

Investor Discussion Pack

For the full year ended 30 June 2026

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Helping our customers and communities thrive today, tomorrow and into the future

Community connection

- Invested more than $7 million into regional Australia including community partnerships, grants and charitable initiatives
- New social impact framework focused on Financial Futures, Resilience and Inclusive Communities

Customer value and trust

- Supporting 660,000 customers through our trusted brands and services
- 77 million digital transactions completed during FY26
- More than 13 million scam awareness messages delivered
- Loan growth of $1.7 billion (10%)



Organisational strength

- Sector-leading capital with CET1 ratio of 23.6% and liquidity with MLH ratio of 18.7%
- $53m investment in modernising technology, security, data and enhancing customer experience
- S&P Rating of BBB+ and Moodys A3

Financial performance

- Net profit after tax of $105 million
- Total assets increased 8% to $25 billion
- Strong customer deposit franchise of $20 billion, up $1.1 billion (6%)
- Balanced growth supporting long-term financial sustainability

Balanced financial performance in FY26

$105m
Net profit after tax

5.1%
Return on equity

23.6%
Common equity tier 1 ratio

2.21%
Net interest margin

72%
Cost to income ratio

Investment spend
up 21% on FY25

Strong loan & deposit growth

Loans up 10%, +$1.7b
Deposits up 6%, +$1.1b

Financial results

Income statement

	FY25 $m	FY26 $m	Change
Net interest income	514	530	3%
Non-interest income	2	(2)	
Operating expenses	(362)	(382)	5%
Impairments	(2)	(3)	
Tax	(45)	(43)	-5%
Underlying profit after tax[1]	106	101	-5%
Fair value adjustment post tax	11	5	
Net profit after tax	117	105	-10%

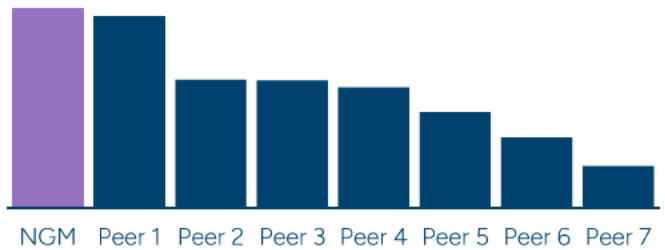
Balance sheet items

	FY25 $m	FY26 $m	Change
Home lending	18,010	19,721	10%
Other lending	266	278	4%
Liquid assets	4,294	4,354	1%
Total assets	23,119	25,078	8%
Deposits	18,887	19,949	6%
Wholesale funding	2,081	2,877	38%
Equity	1,985	2,062	4%

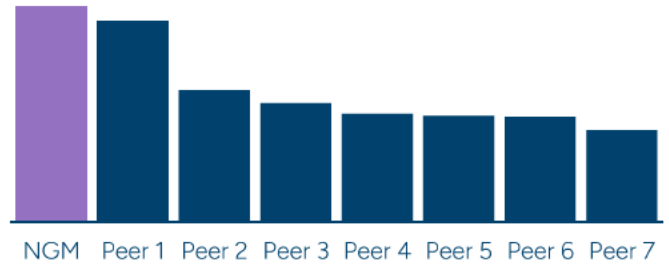
1. Underlying profit after tax excludes the impact of Fair Value adjustments relating to the business combination with Greater Bank. KPIs such as Net Interest Margin, Return on Equity and Cost to Income are disclosed on an underlying basis throughout presentation unless otherwise noted. Financials presented on consolidated entity basis.

Strong market position across the Mutual banking sector

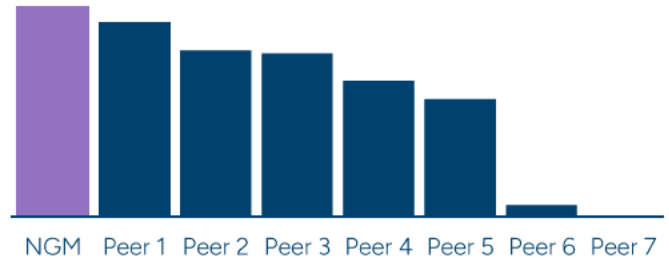
Annual growth in home lending $



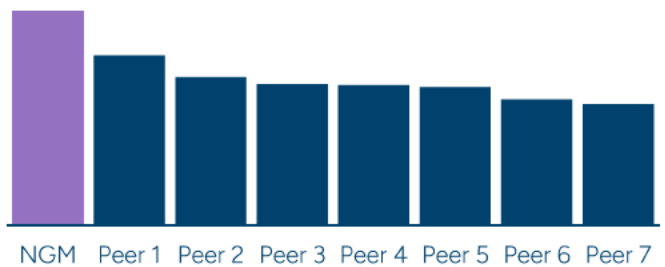
Annual growth in deposits* $



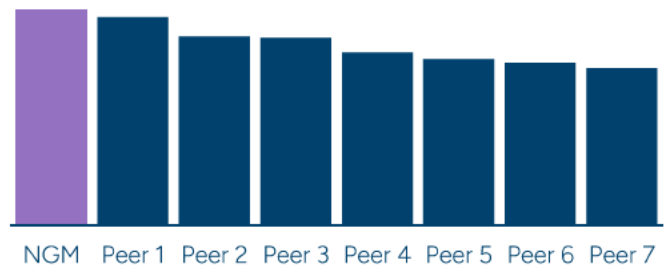
Long-term borrowings $



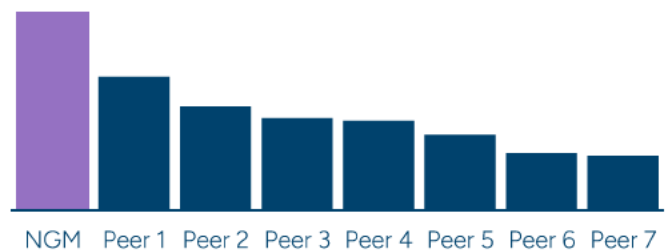
CET1 ratio %



MLH ratio %



Net profit after tax $

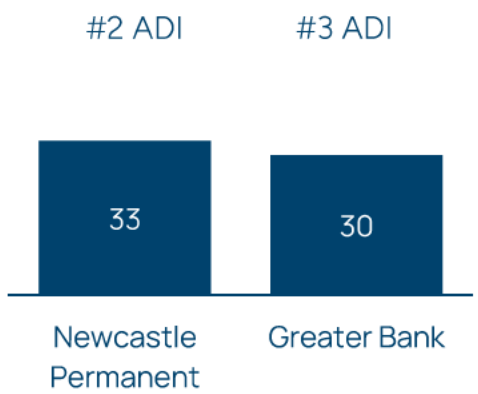


Metrics compared relative to the 7 largest mutual banks by total assets with growth excluding movement from mergers. Source: Monthly APRA ADI statistics as at June 2026 for Lending and Deposits. Quarterly APRA ADI publication for Capital and MLH as at June 2026. Annual Reports 2026 or latest reported information for Net profit after tax. *Deposits balances excluding deposits by financial institutions and governments.

Helping our customers and community thrive

Supporting our Customers

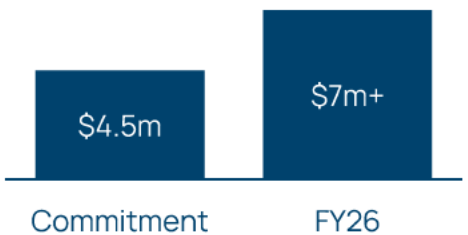
Net Promoter Score



- Banking 660,000 customers across Australia through our trusted Newcastle Permanent and Greater Bank brands.
- More than 77 million transactions completed digitally during FY26.
- Delivered more than 13 million scam awareness messages and continued investment in fraud detection and customer protection.
- Continued investment in technology, cloud platforms and data capabilities to create a stronger, more secure and reliable banking experience.
- Invested almost $1.8 million in branch upgrades during FY26, supporting customers who value face-to-face banking services.
- Maintained responsible lending standards with 90+ day arrears of approximately 0.05% and around 72% of home loan customers ahead on repayments.

Delivering on our purpose

Giving to community $m



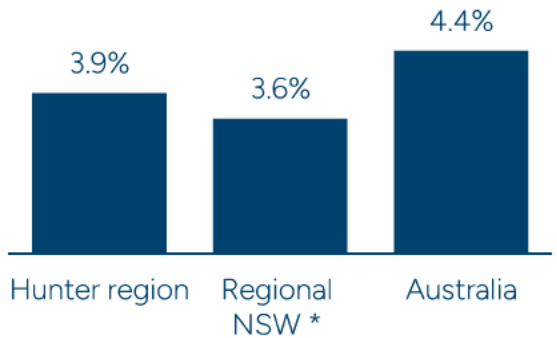
- Invested more than $7 million in regional Australia through community partnerships, grants and charitable initiatives.
- Introduced a Social Impact Framework focused on Brighter Financial Futures, Building Resilience and Connected & Inclusive Communities.
- Continued supporting long-standing community programs while expanding partnerships in key growth regions.
- Expanded charitable foundation support through multi-year partnerships, grassroots grants and volunteer initiatives.
- Strengthened regional leadership through partnerships with Business Illawarra, Business Hunter, Hunter Young Professionals, the Committee for the Hunter and mutual banking industry bodies.

When Newcastle Permanent and Greater Bank merged in March 2023, commitment was made to invest at least $4.5 million back into our communities each year. Includes giving to grassroots organisations, community partnerships and charitable contributions

Hunter region well positioned on economic fundamentals

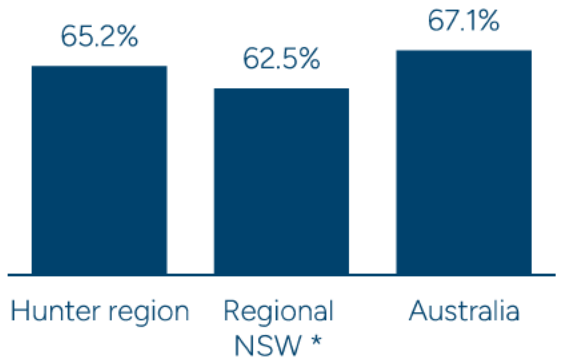
Unemployment Rate

Below national average



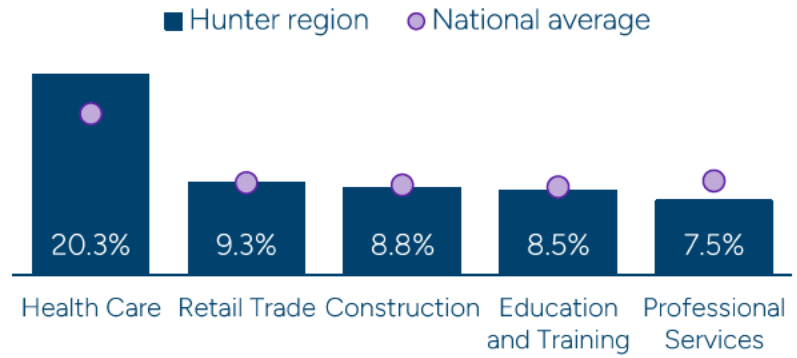
Employment Participation Rate

Broadly in line



Top industry of employment

Health and retail key employment drivers

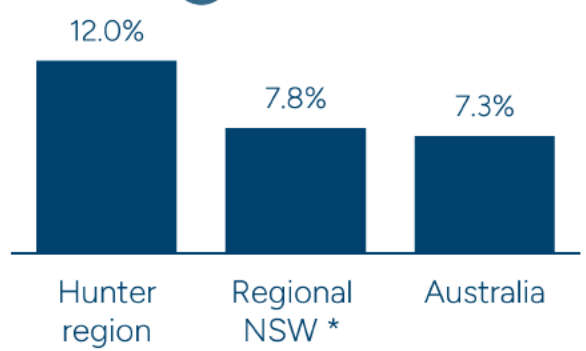


Regional Infrastructure

- NSW's Second International Airport
- Port Expansion and Diversification
- Multiple Major Upgrades to Transport

