

AFG

For personal use only

HY26 | December 2025

Half Year Results



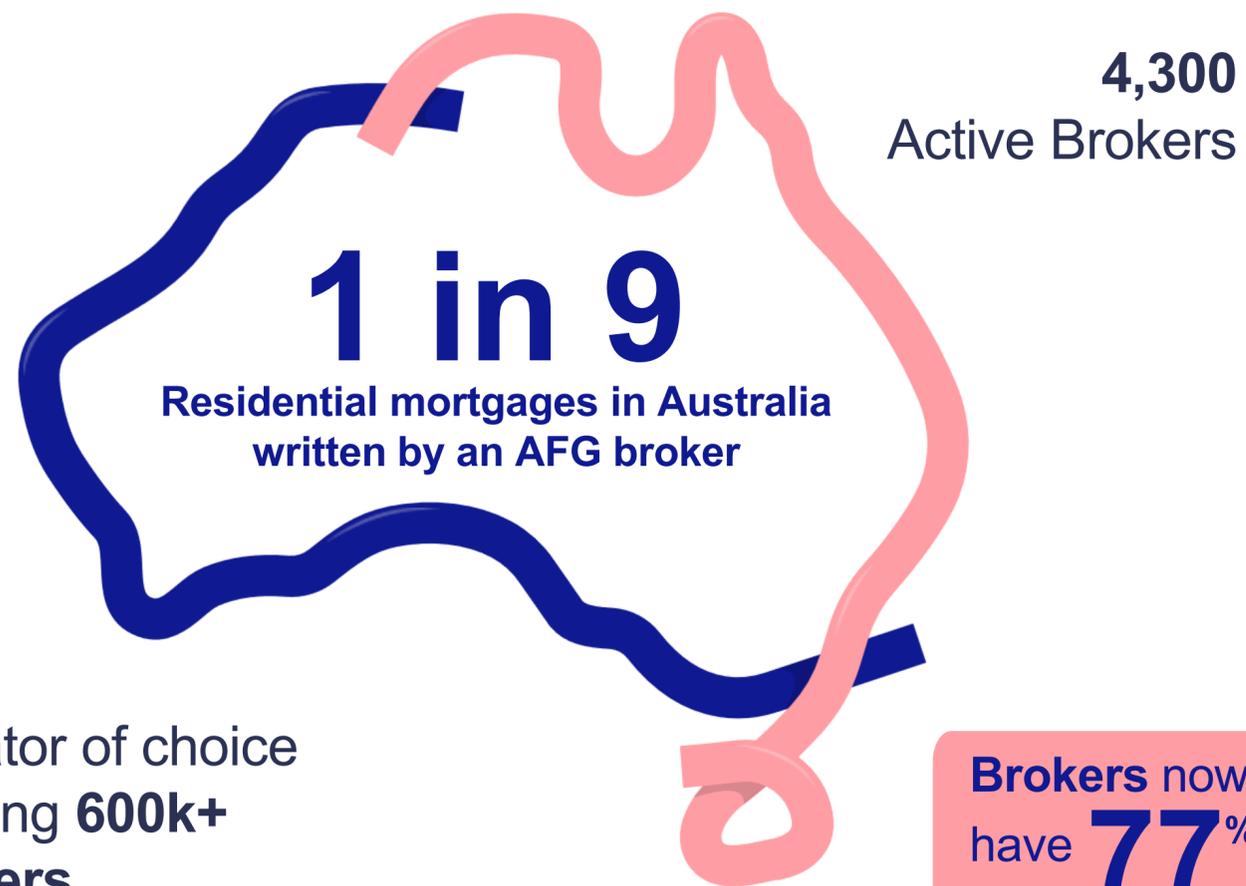


Presentation Outline

Item	Presenter	Pages
HY26 Highlights	David Bailey	3 – 7
Financial update	Luca Pietropiccolo	8 – 16
Market & operations update	David Bailey	17 – 25
Outlook	David Bailey	26 – 28
Q&A		
Appendices		

AFG: The backbone of Australian lending distribution

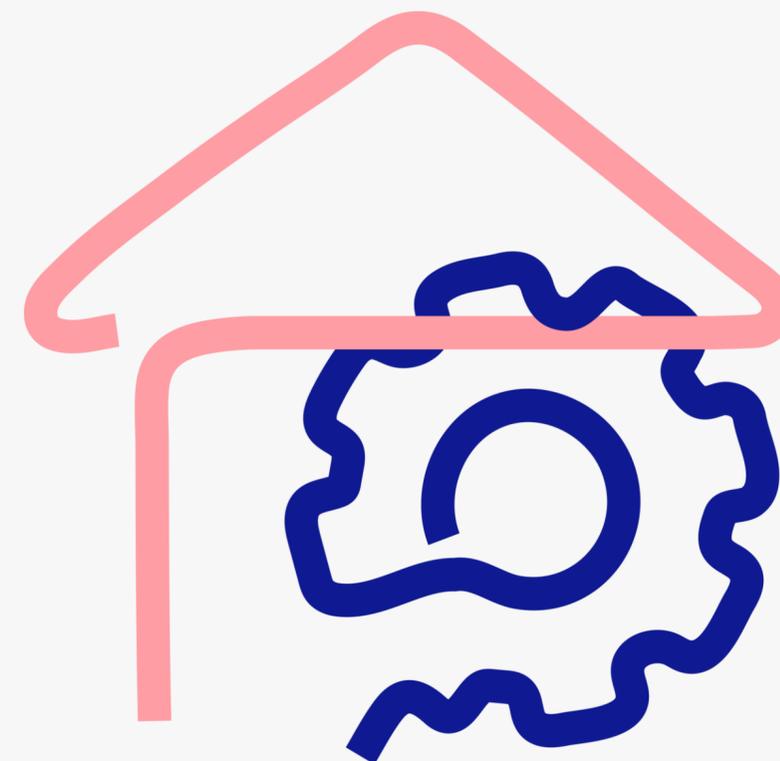
Australia's leading broker network and a growing lending platform



Aggregator of choice connecting **600k+** customers

Brokers now have **77%** market share

Manufacturing & Tech: ecosystem expansion



- **AFG Securities** - Securitised lending
- **BrokerEngine** – Integrated broker platform
- **Fintelligence** - Asset Finance platform

\$6.3b
AFGS loan book

\$24 Million ^{+43%}
Underlying NPATA

\$183 Million
Liquid Assets & Investments

21%
Return on Equity

H1 FY26 Profit¹ up 43% to \$24m, record outcomes across the business

Residential Settlements

+19%

to \$38b

AFGS Closing Book

+24%

to \$6.3b

Gross Profit per Broker

+15%

to \$42k

Asset Finance Settlements

+20%

to \$2.1b

AFGS Settlements

+34%

to \$1.9b

Subscription Income

+11%

to \$11m

Broker Investments

+3

EBITDA \$2m (annualised)

Net Interest Margin

+11bps

to 124bps

Cost to Income

-8%pts

down to 56%

All growth rates are provided relative to H1 FY25.

1. Underlying NPATA. Reported NPAT of \$22m up 46%

AFG Securities starts 2026 with 99% lodgement growth

Lodgement pipeline building into CY26 with double digit growth across the business

Distribution

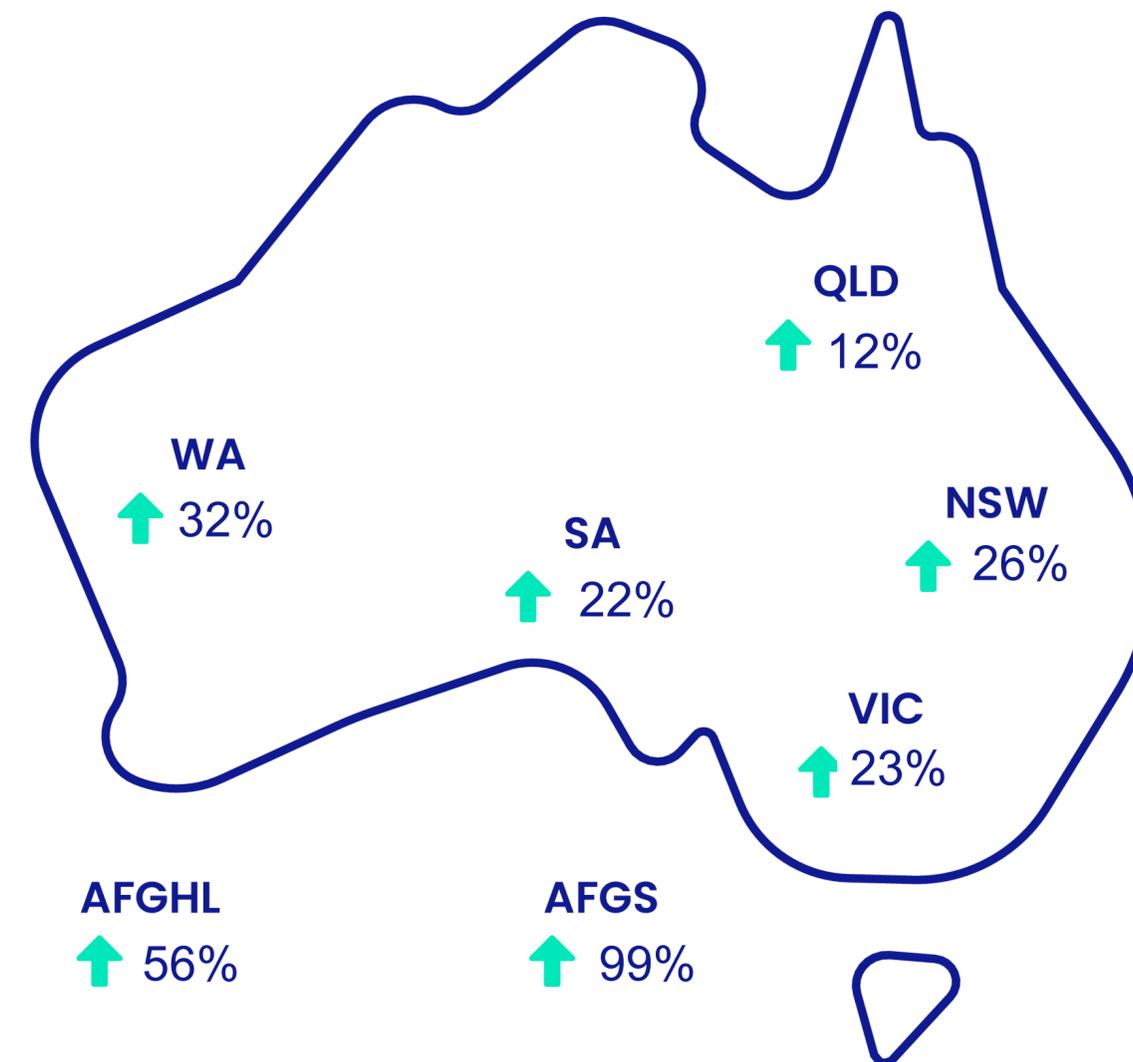
- Residential lodgements up 23% on January 2025, with settlements also increasing
 - Growth recorded across all states
 - Strong growth in largest states NSW & VIC
- AFG Home Loans (AFGHL) lodgements up 56% on January 2025 while white label volume transition towards AFG Securities (AFGS) continues

