

## **Thorn Group Limited (ASX:TGA) Quarterly Activities Report to 31 December 2020**

**Sydney, 29 January 2021:** Thorn Group Limited (ASX:TGA) (“Thorn”) presents the following review on the key business activities for the quarter ending 31 December 2020 and material events post the end of the period. Thorn is making progress in transforming the Radio Rentals business to a digital model and has materially improved the arrears position in Thorn Business Finance.

### **Principal activities**

Thorn is a diversified financial services group providing leasing of household products to consumers and commercial asset finance to small and medium enterprises.

### **Key areas of activity during the quarter ending 31 December 2020**

Thorn paid a special fully franked dividend of 7.5 cents per share on 3 November 2020, Thorn’s results for the half year ended 30 September 2020 were released on 27 November 2020, and an Extraordinary General Meeting was held on 4 January 2021 at which shareholders voted to reject resolutions that proposed changes to the composition of Thorn’s Board of Directors. Thorn’s directors and management continued to develop and enact measures to respond to the COVID-19 pandemic threat and its impact on the Company’s operations.

#### *Radio Rentals*

Radio Rentals continued to progress its transformation with further initiatives made to support the digital operating model. These initiatives primarily focused on improving the customer experience, streamlining fulfilment and customer servicing processes. Thorn also finalised the completion of the Radio Rentals store lease exit program. Collections performance over the period has been consistently better than the same period in the prior year.

#### *Business Finance*

The Business Finance division has made significant progress with variations that have materially reduced arrears. Cash collections continue to improve, and progress was made designing additional products and value propositions. As at the end of the quarter, 90% of contracts provided 6-month payment holidays and 68% of contracts provided 9-month payment holidays had been successfully varied. As a result of collections activity and variations, contracts greater than 30 days in arrears reduced from 34% as at the end of September to 14% as at the end of December. The Thorn Business Finance warehouse funding facility remains in amortisation.

### **Commentary on the Appendix 4C Cash Flow report**

- Thorn recorded a positive cash flow of \$51.4 million from its operating activities as the inflow of receipts from previously written leasing contracts exceeded both operating expenses and the origination of new contracts in the present circumstances.

- \$36.3 million of warehouse debt funding was repaid.
- Thorn paid a special fully franked dividend of 7.5 cents per share which resulted in a cash outflow of \$21.5 million.
- \$0.55 million of JobKeeper payments were received.
- The cash balance at the quarter end has decreased from \$79.5 million (as at 30 September 2020) to \$73.0 million. The cash balance includes both free cash and the tied cash in the warehouse funding trust. Free cash at the end of the period was \$54.2 million.

### Next Two Quarters Activity

- Thorn will continue to monitor developments relating to COVID-19 along with guidelines introduced by Federal and State Governments and the health authorities. Thorn's remote working protocols for its staff will remain in place whilst COVID-19 remains a concern.
- The Radio Rentals division is focussed on optimising the service and collections process, digitally transforming and reducing the overall cost base. This includes further expanding the product range to offer greater choice to customers, introducing automation to improve speed of service, optimising 'on demand' supplier channels, improving the convenience aspects for customers and personalising the end-to-end customer experience
- The Thorn Business Finance division is leveraging its deep understanding of customers' needs to extend additional products and deliver value propositions to this established market segment. Disruptive technologies are being used to target specific customer segments and provide more Australian SME's with much needed working capital. A key objective is on preserving value of the equipment finance book through effective management of collections and where appropriate, establishing further external funding lines

This release has been authorised by the Board of Directors.

End of release.

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**ABOUT THORN GROUP LIMITED (ASX: TGA, [www.thorn.com.au](http://www.thorn.com.au))**

Thorn is a diversified financial services company providing financial solutions to consumers and businesses. Thorn's consumer leasing business, Radio Rentals (RR Rentlo Reinvented in South Australia), is a leader in the household goods consumer leasing market, operating since 1937. Thorn Business Finance is a provider of leasing and other financial services to small and medium enterprises. Thorn has been listed on the ASX since 2006, is licensed under the National Consumer Credit Protection Act 2009 and operates a responsible lending policy.

## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

Thorn Group Limited

**ABN**

54 072 507 147

**Quarter ended ("current quarter")**

 31<sup>st</sup> December 2020

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	72,864	229,152
1.2 Payments for	-	-
(a) research and development	-	-
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing	(174)	(896)
(d) leased assets	(1,885)	(9,199)
(e) staff costs*	(6,303)	(25,971)
(f) administration and corporate costs	(9,784)	(28,126)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	-
1.5 Interest and other costs of finance paid	(2,764)	(9,607)
1.6 Income taxes refunded	-	3,051
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)**	(527)	(7,606)
<b>1.9 Net cash from / (used in) operating activities</b>	<b>51,427</b>	<b>150,798</b>

\* Is net of \$0.55m of JobKeeper payments received in the period (YTD \$1.91m).

\*\*Includes for the quarter (and year to date): net inventory purchases of \$0.1m (\$2.3m) and equipment finance originations of \$0.4m (\$5.3m)

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-
2.3 Cash flows from loans to other entities	-	-
2.4 Dividends received (see note 3)	-	-
2.5 Other (provide details if material)	-	-
<b>2.6 Net cash from / (used in) investing activities</b>	<b>-</b>	<b>-</b>

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2 Proceeds from issue of convertible debt securities	-	-
3.3 Proceeds from exercise of options	-	-
3.4 Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5 Proceeds from borrowings	-	11,339
3.6 Repayment of borrowings	(36,337)	(117,176)
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	(21,544)	(21,544)
3.9 Other (provide details if material)	-	-
<b>3.10 Net cash from / (used in) financing activities</b>	<b>(57,881)</b>	<b>(127,381)</b>

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
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<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	79,491	49,619
4.2	Net cash from / (used in) operating activities (item 1.9 above)	51,427	150,798
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	-
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(57,881)	(127,381)
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>73,037</b>	<b>73,037</b>

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	73,037	71,773
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>73,037</b>	<b>71,773</b>

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1*	69
6.2	Aggregate amount of payments to related parties and their associates included in item 2	N/A

\*Payments of usual fees to directors

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.

<b>7. Financing facilities</b>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
<i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>		
7.1 Loan facilities	199,708	199,708
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
<b>7.4 Total financing facilities</b>	<b>199,708</b>	<b>199,708</b>
<b>7.5 Unused financing facilities available at quarter end</b>		-
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.	
	<p>The loan facilities is a securitised warehouse facility used to finance equipment leasing. The securitised warehouse facility is currently in amortisation and no further funding drawdown is available while it remains in amortisation. Therefore it is fully drawn at \$199.7m. The amount is secured over the receivables in the warehouse. The identity of lenders and the interest rate details are withheld.</p>	

<b>8. Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1 Net cash from / (used in) operating activities (item 1.9)	51,427
8.2 Cash and cash equivalents at quarter end (item 4.6)	73,037
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	73,037
<b>8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	N/A
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
Please note this prescribed calculation in section 8 may be confusing so the following is provided for clarification. The entity generated \$51.4m of cash in the last quarter principally as its originations were lower than its cash receipts from its book of previously originated lease contracts. It has \$73.0m of cash, \$54.2m of which is free cash (the remaining \$18.8m tied up in the securitised warehouse).	
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?
	Answer:
8.6.2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?
	Answer:

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer:

*Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.*

### Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 29 January 2021

Authorised by: By the board  
(Name of body or officer authorising release – see note 4)

### Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.