

Liberty Financial Group FY25 Full Year Results

25 August 2025



Acknowledgement of Country

Liberty acknowledges the traditional owners of country throughout Australia. We acknowledge their continuing connections to the lands, waters, cultures and communities. We pay our respect to Elders past and present. In doing so we also acknowledge that sovereignty has never been ceded by the traditional owners of this country.

Presenting today



James Boyle
Chief Executive Officer



Peter Riedel
Chief Financial Officer

Agenda

- 01** Overview
- 02** Results Analysis
- 03** Business Update
- 04** Outlook
- 05** Summary
- 06** Questions

01 Overview



Overview



Return to profit growth in FY25 and 2H25



NIM expansion in 2H25 from positive funding markets



Lower impairment expense as credit risk moderates



Effective cost management with stable cost to income ratio



Portfolio stability through targeted diversification

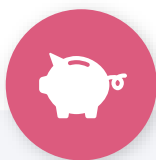


Investment grade balance sheet with 12% cash ROE



Strong broker and customer net promoter scores

Financial Highlights FY25



Underlying NPATA

\$145m (\$132m)
+10%



Net revenue

\$604m (\$583m)
+4%



NIM

2.49% (2.51%)
(2bps)



BDD

19bps (25bps)
(6bps)



Cost to income

27.1% (28.0%)
(90bps)



Distribution & Dividend

52c (25c)
108%

Operating Highlights FY25



Average financial assets

\$14.7b (\$14.1b)
+4%



New assets originated

\$5.1b (\$5.7b)
(10%)



Impaired loans

\$341m (\$309m)
+10%



Average FTE Staff

524 (548)
(4%)



Broker NPS

83 (82)
+1%



Customer NPS

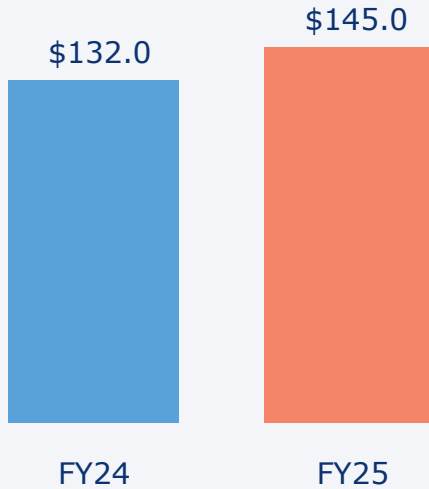
58 (60)
(3%)



02 Results Analysis

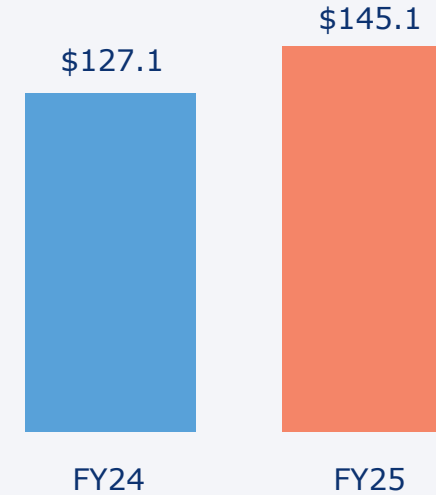
Profit Performance Full Year

Underlying NPATA (\$m)



- ▲ Increase in Underlying NPATA (FY25 v FY24) explained by
 - Higher net interest income driven by higher average portfolio (\$12m)
 - Lower impairment expense as credit risk moderates (\$8m), offset by
 - Higher commission expense in motor finance (\$9m)

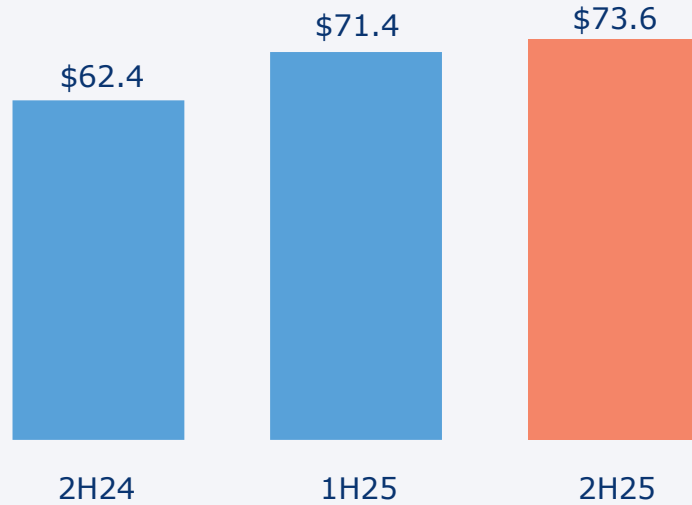
Statutory NPATA (\$m)



- ▲ Impact of sale of MPRE
 - FY24: lower statutory NPATA (\$4.9m)
 - FY25: higher statutory NPATA by (\$0.1m)

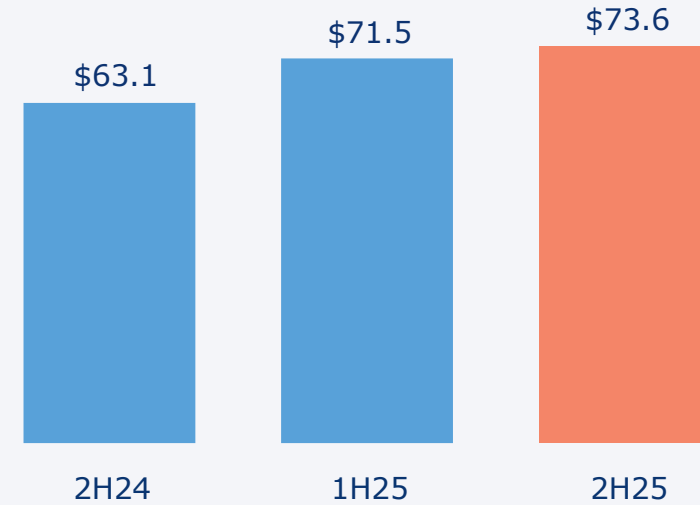
Profit Performance Half Year

Underlying NPATA (\$'m)



- ▲ Increase in Underlying NPATA (2H25 v 1H25) explained by
 - Stable net interest income with increase in NIM (+4bps)
 - Lower impairment expense as credit risk moderates (\$1m)
- ▲ Increase in Underlying NPATA (2H25 v 2H24) explained by
 - Higher average portfolio and higher NIM (\$7m)
 - Lower impairment expense as credit risk moderates (\$6m), offset by
 - Lower net fee and commission income (\$2m)

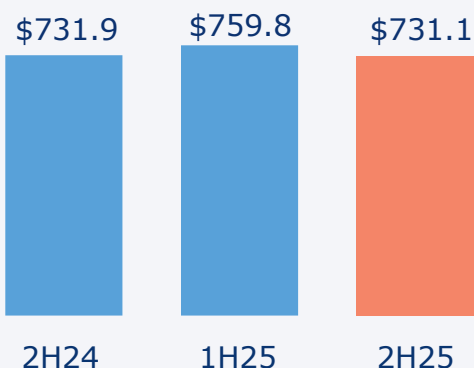
Statutory NPATA (\$'m)



- ▲ Impact of sale of MPRE
 - 2H24: higher statutory NPATA by (\$0.7m)
 - 1H25: higher statutory NPATA by (\$0.1m)

