HALF YEAR REPORT

FOR THE SIX MONTHS ENDING 31 MARCH 2025

TOITŪ CARBON REDUCE ISO 14064-1 ORGANISATION

Voted by New Zealanders Winner TRUSTED BRAND 2024 Reader's Digest Car Loan Providers

Voted by New Zealanders Highly Commended TRUSTED BRAND 2025 Reader's Digest Car Loan Providers

Trustpilot

mtf

Your local money experts

Originator earnings

$48.1 million

9% on last six months

Interim dividend

6 CPS

43% on last interim period

Net Promoter Score

81

year on year

Average answer time

26 secs

Our Solutions Team delivers quick, helpful support to customers nationwide

2025 Reader's Digest Highly Commended Car Loan Provider

Local money experts

302

MTF franchise staff from Kerikeri to Invercargill

Record net asset backing

$3.42

Net assets less perpetual preference shares per ordinary share

Brand impressions

13 mil+

Eyes on MTF's new brand during its launch (Nov-Dec)

Trustpilot rating

Trustpilot

4.9/5

14,000+ reviews

Market leader in auto loans <$15k

28% market share

*Centrix Feb 2025

Total assets

$1.23 billion

and growing

Admin costs

12%

mtf

Your local money experts

More than finance.

BOARD CHAIR'S OVERVIEW

On behalf of the Board, I am pleased to provide the half year result for MTF for the six-month period to 31 March 2025. While the past 18 months have been challenging, as credit demand contracted, competition increased and consumer spend on auto languished, MTF has performed well and gained market share, and importantly continued to invest in the future, especially with digital capability and product development. We remain focussed on long-term customer and shareholder benefit.

This report highlights the benefit of having a long-term strategy and staying focussed on performance and outcomes.

Four years ago, the Board put in place a new strategy and made a number of management changes. Since then, while many businesses trimmed budgets, MTF increased its investment in its people, brand and technology, in line with this strategy, to deliver on its purpose and strategic objectives.

In the short-term this delivered significant market share growth and improved returns to shareholders over FY23 and FY24. This year we are holding onto those gains.

We know the ongoing and consistent investment in business transformation and product diversification have played a key role in positioning the business to weather economic uncertainty while staying connected to customers and ready to adapt.

The outcomes are shown in the highlights from this half year report:

- Record originator earnings of $48.1m
- Increase in dividend of 43% to 6 cents per share
- Record net asset backing to $3.42 per share
- Total assets now $1.23b
- New loans of $400.7m in the half year
- Ability to write a new loan end-to-end in our new digital systems
- Cost reductions with admin costs down 12%
- Expanded market share in personal loans, rising nationally since January 2024
- Maintained our position as market leader in auto loans under $15K, the price point most New Zealanders pay for a vehicle, underwriting 32% of new loans in this segment in January 2025.

At the heart of MTF's approach is its franchise and approved dealer model, with 54 locally owned franchises and 164 active dealers embedded in communities across

the country. This structure fosters accountability, agility, and a deep understanding of local needs - enabling MTF to remain close to its customers while scaling effectively.

However, we know it's a competitive space and we are realistic about the challenges. But our focus is on long-term, sustainable growth, where our customers and our shareholders have a great outcome rather than chasing short-term wins at the cost of long-term performance.

We will continue to expand partnerships, building on the success we have had with car manufacturers, aligned companies such as IAG and new partnerships such as Green Acres and Kitchen Studios.

The team at MTF, all of our originators, the Board and our shareholders all play a role in the ongoing success of the business. I continue to believe the business model and strategic approach are unique, and will continue to deliver strong outcomes for our customers and our shareholders.

As always, my thanks and admiration to our hard working Board and the Executive team, along with all staff and originators who together make MTF a very special place.

Mark Darrow
Board Chair

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REPORT FROM THE CEO

Reflected in MTF's half year results is the confidence the Board and Management have in our unique business model. This has allowed increased investment in long-term assets, including our brand and technology, despite mid-term turbulence in the economy.

In November, MTF launched a new brand campaign that captured the essence of the company - that we are people helping people. This remains the key difference between MTF and banks or specialist lenders. The personal service that large businesses or wealthy individuals receive, is available to everyone at MTF, from someone buying their first car, to a business owner investing in their future.

The brand campaign, MTF your local money experts, also captures our expanded product offering, including personal loans, business lending, mortgage advice and insurance. Vehicle finance remains the core of what we do and our focus on dealers and car manufacturers will only increase over the coming months and years.

A second area of additional investment is in building a new technology platform to power MTF. As Mark mentioned in his report, MTF is now able to process a loan through the new system, a key milestone as we progress towards a full-rollout.

The investment in a new platform is an investment in both technology and people, ensuring we can leverage new systems to deliver on enhanced analytics, using artificial intelligence to create better experiences for our team and our customers, as well as launching new products and continuing the focus on evolving existing products.

MTF has continued to invest in brand and its business transformation over multiple years, which shows the long-term view the shareholders take to the business.

This long-term focus has not been at the cost of short-term performance achievements. For example, net interest income grew seven percent to $14.6m. Gross interest income also continued the trend of previous years, and has grown to $82.1m, up eight percent.

Profit after tax increased; however, MTF's preferred measure - underlying profit after tax, which excludes fair value accounting fluctuations - declined in the first half from $4.6m to $4.1m. This reflects the increased investment outlined above, partially offset by lower administration costs.

Arrears continued its long-run average of being circa half the industry average, with 31 day plus arrears averaging less than one percent.

Looking ahead, we are expecting the economy will continue to be a challenging one. However combined with the resilience New Zealanders are showing, and some positive indicators such as business confidence, retail spend, the primary sector performance and early indicators on employment rates, we are expecting the next 12 months to show improvement.

I would like to thank the team at national office, the Board and our originators for their ongoing support of MTF. But most importantly, I would like to thank our customers for the trust they put in us to look after some of their most important financial decisions.

Chris Lamers
Chief Executive Officer

THE MTF BRAND

New brand launched – 'Your local money experts'

MTF has launched a refreshed brand, marking a significant shift in the company's evolution. The brand refresh introduces the tagline "Your local money experts," underscoring the company's commitment to providing personalised lending expertise across New Zealand and our growing product range.

MTF's core offerings include personal, business, and vehicle loans, with the recent addition of a new mortgage advice product. After reaching $1 billion in lending assets in 2023, receivables grew an additional 10 percent, finishing the year at $1.1 billion. The brand refresh is part of a broader growth strategy to achieve our long-term strategic goals, centered around building deeper connections with local communities.