Manufacturing

- Record \$1.2b RMBS, with strong pricing outcomes, creating greater certainty over near term NIM outlook
- AFG Securities lodgements up 99% on January 2025

Comparison of January lodgements

January 2026 change on January 2025



A business built to deliver through cycles

Consistent execution across all 3 strategic pillars supports confidence in growing shareholder value

STRATEGIC PILLAR 1



Grow our broker network

22

years of consecutive residential loan book growth and still the home for larger brokering groups

STRATEGIC PILLAR 2



Provide a market leading technology proposition

2.5x

growth in larger broker groups vs the rest of the network, leveraging scale and platform capability

STRATEGIC PILLAR 3



Deliver higher margin through our distribution network

16

%
5yr
CAGR

AFG Securities loan book growth, and 6th largest lender on AFG's panel for settlements

Structural drivers underpin our confidence to deliver on our FY29 Aspiration

Industry consolidation | Scaled network | Resilient funding structures | Capital discipline

	Measure	Dec '25	Current	FY29 Aspiration
 <p>STRATEGIC PILLAR 1 Grow our broker network</p>	Residential settlement growth	13% ¹	19%¹	8% CAGR
	Number of equity broker investments	2	5	35
 <p>STRATEGIC PILLAR 2 Provide a market leading technology proposition</p>	Broker service income mix ²	20%	21%	30%
	Underlying cost to income	64%	56%	<50%
 <p>STRATEGIC PILLAR 3 Deliver higher margin through our distribution network</p>	AFG Securities book size	\$5.1bn	\$6.3bn	\$9bn
	AFG Securities NIM	113bps	124bps	120bps

1. Current: HY26 growth compared to HY25 (Dec '25: HY25 compared to HY24)
 2. As a percentage of Distribution underlying gross profit

For personal use only

HY26 RESULTS

Financial update



AFG

Earnings accelerating with operating leverage delivered

AFG's strategy delivers value to brokers and contributes to our positive earnings outlook

Growth v HY25

Underlying gross profit per broker^{1, 2}	▲ 15%	\$42k pa
Gross profit¹	▲ 16%	\$78.1m
EBITDA	▲ 43%	\$35.6m
NPAT	▲ 46%	\$22.4m

EBITDA by segment

Distribution ▲ 8% to \$36m	3% lift in gross profit per broker +\$1m broker investments
Manufacturing ▲ 141% to \$14m	+\$9m net interest margin 19%pt reduction in underlying CTI ³
Central services⁵ \$(15)m	Delivering operating leverage while investing for growth

Annuity style earnings
74%

Return on equity
21%

Investments & liquid assets⁴
\$183m

1. Gross profit and other income
2. Per AFG broker
3. Cost to income ratio (NB: %pt = percentage point improvement)

4. Consists of unrestricted cash, trail book, investments and subordinated notes as outlined in the appendices
5. Includes various centralised support functions, including Technology, Finance and HR

Delivering growth & strong returns across segments

Distribution

EBITDA HY26

\$36^M

+8% on HY25

**Underlying ROE
37%**

- Represents 72%¹ of EBITDA
- Residential commissions returns to growth
- 8 consecutive years of growth in broker services income, almost 20% of distribution earnings
- Opex² increase of \$0.7m, primarily technology enhancements and broker engagement

Growing the network and investing in our highest return segment

Manufacturing

\$14^M

+141% on HY25

**Underlying ROE
30%³**

- Record book growth driving higher NIM (\$9m)
- Operating leverage delivering \$4m in scale benefits
- Opex² increase of \$0.6m, employee costs supporting record growth
- Thinktank +\$1m, benefitting from scale

Record book growth supported by scalable processes

Central services

-\$15^M

-2% on HY25

- Includes various centralised support functions, including Technology, Finance and HR
- Continued investment to support group growth, primarily in technology
- Cost discipline maintained through offsetting efficiencies

Enabling growth while maintaining cost discipline

1. EBITDA excluding Central
2. Operating expenses excluding depreciation & amortisation
3. Return on equity excluding Thinktank investment

Financial outcomes continue to strengthen

Compelling earnings growth

- Reported NPAT of \$22.4m, up 46%
- Underlying ROE increased to 21%

Operating leverage being delivered

- Gross profit¹ increased 16% to \$79m
- Underlying CTI reduced to 56%
- Opex well controlled, as gross profit growth outpaces investment
- H1 opex seasonally higher than H2

Strong cash generating businesses

- Net cash from operating activities \$20m, up 50%
- Earnings quality supporting dividends and reinvestment
- Growth in profit from associates driven by Broker Investments & Thinktank

Dividends

- Fully franked interim dividend of 4.7cps
- Record date is 26 February 2026 and payable on 27 March 2026
- FY26 payout ratio between 50% to 70% of adjusted NPAT⁵

\$m	HY26	HY25	Variance
Gross profit ^{1, 2}	78.8	68.2	16%
Change in trail book future value	(0.7)	(1.1)	34%
Operating expenses ²	(50.1)	(47.6)	(5%)
Net finance income	1.6	2.2	(30%)
Share of profit from associates	2.0	0.5	n.m.
Profit before tax	31.6	22.3	42%
EBITDA	35.6	24.9	43%
Reported NPAT ³	22.4	15.3	46%

Financial metrics	Units	HY26	HY25	Variance
Net cash from operating activities	\$m	20.3	13.5	50%
Underlying EPS	cps	8.9	6.2	42%
Dividends % of Adjusted NPAT ⁵	%	60	60	-
Underlying ROE	%	21	16	31%
Net Interest Margin	bps	124	113	11
Average FTE	#	297	325	(9)%
Underlying Cost to Income ^{2, 4}	%	56	64	(13)%

1. Gross profit and Other income excluding trail book accounting adjustment
 2. HY25 Gross profit and Operating expenses adjusted for change in classification
 3. Reconciliation between Reported NPAT and Underlying NPATA detailed on slide 34

4. Underlying Operating Expenditure less Depreciation & Amortisation costs / (Gross Profit (adjusted for Trail) + Other Income)
 5. Adjusted NPAT = Underlying NPAT (see slide 34), excluding equity accounted earnings from associates, replacing them with cash dividends received

Distribution

8 years of consecutive growth in subscription income

Growing the network and investing in our highest return segment

Gross profit +5% to \$58m | ROE 37% | 72% of Group EBITDA

Steady growth

- **Record residential settlement driving margin expansion**, increased \$1.9m, with payout ratios broadly stable
- **Asset finance aggregation** 20% settlements growth, with early signs of margins stabilising
- **Network scale** building reinforcing our position in lending ecosystem

Earnings mix continues to shift

- **Subscription income** up 11%, now 20% of Distribution Gross Profit
- **8 consecutive years** of growth in broker services income
- **Diversified products** margin down primarily as white label volumes reduce, transitioning to AFG Securities product with superior margin
- Lifting gross profit per broker

Disciplined investment

- Opex^{2, 3} increase of \$0.7m, primarily technology enhancements and broker engagement. 1st half seasonally higher

1. Gross profit and Other income excluding trail book accounting adjustment
 2. HY25 Gross profit and Operating expenses adjusted for change in classification
 3. Operating expenses excluding depreciation & amortisation

\$m		HY26	HY25	Variance
Gross profit ^{1, 2}		58.3	55.5	5%
Change in trail book future value		(0.7)	(1.1)	34%
Operating expenses ²		(27.4)	(25.6)	7%
Profit before tax		29.7	28.6	4%
EBITDA		35.9	33.2	8%

Gross profit composition	Units	HY26	HY25	Variance
Residential Upfront	\$m	8.6	7.1	20%
Settlements	\$b	38.0	31.8	19%
Retained	%	3.7%	3.7%	-
Residential Trail	\$m	9.4	9.0	4%
Average book	\$b	217	203	7%
Retained	%	5.3%	5.5%	(4%)
Diversified products	\$m	17.8	18.6	(4%)
VBI Margin	\$m	6.4	6.6	(3%)
Subscription income	\$m	11.2	10.1	11%
Other income	\$m	4.9	4.1	19%

Manufacturing

Strong earnings growth, delivering EBITDA +141%

Record book growth supported by improving operational leverage, delivering increasing returns **30% RoE**

Growth

- +\$6m net interest from book, from growth in book closing at \$6.3b
- +\$3m from higher NIM, with funding cost improvements
- Thinktank +\$1m, benefitting from scale

Leverage

- Operating leverage delivering \$4m in scale benefits
- Cost to income ratio improved 19% pts to 39%
- Opex^{2,3} increase of \$0.6m, employee costs supporting record growth

