

1H26 Results Presentation

For the half year ended 30 June 2026

LATITUDE GROUP HOLDINGS LIMITED
ABN 83 604 747 391



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General

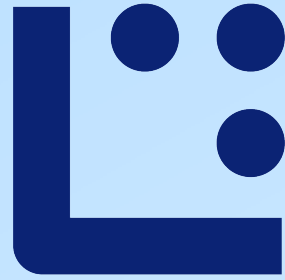
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Agenda



- 1 First Half 2026 Highlights
- 2 Financial Performance
- 3 Management Outlook



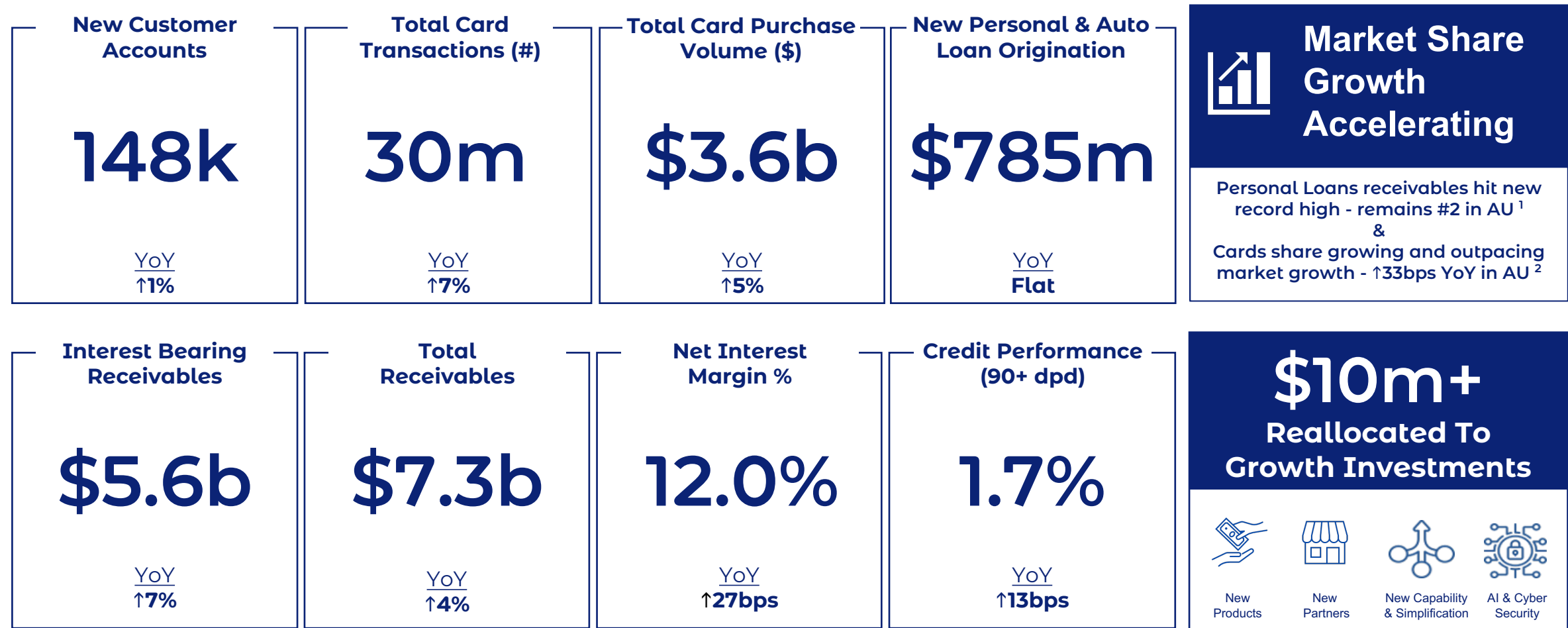
First Half 2026 Highlights

Bob Belan – Managing Director & CEO

First Half 2026 Snapshot – Key Business Drivers



Customer demand and product engagement driving asset growth

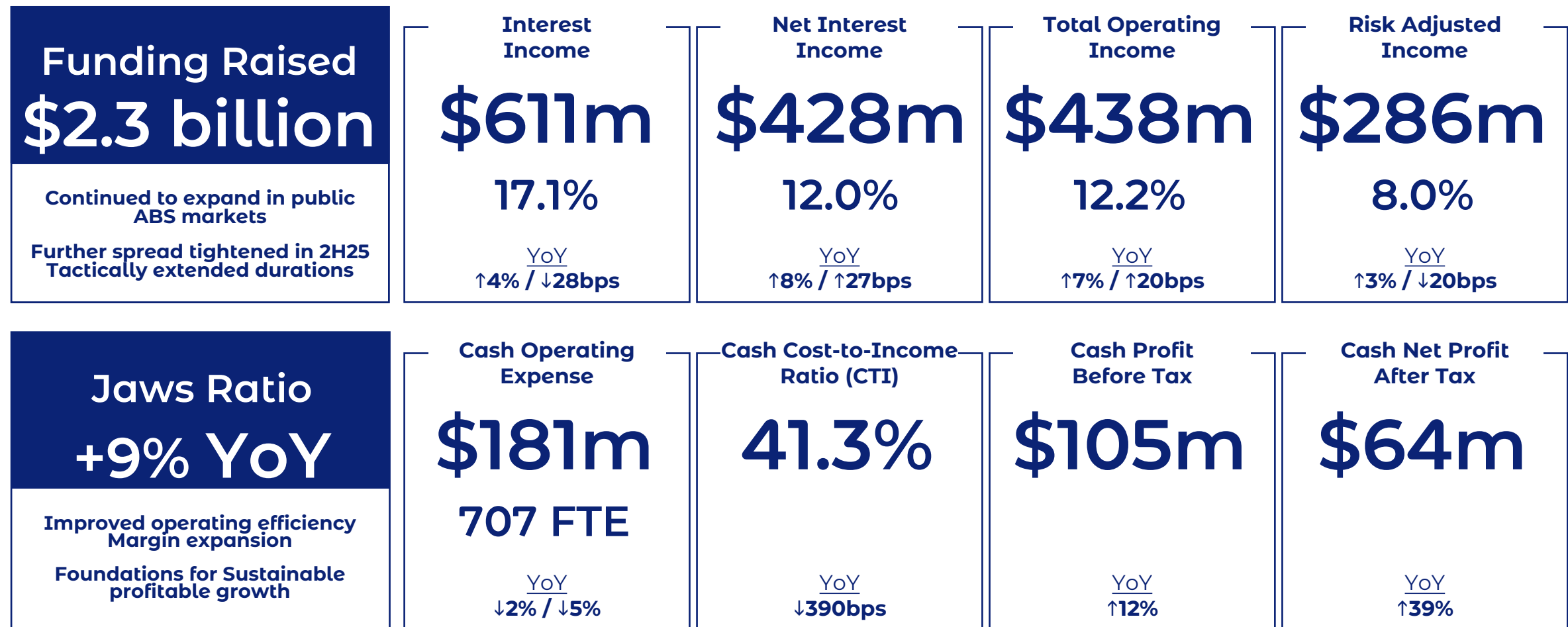


⁽¹⁾ Based on receivables share by Brand.
⁽²⁾ Source: Company data, APRA as at June 26.

First Half 2026 Snapshot– Key Financial Metrics



Margins and operating leverage translating into strong financial outcomes



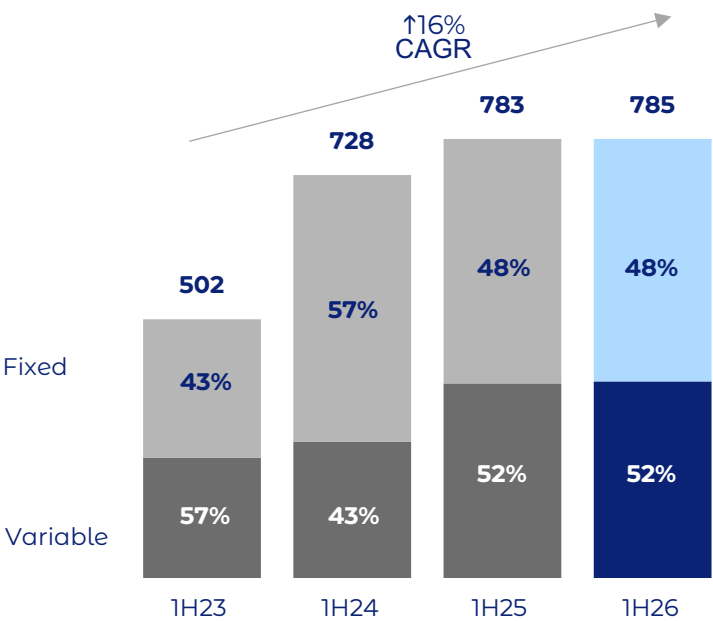
Money: Expanding margins and operating leverage with record high receivables



Strong customer demand driving record 1H originations

Performance enhanced by CX, product offering, marketing and distribution improvements.

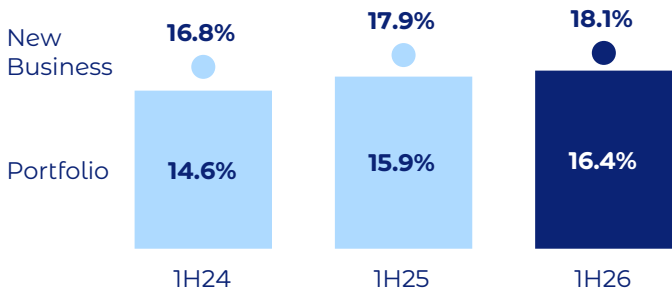
New Origination Volume (\$m)



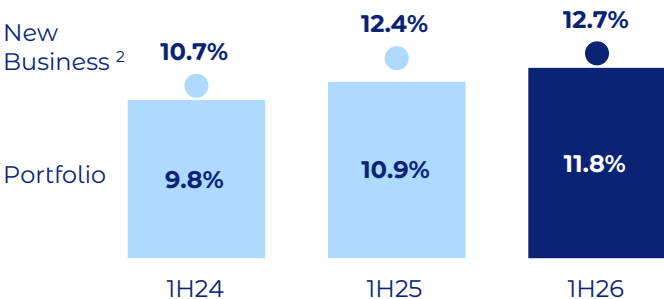
Pricing discipline supporting further margin expansion

Pricing optimisation and roll-off of older lower margin vintages supporting NIM expansion

