

ASX Release, 26 July 2022

## **BNK GROUP 4Q22 - TRADING UPDATE**

### **RECORD SETTLEMENTS ACHIEVED IN Q4 WITH SUSTAINED MOMENTUM ACROSS KEY METRICS**

BNK Banking Corporation Limited (ASX: **BBC**) ("**BNK**" or the "**Company**") is pleased to provide a trading update for the 4<sup>th</sup> quarter of FY22 ("**Quarter**").

#### **HIGHLIGHTS**

- **Record growth in total lending settlements of \$309m for the Quarter, an increase of 46% from \$211m in Q4 FY21.**
- **Continued momentum in Direct (on-balance sheet) and BEN warehouse (Bendigo and Adelaide Bank) lending book growth to \$985m, an increase of 72% from \$573m in FY21.**
- **Total lending portfolio of \$2.7b as at Q4 FY22, an increase of 8% from FY21 of \$2.5b.**
- **Total deposits of \$965m as at 30 June 2022, an increase of 16% from the Q3 FY22 and an increase of 52% from FY21.**
- **Direct loan to deposit ratio of 81% demonstrating the ability to continue to raise deposits in the current environment which will fund growth.**

BNK continued to achieve consistent growth across key areas of its operations during the Quarter, building on the strong momentum from the previous March 2022 quarter.

Settlement volumes continued to grow strongly with a record \$309 million in total settlements achieved for Q4 FY22, an increase of 26% from Q3 FY22 and an increase of 46% from the June 2021 Quarter.

BNK delivered record performance in Direct (on-balance sheet) and BEN warehouse (Bendigo and Adelaide Bank) settlement volumes which increased by 70% for the Quarter.

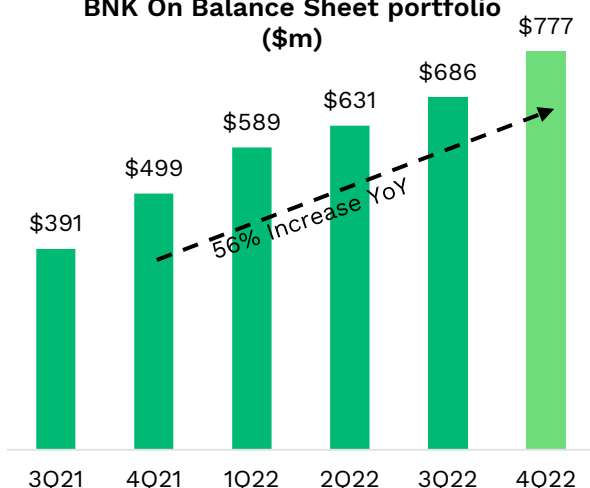
Specialist warehouse settlement volumes through BNK's alliance with Goldman Sachs were \$95m for the Quarter, a slight decrease from \$98m in the March 2022 quarter.

**Commenting on the results from the Quarter, BNK CEO, Allan Savins, said:** “Our strong capital position and funding programs provide BNK with a robust platform to deliver above system loan growth through our channels to market.”

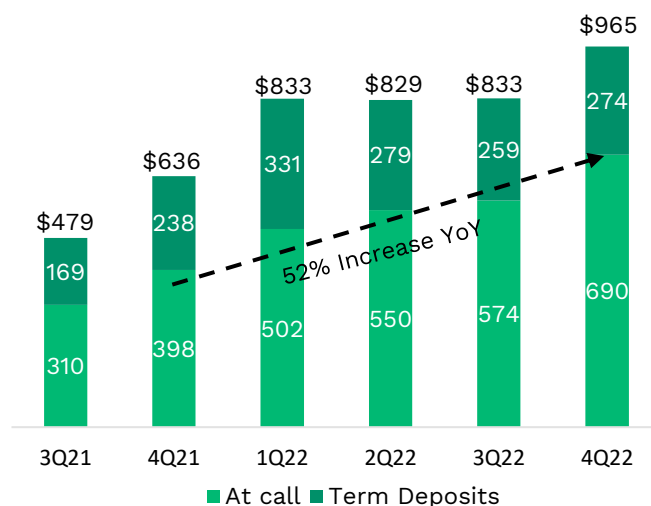
“We aim to accelerate these metrics by pivoting towards higher margin adjacent product categories to deliver enhanced net interest margin for the Company, and I am highly encouraged by the strong 4<sup>th</sup> quarter results, which once again demonstrates the value proposition to our broker network and the commitment and dedication of our BNK team.”

## BNK Results

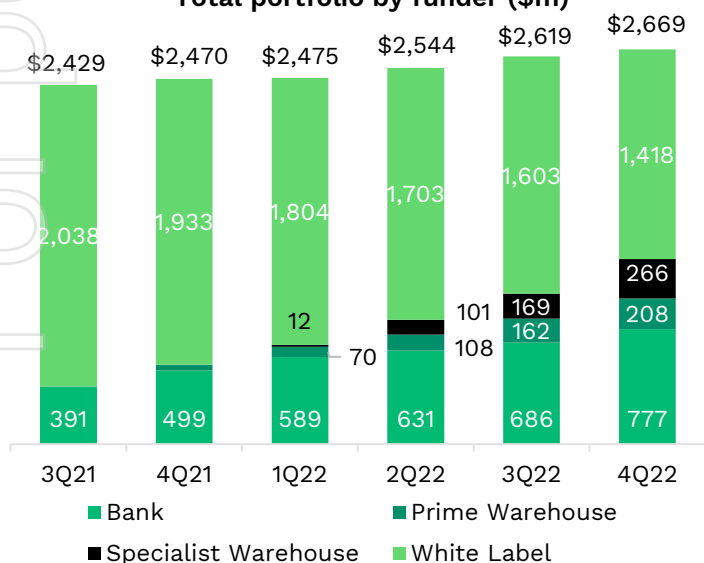
**BNK On Balance Sheet portfolio (\$m)**



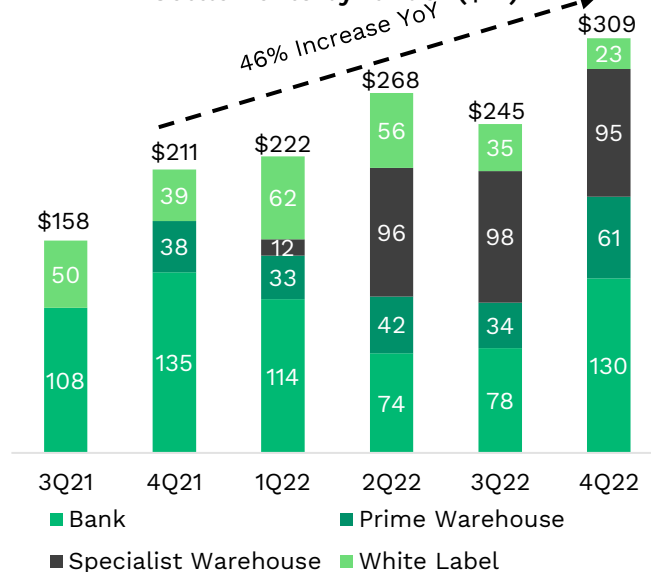
**BNK Deposits (\$m)**



**Total portfolio by funder (\$m)**



**Settlements by funder (\$m)**



This announcement has been authorised for release by the Board of Directors.

**ENDS**

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