

DEBT INVESTOR UPDATE

2024



Great Southern
Bank

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CORPORATE OVERVIEW AND STRATEGY

Diversification of balance sheet as a key differentiator

Launched our digital only SME business targeting micro and nano businesses

Net Promoter Score remains above industry

Net Promoter Score finished FY24 at 51 NPS, 9 points above target of 42 NPS

Driven by stability in the interest rate environment and robust internal systems

Resilient and sound credit quality

Slight uptick in arrears positions given current economic backdrop, off low base

Conservative underwriting maintained and as a result continue to see below industry 30+ and 90+ day arrears

Achieved above system growth in lending and deposits despite highly competitive market

The bank continues to make strong progress on our growth journey with our home loan booking growing 5.4% (\$16.3bn), 1.1x system.

Total deposits also grew strongly by 4.7% (\$13.6bn), 1x system

Focused on disciplined margin management and efficiency in current high-rate environment

30 June 24 spot NIM of 1.84%

Stable Liquidity, Capital and Funding positions

Remaining TFF paid back over FY24

Continued focus on maintaining stable and well diversified funding sources

Liquid assets weighted toward higher quality investments

One of Australia's largest customer owned banks, helping all Australians since 1946.

- APRA regulated and registered as an Authorised Deposit-taking Institution (ADI).
- **One of Australia's largest customer-owned banks**, focused on making our members our priority by improving our products and services.
- Banking presence in all states with over **414,500** active members.
- Through a series of mergers with like-minded credit unions and community groups, we created the powerful force that is Great Southern Bank today.
- P-2/Baa1 Moody's Rating, A-2/BBB+ S&P Rating

\$20.03bn
Total Assets

\$16.9bn
Total Loan Book

BAA1 Moody's
BBB+ S&P

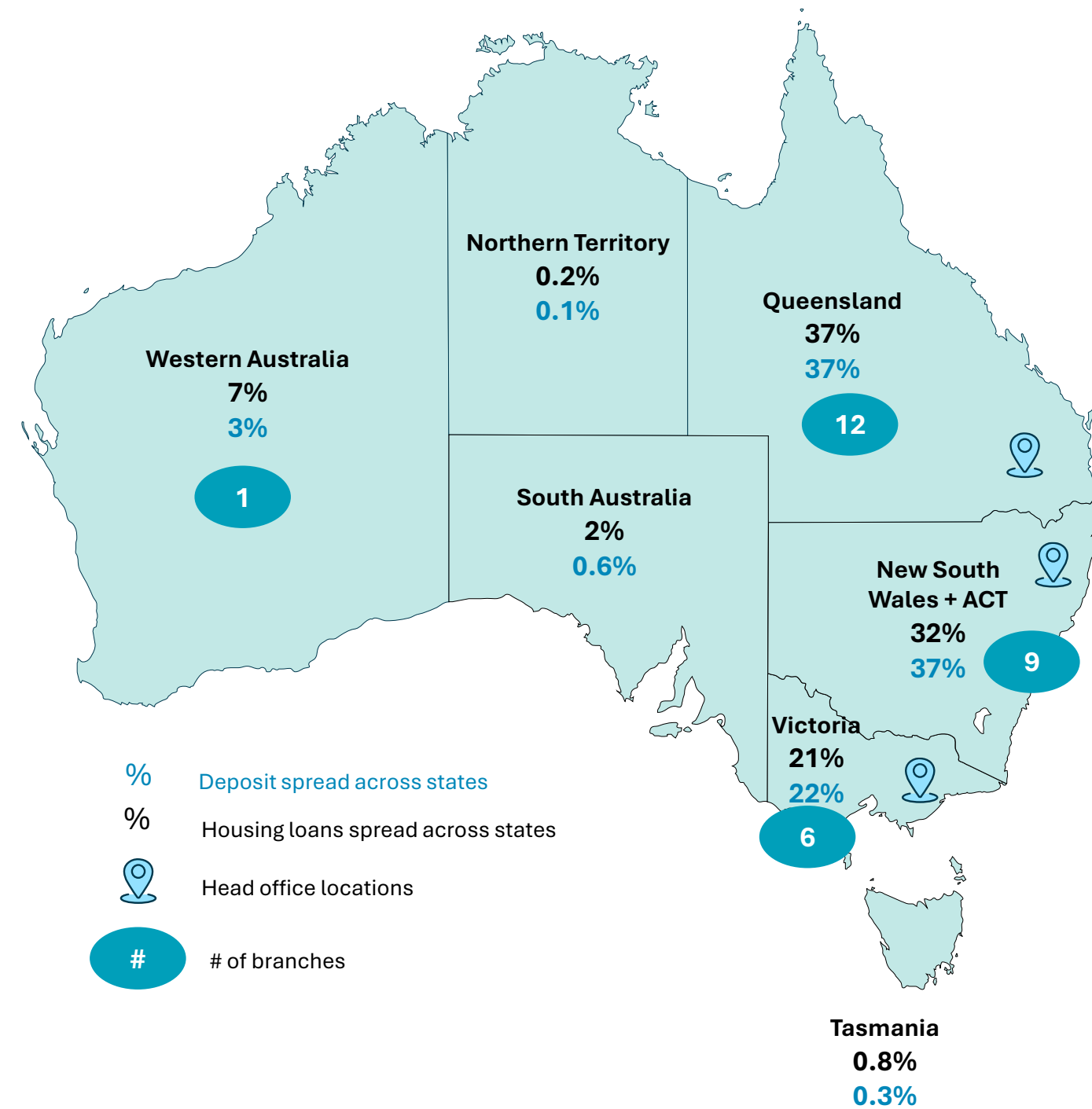
4.7%
Increase in deposits

4,487
home loan customers supported to purchase their first home.

37 seconds
Average wait call times at our contact centre

414k+
Active Customers

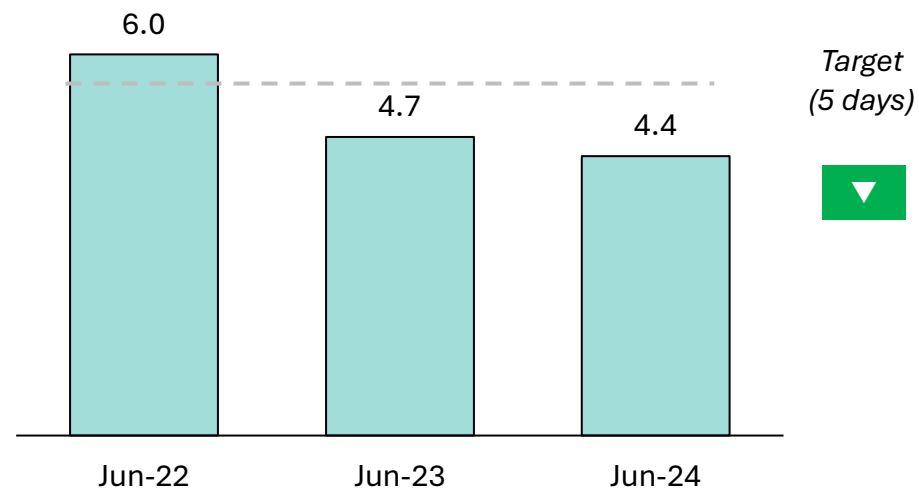
Geographically Diversified Portfolio



Enhancing operational efficiencies and customer experience through simple and innovative processes

Time-To-Yes (TTY)

46% of loans approved in less than two days.



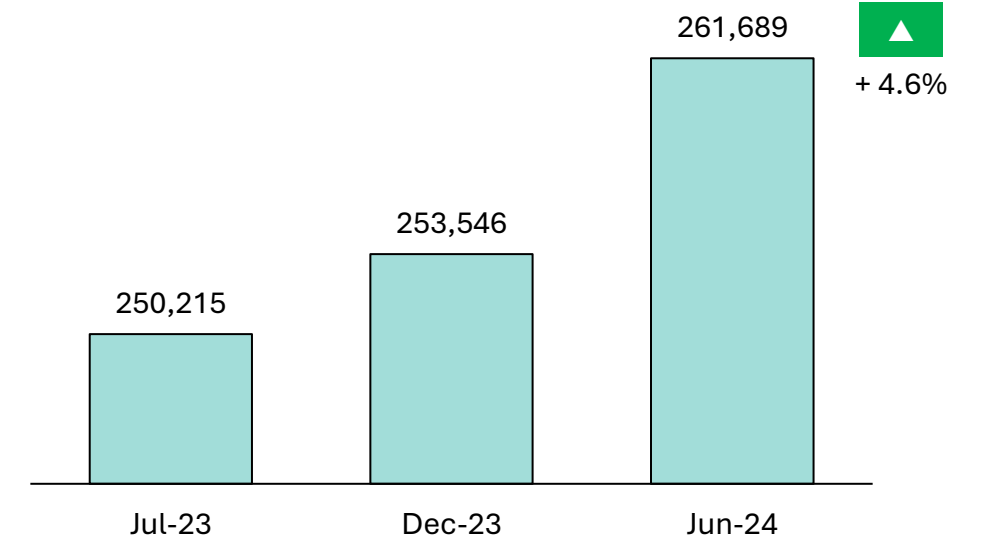
Robust Broker Network

8,200

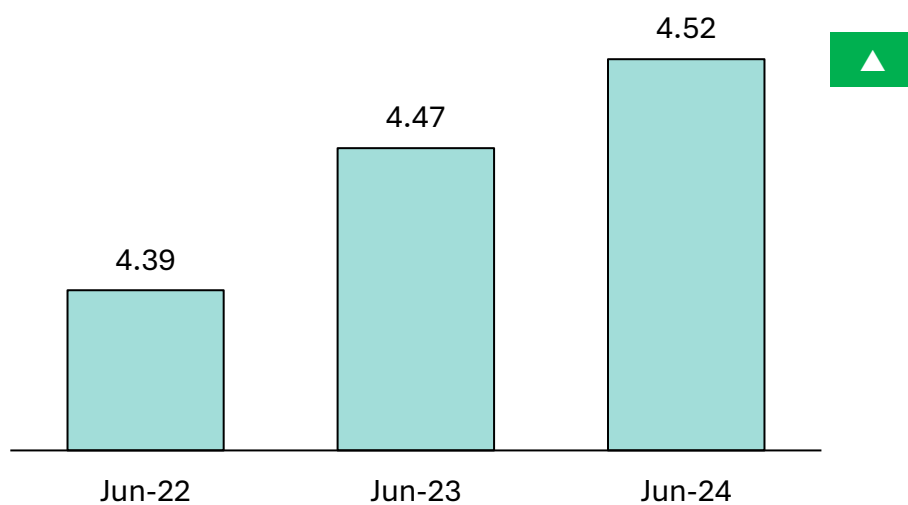
accredited brokers across 6 aggregator groups, up from 6,200 in June 23



Digitally Active Customers



Employee Engagement Score



Strong Customer Advocacy

51 MFI NPS consistently competitive in market

3rd Nationally for **Broker Pulse NPS** and experience outcomes

Our Branch Network

	FY22	FY23	FY24
QLD	14	12	12
NSW	11	11	9
VIC	6	6	6
WA	1	1	1
ACT	1	0	0
Total Branches	33	30	28

Aspire

STRATEGY 2027

PURPOSE

Helping all Australians own their own home

ASPIRATION

A credible alternative and true challenger

STRATEGIC PRIORITIES

Serve



Serve customers and grow target segments aligned to our purpose

Simplify



Simplify and streamline our business to improve efficiency

Strengthen



Strengthen our core capabilities and resiliency to operate as a Significant Financial Institution

Scale



Scale and future-proof our business for the long term

VALUES



Growth



Customer obsessed



Impact



Genuine

A digital business banking experience

- A purpose-built, digital banking solution with the needs of a small business owner in mind.
- In the **next 24 months**, provide a full suite of banking products covering lending and cashflow needs so coveted by the SME Market.

In Partnership with Constantinople

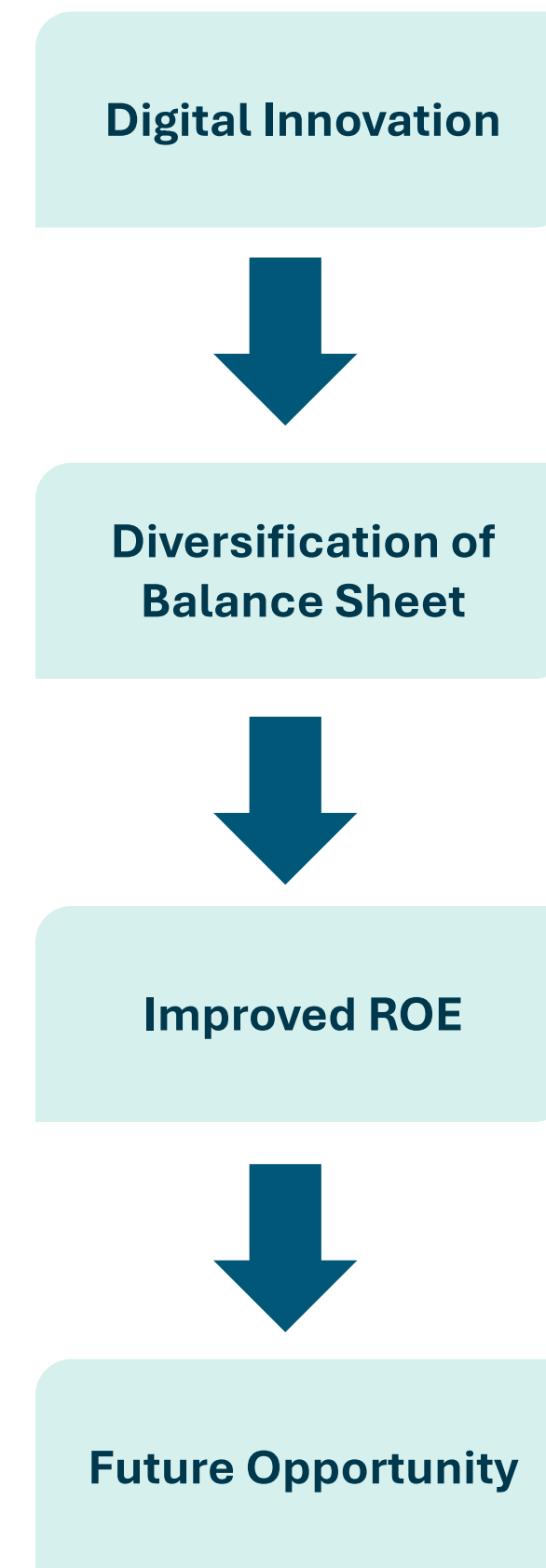
- Constantinople selected as our **technology and operations partner** to support our entry into the SME Market.
- Constantinople successfully completed the Series A funding for \$50m taking total capital raised to \$82m to date.

Target Segment

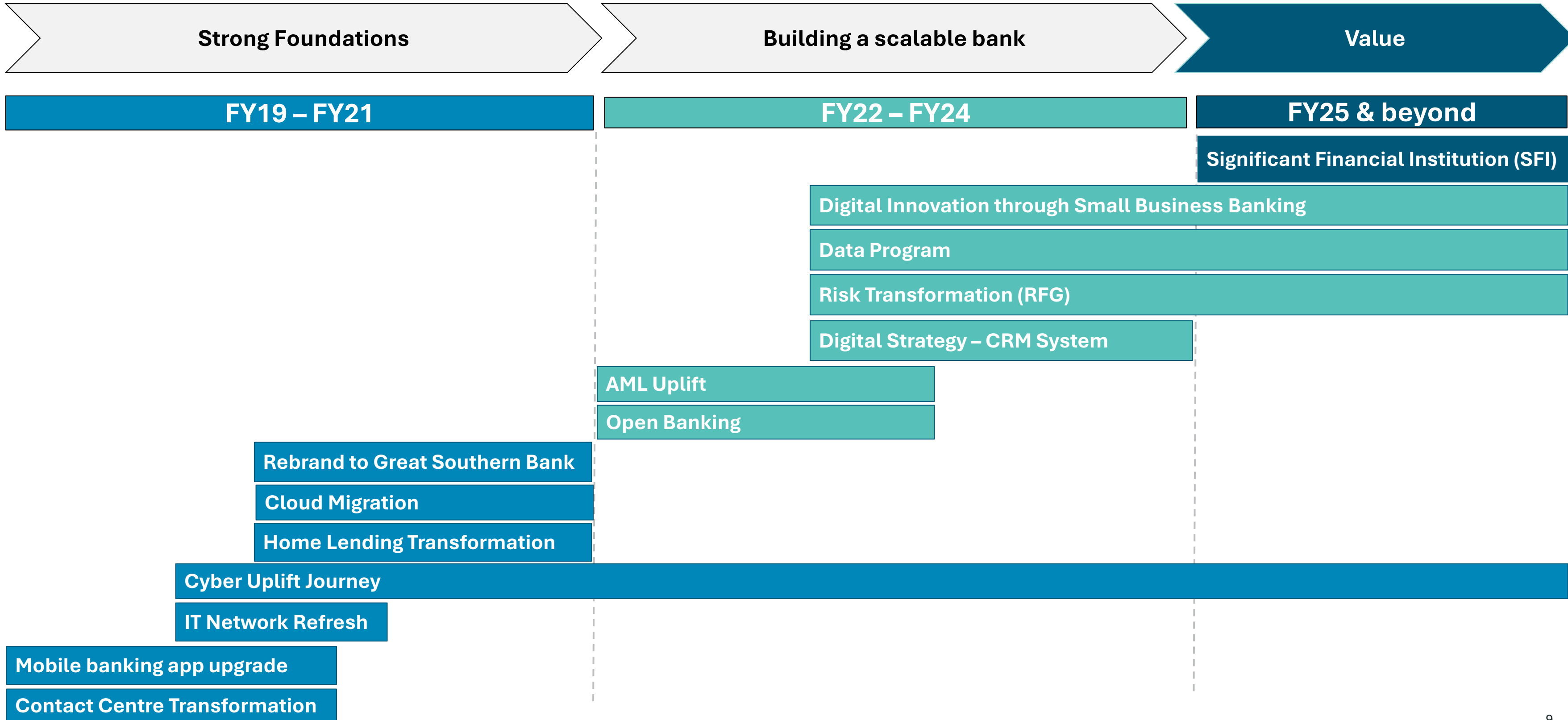
- Targeting Nano and Micro customers. A total market of ~ 2.2 million.
- Initial focus is on trades and professional services, enabling us to address pain points and refine the offerings.

Product Roadmap

FY24	FY25
DEPOSIT PRODUCTS	
Business Savings Account	
Business Transaction Account	
LENDING PRODUCTS	
Unsecured Term Loan	
Unsecured Overdraft	
	Secured Business Loan
	Vehicle Finance
	Business Credit Card
	Mortgage
KEY GROWTH ENABLERS	
Mobile App	
	Web App
	Marketing Strategy
	Accounting Integration
	Broker Integration



Investment spend aligned to strategy and prioritisation principles



VISION

A home for everyone, now and in the future

SUSTAINABILITY STRATEGY

Being a responsible and sustainable bank means doing business in ways that benefit customers, communities and the environment



Environmental

- ✓ Certified **carbon neutral** (2021)
- ✓ Launched our **Climate Action Plan** (2022)
- ✓ Committed to reach **net zero by 2040** (2022)
- ✓ First Australian bank to measure **GHG emissions** using **PCAF** guidance (2022)
- ✓ Had our **near-term science-based targets validated** by the SBTi (2024)
- ✓ Launched our **green personal loan products** (2024)
- ✓ Transitioned 9 of our **branches**, as well as our Sydney and Melbourne Hubs, to **renewable energy**¹ (2024)



Social

- ✓ Published our '**Foundation**' Financial Inclusion Action Plan (**FIAP**) (2020)
- ✓ Published our '**Reflect**' Reconciliation Action Plan (**RAP**) (2022)
- ✓ Launched our **Mission Australia Partnership** (2023)
- ✓ Launched our '**Build**' Financial Inclusion Action Plan (**FIAP**) (2023)
- ✓ Launched our '**Innovate**' Reconciliation Action Plan (**RAP**) (2023)
- ✓ Supported almost **4,500** Australians own their **first home** (2024)



Governance

- ✓ Became a signatory to the **UNGC** (2021)
- ✓ Attained our **B Corp** certification (2024)
- ✓ Published our annual **Modern Slavery Statement** (2024)
- ✓ Introduced a Purpose and Impact **Board Sub Committee** (2024)
- ✓ Enhanced our **climate risk governance**, documenting and testing our climate risk controls (2024)
- ✓ Developed and Published our **Responsible Investment Policy** (2024)

1. This supports our commitment to source 100% renewable energy for our offices and branches by 2030.

We continually review and refine our strategy, expanding our capabilities to strengthen our cyber resiliency



Continued investment in cyber security capabilities including investing in our people, processes, and technology to protect our digital assets.



A **dedicated Cyber program** designed to improve key processes and technology.



Threat hunting and intelligence gathering capabilities have improved after partnering with global leaders in technology and cyber security.



Security Score Card Detection Control

98/100



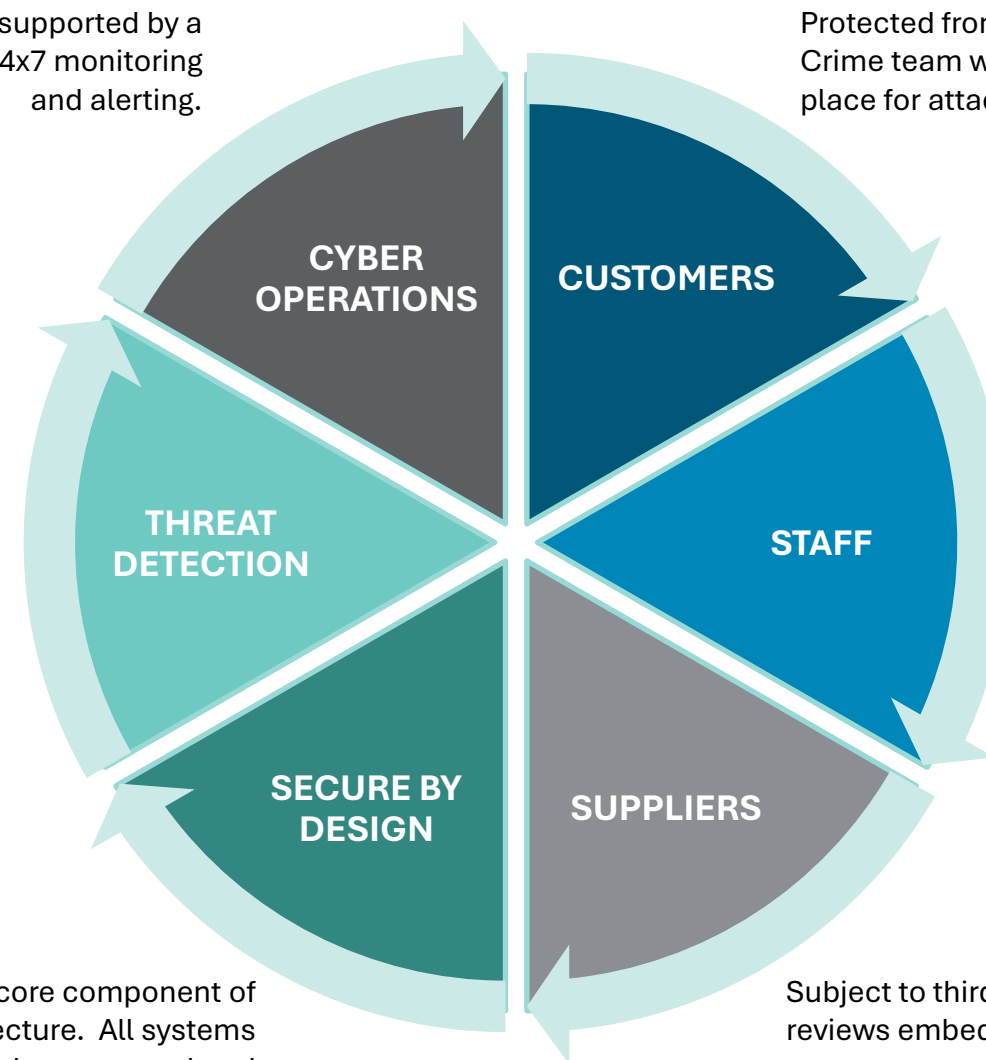
External Trust Score

871/950

Hybrid model with an in-house Cyber Operations function, supported by a MSSP SOC providing 24x7 monitoring and alerting.

Continuous infrastructure scanning to detect weaknesses combined with threat intelligence sharing partnerships.

Security is a core component of system architecture. All systems are required to run mandated Cyber Security controls.



Protected from Fraud by our Financial Crime team with detection controls in place for attacks targeting our customers.

All staff must pass police background checks and complete regular compliance training. Systems access requires MFA.

Subject to third party security reviews embedded into our procurement process.