Funding Strength

- NIM less sensitive to short term rate volatility
- Significant proportion of the book now locked in at improved margins

Further margin expansion opportunity

- Modernisation initiatives to unlock further efficiencies and margin benefits

\$m	HY26	HY25	Variance
Gross profit ^{1, 2}	21.0	13.0	62%
Operating expenses ²	(8.1)	(7.6)	(7%)
Profit before tax	16.8	8.4	100%
EBITDA	14.3	5.9	141%

Gross profit composition	Units	HY26	HY25	Variance
AFG Securities NIM (\$m)	\$m	35.8	26.8	34%
AFG Securities Average book (\$b)	\$b	5.9	4.8	23%
NIM (bps)	%	124	113	10%
AFG Securities Commission (\$m)	\$m	(13.5)	(12.2)	(11%)
AFG Securities settlements (\$b)	\$b	1.9	1.4	34%
Other fees / costs	\$m	(1.3)	(1.7)	23%

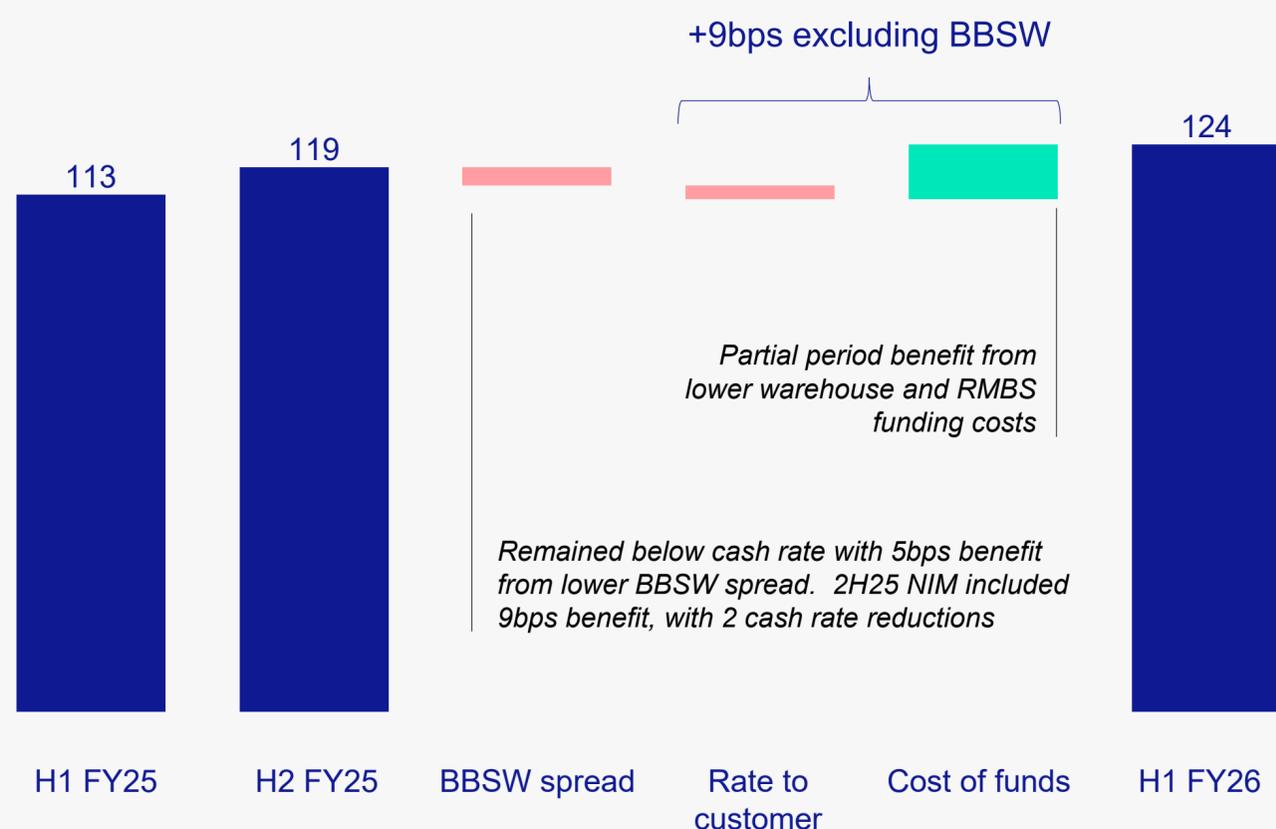
1. Gross profit and Other income excluding trail book accounting adjustment
 2. HY25 Gross profit and Operating expenses adjusted for change in classification
 3. Operating expenses excluding depreciation & amortisation

AFG Securities:

Highest NIM since FY18¹, greater near term certainty

Record volume growth achieved while maintaining pricing discipline in the market and expanding NIM. While a cash rate increase cycle may impact BBSW spreads, the current funding market outlook remains positive

NIM expansion to 124bps in HY26



Strengthened funding profile

- Proactive management delivering lower funding costs
- 3 warehouses renewed / established at improved margins
- \$1.0b RMBS issued, 25bps inside previous issuance

Further funding margin reductions anticipated in H2

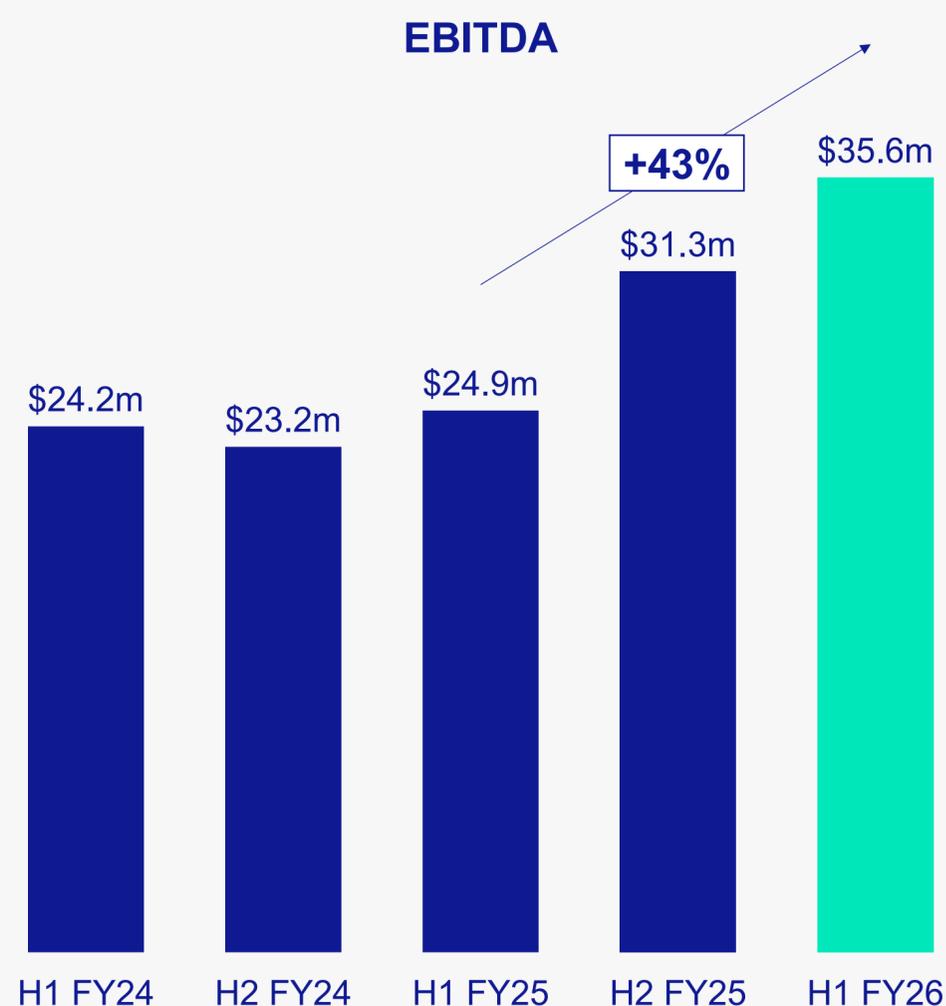
- Cost of funds benefits during H1 to be realised for the full period in H2
- \$1.2b February RMBS, well inside warehouse cost of funds
- 53% of the book now locked in through term funding
- A 10bps increase in funding margin for renewals in H2 would affect NIM by 1bps²

1. Excluding abnormal period in FY20-FY22 where TFF and government stimulus benefitted markets

2. Illustrative based on current mix of AFGS book as at December 2025, adjusting for February RMBS and considering warehouse renewals in H2 FY26. This exclude BBSW impact

Multiple earnings streams building into FY27

Recent capital allocation delivering EBITDA growth of 43%



Key investments translating into earnings uplift

		HY26 annualised earnings uplift	Platform for further earnings growth
Broker services	BrokerEngine Plus generating higher subscription income & broker efficiency	+\$2m	<ul style="list-style-type: none"> Broker Engine migration towards 90% New features & services will increase revenue per broker
Broker Investments	5 direct broker investments (3 in H1). 7 secondary investments in H1 ¹	+\$2m	<ul style="list-style-type: none"> Annualised earnings run rate building Strong organic growth in existing investments Pipeline of additional opportunities
AFG Securities	Scalable business and funding strategy enabling book growth & margin strength	+\$15m²	<ul style="list-style-type: none"> Closing HY26 book of \$6.3bn and represents additional \$5m annualised Net Interest Income³ Continued operating leverage

1. Direct investments by AFG to Broker group. Secondary investments are subsequent acquisitions by a broker investments groups acquiring another broker business or loan books. See slide 23
 2. Manufacturing EBITDA excluding Thinktank Investment. Includes both book growth and higher net interest margin %. Average book for H1 FY26 was \$5.9b
 3. Assumes a NIM of 124bps, on a \$6.3bn book compared to the H1 average (\$5.9bn). Each additional \$0.5bn in book size is \$6.2m in additional Net Interest Income assuming the same NIM