The brand refresh launched October 2024 with new TV commercials airing across mainstream TV and video channels. At the heart of this refresh is the new brand campaign, 'We See You, because we are you.' This campaign embodies MTF's commitment to seeing each customer as unique - recognising their ambitions, understanding their challenges, and helping them achieve their goals through tailored finance.

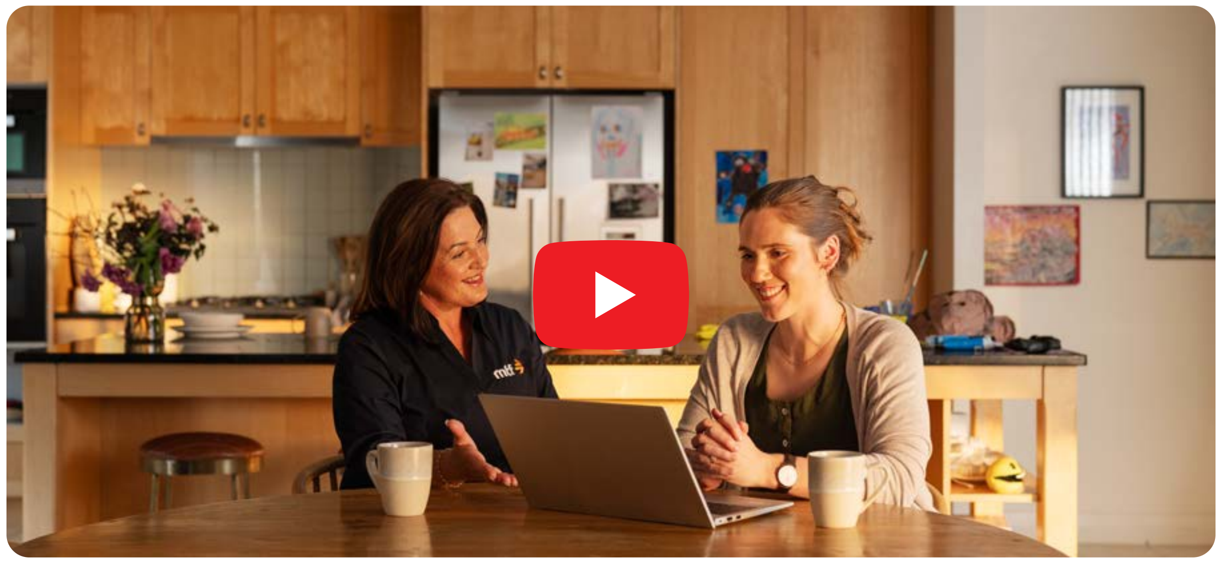
"MTF is not just a lender – we are people helping people," says Chris Lamers, CEO. *"Our focus is on providing personalised lending expertise, rooted in care and empathy, through our growing network of franchises and dealer partnerships. This is about making lending a more accessible and human experience for all Kiwis."*

With 54 franchises and a large network of dealerships across the country, MTF's customer-first approach is designed to ensure straight-forward, face-to-face access to lending experts, ready to guide New Zealanders through life's big financial moments. The branches are each owned and operated by a local, which is a vastly different model to almost every other finance business in New Zealand.

While an exclusive-online experience is an option for those who prefer it, it is the personal touch that makes MTF a leader in its field. By putting our customers first, MTF continues to build lasting relationships and provide solutions that truly matter, improving individual and community success.

Customers love MTF, as seen with an NPS score of 81. With the average financial services NPS score being 8, we wear ours as a badge of honour. The refreshed brand is a vehicle to tell our authentic story of community connection and customer satisfaction.

"As we continue to grow, we are excited to take our brand into its next phase, building on the success of the past while focusing on what matters most–our customers," says Lamers. *"Our brand refresh brings MTF's message into sharper focus: we're here to empower and support those reaching for more."*



Play our commercial

RECOGNISING EXCELLENCE

2024 Dealer Award winners

MTF reaffirmed its commitment to vehicle dealers, honouring the winners of our 2024 Dealer Awards in a celebration set amongst the breathtaking wineries of Waipara, North Canterbury.

The prestigious awards recognise dealerships and individuals who exemplify MTF's values of customer care, innovation, and responsible lending. The winners were treated to an exclusive experience, including a wine tasting at the renowned Pegasus Bay Winery and a stylish alfresco lunch at Greystone Wines & Restaurant, all in the company of MTF sales and board representatives.

MTF CCO Natasha Callister highlighted the significance of the awards, stating: *"MTF has championed vehicle dealerships nationwide since 1970, and over the past three years, we have strengthened our presence with dealers.*

"The winners of the 2024 awards represent the best of MTF. They embody customer care and innovation every day, upholding responsible lending practices despite challenging economic conditions, while ensuring a seamless and positive customer experience at all times.

"We know customers notice a difference when they choose to finance with us, and this means our dealer network benefits from more repeat business. This year's winners are prime examples of that win-win proposition."

MTF Dealer Award winners:

Staff Excellence:	Tem Huang – Honda Store (Christchurch)
Business Excellence:	1 Stop Motors (Auckland)
Culture of Responsibility:	Buythiscar (Auckland)
Best Performing New Dealerships:	True Value Cars (Dunedin)

Our 2024 Dealer Award winners and MTF staff (left to right): Grant Woolford (MTF Board), Natasha Callister (MTF CCO), Nicole Pye (Buythiscar), Reju Kinattethu (True Value Cars), Chris Lamers (MTF CEO), Giancarlo Moretti (1 Stop Motors), Tem Huang (Honda Store Christchurch), Mark Darrow (MTF Board Chair).

SUPPORTING OUR COMMUNITIES

Restoring roots

Last year, severe flooding in Dunedin caused significant damage across our community, including Helen Deem Kindergarten, a place cherished by local families.

Seeing the impact firsthand, MTF stepped in to offer support, donating funds to help restore their space and bring new life back to their beloved garden.

Members of our National Office team—Chris Lamers (CEO), Cameron Wood (Head of Credit Analytics), Sarah Fraser (Business Partner - People & Capability), Narelle Jakeway (Mortgage Advice Manager), and Muhammad Hussain (Credit Analyst) – had the privilege of visiting Helen Deem Kindergarten to help staff and children plant new greenery. Together, we got our hands dirty, planting flowers and shrubs that will brighten the garden for years to come. The laughter, energy, and excitement from the kids made the day even more special.