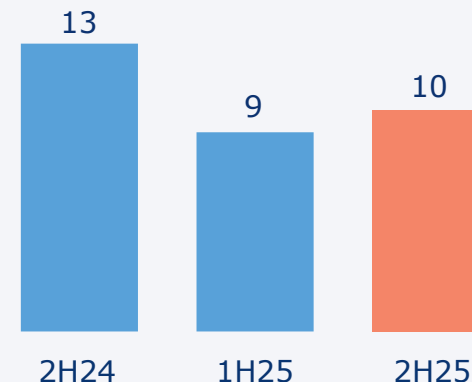
Profit Drivers

Total Revenue (\$'m)



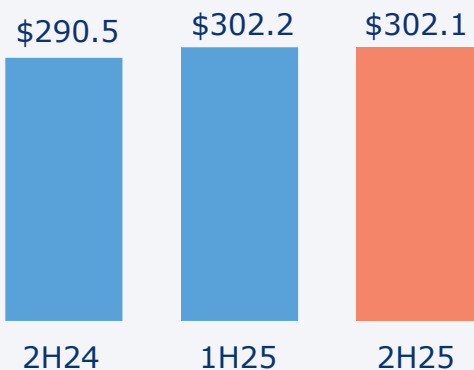
- ▲ Total revenue reduced 4% (2H25 v 1H25) driven by lower yield following pass through of RBA rate reductions
- ▲ Total revenue stable (2H25 v 2H24) as impact of rate reductions offset by higher average portfolio and higher fee and commission income

Loan Impairment (bps)



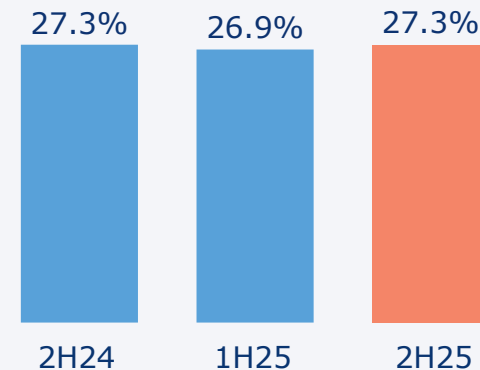
- ▲ Impairment stable (2H25 v 1H25) as lower realised losses (3bps) offset by higher provisions with increased delinquency (4bps)
- ▲ Impairment lower (2H25 v 2H24) as lower provisions required given reduction in motor loans (3bps)

Net Revenue (\$'m)



- ▲ Net revenue stable (2H25 v 1H25) as yield reductions offset by lower cost of funds (NIM 2.50% v 2.46%)
- ▲ Net revenue increased 4% (2H25 v 2H24) due to higher NIM (2.50% v 2.47%), higher average portfolio and higher fee and commission income
- ▲ Exit NIM 2.52% higher than 2H25 from reduced funding margin

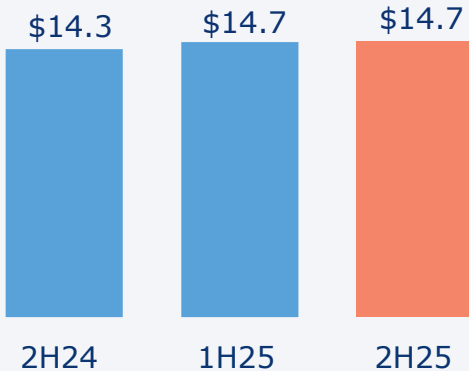
Cost to Income (%)



- ▲ Cost to income stable demonstrating effective cost management despite wage inflation

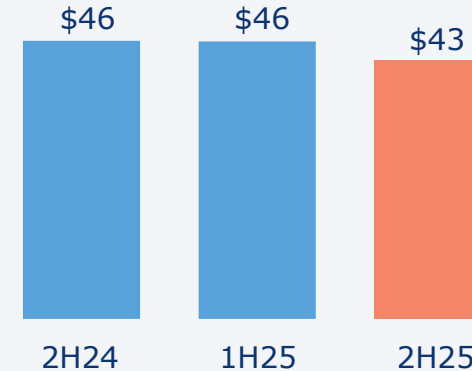
Revenue

Average Assets (\$'b)



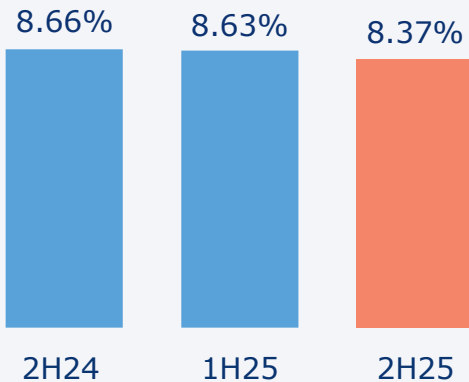
- ▲ Average assets stable (2H25 v 1H25) as commercial growth offsets reduction in residential and motor
- ▲ Average assets +3% (2H25 v 2H24) as commercial and personal loan growth exceeds reduction in residential and motor
- ▲ New originations \$2.3b in 2H25 (v \$2.8b 1H25 and \$2.8b 2H24)

Lending Income (\$'m)



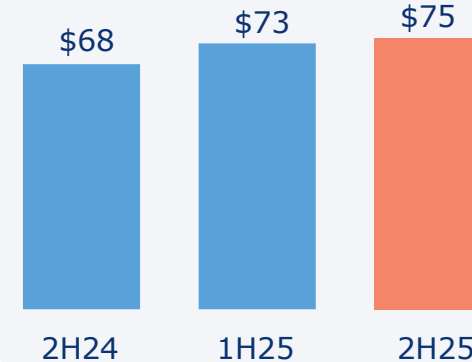
- ▲ Reduced lending income between periods consistent with reduced new loan originations

Yield (%)



- ▲ Yield reduced to 8.37% (2H25) from 8.63% (1H25) due to:
 - Full RBA cash rate passed on (20bps)
 - Origination yield lower than portfolio yield (5bps)
 - Asset mix as motor loans reduce (1bp)

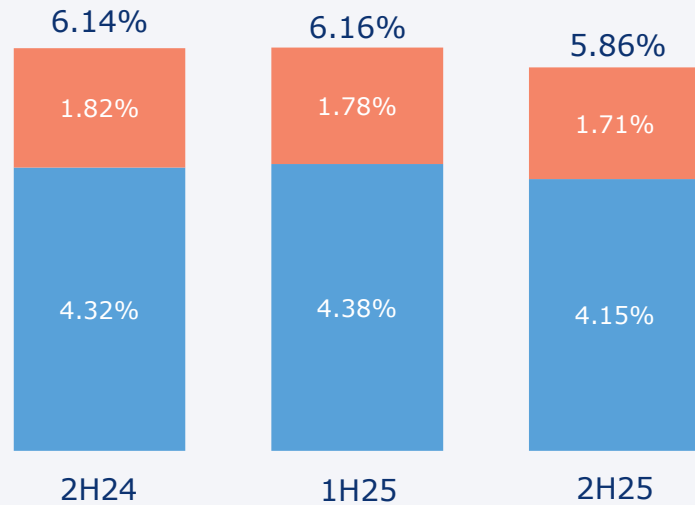
Commission Income (\$'m)



- ▲ Movement reflects increased transaction volumes in Australian and NZ distribution businesses
- ▲ Commission income increase offset by increased commission expense

