


# 2016 FINANCIAL OVERVIEW

## REVENUE

**\$304m**

UP  
**3.5%** 

## UNDERLYING NPAT

**\$30.3m**

DOWN  
**0.7%** 

## GROUP RECEIVABLES (NET)

**\$379.5m**

UP  
**31.9%** 

## SIGNIFICANT ITEMS\*

**\$10.3m**

## NPAT

**\$20.1m**

## FULL YEAR, FULLY FRANKED DIVIDEND

**11.5¢**  
PER SHARE

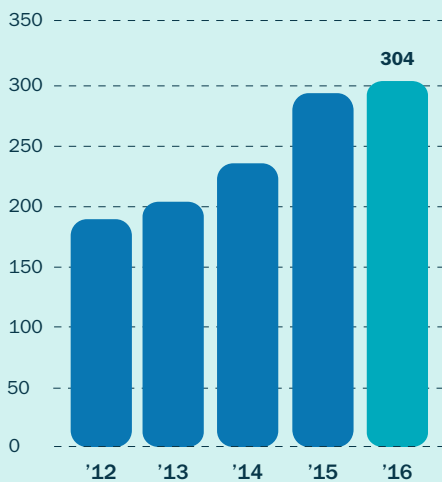
## EPS

**13.1¢**  
PER SHARE

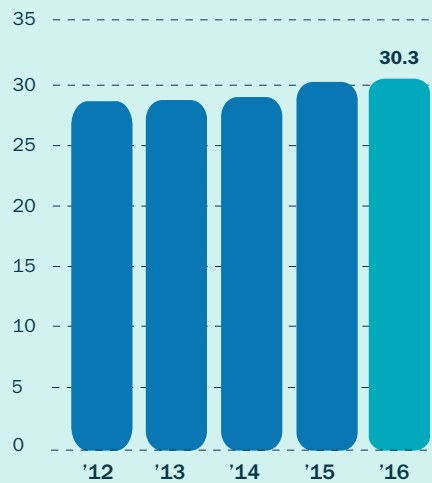
\*closure of TFS Consumer Loan business, write off of NCML goodwill, provision for historic customer credit refunds in Consumer Leasing

## RESULTS AND HIGHLIGHTS

### REVENUE (\$m)



### UNDERLYING NPAT (\$m)



## OPERATIONAL HIGHLIGHTS

### DIVERSIFICATION STRATEGY

Thorn Business Finance doubled revenue and earnings in FY16, adding further to diversity of group earnings.



### FOCUS ON GROUP'S STRENGTHS TO DELIVER ATTRACTIVE RETURNS

Two principal business divisions, consumer leasing and business finance, generate attractive and recurring levels of return on capital that warrant further investment.



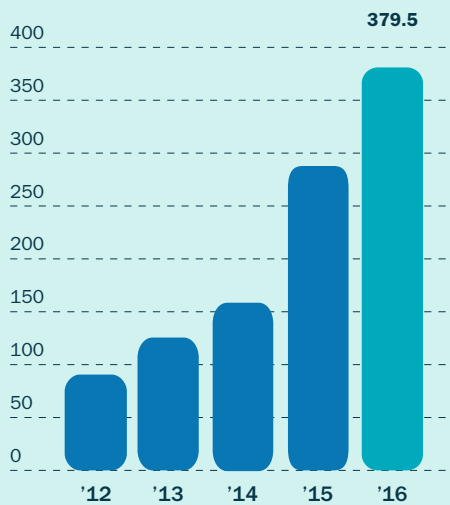
### STRONG LEVELS OF CUSTOMER SATISFACTION

Independent market research shows customer satisfaction levels remain strong, with 97% of Radio Rentals customers saying they are treated with dignity and respect.



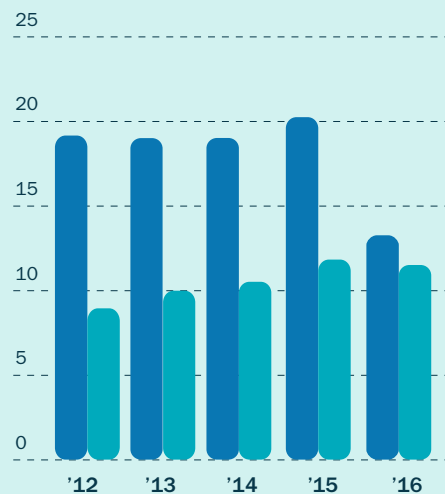
### GROUP RECEIVABLES (NET)

(\$m)



### EPS & DIVIDENDS

(cents)



- Basic Earnings Per Share
- Dividends Per Share