

HEARTLAND
— GROUP —

Investor Presentation

1H2026 Interim Results

For the 6 months ended 31 December 2025

Disclaimer and non-GAAP measures

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Non-GAAP measures

This presentation includes certain non-GAAP financial measures, including underlying profit/loss, underlying ROE, underlying CTI ratios, underlying impairment expense ratios, and underlying EPS.

1H2026 underlying results exclude fair value changes on equity investments held and other non-recurring costs, allowing for easier comparison of financial performance across reported periods. Non-GAAP financial

measures do not have standardised meanings prescribed under NZ GAAP and therefore may not be comparable to similar measures presented by other entities. They should not be viewed in isolation or as a substitute for measures reported in accordance with NZ GAAP. Non-GAAP financial information has not been subject to review by PricewaterhouseCoopers, Heartland's external auditor.

Reported results are prepared in accordance with NZ GAAP. Underlying results are non-GAAP measures that adjust reported results to exclude one-offs. These adjustments affect measures including NOI, OPEX, NPAT, NIM, EPS, ROE, CTI ratio, and impairment expense ratio. A reconciliation of 1H2026 and 1H2025 reported results to underlying results is set out on page 7 of this presentation. Refer to page 6 for a detailed comparison between 1H2026 and 1H2025 reported and underlying financial information.

Non-GAAP financial information presented in this document has not been reviewed by PricewaterhouseCoopers, Heartland's external auditor.

Review status

All amounts are in New Zealand dollars unless otherwise indicated. Unless otherwise stated, financial data is as at 31 December 2025. The 1H2026 financial statements of Heartland have been reviewed, but not audited, by PricewaterhouseCoopers. Any other financial information provided as at a date after 31 December 2025 has not been audited or reviewed by any independent registered public accounting firm.

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01
**Executive
summary &
outlook**

Andrew Dixon Chief Executive Officer, Heartland Group

Executive summary

Heartland delivered a strong turnaround in profitability and steady progress towards its FY2026 guidance, supported by NIM expansion, improved asset quality metrics, strong Reverse Mortgage growth in both countries, cost control and accelerated NSA realisation.

Overview

- **Underlying ROE up** 540 bps to 7.3% (up 142 bps from 2H2025).
- **Average NIM expanded**, up 51 bps to 3.92%.
- **Underlying OPEX remained steady**, up \$3.6m (4.0%) primarily due to costs associated with Australian Reverse Mortgage growth and the technology programme.
- **Underlying CTI ratio was down** 304 bps to 54.6%.
- **Heartland Bank** delivered significant asset quality improvements and cost stabilisation, alongside growth in Reverse Mortgages and strong core lending pipelines for 2H2026.
- **Heartland Bank Australia** achieved strong growth in Reverse Mortgages and Livestock Finance.
- **Technology programmes are underway** within each bank to deliver greater capability and efficiency, positioning both banks to meet customer demand at scale.
- **NSA realisation continued to progress ahead of expectations** (with a recovery rate > 90%) and is tracking to be largely complete by 30 June 2026.
- Through NSA realisation and recent RBNZ capital decisions, **Heartland is well positioned for growth, holding excess capital across the group.**
- **Interim dividend** of 3.5 cps.

Group financial results

		Reported					Underlying					Reported v Underlying	
		1H26	1H25		Movement		1H26	1H25		Movement		1H26	1H25
Financial performance	NII	\$165.9m	\$149.1m	↑	\$16.8m	11.3%	\$165.9m	\$149.1m	↑	\$16.8m	11.3%	-	-
	OOI ¹	\$9.4m	\$6.0m	↑	\$3.4m	57.0%	\$6.4m	\$7.7m	↓	(\$1.4m)	(17.8%)	\$3.1m	(\$1.7m)
	NOI	\$175.3m	\$155.1m	↑	\$20.2m	13.0%	\$172.3m	\$156.9m	↑	\$15.4m	9.8%	\$3.1m	(\$1.7m)
	OPEX	\$94.4m	\$98.1m	↓	(\$3.7m)	(3.7%)	\$94.0m	\$90.4m	↑	\$3.6m	4.0%	\$0.4m	\$7.7m
	Impairment expense	\$12.8m	\$50.5m	↓	(\$37.7m)	(74.7%)	\$12.8m	\$50.5m	↓	(\$37.7m)	(74.7%)	-	-
	GFV provision	-	\$1.2m	↓	(\$1.2m)	(100.0%)	-	\$1.2m	↓	(\$1.2m)	(100.0%)	-	-
	Tax expense	\$19.3m	\$1.7m	↑	\$17.5m	1014.4%	\$19.4m	\$4.1m	↑	\$15.2m	367.7%	(\$0.1m)	(2.4m)
	NPAT²	\$48.8m	\$3.6m	↑	\$45.2m	1251.9%	\$46.1m	\$10.7m	↑	\$35.4m	332.7%	\$2.7m	(\$7.0m)
	NIM	3.92%	3.41%	↑	51 bps		3.92%	3.41%	↑	51 bps		-	-
	CTI ratio	53.9%	63.2%	↓	(937 bps)		54.6%	57.6%	↓	(304 bps)		(70 bps)	560 bps
	Impairment expense ratio ³	0.35%	1.40%	↓	(105 bps)		0.35%	1.40%	↓	(105 bps)		-	-
	ROE	7.7%	0.6%	↑	714 bps		7.3%	1.9%	↑	540 bps		43 bps	(130 bps)
	EPS	5.2 cps	0.4 cps	↑	4.8 cps		4.9 cps	1.1 cps	↑	3.8 cps		0.3 cps	(0.7cps)

		Dec 25	Jun 25	Movement	
Financial position	Liquid assets	\$1,169m	\$1,135m	↑	\$33m 2.9%
	Receivables ⁴	\$7,312m	\$7,156m	↑	\$157m ⁵ 4.3% ⁶
	Borrowings	\$7,450m	\$7,355m	↑	\$94m 1.3%
	Equity	\$1,289m	\$1,219m	↑	\$70m 5.7%
	Equity/total assets	14.6%	14.1%	↑	53 bps

Note: See page 2 for a definition of underlying financial measures. Refer to page 7 for details about 1H2026 and 1H2025 one-offs.

¹ Reported OOI includes fair value gains/losses on investments.

² Refer to page 7 for a reconciliation of underlying NPAT to reported NPAT for 1H2026.

³ Impairment expense as a percentage of average Receivables.

⁴ Receivables also includes Reverse Mortgages.

⁵ Including the impact of changes in FX rates.

⁶ Annualised growth for 1H2026 including the impact of changes in FX rates.

Reported vs. underlying results

The difference between reported and underlying results in 1H2026 was \$2.7m.

	1H2026	1H2025
Reported NPAT	\$48.8m	\$3.6m
- De-designation of derivatives	-	\$1.1m
- Fair value changes on equity investments held	(\$3.1m)	\$0.2m
- Other non-recurring income	-	\$0.4m
Other operating income (OOI)	(\$3.1m)	\$1.7m
- Other non-recurring costs	\$0.4m	\$1.2m
- One-off staff exit costs	-	\$6.5m
Operating expenses (OPEX)	\$0.4m	\$7.7m
Tax impact	(\$0.1m)	(\$2.4m)
Underlying NPAT¹	\$46.1m	\$10.7m

- 1H2026 one-offs were limited to fair value changes on equity investments held and other non-recurring costs.
- Heartland expects the difference between reported and underlying NPAT in 2H2026 and beyond to be limited only to any fair value changes on equity investments held and other one-off non-recurring expenses.
- 1H2025 non-recurring costs related to costs arising in relation to the acquisition of (now) Heartland Bank Australia.

¹ See page 2 for definition of underlying financial measures. Refer to page 6 for a detailed comparison between reported and underlying financial information.

Technology investment

Heartland is investing in multi-year technology programmes to support scalable growth for its core product sets in New Zealand and Australia.

These investments will modernise and simplify technology for both banks by implementing AI-enabled, cloud-based platforms.

- Heartland Bank's technology programme will leverage and fully integrate with its upgraded core banking system to unify its origination and servicing activities, enabling greater automation.
- Heartland Bank Australia's technology programme will consolidate its three origination and servicing platforms into a single banking solution.

The anticipated implementation costs for these technology programmes are **estimated to be ≤\$17m over a three-year period.**

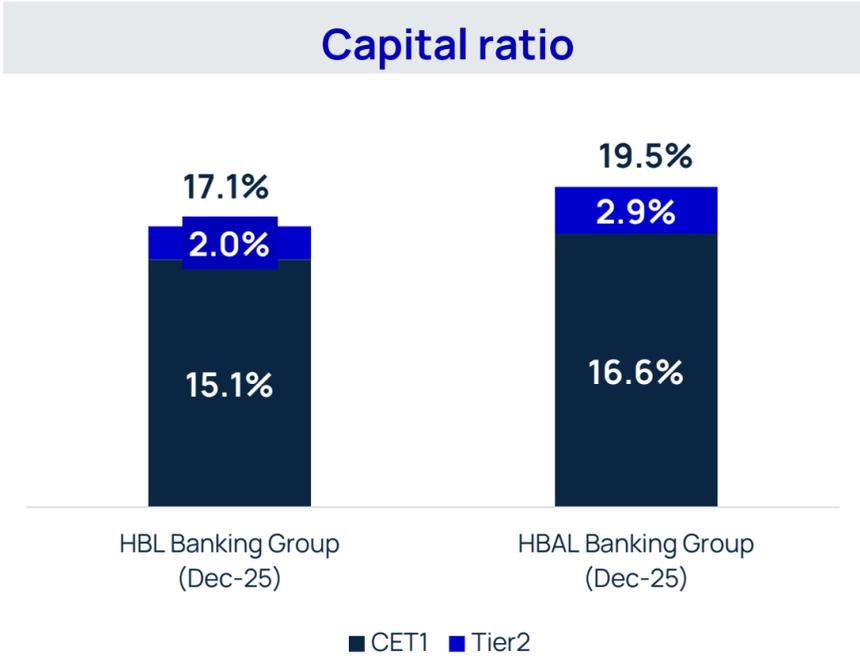
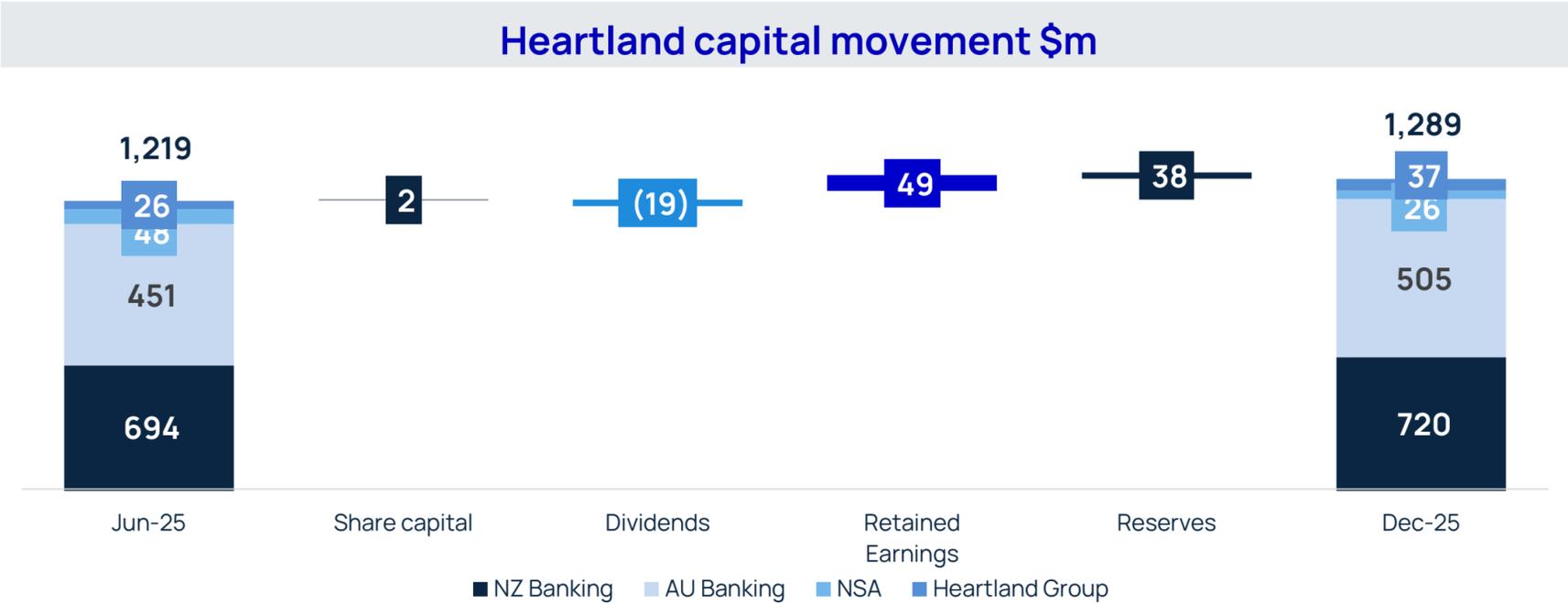
These platforms will deliver new capabilities within each bank, resulting in greater operational efficiency, an enhanced customer, intermediary and employee experience, and positioning both banks to meet customer demand at scale.



Capital

Heartland remains well placed to cater for organic growth with excess capital held across the group, enhanced through NSA realisation and recent RBNZ decisions on capital settings.

