Q3 2019 Results

Investor Presentation

16th May 2019

Management team participants

Gary Beckett, Group Managing Director and Chief Treasury Officer

- Gary is one of the longest serving colleagues at Together, joining the Group in 1994. He 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, Gary contributed to the strategic development of the Group, with specific responsibility for financial reporting, taxation and treasury. From 1st March 2018 he took on the role of Group Managing Director and Chief Treasury Officer, and along with continuing to oversee Treasury and Investor Relations, 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, Senior Note issuance facilities and PIK Toggle Note issuance
- 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 advising Shawbrook, Arrow Global, Hastings and Pollen Street Capital
- 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

Jordan Foster, Director of Strategic Finance

- Jordan joined Together in 2014, providing corporate finance expertise and leading strategic projects across the business
- Jordan has played a key role in the last three Senior Secured Notes issuances as well as the PIK Toggle Notes issuance to support the buy back of the minority private equity investment in 2016 and the subsequent refinancing of the PIK Toggle Notes in 2018
- Previously, he has 10 years M&A experience at KPMG
- Jordan is a qualified Chartered Accountant

Agenda

Key highlights (1)

Strong lending volumes drive loan book to growth

- Average monthly lending up 20.5% at £169.7m (Q3 '18 at £140.8m)
- Loan book up 24.6% to £3.47bn (Q3 '18: £2.78bn) at a conservative WA LTV of 55.1%
- Solid growth in quarterly EBITDA, up 15.7% at £61.9m (Q3 '18: £53.5m)
- Quarterly PBT 8.8% higher at £31.4m (Q3 '18: £28.9m)

Continued operational progress

- Named for the second successive year in The Sunday Times 100 Best Companies to Work For
- Launched enhanced customer experience programme across all departments, utilising insights from customers and partners to further optimise our processes and the customer journey

Added further breadth and maturity to funding

- Delta ABS refinanced extending the term of the facility to 4 years on more favourable terms and increasing commitments from £90m to £200m
- Won 'Overall Best Securitization Issuer of the Year' at the inaugural Global Capital European Securitization Awards'

58.0%
Weighted average LTV of originations
(LTM March '18: 58.5%)

£1.90bn
LTM originations +24.3%
(LTM March '18: £1.53bn)

£3.47bn
Loan Book + 24.6%
(Q3 '18: £2.78bn)

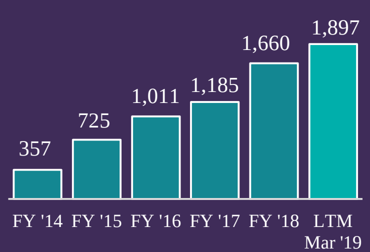
£240.8m
LTM EBITDA + 13.5%
(LTM March '18 : £212.1m)

£123.2m
LTM PBT
+ 1.1%
(LTM March '18: £121.8m)

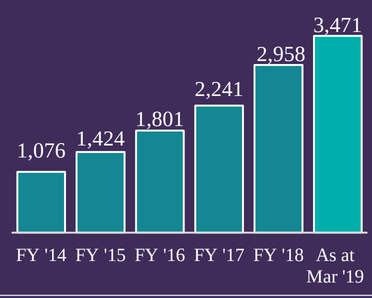
7.1%
LTM net interest margin
(LTM March '18: 7.7%)

£3.45bn
Total facility size + 60.9%
(Q3 '18 : £2.14bn)

