



# HEARTLAND

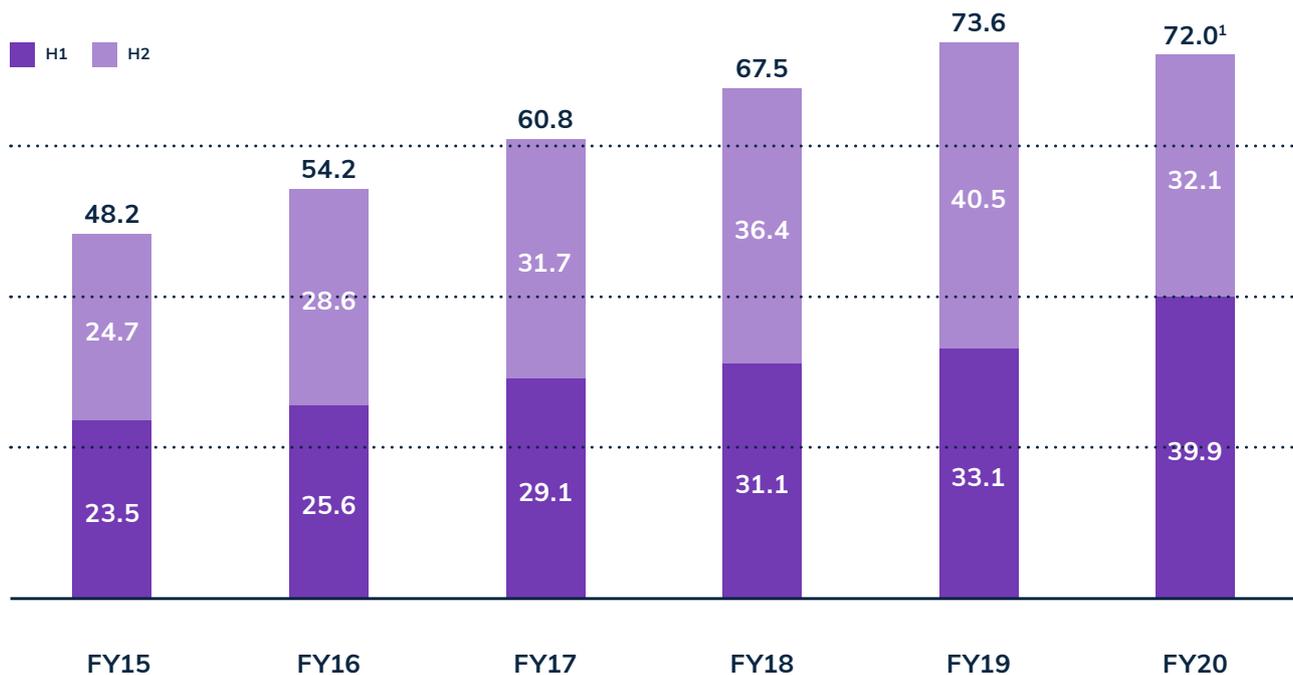
**COMPANY FACTSHEET 2020**

## **About Heartland**

Heartland Group Holdings Limited (Heartland) is a financial services group with operations in New Zealand and Australia.

Heartland is listed on the NZX Main Board and the ASX under a Foreign Exempt Listing.

NET PROFIT AFTER TAX



NET PROFIT AFTER TAX<sup>1</sup>

**\$72.0m**

Adjusted net profit after tax<sup>2</sup> \$78.9m

GROSS FINANCE RECEIVABLES

**\$4.6b**

RETURN ON EQUITY

**10.5%**

Adjusted return on equity<sup>2</sup> 11.4%

DIVIDEND PER SHARE

**7.0** cents per share

For the 12 months to 9 October 2020

EARNINGS PER SHARE

**12.5** cents per share

Adjusted earnings per share<sup>2</sup> 13.7 cents per share

NET INTEREST MARGIN

**4.33%**

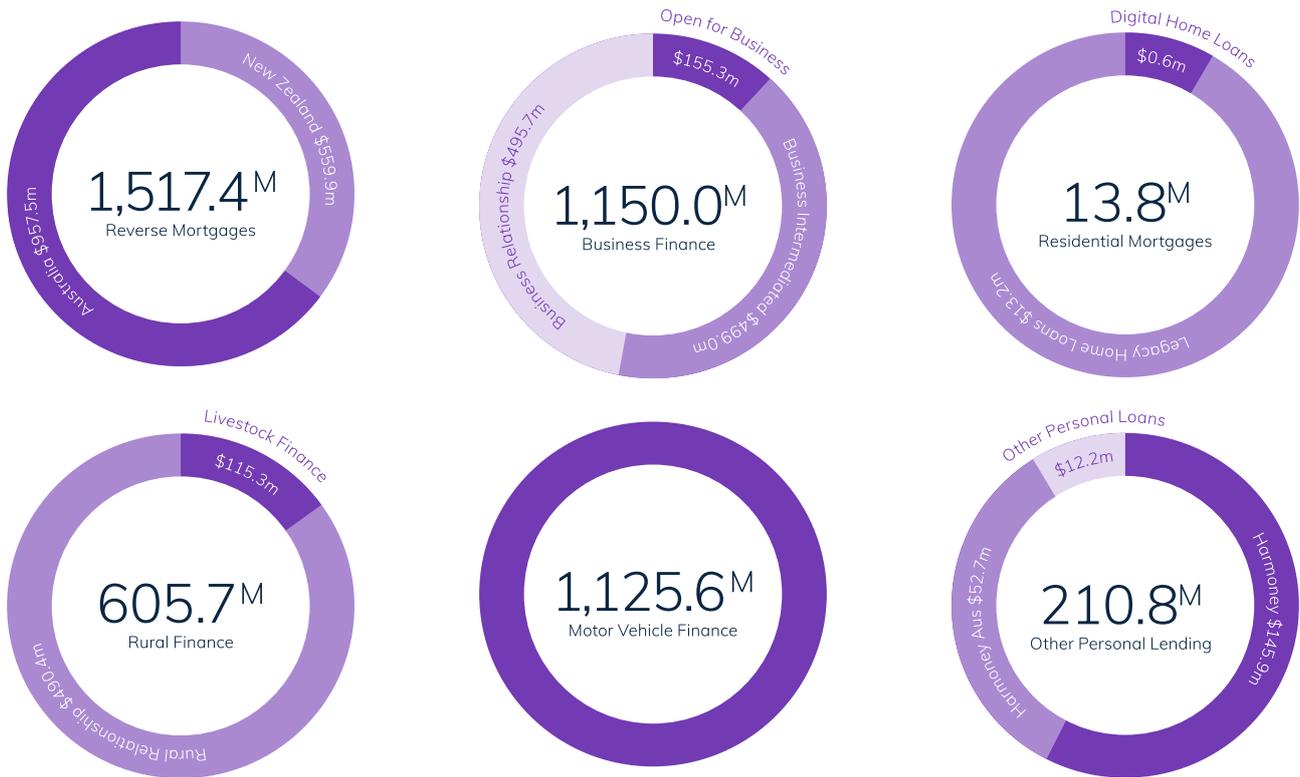
All figures above refer to the financial year ended 30 June 2020.

