MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

FOR THE THREE AND NINE-MONTH PERIODS ENDED SEPTEMBER 30, 2024

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

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Date: November 7, 2024

The following Management's Discussion and Analysis ("MD&A") presents an analysis of the consolidated financial condition of goeasy Ltd. and its subsidiaries (collectively referred to as "goeasy" or the "Company") as at September 30, 2024 compared to September 30, 2023, and the consolidated results of operations for the three and nine-month periods ended September 30, 2024, compared with the corresponding periods of 2023. This MD&A should be read in conjunction with the Company's audited consolidated financial statements and the related notes for the year ended December 31, 2023. The financial information presented herein has been prepared in accordance with International Financial Reporting Standards ("IFRS"), unless otherwise noted. All dollar amounts are in thousands of Canadian dollars unless otherwise indicated.

There have been no material changes to the information discussed in the following sections of the Company's 2023 annual MD&A: Overview of the Business, Corporate Strategy, Commitments, Guarantees and Contingencies, Risk Factors, and Critical Accounting Estimates.

This MD&A is the responsibility of management. The Board of Directors has approved this MD&A after receiving the recommendations of the Company's Audit Committee, which is comprised exclusively of independent directors, and the Company's Disclosure Committee.

This MD&A refers to certain financial measures that are not determined in accordance with IFRS. Although these measures do not have standardized meanings and may not be comparable to similar measures presented by other companies, these measures are defined herein or can be determined by reference to our consolidated financial statements. The Company discusses these measures because it believes that they facilitate the understanding of the results of its operations and financial position.

Additional information is contained in the Company's filings with Canadian securities regulators, including the Company's Annual Information Form. These filings are available on SEDAR at *www.sedarplus.ca* and on the Company's website at *www.goeasy.com.*

Caution Regarding Forward-Looking Statements

This MD&A 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, statements with respect to forecasts for growth of the consumer loans receivable, 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 the Company, plans and references to future operations and results, critical accounting estimates, expected future yields and net charge off rates on loans, the dealer relationships, the size and characteristics of the Canadian non-prime lending market and 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 the Company'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 the Company. 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, 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 favourable 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.

The Company 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, and further details and descriptions of these and other factors are disclosed in this MD&A, including under the section entitled "Risk Factors".

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.

Overview of the Business

goeasy Ltd. is one of Canada's leading non-prime consumer lenders offering a full suite of leasing and lending products to the non-prime consumer. Founded in 1990 and headquartered in Mississauga, Ontario, goeasy operates under its easyhome, easyfinancial and LendCare operating segments. Supported by over 2,500 employees, the Company offers a wide variety of financial products and services including unsecured and secured instalment loans, merchant financing through a variety of verticals and lease-to-own merchandise. Customers can transact seamlessly through an omnichannel model that includes online and mobile platforms, over 400 locations across Canada, and point-of-sale financing offered in the retail, powersports, automotive and healthcare verticals, through over 10,500 merchant partners across Canada. Throughout the Company's history, it has acquired and organically served approximately 1.5 million Canadians and originated over $15.1 billion in loans.

As at September 30, 2024, the Company operated 298 easyfinancial locations (including 2 kiosks within easyhome stores and 3 operation centres) and 138 easyhome stores (including 34 franchises). As at December 31, 2023, the Company operated 300 easyfinancial locations (including 2 kiosks within easyhome stores and 3 operation centres) and 144 easyhome stores (including 34 franchises).

The Company's overview of the business remains as described in its December 31, 2023 MD&A.

Corporate Strategy

goeasy is committed to being a leading full-service provider of financial products and services that provide everyday Canadians a path to a better tomorrow, today. To achieve its long-term goals, the Company has developed a strategy based on four key strategic pillars. These priorities have remained consistent since 2017 and align to the Company's strategic initiatives, as it furthers its vision of becoming the one stop shop for credit for non-prime consumers. In addition to providing access to a wide range of responsible financial products, the Company also aims to help their customers improve their credit and gradually lower their borrowing costs.

The Company's four strategic pillars include developing a wide range of credit products, expanding its channels and points of distribution, diversifying its geographic footprint and lastly, focusing on improving the customer's financial wellness through its products and services, interest rate graduation offers, transparency, financial education and customer relationships.

The Company's corporate strategy remains as described in its December 31, 2023 MD&A.

Outlook

The discussion in this section is qualified in its entirety by the cautionary language regarding forward-looking statements found in the "Caution Regarding Forward-Looking Statements" of this MD&A.

On February 13, 2024, the Company provided a 3-year forecast for the years 2024 through 2026. The Company revised these forecasts in its June 30, 2024 MD&A and the forecasts remain within forecasted ranges and are shown below.

	Forecasts for 2024	Forecasts for 2025	Forecasts for 2026
Gross consumer loans receivable at year end	**$4.55 - $4.65 billion**	**$5.30 - $5.60 billion**	**$6.00 - $6.40 billion**
Total Company revenue	**$1.50 - $1.60 billion**	**$1.60 - $1.80 billion**	**$1.75 - $1.95 billion**
Total yield on consumer loans (including ancillary products)[1]	**33.0% - 35.0%**	**31.25% - 33.25%**	**29.5% - 31.5%**
Net charge offs as a percentage of average gross consumer loans receivable	**8.0% - 10.0%**	**7.75% - 9.75%**	**7.5% - 9. 5%**
Total Company operating margin	**39% +**	**41% +**	**42% +**
Return on equity	**21% +**	**21% +**	**21% +**

[1] Total yield on consumer loans (including ancillary products) is a non-IFRS ratio. Non-IFRS ratios are not determined in accordance with IFRS, do not have standardized meanings and may not be comparable to similar financial measures presented by other companies. See description in section "Portfolio Analysis".

The underlying key assumptions and key risk factors remain as described in the December 31, 2023 MD&A. These forecasts are inherently subject to risks which are referred to in the Outlook and Risk Factors sections in the December 31, 2023 MD&A.

<u>Analysis of Results for the Three Months Ended September 30, 2024</u>

Third Quarter Highlights

- On July 19, 2024, the Company amended its Revolving Credit Facility to increase the size of the facility from $370.0 million to $550.0 million, with the maturity extended to July 18, 2027. The Company also has an ability to exercise the accordion feature under its Revolving Credit Facility to add an additional $150.0 million in borrowing capacity.

- On February 23, 2024, the Company issued US$400.0 million of 7.625% senior unsecured notes payable (the "2029 Notes"). On July 25, 2024, the Company issued an additional US$200.0 million of 2029 Notes (the "Additional 2029 Notes") at a price of US$1,018.75 per US$1,000 principal amount. Concurrent with the issuance of the Additional 2029 Notes, the Company entered into derivative financial instruments as cash flow hedges to hedge the risk of changes in the foreign currency exchange rate for the proceeds from the offering and for payments of principal and interest under the Additional 2029 Notes until July 1, 2028, at a fixed exchange rate of US$1.000 = CAD1.3758, thereby hedging the Additional 2029 Notes at a CAD interest rate of 6.936% until July 1, 2028. The issuance of the Additional 2029 Notes was at a 101.875 premium to par resulting in an interest rate excluding the effect of financing charges of 6.38%.

- As at September 30, 2024, the Company had a cash position of $151.1 million, which included $97.6 million in restricted cash related to its Revolving Securitization Warehouse Facility, Secured Borrowings and cross-currency swaps, and had borrowing capacities of $1.23 billion under its existing revolving credit facilities. The Company's total liquidity at the end of the quarter was $1.38 billion. The current total liquidity, excluding future enhancements or diversification of funding sources, provides adequate growth capital for the Company to execute its organic growth plans.

- The Company reported record revenue of $383.2 million during the three-month period ended September 30, 2024, an increase of $61.5 million, or 19.1%, when compared to the same period of 2023. Revenue growth was mainly driven by the strong organic growth of the Company's consumer loan portfolio.

- Gross consumer loans receivable increased to $4.39 billion as at September 30, 2024 from $3.43 billion as at September 30, 2023, an increase of $963.1 million, or 28.1%. The increase in consumer loans receivable was driven by strong volume of applications for credit, leading to strong loan growth across several product and acquisition channels, including unsecured lending, home equity loans, automotive financing and point-of-sale financing in powersports, partially moderated by the implementation of tighter credit measures.

- Net charge offs for the three-month period ended September 30, 2024, as an annualized percentage of average gross consumer loans receivable were 9.2%, up from 8.8% in the same period of 2023, primarily due to relatively weaker macro-economic environment and the implementation of tighter collection measures, partially moderated by an increase in the proportion of the consumer the loan portfolio secured by hard assets. The Company's net charge off rate was in line with the Company's targeted range for 2024 of 8.0% to 10.0%.

- For the three-month period ended September 30, 2024, the net change in allowance for credit losses was $21.7 million, compared to $15.5 million in the same period of 2023, an increase of $6.2 million, primarily due to higher growth in consumer loans receivable and a slight increase in the rate of allowance for expected credit losses. The provision rate for the three-month period ended September 30, 2024 was 7.38%, relatively consistent to the provision rate in the same period of 2023 of 7.37%.

- The Company reported record total operating income for the three-month period ended September 30, 2024 of $159.7 million, up $33.1 million, or 26.2%, when compared to the same period of 2023. The Company also reported operating margin of 41.7%, up from 39.3% in the same period of 2023. During the three-month period ended September 30, 2024, the Company incurred adjusting items that are outside of its normal business activities and are significant in amount and scope, which management believes are not reflective of the Company's underlying business performance. These adjusting items include non-recurring advisory costs, integration costs and amortization of intangible assets related to the acquisition of LendCare. These adjusting items are discussed in the "Key Performance Indicators and Non-IFRS Measures" section. Excluding the effects of the adjusting items, the Company reported record adjusted operating income[1] for the three-month period ended September 30, 2024 of $163.1 million, up $33.1 million, or 25.4%, when compared to the same period of 2023. The increase in adjusted operating income was mainly driven by higher revenue during the period associated with the larger consumer loan portfolio and continued improvement in operating leverage. The Company reported record adjusted operating margin[1] of 42.6% in the quarter, up from 40.4% in the same period of 2023.

- During the quarter, the Company recognized a net unrealized investment income of $4.2 million, mainly due to fair value changes in the Company's investments, compared to $4.1 million in the same period of 2023.

- The three-month period ended September 30, 2024 was the 93rd consecutive quarter of positive net income and diluted earnings per share. The Company's net income for the three-month period ended September 30, 2024 was $84.9 million, or $4.88 per share on a diluted basis, up 28.1% and 26.1%, respectively, compared to $66.3 million, or $3.87 per share on a diluted basis in the same period of 2023. During the period, the Company incurred adjusting items including integration costs and amortization of intangible assets related to the acquisition of LendCare, non-recurring advisory costs, a net investment income, and fair value change on prepayment options related to Notes Payable. These adjusting items are discussed in the "Key Performance Indicators and Non-IFRS Measures" section. Excluding the effects of these adjusting items, the Company achieved record adjusted net income[1] and record adjusted diluted earnings per share[1] during the three-month period ended September 30, 2024 of $75.1 million and $4.32 per share on a diluted basis, respectively. Adjusted net income and adjusted diluted earnings per share increased by 15.1% and 13.4%, respectively, when compared to the same period of 2023. The increase in adjusted net income was primarily driven by record adjusted operating income, partially offset by incremental finance costs due to higher borrowing levels to fund growth of the Company's lending business and a higher cost of borrowing due to an increasing rate environment.

- Return on equity was 29.1% for the three-month period ended September 30, 2024, up from 27.0% in the same period of 2023. Adjusted return on equity[1] for the three-month period ended September 30, 2024 was 25.7%, down from the 26.6% in the same period of 2023, driven by a higher level of shareholders' equity, partially offset by higher adjusted net income, as discussed above. Excluding goodwill and acquired intangible assets, the adjusted return on tangible common equity[1] for the three-month period ended September 30, 2024 was 32.5%, down slightly from 35.9% in the same period of 2023. The decline in adjusted return on tangible common equity was mainly driven by a higher level of tangible common equity and improved debt leverage position, partially offset by higher adjusted net income, as discussed above.

- Subsequent events to September 30, 2024:

  On October 21, 2024, the Company announced its commencement of a cash tender offer to purchase any and all of its outstanding 2026 Notes. The tender offer expired on October 30, 2024. On November 4, 2024, the Company extinguished a total of $255.4 million of 2026 Notes that were validly tendered and accepted for purchase. In addition, on October 21, 2024, the Company de-designated US$224.0 million of 2026 cross-currency swaps as cash flow hedges and immediately unwound them.

  On November 4, 2024, the Company issued US$400.0 million of 6.875% senior unsecured notes payable due on May 15, 2030 (the "2030 USD Notes") and $150.0 million of 6.00% senior unsecured notes payable due on May 15, 2030 (the "2030 CAD Notes", together with the 2030 USD Notes, the "2030 Notes") with interest payable semi-annually on May 1 and November 1 of each year. Concurrent with the issuance of the 2030 USD Notes, the Company entered into cross-currency swaps to fix the foreign exchange rate for the proceeds from the issuance and for payments of principal and interest under these 2030 USD Notes until May 15, 2029, at a fixed exchange rate of US$1.000 = CAD1.3843, thereby hedging the 2030 USD Notes at a CAD interest rate of 5.977% until May 15, 2029. A portion of the proceeds of the 2030 Notes was used to extinguish the Company's 2026 Notes that were validly tendered and accepted for purchase, and the remainder will be used to pay down other borrowings and for general corporate purposes.

[1] Adjusted operating income and adjusted net income are non-IFRS measures. Adjusted operating margin, adjusted diluted earnings per share, adjusted return on equity and reported and adjusted tangible common equity are non-IFRS ratios. Non-IFRS measures and non-IFRS ratios are not determined in accordance with IFRS, do not have standardized meanings and may not be comparable to similar financial measures presented by other companies. See descriptions in section "Key Performance Indicators and Non-IFRS Measures".

