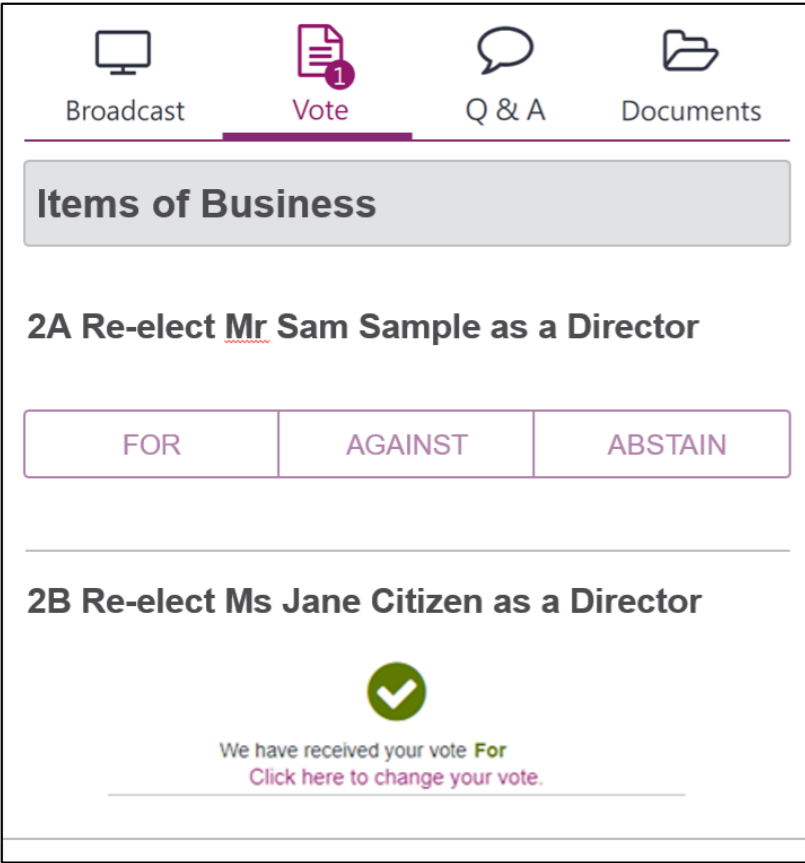
Timothy Jugmans

Non-executive Chairman

Procedural Matters

Voting

For personal use only



← When open, the vote will be accessible by selecting the voting tab at the top of the screen

← To vote, simply select the direction in which you would like to cast your vote. A tick will appear to confirm receipt of your vote.



← To change or cancel your vote “click here to change your vote” at any time until the poll is closed

There is no submit or send button, your selection is automatically recorded.
You can change your mind or cancel your vote any time before the poll is closed

Questions

For personal use only

Broadcast Vote **Q & A** Documents

Your question(s)

You may enter a question using the field below.

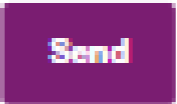
Select Topic ▼

Questions are limited to 2000 characters.

0 character(s) Send

← When the question function is available, the Q&A messaging tab will appear at the top of the screen

← To submit a question under the Q&A tab, select the topic of your and type your question into the box and press Send



If you require assistance before or during the meeting please call +61 3 9415 4024.

Verbal Questions

To ask a verbal question, follow the instructions below the broadcast window

For personal use only

Business of Meeting

Financial Report

To receive and consider the financial report for the year ended 30 June 2024 and the related directors' report, directors' declaration and auditors' report.

Note: There is no requirement for Shareholders to approve the financial statements and reports.



2024 Annual Report

Strong Operating Result in Challenging Economic Environment

- Revenue \$382.6m (up 26%)
- Operating EBITDA \$69.1m (up 21%)
- Operating NPAT \$20.8m (up 4%)
- NTA 28.4 cps

Resolution One – Re-election of Mr Henry Shiner

To consider and, if thought fit, pass the following as an ordinary resolution:

“That Mr Henry Shiner, being a Director of the Company, who retires by rotation in accordance with clause 52.1 of the Company’s Constitution, and being eligible, is re-elected as a Director of the Company.”

