

TSX: AXIS

AXIS AUTO FINANCE

Investor Overview 2024

THE PLATFORM

LOAN PORTFOLIO

57% CAGR

\$6 MM

2015

\$139 MM

2023

AXIS IS A SUB-PRIME AUTO LENDER

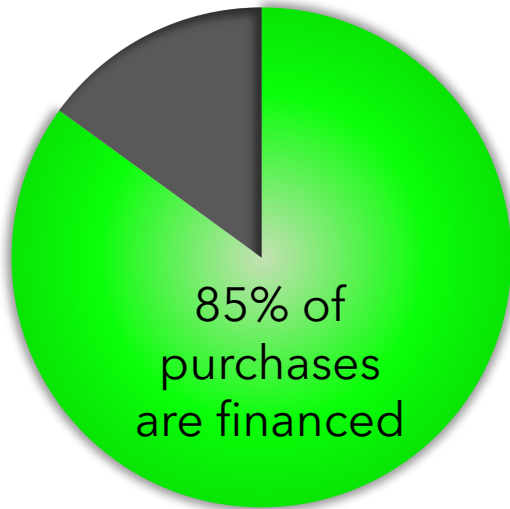
SERVICING THE \$40B CANADIAN USED CAR MARKET.

- ✓ Axis originates loans indirectly through a coast-to-coast network of 3,000+ dealers
- ✓ 10+ years in business, established brand recognized by dealers across Canada
- ✓ ~\$150M* per annum in loans originated over the last 2 fiscal years
- ✓ \$139M on-balance sheet portfolio
- ✓ Proprietary technology platform built for growth, efficiency and scalability

MARKET OVERVIEW

MASSIVE, FRAGMENTED MARKET
RIPE FOR DISRUPTION.

