



goeasy

Earnings Presentation

SECOND QUARTER 2021

August 6, 2021

IMPORTANT INFORMATION

Cautionary Note Regarding Forward-Looking Statements

This presentation includes forward-looking statements about goeasy, including, but not limited to, its business operations, strategy and expected financial performance and condition. Forward-looking statements include, but are not limited to, those with respect to the estimated number of new locations to be opened, forecasts for growth of the consumer loans receivable portfolio, annual revenue growth forecasts, strategic initiatives, new product offerings and new delivery channels, anticipated cost savings, planned capital expenditures, anticipated capital requirements and the Company's ability to secure sufficient capital, liquidity of goeasy, plans and references to future operations and results, critical accounting estimates, expected lower charge-off rates on loans with real estate collateral and the benefits resulting from such lower rates, the size and characteristics of the Canadian non-prime lending market, the continued development of the type and size of competitors in the market. In certain cases, forward-looking statements that are predictive in nature, depend upon or refer to future events or conditions, and/or can be identified by the use of words such as "expect", "continue", "anticipate", "intend", "aim", "plan", "believe", "budget", "estimate", "forecast", "foresee", "target" or negative versions thereof and similar expressions, and/or state that certain actions, events or results "may", "could", "would", "might" or "will" be taken, occur or be achieved.

Forward-looking statements are based on certain factors and assumptions, including expected growth, results of operations and business prospects and are inherently subject to, among other things, risks, uncertainties and assumptions about goeasy's operations, economic factors and the industry generally. There can be no assurance that forward-looking statements will prove to be accurate as actual results and future events could differ materially from those expressed or implied by forward-looking statements made by goeasy. Some important factors that could cause actual results to differ materially from those expressed in the forward-looking statements include, but are not limited to, goeasy's ability to enter into new lease and/or financing agreements, collect on existing lease and/or financing agreements, open new locations on favorable terms, secure new franchised locations, offer products which appeal to customers at a competitive rate, respond to changes in legislation, react to uncertainties related to regulatory action, raise capital under favorable terms, compete, manage the impact of litigation (including shareholder litigation), control costs at all levels of the organization and maintain and enhance the system of internal controls.

goeasy cautions that the foregoing list is not exhaustive. These and other factors could cause actual results to differ materially from our expectations expressed in the forward-looking statements.

The reader is cautioned to consider these, and other factors carefully and not to place undue reliance on forward-looking statements, which may not be appropriate for other purposes. The Company is under no obligation (and expressly disclaims any such obligation) to update or alter the forward-looking statements whether as a result of new information, future events or otherwise, unless required by law.

IMPROVING DEMAND AND CREDIT PERFORMANCE LED TO RECORD RESULTS

ORIGINATION GROWTH

- Record loan originations of \$379M, an increase of 121.9% over prior year
- Completed LendCare acquisition during the quarter, contributing to record originations
- Point-of-sale and digital platforms driving new customer growth, highlighting strength of omnichannel strategy

STRONG CREDIT PERFORMANCE

- Overall structural improvement in credit quality with 33% of portfolio now secured
- Net charge offs reduced to 8.2%, 180bps lower compared to 10.0% in Q2 2020

SIGNIFICANT LIQUIDITY AND CAPITAL

- Completed financing of LendCare acquisition with \$173M public equity offering and US\$320M senior unsecured notes issuance
- Upsized \$200M revolving securitization warehouse facility to \$600M and lowered cost of borrowing by 110bps to ~2.3%
- Increased total liquidity to approximately \$870M to fund organic growth through Q4 2023

OPERATING LEVERAGE AND PROFITABILITY

- Adjusted operating margin of 39.5%, up from 35.8% in Q2 2020, aided by operating leverage achieved from scale and lower credit losses
- Record adjusted net income of \$44M and adjusted diluted earnings per share of \$2.61, up 50.3% and 38.1% YoY, respectively

STRATEGICALLY FOCUSED

- LendCare acquisition marks milestone on path to build Canada's largest, best performing non-prime lending platform
- Focused on widening the product range, expanding channels of distribution, geographic diversification and improving the financial health of consumers

SUCCESSFULLY COMPLETED LENDCARE ACQUISITION, INTEGRATION UNDERWAY

- goeasy and LendCare teams are collaborating, with several structural integrations completed
- Initiative to merge goeasy and LendCare point-of-sale platforms into a single, frictionless, full spectrum solution underway
- Positive response and feedback from business and merchant partners
- Execution to unlock identifiable and tangible cost and revenue synergy opportunities underway
- Executed financing synergies by replacing LendCare high-cost debt with goeasy senior unsecured notes and expanded securitization warehouse funding
- On track to meet acquisition objective of earnings accretion of approximately 10% in 2022 and approximately 15% in 2023



