

FY2025 Financial Results

Strategic Transformation Delivering Results

Cash Converters International Limited (CCV) is pleased to provide this trading update ending 30 June 2025 ("FY25")

Group Results (\$'m)	FY25	FY24	Var %
Statutory NPAT	24.5	17.4	41%
Revenue	385.3	382.6	1%
Operating EBITDA	74.5	69.2	8%
Operating NPAT	25.1	20.9	20%
Gross Loan Book	244.6	288.0	(15%)
Cash and Cash Equivalents	73.2	56.3	30%
Basic earnings per fully paid ordinary share	3.9c	2.8c	1.1c

Comparisons in the table and commentary are against FY24, prior corresponding period ("pcp") unless stated otherwise

Highlights:

- Execution of strategic transformation delivering strong earnings growth
- Exit from payday¹ and vehicle² lending continues to plan, lower loss rates and provisions
- Bondi luxury store pilot a success, further luxury store openings planned
- Franchise store acquisitions executed and ongoing in Aus & UK/Europe
- Falling interest rate environment reducing funding costs
- Fifth annual 2.0 cps dividend payment, fully franked

Managing Director Comments:

Cash Converters Chief Executive Officer & Managing Director, Sam Budiselik, stated: "We are pleased to report a strong full-year result, reflecting the continued execution of our strategic business transformation. We remain focused on growing earnings, delivering a statutory net profit of \$24.5m up 41% on pcp, as we reposition our loan book and grow our corporate store network. With cash and undrawn funding capacity available we remain well positioned to fund our future growth ambitions.

Our unique distribution model, combining digital channels with our physical store network, facilitates retail trading and low cost loan origination. The direct relationship our store channel has with our customers improves engagement, whilst our digital platform is important generating approximately 65% of approved loans and 23% of retail sales.

The focus on reshaping our loan book continues, as is evident from lower loss rates and loan book provisions. Following the successful launch of a new line of credit product³, we will soon offer a unified "Cashies Loan^{3,4}" product, with the aim of simplifying the journey for our customers who are hard-working every-day people. We are proud to be supporting a large part of the population who are now choosing Cash Converters to responsibly meet their credit needs.

Across our store network we are experiencing growing consumer demand for value and sustainability. We repurposed over 1.7m pre-owned items during the year across our Australian network, with elevated gold prices continuing to support higher transaction values and gross profit margins. Sales of jewellery and luxury goods continued to gain momentum, with the successful launch of a new luxury-only store model in Bondi during the year, now resulting in the expansion of this model nation-wide.

Our corporate owned store network continued to grow following franchise store acquisitions and new greenfield site openings across Australia and the UK. During the year we acquired 20 stores across Australia and the UK, taking the Australian corporate store count to 86 (not including an agreement announced to acquire a further 6 stores). The acquisition opportunity in the UK remains significant with a 193 store network still comprising 135 franchise stores. Our UK business performed strongly (contributing 19% of EBITDA) as we continue to pursue acquisition growth opportunities.

With \$73.2 million in cash and equivalents, significant undrawn securitisation capacity and available bank facilities, we remain committed to sustainable earnings growth, disciplined capital allocation and ongoing dividend payments."

Commentary:

- **Revenue Stable, Book Quality Improving:** Revenue remained stable at \$385.3m, pleasing as the loan book composition and quality continues to change and franchise store acquisitions contribute. The strategic transition away from legacy payday¹ and vehicle² lending continues, as new loan books grow and stores continue trading strongly.
- **Strong Earnings Growth:** Statutory NPAT increased 41%, powered by advanced machine learning credit models lowering bad debt expenses in the Personal Finance segment (net loss rates⁵ improved to 16% for the full year, down from 17.5% pcp). Store trading performance was also strong, with Australian gross profit margins increasing to 51% (up 6% on pcp). Store operating EBITDA increased by 29% in Australia and 10% in the UK (on pcp).
- **Loan Book Transition:** We continue refining our loan portfolio, providing lower-cost (and loss) lending solutions for our customers where possible. As we continue to exit legacy loan books, our Gross Loan Book declined by 15% to \$244.6m. At the same time the loan book Net Loss Rate⁵ declined 9% to 16.0% on a full year basis (down from 17.5%).
- **Strong Store Performance, Expanding Luxury Range:** Store revenue continued its upward trajectory, with the UK group up 16% and Australian stores up 8% on the prior period respectively. We continue to optimise store inventory with a focus on luxury goods, highlighted by the successful launch of a dedicated luxury-only store in Bondi Junction and further luxury-only stores planned.
- **Executing Strategic Acquisitions:** Our corporate owned store network continued to grow following franchise store acquisitions and new greenfield locations across Australia and the UK. During the year we acquired 8 stores in Australia (Since 30 June we have entered into a binding agreement to acquire 6 franchise stores in Australia) and 12 stores in the UK. In Australia we now have 61 remaining franchise stores and 135 in the UK.
- **Financial Stability**
The Company is in a strong financial position with Cash and Cash Equivalents of \$73.2m and \$81.0m in undrawn funding lines, available to support ongoing growth. The declaration of a 2H FY25 dividend of 1 cent per share (fully franked) marks our fifth consecutive annual 2 cent per share dividend payment.

FY26 Outlook:

A Clear Path to Sustainable Earnings Growth

Our strategy remains focused on three key pillars:

1. **Scaling a Sustainable Loan Book**
 - Introducing innovative, lower-cost lending products
 - Leveraging advanced machine learning powered credit assessments, reduce operating costs
2. **Expanding Our Store Network**
 - Acquiring and integrating franchise stores in Australia and the UK to enhance earnings growth
 - New greenfield locations opened by the Company and existing franchisees, future acquisition opportunities, expand luxury-only store numbers.
3. **Optimising Profitability & Unlocking Value**
 - Driving operational efficiency and disciplined cost management
 - Strong balance sheet and disciplined capital management supporting continued growth

— ENDS —

Authorised for release by the Board of Cash Converters International Limited

Notes:

¹ Payday Loans include:

- Small Amount Credit Contract ('SACC'): A regulated unsecured personal loan product, transacted in-store and online, up to \$2,000 and up to 12 months.
 - o Cash Advance: average 6-12 week term, \$500 loan amount, funds provided by store.
 - o Personal Loan: average 6-9 month term, \$1,000 loan amount, funds provided centrally.
- PayAdvance: has a one-off fee of 5% applied upon repayment, to an advance on earned, but not yet received salary or wages, with no other fees or charges applied, up to \$150.
- Origination of Cash Advance and PayAdvance has already ceased, SACC origination ceasing 30 September 2025.

² Vehicle Loans or Green Light Auto ('GLA'): A fully owned subsidiary of CCV that previously offered secured vehicle loans through a network of brokers and dealers. Origination ceased in June 2024.

³ Line of Credit ('LoC'): A revolving credit facility with a pre-approved credit limit, from \$400 to \$5,000 with a set minimum repayment over a maximum 36 month period per redraw. Credit limit minimum increasing to \$2,000 as at 30 September 2025.

⁴ Medium Loans include:

- Medium Amount Credit Contract ('MACC'): A regulated unsecured personal loan product, transacted in-store and online, up to \$5,000 and up to 24 months.

⁵ Net Loss Rate ('NLR'): Defined as Bad Debt Written off Expense net of Recovery of Write Offs for the period, compared to average Gross Loan Book for the period, down to 16.0% (17.5% pcg).

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About Cash Converters:

Cash Converters International Limited (ASX: CCV) is a leading consumer lender and second-hand goods retailer operating in Australia and globally.

Key markets include Australia, New Zealand and the United Kingdom with large franchise operations spanning Europe, South Africa and parts of Asia. In total there are 659 stores operating across 15 countries. The company's revenue streams include personal lending, store operations and franchising.

Cash Converters is actively transforming its loan book to focus on longer-term, lower-cost lending solutions while expanding its retail presence in luxury goods. With a strong commitment to sustainability, Cash Converters plays a vital role in the circular economy across the globe.

To learn more, please visit: www.cashconverters.com. For investor inquiries, contact us at info@cashconverters.com