Summary of Financial Results and Key Performance Indicators

($ in 000's except earnings per share and percentages)	Three Months Ended September 30, 2024	Three Months Ended September 30, 2023	Variance $ / bps	Variance % Change
Summary Financial Results				
Revenue	**383,195**	321,732	61,463	19.1%
Bad debts	**121,092**	89,539	31,553	35.2%
Other operating expenses	**81,204**	83,895	(2,691)	(3.2%)
EBITDA[1]	**177,526**	144,031	33,495	23.3%
EBITDA margin[1]	**46.3%**	44.8%	150 bps	3.3%
Depreciation and amortization	**21,218**	21,735	(517)	(2.4%)
Operating income	**159,681**	126,563	33,118	26.2%
Operating margin	**41.7%**	39.3%	240 bps	6.1%
Other income	**4,165**	4,148	17	0.4%
Finance costs	**47,850**	40,875	6,975	17.1%
Effective income tax rate	**26.8%**	26.2%	60 bps	2.3%
Net income	**84,940**	66,310	18,630	28.1%
Diluted earnings per share	**4.88**	3.87	1.01	26.1%
Return on receivables	**7.9%**	7.9%	-	-
Return on assets	**7.1%**	7.0%	10 bps	1.4%
Return on equity	**29.1%**	27.0%	210 bps	7.8%
Return on tangible common equity[1]	**37.8%**	37.8%	-	-
Adjusted Financial Results[1,2]				
Other operating expenses	**88,640**	92,144	(3,504)	(3.8%)
Efficiency ratio	**23.1%**	28.6%	(550 bps)	(19.2%)
Operating income	**163,058**	130,004	33,056	25.4%
Operating margin	**42.6%**	40.4%	220 bps	5.4%
Net income	**75,123**	65,241	9,882	15.1%
Diluted earnings per share	**4.32**	3.81	0.51	13.4%
Return on receivables	**7.0%**	7.8%	(80 bps)	(10.3%)
Return on assets	**6.3%**	6.9%	(60 bps)	(8.7%)
Return on equity	**25.7%**	26.6%	(90 bps)	(3.4%)
Return on tangible common equity	**32.5%**	35.9%	(340 bps)	(9.5%)
Key Performance Indicators				
Segment Financials				
easyfinancial revenue	**345,503**	283,622	61,881	21.8%
easyfinancial operating margin	**49.9%**	49.4%	50 bps	1.0%
easyhome revenue	**37,692**	38,110	(418)	(1.1%)
easyhome operating margin	**30.2%**	24.2%	600 bps	24.8%
Portfolio Indicators				
Gross consumer loans receivable	**4,393,353**	3,430,276	963,077	28.1%
Growth in consumer loans receivable	**255,198**	230,063	25,135	10.9%
Gross loan originations	**839,446**	721,917	117,529	16.3%
Total yield on consumer loans (including ancillary products)[1]	**33.2%**	35.3%	(210 bps)	(5.9%)
Net charge offs as a percentage of average gross consumer loans receivable	**9.2%**	8.8%	40 bps	4.5%
Free cash flows from operations before net growth in gross consumer loans receivable[1]	**126,064**	133,575	(7,511)	(5.6%)
Potential monthly leasing revenue[1]	**6,989**	7,411	(422)	(5.7%)

[1] EBITDA, adjusted other operating expenses, adjusted operating income, adjusted net income and free cash flows from operations before net growth in gross consumer loans receivable are non-IFRS measures. EBITDA margin, efficiency ratio, adjusted operating margin, adjusted diluted earnings per share, adjusted return on receivables, adjusted return on equity, adjusted return on assets, reported and adjusted return on tangible common equity and total yield on consumer loans (including ancillary products) are non-IFRS ratios. See description in sections "Portfolio Analysis", "Key Performance Indicators and Non-IFRS Measures" and "Financial Condition".

[2] Adjusting items are discussed in the "Key Performance Indicators and Non-IFRS Measures" section.

Summary of Financial Results by Reportable Segment

	Three Months Ended September 30, 2024			
($ in 000's except earnings per share)	**easyfinancial**	**easyhome**	**Corporate**	**Total**
Revenue				
Interest income	**272,755**	**9,910**	**-**	**282,665**
Lease revenue	**-**	**23,439**	**-**	**23,439**
Commissions earned	**66,220**	**3,483**	**-**	**69,703**
Charges and fees	**6,528**	**860**	**-**	**7,388**
	345,503	**37,692**	**-**	**383,195**
Operating expenses				
Bad debts	**117,391**	**3,701**	**-**	**121,092**
Other operating expenses	**45,762**	**12,924**	**22,518**	**81,204**
Depreciation and amortization	**9,840**	**9,690**	**1,688**	**21,218**
	172,993	**26,315**	**24,206**	**223,514**
Operating income (loss)	**172,510**	**11,377**	**(24,206)**	**159,681**
Other income				**4,165**
Finance costs				**(47,850)**
Income before income taxes				**115,996**
Income taxes				**31,056**
Net income				**84,940**
Diluted earnings per share				**4.88**

($ in 000's except earnings per share)	Three Months Ended September 30, 2023 easyfinancial	easyhome	Corporate	Total
Revenue				
Interest income	219,995	9,274	-	229,269
Lease revenue	-	24,540	-	24,540
Commissions earned	57,991	3,536	-	61,527
Charges and fees	5,636	760	-	6,396
	283,622	38,110	-	321,732
Operating expenses				
Bad debts	85,674	3,865	-	89,539
Other operating expenses	48,201	14,454	21,240	83,895
Depreciation and amortization	9,622	10,562	1,551	21,735
	143,497	28,881	22,791	195,169
Operating income (loss)	140,125	9,229	(22,791)	126,563
Other income				4,148
Finance costs				(40,875)
Income before income taxes				89,836
Income taxes				23,526
Net income				66,310
Diluted earnings per share				3.87

Portfolio Performance

Consumer Loans Receivable

Loan originations in the three-month period ended September 30, 2024 were $839.4 million, up 16.3% compared to the same period of 2023. Gross Consumer loans receivable grew by $255.2 million during the quarter, compared to $230.1 million in the same period of 2023. Gross consumer loans receivable increased to $4.39 billion as at September 30, 2024, from $3.43 billion as at September 30, 2023, an increase of $963.1 million, or 28.1%. The increase in consumer loans receivable was driven by strong volume of applications for credit, leading to strong loan growth across several product and acquisition channels, including unsecured lending, home equity loans, automotive financing and point-of-sale financing in powersports, partially moderated by the implementation of tighter credit measures.

Total annualized yield, including loan interest, fees and ancillary products, realized by the Company on its average consumer loans receivable was 33.2% in the three-month period ended September 30, 2024, down 210 bps from the same period of 2023. Total annualized yield decreased due to: i) the strong organic growth of secured loan products which carry lower rates of interest such as home equity loans, automotive financing, and point-of-sale financing in powersports; ii) the increase in past due loans due to the relatively weaker macro-economic environment, which resulted in lower collections; and iii) a higher proportion of larger dollar value loans which have reduced pricing on certain ancillary products.

Bad debt expense increased to $121.1 million for the three-month period ended September 30, 2024, from $89.5 million during the same period of 2023, an increase of $31.6 million, or 35.2%. The following table details the components of bad debt expense.

($ in 000's)	Three Months Ended September 30, 2024	Three Months Ended September 30, 2023
Provision required due to net charge offs	**99,359**	74,054
Impact of loan book growth	**17,092**	15,424
Impact of change in the rate of allowance for expected credit losses	**4,641**	61
Net change in allowance for credit losses	**21,733**	15,485
Bad debt expense	**121,092**	89,539

Bad debts expense increased by $31.6 million due to the following factors:

(i) Net charge offs increased from $74.1 million in the third quarter of 2023 to $99.4 million in the current quarter, an increase of $25.3 million. Net charge offs in the quarter as a percentage of average gross consumer loans receivable on an annualized basis were 9.2%, up from 8.8% in the same period of 2023, primarily due to relatively weaker macro-economic environment and the implementation of tighter collection measures, partially moderated by an increase in the proportion of the consumer the loan portfolio secured by hard assets. The Company's net charge off rate was in line with the Company's targeted range for 2024 of 8.0% to 10.0%.

(ii) The net change in allowance for credit losses in the third quarter of 2024 was $21.7 million, compared to $15.5 million in the same period of 2023, an increase of $6.2 million, primarily due to higher growth in consumer loans receivable and a slight increase in the rate of allowance for expected credit losses. The provision rate for the three-month period ended September 30, 2024 was 7.38%, relatively consistent to the provision rate in the same period of 2023 of 7.37%.

easyhome Leasing Portfolio

The leasing portfolio, as measured by potential monthly leasing revenue as at September 30, 2024, was $7.0 million, down from $7.4 million in the same period of 2023. The easyhome leasing business is a mature business that has experienced a gradual decline in sales volume, as some consumer demand has shifted to alternate forms of financing purchases of everyday household items.

Revenue

Revenue for the three-month period ended September 30, 2024 was $383.2 million, an increase of $61.5 million, or 19.1%, when compared to the same period of 2023. Revenue growth was mainly driven by the strong organic growth of the Company's consumer loan portfolio.

e*asyfinancial* – Revenue for the three-month period ended September 30, 2024 was $345.5 million, an increase of $61.9 million, when compared to the same period of 2023. Components of the increased revenue include:

(i) Interest income increased by $52.8 million, or 24.0%, driven by the strong growth in the loan portfolio, which includes growth of unsecured lending, home equity loans, automotive financing and point-of-sale financing in powersports, partially offset by slightly lower interest yields due to improved product mix;

(ii) Commissions earned on the sale of ancillary products and services increased by $8.2 million, or 14.2%, due to the larger consumer loan portfolio; and

(iii) Charges and fees increased by $0.9 million, when compared to the same quarter of 2023.

easyhome – Revenue for the three-month period ended September 30, 2024 was $37.7 million, a decrease of $0.4 million, when compared to the same period of 2023. Lending revenue within the easyhome stores increased by $0.6 million, when compared to the same period of 2023. Traditional leasing revenue, including fees, was $1.0 million lower compared to the same period of 2023. Components of the revenue decrease include:

(i) Interest income increased by $0.6 million, driven by the growth in the loan portfolio related to lending activities in the easyhome business;
(ii) Leasing revenue decreased by $1.1 million due to a smaller lease portfolio; and
(iii) Commissions earned on the sale of ancillary products, charges and fees was relatively flat from the comparable period of 2023.

Other Operating Expenses

Other operating expenses were $81.2 million for the three-month period ended September 30, 2024, a decrease of $2.7 million, or 3.2%, when compared to the same period of 2023. The decrease in other operating expenses was mainly driven by the shifts in product mix toward secured loans and continued improvement in operating efficiency. The efficiency ratio for the third quarter of 2024 was 23.1%, an improvement of 550 bps from 28.6% in the third quarter of 2023, reflecting an increase in operating leverage.

easyfinancial – Other operating expenses were $45.8 million for the three-month period ended September 30, 2024, a decrease of $2.4 million, or 5.1%, when compared to the same period of 2023. The decrease in the other operating expenses was driven by improved operating efficiency.

easyhome – Other operating expenses were $12.9 million for the three-month period ended September 30, 2024, a decrease of $1.5 million, or 10.6%, when compared to the same period of 2023. The decrease in other operating expenses was driven by lower store costs due to continued improvement in operating efficiency.

Corporate – Other operating expenses were $22.5 million for the three-month period ended September 30, 2024, an increase of $1.3 million, or 6.0%, when compared to the same period of 2023. The increase in other operating expenses was primarily due to non-recurring advisory costs and incremental volume-related costs to support the growing loan portfolio. Excluding the effects of the adjusting items discussed in "Key Performance Indicators and Non-IFRS Measures", corporate expenses before depreciation and amortization represented 5.8% of revenues in the third quarter of 2024, compared to 6.6% of revenues in the same period of 2023.

Depreciation and Amortization

Depreciation and amortization for the three-month period ended September 30, 2024 was $21.2 million, a decrease of $0.5 million, or 2.4%, when compared to the same period of 2023, driven primarily by lower depreciation of lease assets. Overall, depreciation and amortization represented 5.5% of revenues for the three-month period ended September 30, 2024, compared to 6.8% in the same period of 2023.

easyfinancial – Depreciation and amortization was $9.8 million for the three-month period ended September 30, 2024, an increase of $0.2 million, or 2.3%, when compared to the same period of 2023, driven primarily by higher depreciation of property and equipment.

easyhome – Depreciation and amortization was $9.7 million for the three-month period ended September 30, 2024, a decrease of $0.9 million, or 8.3%, when compared to the same period of 2023, mainly due to a smaller lease asset portfolio.

Corporate – Depreciation and amortization was $1.7 million in the three-month period ended September 30, 2024, relatively flat from the comparable period of 2023.

Operating Income (Income before Finance Costs and Income Taxes)

The Company reported total operating income for the three-month period ended September 30, 2024 of $159.7 million, up $33.1 million, or 26.2%, when compared to the same period of 2023. The Company also reported operating margin of 41.7%, up from 39.3% in the same period of 2023. Excluding the effects of the adjusting items, the Company reported record adjusted operating income for the three-month period ended September 30, 2024 of $163.1 million, up $33.1 million, or 25.4%, when compared to the same period of 2023. The increase in adjusted operating income was mainly driven by higher revenue during the period associated with the larger consumer loan portfolio and continued improvement in operating leverage. The Company reported record adjusted operating margin of 42.6% in the quarter, up from 40.4% in the same period of 2023.

easyfinancial – Operating income for the three-month period ended September 30, 2024 was $172.5 million, an increase of $32.4 million, or 23.1%, when compared to the same period of 2023. The improved operating income was mainly driven by higher revenue during the period associated with the larger consumer loan portfolio and continued improvement in operating leverage. easyfinancial revenue increased by $61.9 million, partially offset by an increase of $31.7 million in bad debt expense and a decrease of $2.2 million in other costs. easyfinancial's operating margin was 49.9%, compared to 49.4% in the same period of 2023.

easyhome – Operating income for the three-month period ended September 30, 2024 was $11.4 million, an increase of $2.1 million, or 23.3%. The increase was mainly driven by higher lending revenues during the period associated with the larger consumer loan portfolio and continued improvement in operating leverage, partially offset by lower leasing revenues. easyhome's operating margin was 30.2%, compared to 24.2% in the same period of 2023.

Other Income

During the three-month period ended September 30, 2024, the Company recognized a net unrealized investment income of $4.2 million, mainly due to fair value changes in the Company's investments, compared to $4.1 million in the same period of 2023.

Finance Costs

Finance costs for the three-month period ended September 30, 2024 were $47.8 million, an increase of $7.0 million, or 17.1%, when compared to the same period of 2023. The increase was mainly driven by higher borrowing levels to fund growth of the Company's lending business and a higher cost of borrowing due to an increasing rate environment, partially offset by the fair value change on prepayment options related to Notes Payable. The Company utilizes derivative financial instruments as cash flow hedges to assist in the management of interest rate volatility. As at September 30, 2024, 99% of the Company's drawn debt balances effectively bear fixed rates of interest due to the type of debt and the interest rate swap agreements on Revolving Securitization Warehouse Facilities.

Income Tax Expense

The effective income tax rate for the three-month period ended September 30, 2024 was 26.8%, higher than the 26.2% in the same period of 2023, mainly driven by higher non-deductible expenses.

Net Income and Diluted Earnings Per Share

The Company's net income for the three-month period ended September 30, 2024 was $84.9 million, or $4.88 per share on a diluted basis, up 28.1% and 26.1%, respectively, compared to $66.3 million, or $3.87 per share on a diluted basis in the same period of 2023. Excluding the effects of adjusting items discussed in the "Key Performance Indicators and Non-IFRS Measures" section, the Company achieved record adjusted net income and record adjusted diluted earnings per share during the three-month period ended September 30, 2024 of $75.1 million and $4.32 per share on a diluted basis, respectively. Adjusted net income and adjusted diluted earnings per share increased by 15.1% and 13.4%, respectively, when compared to the same period of 2023. The increase in adjusted net income was primarily driven by record adjusted operating income, partially offset by incremental finance costs due to higher borrowing levels to fund growth of the Company's lending business and a higher cost of borrowing due to an increasing rate environment.

