



22 April 2026

ASX ANNOUNCEMENT

Firmly on Track for FY26 \$13m Cash NPAT Guidance

Harmony Corp Limited (ASX: HMY) (“Harmony” or the “Company”) is pleased to provide an update on its performance for the 9 months ended 31 March 2026 (“3Q26”), and to affirm its market guidance for the current financial year (“FY26”).

FY26 Cash NPAT guidance of \$13M affirmed

With all key year-to-date metrics strengthening, Harmony affirms its FY26 Cash NPAT guidance of \$13m, representing a 128% increase from FY25 Cash NPAT, driven by strong loan book growth, margin expansion, and further operating leverage gains achieved through Harmony's highly automated Stellare® platform.

	FY25 Actual	FY26 Guidance
Cash NPAT	\$5.7m	\$13m

Year To Date 3Q26 Highlights vs prior comparative period (“pcp”), being the 9 months ended 31 March 2025 (“3Q25”):

- **Loan originations increased by 19% in Australia** and by **over 50% in New Zealand** in local currency, with both countries now reaping the benefits of the more efficient Stellare® 2.0 platform.
- The group loan book **grew by 10% to \$879m**, with the weaker New Zealand dollar masking even stronger underlying loan book growth, with the **Australian loan book growing 17%** and the **New Zealand loan book growing 9% in local currency**. Australian loans now represent 62% of the total loan book.
- **Net interest margin (“NIM”)** on the loan book **increased 120bps to 10.3%** from 9.1%, with **new lending NIM continuing at >10%**.
- **Credit losses were unchanged at 3.8%**, while **90+ day arrears improved to 0.62%** from 0.69%.
- **Risk-adjusted income margin** increased 120bps to 6.5% from 5.3%, driven by higher NIM and stable credit losses.
- **Cost to income ratio improved to 18.2%** from 18.4% with Stellare® 2.0's high levels of automation continuing to deliver operating leverage gains as the loan book scales.
- **Unrestricted cash \$26m**, up from \$23m at 30 June 2025. This increase is exceptional given that it occurred even after the repayment of \$7.5m of Corporate Debt in December 2025.
- **Available cash reserves of over \$30m** from unrestricted cash and loans available for sale into warehouses.
- Total **Warehouse credit capacity expanded to over \$1b**, with a credit approved term sheet for a secured lending warehouse in New Zealand from a “Big-4” Australian bank, to unlock lower funding costs for further expansion into the car loan market.



Financial Highlights	3Q26	3Q25 (pcp)	Change (pcp)
Originations (\$m)	370m	287m	+29%
<i>Australian Originations (\$m)</i>	<i>222m</i>	<i>187m</i>	<i>+19%</i>
<i>New Zealand Originations (NZ\$m)</i>	<i>168m</i>	<i>110m</i>	<i>+53%</i>
Loan Book (\$m)	879m	798m	+10%
<i>Australian Loan Book (\$m)</i>	<i>544m</i>	<i>464m</i>	<i>+17%</i>
<i>New Zealand Loan Book (NZ\$m)</i>	<i>402m</i>	<i>368m</i>	<i>+9%</i>
Net Interest Margin (%)	10.3	9.1	120bps improvement
Credit Losses (%)	3.8	3.8	Stable
Risk Adjusted Income (%)	6.5	5.3	120bps improvement
90+ Day Arrears (%)	0.62	0.69	7bps improvement
Cost to Income Ratio (%)	18.2	18.4	20bps improvement

Commenting on the 3Q26 results, Harmony's CEO & Managing Director David Stevens said:

"Driven by sustained positive performance across all our key metrics, we are pleased to reaffirm our FY26 Cash NPAT guidance of \$13m.

Origination growth across both countries has remained strong, driven by the enhanced efficiencies of our Stellare® 2.0 platform, which has delivered a 19% increase in Australian originations and an increase of over 50% in New Zealand in local currency.

This strong origination momentum, in turn, drove group loan book growth of 10% to \$879m. Even more impressive is that this headline group loan book and growth is despite the suppressing effects of the current weak New Zealand dollar, which is at its lowest level in twelve years. Our Australian book has grown by 17% and our New Zealand book by 9% in local currency. Importantly, the lower New Zealand dollar will not have a material impact on our overall profitability due to natural hedging within the business, with our predominantly New Zealand dollar cost base.