APR Interest Yield



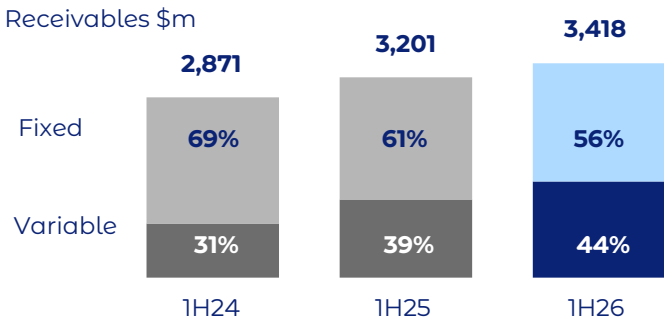
Net Interest Margin



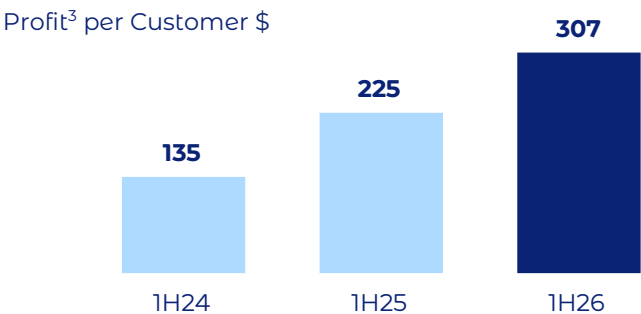
Record receivables reflecting sustained growth momentum

7% YoY growth, maintained **#2 brand** in Personal Loans in Australia¹

Customer demand for variable rate loan product continues



Platform Scaling

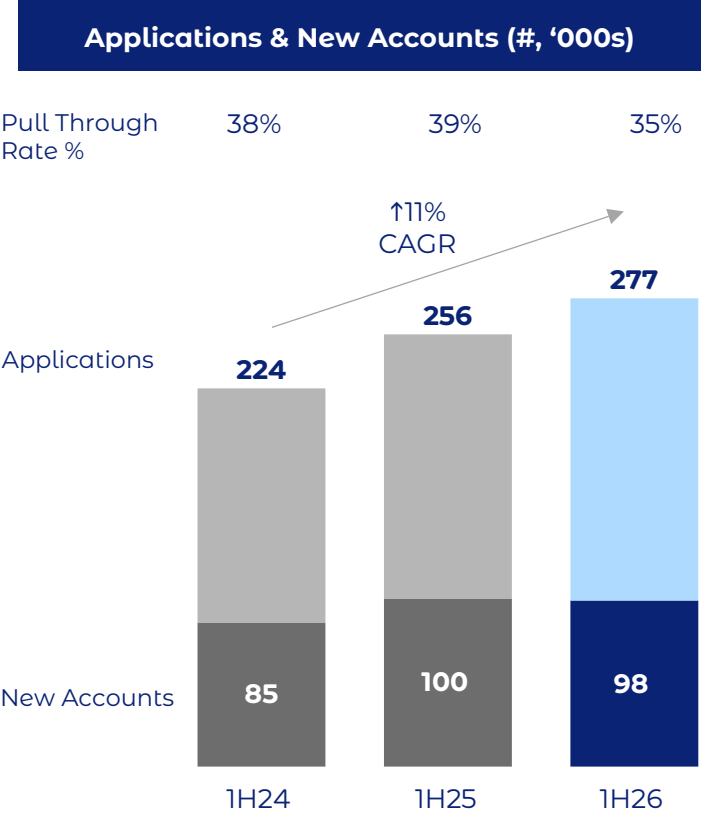


⁽¹⁾ Based on receivables by brand.
⁽²⁾ New Business Net Interest Margin is calculated as New Business APR Interest Yield less New Business Interest Expense Yield.
⁽³⁾ Profit = Cash PBT per Open Account.

Pay: Growth led by new customer originations and volume

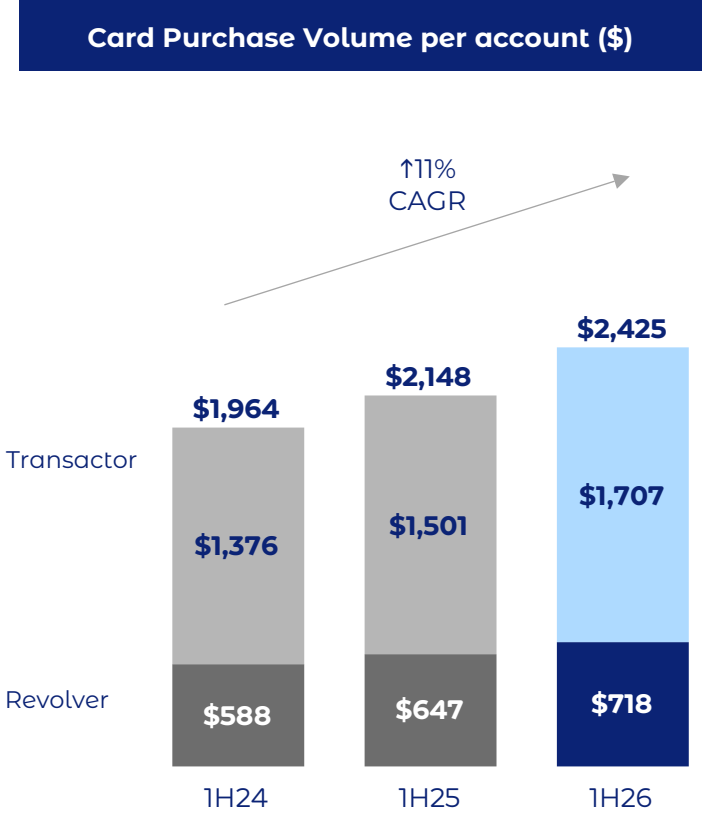
Enhanced value propositions driving customer acquisition

Applications +8% YoY, with strong new customer acquisition supporting portfolio growth



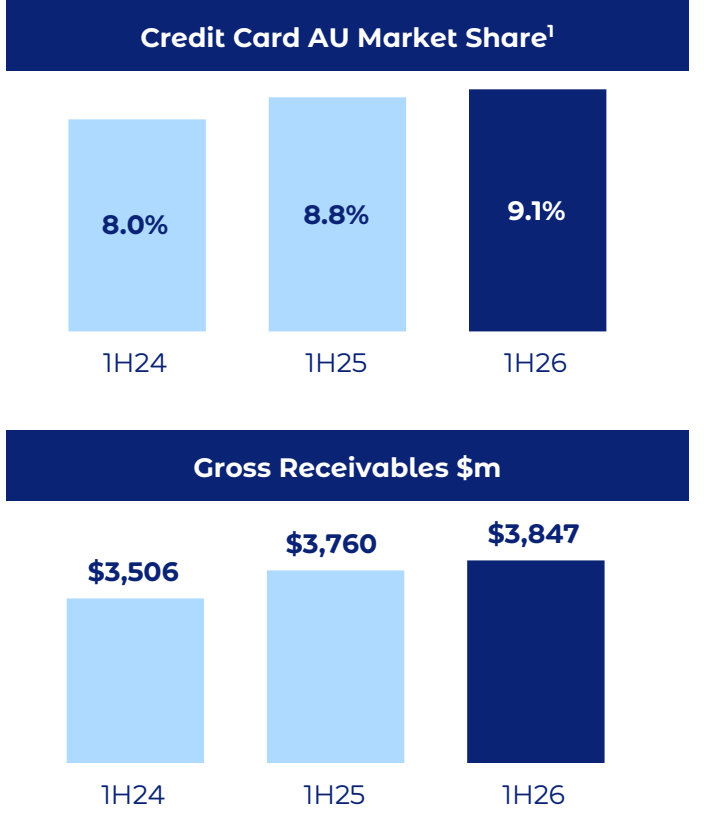
LFS Card usage deepening as customer spend accelerates

Card purchase volume per account +13% YoY, reflecting strong customer engagement



Strengthening market position through sustained growth

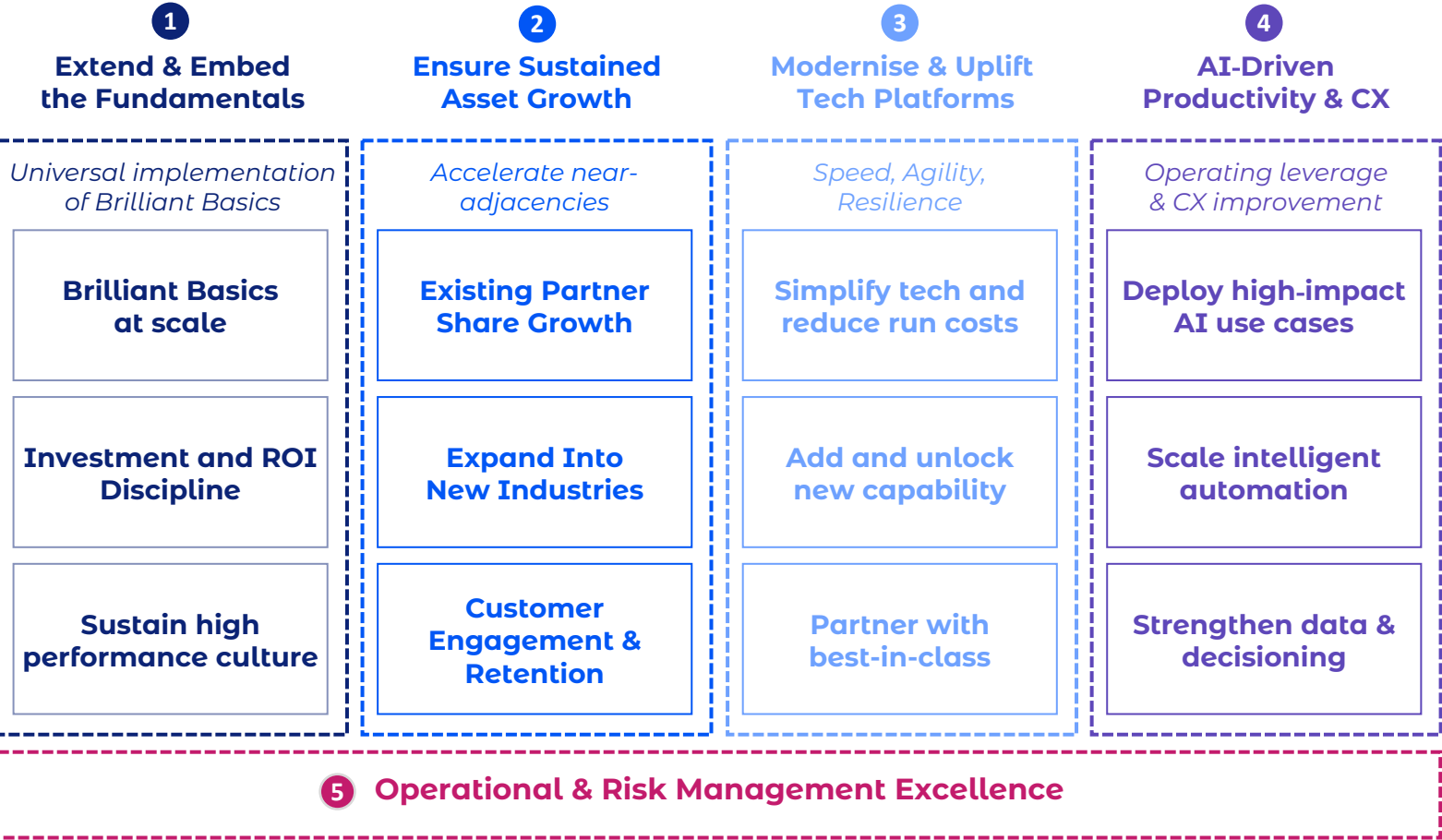
Credit card market share increased to 9.1%, reflecting sustained growth in Pay products



⁽¹⁾ Source: Company data, APRA and companies' public disclosures based on receivables as at June 26.