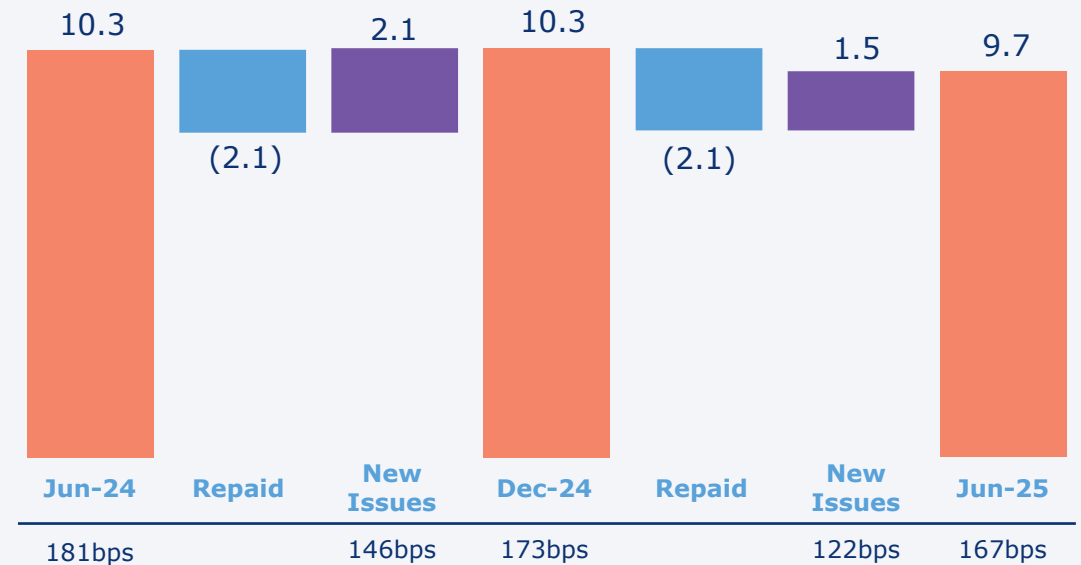
Funding

Cost of Funding



- ▲ Funding benchmark 415bps in 2H25 (decrease of 23bps v 1H25 and 17bps v 2H24) from RBA cash rate decreases during 2H25
- ▲ Funding margin 171bps in 2H25 (decrease of 7bps from 1H25 and 11bps v 2H24) as margin on new term, renewed wholesale and new MTN funding all lower than prior periods

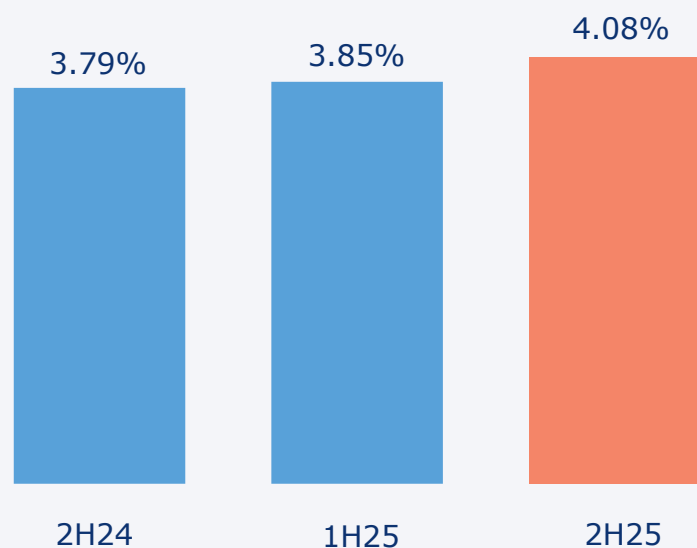
Term Funding (\$b)



- ▲ FY25 term issuance (\$3.6b) and increased wholesale limits (\$0.8b) supporting new originations
- ▲ All 2H25 maturing facilities renewed on improved terms (\$3.2b)
- ▲ Mar-25 MTN maturity (\$200m) replaced with new MTN issue in Mar-25 (\$300m) at improved margin (40bps)

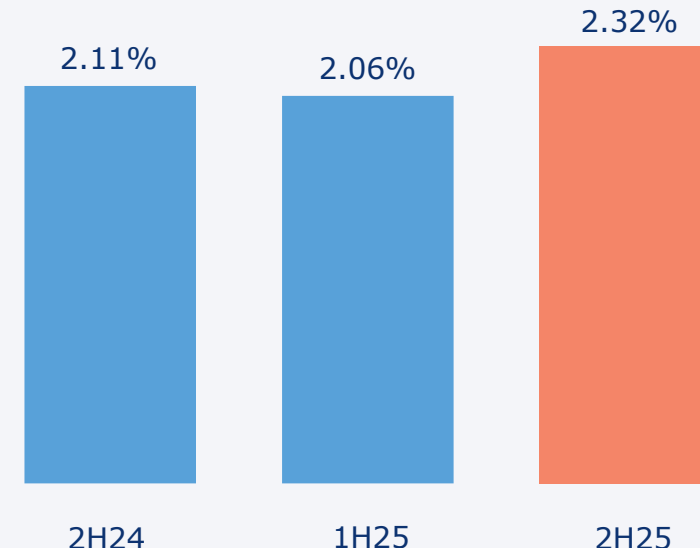
Portfolio Risk

+30 Day Delinquency



- ▲ June delinquency always seasonally higher than December
- ▲ Early-stage delinquency stable with annual increase to 30-Jun-25 (29bps) less than annual increase to 30-Jun-24 (82bps)
- ▲ Dishonour rates and count of customers in support have reduced each month since Dec-24
- ▲ +30 day delinquency reduced to 3.91% at 31-Jul-25

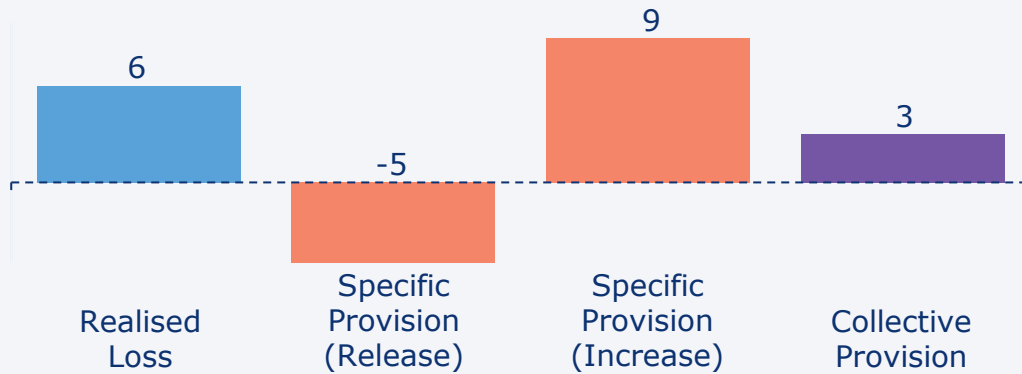
+90 Day Delinquency



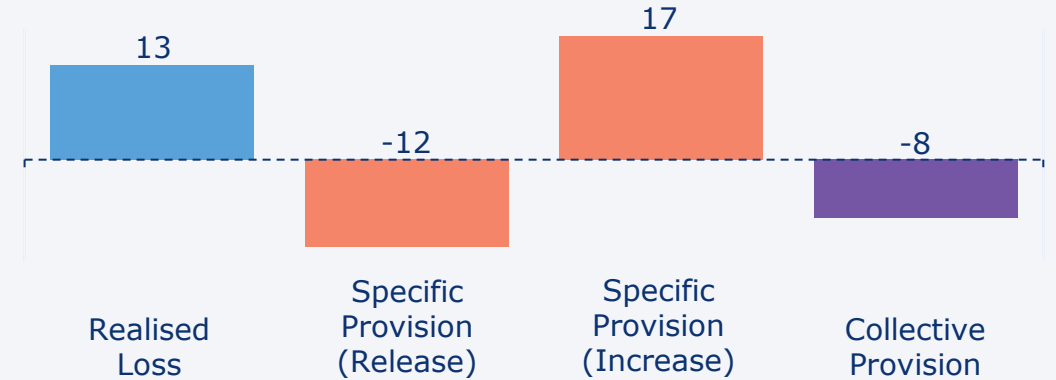
- ▲ Late-stage delinquency largely stable with annual increase to 30-Jun-25 (21bps) less than annual increase to 30-Jun-24 (64bps)
- ▲ Majority of customers in 90+ day delinquency supported by property security (77%) with an average LVR of 90%
- ▲ +90 day delinquency reduced to 2.25% at 31-Jul-25

