

13 June 2012

Company Announcements  
Australian Securities Exchange  
20 Bridge Street  
SYDNEY NSW 2000

Dear Sir / Madam

Please find attached ThinkSmart's presentation delivered today at the Micro Equities Microcap Conference held in Sydney.

Yours faithfully



Alistair Stevens  
Company Secretary  
ThinkSmart Limited

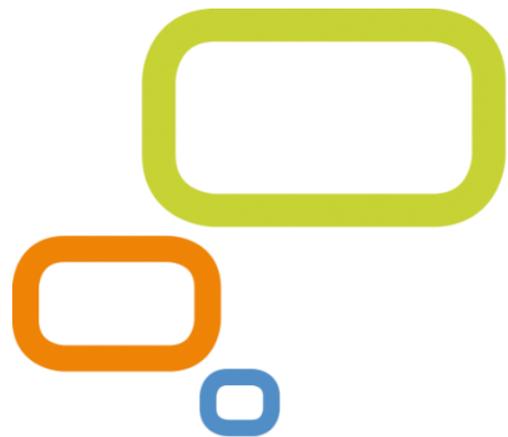
**ThinkSmart Limited**  
ABN 24 092 319 698

**Head Office**

Level 1, 1260 Hay Street  
West Perth, 6005  
WESTERN AUSTRALIA  
P +61 8 9463 7500  
F +61 8 9463 7555

**European Head Office**

7<sup>th</sup> Floor, Oakland House  
Talbot Road, Old Trafford  
Manchester, M16 0PQ  
UNITED KINGDOM  
P +44 161 333 2422  
F +44 161 333 2426



**THINKSMART**

**Ned Montarello**  
Executive Chairman & CEO

**micro** **EQUITIES** **MICROCAP** rising stars  
**CONFERENCE**

6<sup>th</sup> EDITION | Sydney Hilton | 13<sup>th</sup> June 2012

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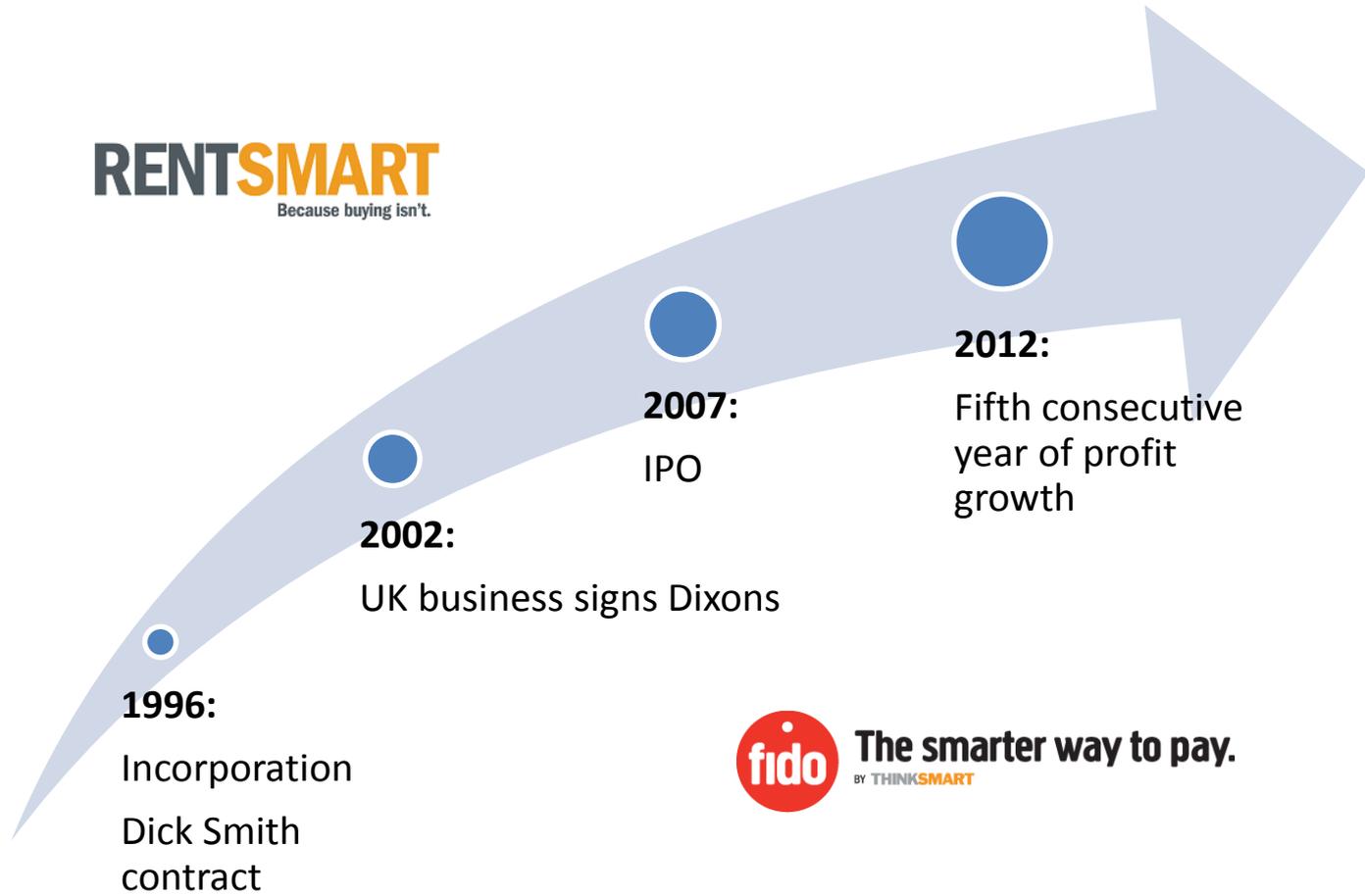
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An investment in ThinkSmart securities is subject to investment and other known and unknown risks, some of which are beyond the control of ThinkSmart. ThinkSmart does not guarantee any particular rate of return or the performance of ThinkSmart securities.