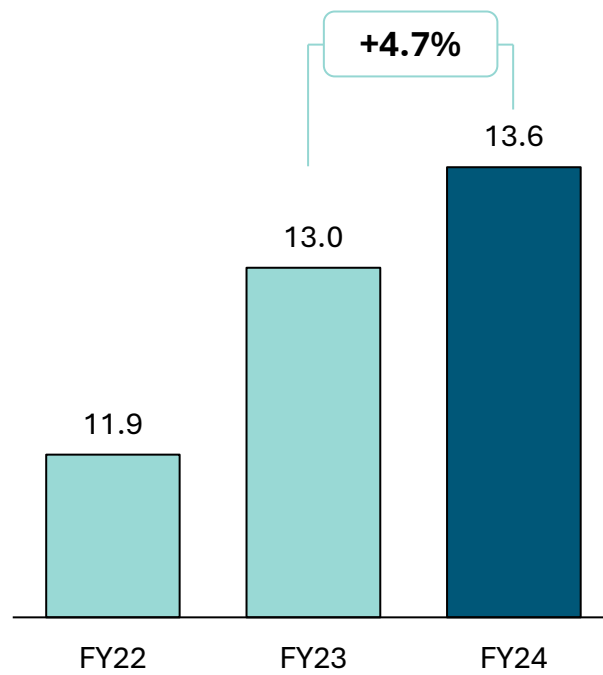


FY24 FINANCIAL PERFORMANCE

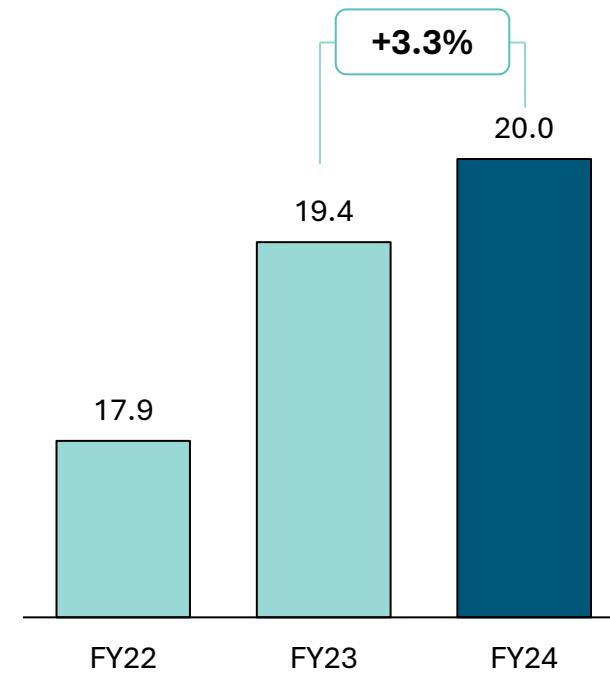
FY24 Financial Performance and Key Metrics¹

Above system growth and revenue maintained

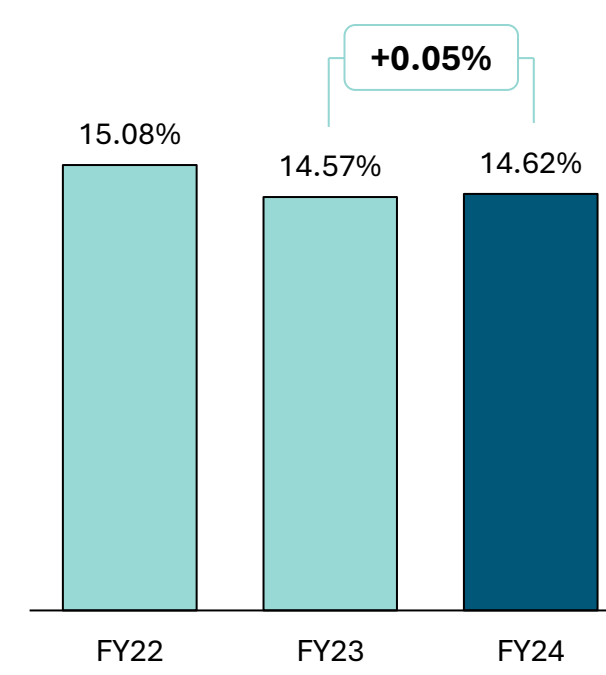
Customer Deposits (\$bn)



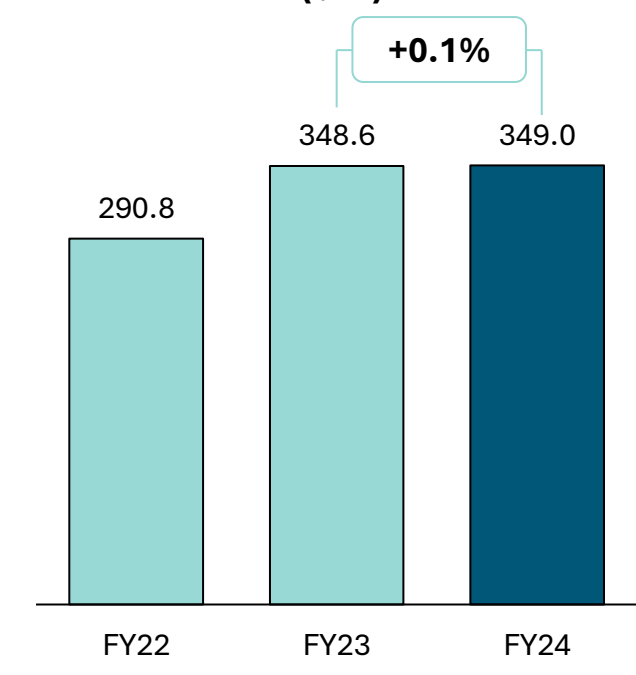
Total Assets (\$bn)²



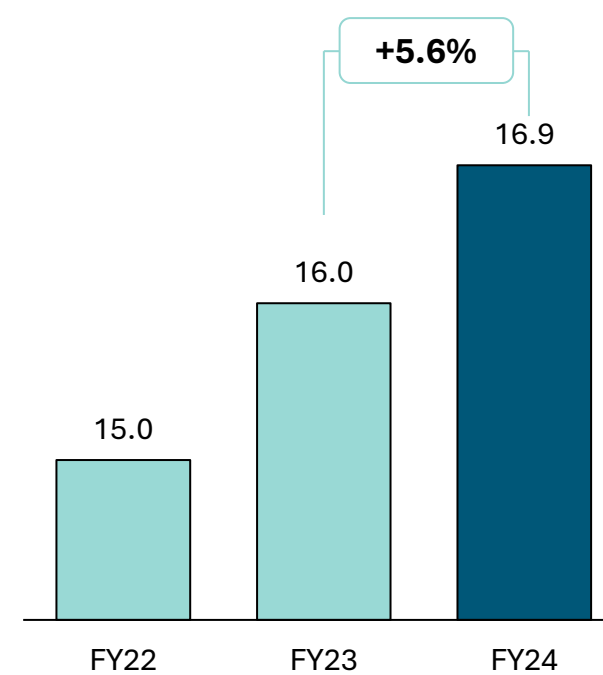
Capital Adequacy Ratio



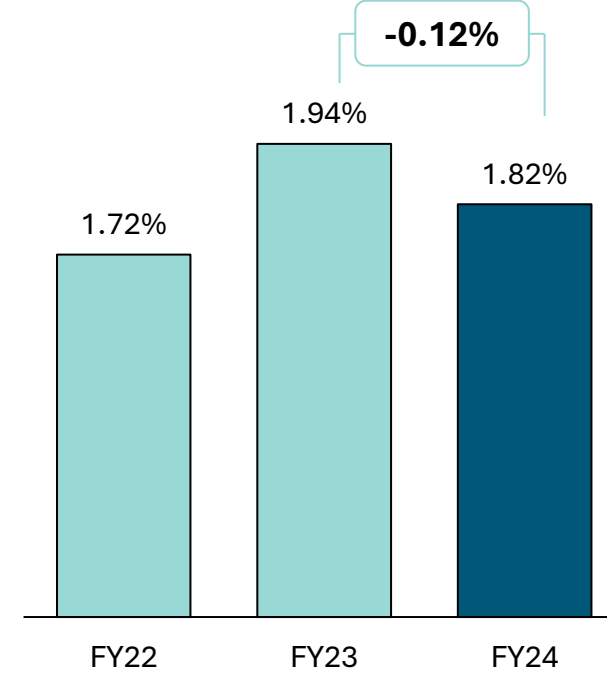
Bank Net Interest Income (\$m)



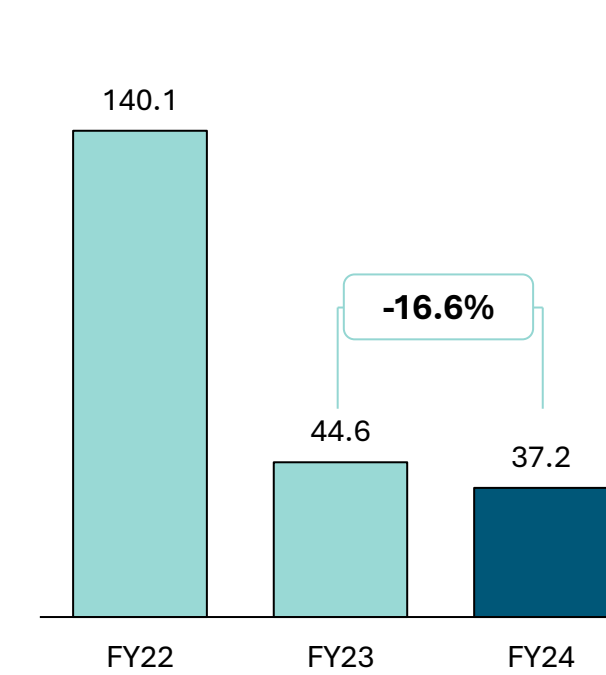
Total Loan Book (\$bn)



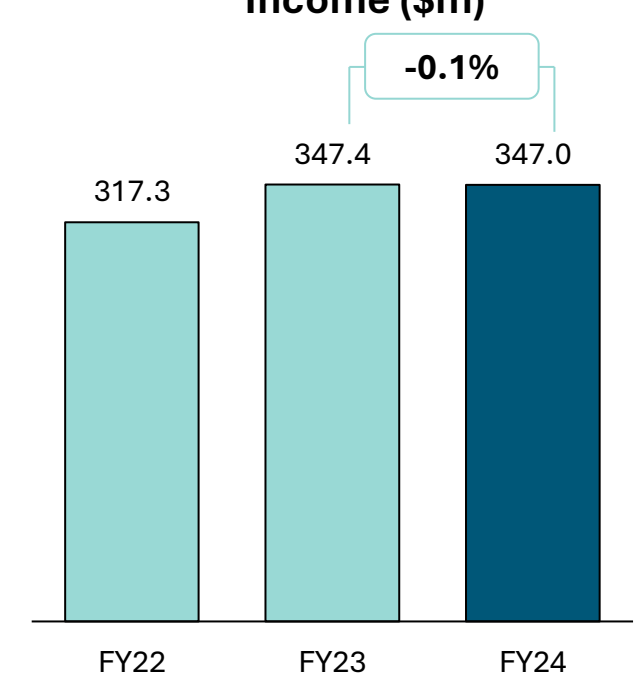
Net Interest Margin (NIM)



Bank Stat NPAT (\$m)³



Bank Net Operating Income (\$m)



1. All movements are based on prior comparable period (PCP) 2. Total assets excludes internal securitisation. 3. FY24 Includes \$15m of SBB costs \$4m of restructure costs

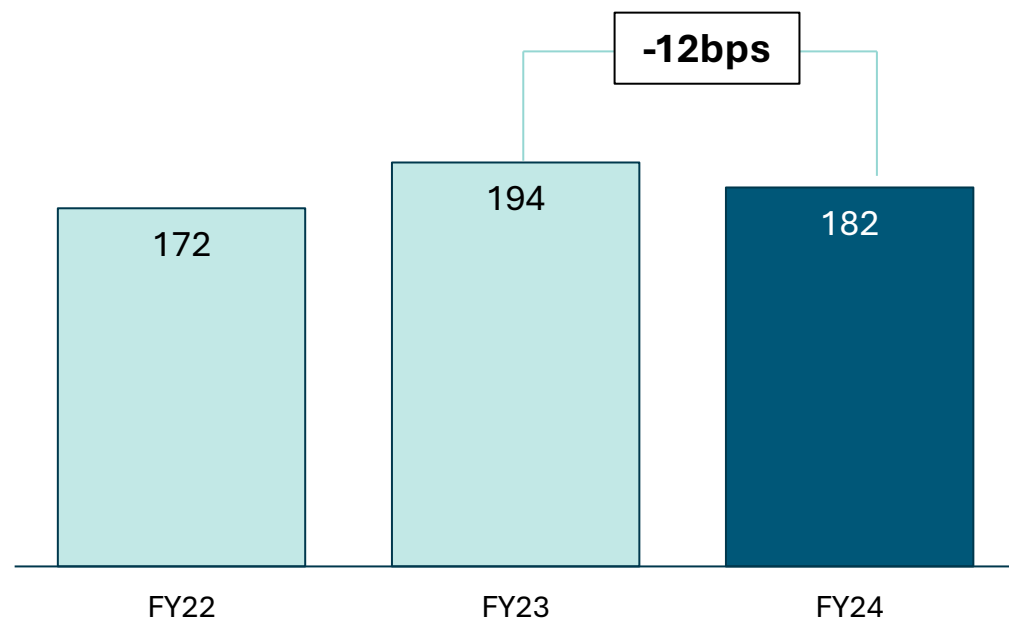
Financial	June 2024	June 2023	Movement	
			%	\$
Bank Statutory NPAT ²	\$37.2m	\$44.6m	(16.6%)	▼ (7.4)
Bank Cash NPAT ³	\$50.2m	\$51.0m	(1.6%)	▼ (0.8)
Bank Net Interest Income	\$349.0m	\$348.6m	0.1%	▲ 0.4
Bank Net Other Income	\$0.9m	\$1.6m	(43.8%)	▼ (0.7)
Bank Net Operating income	\$347.0m	\$347.4m	(0.1%)	▼ (0.4)
Bank Operating expenses	\$286.5m	\$277.3m	3.3%	▲ 9.2
Bank Cost to income	82.5%	79.8%	▲ 2.7%	
NIM	1.82%	1.94%	(0.12%)	▼ (12bps)
Group NPAT	\$37.3m	\$44.5m	(16.2%)	▼ (7.3)

Balance sheet	June 2024	June 2023	Movement	
			%	\$
Capital – CET1	14.34%	14.28%	0.06%	▲ -
Capital – Total	14.62%	14.57%	0.05%	▲ -
Group Total assets ⁴	\$20.03bn	\$19.39bn	3.3%	▲ 0.64
Group Total liabilities	\$18.71bn	\$18.07bn	3.5%	▲ 0.64
Deposit funding	73.4%	72.8%	0.6%	-
LT wholesale funding WAT(Remaining) ⁵	1.9	1.6	▲	0.3
MLH Ratio ⁶	13.5%	15.1%	▼ (0.5%)	
Moody's	P-2/Baa1			
S&P	A-2/BBB+			

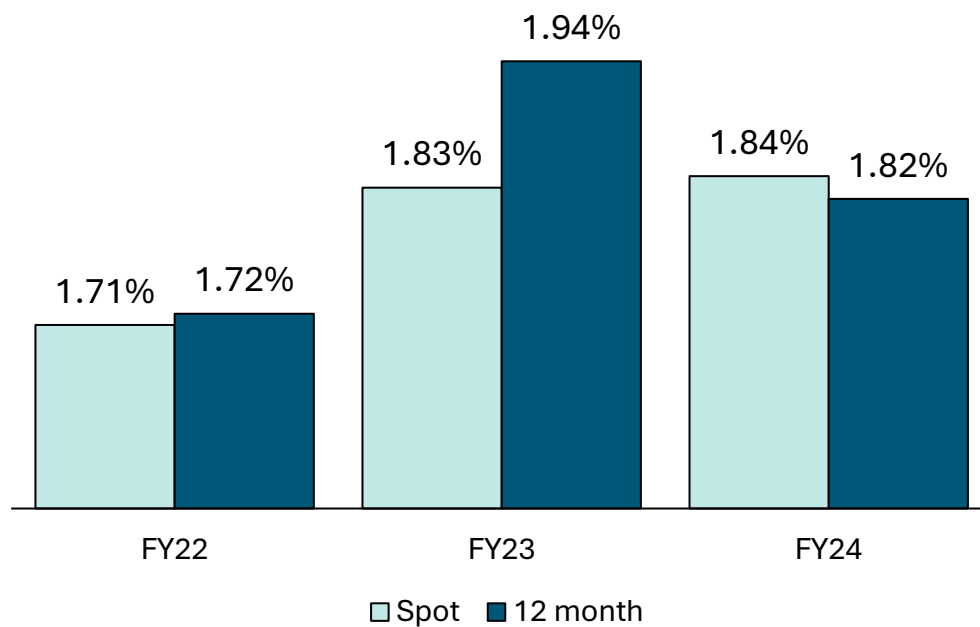
1. All movements on prior comparable period unless otherwise stated. 2. FY24 Includes \$15m of SBB costs and \$4m of restructure costs. 3. Bank Cash NPAT – excludes costs of SBB and restructure costs 4. Total assets excludes internal securitisation. 5. Weighted average term remaining of senior debt only 6. Minimum liquidity holding (MLH) ratio

Spot margin improvement with average full-year margin decreasing in a flatter rate environment.

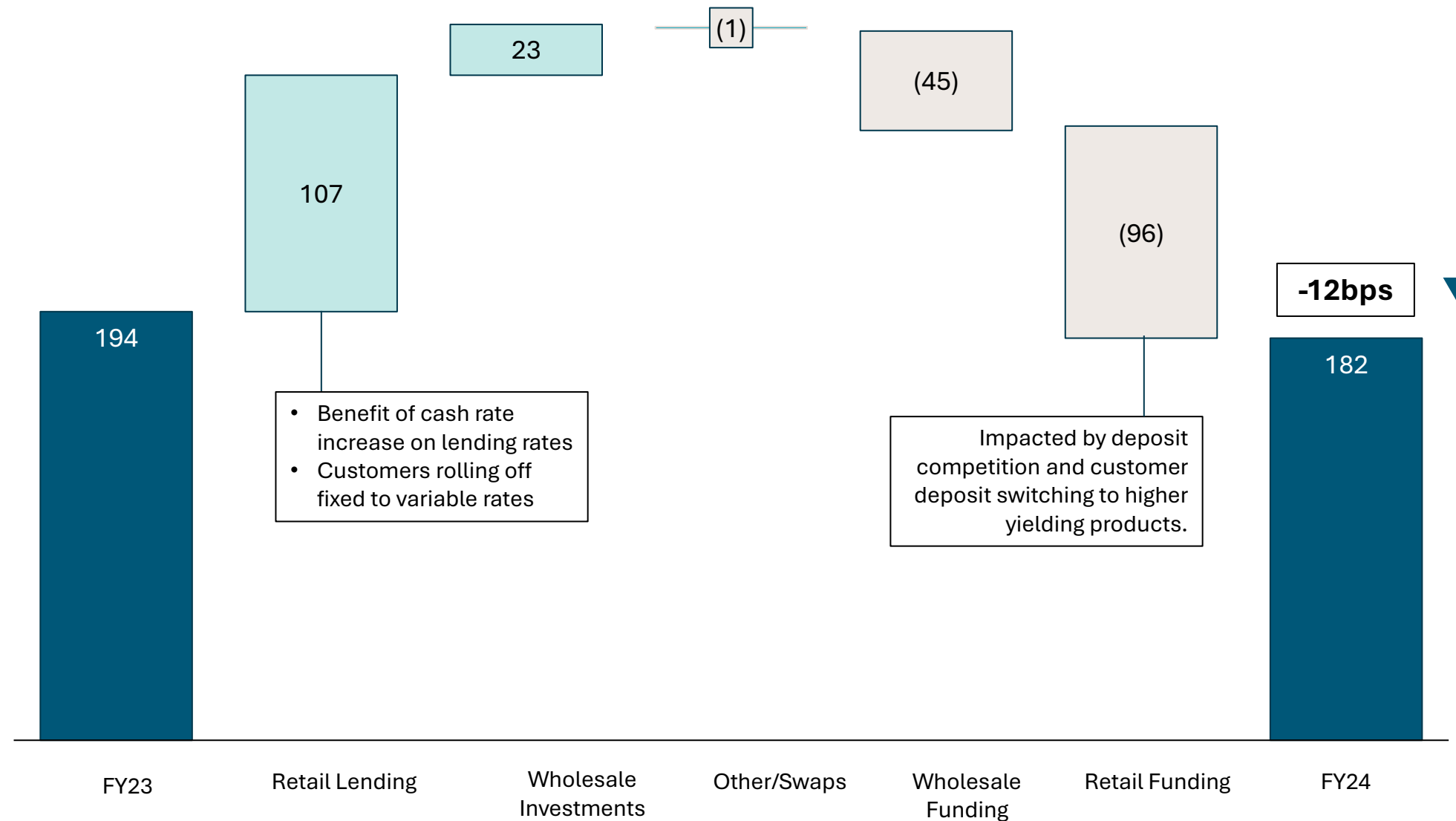
SEQUENTIAL MOVEMENT (bps)



NIM SPOT VS ROLLING 12 MONTH



COMPARATIVE MOVEMENT



FY25 Considerations:

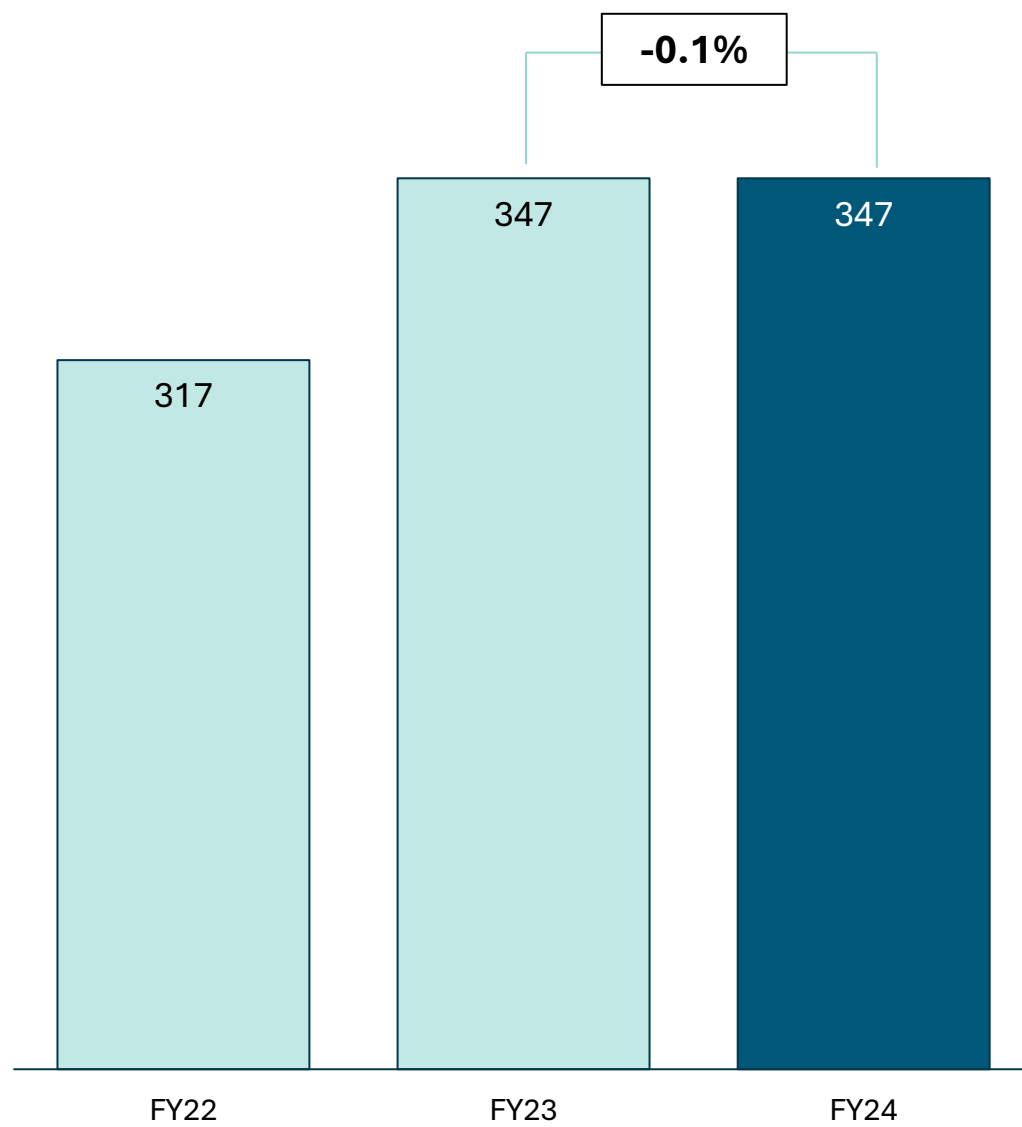
- Jun 24 Spot NIM: 1.84%
- FY25 Target of 1.77%
- 3 cash rate changes

Benefit of cash rate increase on lending rates
Customers rolling off fixed to variable rates

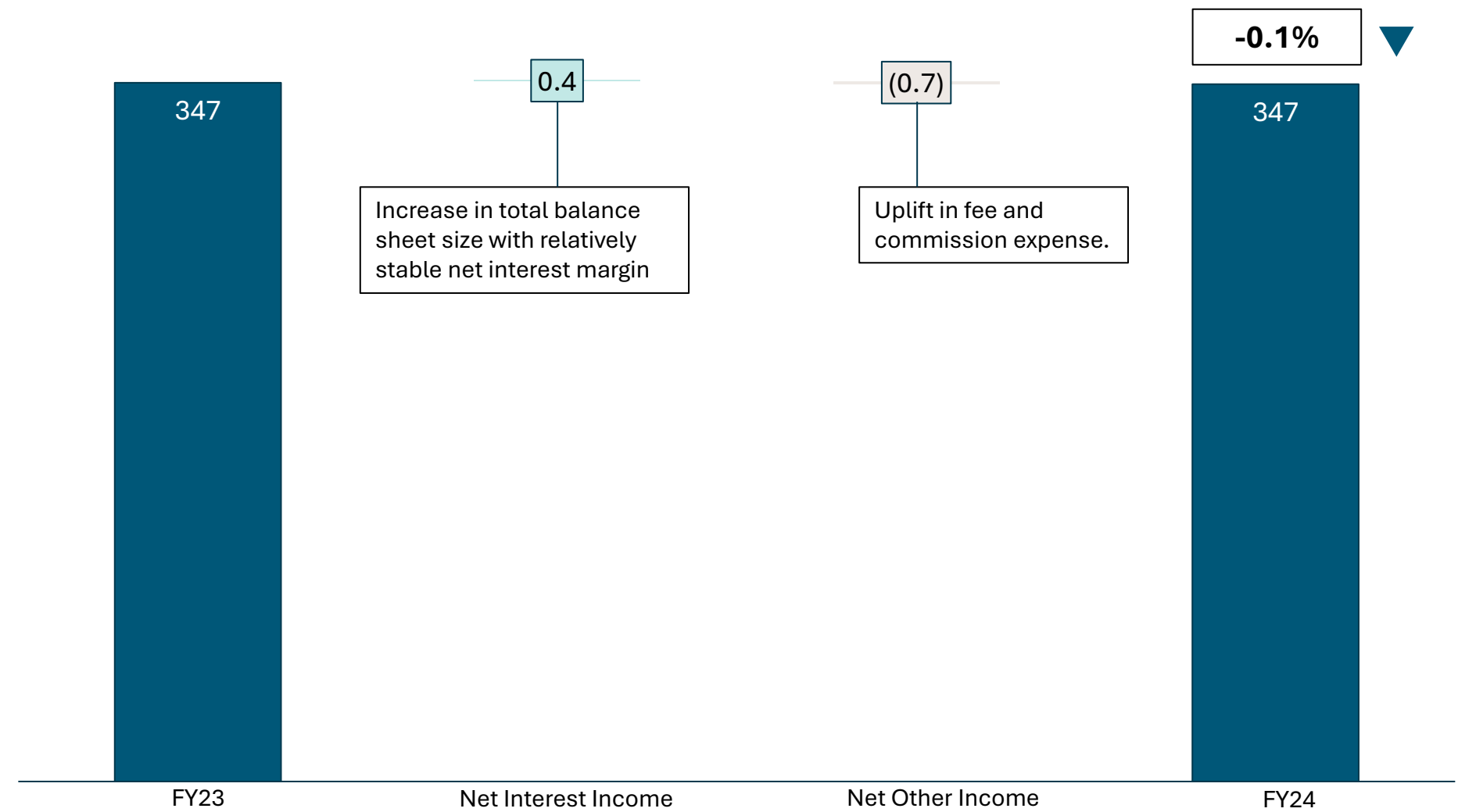
Impacted by deposit competition and customer deposit switching to higher yielding products.

Strong above system balance sheet growth while managing margin pass through.