Loan Impairment

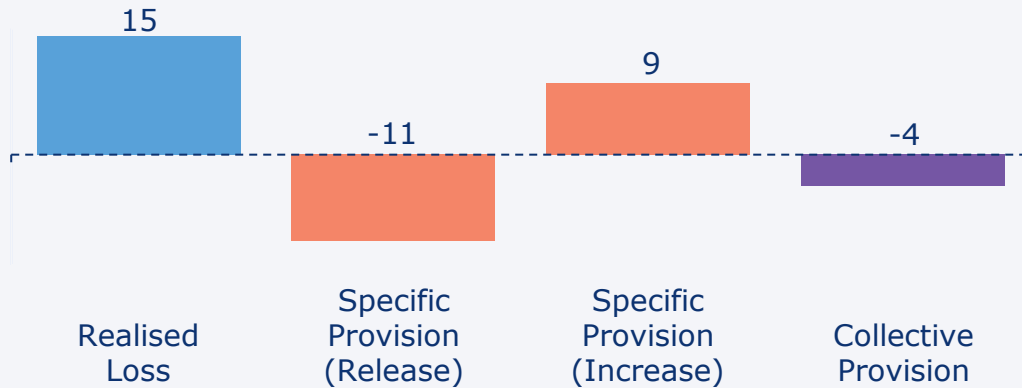
2H24 (13 bps)



2H25 (10 bps)



1H25 (9 bps)

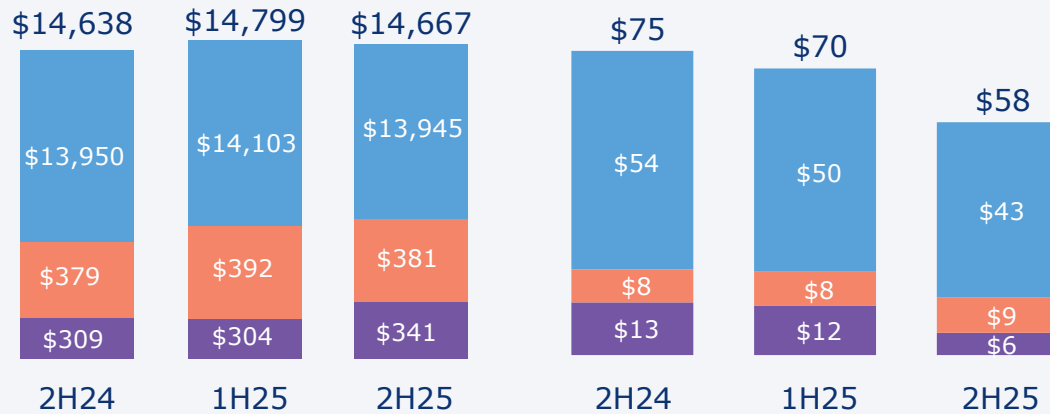


▲ Impairment expense 10bps in 2H25:

- Reduced realised losses as environment begins to improve for consumers
- Increased specific provision reflects enhancement to approach for motor and personal loans to identify provisions earlier
- Reduced collective provision reflects higher specific provision and reduced motor portfolio driving lower loss expectation

Loss Provisions

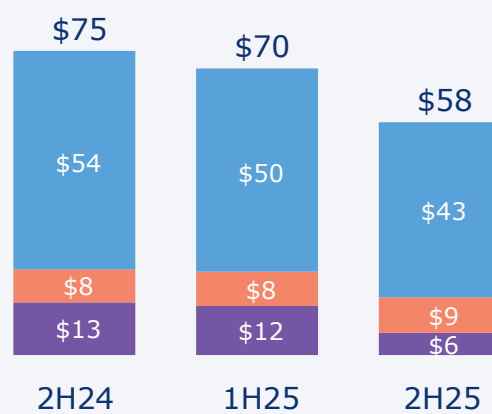
Portfolio by Stage (\$'m)



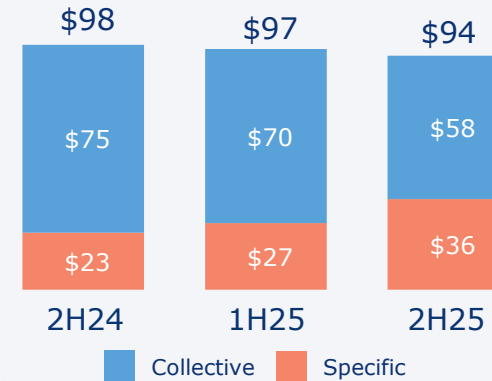
■ Stage 1 ■ Stage 2 ■ Stage 3

- Stage 2 and 3 higher risk balances largely stable through periods
- Exposure with property security represents Stage 2 (85%) and Stage 3 (77%) supported by strong security position (LVR=58%, 90%)
- Continued support for customers in hardship with rate relief coming
- 53% of customers (by balance) in Stage 3 making active payments at 85% of contract amount

Collective Provision by Stage (\$'m)

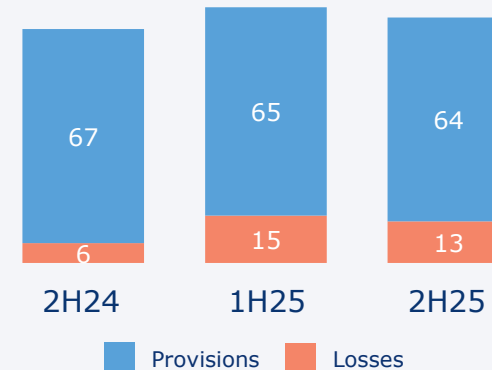


Provisions by Nature (\$'m)



- Total provisions at Jun-25 (\$94m) consistent with prior periods notwithstanding reallocation between specific and collective