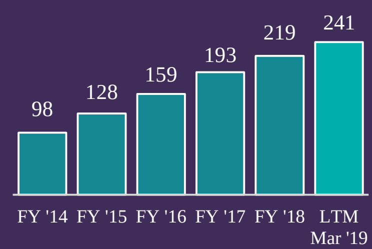
Originations £m



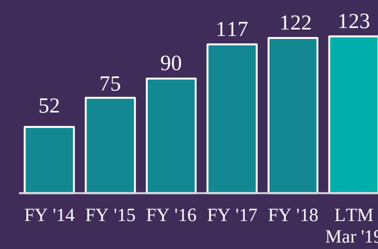
Loan book £m



EBITDA (2) £m



PBT (2) £m



(1) All figures from 1 July 2018 are presented on an IFRS 9 basis. Prior to this figures are presented on an IAS 39 basis. As such, KPIs presented on a LTM basis include results on an IAS 39 basis to 30 June 2018, and IFRS 9 basis for the nine months to 31 March 2019

(2) FY '17 EBITDA and PBT adjusted for £8.2m and £23.0m, respectively, of exceptional costs in respect of the acquisition of the minority interest (£8.2m) and the refinancing of the Senior Secured Notes (£14.8m)

Note: LTM: last twelve months

Agenda

A unique and successful model based on over 40 years' experience

Objective

- Build long-term value by helping individuals, families and businesses to achieve their financial ambitions

Strategic focus

- Increase secured lending to underserved customers in attractive growing markets
- Deliver positive customer outcomes with flexible products, experienced underwriters and great servicing
- Maintain high asset quality with prudent underwriting based on low LTVs, affordability and sustainability
- Increase scale and diversity of funding and reinvest profits to support future growth ambitions

Our customers

- Owner Occupiers
- Landlords
- Businesses
- Developers

Established multi-channel distribution

- Packaging brokers
- Mortgage networks and clubs
- Professional networks
- Repeat customers
- Direct

together.
SINCE 1974

Creating value

***For our customers and brokers*:**

- Customised approach with flexible criteria
- Broad and differentiated product offering
- Direct access to decision makers
- Speed of completion
- Quality of service
- Approachable, professional, reliable
- Strong reputation and trust

***For wider society*:**
By providing 'new normal' individuals and businesses with funding, we help them to achieve their dreams and drive economic value in society

Investment strengths of our model

- 44 year through-the-cycle track record
- Privately owned with long-term value focus
- Experienced senior management and high quality independent Board
- Focus on low LTVs and affordable, sustainable lending
- Diversified loan book with low arrears
- Strong growth and industry leading returns

Underpinned by a flexible funding structure

- Senior Secured Notes
- Private Securitisations
- Public Securitisations (RMBS)
- Revolving Credit facility
- Shareholder Funds
- PIK Notes (Bracken Midco1)

Continued evolution and growth supported by ongoing strategic investment

Distribution and products

- Head of Corporate Relationships and Corporate Relationship Directors appointed to support increased engagement with corporate customers (who typically borrow > £1m)
- Since launch in January, strategic broker platform Together+ has formed partnerships with around 40 key packaging brokers
- Together is now trading with 14 UK mortgage networks and clubs, giving access to more than 65% of the market
- Successfully rolled out new product launches to Together+ and wider market

Customer journey

- Over the past year we have maintained a proactive programme of customer review and engagement to:
  - Improve processes, products and propositions
  - Identify and address areas for improvement
  - Improve the customer journey

People, culture and systems

- Maintained regular key stakeholder engagement, with 87% colleague engagement and 80%+ customer satisfaction
- Continued evolution of broker platform based on direct broker feedback
- Utilisation of Enterprise Data Warehouse to enable each department to conduct end user data analytics to enhance service and delivery
- Implemented market leading solutions to further enhance security information, event management and disaster recovery systems
- Richard Gregory appointed as Chair of Personal Finance

Awards and recognition

Together named as one of the UK's Best Companies To Work For in The Sunday Times list for the second year in a row

Won 'Overall Best Securitization Issuer of the Year' at the inaugural Global Capital European Securitization Awards', as well as being shortlisted for two further awards

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(2) Weighted average loan to value