ACCELERATE GROWTH THROUGH PRODUCT RANGE AND POINT-OF-SALE CHANNEL EXPANSION

Q2 2021 FINANCIAL PERFORMANCE HIGHLIGHTS

(\$ in millions)

LOAN ORIGINATIONS AND RECEIVABLES

	Q2 20	Q2 21	YoY Chg.	YoY Chg. %
Originations	\$171	\$379	\$208	121.9%
Gross consumer loans receivable	\$1,134	\$1,796	\$661	58.3%

- Growth fueled by point-of-sale channel, increased penetration of risk adjusted rate and secured loans, and the \$445M loan portfolio acquired through acquisition of LendCare

NET CHARGE OFF AND PROVISION RATES

	Q2 20	Q2 21	YoY Chg.	YoY Chg. %
Net charge off rate	10.0%	8.2%	180bps	18.0%
Loan loss provision rate	10.05%	7.90%	215bps	21.4%

- Structural improvement in credit and payment performance with the addition of a near-prime portfolio
- Provision rate reduction due to improved credit quality, acquisition of LendCare and economic outlook

REVENUE AND PORTFOLIO YIELD

	Q2 20	Q2 21	YoY Chg.	YoY Chg. %
Revenue	\$151	\$202	\$52	34.3%
Total yield on consumer loans ¹	42.6%	42.8%	20bps	0.5%

- Slight sequential increase in total yield mainly due to lower loan protection claims payments

NET INCOME AND EPS

	Q2 20	Q2 21	YoY Chg.	YoY Chg. %
Adj. operating inc. ²	\$54	\$80	\$26	47.9%
Adj. net income ²	\$29	\$44	\$15	50.3%
Adj. diluted EPS ²	\$1.89	\$2.61	\$0.72	38.1%

- Record adjusted operating income of \$80M
- After adjusting for unusual and non-recurring items, adjusted net income of \$44M, or \$2.61 per share on diluted basis, up 50.3% and 38.1% YoY, respectively

Note: Financial results include contribution from LendCare in May and June 2021 following completion of the acquisition

1. Total yield on consumer loans including ancillary products

2. Q2 2021 adjusted for unrealized fair value loss on investments and non-recurring items related to acquisition of LendCare, refer to page 11 for additional detail

PROGRESS ON STRATEGIC INITIATIVES

PRODUCT RANGE



- Rates expanded to 9.9% to 46.9% through the addition of LendCare's near-prime offering
- Soft launch of a new direct-to-consumer auto loan product in June 2021
- Launch of an auto-repair financing product after successful pilot

CHANNEL EXPANSION



- Launch of new partnerships with Segway and Massimo Motors to power their powersports financing
- New consumer friendly easyfinancial websites launching in August 2021

PLATFORM & TECHNOLOGY

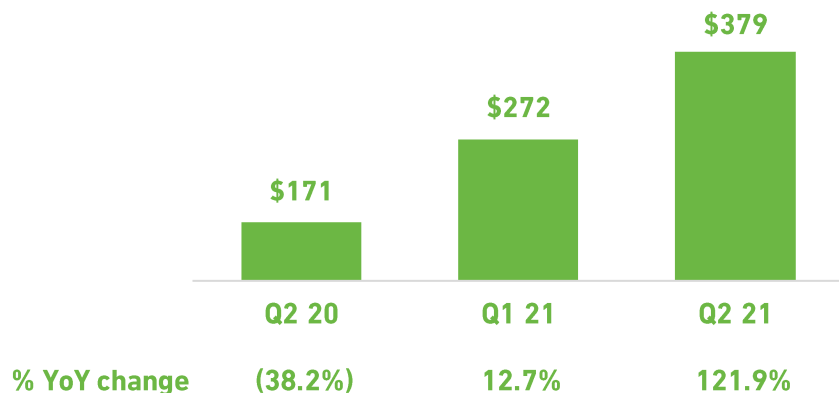


- Significant progress on new cloud-based core lending platform
- Invested an additional \$4M in Brim Financial to increase minority equity interest