SEQUENTIAL MOVEMENT (\$m)



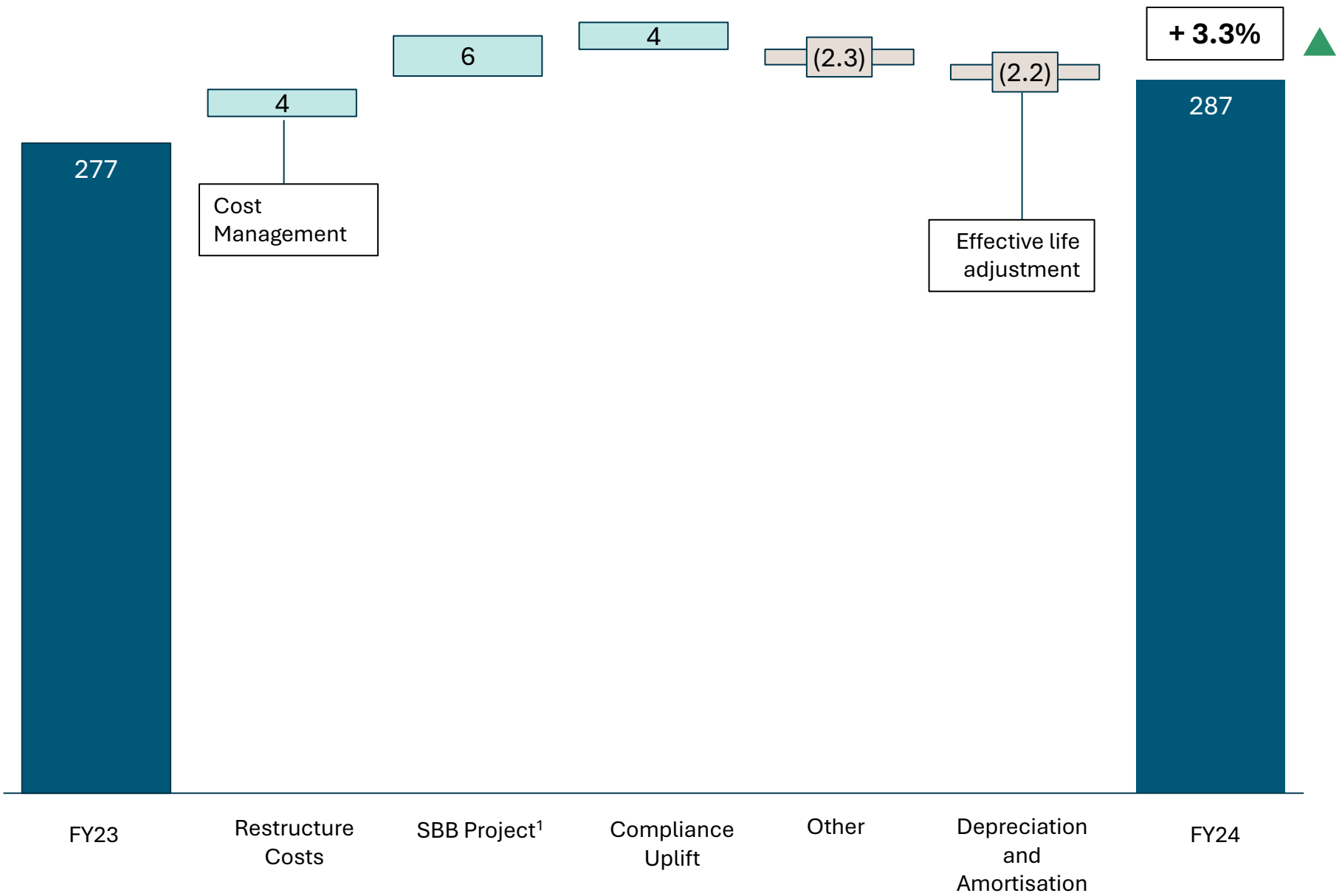
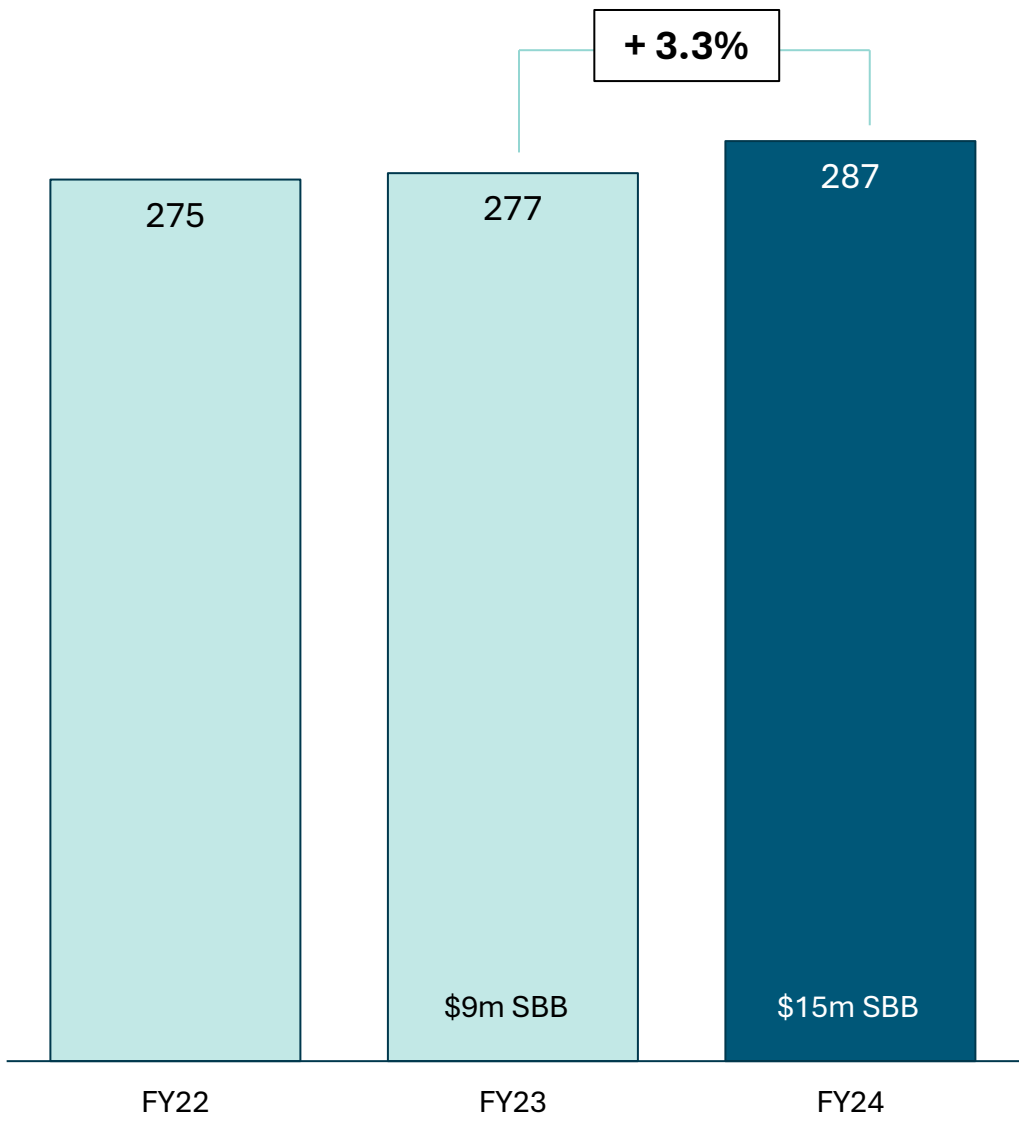
COMPARATIVE MOVEMENT



Increase in project Opex spend in FY24 and investment in Small Business Banking.

SEQUENTIAL MOVEMENT (\$m)

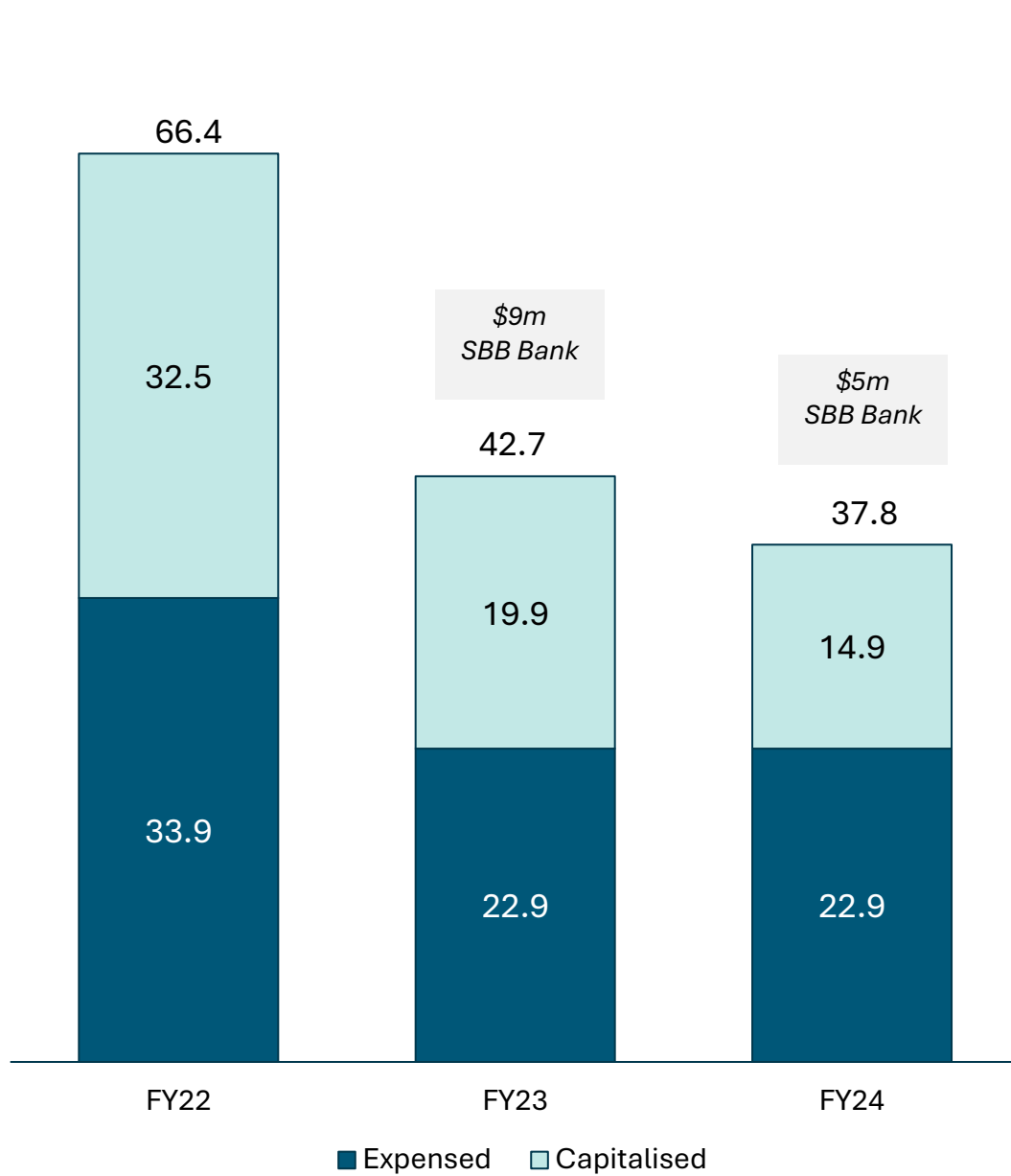
COMPARATIVE MOVEMENT



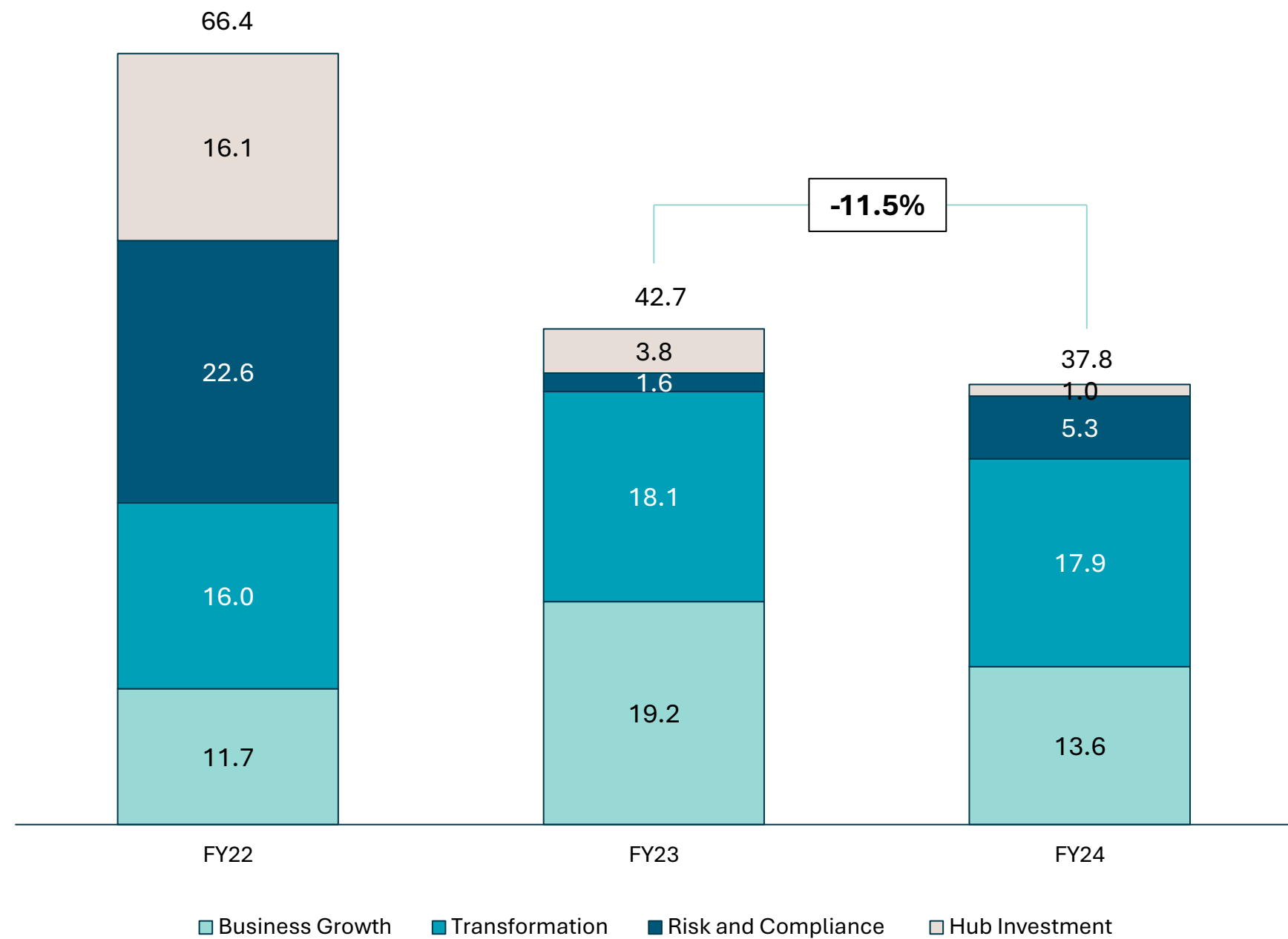
1. SBB – Small Business Banking Proposition. Detailed on Slide 8

FY24 reduction in cash spend to normalised rate

CASH INVESTMENT SPEND (\$m)

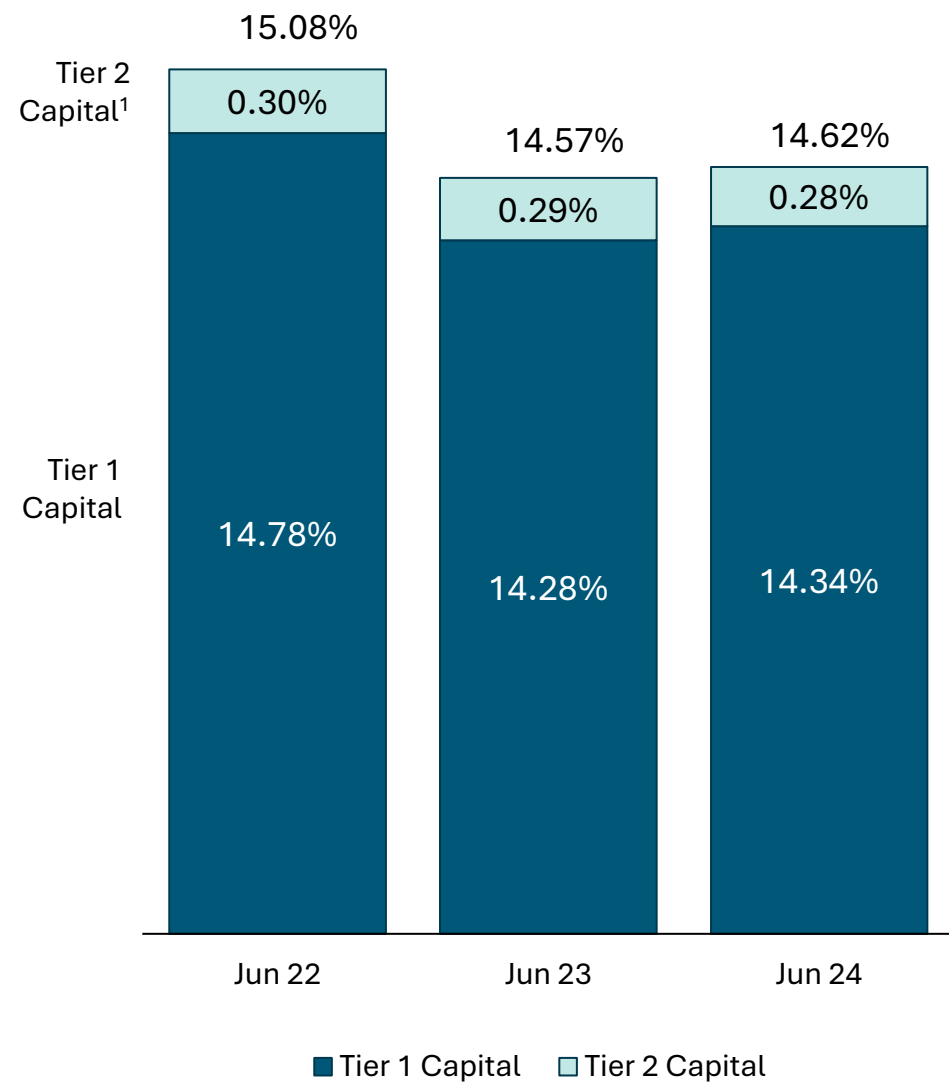


CASH INVESTMENT SPEND

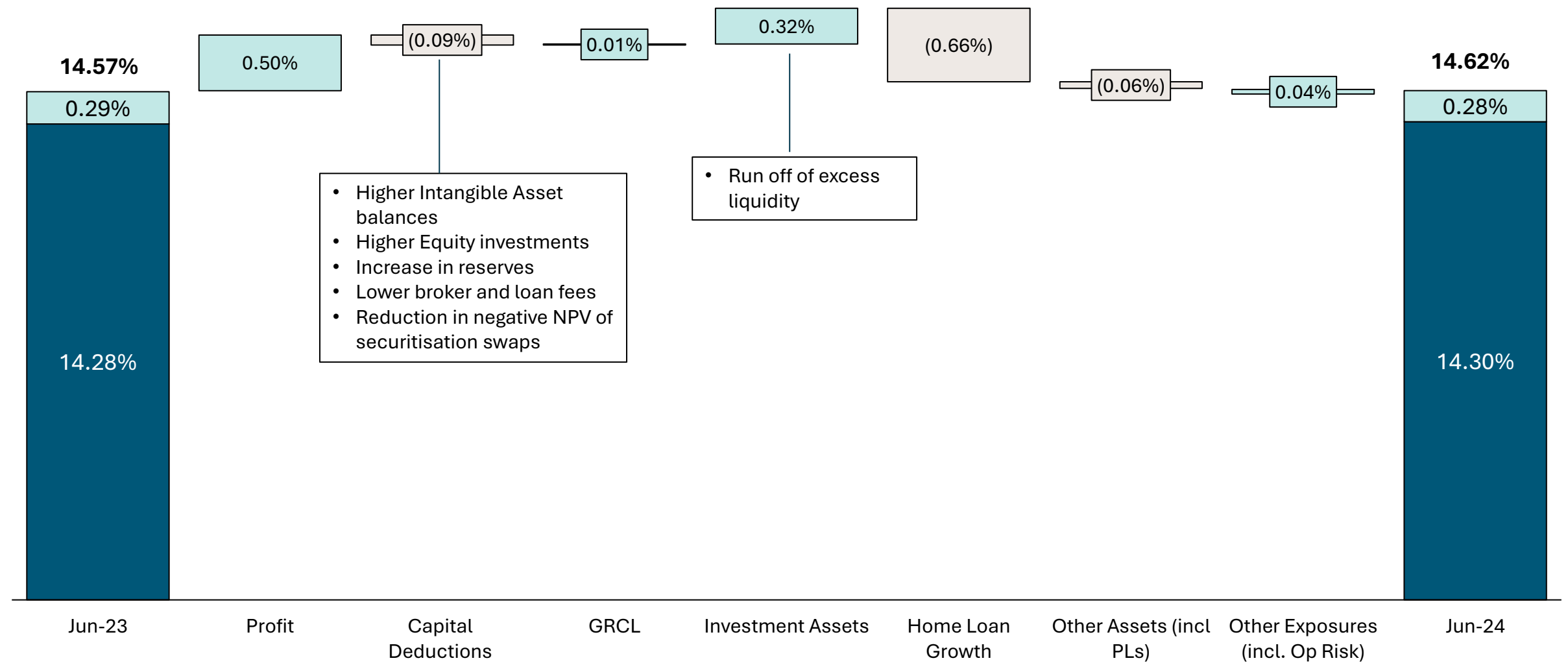


Strong capital position driven by strong retained earnings and moderation of liquidity

SEQUENTIAL MOVEMENT



COMPARATIVE MOVEMENT

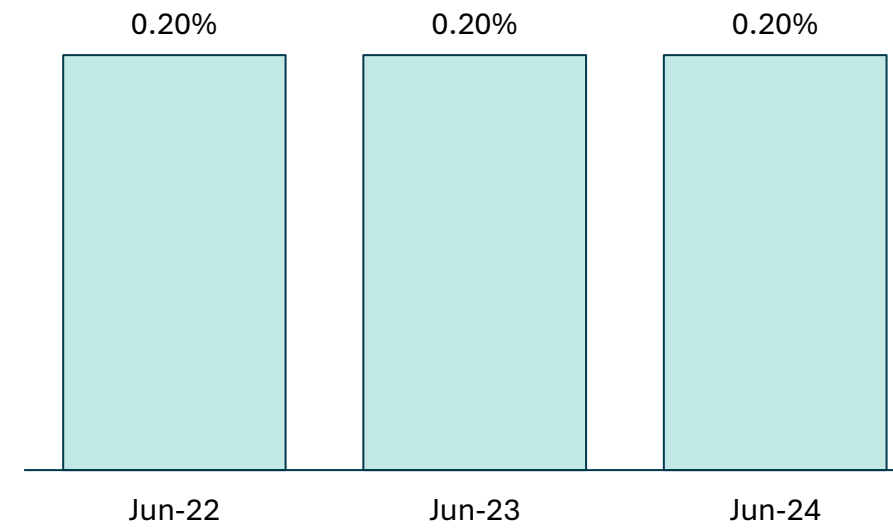


1. Tier 2 Capital is General Reserves for Credit Losses.

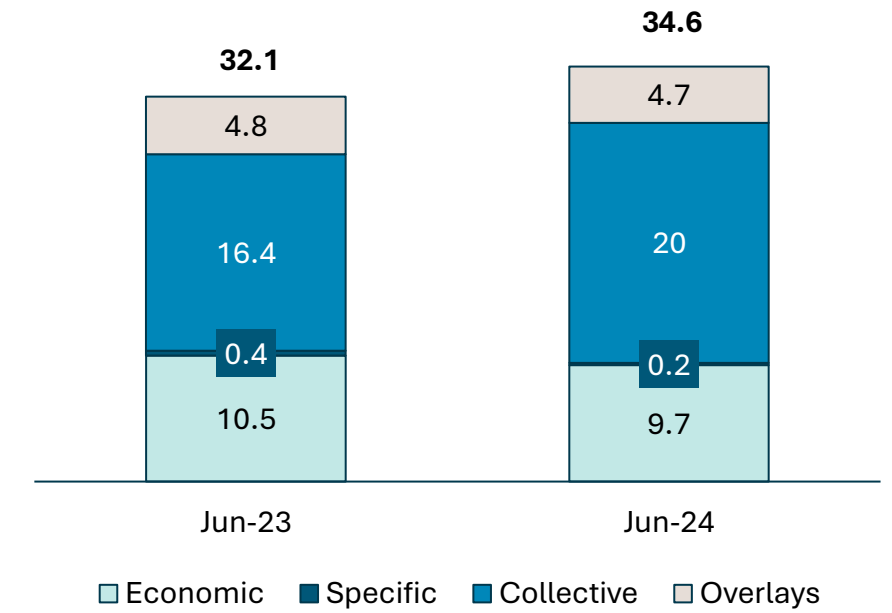
Provisions remain elevated due to economic uncertainty around impact of cash rate increases and the overall cost of living.

		Credit Exposures (\$'m)		Credit Provisions (\$'m)	
		Jun 23	Jun 24	Jun 23	Jun 24
Collectively assessed	Stage 1	15,767.5	16,592.8	22.2	21.6
	Stage 2	194.5	244.7	4.4	5.1
	Stage 3	40.5	56.7	5.1	7.7
Individually assessed	Stage 3	1.6	0.2	0.4	0.2
Total		16,004.1	16,894.4	32.1	34.6

