

First New Zealand portfolio acquisition

- Pioneer Credit has extended its geographic reach with the **acquisition of its first New Zealand portfolio**
 - Acquired from a subsidiary of one of the 'Big 4' Australian banks
 - New Zealand selected for its proximity to, and operational synergies with, Australia
- Pioneer now has **100% of its forecast investment for FY2017** under contract

Pioneer Credit Limited (ASX: PNC) ("**Pioneer**", or the "**Company**") is pleased to announce that it has successfully extended its geographic reach, with the Company's customer base extending into New Zealand for the first time following the acquisition of a significant new Purchased Debt Portfolio ("**PDP**") in the region. The Company has secured an agreement to acquire a New Zealand PDP from a subsidiary of one of the Australian 'Big 4' banks.

This is a significant milestone for Pioneer. New Zealand was selected for its proximity to Australia and due to the prevalence of Australian 'Big 4' banks in the country, allowing Pioneer to leverage its existing strong relationships. In choosing New Zealand the Company also considered operational synergies. The new PDP will be serviced using the Company's existing workforce and resources, and will not require additional investment into new geographic centres.

This agreement, in combination with several other smaller agreements, means Pioneer now has 100% of its forecast investment of A\$50m for FY2017 under contract.

The new acquisition demonstrates Pioneer's continued performance in a challenging PDP investment market, while continuing to maintain its disciplined approach to pricing and servicing capability. Pioneer continues to closely observe market movements. Recently there has been a downward pressure on portfolio prices, and an increasing focus on compliance and brand quality. These market forces have contributed to an optimal opportunity to enter the New Zealand market for Pioneer.

Pioneer Managing Director, Keith John, commented: "We are pleased with our first international PDP acquisition, and the Company's strong start to FY2017. We are excited and encouraged by the opportunities ahead, but remain cautious and disciplined in our approach to driving sustainable growth and expansion."

Investor and media enquiries

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About Pioneer

Pioneer Credit is an Australian company bringing a fresh new approach to financial services. We began life as a financial services provider to people in financial difficulty. Today, with more than 150,000 customers Australia-wide, we continue to focus on helping people get their finances back on track and achieve their goals. In 2016 we have commenced the next chapter in our growth story, with the launch of a range of products to our customers. Ultimately, our aim is to help customers achieve home ownership, using loans we will broker back through our valued banking partners.

For further information about Pioneer see www.pioneercredit.com.au.