At MTF, helping our community isn't just something we do – it's personal. We're proud to play a part in restoring spaces like Helen Deem Kindergarten because we believe in supporting the communities that support us. Whether it's through financial assistance or rolling up our sleeves to lend a hand, we're committed to making a meaningful difference where it matters most.

To see the kids' smiles as they planted their new garden was a powerful reminder of why we do what we do. It's about more than just business – it's about connection, care, and creating better outcomes for our people and places.

MTF National Office staff (top right photo): Muhammad Hussain (Credit Analyst), Cameron Wood (Head of Credit Analytics), Chris Lamers (MTF CEO), Narelle Jakeway (Mortgage Advice Manager), Sarah Fraser (Business Partner – People & Capability).

FINANCIAL SUMMARY

	6 mths to 31/03/2025	6 mths to 31/03/2024	12 mths to 30/09/2024
	$m	$m	$m
	(Unaudited)	(Unaudited)	(Audited)
Operating result			
New loans	400.7	424.7	821.5
Profit after tax	4.7	2.9	5.2
Underlying profit after tax [1]	**4.1**	**4.6**	**9.6**
Total assets	1,232.3	1,193.9	1,228.0
Total paid to originators	48.1	47.5	91.6
Performance indicators			
Net interest income/average finance receivables (annualised)	2.6%	2.6%	2.7%
Expense/average total assets (annualised) [2]	3.0%	2.8%	2.8%
Impaired asset expense/average finance receivables (annualised)	0.04%	0.04%	0.05%
Credit risk allowance/average finance receivables	0.36%	0.40%	0.38%
Capital percentage	8.94%	9.00%	8.81%
Shareholder value (per ordinary share)			
Adjusted net asset backing [3]	$3.42	$3.36	$3.37
Underlying profit after tax [4]	$0.15	$0.17	$0.35
Dividend for the period (net)	$0.0600	$0.0419	$0.1741

	$000	$000	$000
	(Unaudited)	(Unaudited)	(Audited)
Profit after tax	4,721	2,945	5,211
Adjustments:			
Finance receivables at fair value	1,127	(15,849)	(29,437)
Adjustment to credit risk assessment	(41)	388	242
Interest rate swap derivatives at fair value	(2,353)	17,798	34,250
Brand impairment	410	-	990
Total adjustments before tax	(857)	2,337	6,045
Tax on adjustments	240	(654)	(1,693)
Underlying profit after tax (UPAT)	**4,104**	**4,628**	**9,563**

1 Underlying profit after tax (UPAT) removes the volatility of unrealised fair value movements, adjustment to credit risk assessment and brand impairment, to provide a more consistent measure of company performance.
2 Expense excludes bad debt.
3 Adjusted net assets comprises net assets less perpetual preference shares.
4 Excludes dividends paid to perpetual preference shareholders.

FINANCIAL PERFORMANCE

The first half of this financial year has seen the business continue to benefit from a sustained period of growth in 2023 and 2024. This has driven a record originator earning result. As mentioned in the forewords, the investment in brand and business transformation has been increased, which pushed up overall operational expenditure. This impacted underlying profit after tax, which is $4.1m, down 11.3% year on year.

Reflective of the challenging auto sector, new loan volumes were also slightly lower than 2024, as consumers spent less, and MTF originators continued to ensure loans were affordable for customers.

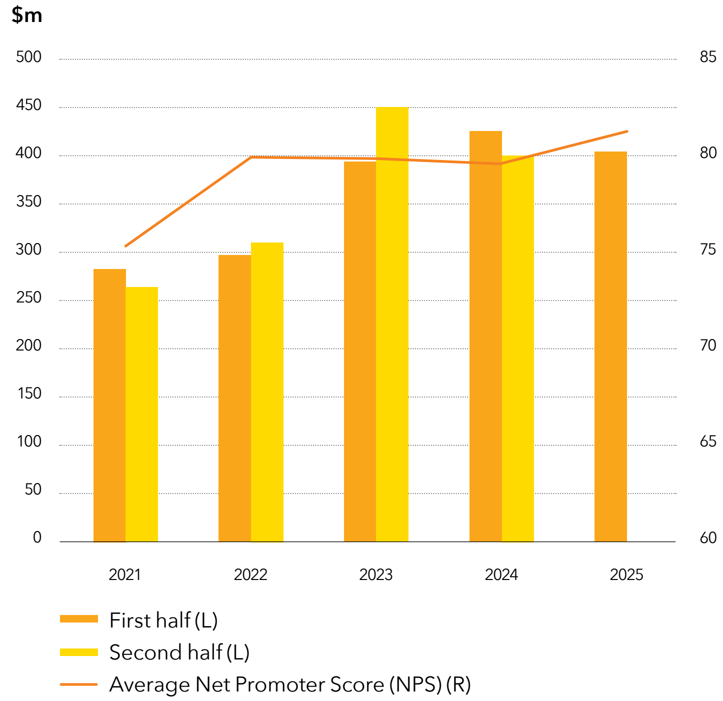
With a focus on efficiency, administration expenses were down 12 percent. Operating expenses increased reflecting the deliberate investment made in transformation and brand refresh, establishing both the platform and brand to set MTF up for the future and aligning to long-term strategic vision of the business.

A one-off brand impairment cost of $410,000 was recognised in the period in relation to The Lending People brand which has been impacted by the economic conditions during the period, notably impacting the volume of the brokering channel where TLP derived most of its revenue. The value of TLP to the MTF group has been, and continues to be, in the loan origination technology infrastructure that has anchored our transformation programme to date.

