



2021 Company Factsheet

Kāhui Puka Meka

About Heartland

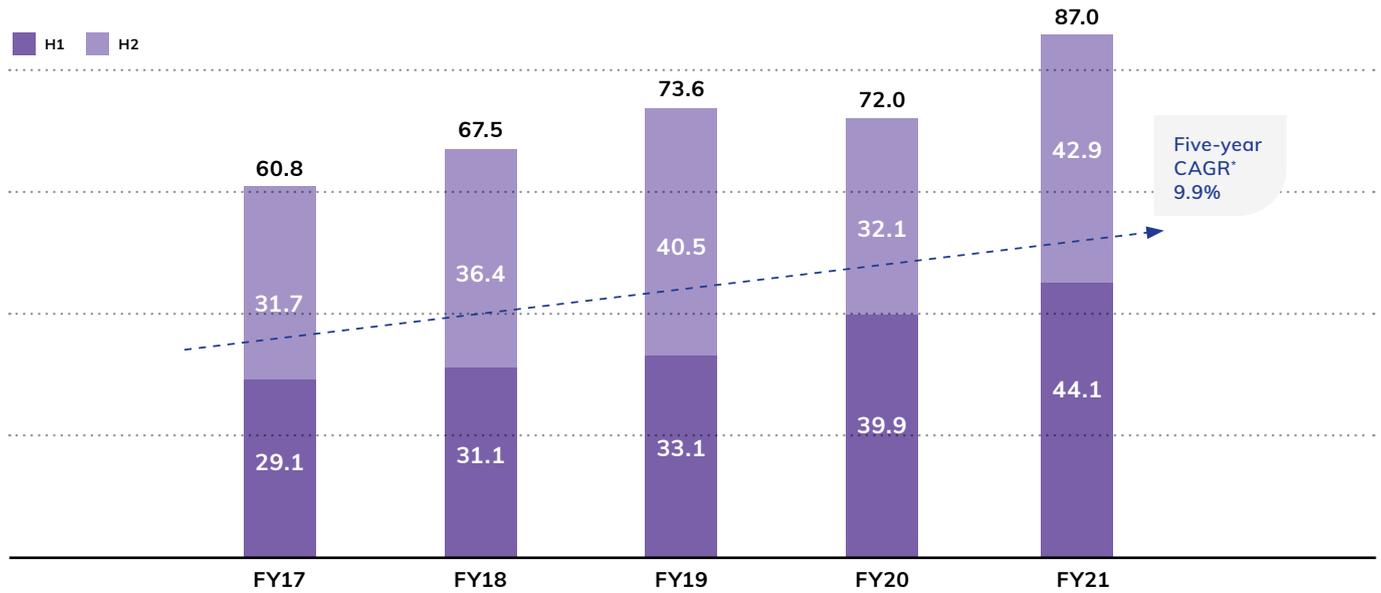
Heartland Group Holdings Limited (Heartland) is a financial services group with operations in New Zealand and Australia.

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

HEARTLAND

NET PROFIT AFTER TAX

All figures below refer to the financial year ended 30 June 2021.



NET PROFIT AFTER TAX

\$87.0m

Underlying net profit after tax \$87.9m
 FY20 \$72.0m
 FY20 underlying net profit after tax \$76.9m

GROSS FINANCE RECEIVABLES

\$5.0b

FY20 \$4.6b

RETURN ON EQUITY

11.9%

Underlying return on equity 12.0%
 FY20 10.5%
 FY20 underlying return on equity 11.1%

NET INTEREST MARGIN

4.35%

FY20 4.33%

EARNINGS PER SHARE

14.9

cents per share

Underlying earnings per share 15.1 cents per share
 FY20 12.5 cents per share
 FY20 underlying earnings per share 13.3 cents per share

TOTAL DIVIDEND FOR THE YEAR

11.0

cents per share

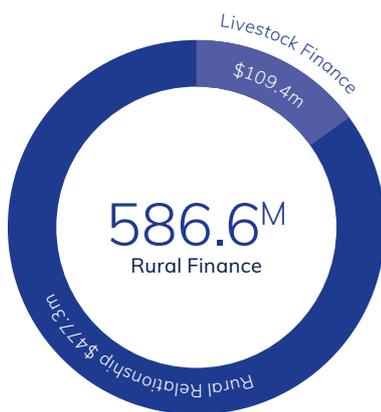
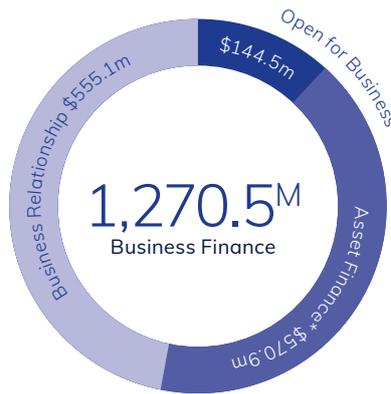
FY20 7.0 cents per share

* Compound annual growth rate (CAGR) for the five years from FY2017-FY2021.