- On 17 December 2025, the RBNZ announced final decisions on key capital settings for deposit takers. Benefits to Heartland Bank include the reduction of Tier 1 and total capital ratio requirements, the removal of Additional Tier 1 capital instruments, and more granular and reduced risk weights.
- Effective 1 March 2026, the RBNZ has reduced Heartland Bank’s transitional capital overlay by 1.5%, from 2.0% to 0.5%. The remaining capital overlay is expected to remain in place until the RBNZ implements a formal Group Supervision Policy for deposit takers under the Deposit Takers Act 2023 (which is expected to come into force on 1 December 2028).
- As at 31 December 2025, Heartland Bank holds approximately \$125m of regulatory capital in excess of expected regulatory requirements. Applying Heartland Bank’s expected risk weight changes to the 31 December 2025 balance sheet, the excess is approximately \$190m.¹



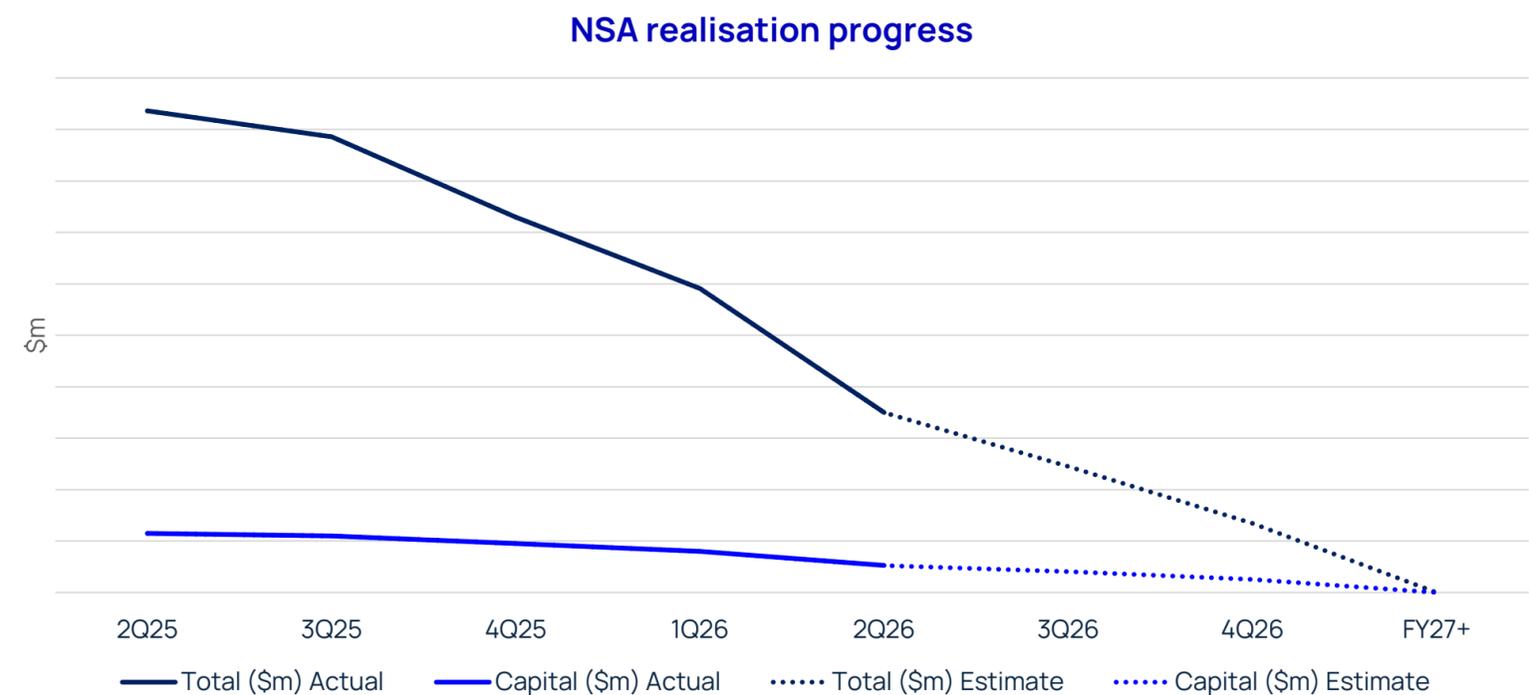
Note: Retained earnings include current reported NPAT.
¹Including ordinary internal buffers.

NSA realisation progress

NSA realisation continues to progress ahead of expectations and is tracking to be largely concluded by 30 June 2026.

- In 1H2026, the total value of NSAs reduced by \$189.8m, creating \$21.2m of available capital. In the period, Heartland:
 - accelerated exits from Rural borrowers, realising \$45.6m, \$24.4m ahead of target
 - completed the sale of one of the two dairy farms from the Properties NSA
 - sold one of the apartments which make up the Investment Properties NSA
 - exited Heartland Bank's Harmony Corp Limited shareholding and Heartland Bank Australia's Alex Bank shareholding in full.

Asset	NZ (\$m)	Outstanding balance	
		30 June 2025	31 Dec 2025
Rural Relationship	Total (\$m)	112.0	66.4
	Capital (\$m)	17.1	10.5
Business Relationship	Total (\$m)	47.8	21.6
	Capital (\$m)	6.9	5.1
Home Loans ¹	Total (\$m)	171.7	70.5
	Capital (\$m)	10.2	4.0
Properties	Total (\$m)	16.2	7.6
	Capital (\$m)	2.6	1.3
Investment Properties	Total (\$m)	4.4	3.9
	Capital (\$m)	0.6	0.5
Equity Investments (NZ)	Total (\$m)	7.0	0.1
	Capital (\$m)	4.5	0.1
Equity Investments (AU)	Total (\$m)	5.7	4.8
	Capital (\$m)	5.7	4.8
Total NSAs	Total (\$m)	364.8	175.0
	Capital (\$m)	47.6	26.4



Note: NSAs are primarily NZ assets that are outside of Heartland's core lending strategy, or do not deliver threshold ROE.

¹ Includes Online Home Loans and old residential mortgages.

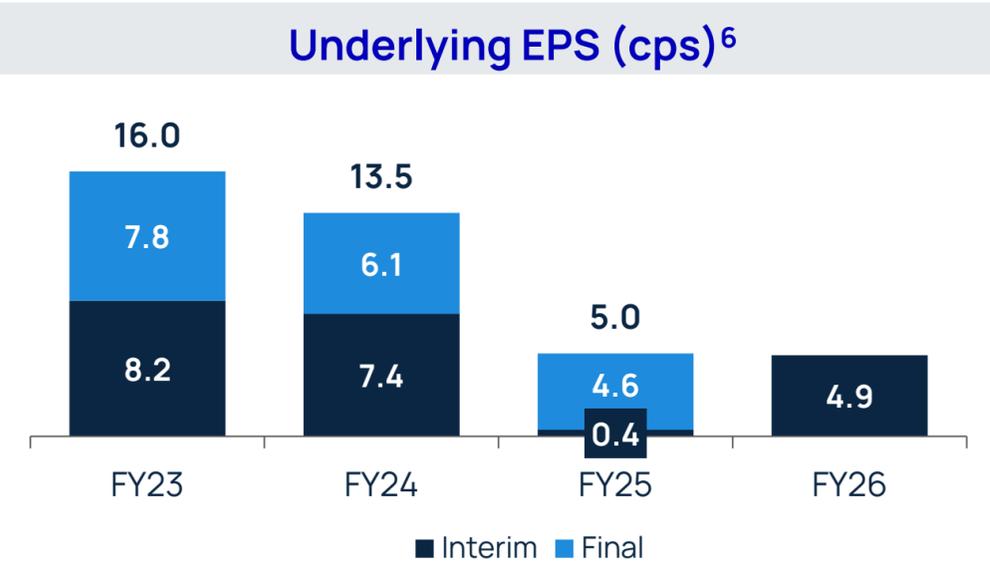
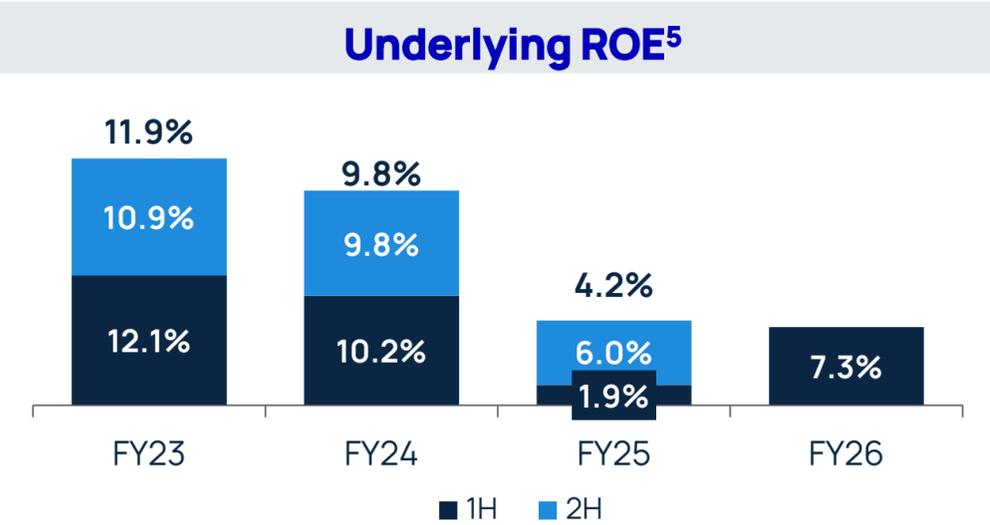
Shareholder return

7.3% Underlying ROE
1H2026 7.3% vs 2H2025 6.0%

3.5 cps Interim dividend
up 1.5 cps vs 1H2025

6.1%¹ Dividend yield
(1H2025: 7.9%²)

- Heartland has declared a 1H2026 interim dividend of 3.5 cps, up 1.5 cps on 1H2025.
- Heartland’s interim dividend yield of 6.1%¹ compares with 7.9%² in 1H2025.
- The dividend payout ratio of 72% for 1H2026 exceeds Heartland’s target of at least 50% of underlying NPAT, reflecting Heartland’s strong turnaround performance and excess capital position.³
- Heartland’s DRP will apply to the final dividend with no discount.⁴



¹ Total fully imputed dividends divided by the closing share price as at 24 February 2026 of \$1.25.

² Total fully imputed dividends divided by the closing share price as at 25 February 2025 of \$0.88.

³ Heartland’s Dividend Policy is available on Heartland’s website at heartlandgroup.info/investor-information/dividends.

⁴ That is, the strike price under the DRP will be 100% of the volume weighted average sale price of Heartland shares over the five trading days following the Record Date. For the full details of the DRP and the Strike Price calculation, refer to the Heartland DRP offer

document dated 20 August 2025.

⁵ Underlying ROE refers to ROE calculated using underlying results. When calculated using reported results, Heartland’s ROE was 7.7%, up 714 bps compared with 1H2025. For more information, see page 2.

⁶ Underlying EPS refers to EPS calculated using underlying results. When calculated using reported results, Heartland’s EPS was 5.2 cps, up 4.8 cps compared with 1H2025. For more information, see page 2.

Looking forward

Heartland affirms its FY2026 guidance to deliver an underlying ROE of at least 7% and underlying NPAT of at least \$85 million.

Underlying financial metrics	FY2026 guidance		
	Heartland	NZ Banking	AU Banking
NPAT	≥ \$85m	> \$45m	> AU\$37m (NZ\$40m)
ROE	≥ 7%	> 6%	> 8%
Average NIM	> 3.90% (n.c.)	> 4.10% (-10 bps)	> 3.70% (+30 bps)
Exit NIM	> 3.95% (n.c.)	> 4.20 (-5 bps)	> 3.75% (+10 bps)
OPEX	< \$195m	< \$127m (-\$2.1m)	< A\$58m (+A\$3.4m)
CTI ratio	< 56% (+250 bps)	< 56% (+250 bps)	< 50% (+450 bps)
Impairment expense ratio	< 0.45% (-10 bps)	< 0.70% (-15 bps)	< 0.10% (n.c.)

Heartland will hold an investor day on Friday 5 June 2026 where it will present its longer-term strategy, financial ambitions, and provide detail on the technology and product strategies within each bank. Further details will be published in due course.

02

New Zealand banking

Leanne Lazarus Chief Executive Officer, Heartland Bank

Kerry Conway Chief Financial Officer, Heartland Bank

NZ banking: 1H2026 summary

Heartland Bank's vision is to be New Zealand's leading specialist bank. Positive momentum is building following a strategy reset in FY2025.

1H2026 summary

Growth

- Consistent Reverse Mortgage growth and momentum building in Rural through direct channels and intermediary partnerships.
- Strong pipelines developed in Motor Finance and Business Finance leading into 2H2026.

Quality

- Strategic reset in FY2025 contributed to significant asset quality metric improvements in 1H2026, with the core portfolio NPL ratio reducing from 2.40% to 2.07%.
- Receivables contraction driven by deliberate NSA exits, strategic Motor Finance repositioning, and a disciplined approach to Business Finance pricing and risk.

Efficiency

- Process refinements and digital self-service improvements drove operational efficiency and enhanced customer experience.
- Disciplined cost management reduced the OPEX outlook and partially mitigated the impact of the Receivables contraction on the CTI ratio.

2H2026 focus

- **Conversion of strong pipelines** developed in 1H2026 in core portfolio sets to deliver increased growth in 2H2026.
- **Execution of a new marketing campaign** (now live) to increase awareness and education of reverse mortgages in the New Zealand market to drive growth into FY2027.
- **Leverage new intermediary partnerships and targeted regional expansion** to drive sustainable growth in the Rural portfolio.
- **Progress implementation of phase one of the technology programme** (Reverse Mortgages), setting the foundation for subsequent phases.
- **NSA exits** expected to be largely complete by 30 June 2026.
- **NSA realisation and recent RBNZ capital decisions** position Heartland Bank well for future growth.

Financial results

		Reported					Underlying				
		1H26	1H25	Movement		1H26	1H25	Movement			
Financial performance	NII	\$105.4m	\$105.6m	↓	(\$0.2m)	(0.2%)	\$105.4m	\$105.6m	↓	(\$0.2m)	(0.2%)
	OOI ¹	\$11.6m	\$9.4m	↑	\$2.3m	24.3%	\$8.6m	\$11.1m	↓	(\$2.5m)	(22.7%)
	NOI	\$117.0m	\$115.0m	↑	\$2.1m	1.8%	\$114.0m	\$116.7m	↓	(\$2.7m)	(2.3%)
	OPEX	\$63.0m	\$63.1m	↓	(\$0.1m)	(0.1%)	\$62.6m	\$62.1m	↑	\$0.5m	0.8%
	Impairment expense	\$11.5m	\$49.6m	↓	(\$38.1m)	(76.9%)	\$11.5m	\$49.6m	↓	(\$38.1m)	(76.9%)
	GFV provision	-	\$1.2m	↓	(\$1.2m)	(100.0%)	-	\$1.2m	↓	(\$1.2m)	(100.0%)
	Tax expense	\$11.5m	\$0.2m	↑	\$11.4m	7346.4%	\$11.6m	\$0.7m	↑	\$11.0m	1656.9%
	NPAT²	\$31.0m	\$0.9m	↑	\$30.1m	3195.2%	\$28.3m	\$3.1m	↑	\$25.1m	797.4%
	NIM	4.05%	3.78%	↑	28 bps		4.05%	3.78%	↑	28 bps	
	CTI ratio	53.3% ³	54.9%	↓	(156 bps)		53.8% ³	53.2%	↑	57 bps	
	Impairment expense ratio ⁴	0.50%	1.99%	↓	(149 bps)		0.50%	1.99%	↓	(149 bps)	
	ROE ⁷	8.3%	0.2%	↑	816 bps		7.6%	0.5%	↑	706 bps	

		Dec 25	Jun 25	Movement	
Financial position	Liquid assets	\$576m	\$570m	↑	\$6.0m 1.0%
	Receivables ⁵	\$4,456m	\$4,710m	↓	(\$254m) (10.7%) ⁶
	Borrowings	\$4,356m	\$4,660m	↓	(\$304m) (6.5%)
	Equity ⁷	\$742m	\$737m	↑	\$5.4m 0.7%
	Equity/total assets	21.1%	20.0%	↑	115 bps

Note: See page 2 for definition of underlying financial measures. Refer to page 7 for details about 1H2026 and 1H2025 one-offs.

¹ Reported OOI includes fair value gains/losses on investments.

² Refer to page 7 for a reconciliation of underlying NPAT to reported NPAT for 1H2026.

³ Excluding intercompany group charges.

⁴ Impairment expense as a percentage of average Receivables.