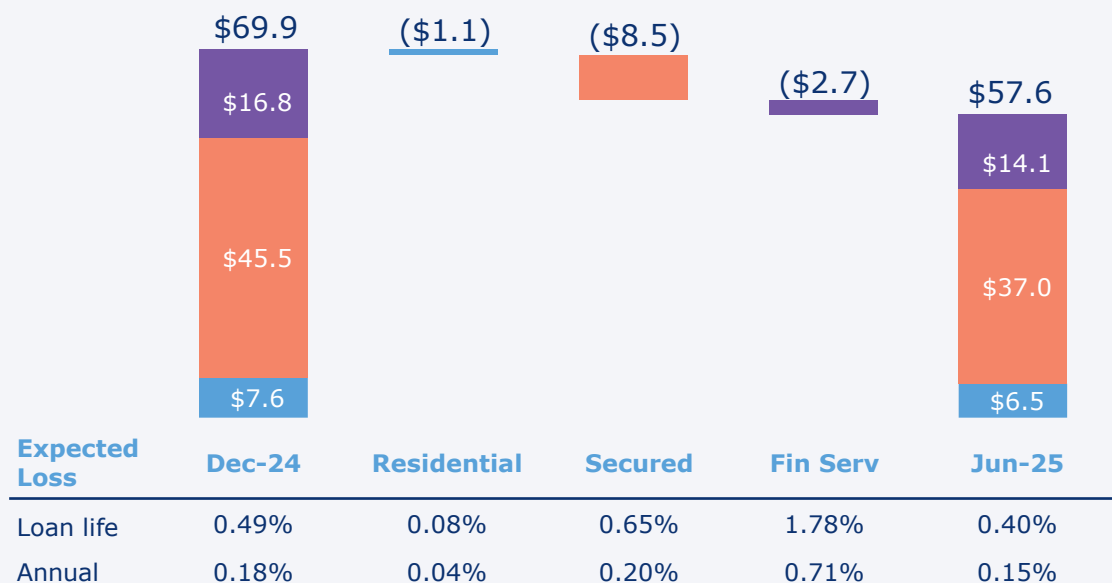
Provision Coverage (bps)



- Total provision coverage at Jun-25 (64bps) consistent with prior periods
- Total provisions provide 28% coverage against Stage 3 balances and 2.3 times coverage against annual realised losses

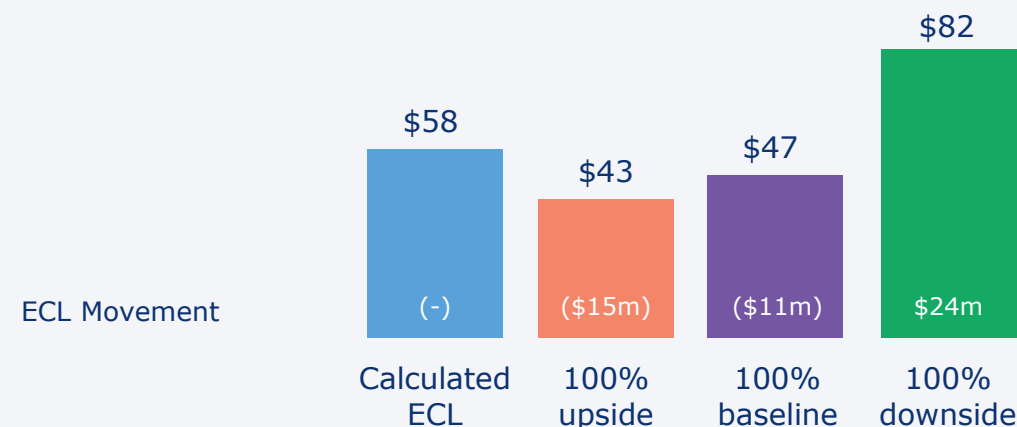
Expected Credit Loss

ECL by Segment



- Lower future expected losses reflecting improved customer and portfolio loss characteristics
- Slight reduction in Residential ECL (1bps)
- Unchanged commercial ECL
- Lower motor (37bps) and personal loan (32bps) ECL given increased specific provision

ECL Economic Scenarios (\$m)



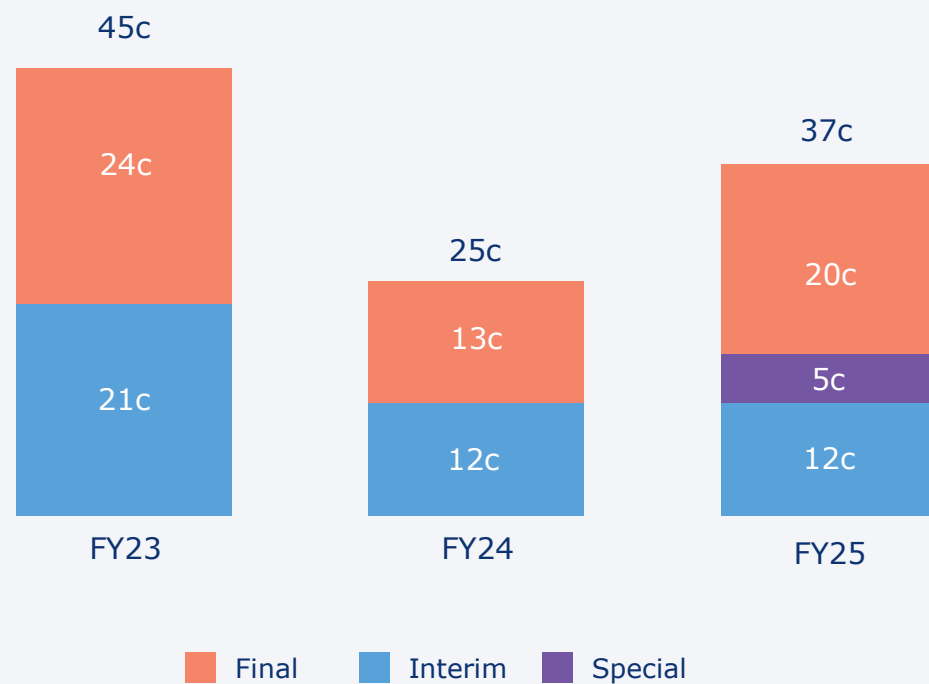
Economic Scenarios (Aust)	Current	Upside	Baseline	Downside
Probability weighting (Jun-25)	-	5% (5%)	65% (80%)	30% (15%)
Unemployment	4.2%	4.2%	4.3%	5.1%
GDP	1.8%	3.2%	2.2%	1.0%
Property Prices (HVI*)	207	223	217	197
RBA Cash Rate	3.9%	3.2%	3.4%	4.1%

Operating Expenses

Operating expenses (\$m)	2H24	1H25	2H25
Personnel	47	45	48
Other	32	36	34
Cash expenses	79	81	82
IP amortisation	6	6	6
Total expenses	85	87	88
Cost to income (Liberty)*	27.3%	26.9%	27.3%
FTE (average #)	541	528	520

- ▲ Cash expense FY25 increase 3.5%
- ▲ Cost to income stable over the period due to effective cost management
- ▲ Higher personnel costs in 2H25 reflect wage inflation offsetting lower FTE

Distribution and Dividend



- ▲ Interim distribution 12 cents paid in Dec-24 for 5-month earnings period to Nov-24
- ▲ Special dividend 5 cents paid in Dec-24
- ▲ Final distribution of 19.9 cents for the 7-month earnings period to 30-Jun-25 to be paid 29-Aug-25
- ▲ FY25 distribution and interim special dividend (37 cents) equates to 11.1% yield based on security price of \$3.34 (30-Jun-25)
- ▲ Second special dividend of 15 cents payable on 15-Sep-25 (record date 29-Aug-25)

Financial Position

\$m	Jun-24	Jun-25
Cash	941	888
Financial assets	14,638	14,660
Loans to related parties	96	77
Other assets	631	618
Financing	(14,627)	(14,707)
Other liabilities	(483)	(343)
Net assets	1,196	1,193
Leverage ratio	13.6	13.6

- ▲ Strong liquidity position with total (\$9.4b) and available (\$4.5b) limits at 30-Jun-25
- ▲ Stable balance sheet and leverage
- ▲ Underlying cash ROE 12.1%
- ▲ Investment grade rating BBB (stable outlook) by Standard and Poor's
- ▲ Distribution and special dividends in line with policy to optimise capital for growth as well as to provide attractive yield for securityholders