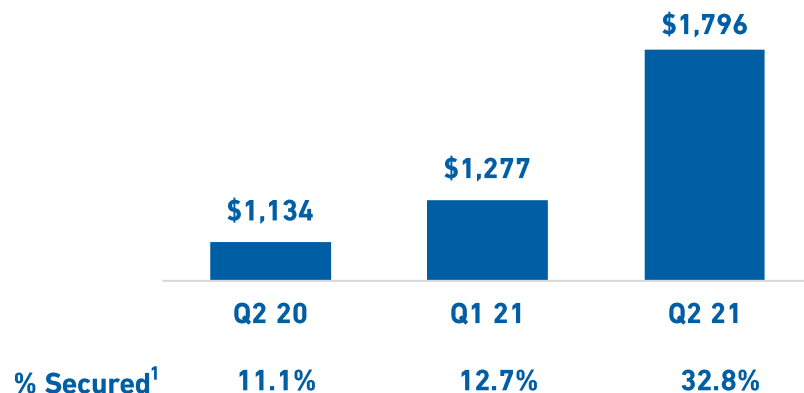
DEMAND IMPROVING & POINT-OF-SALE FASTEST GROWTH CHANNEL

(\$ in millions)

GROSS LOAN ORIGINATIONS



GROSS CONSUMER LOANS RECEIVABLE



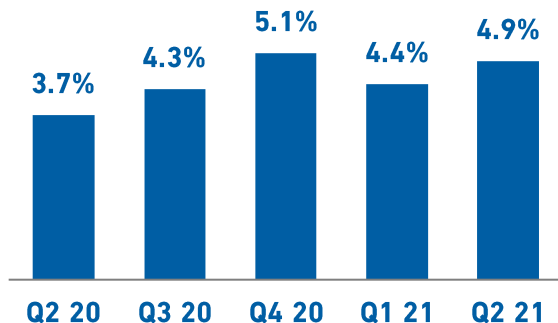
Q2 2021 OBSERVATIONS

- Direct to consumer demand gradually improving, while point-of-sale financing remains fastest growth channel
- Including the \$445M loan portfolio acquired through LendCare acquisition, \$519M of total loan book growth during the quarter
- Record originations of \$379M in Q2 2021 compared to \$171M in Q2 2020, up 121.9%
- Following LendCare acquisition, 32.8% of consumer loan portfolio now secured, up from 11.1% in Q2 2020

¹. Secured instalment loans include loans secured by real estate, personal property or by way of a Notice of Security Interest