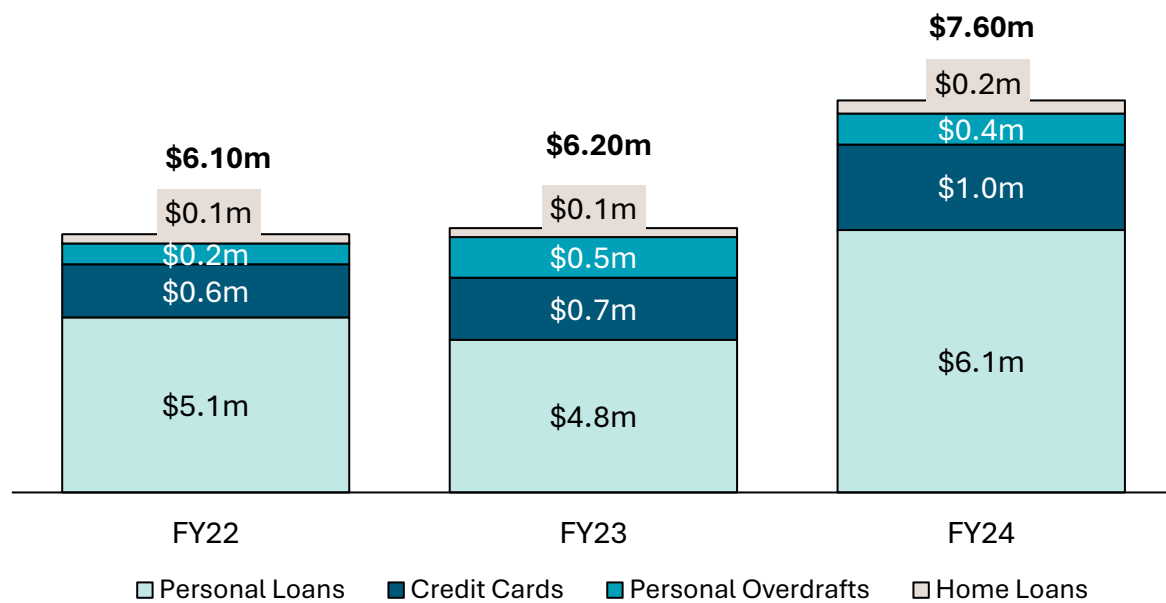
TOTAL PROVISIONS / GLA



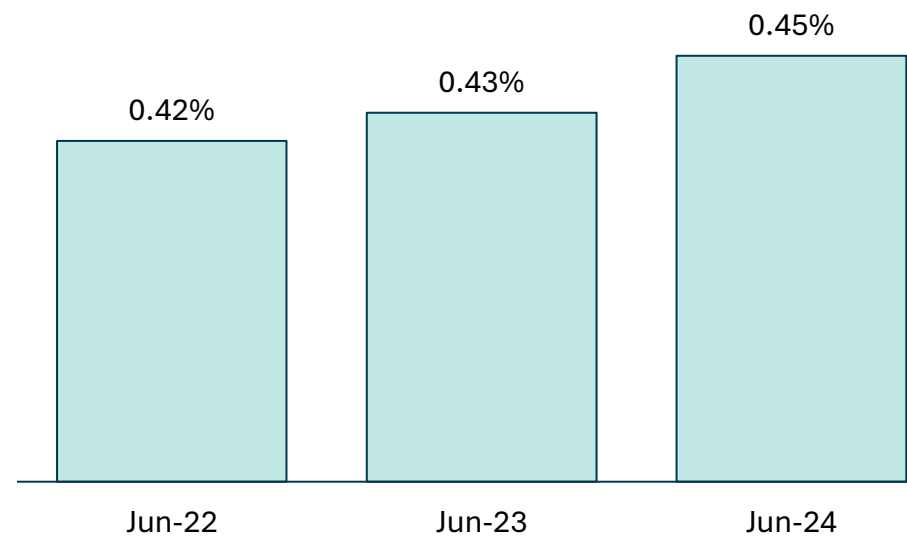
COMPONENTS



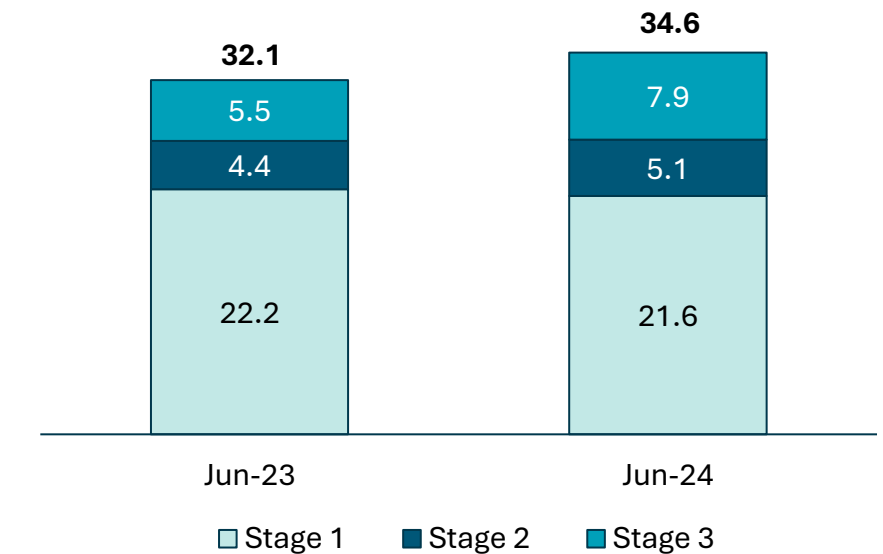
CREDIT WRITE-OFFS



TOTAL PROVISIONS / RWA



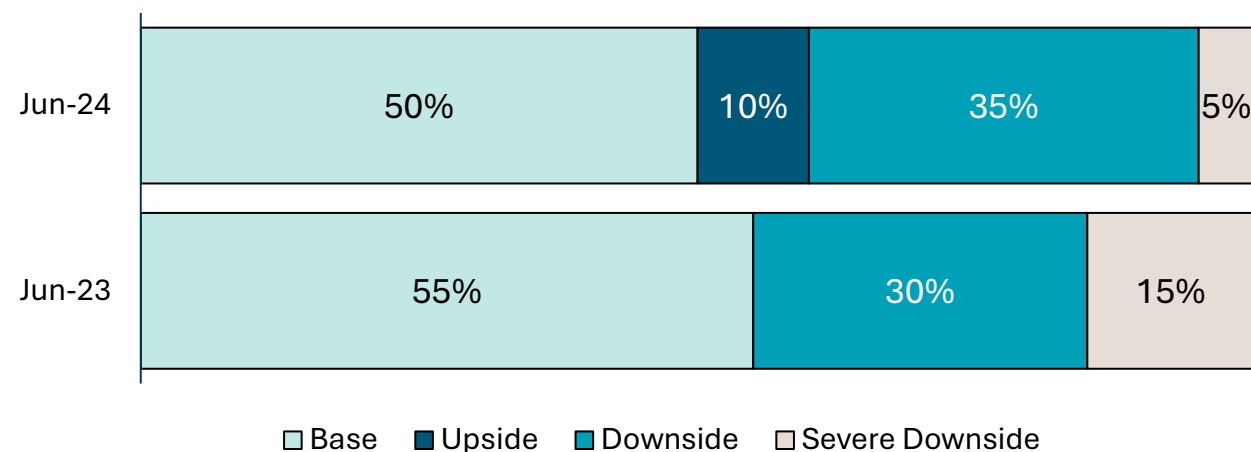
CREDIT PROVISIONS



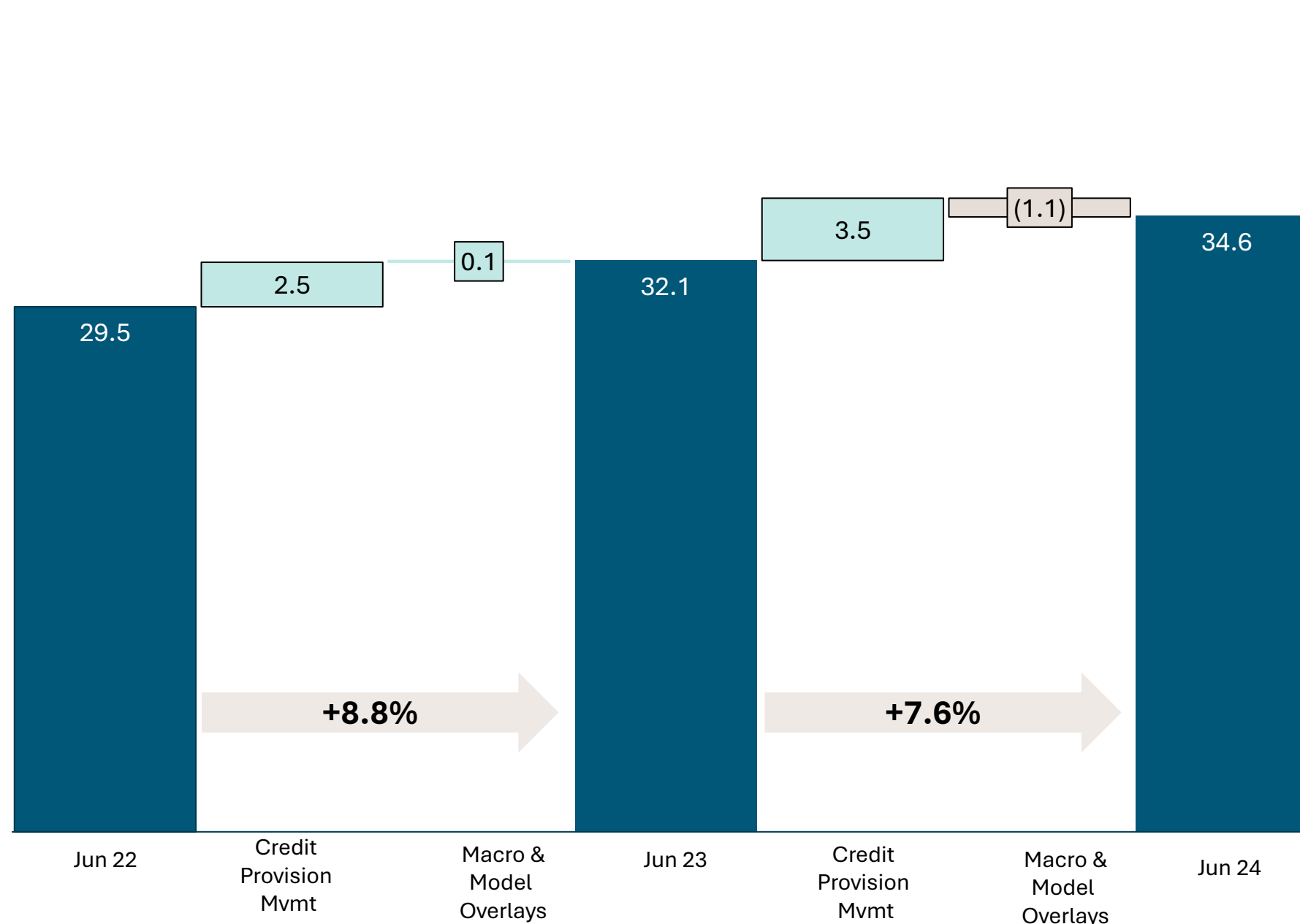
Collective Provisions and Scenario Outcomes

Slight reduction in overlays for FY24 with an increase in the weighting given to the upside scenario

SCENARIO WEIGHTING



COLLECTIVE PROVISION MOVEMENT



Base Case	<ul style="list-style-type: none"> House prices increase by 5% in 2024 and 4% in 2025. Economic growth continue in Australia Australian economy returning inflation to the 2-3% target band GDP remaining positive
Downside	<ul style="list-style-type: none"> House prices decline by 20% Inflation returning to target zone does not eventuate. Domestic/International events cause an economic shock which results in a mild recession. Unemployment rates peaking at 6.5% in Dec 25.
Severe	<ul style="list-style-type: none"> House prices decline 30% Material issues emerging that significantly impact economic growth, employment and dwelling prices. Unemployment increasing to above 7%
Upside	<ul style="list-style-type: none"> House prices increase by 10% in 2024 and 8% in 2025 Unemployment and housing prices being more resilient Unemployment peaks at 4% GDP annual growth a modest 0.25%



ASSET QUALITY

A simple, low risk balance sheet

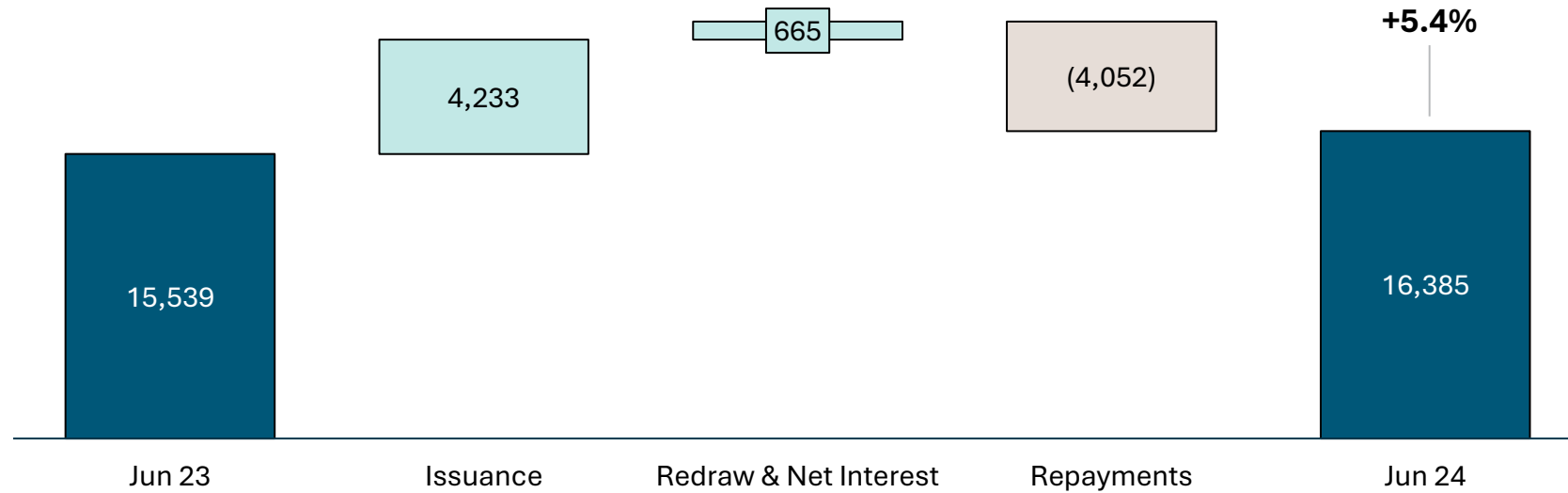
Portfolio	Jun 24	PCP (Jun 23)
Total home loan balances – Spot (\$m)	16,384	▲ 5.4%
Owner occupied	82.2%	▼ -0.1%
Investment	17.8%	▲ 0.1%
Line of credit	0.2%	— 0.0%
Proprietary ¹	41.6%	▼ -3.7%
Broker ²	58.4%	▲ 3.7%
Variable rate	85.6%	▲ 21%
Interest only	5.8%	▼ -0.7%
Scheduled LVR ³	59.9%	▼ -0.5%
Arrears 90+ days	0.3%	▲ 0.1%
Home Loans under active FA (\$m)	92	▲ 35.5%
Offset balances – Spot (\$m)	1089	▲ 6.9%
Personal loan balances – Spot (\$m)	364	▲ 13.4%
Credit card balances – Spot (\$m)	41	▼ -2.3%
Commercial loan balances – Spot (\$m)	51	▲ 7.5%

New Business ⁴	June 24	PCP (Jun 23)
Total home loan issuance (\$m)	4,233	▼ -5.7%
Variable rate	95.2%	▲ 1.0%
Owner occupied	79.1%	▼ -7.8%
Investment	20.9%	▲ 7.8%
Proprietary	20.3%	▼ -7.7%
Broker	79.7%	▲ 7.7%
Interest only	9.8%	▲ 3.5%
Scheduled LVR	70.9%	▲ 1.4%
Personal loan issuance(\$m)	211	▲ 19.5%

Strong lending growth with diversified geographic portfolio

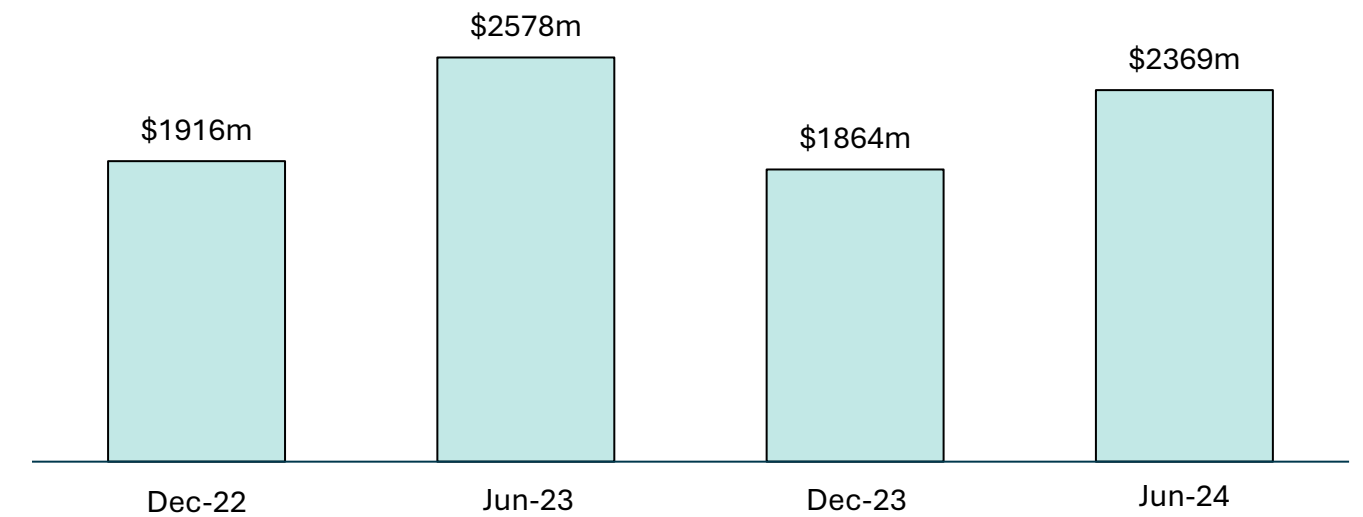
Net growth comparative

Strong new lending in highly competitive market



Loan issuance

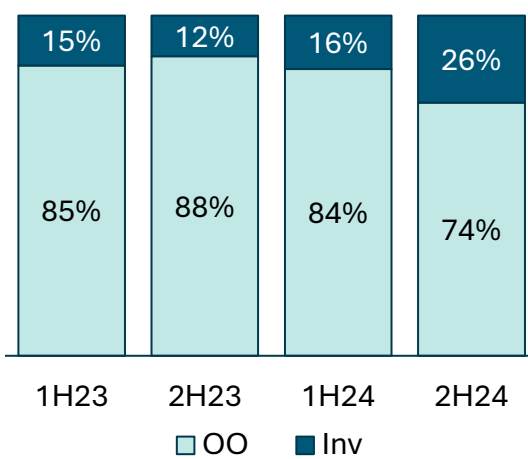
Strong issuance heading into FY25



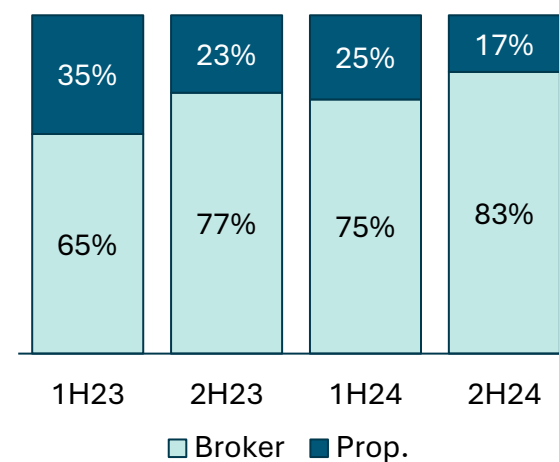
Loan Issuance Mix

Increased investor lending and low fixed rate lending given current rate environment

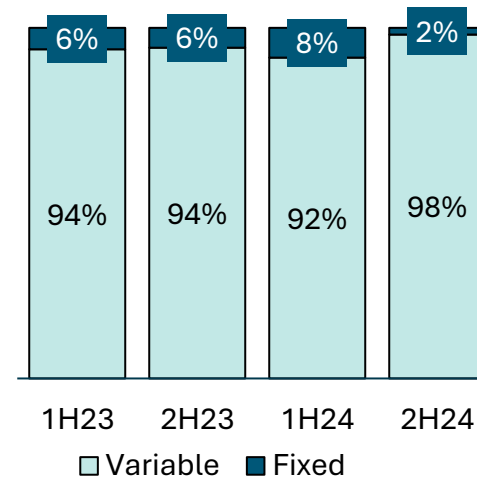
Investor vs Owner Occupied



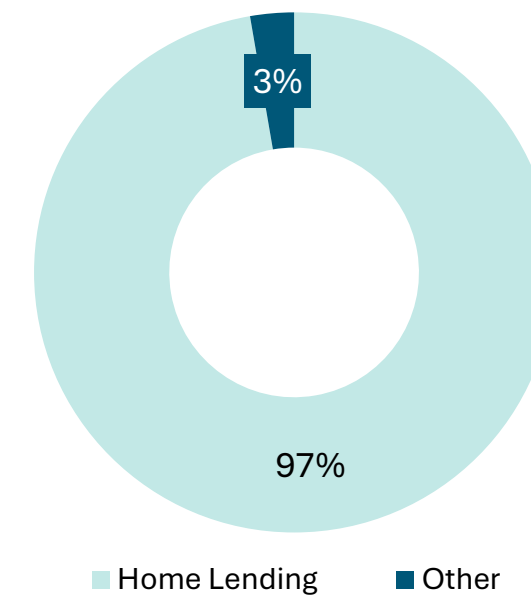
Broker vs Organic



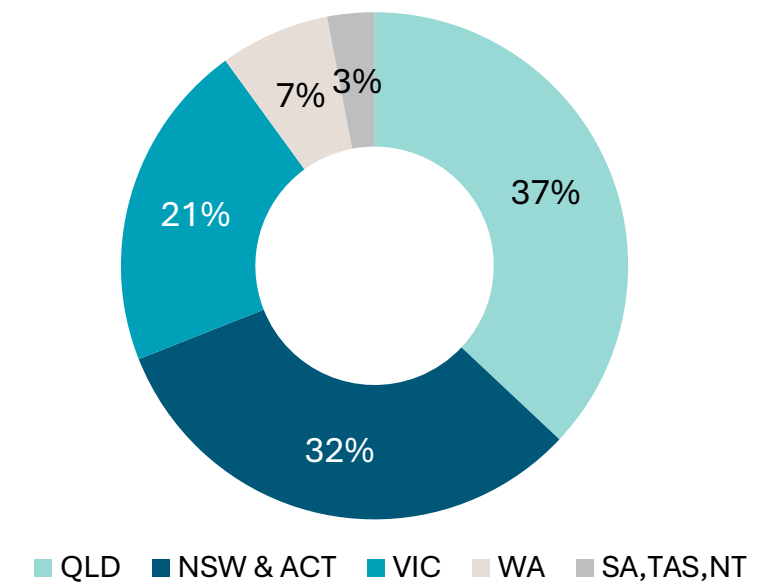
Fixed vs Variable



Home Lending vs Other Lending ¹



Housing Portfolio by Geography (%)