03 Business Update

Business Update



Stable portfolio despite lower 2H25 originations



Competitive pressures and discharges impacting Residential



Commercial lending and portfolio growth remains strong



Competition continues to impact motor finance



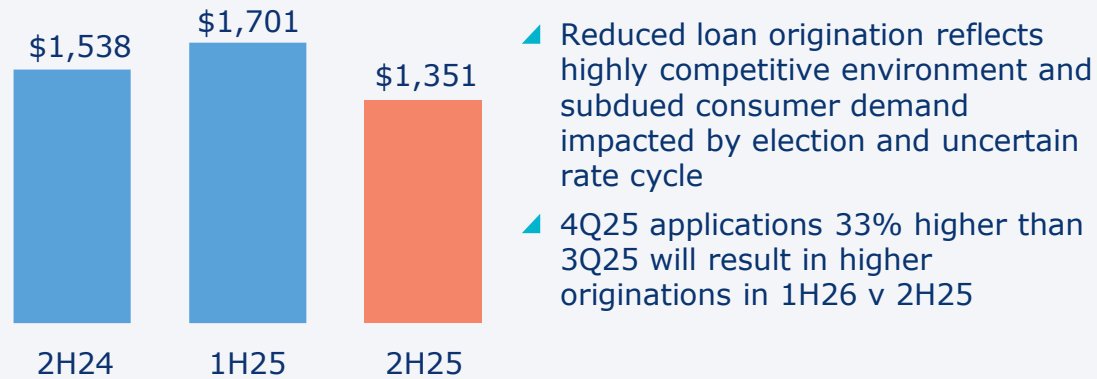
Fin Services portfolio growth despite challenging environment



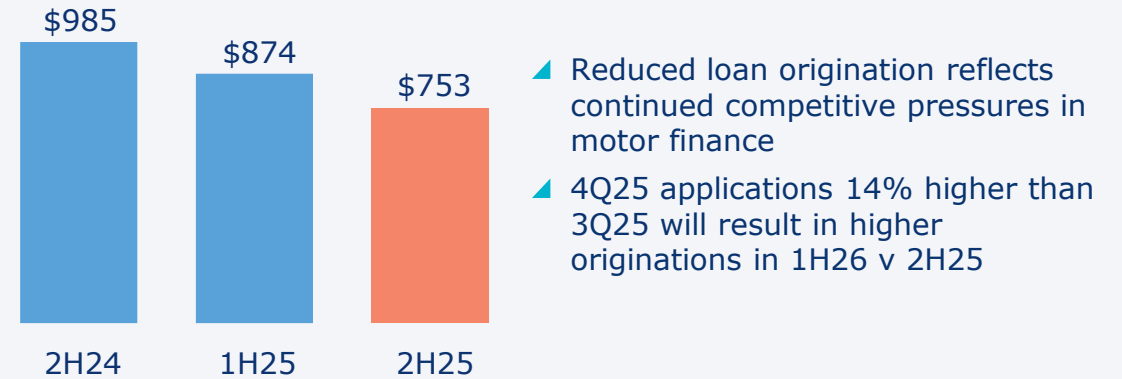
Continued ongoing effective management of arrears

Segment Loan Origination

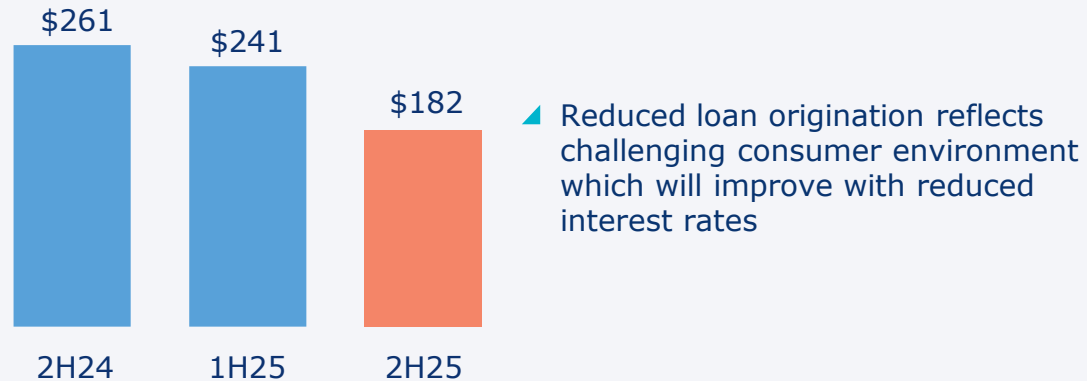
Residential (\$'m)



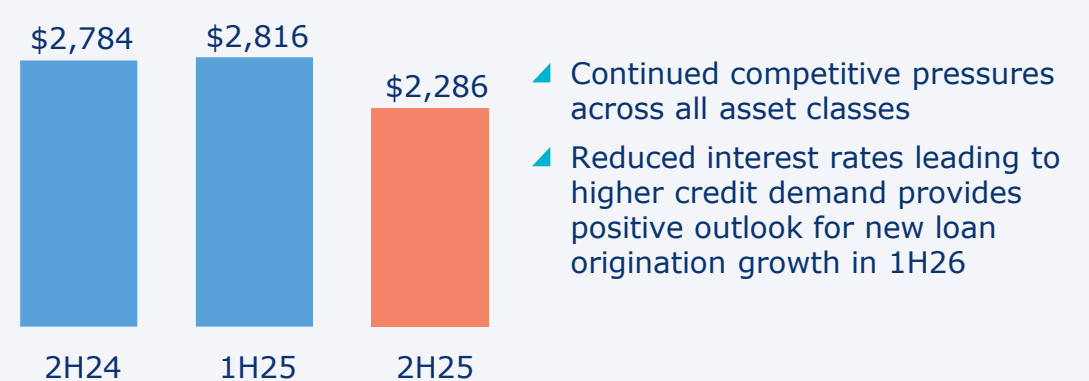
Secured (\$'m)



Fin Services (\$'m)

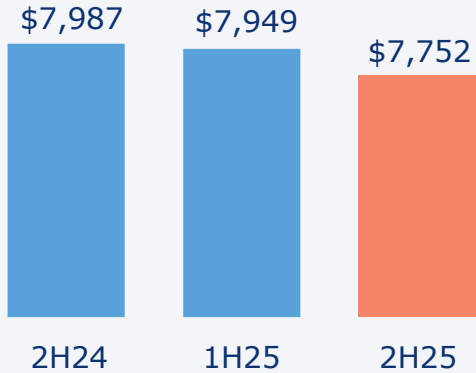


Group (\$'m)



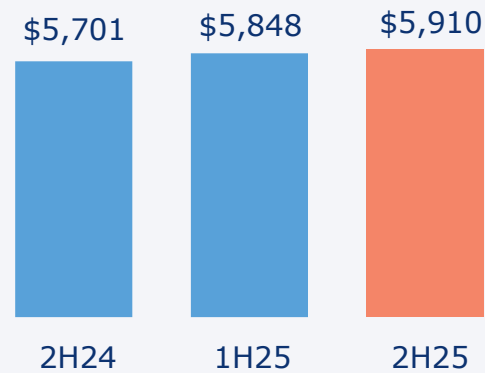
Segment Loan Portfolio

Residential (\$'m)



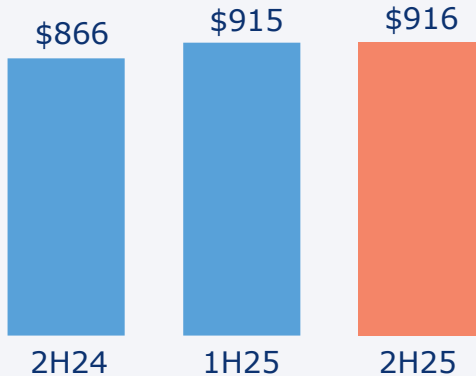
- Reduced portfolio as discharge and amortisation rate increased to 38% (FY24 36%) and exceeding new loan origination