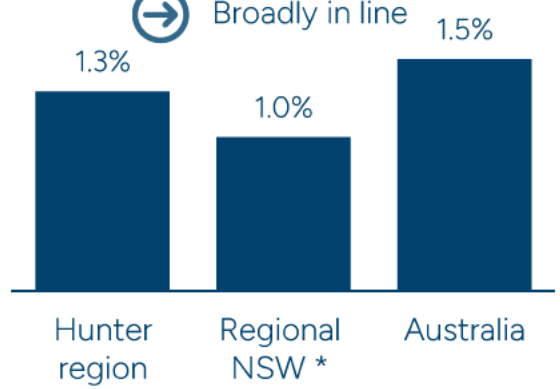
House Price Growth (YoY)

4.7% Higher



Population Growth

Broadly in line



Hunter region: includes Newcastle, Maitland, Lake Macquarie and Hunter Valley regions. * Regional NSW excludes the Hunter region, other than House Prices.; Source: ABS as at June 2026 and JobsandSkills.gov.au as at May 2026. House prices as at June 2026; Source: Cotalilty monthly index and quarterly regional detail for April 2026.

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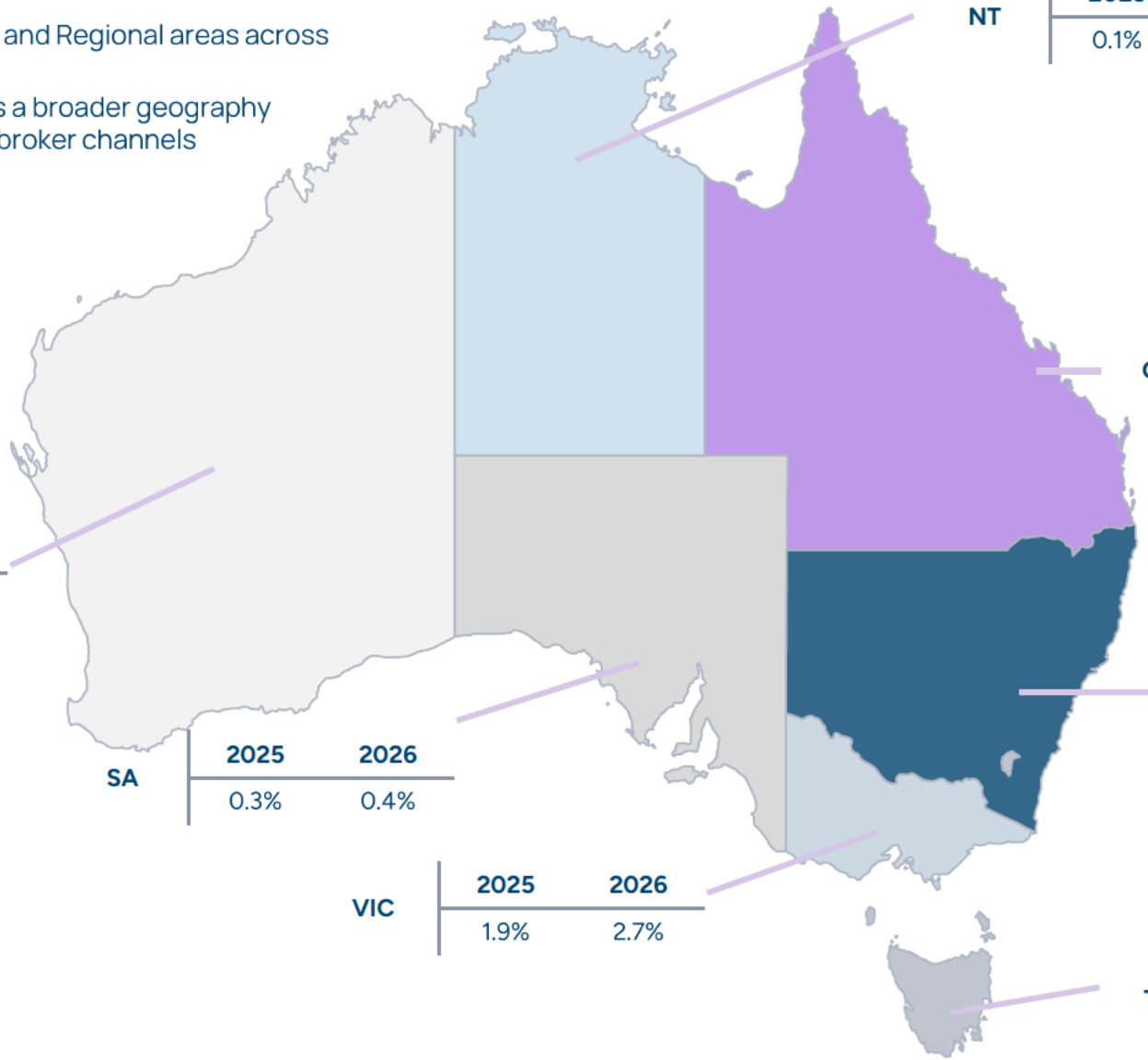
Corporate overview



Growing from a strong position, we're expanding our presence in other regions

Diversifying Loan Portfolio

- Focus on Metropolitan and Regional areas across Australia
- Loan exposures across a broader geography enabled by digital and broker channels



NT	2025	2026
	0.1%	0.1%

QLD	2025	2026
	9.6%	11.2%

NSW	2025	2026
	84.7%	81.8%

ACT	2025	2026
	2.5%	2.5%

WA	2025	2026
	0.8%	1.0%

SA	2025	2026
	0.3%	0.4%

VIC	2025	2026
	1.9%	2.7%

TAS	2025	2026
	0.2%	0.2%

Strategy on a page

Our purpose

Helping our customers and communities thrive

Our strategic ambition

Passionate people enabled to deliver the future of trusted banking

Our values

- Lead with heart
- Own the action
- Embrace opportunity
- Thrive together

Strategic differentiators

Community connection + Customer value and trust + Organisational strength + Financial performance

Brought to life by our people

Strategic outcomes

- Increased customer value and community benefits
- Future-fit people capability
- Sustainable growth in core business
- Recognised as a Leading Mutual

Our strategic priorities



Our technology pathway will accelerate customer value, innovation and speed to market

Horizon 1 – 2023 - 2025

Build the foundation for the future

2023-2025 deliverables

- Build resilient, future-fit banking foundations
- Strengthen franchise, culture and capability
- Embed innovation and delivery discipline
- Restore momentum across both brands

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One bank, represented by two brands

Greater Bank

NEWCASTLE PERMANENT

Horizon 2 – 2025 - 2030

Extend our leadership position

Now

- Become a leading customer-owned bank in Australia
- Extend franchise into attractive markets
- Simplify one bank across two brands
- Modernise technology, capability and execution

Horizon 3 – 2030 and beyond

Accelerate our growth journey

Leading mutual

- Create new capabilities and opportunities
- Accelerate sustainable growth across markets
- Maintain resilience through business cycles
- Scale purposefully for customers and communities

Our strategic priorities

Grow and deepen customer relationships	Empowered people achieving our potential	Lead on community connection	Be a stronger, safer, faster bank	People and customers enabled through technology
• Targeted growth in key regions and customer segments • Multi-brand model combining trusted service, value and digital capability • Help individuals, families and businesses thrive	• Strong leadership and effective ways of working • Empower people to innovate, grow and perform • Deliver better outcomes for customers	• Enduring connection to regional and local communities • Distinctive advantage as regional growth accelerates • Delivered through our people, customers and partners	• Simplify operations and strengthen resilience • Build scale where it creates the greatest value • Enable faster delivery and sustainable growth	• Secure, scalable and connected technology foundations • Simplify operations and strengthen trust and resilience • Enable faster change, innovation, AI adoption and growth

