



Liberty Financial Group Annual General Meeting

9 November 2022



Agenda

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Introduction

02

Chairman Address

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CEO Address

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Formal Business

05

Questions

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Closing Remarks

01

Introduction



02

Chairman Address



03

CEO
Address



FY22 Operating Highlights



Average financial assets

\$12.7b (\$12.1b)
+5%



New assets originated

\$5.6b (\$4.1b)
+36%



Impaired loans

\$152m (\$243m)
-37%



FTE Staff

524 (500)
+5%



Broker NPS

81 (75)
+8%



Customer NPS

64 (54)
+19%

*Balances represent: FY22 (FY21) change between the periods

FY22 Financial Highlights



Underlying NPATA

\$231m (\$226m)

+2%



Net revenue

\$635m (\$600m)

+6%



NIM

3.08% (3.08%)

Stable



BDD

0bps (0bps)

Stable



Cost to income

23% (23%)

Stable









Distribution

49bps (46bps)

+7%

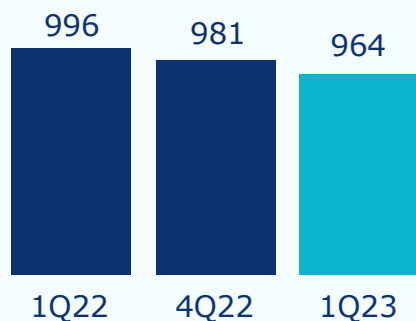
*Balances represent: FY22 (FY21) change between the periods

1Q23 Highlights

-  Record loan originations
-  Continued elevated residential loan discharge rate
-  No material change in customer hardship
-  Two new ABS issues totalling \$1.4b
-  Corporate rating affirmed at BBB- (positive outlook)
-  Continued increase in staff to support business growth

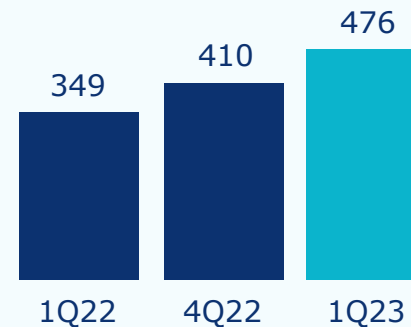
Loan Origination 1Q23

Residential (\$'m)



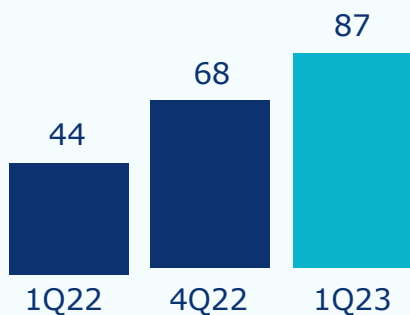
- Slight reduction in new residential loan origination as demand for credit slows in current economic environment

Secured (\$'m)



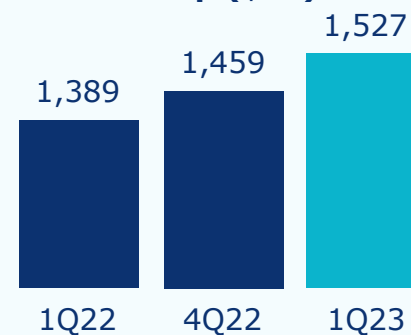
- Continued growth in new SMSF loan origination as market grows
- Continued growth in new asset finance loan origination as dealer distribution channel expands

Fin Serv (\$'m)



- Continued growth in new personal loan origination from market share gain

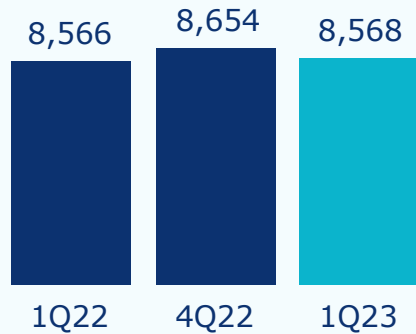
Group (\$'m)