Secured (\$'m)



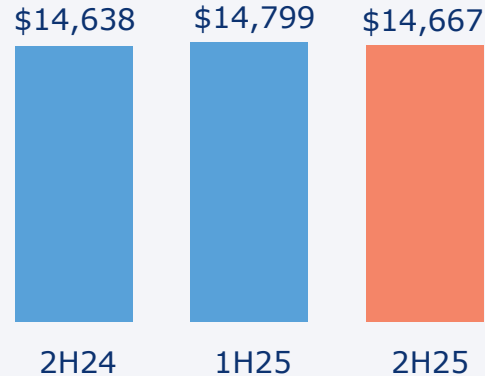
- Discharge and amortisation rate increased to 23% (FY24 21%)
- Portfolio growth achieved from continued growth in new commercial loan origination

Fin Services (\$'m)



- Stable portfolio as discharge and amortisation rate increased to 38% (FY24 34%) matched by new loan origination in 2H25

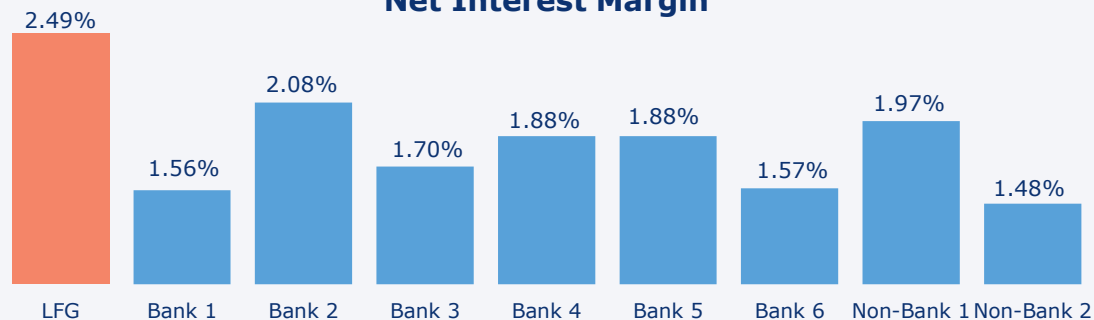
Group (\$'m)



- Portfolio relatively stable across the periods
- 2H25 portfolio mix increased to 47% Secured and Financial Services (1H25 46%)
- Anticipating portfolio growth in 1H26 as new loan origination increases

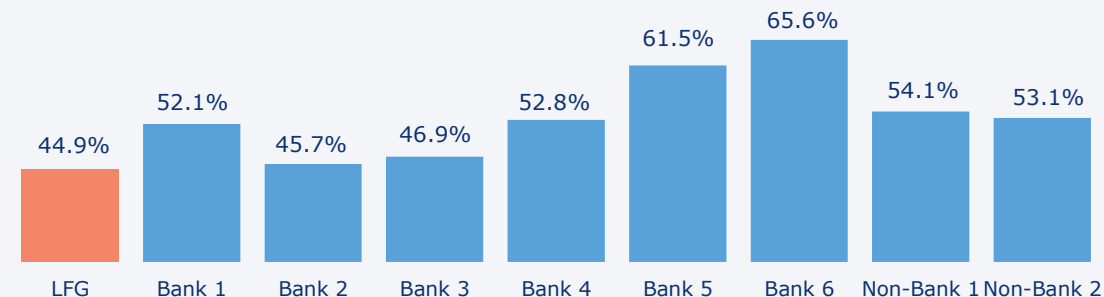
Relative Value Drivers

Net Interest Margin



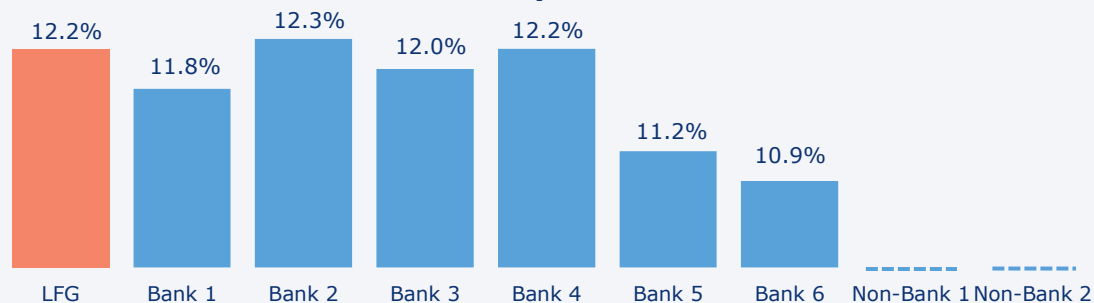
▲ Industry leading net interest margin

Cost to Income Ratio



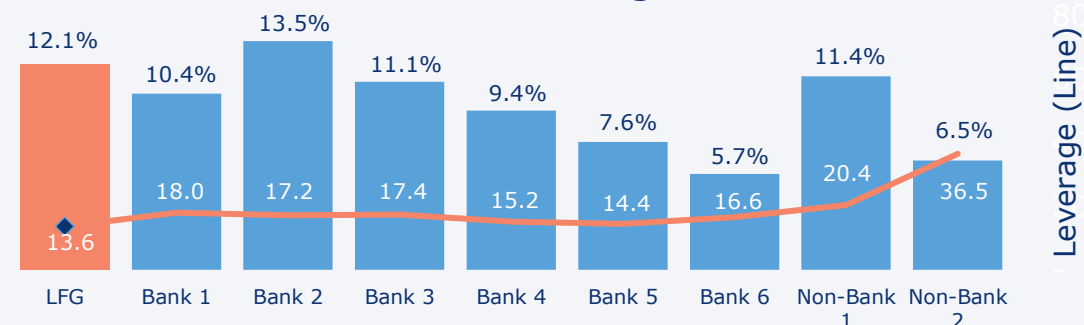
▲ Efficient cost management

Tier 1 Capital Ratio



▲ Bank-like capital strength

ROE & Leverage



▲ Highest ROE to Leverage ratio

ESG, People and Culture



AFR Best Places to Work 2025



AWEI Silver Employer 2025



Diversity Council Australia Inclusive Employer 2025



Marrup and Koorie Academy partnerships



B Corp self-certification 135 (increase from 107 in FY23)



95% staff proud to work at Liberty



04 Outlook

Outlook



Environment supports origination and portfolio growth



Delinquency to reduce as interest rate cycle normalises



NIM expansion expected to continue



Continuing NIM, CTI & ROA peer outperformance



Automation to improve operational efficiency



Investment in broker and customer digital experiences



05 Summary

Summary



Return to profit growth



Leading peer NIM, CTI & ROA with bank-like capital



Continued focus on exceptional service and cost to serve



Strong liquidity and capital position to support growth



Continuing investment in diversifying customer solutions



Ongoing investment in digital customer solutions



06 Questions



Appendix

Who is LFG?