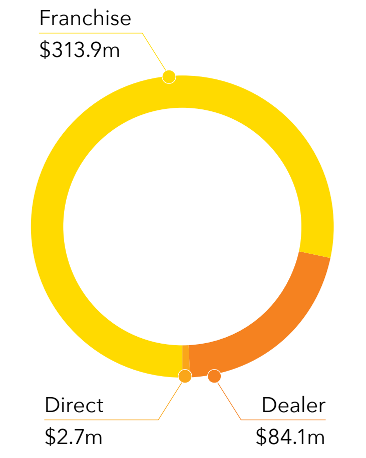
Sales for the period

$400.7m (second highest in MTF history for the half year period)

New loans and Net Promoter Score (NPS)



Sales to 31 March by channel



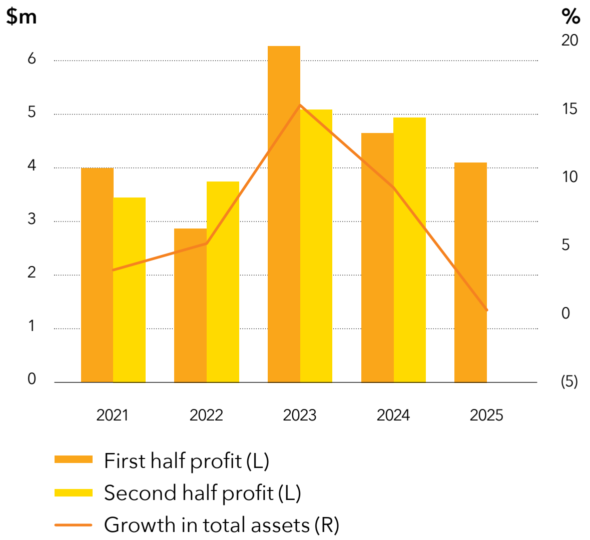
FINANCIAL POSITION AND LIQUIDITY

Growth continued during the period with total assets hitting $1.23b, of which finance receivables contributes the majority sitting at $1.12b. MTF continues to have a strong balance sheet capital percentage of 8.9% to support growth, product development and transformation. This also continues to demonstrate resilience in more challenging market conditions as seen this period.

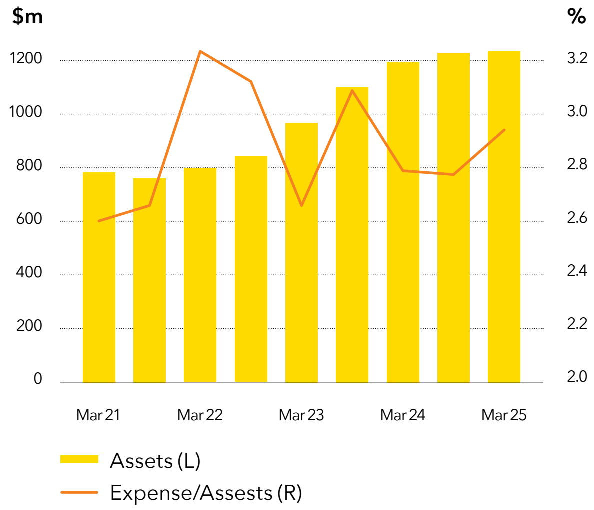
The success in March 2024 of our eighth and largest capital markets issuance, MTF Navarro Trust 2024, set us up well for the year ahead based on forecast originations. Challenging economic conditions have impacted originations and delayed our 2025 issuance plans, however the intent is that we will be back to market with our ninth transaction within the calendar year.

Funding facilities continue to have sufficient headroom to support both current and future growth, with $250.4m undrawn as at 31 March.

Underlying profit and asset growth



Assets to expenses

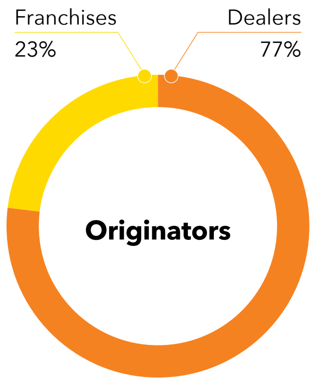


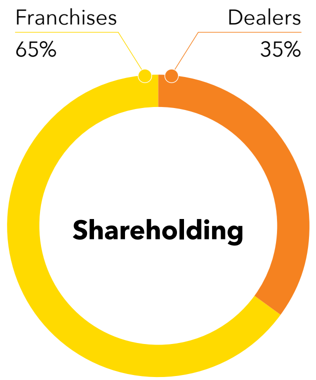
OUR SHAREHOLDERS AND ORIGINATORS

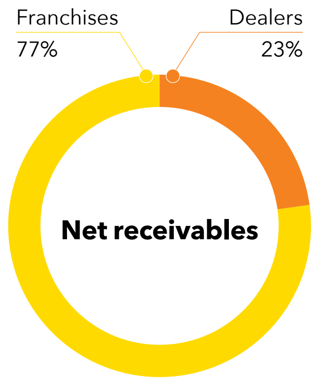
Despite challenging market conditions, total returns to originators for the period have increased $0.6m year on year to $48.1m (31 March 2024: $47.5m, 30 September 2024: $91.6m). This has been achieved through additional product offering adding complementary sources of income to the network to supplement our core lending business – reinforcing the strategic importance of product expansion and diversification.

The Board of Directors has declared an interim dividend on paid-up ordinary shares of 6.00 cents per share, amounting to $1,250,322 (fully imputed), for the period 1 October 2024 to 31 March 2025, representing a year-on-year increase of 43%. The increase acknowledges the belief of the Board and Management that 'peak pain' within the economy has been realised, and significant progress through the transformation journey has been made. The dividend will be paid in the first week of June 2025.

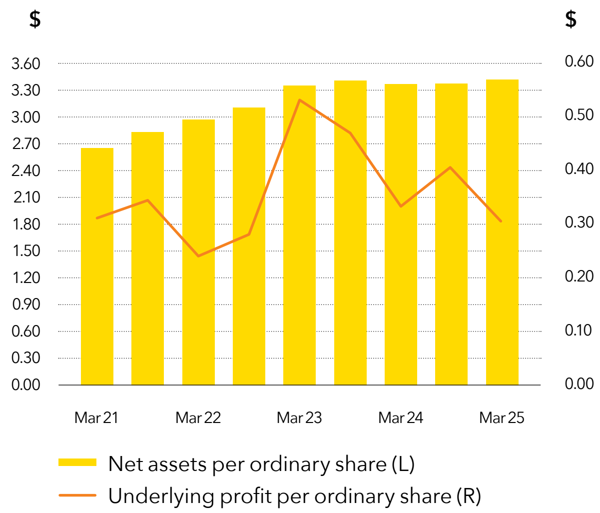
Perpetual preference share dividends have continued, totalling $0.9m for the period (31 March 2024: $1.2m, 30 September 2024: $2.4m). The dividend rate is set annually at 2.40% over the one-year swap rate and was reset at 6.44% (2024: 8.33%) on 30 September 2024, for the twelve months to 30 September 2025.