Analysis of Results for the Nine Months Ended September 30, 2024

Summary of Financial Results and Key Performance Indicators

($ in 000's except earnings per share and percentages)	Nine Months Ended September 30, 2024	September 30, 2023	Variance $ / bps	Variance % Change
Summary Financial Results				
Revenue	**1,118,104**	911,957	206,147	22.6%
Bad debts	**338,786**	250,069	88,717	35.5%
Other operating expenses	**271,618**	257,847	13,771	5.3%
EBITDA[1]	**482,867**	387,174	95,693	24.7%
EBITDA margin[1]	**43.2%**	42.5%	70 bps	1.6%
Depreciation and amortization	**63,098**	64,760	(1,662)	(2.6%)
Operating income	**444,602**	339,281	105,321	31.0%
Operating margin	**39.8%**	37.2%	260 bps	7.0%
Other (loss) income	**(2,973)**	8,461	(11,434)	(135.1%)
Finance costs	**153,847**	112,754	41,093	36.4%
Effective income tax rate	**27.3%**	26.3%	100 bps	3.8%
Net income	**209,285**	173,296	35,989	20.8%
Diluted earnings per share	**12.06**	10.14	1.92	18.9%
Return on receivables	**6.9%**	7.4%	(50 bps)	(6.8%)
Return on assets	**6.2%**	6.4%	(20 bps)	(3.1%)
Return on equity	**24.8%**	24.7%	10 bps	0.4%
Return on tangible common equity[1]	**33.0%**	35.6%	(260 bps)	(7.3%)
Adjusted Financial Results[1,2]				
Other operating expenses	**288,132**	281,764	6,368	2.3%
Efficiency ratio	**25.8%**	30.9%	(510 bps)	(16.5%)
Operating income	**459,773**	350,517	109,256	31.2%
Operating margin	**41.1%**	38.4%	270 bps	7.0%
Net income	**212,743**	174,214	38,529	22.1%
Diluted earnings per share	**12.26**	10.19	2.07	20.3%
Return on receivables	**7.0%**	7.4%	(40 bps)	(5.4%)
Return on assets	**6.3%**	6.4%	(10 bps)	(1.6%)
Return on equity	**25.2%**	24.9%	30 bps	1.2%
Return on tangible common equity	**32.4%**	34.3%	(190 bps)	(5.5%)
Key Performance Indicators				
Segment Financials				
easyfinancial revenue	**1,003,070**	797,352	205,718	25.8%
easyfinancial operating margin	**49.1%**	48.2%	90 bps	1.9%
easyhome revenue	**115,034**	114,605	429	0.4%
easyhome operating margin	**30.1%**	24.0%	610 bps	25.4%
Portfolio Indicators				
Gross consumer loans receivable	**4,393,353**	3,430,276	963,077	28.1%
Growth in consumer loans receivable	**748,151**	635,582	112,569	17.7%
Gross loan originations	**2,352,538**	2,004,319	348,219	17.4%
Total yield on consumer loans (including ancillary products)[1]	**34.3%**	35.4%	(110 bps)	(3.1%)
Net charge offs as a percentage of average gross consumer loans receivable	**9.2%**	8.9%	30 bps	3.4%
Free cash flows from operations before net growth in gross consumer loans receivable[1]	**296,290**	292,149	4,141	1.4%
Potential monthly leasing revenue[1]	**6,989**	7,411	(422)	(5.7%)

[1] EBITDA, adjusted other operating expenses, adjusted operating income, adjusted net income and free cash flows from operations before net growth in gross consumer loans receivable are non-IFRS measures. EBITDA margin, efficiency ratio, adjusted operating margin, adjusted diluted earnings per share, adjusted return on receivables, adjusted return on equity, adjusted return on assets, reported and adjusted return on tangible common equity and total yield on consumer loans (including ancillary products) are non-IFRS ratios. See description in sections "Portfolio Analysis", "Key Performance Indicators and Non-IFRS Measures" and "Financial Condition".
[2] Adjusting items are discussed in the "Key Performance Indicators and Non-IFRS Measures" section.

Summary of Financial Results by Reporting Segment

	Nine Months Ended September 30, 2024			
($ in 000's except earnings per share)	**easyfinancial**	**easyhome**	**Corporate**	**Total**
Revenue				
Interest income	**787,693**	**29,766**	**-**	**817,459**
Lease revenue	**-**	**72,194**	**-**	**72,194**
Commissions earned	**194,132**	**10,502**	**-**	**204,634**
Charges and fees	**21,245**	**2,572**	**-**	**23,817**
	1,003,070	**115,034**	**-**	**1,118,104**
Operating expenses				
Bad debts	**328,224**	**10,562**	**-**	**338,786**
Other operating expenses	**153,038**	**41,488**	**77,092**	**271,618**
Depreciation and amortization	**29,587**	**28,399**	**5,112**	**63,098**
	510,849	**80,449**	**82,204**	**673,502**
Operating income (loss)	**492,221**	**34,585**	**(82,204)**	**444,602**
Other loss				**(2,973)**
Finance costs				**(153,847)**
Income before income taxes				**287,782**
Income taxes				**78,497**
Net income				**209,285**
Diluted earnings per share				**12.06**

($ in 000's except earnings per share)	Nine Months Ended September 30, 2023 easyfinancial	easyhome	Corporate	Total
Revenue				
Interest income	618,086	26,174	-	644,260
Lease revenue	-	75,157	-	75,157
Commissions earned	162,348	10,627	-	172,975
Charges and fees	16,918	2,647	-	19,565
	797,352	114,605	-	911,957
Operating expenses				
Bad debts	240,120	9,949	-	250,069
Other operating expenses	144,825	45,280	67,742	257,847
Depreciation and amortization	28,133	31,840	4,787	64,760
	413,078	87,069	72,529	572,676
Operating income (loss)	384,274	27,536	(72,529)	339,281
Other income				8,461
Finance costs				(112,754)
Income before income taxes				234,988
Income taxes				61,692
Net income				173,296
Diluted earnings per share				10.14

Portfolio Performance

Consumer Loans Receivable

The gross consumer loans receivable portfolio increased to $4.39 billion as at September 30, 2024, from $3.43 billion as at September 30, 2023, an increase of $963.1 million, or 28.1%. Loan originations for the nine-month period ended September 30, 2024 were $2.35 billion, up 17.4% from the same period of 2023. The increase in consumer loans receivable was driven by a strong volume of applications for credit, leading to strong loan originations across several product and acquisition channels, including unsecured lending, home equity loans, automotive financing and point-of-sale financing in powersports, partially moderated by the implementation of tighter credit measures.

The total annualized yield, including loan interest, fees and ancillary products, realized by the Company on its average consumer loans receivable was 34.3%, down 110 bps from the same period of 2023. Total annualized yield decreased due to: i) the strong organic growth of secured loan products which carry lower rates of interest such as home equity loans, automotive financing, and point-of-sale financing in powersports; ii) the increase in past due loans due to the relatively weaker macro-economic environment, which resulted in lower collections; and iii) a higher proportion of larger dollar value loans which have reduced pricing on certain ancillary products.

Bad debt expense increased to $338.8 million for the nine-month period ended September 30, 2024 from $250.1 million in the same period of 2023, an increase of $88.7 million, or 35.5%. The following table details the components of bad debt expense:

($in 000's)	Nine Months Ended September 30, 2024	Nine Months Ended September 30, 2023
Provision required due to net charge offs	**279,746**	210,315
Impact of loan book growth	**45,841**	42,994
Impact of change in the rate of allowance for expected credit losses	**13,199**	(3,240)
Net change in allowance for credit losses	**59,040**	39,754
Bad debt expense	**338,786**	250,069

Bad debt expense increased by $88.7 million due to the following factors:

(i) Net charge offs increased from $210.3 million in the nine-month period ended September 30, 2023 to $279.7 million in the same period of 2024, an increase of $69.4 million. Net charge offs in the nine-month ended period September 30, 2024 as a percentage of the average gross consumer loans receivable on an annualized basis were 9.2%, up from 8.9% in the same period of 2023, primarily due to relatively weaker macro-economic environment and the implementation of tighter collection measures, partially moderated by an increase in the proportion of the consumer the loan portfolio secured by hard assets. The Company's net charge off rate was in line with the Company's targeted range for 2024 of 8.0% to 10.0%.

(ii) The net change in allowance for credit losses in the nine-month period ended September 30, 2024 was $59.0 million, compared to $39.8 million in the same period of 2023, an increase of $19.3 million, primarily due to higher growth in consumer loans receivable and a slight increase in the rate of allowance for expected credit losses. For the nine-month period ended September 30, 2024, the provision rate was 7.38%, relatively consistent to the provision rate in the same period of 2023 of 7.37%.

easyhome Leasing Portfolio

The leasing portfolio, as measured by potential monthly leasing revenue as at September 30, 2024, was $7.0 million, down from $7.4 million in the same period of 2023. The easyhome leasing business is a mature business that has experienced a gradual decline in sales volume, as some consumer demand has shifted to alternate forms of financing purchases of everyday household items.

Revenue

Revenue for the nine-month period ended September 30, 2024 was $1.12 billion, compared to $912.0 million in the same period of 2023, an increase of $206.1 million, or 22.6%. Revenue growth was mainly driven by the strong organic growth of the Company's consumer loan portfolio.

easyfinancial – Revenue in the nine-month period ended September 30, 2024 was $1.00 billion, an increase of $205.7 million, or 25.8%, compared to the same period of 2023. The components of the increased revenue include:

(i) Interest income increased by $169.6 million, or 27.4%, driven by the strong growth in the loan portfolio, which includes growth of unsecured lending, home equity loans, automotive financing and point-of-sale financing in powersports, partially offset by slightly lower interest yields due to improved product mix;

(ii) Commissions earned from sales of ancillary products and services increased by $31.8 million, or 19.6%, due to the larger consumer loan portfolio; and

(iii) Charges and fees increased by $4.3 million, due to the larger consumer loan portfolio.

easyhome – Revenue in the nine-month period ended September 30, 2024 was $115.0 million, an increase of $0.4 million, or 0.4%, compared to the same period of 2023. Lending revenue within the easyhome stores increased by $3.6 million, compared to the same period of 2023. Traditional leasing revenue, including fees, was $3.2 million lower compared to the same period of 2023. Components of the increased revenue include:

(i) Interest income increased by $3.6 million, or 13.7%, driven by the growth in the loan portfolio related to the easyhome business;
(ii) Leasing revenue decreased by $3.0 million, or 3.9%, due to a smaller lease portfolio; and
(iii) Commissions earned on the sale of ancillary products, charges and fees decreased by $0.2 million, when compared to the same period of 2023.

Other Operating Expenses

Other operating expenses for the nine-month period ended September 30, 2024 were $271.6 million, an increase of $13.8 million, or 5.3%, compared to the same period in 2023. The increase in other operating expenses was mainly driven by higher operating costs to support the growing loan portfolio, moderated by the shifts in product mix toward secured loans and continued improvement in operating efficiency. The efficiency ratio for the nine-month period ended September 30, 2024 was 25.8%, an improvement of 510 bps from 30.9% in the same period of 2023, reflecting an increase in operating leverage.

easyfinancial – Other operating expenses in the nine-month period ended September 30, 2024 were $153.0 million, an increase of $8.2 million, or 5.7%, compared to the same period of 2023. The increase in other operating expenses was driven by incremental volume-related costs to operate and manage the growing loan portfolio, partially offset by improved operating efficiency.

easyhome – Other operating expenses in the nine-month period ended September 30, 2024 were $41.5 million, a decrease of $3.8 million, or 8.4%, compared to the same period of 2023. The decrease in other operating expenses was driven by lower store costs due to continued improvement in operating efficiency.

Corporate – Other operating expenses in the nine-month period ended September 30, 2024 were $77.1 million, an increase of $9.4 million, or 13.8%, compared to the same period of 2023. The increase in other operating expenses was primarily due to non-recurring advisory costs and incremental volume-related costs to support the growing loan portfolio. Excluding the effects of the adjusting items discussed in "Key Performance Indicators and Non-IFRS Measures", corporate expenses before depreciation and amortization represented 6.4% of revenues in the nine-month period ended September 30, 2024, compared to 7.3% of revenues in the same period of 2023.

Depreciation and Amortization

Depreciation and amortization for the nine-month period ended September 30, 2024 was $63.1 million, a decrease of $1.7 million, or 2.6%, when compared to the same period of 2023, driven primarily by lower depreciation of lease assets. Overall, depreciation and amortization represented 5.6% of revenues for the nine-month period ended September 30, 2024, compared to 7.1% of revenues in the same period of 2023.

easyfinancial – Total depreciation and amortization was $29.6 million in the nine-month period ended September 30, 2024, an increase of $1.5 million, or 5.2%, when compared to the same period of 2023, driven primarily by higher depreciation of property and equipment and amortization of intangible assets.

easyhome – Total depreciation and amortization expense was $28.4 million in the nine-month period ended September 30, 2024, a decrease of $3.4 million from the same period of 2023, mainly due to a smaller lease asset portfolio.

Corporate – Depreciation and amortization was $5.1 million in the nine-month period ended September 30, 2024, an increase of $0.3 million, or 6.8%, when compared to the same period of 2023, driven by lower amortization of intangible assets.

Operating Income (Income before Finance Costs and Income Taxes)

Operating income for the nine-month period ended September 30, 2024 was $444.6 million, up $105.3 million, or 31.0%, when compared to the same period of 2023. The Company's operating margin for the nine-month period ended September 30, 2024 was 39.8%, up from 37.2% in the same period of 2023. Excluding the effects of the adjusting items discussed in "Key Performance Indicators and Non-IFRS Measures", the Company reported an adjusted operating income of $459.8 million, up $109.3 million, or 31.2%, when compared to the same period of 2023. The increase in adjusted operating income was mainly driven by higher revenue associated with the strong loan growth in the period and continued improvement in operating leverage. The Company also reported an adjusted operating margin of 41.1%, up from 38.4% in the same period of 2023.

easyfinancial – Operating income was $492.2 million for the nine-month period ended September 30, 2024, an increase of $107.9 million, or 28.1%, when compared to the same period of 2023. The improved operating income was mainly driven by higher revenue associated with strong loan growth and continued improvement in operating leverage. easyfinancial revenue increased by $205.7 million, partially offset by an increase of $88.1 million in bad debt expense and an increase of $9.7 million in other costs to support the growing customer base and enhanced product offerings. easyfinancial's operating margin was 49.1%, compared to 48.2% in the same period of 2023.

easyhome – Operating income was $34.6 million for the nine-month period ended September 30, 2024, compared to $27.5 million in the same period of 2023, an increase of $7.0 million, or 25.6%. The increase was mainly driven by higher lending revenues associated with the larger consumer loan portfolio and continued improvement in operating leverage, partially offset by lower leasing revenues. easyhome's operating margin was 30.1%, compared to 24.0% in the same period of 2023.

Other Income

During the nine-month period ended September 30, 2024, the Company recognized a net unrealized investment loss of $3.0 million, mainly due to fair value changes in the Company's investments, compared to $8.5 million of net unrealized investment income in the same period of 2023.

