



GOLDFIELDS MONEY INVESTOR UPDATE

With Simon Lyons | Managing Director

goldfields
money
All yours. Honestly

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OUR STRATEGY

GOLDFIELDS/FINSURE IS AUSTRALIA'S NEW
REVOLUTIONARY **DIGITAL BANK**, DISTRIBUTING FIRST
CLASS PRODUCTS THROUGH A LARGELY **BRANCHLESS**
DISTRIBUTION NETWORK.

A bank without the bank.

OUR MISSION

- To be great for our customers and build a platform and a brand based on our core values of simplicity, transparency and honesty
- To utilise technology to offer a digital banking experience that is personalised, contextual and frictionless
- Achieve true agility and open integration with platforms and other services
- Achieve efficiency through automation
- Utilise data and analytics to make data driven decisions



OUR COMPETITIVE ADVANTAGES

Goldfields/Finsure is Australia's new revolutionary digital bank, distributing first class products through a large branchless distribution network.



Fast growing and profitable operating in a very large addressable market.



Full Banking License, with customers benefiting from the Australian Government Deposit Guarantee scheme



Highly synergistic product and distribution eco-system



Technology mindset and no legacy baggage



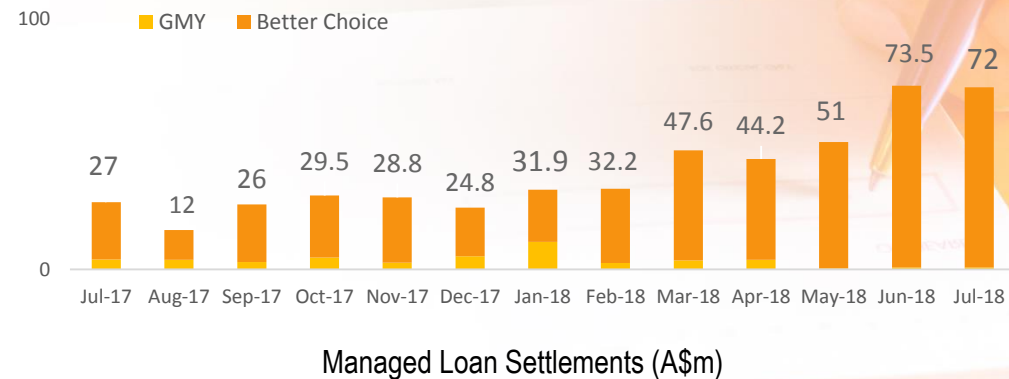
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BANKING

Goldfields Money is an Australian bank, regulated by APRA, that primarily provides a suite of simple retail banking products and services including deposits and personal, investor and home loans.

GROWTH OPPORTUNITY

- Better Choice Home Loans designs mortgages to fit customer needs, funded from third parties and white-labelled under the Better Choice brand
- Better Choice generates 30-35 bps upfront and 20-25 bps as ongoing revenue from those products that sit within the Wholesale business. The funders to these products retain the Net Interest Margin (“NIM”). As of 30 June 18, the Wholesale business had a loan book balance of ~\$2,238m
- Goldfields Money intends to fund a small portion of Better Choice Loans, at a materially higher margin. Goldfields Net Interest Margin (“NIM”) in FY18 was 1.86% after adjustments for deposits raised to fund ATM cash convenience facilities.



FINSURE – BUSINESS MODEL

Finsure has a scalable, differentiated business model.



Panel of 67 lenders with 400+ products



DISTRIBUTION

Finsure provides B2B finance aggregation services from a panel of financial product issuers, to a network of loan writers across Australia.

- As at Jun 2018 Finsure had over 1,435 accredited loan writers across Australia settling over \$12b in combined residential and commercial mortgages over the last twelve months
- The current panel of product providers include residential and commercial mortgages, general insurance and asset finance
- More recently, Finsure has received multiple industry awards for its achievements across marketing, lead generation and total settlement volumes
- Finsure has a unique and flexible Platform as a Service model which has allowed it to continue to gain market share.