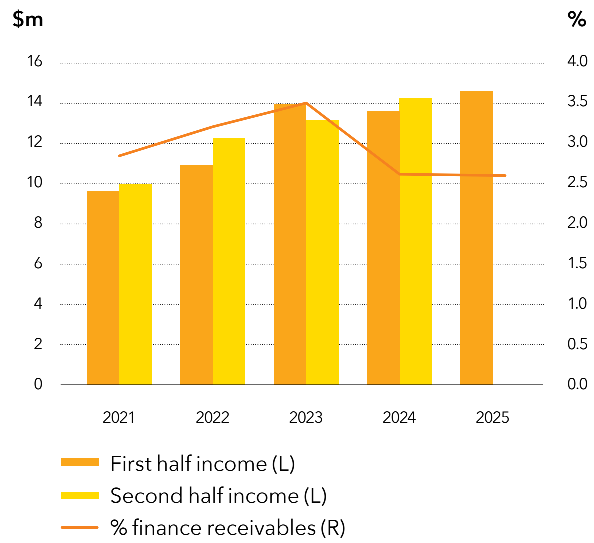




Net asset backing per ordinary share



Net interest income/average finance receivables



A recurring theme from our network is our outstanding originator service which continues to underpin the success of the MTF model. Even in a period of high competition and constrained market growth, we still deliver an exceptional NPS of 81 and boast a 4.9/5 star rating from Trustpilot, from over 14,000 reviews.

Paid to originators

$48.1m

9% on last six months

OUR PEOPLE

Transformation projects are complex and wide-reaching, often requiring significant input from our people alongside the demands of day-to-day operations. The MTF team continues to meet these challenges with resilience, a commitment to continuous improvement, and a mindset that sets us apart. We are deeply grateful for the energy, adaptability, and positive attitude our people bring every day as we shape the future of MTF together.

The AGM was held on 11 February 2025 where Noel Johnston was re-appointed for a third term as shareholder directors by majority vote. This provides welcome experience and continuity as MTF continues to define its future through transformation.

On a sadder note, we'd like to take this opportunity to acknowledge the passing of two valued members of our franchise network - Doug Rushbrooke and Troy Lister. Doug had a long and dedicated history with MTF, becoming a shareholder in 1978 and later a pioneer as one of the first franchise owners in 2010. Troy was a larger-than-life presence in our franchise family, known for his tenacity, passion for MTF and getting a deal done. Both men made a lasting impact on our business and community, and their absence will be deeply felt. Our thoughts and condolences go to their families, friends, and colleagues.

OUTLOOK

There has been much commentary about the state of New Zealand's economy. MTF remains confident that the strong performance of the primary sector, the resilience shown by many New Zealanders, lower inflation and interest rates, and increasing business confidence will contribute to an improving economy.

Consumer confidence is a critical component of this recovery. While we acknowledge the significant cost-of-living pressures many New Zealanders continue to face, MTF is working alongside communities to support small businesses to grow, help families purchase vehicles essential to daily life, and contribute to growing employment.

We believe this support will help rebuild confidence and, alongside improvements in fundamental economic indicators, lead to better outcomes for everyone.

With over 55 years in market, our experience - combined with proactive steps to future-proof the business – positions us well to navigate the remainder of the downturn and emerge ready to seize new opportunities.

We remain focused on leading the market and striving to be New Zealand's most loved specialist lender by making lending about people again.

Mark Darrow
Board Chair

Chris Lamers
Chief Executive Officer

We're proud to welcome MTF Te Rapa to our growing network of franchises. This new franchise further strengthens our presence in the Waikato and expands our reach across New Zealand.

Pictured: Co-owners of MTF Te Rapa, Richard Odgers and Stacey Spall.

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

Six months ended 31 March 2025	Note	6 mths to 31/03/2025 $000 (Unaudited)	6 mths to 31/03/2024 $000 (Unaudited)	12 mths to 30/09/2024 $000 (Audited)
Gross interest income from finance receivables		77,766	71,868	148,110
Commission		(30,990)	(29,772)	(59,318)
Net interest income from finance receivables		46,776	42,096	88,792
Interest income from assets measured at amortised cost		4,324	3,849	8,507
Interest expense		(36,482)	(32,250)	(69,291)
Net interest income		14,618	13,695	28,008
Payment waiver		3,072	2,829	5,877
Fees		5,299	5,643	10,926
Brokerage		436	291	1,696
Net interest income and fees		23,425	22,458	46,507
Expenses				
Employee		(7,183)	(6,606)	(12,447)
Communication and processing		(5,601)	(4,469)	(11,198)
Depreciation and amortisation		(1,195)	(918)	(1,894)
Administration		(3,340)	(3,815)	(6,747)
Impairment of assets	6	(410)	-	(990)
Bad debt		(216)	(205)	(535)
		(17,945)	(16,013)	(33,811)
Profit before net gain (loss) from financial instruments at fair value		**5,480**	**6,445**	**12,696**
Net gain (loss) from financial instruments at fair value	2	1,267	(2,210)	(4,801)
Profit before tax		**6,747**	**4,235**	**7,895**
Tax		(2,026)	(1,290)	(2,684)
Profit after tax		**4,721**	**2,945**	**5,211**
Other comprehensive income		-	-	-
Total comprehensive income		**$4,721**	**$2,945**	**$5,211**

The financial statements should be read in conjunction with the accounting policies and notes on the accompanying pages.

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

Six months ended 31 March 2025	Note	Ordinary shares $000	Retained earnings $000	Perpetual preference shares $000	Total equity $000
Six months ended 31 March 2025 (Unaudited)					
Balance at 1 October 2024		22,375	46,870	38,966	108,211
Total comprehensive income for the period:					
Profit after tax		-	4,721	-	4,721
Total comprehensive income for period		-	4,721	-	4,721
Transactions with shareholders:					
Ordinary share dividends		-	(2,726)	-	(2,726)
Perpetual preference share dividends		-	(927)	-	(927)
Shares issued		934	-	-	934
Total transactions with shareholders:		934	(3,653)	-	(2,719)
Balance at 31 March 2025		**$23,309**	**$47,938**	**$38,966**	**$110,213**
Six months ended 31 March 2024 (Unaudited)					
Balance at 1 October 2023		20,386	48,845	38,966	108,197
Total comprehensive income for the period:					
Profit after tax		-	2,945	-	2,945
Total comprehensive income for period		-	2,945	-	2,945
Transactions with shareholders:					
Ordinary share dividends		-	(3,930)	-	(3,930)
Perpetual preference share dividends		-	(1,200)	-	(1,200)
Shares issued		1,641	-	-	1,641
Total transactions with shareholders:		1,641	(5,130)	-	(3,489)
Balance at 31 March 2024		**$22,027**	**$46,660**	**$38,966**	**$107,653**
Year ended 30 September 2024 (Audited)					
Balance at 1 October 2023		20,386	48,845	38,966	108,197
Total comprehensive income for the year:					
Profit after tax		-	5,211	-	5,211
Total comprehensive income for year		-	5,211	-	5,211
Transactions with shareholders:					
Ordinary share dividends		-	(4,787)	-	(4,787)
Perpetual preference share dividends		-	(2,399)	-	(2,399)
Shares issued		1,989	-	-	1,989
Total transactions with shareholders:		1,989	(7,186)	-	(5,197)
Balance at 30 September 2024		**$22,375**	**$46,870**	**$38,966**	**$108,211**