Bridge to the Future strategy underway

Bridge to the Future



Latitude Executive Team



Bob Belan
MD & CEO



Guillaume Leger
CFO & EGM Finance



Steve Rubenstein
EGM, Money Division



Adriana Martinez
EGM, Pay Division



Stefano Tognon
EGM, Enterprise Growth Division



Felicity Joslin
CPO & EGM People and Culture



Karl Hoffman
EGM, Corporate Strategy & Transformation



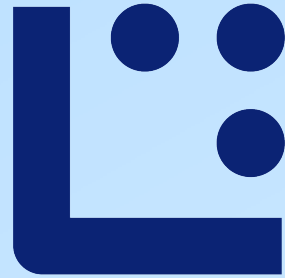
Mark Brudenell
CRO & EGM Risk



Campbell Morrison
COO & EGM Enterprise Services



Areti Rapakousios
CGM, Internal Audit & Operational Excellence



Financial Performance

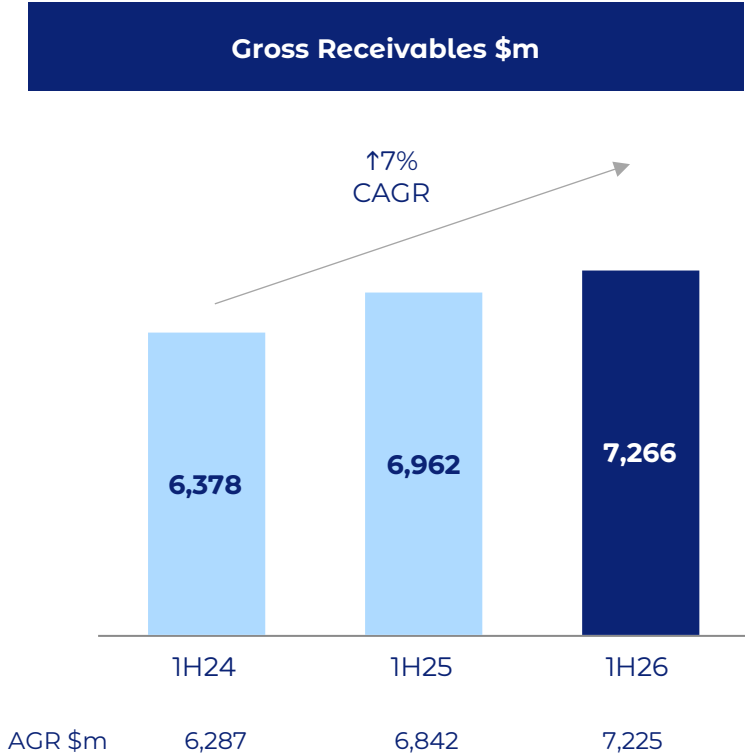
Guillaume Leger – CFO

First Half Financial Snapshot

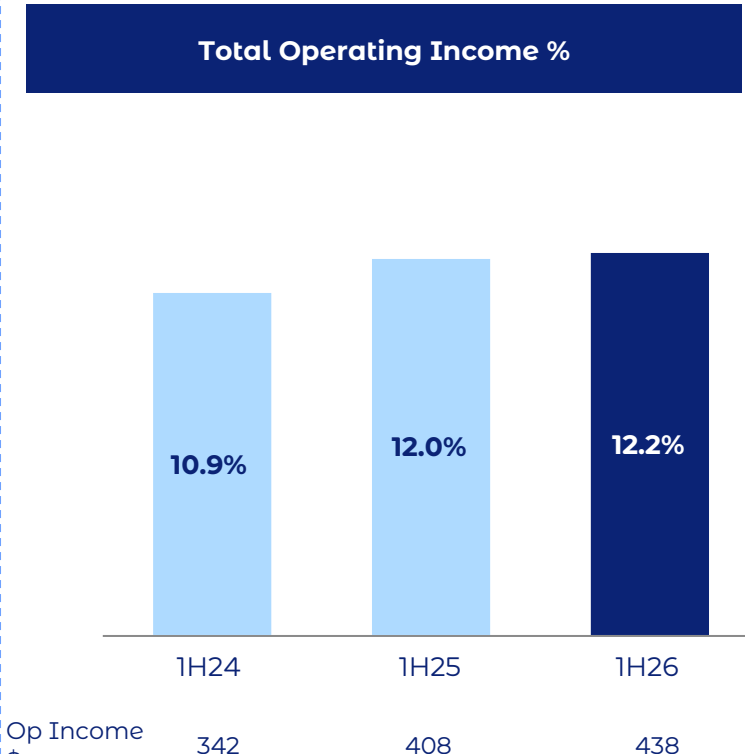
Financial outcomes drivers and results continue to strengthen



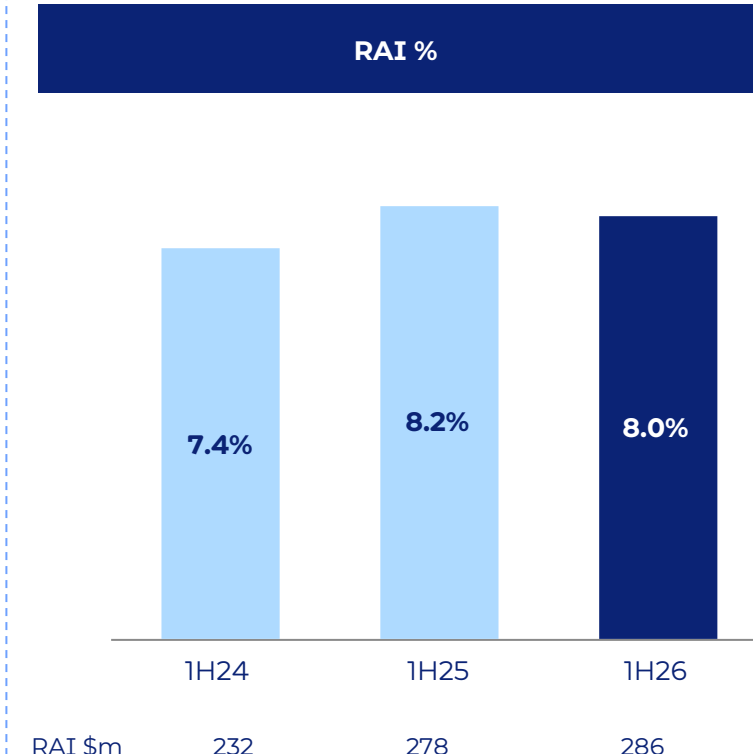
Receivables continue to grow,
supporting earnings momentum



Margin growth continues,
↑20bps YoY

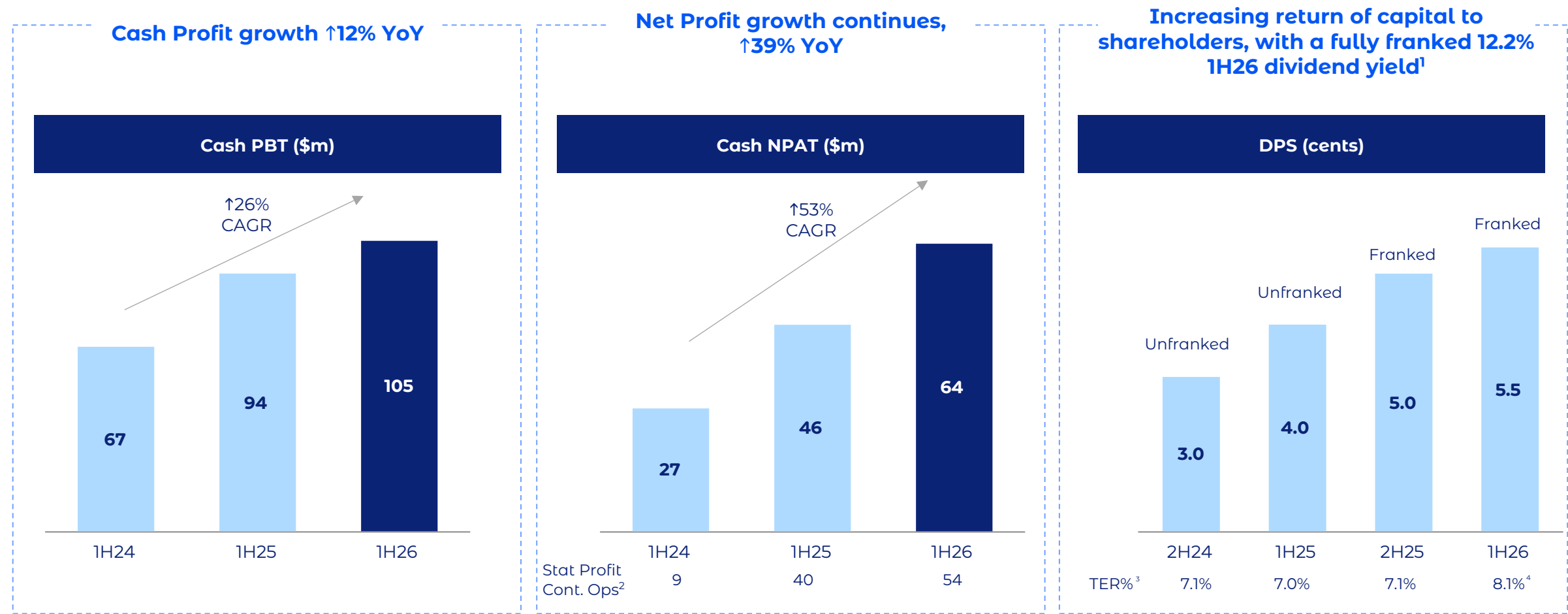


Maintaining strong
risk-adjusted margins



Half Year Financial Snapshot

Financial outcomes continue to strengthen



(1) 12.2% dividend yield is calculated based on the 1H26 dividend annualised and a share price of \$0.9000 as at market close on 20 August 2026. On a fully franked grossed-up basis, the dividend yield is 17.5%.