Finance Costs

Finance costs for the nine-month period ended September 30, 2024 were $153.8 million, an increase of $41.1 million or 36.4%, from the same period of 2023. The increase was mainly driven by higher borrowing levels to fund growth of the Company's lending business and a higher cost of borrowing due to an increasing rate environment, partially offset by the fair value change on prepayment options related to Notes Payable. The Company utilizes derivative financial instruments as cash flow hedges to assist in the management of interest rate volatility. As at September 30, 2024, 99% of the Company's drawn debt balances effectively bear fixed rates of interest due to the type of debt and the interest rate swap agreements on Revolving Securitization Warehouse Facilities.

Income Tax Expense

The effective income tax rate for the nine-month period ended September 30, 2024 was 27.3%, higher than the 26.3% in the same period of 2023. The increase was mainly due to non-deductible expenses and fair value loss on investments, compared to the fair value gain on investments in the same period of 2023, which were taxed at a lower capital gains effective tax rate.

Net Income and EPS

The Company's net income for the nine-month period ended September 30, 2024 was $209.3 million, or $12.06 per share on a diluted basis, up 20.8% and 18.9%, respectively, compared to $173.3 million, or $10.14 per share on a diluted basis in the same period of 2023. Excluding the effects of the adjusting items discussed in "Key Performance Indicators and Non-IFRS Measures" section, the Company reported adjusted net income and adjusted diluted earnings per share of $212.7 million, or $12.26 per share on a diluted basis, an increase of 22.1% and 20.3%, respectively, compared to the same period of 2023. The increase in adjusted net income was primarily driven by record operating income, partially offset by incremental finance costs due to higher borrowing levels to fund growth of the Company's lending business and a higher cost of borrowing due to an increasing rate environment.

Selected Quarterly Information

($ in millions except percentages and per share amounts)	September 2024	June 2024	March 2024	December 2023	September 2023	June 2023	March 2023	December 2022	September 2022
Gross consumer loans receivable	**4,393.4**	4,138.2	3,852.1	3,645.2	3,430.3	3,200.2	2,990.7	2,794.7	2,588.7
Revenue	**383.2**	377.8	357.1	338.1	321.7	302.9	287.3	273.3	262.2
Net income	**84.9**	65.4	58.9	74.6	66.3	55.6	51.4	28.6	47.2
Adjusted net income[1]	**75.1**	71.3	66.3	69.0	65.2	56.0	52.9	51.0	48.6
Return on receivables[3]	**7.9%**	6.5%	6.2%	8.3%	7.9%	7.1%	7.0%	4.2%	-
Adjusted return on receivables[1,3]	**7.0%**	7.1%	7.0%	7.7%	7.8%	7.2%	7.2%	7.5%	-
Return on assets	**7.1%**	5.8%	5.5%	7.4%	7.0%	6.2%	6.1%	3.6%	6.3%
Adjusted return on assets[1]	**6.3%**	6.3%	6.2%	6.8%	6.9%	6.2%	6.2%	6.3%	6.5%
Return on equity	**29.1%**	23.3%	21.9%	28.9%	27.0%	24.0%	23.2%	13.8%	24.2%
Adjusted return on equity[1]	**25.7%**	25.4%	24.6%	26.7%	26.6%	24.2%	23.9%	24.6%	24.9%
Return on tangible common equity[1]	**37.8%**	31.0%	29.6%	39.5%	37.8%	34.6%	34.4%	21.8%	38.5%
Adjusted return on tangible common equity[1]	**32.5%**	32.6%	32.0%	35.3%	35.9%	33.4%	33.8%	35.9%	37.7%
Net income as a percentage of revenue	**22.2%**	17.3%	16.5%	22.1%	20.6%	18.3%	17.9%	10.5%	18.0%
Adjusted net income as a percentage of revenue[1]	**19.6%**	18.9%	18.6%	20.4%	20.3%	18.5%	18.4%	18.7%	18.5%
Earnings per share[2]									
Basic	**4.95**	3.82	3.46	4.41	3.93	3.29	3.06	1.74	2.92
Diluted	**4.88**	3.76	3.40	4.34	3.87	3.26	3.01	1.71	2.86
Adjusted diluted[1]	**4.32**	4.10	3.83	4.01	3.81	3.28	3.10	3.05	2.95

[1] Adjusted net income is a non-IFRS measure. Adjusted diluted earnings per share, adjusted return on equity, adjusted return on receivables, adjusted return on assets, adjusted net income as percentage of revenue and reported and adjusted return on tangible common equity are non-IFRS ratios. See descriptions in "Key Performance Indicators and Non-IFRS Measures" section. Please refer to page 31 of the June 30, 2024 MD&A, 42 of the March 31, 2024 MD&A, 43 of the December 31, 2023 MD&A, page 31 of the September 30, 2023 MD&A, page 32 of the June 30, 2023 MD&A, page 26 of the March 31, 2023 MD&A, page 43 of the December 31, 2022 MD&A and page 38 of the September 30, 2022 MD&A, for the respective "Key Performance Indicators and Non-IFRS Measures" section for those periods. These MD&As are available on *www.sedarplus.ca*.
[2] Quarterly earnings per share are not additive and may not equal the annual earnings per share reported. This is due to the effect of shares issued or repurchased during the period on the basic weighted average number of common shares outstanding together with the effects of rounding.
[3] Comparable reported and adjusted return on receivables financial measures for the three-months periods ended September 30, 2022 were not published.

Key financial measures for each of the last nine quarters are summarized in the table. Revenue growth over this period was primarily related to the strong growth of the Company's consumer loan portfolio. The larger revenue base together with operating expense management, increased the Company's adjusted net income and adjusted earnings per share. Adjusted return on assets, adjusted return on equity and adjusted return on tangible common equity increased in prior quarters due to increasing earnings generated by the business, declining in recent quarters due to the continued shift in credit and product mix to higher credit quality borrowers and lower rates on its loans and higher level of assets and shareholders' equity.

Portfolio Analysis

The Company generates its revenue from portfolios of consumer loans receivable and lease agreements. To a large extent, the Company's financial results are determined by the performance of these portfolios. The composition of these portfolios at the end of a period is a significant indicator of future financial results.

The Company measures the performance of its portfolios during a period and their make-up at the end of a period using a number of key performance indicators as described in more detail below. Several of these indicators are not measurements in accordance with IFRS and should not be considered as an alternative to net income or any other measure of performance under IFRS. The discussion in this section refers to certain financial measures that are not determined in accordance with IFRS. Although these measures do not have standardized meanings and may not be comparable to similar measures presented by other companies, these measures are defined herein or can be determined by reference to the Company's consolidated financial statements. The Company discusses these measures because it believes they facilitate the understanding of the results of its operations and financial position.

Consumer Loans Receivable

Loan Originations and Net Principal Written

Gross loan originations are the value of all consumer loans receivable advanced to the Company's customers during a period where new credit underwritings have been performed. Included in gross loan originations are loans to new customers and new loans to existing customers, a portion of which may be applied to eliminate prior borrowings. When the Company extends additional credit to an existing customer, a centralized credit analysis or full credit underwriting is performed using up-to-date information. Additionally, the loan repayment history of that customer throughout their relationship with the Company, along with their other borrowing and repayment activities, are considered in the credit decision. As a result, the quality of the credit decision made when evaluating an existing or prior customer is improved and has historically resulted in better performance.

Net principal written is a non-IFRS measure capturing the Company's gross loan originations during a period, excluding the portion of the originations used to repay prior borrowings. The Company uses net principal written, among other measures, to assess the operating performance of its lending business. Non-IFRS measures are not determined in accordance with IFRS, do not have standardized meanings and may not be comparable to similar financial measures presented by other companies.

Gross loan originations and net principal written during the period were as follows:

($ in 000's)	Three Months Ended September 30, 2024	Three Months Ended September 30, 2023	Nine Months Ended September 30, 2024	Nine Months Ended September 30, 2023
Gross loan originations	**839,446**	721,917	**2,352,538**	2,004,319
Loan originations to new customers	**457,617**	358,330	**1,272,418**	1,009,568
Loan originations to existing customers	**381,829**	363,587	**1,080,120**	994,751
Less: Proceeds applied to repay existing loans	**(203,608)**	(195,725)	**(559,348)**	(532,724)
Net advance to existing customers	**178,221**	167,862	**520,772**	462,027
Net principal written	**635,838**	526,192	**1,793,190**	1,471,595

Gross Consumer Loans Receivable

The Company measures the size of its lending portfolio in terms of gross consumer loans receivable. Gross consumer loans receivable reflects the period-end balance of the portfolio before provisioning for potential future charge offs. Growth in gross consumer loans receivable is driven by several factors including the number of customers and average loan value per customer. Changes in gross consumer loans receivable during the periods were as follows:

($ in 000's)	Three Months Ended September 30, 2024	Three Months Ended September 30, 2023	Nine Months Ended September 30, 2024	Nine Months Ended September 30, 2023
Opening gross consumer loans receivable	**4,138,155**	3,200,213	**3,645,202**	2,794,694
Gross loan originations	**839,446**	721,917	**2,352,538**	2,004,319
Gross principal payments and other adjustments	**(466,876)**	(407,817)	**(1,276,736)**	(1,129,532)
Gross charge offs before recoveries	**(117,372)**	(84,037)	**(327,651)**	(239,205)
Net growth in gross consumer loans receivable during the period	**255,198**	230,063	**748,151**	635,582
Ending gross consumer loans receivable	**4,393,353**	3,430,276	**4,393,353**	3,430,276

The scheduled principal repayment aging analyses of the gross consumer loans receivable portfolio as at September 30, 2024 and 2023 are as follows:

	September 30, 2024		September 30, 2023	
($ in 000's except percentages)	**$**	**% of total loans**	**$**	**% of total loans**
0 – 6 months	**272,033**	**6.2%**	240,336	7.0%
6 – 12 months	**196,695**	**4.5%**	172,823	5.0%
1 – 2 years	**420,255**	**9.6%**	381,493	11.1%
2 – 3 years	**538,928**	**12.3%**	495,718	14.5%
3 – 4 years	**668,371**	**15.2%**	549,942	16.0%
4 – 5 years	**712,702**	**16.2%**	508,468	14.8%
5 – 6 years	**669,141**	**15.2%**	458,367	13.4%
6 – 7 years	**527,892**	**12.0%**	311,571	9.1%
7 years +	**387,336**	**8.8%**	311,558	9.1%
Gross consumer loans receivable	**4,393,353**	**100.0%**	3,430,276	100.0%

The gross consumer loans receivable portfolio categorized by the contractual time to maturity as at September 30, 2024 and 2023 are summarized as follows:

	September 30, 2024		September 30, 2023	
($ in 000's except percentages)	**$**	**% of total loans**	**$**	**% of total loans**
0 – 1 year	**84,242**	**1.9%**	70,889	2.1%
1 – 2 years	**158,151**	**3.6%**	140,906	4.1%
2 – 3 years	**255,351**	**5.8%**	282,880	8.2%
3 – 4 years	**500,650**	**11.4%**	550,239	16.0%
4 – 5 years	**648,023**	**14.8%**	545,890	15.9%
5 – 6 years	**866,022**	**19.7%**	570,936	16.7%
6 – 7 years	**1,022,504**	**23.3%**	621,696	18.1%
7 years +	**858,410**	**19.5%**	646,840	18.9%
Gross consumer loans receivable	**4,393,353**	**100.0%**	3,430,276	100.0%

Loans are originated and serviced by both the easyfinancial and easyhome reportable segments. A breakdown of gross consumer loans receivable between these segments is as follows:

	September 30, 2024		September 30, 2023	
($ in 000's except percentages)	**$**	**% of total loans**	**$**	**% of total loans**
easyfinancial	**4,280,871**	**97.4%**	3,327,648	97.0%
easyhome	**112,482**	**2.6%**	102,628	3.0%
Gross consumer loans receivable	**4,393,353**	**100.0%**	3,430,276	100.0%

Financial Revenue and Net Financial Income

Financial revenue, a non-IFRS measure, is generated by both the easyfinancial and easyhome reportable segments. Financial revenue includes interest and various other ancillary fees generated by the Company's gross consumer loans receivable. Financial revenue is calculated as total Company revenue less leasing revenue from the easyhome reportable segment.

Net financial income is a non-IFRS measure that details the profitability of the Company's gross consumer loans receivable before costs to originate or administer. Net financial income is calculated by deducting interest expense, amortization of deferred financing charges and bad debt expense from financial revenue. Net financial income is impacted by the size of gross consumer loans receivable, portfolio yield, amount and cost of the Company's debt, the Company's leverage ratio and bad debt expense incurred in the period. The Company uses net financial income, among other measures, to assess the operating performance of its loan portfolio. Non-IFRS measures are not determined in accordance with IFRS, do not have standardized meanings and may not be comparable to similar financial measures presented by other companies.

	Three Months Ended		**Nine Months Ended**	
($ in 000's)	**September 30, 2024**	**September 30, 2023**	**September 30, 2024**	**September 30, 2023**
Total Company revenue	**383,195**	321,732	**1,118,104**	911,957
Less: Leasing revenue	**(24,860)**	(25,925)	**(76,517)**	(79,689)
Financial revenue	**358,335**	295,807	**1,041,587**	832,268
Less: Finance costs	**(47,850)**	(40,875)	**(153,847)**	(112,754)
Add: Interest expense on lease liabilities	**908**	955	**2,723**	2,871
Less: Bad debt expense	**(121,092)**	(89,539)	**(338,786)**	(250,069)
Net financial income	**190,301**	166,348	**551,677**	472,316

Total Yield on Consumer Loans as a Percentage of Average Gross Consumer Loans Receivable

Total yield on consumer loans as a percentage of average gross consumer loans receivable is a non-IFRS ratio and is calculated as the financial revenue generated, including revenue generated on the sale of ancillary products, on the Company's gross consumer loans receivable, divided by the average of the month-end loan balances for the indicated period. For interim periods, the rate is annualized. The Company uses total yield on gross consumer loans as a percentage of average gross consumer loans receivable, among other measures, to assess the operating performance of its loan portfolio.

	Three Months Ended		**Nine Months Ended**	
($in 000's except percentages)	**September 30, 2024**	**September 30, 2023**	**September 30, 2024**	**September 30, 2023**
Total Company revenue	**383,195**	321,732	**1,118,104**	911,957
Less: Leasing revenue	**(24,860)**	(25,925)	**(76,517)**	(79,689)
Financial revenue	**358,335**	295,807	**1,041,587**	832,268
Multiplied by number of periods in a year	**X 4**	X 4	**X 4/3**	X 4/3
Divided by average gross consumer loans receivable	**4,314,520**	3,354,550	**4,044,904**	3,135,118
Total yield on consumer loans as a percentage of average gross consumer loans receivable (annualized)	**33.2%**	35.3%	**34.3%**	35.4%

Net Charge Offs

In addition to loan originations, gross consumer loans receivable is impacted by charge offs. Unsecured customer loan balances that are delinquent greater than 90 days and secured customer loan balances that are delinquent greater than 180 days are charged off. In addition, customer loan balances are charged off upon notification that the customer is insolvent, following a detailed review of the filing. Subsequent collections of previously charged off accounts are netted against gross charge offs during a period to arrive at net charge offs.