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Performance drivers

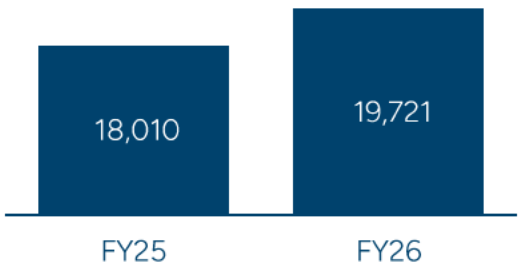


Balance sheet metrics – FY26

Quality growth across the balance sheet

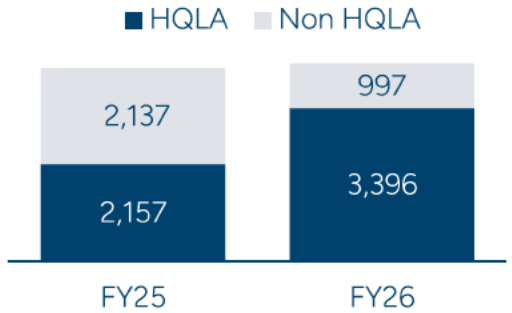
Home lending $m

10% on FY25



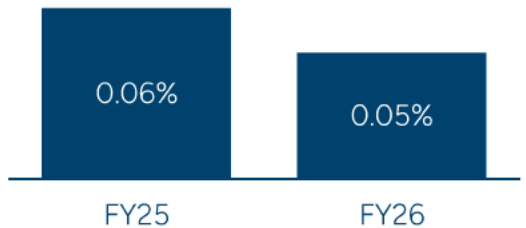
Liquid assets $m

Increased HQLA holdings



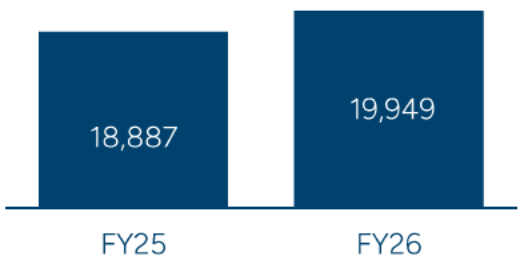
90+ day home loan arrears

Decreasing



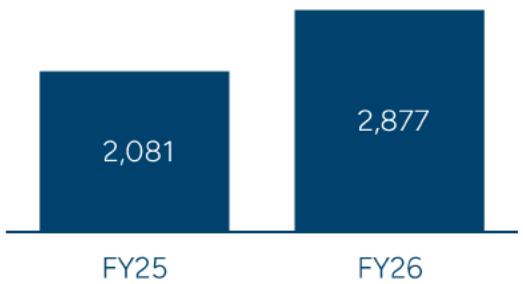
Deposits $m

6% on FY25



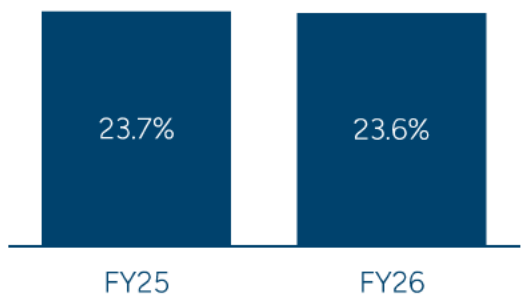
Wholesale funding $m

$795m



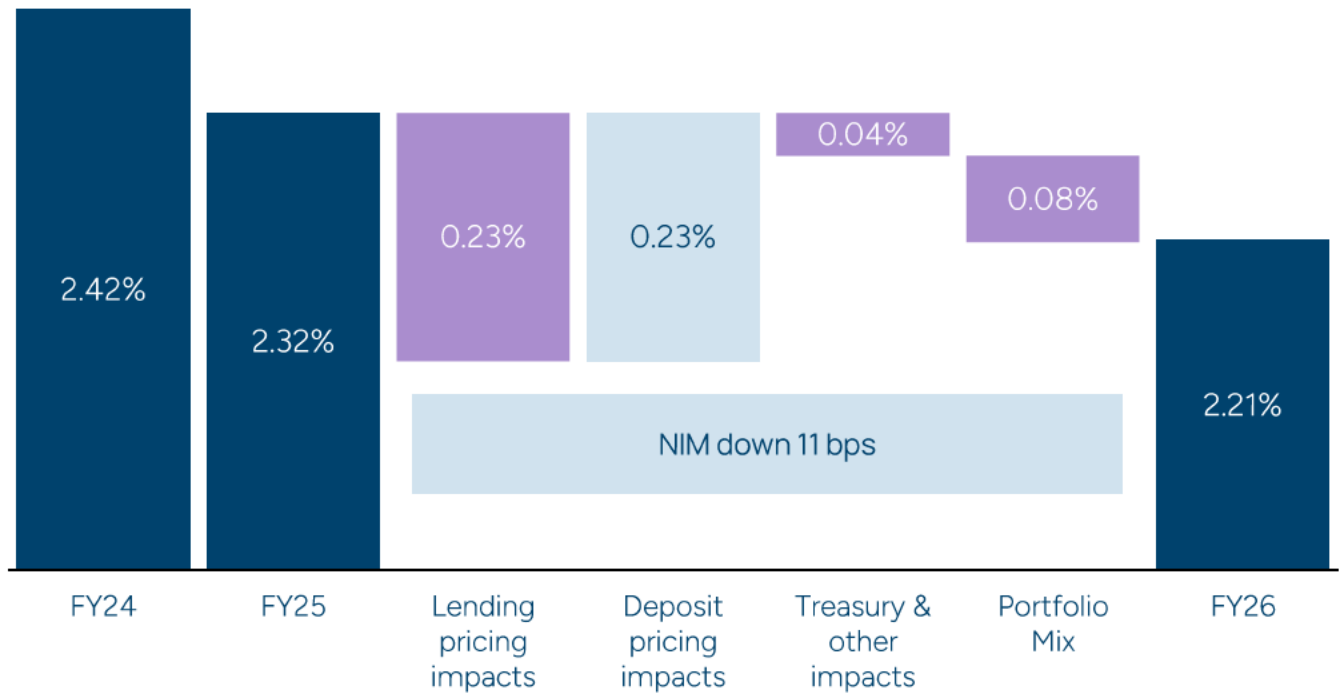
Common Equity Tier 1 Ratio

Stable

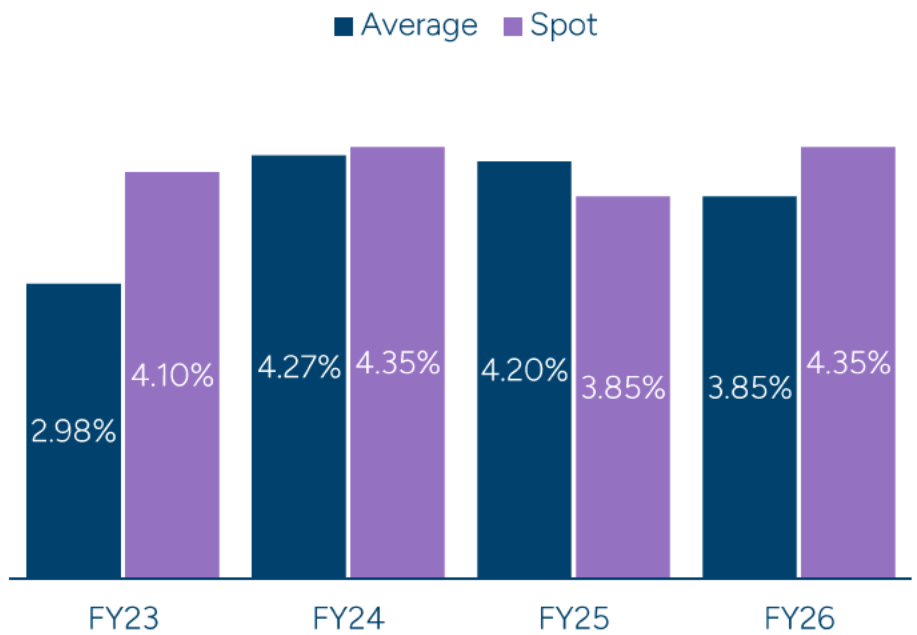


Net interest margin

Net interest margin movements %