INDUSTRY AWARDS



MARQUEE ASSETS



		Pass-through model with leads	Pass-through model	Transaction model	Flat-fee model
FEE AND SERVICE MODELS		<ul style="list-style-type: none"> Finsure retains between ~50% and ~30% of upfront and trail commissions respectively All PaaS are included in 50% model PaaS are charged on a monthly or per use basis for 30% model 	<ul style="list-style-type: none"> Finsure retains between ~10% and ~5% of upfront and trail commissions respectively PaaS are charged on a monthly or per use basis 	<ul style="list-style-type: none"> Finsure charges a flat fee to each broker per loan settlement and per trail commission PaaS are charged on a monthly or per use basis 	<ul style="list-style-type: none"> Finsure charges a flat monthly fee to each broker irrespective of settlement volumes PaaS are charged on a monthly or per use basis
Base	Included services in base	<ul style="list-style-type: none"> Access to lender panel Broker accreditation BDM support 	<ul style="list-style-type: none"> Loan lodgement Commission processing Professional development days 	<ul style="list-style-type: none"> Strategy development Access to conferences Loan writer training 	<ul style="list-style-type: none"> WikiBroker services Customer data Graphic design services
Platform as a Service ("PaaS")	PAYG services additional to base	<ul style="list-style-type: none"> LoanKit software Website development and content Website hosting 	<ul style="list-style-type: none"> CRM API integration Loan writer mentoring program Compliance services 	<ul style="list-style-type: none"> Call centre services Product comparison tools Mortgage calculator APIs 	<ul style="list-style-type: none"> Press releases Loan writer academy Leads package

Ability to transition between models

GOLDFIELDS MONEY LIMITED

A fully licenced digital bank with a large branchless distribution network.

BANKING

- \$214m loan book, of which \$170m is on balance sheet (as at June 2018)
- 3 branches and broker referrers
- \$2.238b off balance sheet loan book (as at June 2018)
- Access to 6,000+ external brokers
- 50+ team predominantly QLD and WA

DISTRIBUTION

MORTGAGE AGGREGATION (FINSURE)

- ~\$31.8b historical book (as at Jun 2018)
- Access to 1,435 internal brokers and 6000 external brokers
- 50+ team with national operations

DEPOSIT PARTNERS



MARQUEE ASSETS



APRA
REGULATED
BANK

+

SCALABLE DIGITAL
BANKING PLATFORM

+

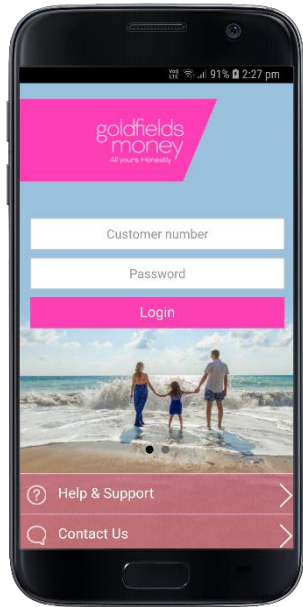
WHOLESALE
LENDING
PLATFORM

+

NATIONAL
DISTRIBUTION
NETWORK

DIGITAL SYNERGY

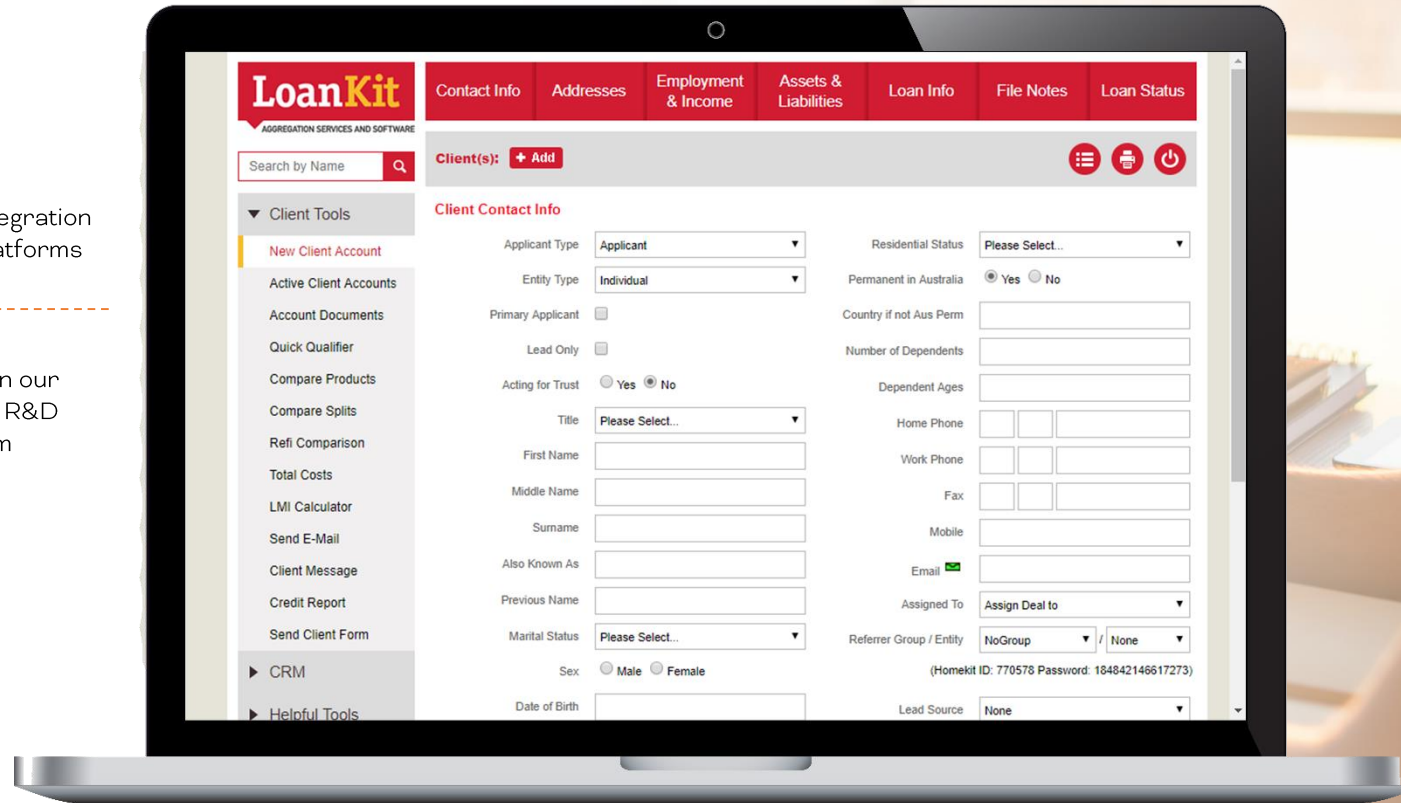
Goldfields Money Limited uses Temenos as its core banking platform. Finsure operates on a proprietary software platform that is available to all of its loan writers and integrates with product providers.