Proxy Results						
Resolution One	Votes	For	Against	Proxy's discretion	Abstain	Exclude
			339,166,096	2,439,204	647,479	3,339,319
	% of Voted Securities	99.10%	0.71%	0.19%	N/A	N/A
	% of Total Securities	54.05%	0.39%	0.10%	0.53%	N/A

For personal use only

Resolution Two – Re-election of Mr Peter Cumins

To consider and, if thought fit, pass the following as an ordinary resolution:

“That Mr Peter Cumins, being a Director of the Company, who retires by rotation in accordance with clause 52.1 of the Company’s Constitution, and being eligible, is re-elected as a Director of the Company.”

Proxy Results						
Resolution Two	Votes	For	Against	Proxy's discretion	Abstain	Exclude
			316,705,661	16,323,618	647,479	11,915,340
	% of Voted Securities	94.92%	4.89%	0.19%	N/A	N/A
	% of Total Securities	50.47%	2.60%	0.10%	1.90%	N/A

For personal use only

Resolution Three – Election of Mr Andrew Spicer

To consider and, if thought fit, pass the following as an ordinary resolution:

“That Mr Andrew Spicer, who having been appointed a Director of the Company since the last Annual General Meeting, retires under clause 51.2 of the Company’s Constitution, and being eligible, is elected as a Director of the Company.”

Proxy Results						
Resolution Three	Votes	For	Against	Proxy's discretion	Abstain	Exclude
		339,906,629	1,682,819	702,953	3,299,697	-
	% of Voted Securities	99.31%	0.49%	0.20%	N/A	N/A
	% of Total Securities	54.16%	0.27%	0.11%	0.53%	N/A

For personal use only

Resolution Four – Non-binding resolution to adopt the remuneration report

To consider and, if thought fit, pass the following as an ordinary resolution:

“That the remuneration report of the Company for the financial year ended 30 June 2024 be adopted.”

Proxy Results						
Resolution Four	Votes	For	Against	Proxy's discretion	Abstain	Exclude
			310,546,052	12,811,332	647,479	705,341
	% of Voted Securities	95.85%	3.95%	0.20%	N/A	N/A
	% of Total Securities	49.49%	2.04%	0.10%	0.11%	3.33%

For personal use only

Resolution Five – Approval of grant of performance rights to CEO & Managing Director

To consider and, if thought fit, pass the following as an ordinary resolution:

“That, for the purposes of ASX Listing Rule 10.14 and all other purposes, approval be given for the grant of 4,599,212 performance rights to Mr Sam Budiselik, CEO & Managing Director of the Company, under the Company’s Incentive Rights Plan on the terms described in the Explanatory Memorandum.”

Proxy Results						
Resolution Five	Votes	For	Against	Proxy's discretion	Abstain	Exclude
			309,545,471	14,098,552	662,479	10,974,902
	% of Voted Securities	95.44%	4.35%	0.21%	N/A	N/A
	% of Total Securities	49.33%	2.25%	0.11%	1.75%	1.64%

For personal use only

Resolution Six – Approval of adoption of the Cash Converters Incentive Rights Plan Rules

To consider and, if thought fit, pass the following as an ordinary resolution:

“That, for the purposes of ASX Listing Rule 7.2, Exception 13(b) and for all other purposes, approval be given for the issue of securities under the Company’s Incentive Rights Plan as described in the Explanatory Memorandum.”

Proxy Results						
	Votes	For	Against	Proxy's discretion	Abstain	Exclude
Resolution Five		318,893,784	4,656,877	647,479	11,011,896	10,382,062
	% of Voted Securities	98.36%	1.44%	0.20%	N/A	N/A
	% of Total Securities	50.82%	0.74%	0.10%	1.75%	1.65%

For personal use only

Resolution Seven – Approval of amendment to grant of performance rights under the Cash Converters Equity Incentive Plan

To consider and, if thought fit, pass the following as an ordinary resolution:

“That, for the purposes of ASX Listing Rule 6.23.4 and for all other purposes, approval be given to amend the terms of the performance rights issued under the Company’s FY23 and FY24 long-term incentive schemes as described in the Explanatory Memorandum.”

