



Media Release: MTF Finance

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Local lending model drives strong half-year result for MTF Finance

MTF Finance has reported a strong half-year result for the six months ending 31 March 2026, reflecting disciplined growth, continued investment and the resilience of its local lending model during a challenging economic period for many New Zealand households and businesses.

As New Zealanders continue to navigate cost-of-living pressure, cautious spending and economic uncertainty, MTF Finance says demand remains strong for lenders who understand local communities and can offer practical, responsible support.

Acting Chair Noel Johnston says the result reflects the strength of MTF Finance’s business model and the long-term investments being made across the company.

“Over the past six months, many kiwi households and businesses have continued to feel financial pressure. While we saw signs confidence was slowly improving in some areas, people were still being careful with their money,” says Mr Johnston.

“Against that backdrop, this result demonstrates the resilience of our model, the quality of our network and the confidence we have in the future of the business.

“We continue to invest in the things that matter long term – technology, customer experience, brand and product capability – while maintaining strong financial discipline.”

For the six months ending 31 March 2026, MTF Finance reported:

- \$407.7 million in new lending
- \$1.20 billion in total assets
- \$3.64 net asset backing per share
- \$47.4 million in originator earnings
- Underlying profit after tax of \$4.7 million, up from \$4.1 million
- Continued strong customer satisfaction, significantly outperforming the financial services sector benchmark

Chief Executive Officer Chris Lamers says the result reflects a business staying closely connected to the realities facing everyday New Zealanders.

“This has remained a difficult environment for many Kiwi households and businesses,” says Mr Lamers. “We’ve continued to see customers reassessing spending, delaying major purchases and looking for lenders who genuinely understand their circumstances. However, we did see the much-promised green shoots start to grow, prior to the middle east conflict.

“Where our model continues to stand apart is originators, who own their own franchise, live and work in the communities they serve. They know their customers, understand local conditions and can have real conversations about what’s affordable and appropriate.

“As volatility returns to the economy, that human connection matters more than ever.”

MTF Finance says the strong first half result was supported by disciplined cost management, a lower cost of funds and continued focus on strengthening the business for long-term growth.

The company has also continued investing in MTF Connect, its multi-year business transformation programme designed to modernise technology, improve efficiency and create a more seamless customer experience.

“As customer expectations evolve, we need systems and technology that allow us to move faster, support customers better and continue improving the experience we deliver,” says Mr Lamers.

“Transformation of this scale is a significant investment, but it’s critical to ensuring we remain competitive and continue delivering for New Zealanders well into the future.”

With a nationwide network of 55 locally owned franchises and approved dealers, MTF Finance says its people-first approach remains a key point of difference in a market where many customers still value local relationships.

“New Zealand’s economy is still rebuilding confidence,” says Mr Johnston. “But businesses built on strong relationships, responsible lending and long-term thinking are the ones that endure.

“Our focus remains clear; supporting our customers, strengthening our network and continuing our ambition to make lending about people again.”

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About MTF Finance

MTF Finance a New Zealand owned business, with a history dating back to 1970. Through its 55-strong nationwide network of locally owned franchises, approved dealers and business partners, MTF provides lending solutions for New Zealanders across vehicle, personal and business finance.

MTF Finance is built on a people-first approach to lending, combining local relationships with the strength of a national finance company. The business has more than 55 years' experience in market and continues to invest in technology, product development and customer experience to support its next phase of growth.

MTF Finance is listed on the NZDX.