

HEARTLAND
— GROUP —

Investor Presentation

3Q2026 Trading Update

For the quarter ended 31 March 2026

Disclaimer and non-GAAP measures

This presentation has been prepared by Heartland Group Holdings Limited (**NZX/ASX: HGH**) (the **Company** or **Heartland**) for the purpose of briefings in relation to an update on 3Q2026 trading.

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The presentation and the briefing (together the **Presentation**) contain summary information only, which should not be relied on in isolation.

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Non-GAAP measures

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

Underlying financial measures 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.

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, ROE, CTI ratio, and impairment expense ratio.

The investor presentation of Heartland's 1H2026 financial results released on 26 February 2026 includes at page 7 a reconciliation of 1H2026 and 1H2025 reported results to underlying results, and on page 6 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 March 2026 unless otherwise indicated. It has not been audited or reviewed by any independent registered public accounting firm.

3Q2026 summary

Heartland remains on track to deliver an underlying ROE of $\geq 7\%$ and underlying NPAT of $\geq \$85\text{m}$ for FY2026.

- Average NIM expanded further, with some compression expected in 4Q2026.
- Heartland's CTI ratio saw an overall reduction.
- Heartland Bank's asset quality continued to improve, with higher impairment expense from NSA provisioning and write-offs in Motor Finance.
- Strong performance continued in Reverse Mortgages for both Heartland Bank and Heartland Bank Australia, and in Heartland Bank's Rural portfolio .
- Heartland Bank saw a return to growth in Motor Finance and Asset Finance.
- Notwithstanding this positive 3Q2026 result, given the ongoing uncertainty in the Gulf region, Heartland remains cautious and is closely monitoring potential impacts on customer demand and credit quality in New Zealand and Australia.

Consolidated group key financial metrics

	Reported			Underlying			Underlying guidance
	1Q2026	2Q2026	3Q2026	1Q2026	2Q2026	3Q2026	FY2026
NOI	\$89.6m	\$85.7m	\$90.1m	\$86.5m	\$85.7m	\$90.1m	No guidance provided
OPEX	\$46.3m	\$48.2	\$49.1m	\$46.3m	\$47.7m	\$49.1m	< \$195m
Impairment expense	\$7.0m	\$5.8m	\$10.8m	\$7.0m	\$5.8m	\$10.8m	No guidance provided
NPAT	\$26.7m	\$22.1m	\$21.4m	\$23.6m	\$22.5m	\$21.4m	$\geq \\$85\text{m}$
Average NIM	3.89%	3.96%	4.06%	3.89%	3.96%	4.06%	> 3.90%
Exit NIM	3.85%	4.06%	4.01%	3.85%	4.06%	4.01%	> 3.95%
CTI ratio	51.6%	56.2%	54.6%	53.5%	55.7%	54.6%	< 56%
Impairment expense ratio ¹	0.39%	0.31%	0.59%	0.39%	0.31%	0.59%	< 0.45%
ROE	8.6%	6.9%	6.7%	7.6%	7.0%	6.7%	$\geq 7\%$
Receivables ²	\$7,250m	\$7,312m	\$7,585m				

Note: See page 2 for a definition of underlying financial metrics and details on one-offs in the periods covered in this investor presentation.

¹ Impairment expense as a percentage of average Receivables.

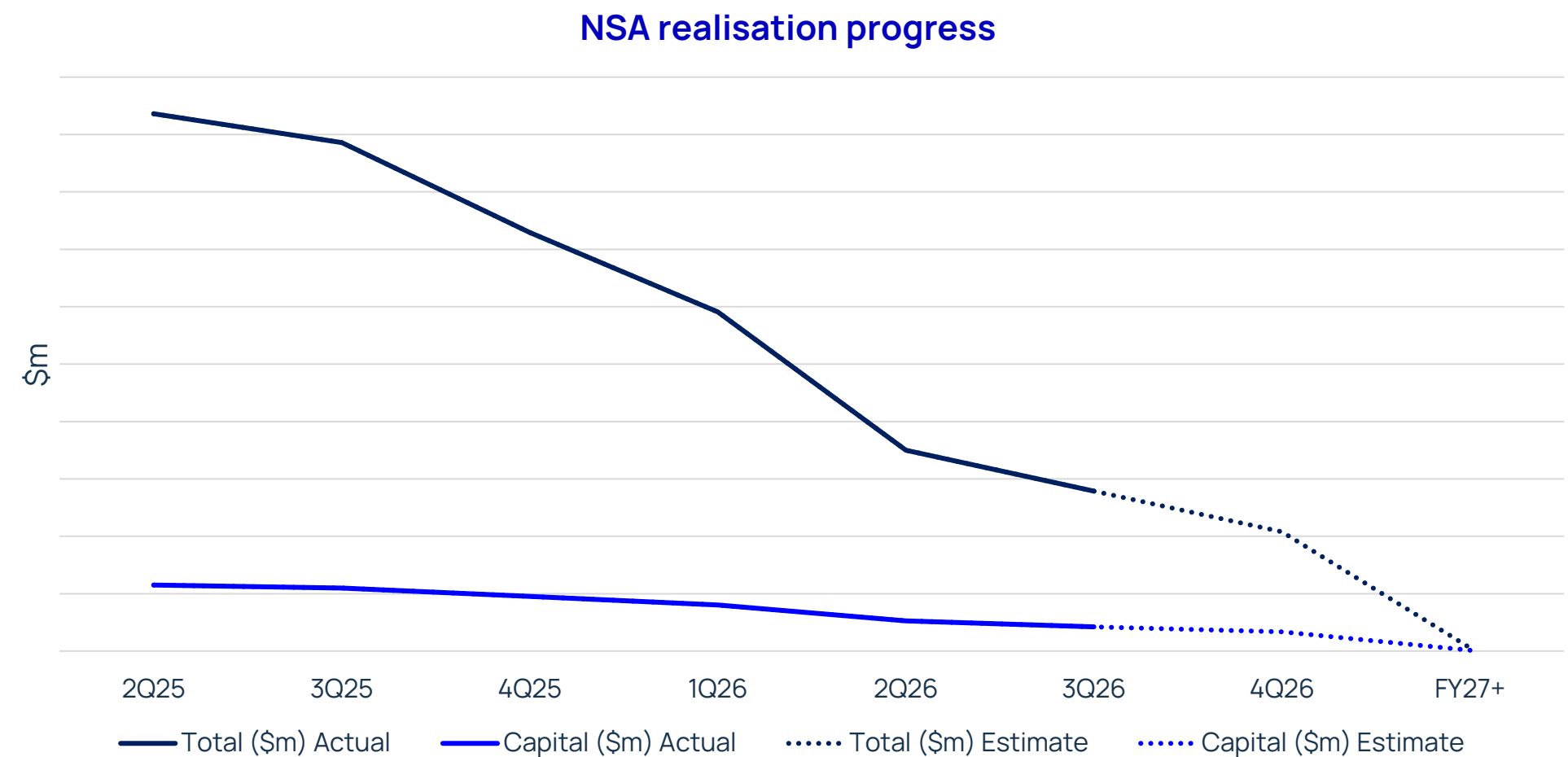
² Receivables also includes Reverse Mortgages and the impact from FX changes.

NSA realisation progress

NSA realisation continues to be successfully executed and is on track to largely conclude by 30 June 2026.

