together.
Common sense lending

44
years of experience

£1.5bn
LTM originations

THE SUNDAY TIMES 100 BEST COMPANIES TO WORK FOR 2018

Investor Presentation
Q3 2018 Results

17th May 2018

Management team participants

Gary Beckett – Group Managing Director & Chief Treasury Officer

- Gary is one of the longest serving colleagues at Together, joining the Group in 1994, Gary has overseen much of the organic growth of the Group undertaking a number of roles within the Finance, Operations and Risk and Compliance functions
- Group CFO between 2001 and February 2018, contributing to the strategic development of the Group, with specific responsibility for financial reporting, taxation and treasury. From 01st March 2018 Gary took on the role of Group Managing Director and Chief Treasury Officer, and along with continuing to oversee Treasury and Investor Relations he will additionally support the Group CEO in developing and implementing the Group's strategy as Together continues to expand
- Gary created the group structure in 1996, led the original private equity buy in during 2006 and buy out in 2016, and arranged the Groups inaugural RCF Syndication, Securitisation Programme, RMBS and Senior Note issuance facilities
- In October 2016 Gary successfully led the refinancing of the Senior Notes and in November 2016 executed the PIK Toggle Notes issuance to acquire the Equistone interests
- Gary is a qualified Chartered Accountant

Mike Davies – Director of Corporate Affairs

- Mike joined Together in 2017 to lead the Group's Investor Relations Programme
- He was previously Managing Partner of the Financial Institutions Group at international communications consultancy, Instinctif Partners, where his experience included floating and advising Shawbrook Group, Arrow Global and Hastings Group
- Earlier in his career, Mike led Investor Relations at 3i Group, The Rank Group and Invensys, during the group's £2.7bn equity, debt and bond refinancing in 2004
- Mike is a former investment banker and a qualified Chartered Accountant

Agenda

Key highlights

1

Originations

+ 37.7%

£422.4m (Q3 ‘17 : £306.7m)

2

WA Origination LTV

58.8%

(Q3 ‘17 : 58.2%)

3

Loan Book

£2.78bn

+30.8% (Q3 ‘17 : £2.13bn)

4

Net Interest Margin[(1)]

7.7%

(Q3 ‘17 : 8.5%)

5

Underlying EBITDA

£53.5m

+10.0% (Q3 ‘17: £48.6m)

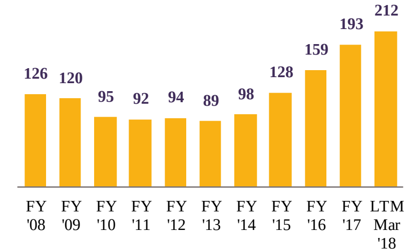
6

Underlying PBT

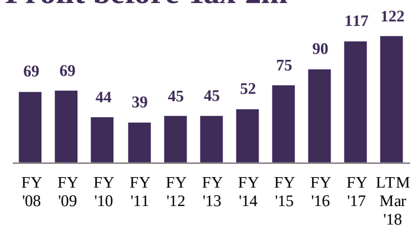
£28.9m

-2.3% (Q3 ‘17 : £29.6m)

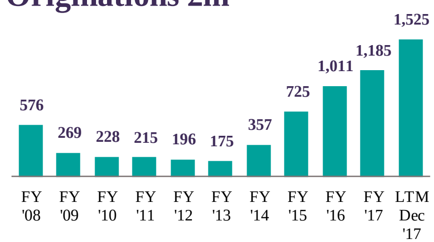
EBITDA £m [(1)]



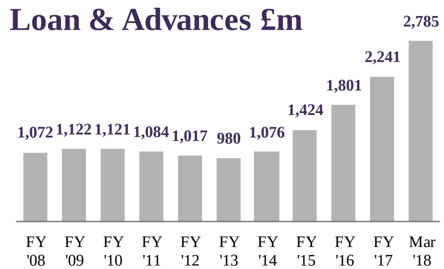
Profit before Tax £m [(1)]



Originations £m



Loan & Advances £m



Continued Strong Progress

- Record lending volumes at conservative LTVs as loan book grows to £2.78bn
- Additional investment in people, products, distribution channels, systems and governance to enhance platform for growth
- Strong progress reflected in Fitch ratings upgrade to BB and 34th place in Sunday Times Top 100 Companies to Work For
- Continued to deliver strong levels of profit and cash generation and highly attractive NIM (exceptional costs in Q3 of £2.2m)
- Further depth and maturity added to funding platform with successful £255m LABs refinancing and £150m Bond Tap
- April ‘18: £14.4m increase in RCF

(1) Based on a rolling 12 months

Agenda

Successful, proven and scalable business model

Strategy	Focusing on profitable underserved market segments	Increasing lending volumes and growing loan book	Enhancing platform to support future growth objectives

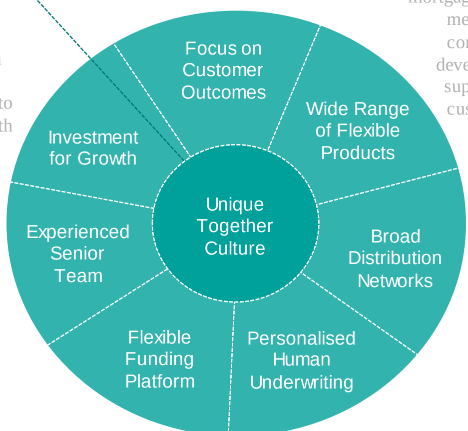
Based on over 40 years' experience

Collegiate, family culture where colleagues are recruited for fit and provided with support, training and innovation to play their part in delivering positive customer outcomes, resulting in long service and customer advocacy

Fast, friendly and efficient in-house team of over 700 colleagues delivering excellent customer service

Tailored retail 1st charge, 2nd charge and Buy-to-Let mortgages; bridging loans; short, medium and long term commercial loans; and development financing to support a wide range of customer requirements

Ongoing investment in platform, innovation, governance and culture to support ambitious growth plans



High calibre independent Board and experienced Senior Management Team

Wide distribution via established relationships with brokers, mortgage networks and clubs, and direct to customers

Deep diversified funding structure consisting of listed bonds, public RMBS and private securitisations

Common sense lending decisions made by experienced underwriters, based on individual customer circumstances, affordability and conservative LTVs

	Mar'17	Mar'18
Colleagues	500+	700+
• 34th best place to work UK	x	✓
• Increase in Execution Bandwidth	x	✓
Distribution & Marketing		
• National Sales Team	42	57
• Network & Clubs	x	✓
Risk & Compliance	20 FTE	48 FTE
Performance		
• Originations (LTM)	£1,103m	£1,525m
• Loan Book	£2.1bn	£2.8bn
• WA Indexed LTV	53%	55%
• Performing Loans	91%	91%
• Underlying PBT (LTM)	£107m	£122m
• NIM	8.5%	7.7%
Funding Structure		
• Securitisations	£1,345m	£1,345m
• Senior Secures Notes	£575m	£725m
• RMBS	-	£248m
• RCF	£29m	£58m
• Shareholders Funds(1)	£638m	£720m
• Ratings	BB-/B+	BB/BB-

(1) Includes shareholder debt

Enhancing our platform to support our future growth ambitions

together.
Common sense lending

Accelerated strategic investment programme

People & Culture

Investing in people – in-depth recruitment process to ensure maintenance of the Together culture