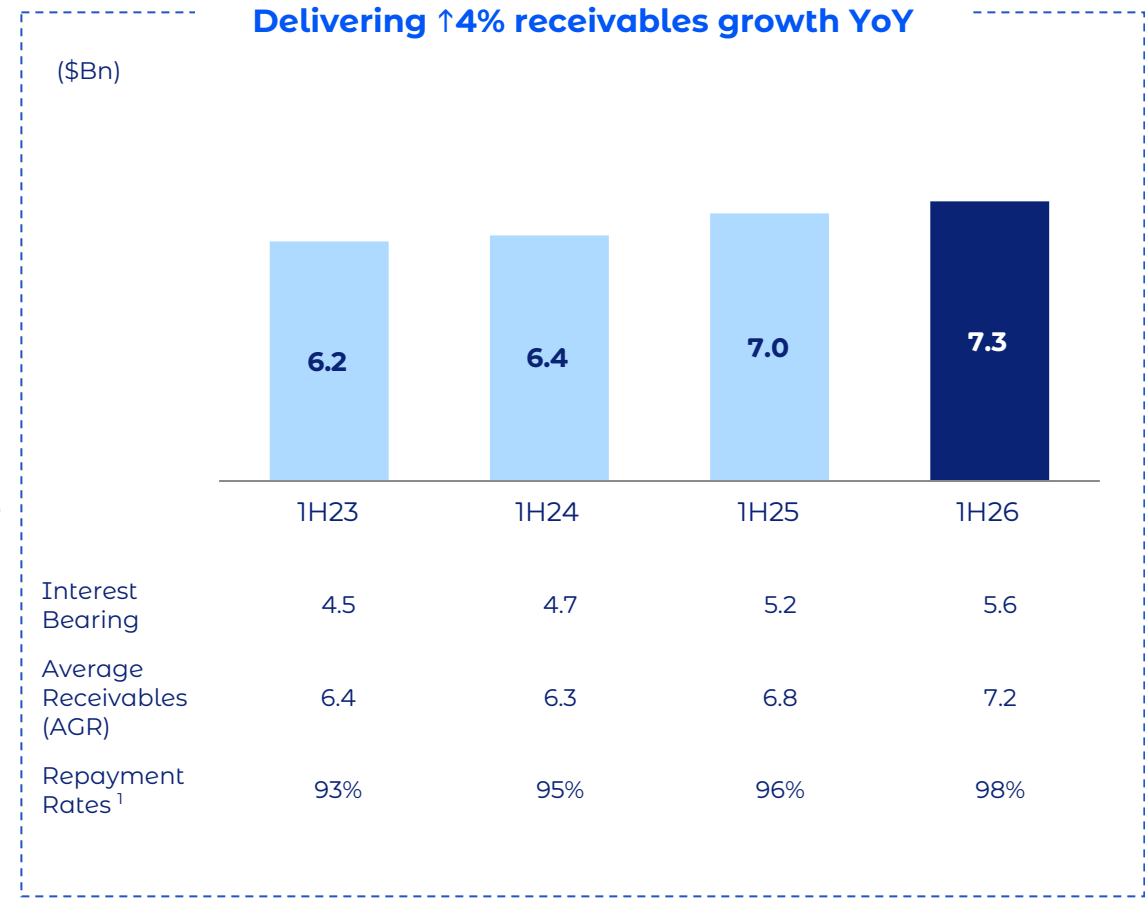
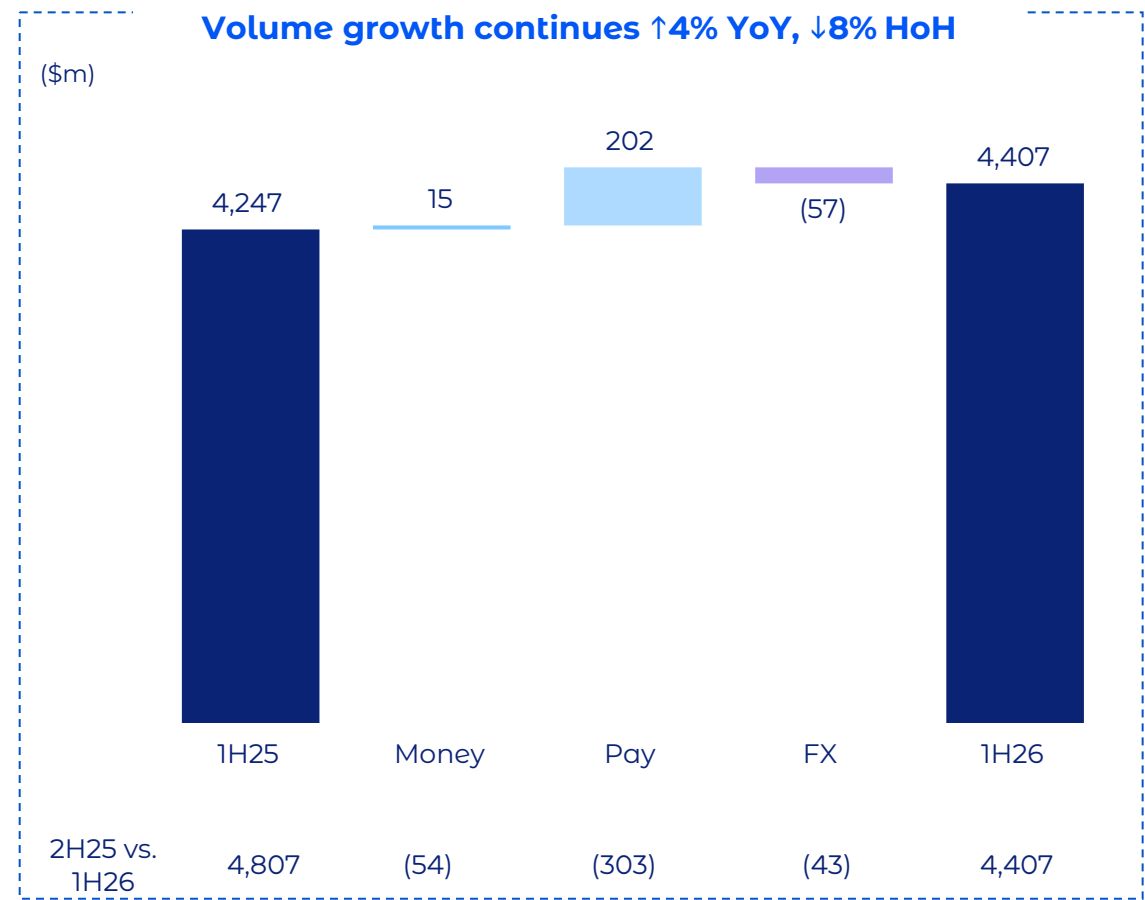
(2) Statutory Profit from continuing operations.

(3) Tangible Equity Ratio as at period end before the impact of any dividend payment.

(4) Tangible Equity Ratio would be 7.0% on a pro forma basis assuming redemption of Capital Notes 1 at its first call date on 27 Oct'26.

Strong topline momentum maintained

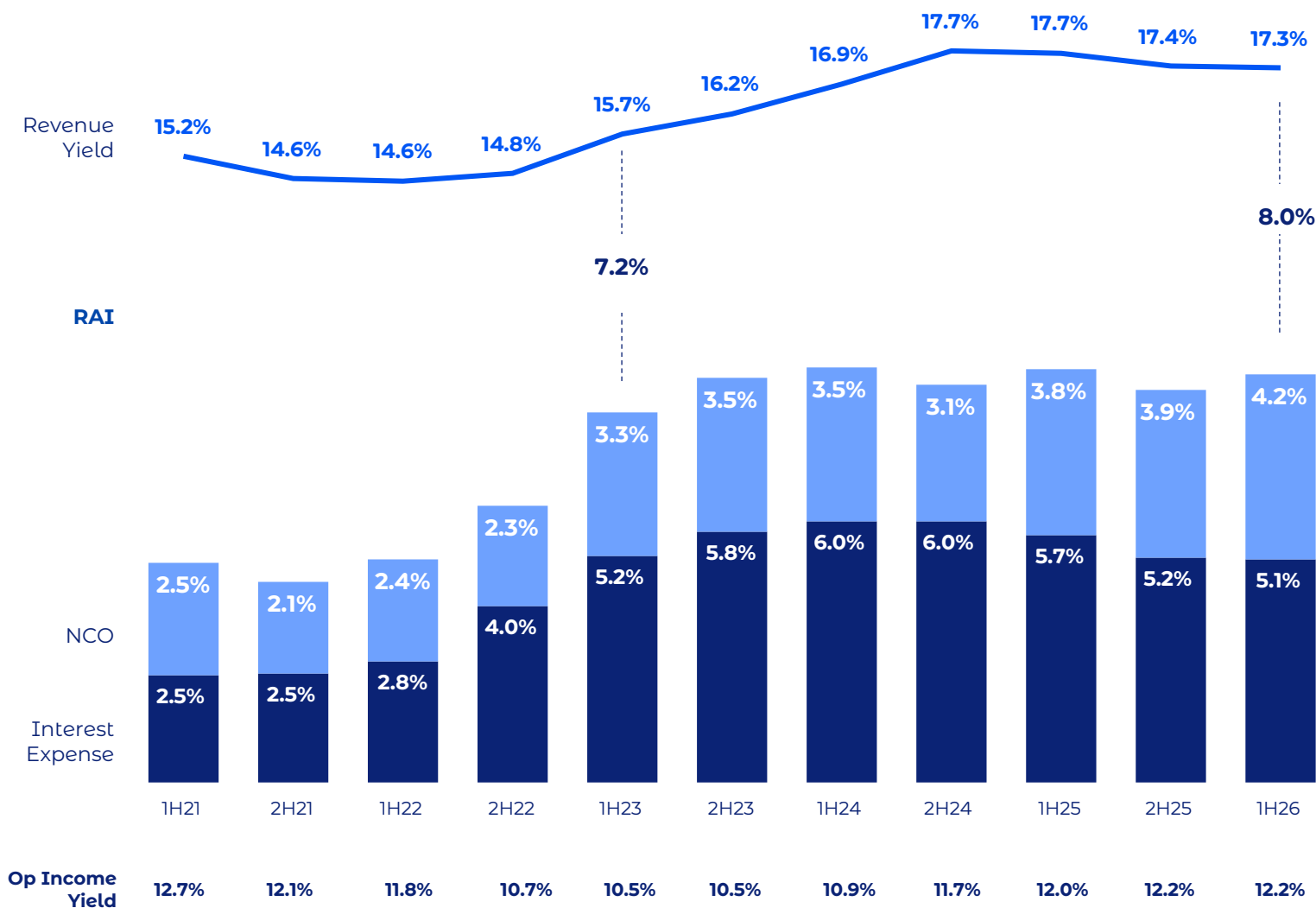
Volume growth translating into receivables expansion



⁽¹⁾ Repayment rates are expressed on an annualised basis in constant currency, excluding Credit Cards and BNPL.

Sustaining attractive RAI margins

Margin optimisation in response to evolving macro conditions



Key YoY drivers

- **RAI remains strong at 8.0%**, down marginally 20bps YoY despite changing macro conditions.
- **Funding cost improvements more than offset revenue yield compression**, with CoF improving 55bps while revenue yield declined 35bps.
- **Credit performance remained within expectations** despite evolving macro conditions, up 41bps YoY.
- **Portfolio growth is translating into earnings growth**, with receivables growth delivering **\$16m of incremental Risk Adjusted Income YoY**.
- **Underlying economics remain resilient**, operating income yield is **12.2%, up 20bps YoY**, despite the changing yield mix.