- In 3Q2026 the total value of NSAs reduced by \$35.6m, creating \$5.3m of available capital.
- By the end of FY2026, Heartland anticipates its remaining NSA portfolio will total approximately \$88m, comprising:
 - \$40m of Home Loans scheduled to run-down
 - approximately \$32m in Rural and Business Receivables (\$16m on confirmed exit pathways, and \$16m being actively managed and well provisioned)
 - \$16m in property and equity investments which are no longer material, but ongoing realisation efforts will continue.

Asset	NZ(\$m)	Outstanding balance			
		30 Jun 2025	30 Sep 2025	31 Dec 2025	31 Mar 2026
Rural Relationship	Total (\$m)	112.0	102.9	66.4	51.1
	Capital (\$m)	17.1	16.0	10.5	8.5
Business Relationship	Total (\$m)	47.8	39.3	21.6	17.5
	Capital (\$m)	6.9	6.7	5.1	2.9
Home Loans ¹	Total (\$m)	171.7	125.7	70.5	54.2
	Capital (\$m)	10.2	7.5	4.0	2.9
Properties	Total (\$m)	16.2	16.1	7.6	7.5
	Capital (\$m)	2.6	2.7	1.3	1.1
Investment Properties	Total (\$m)	4.4	4.4	3.9	3.9
	Capital (\$m)	0.6	0.6	0.5	0.5
Equity Investments (NZ)	Total (\$m)	7.0	1.1	0.1	0.1
	Capital (\$m)	4.5	0.7	0.1	0.1
Equity Investments (AU)	Total (\$m)	5.7	6.0	4.8	5.0
	Capital (\$m)	5.7	6.0	4.8	5.0
Total NSAs	Total (\$m)	364.8	295.5	175.0	139.3
	Capital (\$m)	47.6	40.1	26.4	21.1



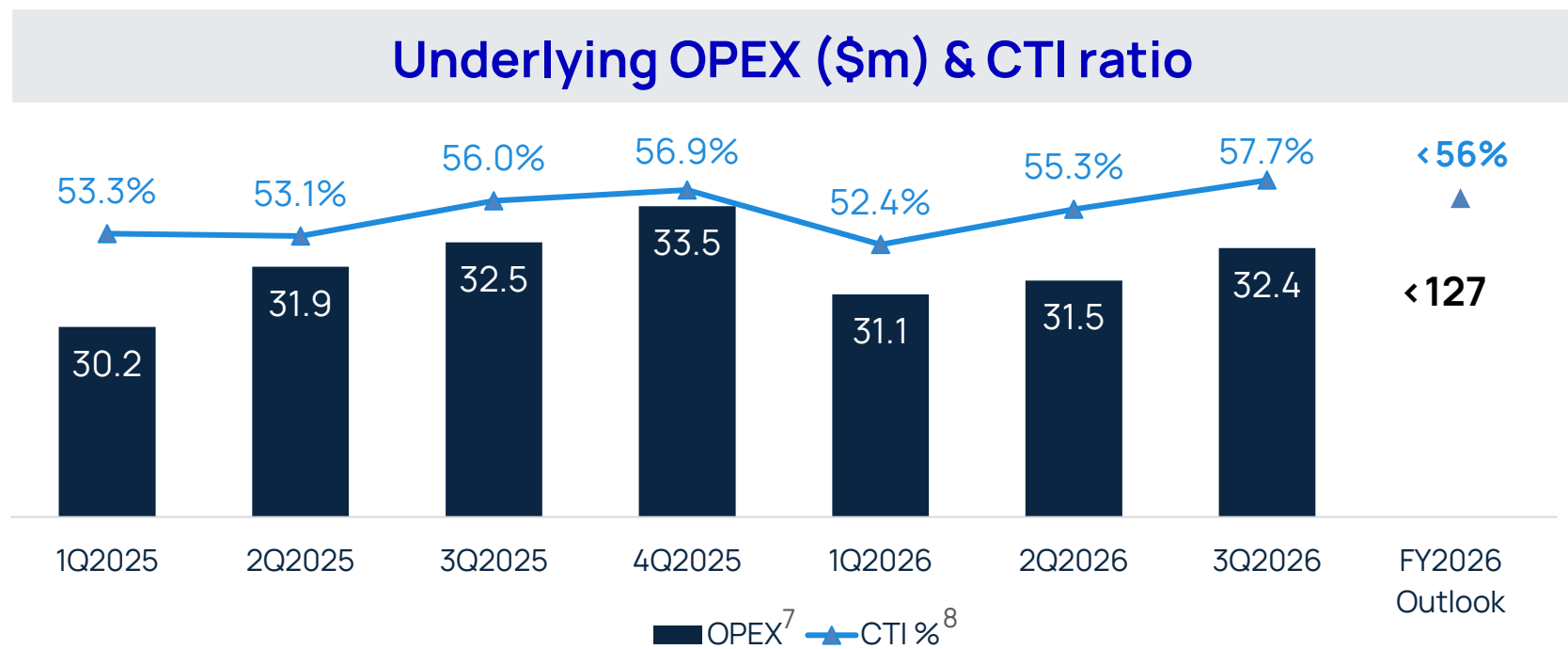
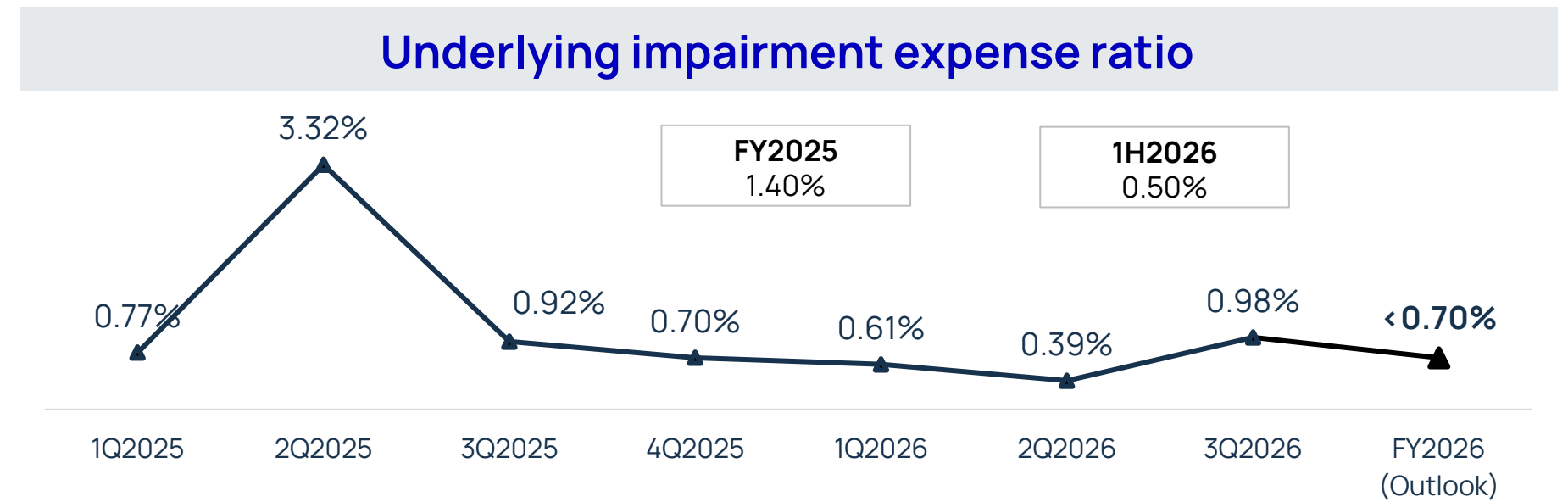
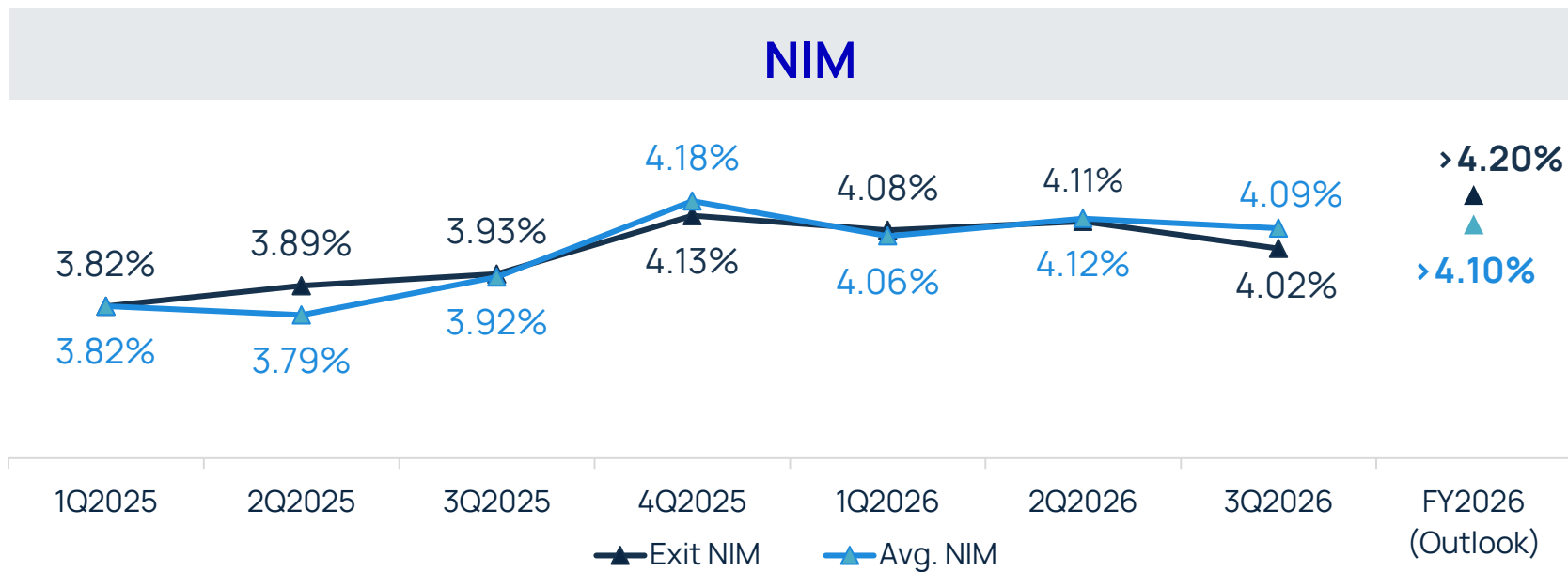
Note: NSAs are primarily NZ assets that are outside of Heartland's core lending strategy, or do not deliver threshold ROE.