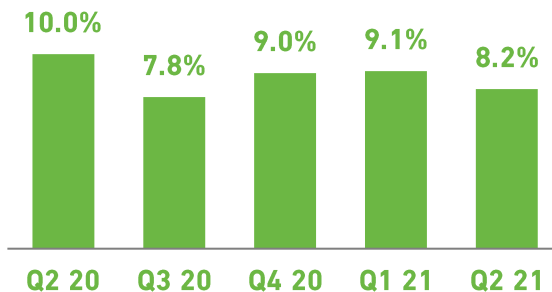
STRUCTURALLY IMPROVED CREDIT PERFORMANCE

TOTAL DELINQUENCY¹



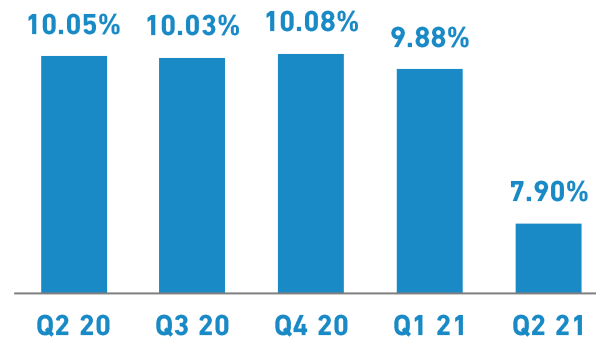
TOTAL DELINQUENCY OF 4.9%,
REFLECTING STRONG PAYMENT TRENDS

NET CHARGE OFFS



NET CHARGE OFF RATE DOWN 180BPS YOY,
REFLECTING STRONG PAYMENT TRENDS & NEAR-PRIME
LEND CARE PORTFOLIO

LOAN LOSS PROVISION RATE



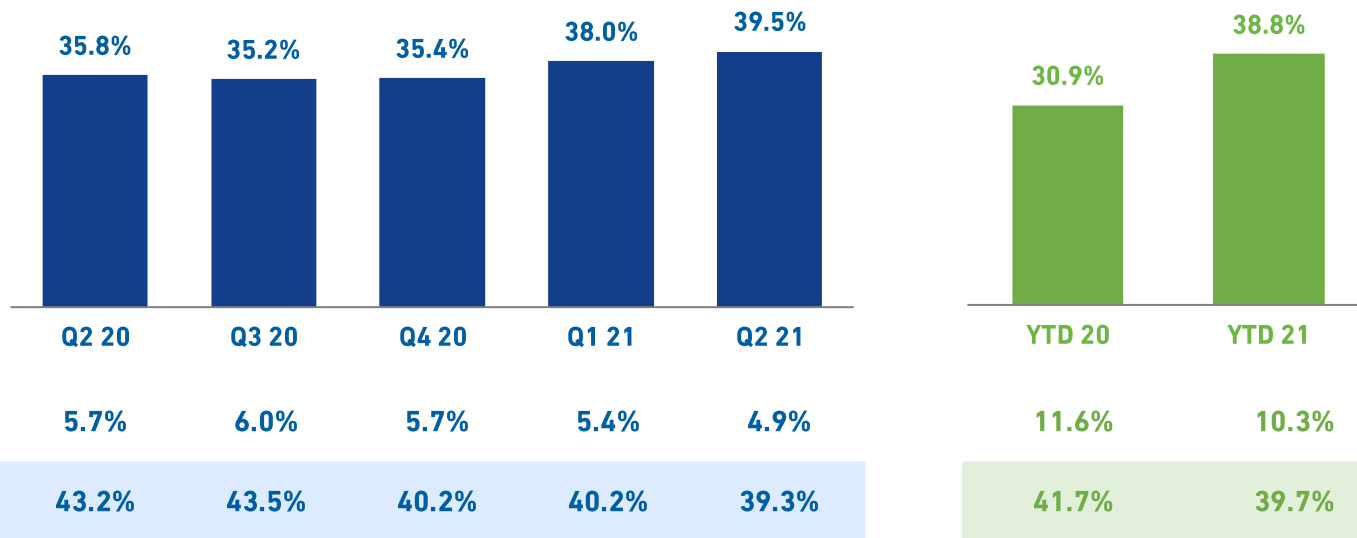
PROVISION RATE DOWN 215BPS YOY

ACQUISITION OF LENDCARE CONTRIBUTED TO DECREASE IN LOAN LOSS PROVISION RATE TO 7.90%

1. Delinquency as at the last Saturday of the period

INCREASING OPERATING LEVERAGE FROM SCALE

Adjusted Operating Margin¹



QUARTERLY ADJUSTED OPERATING MARGIN INCREASED 370BPS YOY

1. Adjusted for unrealized fair value loss on investments and non-recurring items related to acquisition of LendCare, refer to page 11 for additional detail
 2. Efficiency ratio defined as operating expense (opex) divided by revenue; opex excludes bad debt expense, depreciation and amortization, and financing costs; includes depreciation of lease assets

Q2 2021 FINANCIAL HIGHLIGHTS

(\$ in millions)

SUMMARY FINANCIAL RESULTS

	Q2 20	Q1 21	Q2 21	YoY Chg. %
Revenue	151	170	202	34.3%
Operating income	54	64	56	3.9%
Operating margin	35.8%	37.6%	27.7%	(22.6%)
Adj. operating income	54	65	80	47.9%
Adj. operating margin	35.8%	38.0%	39.5%	10.3%
Net income	33	112	19	(40.2%)
Diluted EPS	2.11	7.14	1.16	(45.0%)
Adj. net income	29	37	44	50.3%
Adj. diluted EPS	1.89	2.34	2.61	38.1%
Adj. return on equity	33.1%	29.5%	26.9%	(18.7%)
Adj. ROTCE ¹	37.6%	32.6%	38.5%	2.4%