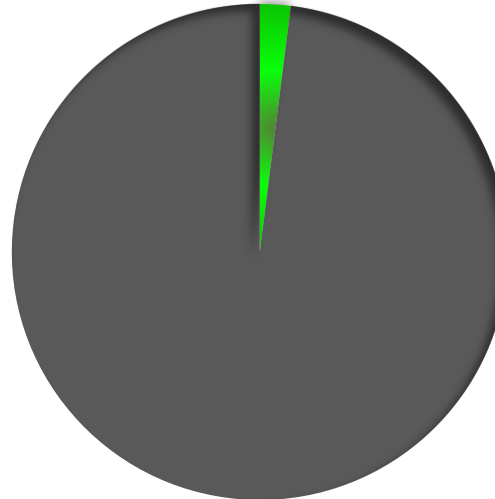
USED CARS ARE A MASSIVE MARKET



\$40+B

Used Auto Sales

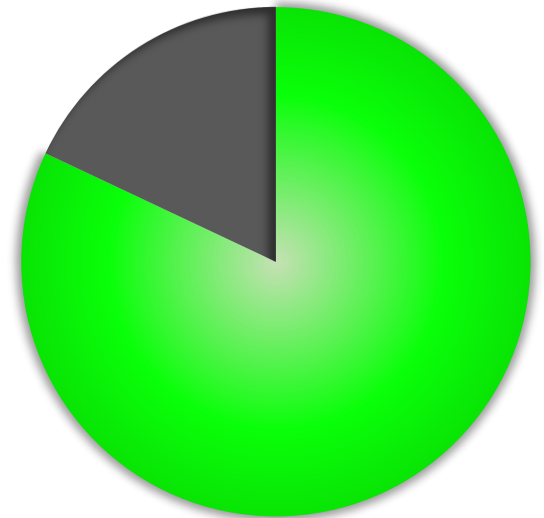
HIGHLY FRAGMENTED



<2%

Market Share held by
Largest Group

CANADIAN COMMUTERS



82%

Commute by car

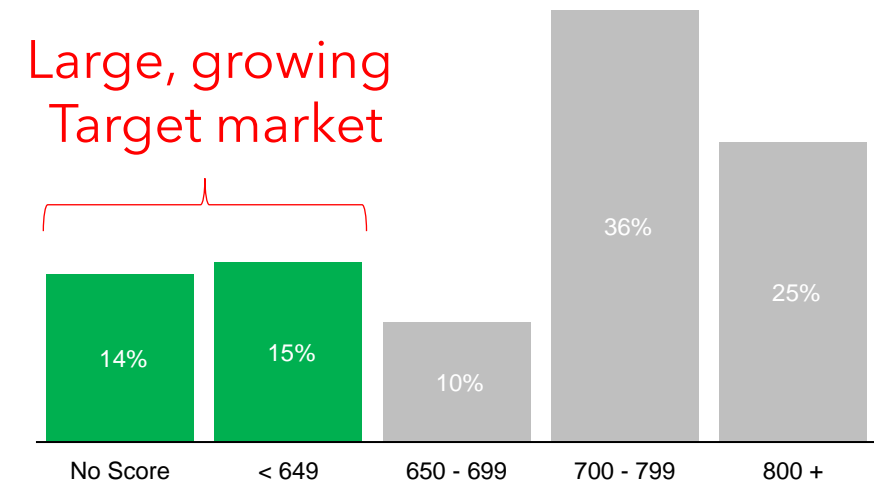
TARGET MARKET

SUBPRIME POPULATION IS GROWING

EXECRATED BY COVID AND RESULTING INFLATION.

- ✓ **30% of Canadians** do not qualify for traditional financing sources – subprime auto finance is forecasted to grow 42% faster than prime
- ✓ **Canadian population is growing at a record pace**, new Canadians are opting for used cars and have no credit history
- ✓ Inflation and consumer debt load put more borrowers out of the reach of the major banks
- ✓ **Financing "NEED" vehicles**, a market segment that will be in demand no matter the economic circumstances

Canadian Credit Market Breakdown
by Credit Score

















COMPETITION

AN EVOLVING LANDSCAPE


AXIS HAS THE TRACK RECORD OF EXECUTION.

- ✓ Significantly less competition in the D segment
- ✓ Opportunity for better risk adjusted return as credit tightens

Client Credit Quality	A	B	C	D
Lenders Servicing Market Segment	<div></div> <div></div> <div></div> <div></div>	<div> TD Auto Finance</div> <div></div> <div> NORTHLAKE</div> <div></div>	<div></div> <div></div> <div></div> <div></div>	<div></div> <div></div>

TECHNOLOGY

ACE: AXIS CREDIT ENGINE



**Customer Data,
Credit Bureau
Data,
Alternative
Data
=
Instant, better
decisioning**

BEST IN-CLASS TECHNOLOGY

READY FOR THE FUTURE OF AUTO FINANCE.

- ✓ Axis uses widely accepted industry software by Inovatec as its base LOS and LMS
- ✓ We have built a suite of proprietary technology solutions seamlessly integrated with the LOS and LMS:
 - ✓ Axis Credit Engine
 - ✓ Automated Income Verification
 - ✓ Personalized F&I direct reward program
 - ✓ Automated customer contact/vehicle delivery validation engine
 - ✓ Payment id/deposit manager
 - ✓ Customer mobile app

HELPING CANADIANS

TRACK RECORD AND CREDIT FOCUS *BUILDS CUSTOMER TRUST.*

- ✓ A **vehicle** is a **must have** in Canada
- ✓ **>70% of Axis customers improve** their credit rating through an Axis loan
- ✓ Axis is a **highly effective stepping stone to credit recovery**
- ✓ **Industry leading brand** reception across numerous metrics
- ✓ **89%** of customers **read and trust online reviews**