¹ Includes Online Home Loans and old residential mortgages.

NZ banking

Growth across all core lending portfolios in 3Q2026, supported by further asset quality improvements.

NPAT	Reported			Underlying			Underlying guidance
	1Q2026	2Q2026	3Q2026	1Q2026	2Q2026	3Q2026	FY2026
	\$17.1m	\$13.9m	\$8.2m	\$14.0m	\$14.3m	\$8.2m	>\$45m



Receivables \$4,546m as at 31 Mar 2026 ↓ \$248m, -5.2% since 31 Mar 2025

Lending	1Q2026 growth ¹	2Q2026 growth ¹	Receivables at 31 Mar 2026		3Q2026 growth ¹	FY2026 (Outlook)
Reverse Mortgages	14.0%	15.8%	\$1,377.3m	↑ \$49.4m	15.1%	>18%
Rural ^{2,6}	-19.2%	-0.7%	\$618.2m	↑ \$39.8m	27.9%	>9%
Motor Finance ³	-2.5%	-7.1%	\$1,693.9m	↑ \$40.6m	9.9%	Flat
Business Finance ⁴	-22.8%	-24.2%	\$690.0m	\$0.0m	0.0%	<-19%
Unsecured Lending ⁵	-39.9%	-53.5%	\$44.0m	↓ \$4.6m	-38.4%	No outlook provided
NSAs	-76.6%	-162.2%	\$122.8m	↓ \$35.4m	-90.8%	No outlook provided

Note: See page 2 for a definition of underlying financial metrics.

¹ Annualised growth.

² Rural includes Rural Relationship, Rural Direct and Livestock Finance. Excludes NSAs.

³ Motor Finance includes Wholesale Lending.

⁴ Business Finance includes Asset Finance and Business Relationship. Excludes NSAs.