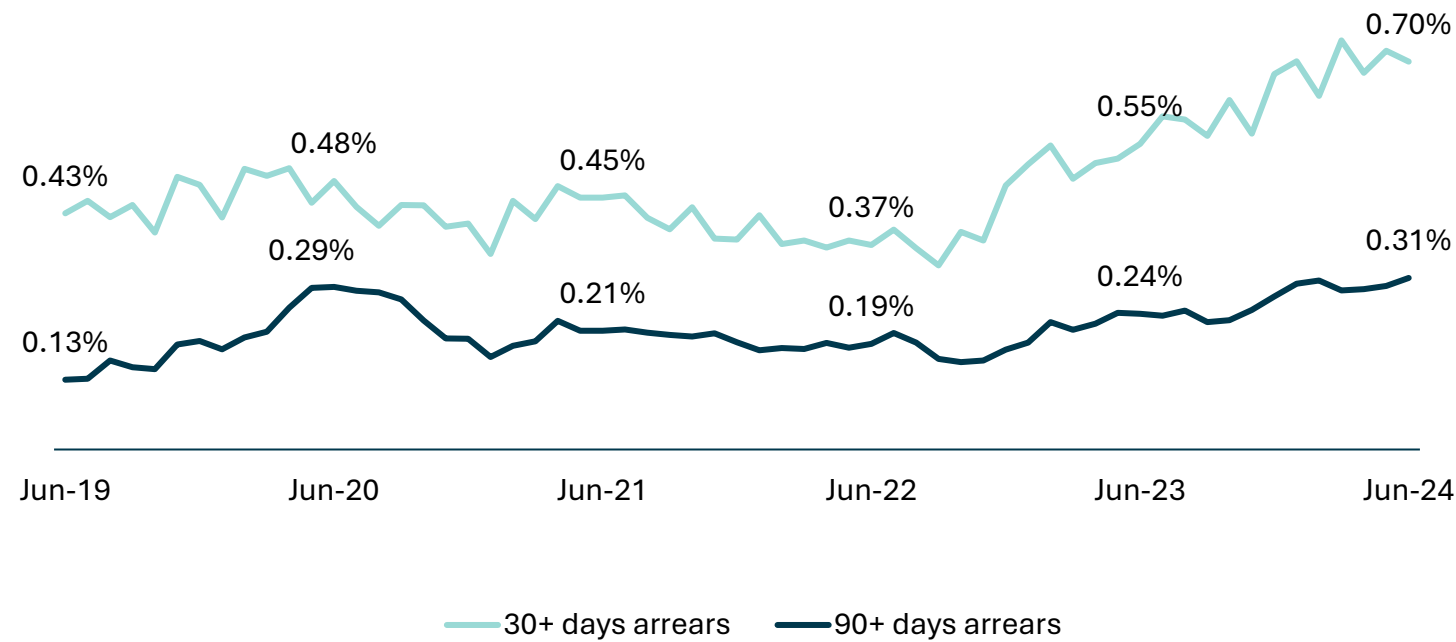


1. Split is calculated on a portfolio level and 'other' includes personal loans, credit cards and commercial loans

Increase in arrears due to higher cost of living, off a low base

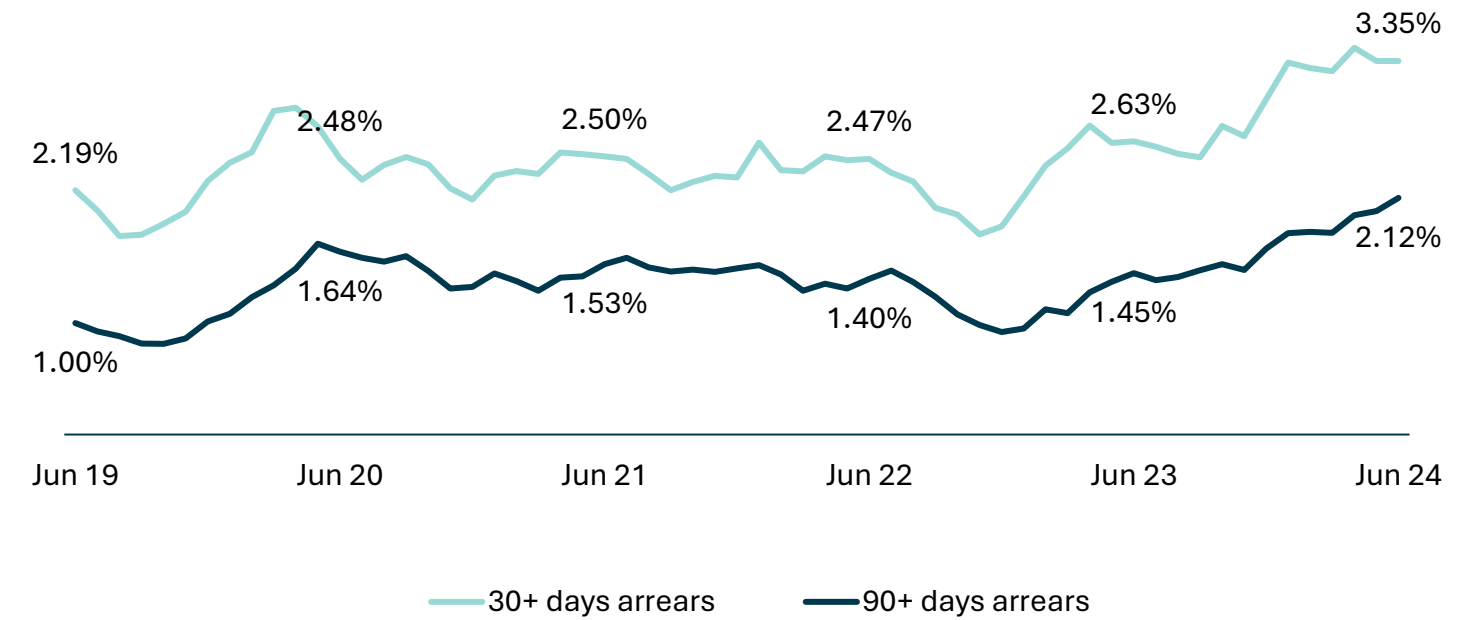
Home loans arrears

30+ days and 90+ days arrears

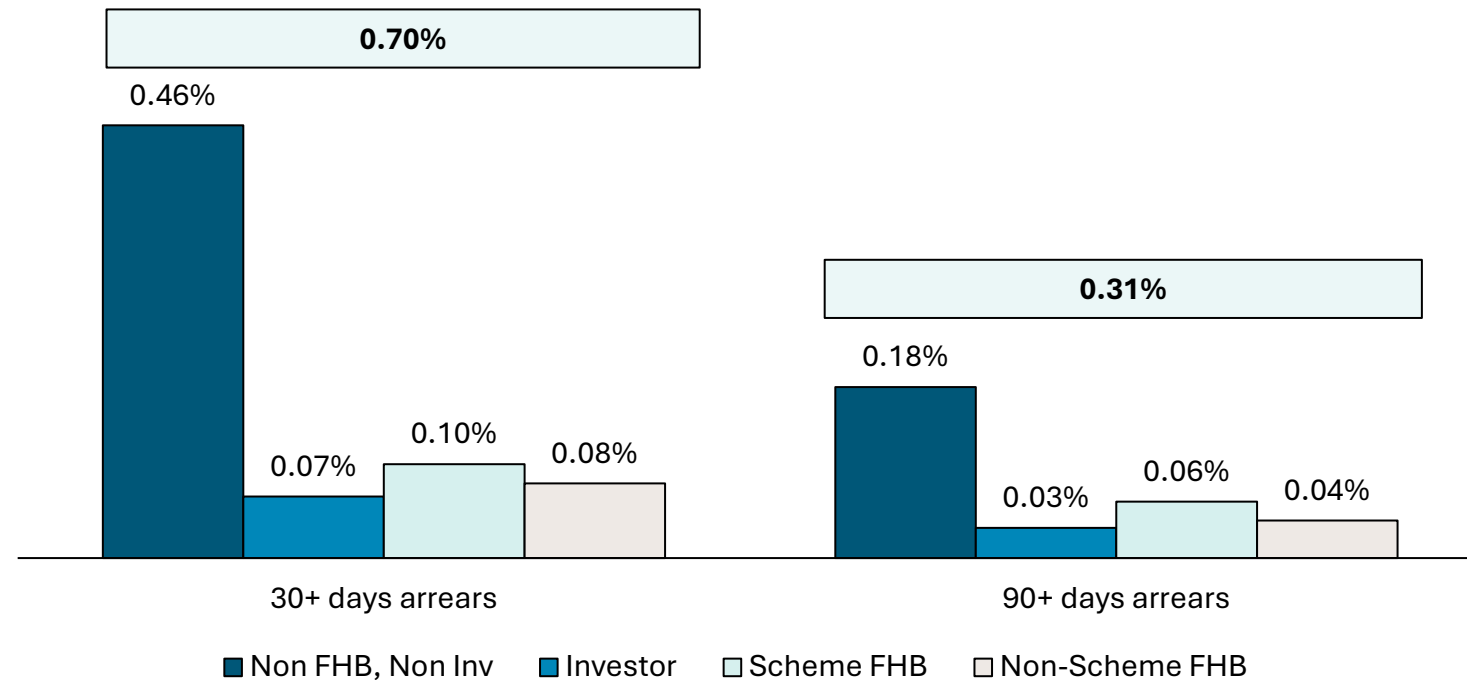


Personal loans

30+ days and 90+ days

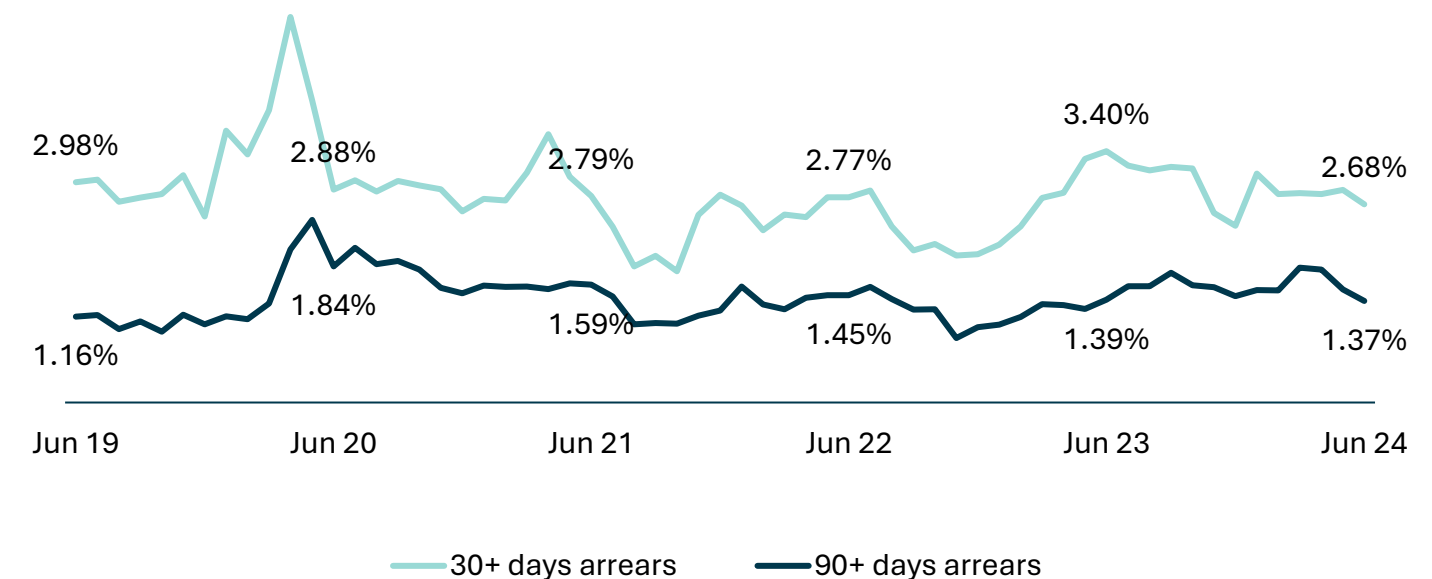


Home Loan Arrears: Non-Scheme FHB, Scheme FHB and Investor

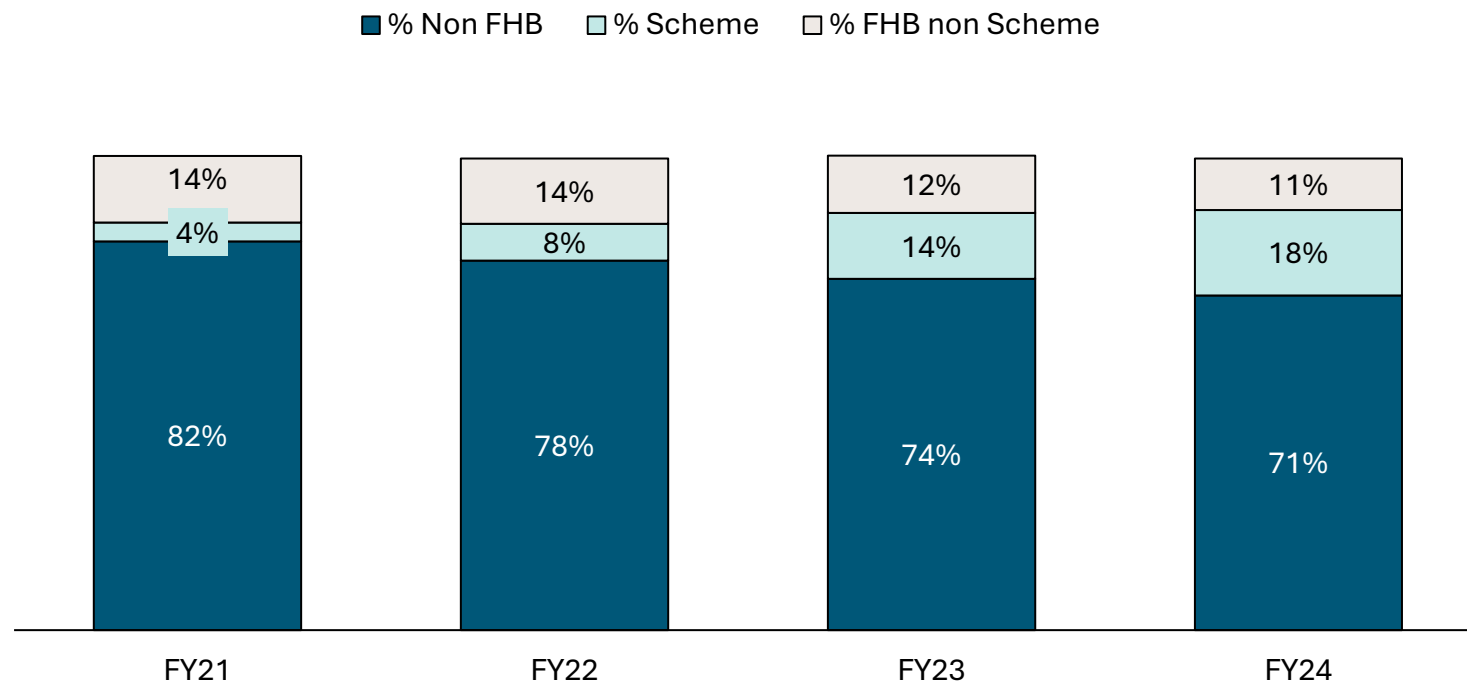


Credit cards

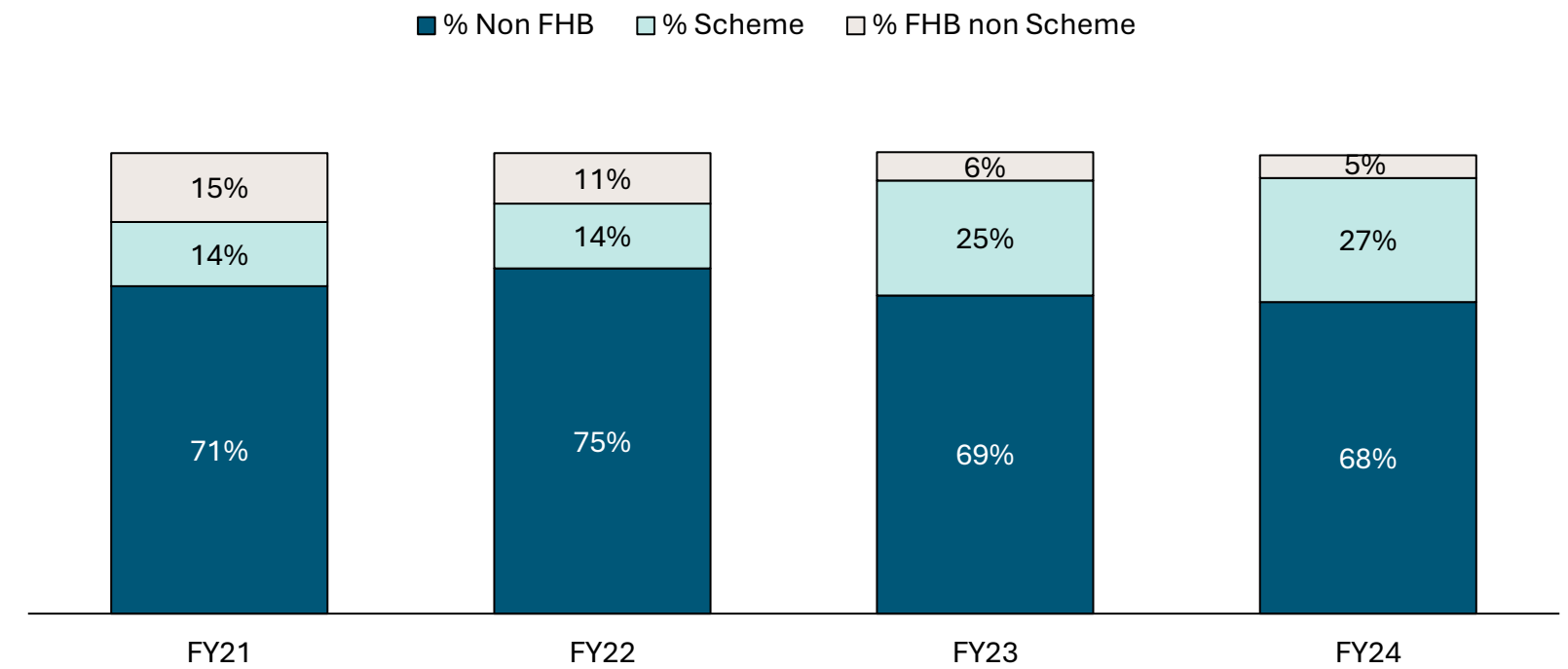
30+ days and 90+ days



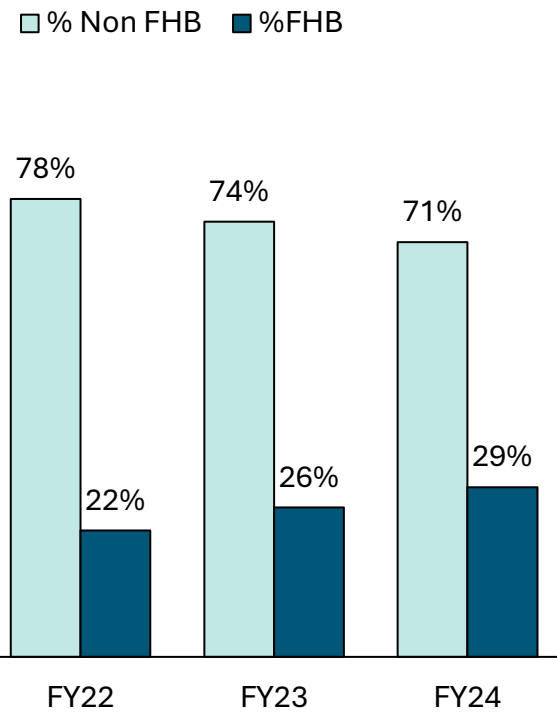
Portfolio % breakdown



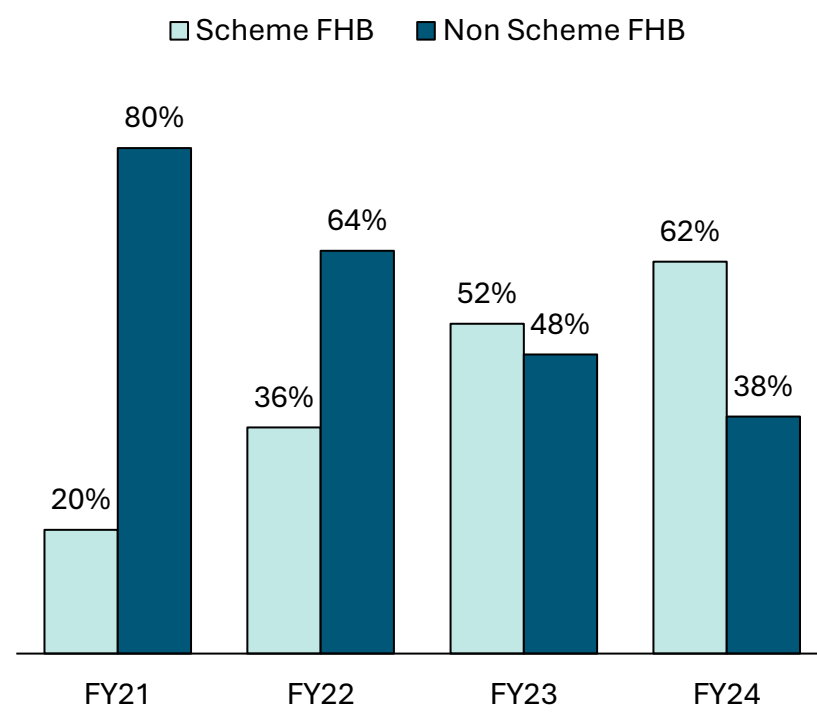
Flow % breakdown



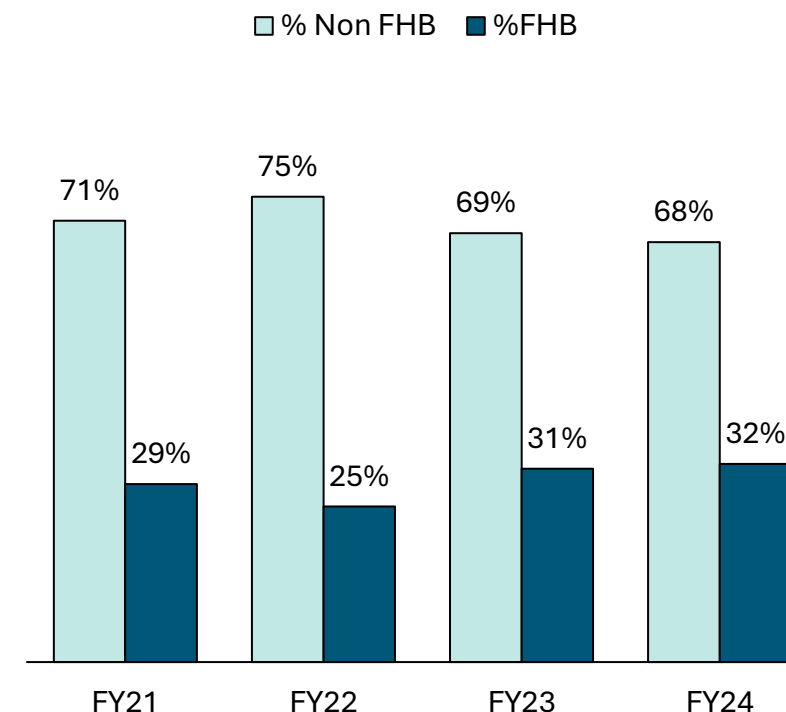
FHB vs non FHB



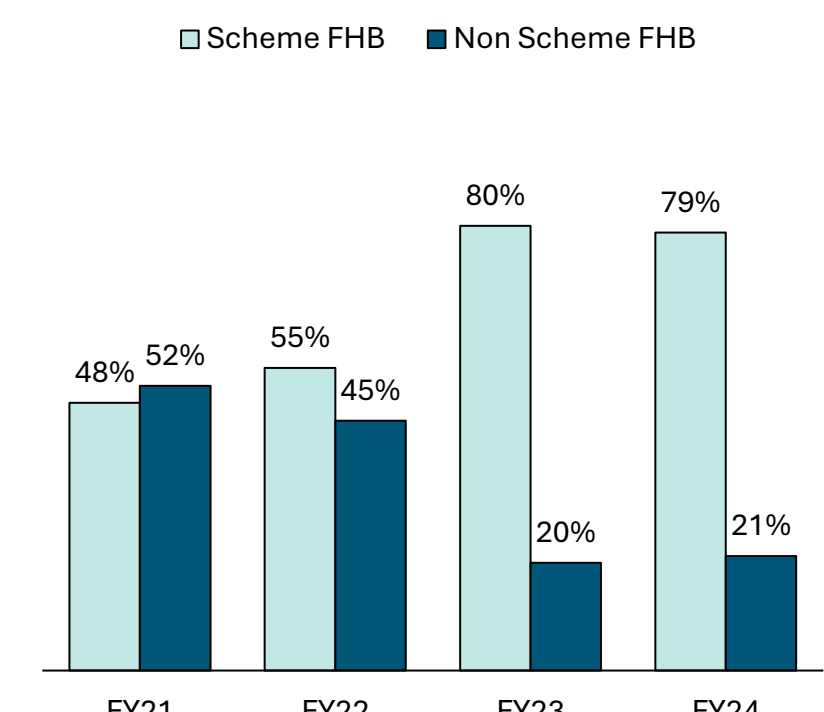
Scheme vs non scheme



FHB vs non FHB



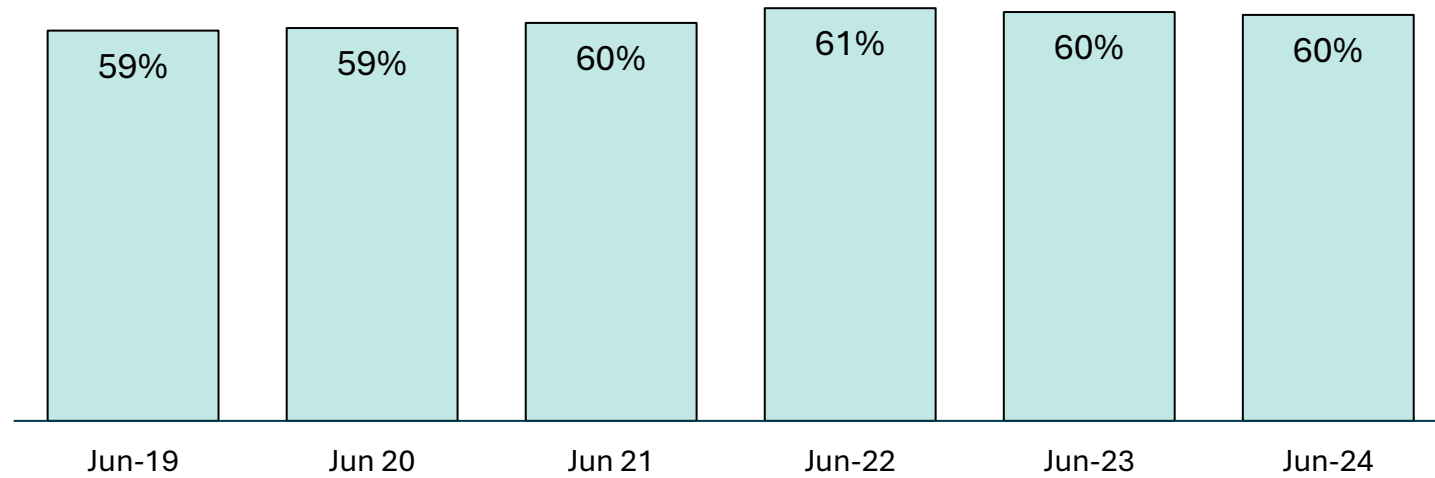
Scheme vs non scheme



* The First Home Buyer (FHB) methodology defines a customer as a FHB for a period of three years. After this period, they will no longer be categorized as a FHB in our data. This rule does not apply to FHB's who are part of a scheme loan.

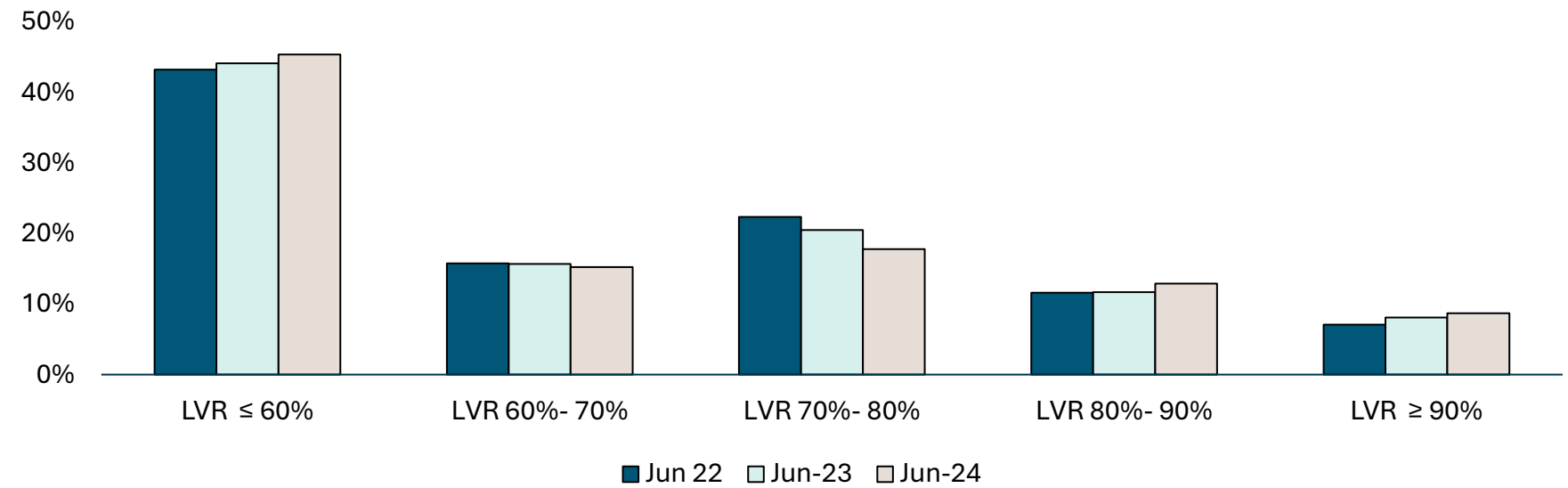
Strong Scheme loan issuance impacting higher LVR segments while refreshed investor strategy supports lower LVR segments

Average home lending portfolio LVR



LVR Bands (Stock)

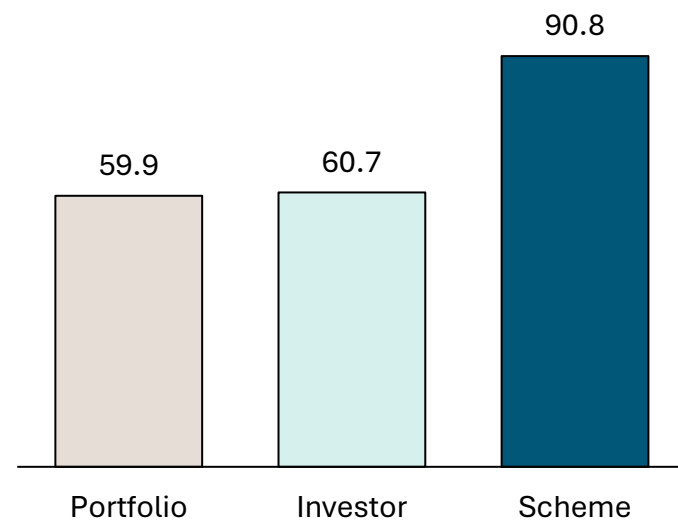
% of total home lending portfolio accounts



Loan-to-value (LVR) maximum limits	
Principal & Interest – Owner Occupied *	95%
Principal & Interest – Investor	90%
Interest Only – Owner Occupied	90%
Interest Only - Investor	90%

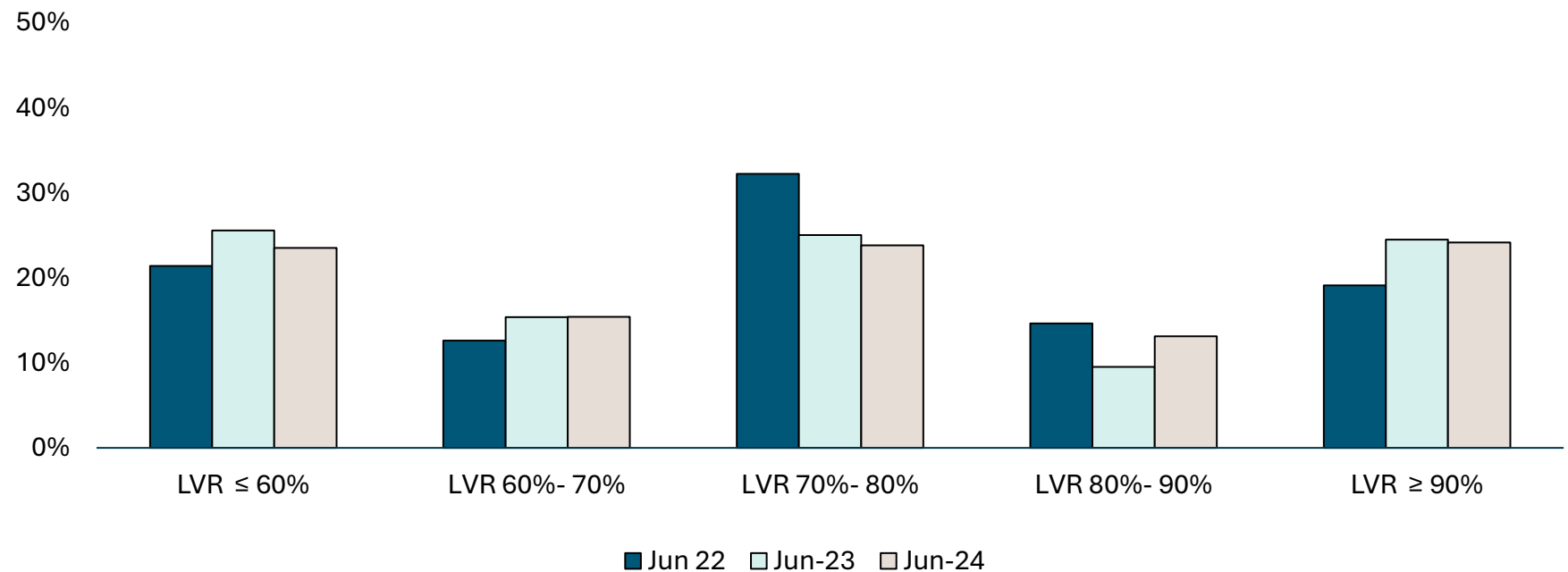
*Exception is Family Home Guarantee scheme loans which have a maximum LVR of 98%

Average Home Lending LVR by type (%)



LVR Bands (Flow)

% of total home lending new loan accounts

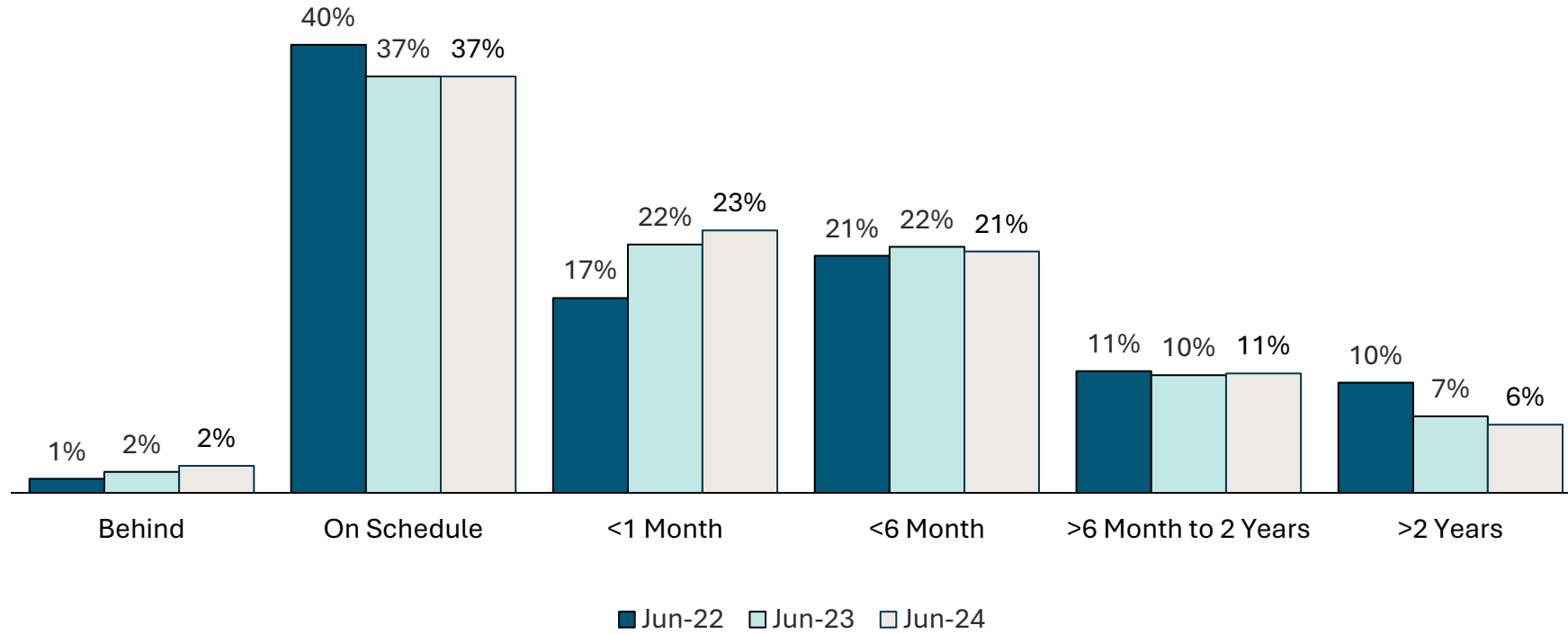


1. LVRs calculated from Scheduled LVRs and reported based on # of accounts.

Strong repayment and savings buffers

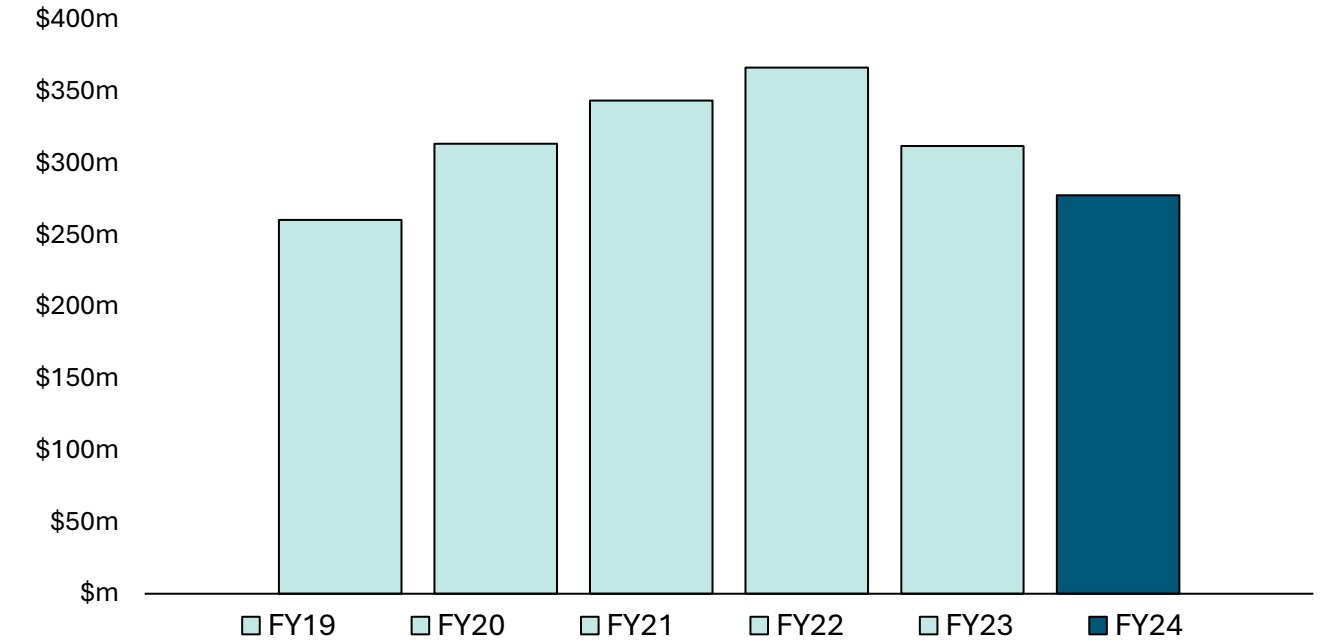
Home Loans repayment profile

(Customers ahead on repayments, % by balances)