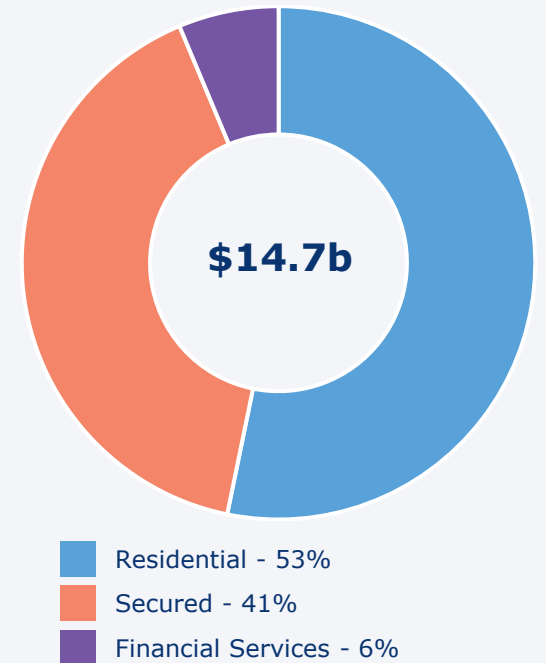
Liberty Financial

- ▲ Started 1997 and only investment grade non-bank (BBB/stable/A-2)
- ▲ Pioneered specialty finance industry in Australia and New Zealand
- ▲ Over 500 professionals, Melbourne head office
- ▲ Operates through three key segments: Residential Finance, Secured Finance and Financial Services

Durable Business Model

- ▲ Advanced risk-management capabilities
- ▲ Proprietary technology supports operations
- ▲ STRONG S&P Servicer rating across all asset classes
- ▲ Diversified products, services, revenues and profits
- ▲ Unblemished capital markets track record

Diversified Portfolio



Products and Service

Residential Finance

Australian mortgages

- Prime and custom lending for residential owner occupier and investment properties

New Zealand mortgages

- Prime and custom lending for residential owner occupier and investment properties



Secured Finance

Motor finance

- Secured prime and custom lending for vehicles purchased privately and through dealerships in Australia

Commercial finance

- Secured commercial property mortgages to SMEs and SMSFs for working capital, owner occupier loans and investment loans in Australia



Financial Services

Personal loans

- Personal loans in Australia



SME loans

- SME loans in Australia



Life insurance distribution

- Distributor of life insurance in Australia



Broker network and aggregators

- Mortgage broker distributing loans and insurance products in Australia and New Zealand



Investments

- Debenture and management investment scheme products for short and long-term investing in Australia and New Zealand



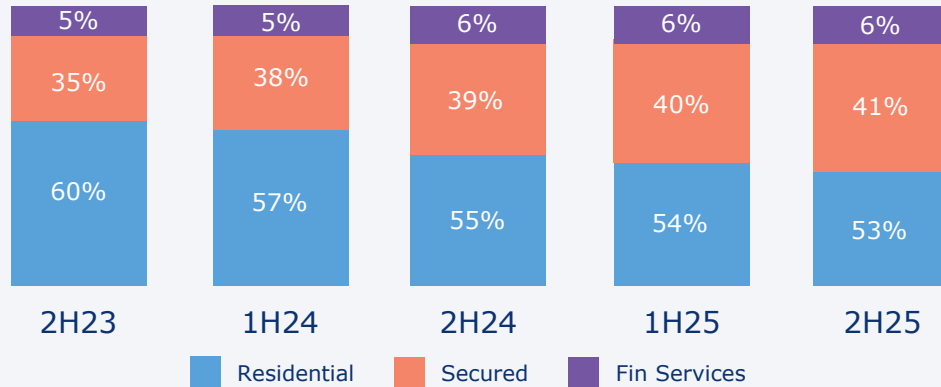
Lending activities

Loan and insurance distribution

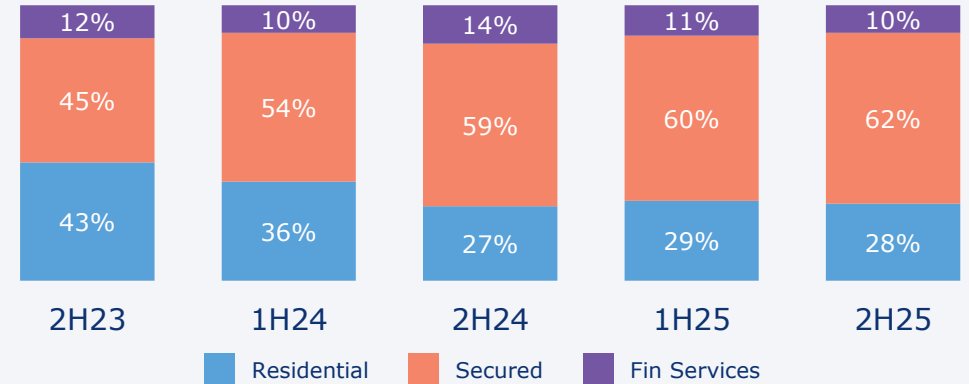
Investments

Segment Performance

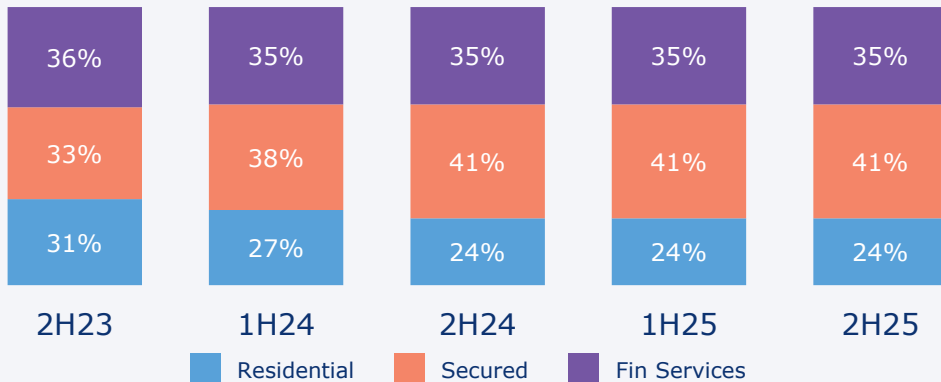
Closing Portfolio



Net Contribution



Net Revenue



- Relative segment portfolio mix continues trajectory toward Secured, whilst Financial Services remains stable
- Higher yielding Secured and Financial Services assets generate higher relative contribution to Group net revenue and contribution

Reconciliation Statutory to Underlying

\$'m	FY24	FY25
Statutory NPAT	115.3	133.3
IP amortisation	11.8	11.8
Statutory NPATA	127.1	145.1
MPRE sale-related adjustments		
Commission income	(21.4)	(1.7)
Other income – gain on sale	(0.8)	(0.1)
Commission expense	17.1	1.4
Personnel costs	0.9	-
Other expenses – operating expenses	1.6	0.3
Other expenses - impairment of goodwill	7.0	-
Tax effect of adjustments	0.5	-
Total adjustments	4.9	(0.1)
Underlying NPATA	132.0	145.0

Statutory P&L

\$'m	FY24	FY25
Interest income on financial assets measured at amortised cost	1,206.5	1,250.8
Interest income on financial assets measured at fair value	3.0	1.0
Effective yield fee income on financial assets measured at amortised cost	43.7	41.6
Other financial income	205.7	198.0
Other income	3.0	1.3
Total operating income	1,461.9	1,492.7
Finance expense	(1,107.9)	(1,139.8)
Impairment loss on financial assets measured at amortised cost	(35.2)	(27.5)
Personnel expenses	(94.1)	(93.1)
Other expenses	(90.5)	(82.9)
Total operating expense	(1,327.7)	(1,343.3)
Profit before income tax	134.2	149.4
Income tax expense	(18.9)	(16.1)
Profit after income tax	115.3	133.3

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