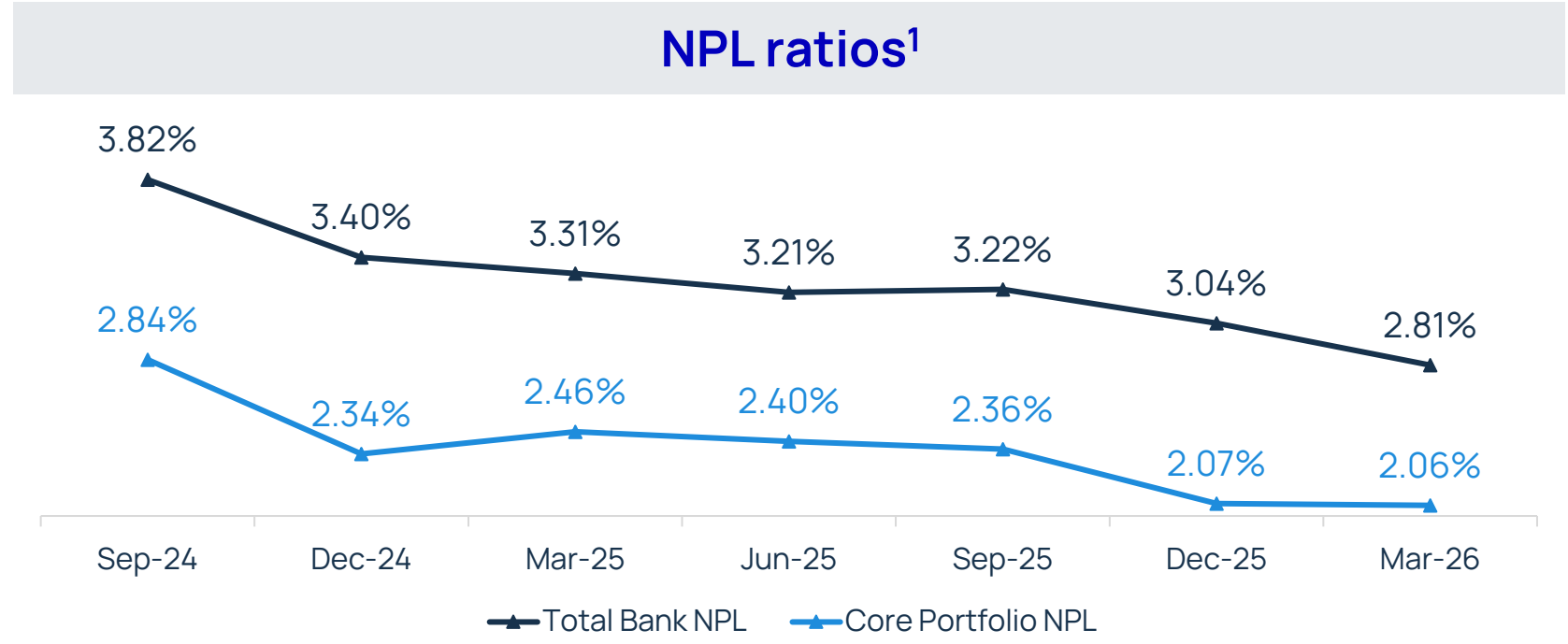
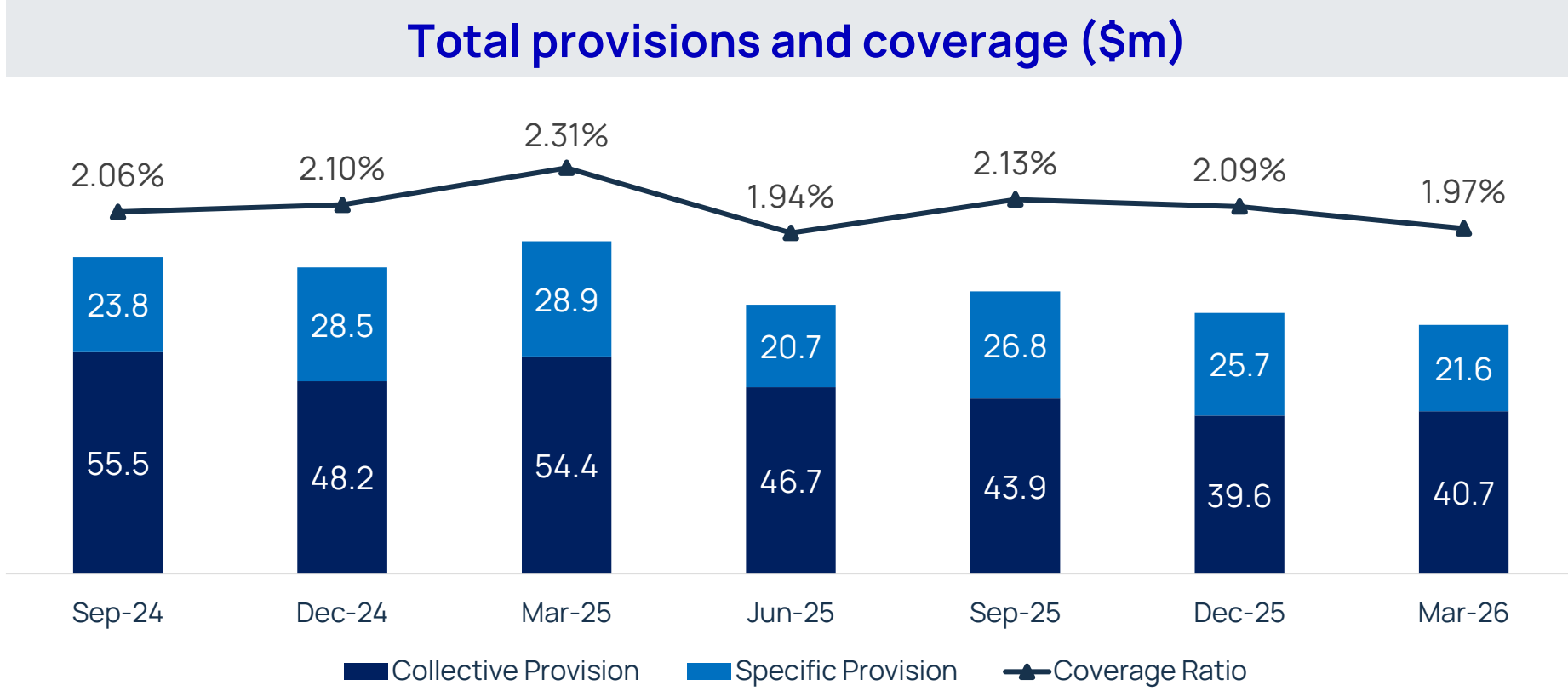
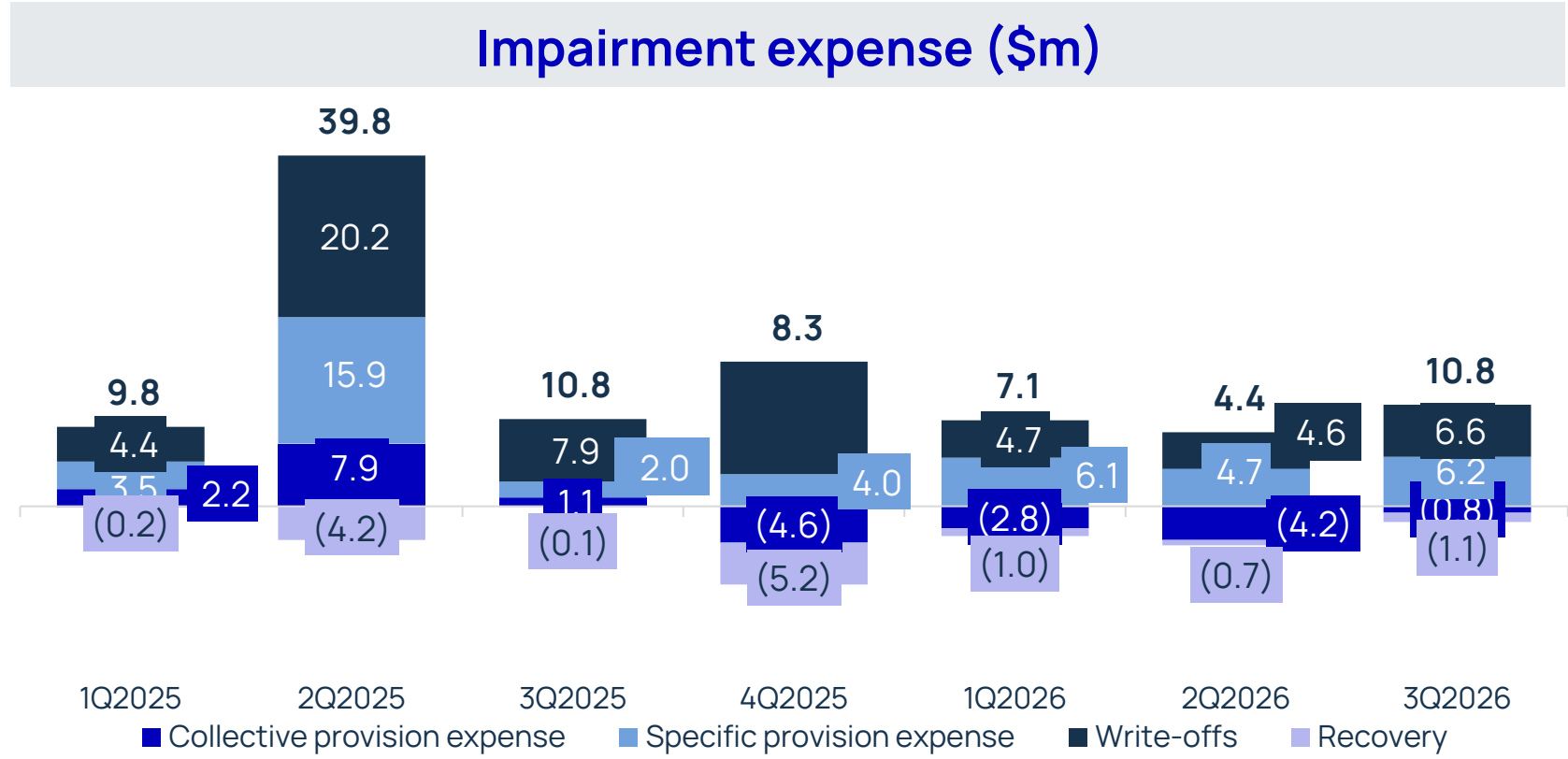
⁵ Unsecured Lending includes Personal Lending and Open for Business which are winding down.