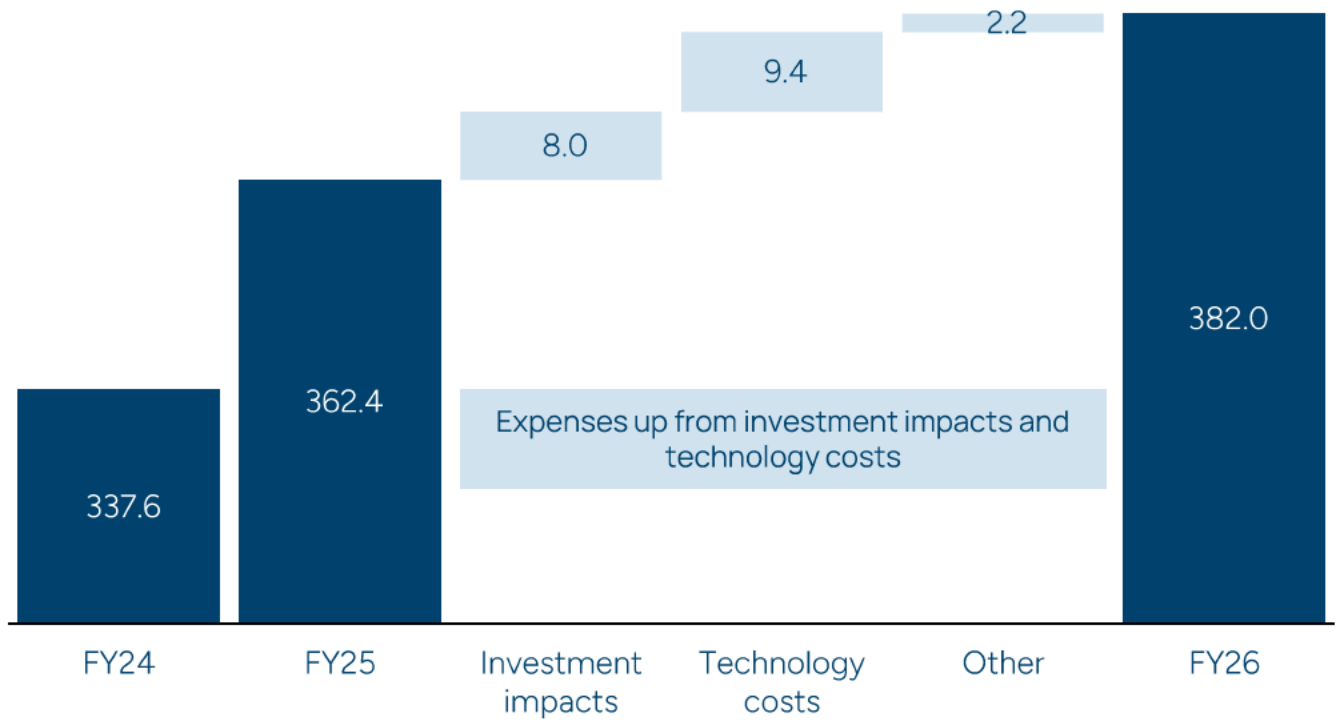


RBA Target Cash Rate %

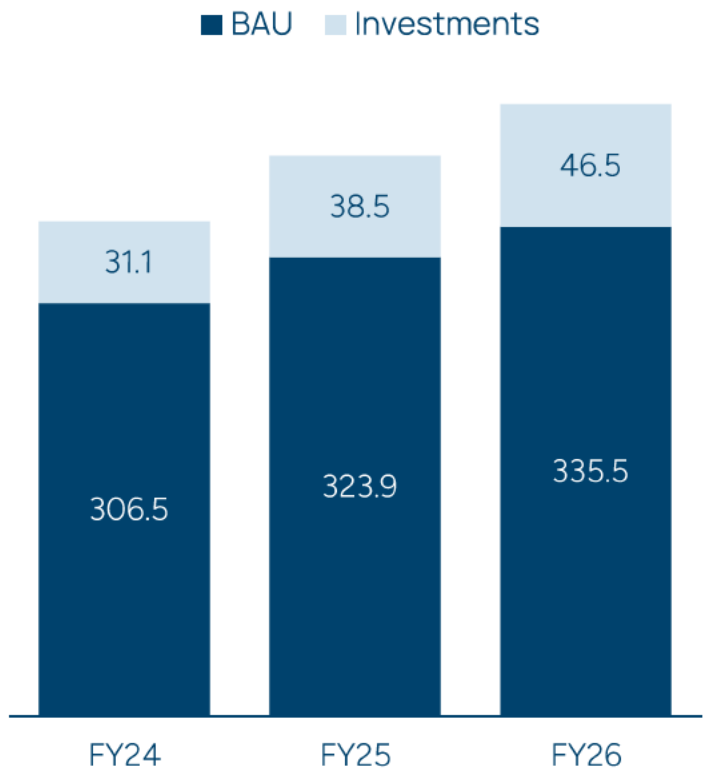


Expenses

Expense movements $m



Expense composition $m

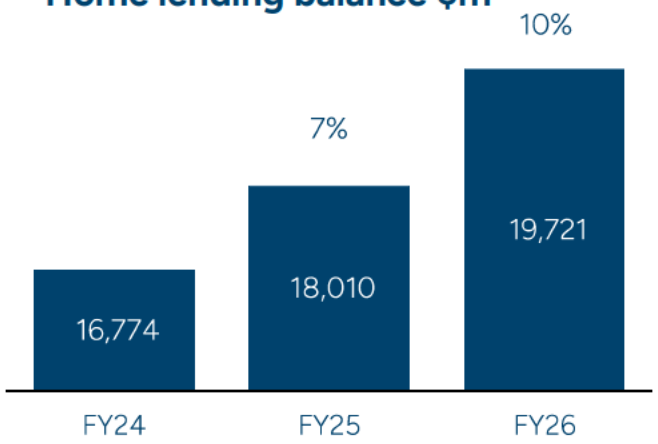


Investments up 21% on FY25

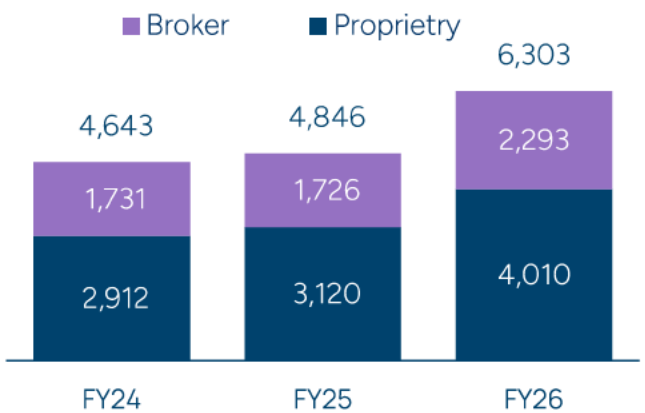
BAU up 4% on FY25

Loans & Deposits

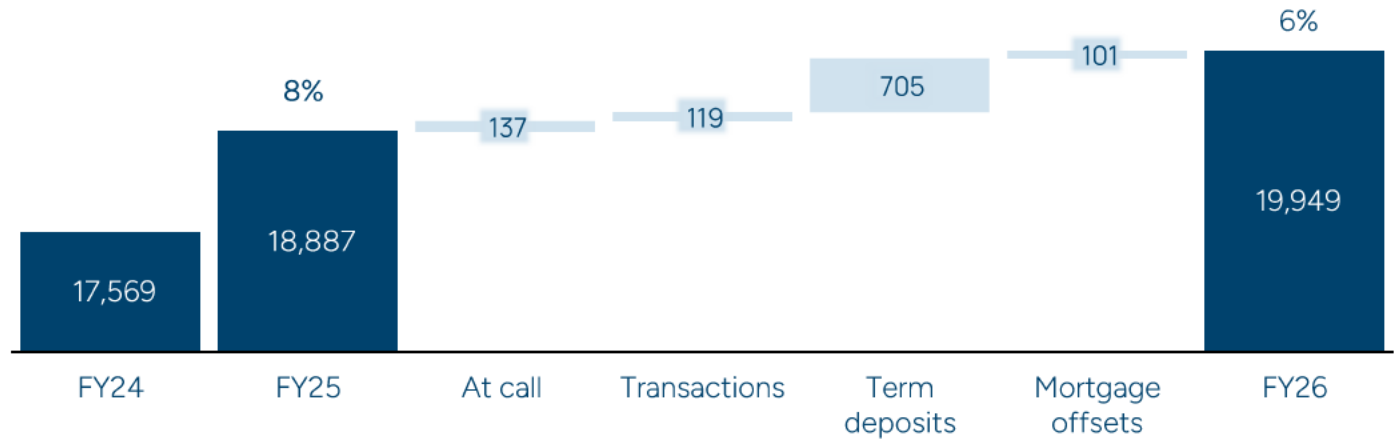
Home lending balance $m



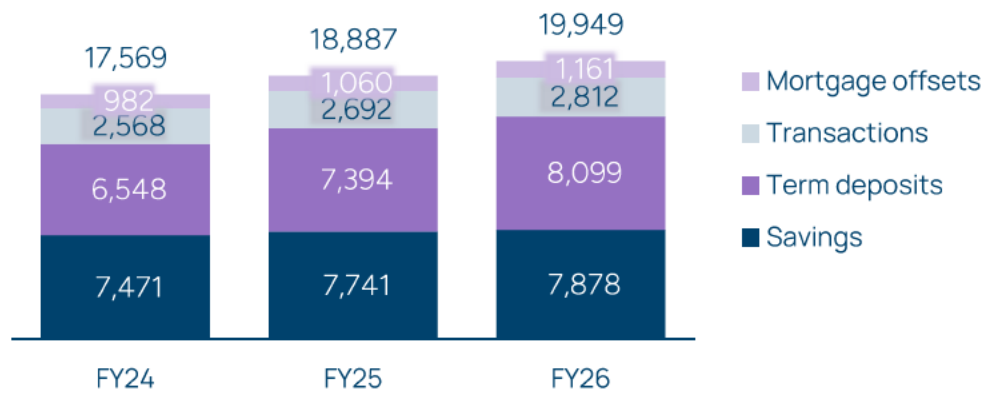
Home lending approvals $m



Deposit balances $m



Deposit composition $m



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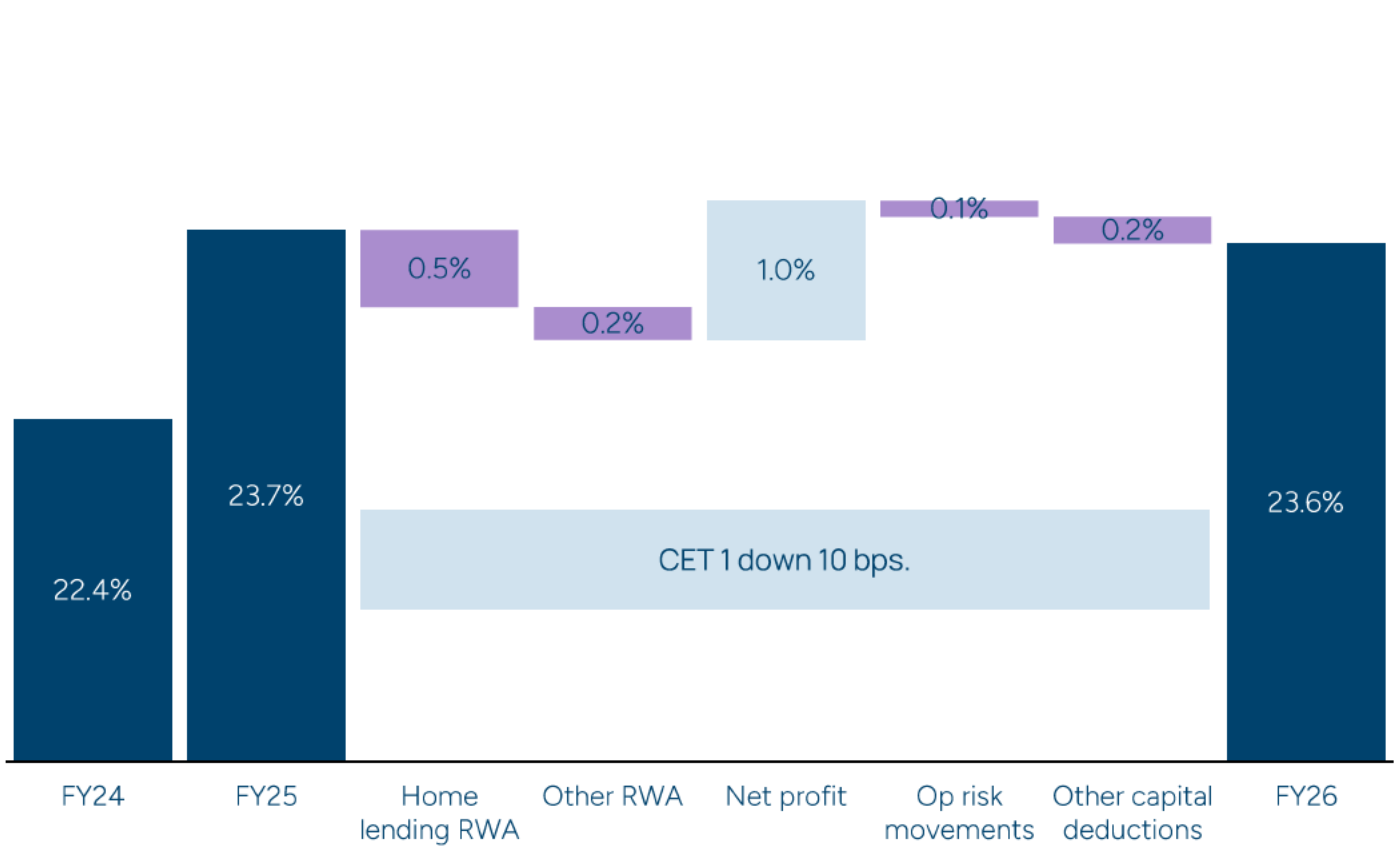
Capital, Funding & Liquidity



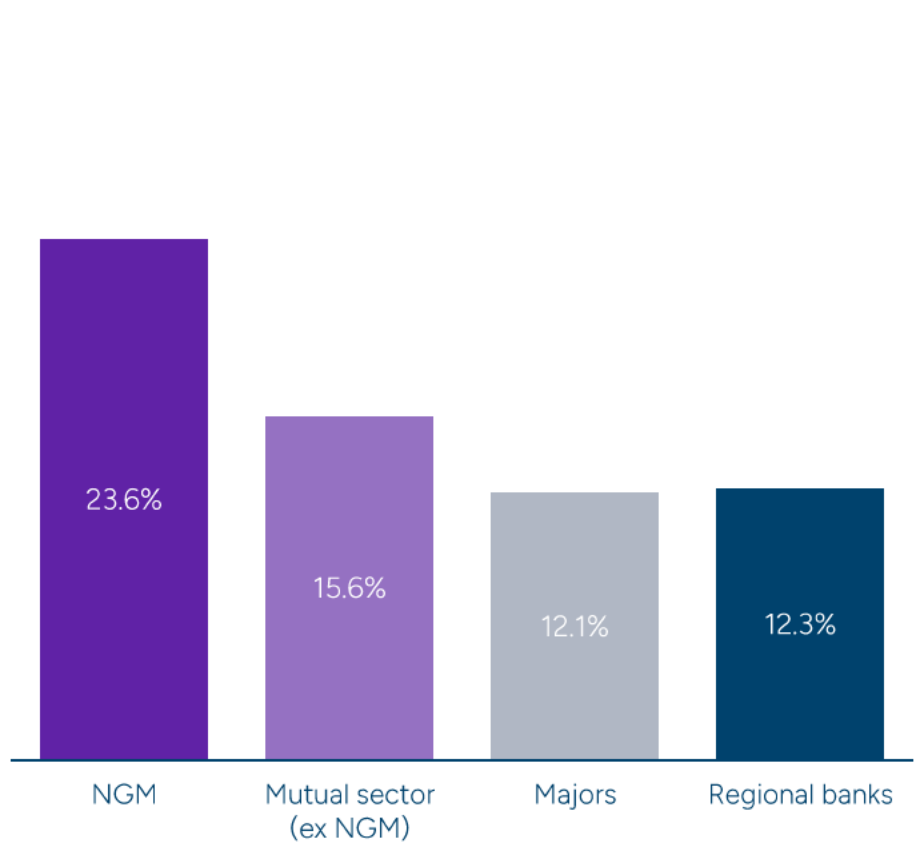
Capital

Capital at top end of Sector with strong organic capital generation supporting loan growth