Proxy Results						
	Votes	For	Against	Proxy's discretion	Abstain	Exclude
Resolution Five		309,572,085	13,944,620	647,479	11,045,852	10,382,062
	% of Voted Securities	95.50%	4.30%	0.20%	N/A	N/A
	% of Total Securities	49.33%	2.22%	0.10%	1.76%	1.65%

For personal use only

Meeting Close

Sam Budiselik

Chief Executive Officer & Managing Director

Key Highlights

FY2024

\$382.6m

Revenue



Up 26% on pcp
FY23: \$302.7m

\$288.0m

Gross Loan Book



Up 6% on pcp
FY23: \$271.4m

\$69.1m

Operating EBITDA



Up 21% on pcp
FY23: \$57.2m

\$20.8m

Operating NPAT



Up 4% on pcp
FY23: \$20.1m

1c per share

Half-year dividend
paid



8th straight half-year
dividend declared

Q1 FY25

\$95.8m

Revenue



Up 0.9% pcp
Q1 FY24: \$95.0m

\$273.6m

Gross Loan
Book



Down 2% pcp
Q1 FY24: \$279m

3.7%

Net Loss Rate



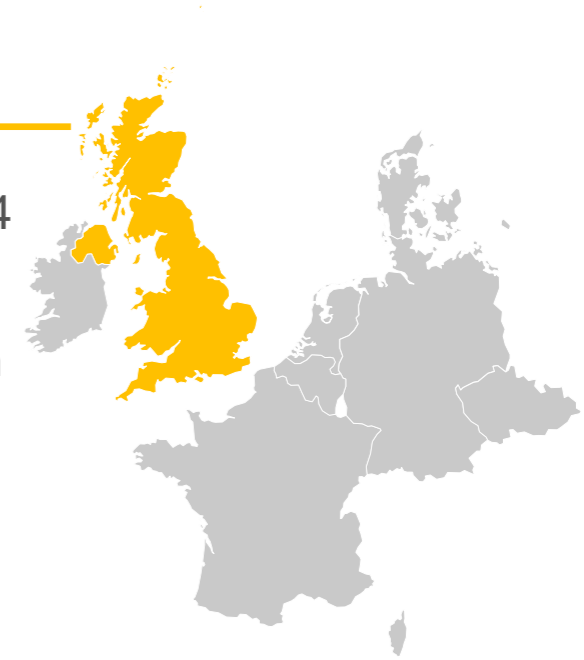
Down on pcp
Q1 FY24: 4.8%

Store Acquisition

Profitable Franchise Network, Earnings Accretive Store Acquisitions Continue.

United Kingdom

- 42 stores acquired in Jul-23, contributing \$3.4m PBT in FY24
- A further 5 stores acquired June 2024
- Forward pipeline of 12 stores under immediate consideration with further opportunities available
- UK Store Segment now contributing over 20% of revenue
- Number of Franchise stores: **143**



Australia

- 3 stores acquired through FY24, contributing \$0.3m PBT
- Excellent acquisition track record with store acquisitions made between FY21 and FY24 delivering **98% of target NPAT** in FY24 (\$2.1m)
- Forward pipeline of 39 further stores under consideration
- Number of Franchise stores: **74**



For personal use only

Outlook

For personal use only



Grow

- Additional franchise store acquisition opportunities under review in our core markets of Australia & UK - following the acquisitions of 50 franchise stores in these markets in FY24
- Underlying credit demand strong in an under-served customer segment
- Securitisation facility in place with headroom to grow loan books



Optimise

- Reduced net loss rates demonstrating the value of advanced proprietary machine-learning powered credit models
- Continue to refine the growing secondhand luxury goods segment
- Optimising capital allocation to drive returns with GLA (auto) book run-down



Realise value

- Operating leverage: Grow profits and free cashflow from an established operating model
- Continue to change the composition of the loan book exiting auto and focusing on more flexible, lower cost loan solutions
- Stable dividend track record: 8th consecutive half-year dividend declared



Thank You

For personal use only

Disclaimer

The material contained in this presentation is intended to be general background information on Cash Converters and its activities current at the date of the presentation. The information is supplied in summary form and is therefore not necessarily complete. It is not intended that it be relied upon as advice to investors or potential investors, who should consider seeking independent professional advice depending on their specific investment objectives, financial situation or particular needs. No representation or warranty is made as to the accuracy, completeness or reliability of the information.

This presentation may contain statements that are, or may be deemed to be, forward-looking statements including statements regarding the Company's intent, belief or current expectations with respect to Cash Converters' business and operations. Readers are cautioned not to place undue reliance on these forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, which may cause actual results to differ materially from those expressed or implied in such statements. Cash Converters does not undertake any obligation to update any forward-looking statement contained in this presentation to reflect any change in the assumptions, events, conditions or circumstances on which the statement is based.