Flexible financial position provides capacity for growth

Cash generation : predictable and diversified cash flows



- Trail commissions provides highly predictable and actuarially proven earnings
- Highly integrated broker services generate repeatable cashflows
- Cyclical NII provides leverage to volume trends

Liquidity and high performing investments



- Unrestricted cash provides flexibility in a dynamic environment
- Trail book net asset is a significant source of embedded value
- Strategic investments are carried at cost, and not reflective of market value
- Strategic investments are regularly reviewed for return adequacy, with return on capital at 18%¹

Capacity to fund growth



- Our strategy enables invested capital growth where returns are compelling
- Strong balance sheet risk settings and predictable cash generating model provides funding optionality
- Prudent liquidity settings provide flexibility to respond to macroeconomic conditions

1. Return on capital excluding Thinktank investment

HY26 RESULTS

Market & operations update

AFG



Growing the network and generating **greater value**

Product diversification continues to provide the platform for earnings to continue to build across our segments

Growing the network – active¹ brokers increased 4% to 4,300

- 91 new AFG broker groups recruited
- Ongoing broker consolidation favouring larger, more productive groups
- AFG over-indexed in large broker groups, with their growth outpacing the network

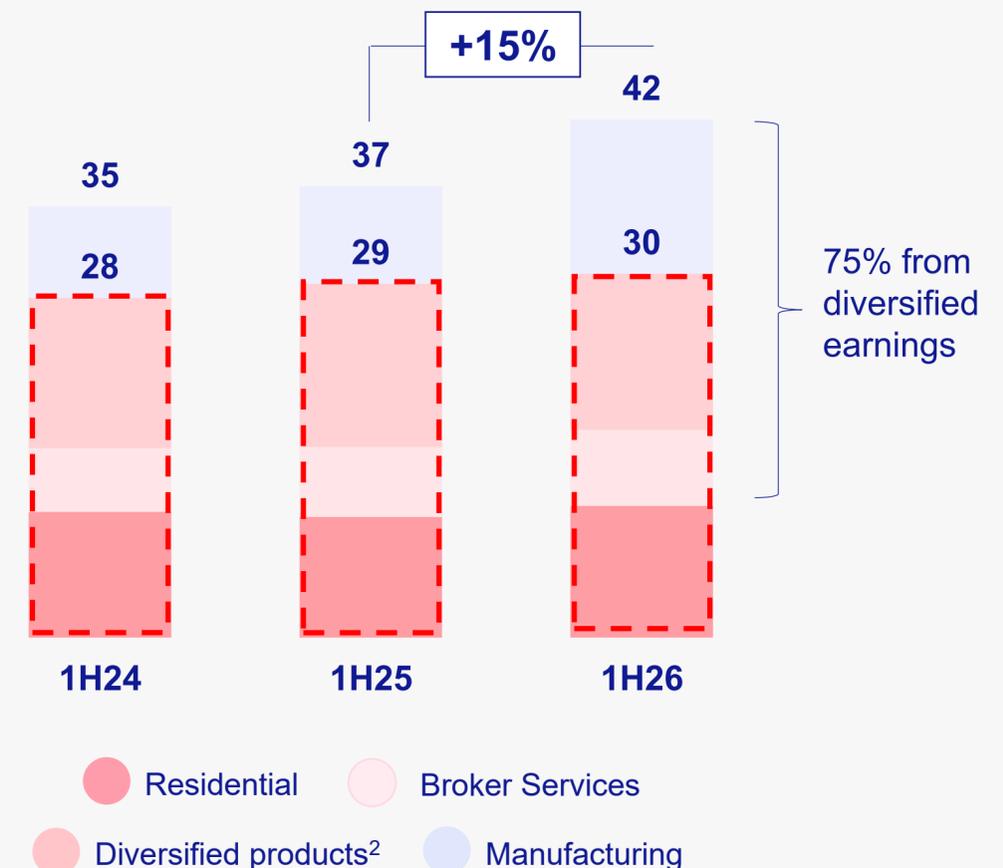
Growth in earnings per broker in our core Distribution business

- Technology investment and ongoing innovation improving broker efficiency
- Increased adoption of value-add broker services is lifting recurring revenue
- Partner Connect leveraging the scale of the AFG network to unlock additional value

Manufacturing contribution a standout

- AFGS book at \$6.3 billion, with record settlements and market share
- NIM of 124bps (+11bps), with funding benefits secured through recent term issuances and renewed warehouse at lower cost of funds

AFG Underlying Gross Profit
(\$k per broker p.a.)



1. Active brokers writing a deal within the last 6 months

2. Diversified products include all products outside of traditional Residential mortgage aggregation margin such as Commercial, White Label, Asset finance and Partner Connect

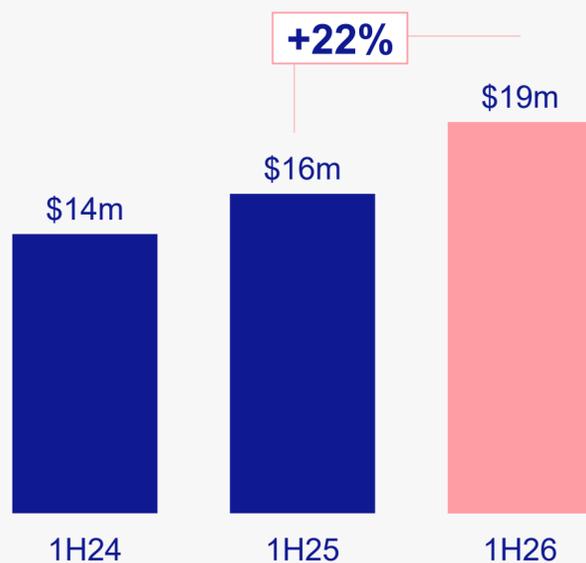
Distribution:

AFG brokers now write 1 in 9 mortgages

AFG's over-indexing to large groups creates a structural advantage through consolidation and productivity

Brokers increasing productivity

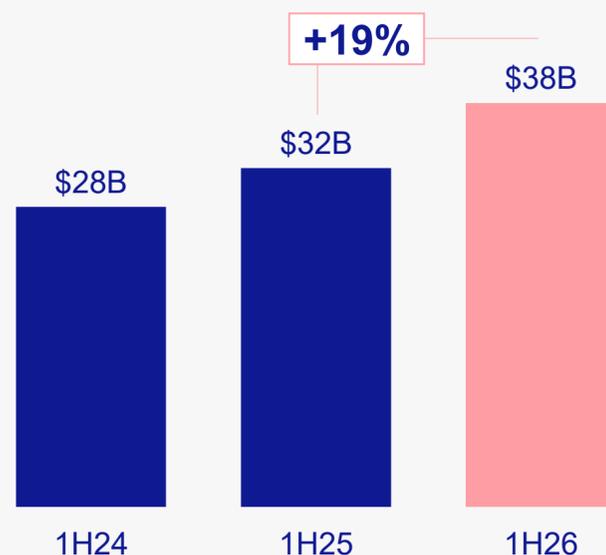
Residential lodgements per broker



- Generating a record lodgement pipeline. HY26 residential lodgements +26% to \$62 billion

Delivering growth above market¹

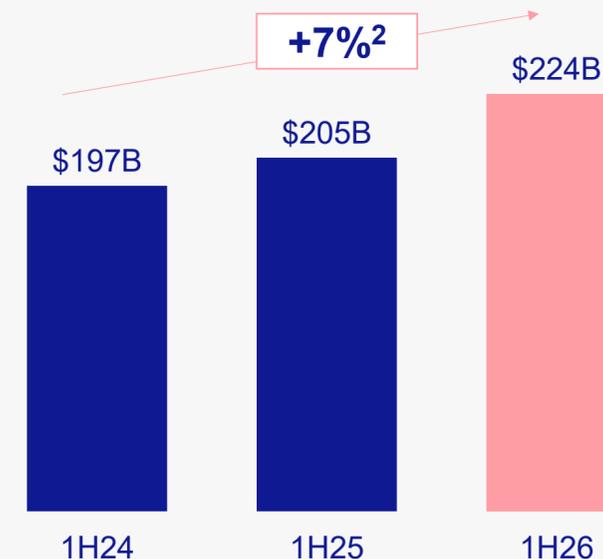
Residential Settlements



- Growth outpacing market 1.1x¹

Driving consistent book growth

Residential closing book



- 9% growth in HY26, above long-term average including improved run-off of 23% down from 27% in HY25

1. Source: Australian Bureau of Statistics: 17% growth for 12 months to September 2025

2. Long term CAGR since Dec 2021

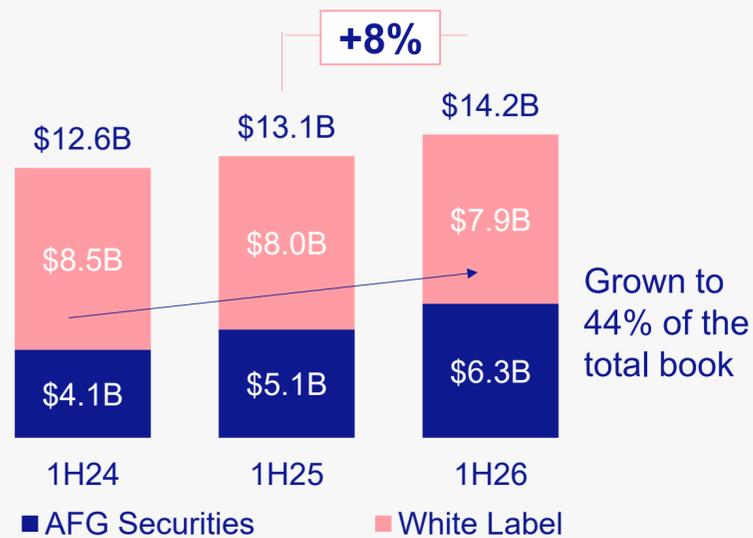
Distribution:

Earnings mix shifting toward higher margin products

Diversified products & broker services underpin growth in Distribution gross profit per broker, up 3%

AFG Home Loans¹ transitioning towards higher margin AFG Securities

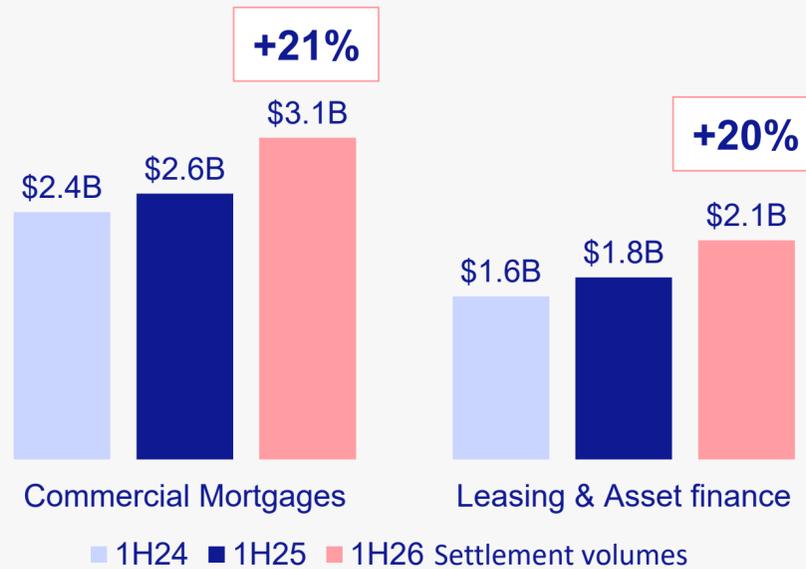
AFG Home Loans book



- White label book reduced following NAB's Advantedge exit, reshaping partner mix
- Portfolio now centered on 4 complementary partners to AFG Securities
- Higher margin AFGS expected to play a growing role within AFG Home Loans portfolio

AFG technology critical for the excellent growth in diversified products²

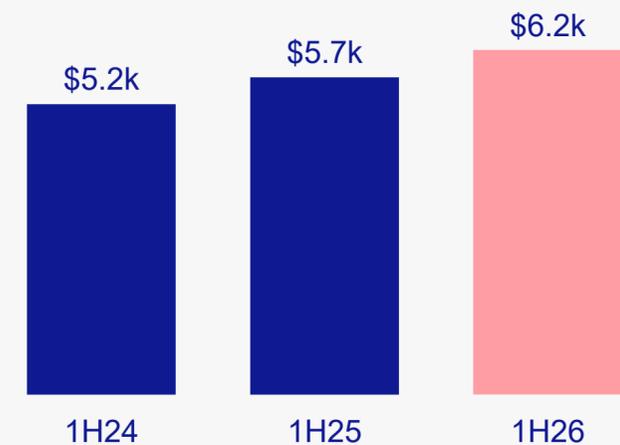
59% brokers write multiple products (FY25: 58%)



- Leasing & Asset Finance are key growth areas, driven by Fintelligence.
- Increased adoption of Partner Connect – connects brokers with spot & refer partners across the value finance ecosystem

Brokers increase take-up of valued services, growing earnings +\$1.1m

Broker services subscriptions per AFG broker



- BrokerEngine subscribers increased 23% to 4.1k, including 0.8k external to AFG

1. AFG Home Loans includes AFG funded AFG Securities as well as white label funded products

2. Includes Commercial mortgages, Commercial leasing, Consumer asset finance, Personal loans, Insurance as well as Partner Connect

Distribution:

The dominant channel, growing beyond 80% share

Broker channel now clearly structurally embedded in Australia's mortgage market – providing competition & choice

Brokers remain the preferred channel
Proprietary push hasn't changed customer behaviour

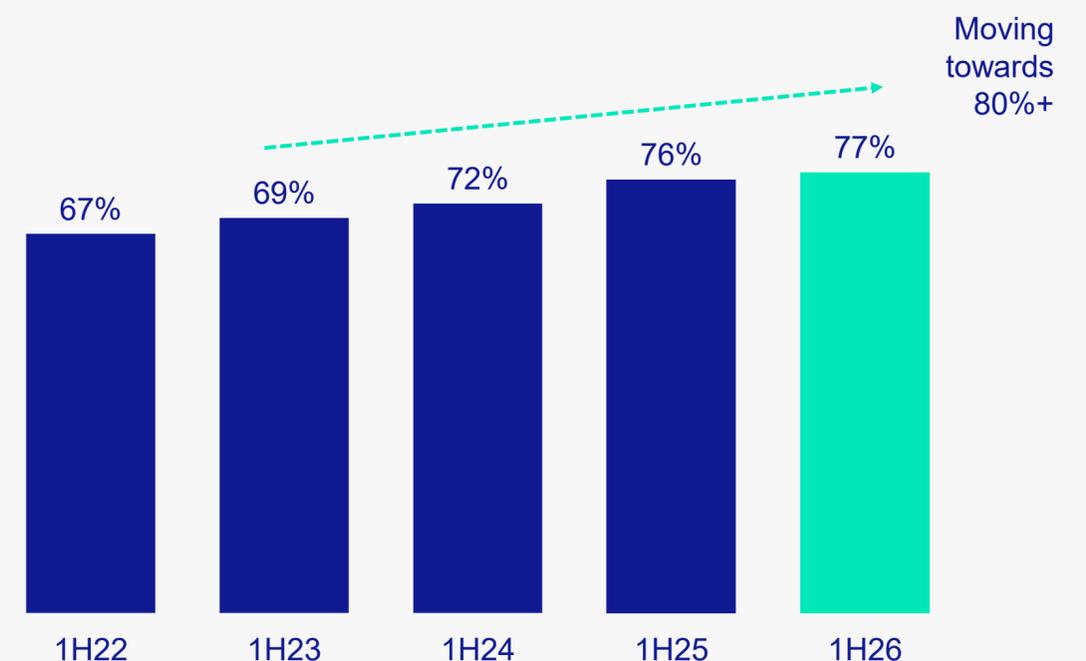
Why customers choose brokers

- **Trusted by customers** in a complex market to deliver better financial outcomes
- **Service local communities** – including in regional areas, as banks close branches
- Brokers are **legally required to act in their customer's best interests**, unlike proprietary channels

Why lenders partner with brokers

- **Efficient, scalable & variable** cost distribution channel for lenders
- Essential distribution for non-major lenders – providing **competition and choice**
- Lenders that **embrace broker channel are growing** share & have efficient CTI ratios

Total broker market share¹ of Residential mortgages

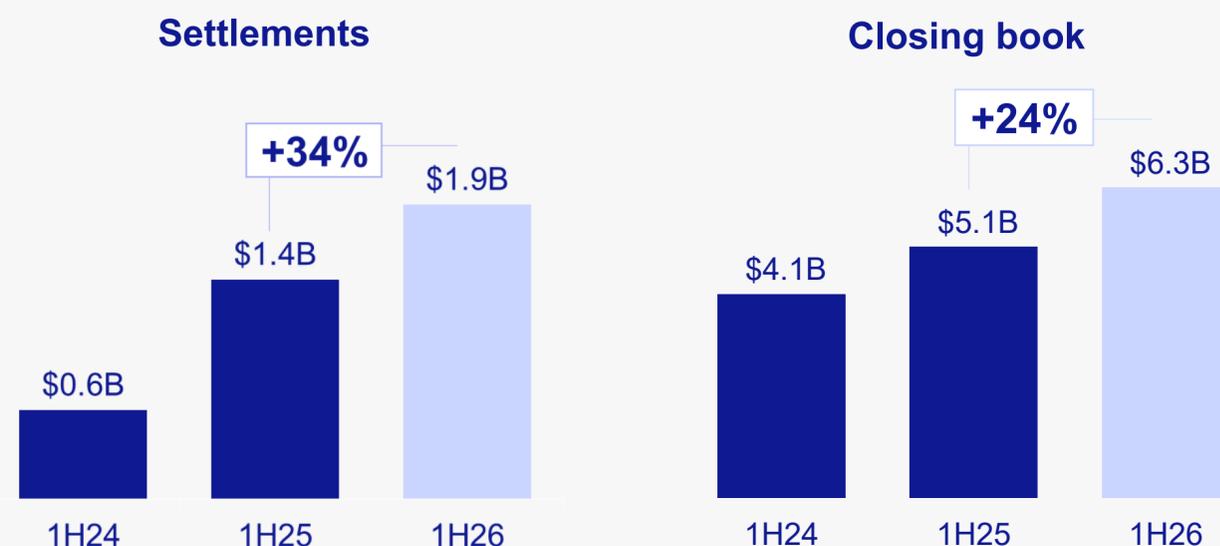


1. Source: MFAA, Australian Market Mar 2025

Manufacturing: Record market share with credit quality maintained

Disciplined processes and AFG's 31 years' experience delivering ongoing credit quality

Accelerated book growth in H1 FY26 – reaching over \$6 billion



Portfolio quality maintained, with excellent loss history

1.7%
Arrears² (1.6% at June '25)

+95%
Book with no adverse credit

90%
Book with LVR below 80³

33%
Book with balances below \$500k

- Non-bank market share¹ increased to 12.4% (FY25: 11.6%)
- AFG Securities at 5% market share¹ – a record (FY25: 4.3%)

- Proactive management with no losses. 15 year cumulative losses of just \$268k
- Expected credit loss provision increased to \$3.9m (June 2025 \$3.7m) driven by book growth

1. Based on market share of AFG broker residential volumes
 2. Arrears (including those in hardship) as greater than 30 days past due
 3. LVR = Loan-to-value ratio. All prime loans above 80 LVR are covered by individual Lender mortgage insurance (LMI)

Broker Investments Strategy Update

Targeted minority equity investments aligned to broker succession, scale and long-term growth



Disciplined capital deployed at broker transition points compounds benefits as brokers grow and consolidate