Contribution to Common Equity Tier 1 Ratio %



Sector CET1 ratios %

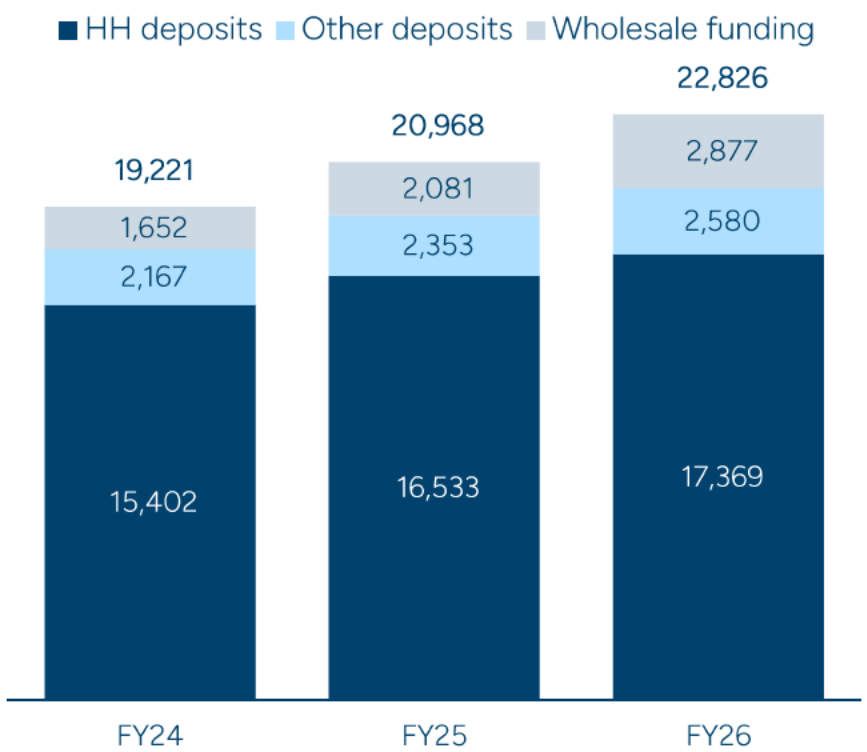


Source: Peer data sourced from APRA Quarterly ADI reporting. As at June 2026

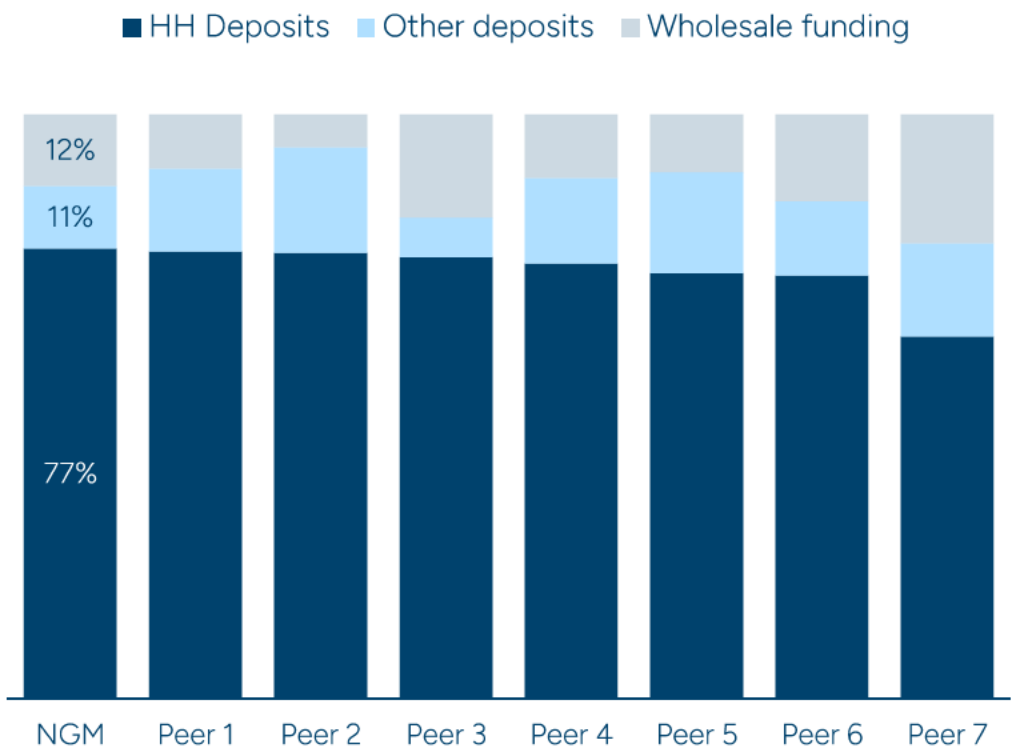
Funding composition & deposits

High quality and stable funding sources with weighting to household deposits

NGM Liabilities $m



Sector funding composition %

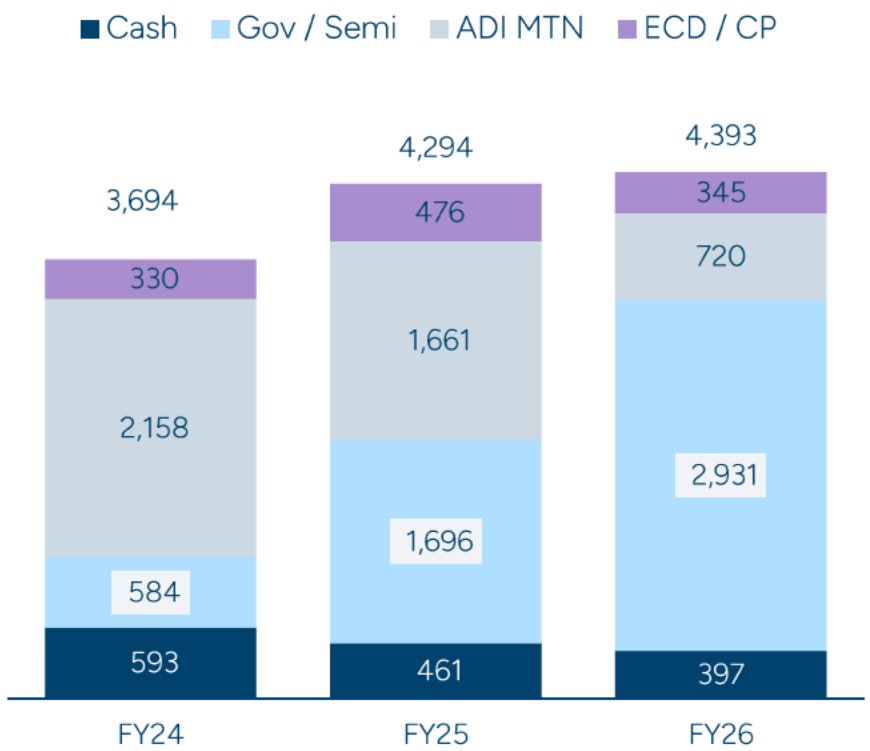


Source: Peer data sourced from APRA monthly ADI statistics and annual reporting.