- Senior Management Team responsibilities realigned to reflect Group's future growth objectives
- Awarded accolade of placing 34th in the Sunday Times 100 "Best companies to work for in the UK", as well as recognition for our charity work in its "Giving Something Back" awards
- Continuous investment in L&D and engagement, including the launch of our Leadership Academy
- Launch of "returnship" programme to add to our existing Graduate Scheme, Apprenticeship and work experience programmes
- Expanded Compliance, Advisory and Monitoring teams to embed new divisional compliance structures into operations

Sales, Brand & Distribution

Extending distribution capabilities, enhancing Together brand and improving digital presence

- Further extended distribution into retail broker networks and mortgage clubs across the UK
- Launched additional functionality to further enhance broker portal
- Continued building out marketing, communications and digital strategy capabilities to clearly differentiate brand from peers
- Building out our national sales team to support of widening our increasing geographical presence
- Launch of London office to further establish our positioning as a national business

Technology, Systems & Innovation

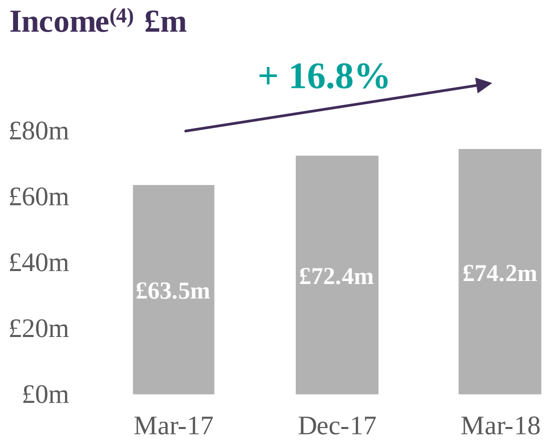
Enhancing the speed, capacity, resilience, flexibility and security of our platform

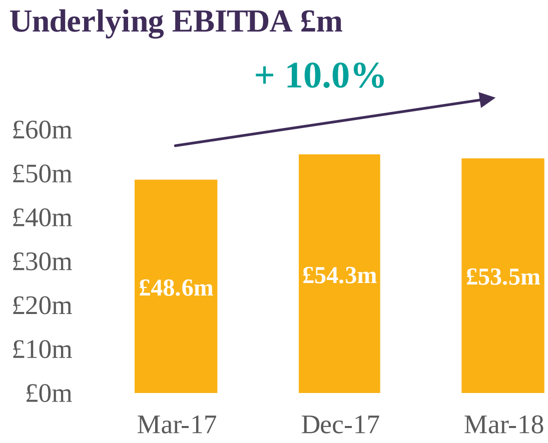
- Running prototypes for application of FinTech solutions to support trademark human touch underwriting, exploring the use of Natural Language via Chatbots, and further advancements in providing automated decisions in principle for customers
- New Commercial Finance CRM system for collections, automating workflow and enhancing customer contact strategies
- Undergone predictive analytics which provides us greater insight into our credit risk assessments allowing us to forecast more accurately
- Digital customer sentiment analysis and predictive analytics introduced following our Innovation hackathon

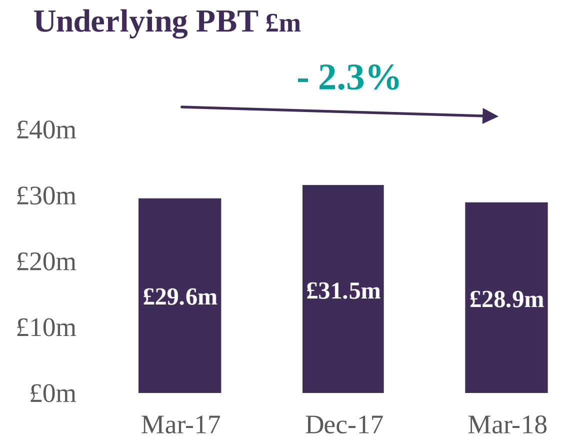
Agenda

together. Common sense lending

Continued growth in Income and EBITDA







	Mar '17	Dec '17	Mar '18
Income[3] £m	63.5	72.4	**74.2**
Impairment Charge £m	2.6	2.6	**3.0**
EBITDA £m	48.8	54.3	**53.5**
Underlying EBITDA £m	48.6	54.3	**53.5**
Interest Payable £m	18.4	22.0	**23.7**
PBT £m	29.7	31.5	**28.9**
Underlying PBT £m	29.6	31.5	**28.9**
Net Interest Margin [1]	8.5%	8.2%	**7.7%**
Cost / Income Ratio[2][4]	29.0%	31.0%	**33.1%**

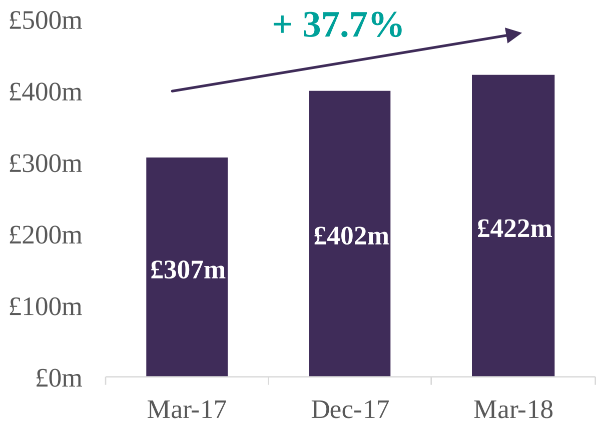
Income & Expenditure

- Income increased by £10.7m to £74.2m (Q3'17: £63.5m) reflecting growth in the loan book
- Impairment charge of £3.0m remains consistent at just 0.1% of the loan book
- Underlying PBT, down slightly on prior periods due to exceptional; non-reoccurring costs of £1.5m bonus accrual adjustment and £0.7m uplift in cost of funds following the Bond Tap along with continued investment to enhance growth platform.
- LTM NIM lower at 7.7%, due to mix of vintages as older loans with higher yields redeem and some rate compression as volumes increase
- LTM cost / income ratio increased to 33.1% as investment in infrastructure continues to support future growth ambitions. Still remains very low compared with peer group

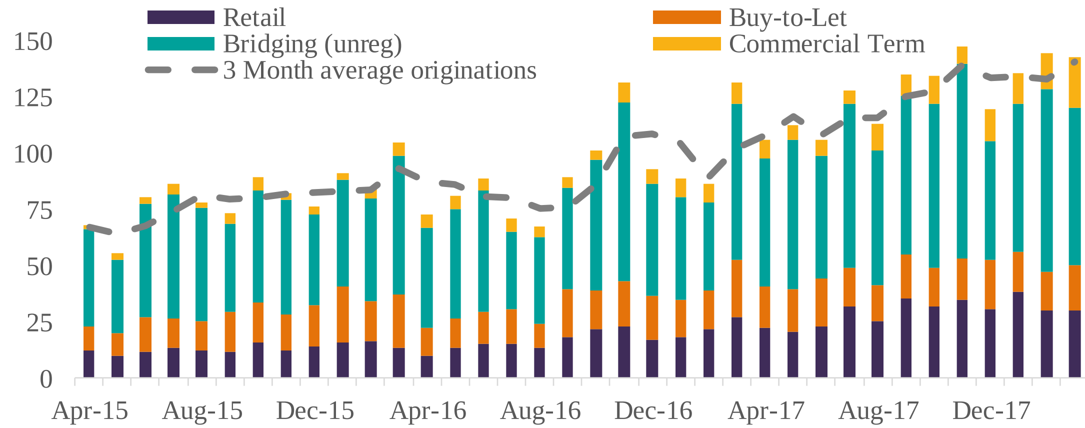
(1) Calculated as LTM net interest income / average opening and closing loan assets
(2) Operating expenses excluding impairment, financing costs, and tax/ net operating income
(3) Includes fees & commission receivable
(4) Based on rolling 12 months

