



Wilson HTM Presentation 30 April 2014

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Group

- ❑ Revenue up 12% to \$112.7m
- ❑ Reported NPAT down 5% at \$13.3m
- ❑ Underlying NPAT up 2.9% at \$13.5m
- ❑ Basic EPS of 8.98 cents
- ❑ Operating cash grew 17% to \$58m
- ❑ Net debt remained conservative at 18.2%

By Division

- ❑ Radio Rentals – record installations
- ❑ Thorn Financial Services – growth strategy implemented
- ❑ Thorn Equipment Finance (TEF) – strong book build to \$55m*
- ❑ NCML – strong revenue growth
- ❑ Rent Drive Buy – trial continued

* Commercial lease receivables disclosed on a gross basis, inclusive of interest due

Key asset growth maintained

	30 Sep 13	H1 Movement	
		\$m	%
Radio Rentals			
Leases receivables*	106,327	10,620	11
Rental Assets	59,910	6,981	13
Thorn Equipment Finance			
Leases*	55,496	9,307	20
Thorn Financial Services			
Loan receivables	22,236	482	2
NCML			
PDLs	8,515	219	3

* Consumer and Commercial lease receivables disclosed on a gross basis, inclusive of interest due

- ❑ Corporate debt facility \$50m

- ❑ Securitisation facility
 - \$50m to fund TEF growth
 - Funding commenced February 2014

- ❑ Significant headroom remains

Strategy Update

- ❑ Reinvention Project
 - To appeal to a broader demographic
 - Short list of names selected
 - Development work continues

- ❑ New ERP system launched December 2013
 - Delivering efficiencies

- ❑ 48 month contract launched November 2013
 - Positive response

- ❑ New products under development to broaden appeal

- ❑ Increased focus on PDLs
- ❑ Offshoring initiatives increasing with positive results
- ❑ Collections work for all Thorn Group businesses
- ❑ Strengthening of executive team
 - Ian Scott - GM Operations
 - Sean Jones - GM Business Development

- ❑ Additional products under development
 - Rental Advantage launched

- ❑ Broker and introducer network continuing to expand

- ❑ SPV funding implemented
 - Improved ROE in longer term

- ❑ Strengthening of management team underway

- ❑ Additional products introduced to appeal to a broader demographic
 - Thorn Money launched October 2013
 - Unsecured loans to \$15,000
 - Secured loans to \$25,000

- ❑ Broadening market reach
 - Solar panels under successful US model
 - Mobile phones
 - SACC loans – potential through Radio Rentals
 - Legal funding
 - Rental offer for retailers – discussions continue

- ❑ Rent Drive Buy trial
 - Trial continues

Group

- ❑ Continued strength and resilience of Radio Rentals business
- ❑ Evolving new businesses poised to deliver earnings after significant investment
- ❑ Substantial recurring revenue streams generating significant operating cash
- ❑ Solid capital base to enable expansion & healthy ROE

Outlook

- ❑ Continued development of new business divisions will limit growth in 2014
- ❑ Investment return horizon remains medium to long term