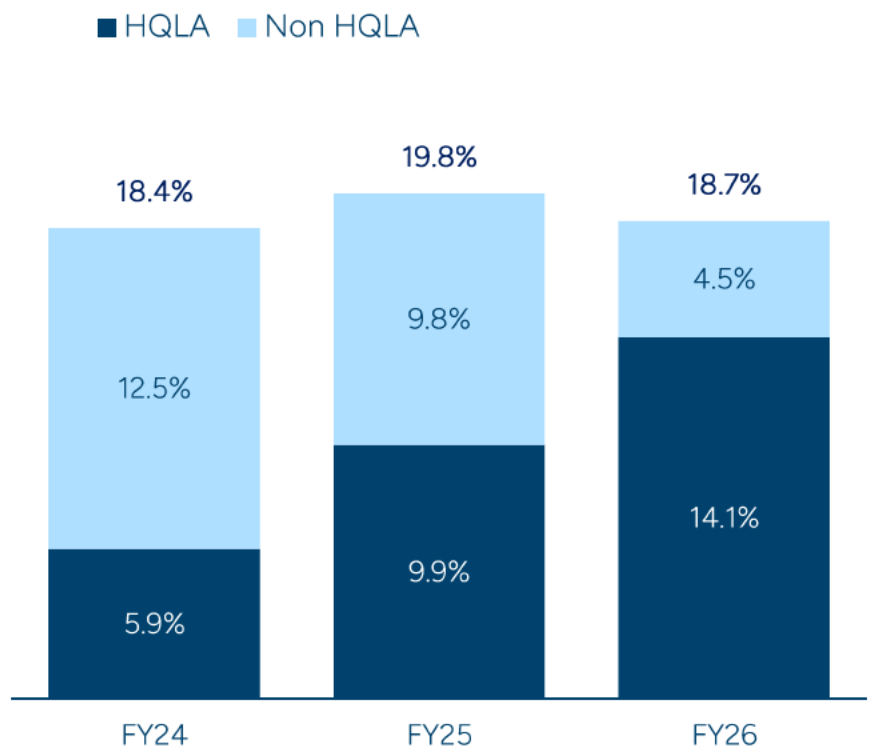
Liquidity

Liquidity above APRA minimum requirements. Increased HQLA holdings

MLH Liquid Assets $m



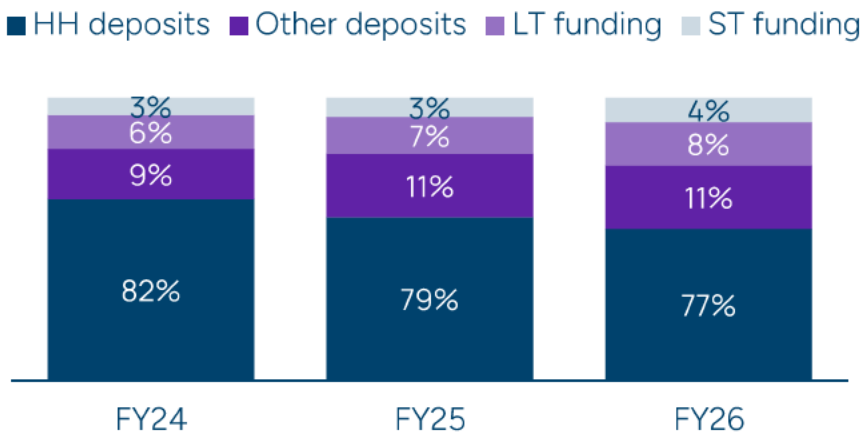
MLH Ratio %



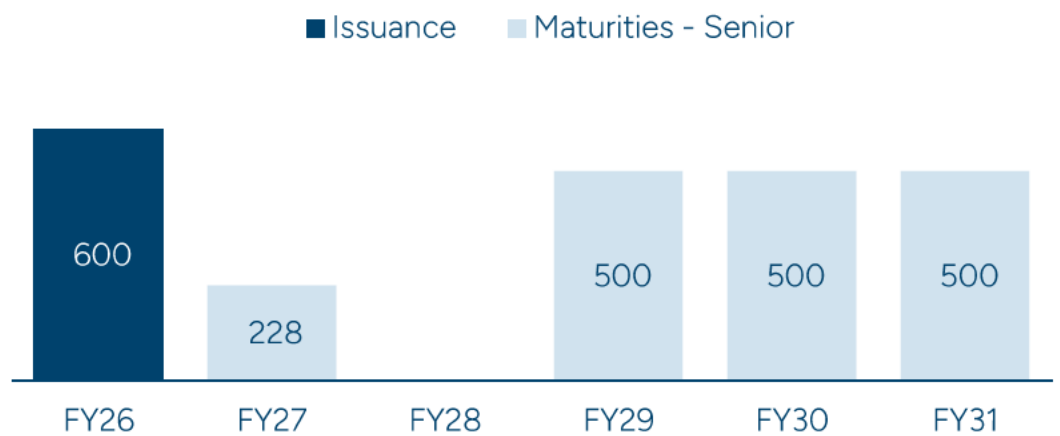
Wholesale funding

Stable funding with minimal reliance on ST wholesale funding

Funding composition $m

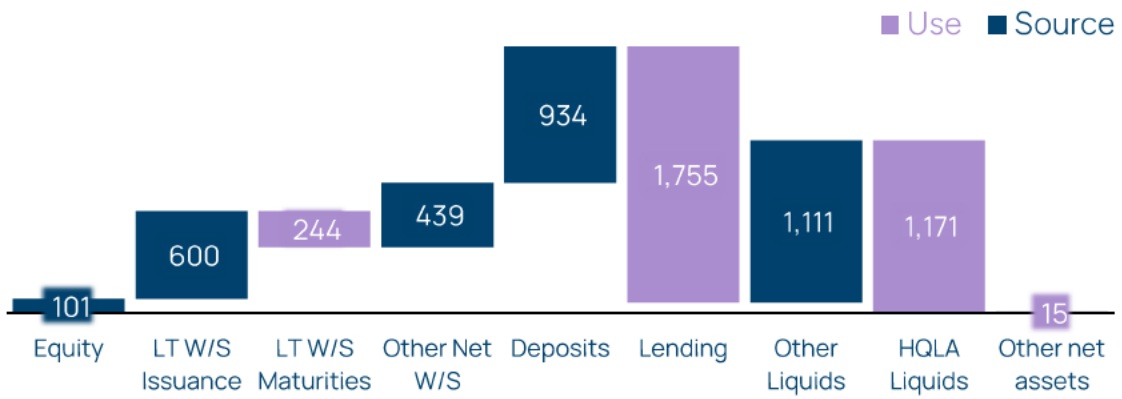


Funding profile $m

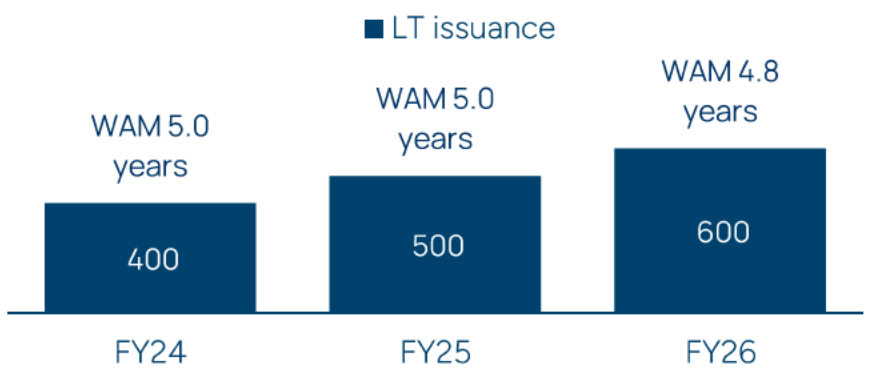


Sources and uses of funds $m

12 months to June 2026



LT issuance $m and weighted average maturity (years)



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Asset quality



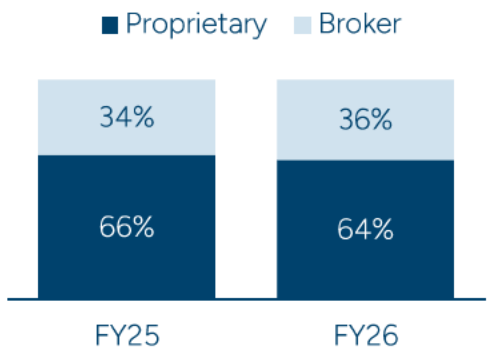
Overview and lending standards

Performance and Growth	Proprietary origination led growth (approx. 80% owner-occupied).
	Above system growth through all channels in FY26.
	NSW concentration reducing / growth in other states via digital and broker channels.
	Investment and interest-only portfolio weights remain low and stable.
	Average dynamic LVR is 37%. Approx 65% of loans have a dynamic LVR below 60%.
	Borrower repayment buffers remain stable. More than 50% of members are ahead by at least 3 monthly payments.
	Arrears and non-performing facilities are extremely low and sector leading.
	Hardship enquiry volumes are low and stable.
Lending Standards	HEM is updated on a quarterly basis, linked to borrowers' income and location.
	Interest rate floor is 5.50% for home loans. Interest rate buffer of 3.00%, with haircuts for uncertain incomes sources.
	LMI or Housing Australia Scheme Guarantee for >80% LVR loans.
	Loans with high debt-to-income (DTI) ratios represent a low proportion of approvals.

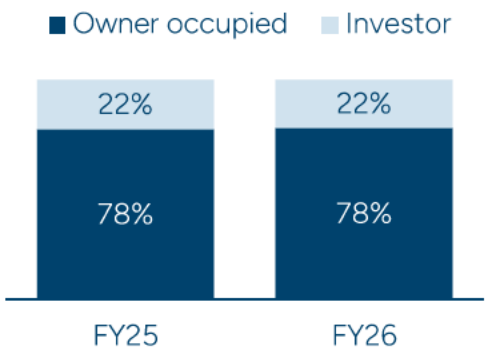
Home Lending Portfolio attributes

Stock

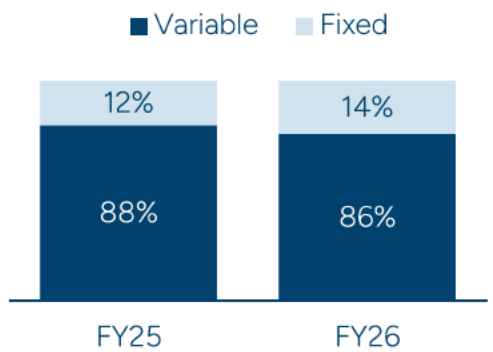
Proprietary vs broker



Owner occupied vs investor

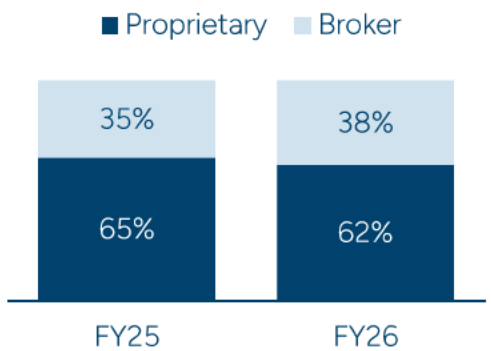


Variable vs fixed rate

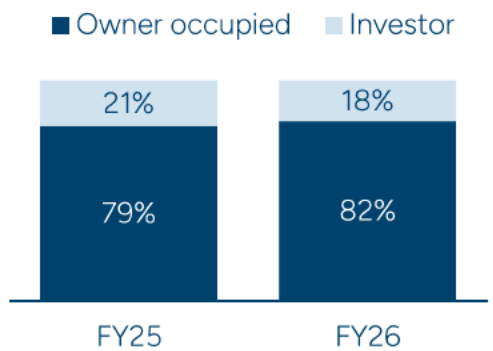


Flows

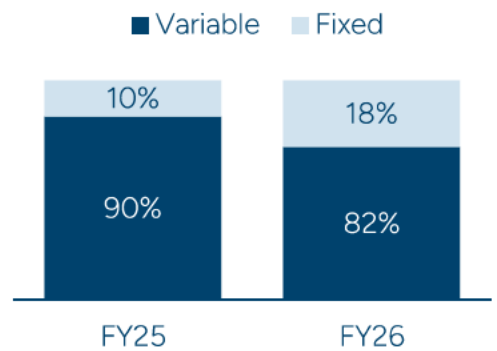
Proprietary vs broker



Owner occupied vs investor



Variable vs fixed rate



Home Lending Portfolio overview

Portfolio	FY25	FY26
Outstanding Balance ($m)	18,058	19,596
Rolling twelve month growth rate (%)	6.9%	9.6%
Mortgage Broker (%)	34.2%	36.4%
Investment (%)	22.5%	21.8%
Interest Only (%)	7.4%	7.3%
Fixed Rate (%)	12.0%	14.4%
Newcastle Hunter (%)	41.5%	38.5%
Central Coast (%)	6.3%	6.3%
Weighted average current LVR [1] (%)	57.9%	58.5%
LVR > 80%	8.7%	8.3%
LVR > 90%	2.3%	2.4%
Repayment buffers (%)[2]	11.4%	11.9%
Members in Advance (%)[3]	83.9%	85.1%
Members in advance > 3 repayments (%)[4]	50.5%	51.8%
Arrears 60+ days	0.10%	0.08%
Arrears 90+ days	0.06%	0.05%

Arrears data - industry standard - 60 or more days and 90 or more days.