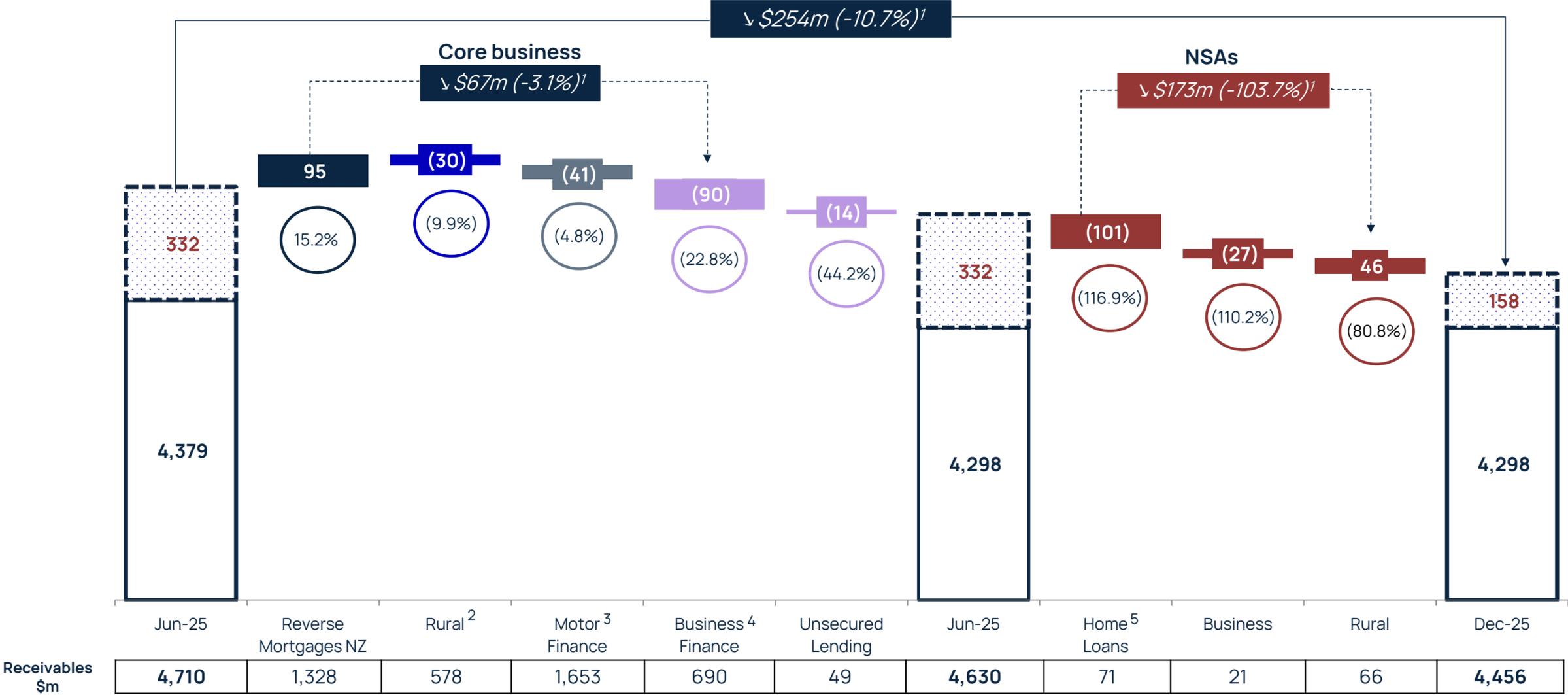
⁵ Receivables also includes Reverse Mortgages.

⁶ Annualised growth for 1H2026.

⁷ Equity excluding investment in subsidiaries. ROE is calculated as NPAT/average equity (excl. investment in subsidiaries).

Receivables

Reverse Mortgages continued to grow, with strong Rural pipelines through direct channels and intermediary partnerships, while Motor Finance and Business Finance contracted due to strategic portfolio repositioning and market conditions.



Note: 1H2026 growth in Receivables by portfolio excludes the impact of changes in FX rates and intercompany balances.

All figures in NZ\$m. NSAs include loans in Business, Rural and Home Loans.

¹ Annualised 1H2026 growth.

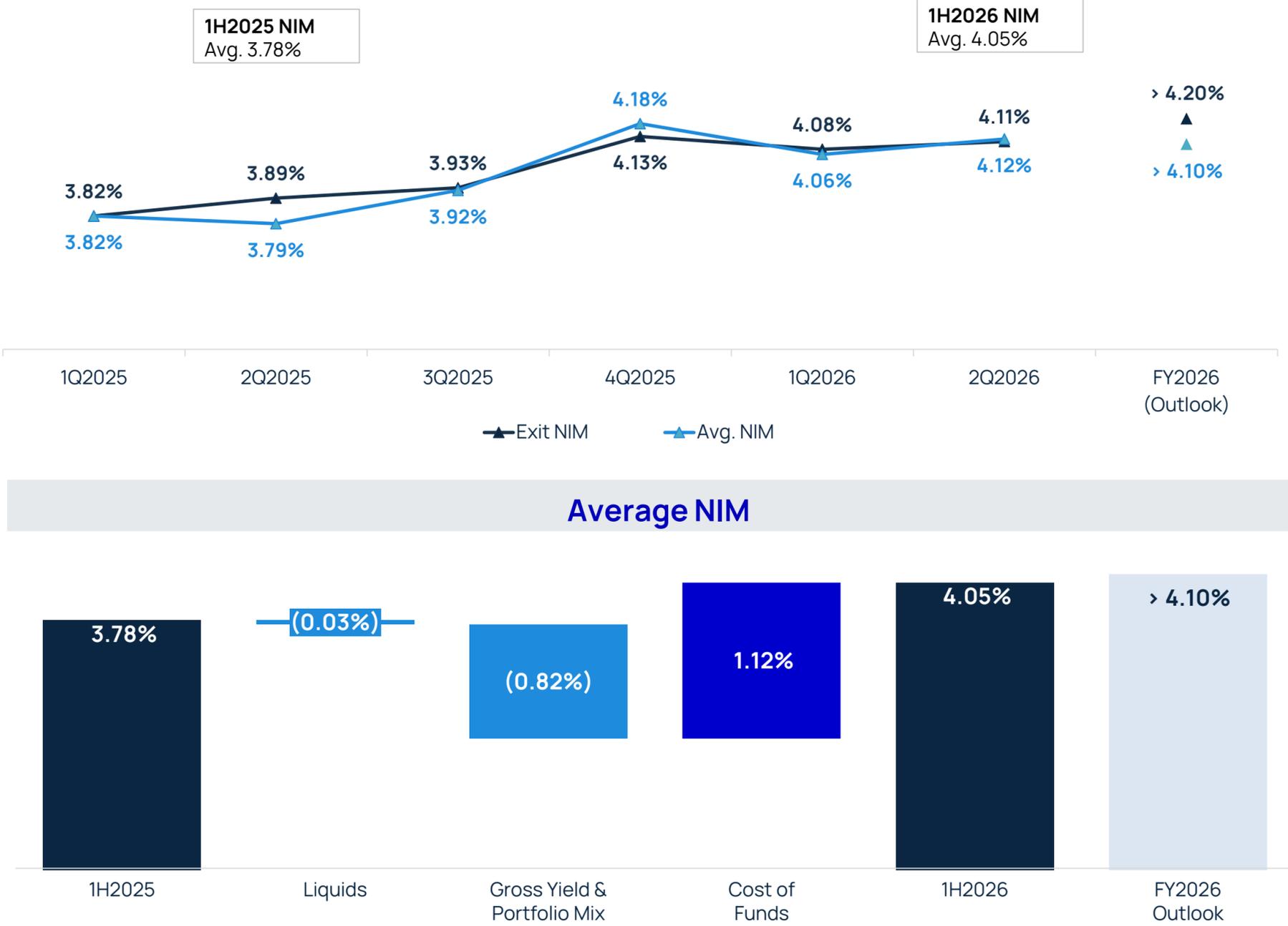
² Rural includes Rural Relationship, Rural Direct and Livestock Finance loans.

³ Motor Finance includes Wholesale Lending.

⁴ Business Finance includes Asset Finance and Business Relationship.

⁵ Home Loans includes Online Home Loans and Heartland Bank's old residential mortgages portfolio that is in run down.

Underlying NIM



1H2026 summary

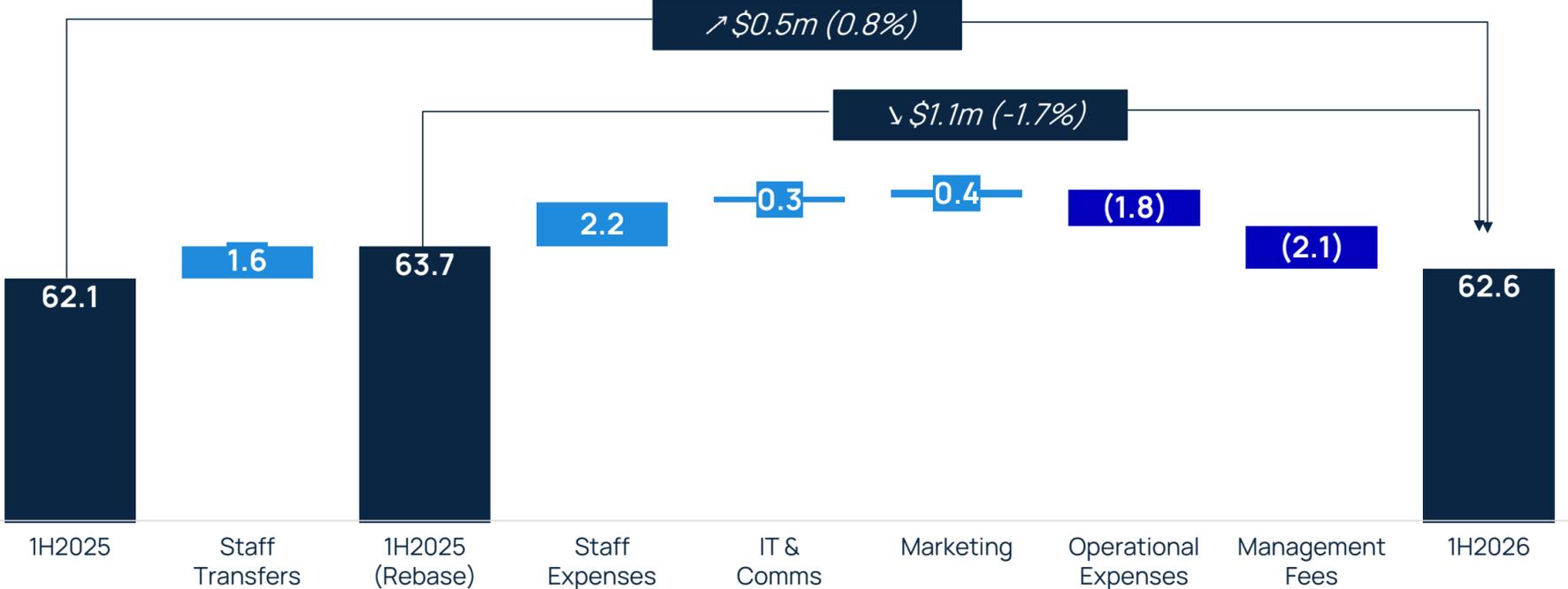
- NIM remains strong, with steady expansion (up 28 bps from 1H2025).
- This was supported by a low cost of funds, despite lower gross yields from competitive pricing in core product sets and portfolio mix changes driven by continued NSA realisation.

2H2026 outlook

- Although OCR is expected to stabilise, pricing competition is expected to continue as credit demand remains subdued.
- Heartland now expects FY2026 average NIM to be >4.10%, a reduction of 10 bps from the prior outlook due to Reverse Mortgage repricing and the impact of NSA realisation.

Note: NIM is calculated as NII/average gross interest earning assets. See page 2 for a definition of underlying financial measures.

Underlying OPEX



1H2026 summary

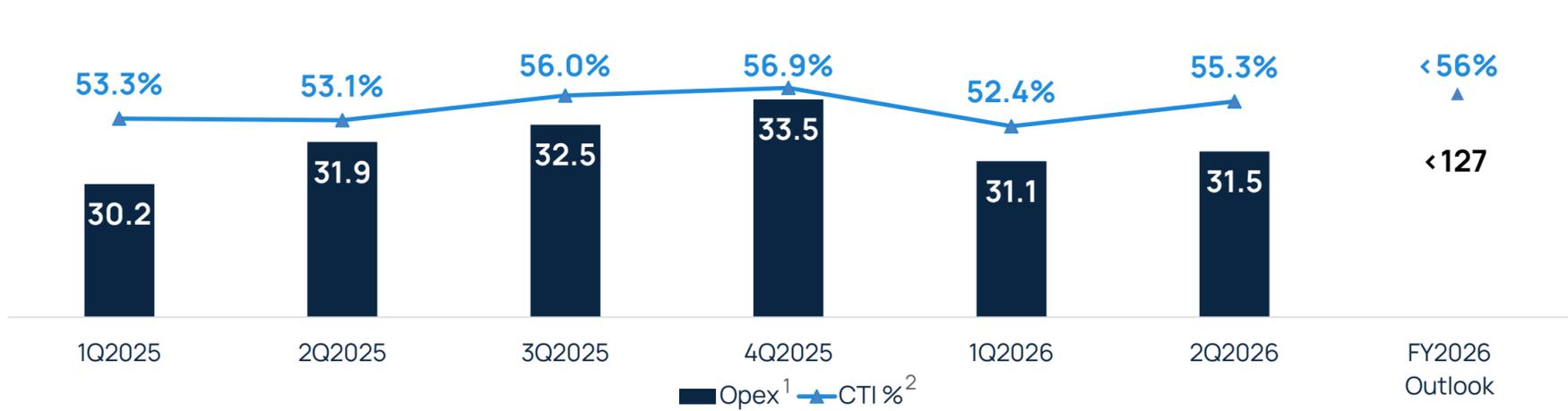
Total underlying OPEX of \$62.6m.

- Elevated staff expenses are primarily due to restructuring costs (\$1.5m) as well as the re-introduction of a LTI scheme (\$0.6m).
- The underlying CTI ratio increased as a result of the transfer of staff from Heartland Group to Heartland Bank, and the above restructuring costs. This increase was further compounded by subdued growth in certain portfolios and successful NSA realisation.

2H2026 outlook

- Underlying OPEX is expected to be lower than the previous FY2026 outlook, at **<\$127m**, despite operational costs increasing in 2H2026 from investment in technology and marketing.
- Despite cost control, the shortfall in revenue from subdued growth and successful NSA realisation has resulted in an increased outlook to **<56%**.