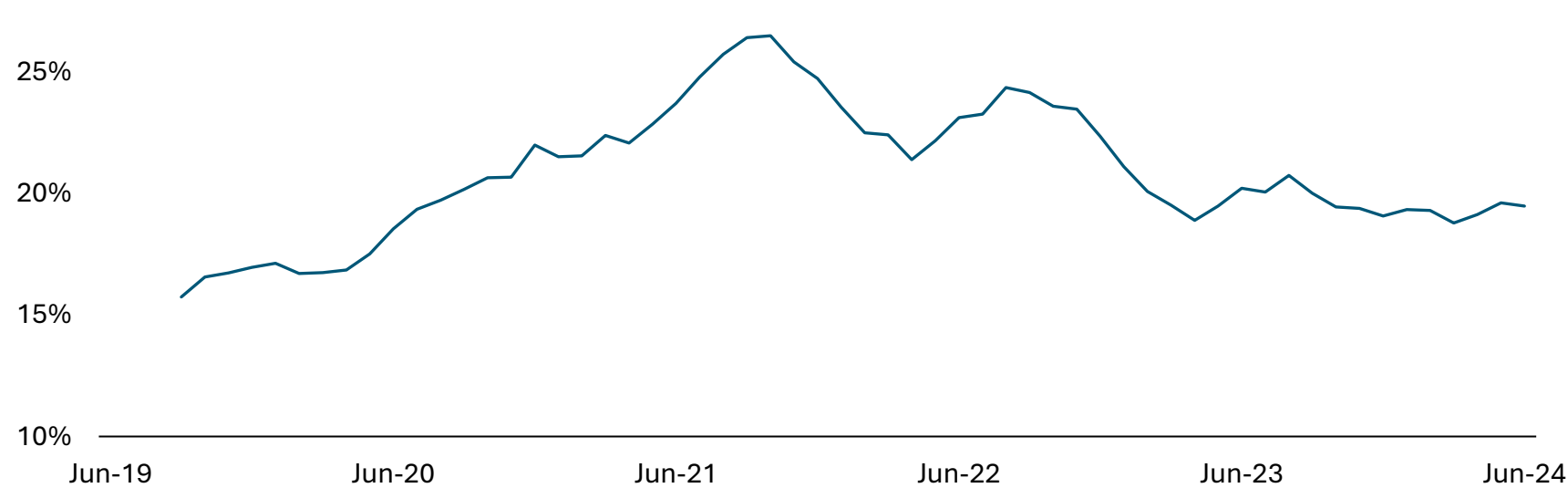
Excess Payments

(Payments made less redraw and amount due to be paid)



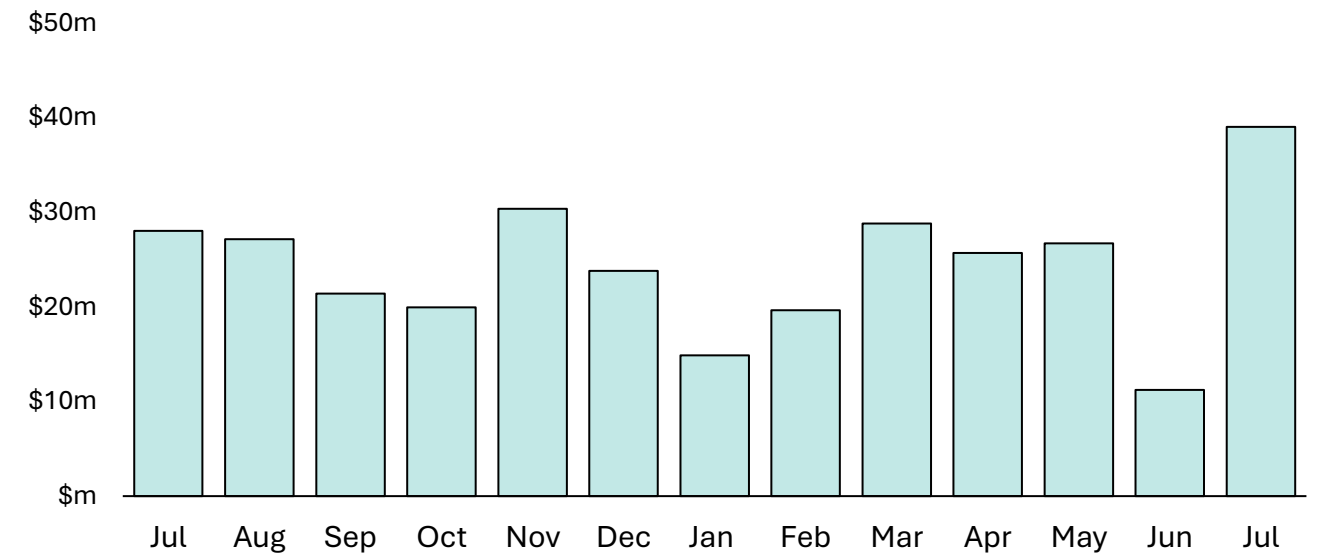
Repayment speed as a % of portfolio

Remained elevated due to competitive refinance market



Excess Payments across FY24

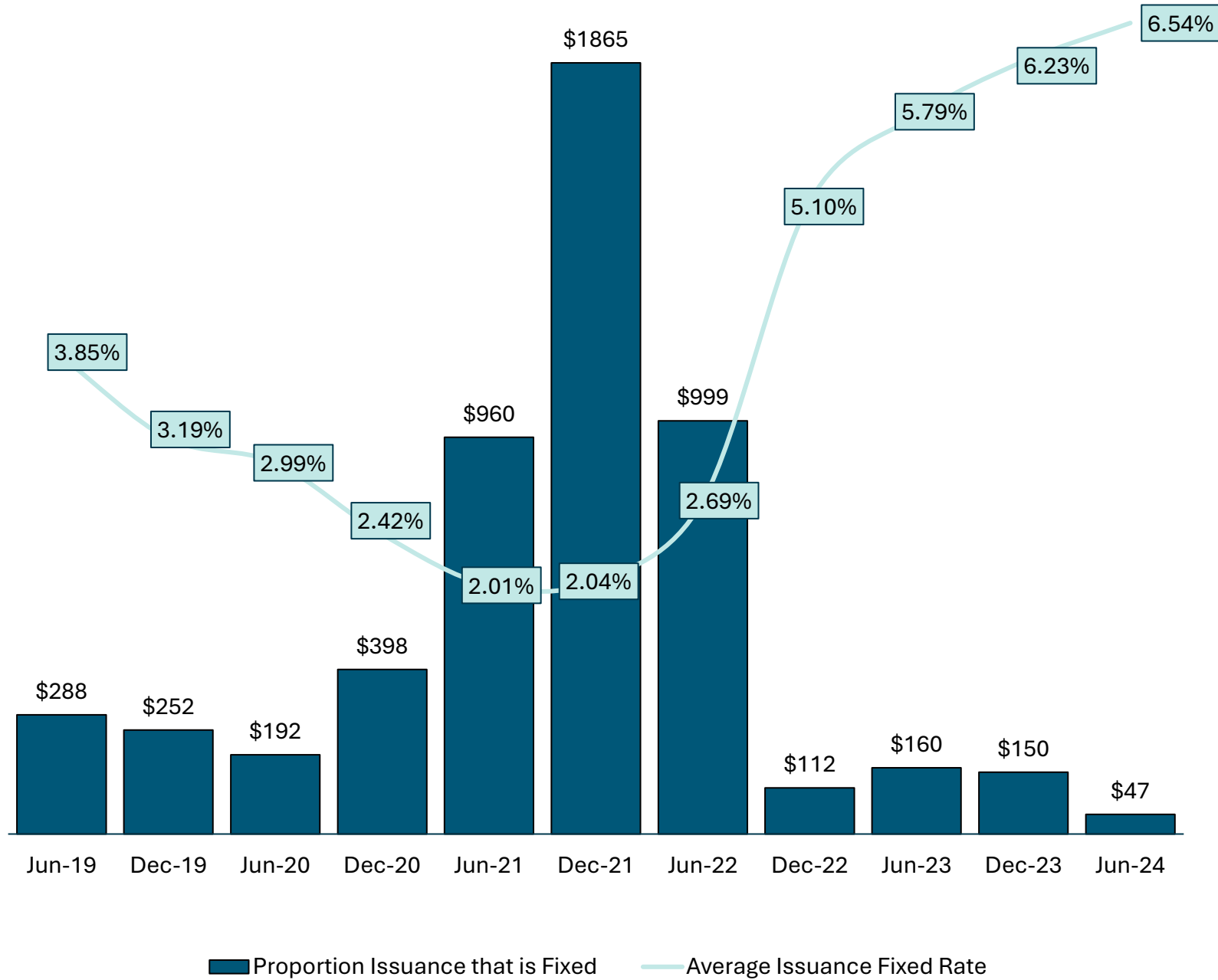
(Payments made less redraw and amount due to be paid)



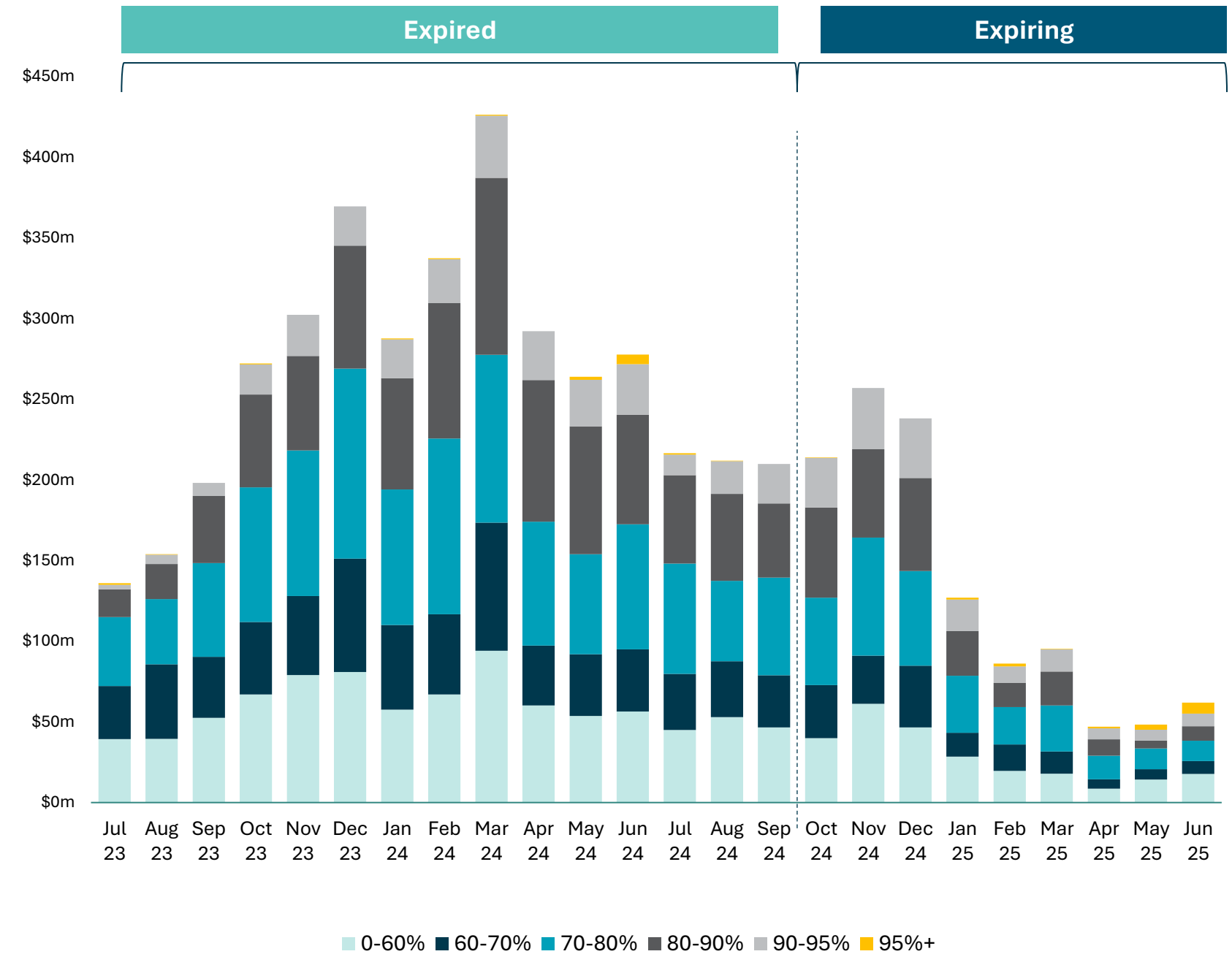
Fixed Rate Expiry and Transition

Bulk of Fixed Rate Expiries to occur by the end of 2024

Fixed Rate Issuance Composition and Rates (\$m)



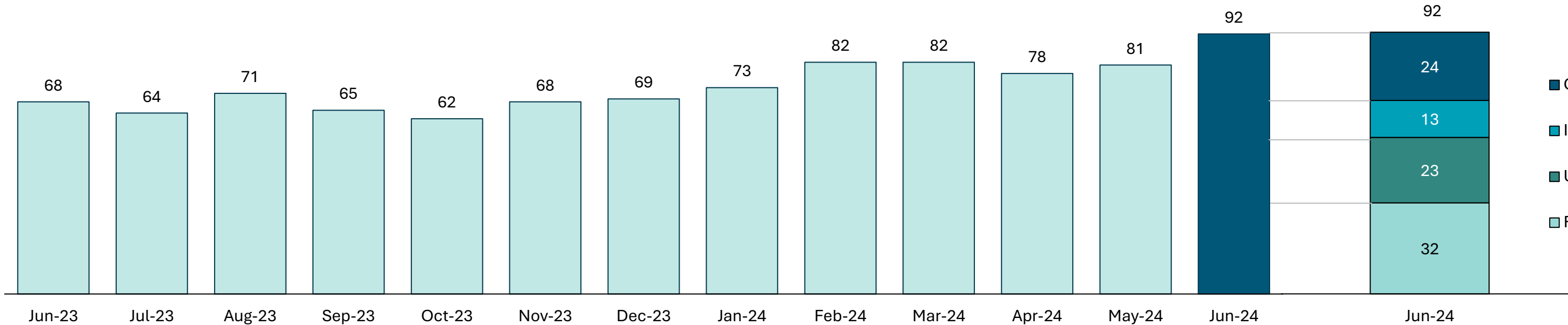
Fixed Rate Expiry – By LVR Bracket



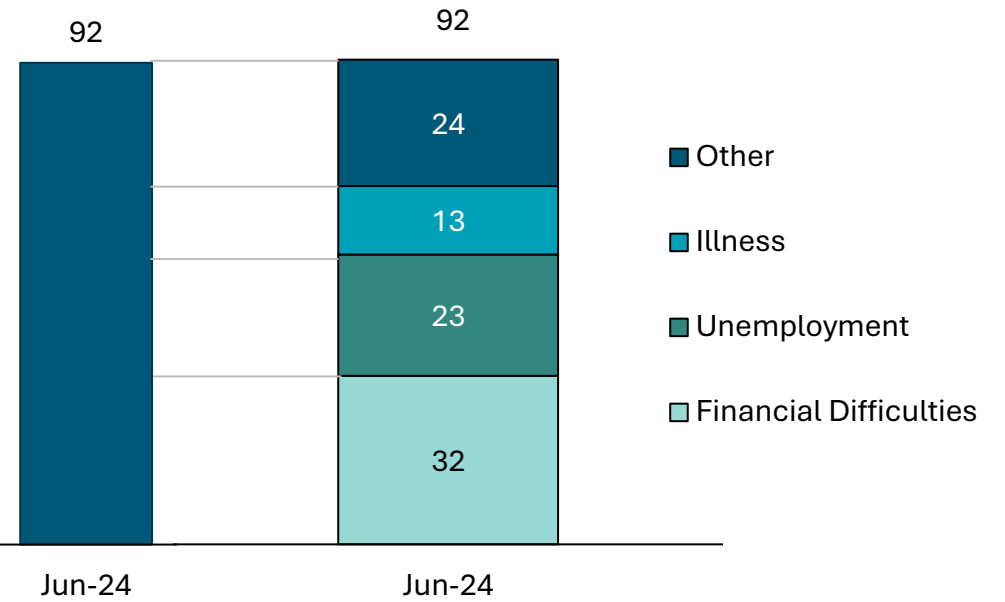
Financial Assistance and Hardship

Increase in financial assistance provided driven by cost-of-living pressures and current high-rate environment

Home loans under active financial assistance (\$m)

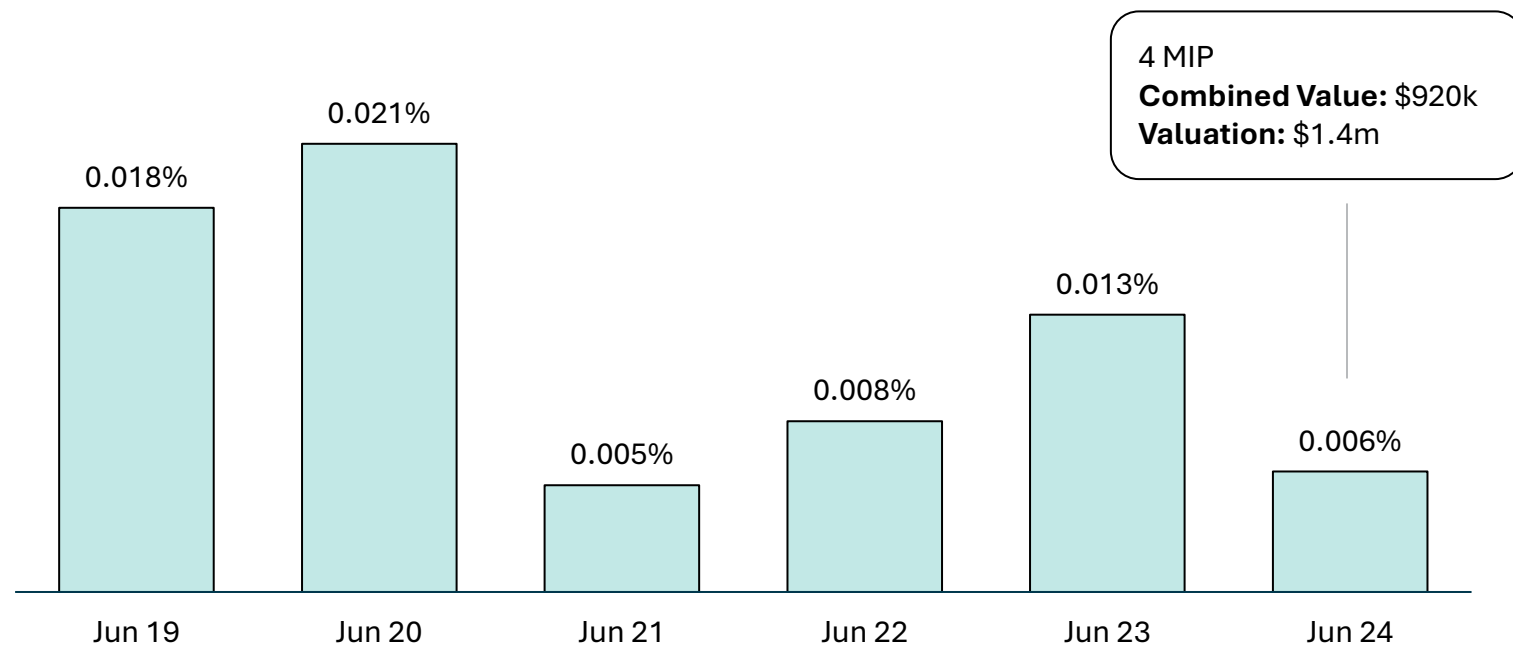


Home loans under active FA by reason



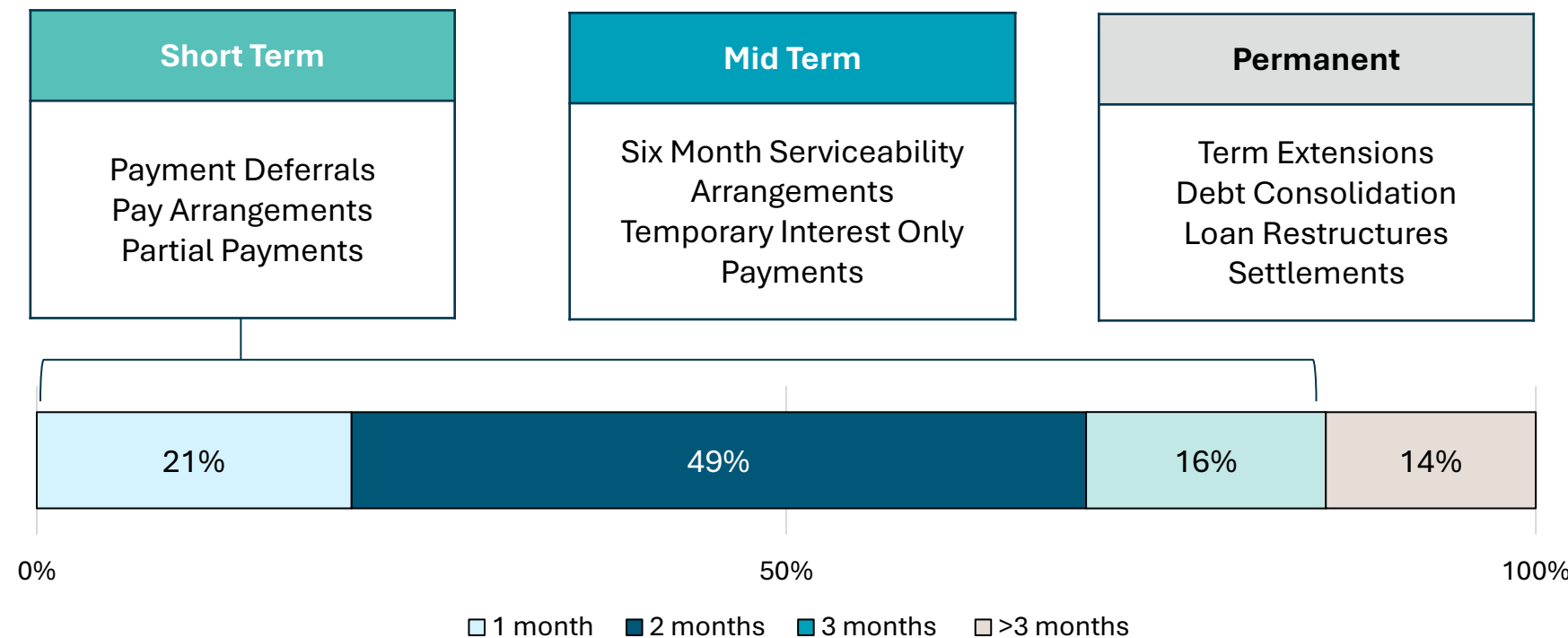
Mortgagees in possession

(% of total HL balances)



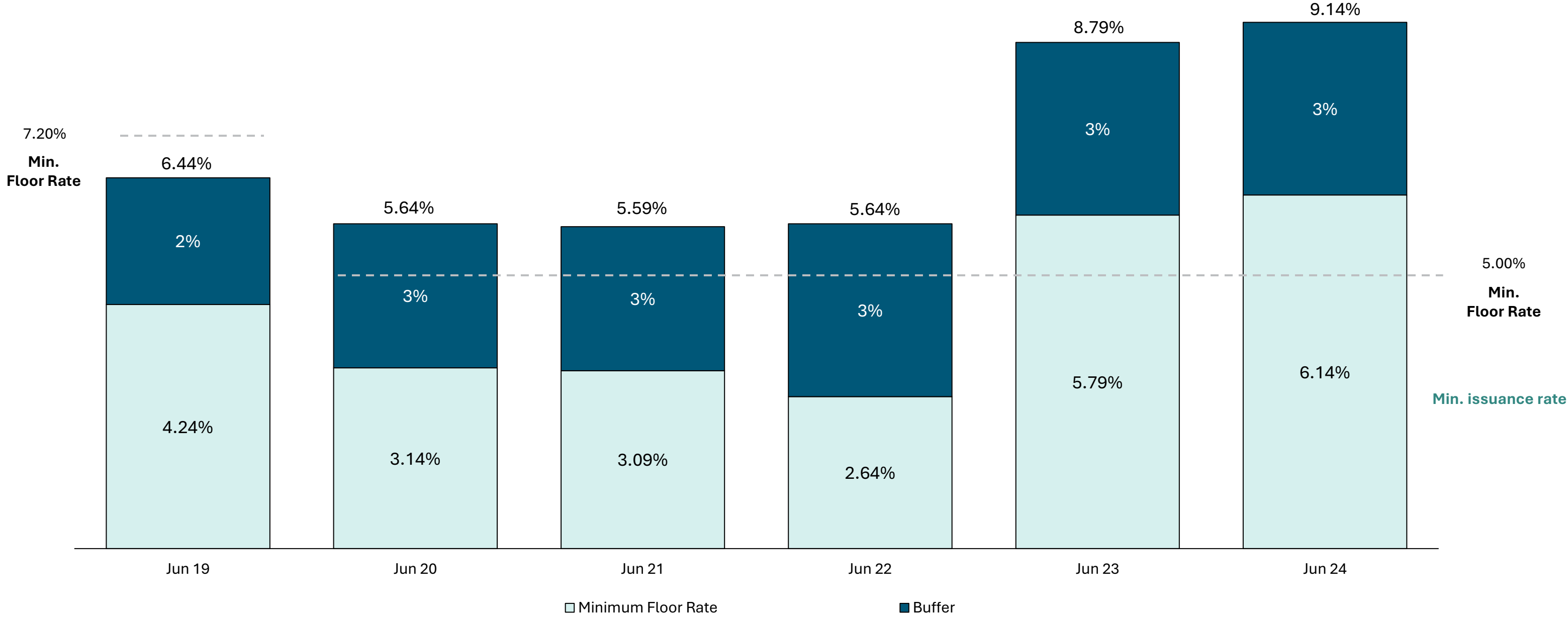
Financial Assistance & Collections Strategies

Across the 3 main assistance types, 2 months of assistance (Short-term) is still the majority of approvals



Tight serviceability and underwriting standards underpinning performance

Owner occupier serviceability assessment rate and floor
Interest rate buffers (%)