5 investments completed, 35 investments by FY29

Early execution validating confidence in the expansion of the Broker Investments program over time

Measured execution, with capital discipline

Direct AFG investments

- 5 investments in 12 months
- Across brokers of varying size

Broker-led investments

- 7 loan books acquired
- Repeatable capital deployment

Creating value over time

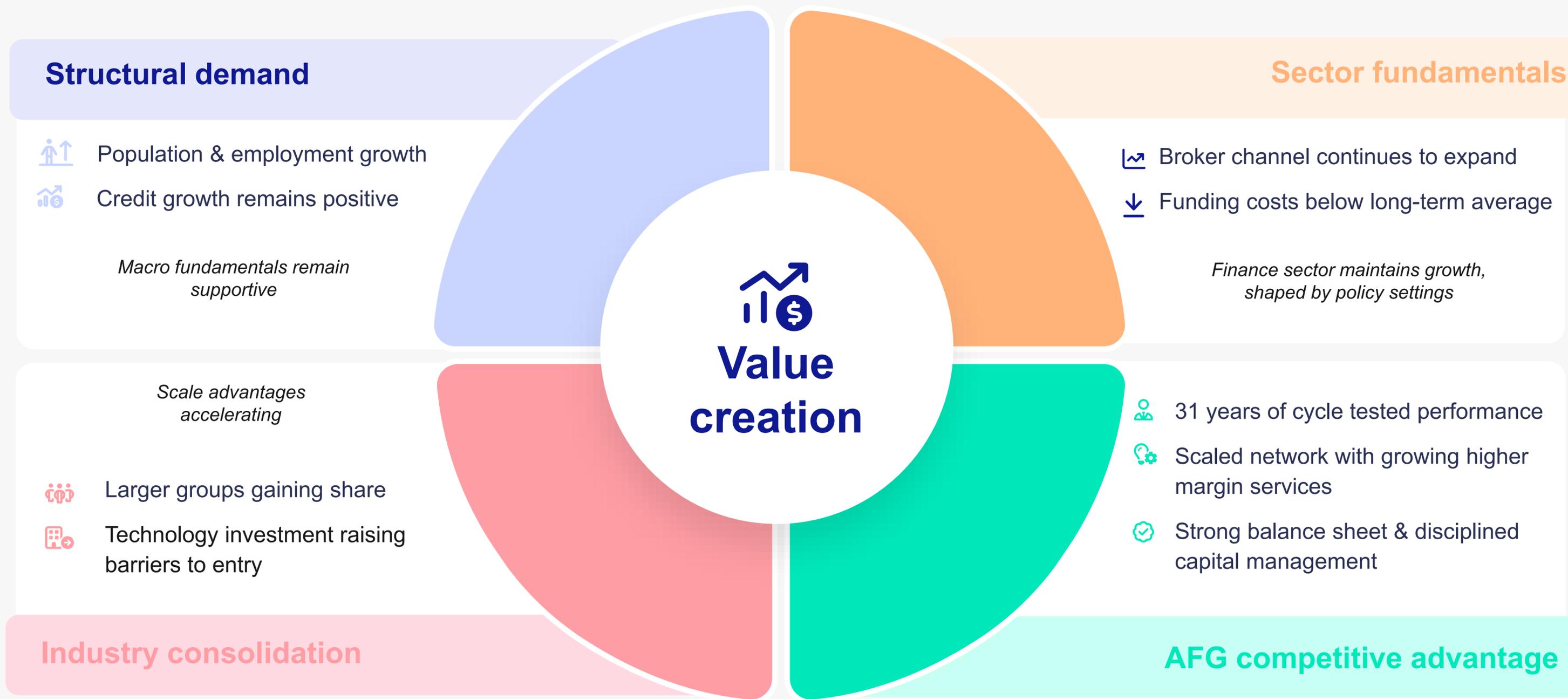
AFG network effects

- Capital at natural transition & growth points
- Corporate & strategic guidance enhancing scalability
- Network connectivity

- **Investments are earnings accretive from day 1**
- **Strong early trading, 5 investments expected to contribute \$2m¹ annualised, with growth compounding**
- **Investments from outside the AFG broker network enhance value creation**

1. Annualised EBITDA contribution of the initial 5 investments

AFG structurally positioned for long term growth



For personal use only

HY26 RESULTS

Outlook



AFG

Near term:

Strong 1H results are expected to accelerate

Momentum in volumes, margin and mix supports a stronger second half earnings outcome

Continued credit growth

AFG's broker productivity driving sustained market share expansion

Volume momentum

Jan '26 lodgements¹:
Residential +23%
AFG Securities +99%

Higher margin mix building

New services & features will continue subscription income growth

Margins strengthening

Exit NIM 126bps, with improved near term confidence

Operating leverage continues

Second half opex seasonally lower than first half

Broker Investments

Building pipeline as we establish this market

1. Growth relative to January '25

Why invest in AFG?

AFG is a scaled, embedded distribution network at the centre of Australia's lending ecosystem



Capital light business

Broker market share at 77%¹ and growing, AFG earnings scale with broker activity & productivity



Broadening earnings base

Productivity, services and manufacturing upside through the cycle



Quality earnings

Majority of earnings are recurring annuity-style resulting in strong, regular cash flow realisation



Enduring market dynamics

Housing generates sustained credit demand, supported by structural tailwinds

Balance sheet flexibility

Improving business mix

Resilient, annuity lead cash flows

Strong RoE, sustainable dividends



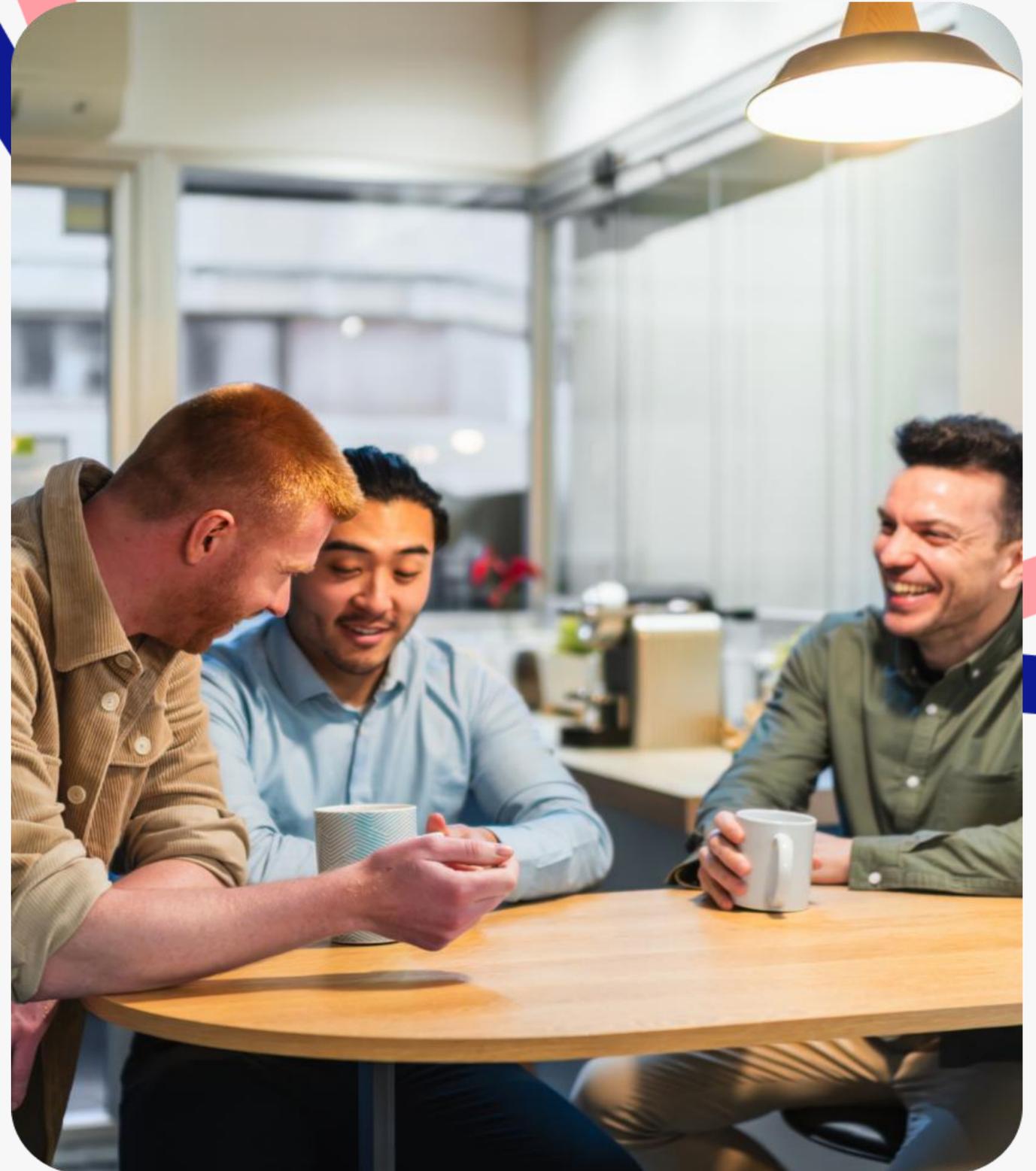
1. Australian broker market share of Residential mortgages. Source: MFAA