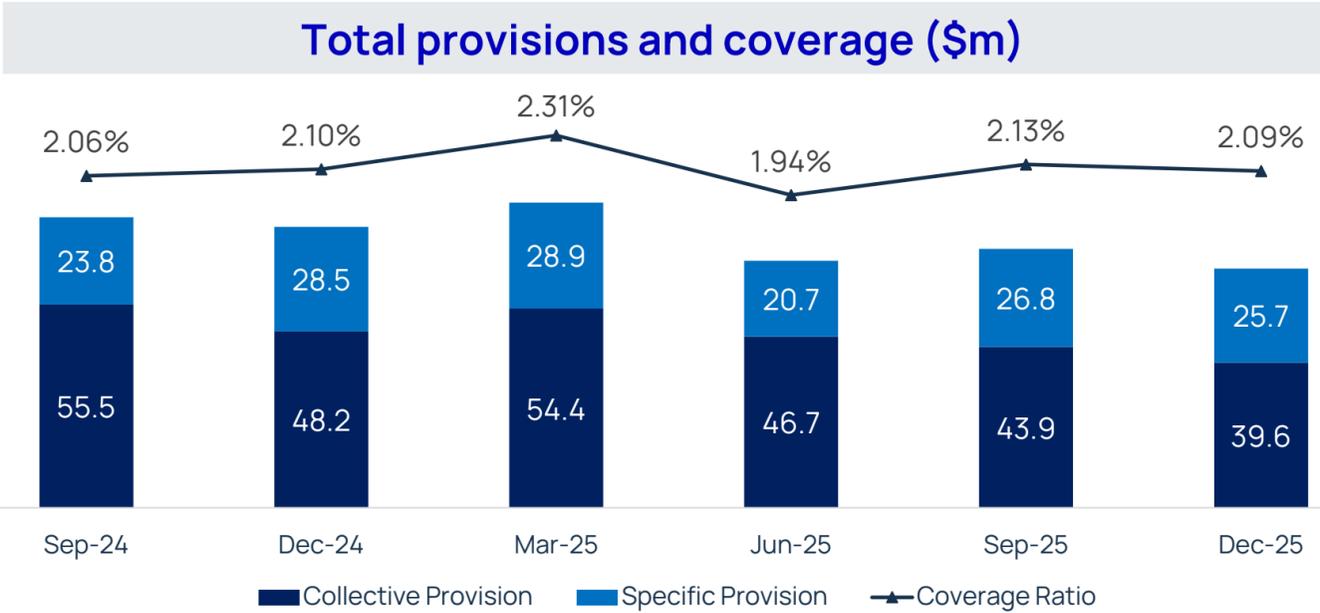
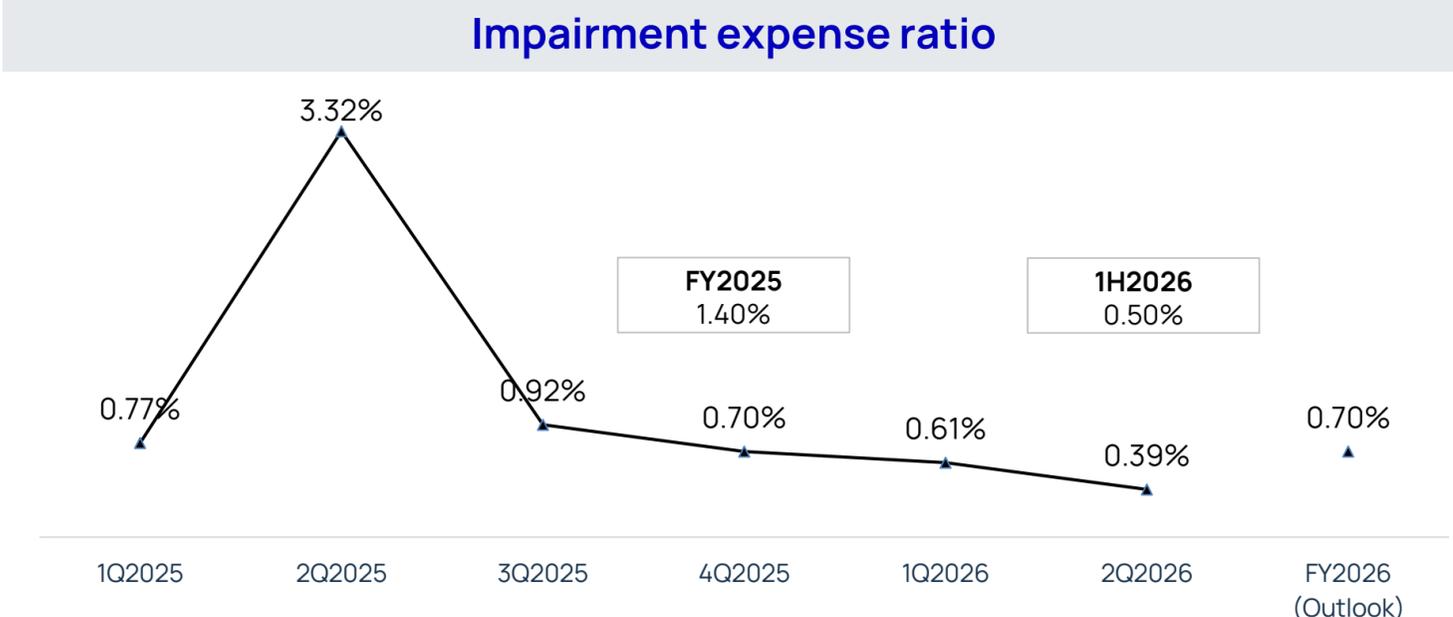
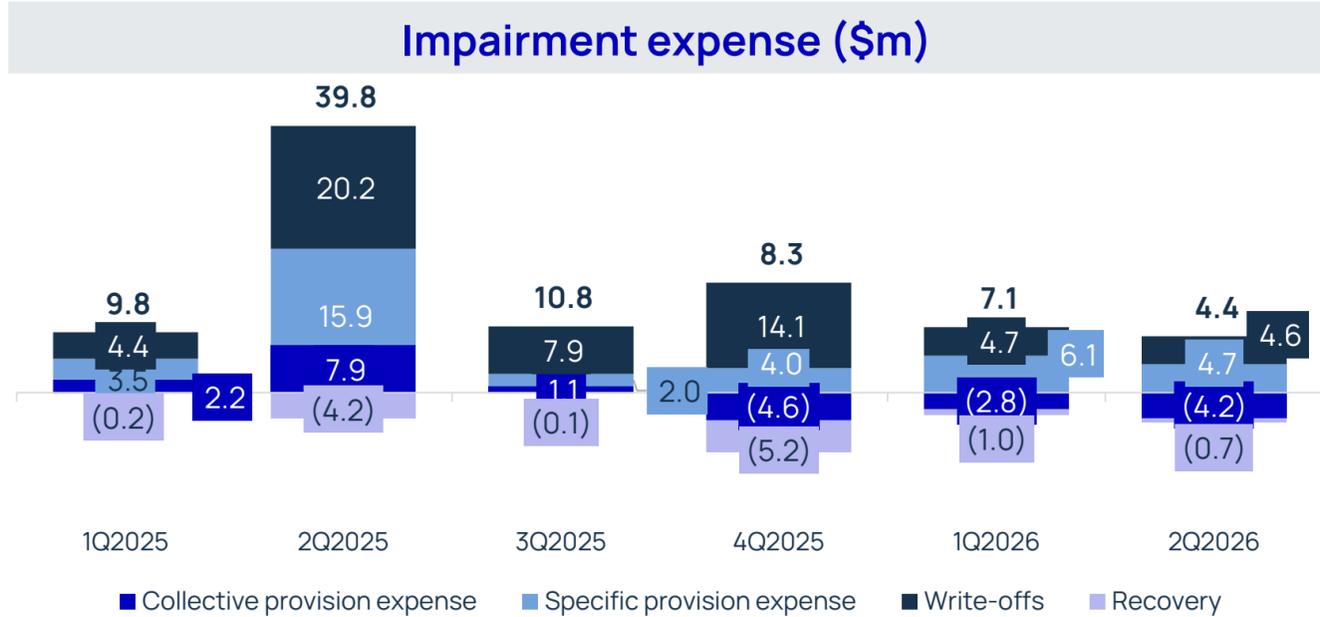
Underlying OPEX & CTI ratio (\$m)



Note: CTI ratio is calculated as OPEX/NOI. Underlying CTI ratio excludes one-off impacts. See page 2 for definition of underlying financial measures. Refer to page 7 for details about one-offs in the periods covered in this investor presentation.

¹ Including intercompany group charges.
² Excluding intercompany group charges.

Impairment and provisioning

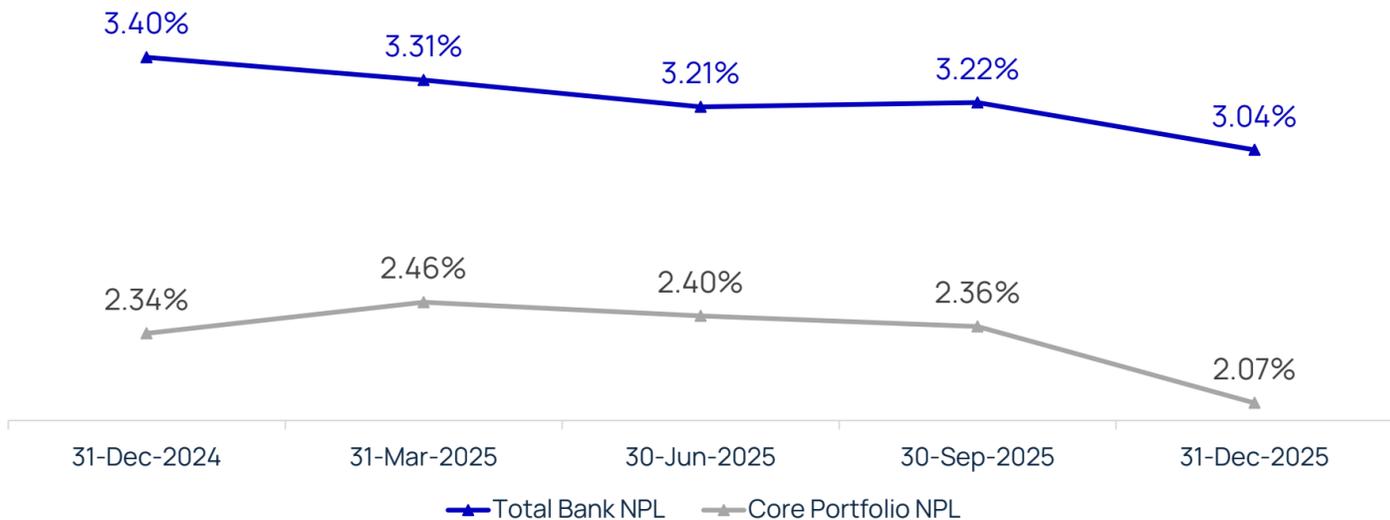


Overall asset quality continued to improve in 1H2026, reflecting the benefits of maintaining a refined strategic focus on core product sets, early intervention and disciplined portfolio management.

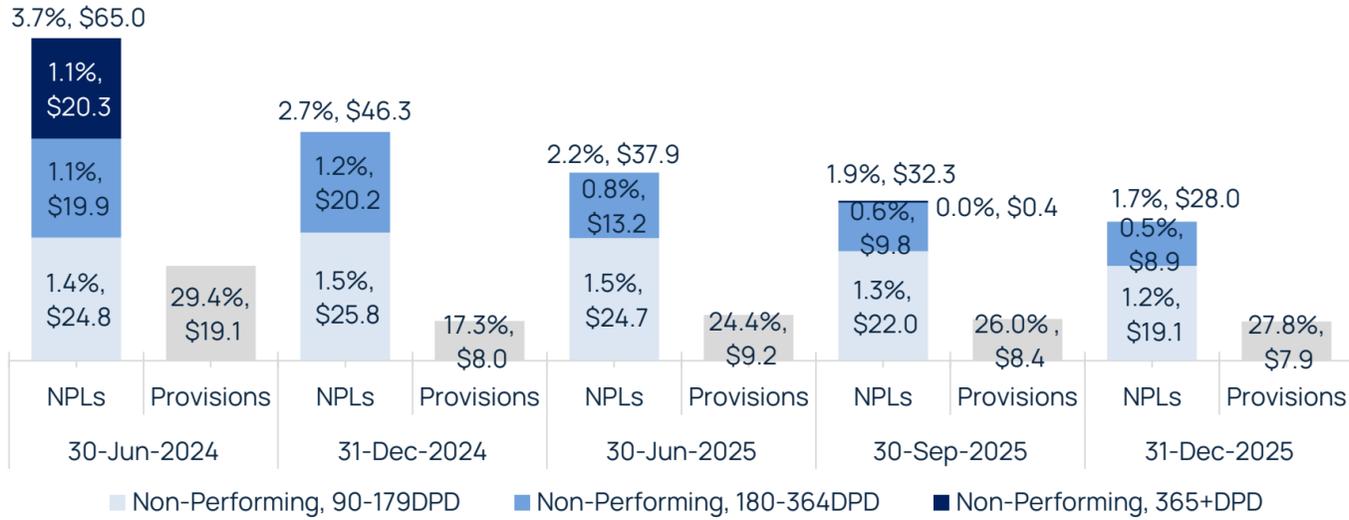
- The 1H2026 impairment expense ratio benefitted from the release of collective provisions in Motor Finance and NSAs.
- The FY2026 impairment expense ratio outlook is now expected to be < 0.70% (down 15 bps on the previous guidance). This reflects an expected stabilisation in impairment expense in 2H2026.

Asset quality

NPL ratios¹



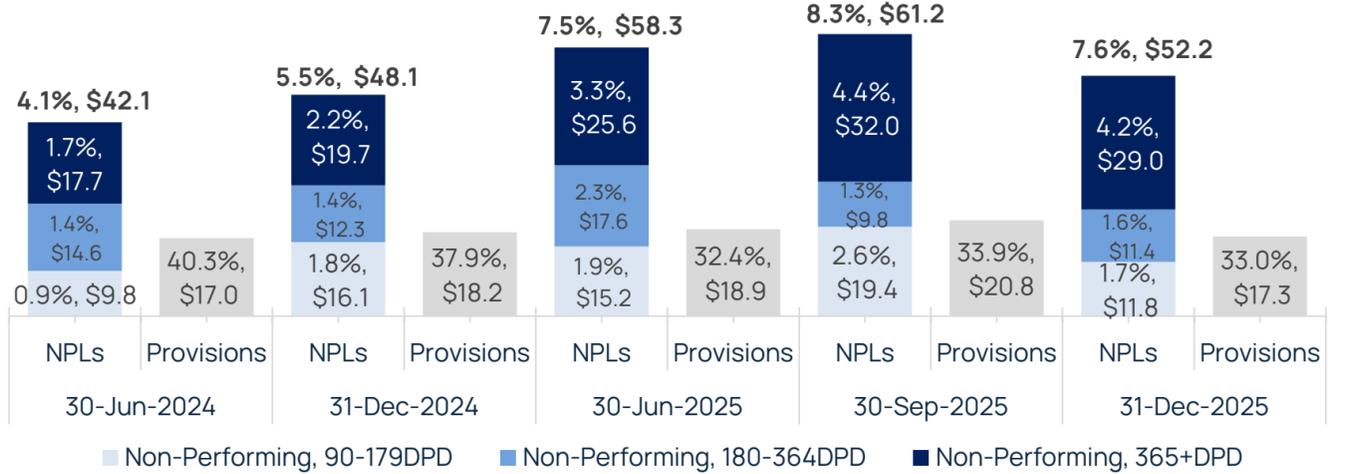
Asset quality – Motor Finance³



Asset quality – Rural²



Asset quality – Business Finance⁴



¹Total Bank NPL includes NSAs and Unsecured Lending (which includes Personal Lending and Open for Business which are winding down). Core Portfolio NPL includes Motor Finance, Rural, and Business Finance.
²Rural includes Rural Relationship, Rural Direct, and Livestock Finance. Excludes NSAs.