Planned Integration
of the 2 platforms

12 FTE in our
Internal R&D
team

Digital banking
platform powered by



GOLDFIELDS MONEY DIGITAL BANKING PLATFORM

Banking as a service



MERGED GROUP

Large Addressable Market

TOTAL ADDRESSABLE MARKET

\$200bn+
Annual Aggregation
Volumes¹

\$1,600bn+
Residential Loans
Outstanding²

\$2,100bn+
Term Deposits
Outstanding²

MERGED GROUP PRO-FORMA MARKET SHARE AS AT 31 DECEMBER 2017

~6%
of Annual Aggregation
Volumes¹

~0.15%
of Residential Loans
Outstanding²

~0.01%
of Term Deposits
Outstanding²

- In the year to 31 March 2018, income generated by Australian ADI's was ~\$110.6b
- ADI NPAT as a portion of income is typically 30-35% and has been relatively stable over the last five years (~33% in the year to 31 March 2018)³
- ROE across the four major banks in H1FY18 was ~12.9%⁴
- Goldfields Money is expected to have a different profile to these banks, as the service delivery and way of operating will be primarily digital
- The opportunity for Goldfields Money is to capture a larger share of the total addressable market

Notes:

1. <https://www.mfaa.com.au/news/broker-market-share-rises-to-a-record-55.7-percent-in-september-quarter>
2. APRA Monthly Banking Statistics as of June 2018.
3. Based on ADI NPAT of ~\$36.3b in the year to 31 March 2018 and APRA Quarterly ADI Performance Statistics as of March 2018.
4. <https://home.kpmg.com/content/dam/kpmg/au/pdf/2018/major-australian-banks-half-year-2018-results-snapshot.pdf>



CORPORATE OVERVIEW

Goldfields Money has ~82.4 million shares outstanding, and a market capitalisation of ~\$103m as of 17 September 2018.

TOP 10 SHAREHOLDERS

Shareholder	# of Shares	% of Goldfields Money Shares
John Kolenda	13,898,315	16.86%
Kar Wing NG	7,617,107	9.24%
Tinase Nominees	7,290,586	8.85%
Resimac Limited	3,725,591	4.52%
BVC Investments Pty Ltd	3,468,846	4.21%
HSBC Custody Nominees (Australia) Limited	3,021,673	3.67%
Aoyin Group Limited	2,644,996	3.21%
Carpe Diem Asset Management Pty Ltd <Lowe Family A/C>	2,430,190	2.95%
CS Third Nominees Pty Ltd <HSBC Cust Nom Au Ltd 13 A/C>	1,903,840	2.31%
Koleet Pty Ltd	1,845,707	2.24%

CAPITAL STRUCTURE

Class	# of Securities
Goldfields Money Ordinary Shares	82,415,399
Goldfields Money Options (ex price \$1.50 exp May 2019)	4,500,000
Goldfields Money Performance Rights	1,566,667

SHARE PRICE AND VOLUME HISTORY