The financial statements should be read in conjunction with the accounting policies and notes on the accompanying pages.

CONSOLIDATED BALANCE SHEET

As at 31 March 2025	Note	31/03/2025 $000 (Unaudited)	31/03/2024 $000 (Unaudited)	30/09/2024 $000 (Audited)
Funds employed				
Ordinary shares		23,309	22,027	22,375
Retained earnings		47,938	46,660	46,870
Perpetual preference shares		38,966	38,966	38,966
Total shareholder equity		**110,213**	**107,653**	**108,211**
Liabilities				
Bank overdraft		620	487	536
Provision for taxation		-	-	589
Accounts payable and accrued expense		12,281	15,468	13,461
Unearned payment waiver administration fees		8,696	8,767	8,880
Committed cash advance	3	22,500	32,850	33,300
Securitisation funding	3	1,058,831	1,022,965	1,041,290
Derivative financial instruments		16,722	2,622	19,075
Lease liability		2,450	3,074	2,618
Total liabilities		**$1,122,100**	**$1,086,233**	**1,119,749**
Total funds employed		**$1,232,313**	**$1,193,886**	**$1,227,960**
Employment of funds				
Cash at bank		5	-	29
Cash in restricted bank accounts		97,849	92,556	95,836
Tax receivable		1,116	780	-
Accounts receivable		2,192	2,193	2,165
Finance receivables	4	1,117,464	1,086,093	1,116,165
Deferred tax		2,021	186	1,995
Property, plant and equipment		1,044	1,035	950
Right to use assets		2,086	2,713	2,266
Intangible assets		5,269	5,063	5,287
Goodwill		3,267	3,267	3,267
Total assets		**$1,232,313**	**$1,193,886**	**$1,227,960**

Mark Darrow
Board Chair

Melanie Templeton
Audit & Risk Committee Chair

22 May 2025

The financial statements should be read in conjunction with the accounting policies and notes on the accompanying pages.

CONSOLIDATED STATEMENT OF CASH FLOWS

Six months ended 31 March 2025	Note	6 mths to 31/03/2025 $000 (Unaudited)	6 mths to 31/03/2024 $000 (Unaudited)	12 mths to 30/09/2024 $000 (Audited)
Cash flow from operating activities				
Interest income		82,456	75,696	156,917
Fee income		6,237	5,907	12,729
Interest expense		(33,883)	(27,623)	(60,219)
Other funding and securitisation costs		(2,385)	(3,335)	(7,825)
Income tax paid		(3,939)	(3,678)	(5,487)
Commission		(31,853)	(29,518)	(59,098)
Payment waiver		2,178	3,394	6,547
Operating expense		(16,570)	(16,332)	(33,604)
Net cash flow from operating activities before changes in operating assets and liabilities		2,241	4,511	9,960
Changes in operating assets and liabilities				
Finance receivable instalments		398,142	344,408	724,732
Increase (decrease) in committed cash advance – net		(10,800)	(24,250)	(23,800)
Increase in securitised facilities – net		17,663	120,237	138,778
Finance receivable advances		(400,610)	(424,712)	(821,486)
		4,395	15,683	18,224
Net cash flow from operating activities	5	**6,636**	**20,194**	**28,184**
Cash flow from investing activities				
Sale of property, plant and equipment		47	27	18
Purchase of property, plant and equipment		(137)	(152)	(359)
Purchase of intangible assets		(1,244)	(232)	(2,016)
Net cash flow from investing activities		**(1,334)**	**(357)**	**(2,357)**
Cash flow from financing activities				
Lease payments		(167)	(174)	(349)
Trust establishment costs		(511)	(543)	(1,390)
Dividend to perpetual preference shareholders		(927)	(1,200)	(2,399)
Dividend to ordinary shareholders		(1,792)	(2,289)	(2,798)
Net cash flow used in financing activities		**(3,397)**	**(4,206)**	**(6,936)**
Net increase (decrease) in cash		1,905	15,631	18,891
Cash on hand at beginning of period		95,329	76,438	76,438
Cash on hand at end of period		**$97,234**	**$92,069**	**$95,329**
Represented by:				
Cash at bank		5	-	29
Cash at bank (overdraft)		(620)	(487)	(536)
Cash in restricted bank accounts		97,849	92,556	95,836
		$97,234	**$92,069**	**$95,329**

The financial statements should be read in conjunction with the accounting policies and notes on the accompanying pages.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Note 1: Basis of reporting

Reporting entity

The unaudited consolidated interim financial statements presented are those of Motor Trade Finance Limited (MTF) and its subsidiaries (the Group). MTF is the ultimate Parent of the Group.

MTF is a profit-oriented entity, domiciled in New Zealand and registered under the Companies Act 1993. MTF is an FMC reporting entity for the purposes of the Financial Markets Conduct Act 2013 and the consolidated interim financial statements comply with this Act.

The registered office of MTF is Level 1, 98 Great King Street, Dunedin.

The principal activity of the Group consists of accepting finance receivables entered into by transacting shareholders.

The consolidated interim financial statements were approved by the Board of Directors on 22 May 2025.

Basis of preparation

The consolidated interim financial statements are prepared in accordance with Generally Accepted Accounting Practice (NZ GAAP), they comply with New Zealand Equivalents to IFRS Accounting Standards (NZ IFRS) and other applicable financial reporting standards as appropriate for profit-oriented entities. The consolidated interim financial statements also comply with IFRS Accounting Standards.