# History

**RENTSMART**  
Because buying isn't.



# ThinkSmart today

Multi- territory:

Multi- product:

Rental: consumer

Rental: commercial

Payment Plan



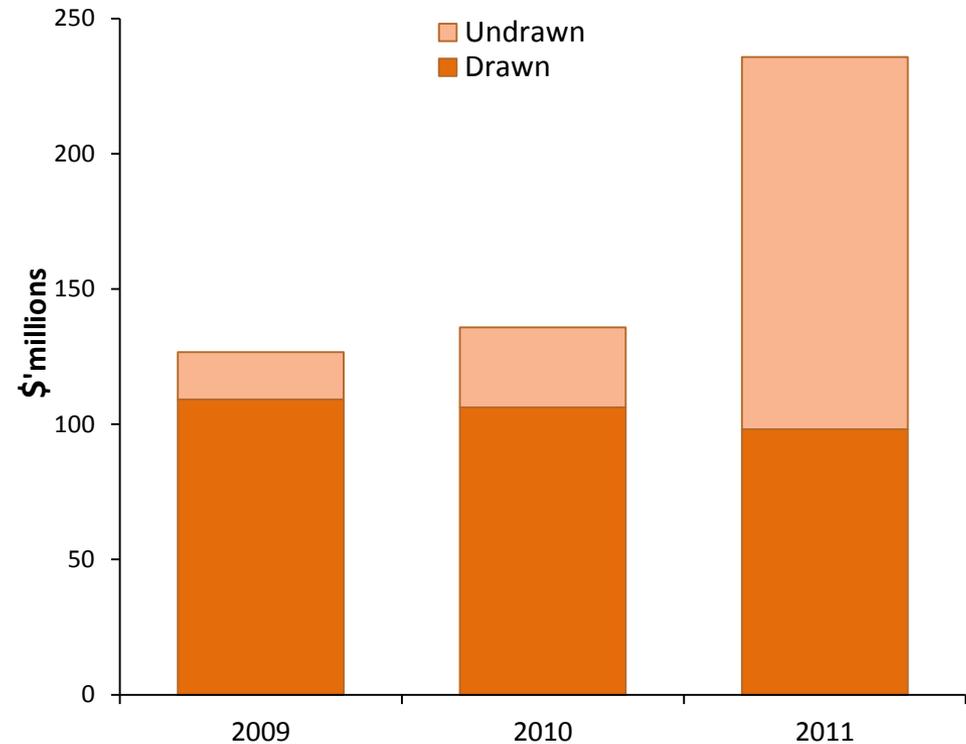
# Transformation agenda



# Funding platform

- New committed facilities and securitisation in place
- Diversified sources of funding
- Committed facilities are sufficient to support growth

## Funding Capacity



# Distribution network

- Long-standing relationships with all key retail partners
- All key existing deals run to 2014 and beyond
- New products diversify distribution beyond electronic retailers

The logo for JB HI-FI, featuring the letters 'JB' in a large, bold, black font above 'HI-FI' in a smaller, bold, black font, all enclosed within a black square frame.The logo for Dixons, consisting of the word 'Dixons' in a white, bold, sans-serif font centered on a solid red rectangular background.The logo for Dick Smith, with 'dick smith' in a white, lowercase, sans-serif font on a black background. Below the name is the tagline 'Talk to the Techxperts' in a smaller, yellow, lowercase font.The logo for Angus & Coote, featuring the brand name 'ANGUS & COOTE' in a black, serif font. Below it is the tagline 'The Diamond & Watch Specialist' in a smaller, black, sans-serif font.The logo for Officeworks, with the word 'Officeworks' in a white, bold, sans-serif font on a blue background. A red pushpin is positioned to the right of the text, appearing to pin it to the background.The logo for ThinkSmart, featuring three stylized speech bubbles in green, orange, and blue above the word 'THINKSMART' in a bold, sans-serif font. 'THINK' is in grey and 'SMART' is in orange.