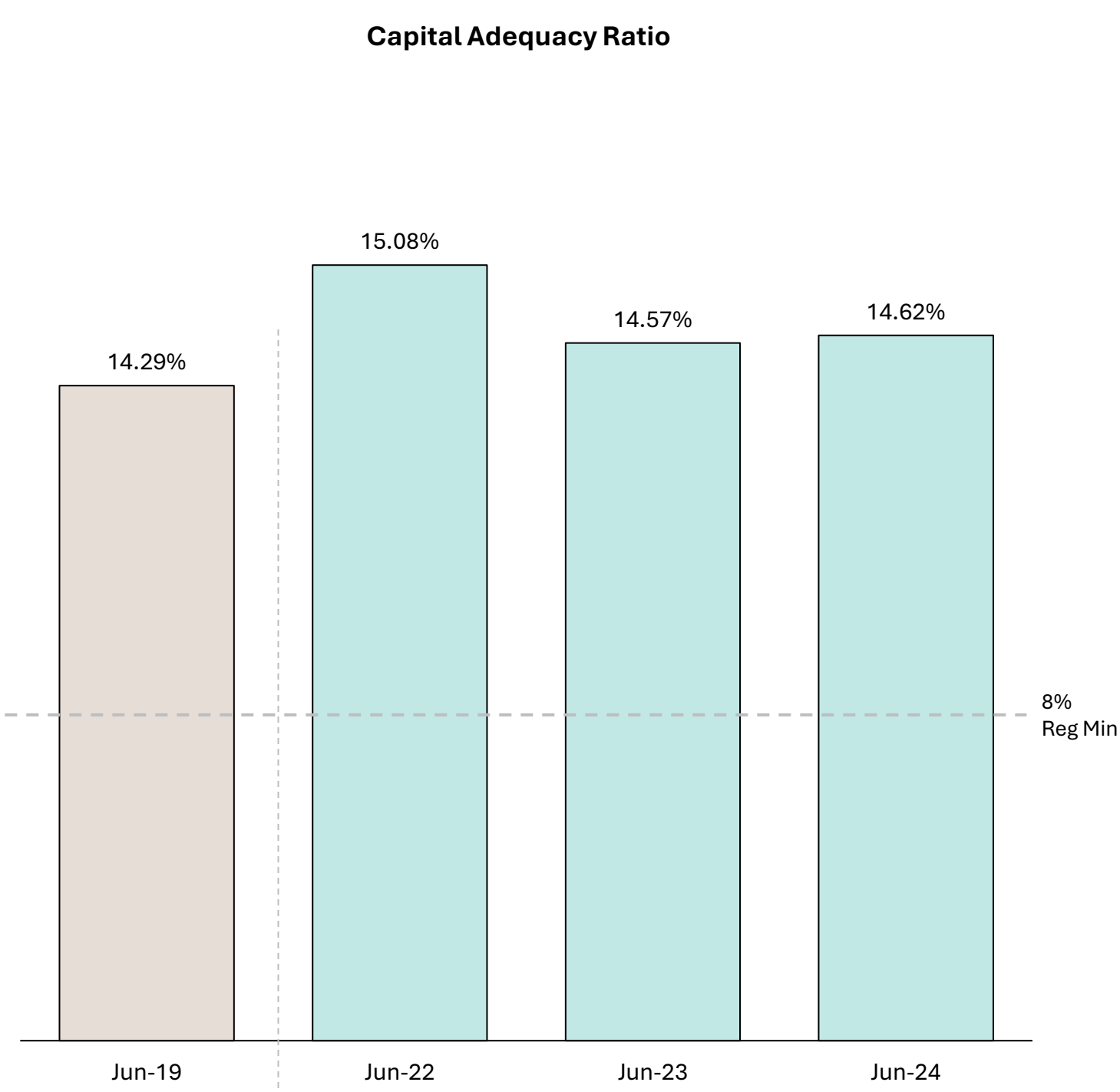




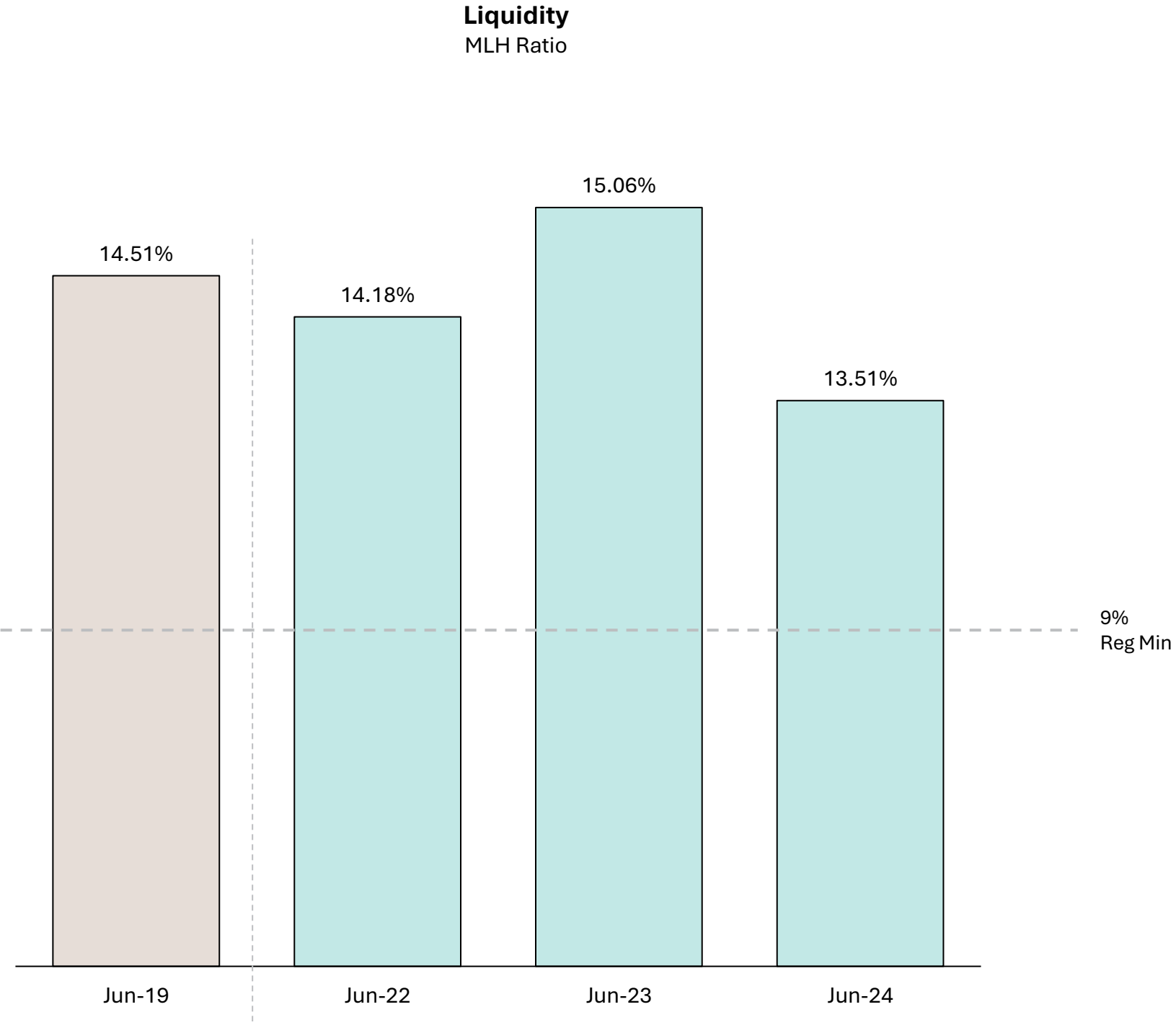
CAPITAL, FUNDING AND LIQUIDITY

Balance sheet metrics remain strong

Capital Adequacy Ratio



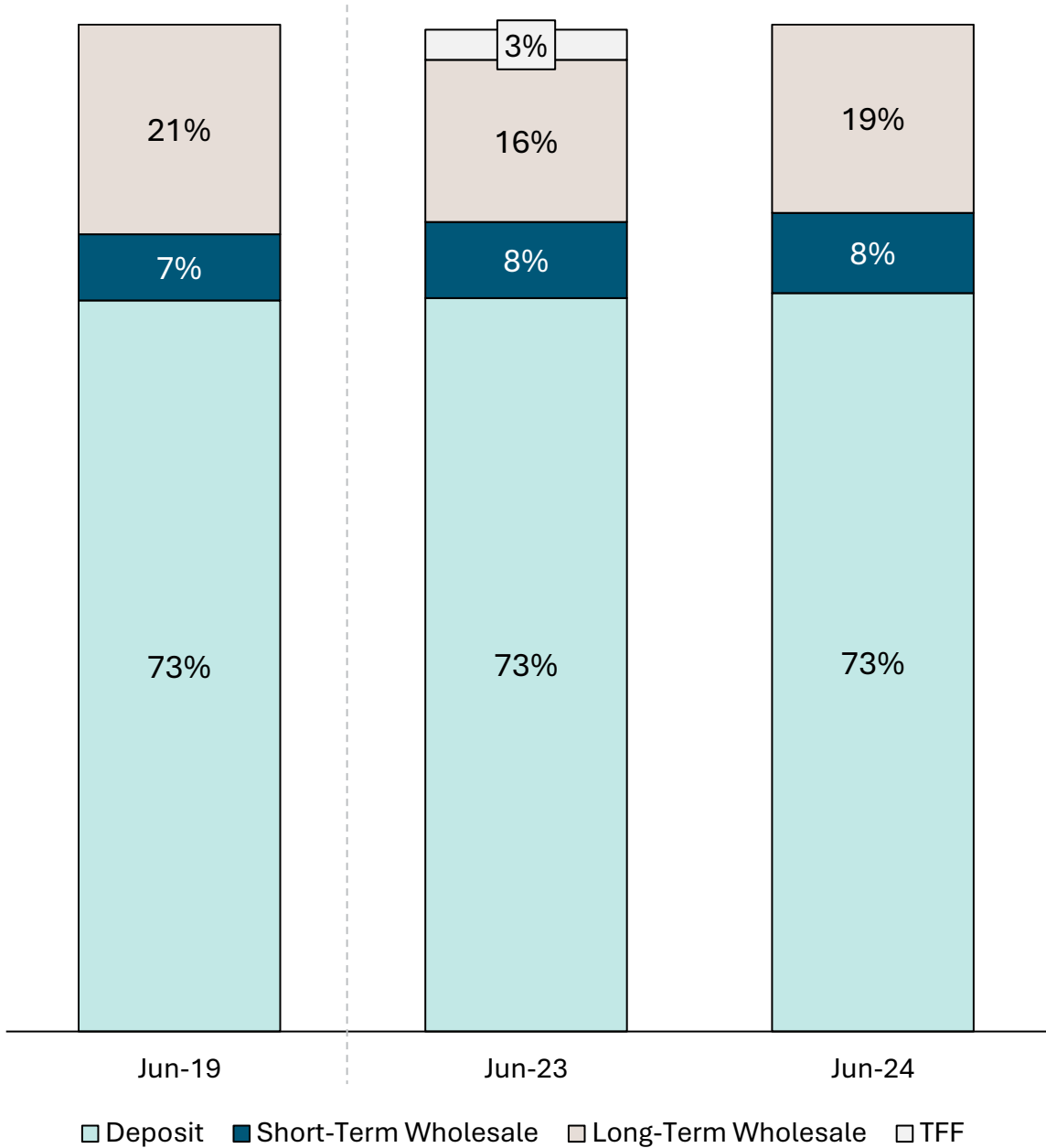
Liquidity MLH Ratio



Overview – Funding

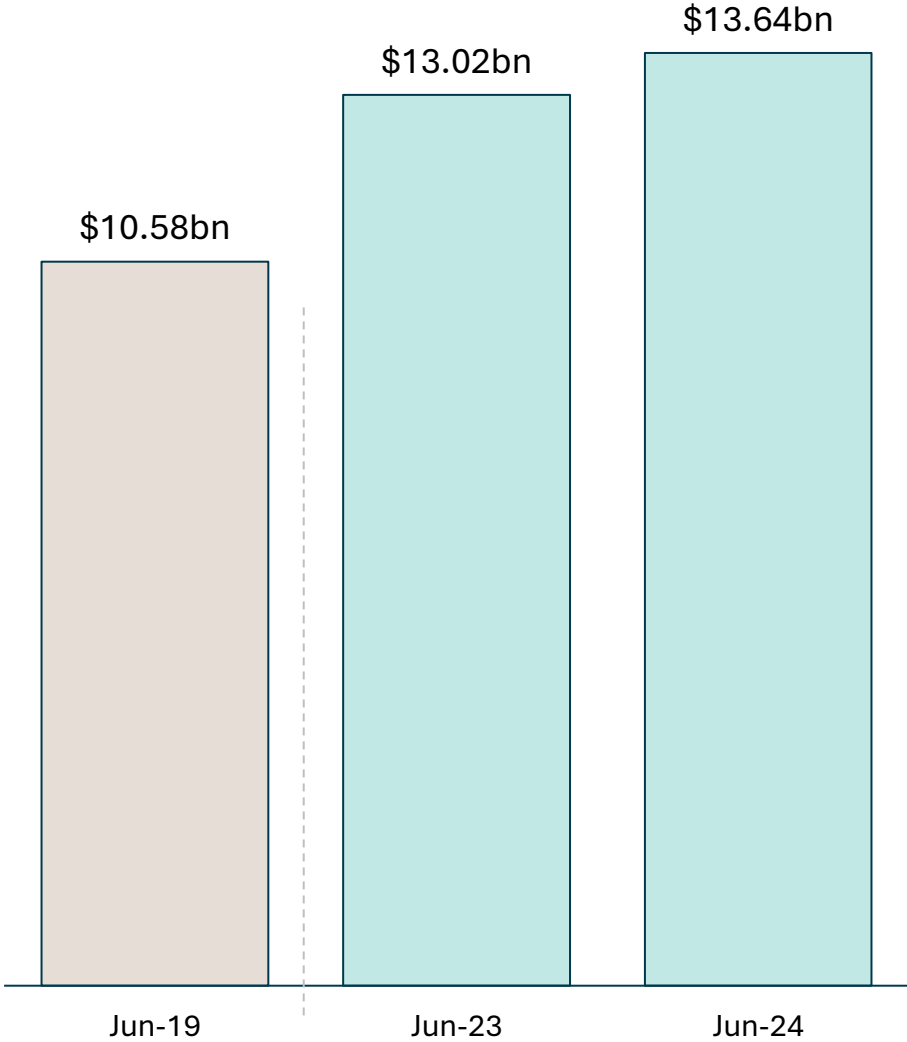
Resilient balance sheet with capacity and agility to leverage changing conditions

Bank Funding Composition¹



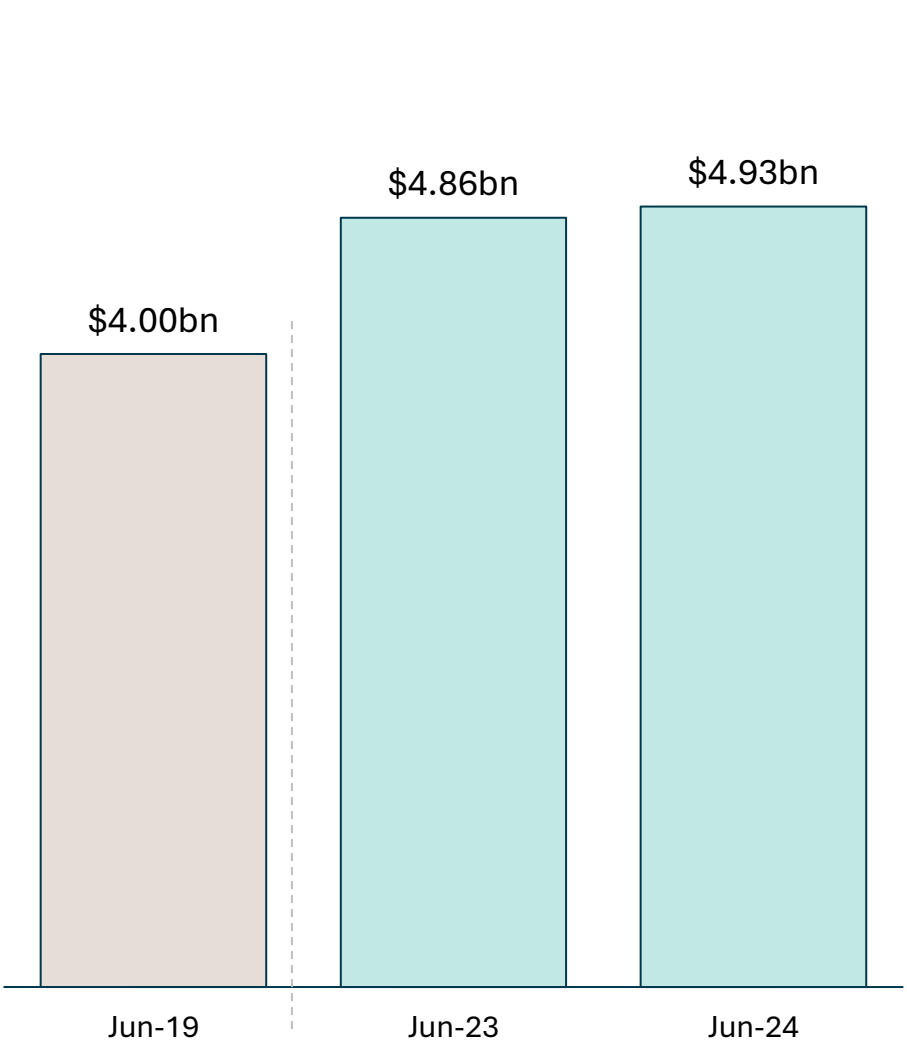
Deposit Funding

% of total funding		
73%	73%	73%



Wholesale Funding

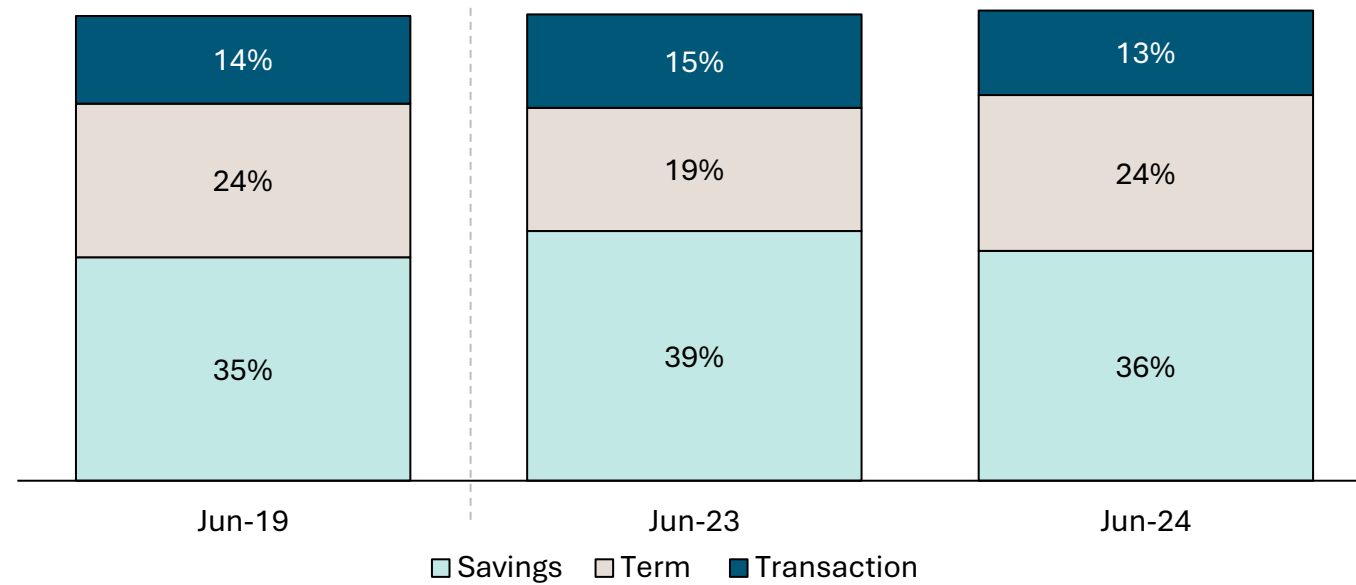
% of total funding		
27%	27%	27%



1. Long term includes Senior Debt and Securitisation and Short term includes Corporate Term Deposits and NCDs.

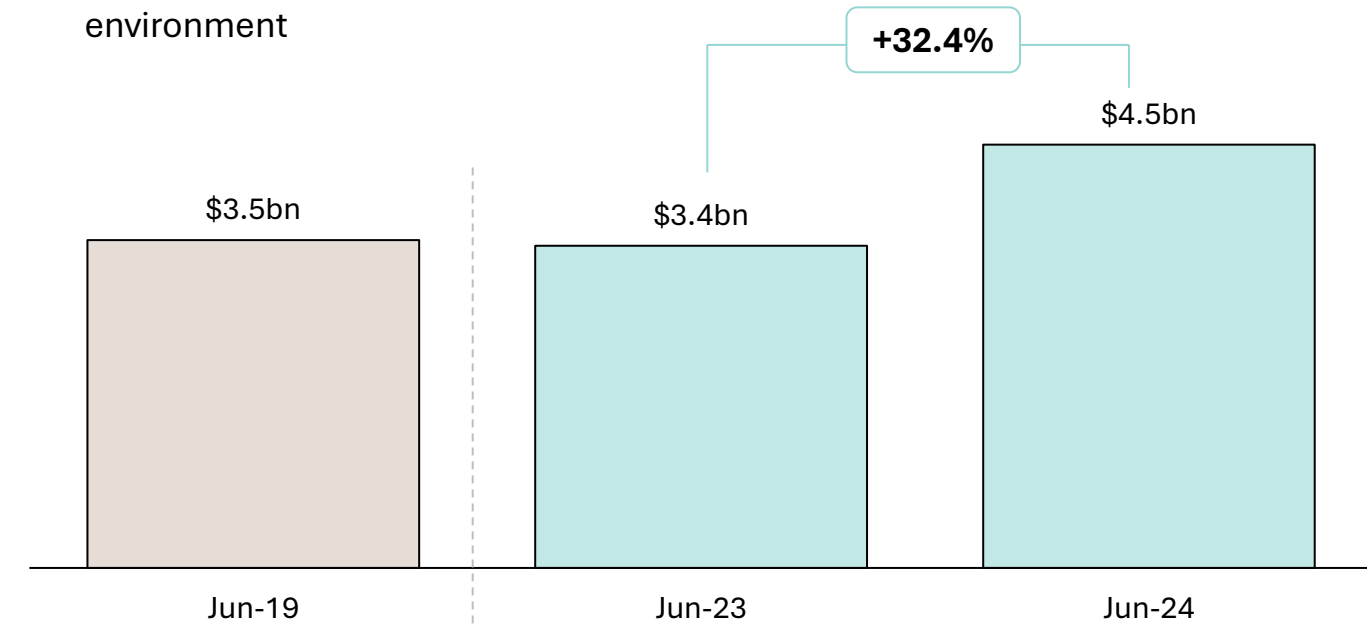
Continued focus on maintaining robust deposit funding and mix

Deposit Mix
(As a % of total funding)