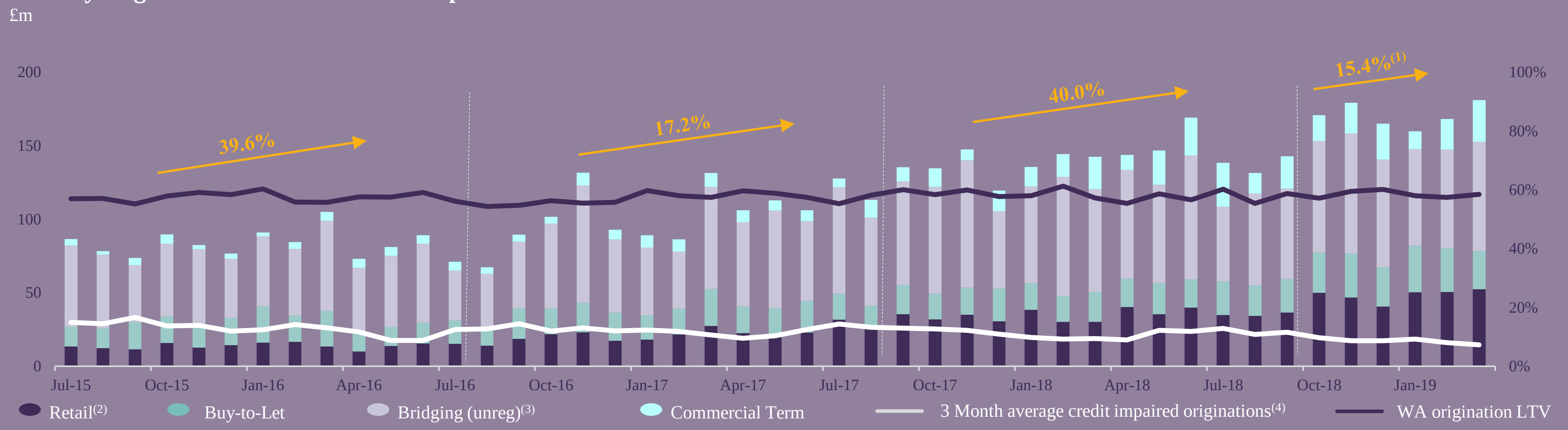
Agenda

1. Key highlights
2. Operating update
3. **Loan book performance**
4. Financial review
5. Funding update
6. Summary and outlook
7. Q&A
8. Appendix

Strong lending volumes with conservative LTVs

Year on year originations growth rate

Monthly originations at low LTVs and impairments

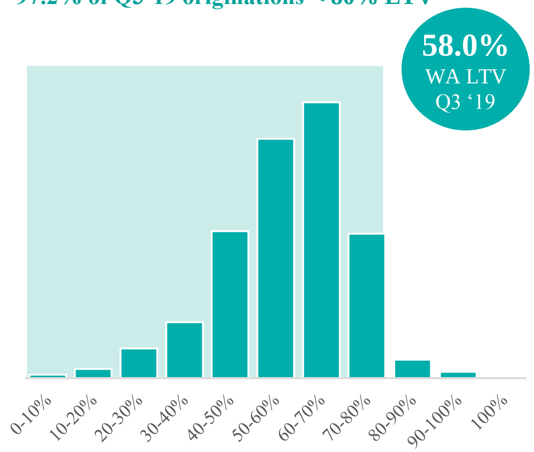


Strong lending volumes

- Quarterly origination volumes at £509.1m up 20.5% on £422.4m in Q3 ’18, and similar to £515.2m in Q2 ’19
- Robust credit quality maintained
  - Weighted average origination LTV’s remain very conservative at 58.0% (Q3 ‘18: 58.8%)
  - Credit impaired originations remain low, with recent vintage arrears showing no deterioration in credit quality
- Q3 ‘19 nominal rates reduced to 7.8% (Q3 ‘18: 9.2%), due to increased competition across the portfolio and changes in product mix towards lower yielding retail and BTL products