# Product diversification

FIDO

THINKSMART BUSINESS  
LEASING

**TERRITORY**

Australia

UK

**TARGET MARKET**

Consumer  
Multi-segment

Commercial  
Multi-segment

**PRODUCT TYPE**

Payment Plan

Rental

**LAUNCH DATE**

February 2012

May 2012

# Asset quality

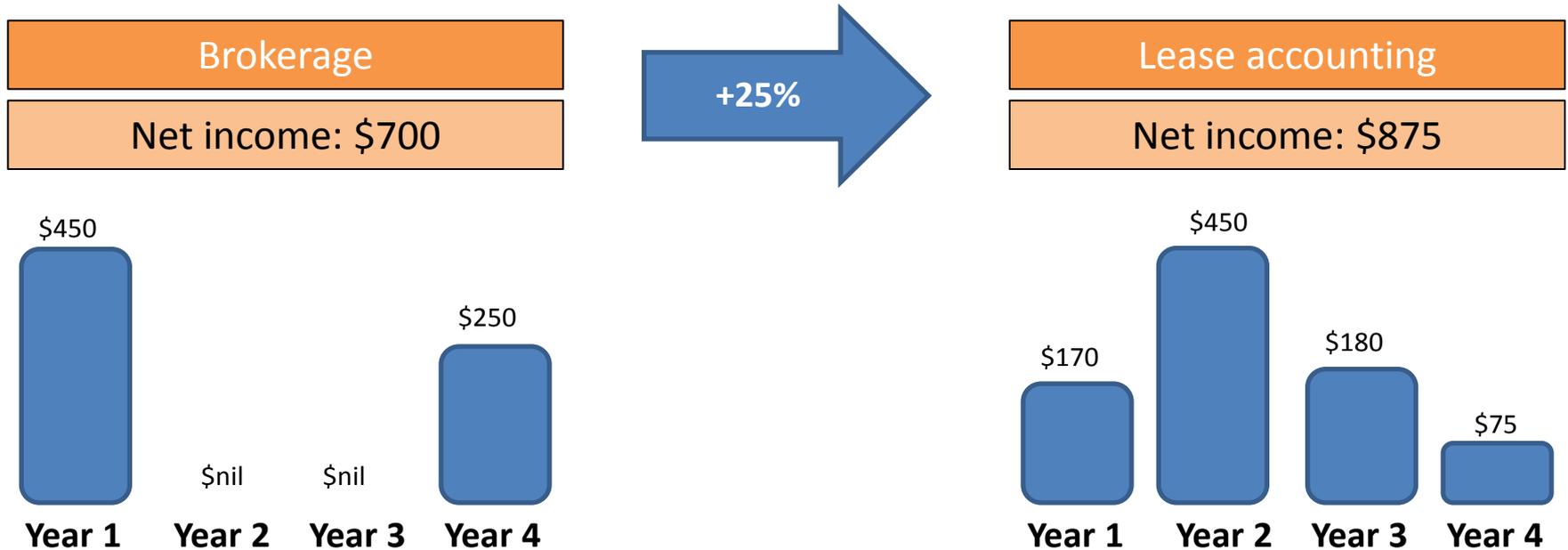
- Significant focus on enhancing Group credit performance:
  - Investment in risk management systems and capability in 2011
  - Tighter criteria to approve customer assessment
- Product diversification will further improve credit profile
- Important medium term implications:
  - Lower cost of funds
  - Reduced requirement for subordination

# Management capability

- Significant time invested to upscale internal capability
- New additions over the last 12 months – all now in place
  - Expanded Board – new NED with additional banking experience
  - Group CFO
  - Managing Director and Head of Business Development in the UK
  - Head of Sales in Australia and UK
- Depth and breadth of talent significantly improves our ability to execute

# Lease accounting

- Higher total profits...spread over contract term
- Lease accounting provides a richer and more stable income stream



Note1 – Example based on an indicative 36 month contract originated in July 12 with a Settled Value of \$1,500

# 2012 – transition year

## Lease accounting

- Income spread more evenly over contract life
- Negative impact on P&L in transition year

## Australian retail sector

- Under-performance from electronic sector
- Exacerbated by short-term factors

## Launch of new products

- Longer than expected launch phases
- No change to medium term expectations

## Continued growth in UK

- Strong income and profit growth to continue
- Mutually accretive relationship with Dixons

# Financial potential

## Lease accounting

- 2013 financial results will include income from business written in 2011, 2012 and 2013

## Volume growth – Australia

- Establish a significant position in the established Australian payment plan market

## Volume growth - UK

- Provide a niche offering to satisfy untapped commercial demand in the UK

## Scalable business model

- Investment in operational capability complete
- Overheads expected to broadly track CPI

# Q&A

## CONTACT DETAILS:

**Ned Montarello**

Executive Chairman & CEO

Phone: (08) 94637401

**Alistair Stevens**

CFO

Phone: (08) 94637449