SUMMARY EASYFINANCIAL RESULTS

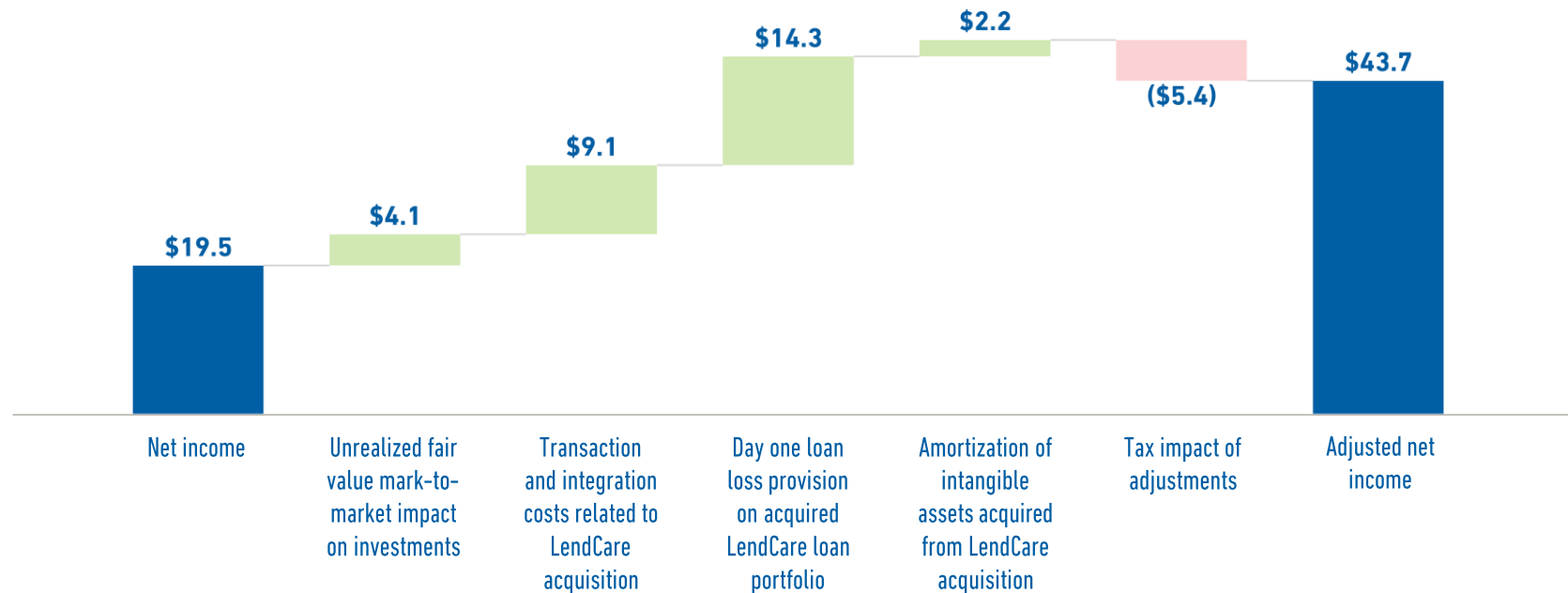
	Q2 20	Q1 21	Q2 21	YoY Chg. %
<u>Portfolio indicators</u>				
Gross consumer loans receivable	1,134	1,277	1,796	58.3%
Gross loan originations	171	272	379	121.9%
Total yield on consumer loans	42.6%	44.3%	42.8%	0.5%
Net charge off rate	10.0%	9.1%	8.2%	18.0%
<u>easyfinancial performance</u>				
easyfinancial revenue	116	133	165	42.5%
easyfinancial operating margin	51.9%	53.8%	45.4%	(12.5%)

1. Adjusted return on tangible common equity defined as annualized adjusted net income in the period divided by average shareholders' equity for the period excluding intangible assets and goodwill

Q2 2021 ADJUSTED NET INCOME BRIDGE

(\$ in millions)

- During Q2 2021, the Company incurred various items outside of normal business activities, related to minority investments and the acquisition of LendCare
- To facilitate comparison with other reporting periods and better reflect underlying business performance, the following adjustments were made to arrive at adjusted net income



YTD 2021 FINANCIAL HIGHLIGHTS

(\$ in millions)

SUMMARY FINANCIAL RESULTS

	YTD 20	YTD 21	YoY Chg. %
Revenue	318	373	17.2%
Operating income	98	120	22.2%
Operating margin	30.9%	32.2%	4.2%
Adj. operating income	98	144	47.1%
Adj. operating margin	30.9%	38.8%	25.6%
Net income	55	131	141.1%
Diluted EPS	3.51	8.10	130.8%
Adj. net income	51	80	57.4%
Adj. diluted EPS	3.29	4.95	50.5%
Adj. return on equity	29.6%	27.7%	(6.4%)
Adj. ROTCE	33.6%	36.9%	9.8%

SUMMARY EASYFINANCIAL RESULTS

	YTD 20	YTD 21	YoY Chg. %
<u>Portfolio indicators</u>			
Gross consumer loans receivable	1,134	1,796	58.3%
Gross loan originations	412	651	57.9%
Total yield on consumer loans	45.2%	43.4%	(4.0%)
Net charge off rate	11.6%	8.6%	25.9%
<u>easyfinancial performance</u>			
easyfinancial revenue	248	298	20.5%
easyfinancial operating margin	45.1%	49.1%	8.9%