Strong lending volumes with conservative LTVs…

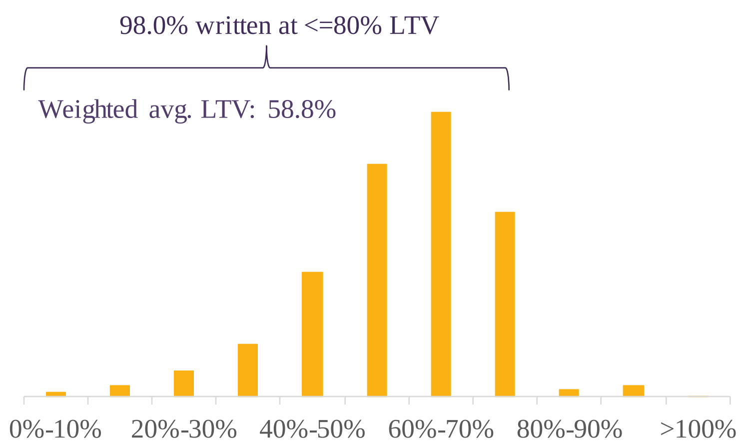
Quarterly Originations £m



Monthly Advances £m



Q3 '18 Origination LTV Bandings



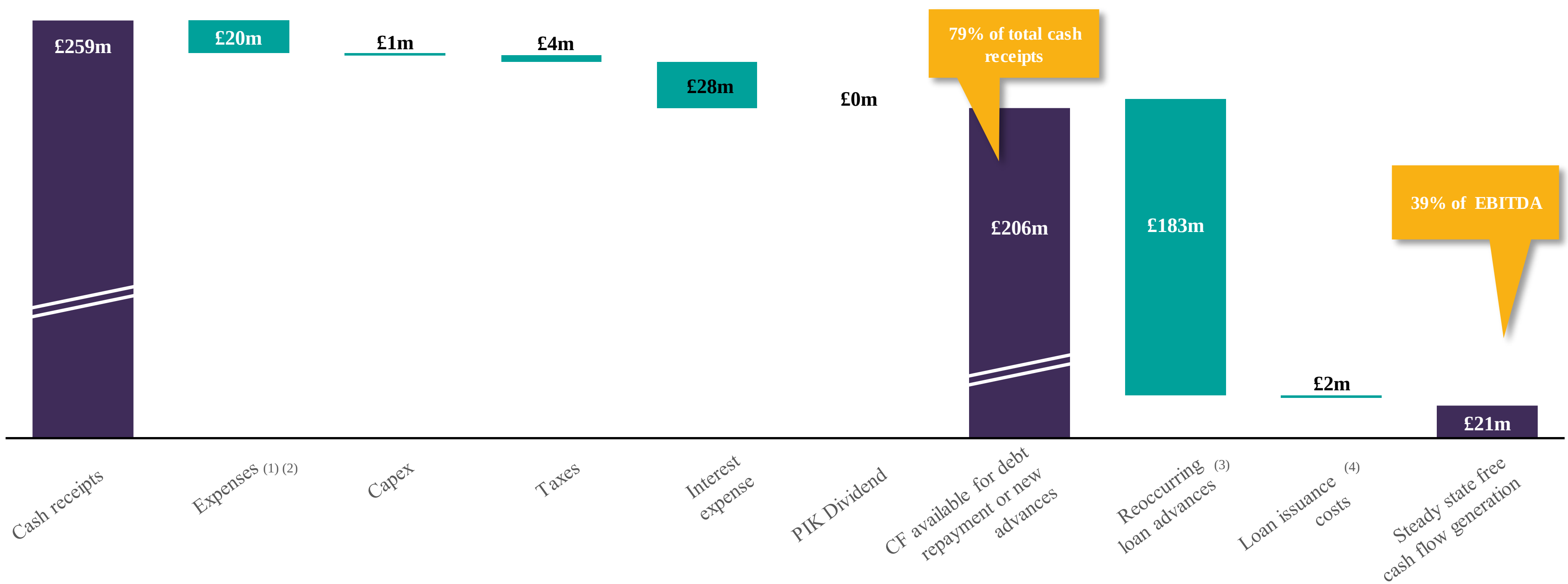
Lending Volumes

- Record origination volumes, up 37.7% to £422.4m (Q3 '17: £306.7m)
- Nominal rates reduced to 9.2% in Q3 '18 (Q3 '17: 9.9%), partly due to a mix change towards retail and BTL, with some rate compression as we expand our product set
- Weighted average LTV's have remain low at 58.8% (Q3 '17: 58.2%)

…driving high levels of cash generation

Quarterly Cash Flows (Q3 '18)

- Consolidated group cash receipts £259.4m, up 12.3% on Q3 '17 reflecting increased loan book growth (Q3 '17: £231.1m)
- Net increase in outstanding debt of £220.6m (Q3 '17: £116.1)
- New advances of £422.4m (Q3 '17: £306.7m)
- Expenses including overheads, capex and tax totalled £25.5m in the quarter (Q3 '17: £26.6m)
- Cash interest totalled £28.3m. (Q3 '17: £18.9m)
- Interest cover at c2.4x and significantly higher on a cash basis



Strong cash flow profile underpinned by secured property loans

(1) Principally represents overheads.
(2) Excludes debt issuance costs.
(3) Reoccurring loan advances are loan advances required to maintain the size of the loan book at the beginning of period level. Calculated as loans underwritten in the period less growth in loans & advances over the last quarter.
(4) Loan issuance costs adjusted proportionately to reflect costs associated with reoccurring loan advances only, assuming a 0.9% loan issuance cost on loan advances.

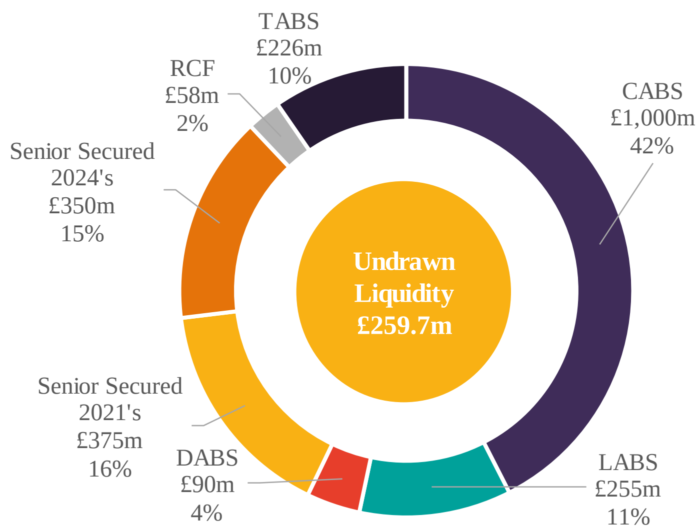
Significant additional funding to support growth ambitions

together. Common sense lending

Liquidity & Funding

- £150m tap of 2024 senior secured notes at 101.75
- Lakeside ABS extended 3 years to 2021 at lower price and with wider eligibility criteria
- Diversified funding structure with average maturity of 3.5 years
- High level of liquidity: £217.5m total undrawn committed funding and c.£42m unrestricted cash and £205.7m free cash flow generated after paying expenses and interest for the quarter
- RCF was increased by £14.4m in April '18 with introduction of a new bank

Diversified Funding Base as at 31 Mar 2018



Together Financial Services
Loan Portfolio £2.78bn

Commercial Finance (Unregulated)
Bridging Loans, BTL, Commercial Real Estate, Developments