The Group is a tier 1 for-profit entity in terms of the External Reporting Board Standard A1: Application of the Accounting Standards Framework.

Statement of compliance

The consolidated interim financial statements should be read in conjunction with the Annual Report for the year ended 30 September 2024.

The accounting policies and computation methods used in the preparation of the consolidated interim financial statements are consistent with those used as at 30 September 2024 and 31 March 2024.

These consolidated interim financial statements have not been audited. The consolidated interim financial statements comply with NZ IAS 34: Interim Financial Reporting and IAS 34: Interim Financial Reporting.

Note 2: Net gain (loss) from financial instruments at fair value

	31/03/2025 $000 (Unaudited)	31/03/2024 $000 (Unaudited)	30/09/2024 $000 (Audited)
Net gain (loss) arising on financial instruments mandatorily measured at FVTPL:			
Finance receivables	(1,086)	15,588	29,449
Interest rate swap derivatives	2,353	(17,798)	(34,250)
	$1,267	**($2,210)**	**($4,801)**

Net gain (loss) on financial instruments at FVTPL for recourse finance receivables comprises the remaining net change in fair value of the finance receivables at FVTPL including changes in market and credit risks.

Assessment of credit impairment on financial instruments at FVTPL is included in the net gain (loss) from financial instruments at fair value and forms part of the finance receivables fair value assessment.

Note 3: Funding (secured)

31 March 2025 (Unaudited)	Facility expiry date	Limit $000	Undrawn $000	Drawn $000	Unamortised fees and expenses $000	Carrying amount $000
Committed cash advance facility	22/12/2025	100,000	77,500	22,500	-	22,500
Securitisation:						
Senior Warehouse notes	15/11/2031	513,370	140,619	372,751	(235)	372,516
Senior Opala notes	02/09/2030	182,792	-	182,792	(95)	182,697
Senior Navarro notes	15/09/2031	346,675	-	346,675	(524)	346,151
Senior Personal Loan Warehouse notes	08/09/2027	100,000	27,164	72,836	(290)	72,546
MUFG loan	17/11/2025	90,000	5,079	84,921	-	84,921
Total securitisation		1,232,837	172,862	1,059,975	(1,144)	1,058,831
Total		**$1,332,837**	**$250,362**	**$1,082,475**	**($1,144)**	**$1,081,331**

31 March 2024 (Unaudited)	Facility expiry date	Limit $000	Undrawn $000	Drawn $000	Unamortised fees and expenses $000	Carrying amount $000
Committed cash advance facility	21/12/2025	100,000	67,150	32,850	-	32,850
Securitisation:						
Senior Warehouse notes	15/11/2031	300,000	154,445	145,555	(410)	145,145
Senior Pantera notes	15/06/2029	134,767	-	134,767	(55)	134,712
Senior Opala notes	02/09/2030	277,500	-	277,500	(373)	277,127
Senior Navarro notes	15/09/2031	346,675	-	346,675	(524)	346,151
Senior Personal Loan Warehouse notes	08/09/2026	100,000	48,399	51,601	(373)	51,228
MUFG loan	15/11/2024	80,000	11,398	68,602	-	68,602
Total securitisation		1,238,942	214,242	1,024,700	(1,735)	1,022,965
Total		**$1,338,942**	**$281,392**	**$1,057,550**	**($1,735)**	**$1,055,815**

30 September 2024 (Audited)	Facility expiry date	Limit $000	Undrawn $000	Drawn $000	Unamortised fees and expenses $000	Carrying amount $000
Committed cash advance facility	22/12/2025	100,000	66,700	33,300	-	33,300
Securitisation:						
Senior Warehouse notes	15/11/2031	300,000	86,755	213,245	(204)	213,041
Senior Pantera notes	15/06/2029	74,846	-	74,846	(19)	74,827
Senior Opala notes	02/09/2030	277,500	-	277,500	(209)	277,291
Senior Navarro notes	15/09/2031	346,675	-	346,675	(622)	346,053
Senior Personal Loan Warehouse notes	08/09/2026	100,000	44,282	55,718	(331)	55,387
MUFG loan	15/11/2024	80,000	5,309	74,691	-	74,691
Total securitisation		1,179,021	136,346	1,042,675	(1,385)	1,041,290
Total		**$1,279,021**	**$203,046**	**$1,075,975**	**($1,385)**	**$1,074,590**

Note 4: Asset quality disclosures

	31/03/2025 $000 (Unaudited)	31/03/2024 $000 (Unaudited)	30/09/2024 $000 (Audited)
Asset quality - finance receivables			
Current	1,040,911	1,045,399	1,056,797
1-30 days past due	56,191	36,535	38,953
31-90 days past due	8,852	6,529	8,235
More than 90 days past due	3,490	2,170	3,013
Managed transacting shareholders	2	44	17
	$1,109,446	**$1,090,677**	**$1,107,015**
Adjustments:			
Fair value adjustment	12,076	(385)	13,203
Credit risk adjustment	(3,547)	(3,862)	(3,588)
Expected credit losses	(511)	(337)	(465)
Total carrying amount	**$1,117,464**	**$1,086,093**	**$1,116,165**

Note 5: Statement of cash flows

	31/03/2025 $000 (Unaudited)	31/03/2024 $000 (Unaudited)	30/09/2024 $000 (Audited)
Reconciliation of profit after tax to net cash flow from operating activities			
Profit after tax	4,721	2,945	5,211
Depreciation and amortisation	1,604	918	2,884
Deferred tax	(25)	-	(1,808)
	6,300	**3,863**	**6,287**
Movement in other items			
(Increase) decrease in accounts receivable	(20)	(291)	(263)
(Increase) decrease in finance receivables	(1,299)	(95,642)	(125,714)
Increase (decrease) in committed cash advance	(10,800)	(24,250)	(23,800)
Increase (decrease) in provision for tax	(1,705)	(2,340)	(971)
Increase (decrease) in accounts payable and accrued expense	(1,257)	(134)	(2,141)
Increase (decrease) in unearned payment waiver fees	(113)	533	646
Increase (decrease) in securitised funding	17,541	120,140	138,465
(Increase) decrease in derivative financial assets	-	-	15,175
Increase (decrease) in derivative financial liabilities	(2,353)	17,797	19,075
	(6)	**15,813**	**20,472**
Movement in working capital items classified as investing or financing activities	342	518	1,425
Net cash surplus from operating activities	**$6,636**	**$20,194**	**$28,184**

Note 6: Intangible assets

Policy

Computer software and websites are finite life intangible assets, recorded at cost less accumulated amortisation and impairment. Amortisation is charged on a straight-line basis over the estimated useful life, usually 3-5 years.