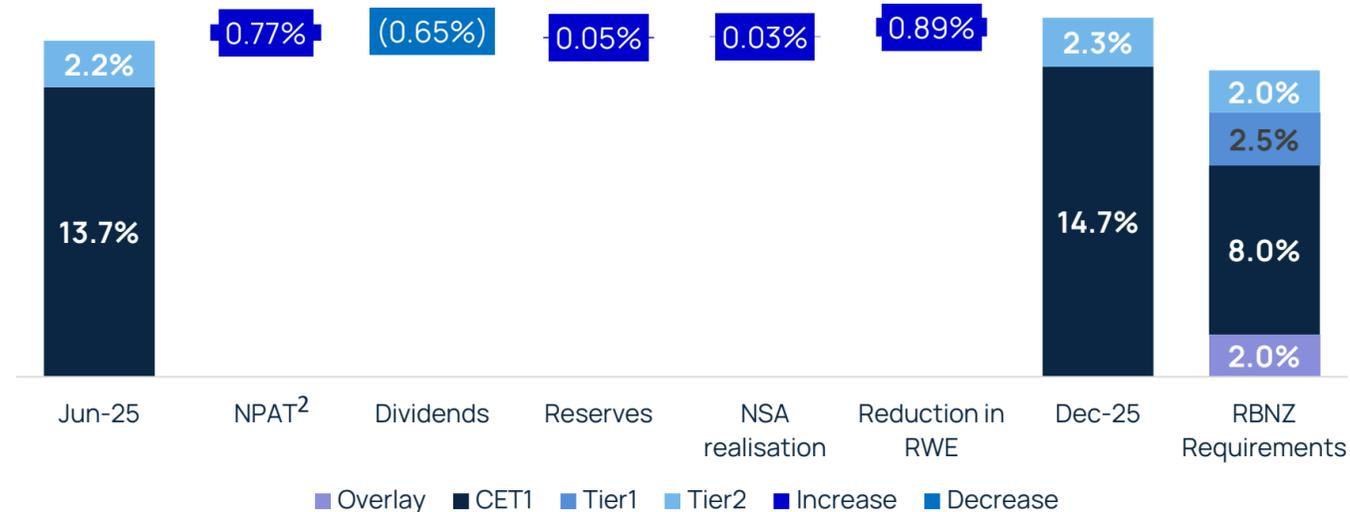
³Motor Finance includes Wholesale Lending.
⁴Business Finance includes Asset Finance and Business Relationship. Excludes NSAs.

Capital

New Zealand Banking Group¹ – Total Capital movement \$m



New Zealand Banking Group - Capital ratio and RBNZ requirements



Heartland Bank is well positioned for future growth, with capital well above regulatory minimums.

- The RBNZ’s final decisions on key capital settings for deposit takers include the following key features set to benefit Heartland Bank:
 - a reduction in both Tier 1 (to 11% from 14%) and total capital (to 14% from 16%) ratio requirements
 - removal of Additional Tier 1 capital instruments, while allowing a higher mix of Tier 2 capital (to 3% from 2%)
 - more granular and reduced risk weights, particularly in productive sectors of the economy Heartland Bank focuses on.
- In addition:**
 - effective 1 March 2026, the RBNZ has reduced Heartland Bank’s transitional capital overlay by 1.5%, from 2.0% to 0.5%
 - the remaining capital overlay is expected to remain in place until the RBNZ implements a formal Group Supervision Policy for deposit takers under the Deposit Takers Act 2023 (expected to come into force on 1 December 2028)
 - the RBNZ has indicated it will review reverse mortgage risk weights in 2026 (following their adjustment after a review conducted in 2023).
- As at 31 December 2025, Heartland Bank holds approximately \$125m of regulatory capital in excess of expected regulatory requirements. Applying Heartland Bank’s expected risk weight changes to the 31 December 2025 balance sheet, the excess is approximately \$190m.³

Note:

- RBNZ imposed a transitional capital overlay on Heartland Bank after the acquisition of (now) Heartland Bank Australia.
- Heartland Bank’s regulatory capital ratio increased to 17.11% as of 31 December 2025 (30 June 2024: 16.46%), due to capital released from NSAs. The total capital ratio for the NZBG increased to 16.97% from 15.88% during the same period.
- On 1 July 2025, the Tier 1 capital requirements increased from 11.5% to 12.5% due to the RBNZ’s 2019 Capital Review for non D-SIB banks. On 17 December 2025, the RBNZ released its decision on the new capital settings with a more detailed implementation

plan expected to release on 27 February 2026.

¹ The New Zealand Banking Group (NZBG) consists of the NZ bank and its NZ subsidiaries, excluding Marac Insurance Limited. The Banking Group includes all of the NZ bank’s subsidiaries, including the AU bank and Marac Insurance Limited.

² Current reported NPAT for the NZ Banking.

³ Including ordinary internal buffers.

NZ lending performance: Reverse Mortgages

\$1,328m Receivables as at 31 Dec 2025
+\$95m, 15.2%¹ since 30 Jun 2025

\$32.0m NOI as at 31 Dec 2025
+9.9% vs 1H2025

- New business volumes increased by more than 23% compared with 1H2025, with an increasing proportion of customers drawing additional funds through cash reserve facilities.
- Strong pipeline development in 1H2026 and a new marketing campaign, now live, are expected to generate further growth in 2H2026 and boost momentum into FY2027.
- Village Access Loans continues to gain traction.
- Asset quality within Reverse Mortgages remains strong with an NPL ratio of 0.15%², average current loan size of \$159k and weighted average current LVR of 27.1%.

Outlook

- FY2026 growth: >18% (n.c.)

New marketing campaign



TV commercial



Heartland Bank is proud to introduce Judy Bailey as its Reverse Mortgage brand ambassador



Customer story video interviews with Judy Bailey

¹ Annualised growth rate for 1H2026.

² Reverse Mortgages are measured at fair value. NPLs arise due to late settlement (90 days after the 12-month repayment period) after the departure of the borrower from the property. As at 31 December 2025, this included 10 loans with a total value of \$2.0m and a weighted average LVR (using indexed valuation) of 32.2%.

NZ lending performance: Rural¹

\$578m Receivables as at 31 Dec 2025
 -\$30m, -9.9%² since 30 Jun 2025

Includes \$390m Rural Lending³ and \$189m Livestock Finance

\$14.7m NOI as at 31 Dec 2025
 +11.3% vs 1H2025

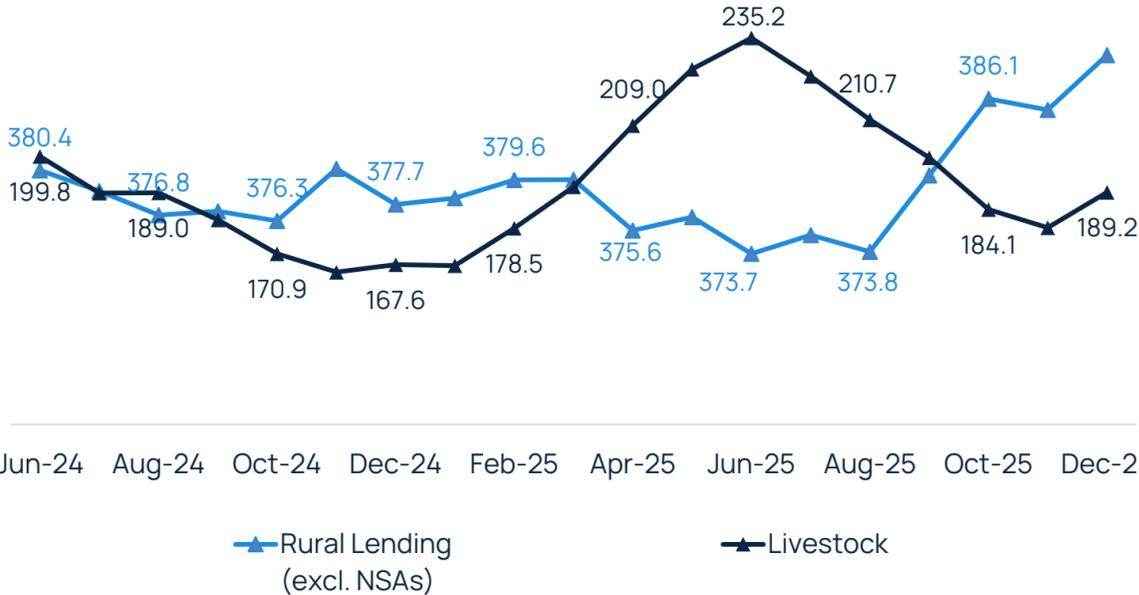
Includes \$9.7m Rural Lending³ and \$5.0m Livestock Finance

- With strong momentum early into the third quarter, the portfolio is on track to deliver more than 9% growth in FY2026.
- New partnerships and intermediary channels continue to create growth opportunities, while market conditions remain favourable, underpinned by strong pasture growth and global protein demand.
- To address demand and strengthen Heartland Bank’s commitment to specialist rural lending, the bank has recently expanded its regional presence across New Zealand.

Outlook

- FY2026 growth: >9% (+3%)

Rural Receivables (\$m)



1H2026 performance reflects seasonal Livestock Finance contraction. Excluding Livestock Finance, the Rural portfolio grew by \$15.0m, representing 8.0% annualised growth.

¹ Rural includes Rural Relationship, Rural Direct and Livestock Finance. Excludes NSAs.
² Annualised growth rate for 1H2026.
³ Rural Lending includes Rural Relationship and Rural Direct excluding NSAs.

NZ lending performance: Motor Finance¹

\$1,653m Receivables as at 31 Dec 2025
 -\$41m, -4.8%² since 30 Jun 2025

Includes \$1,524m Motor Lending³ and \$130m Wholesale Lending

\$37.9m NOI as at 31 Dec 2025
 +2.5% vs 1H2025

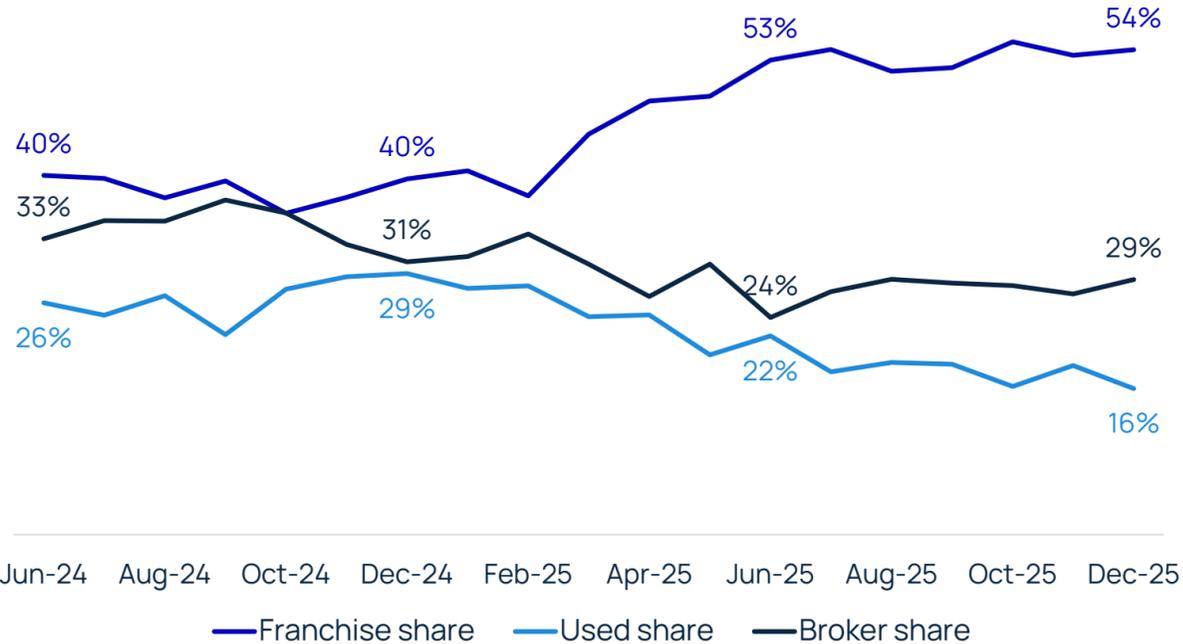
Includes \$36.2m Motor Lending³ and \$1.7m Wholesale Lending

- Receivables were down as a result of the bank’s strategic shift towards higher quality intermediary partners, with a focus on quality used and franchise vehicles.
- Direct-to-consumer lending increased by 27.8%² in 1H2026, while dealer volumes decreased by 7.3%².
- As at 31 December 2025, new business through franchise dealerships accounted for approximately 50% of dealer origination, up from 40%.
- Due to Receivables contraction in 1H2026, Heartland Bank now expects FY2026 Motor Finance Receivables to be flat on FY2025.

Outlook

- FY2026 growth: Flat (-3%)

Dealer channel mix over time



¹ Motor Finance includes Motor Wholesale lending.

² Annualised growth rate for 1H2026.

³ Motor Lending includes Intermediary and Direct distribution channels.

NZ lending performance: Business Finance¹

\$690m **Receivables** as at 31 Dec 2025
 -\$90m, -22.8%² since 30 Jun 2025

Includes **\$139m Business Lending** and **\$551m Asset Finance**

\$19.0m **NOI** as at 31 Dec 2025
 -17.4% vs 1H2025

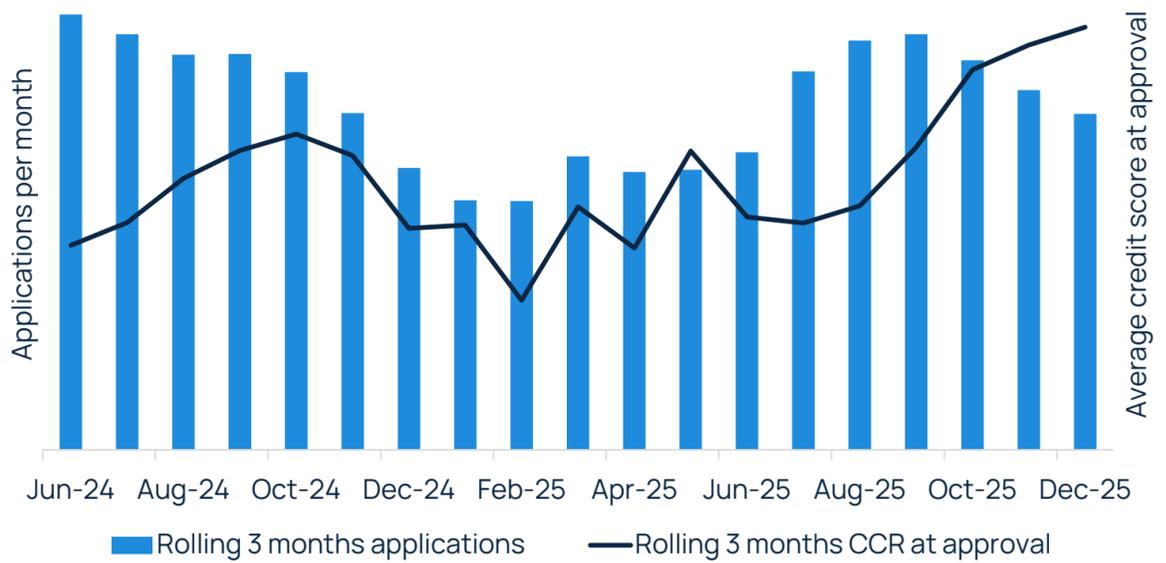
Includes **\$4.9m Business Lending** and **\$14.1m Asset Finance**

- The Business Finance contraction reflects Heartland Bank’s disciplined approach to pricing and risk in response to subdued demand and ongoing economic challenges across several industry sectors (specifically transport and construction).
- While the Asset Finance pipeline strengthened in 1H2026, with improvement anticipated in 2H2026, Heartland Bank now expects FY2026 Business Finance Receivables retraction of up to 19%.