Personal Finance (FCA Regulated)
1st & 2nd Lien Mortgages, Regulated Bridging Loans, Consumer BTL

Borrower Group

- Dedicated loan portfolio: £1,041.9m[3]
- Indexed LTV <60%
- Additional "2nd lien" effectively over securitisation assets
- £11.1m excess spread received from Securitisations per month[1]

As at Mar '18

SSN 2021
£375m
5yr NC2
S&P: BB –; Fitch: BB

SSN 2024
£350m
7yr NC3
S&P: BB –; Fitch: BB

RCF 2021
£57.5m Commitment
£nil Drawn
NR

Conduit Securitisations

- Non-recourse to Together
- Excess spread and subordinated debt interest of £9.7m per month[1] transferred to Borrower Group

As at Mar '18

Charles St ABS "CABS" 2021
£1,000m Commitment
£905m Drawn
Moody's: Aa2(sf); DBRS: AA (sf)

Lakeside ABS "LABS" 2021
£255m Commitment
£190m Drawn
NR

Delta ABS "DABS" 2021
£90m Commitment
£90m Drawn
NR

Term Securitisation

- Non-recourse to Together
- Excess spread of £1.4m per month[1] transferred to Borrower Group

As at Mar '18

Together ABS "TABS"
RMBS
£226.1m rated notes in issue
81% rated Aaa/AAA
98% rated Baa3/BBB or higher[2]

Shareholder Funding
£720.0m[4]

(1) Based on average surplus securitisation interest received over last twelve months to March '18.
(2) Based upon rated notes at issuance (Sep 29, 2017)
(3) As at 31 March '18
(4) Includes shareholder debt

Robust financial performance

		Consolidated Group			Borrower Group		
		Mar '17	Dec '17	Mar '18	Mar '17	Dec '17	Mar '18
Balance sheet / asset quality	Loan ledger after impairment (£m)	2,129.2	2,545.8	**2,784.8**	910.8	886.6	**1,041.9**
	Shareholder funds (£m)(1)	638.5	694.7	**720.0**	337.1	320.6	**327.5**
	WA Indexed LTV	53.1%	53.6%	**55.4%**	56.4%	57.5%	**59.1%**
Profitability(3) (LTM)	EBITDA (£m, underlying)	180.3	207.2	**212.1**	145.6	168.4	**171.4**
	EBITDA margin	75.3%	76.2%	**75.1%**	n/a	n/a	**n/a**
	Interest income / average loan book	12.2%	11.8%	**11.3%**	n/a	n/a	**n/a**
	PBT (£m, underlying)	106.8	122.3	**121.6**	n/a	n/a	**n/a**
	Net interest margin	8.5%	8.2%	**7.7%**	n/a	n/a	**n/a**
	Cost / income ratio	29.0%	31.0%	**33.1%**	n/a	n/a	**n/a**
	Impairment / Average Loan Book	0.5%	0.3%	**0.3%**	n/a	n/a	**n/a**
	Return on equity(1) (3)	14.5%	16.0%	**15.3%**	n/a	n/a	**n/a**
Key credit metrics	Gearing(4)	69.9%	72.4%	**73.9%**	63.2%	64.1%	**68.6%**
	Underlying asset cover(5)	37.1%	38.8%	**40.9%**	35.6%	36.9%	**40.5%**
	Net debt : EBITDA(1)(2)(6)	8.3x	8.9x	**9.7x**	4.2x	3.4x	**4.2x**
	Gross debt : shareholder funds	2.4x	2.8x	**3.0x**	1.7x	1.8x	**2.2x**
	Interest cover(3)	2.4x	2.5x	**2.4x**	4.8x	4.5x	**4.2x**
	Tangible equity(1) / tangible assets	29.6x	26.8x	**25.4x**	n/a	n/a	**n/a**

Key highlights

- Robust loan growth with stable LTVs and arrears
- Protection of highly attractive net interest margin as loan volumes grow
- Strong and stable profitability margins and operating cash flows
- Uplift RoE Y-O-Y while maintaining prudent capitalisation
- Conservative levels of gearing, strong capitalisation and low cost / income ratio relative to peers

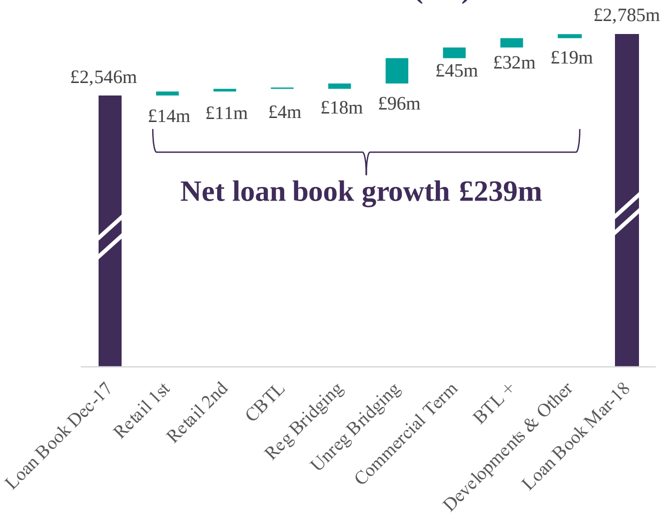
(1) Subordinated shareholder loans and notes treated as equity.
(2) Calculated on quarterly basis.
(3) March '17 LTM excludes the effects of exceptional items related to the Refinancing (£14.8m redemption costs).
(4) Ratio of net borrowings to the value of the Consolidated Group loan ledger after impairment & Ratio of net senior secured borrowings to the value of the Borrower Group loan ledger after impairment.
(5) Ratio of net borrowings to the value of the Consolidated Group and Borrower Group underlying security valuation & Ratio of net senior secured borrowings to the value of the Borrower Group underlying security valuation.
(6) Mar '17 & Dec '17 figure reflects the £200m issuance in Feb 2017 on a non pro-forma basis. Dec '17 & Mar '18 figure reflects the £150m tap in Jan 2018 on a non pro-forma basis.

Agenda

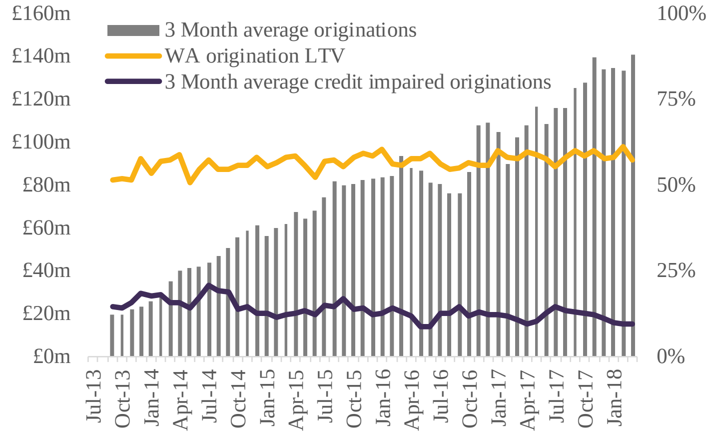
High quality underwriting focused on affordability and low LTV's

together.
Common sense lending

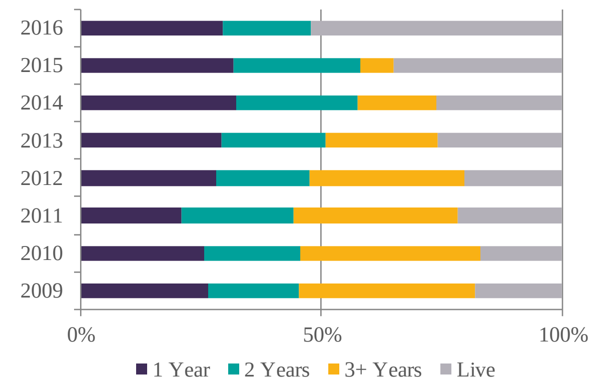
Loan Book Movement[1] (£m)