Note: Underlying results exclude the impacts of one-offs. FY2021 one-off items had a \$0.8 million net impact on NPAT, consisting of \$4.1 million of one-off net gains and \$6.9 million of one-off expenses (net of tax). FY2020 one-off items had a \$4.9 million net impact on NPAT, consisting of \$5.5 million of one-off income, \$3.6 million of one-off expenses and a \$9.6 million economic overlay due to COVID-19 (net of tax).

OUR LENDING

All lending portfolio figures are as at 30 June 2021 and exclude FX impact.



STRATEGIC POSITIONING

To provide best or only products through scalable digital platforms

1. Business as Usual growth

Broadening product offerings and achieving growth across business as usual activity, including through product and platform developments.

2. Frictionless Service at the Lowest Cost

Removing friction from each stage of a customer's journey to ease inconvenience and remove costly operational processes – enhancing customer experience and allowing savings to be passed on to customers.

3. Expansion in Australia

Expanding product offerings to meet the wider needs of the demographic entering, as well as in, retirement. Exploring expansion into other asset classes through digital platforms and existing relationships with intermediaries that lend to businesses and consumers.

4. Acquisitions

Exploring acquisitions where there is a fit with the above and the opportunity to add value.

SUSTAINABILITY FRAMEWORK

 Social equity	 Environmental conservation	 Economic prosperity
<ul style="list-style-type: none"> Ensuring our conduct and culture drives fair outcomes for our customers Making a positive difference in our communities Creating and fostering internal and external cultures of diversity and inclusivity 	<ul style="list-style-type: none"> Reducing our direct impact on the environment Creating an internal culture of environmental awareness and conscientiousness Creating business practices that support good environmental outcomes. 	<ul style="list-style-type: none"> Positively contributing to the New Zealand and Australian economies Enhancing economic outcomes for customers through digitalisation Creating sustainable economic value for our shareholders

* Previously referred to as Business Intermediated.

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 2021	\$2.07
Shares on issue at 30 June 2021	585,904,365
Market capitalisation at 30 June 2021	\$1,212.822m
Average daily trading for 90 days to 30 June 2021	256,182 shares (on-market) / 136,571 (off-market)
Share price low/high for 12 months to 30 June 2021	NZD \$1.15/ NZD \$2.09
Financial year end	30 June 2021
NZX industry sector	Finance & other industries

RESEARCH COVERAGE

Company	Analyst	Email
Craigs Investment Partners	Wade Gardiner	wade.gardiner@craigsip.com
Forsyth Barr	Jamie Foulkes Mark Robertson	jamie.foulkes@forsythbarr.co.nz mark.robertson@forsythbarr.co.nz
Jarden	Grant Lowe	grant.lowe@jarden.co.nz
Macquarie	Stephen Hudson	stephen.hudson@macquarie.com
UBS	Jeremy Kincaid	jeremy.kincaid@ubs.com

DIRECTORS*

Heartland Group Holdings Limited Board

Geoffrey Ricketts (Chair)
Gregory Tomlinson (Deputy Chair)
Jeffrey Greenslade
Ellen Comerford
Sir Christopher Mace
Kathryn Mitchell
Geoff Summerhayes

Heartland Bank Limited Board

Bruce Irvine (Chair)
Jeffrey Greenslade
Edward John Harvey
Kathryn Mitchell
Geoffrey Ricketts
Shelley Ruha

STRATEGIC MANAGEMENT GROUP*

Jeffrey Greenslade	CEO, Heartland Group Holdings Limited
Chris Flood	CEO, Heartland Bank Limited
Keira Billot	Chief People & Brand Experience Officer
Laura Byrne	Chief Operating Officer
Andrew Dixson	Chief Financial Officer
Michael Drumm	Chief Risk 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)

* As at 1 October 2021.