⁶ Quarterly growth for Rural is affected by usual seasonal contractions.

⁷ Including intercompany group charges.

⁸ Excluding intercompany group charges.

NZ banking: Impairment and provisioning



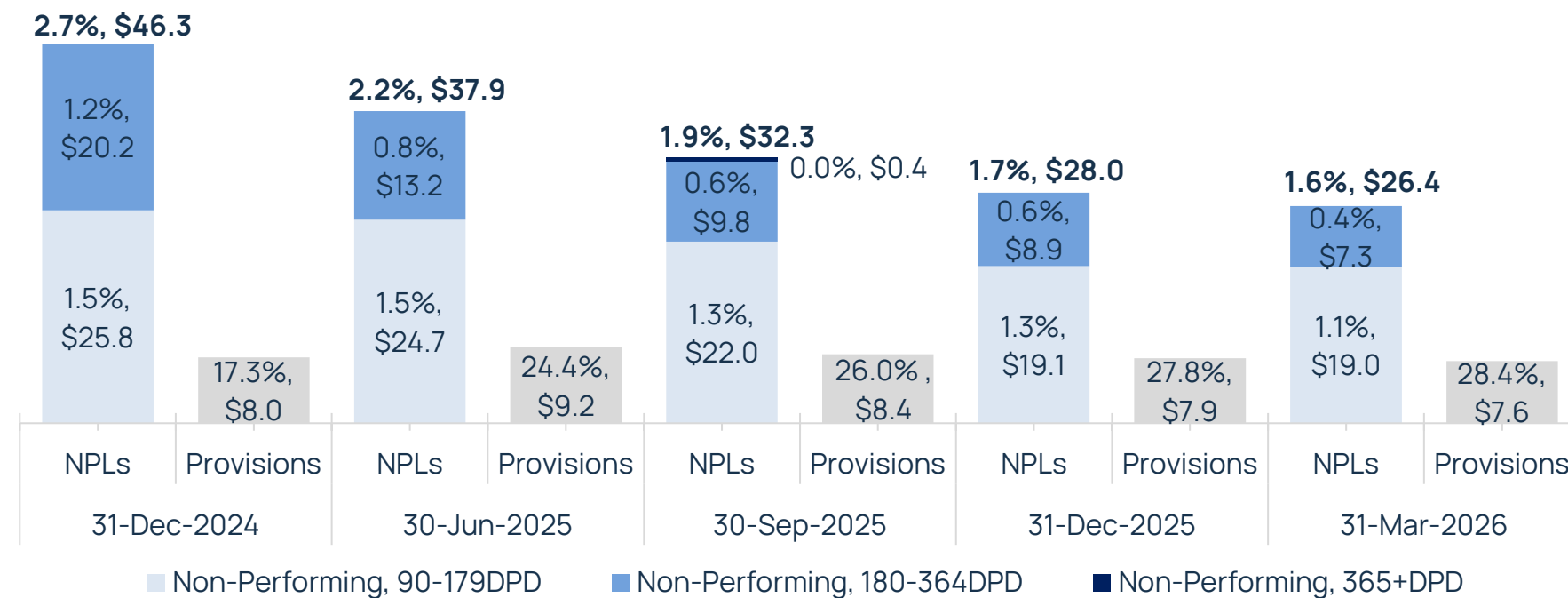
Asset quality strengthened in 3Q2026.

- Of the \$10.8m of impairment expense in 3Q2026, \$3.8m was for NSA provisioning and \$5.6m was for Motor Finance write-offs as Heartland Bank continues to clear Motor Finance NPLs 180-364 DPD.
- Heartland Bank has not yet seen any material impact of the Gulf Crisis on credit quality. However, due to the current uncertainty, Heartland Bank expects to consider an increase to its geopolitical overlay at year end.

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, Business Finance and Reverse Mortgages.

NZ banking: Asset quality

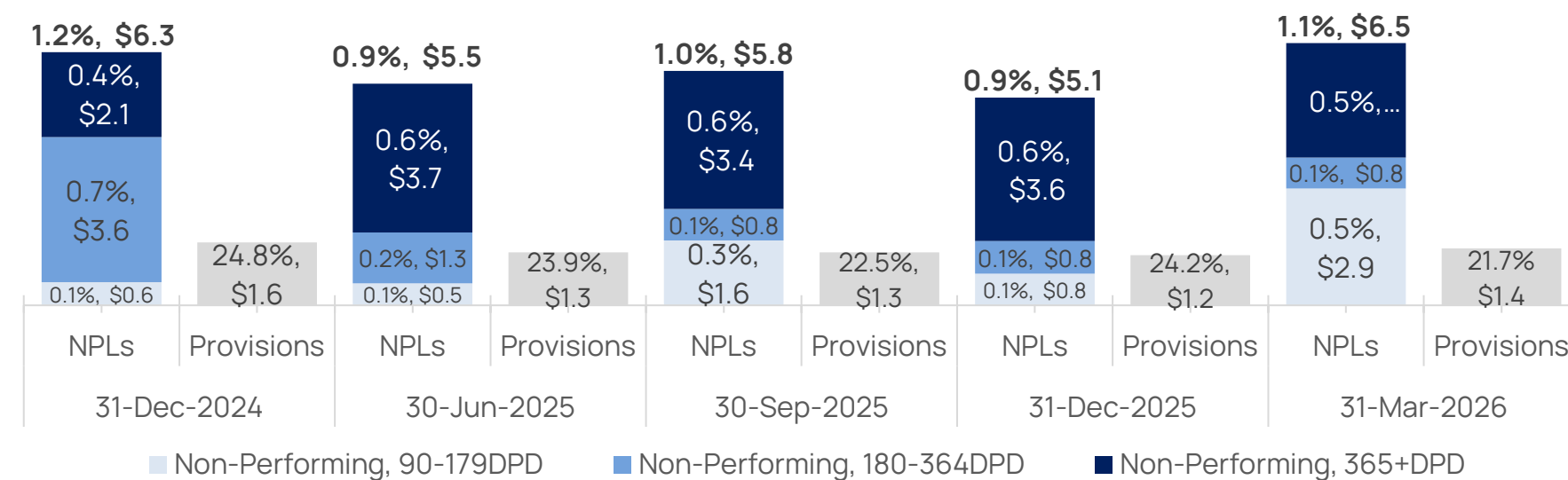
Motor Finance¹ (\$m)