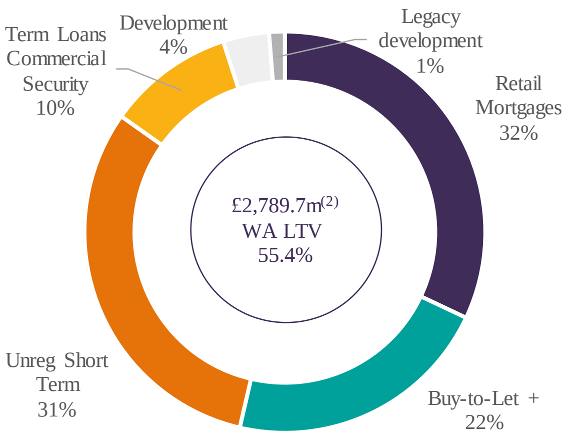
Strong originations at low LTVs and impairments



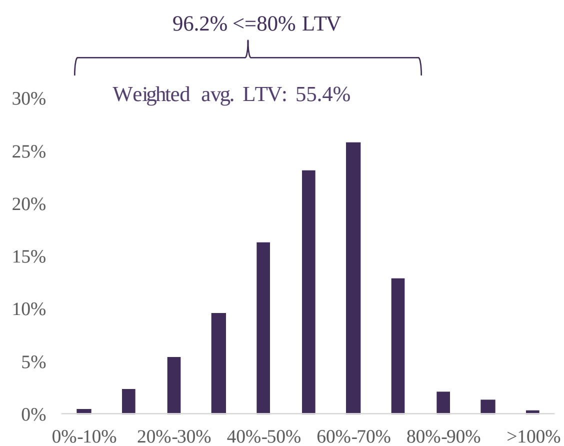
Redemption Rates (by Loan vintage)



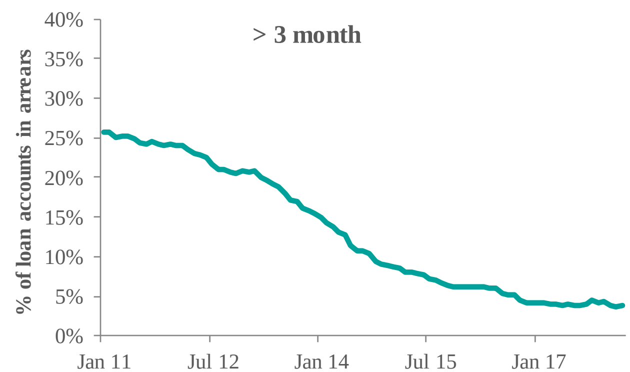
Loan Book at Mar '18[2] (£m)



Loan Book LTV's[2]



Declining Arrears



(1) Loan book balance as per Statement of Financial Position
(2) Loan book analysis is for core operating subsidiaries is presented after allowances for impairments and before certain accounting adjustments required to comply with the income recognition requirements of IFRS

Low LTV provides significant downside protection

together. Common sense lending

LTV's Remain Conservative at 55.4%

- WA indexed LTV of total loan portfolio 55.4%; Borrower Group: 59.1%
- Percentage of loans in Borrower Group with indexed LTV of > 80% is 8.5% reflecting very conservative approach to loan origination

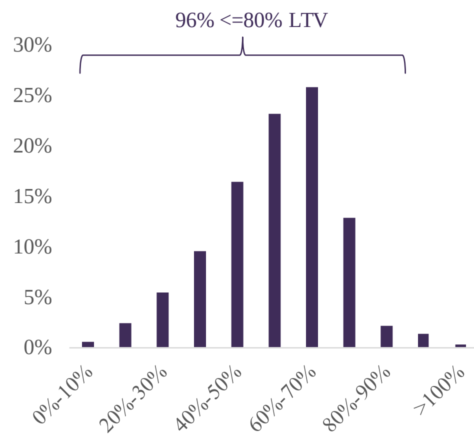
Loans in Negative Equity

- Group had negative equity exposure of £15.8m, supported by £24.8m of provisions
- Group's provisioning policy under IFRS requires discounting of expected cash flows at the Effective Interest Rate (EIR) to achieve a present value based on an expected realisation period

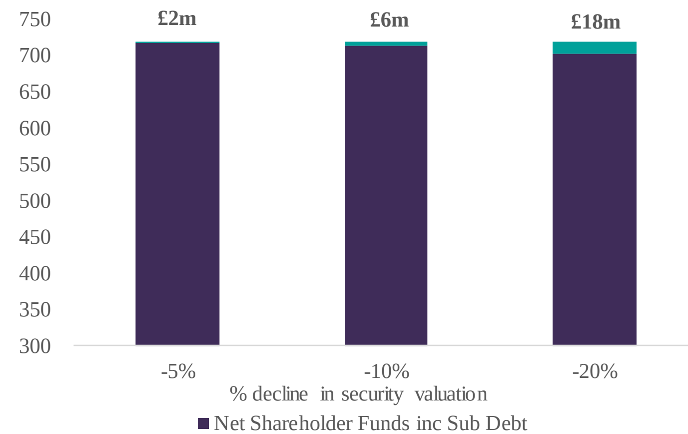
Downside Scenario Analysis

- Additional Group exposure to negative equity from falls in property values: 10% (£6.4m) and 20% (£18.1m)
- Additional Borrower Group exposure to negative equity from falls in property values: 10% (£5.7m) and 20% (£15.8m)
- Peak principal loss ratio only 0.8% during financial crisis. On lending since we tightened our underwriting policies in 2010, loss ratios have consistently been below 0.01%

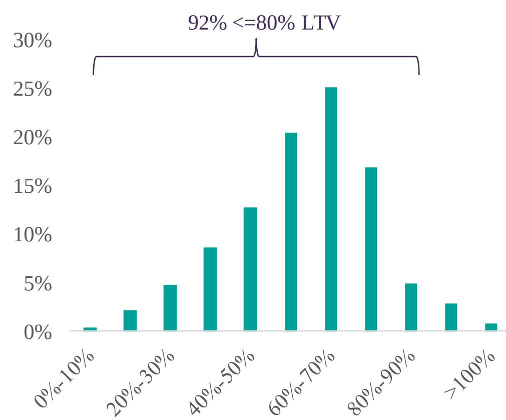
Loan Booked by Indexed LTV



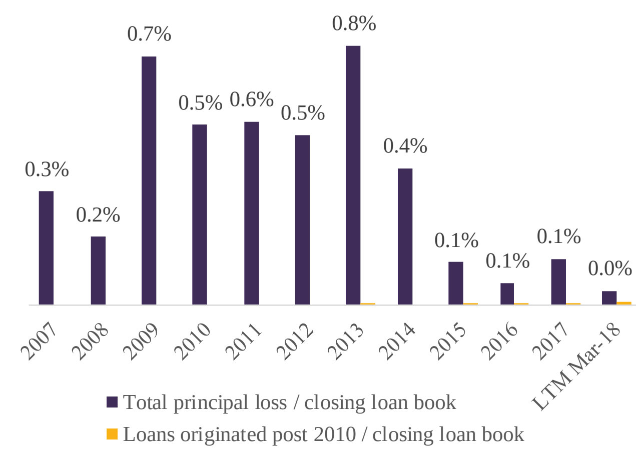
Estimated Impact of Declining Security Valuations