New Business Flow (Originations)[5]	FY25	FY26
Total Funding	5,039	6,236
Mortgage Broker (%)	35.0%	38.3%
Investment (%)	20.7%	18.4%
Interest Only (%)	8.8%	7.6%
Fixed Rate (%)	9.8%	18.1%
Newcastle Hunter (%)	29.6%	21.0%
Central Coast (%)	9.4%	6.0%
Weighted average current LVR 1 (%)	63.3%	63.2%
LVR > 80%	10.2%	9.2%
LVR > 90%	3.9%	4.1%

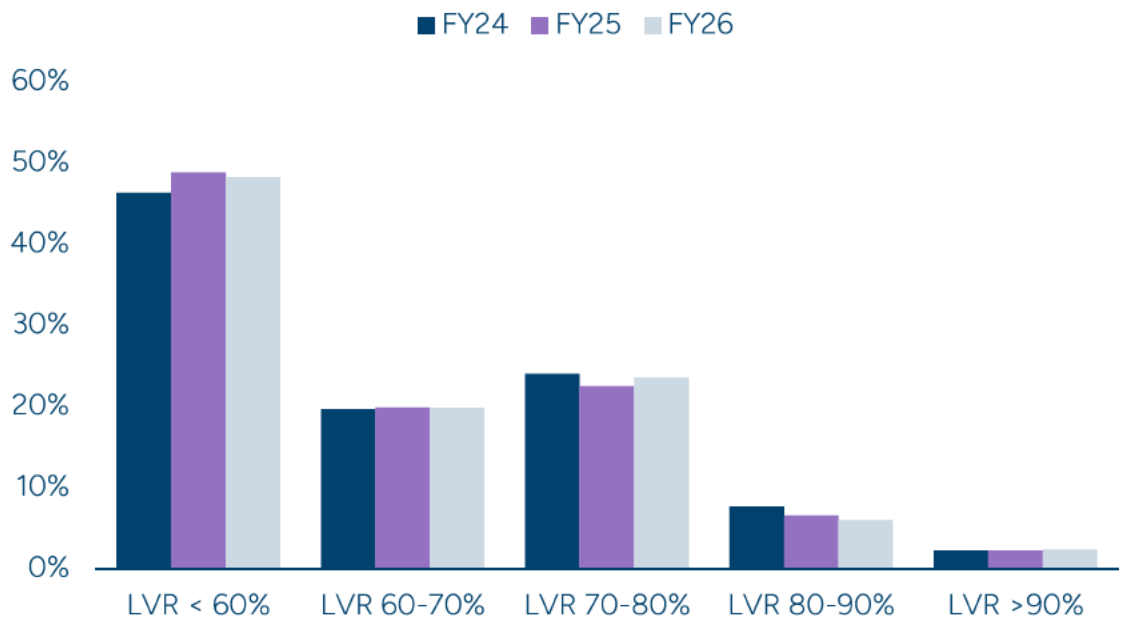
Notes:
1. LVR defined as current balance / original valuation
2. Repayment buffers equal total in advance amounts as a % of total outstanding balances (data excludes offset accounts)
3. Members in advance % equals # of loan accounts with any payments in advance of minimum monthly repayment.
4. Members in advance > 3 repayments % equals # of loan accounts at least 3 monthly repayments in advance of minimum monthly repayments
5. New business metrics based on 12 month originations.

Portfolio data sourced from product systems and will vary from financial reporting due to accounting adjustments. New business flows is based on settlements.

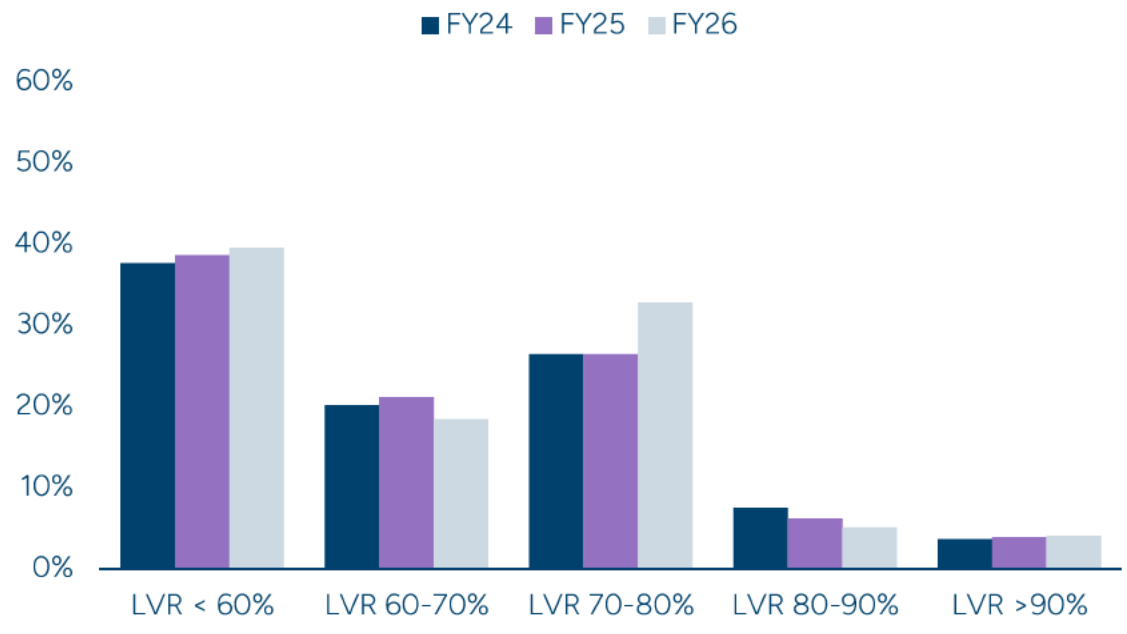
Home Lending Loan to Value Ratios

Minimal lending in high LVR categories

Proportion of book by LVR category %
Portfolio (stock)



Proportion of book by LVR category %
Flow (new lending)



Negative Equity

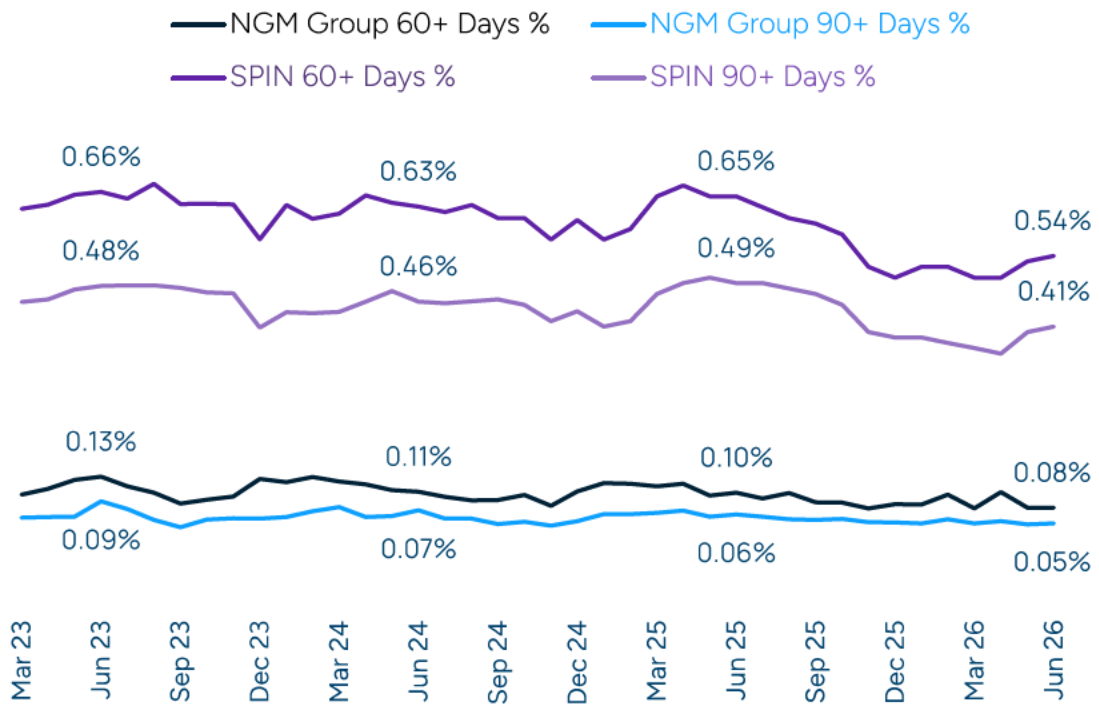
- Only 0.04% of portfolio > 100% dynamic LVR, which is below industry benchmark of 1%

Arrears, hardship and repayments

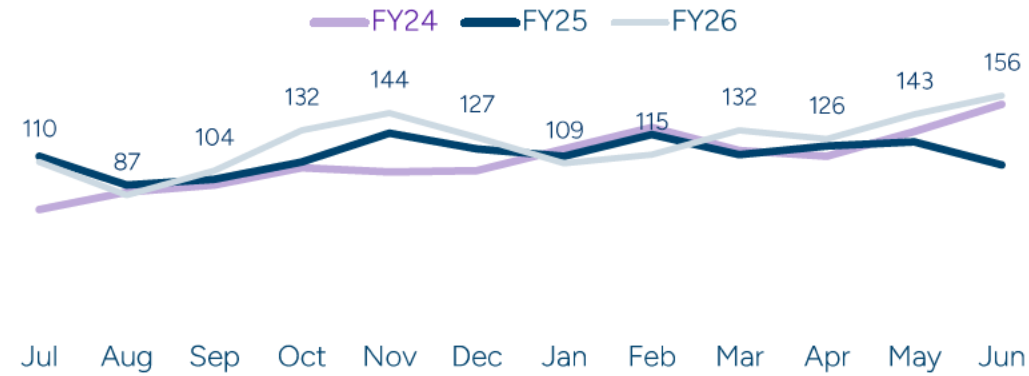
Asset quality sound and hardship in line with prior year. Most customers remain ahead on repayments

Home Lending Arrears Performance

NGM Group relative to S&P Performance Index (SPIN)*

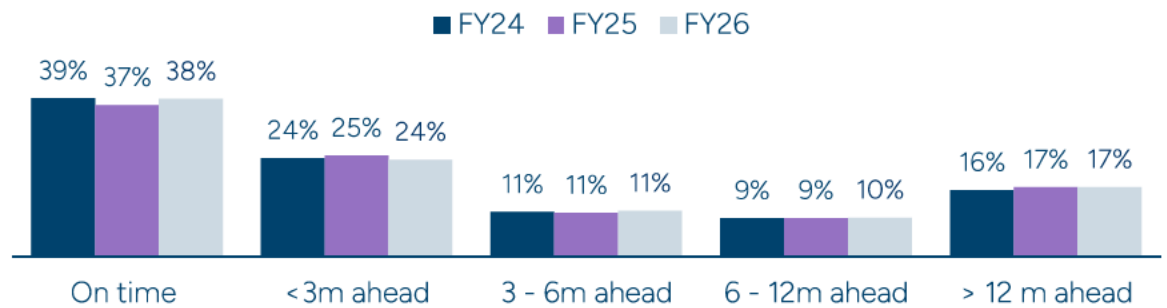


Hardship cases



Home Lending Repayment profile

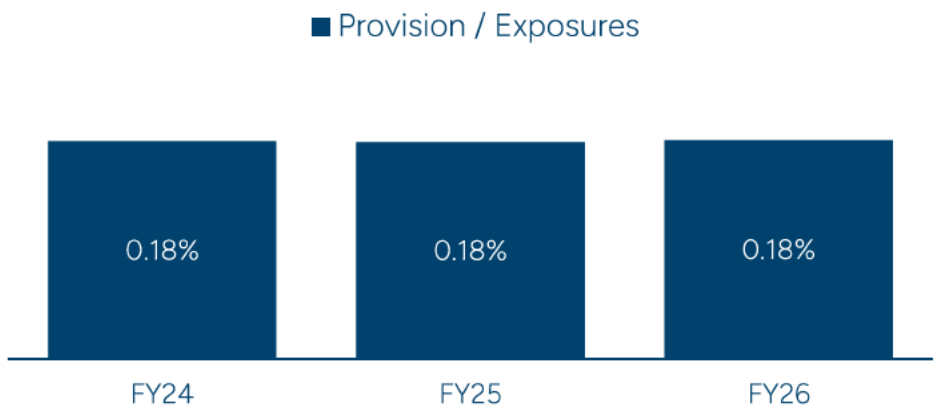
% of customers ahead or behind on home loan repayments



* SPIN refers to S&P Performance Index for 60+ days and 90+ days mortgage arrears of Australian RMBS.