LIQUIDITY AND CAPITAL

Q2 2021 BALANCE SHEET AND BRIDGE

(\$ in thousands)	Q1 21	Q2 21	QoQ Chg.	
ASSETS				
Cash	104,842	140,192	35,350	
Consumer loans receivable, net	1,184,709	1,682,151	497,442	①
Investment	96,896	95,138	(1,758)	
Property and equipment, net	30,269	34,467	4,198	
Intangible assets, net	27,136	162,379	135,243	②
Goodwill	21,310	179,835	158,525	③
Other assets	146,722	157,119	10,397	
TOTAL ASSETS	1,611,884	2,451,281	839,397	
LIABILITIES				
Revolving credit facility	(1,305)	14,039	15,344	
Notes payable	680,992	1,061,313	380,321	④
Securitized notes payable	179,046	198,731	19,685	
Secured borrowings	-	186,714	186,714	⑤
Other liabilities	202,885	241,693	38,808	
TOTAL LIABILITIES	1,061,618	1,702,490	640,872	
SHAREHOLDERS' EQUITY	550,266	748,791	198,525	⑥
TOTAL LIABILITIES & EQUITY	1,611,884	2,451,281	839,397	

- Enhancements to balance sheet quarter over quarter:

- ① Growth in consumer loans fueled mainly by \$445M loan portfolio acquired through LendCare acquisition
- ② \$134M intangible assets recognized related to LendCare acquisition
- ③ \$159M goodwill related to LendCare acquisition
- ④ US\$320M senior unsecured notes issuance related to financing of LendCare acquisition; carrying value of \$389M as at Q2 2021
- ⑤ \$187M secured borrowing facilities assumed as part of LendCare acquisition
- ⑥ \$184M equity issued related to financing of LendCare acquisition

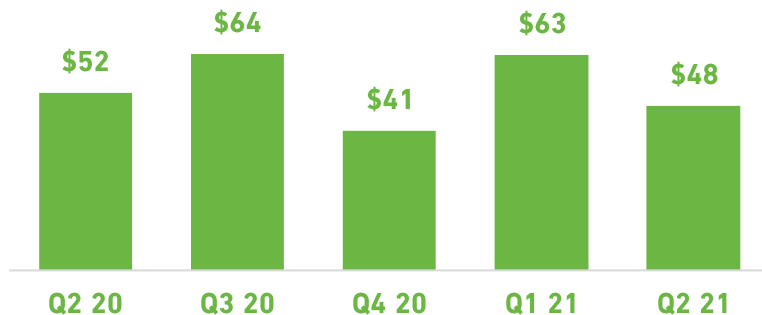
MAINTAINING STRONG BALANCE SHEET AND SIGNIFICANT LIQUIDITY

(\$ in millions)

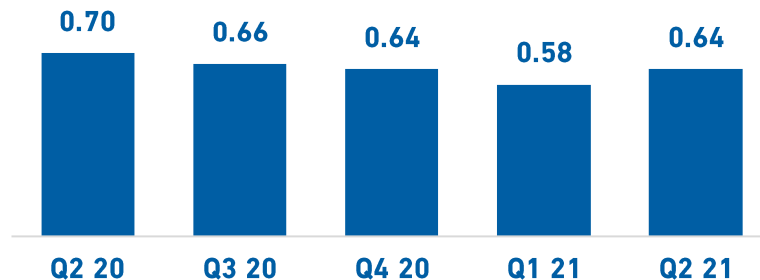
KEY HIGHLIGHTS

- Upsized the revolving securitization warehouse facility by \$400M to a total \$600M and lowered cost of borrowing by 110bps
- Increased liquidity to approximately \$870M, sufficient to fund organic growth through Q4 2023
- At Q2 2021, fully drawn weighted average cost of borrowing reduced to 4.8%, down from 5.1% in prior year
- Net leverage of 64% continues to run lower than target leverage ratio of 70%

OPERATING CASH FLOW¹



NET LEVERAGE² (NET DEBT TO NET CAPITALIZATION)



1. Cash provided by operating activities before net growth in gross consumer loans receivable

2. Net debt is calculated as external debt less cash. Net debt to net capitalization is net debt divided by the sum of net debt and shareholders' equity

DIVERSIFIED SOURCES OF FUNDING

SIGNIFICANT CAPITAL MARKETS ACCESS

- Increased revolving credit facility from \$189.5M to \$310M in October 2019
- Refinanced senior unsecured notes in November 2019, increasing from US\$475M to US\$550M with interest rate reducing from 7.875% to 5.375%
- Established \$200M revolving securitization warehouse facility in December 2020
- Completed \$173M public equity offering and US\$320M 4.375% senior unsecured notes issuance in April 2021 related to financing of LendCare acquisition
- Upsized \$200M revolving securitization warehouse facility to \$600M during Q2 2021 and lowered cost of borrowing by 110bps