Diversified funding platform supporting growth and margin expansion

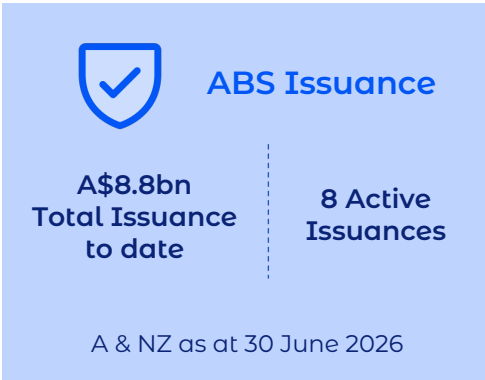
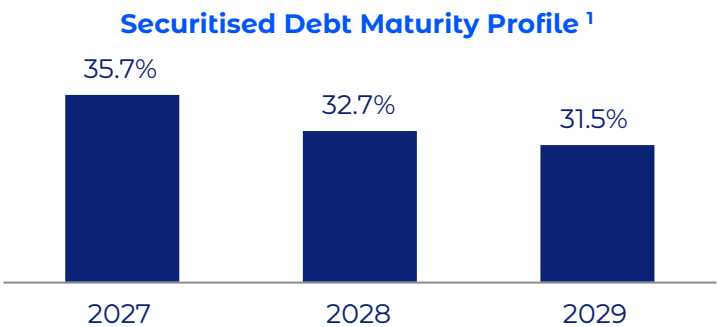


**Diverse Funding Platform**

65 Investors
↑16 v 2H25
Active Investors
↑35% v 1H24

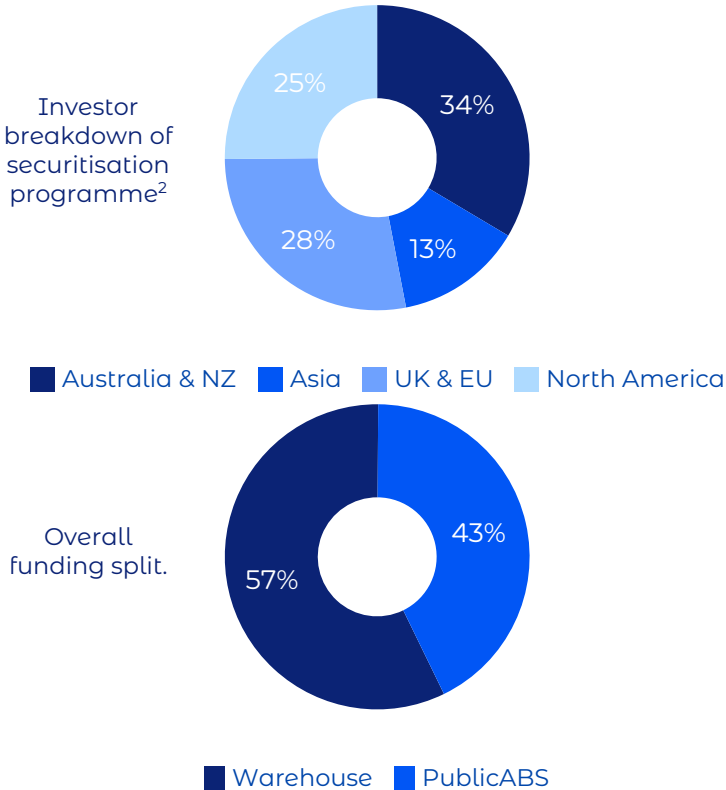
60% Investors Offshore to A&NZ
↑56% v 1H24

- 5 transactions completed in 1H26 totaling \$2.3bn:
 - Public Australian credit card transaction \$0.5bn
 - Private credit facilities \$1.8bn
- \$6.6bn drawn with \$1.2bn headroom.
- Active IRRM with 39% of receivables hedged.
- Improved pricing and advance rates/flexibility driving reduced spreads supporting CoF reduction despite rising cash rates.
- Issued Capital Notes 2 ~\$135m improving balance sheet structure and supporting future growth.
- ~\$30m of unsecured corporate debt at HoldCo vs. >\$550m in seller notes.



Diversified Funding Platform as ABS programme grows momentum

Size of public ABS programme grows as investor following expands

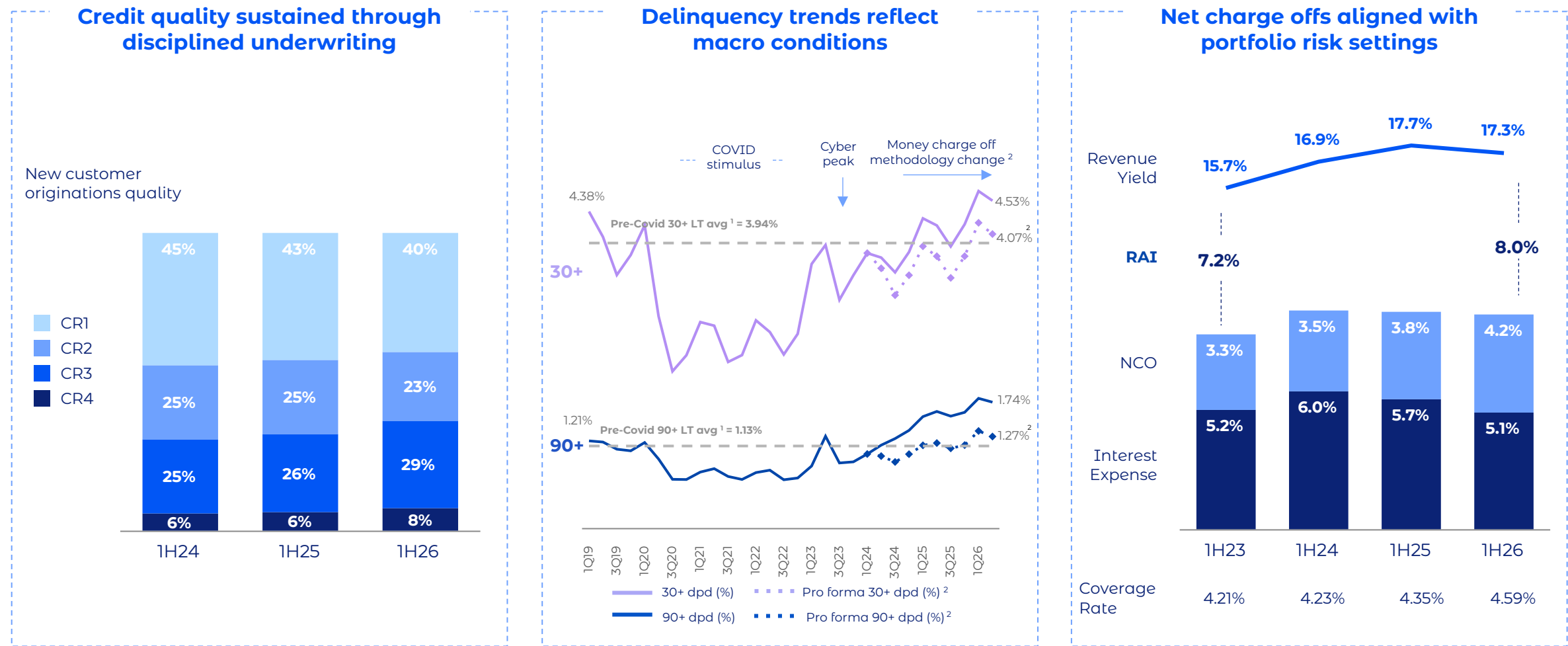


⁽¹⁾ ABS term deals included at their 10% call option.
⁽²⁾ ABS term deals included at original issuance amount and allocation.

