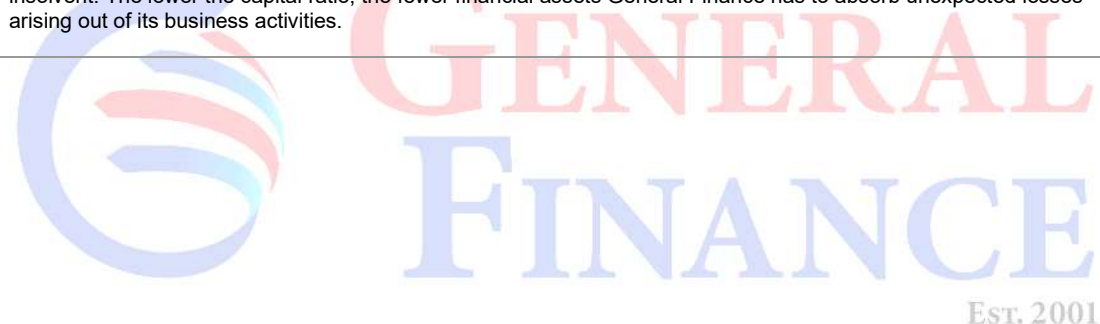


GENERAL FINANCE LIMITED  
Quarterly report as at 31 March 2020

KEY RATIOS

Capital

	31 March 2020
<b>Our capital ratio calculated in accordance with the 2010 Regulations*</b>	19.56%
<b>Minimum capital ratio required by our Trust Deed</b>	8% if we have a credit rating**, or 15% if we do not have a credit rating
<b>Minimum capital ratio that must be included in the trust deed under reg 8(2) of the 2010 Regulations*</b>	8% if we have a credit rating**, or 10% if we do not have a credit rating
The capital ratio is a measure of the extent to which General Finance is able to absorb losses without becoming insolvent. The lower the capital ratio, the fewer financial assets General Finance has to absorb unexpected losses arising out of its business activities.	



\* Deposit Takers (Credit Ratings, Capital Ratios, and Related Party Exposures) Regulations 2010

\*\* General Finance has been rated by Equifax Australasia Credit Ratings Pty Ltd ("Equifax"). Equifax gives ratings from AAA through to C (excluding ratings attaching to entities in default).

Equifax has issued General Finance a credit rating of BB- with a Positive Outlook. According to Equifax's criteria, this rating is classified as "Near Prime" and has "Low to Moderate" risk level. Equifax's credit rating report for General Finance can be accessed at [www.business.govt.nz/disclose](http://www.business.govt.nz/disclose).

## Related Party Exposures

	<b>31 March 2020</b>
<b>Our aggregate exposures to related parties as calculated in accordance with the 2010 Regulations*</b>	1.92%
<b>Maximum limit on aggregate exposures to related parties that we must not exceed that is included in our Trust Deed</b>	10% of capital
<b>Maximum limit on aggregate exposures to related parties that we must not exceed that must be included in our Trust Deed under reg 23(3)(b) of the 2010 Regulations*</b>	15% of capital
<p>Related party exposures are financial exposures that General Finance has to related parties. A related party is an entity that is related to General Finance through common control or some other connection that may give the party influence over General Finance (or General Finance over the related party). These related parties include our directors, our parent company Corporate Holdings Limited and Investment Research Group Limited.</p>	



\* Deposit Takers (Credit Ratings, Capital Ratios, and Related Party Exposures) Regulations 2010

## Liquidity

	31 March 2020
<b>Our liquidity calculated in accordance with the quantitative liquidity requirements included in our Trust Deed</b>	3.80 times
<b>The minimum liquidity requirements required by our Trust Deed</b>	A liquidity cover ratio of 1.25 times
Liquidity requirements help to ensure that General Finance has sufficient realisable assets on hand to pay its debts as they become due in the ordinary course of business. Failure to comply with liquidity requirements may mean that General Finance is unable to repay investors on time and may indicate other financial problems in its business.	



## SELECTED FINANCIAL INFORMATION

	<b>Quarter to 31 March 2020</b>
Total Assets	47,678,110
Total Liabilities	41,844,452
Net Profit After Tax	113,122
Net Cash Flows from Operating Activities	(6,760,181)
Cash and Cash Equivalents	12,472,062
Capital (per 2010 Regulations)	5,756,717



**GENERAL**  
**FINANCE**

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## HOW THE RATIOS HAVE BEEN CALCULATED

### CAPITAL RATIO

Position at 31 March 2020

#### Capital

Gross capital	5,833,659
Less deductions	76,942
Total capital	<u>5,756,717</u>

Exposures	Exposure	Risk Weight	Risk
			Weighted Exposures
Cash	20,000	0%	-
Cash at bank	12,452,062	20%	2,490,412
Residential mortgages:			
LVR 70% and under	25,051,385	35%	8,767,985
LVR 70% - 80%	4,550,142	50%	2,275,071
LVR 80% - 90%	-	100%	-
LVR 90% - 100%	-	125%	-
LVR over 100%	-	150%	-
Second mortgages	1,377,479	150%	2,066,219
Property development loans:			
LVR 60% and under	2,170,726	150%	3,256,089
LVR 60% - 100%	1,706,117	200%	3,412,234
Other assets (Unsecured)	-	200%	-
Other assets	273,257	350%	956,400
Investments	-	600%	-
Deductions from capital	76,942		-
Total credit risk weighted exposures (A)			23,224,410
Total assets (B)	47,678,110		
Operational and Market Exposures	(A+B)/2x0.175		6,203,971
Total Exposures			<u>29,428,381</u>
<b>Capital Ratio</b>			<b>19.56%</b>
(being Total Capital/Total Exposures)			

## AGGREGATE EXPOSURE TO RELATED PARTIES

Loans and other on balance sheet exposures to related parties (A)	110,537
Other related party exposures (B)	Nil
Capital	5,756,757
<b>(A + B) / C</b>	<b>1.92%</b>

\*Related party exposures are calculated by dividing total related party exposures by Capital (per 2010 Regulations).

## LIQUIDITY

Liquidity (A)	12,472,062
3 month expected loan receivables (B)	13,767,757
3 month expected gross deposit redemptions (C)	6,914,030
<b>(A + B) / C</b>	<b>3.80 times</b>

\*The Liquidity Cover Ratio is calculated by dividing Liquidity plus the 3 month expected loan receivables, by the 3 month expected gross deposit redemptions.