**REDUCED FULLY DRAWN WEIGHTED AVERAGE COST OF
BORROWING TO 4.8%**

MAINTAINING TARGET LEVERAGE RATIO OF 70%

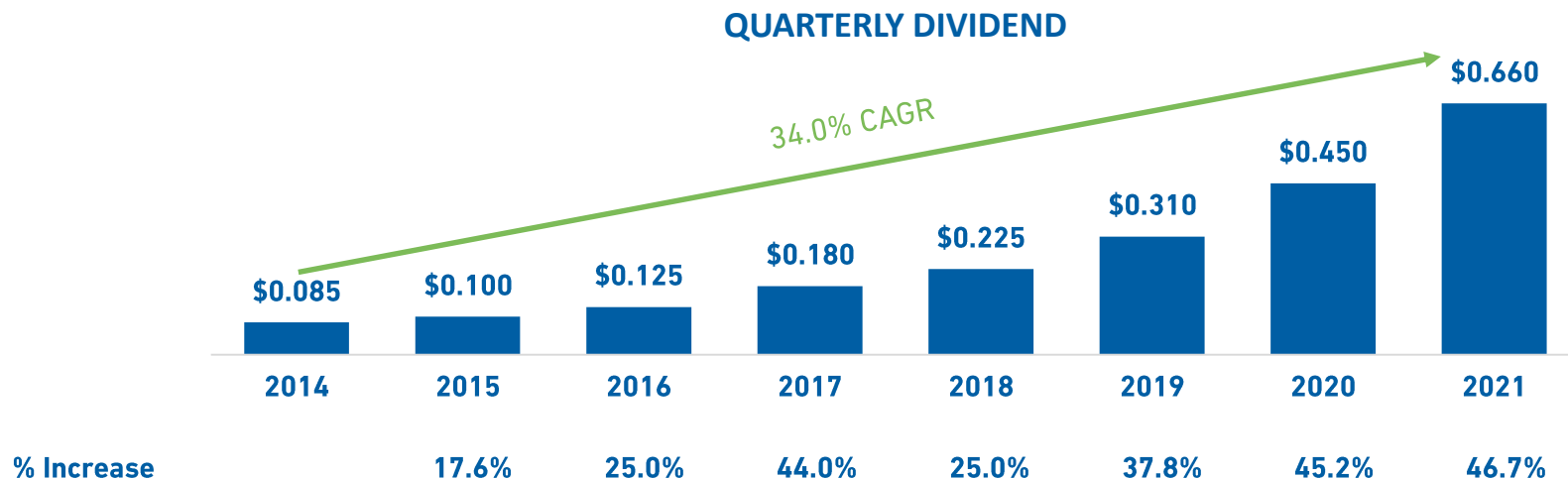
Cash \$140M	4%
Securitization warehouse \$802M	26%
Credit facility \$310M	10%
Senior unsecured notes – 2024 \$728M – 2026 \$400M	36%
Equity \$749M	24%

**\$3.13B
CAPITAL
STACK**

STRONG CAPITAL RETURNS

KEY HIGHLIGHTS

- Quarterly dividend of \$0.66 resulting from improved earnings in 2020 and confidence in continued growth
- 2021 marks 17th consecutive year of paying a dividend and 7th consecutive year of increase in dividend



FUTURE OUTLOOK

BUILDING CANADA'S BEST PERFORMING NON-PRIME LENDING PLATFORM



Product Range



Channel Expansion



Geographic Expansion



Customer Experience

EARLY STAGES OF PRODUCT, CHANNEL AND GEOGRAPHIC EXPANSION

INTRODUCING 3-YEAR FORECASTS

KEY PERFORMANCE INDICATOR	2021	2022	2023
Gross consumer loans receivable at year end	\$1.95 to \$2.05 billion	\$2.35 to \$2.55 billion	\$2.8 to \$3.0 billion
New easyfinancial locations to be opened during the year	20 to 25	15 to 20	10 to 15
easyfinancial total revenue yield	40% to 42%	36% to 38%	35% to 37%
Total Company revenue growth	24% to 27%	17% to 20%	12% to 15%
Net charge offs as a percentage of average gross consumer loans receivable	8.5% to 10.5%	8.5% to 10.5%	8.0% to 10.0%
Adjusted total Company operating margin	35%+	36%+	37%+
Adjusted return on equity	22%+	22%+	22%+
Cash provided by operating activities before net growth in gross consumer loans receivable	\$190 to \$230 million	\$270 to \$310 million	\$310 to \$350 million
Net debt to net capitalization	64% to 66%	64% to 66%	63% to 65%