<sup>1</sup> Included within this net profit after tax is an economic overlay of \$9.6 million pre-tax which Heartland applied to its potential credit losses in response to the ongoing uncertainties relating to the COVID-19 pandemic.

<sup>2</sup> These adjusted figures for FY20 exclude the impact of the \$9.6 million pre-tax economic overlay due to COVID-19.

OUR LENDING

All of the lending portfolio figures are as at 30 June 2020 and exclude FX impact.



CORE STRATEGIC OBJECTIVES

Acquire scale in New Zealand

Provide customers with best or only products and services through mainly digital channels.

Expand in Australia

Continue to be the market leading provider of reverse mortgages in Australia. Replicate Heartland's success in the New Zealand consumer and small business markets in Australia.

Digital

Digitalise Heartland's distribution, onboarding and processing. Enhance the Heartland Mobile App to meet increasing customer expectations.

SUSTAINABILITY FRAMEWORK

<p><b>Social Equity</b></p>	<p>Ensure our conduct and culture drives fair outcomes for our customers</p>	<p>Make a positive difference in our communities</p>	<p><i>Whāia te iti kahurangi</i> – provide a workplace and financial service that enables Māori to succeed as Māori</p>	<p>Create an internal culture of inclusivity and equal opportunity that supports the wellbeing of our people</p>
<p><b>Environmental Conservation</b></p>	<p>Reduce our direct impact on the environment</p>	<p>Create business practices that support good environmental outcomes</p>		
<p><b>Economic Prosperity</b></p>	<p>Provide a positive contribution to the New Zealand and Australian economies</p>	<p>Enhance economic outcomes for our customers through digital initiatives and tools that reduce customer effort</p>	<p>Create sustainable economic value for our shareholders</p>	

## SHARE INFORMATION

NZX/ASX code	HGH
First listed on the NZX	1 February 2011 (HBL) 1 November 2018 (HGH)
First listed on the ASX	1 November 2018 (HGH)
Share price at 30 June 2020	\$1.23
Shares on issue at 30 June 2020	580,979,106
Market capitalisation at 30 June 2020	\$714.6043m
Average daily trading for 90 days to 30 June 2020	652,027 shares (On-Market) 94,222 (Off-Market)
Share price low/high for 12 months to 30 June 2020	NZD \$0.91 / NZD \$1.90
Financial year end	30 June 2020
NZX industry sector	Finance & other industries

## RESEARCH COVERAGE

### Company

Craigs Investment Partners  
Jarden  
Forsyth Barr  
Macquarie  
UBS

### Analyst

Adam Lilley  
Andrew Steele  
Jamie Foulkes  
Stephen Hudson  
Jeremy Kincaid

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## DIRECTORS

### Heartland Group Holdings Limited (HGH)

Geoffrey Ricketts (Chair)  
Gregory Tomlinson (Deputy Chair)  
Jeffrey Greenslade  
Ellen Comerford  
Sir Christopher Mace

### Heartland Bank Limited (HBL)

Bruce Irvine (Chair)  
Jeffrey Greenslade  
Ellen Comerford  
Edward John Harvey  
Kathryn Morrison  
Geoffrey Ricketts  
Shelley Ruha

## STRATEGIC MANAGEMENT GROUP

Jeffrey Greenslade	CEO, Heartland Group Holdings Limited
Christopher Flood	CEO, Heartland Bank Limited
Keira Billot	Chief People & Culture Officer
Laura Byrne	Group Chief of Staff
Andrew Dixson	Chief Financial Officer
Michael Drumm	Chief Legal & Bank Risk Officer
Grant Kemble	Group Chief Risk Officer
Sarah Smith	Chief Technology Officer
Lydia Zulkifli	Chief Digital Officer

## LONG TERM ISSUER DEFAULT RATINGS

### Heartland Group Holdings Limited

# BBB

(outlook stable)

### Heartland Bank Limited

# BBB

(outlook stable)

### Heartland Australia Group PTY LTD

# BBB-

(outlook stable)