Borrower Group Indexed LTV



Principal Loss Ratios



Agenda

Summary & outlook

together.
Common sense lending

1 Originations

+ 37.7%

£422.4m (Q3 '17 : £306.7m)

2 WA Origination LTV

58.8%

(Q3 '17 : 58.2%)

3 Loan Book

£2.78bn

+ 30.8% (Q3 '17 : £2.13bn)

4 Net Impairment Ratio(2)

0.3%

(Q3 '17: 0.6%)

5 Net Interest Margin(1)

7.7%

(Q3 '17 : 8.5%)

6 Underlying EBITDA

£53.5m

+10.0% (Q3 '17: £48.6m)

7 Underlying PBT

£28.9m

-2.3% (Q2 '17 : £29.6m)

8 Fitch Ratings Upgrade

BB

Outlook stable (from BB-)

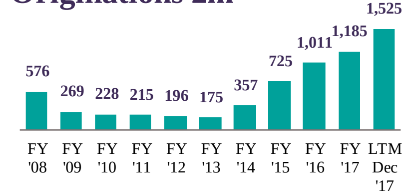
9 34th

THE SUNDAY TIMES 100 BEST COMPANIES TO WORK FOR 2018

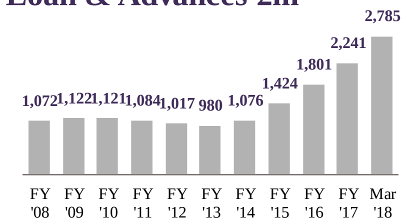
Outlook

- Detailed Brexit negotiations may increase market volatility and the UK economic outlook remains mixed
- This may create further opportunities for specialist lenders - Together is well placed to benefit from these conditions and to deliver on our ambitious growth plans

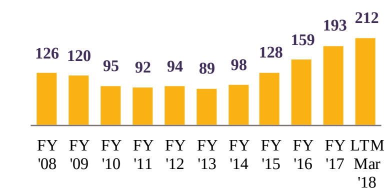
Originations £m



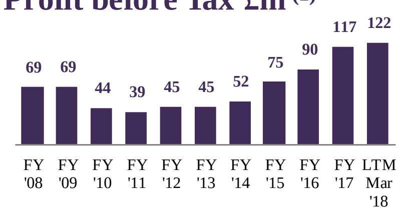
Loan & Advances £m



EBITDA £m (1)



Profit before Tax £m (1)

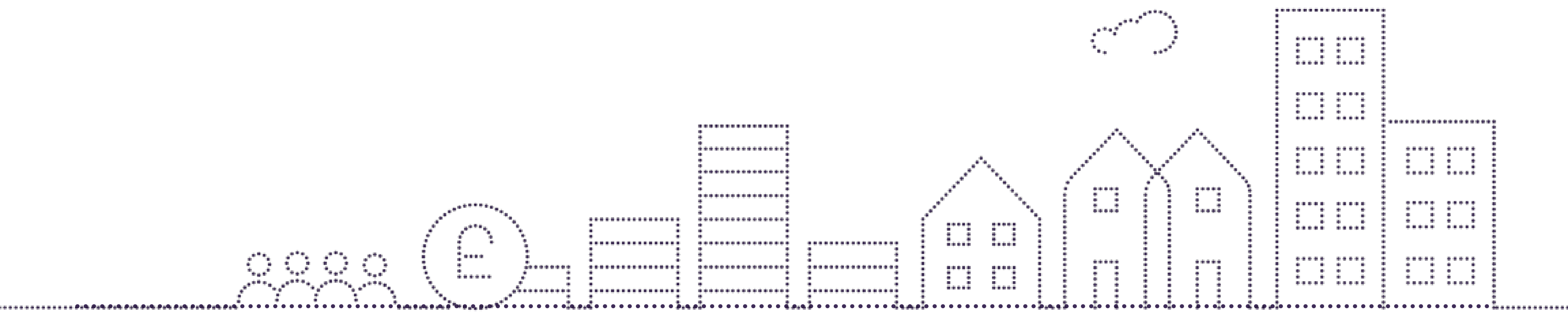


(1) Based on a rolling 12 months
(2) LTM impairment charge / average gross loan book

Agenda

together. Common sense lending

Q&A session



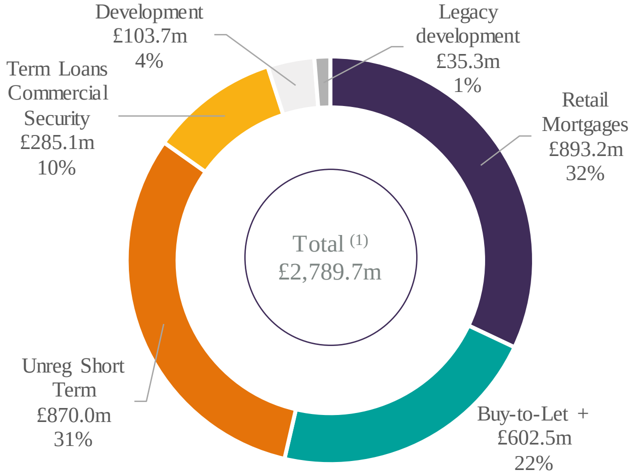
Agenda

together.
Common sense lending

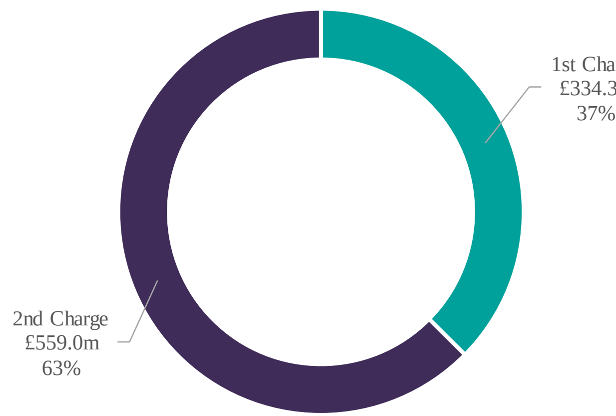
Appendix: Additional Information

Diversified loan book – consolidated group

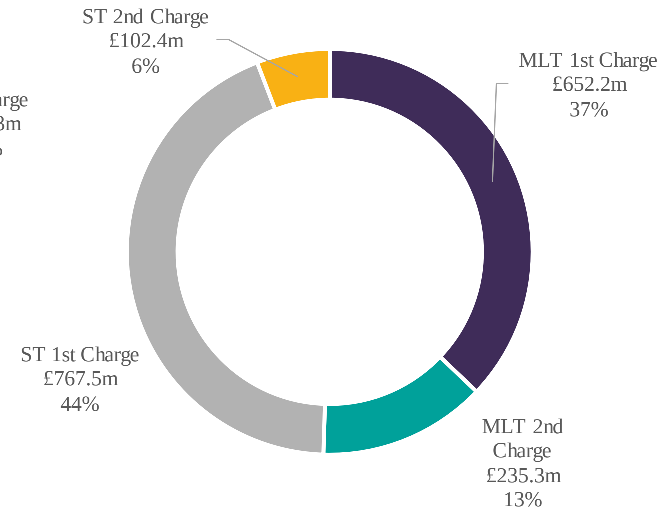
Loan Portfolio Breakdown by Loan Purpose



Retail Loan Book Breakdown



Commercial Loan Book Breakdown



69% Secured on Residential Security

100% Secured on Residential Security

56% Secured on Residential Security

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
Retail	44.1	8.7%	50.2%
Commercial	160.0	10.3%	56.7%
Development	526.4	11.6%	71.5%
Total	88.6	9.9%	55.4%

