

Kāhui Puka Meka FY2024 Company Factsheet

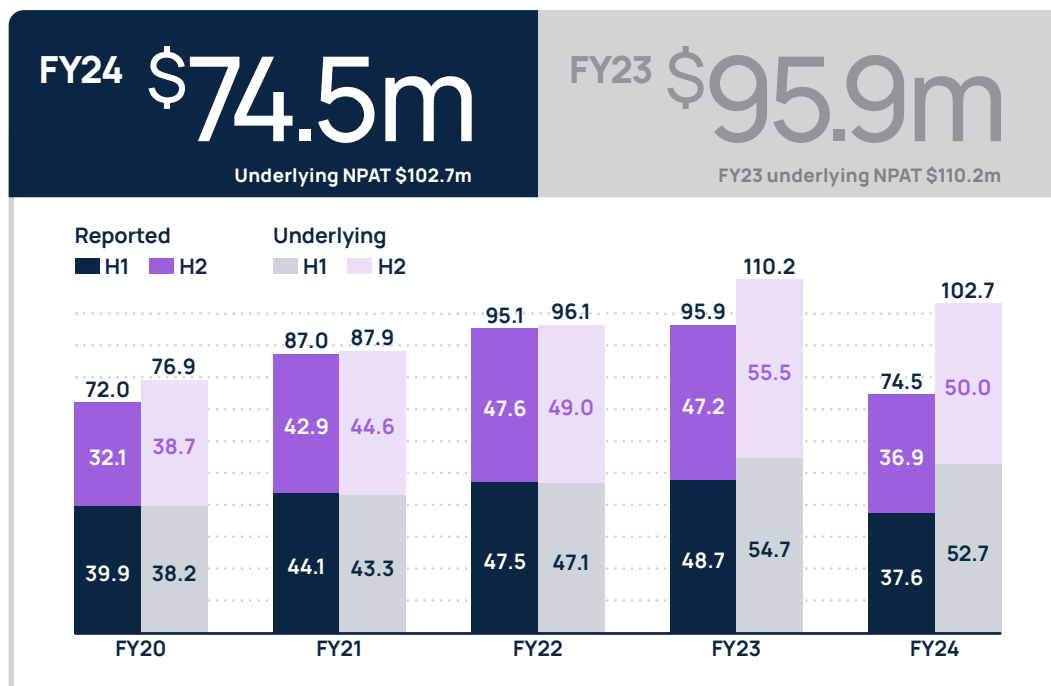
HEARTLAND
GROUP

About Heartland

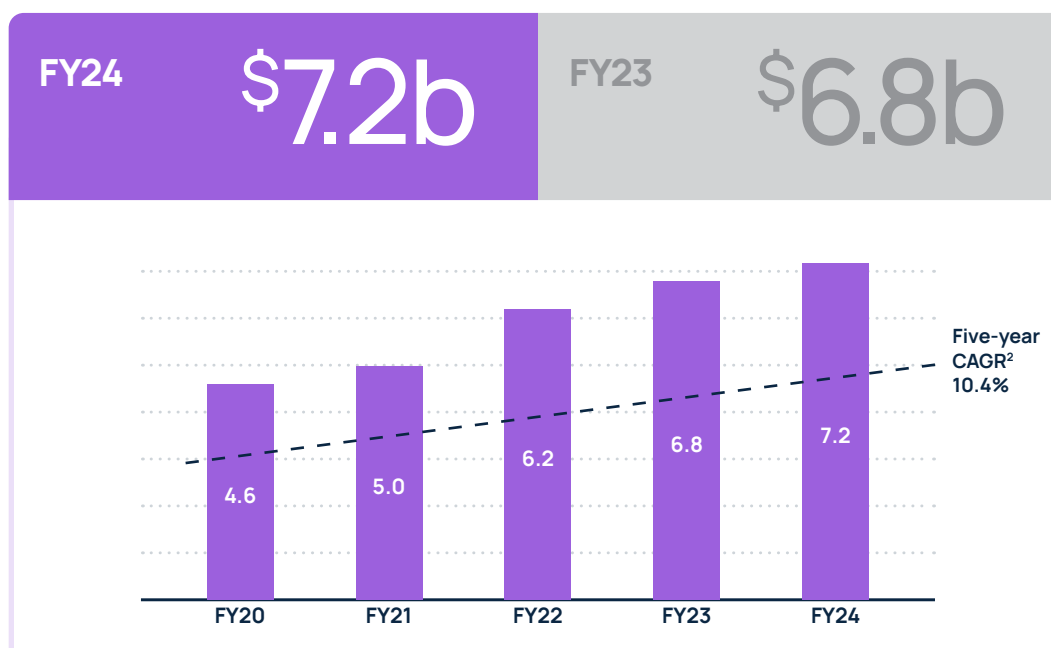
Heartland Group Holdings Limited is the ultimate parent company of a specialist financial services group with 'best or only' products. Heartland is listed on the NZX Main Board and the ASX under a Foreign Exempt Listing (NZX/ASX: HGH).