Average gross consumer loans receivable has been calculated based on the average of the month-end loan balances for the indicated period. This metric is a measure of the collection performance of gross consumer loans receivable. For interim periods, the rate is annualized.

	Three Months Ended		**Nine Months Ended**	
($in 000's except percentages)	**September 30, 2024**	**September 30, 2023**	**September 30, 2024**	**September 30, 2023**
Net charge offs against allowance	**99,359**	74,054	**279,746**	210,315
Multiplied by number of periods in a year	**X 4**	X 4	**X 4/3**	X 4/3
Divided by average gross consumer loans receivable	**4,314,520**	3,354,550	**4,044,904**	3,135,118
Net charge offs as a percentage of average gross consumer loans receivable (annualized)	**9.2%**	8.8%	**9.2%**	8.9%

The increase in net charge offs for the three and nine-month periods ended September 30, 2024, as an annualized percentage of average gross consumer loans receivable from the same period of 2023 was primarily due to relatively weaker macro-economic environment and the implementation of tighter collection measures partially moderated by an increase in the proportion of the consumer the loan portfolio secured by hard assets. The Company's net charge off rates for the three and nine-month periods ended September 30, 2024 were in line with the Company's targeted range for 2024 of 8.0% to 10.0%.

Allowance for Credit Losses

The allowance for expected credit losses is a provision that is reported on the Company's statement of financial position that is netted against gross consumer loans receivable to arrive at net consumer loans receivable. The allowance for expected credit losses provides for credit losses that are expected to transpire in future periods. Customer loans for which the Company has received a notification of bankruptcy, unsecured customer loan balances that are delinquent greater than 90 days and secured customer loan balances that are delinquent greater than 180 days are charged off against the allowance for loan losses.

	Three Months Ended		**Nine Months Ended**	
($in 000's except percentages)	**September 30, 2024**	**September 30, 2023**	**September 30, 2024**	**September 30, 2023**
Allowance for credit losses, beginning of period	**302,666**	237,310	**265,359**	213,041
Net charge offs against allowance	**(99,359)**	(74,054)	**(279,746)**	(210,315)
Bad debt expense	**121,092**	89,539	**338,786**	250,069
Allowance for credit losses, end of period	**324,399**	252,795	**324,399**	252,795
Allowance for credit losses as a percentage of the ending gross consumer loans receivable	**7.38%**	7.37%	**7.38%**	7.37%

IFRS 9 requires that Forward Looking Indicators ("FLIs") be considered when determining the allowance for credit losses. Historically, the four key macroeconomic variables contributing to credit risk and losses within the Company's loan portfolio have been: unemployment rates, inflation rates, gross domestic product ("GDP") growth and the price of oil. Analysis performed by the Company determined that a forecasted increase in the rates of unemployment and inflation, a decrease in the expected future price of oil from current rates or a decrease in the rate of GDP growth has historically tended to increase charge offs. Conversely, a forecasted decrease in the rate of unemployment, rate of inflation, an increase in the expected future price of oil from the rates or an increase in the GDP growth rate has historically tended to decrease charge offs.

In calculating the allowance for credit losses, internally developed models were used, which factor in credit risk related parameters including probability of default, exposure at default, loss given default and other relevant risk factors. As part of the process, the Company employed five distinct forecast scenarios, derived from FLI forecasts produced by Moody's Analytics, which include neutral, moderately optimistic, extremely optimistic, moderately pessimistic and extremely pessimistic scenarios. These scenarios use a combination of four interrelated macroeconomic variables, being unemployment rates, GDP, inflation rates and oil prices, to determine a probability weighted allowance. Management judgment is then applied to the recommended probability weightings to these scenarios to determine a probability weighted allowance for credit losses.

The following table shows the key macroeconomic variables used in the determination of the probability weighted allowance during the forecast periods as at September 30, 2024 and 2023, respectively.

12-Month Forward-Looking Macroeconomic Variables (Average annual)	**Forecast Scenarios**				
	Neutral	**Moderately Optimistic**	**Extremely Optimistic**	**Moderately Pessimistic**	**Extremely Pessimistic**
September 30, 2024					
Unemployment rate[1]	**6.57%**	**6.35%**	**6.10%**	**7.89%**	**8.29%**
GDP growth rate[2]	**2.15%**	**2.91%**	**3.72%**	**(0.42%)**	**(1.38%)**
Inflation growth rate[3]	**2.10%**	**2.39%**	**2.58%**	**1.89%**	**1.65%**
Oil prices[4]	**$77.00**	**$81.63**	**$83.59**	**$61.42**	**$52.15**
September 30, 2023					
Unemployment rate[1]	5.92%	5.13%	4.44%	8.15%	9.57%
GDP growth rate[2]	1.03%	2.07%	2.86%	(1.03%)	(2.23%)
Inflation growth rate[3]	2.50%	2.52%	2.55%	2.50%	2.33%
Oil prices[4]	$83.15	$85.70	$87.81	$66.67	$56.79

[1] An average of the projected monthly unemployment rates over the next 12-month forecast period.
[2] A projected year-over-year GDP growth rate.
[3] A projected year-over-year inflation growth rate.
[4] An average of the projected monthly oil prices over the next 12-month forecast period.

The assignment of the probability weighting for the various scenarios using these variables involves management judgment through a robust internal review and analysis to arrive at a collective view on the likelihood of each scenario taking into account current economic conditions and the implications for near-term macroeconomic performance. If management were to assign 100% probability to the extremely pessimistic scenario forecast, the allowance for credit losses would have been $355.8 million, $31.4 million or 9.7% higher than the reported allowance for credit losses as at September 30, 2024 (September 30, 2023 – $284.2 million, $31.4 million or 12.4% higher than the reported allowance for credit losses). The sensitivity above does not consider the migration of exposure and/or changes in credit risk that would have occurred in the loan portfolio due to risk mitigation actions or other factors.

Aging of Gross Consumer Loans Receivable

An aging analysis of gross consumer loans receivable at the end of the periods is as follows:

	September 30, 2024		**September 30, 2023**	
($ in 000's except percentages)	**$**	**% of total**	**$**	**% of total**
Current	**4,068,598**	**92.6%**	3,253,687	94.9%
Days past due				
1 – 30 days	**110,348**	**2.5%**	107,577	3.1%
31 – 44 days	**34,796**	**0.8%**	21,050	0.6%
45 – 60 days	**37,803**	**0.9%**	13,351	0.4%
61 – 90 days	**47,334**	**1.1%**	21,036	0.6%
91 – 120 days	**32,290**	**0.7%**	6,335	0.2%
121 – 150 days	**31,066**	**0.7%**	4,868	0.1%
151 – 180 days	**31,118**	**0.7%**	2,372	0.1%
	324,755	**7.4%**	176,589	5.1%
Gross consumer loans receivable	**4,393,353**	**100.0%**	3,430,276	100.0%

The aging analysis between different fiscal periods may not be comparable depending upon the day of the week on which the fiscal period ends considering not all loans are on a monthly repayment cycle.

The Company previously disclosed an aging analysis of gross consumer loans receivable as of the last Saturday of the periods, as this was a relevant measurement when the Company's consumer loan portfolio was predominantly comprised of unsecured personal loans paying on a bi-weekly basis. However, as the Company has evolved and diversified, this aging analysis has become less relevant, as the composition of the Company's consumer loan portfolio between payment frequency and longer term secured loan volume has increased. As such, the Company no longer monitors this measure and considers it a key indicator of performance.

Gross consumer loans that are past due have decreased from the second quarter of 2024, however, they remain elevated relative to the same period of 2023, primarily due to: i) continued shift in our product mix toward lower secured loans, which have a longer period to charge off, at six months post initial delinquency, compared to unsecured loans, where loans are charged off three months after the initial delinquency; ii) the maturation of the secured consumer loan portfolio, as the average age from origination of the loans nears the peak period of potential default, and iii) the implementation of tighter collection practices in response to a relatively weaker macro-economic environment, which resulted in moderating early stage delinquencies but increasing delinquencies in later stages, primarily on secured loans that require longer time to recover the hard assets pledged as collateral against these loans.

Gross Consumer Loans Receivable by Geography

As at September 30, 2024 and 2023, the Company's gross consumer loans receivable was allocated among the following geographic regions:

	September 30, 2024		September 30, 2023	
($ in 000's except percentages)	**$**	**% of total**	**$**	**% of total**
Newfoundland & Labrador	**114,484**	**2.6%**	94,489	2.8%
Nova Scotia	**204,127**	**4.6%**	163,783	4.8%
Prince Edward Island	**23,219**	**0.5%**	21,022	0.6%
New Brunswick	**170,399**	**3.9%**	142,664	4.2%
Quebec	**541,643**	**12.3%**	422,543	12.3%
Ontario	**1,715,768**	**39.1%**	1,312,936	38.3%
Manitoba	**182,413**	**4.2%**	140,682	4.1%
Saskatchewan	**186,138**	**4.2%**	155,728	4.5%
Alberta	**766,485**	**17.4%**	593,177	17.3%
British Columbia	**453,909**	**10.3%**	354,529	10.3%
Territories	**34,768**	**0.9%**	28,723	0.8%
Gross consumer loans receivable	**4,393,353**	**100.0%**	3,430,276	100.0%

Gross Consumer Loans Receivable by Loan Type

As at September 30, 2024 and 2023, the allocation of the Company's gross consumer loans receivable based on loan type is as follows:

	September 30, 2024		September 30, 2023	
($ in 000's except percentages)	**$**	**% of total**	**$**	**% of total**
Unsecured instalment loans	**2,417,966**	**55.0%**	2,008,661	58.6%
Secured instalment loans[1]	**1,975,387**	**45.0%**	1,421,615	41.4%
Gross consumer loans receivable	**4,393,353**	**100.0%**	3,430,276	100.0%

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

The Company continued to experience strong organic growth on its secured loan products such as home equity loans, automotive financing, and point-of-sale financing in powersports.

Leasing Portfolio Analysis

Potential Monthly Leasing Revenue

Potential monthly leasing revenue is a supplementary financial measure. The Company measures its leasing portfolio and the performance of its easyhome business through potential monthly leasing revenue. Potential monthly leasing revenue reflects the lease revenue that the Company's portfolio of leased merchandise would generate in a month providing it collected all lease payments contractually due in that period, but excludes revenue generated by certain ancillary products. Potential monthly leasing revenue is an important indicator of the future revenue generating potential of the Company's lease portfolio. Potential monthly leasing revenue is calculated as the number of lease agreements outstanding, multiplied by the average required monthly lease payment per agreement.

Potential monthly leasing revenue is calculated as follows:

	September 30, 2024	**September 30, 2023**
Total number of lease agreements	**65,234**	68,987
Multiplied by the average required monthly lease payment per agreement	**107.13**	107.43
Potential monthly leasing revenue ($ in 000's)	**6,989**	7,411

Changes in potential monthly leasing revenue during the periods was as follows:

	Three Months Ended		Nine Months Ended	
($in 000’s)	**September 30, 2024**	**September 30, 2023**	**September 30, 2024**	**September 30, 2023**
Opening potential monthly leasing revenue	**7,254**	7,558	**7,654**	7,868
Decrease due to store closures or sales during the period	**(12)**	(69)	**(32)**	(158)
Decrease due to ongoing operations	**(253)**	(78)	**(633)**	(299)
Net change	**(265)**	(147)	**(665)**	(457)
Ending potential monthly leasing revenue	**6,989**	7,411	**6,989**	7,411

Potential Monthly Leasing Revenue by Product Category

At the end of the periods, the Company’s leasing portfolio, as measured by potential monthly leasing revenue was allocated among the following product categories:

	September 30, 2024		September 30, 2023	
($ in 000’s except percentages)	**$**	**% of total**	**$**	**% of total**
Furniture	**3,005**	**43.0%**	3,153	42.6%
Electronics	**2,199**	**31.5%**	2,367	31.9%
Appliances	**1,082**	**15.5%**	1,110	15.0%
Computers	**703**	**10.0%**	781	10.5%
Potential monthly leasing revenue	**6,989**	**100.0%**	7,411	100.0%

Potential Monthly Leasing Revenue by Geography

As at September 30, 2024 and 2023, the Company's leasing portfolio as measured by potential monthly leasing revenue, was allocated among the following geographic regions:

	September 30, 2024		September 30, 2023	
($ in 000's except percentages)	**$**	**% of total**	**$**	**% of total**
Newfoundland & Labrador	**641**	**9.2%**	647	8.7%
Nova Scotia	**712**	**10.2%**	732	9.9%
Prince Edward Island	**120**	**1.7%**	125	1.7%
New Brunswick	**606**	**8.7%**	617	8.3%
Quebec	**508**	**7.3%**	546	7.4%
Ontario	**2,157**	**30.9%**	2,270	30.6%
Manitoba	**262**	**3.7%**	241	3.3%
Saskatchewan	**296**	**4.2%**	321	4.3%
Alberta	**1,070**	**15.3%**	1,167	15.7%
British Columbia	**617**	**8.8%**	745	10.1%
Potential monthly leasing revenue	**6,989**	**100.0%**	7,411	100.0%

Leasing Charge Offs as a Percentage of Leasing Revenue

The Company's leasing charge offs as a percentage of leasing revenue is a non-IFRS ratio. When easyhome enters into a leasing transaction with a customer, a sale is not recorded as the Company retains ownership of the related asset under the lease. Instead, the Company recognizes its leasing revenue over the term of the lease as payments are received from the customer. Periodically, the lease agreement is terminated by the customer or by the Company prior to the anticipated end date of the lease and the assets are returned by the customer to the Company. In some instances, the Company is unable to regain possession of the assets which are then charged off. Net charge offs (charge offs less subsequent recoveries of previously charged off assets) are included in the depreciation of lease assets expense for financial reporting purposes. easyhome leasing revenue is a non-IFRS measure and is calculated as total Company revenue less financial revenue. The Company uses leasing charge offs as a percentage of leasing revenue, among other measures, to assess the operating performance of its leasing portfolio. Non-IFRS ratios are not determined in accordance with IFRS, do not have standardized meanings and may not be comparable to similar financial measures presented by other companies.

	Three Months Ended		Nine Months Ended	
($in 000's except percentages)	**September 30, 2024**	**September 30, 2023**	**September 30, 2024**	**September 30, 2023**
Depreciation of lease assets	**7,538**	8,415	**21,860**	25,328
Less: Lease asset depreciation excluding net charge offs	**(6,619)**	(7,399)	**(19,265)**	(22,682)
Net charge offs	**919**	1,016	**2,595**	2,646
Total Company revenue	**383,195**	321,732	**1,118,104**	911,957
Less: Financial revenue	**(358,335)**	(295,807)	**(1,041,587)**	(832,268)
Leasing revenue	**24,860**	25,925	**76,517**	79,689
Net charge offs as a percentage of leasing revenue	**3.7%**	3.9%	**3.4%**	3.3%

Key Performance Indicators and Non-IFRS Measures

In addition to the reported financial results under IFRS and the metrics described in the Portfolio Analysis section of this MD&A, the Company also measures the success of its strategy using a number of key performance indicators as described in more detail below. Several of these key performance indicators are not measurements in accordance with IFRS and should not be considered as an alternative to net income or any other measure of performance under IFRS.