Outlook

- FY2026 growth: <-19% (-10%)

Asset Finance application volumes and average CCR at approval



¹ Business Finance includes Asset Finance and Business Relationship. Excludes NSAs.
² Annualised growth rate for 1H2026.

NZ technology programme

Heartland Bank has partnered with Pega to deliver a technology platform which will leverage and fully integrate with its modern core banking system.

- The new platform will replace existing legacy systems and manual processes with a single, integrated solution, modernising the bank’s technology foundations to strengthen control, resilience and competitiveness. It will enable increased automation and AI-driven capabilities to improve operational efficiency and enhance customer experience.
- The cost to implement the platform is estimated to be ≤\$11m over a three-year period.



Pega is a leading global enterprise software provider with a proven track record in delivering intelligent, AI-enabled platforms for financial services organisations in the Asia Pacific region and globally.

Benefits

- **Fully digital, end-to-end customer journeys with seamless and improved experience** for customers, intermediaries and employees.
- **Increased agility**, enabling faster approvals, product changes, and easier customer servicing.
- **Simplified technology and platform landscape**, reducing complexity and risk .
- **Reduced long-term cost** through a flexible, cloud-based platform.

Indicative implementation timeline



Note: The timeline and sequencing of implementation is indicative only and subject to change.

03

Australian banking

Michelle Winzer Chief Executive Officer, Heartland Bank Australia

Kerry Conway Chief Financial Officer, Heartland Bank

AU banking: 1H2026 summary

Heartland Bank Australia's vision is to be Australia's leading specialist bank, enriching customers' lives through financial freedom.

1H2026 summary

Business growth:

- Receivables growth: Continued strength in Reverse Mortgage new lending, delivering record monthly origination. Livestock finance saw the highest gross cattle and sheep purchased on a rolling 12-month basis in 2Q26.
- NIM expansion: Transition of wholesale to deposit-led funding initiatives contributed to a strong exit NIM of 3.96%, resulting in increased NIM outlooks.

Service excellence:

- Speed to value: Maintained "8 days to Yes" service standard for Reverse Mortgages.
- Customer sentiment: Commenced NPS and CSAT reporting across all products, providing valuable insights on key areas of focus.

Diversify distribution:

- Partner optimisation: Continued to review and strengthen existing partnerships and distributor arrangements, with a focus on disciplined management to ensure scalable growth.

2H2026 focus

• Technology programme:

Multi-year transition to a unified, cloud-based platform to enhance digital capability and operational efficiency, with full migration targeted for FY2028 and progress tracking in line with plan.

• Distribution growth:

Continued focus across direct, digital and third-party distribution channels to strengthen Heartland Bank Australia's presence, supporting sustainable growth and improved customer access.

• Resilience:

Continued proactive weather-event response and portfolio management to support asset performance and customer outcomes, complemented by disciplined Livestock Finance management to protect credit quality and balance sheet resilience.

Financial results

		Reported					Underlying				
		1H26	1H25	Movement		1H26	1H25	Movement			
Financial performance	NII	\$53.7m	\$39.4m	↑	\$14.3m	36.2%	\$53.7m	\$39.4m	↑	\$14.3m	36.2%
	OOI ¹	(\$0.8m)	\$1.6m	↓	(\$2.4m)	(146.6%)	(\$0.8m)	\$1.6m	↓	(\$2.4m)	(146.6%)
	NOI	\$53.0m	\$41.1m	↑	\$11.9m	28.9%	\$53.0m	\$41.1m	↑	\$11.9m	28.9%
	OPEX	\$28.0m	\$24.2m	↑	\$3.8m	15.7%	\$28.0m	\$23.2m	↑	\$4.8m	20.8%
	Impairment expense	\$1.1m	\$0.9m	↑	\$0.3m	34.9%	\$1.1m	\$0.9m	↑	\$0.3m	34.9%
	Tax expense	\$7.2m	\$4.8m	↑	\$2.4m	49.3%	\$7.2m	\$5.1m	↑	\$2.1m	40.7%
	NPAT²	\$16.7m	\$11.3m	↑	\$5.4m	48.0%	\$16.7m	\$12.0m	↑	\$4.7m	39.1%
	NIM	3.68%	2.75%	↑	93 bps		3.68%	2.75%	↑	93 bps	
	CTI ratio	51.5% ³	58.8%	↓	(736 bps)		51.5% ³	56.4%	↓	(490 bps)	
	Impairment expense ratio ⁴	0.10%	0.08%	↑	1 bps		0.10%	0.08%	↑	1 bps	
ROE	7.7%	5.5%	↑	212 bps		7.7%	5.9%	↑	177 bps		

		Dec 25	Jun 25	Movement	
Financial position	Liquid assets	\$510m	\$517m	↓	(\$8m) (1.5%)
	Receivables ⁵	\$2,464m	\$2,265m	↑	\$198m 17.4% ⁶
	Borrowings	\$2,696m	\$2,499m	↑	197m 7.9%
	Equity	\$440m	\$424m	↑	\$16m 3.8%
	Equity/total assets	14.0%	14.4%	↓	(40 bps)

Note: All figures are in AUD\$m. See page 2 for definition of underlying financial measures. Refer to page 7 for details about 1H2026 and 1H2025 one-offs.

¹ Reported OOI includes fair value gains/losses on investments.

² Refer to page 7 for a reconciliation of underlying NPAT to reported NPAT for 1H2026.

³ Excluding intercompany group charges.

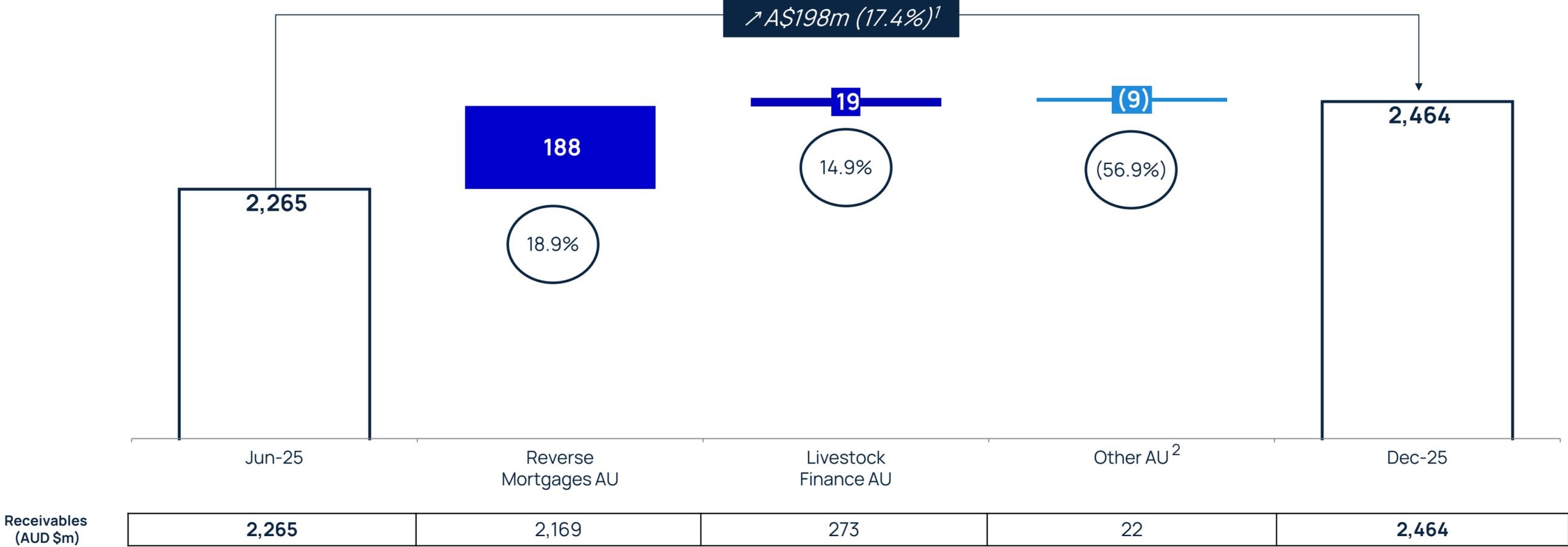
⁴ Impairment expense as a percentage of average Receivables.

⁵ Receivables also includes Reverse Mortgages.

⁶ Annualised growth for 1H2026.

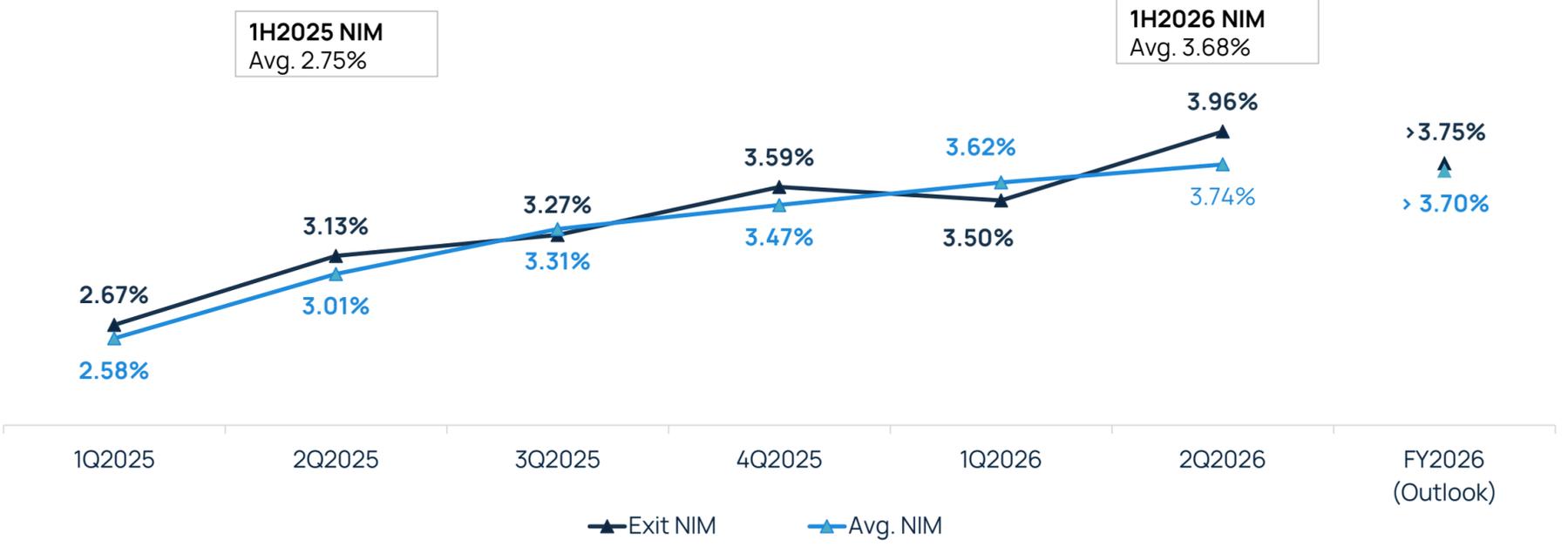
Receivables

Reverse Mortgage and Livestock Finance growth underpinned by broader broker distribution and improving customer metrics.



Note: All figures in AUD\$m.
¹Annualised 1H2026 growth.
²Other AU includes Home Loans and Consumer & Other loan portfolios acquired through the ADI which are in run down.

Underlying NIM



1H2026 summary

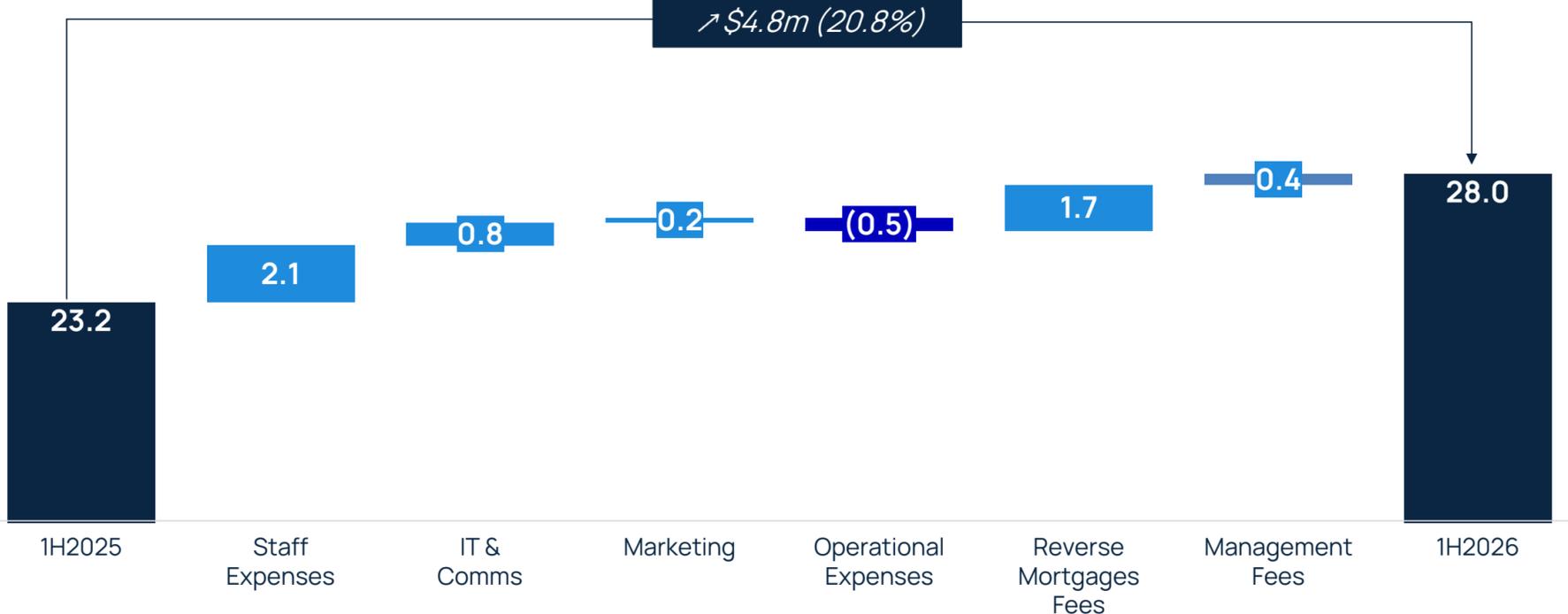
- NIM expansion was primarily driven by a lower proportion of average wholesale funding in 1H2026, reducing from 52% in 1H2025 to 15% in 1H2026. This enabled a normalisation of liquid asset holdings by removing the need to pre-fund large securitisation date-based calls or MTN maturities.
- The exit NIM of 3.96% was aided by favourable deposit spreads and growth in Livestock Finance.