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
1st Charge	85.9	7.6%	46.9%
2nd Charge	34.2	9.3%	52.2%

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
ST 1st Charge	348.4	11.8%	59.1%
ST 2nd Charge	246.9	12.6%	61.9%
MLT 1st Charge	126.6	8.8%	52.9%
MLT 2nd Charge	73.2	8.8%	57.5%

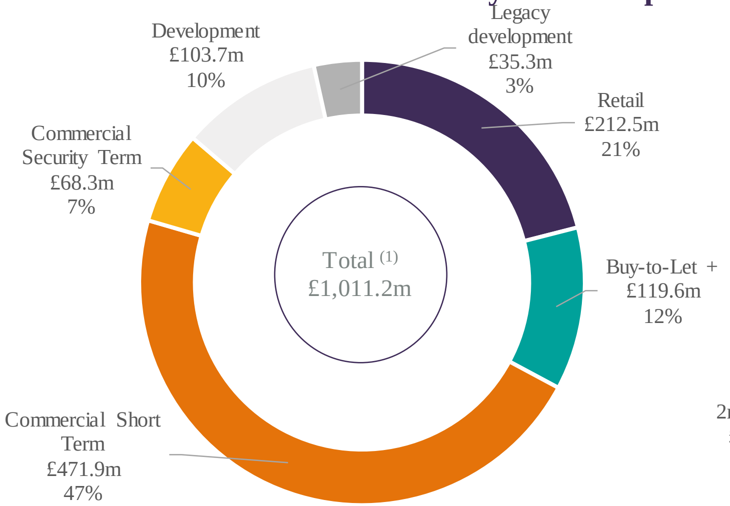
Note: ST = Short term; MLT = Medium + Long term.

(1) Loan book analysis is for core operating subsidiaries is presented after allowances for impairments and before certain accounting adjustments required to comply with the income recognition requirements of IFRS.

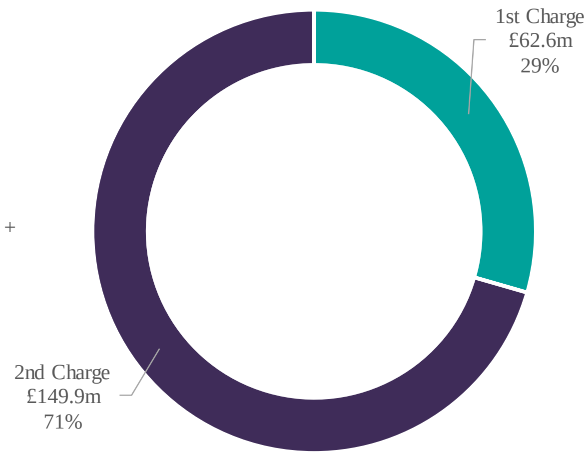
Diversified loan book – borrower group

together. Common sense lending

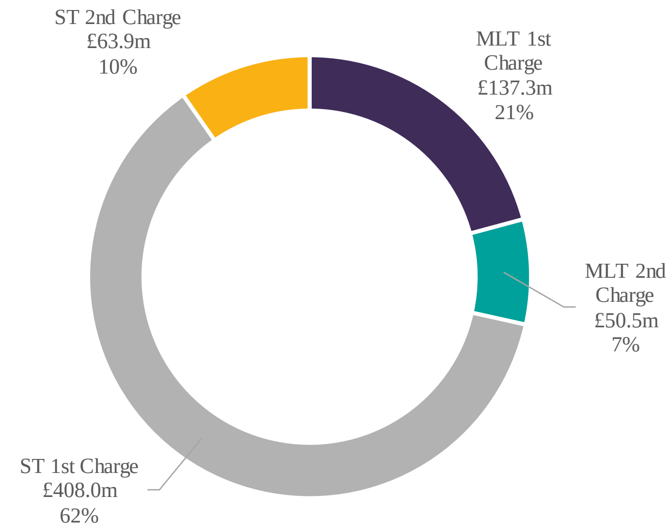
Loan Portfolio Breakdown by Loan Purpose



Retail Loan Book Breakdown



Commercial Loan Book Breakdown



54% Secured on Residential Security

100% Secured on Residential Security

45% Secured on Residential Security

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
Retail	33.4	9.8%	51.2%
Commercial	251.9	11.0%	59.0%
Development	526.4	11.6%	71.5%
Total	108.7	10.8%	59.1%

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
1st Charge	92.3	8.1%	48.4%
2nd Charge	26.1	10.5%	52.4%

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
ST 1st Charge	495.8	11.6%	60.0%
ST 2nd Charge	289.1	12.7%	62.7%
MLT 1st Charge	149.5	9.2%	55.3%
MLT 2nd Charge	77.0	9.2%	56.4%

Note: ST = Short term; MLT = Medium + Long term.

(1) Loan book analysis for core operating subsidiaries is presented after allowances for impairments and before certain accounting adjustments required to comply with the income recognition requirements of IFRS.

44 year track record of unbroken profitability

together. Common sense lending

1974 – Company founded by **Henry Moser**

2004 – FCA regulated

2006 – Equistone and Standard Life acquired minority stake for £113m

2007 – New **Charles Street** securitisation and syndicated finance facility – £900m

2009 – THE SUNDAY TIMES TOP TRACK 250 / BUYOUT TRACK 100

2013 – Official opening of new headquarters

2013 – **Loan portfolio** reached **£1bn**; Inaugural **bond** issuance – £200m

2014 – £300m AA – Charles Street securitisation upsized by **£300m** and rated AA by Moody's and DBRS

2015 – The group becomes together.

2015 – **Bond** tap £100m; New **Lakeside** securitisation £255m

2016 – **Charles Street** securitisation upsized by £325m, bringing total commitments to: £1bn; Founders buy back 30% minority stake from Equistone and SL Capital Partners

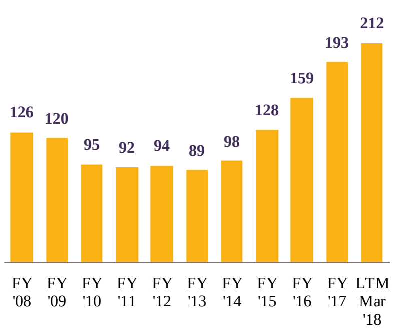
2016 – New **Bond** to refinance and upsize previous bond £375m; THE SUNDAY TIMES TOP TRACK 250

2017 – New **Bond** £200m; **Loan portfolio** exceeds **£2bn**; Inaugural **RMBS** £275m

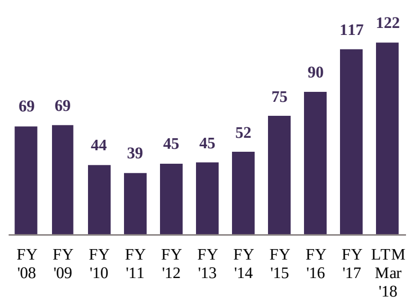
2017 – New **Delta** securitisation £90m; **BB-** **S&P** upgrade long-term issuer rating; **600** Colleagues

2018 – THE SUNDAY TIMES 100 BEST COMPANIES TO WORK FOR 2018; **700** Colleagues; **BB** **Fitch** upgrade long-term issuer rating

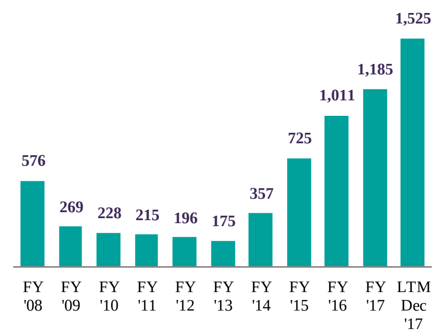
EBITDA £m (1)



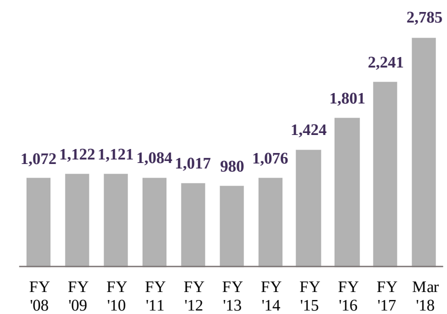
Profit before Tax £m (1)



Originations £m



Loan & Advances £m



(1) Underlying PBT & EBITDA
(2) FY '17 and Sep '17 LTM are on an underlying basis, adjusted for exceptional costs incurred during such periods.