The discussion in this section refers to certain financial measures that are not determined in accordance with IFRS. Although these measures do not have standardized meanings and may not be comparable to similar measures presented by other companies, these measures are defined herein or can be determined by reference to the Company's consolidated financial statements. The Company discusses these measures because it believes that they facilitate the understanding of the results of its operations and financial position.

Several non-IFRS measures that are used throughout this discussion are defined as follows:

Adjusted Net Income and Adjusted Diluted Earnings Per Share

At various times, net income and diluted earnings per share may be affected by adjusting items that have occurred in the period and impact the comparability of these measures with other periods. Adjusting items include items that are outside of normal business activities and are significant in amount and scope, which management believes are not reflective of underlying business performance. Adjusted net income and adjusted diluted earnings per share are non-IFRS measures. The Company defines: i) adjusted net income as net income excluding such adjusting items, and ii) adjusted diluted earnings per share as diluted earnings per share excluding such adjusting items. The Company believes that adjusted net income and adjusted diluted earnings per share are important measures of the profitability of operations.

Items used to calculate adjusted net income and adjusted diluted earnings per share for the three and nine-month periods ended September 30, 2024 and 2023 include those indicated in the chart below:

($ in 000's except earnings per share)	Three Months Ended September 30, 2024	Three Months Ended September 30, 2023	Nine Months Ended September 30, 2024	Nine Months Ended September 30, 2023
Net income as stated	**84,940**	66,310	**209,285**	173,296
Impact of adjusting items				
Other operating expenses				
Advisory costs[1]	**11**	**-**	**4,941**	-
Integration costs[2]	**91**	166	**405**	477
Contract exit fee[4]	**-**	-	**-**	934
Depreciation and amortization				
Amortization of acquired intangible assets[3]	**3,275**	3,275	**9,825**	9,825
Other loss (income)[5]	**(4,165)**	(4,148)	**2,973**	(8,461)
Finance costs				
Fair value change on prepayment options related to Notes Payable[7]	**(11,819)**	-	**(13,977)**	-
Total pre-tax impact of adjusting items	**(12,607)**	(707)	**4,167**	2,775
Income tax impact of above adjusting items	**2,790**	(362)	**(709)**	(1,857)
After-tax impact of adjusting items	**(9,817)**	(1,069)	**3,458**	918
Adjusted net income	**75,123**	65,241	**212,743**	174,214
Weighted average number of diluted shares outstanding	**17,401**	17,144	**17,351**	17,090
Diluted earnings per share as stated	**4.88**	3.87	**12.06**	10.14
Per share impact of adjusting items	**(0.56)**	(0.06)	**0.20**	0.05
Adjusted diluted earnings per share	**4.32**	3.81	**12.26**	10.19

Adjusting items related to the advisory costs

[1] Advisory costs for the three and nine-month periods ended September 30, 2024 were related to non-recurring advisory, consulting and legal costs.

Adjusting items related to the LendCare acquisition

[2] Integration costs related to representation and warranty insurance costs, and other integration costs related to the acquisition of LendCare.

[3] Amortization of the $131 million intangible asset related to the acquisition of LendCare with an estimated useful life of ten years.

Adjusting items related to a contract exit fee

[4] In the first quarter of 2023, the Company settled its dispute with the third-party technology provider that was contracted in 2020 to develop a new loan management system.

Adjusting item related to other income (loss)

[5] For the three and nine-month periods ended September 30, 2024 and 2023, net investment income (losses) were mainly due to fair value changes in the Company's investments.

Adjusting item related to prepayment options embedded in the Notes Payable

[6] For the three and nine-month periods ended September 30, 2024, the Company recognized a fair value change on the prepayment options related to Notes Payable.

Adjusted Net Income as a Percentage of Revenue

Adjusted net income as a percentage of revenue is a non-IFRS ratio. The Company believes that adjusted net income as a percentage of revenue is an important measure of the profitability of the Company's operations.

($ in 000's except percentages)	Three Months Ended September 30, 2024	 September 30, 2024 (adjusted)	 September 30, 2023	 September 30, 2023 (adjusted)
Net income as stated	**84,940**	**84,940**	66,310	66,310
After-tax impact of adjusting items[1]	**-**	**(9,817)**	-	(1,069)
Adjusted net income	**84,940**	**75,123**	66,310	65,241
Divided by revenue	**383,195**	**383,195**	321,732	321,732
Net income as a percentage of revenue	**22.2%**	**19.6%**	20.6%	20.3%

[1] For explanation of adjusting items, refer to the corresponding "Adjusted Net Income and Adjusted Diluted Earnings Per Share" section.

($ in 000's except percentages)	Nine Months Ended September 30, 2024	 September 30, 2024 (adjusted)	 September 30, 2023	 September 30, 2023 (adjusted)
Net income as stated	**209,285**	**209,285**	173,296	173,296
After-tax impact of adjusting items[1]	**-**	**3,458**	-	918
Adjusted net income	**209,285**	**212,743**	173,296	174,214
Divided by revenue	**1,118,104**	**1,118,104**	911,957	911,957
Net income as a percentage of revenue	**18.7%**	**19.0%**	19.0%	19.1%

[1] For explanation of adjusting items, refer to the corresponding "Adjusted Net Income and Adjusted Diluted Earnings Per Share" section.

Adjusted Other Operating Expenses and Efficiency Ratio

Adjusted other operating expenses is a non-IFRS measure. The Company defines adjusted other operating expenses as other operating expenses including depreciation of lease assets but excluding other operating expenses that are outside of normal business activities and are significant in amount and scope. Efficiency ratio is a non-IFRS ratio. The Company defines efficiency ratio as adjusted other operating expenses divided by total revenue. The Company believes efficiency ratio is an important measure of the profitability of the Company's operations.

	Three Months Ended		Nine Months Ended	
($ in 000's except earnings per share)	**September 30, 2024**	**September 30, 2023**	**September 30, 2024**	**September 30, 2023**
Other operating expenses as stated	**81,204**	83,895	**271,618**	257,847
Impact of adjusting items[1]				
Other operating expenses				
Integration costs	**(91)**	-	**(405)**	-
Advisory costs	**(11)**	(166)	**(4,941)**	(477)
Contract exit fee	**-**	-	**-**	(934)
Depreciation and amortization				
Depreciation of lease assets	**7,538**	8,415	**21,860**	25,328
Total impact of adjusting items	**7,436**	8,249	**16,514**	23,917
Adjusted other operating expenses	**88,640**	92,144	**288,132**	281,764
Total revenue	**383,195**	321,732	**1,118,104**	911,957
Efficiency ratio	**23.1%**	28.6%	**25.8%**	30.9%

[1] For explanation of adjusting items, refer to the corresponding "Adjusted Net Income and Adjusted Diluted Earnings Per Share" section.

Adjusted Operating Margin

Adjusted operating margin is a non-IFRS ratio. The Company defines adjusted operating margin as adjusted operating income divided by revenue for the Company as a whole and for its reporting segments: easyfinancial and easyhome. The Company defines adjusted operating income as operating income excluding adjusting items. The Company believes adjusted operating margin is an important measure of the profitability of its operations, which in turn assists it in assessing the Company's ability to generate cash to pay interest on its debt and to pay dividends.

	Three Months Ended			
($ in 000's except percentages)	**September 30, 2024**	**September 30, 2024 (adjusted)**	**September 30, 2024**	**September 30, 2023 (adjusted)**
easyfinancial				
Operating income	**172,510**	**172,510**	140,125	140,125
Divided by revenue	**345,503**	**345,503**	283,622	283,622
easyfinancial operating margin	**49.9%**	**49.9%**	49.4%	49.4%
easyhome				
Operating income	**11,377**	**11,377**	9,229	9,229
Divided by revenue	**37,692**	**37,692**	38,110	38,110
easyhome operating margin	**30.2%**	**30.2%**	24.2%	24.2%
Total				
Operating income	**159,681**	**159,681**	126,563	126,563
Other operating expenses[1]				
Advisory costs	**-**	**11**	-	-
Integration costs	**-**	**91**	-	166
Depreciation and amortization[1]				
Amortization of acquired intangible assets	**-**	**3,275**	-	3,275
Adjusted operating income	**159,681**	**163,058**	126,563	130,004
Divided by revenue	**383,195**	**383,195**	321,732	321,732
Total operating margin	**41.7%**	**42.6%**	39.3%	40.4%

[1] For explanation of adjusting items, refer to the corresponding "Adjusted Net Income and Adjusted Diluted Earnings Per Share" section.

	Nine Months Ended			
($ in 000's except percentages)	**September 30, 2024**	**September 30, 2024 (adjusted)**	**September 30, 2023**	**September 30, 2023 (adjusted)**
easyfinancial				
Operating income	**492,221**	**492,221**	384,274	384,274
Divided by revenue	**1,003,070**	**1,003,070**	797,352	797,352
easyfinancial operating margin	**49.1%**	**49.1%**	48.2%	48.2%
easyhome				
Operating income	**34,585**	**34,585**	27,536	27,536
Divided by revenue	**115,034**	**115,034**	114,605	114,605
easyhome operating margin	**30.1%**	**30.1%**	24.0%	24.0%
Total				
Operating income	**444,602**	**444,602**	339,281	339,281
Other operating expenses[1]				
Advisory costs	**-**	**4,941**	-	-
Integration costs	**-**	**405**	-	477
Contract exit fee	**-**	**-**	-	934
Depreciation and amortization[1]				
Amortization of acquired intangible assets	**-**	**9,825**	-	9,825
Adjusted operating income	**444,602**	**459,773**	339,281	350,517
Divided by revenue	**1,118,104**	**1,118,104**	911,957	911,957
Total operating margin	**39.8%**	**41.1%**	37.2%	38.4%

[1] For explanation of adjusting items, refer to the corresponding "Adjusted Net Income and Adjusted Diluted Earnings Per Share" section.

Earnings before Interest, Taxes, Depreciation and Amortization (“EBITDA”) and EBITDA Margin

EBITDA is a non-IFRS measure and EBITDA margin is a non-IFRS ratio. The Company defines EBITDA as earnings before interest, taxes, depreciation and amortization, excluding depreciation of lease assets. EBITDA margin is calculated as EBITDA divided by revenue. The Company uses EBITDA and EBITDA margin, among other measures, to assess the operating performance of its ongoing businesses.

	Three Months Ended		Nine Months Ended	
($in 000’s except percentages)	**September 30, 2024**	**September 30, 2023**	**September 30, 2024**	**September 30, 2023**
Net income as stated	**84,940**	66,310	**209,285**	173,296
Finance cost	**47,850**	40,875	**153,847**	112,754
Income tax expense	**31,056**	23,526	**78,497**	61,692
Depreciation and amortization	**21,218**	21,735	**63,098**	64,760
Depreciation of lease assets	**(7,538)**	(8,415)	**(21,860)**	(25,328)
EBITDA	**177,526**	144,031	**482,867**	387,174
Divided by revenue	**383,195**	321,732	**1,118,104**	911,957
EBITDA margin	**46.3%**	44.8%	**43.2%**	42.5%

Free Cash Flows from Operations before Net Growth in Gross Consumer Loans Receivable

Free cash flows from operations before net growth in gross consumer loans receivable is a non-IFRS measure. The Company defines free cash flows from operations before net growth in gross consumer loans receivable as cash provided by (used in) operating activities, adjusted for the costs of investments made to grow gross consumer loans receivable. The Company believes free cash flows from operations before net growth in gross consumer loans receivable is an important performance indicator to assess the cash generating ability of its existing loan portfolio.

	Three Months Ended		Nine Months Ended	
	September 30, 2024	**September 30, 2023**	**September 30, 2024**	**September 30, 2023**
Cash used in operating activities	**(129,134)**	(96,488)	**(451,861)**	(343,433)
Net growth in gross consumer loans receivable during the period	**255,198**	230,063	**748,151**	635,582
Free cash flows from operations before net growth in gross consumer loans receivable	**126,064**	133,575	**296,290**	292,149

Adjusted Return on Receivables

Adjusted return on receivables is a non-IFRS ratio. The Company defines adjusted return on receivable as annualized adjusted net income divided by average gross consumer loans receivable for the period. The Company believes adjusted return on receivables is an important measure of how gross consumer loans receivable are utilized in the business.

	Three Months Ended			
($in 000's except percentages)	**September 30, 2024**	**September 30, 2024 (adjusted)**	**September 30, 2023**	**September 30, 2023 (adjusted)**
Net income as stated	**84,940**	**84,940**	66,310	66,310
After-tax impact of adjusting items[1]	**-**	**(9,817)**	-	(1,069)
Adjusted net income	**84,940**	**75,123**	66,310	65,241
Multiplied by number of periods in a year	**X 4**	**X 4**	X 4	X 4
Divided by average gross consumer loans receivable	**4,314,520**	**4,314,520**	3,354,550	3,354,550
Return on receivables	**7.9%**	**7.0%**	7.9%	7.8%

[1] For explanation of adjusting items, refer to the corresponding "Adjusted Net Income and Adjusted Diluted Earnings Per Share" section.

	Nine Months Ended			
($in 000's except percentages)	**September 30, 2024**	**September 30, 2024 (adjusted)**	**September 30, 2023**	**September 30, 2023 (adjusted)**
Net income as stated	**209,285**	**209,285**	173,296	173,296
After-tax impact of adjusting items[1]	**-**	**3,458**	-	918
Adjusted net income	**209,285**	**212,743**	173,296	174,214
Multiplied by number of periods in a year	**X 4/3**	**X 4/3**	X 4/3	X 4/3
Divided by average gross consumer loans receivable	**4,044,904**	**4,044,904**	3,135,118	3,135,118
Return on receivables	**6.9%**	**7.0%**	7.4%	7.4%

[1] For explanation of adjusting items, refer to the corresponding "Adjusted Net Income and Adjusted Diluted Earnings Per Share" section.

Adjusted Return on Assets

Adjusted return on assets is a non-IFRS ratio. The Company defines adjusted return on assets as annualized adjusted net income divided by average total assets for the period. The Company believes adjusted return on assets is an important measure of how total assets are utilized in the business.

	Three Months Ended			
($in 000's except percentages)	**September 30, 2024**	**September 30, 2024 (adjusted)**	**September 30, 2023**	**September 30, 2023 (adjusted)**
Net income as stated	**84,940**	**84,940**	66,310	66,310
After-tax impact of adjusting items[1]	**-**	**(9,817)**	-	(1,069)
Adjusted net income	**84,940**	**75,123**	66,310	65,241
Multiplied by number of periods in a year	**X 4**	**X 4**	X 4	X 4
Divided by average total assets for the period	**4,758,955**	**4,758,955**	3,808,271	3,808,271
Return on assets	**7.1%**	**6.3%**	7.0%	6.9%

[1] For explanation of adjusting items, refer to the corresponding "Adjusted Net Income and Adjusted Diluted Earnings Per Share" section.