- Record quarter loan origination
- Continued shift in asset mix toward higher yielding segments
- FY23 new loan origination on track to exceed FY22

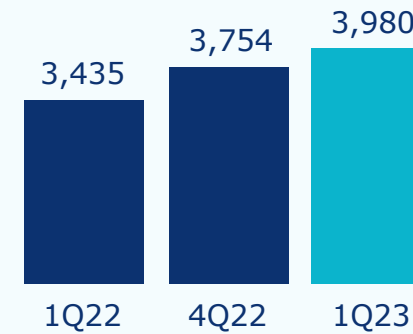
Loan Portfolio 1Q23

Residential (\$'m)



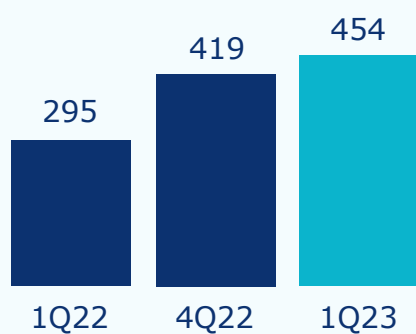
Portfolio growth impacted by higher than trend discharges

Secured (\$'m)



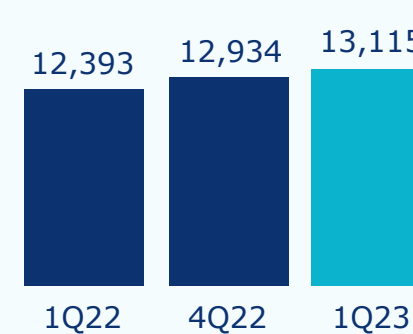
Growth in SMSF and asset finance loan portfolios consistent with growth in new originations

Fin Serv (\$'m)



Growth in personal loan portfolio consistent with growth in new originations

Group (\$'m)



FY23 portfolio growth on track to be consistent with FY22 growth
Portfolio mix continuing to shift toward Secured Segment

FY23 Outlook



Economic indicators suggest slower credit growth



Refinance activity to continue as fixed rate loans expire



Greater customer support needed over holiday period



NIM has reduced as funding costs normalise



Accelerating auto finance growth



Continued investment in improving customer experience



Interim distribution planned for December 2022

04

Business of the Meeting



Business of the meeting



Item 1:

Financial Statements and Reports

Ordinary Resolutions

Item 2:

Non-binding advisory vote on Remuneration Report

Item 3(a):

Election of Director

Item 3(b):

Re-election of Director

Item 4:

Approval of MTI award to James Boyle

Item 5:

Approval of MTI award to Sherman Ma

Item 6:

Approval of LTI award to James Boyle

Item 7:

Approval of LTI award to Sherman Ma

Special Resolution

Item 8:

Amendments to the Company Constitution



Financial Statements and Reports

Item 1

To receive and consider the Financial Report, Directors' Report and Auditor's Report for the year ended 30 June 2022.

There is no requirement for Securityholders to approve these reports.

Business of the meeting



Item 1:

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Ordinary Resolutions

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Non-binding advisory vote on Remuneration Report

Item 3(a):

Election of Director

Item 3(b):

Re-election of Director

Item 4:

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Special Resolution

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Non-binding advisory vote on Remuneration Report

Item 2

“**THAT** pursuant to and in accordance with section 250R(2) of the Corporations Act and for all other purposes, approval is given for the adoption of the Remuneration Report as contained in the Annual Report for the financial year ended 30 June 2022.”

A voting exclusion applies to this Item.

Proxy Results

Item 2:

Non-binding advisory vote on Remuneration Report

FOR

33,793,217

Securities

99.81%

AGAINST

14,573

Securities

0.04%

OPEN

50,250

Securities

0.15%

TOTAL

33,858,040

Securities

11.15%



Election of Director

Item 3(a)

“THAT Dr Jane Watts, who was appointed in accordance with clause 22.6 of the Company Constitution and is eligible for re-election under clause 22.7 of the Company Constitution, be elected as a director of the Company with effect from the close of the Meeting, for the purposes of ASX Listing Rule 14.4 and for all other purposes.”

