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Cash Converters International Limited (CCV)

Australian Microcap Investment Conference - 11 May 2026

Shaw and Partners Emerging Companies Financials Conference - 12 May 2026

*cash***converters**

Our Business Model

Cash Converters operates three business lines across lending, pre-owned retail and franchising, combining stores and digital channels



Consumer Lending

Responsible, lower-cost lending solutions

- Transitioned to longer-duration, higher-quality, lower risk and cost loan products
- Integrated store and digital origination model lowers customer acquisition costs
- Proprietary AI-driven credit decisioning improving portfolio quality, net loss rates reduced from ~20% to ~14%
- Securitised funding structure supports scalable growth
- 25k apps per month received



Personal loans up to \$10k
from 19.95% p.a.



Circular Retail

High-margin pre-owned goods platform

- Buying, selling and repurposing pre-owned goods across stores and online
- Jewellery, luxury and electronics driving margin expansion
- Self-replenishing inventory model supports strong cash generation
- Growing luxury-only retail footprint across metro locations
- Inventory available in store or online



Over 1.7m items
bought & sold annually in AU



Store Network & Franchising

Scalable store network driving earnings and customer acquisition

- Global network across Australia, UK, NZ, Europe and Asia
- Franchise acquisitions increasing corporate earnings contribution
- Physical stores are important in the local community, support low-cost lending origination and enhance customer trust
- Expanding corporate ownership across Australia and the UK



656 Stores
Across 15 countries

Our Customers

Cash Converters serves everyday borrowers, value-focused shoppers and sellers, supported by growing demand for premium pre-owned goods

Consumer Lending Customer

Sub-prime to near-prime borrowers seeking fast, responsible credit



60%

Live in major cities



47%

Use BNPL services



74%

Earn over \$63K gross income



70%

Credit score 400 - 600

- ✓ Unsecured Personal Loans up to \$10k with rates from 19.95% p.a.
- ✓ Typically younger demographic, small business operators, low trust in the banks
- ✓ Low savings levels, big ticket item funding - car repair, medical, whitegoods, travel
- ✓ Use digital channels but value physical store support and onshore service teams
- ✓ Strong repeat customer behaviour and brand familiarity and trust

Retail Customer

Value shoppers and sellers seeking pre-owned goods and liquidity



The Value Shopper

Value-conscious consumers seeking branded products at affordable prices



The Tradesperson

Practical repeat buyer purchasing tools, electronics and work equipment at a discount



The Conscious Shopper

Sustainability and value-driven consumers, environmentally conscious



The Luxury Focused Shopper

Savvy 'aspirational affluent' consumers seeking authenticated premium and luxury goods at accessible prices

Our Global Store Network

656 stores across 15 countries

197

Corporate Stores

- Owned by CCV Corporate¹
- Core Geographies: AU, UK & NZ
- Fully consolidated and revenue-generating

171

Franchise Stores

- Core Geographies: AU, UK & NZ
- 5-year Pipeline. FY26 Target: 40+ AU/UK stores
- Supported by secured UK facility and cash flow

171

Franchise Stores

- Europe
- Currently licensed to master franchise partners
- Growth opportunity over time

117

ROW

- Rest of World




Note:

1. Corporate store count includes 5 UK franchise stores acquired post 31 Dec-25



Our Strategic Transformation

Simplifying the model, scaling up, sustainable earnings growth

Pillars	Strategy	Progress to 1H26	Near-term Transition Phase	Medium-term Sustainable Growth Phase
Lending 	Grow a single new core loan book	<ul style="list-style-type: none"> ✓ Core book¹: Simplified loan product offering to single Cashies loan product ✓ Run-down (legacy) book²: Exited Payday and vehicle lending 	<ul style="list-style-type: none"> • Scale Cashies Loan, manage legacy run-down • Manage earnings through transition 	<ul style="list-style-type: none"> • Scaled, high-quality Cashies loan book with strong returns • Lower loss rates, funding costs and cost to serve
Stores 	Expand & optimise corporate stores	<ul style="list-style-type: none"> ✓ 120 franchise acquisitions (AU & UK) since FY21 ✓ AU largely corporate-owned network ✓ Higher margins, capitalise on gold price strength, growing luxury mix 	<ul style="list-style-type: none"> • Continue acquisitions to support earnings while lending transitions • Grow higher-margin luxury retail mix 	<ul style="list-style-type: none"> • Predominantly corporate owned network (AU UK NZ) • Optimise network through “hub-and-spoke” model, lower cost footprint • Expanded luxury store formats
Returns 	Deliver sustainable earnings growth	<ul style="list-style-type: none"> ✓ Geographically diversified earnings ✓ Dividends maintained ✓ Funding flexibility retained 	<ul style="list-style-type: none"> • Maintaining capital discipline while earnings mix changes • Progress lower-cost funding review 	<ul style="list-style-type: none"> • Sustainable Cash NPAT growth • Disciplined capital allocation and shareholder returns • Diversified, lower-cost funding structure

