News Release

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MTF Finance's expanded community footprint supports growth

Bucking the trend, MTF Finance has continued to invest more in bricks and mortar stores, while at the same time broadening the range of products it offers to New Zealanders, resulting in it recording the strongest lending year in its history. Financial year 2026 (FY26) saw new lending increasing 8% to $859 million. Originator earnings reached $95.6 million, marking a third consecutive year of record earnings.

The result reflects the growth and resilience of MTF's locally owned network, enhanced with a strong brand and online marketing investment. The local ownership model creates a strong relationship with local communities, which MTF Finance believes is a driver of its below industry average arrears rates.

MTF Board Chair Sturrock Saunders says: "Our biggest lending year reflects our local relationships and understanding of customers in a challenging environment."

In other results, underlying profit after tax rose 6% to $9.3 million, and total assets reached $1.23 billion. MTF paid shareholder Originators $99.4 million, including ordinary share dividends.

FY26 key highlights:

- **Customer satisfaction:** NPS of 80.3, around five times the financial services industry average.
- **Record new lending:** $859.0 million, up 8% on FY25 and the largest year in MTF's history.
- **Third consecutive record:** Originator earnings of $95.6 million, up 4% on FY25.
- **Underlying profit after tax:** Up 6% on FY25 to $9.3 million.
- **Profit after tax:** $11.9 million, compared with $10.2 million in FY25.
- **Returns to Originators:** $99.4 million paid to shareholder Originators, including ordinary share dividends.
- **Responsible lending:** 31+ day arrears of 1.12%, remaining below pre-COVID levels.
- **Stronger balance sheet:** Capital ratio increased to 9.76%, with net tangible assets per share up 6% to a record $3.80.

Mr Saunders says the results demonstrate the strength of MTF's shareholder-Originator model.

"We have strengthened our balance sheet, invested in technology and brand, and reached new customer groups while maintaining disciplined lending and risk management."

Customer satisfaction remained a key strength, with MTF recording a Net Promoter Score (NPS) of 80.3 – around five times the financial services industry average.

Arrears of more than 31 days were 1.12%, reflecting the care taken by Originators to make responsible lending decisions and support customers through changing circumstances. MTF's capital ratio also strengthened to 9.76%, providing further resilience.

MTF Chief Executive Officer Chris Lamers says local knowledge remains central to the business as it grows.

"Finance is personal. Every loan helps a person, family or business pursue a goal. Our Originators understand that because they live and work alongside their customers. We recognise our customers are more than their credit score or loan number, and we take the time to understand them."

"We continue to support customers and say yes where we responsibly can, while investing in capability, technology and products to serve more people. Our aim is to make finance easier for customers and Originators, combining digital convenience with local knowledge and human connection."

Building the next stage of MTF

MTF's multi-year transformation progressed in FY26 as its new technology platform, MTF Connect, entered rollout, enabling new business opportunities.

MTF Connect supported the launch of a specialist lender channel, allowing Originators to target a distinct market on a white-label basis. Further expansion is expected in the coming years.

MTF also invested in a national marketing campaign and developed products and channels to broaden its reach.

Lamers says the transformation proudly builds on more than 50 years of local knowledge.

"Our Originators' understanding of their customers and communities is shaping our tools, products and processes. We are building this transformation with them."

In FY27, MTF will develop new products and enhance existing offerings; grow its specialist lender, and vehicle dealer channels; extend funding facilities; and continue its transformation programme.

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About MTF Finance

MTF is a New Zealand-owned lender – supporting Kiwis since 1970. Through a nationwide network of 56 franchises and more than 150 dealers, MTF provides a full range of finance options, from vehicles and personal loans to mortgages and small-to-medium business lending. Renowned for its strong community roots, MTF blends face-to-face service with digital convenience to deliver finance that's fast, flexible and easy to manage.