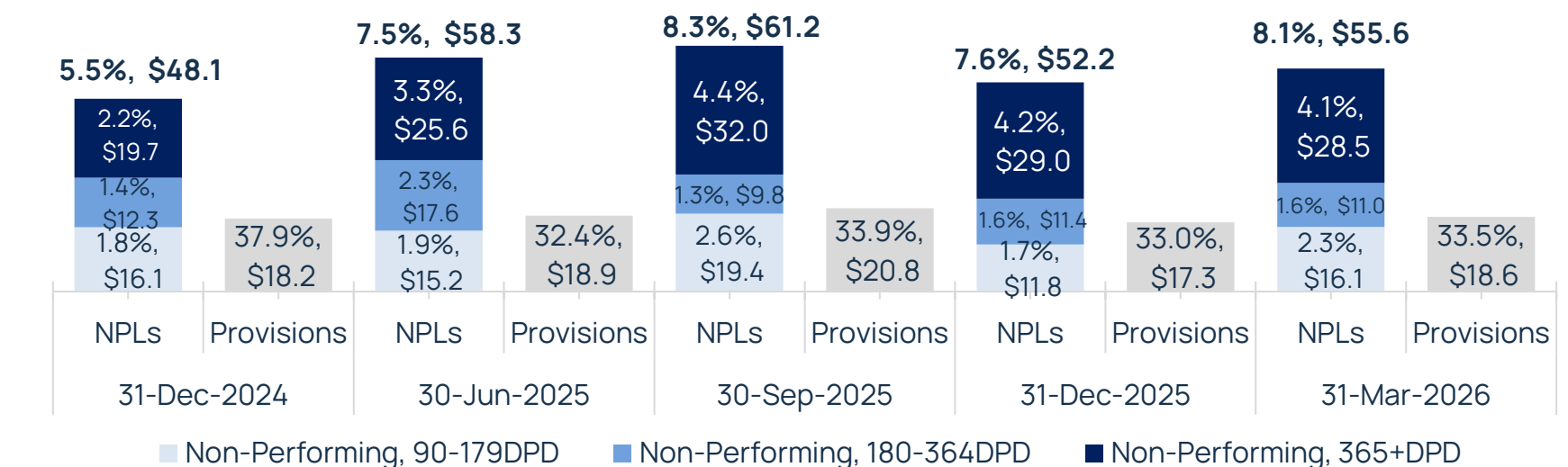
Improvement continued in NPLs within Heartland Bank's core lending portfolios

- Motor Finance arrears continued to improve and outperform the industry average (see page 11). Motor Finance NPLs 180-364 DPD are on track to clear by 30 June 2026.⁴
- The business sector in New Zealand continues to face challenges with elevated liquidations compounded by recent pressure of rising fuel prices. Heartland Bank's Business Finance and Rural portfolios remain largely stable, with 3Q2026 seeing a slight increase in NPLs due to two Business Finance files and one Rural file. These three files are fully secured with recovery or exit strategies in place.

Rural² (\$m)



Business Finance³ (\$m)



¹ Motor Finance includes Wholesale Lending.

² Rural includes Rural Relationship, Rural Direct, and Livestock Finance. Excludes NSAs.