2H2026 outlook

- Margins are expected to stabilise in 2H2026 as the interest rate outlook in Australia shifts towards higher deposit costs.
- Heartland Bank Australia now expects the FY2026 average NIM to be >3.70%, and the exit NIM to be >3.75%.

Note: NIM is calculated as NII/average gross interest earning assets in \$AUD. See page 2 for a definition of underlying financial measures.

Underlying OPEX

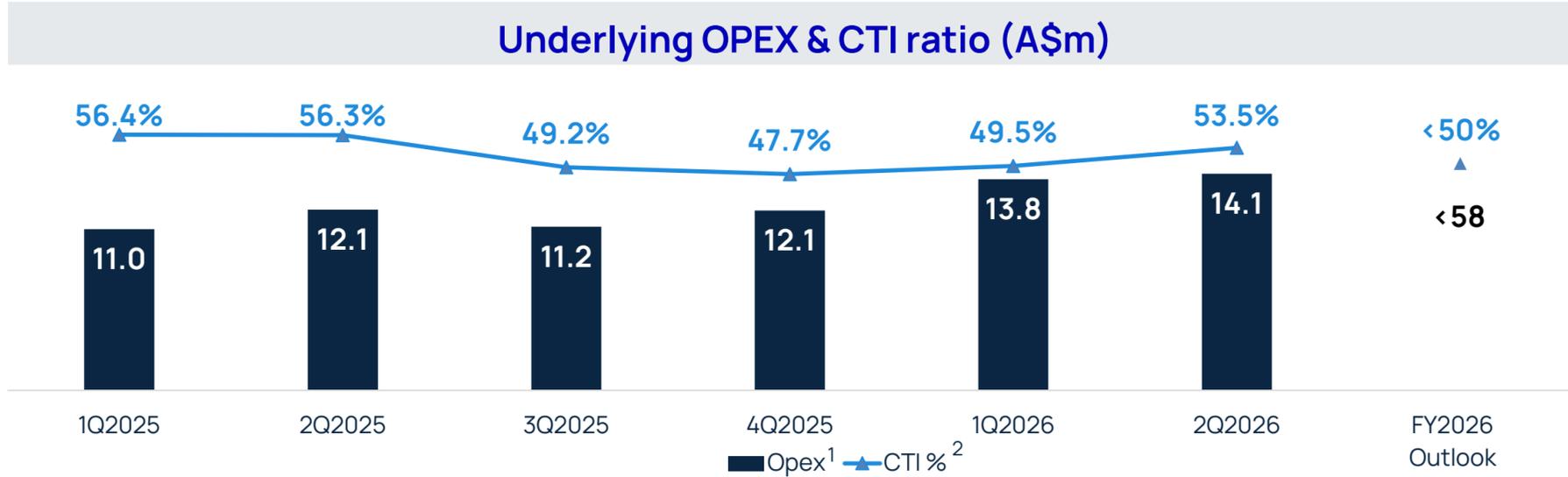


1H2026 summary

- Costs increased in 1H2026 due to volume related expenses and the commencement of the technology programme, as indicated in recent announcements.
- The 2Q2026 underlying CTI ratio of 52.2% includes the impact of the early repayment of Heartland Bank Australia’s final MTN, which was replaced by cheaper deposit funding. Excluding this non-recurring expense, the 1H2026 underlying CTI ratio was 47.8%.

2H2026 outlook

- Reverse Mortgage volume related expenses and technology programme costs will continue in 2H2026. As a result, Heartland Bank Australia now expects the FY2026 underlying OPEX to be <A\$58m.
- The FY2026 underlying CTI ratio is now expected to be <50%.



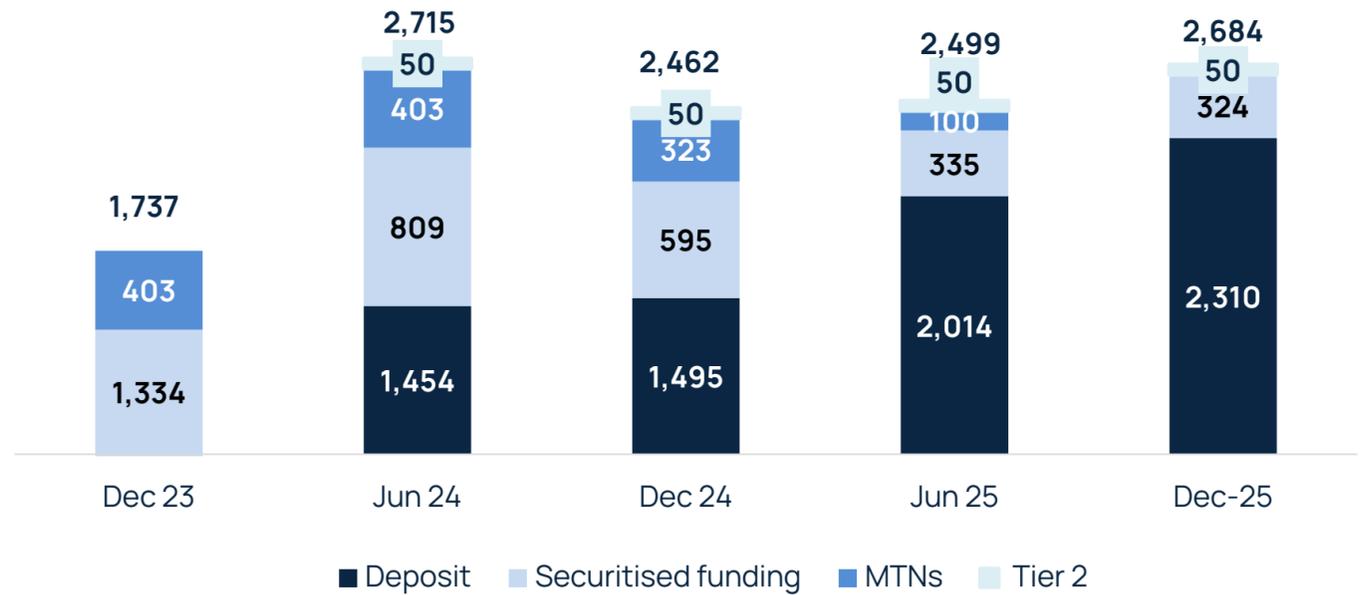
Note: All figures in AUD\$m. CTI ratio is calculated as OPEX/NOI. Underlying CTI ratio excludes one-off impacts. See page 2 for definition of underlying financial measures. Refer to page 7 for details about one-offs in the periods covered in this investor presentation.
¹ Including intercompany group charges.
² Excluding intercompany group charges.

Funding & liquidity

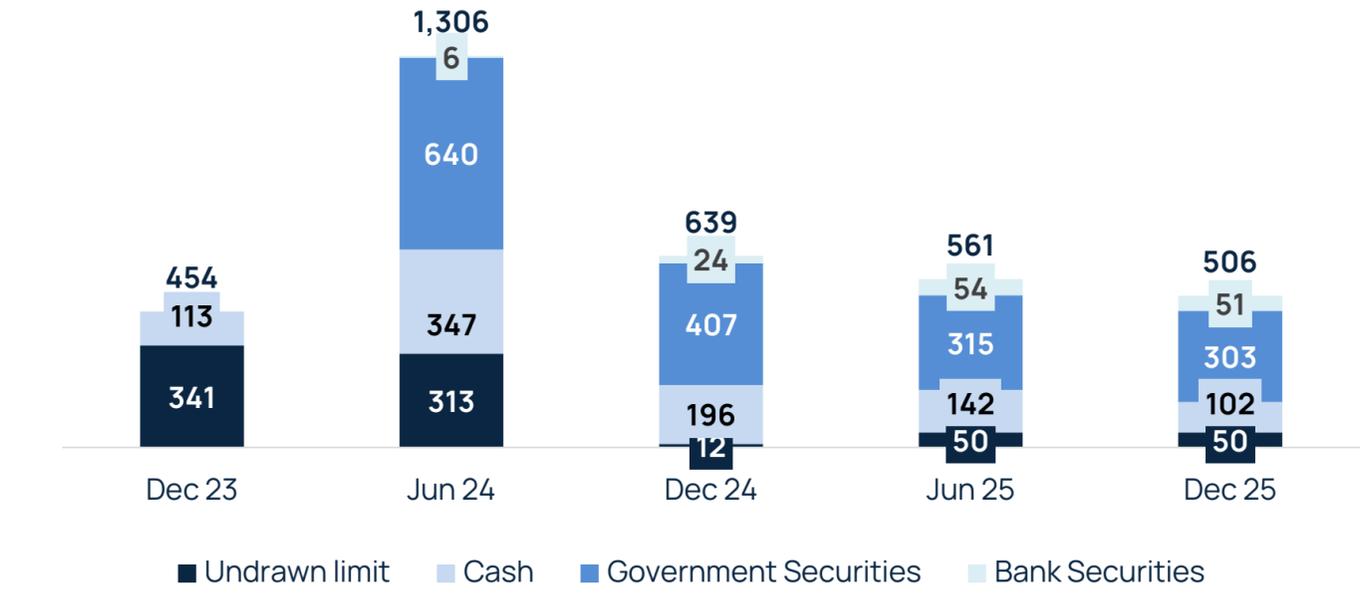
- Heartland Bank Australia used deposit funding to complete the early repayment of its final A\$100m MTN.
- The deposits funding mix strengthened to 86% as at 31 December 2025, up from 81% as at 30 June 2025 and 54% as at 30 June 2024.

	30-Jun-25 MLH ¹	31-Dec-25 MLH ¹
Heartland Bank Australia	19.4%	17.5%

Funding composition A\$m

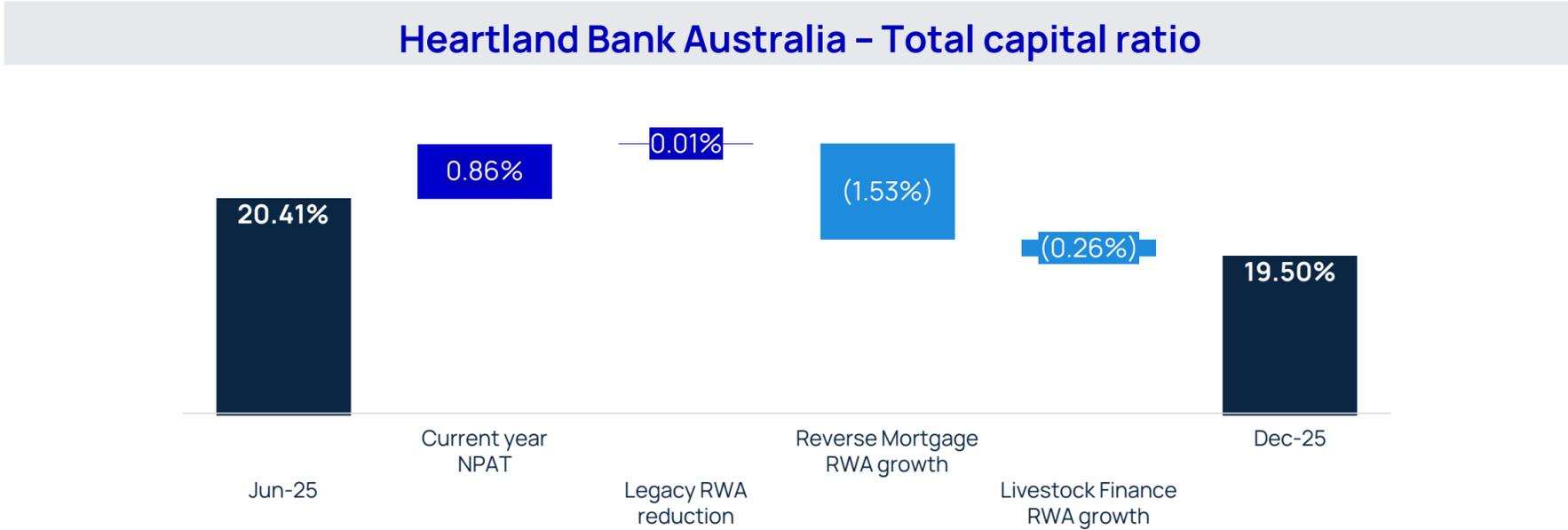
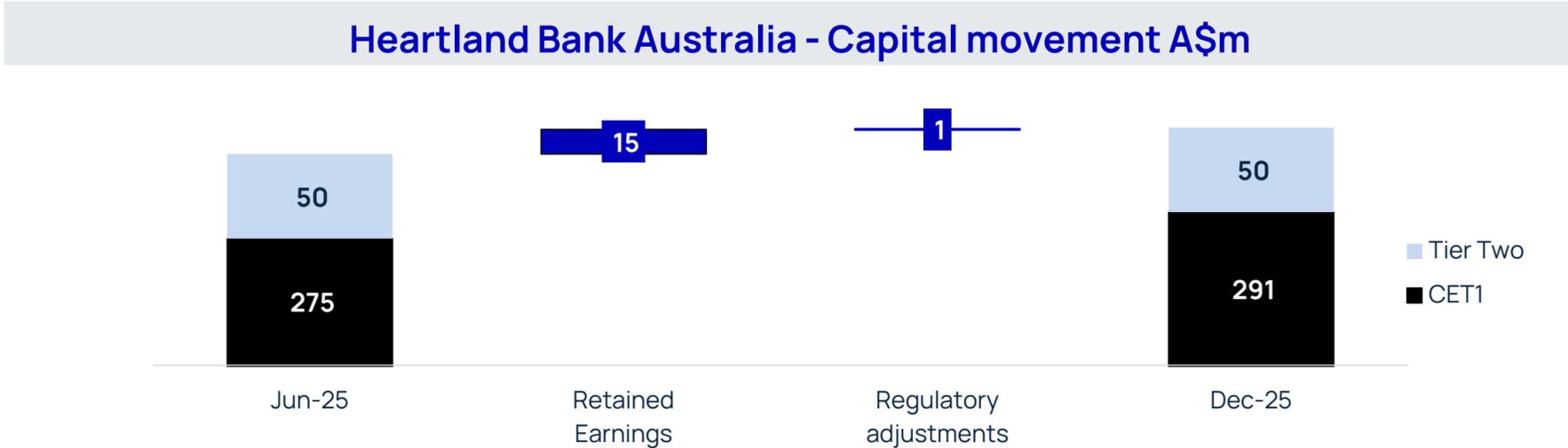


Liquidity composition A\$m



Note: All figures in AUD\$m. Heartland Bank acquired (now) Heartland Bank Australia on 30 April 2024. Prior to that, Heartland’s Australian businesses operated as Heartland Australia Group, which did not have an ADI licence or access to deposit funding in Australia. Liquid assets (securities) are HQLA APRA eligible securities.
¹ Minimum Liquidity Holdings (MLH) for Heartland Bank Australia has been measured on an APRA level 2 consolidated basis, ie including Heartland Australia Bank and its’ subsidiaries.