	Nine Months Ended			
($in 000's except percentages)	**September 30, 2024**	**September 30, 2024 (adjusted)**	**September 30, 2023**	**September 30, 2023 (adjusted)**
Net income as stated	**209,285**	**209,285**	173,296	173,296
After-tax impact of adjusting items[1]	**-**	**3,458**	-	918
Adjusted net income	**209,285**	**212,743**	173,296	174,214
Multiplied by number of periods in a year	**X 4/3**	**X 4/3**	X 4/3	X 4/3
Divided by average total assets for the period	**4,524,526**	**4,524,526**	3,603,372	3,603,372
Return on assets	**6.2%**	**6.3%**	6.4%	6.4%

[1] For explanation of adjusting items, refer to the corresponding "Adjusted Net Income and Adjusted Diluted Earnings Per Share" section.

Adjusted Return on Equity

Adjusted return on equity is a non-IFRS ratio. The Company defines adjusted return on equity as annualized adjusted net income in the period, divided by average shareholders' equity for the period. The Company believes adjusted return on equity is an important measure of how shareholders' invested capital is utilized in the business.

($in 000's except percentages)	Three Months Ended September 30, 2024	September 30, 2024 (adjusted)	September 30, 2023	September 30, 2023 (adjusted)
Net income as stated	**84,940**	**84,940**	66,310	66,310
After-tax impact of adjusting items[1]	**-**	**(9,817)**	-	(1,069)
Adjusted net income	**84,940**	**75,123**	66,310	65,241
Multiplied by number of periods in a year	**X 4**	**X 4**	X 4	X 4
Divided by average shareholders' equity for the period	**1,168,802**	**1,168,802**	982,871	982,871
Return on equity	**29.1%**	**25.7%**	27.0%	26.6%

[1] For explanation of adjusting items, refer to the corresponding "Adjusted Net Income and Adjusted Diluted Earnings Per Share" section.

($in 000's except percentages)	Nine Months Ended September 30, 2024	September 30, 2024 (adjusted)	September 30, 2023	September 30, 2023 (adjusted)
Net income as stated	**209,285**	**209,285**	173,296	173,296
After-tax impact of adjusting items[1]	**-**	**3,458**	-	918
Adjusted net income	**209,285**	**212,743**	173,296	174,214
Multiplied by number of periods in a year	**X 4/3**	**X 4/3**	X 4/3	X 4/3
Divided by average shareholders' equity for the period	**1,123,732**	**1,123,732**	934,383	934,383
Return on equity	**24.8%**	**25.2%**	24.7%	24.9%

[1] For explanation of adjusting items, refer to the corresponding "Adjusted Net Income and Adjusted Diluted Earnings Per Share" section.

Reported and Adjusted Return on Tangible Common Equity

Reported and adjusted return on tangible common equity are non-IFRS ratios. The Company defines return on tangible common equity as annualized net income, adjusted for the after-tax amortization of acquisition-related intangible assets, which are treated as adjusting items, as a percentage of average tangible common equity for the period. Tangible common equity is calculated as shareholders' equity for the period, less goodwill and acquisition-related intangible assets, net of related deferred tax liabilities. Adjusted return on tangible common equity is calculated using annualized adjusted net income in the period, divided by average tangible common equity for the period. The Company believes adjusted return on tangible common equity is an important measure of how shareholders' invested tangible capital is utilized in the business.

($ in 000's except percentages)	Three Months Ended September 30, 2024	September 30, 2024 (adjusted)	September 30, 2023	September 30, 2023 (adjusted)
Net income as stated	**84,940**	**84,940**	66,310	66,310
Amortization of acquired intangible assets	**3,275**	**3,275**	3,275	3,275
Income tax impact of the above item	**(868)**	**(868)**	(868)	(868)
Net income before amortization of acquired intangible assets, net of income tax	**87,347**	**87,347**	68,717	68,717
Impact of adjusting items[1]				
Other operating expenses				
Advisory costs	**-**	**11**	-	-
Integration costs	**-**	**91**	-	166
Other income	**-**	**(4,165)**	-	(4,148)
Finance costs				
Fair value change on prepayment options related to Notes Payable	**-**	**(11,819)**	-	-
Total pre-tax impact of adjusting items	**-**	**(15,882)**	-	(3,982)
Income tax impact of above adjusting items	**-**	**3,658**	-	506
After-tax impact of adjusting items	**-**	**(12,224)**	-	(3,476)
Adjusted net income	**87,347**	**75,123**	68,717	65,241
Multiplied by number of periods in a year	**X 4**	**X 4**	X 4	X 4
Average shareholders' equity	**1,168,802**	**1,168,802**	982,871	982,871
Average goodwill	**(180,923)**	**(180,923)**	(180,923)	(180,923)
Average acquired intangible assets[2]	**(87,879)**	**(87,879)**	(100,979)	(100,979)
Average related deferred tax liabilities	**23,288**	**23,288**	26,759	26,759
Divided by average tangible common equity	**923,288**	**923,288**	727,728	727,728
Return on tangible common equity	**37.8%**	**32.5%**	37.8%	35.9%

[1] For explanation of adjusting items, refer to the corresponding "Adjusted Net Income and Adjusted Diluted Earnings Per Share" section.
[2] Excludes intangible assets relating to software.

($ in 000's except percentages)	September 30, 2024	September 30, 2024 (adjusted)	September 30, 2023	September 30, 2023 (adjusted)
	Nine Months Ended			
Net income as stated	**209,285**	**209,285**	173,296	173,296
Amortization of acquired intangible assets	**9,825**	**9,825**	9,825	9,825
Income tax impact of the above item	**(2,604)**	**(2,604)**	(2,604)	(2,604)
Net income before amortization of acquired intangible assets, net of income tax	**216,506**	**216,506**	180,517	180,517
Impact of adjusting items[1]				
Other operating expenses				
Advisory costs	**-**	**4,941**	-	-
Integration costs	**-**	**405**	-	477
Contract exit fee	**-**	**-**	-	934
Other loss (income)	**-**	**2,973**	-	(8,461)
Finance costs				
Fair value change on prepayment options related to Notes Payable	**-**	**(13,977)**	-	-
Total pre-tax impact of adjusting items	**-**	**(5,658)**	-	(7,050)
Income tax impact of above adjusting items	**-**	**1,895**	-	747
After-tax impact of adjusting items	**-**	**(3,763)**	-	(6,303)
Adjusted net income	**216,506**	**212,743**	180,517	174,214
Multiplied by number of periods in a year	**X 4/3**	**X 4/3**	X 4/3	X 4/3
Average shareholders' equity	**1,123,732**	**1,123,732**	934,383	934,383
Average goodwill	**(180,923)**	**(180,923)**	(180,923)	(180,923)
Average acquired intangible assets[2]	**(91,154)**	**(91,154)**	(104,254)	(104,254)
Average related deferred tax liabilities	**24,156**	**24,156**	27,627	27,627
Divided by average tangible common equity	**875,811**	**875,811**	676,833	676,833
Return on tangible common equity	**33.0%**	**32.4%**	35.6%	34.3%

[1] For explanation of adjusting items, refer to the corresponding "Adjusted Net Income and Adjusted Diluted Earnings Per Share" section.
[2] Excludes intangible assets relating to software.

Financial Condition

The following table provides a summary of certain information with respect to the Company's capitalization and financial position as at September 30, 2024 and 2023.

($ in 000's, except for ratios)	September 30, 2024	September 30, 2023
Consumer loans receivable, net	**4,179,169**	3,236,211
Cash	**151,056**	84,062
Accounts receivable	**39,458**	27,474
Prepaid expenses	**12,031**	10,987
Investments	**58,491**	62,723
Lease assets	**41,312**	43,176
Derivative financial assets	**29,024**	63,532
Property and equipment, net	**33,516**	34,260
Right-of-use assets, net	**55,032**	63,915
Intangible assets, net	**112,308**	128,706
Goodwill	**180,923**	180,923
Total assets	**4,892,320**	3,935,969
Notes payable	**1,937,165**	1,174,229
Revolving securitization warehouse facilities	**1,246,660**	1,194,617
Secured borrowings	**136,151**	131,409
Revolving credit facility	**47,483**	176,700
External debt	**3,367,459**	2,676,955
Accounts payable and accrued liabilities	**78,227**	67,542
Income taxes payable	**17,060**	16,599
Dividends payable	**19,658**	15,906
Unearned revenue	**25,516**	28,214
Accrued interest	**52,556**	25,207
Deferred tax liabilities, net	**16,290**	20,307
Lease liabilities	**63,225**	72,799
Derivative financial liabilities	**59,588**	-
Total liabilities	**3,699,579**	2,923,529
Shareholders' equity	**1,192,741**	1,012,440
Total capitalization (external debt plus total shareholders' equity)	**4,560,200**	3,689,395
Capital management measures		
External debt to shareholders' equity[1]	**2.82**	2.64
Net debt to net capitalization[2]	**0.73**	0.72

[1] External debt to shareholders' equity is a capital management measure that the Company uses to assess the ability of its net assets to cover outstanding debts. It is calculated as external debt divided by shareholders' equity.

[2] Net debt to net capitalization is a leverage metric the Company uses to ensure it is operating within its target leverage range. 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.

Total assets were $4.89 billion as at September 30, 2024, an increase of $956.4 million or 24.3%, compared to September 30, 2023. The increase was related primarily to a $943.0 million increase in net consumer loans receivable driven by strong loan originations and a $67.0 million increase in cash, mainly driven by cash generated from operations and the cash proceeds from the issuance of 2029 Notes, net of the repayment of revolving credit facilities and dividends paid by the Company.

The $956.4 million of growth in total assets was primarily financed by: i) a $690.5 million increase in external debt mainly from the issuance of 2029 Notes, Additional 2029 Notes and Revolving Securitization Warehouse Facilities; and ii) a $180.3 million increase in total shareholders' equity, which was driven by the earnings generated by the Company, partially offset by dividends paid. While the Company has continued to pay a dividend to its shareholders, a large portion of the Company's earnings have been retained to fund growth of its consumer lending business.

Liquidity and Capital Resources

Cash Flow Review

The table below provides a summary of cash flow components for the three and nine-month periods ended September 30, 2024 and 2023.

($in 000's)	Three Months Ended September 30, 2024	Three Months Ended September 30, 2023	Nine Months Ended September 30, 2024	Nine Months Ended September 30, 2023
Cash provided by operating activities before net issuance of consumer loans receivable and purchase of lease assets	**260,145**	219,908	**636,438**	535,429
Net issuance of consumer loans receivable	**(382,317)**	(310,867)	**(1,070,367)**	(858,923)
Purchase of lease assets	**(6,962)**	(5,529)	**(17,932)**	(19,939)
Cash used in operating activities	**(129,134)**	(96,488)	**(451,861)**	(343,433)
Cash used in investing activities	**(3,870)**	(4,192)	**(10,704)**	(8,986)
Cash provided by financing activities	**148,142**	110,239	**469,044**	373,827
Net increase in cash for the period	**15,138**	9,559	**6,479**	21,408

The Company provides loans to non-prime borrowers. The Company obtains capital and funding which is treated as cash flows from financing activities and then advances funds to borrowers as loans which are treated as cash used in operating activities. When a borrower makes a loan payment, it generates cash flow from operating activities and income. As such when the Company is growing its portfolio of consumer loans it will tend to use cash in operating activities.

Cash Flow Analysis for the Three Months Ended September 30, 2024

Cash used in operating activities for the three-month period ended September 30, 2024 was $129.1 million, compared with $96.5 million in the same period of 2023. Included in cash used in operating activities for the three-month period ended September 30, 2024 were: i) a net issuance of consumer loans receivable of $382.3 million; and ii) the purchase of lease assets of $7.0 million. If the net issuance of consumer loans receivable and the purchase of lease assets were treated as cash flows from investing activities, the cash flows generated by operating activities would have been $260.1 million for the three-month period ended September 30, 2024, up from $219.9 million in the same period of 2023, mainly driven by higher earnings and higher non-cash expenses such as bad debts.

During the three-month period ended September 30, 2024, cash used in investing activities was $3.9 million, compared to $4.2 million in the same period of 2023, mainly due to lower purchases of property and equipment, partially offset by the proceeds on sale of investments in the prior period.

During the three-month period ended September 30, 2024, the Company generated $148.1 million in cash flow from financing activities, compared to $110.2 million in the same period of 2023. The increase was mainly from the issuance of the Additional 2029 Notes, partially offset by payment of net advances from the Company's revolving credit facilities and payment of dividends.

Cash Flow Analysis for the Nine Months Ended September 30, 2024

Cash used in operating activities during the nine-month period ended September 30, 2024 was $451.9 million, compared with $343.4 million in the same period of 2023. Included in cash used in operating activities for the nine-month period ended September 30, 2024 were: i) a net issuance of consumer loans receivable of $1.07 billion; and ii) the purchase of $17.9 million of lease assets. If the net issuance of consumer loans receivable and the purchase of lease assets were treated as cash flows from investing activities, the cash flows generated by operating activities would have been $636.4 million for the nine-month period ended September 30, 2024, up from $535.4 million in the same period of 2023. The increase was mainly driven by higher earnings and higher non-cash expenses such as bad debts, partially offset by unfavourable changes in working capital.

During the nine-month period ended September 30, 2024, the Company used $10.7 million in investing activities, compared to $9.0 million in the same period of 2023, mainly due to the proceeds on sale of investments in the prior period partially offset by the lower purchases of property and equipment.

During the nine-month period ended September 30, 2024, the Company generated $469.0 million in cash flow from financing activities, compared to $373.8 million in the same period of 2023. The increase was mainly from the issuance of the 2029 Notes and Additional 2029 Notes, partially offset by payment of net advances from the Company's revolving credit facilities and payment of dividends.

Capital and Funding Resources

goeasy funds its business through a combination of equity and debt instruments. goeasy's Common Shares are listed for trading on the TSX under the trading symbol "GSY". goeasy is rated BB- with a stable trend from S&P and Ba3 with a stable trend from Moody's.

On March 22, 2021, goeasy's Common Shares were added by Dow Jones to the S&P/TSX Composite Index. The Company's inclusion in the benchmark Canadian index reflects the value that has been created for the Company's shareholders over the years.

As at September 30, 2024, the Company's external debt consisted of Notes Payable with a net carrying value of $1.94 billion, $1.25 billion drawn against the Company's Revolving Securitization Warehouse Facilities, $51.0 million drawn against the Company's Revolving Credit Facility and $136.2 million drawn against the Company's Secured Borrowings.

Borrowings under the US$320.0 million senior unsecured notes payable ("2026 Notes") bore a US$ coupon rate of 4.375%. Through a cross-currency swap agreement arranged concurrently with the issuance of 2026 Notes, the Company hedged the risk of changes in the foreign exchange rate for payments of principal and interest, effectively hedging the obligation at a Canadian dollar interest rate of 4.818%. These 2026 Notes mature on May 1, 2026.

