

May 2025

## PIONEER

By Luke Hunter

We've recently secured access to \$8 million of Pioneer Credit, offering an outright yield of **14.03%** and a current coupon of **14.60%**, offered at \$100.

This opportunity follows a strong 1HY25 result from Pioneer, driven by improved cash collections, growing profitability, and disciplined investment. The company increased its PDP investment to \$29.6 million, with ERC now at \$672.8 million, supported by a well-diversified portfolio and no exposure to payday or SACC loans.

Pioneer also closed a \$272.5 million debt facility (including \$50 million for growth), raised \$10 million in equity, and implemented key technology upgrades to enhance efficiency and decision-making. It maintains a #2 market position in Australia's PDP space, underpinned by 15 vendor relationships and a non-lending business model that supports strong alignment with banks.

With high customer satisfaction (NPS +24) and a clear outlook, Pioneer is guiding to >\$9 million NPAT in FY25 and >\$18 million in FY26.

Buy	
Issuer:	PIONEER CREDIT LTD
ISIN:	AU3FN0089314
Security Name:	PIOCRE Float 12/29/28
Payment Rank:	Secured
Rating (S&P, MOODYS, FITCH):	NR , NR , NR
Sector:	Financial
Coupon Type:	FLOATING
Coupon:	BBSW3M+10.500%
Current Coupon:	14.628%
Next Call Date:	02-Dec-25
Maturity Date:	29-Dec-28
Currency	AUD
Duration:	0.1850
Margin:	980.4
Yield:	13.1903%
Running Yield:	14.3409%
Capital Price:	102.000

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