FY2024 RESULTS AT A GLANCE

NET PROFIT AFTER TAX



GROSS FINANCE RECEIVABLES¹

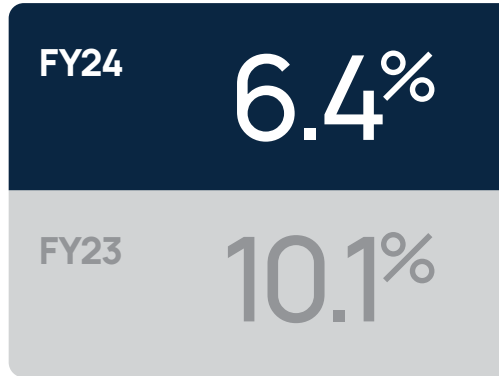


Note: Financial results are presented on a reported and underlying basis. Reported results are prepared in accordance with NZ GAAP and include the impacts of positive and negative one-offs, which can make it difficult to compare performance. Underlying results (which are non-GAAP financial information) exclude the impact of the de-designation of derivatives, the fair value changes on equity investments held, the Australian Bank Programme costs, an increase in provisions for a subset of legacy lending, the Challenger Bank NPAT, and any other impacts of one-offs. Adjusted NPAT for FY2024 before excluding the increase in provisions for a subset of legacy lending and the Challenger Bank NPAT was \$87.9 million. The use of underlying results is intended to allow for easier comparability between periods and is used internally by Management for this purpose. A detailed reconciliation between reported and underlying financial information, including details about FY2024 and FY2023 one-offs, is set out in Heartland's FY2024 full year results investor presentation available at heartlandgroup.info. General information about the use of non-GAAP financial measures is also available in that presentation.

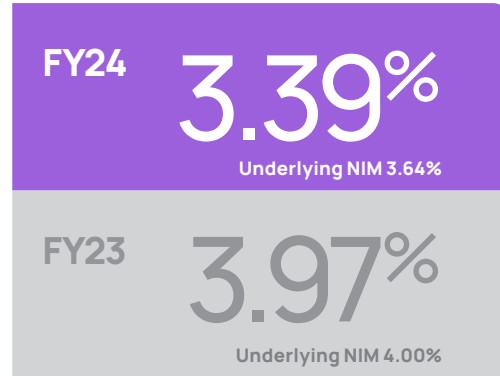
As at 30 June 2024.