Borrowings under the US$550 million senior unsecured notes payable ("2028 Notes") bore a US$ coupon rate of 9.250%. Through a cross-currency swap agreement arranged concurrently with the issuance of 2028 Notes, the Company hedged the risk of changes in the foreign exchange rate for payments of principal and interest until December 1, 2027, effectively hedging the obligation at a Canadian dollar interest rate of 8.79%. These 2028 Notes mature on December 1, 2028.

Borrowings under the 2029 Notes bore a US$ coupon rate of 7.625%. Through a cross-currency swap agreement arranged concurrently with the issuance of the 2029 Notes, the Company hedged the risk of changes in the foreign exchange rate for payments of principal and interest until July 1, 2028, effectively hedging the obligation at a Canadian dollar interest rate of 7.195%. These 2029 Notes mature on July 1, 2029.

Borrowings under the Additional 2029 Notes bore a US$ coupon rate of 7.625%. Through a cross-currency swap agreement arranged concurrently with the issuance of the Additional 2029 Notes, the Company hedged the risk of changes in the foreign exchange rate for payments of principal and interest until July 1, 2028, effectively hedging the obligation at a Canadian dollar interest rate of 6.936%. The issuance of the Additional 2029 Notes was at a 101.875 premium to par resulting in an interest rate excluding the effect of financing charges of 6.38%.

The Company's Revolving Securitization Warehouse Facility I and Revolving Securitization Warehouse Facility II have maturity dates of October 31, 2025 and December 16, 2025, respectively. Borrowings on Revolving Securitization Warehouse Facility I bear interest at the rate of the daily compounded CORRA plus (a) a market standard CORRA spread adjustment of 29.547 bps, and (b) 195 bps; provided further that the interest rate shall not fall below 195 bps. Borrowings on Revolving Securitization Warehouse Facility II bear interest at the rate of the daily compounded CORRA plus (a) a market standard CORRA spread adjustment of 29.547 bps, and (b) 185 bps; provided further that the interest rate shall not fall below 185 bps. Concurrent with the establishment of the Revolving Securitization Warehouse Facilities, the Company entered into interest rate swap agreements as cash flow hedges to protect against the risk of changes in the variability of future interest rates by paying a fixed rate on each draw based on the weighted average life of the securitized loans and receiving a variable rate equivalent to the daily compounded CORRA plus a market standard CORRA spread adjustment of 29.547 bps.

Borrowings under the Company's Revolving Credit Facility bear interest at 225 bps plus either (i) the forward-looking Term CORRA for the applicable period plus a market standard CORRA spread adjustment of (a) 29.547 bps for a one month interest period, or (b) 32.138 bps for a three month interest period; or (ii) the daily compounded CORRA for the applicable period plus a market standard CORRA spread adjustment of 29.547 bps; provided further that the interest rate shall not fall below 225 bps.

The Company has the following Secured Borrowings with non-structured third parties:

- A $105 million securitization facility, which bears interest at the GOCB rate (with a floor rate of 0.95%) plus 395 bps. The loan sale agreement to sell loans into the facility expired on July 31, 2021. The balance of the loans that were sold into the facility will amortize down based on their contractual time to maturity.
- An $85 million securitization facility, which bears interest at the GOCB rate (with a floor rate of 0.25%) plus 325 bps. In addition to the securitization loan facility, there was a $6 million accumulation loan agreement, which advances 85% of the face value of consumer loans for up to a 90-day period, bearing interest at the Canadian Bankers' Acceptance rate ("BA") plus 400 bps. The loan sale agreement to sell loans into the facility expired on November 30, 2021. The balance of the loans that were sold into the facility will amortize down based on their contractual time to maturity.

  On April 30, 2023, the Company amended this securitization facility to provide for $150 million of incremental funding, bearing an interest equal to an interpolated GOCB rate plus an initial spread of 310 bps. The loan sale agreement to sell loans into the facility expired on April 30, 2024. The balance of the loans that were sold into the facility will amortize down based on their contractual time to maturity.

  On May 28, 2024, the Company further amended this securitization facility to provide for $125 million of incremental funding through the sale of consumer loans until May 31, 2025. The facility continues to bear an interest equal to an interpolated GOCB rate plus an initial spread of 310 bps.

The average blended coupon interest rate for the Company's debt as at September 30, 2024 was 6.7%, up from 5.9% as at September 30, 2023.

Including the cash position of $151.1 million, the Company's total liquidity as at September 30, 2024 was $1.38 billion.

Outstanding Shares and Dividends

As at November 7, 2024, there were 16,749,495 Common Shares, 347,546 Board deferred share units, 132,028 share options, 296,817 restricted share units, 120,764 Executive deferred share units and no warrants outstanding.

Normal Course Issuer Bid

On December 19, 2023, the Company announced the acceptance by the TSX of the Company's Notice of Intention to make a Normal Course Issuer Bid ("NCIB") (the "2023 NCIB"). Pursuant to the 2023 NCIB, the Company proposed to purchase, from time to time, up to an aggregate of 1,270,245 common shares being approximately 10% of goeasy's public float as of December 13, 2023. As at December 13, 2023, goeasy had 16,603,531 common shares issued and outstanding, and the average daily trading volume for the six months prior to November 30, 2023, was 29,210. Under 2023 NCIB, daily purchases will be limited to 7,302 common shares, representing 25% of the average daily trading volume, other than block purchase exemptions. The purchases were permitted to commence on December 21, 2023, and will terminate on December 20, 2024, or on such earlier date as the Company may complete its purchases pursuant to the 2023 NCIB. The 2023 NCIB will be conducted through facilities of the TSX or alternative trading systems, if eligible and will conform to their regulations. Purchases under the 2023 NCIB will be made by means of open market transaction or other such means as a security regulatory authority may permit, including pre-arranged crosses, exempt offers and private agreements under an issuer bid exemption order issued by a securities regulatory authority. The price that goeasy will pay for any Common Shares will be the market price of such shares at the time of acquisition, unless otherwise permitted under applicable rules. For the three and nine-month periods ended September 30, 2024, the Company did not purchase and cancel any common shares, under the 2023 NCIB.

On December 16, 2022, the Company announced the acceptance by the TSX of the Company's Notice of Intention to make an NCIB (the "2022 NCIB"). Pursuant to the 2022 NCIB, the Company proposed to purchase, from time to time, up to an aggregate of 1,252,730 common shares being approximately 10% of goeasy's public float as of December 9, 2022. As at December 9, 2022, goeasy had 16,438,926 common shares issued and outstanding, and the average daily trading volume for the six months prior to November 30, 2022, was 49,253. Under 2022 NCIB, daily purchases will be limited to 12,313 common shares, representing 25% of the average daily trading volume, other than block purchase exemptions. The purchases were permitted to commence on December 21, 2022, and terminated on December 20, 2023. For the three and nine-month periods ended September 30, 2023, the Company did not purchase and cancel any common shares, under the 2022 NCIB.

Dividends

The Company reviews its dividend distribution policy on a regular basis, evaluating its financial position, profitability, cash flow and other factors the Board of Directors considers relevant. However, no dividends can be declared in the event there is a default of a loan facility, or where such payment would lead to a default.

On February 13, 2024, the Company increased the quarterly dividend rate by 21.9% from $0.96 to $1.17 per share. 2024 marks the 20th consecutive year of paying a dividend to shareholders and the 10th consecutive year of an increase in the dividend rate per share to shareholders.

During the quarter ended September 30, 2024, the Company declared a $1.17 per share quarterly dividend on outstanding Common Shares. This dividend was paid on October 11, 2024.

In February 2020, the Company was added to the S&P/TSX Canadian Dividend Aristocrats Index with a 42% compound annual growth rate in the dividend over the prior 5 years.

The following table sets forth the quarterly dividends paid by the Company in the third quarter of the years indicated:

	2024	2023	2022	2021	2020	2019	2018
Quarterly dividend per share	**$1.170**	$0.960	$0.910	$0.660	$0.450	$0.310	$0.225
Percentage increase	**21.9%**	5.5%	37.9%	46.7%	45.2%	37.8%	25.0%

Commitments, Guarantees and Contingencies

The nature of Company's commitments, guarantees and contingencies remain as described in its December 31, 2023 MD&A.

Risk Factors

Overview

The Company's activities are exposed to a variety of commercial, operational, financial and regulatory risks. The Company's overall risk management program focuses on the unpredictability of financial and economic markets and seeks to minimize potential adverse effects on the Company's financial performance. The Board has overall responsibility for the establishment and oversight of the Company's risk management framework. The Corporate Governance, Nominating and Risk Committee of the Board reviews the Company's risk management program and policies on an annual basis.

The Company's risk factors remain as described in its December 31, 2023 MD&A.

Financial Instruments

The Company's assets and liabilities include financial instruments.

The Company's financial assets consist of accounts receivable, consumer loans receivable, derivative financial instruments and investments, which are initially measured at fair value plus transaction costs. Accounts receivable and consumer loans receivable are subsequently measured at amortized cost. Investments are subsequently measured at fair value.

The Company's financing activities expose it to the financial risks of changes in foreign exchange and interest rate volatility. The Company utilizes derivative financial instruments as cash flow hedges to assist in the management of these risks. Derivative financial instruments are initially measured at fair value on the trade date and subsequently remeasured at fair value at each reporting date using observable market inputs.

The Company's financial liabilities include a Revolving Credit Facility, Notes Payable (including prepayment options embedded therein), Revolving Securitization Warehouse Facilities, Secured Borrowings, Derivative financial instruments and Accounts payable and accrued liabilities. Financial liabilities are initially recognized at fair value. After initial recognition, the Company's interest-bearing debt is subsequently measured at amortized cost using the effective interest rate method. Non-interest-bearing financial liabilities, such as Accounts payable and accrued liabilities, are subsequently carried at the amount owing. Prepayment options embedded in Notes Payable are subsequently measured at fair value.

Critical Accounting Estimates

The preparation of consolidated financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenue and expenses during the year. Actual amounts could differ from these estimates.

Significant changes in assumptions, including those with respect to future business plans and cash flows, could change the recorded amounts by a material amount.

The Company's critical accounting estimates are as described in the December 31, 2023 notes to the consolidated financial statements.

Changes in Accounting Policy and Disclosures

(a) New standards, interpretations and amendments adopted by the Company

There were no new standards, interpretations or amendments that had a material impact on the Company's interim condensed consolidated financial statements. The Company has not early adopted any standard, interpretation or amendment that has been issued but is not yet effective.

(b) Standards issued but not yet effective

The new and amended standards that are issued, but not yet effective, up to the issuance date of the Company's interim condensed consolidated financial statements are disclosed below. The Company intends to adopt these new and amended standards and interpretations, if applicable, when they become effective.

IFRS 18, Presentation and Disclosure in Financial Statements

In April 2024, the International Accounting Standards Board ("IASB") issued IFRS 18, which replaces IAS 1, Presentation of Financial Statements. IFRS 18 introduces new requirements for presentation within the statement of profit or loss, including specified totals and subtotals. Furthermore, entities are required to classify all income and expenses within the statement of profit or loss into one of five categories: operating, investing, financing, income taxes and discontinued operations, whereof the first three are new.

It also requires disclosure of newly defined management-defined performance measures, subtotals of income and expenses, and includes new requirements for aggregation and disaggregation of financial information based on the identified 'roles' of the primary financial statements (PFS) and the notes.

In addition, narrow-scope amendments have been made to IAS 7, Statement of Cash Flows, which include changing the starting point for determining cash flows from operations under the indirect method, from 'profit or loss' to 'operating profit or loss' and removing the optionality around classification of cash flows from dividends and interest. In addition, there are consequential amendments to several other standards.

IFRS 18, and the amendments to the other standards, is effective for reporting periods beginning on or after January 1, 2027, but earlier application is permitted and must be disclosed. IFRS 18 will apply retrospectively.

The Company is currently working to identify all impacts the amendments will have on the primary financial statements and notes to the financial statements.

(c) Interest Rate Benchmark Reform

In December 2021, CARR recommended that the CDOR should cease calculation and publication after June 2024 with the CORRA suggested as the replacement benchmark rate. On May 16, 2022, the CDOR administrator announced the cessation of CDOR consistent with the recommendations outlined by CARR. Additionally, on January 11, 2023, CARR announced the development of a Term CORRA.

All of the Company's existing credit facilities that reference CDOR or the BAs have transitioned to CORRA as administered by the Bank of Canada or the Term CORRA administered and published by CanDeal Benchmark Solutions and TMX Datalinx on or before June 28, 2024. The transition from CDOR to CORRA had no impact to the Company's interim condensed consolidated financial statements.

Internal Controls

Disclosure Controls and Procedures ("DC&P")

DC&P are designed to provide reasonable assurance that information required to be disclosed by the Company in reports filed with or submitted to various securities regulators are recorded, processed, summarized and reported within the time periods specified in applicable Canadian securities laws and include controls and procedures designed to ensure that information required to be disclosed in the Company's filings or other reports is accumulated and communicated to the Company's management, including the Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO"), so that timely decisions can be made regarding required disclosure.

The Company's management, under supervision of, and with the participation of, the CEO and CFO, have designed and evaluated the Company's DC&P, as required in Canada by National Instrument 52-109, "*Certification of Disclosure in Issuers' Annual and Interim Filings*". Based on this evaluation, the CEO and CFO have concluded that the design of the system of the Company's disclosure controls and procedures were effective as at September 30, 2024.

Internal Controls over Financial Reporting ("ICFR")

ICFR is a process designed by, or under the supervision of, senior management, and effected by the Board of Directors, management and other personnel, to provide reasonable assurances regarding the reliability of financial reporting and preparation of the Company's consolidated financial statements in accordance with IFRS.

The Company's internal controls over the financial reporting framework include those policies and procedures that:

(i) Pertain to the maintenance of records that, in reasonable details, accurately and fairly reflect the transactions and dispositions of the assets of the Company;

(ii) Provide reasonable assurance that transactions are recorded as necessary to permit preparation of the consolidated financial statements in accordance with IFRS, and that receipts and expenditures of the Company are being made only in accordance with authorizations of management and directors of the Company; and

(iii) Provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use or disposition of the Company's assets that could have a material effect on the Company's consolidated financial statements.

Management is responsible for establishing and maintaining ICFR and designs such controls to attempt to ensure that the required objectives of these internal controls have been met. Management uses the Internal Control – Integrated Framework (2013) to evaluate the effectiveness of internal control over financial reporting, which is a recognized and suitable framework issued by the Committee of Sponsoring Organizations of the Treadway Commission ("COSO").

In designing and evaluating such controls, it should be recognized that due to inherent limitations, any controls, no matter how well designed and operated, can provide only reasonable assurance and may not prevent or detect all misstatements as a result of, among other things, error or fraud. Projections of any evaluations of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies and/or procedures may deteriorate.

Changes to ICFR during 2024

No changes were made in the Company's internal controls over financial reporting during the three and nine-month periods ended September 30, 2024 that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

Evaluation of ICFR as at September 30, 2024

As at September 30, 2024, under the direction and supervision of the CEO and CFO, the Company has evaluated the effectiveness of the Company's ICFR. The evaluation included a review of key controls, testing and evaluation of such test results. Based on this evaluation, the CEO and CFO have concluded that the design and operation of the Company's internal controls over financial reporting were effective as at September 30, 2024.