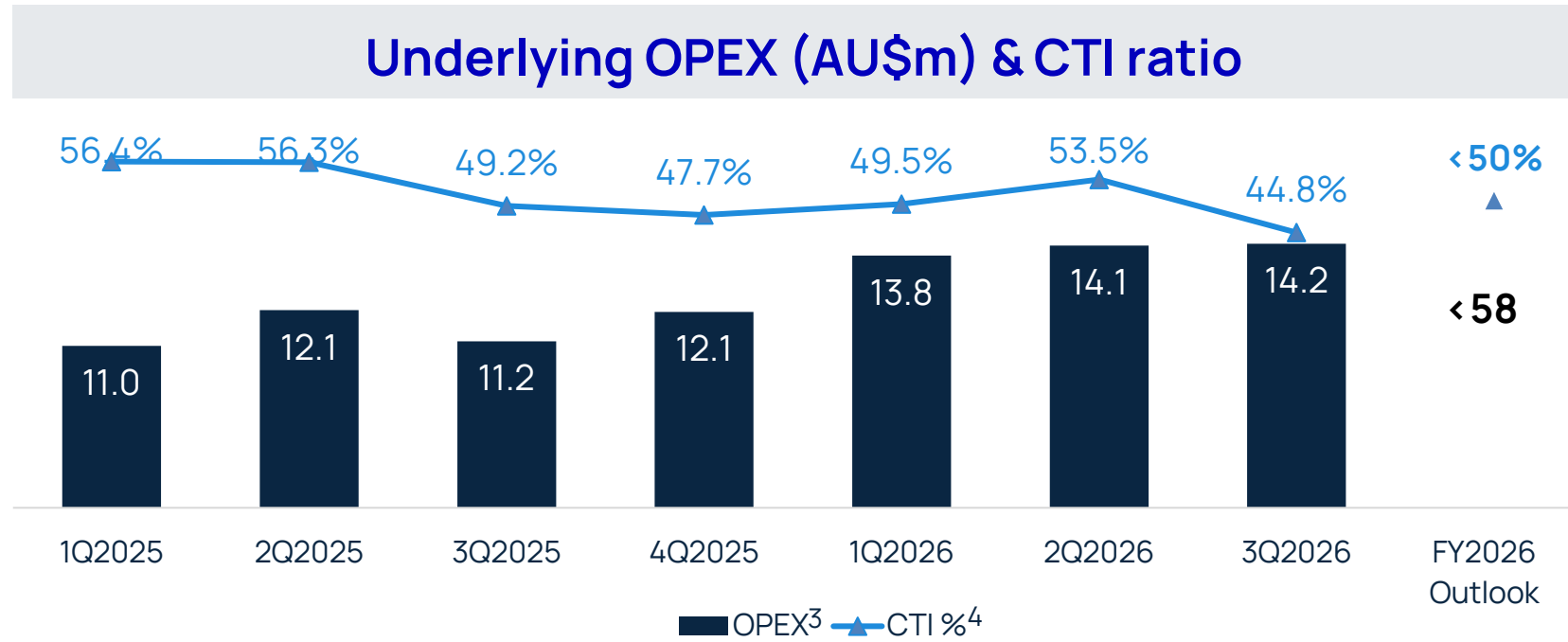
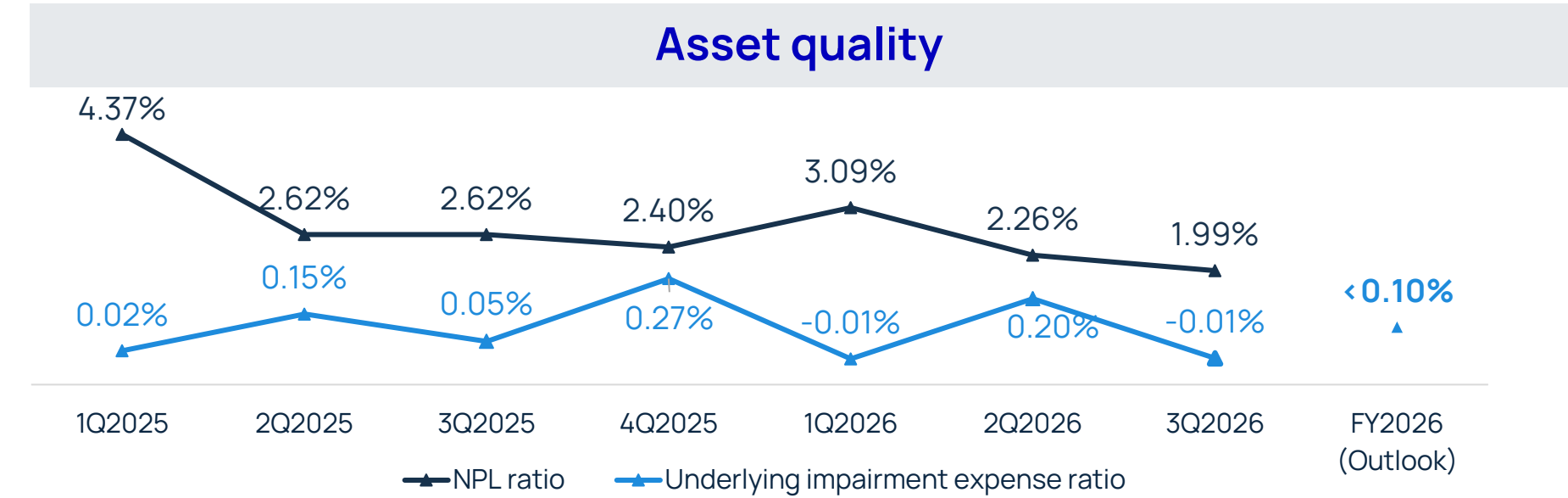
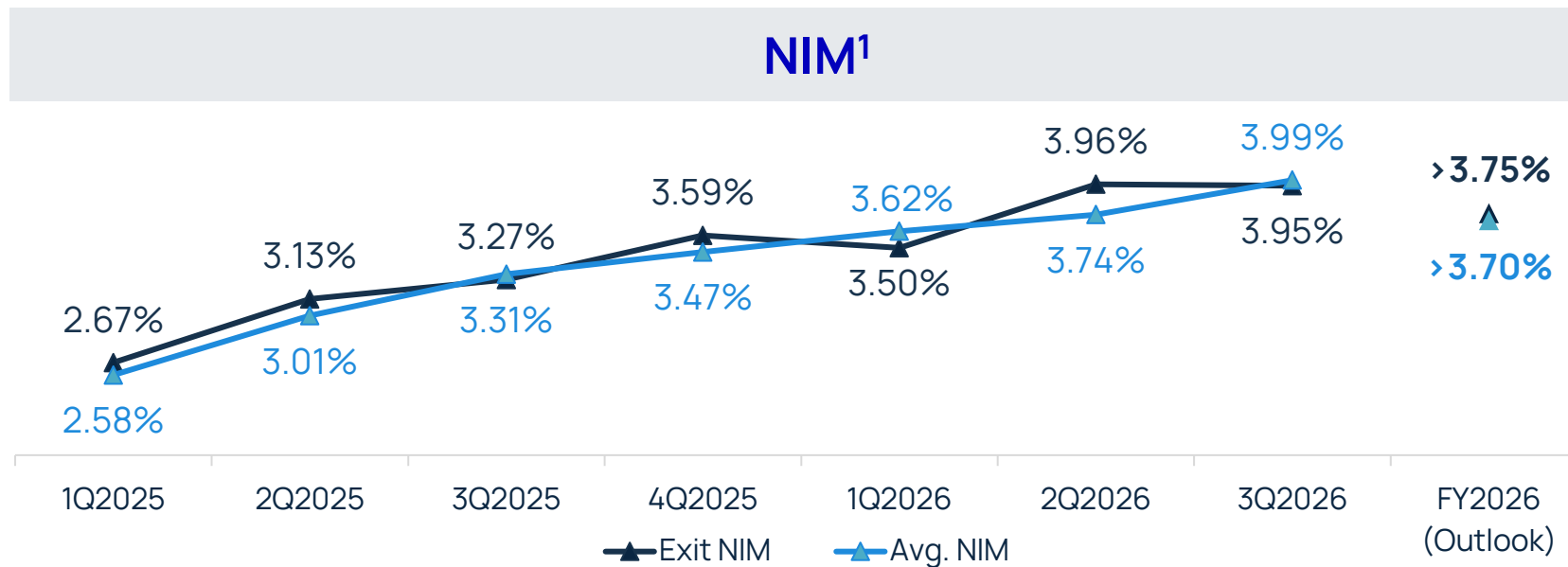
³ Business Finance includes Asset Finance and Business Relationship. Excludes NSAs.

⁴ Heartland Bank's expectation to clear all Motor Finance NPLs 180-364 DPD applies in cases where the vehicle is not being held by Heartland Bank while it awaits customer redemption or disposal.

AU banking

Margin expansion alongside stable asset quality and strong Reverse Mortgage growth.

NPAT	Reported			Underlying			Underlying guidance
	1Q2026	2Q2026	3Q2026	1Q2026	2Q2026	3Q2026	FY2026
	AU\$9.1m	AU\$7.6m	AU\$11.5m	AU\$9.1m	AU\$7.6m	AU\$11.5m	>AU\$37m



Receivables AU\$2,531m as at 31 Mar 2026 ↑AU\$322m, 14.6% since 31 Mar 2025

Lending	1Q2026 growth ²	2Q2026 growth ²	Receivables at 31 Mar 2026	3Q2026 growth ²	FY2026 (Outlook)
Reverse Mortgages	17.2%	19.6%	AU\$2,264.4m ↑ AU\$95.9m	17.9%	>19%
Livestock Finance ⁵	-34.7%	70.7%	AU\$246.7m ↓ AU\$26.2m	-38.9%	Flat ⁶

Note: All figures on this page are in AUD (including prior periods). See page 2 for a definition of underlying financial metrics.
¹ NIM is calculated as net interest income/average gross interest earning assets.
² Annualised growth.
³ Including intercompany group charges.

⁴ Excluding intercompany group charges.
⁵ Quarterly growth for Livestock Finance is affected by usual seasonal contractions.
⁶ Due to the impacts of extreme weather events and a single large customer adjusting its funding strategy, Heartland Bank Australia now expects FY2026 Australia Livestock Finance Receivables to be flat on FY2025 (previously targeting growth of more than 20%).