Credit performance

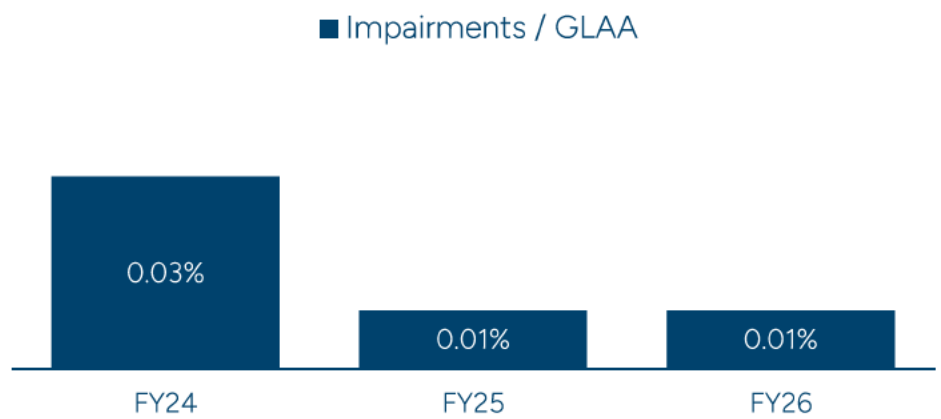
Provisions to credit exposures



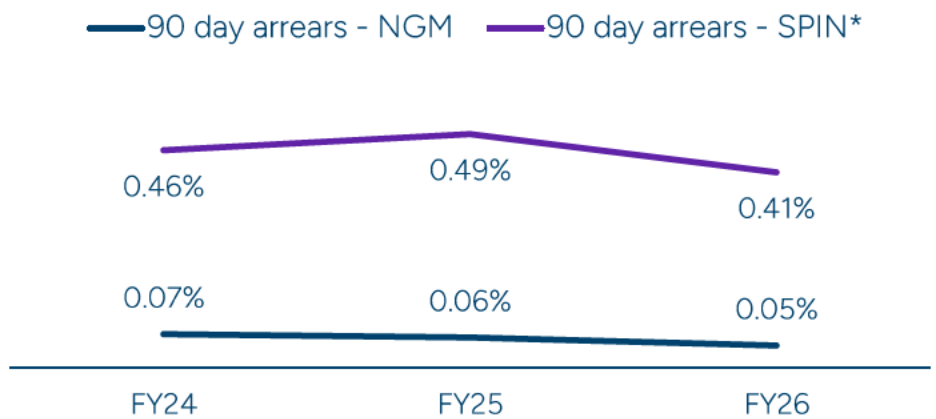
Loans and advances by expected credit loss stage

$m	Exposures		Provisions		Prov / exposure	
	FY25	FY26	FY25	FY26	FY25	FY26
Collective - Stage 1	17,637.0	19,508.9	14.4	19.2	0.1%	0.1%
Collective - Stage 2	564.3	389.1	13.7	10.9	2.4%	2.8%
Collective - Stage 3	74.7	100.2	4.2	4.8	5.6%	4.8%
Inidividual - Stage 3	0.6	0.6	0.3	0.3	50%	50%

Impairment expense to gross loans



Home loan arrears



* SPIN refers to S&P Performance Index for 90+ day mortgage arrears of Australian RMBS (FY26 as at April 2026).

NGMGROUP

Environment
Social
Governance



Environment

Embedding climate resilience into governance, strategy and disclosure

NGM has progressed from framework development to scenario-based risk assessment and mandatory climate reporting.

1 Board oversight

- Board Risk Committee oversees climate-related risks and opportunities.
- Board Audit Committee reviews climate reporting and management responses.

2 Risk and resilience

- Refreshed climate-related risk assessment across the Group.
- Scenario analysis tested strategic resilience under multiple climate pathways.

3 Disclosure and controls

- First mandatory climate disclosure included in the FY26 Annual Reporting Suite.
- Supporting data, control and assurance-readiness processes strengthened.

4 Action plan

- Climate Change Action Plan 2025-2027 provides a structured program of actions.
- Priorities align to NGM strategy and the issues identified through materiality assessment.

Climate capability progression

FY23
ESG Framework and formal climate governance

FY24
Impact Report and climate reporting roadmap

FY25
Climate Change Action Plan published

FY26
Mandatory disclosure and scenario analysis

Social

Customer-owned banking delivering measurable regional impact

NGM reinvests in customers and communities through partnerships, community engagement and its charitable foundations.

- Our community connection is a key differentiator which fosters customer loyalty and access to a strong deposit base.

FY26 community impact

$7m+

invested into regional Australia

~75,000

beneficiaries supported through NGM Group charitable foundations

289

community organisations supported

Social Impact Framework

Brighter financial futures

Supporting financial capability, security and opportunity for customers and communities.

Connected, inclusive communities

Strengthening participation, connection and belonging through targeted partnerships and programs.

Building resilience

Helping communities respond to social and economic challenges and build long-term capacity.

Governance

Customer-owned banking delivering measurable regional impact

NGM's customer-owned model is supported by a Board-approved risk framework, clear committee accountabilities and independent assurance.



Three Lines risk governance model

1 **Business ownership**

Identifies, assesses and manages risks and controls within the business.

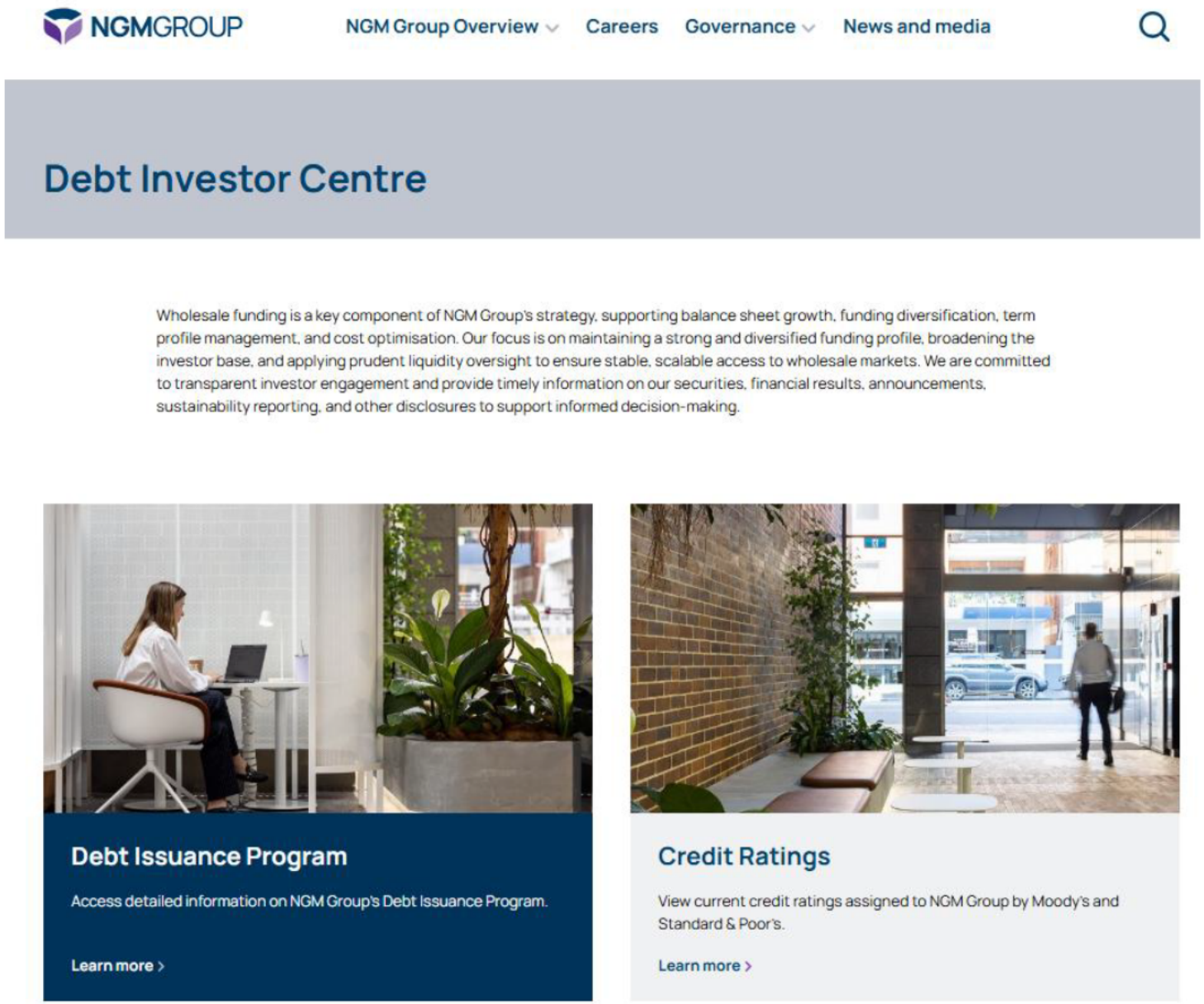
2 **Risk and Compliance**

Provides independent review, challenge, oversight and framework stewardship.

3 **Internal Audit**

Provides independent assurance to the Board and Audit Committee.

For more information visit our Debt Investor Centre



For further information please visit the NGM Debt Investor Website

https://www.ngmgroup.com.au/ngm-governance/debt-investor-centre-disclosure

Contact:
Mike Ross, Treasurer
+61 413 641 421

Email: treasury@ngmgroup.com.au

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