

Media Release

30 August 2017

Yellow Brick Road announces maiden profit in FY17 results

Key features of the result are:

- **Pre-tax profit \$2.0 million**
- **Underlying EBITDA \$5.2 million**
- **17% increase in underlying loan book to \$44.1 billion**

Yellow Brick Road Holdings (ASX: YBR) today announced its financial results for the full-year ending 30 June 2017, delivering a maiden pre-tax profit of \$2.0 million.

Commenting on the results, Executive Chairman Mark Bouris said, “The work we’ve done in recent years to expand distribution, increase efficiency and diversify revenue has paid off and allowed us to deliver our maiden profit, even in the face of a tough lending environment,” Mr Bouris said.

“Yellow Brick Road now has a comprehensive, national distribution network and trusted brand, which underpins our growth. Despite the volatility of the sector, we’ve grown both our loan volumes and revenue. With these fundamentals in place, we are extremely well-positioned to win in this market,” he said.

Mr Bouris said the embedded value of the loan book has risen significantly.

“These results demonstrate the true value of the company, which isn’t reflected in the current share price. When you consider our loan book, funds under management and our brand and distribution assets, there is a strong value story there,” he said.

Commenting on how the business will continue its current growth trajectory, Mr Bouris said, “We see great opportunities for non-bank lenders in the current, tighter credit conditions, and we are considering ways to increase margins in this environment.

“We are also developing an innovative learning and development platform, unlike anything else in the industry. It’s will boost business skills, technical knowledge and – ultimately - professional standards in the sector.”

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About Yellow Brick Road Holdings (ASX: YBR)

Yellow Brick Road Holdings (YBR) provides lending and wealth services to a broad range of Australians, through an extensive network of YBR-branded franchisee branches and the Vow Financial mortgage aggregation business. It also provides competitively-priced YBR- and Vow-branded mortgage products to customers, through its Group Lending business. With a diversified business focused on both lending and wealth, YBR is uniquely positioned to provide end-to-end financial services for clients, whatever their life stage.

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