Risk adjusted returns remain strong

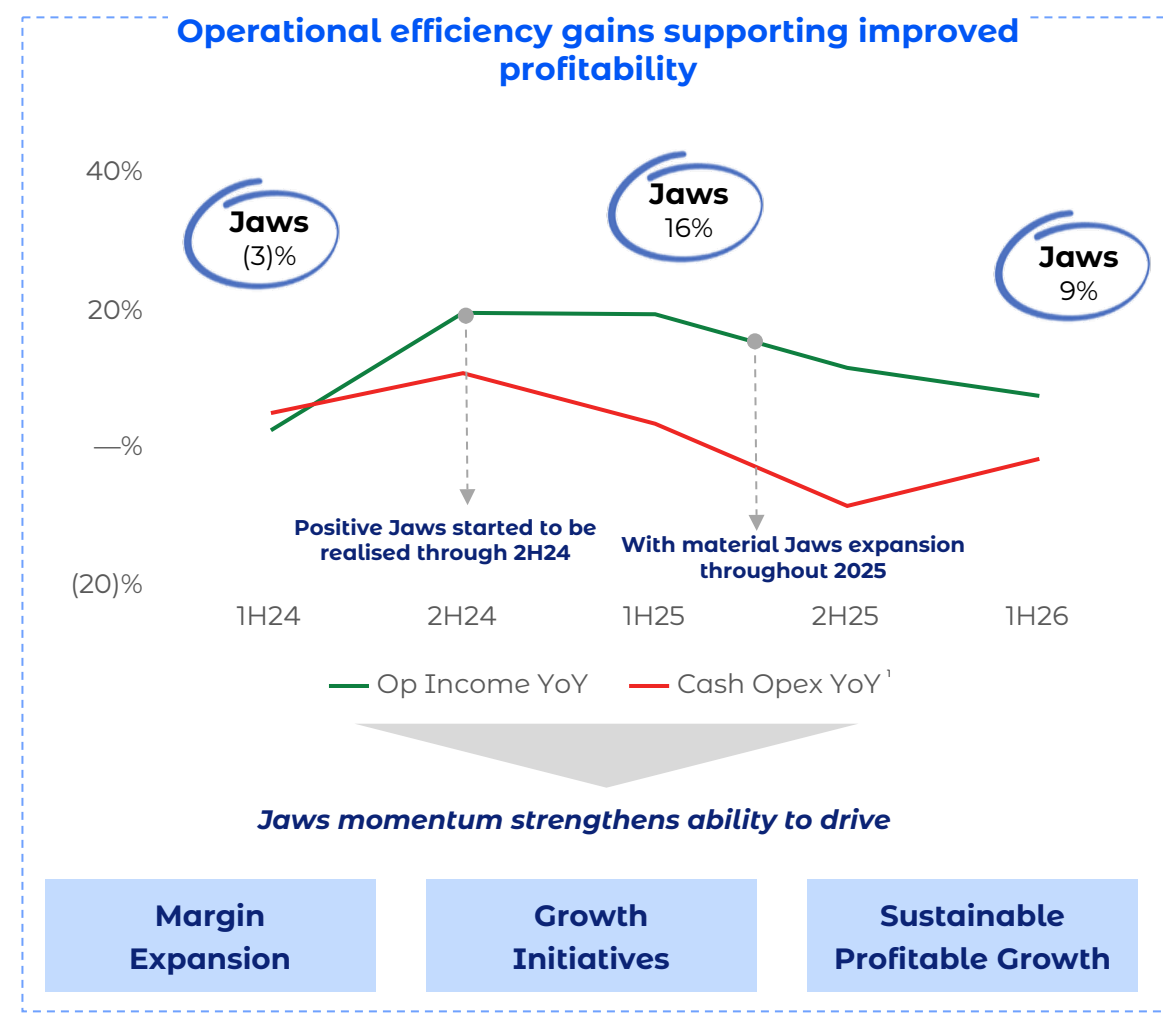
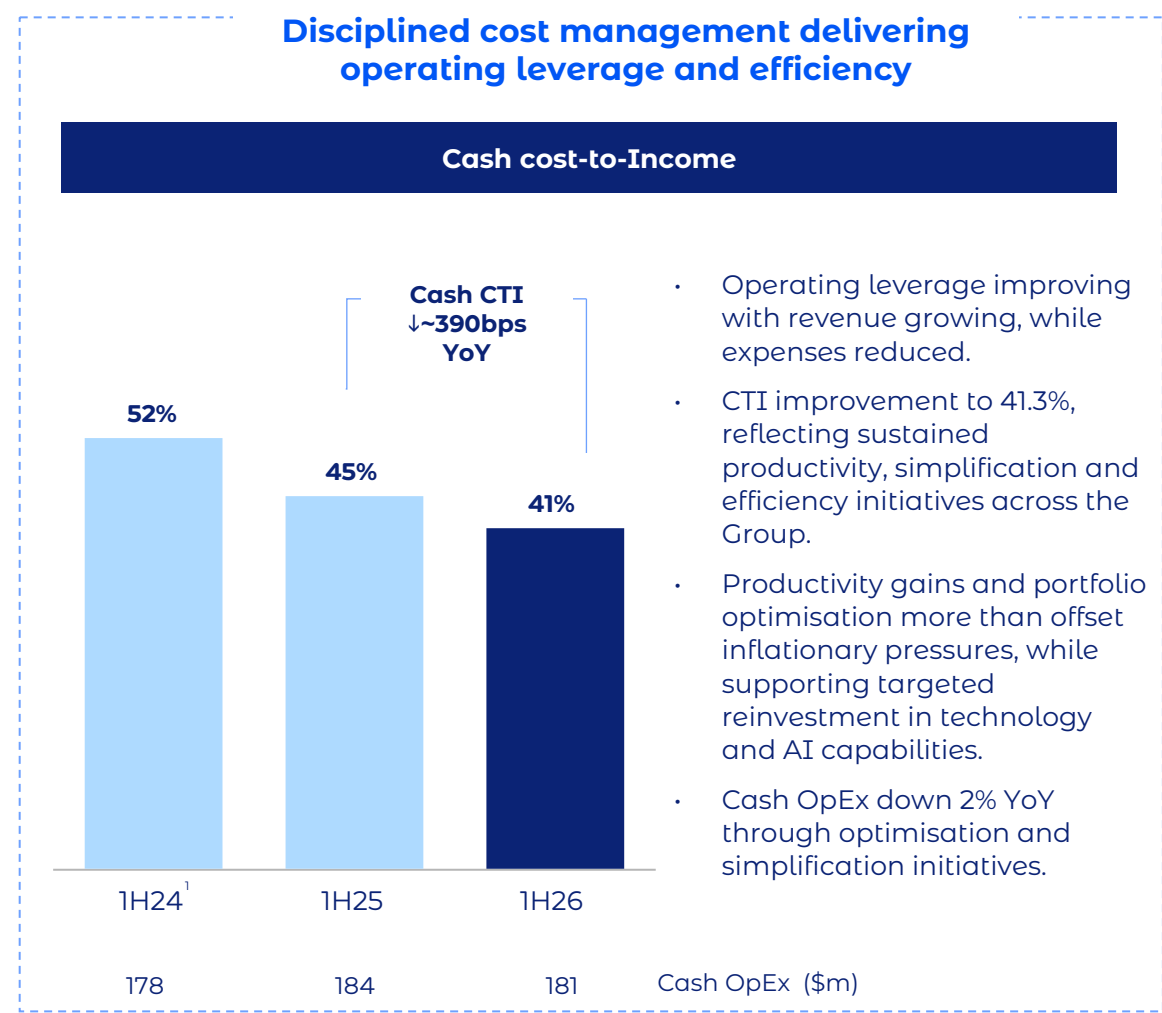


Credit metrics reflect macroeconomic conditions. Asset quality remains consistent with portfolio risk settings.

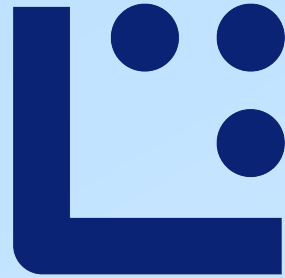


¹⁾ Pre-Covid LT avg is from FY17 to FY19. Refer to P26 for more detail on long term trends.
²⁾ As at 30 Jun 26 impact to DPD % of 46bps on 30+ and 47bps on 90+ as a result of Money Charge off methodology change from 120 to 180 days.

OpEx re-engineering benefits realised, enabling growth investment and elevating operating leverage



⁽¹⁾ OpEx growth shown on a normalised basis, adjusted to remove \$13m one-off benefit in employee expense in 2024 due to lower discretionary incentives.



Outlook

Bob Belan – Managing Director & CEO

Outlook



Positioned to navigate a more challenging environment

Macroeconomic conditions are likely to continue to place pressure on household budgets through the second half. While discretionary spending and lending demand may moderate, Latitude expects to continue to deliver profitable receivables growth, supported by our diversified business model, differentiated products and broad partner and distribution network.

Earnings resilience through disciplined pricing and portfolio management

Elevated central bank rates and continued pressure on household budgets are expected to remain key features through the second half. Latitude expects a combination of pricing, credit and portfolio management actions to maintain strong risk-adjusted returns to support earnings growth.

Continued operating leverage through productivity and technology

Latitude expects sustained productivity and operating leverage improvements through diligent expense management and investment in technology and artificial intelligence. Together, these initiatives will help offset inflationary pressures, improve customer and partner experiences and create additional capacity to support future growth initiatives.

Stronger fundamentals supporting long-term shareholder value generation

Continued strong profit performance, combined with disciplined balance sheet management, is expected to provide the capacity to continue to invest in our strategic priorities while maintaining the flexibility to prudently return capital to shareholders.



Company Overview

Bar chart showing market share of unsecured consumer lenders in Australia. The Y-axis represents market share (0.0 to 4.0). The X-axis lists four categories: Big 4 Bank, Non-Bank Lenders, Regional/Mid-sized Bank, and Mutual/Credit Union. The Big 4 Bank has the highest market share, followed by Non-Bank Lenders, Regional/Mid-sized Bank, and Mutual/Credit Union.

Lender Type	Market Share (Approximate)
Big 4 Bank	4.0
Non-Bank Lenders	3.0
Regional/Mid-sized Bank	2.5
Mutual/Credit Union	1.5

Callout: #1 non-bank unsecured consumer lender in Australia, over **2x** nearest non-bank competitor

\$7.3b total customer **balances**²
\$7.6b in total **purchases** on cards annually²
\$1.6b new loan **originations written** annually²

1.7m customers
~400 active retail partners with ~4500 retail outlets
Network of ~6000 active loan accredited brokers

Over 100 years unsecured lending experience
Diversified funding platform with best in class funding program

(2) Balances as at 30 June 2026; Volume based on Last 12 months.

Meeting the needs of consumers and merchant-partners

Engaged CUSTOMERS looking for great experiences...

Cross-
generational &
High quality
customers

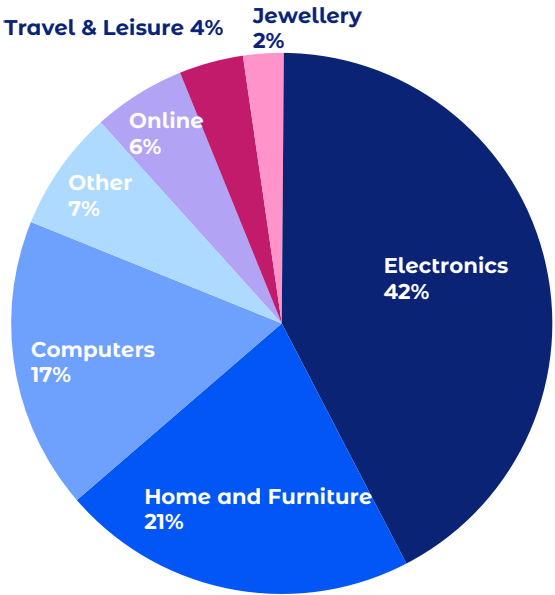
- 68% Millennials & Gen X and 24% Boomers
- 69% city, 31% rural¹
- 42% homeowners

Engaged,
loyal & long-
tenured

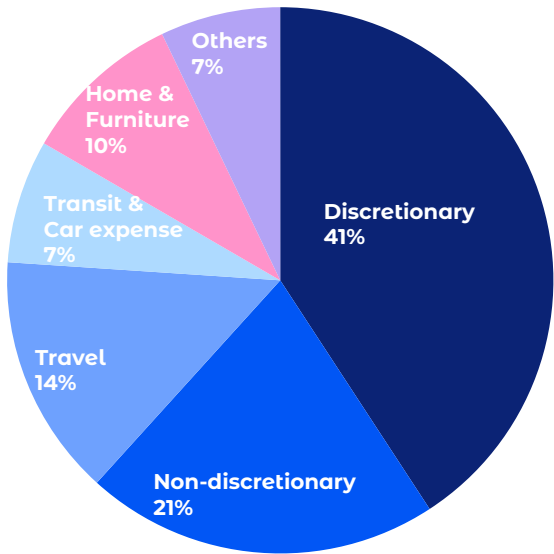
- 49% customers for 5+ years
- 74% of SF volume from recurring customers

A clear use
case for our
products...
with room to
grow in new
verticals

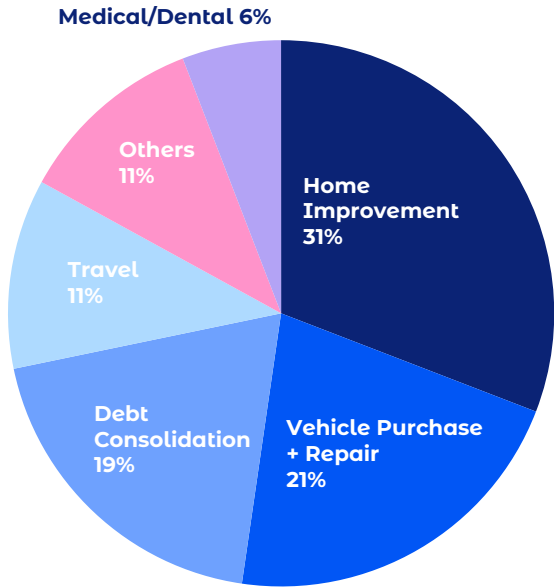
Interest Free
Volume



Card Purchase
Volume



Personal
Loan Volume²



New & Growing
Verticals

- Medical
- Dental
- Subscriptions
- Cosmetics
- Education
- Home Improvement / HVAC

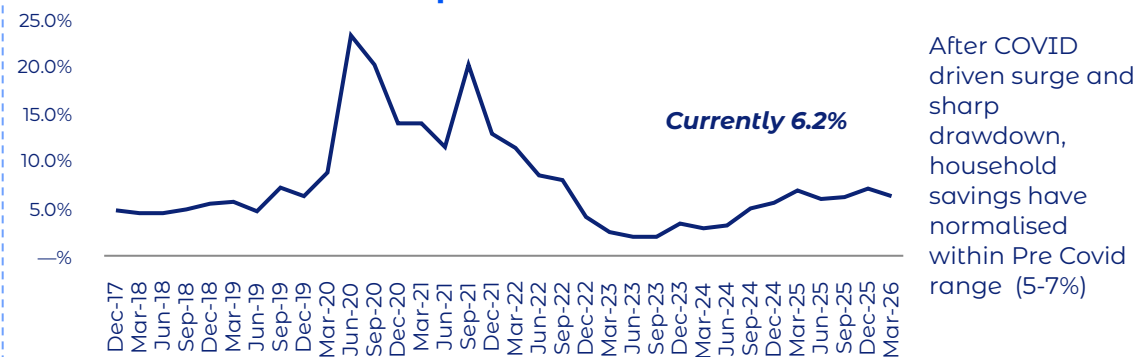
Source: Company data as of 30 June 2026, unless otherwise stated.
⁽¹⁾ Relates to Pay customers only.
⁽²⁾ Personal Loan Volumes calculated by percentages from January-June 2026.



