

# OUR STRATEGY

Thorn's strategy is to grow the market position and performance of its two core businesses, consumer leasing and business finance. These businesses have sound attributes and provide a suitable return on capital for the risk involved.

Our strategy involves ensuring our people and businesses have the resources to prosper. Fostering skills in credit assessment is common to how we execute our strategy, along with the people side of our business, as we deal directly with customers in our consumer leasing stores and come to know the individual needs of small businesses.

The rapid growth of business finance has meant that providing capital to this operation is a critical component of

its expansion. Our bankers and shareholders are providers of this capital which has enabled business finance to take on more commitments, meeting the needs of more small businesses.

Both our core businesses have potential for organic growth and as business and industry conditions allow, there may be scope for acquisitions. Industry developments in consumer leasing may result in consolidation opportunities and in a more fragmented business finance industry, there is scope to foster a growing network of referrers and alliances as well as source bolt on acquisitions or develop new lines of business.



**SIMON REVELMAN**

**Chief Information Officer**

Joined Thorn Group in 2013 as General Manager Information Services. Has a diverse background in the IT marketplace across a range of industry sectors.

**PHIL CHAPLIN**

**General Manager Thorn Business Finance**

Over 20 years experience in the finance industry, with a broad skill-set across general management, sales leadership, operational excellence and strategic planning.

**WENDY YIP**

**Chief Risk Officer**

Over 18 years of experience as a risk and capital management professional, across advisory firms and major financial institutions.

**ANDREW CROWTHER**

**Chief Financial Officer (acting)**

Over 20 years experience in financial services involving the wealth and property sectors.

**MATT INGRAM**

**Chief Operating Officer**

Over 20 years extensive experience in the financial services sector, strong background in strategic planning, people development and team leadership.

**PETER FORSBERG**

**Chief Executive Officer (acting)**

Experienced CFO across healthcare, manufacturing and distribution, FMCG and professional services in listed, not-for-profit and private equity owned businesses.

**DARREN-JOHN AQUILINA**

**Chief Marketing Officer**

Over 20 years experience in Marketing & eCommerce across FMCG, Finance and Retail.