Proxy Results

Item 3(a):

Election of Director

FOR

36,890,483

Securities

99.98%

AGAINST

7,130

Securities

0.02%

OPEN

250

Securities

0.0%

TOTAL

36,897,863

Securities

12.15%



Re-election of Director

Item 3(b)

“THAT Mr Peter Hawkins, having retired from his office as a Director in accordance with clause 23.2 of the Company Constitution and ASX Listing Rule 14.5, and being eligible, having offered himself for re-election, be re-elected as a Director of the Company.”

Proxy Results

Item 3(b):

Re-election of Director

FOR

33,392,155

Securities

90.50%

AGAINST

3,505,458

Securities

9.50%

OPEN

250

Securities

0.0%

TOTAL

36,897,863

Securities

12.15%



MTI award to James Boyle

Item 4

“**THAT** approval be given, for the purposes of ASX Listing Rule 10.14, and for all other purposes, for the grant to the CEO of the Liberty Group, Mr James Boyle (and/or his nominee(s)), equity securities under the LFG Equity Incentive Plan and as set out in the Explanatory Statement to this Notice.”

A voting exclusion applies to this Item.

Proxy Results

Item 4:

MTI Award to James Boyle

FOR

36,764,129

Securities

99.64%

AGAINST

132,234

Securities

0.36%

OPEN

250

Securities

0.0%

TOTAL

36,896,613

Securities

12.15%



MTI award to Sherman Ma

Item 5

“**THAT** approval be given, for the purposes of ASX Listing Rule 10.14, and for all other purposes, for the grant to the Executive Director of the Liberty Group, Mr Sherman Ma (and/or his nominee(s)), equity securities under the LFG Equity Incentive Plan and as set out in the Explanatory Statement to this Notice.”

A voting exclusion applies to this Item.

Proxy Results

Item 5:

MTI Award to Sherman Ma

FOR

36,760,830

Securities

99.63%

AGAINST

135,533

Securities

0.37%

OPEN

250

Securities

0.0%

TOTAL

36,896,613

Securities

12.15%



LTI award to James Boyle

Item 6

“**THAT** approval be given, for the purposes of ASX Listing Rule 10.14, and for all other purposes, for the grant to the CEO of the Liberty Group, Mr James Boyle (and/or his nominee(s)), equity securities under the LFG Equity Incentive Plan and as set out in the Explanatory Statement to this Notice.”

A voting exclusion applies to this Item.

Proxy Results

Item 6:

LTI Award to James Boyle

FOR

36,760,830

Securities

99.63%

AGAINST

135,533

Securities

0.37%

OPEN

250

Securities

0.0%

TOTAL

36,896,613

Securities

12.15%



LTI award to Sherman Ma

Item 7

“**THAT** approval be given, for the purposes of ASX Listing Rule 10.14, and for all other purposes, for the grant to the Executive Director of the Liberty Group, Mr Sherman Ma (and/or his nominee(s)), equity securities under the LFG Equity Incentive Plan and as set out in the Explanatory Statement to this Notice.”

A voting exclusion applies to this Item.

Proxy Results

Item 7:

LTI Award to Sherman Ma

FOR

36,760,830

Securities

99.63%

AGAINST

135,533

Securities

0.37%

OPEN

250

Securities

0.0%

TOTAL

36,896,613

Securities

12.15%



Amendment to the Company Constitution

Item 8

“THAT for the purposes of section 136(2) of the Corporations Act and for all other purposes, the Constitution of the Company be amended in the manner set out in the accompanying Explanatory Statement, with effect from the close of the Meeting.”

Proxy Results

Item 8:

Amendment to Company Constitution

FOR

35,077,987

Securities

95.09%

AGAINST

1,812,554

Securities

4.91%

OPEN

250

Securities

0.0%

TOTAL

36,890,791

Securities

12.15%

05

Securityholder Questions



06

Closing Remarks





Thank you
for joining
us



Appendix



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