FORECASTING ~\$3B CONSUMER LOAN PORTFOLIO BY END OF 2023

QUARTERLY OUTLOOK

GROSS CONSUMER LOAN PORTFOLIO GROWTH IN Q3 2021 BETWEEN \$100M AND \$120M

TOTAL YIELD ON LOAN PORTFOLIO IN Q3 2021 BETWEEN 40% AND 41%

NET CHARGE OFF RATE IN Q3 2021 BETWEEN 8.5% AND 9.5%



Q & A

goeasy



APPENDIX

CONSOLIDATED INCOME STATEMENTS

	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21	YTD 20	YTD 21
REVENUE							
Interest income	100,866	101,833	106,784	105,494	128,483	200,966	233,977
Lease revenue	28,002	28,416	28,564	28,437	28,348	55,816	56,785
Commissions earned	19,348	28,540	34,747	33,337	42,435	54,626	75,772
Charges and fees	2,461	3,035	3,124	2,906	3,090	6,471	5,996
	150,677	161,824	173,219	170,174	202,356	317,879	372,530
EXPENSES							
Salaries and benefits	34,124	36,457	34,023	35,406	43,804	65,826	79,210
Stock-based compensation	1,771	1,718	1,988	2,086	1,901	3,869	3,987
Advertising and promotion	4,504	7,377	8,591	5,892	7,172	10,818	13,064
Bad debts	24,666	27,221	34,493	29,274	48,873	73,284	78,147
Occupancy	5,805	5,639	5,375	5,524	5,753	11,487	11,277
Technology costs	3,313	3,817	3,692	3,804	4,017	6,682	7,821
Other expenses	6,459	6,624	7,028	7,095	15,409	15,754	22,504
	80,642	88,853	95,190	89,081	126,929	187,720	216,010
DEPRECIATION AND AMORTIZATION	16,041	16,025	16,752	17,161	19,337	31,946	36,498
Total Operating Expenses	96,683	104,878	111,942	106,242	146,266	219,666	252,508
OPERATING INCOME	53,994	56,946	61,277	63,932	56,090	98,213	120,022
OTHER INCOME	4,000	1,700	16,040	87,372	(4,086)	4,000	83,286
FINANCE COSTS	14,072	13,233	13,343	14,236	20,822	28,416	35,058
INCOME TAX EXPENSE	11,380	12,340	15,063	25,093	11,715	19,276	36,808
NET INCOME	32,542	33,073	48,911	111,975	19,467	54,521	131,442
ADJUSTED NET INCOME	29,072	31,598	34,996	36,679	43,687	51,051	80,366

CONSOLIDATED BALANCE SHEETS

	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21
ASSETS					
Cash	54,765	39,477	93,053	104,842	140,192
Consumer loans receivable, net	1,057,337	1,100,998	1,152,378	1,184,709	1,682,151
Investment	38,300	40,000	56,040	96,896	95,138
Lease assets	44,538	46,351	49,384	45,473	45,921
Property and equipment, net	27,868	28,905	31,322	30,269	34,467
Intangible assets, net	21,077	22,677	25,244	27,136	162,379
Goodwill	21,310	21,310	21,310	21,310	179,835
Right of use asset, net	45,153	46,943	46,335	48,111	52,656
Other assets	41,871	20,614	26,850	53,138	58,542
TOTAL ASSETS	1,352,219	1,367,275	1,501,916	1,611,884	2,451,281
LIABILITIES AND SHAREHOLDERS' EQUITY					
Liabilities					
Accounts payable and accrued liabilities	37,481	47,564	46,065	38,197	53,081
Convertible debentures	41,020	-	-	-	-
Revolving credit facility	102,934	98,221	198,339	(1,305)	14,039
Notes payable	734,824	721,292	689,410	680,992	1,061,313
Securitized notes payable	-	-	-	179,046	198,731
Secured borrowings	-	-	-	-	186,714
Other liabilities	82,615	89,975	124,590	164,688	188,612
Total liabilities	998,874	957,052	1,058,404	1,061,618	1,702,490
Total shareholders' equity	353,345	410,223	443,512	550,266	748,791
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	1,352,219	1,367,275	1,501,916	1,611,884	2,451,281