FY2024 RESULTS AT A GLANCE

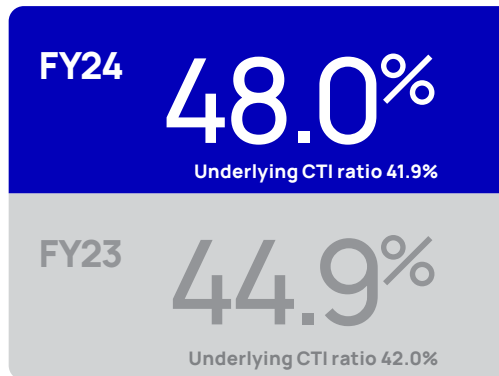
GROSS FINANCE RECEIVABLES GROWTH¹



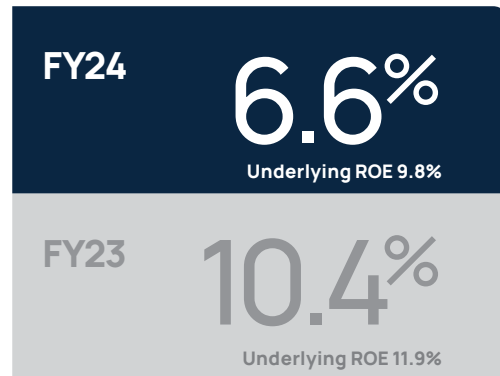
NET INTEREST MARGIN



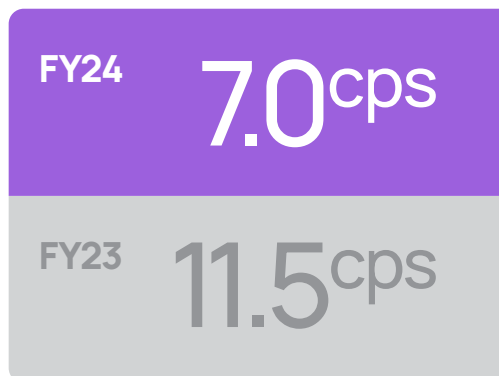
COST-TO-INCOME RATIO



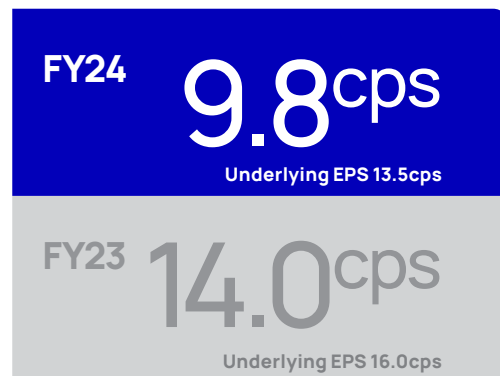
RETURN ON EQUITY



TOTAL DIVIDEND FOR THE YEAR



EARNINGS PER SHARE



1 Excludes the impact of changes in FX rates.

2 Compound annual growth rate (CAGR) for the five-year period from 1 July 2019 to 30 June 2024, including FX.

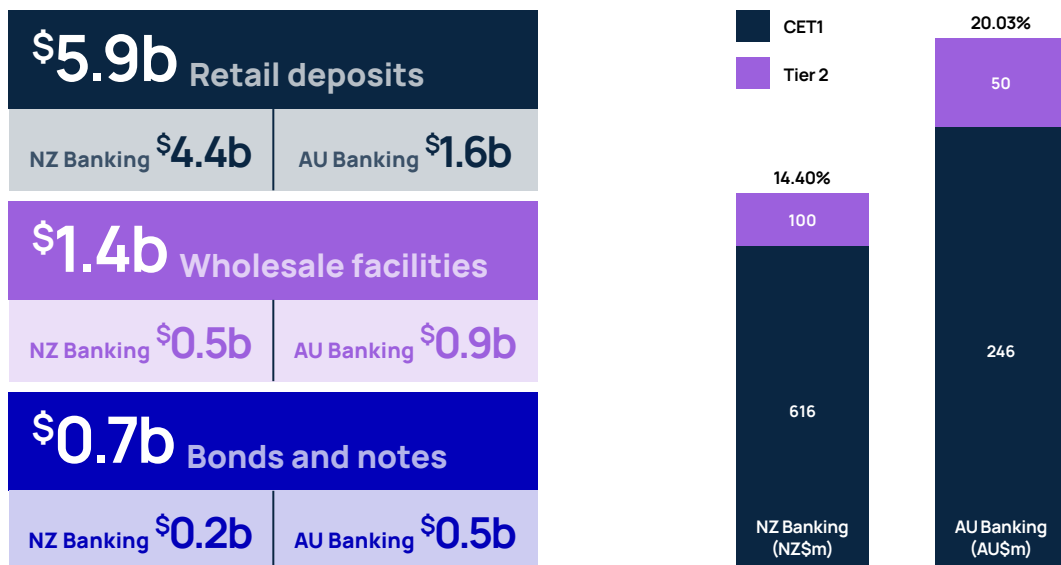