We are particularly pleased to see our secured car loan product continuing to grow strongly, now achieving 19% growth on the prior comparative period. This secured car loan product is expected to deliver material incremental growth in addition to our continuing personal loan growth. To support this strategic expansion, we have obtained a credit approved term sheet from a Big-4 Australian bank for a secured lending warehouse, which will unlock a lower cost of funds. We are poised to accelerate this momentum by onboarding new car partners in New Zealand in 4Q26, followed by a subsequent rollout in Australia.

Our core financial and credit metrics remain robust. We have seen excellent margin expansion, with our Net Interest Margin reaching 10.3%. Loan book credit performance remains stable with incurred credit losses at 3.8%. Together, this increased our risk-adjusted income margin to an impressive 6.5%.

Harmony's high levels of automation through Stellare® 2.0 continue to provide significant operating leverage, bringing our cost-to-income ratio down further to 18.2% and ensuring we grow revenue faster than our operating base.



With over \$30m of available cash reserves and total warehouse capacity exceeding \$1billion including the new credit approved secured lending facility, Harmony remains well capitalised to continue its strong loan book and profit growth through the remainder of this year and into FY27 and beyond."

Share buy-back extended for a further 12 months

The Board and management continue to see significant value in the Company's equity at current levels, and given the Company's strong Cash NPAT and capital position believe it remains in the best interest of all shareholders for the Company to continue to buy back its own shares.

The buy-back will be conducted in the ordinary course of trading by Harmony's broker, Ord Minnett Limited, subject to share price, trading volumes, market conditions and other factors.

Under the Companies Act (New Zealand), Harmony may buy-back its ordinary shares on-market without shareholder approval provided the number of shares it acquires within a 12 month period does not exceed 5% of its total shares. Harmony does not guarantee that it will acquire all or any of the proposed 5% of ordinary shares, and reserves the right to modify, suspend or terminate the buy-back at any time. The buy-back will end no later than 29 April 2027.

Investor presentation

CEO and Managing Director, David Stevens, and CFO, Simon Ward, will host an online investor presentation, including a Q&A session, tomorrow, Wednesday 22 April at 10:30am AEST / 12:30pm NZST.

Please register at https://zoom.us/webinar/register/WN_VAJCZZXTTbuUcplK4nzqca before the start of the presentation. You will then receive a confirmation email explaining how to join.

Materials from the presentation will be released to the ASX market announcement platform.

This release was authorised by the Board of Harmony Corp Limited.

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INVESTOR HUB

Harmony's Investor Hub is a platform for investors to learn about Harmony and engage with its leadership. It has our ASX announcements, plus additional content like videos, interviews, research reports, and webinars. Existing shareholders can also link their shareholdings.

Submit questions about this announcement at <https://investorhub.harmony.com.au/link/PBvq0P>.

Create an account at investorhub.harmony.com.au/auth/signup or scan the QR code in the header.



INVESTOR RELATIONS

For corporate queries, please contact Michael Pegum of Ethicus Advisory Partners via: investors@harmony.com.au.

ABOUT HARMONEY

Harmony is the only 100% consumer-direct personal lender operating across Australia and New Zealand. Harmony provides customers with unsecured and secured personal loans that are fast, easy, competitively priced (using risk-adjusted interest rates) and accessed 100% online. Harmony's purpose is to help people achieve their goals through financial products that are fair, friendly, and simple to use.

Harmony's proprietary digital lending platform, Stellare[®], is the power behind the platform. Stellare[®] can process, approve and fund loan applications within minutes. A Type 2 SOC 2 compliant platform, Stellare[®] replaces the traditional industry credit scorecard with a predictive behavioural analytics engine which uses machine learning to analyse our rich, direct consumer data to deliver automated credit decisioning and superior risk-based pricing.



For further information visit harmony.com.au.

BUSINESS FUNDAMENTALS

- Harmony provides risk based priced unsecured and secured personal loans of up to \$100,000 to consumers across Australia and New Zealand.
- Its 100% consumer-direct model and automated loan approval system is underpinned by Harmony's scalable Stellare[®] proprietary technology platform.
- A large percentage of Harmony's originations come from existing customers with minimal customer acquisition cost.
- Harmony is a team of 85 full-time employees predominantly based in Auckland, New Zealand, approximately half of whom comprise engineering, data science and product professionals.
- Harmony has a highly diversified funding panel with warehouses being provided by three of the "Big 4" banks across Australia and New Zealand. Harmony issued its first asset backed securitisation in 2021, followed up with a \$200m New Zealand asset backed securitisation in August 2023, both being publicly rated by Moody's.