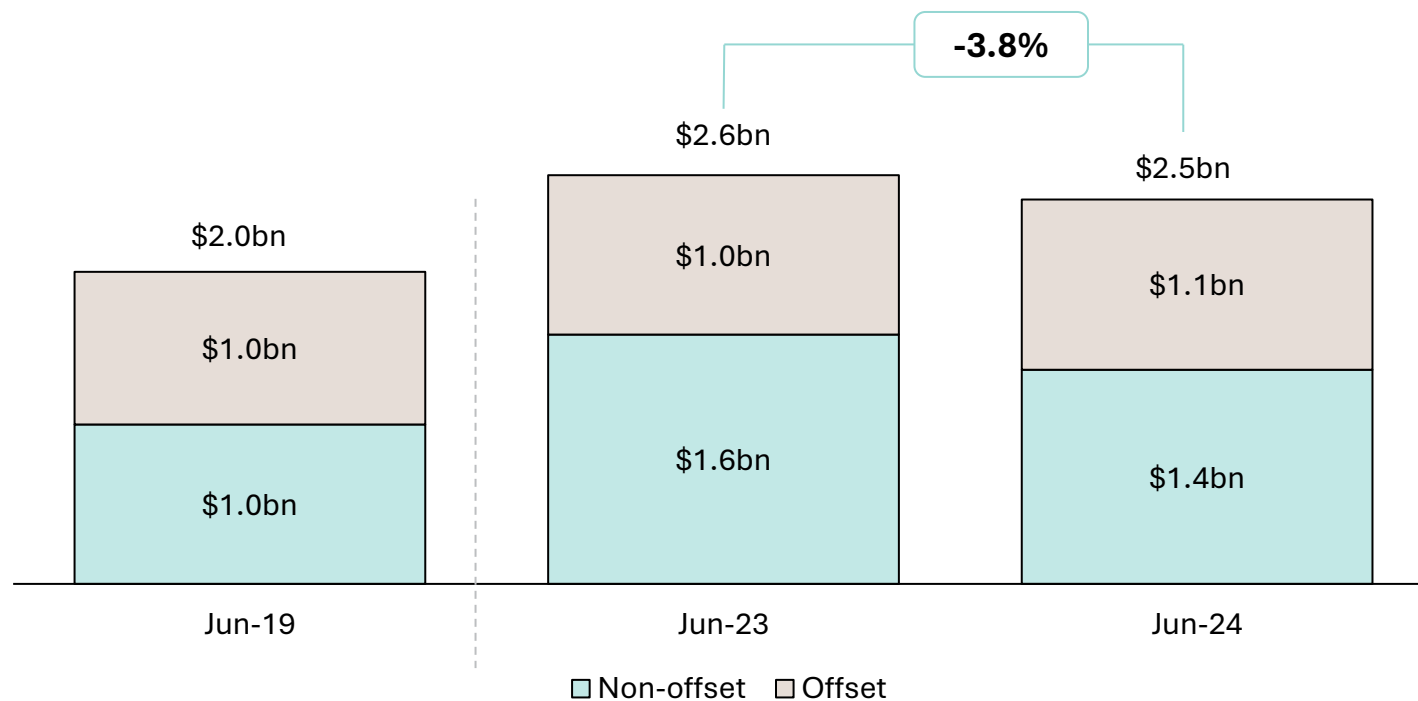
Term Deposit balances

Increase driven by deposit rotation from the higher interest rate environment



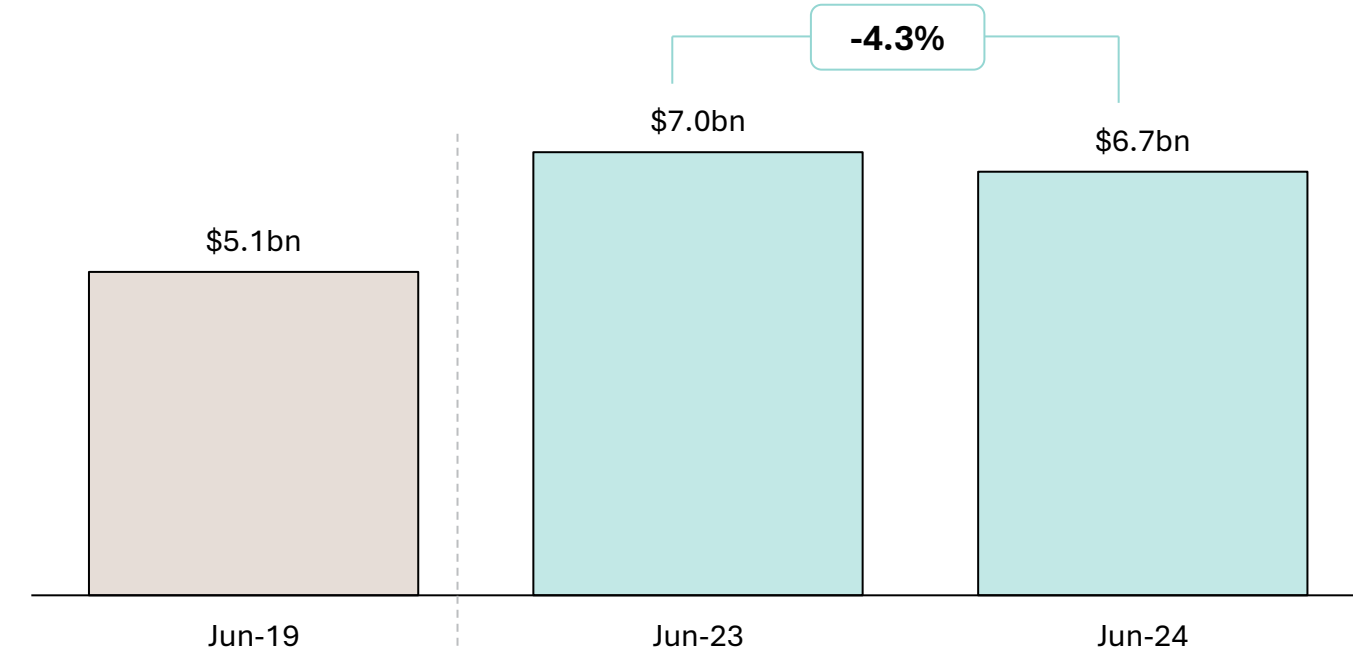
Transactional balances

Reducing balance due to deposit rotation and cost of living pressures



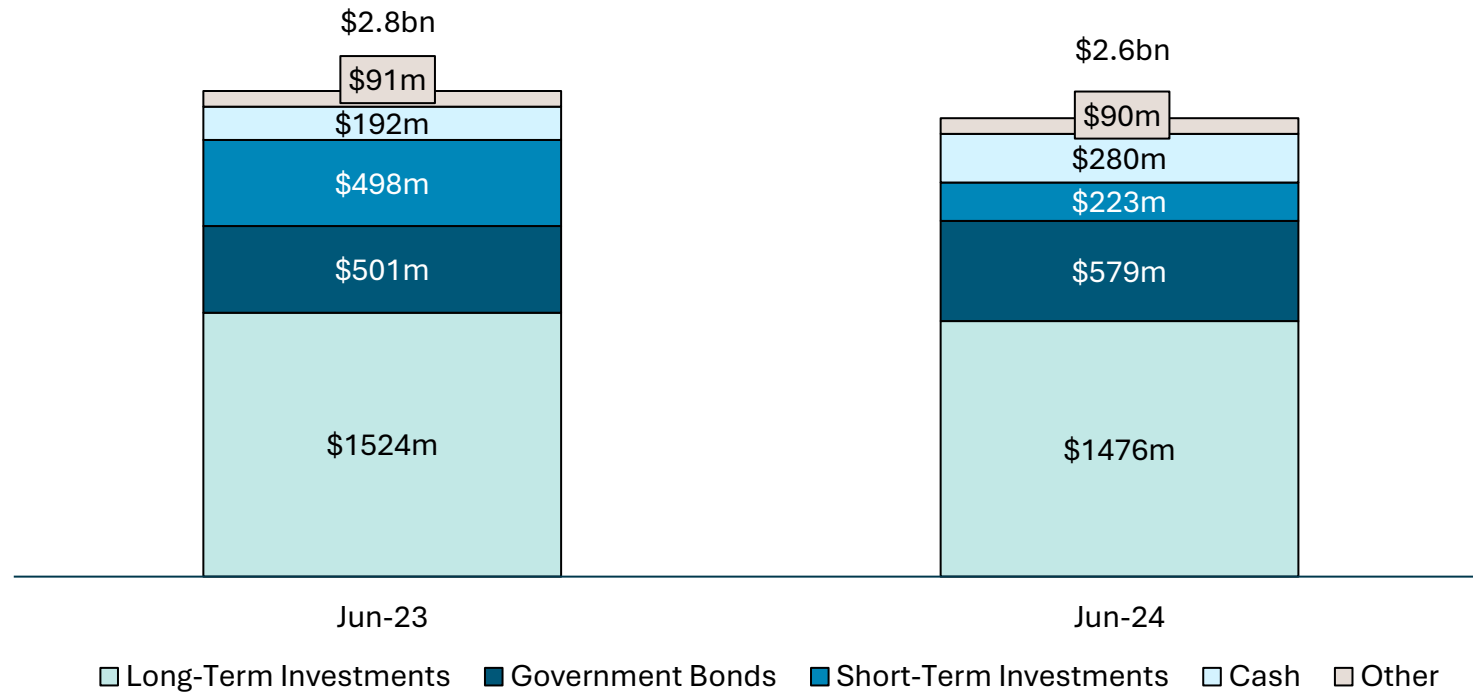
Savings balances

Driven by deposit rotation from the higher interest rate environment



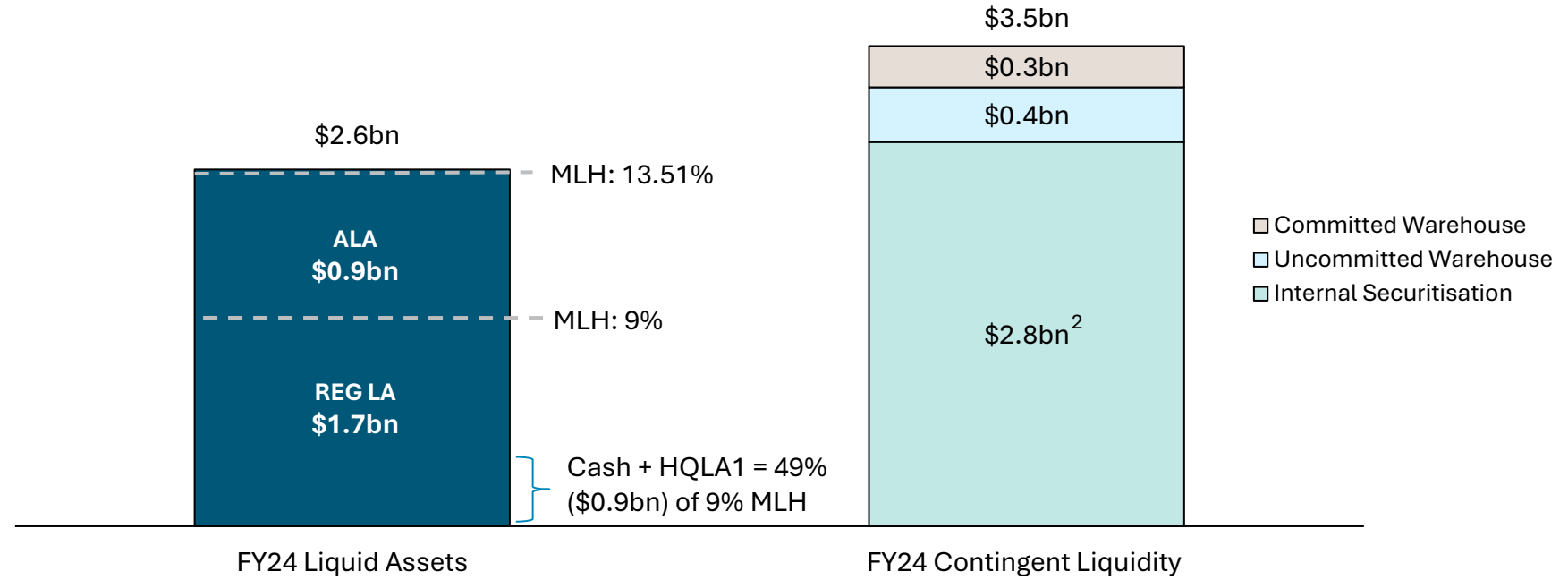
Diversified portfolio weighted toward higher quality investments

Liquid Assets¹



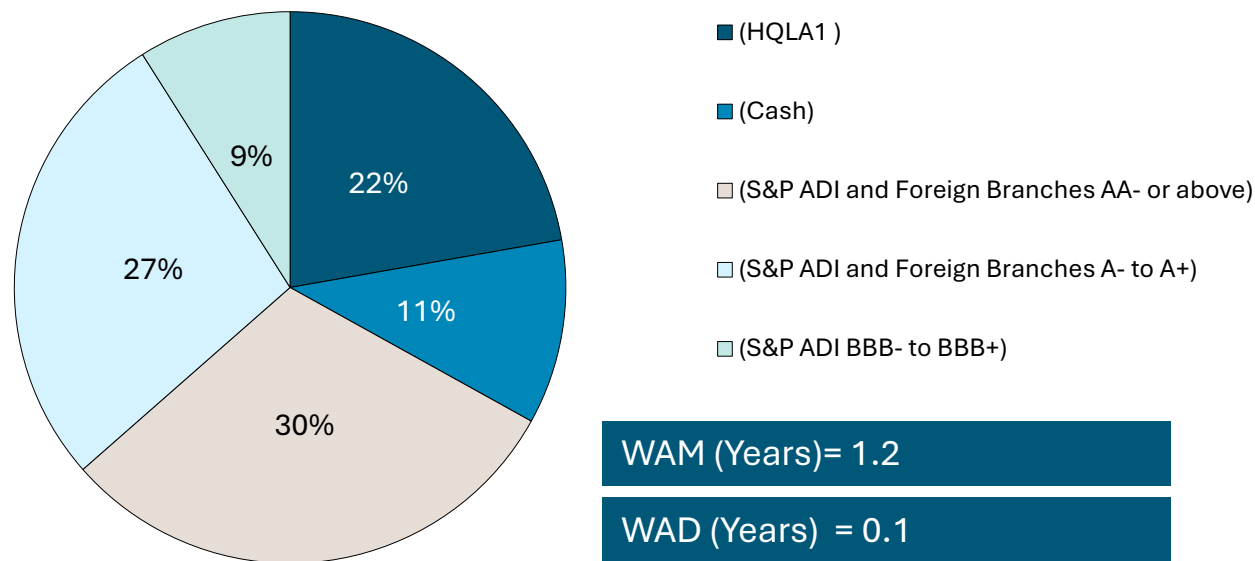
Liquid assets and regulatory liquidity ratio

Liquidity maintained in excess of 9% regulatory minimum



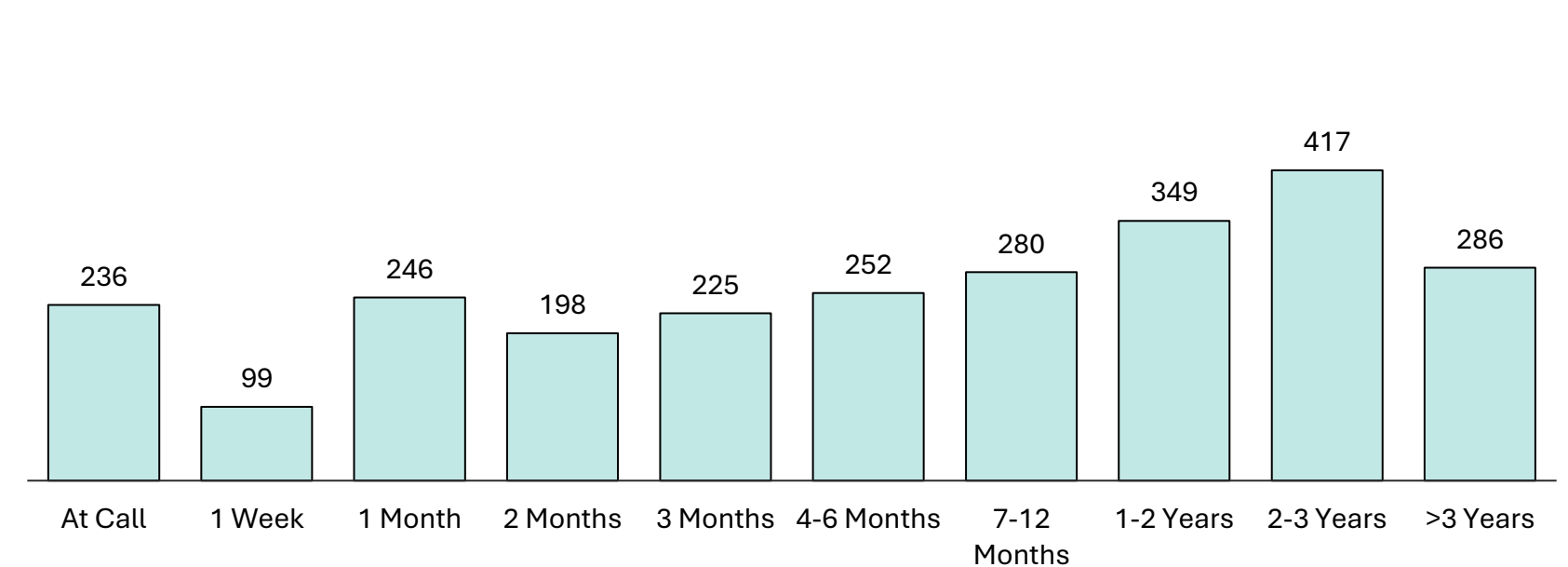
Liquid Assets

Weighted toward higher rates Exposure



MLH Maturity Profile (\$m)

Balanced Maturity Profile



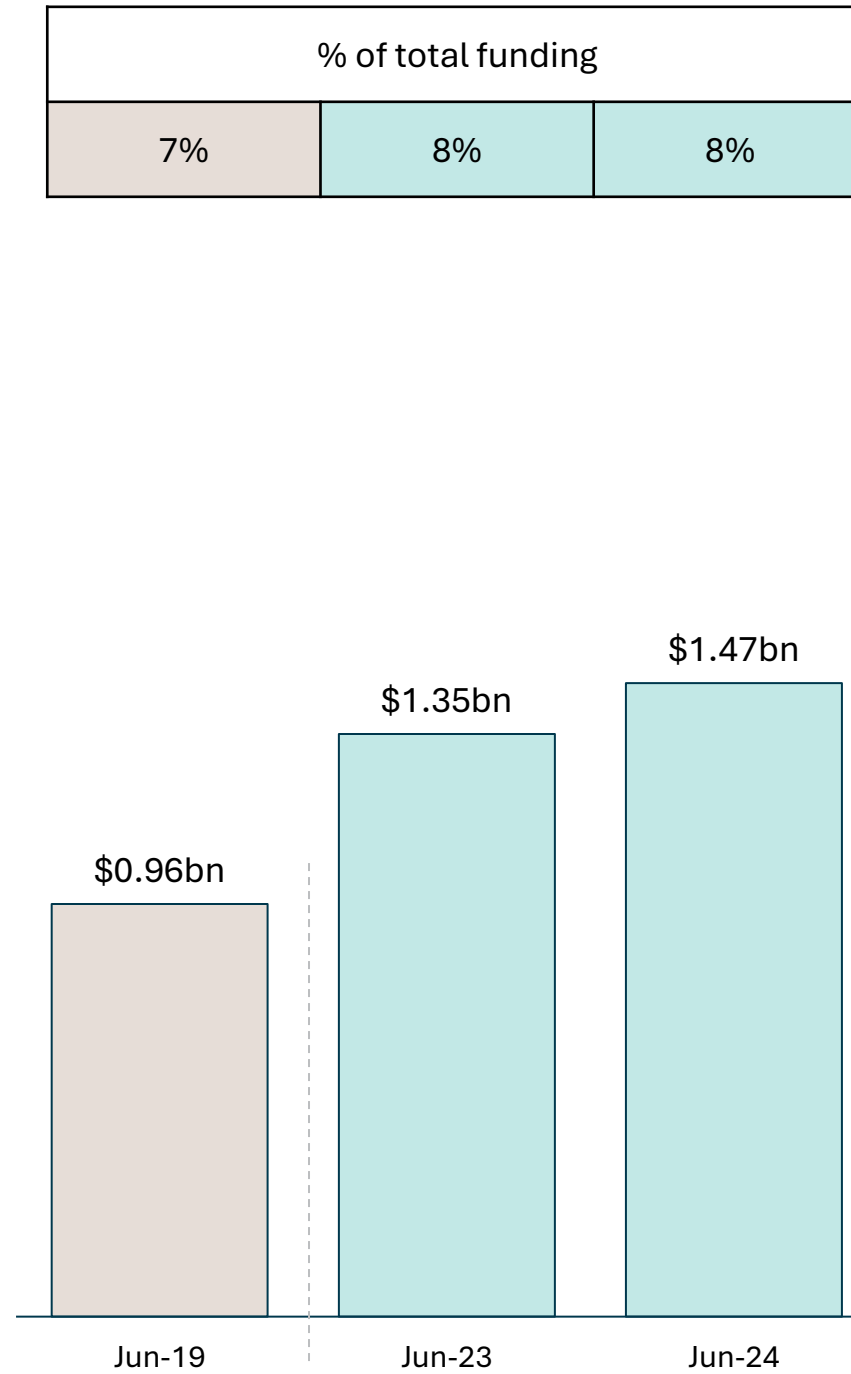
1. Figures include accrued interest. Short Term refers to NCD's. Long Term refers to FRNs and Bonds. 2. Internal Securitisation post RBA haircuts

Continued focus on maintaining stable and well diversified funding sources

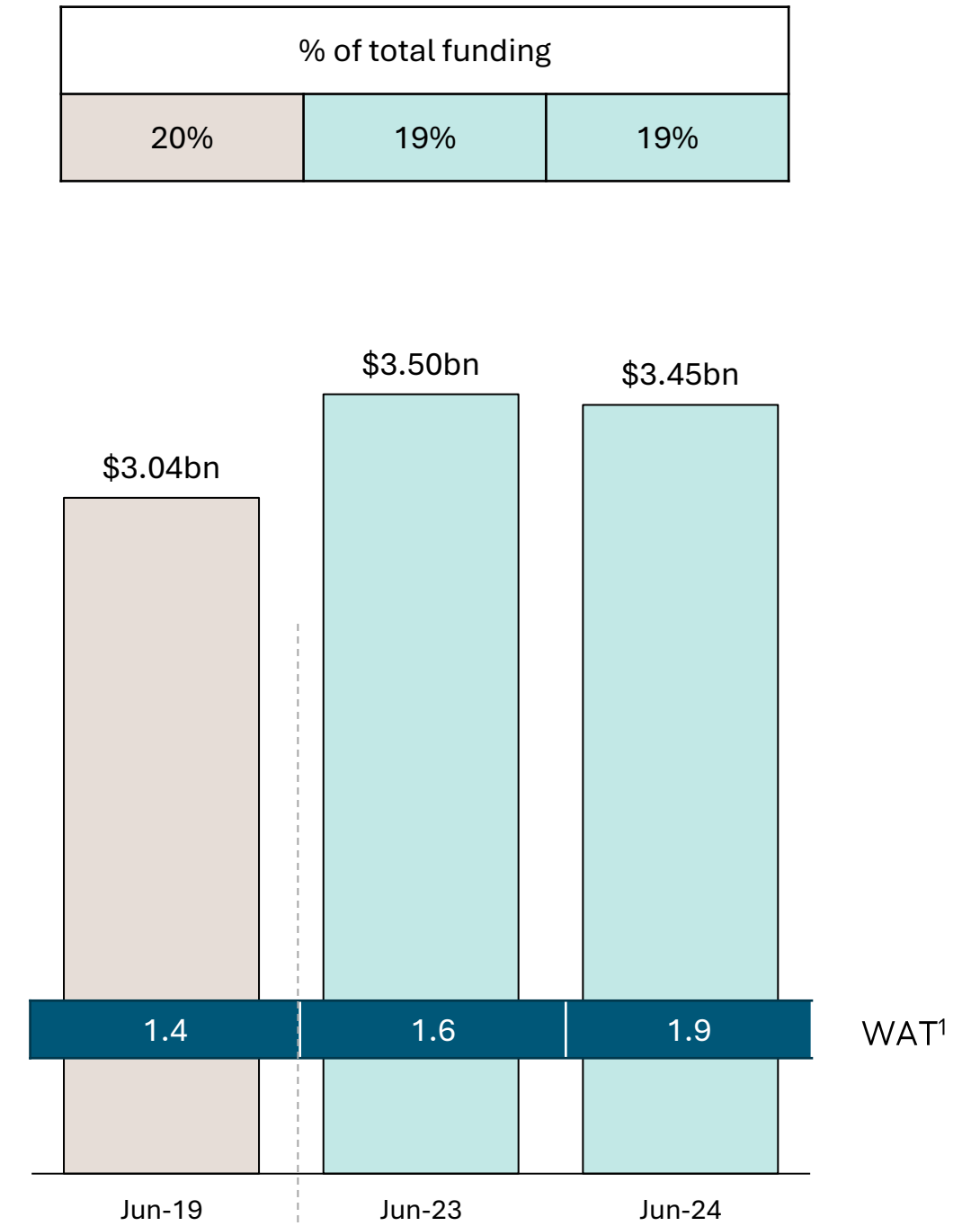
Credit Ratings

Rating Agency	Standard & Poor's	Moody's
Short Term	A-2	P-2
Long Term	BBB+	Baa1
Outlook	Stable	Stable

Short Term Funding



Long-Term Funding



WAT¹

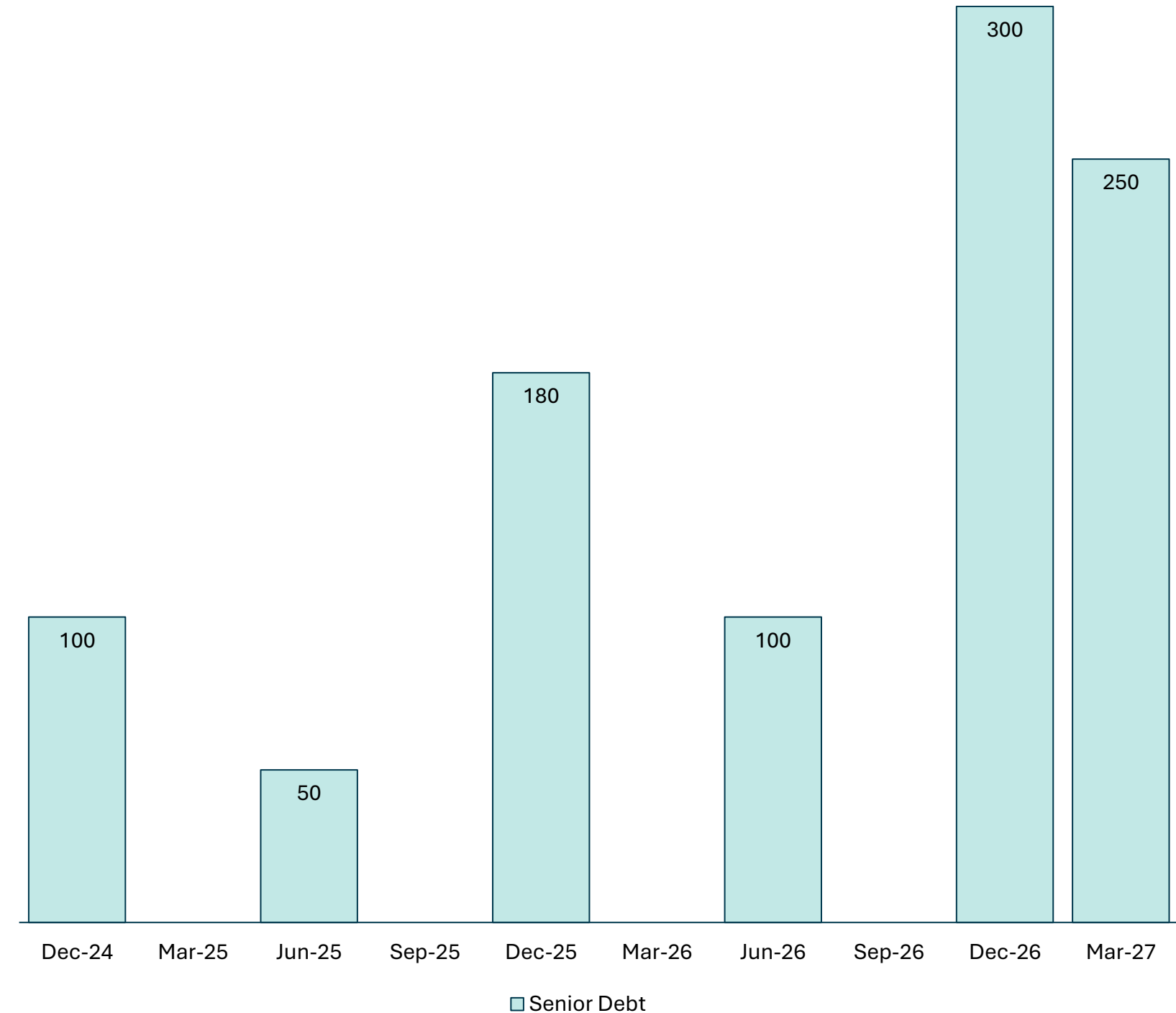
1. Weighted average term remaining of senior debt only

Recent Deals and Funding Maturity Profile

Balanced profile reducing refinancing risk

Type	Issue Date	Amount	Tenor
RMBS (HT23-1 Refinance)	Sep- 24	A\$60m	3.5y (WAT)
RMBS	Jul - 24	A\$1bn	7y (WAT)
AMTN	Jan - 24	A\$300m	2.75y
RMBS	Jun - 23	A\$750m	7y (WAT)
AMTN	Feb- 23	A\$250m	4y
AMTN	Dec - 22	A\$180m	3y
AMTN	May - 22	A\$50m	3y
RMBS	Aug - 21	A\$750m	7y (WAT)
AMTN	Apr - 21	A\$100m	5y
AMTN	Feb - 20	A\$35m	1y
AMTN	Feb - 20	A\$250m	3y
AMTN	Oct - 19	A\$100m	5y
AMTN	March - 19	A\$250m	3y
AMTN	Nov - 18	A\$100m	1y
RMBS	Oct - 18	A\$700m	7y (WAT)
AMTN	Sep-18	A\$225m	3y
AMTN	Jul - 18	A\$100m	1y
AMTN	Dec- 17	A\$100m	1y
RMBS	Jun - 17	A\$900m	7y (WAT)
AMTN	Mar - 17	A\$300m	3y

Funding Maturity Profile (\$m)



APPENDICES



Great Southern
Bank

Home lending serviceability changes by year

FY18	Credit card servicing rate over three years deployed to comply with Credit Card Reforms.
FY19	Maximum Debt-to-Income (DTI) ratio of 8 deployed.
FY20	<ul style="list-style-type: none"> Amendments to floor rate and buffer rate in servicing calculations. Additional amendments to floor rate and buffer rate in servicing calculations. Additional amendments to floor rate and buffer rate in servicing calculations. Income recognition adjusted for various employment income types including: <ul style="list-style-type: none"> Casual & Contractor. Bonus. Shift. Vehicle allowance. Bonus, overtime and commission income types servicing rate reduced as part of COVID policy review.
FY21	<ul style="list-style-type: none"> Bonus, overtime (non-essential workers) and commission income types revert to pre-COVID level. Serviceability rate changed from using a reference rate to using the product interest rate. Minimum serviceability interest rate buffer increased as per industry directive.
FY22	Implementation of risk-based methodology for the maximum Debt-to-income (DTI) ratio.
FY23	<ul style="list-style-type: none"> Serviceability rate for interest only loans adjusted in servicing calculations. Rental income recognition increased suited to current market conditions. Introduction of a minimum floor for investment property expenses.
FY24	<ul style="list-style-type: none"> Negative gearing introduced for eligible tax-deductible loans in serviceability calculations. Implementation of a new scoring model with improved risk discrimination capability. Income used for determining HEM updated to incorporate negating gearing change. Vehicle allowance servicing rate increased. Employment types updated to include a supplementary self-employed type category.
Last updated	16 July 2024

Home lending serviceability criteria

	<ul style="list-style-type: none"> Servicing Criteria based on Net Disposable Income (NDI) Living expense data captured at application and compared to the Household Expenditure Measure (HEM) by Income Groups, with higher of declared v HEM used. HEM reviewed quarterly Serviceability Policy set at NDI \geq 1.0 Servicing Rate uses the home loan product interest rate and adds a buffer of 3.0%. The minimum floor interest rate is 5.0%. Sensitised interest rates used for both new and ongoing home loan liabilities All loans assessed as principal and interest (P&I) over the remaining P&I loan term. For interest-only loans the assessment uses the P&I revert rate. Effective August 2023, the Bank has enabled gearing within its serviceability methodology for investment property income.
Income Verification	<ul style="list-style-type: none"> Verification ranges from Pay Slips, confirmed ITR (Income Tax Return) Summaries, direct Salary Credit or employer letter/contract and employer phone calls Rental income shading is 90% supported by minimum rental expense floor of 15%. Shift allowance servicing rate is 100%. Other work allowances servicing rate is 80%. Overtime and commission servicing rate is 100% for essential workers, otherwise 80%.
Valuations	<ul style="list-style-type: none"> An independent valuation of security is undertaken for all mortgage loans. The type of valuation conducted is driven by systematic rulesets within a valuation strategy engine that considers property type, exposure amounts, model risk levels and LVR amongst other factors. The key valuations types used in addition to formal valuations are SMARTval \Desktop Valuations, and AVM's (Automated Valuation Models). All formal valuation inspections are completed by a registered valuer and are completed in accordance with Australian Property Institute requirements and guidelines.
Loan to Value Ratio (LVR)	<ul style="list-style-type: none"> Maximum LVR on Standard Security in line with market at 80% without LMI, and 95% with LMI or 98% for Family Home Guarantee Loans Various restrictions in place for maximum LVR for Rural Residential, High Density and Other Restricted security Lenders Mortgage Insurance is underwritten by Helia Genuine Savings required for LVR > 90%
Self-Employed	<ul style="list-style-type: none"> All self-employed applications manually assessed by Credit Assessment Income verification requires last 2 years full financial information Use lower of last year's income or average of last 2 years income as the standard assessment method. The latest financial year income may be considered (up to 120% of the prior year income) where this higher income is expected to be ongoing and subsequent Business Activity Statements (or interim financial statements) are provided which support this income level

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DEBT INVESTOR WEBSITE

The screenshot shows the 'Debt Investor Centre' page on the Great Southern Bank website. The page features a navigation menu at the top with links for Bank & Save, Credit Cards, Home Loans, Personal Loans, Business, Insurance, About, Help & Contact, Login, and Register. The main heading is 'Debt Investor Centre'. Below this, there is a section titled 'In this section' with a list of links: Awards, Debt Investor Centre, AMTN Program, Securitisation Program, Governance, Blog, Sustainability, Partnerships, Life at Great Southern Bank, News, Switch to us, and Certified B Corporation. To the right of this list, there is a paragraph of text about wholesale funding and three cards: 'AMTN Program', 'Securitisation Program', and 'Credit Ratings'. Each card has a 'Learn more' link. At the bottom, there are two expandable sections: 'Our Performance' and 'Annual General Meeting'.

<https://www.greatsouthernbank.com.au/about/debt-investor-centre/investor-centre>



greatsouthernbank.com.au

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