



Annual General Meeting

2017



Results

		March 17	March 16	Mar-17 v Mar-16 % Change
Revenue - continuing operations	\$m	298.7	289.3	3.2%
EBIT - continuing operations	\$m	47.1	37.6	25.3%
NPAT	\$m	25.3	20.1	25.9%
EPS	cents	16.2	13.1	23.7%
Dividend – final proposed	cents	2.5	6.0	(3.5c)
– Interim Paid	cents	5.5	5.5	-
– Total (fully franked)	cents	8.0	11.5	(3.5c)
Return on equity	%	12.4	10.4	2.0 pts
Receivables ¹	\$m	493.0	381.1	29.4%
Borrowings	\$m	276.5	197.9	39.7%
Gearing (net debt/equity) ²	%	56.1	53.2	2.9 pts

Notes:

1. Receivables on a net basis, i.e. exclusive of unearned interest and net of provisioning for credit losses.

2. Gearing is calculated as the closing net debt (senior borrowing less free cash) divided by closing equity. This calculation excludes the warehouse debt and its corresponding secured receivables. Gearing including warehoused debt and receivables would be 128.4% (95.1% for 2016)

New store format in shopping centre locations

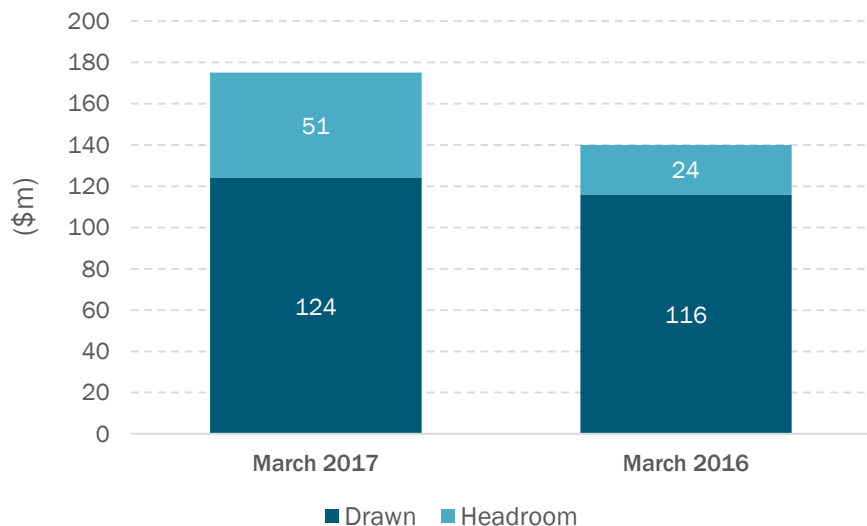


- New store format In Sydney
- New product categories
 - Outdoor
 - Home Appliances
- In store retail demonstrations

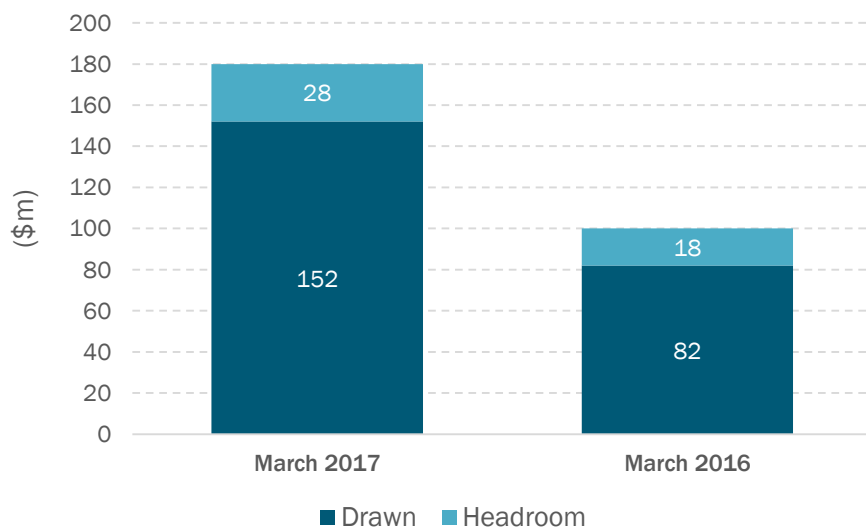


Funding

Corporate Facility



Securitised Warehouse



- ❑ Major bank lender increased facility limits by \$115m to \$355m during the year
- ❑ Facilities drawn to \$276m at 31 March so \$79m of headroom
- ❑ Maturity profile:
 - Corporate facility \$175m matures in Apr 2018
 - Warehouse facility \$180m matures in Dec 2017 but warehouse nature means repaid through lease repayments over term of leases (no bullet)
- ❑ Bank supportive and facility extensions are imminent

Outlook

- ❑ Radio Rentals facing challenges
- ❑ Business Finance growing strongly
- ❑ TFS consumer loan book running off
- ❑ ASIC and Class Action matters
- ❑ Bank funding extensions imminent
- ❑ Profit outlook subdued and subject to a number of variables

Disclaimer

This presentation has been prepared by Thorn Group Limited (Thorn).

This presentation is not a financial product or investment advice or recommendation, offer or invitation by any person or to any person to sell or purchase securities in Thorn in any jurisdiction. This presentation contains general information only and does not take into account the investment objectives, financial situation and particular needs of individual investors. No recommendation is made as to how investors should make an investment decision. Investors must not act on the basis of any matter contained in this presentation, instead investors should make their own independent assessment of the information in this presentation and obtain their own independent advice from a qualified financial adviser having regard to their objectives, financial situation and needs before taking any action.

No representation or warranty, express or implied, is made as to the accuracy, completeness, reliability or adequacy of any statements, estimates, opinions or other information, or the reasonableness of any assumption or other statement, contained in this presentation. Nor is any representation or warranty (express or implied) given as to the accuracy, completeness, likelihood of achievement or reasonableness of any forecasts, prospective statements or returns contained in this presentation. Such forecasts, prospective statements or returns are by their nature subject to significant uncertainties and contingencies, many of which are outside the control of Thorn.

To the maximum extent permitted by law, Thorn and its related bodies corporate, directors, officers, employees, advisers and agents disclaim all liability and responsibility (including without limitation any liability arising from fault or negligence) for any direct or indirect loss or damage which may arise or be suffered through use or reliance on anything contained in, or omitted from, this presentation. An investment in Thorn securities is subject to investment and other known and unknown risks, some of which are beyond the control of Thorn. Thorn does not guarantee any particular rate of return or the performance of Thorn securities.

The distribution of this presentation including in jurisdictions outside Australia, may be restricted by law. Any person who receives this presentation must seek advice on and observe any such restrictions.