OUR BUSINESS

OUR PEOPLE



OUR FUNDING & CAPITAL

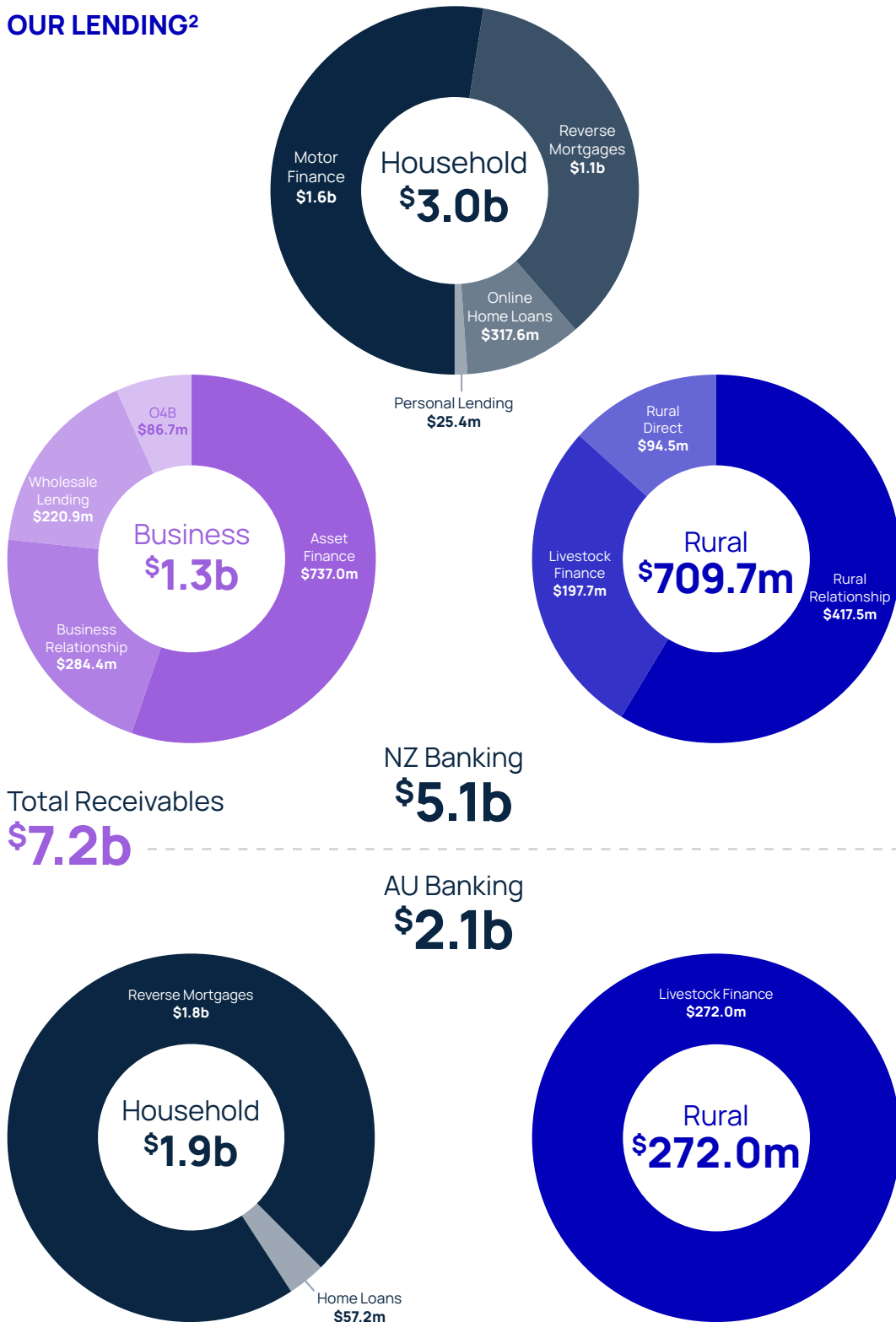
The banking group is well capitalised and has strong access to retail deposits to fund future growth expectations.



¹ The number of customers across the Group increased by 12.3% from 30 June 2023 to 30 June 2024. Customer numbers as at 30 June 2023 included Challenger Bank Deposit customers prior to Heartland Bank's acquisition.

OUR BUSINESS

OUR LENDING²



² All lending portfolio figures exclude FX impact.

As at 30 June 2024.