Additional information

Key financial metrics: NZ Banking and AU Banking

NZ Banking	Reported			Underlying			Underlying outlook
	1Q2026	2Q2026	3Q2026	1Q2026	2Q2026	3Q2026	FY2026
NOI	\$60.7m	\$56.3m	\$54.6m	\$57.6m	\$56.3m	\$54.6m	No outlook provided
OPEX ¹	\$31.1m	\$31.9m	\$32.4m	\$31.1m	\$31.5m	\$32.4m	<\$127m
Impairment expense	\$7.1m	\$4.4m	\$10.8m	\$7.1m	\$4.4m	\$10.8m	No outlook provided
NPAT	\$17.1m	\$13.9m	\$8.2m	\$14.0m	\$14.3m	\$8.2m	>\$45m
Average NIM	4.06%	4.12%	4.09%	4.06%	4.12%	4.09%	>4.10%
Exit NIM	4.08%	4.11%	4.02%	4.08%	4.11%	4.02%	>4.20%
CTI ratio ²	49.7%	56.1%	57.7%	52.4%	55.3%	57.7%	<56%
Impairment expense ratio	0.61%	0.39%	0.98%	0.61%	0.39%	0.98%	<0.70%
ROE	9.3%	7.5%	4.5%	7.6%	7.7%	4.5%	>6%
Receivables ³	\$4,598m	\$4,456m	\$4,546				

AU Banking (\$AUD)	Reported			Underlying			Underlying outlook
	1Q2026	2Q2026	3Q2026	1Q2026	2Q2026	3Q2026	FY2026
NOI	\$26.8m	\$26.2m	\$30.6m	\$26.8m	\$26.2m	\$30.6m	No outlook provided
OPEX ¹	\$13.8m	\$14.1m	\$14.2m	\$13.8m	\$14.1m	\$14.2m	<\$58m
Impairment expense	(\$0.1m)	\$1.2m	(\$0.1m)	(\$0.1m)	\$1.2m	(\$0.1m)	No outlook provided
NPAT	\$9.1m	\$7.6m	\$11.5m	\$9.1m	\$7.6m	\$11.5m	>AU\$37m
Average NIM	3.62%	3.74%	3.99%	3.62%	3.74%	3.99%	>3.70%
Exit NIM	3.50%	3.96%	3.95%	3.50%	3.96%	3.95%	>3.75%
CTI ratio ²	49.5%	53.5%	44.8%	49.5%	53.5%	44.8%	<50%
Impairment expense ratio	(0.01%)	0.20%	(0.01%)	(0.01%)	0.20%	(0.01%)	<0.10%
ROE	8.4%	6.9%	10.5%	8.4%	6.9%	10.5%	>8%
Receivables ³	\$2,323m	\$2,464	\$2,531				

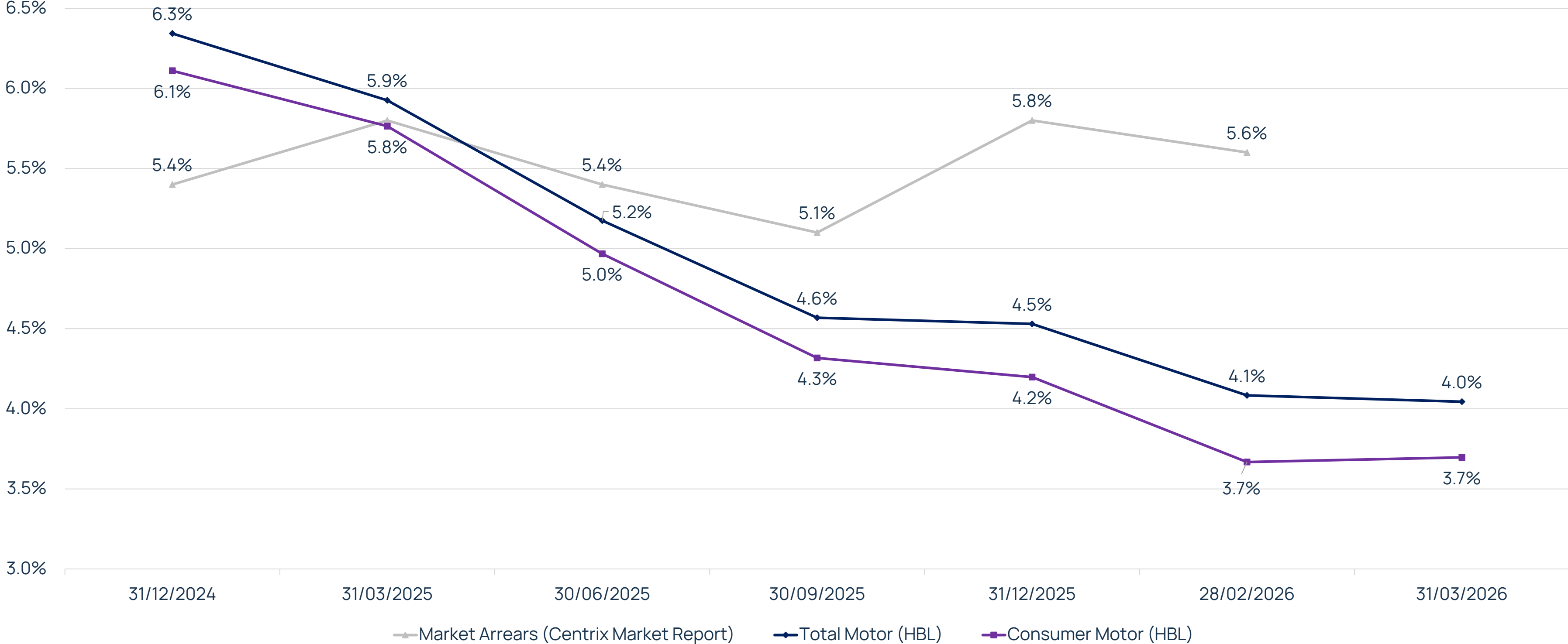
Note: See page 2 for a definition of underlying financial metrics and details on one-offs in the periods covered in this investor presentation.

¹Including Intercompany group charges.

²Excluding Intercompany group charges.

³Receivables also includes Reverse Mortgages

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, 31/12/2025, and 28/02/2026 uses the January, April, July, October 2025, and January and March 2026 Insights Report, respectively.
- As at 22 April 2026, the 31/03/2026 Market Arrears had not yet been released by Centrix.
- Consumer Motor are Motor Finance loans to individuals rather than businesses.

Glossary

CTI ratio	Cost-to-income ratio	ROE	Return on Equity
DPD	Days past due	FY27+	Financial year ending 30 June 2027 (1 July 2026 to 30 June 2027) and onwards
Exit NIM	NIM on the last day of the reporting period.	FY2026	Financial year ending 30 June 2026 (1 July 2025 to 30 June 2026)
FX	Foreign currency exchange	4Q26, 4Q2026	Fourth quarter of FY2026 (1 April to 30 June 2026)
Heartland, Heartland Group, HGH	Heartland Group Holdings Limited or the Company	3Q26, 3Q2026	Third quarter of FY2026 (1 January to 31 March 2026)
Heartland Bank, HBL, NZ Banking	Heartland Bank Limited	1H2026	First half of FY2026 (1 July to 31 December 2025)
Heartland Bank Australia, HBAL, AU banking	Heartland Bank Australia Limited	2Q26, 2Q2026	Second quarter of FY2026 (1 October to 31 December 2025)
NIM	Net interest margin	1Q26, 1Q2026	First quarter of FY2026 (1 July to 30 September 2025)
NOI	Net operating income	FY2025	Financial year ended 30 June 2025 (1 July 2024 to 30 June 2025)
NPAT	Net profit after tax	4Q25, 4Q2025	Fourth quarter of FY2025 (1 April to 30 June 2025)
NPL	Non-performing loan	3Q25, 3Q2025	Third quarter of FY2025 (1 January to 31 March 2025)
NSA	Non-strategic assets	1H2025	First half of FY2025 (1 July to 31 December 2024)
OPEX	Operating expenses	2Q25, 2Q2025	Second quarter of FY2025 (1 October to 31 December 2024)
Receivables	Gross Finance Receivables (includes Reverse Mortgages)	1Q2025	First quarter of FY2025 (1 July to 30 September 2024)

Thank you

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