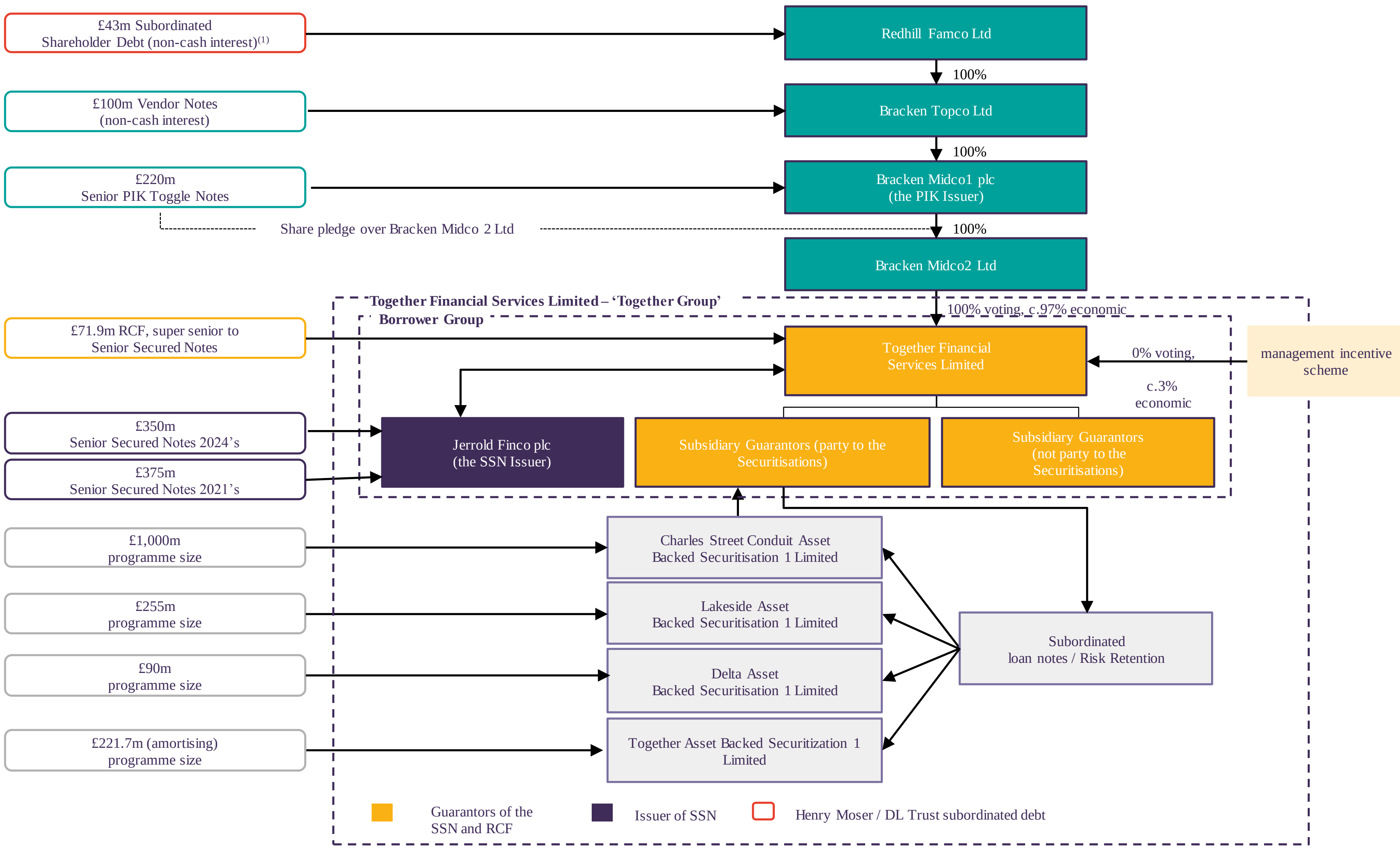
Overview of securitisation structure

together. Common sense lending

Issuer	Charles Street Asset Backed Securitisation	Lakeside Asset Backed Securitisation	Delta Asset Backed Securitisation
Note purchasers	• RBS, Barclays, Lloyds, Natixis and HSBC	• Lloyds, Natixis and HSBC	• Goldman Sachs Private Capital
Facility size	• £1,000m facility size • £935m issued	• £255m facility size • £210m issued	• £90m facility • £90m issued
Maturity	• Revolving period January 2020 • Full repayment January 2021	• Full repayment January 2021	• Revolving period January 2020 • Full repayment January 2021
Rating	• Rated Aa2 (sf) by Moody's and AA (sf) by and DBRS	• Not rated	• Not rated
Structure	• Loan pool collateral £1,199.2m • Together Financial Services subordinated loan notes	• Loan pool collateral £273.5m • Together Financial Services subordinated loan notes	• Loan pool collateral £108.4m • Together Financial Services subordinated loan notes
Facility purpose	• Flexible facility to fund all asset types • Concentration limits on % of short term commercial purpose loans	• Primarily to fund new short term commercial purpose loans and loans secured on commercial property	• Primarily to fund new short term commercial purpose loans and loans secured on commercial property
Purchase & recycling of assets	• Beneficial interest in qualifying loans transferred to Securitisation on a random basis in consideration for full principal balance • The Borrower Group buys back assets that no longer meet the eligibility criteria. Primarily this is where a loan no longer meets the relevant arrears criteria (3–5 months)		
Delinquency(1) and loss rate	• Delinquency rate (arrears >1m) 3.16% • Rolling 3 month average default rate 0.21% • LTM £48.9m of loans were repurchased	• Delinquency rate (arrears >1m) 2.44% • Rolling 3 month average default rate 0.43% • LTM £14.9m of loans were repurchased	• Delinquency rate (arrears >1m) 0.45% • Rolling 6 month average default rate 0.68% • LTM £8.3m of loans were repurchased
Excess spread and subordinated debt interest (LTM)	• Average monthly excess spread of £6.3m • Average monthly subordinated debt interest of £0.5m	• Average monthly excess spread of £2.2m • Average monthly subordinated debt interest of £0.1m	• Average monthly excess spread of £0.7m • Average monthly subordinated debt interest of £0.04m

Note: Data as at April 30, 2018.
(1) Delinquency rate includes the technical arrears.

Group legal & finance structure as April 30, 2018



(1) Subordinated Shareholder Funding based upon nominal value

together.
Common sense lending

Contact

Gary Beckett
Group Managing Director & Chief Treasury Officer
gary.beckett@togethermoney.com
+ 44 7733 364686

Mike Davies
Director of Corporate Affairs
mike.davies@togethermoney.com
+ 44 7753 138185