For personal use only

HY26 RESULTS

Appendices

AFG



A fairer financial future being delivered by an experienced executive team



David Bailey, CEO

23 years



Lisa Bevan, COO

27 years



Luca Pietropiccolo, CFO

3 years



Sam McCready, CDO

20 years



**Dom Di Gori, Exec GM
Consumer lending**

25 years



**Them Lam,
Head of Sales & Distribution**

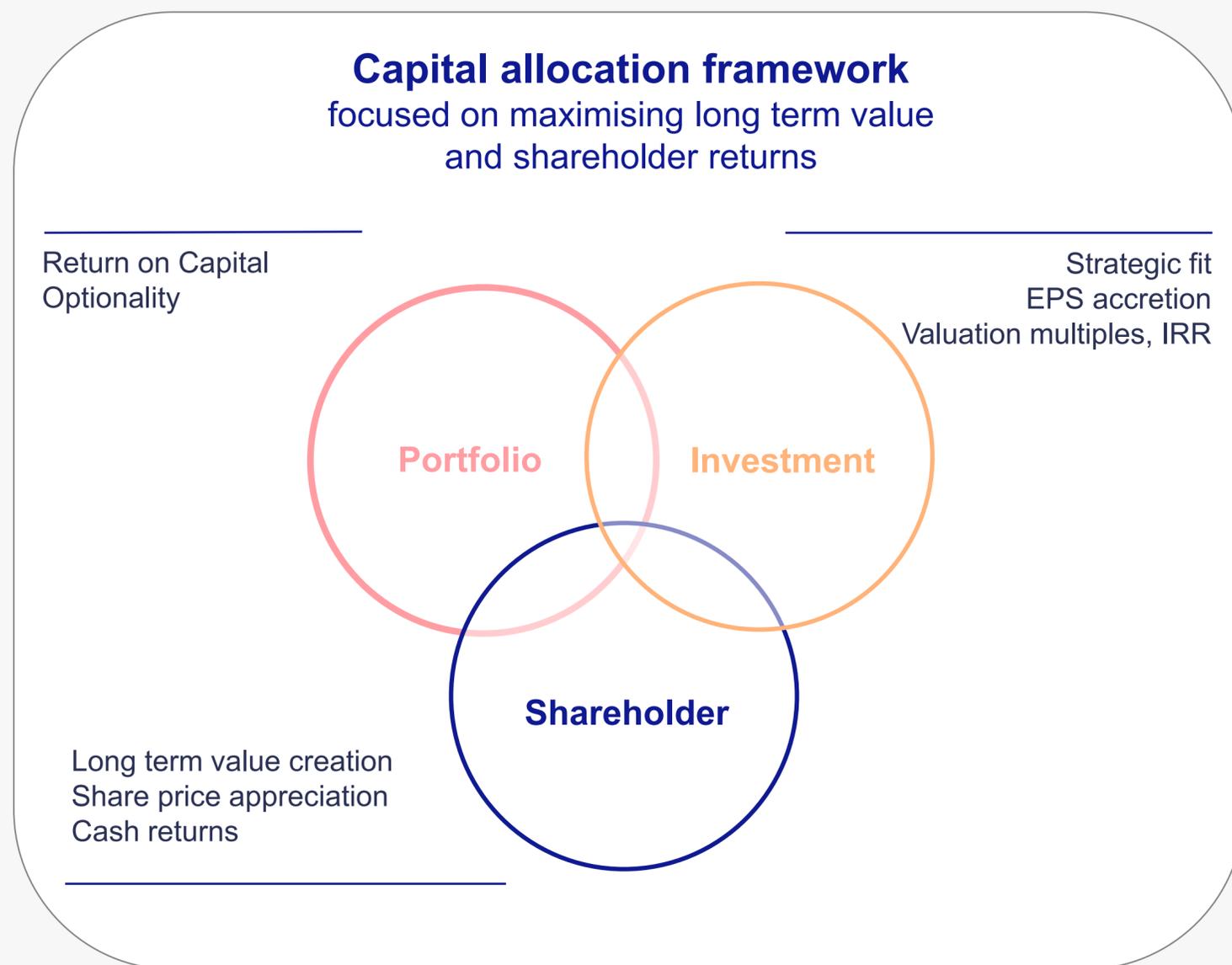
24 years

Years denotes the years of finance industry experience 30

Disciplined capital allocation

delivering sustained shareholder value

Focused reinvestment to capture growth opportunities, with capital allocation guided by 4 principles



1

Continuous review / recycle capital

Allocate capital to strategically aligned assets, delivering returns above internal hurdle rates (Return on capital > WACC)

2

Preserve balance sheet strength

Maintain financial capacity to execute on attractive opportunities and respond to a changing environment, while minimising the cost of capital

3

Deliver predictable earnings growth

Drive earnings growth through margin expansion, efficiency gains, and new capital to AFGS book growth and Broker Investments

4

Deploy surplus capital to shareholders

Prioritise reinvestment for long-term growth and return surplus capital when compelling growth opportunities are limited

Settlements and Loan Book

Settlements (\$m)	1H26	2H25	1H25	1H26 v 2H25	1H26 v 1H25
Residential	37,956	31,624	31,840	20%	19%
AFGHL	2,528	2,006	2,388	26%	6%
White Label ¹	600	737	950	(19%)	(37%)
AFG Securities ¹	1,928	1,270	1,437	52%	34%
Commercial	3,109	2,491	2,568	25%	21%
Leasing and Asset finance ²	2,118	1,706	1,758	24%	20%
Loan Book (\$m)					
Residential	223,697	210,505	204,848	6%	9%
AFGHL	14,152	13,795	13,142	3%	8%
White Label ¹	7,898	8,315	8,082	(5%)	(2%)
AFG Securities ¹	6,254	5,480	5,059	14%	24%
Commercial	16,634	14,756	14,177	13%	17%

1. Is a subset of AFG Home Loans (AFGHL)

2. Includes Fintelligence settlements as well as AFG broker settlements

Key metrics

Key movements

- Distribution operating income up 17% on H1 FY25, with growth in Residential volumes, as well as Broker Services subscription income
- Manufacturing operating income increased 7% to \$173 million. The AFG Securities book grew to \$6.3 billion, generating a net interest margin 11 bps higher than prior year
- Total Operating Costs up \$1m compared to H2 FY25. However, this is \$1m lower when excluding higher sponsorship expense which is offset by income and weighted to H1
- Underlying cost to income (CTI) ratio improved to 56% in H1 FY26

\$m (unless otherwise stated)	Units	1H26	2H25	1H25	1H26 v 2H25	1H26 v 1H25
Operating income						
Distribution		561.1	454.9	479.6	23%	17%
Manufacturing		172.8	169.0	161.3	2%	7%
Central		(18.9)	(14.0)	(15.3)	(35%)	(24%)
Total		715.0	609.9	625.6	17%	14%
Profitability						
Trail Book Net Asset		86.1	86.8	89.5	(1%)	(4%)
Residential Upfront Payout Ratio	%	96.3	96.1	96.3	0.2	-
NIM	bps	124	119	113	5	11
Operating Costs						
Employee Costs		28.6	28.1	27.9	2%	3%
IT		5.4	5.1	4.6	6%	18%
Total Operating Costs		50.1	49.1	47.6	2%	5%
Average FTE ¹	#	297	302	325	(2%)	(9%)
Underlying Cost to Income Ratio ²	%	56	58	64	(2%)	(13%)
Credit Quality						
Total Losses		0.0	0.0	0.0		
Other						
Brokers	#	4,275	4,249	4,110	1%	4%
Underlying ROE	%	21	22	16	(4%)	31%
Net interest income adjustment ³		8.9	8.5	8.3		

1. Average for reporting period

2. Total Operating Expenditure less Depreciation & Amortisation costs / (Gross Profit (adjusted for Trail) + Other Income)

3. Adjustment between Net interest income and commission cost of sales

Reported NPAT to Underlying NPATA reconciliation

Key movements

- The trail commission adjustment represents the non-cash change in the carrying value of the trailing commissions contract assets and liability. Additional information in relation to trail book accounting and key assumptions are provided on slide 36
- The net change in fair value of the put / call liability for Fintelligence represents the movement following the acquisition of the remaining equity
- Amortisation of acquired intangible assets relates to the initial acquisition of Fintelligence

\$m	1H26	1H25	HY26 v HY25
Reported NPAT	22.4	15.3	7.1
Amortisation of acquired intangible assets	1.2	1.2	0.0
Trail commission adjustment	0.5	0.7	(0.2)
Net change in fair value put/call option	-	(0.3)	0.3
Underlying NPATA	24.1	16.9	7.2

AFG holds \$183m in liquid assets and high performing investments

Key movements

- Net unrestricted cash position
- Trail book net asset at \$86m with the reduction representing increasing average payout ratio as well as updated run-off assumption. Key assumptions are provided on slide 36
- Investments are valued at carrying value as per the balance sheet and include broker investments
- Subordinated notes value relates to the notes held by AFG in the AFG Securities loan book which is \$6.3bn as at December 2025

\$m	Dec 2025	Dec 2024	Variance
Unrestricted cash	60.6	54.8	5.8
Debt facility	(59.9)	(44.3)	(15.6)
Net unrestricted cash	0.7	10.6	(9.9)
Trail book	86.1	89.5	(3.4)
Investments	56.2	46.2	10.0
Subordinated notes	39.5	38.8	0.7
Net unrestricted cash, trail book & investments	182.5	185.1	(2.6)

Cash reconciliation			
Unrestricted cash	60.6	54.8	5.8
Restricted cash (Securities)	176.0	115.7	60.3
Total cash	236.6	170.5	66.1