Google
4.6/5
OVER 2000+
REVIEWS

f
4.9/5

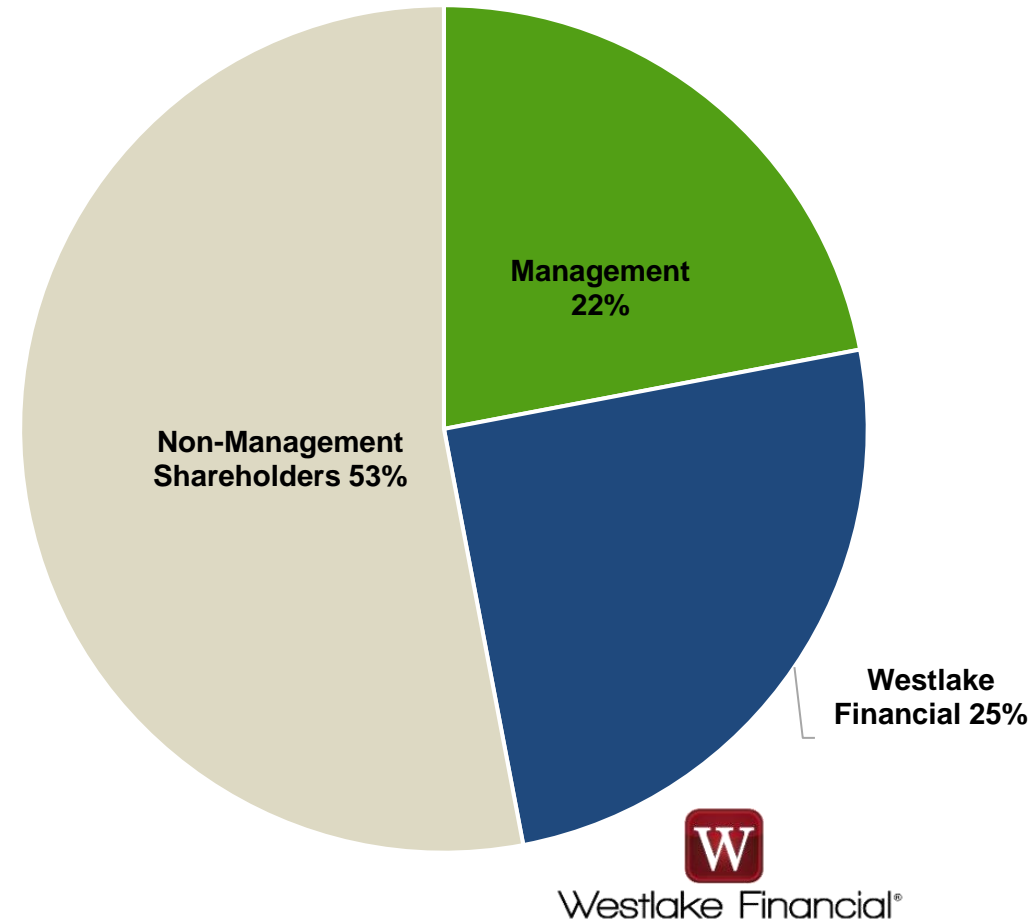


75,000+
SERVICED
CUSTOMERS

CAPITAL STRUCTURE

- ✓ Management has **invested over \$9MM** in equity, perfectly aligning interests with shareholders
- ✓ Westlake Financial **bought 25%** in November 2021 for \$15MM
- ✓ AXIS is the only publicly listed sub-prime auto finance company in Canada
- ✓ Up-listed to TSX senior board in April 2022

WE PUT OUR MONEY...
AND SMART MONEY IS FOLLOWING SUIT.





HIGHLIGHTS

A PROVEN LOAN ORIGINATION PLATFORM

UNIQUELY POSITIONED FOR CONTINUOUS GROWTH.

MASSIVE, HIGHLY FRAGMENTED MARKET

\$40B+

used car sales

PROVEN SALES POTENTIAL

\$150M+/year

SUPERIOR TECHNOLOGY PLATFORM

BEST IN CLASS IN CANADA

EXPERIENCED AND VESTED TEAM

\$9M+

invested

BACKED BY AN INDUSTRY GIANT

WESTLAKE FINANCIAL OWNS

25%

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