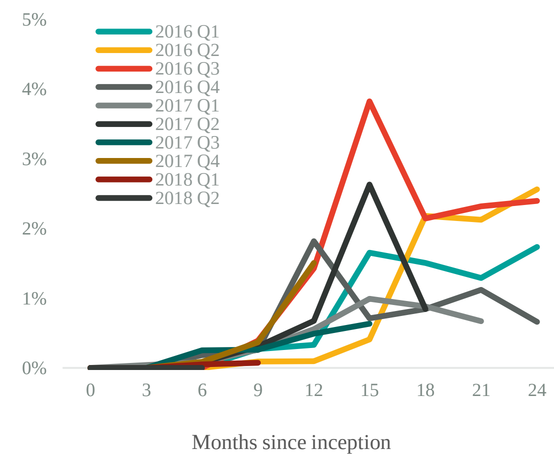
Conservative origination LTVs [5]

97.2% of Q3‘19 originations < 80% LTV



Strong recent vintage performance [6] [7]

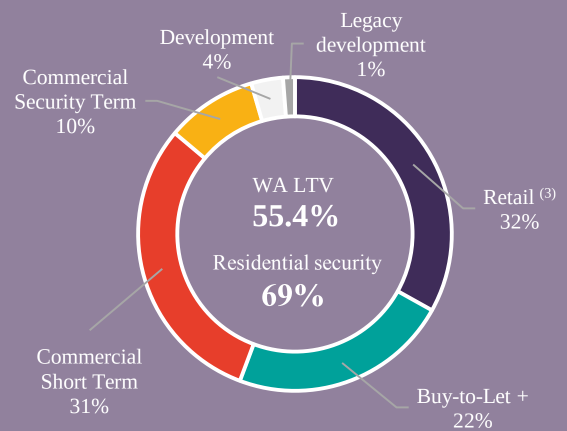
(>3m arrears by quarterly vintage)



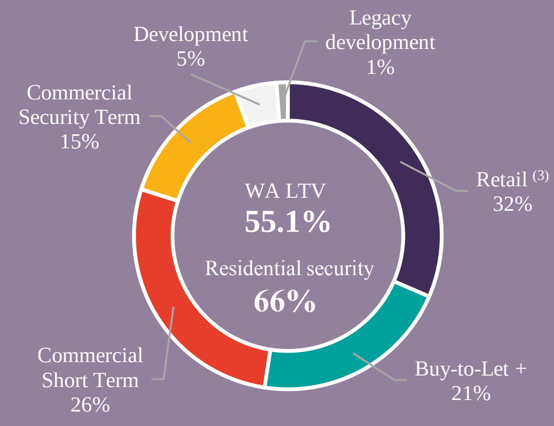
(1) Calculated on an annualized basis
(2) Includes CBTL and regulated bridge accounting for £9.4m and £48.6m of Q3 ‘19 originations respectively, compared to £7.3m and £36.0m respectively in Q3 ’18
(3) Includes development loans
(4) 3-month rolling average of credit impaired customers as % of total new business written, using FCA definition of ‘credit impaired’.
(5) This analysis is prepared on a loan-by-loan basis, and as such does not take into account any cross-charges which provide additional security
(6) Origination balance of loans > 3months arrears / total originated in the quarter
(7) Based on calendar year

High quality portfolio focused on affordability and low LTVs (1)(2)