STRATEGIC VISION

To create sustainable growth and differentiation by providing products that are the 'best or only' of their kind, through scalable digital platforms. This is underpinned by three key strategic pillars:



1. BUSINESS AS USUAL GROWTH

Continuing to maximise current positioning in 'best or only' product markets.



2. FRICTIONLESS SERVICE AT THE LOWEST COST

Investing in technology and improving customer experience while lowering costs through removing 'friction' (processes and tasks that can be automated or accessed through self-service platforms).



3. EXPANSION IN AUSTRALIA

Growing our existing Heartland Bank Australia lending portfolios of Reverse Mortgages, while broadening our offering to the senior demographic, and Livestock Finance.

SUSTAINABILITY FRAMEWORK

“ Putting our people and environment at the heart of what we do, to build a sustainable future.”



Environment

- Support the just transition to a net-zero economy.



People

- Create a pathway and place for Heartland's people to grow, thrive and be empowered to achieve Heartland's goals as one team.
- Care for the communities Heartland operates in.
- Care for Heartland's customers.



Financial wellbeing

- Support the financial wellbeing of Heartland's customers and communities.

More at www.heartlandgroup.info/sustainability

SHARE INFORMATION

NZX/ASX code	HGH
First listed on the NZX	1 February 2011 (HBL), 1 November 2018 (HGH)
First listed on the ASX	1 November 2018 (HGH)
Share price at 30 June 2024	\$0.99
Shares on issue at 30 June 2024	930,561
Market capitalisation at 30 June 2024	\$921,255
Average daily trading for 90 days to 30 June 2024	1,067,045 (on-market)
Share price low/high for 12 months to 30 June 2024	NZD \$1.79/NZD \$0.96
Financial year end	30 June 2024
NZX industry sector	Finance & other industries

Research coverage

Company	Analyst	Email
Craigs Investment Partners	Wade Gardiner	wade.gardiner@craigsip.com
Forsyth Barr	Andrew Harvey-Green Mark Robertson	andrew.harvey-green@forsythbarr.co.nz mark.robertson@forsythbarr.co.nz
Jarden	Grant Lowe James Stanners	grant.lowe@jarden.co.nz james.stanners@jarden.co.nz
Macquarie	Stephen Hudson	stephen.hudson@macquarie.com

Long term issuer default ratings

Heartland Group Holdings Limited BBB (outlook stable)

Heartland Bank Limited BBB (outlook stable)

Heartland Bank Australia Limited BBB (outlook stable)

DIRECTORS

Heartland Group

Greg Tomlinson

Chair and Non-Independent
Non-Executive Director

Kate Mitchell

Independent Non-Executive Director

John Harvey

Independent Non-Executive Director

Simon Beckett

Independent Non-Executive Director

Rob Bell

Independent Non-Executive Director

Heartland Bank (New Zealand)

Bruce Irvine

Chair and Independent Non-Executive Director

John Harvey

Non-Independent Non-Executive Director

Kate Mitchell

Non-Independent Non-Executive Director

Simon Tyler

Independent Non-Executive Director

Shelley Ruha

Independent Non-Executive Director

Andrew Dixon

Non-Independent Non-Executive Director

Heartland Bank (Australia)

Geoff Summerhayes

Chair and Independent Non-Executive Director

Shane Buggle

Independent Non-Executive Director

Lyn McGrath

Independent Non-Executive Director

Vivienne Yu

Independent Non-Executive Director

Leanne Lazarus

Non-Independent Non-Executive Director

Bruce Irvine

Independent Non-Executive Director

MANAGEMENT

Heartland Group

Andrew Dixon

Chief Executive Officer

Heartland Bank (New Zealand)

Leanne Lazarus

Chief Executive Officer

Andy Wood

Chief Risk Officer

Kerry Conway

Chief Financial Officer

Michael Drumm

Chief Operating Officer

Lana West

Chief People & Culture Officer

Aleisha Langdale

Chief Performance Officer

Phoebe Gibbons

General Counsel

Heartland Bank (Australia)

Michelle Winzer

Chief Executive Officer

David Brown

Chief Risk Officer

Medina Cicak

Chief Commercial Officer

Richard Collier

Chief Financial Officer

Vaughan Dixon

Chief Technology & Operations Officer

Sarah Burgemeister

General Counsel

For further information, visit heartlandgroup.info