Notes:

1. Core gross loan book excludes run-down Gross Loan Books (Payday SACC, MACC and vehicle finance). Total Gross Loan Book for 1H26 and FY25 were \$230.5m and \$244.6m respectively
2. Run-down loan book includes Payday SACC, MACC and vehicle financial loan book

New Luxury Store



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Financial Performance



Financial Highlights: 1H26

Solid result, acquisitions supporting earnings through lending transition

Revenue

\$206.7m

▲ **8%**
1H25: \$192.1m

Operating EBITDA¹

\$34.2m

▲ **18%**
1H25: \$29.0m

Operating NPAT

\$13.2m

▲ **9%**
1H25: \$12.2m

Cash & Equivalents

\$43.5m

▼ **41%**
FY25: \$73.2m

Core Gross Loan Book²

\$173.9m

▲ **10%**
FY25: \$158.0m

Annual Net Loss Rate³

13.7%

▼ **11%**
1H25: 15.5%

AU Store & UK PBT

\$15.8m

▲ **44%**
1H25: \$11.0m

1H FY26 Dividend

1c per share

▶ **11th half-year dividend declared**

1H26 Financial Snapshot⁴:

- Share Price: 33c
- Market Cap: ~\$234m
- 1H26 Dividend: 1.0c
- Dividend Payment: Fully Franked
- Franking Credits: \$79.4m
- Undrawn Facilities⁵: \$74.3m

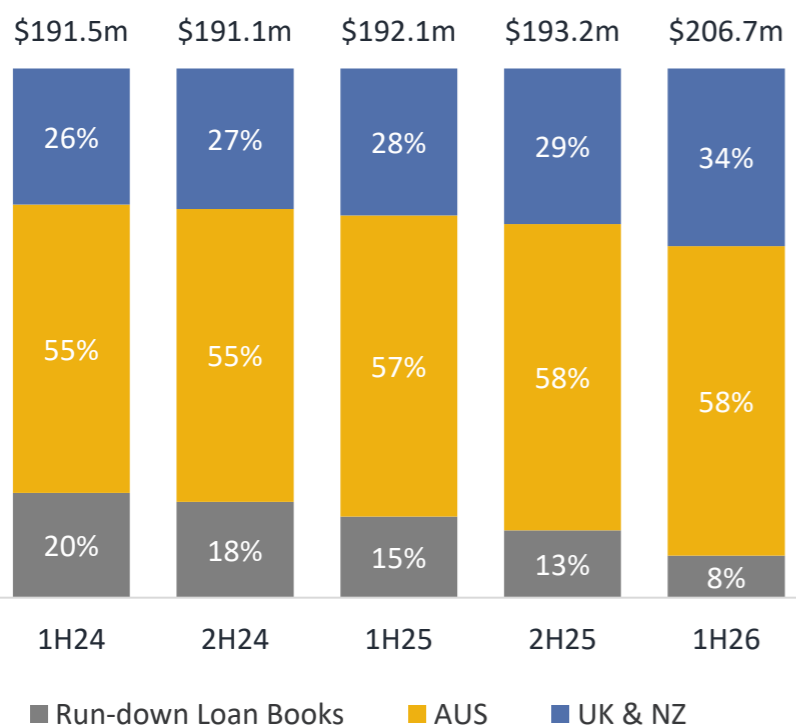
Notes:

1. 1H25 Operating EBITDA was previously reported as \$36.5m & is restated to reflect financial services interest expense on the securitisation facility now being included in net financial services revenue
2. Core Gross Loan Book excludes run-down Gross Loan Books (Payday SACC and vehicle finance). Total Gross Loan Book for 1H26 and FY25 was \$230.5m and \$244.6m respectively
3. Net loss rate: Bad debt expense shown net of recoveries, expressed as a percentage of the average Gross Loan Book for trailing 12 months
4. As at 31 Dec-25
5. \$71.5m securitisation facility and \$2.8m revolving facility