Appendices

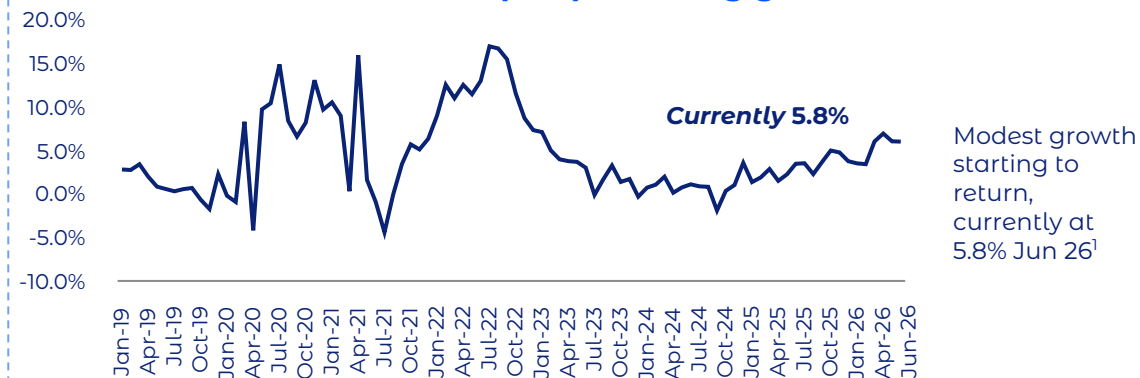
Macro environment conditions reverting to historical levels

Household Savings back to normalised pre pandemic levels



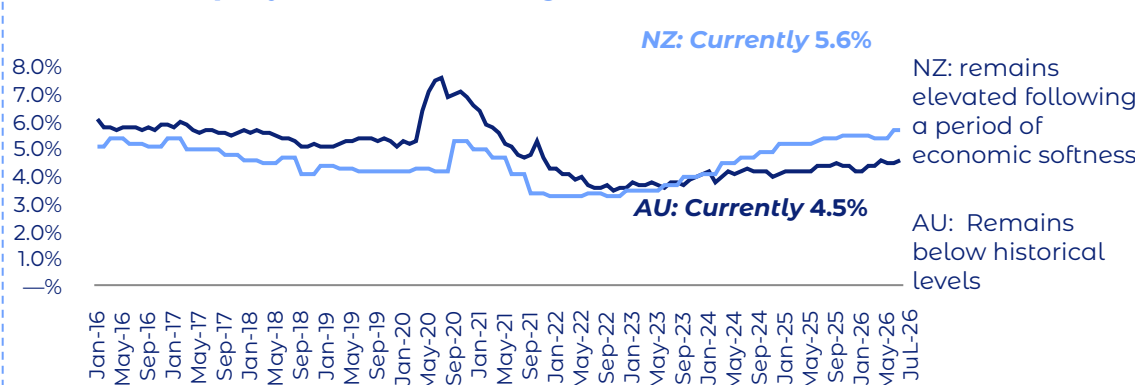
Source: ABS

Retail Sales (YoY)¹ showing growth



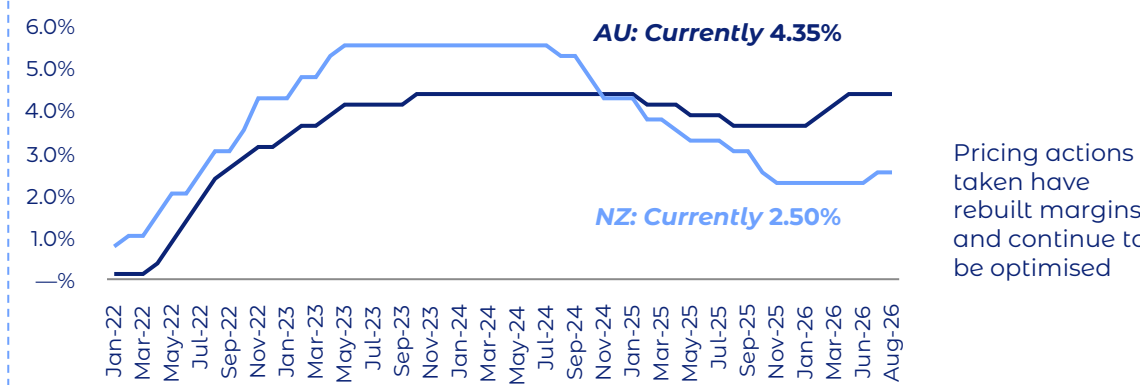
Source: ABS¹

Unemployment stabilising in AU; NZ remains elevated



Source: ABS & Stats NZ

Cash rates have increased; expectations for future movements remain mixed



⁽¹⁾ Household Spending - Goods Indicator (seasonally adjusted).



Funding: cash rate scenario sensitivity

25bps change = \$10m change in interest expense (pre-tax)¹

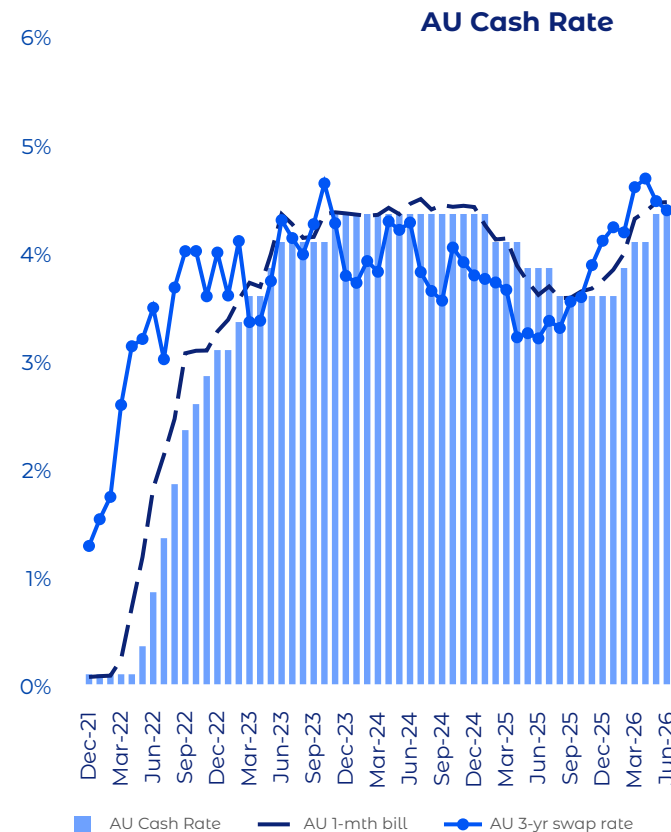
Management actions available to mitigate impact to profit.



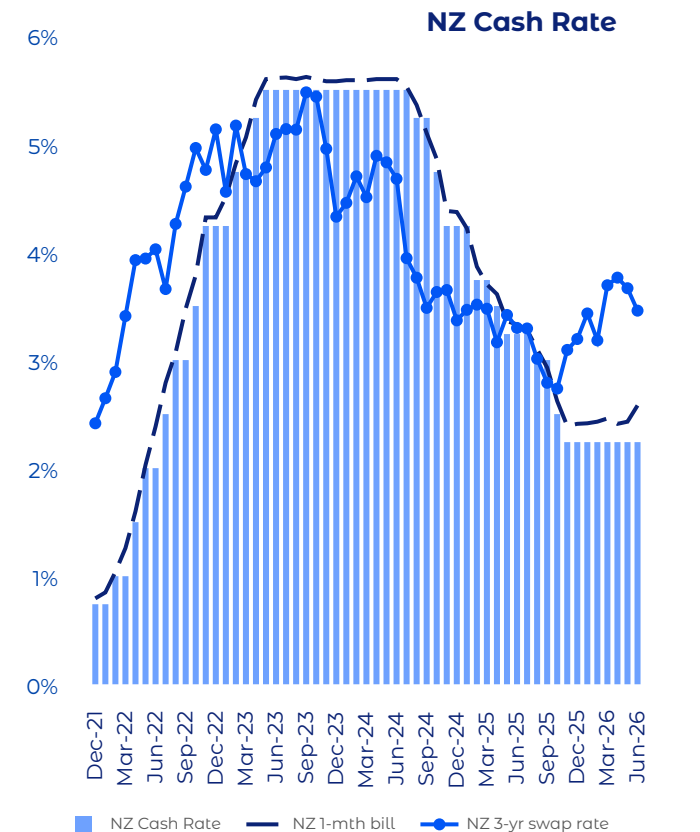
Sensitivity Summary and Outlook

- 25bps rates = ~\$10m interest expense (pre-tax). AU = ~\$8m / NZ = ~\$2m
- RBA currently on pause while RBNZ has commenced tightening cycle with further rate increases probable in 2026
- Cash rates expected to reflect economic activity and inflation outcomes
- Lift in interest rate hedging in 2025 and early 2026 likely to continue to support interest expense
- This analysis shows the impact of shifts in interest rates on the Group's profit over a year assuming all other things remain equal at the end of the reporting period
- The above impacts excludes any management action that can mitigate impact of increased interest expense

Australia lifted cash rates 3 times in 1H26 and currently on hold as New Zealand has commenced tightening cycle