Finite life intangible assets are subject to the same impairment process as property, plant and equipment. Impairment is recognised in profit or loss.

The cost of intangible assets acquired in a business combination is their fair value at the date of acquisition, assuming finite useful life - and will be amortised over 5 years. Following initial recognition, intangible assets are carried at cost less any accumulated amortisation and accumulated impairment losses.

Impairment

Impairment losses of $410,000 have been recognised in the current period (2024: $990,000). These losses relate to The Lending People brand which was severely impacted by the economic conditions during the period, notably impacting the volume of the brokering channel where TLP derived most of its revenue. It was assessed that the carrying value of the brand exceeded its recoverable amount.

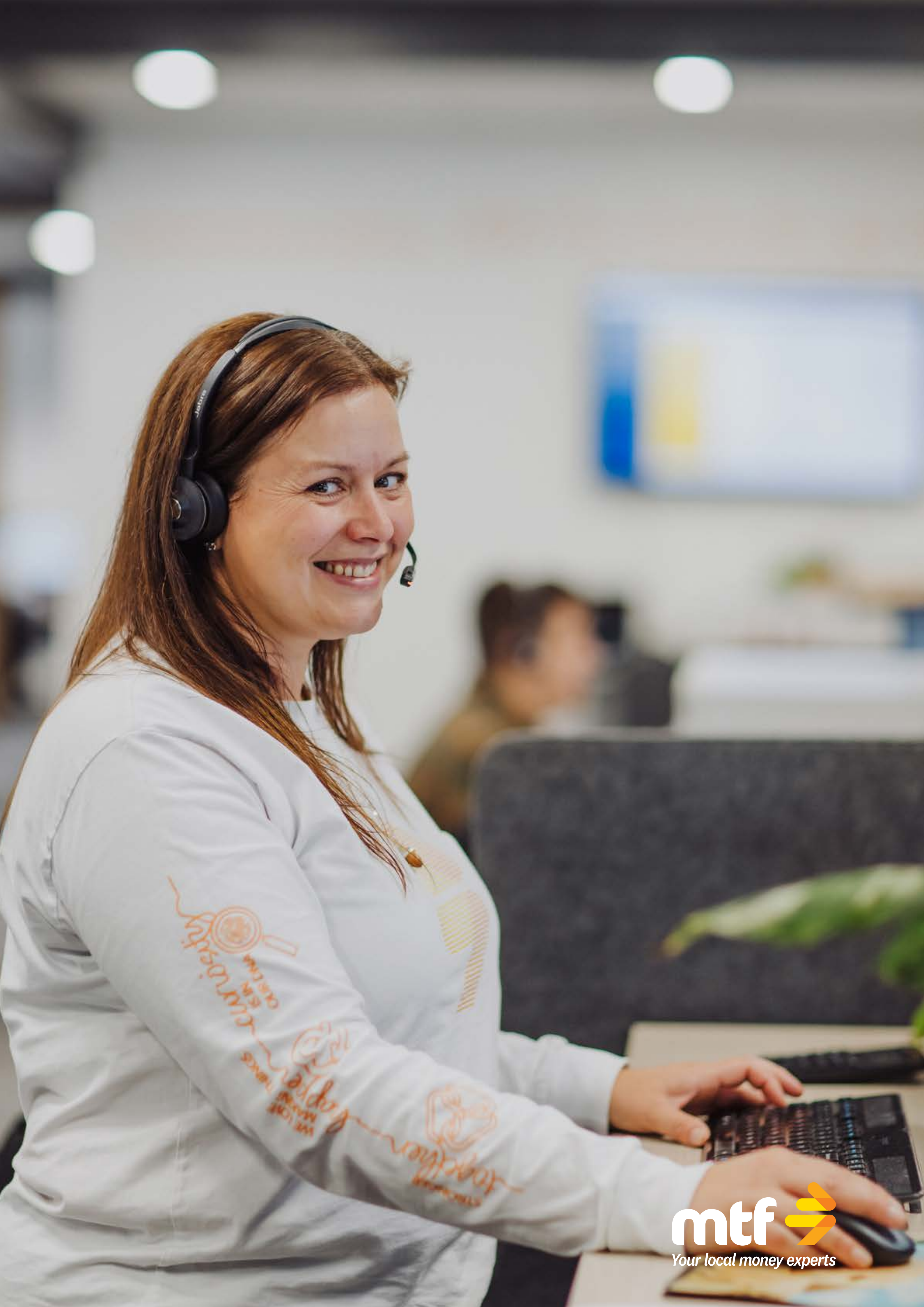
Note 7: Subsequent events

Dividend

On 22 May 2025, the directors declared an interim dividend on paid-up ordinary shares of 6.00 cents per share, amounting to $1,250,322 (fully imputed), for the period 1 October 2024 to 31 March 2025. The dividend will be paid in the first week of June 2025.

DIRECTORY

Directors	Mark Darrow (Chair) Stu Myles (Deputy Chair) Noel Johnston Geoffrey Kenny Melanie Templeton Grant Woolford
Senior Leadership Team	Chris Lamers (Chief Executive Officer) Kyle Cameron (Chief Financial Officer & Deputy CEO) Zoe Anderson (Chief Credit Officer) Lauren Barnes (Business Readiness Director) Natasha Callister (Chief Commercial Officer) Jane Stumbles (Chief People Officer) Dan Wilkinson (Chief Technology Officer)
Perpetual preference share registrar	Computershare Investor Services Limited +64 9 488 8777 enquiry@computershare.co.nz
Ordinary share registrar	Computershare Investor Services Limited +64 9 488 8777 enquiry@computershare.co.nz
Trustee for securitisation programme	Trustees Executors Limited
Bankers	Bank of New Zealand Commonwealth Bank of Australia Mitsubishi UFJ Financial Group (MUFG) Westpac New Zealand
Solicitors	Anderson Lloyd Bell Gully Dentons Gallaway Cook Allan
Auditor	Deloitte Limited
Registered office	Level 1, 98 Great King Street, Dunedin PO Box 885, Dunedin 9054
Enquiries	+64 3 477 0530 info@mtf.co.nz www.mtf.co.nz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Your local money experts