Transformational Growth

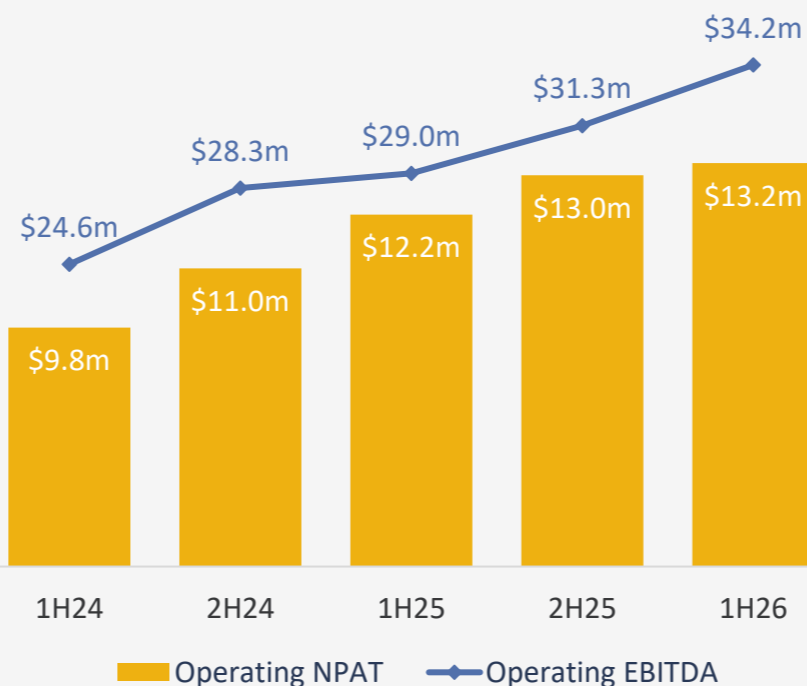
Diversified earnings, improving margins and credit quality, scaling new lending and corporate stores

Revenue Diversification



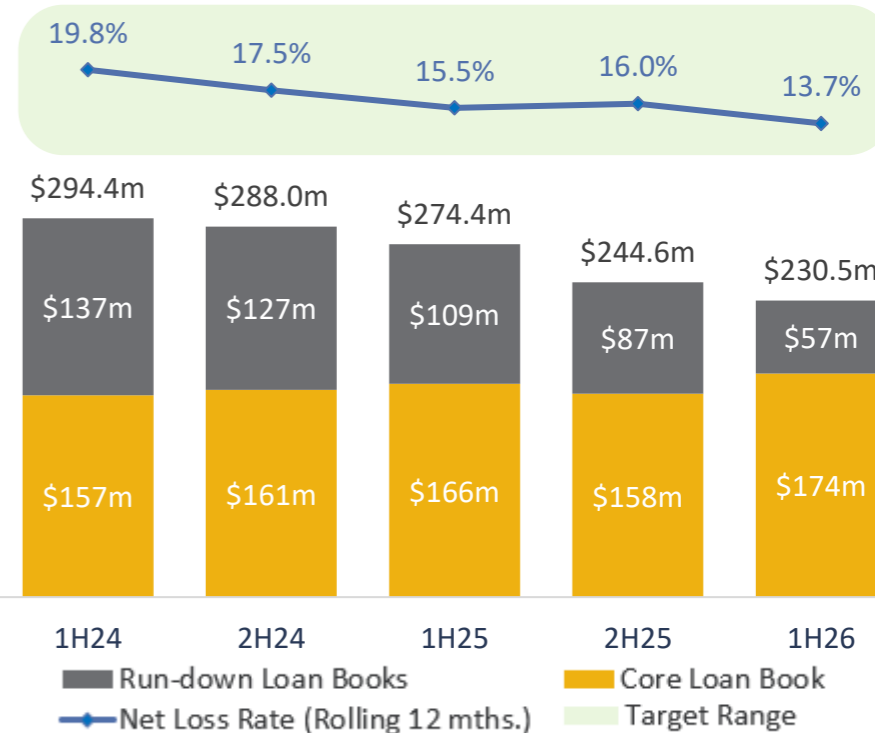
- **Geographically diversified revenue** with growing international contribution

Operating NPAT & EBITDA¹



- **Strong earnings growth** driven by retail gross profit margin expansion and store acquisitions

Gross Loan Book & Net Loss Rates²



- **Core loan book growing** and legacy book running-down
- Loss rates at lower range, likely to normalise as growth continues

Notes:

- 1H25 Operating EBITDA was previously reported as \$36.5m, and is restated to reflect financial services interest expense on the securitisation facility now being included in net financial services revenue
- Net Loss Rate (NLR): Bad debt expense is shown net of recoveries and expressed as a percentage of the average Gross Loan Book on a rolling 12-month basis. 1H26 and 1H25 6-month net loss rates were 5.3% and 7.3% respectively

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Outlook



Why Invest in Cash Converters?

A growing loan book, an expanding store segment and international growth potential, profitable and dividend paying

Growth Drivers	Overview
Diversified Earnings	✓ Dual revenue streams across lending and retail, with growing geographic diversification across Australia and the UK
Simplified Lending	✓ Transitioned to lower-risk, longer-term personal loan product supporting improved earnings quality over time
Store Margin Growth	✓ Improving store economics through increased corporate ownership, operating leverage and higher-margin mix including luxury
Acquisition Strategy	✓ Scalable franchise acquisition pipeline across AU and the UK, earnings accretive from day one
Strong Cash & Funding	✓ Diversified store and lending cash flows, undrawn securitisation capacity and secured UK bank funding supporting growth
Operating Advantage	✓ Machine learning credit decisioning and integrated digital and in-store platforms driving scale and efficiency
Shareholder Returns	✓ 5-year track record of dividends and operating EBITDA growth



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