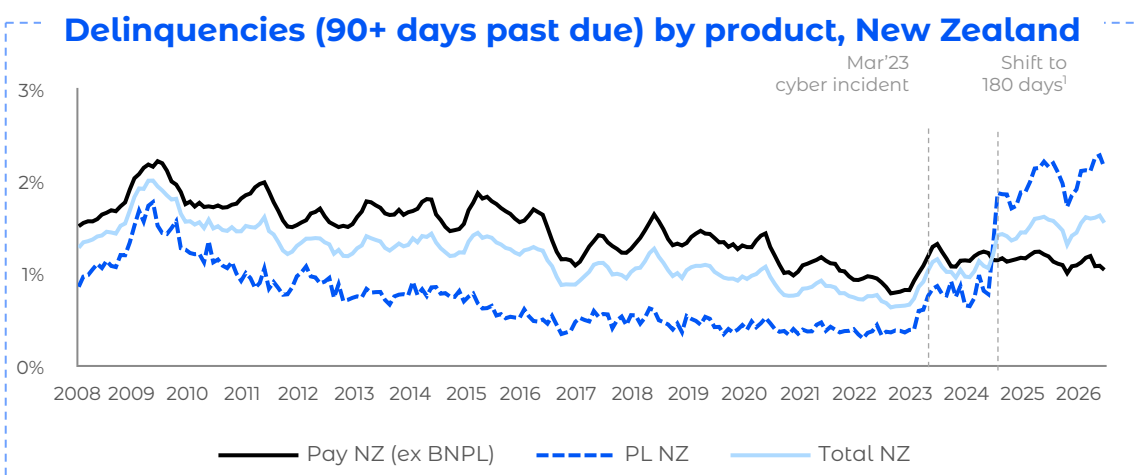
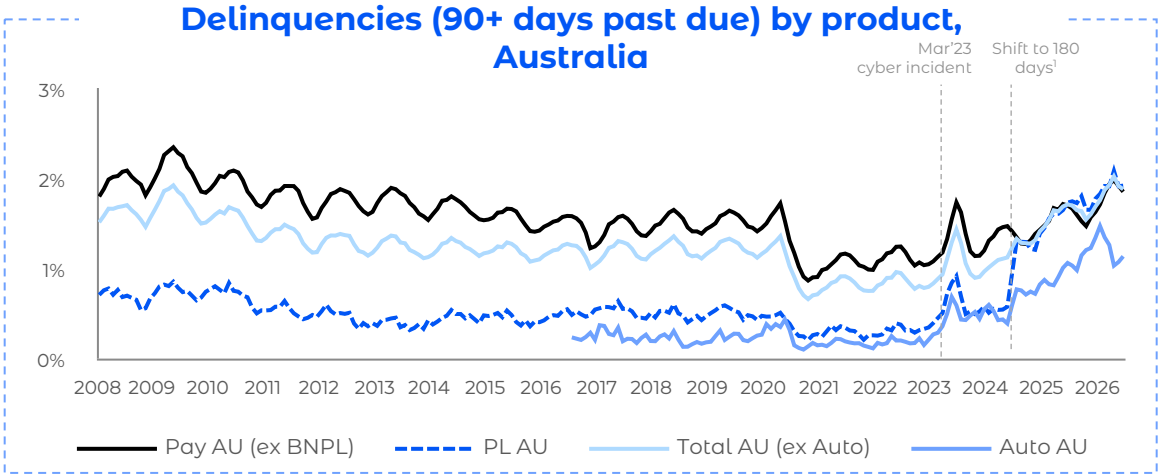
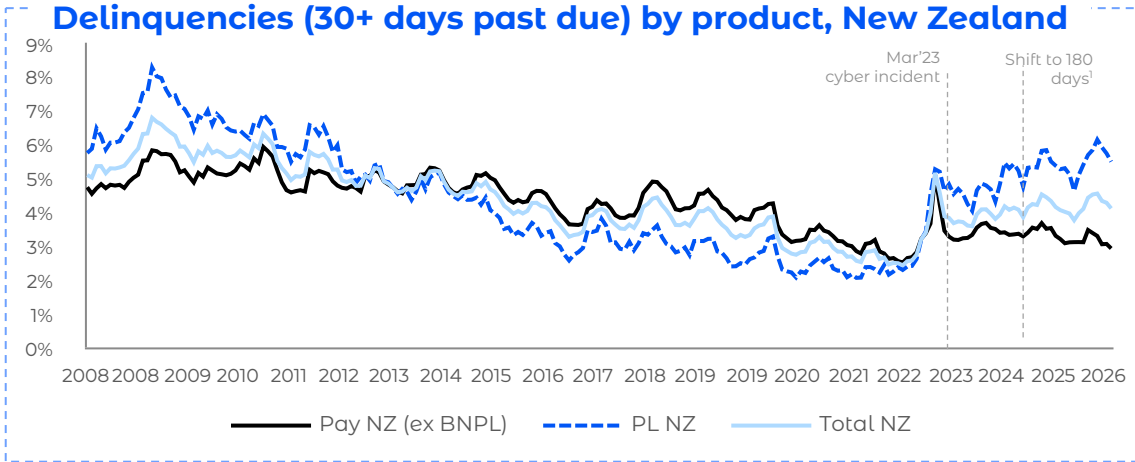
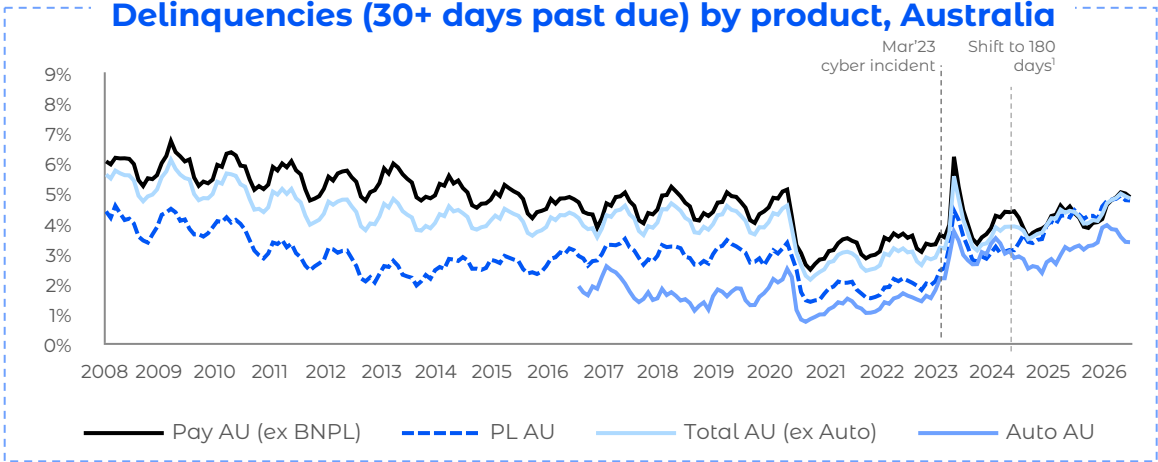
Source: Company data, RBA



Source: Company data, RBNZ

⁽¹⁾ Rate sensitivity derived from floating rate liabilities that support variable asset exposures that are not hedged.

Delinquency performance over time



¹⁾ Charge off methodology for Money products changed from 120 days to 180 days from June 2024.
Notes: Time series data from January 2008 to 30 June 2026. Motor loans delinquency history captured from July 2016 which was when Latitude relaunched its motor loan product.

Results Summary



	1H26	2H25	1H25	HoH	YoY
New Volume (\$m)	4,407	4,807	4,247	(8)%	4%
Gross receivables (\$m)	7,266	7,211	6,962	1%	4%
AGR (\$m)	7,225	7,012	6,842	3%	6%
Cash PBT (\$m)	105	118	94	(11)%	12%
Cash NPAT (\$m)	64	59	46	9%	39%
Statutory NPAT (\$m)	54	55	39	(1)%	39%
Cash EPS (cents)	6.2	5.7	4.4	9%	39%
Dividend per share (cents)	5.50	5.00	4.00	10%	38%
RAI (%)	8.0%	8.4%	8.2%	(38)	(20)
RoAGR (%)	1.8%	1.7%	1.4%	10	40
RoE (%)	10.4%	9.7%	7.7%	70	270
RoTE	24.8%	24.7%	20.3%	10	450
Tangible Equity Ratio (%) ¹	8.1%	7.1%	7.0%	100	110

⁽¹⁾ Tangible Equity Ratio would be 7.0% on a pro forma basis assuming redemption of Capital Notes 1 at its first call date on 27 Oct'26.

Summary profit & loss statement

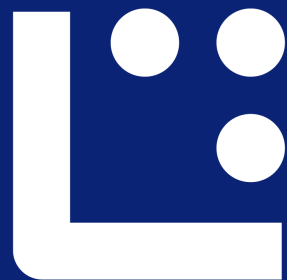


(\$m)	30-Jun-26	31-Dec-25	30-Jun-25	HoH Change	YoY Change
	1H26	2H25	1H25	%	%
Interest income	611.4	600.0	588.4	2 %	4 %
Interest expense	(183.3)	(182.5)	(192.3)	— %	5 %
Net interest income	428.1	417.5	396.1	3 %	8 %
Other Operating income	9.7	14.3	11.6	(32)%	(16)%
Total operating income	437.8	431.8	407.7	1 %	7 %
Net charge offs	(152.0)	(136.2)	(130.1)	(12)%	(17)%
Risk adjusted income	285.8	295.6	277.6	(3)%	3 %
Cash operating expenses	(180.8)	(178.0)	(184.1)	(2)%	2 %
Cash PBT	105.0	117.6	93.5	(11)%	12 %
Movement in provisions	(15.0)	(22.2)	(12.1)	32 %	(24)%
Depreciation & amortisation (ex leases)	(7.7)	(14.1)	(17.7)	45 %	56 %
Profit before tax & notable items	82.3	81.3	63.7	1 %	29 %
Income tax expense	(18.0)	(22.4)	(17.5)	20 %	(3)%
Cash NPAT from continuing operations	64.3	58.9	46.2	9 %	39 %
<i>Notable items after tax</i>	(9.9)	(4.2)	(6.5)	(136)%	(52)%
Statutory profit after tax (continuing ops)	54.4	54.7	39.7	(1)%	37 %
Profit/(loss) from discontinued operations	—	0.1	(0.5)	(100)%	100 %
Statutory profit after tax	54.4	54.8	39.2	(1)%	39 %
Profit/(loss) is attributable to:					
Owners of Latitude Group Holdings Limited	54.4	54.8	39.2	(1)%	39 %
Non-controlling interest				n.m.	n.m.
Statutory profit after tax	54.4	54.8	39.2	(1)%	39 %

Cash NPAT to Statutory NPAT 1H26



1H26	Cash NPAT	Restructuring costs	Remediation Costs	Asset impairment	Stat NPAT
Net interest income	428.1	—	—	—	428.1
Other Operating income	9.7	—	—	—	9.7
Total operating Income	437.8	—	—	—	437.8
Net charge offs	(152.0)	—	—	—	(152.0)
Risk adjusted income	285.8	—	—	—	285.8
Cash operating expenses	(180.8)	(3.9)	(6.1)	(0.7)	(191.5)
Cash PBT	105.0	(3.9)	(6.1)	(0.7)	94.3
Movement in provision for impairment	(15.0)	—	—	—	(15.0)
Depreciation & Amortisation (excl leases)	(7.7)	—	—	—	(7.7)
Profit before tax	82.3	(3.9)	(6.1)	(0.7)	71.6
Income tax (expense)/benefit	(18.0)	1.2	(0.6)	0.2	(17.2)
Profit after tax from continuing operations	64.3	(2.7)	(6.7)	(0.5)	54.4



Thank you.