Capital



Heartland Bank Australia continues to operate above regulatory capital minimums, with growth supported by organic capital generation.

- Total capital ratio remained robust at 19.5%, reflecting disciplined capital management, earnings and prudent risk-weighted asset growth, coupled with NPL management.
- This positions the bank well to support customers and drive long-term financial stability.

Note: All figures in AUD\$m.

AU lending performance: Reverse Mortgages

A\$2,169m

Receivables as at 31 Dec 2025
+A\$188m, **18.9%**¹ since 30 Jun 2025

A\$44.7m

NOI as at 31 Dec 2025
A\$30.8m 1H2025

- To further market reach and broaden its broker network, Heartland Bank Australia has established new intermediary partnerships with two leading aggregators.
- In 1H2026, Heartland Bank Australia commenced NPS and CSAT reporting. Customer survey results show Reverse Mortgage materially outperforming financial services industry benchmarks.²
- Asset quality remains strong with an NPL ratio of 0.70%³, average current loan size of A\$215k and weighted average current LVR of 25.0%.

Outlook

- FY2026 growth: >19.0% (n.c.)

Marketing activity is supporting growth



Heartland Bank Australia CEO Michelle Winzer interviewed by The Today Show

Note: All figures in AUD\$m.

¹ Annualised growth.

² Based on NPS and CSAT benchmarking data provided by Fullview.

³ Reverse Mortgages are measured at fair value. NPLs arise due to late settlement (90 days after the 12-month repayment period)

after the departure of the borrower from the property. As at 31 December 2025, this included 54 loans with a total NPL value of A\$17.2m and a weighted average LVR (using indexed valuation) of 29.5%.

AU lending performance: Livestock Finance

A\$273m

Receivables as at 31 Dec 2025
 +A\$19.1m, **14.9%**¹ since 30 Jun 2025

A\$8.2m

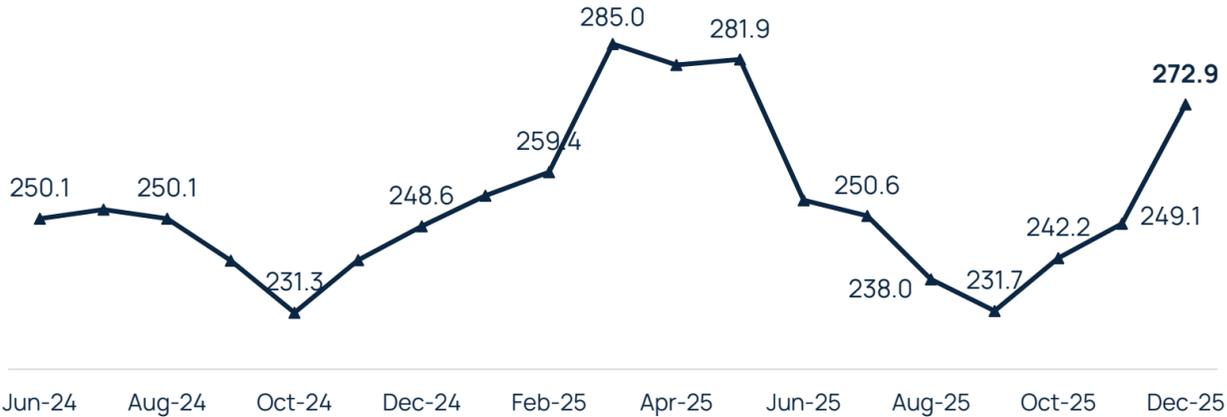
NOI as at 31 Dec 2025
 A\$5.2m 1H2025

- The inaugural StockCo by Heartland Bank Australia customer survey yielded strong NPS and CSAT results.²
- Solid growth achieved as momentum continues to build. However, recent extreme weather events have impacted growth volumes early into 2H2026. Heartland Bank Australia is working closely with impacted customers and agents.
- NPLs remained stable (A\$37.9m as at 31 December 2025 vs A\$36.4m as at 30 June 2025), representing stronger asset quality and improved Livestock Finance loan performance.

Outlook

- FY2026 growth: >20.0% (n.c.)

Receivables (A\$m)



Note: All figures in AUD\$m.
¹ Annualised growth.
² Based on NPS and CSAT benchmarking data provided by Fullview.

AU technology programme

Heartland Bank Australia has partnered with Constantinople to consolidate three product origination and servicing platforms into a single, cohesive solution.

- The programme will introduce a new modern core banking platform to support all products, simplifying the bank’s technology infrastructure and enabling increased automation and AI capability.
- Constantinople’s subscription model is cost efficient and activity based.
- The cost to implement the platform is estimated to be ≤A\$5m over a three-year period.



Constantinople’s cloud-based, AI-powered banking platform is used by banks and finance companies to bring technology and operations services into a single platform.

Benefits

- **Improved customer and employee experience**, including faster decisioning, streamlined processes and greater automation.
- **Reduced operational risk** through the retirement of manual processes, stronger embedded controls, and improved compliance capability.
- **Efficiency benefits over time**, driven by a simplified technology stack, reduced vendor complexity, and lower cost to serve.

Indicative implementation timeline



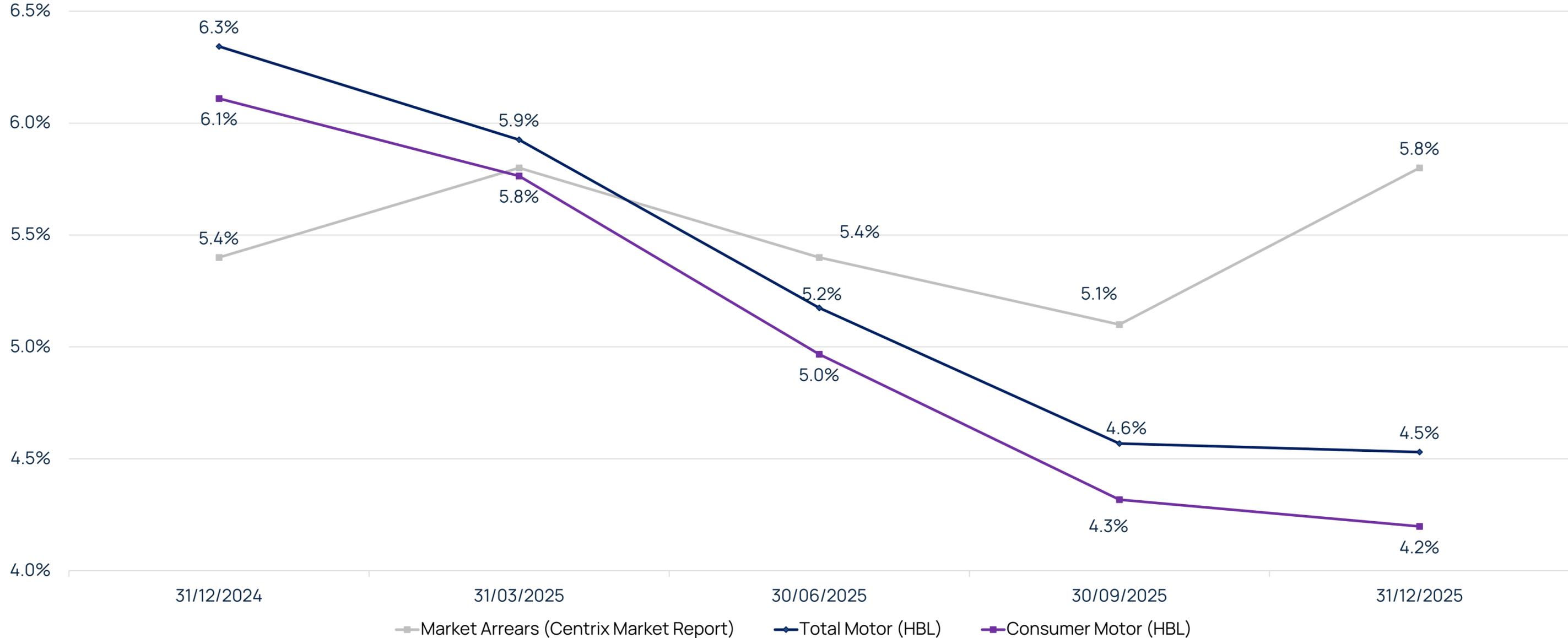
Note: The timeline and sequencing of implementation is indicative only and subject to change.

04
Q&A

05

**Appendices &
glossary**

Motor Finance arrears vs. auto industry average



Note:

- For the purpose of this comparison, Heartland Bank’s total Motor Finance arrears are calculated using the calculation method used by Centrix (arrears greater than or equal to 14 DPD).
- Auto industry arrears are sourced from the Centrix Credit Indicator Report, where 31/12/2024, 31/03/2025, 30/06/2025, 30/09/2025, and 31/12/2025 uses the January, April, July, October 2025, and January 2026 Insights Report, respectively.
- Consumer Motor are Motor Finance loans to individuals rather than businesses.

NZ Reverse Mortgage portfolio analytics

<p>\$1.33b NZ Reverse Mortgages +\$95m (15.2%)¹ vs June 2025</p>	<p>\$131m (+\$25.1m vs 1H2025) 1H2026 origination²</p>	<p>73 Average age of youngest borrower (new customers)³</p>	<p>17.0% Compound annual growth rate⁴</p>	
<p>\$159,168 Average current loan size²</p>	<p>\$82,000 Average initial loan amount³</p>	<p>8.5% Weighted average initial LVR³</p>	<p>27.1% Weighted average current LVR (indexed valuation)^{5,6}</p>	
<p>\$88m (+\$8.0m vs 1H2025) Total repayments in 1H2026²</p>	<p>14.2% (vs 14.9% in 1H2025) 1H2026 repayment rate²</p>	<p>6.1 years Average term at repayment</p>	<p>80% Voluntary repayment</p>	<p>20% Involuntary repayment</p>

Note: All figures are in \$NZD unless otherwise stated.

¹ Annualised growth.

² As at 31 December 2025.

³ Rolling 12 months as at 31 December 2025.

⁴ Compound annual growth rate for the period 1 July 2020 – 31 December 2025.

⁵ Indexed valuation.

⁶ Across all time on whole book.

AU Reverse Mortgage portfolio analytics

<p>A\$2.17b AU Reverse Mortgages +A\$188m (+18.9%)¹ vs June 2025</p>	<p>A\$260m (+A\$178m vs 1H2025) 1H2026 origination²</p>	<p>72 Average age of youngest borrower (new customers)³</p>	<p>18.4% Compound annual growth rate⁴</p>	
<p>A\$214,710 Average current loan size²</p>	<p>A\$159,367 Average initial loan amount³</p>	<p>14.0% Weighted average initial LVR³</p>	<p>25.0% Weighted average current LVR (indexed valuation)^{5,6}</p>	
<p>A\$166m (+A\$136m vs 1H2025) Total repayments in 1H2026²</p>	<p>16.6% (vs 16.1% in 1H2025) 1H2026 repayment rate²</p>	<p>5.4 years Average term at repayment</p>	<p>88% Voluntary repayment</p>	<p>12% Involuntary repayment</p>

Note: All figures are in \$AUD unless otherwise stated.

¹ Annualised growth.

² As at 31 December 2025.

³ Rolling 12 months as at 31 December 2025.

⁴ Compound annual growth rate for the period 1 July 2020 – 31 December 2025.

⁵ Indexed valuation.

⁶ Across all time on whole book.

Glossary

ADI	Authorised deposit-taking institution	NSA	Non-strategic assets
APRA	Australian Prudential Regulation Authority	NZ Banking Group, NZBG	The New Zealand Banking Group consists of the NZ Bank and its NZ subsidiaries, excluding Marac Insurance Limited.
Banking Group	The Banking Group includes all of the NZ bank's subsidiaries, including the AU bank and Marac Insurance Limited.	OCR	Official Cash Rate
bps	Basis points	OOI	Other Operating Income
CCR	Comprehensive credit reporting	OPEX	Operating expenses
CET1	Common Equity Tier 1	RBNZ	Reserve Bank of New Zealand
cps	Cents per share	Receivables	Gross Finance Receivables (includes Reverse Mortgages)
CSAT	Customer satisfaction score	ROE	Return on Equity
CTI ratio	Cost-to-income ratio	FY2028	Financial year ending 30 June 2028 (1 July 2027 to 30 June 2028)
DPD	Days past due	FY2027, FY27	Financial year ending 30 June 2027 (1 July 2026 to 30 June 2027)
DRP	Dividend Reinvestment Plan	4Q26	Fourth quarter of FY2026 (1 April to 30 June 2026)
EPS	Earnings per share	3Q26	Third quarter of FY2026 (1 January to 31 March 2026)
Exit NIM	NIM on the last day of the reported period.	2H2026	Second half of FY2026 (1 January to 30 June 2026)
FX	Foreign currency exchange	2Q2026, 2Q26	Second quarter of FY2026 (1 October to 31 December 2025)
Heartland, Heartland Group	Heartland Group Holdings Limited or the Company	1Q2026, 1Q26	First quarter of FY2026 (1 July to 30 September 2025)
Heartland Bank, HBL, NZ Bank, NZ Banking	Heartland Bank Limited	FY2026, FY26	Financial year ending 30 June 2026 (1 July 2025 to 30 June 2026)
Heartland Bank Australia, AU Bank, AU banking	Heartland Bank Australia Limited	4Q2025, 4Q25	Fourth quarter of FY2025 (1 April to 30 June 2025)
LTI scheme	Long-term incentive scheme	3Q2025, 3Q25	Third quarter of FY2025 (1 January to 31 March 2025)
LVR	Loan-to-value ratio	2H2025	Second half of FY2025 (1 January to 30 June 2025)
MTN	Medium-term note	2Q2025, 2Q25	Second quarter of FY2025 (1 October to 31 December 2024)
n.c.	No change	1Q2025, 1Q25	First quarter of FY2025 (1 July to 30 September 2024)
NII	Net interest income	1H2025, 1H25	First half of FY2025 (1 July to 31 December 2024)
NIM	Net interest margin	1H2026, 1H26	First half of FY2026 (1 July to 31 December 2025)
NOI	Net operating income	FY2025, FY25	Financial year ended 30 June 2025 (1 July 2024 to 30 June 2025)
NPAT	Net profit after tax	FY24	Financial year ended 30 June 2024 (1 July 2023 to 30 June 2024)
NPL	Non-performing loan	FY23	Financial year ended 30 June 2023 (1 July 2022 to 30 June 2023)
NPS	Net promoter score		

Thank you

Investor & media relations

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Investor information

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