Trail book asset

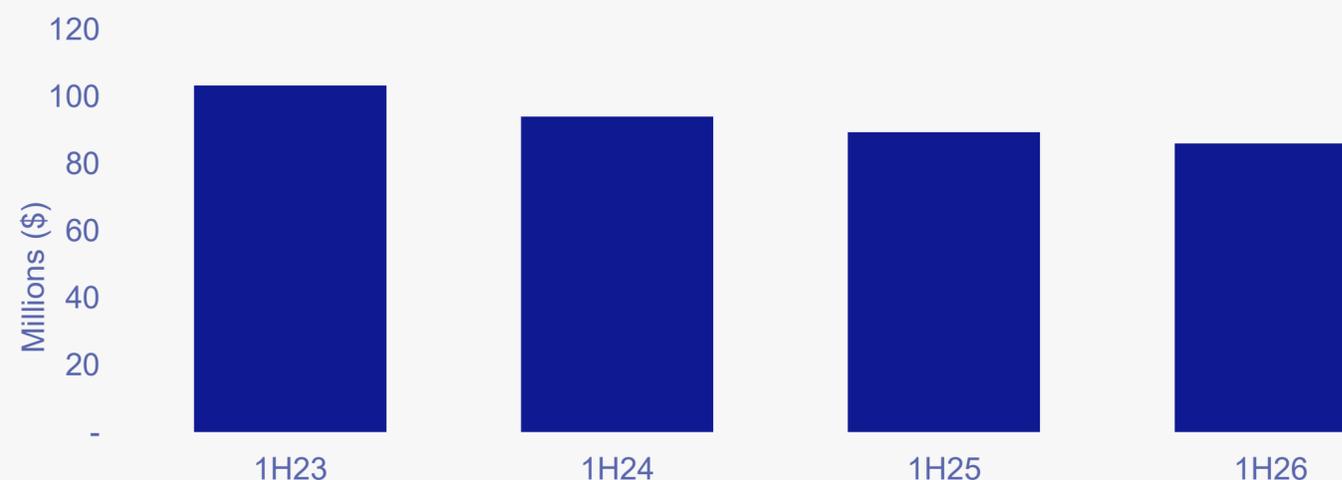
Key movements

- Trailing commissions are received from lenders on settled loans over the life of the loan based on the outstanding loan book balance
- The net present value of our future trail commissions, represent recurring income, without having to perform further services
- Future trail commissions had a NPV of \$86.1m at December 2025 (\$86.8m at June 2025)
- The valuation is assessed on a six-monthly basis, with movements in valuation recorded in the P&L
- The main valuation driver are run-off rates and volumes. Run-off remains below peak 2022 level and continues to reduce from peak
- The discount rate applied to each tranche is applied across the life of the loan. Any current movements in the discount rates will only affect the latest trail commission tranche
- The discount rate is calculated as the risk-free rate + counterparty risk factor

The table below outlines key assumptions used to value trail commissions

Key Assumptions	Dec 2025	Dec 2024
Average loan life	Between 3.5 and 4.2 years	Between 3.6 and 4.2 years
Discount rate per annum ¹	Between 4.0% and 13.5%	Between 4.0% and 13.5%
Percentage paid to brokers ²	Between 85% and 96.2%	Between 85% to 96%

The chart below shows the change in the net trail book asset over time



1. Discount rates once set are not adjusted during the life of the loan. The spread in discount rate captures loans settled in previous as well as the current financial year
 2. The percentage paid to brokers is set at the time of settlement of the loan

Summary

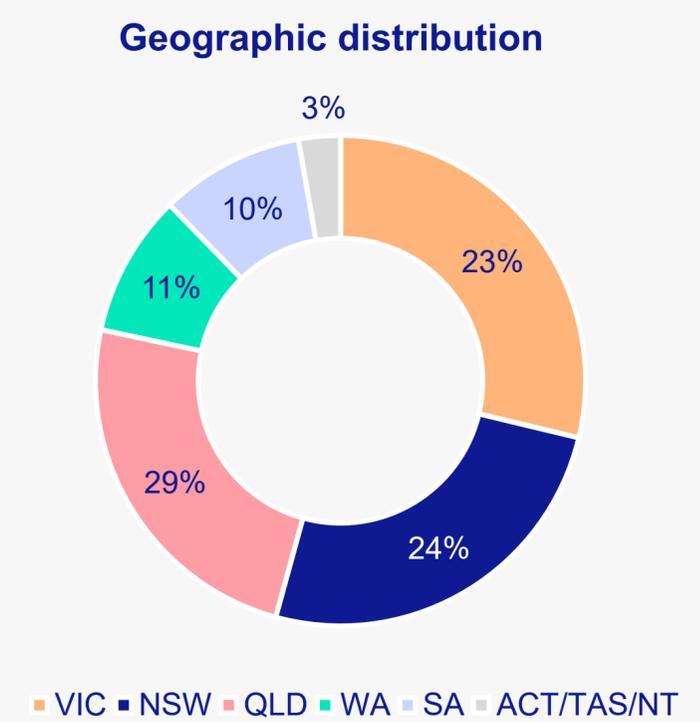
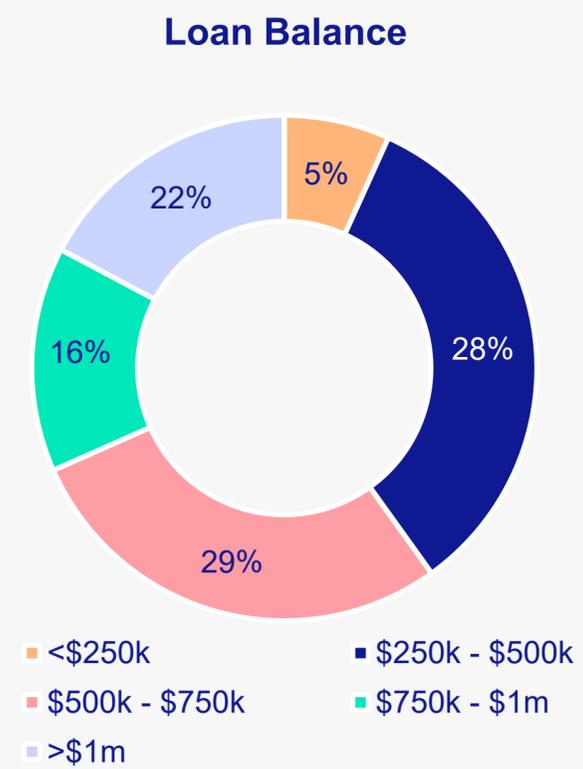
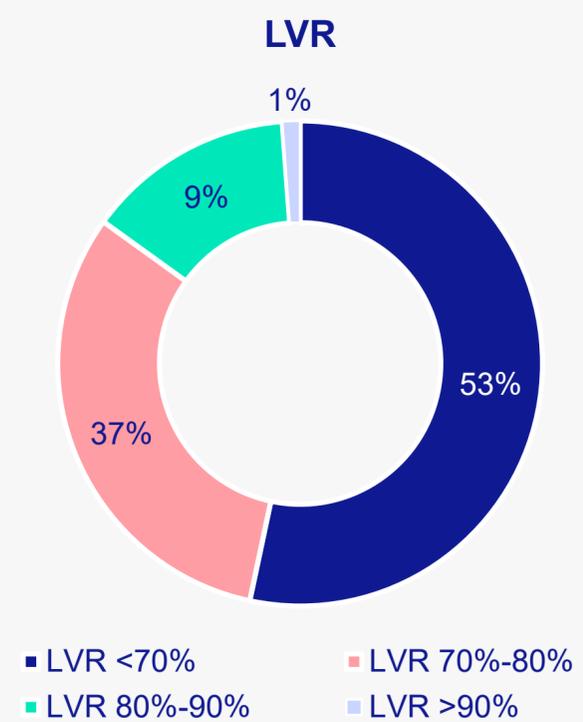
Balance Sheet

Key movements

- Unrestricted cash, which consists of cash at bank and short term deposits, of \$61m
- Restricted cash, which primarily represents amounts held in special purpose securitised trusts and series on behalf of the warehouse funders and the bondholders increased to \$176m with a growing loan book
- Contract Assets primarily represents our trail book commission asset and is partially offset by the trail book commission liability recorded in Trade and Other payables.
- Loans and advances represents the AFG Securities program, with the debt facility represented in Interest bearing liabilities
- Growth in investment in associates as this includes new minority broker groups investments

\$m	Dec 2025	Dec 2024	Variance
Assets			
Unrestricted cash	60.6	54.8	5.8
Restricted cash	176.0	115.7	60.3
Trade and other receivables	11.5	13.8	(2.3)
Other assets	6.9	5.5	1.4
Contract assets	1,236.2	1,170.9	65.3
Loans and advances	6,273.0	5,071.9	1,201.1
Investment in associates	56.2	46.2	10.0
Goodwill	61.1	61.1	0.0
Intangible assets	42.5	47.0	(4.5)
Total assets	7,924.0	6,586.9	1,337.1
Liabilities			
Trade and other payables	1,247.4	1,181.2	66.2
Interest bearing liabilities	6,402.4	5,147.6	1,254.8
Employee benefits	6.1	5.8	0.3
Deferred tax liability	26.2	25.5	0.9
Other liabilities	10.5	14.2	(3.9)
Total liabilities	7,692.6	6,374.3	1,318.3
Net assets	231.4	212.6	18.8
Equity			
Share capital	103.0	102.1	0.9
Reserves	9.3	8.7	0.6
Retained earnings	119.1	101.8	17.3
Total equity	231.4	212.6	18.8

AFG Securities – Loan quality



Important Disclaimer

This presentation contains general information which is current as at 17 February 2026.

The information is intended to be a summary of Australian Finance Group Ltd (AFG) and its activities as at 31 December 2025 and does not purport to be complete in any respect.

The information in this presentation is not a recommendation or advice about shares in AFG (or any other financial product or service). It is not intended to influence or be relied upon by any person in making a decision in relation to AFG shares (or any other financial product).

This presentation does not take into account the objectives, financial situation or needs of any particular investor. You should consider your own objectives, financial situation and needs when considering this presentation and seek independent investment, legal, tax, accounting or such other advice as you find appropriate before making any financial or investment decision.

This presentation contains some forward-looking statements. Such statements only reflect views held by AFG as at the date of this presentation and are subject to certain risks, uncertainties and assumptions. Actual events and results may vary from the events or results expressed or implied in these statements. You should not place undue reliance on any of these statements.

No representation or warranty is made in respect of the accuracy or completeness of any information in this presentation, or the likelihood of any of the forward-looking statements in the presentation being fulfilled.

For further information visit: www.afgonline.com.au or contact:

Alison Clarke
Head of Corporate Communications
+61 402 781 367