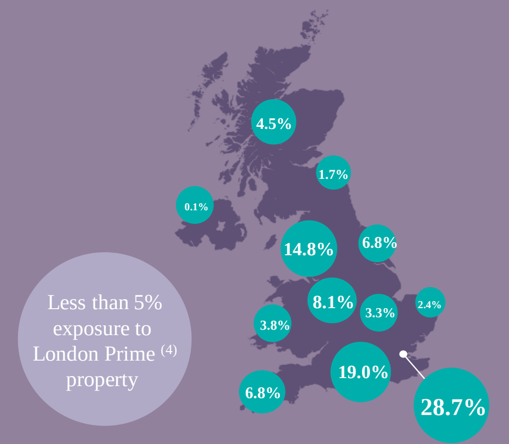
Loan book at March ’18: £2.78bn



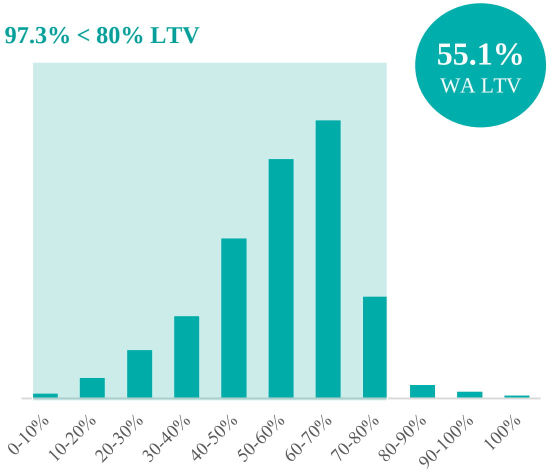
Loan book at March ’19: £3.47bn



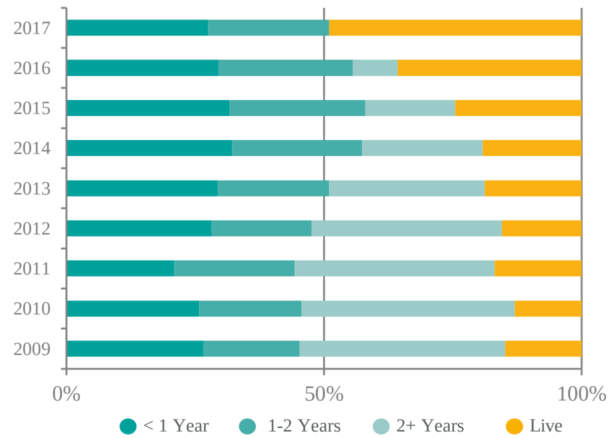
Loan book diversified across geography



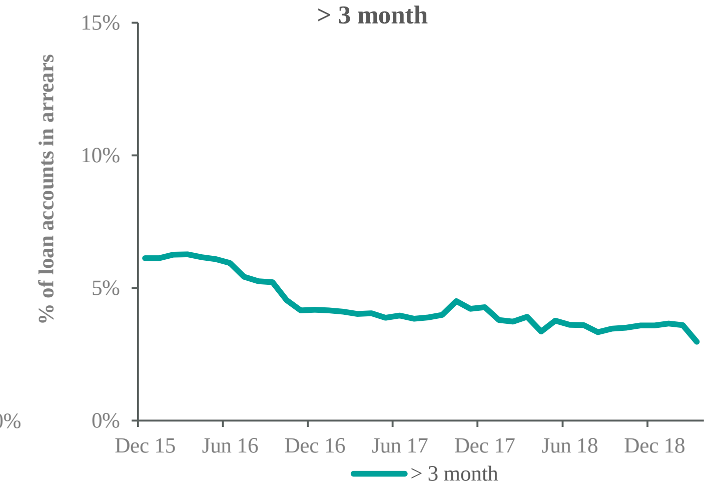
Loan book by indexed LTV at Mar ‘19



Redemption rates (5) (by loan vintage)



Declining Arrears



(1) All figures from 1 July 2018 are presented on an IFRS 9 basis. Prior to this figures are presented on an IAS 39 basis.
(2) Loan book analysis for core operating subsidiaries is presented after loss allowances
(3) Includes CBTL and regulated bridge accounting for £66.5m and £157.6m as at 31 March 2019 compared to £51.5m and £106.1m at 31st March ‘18.
(4) As defined by the Coutts London Prime Index
(5) Based on calendar year

Low LTVs provide significant downside protection (1)

LTVs remain conservative at 55.1%

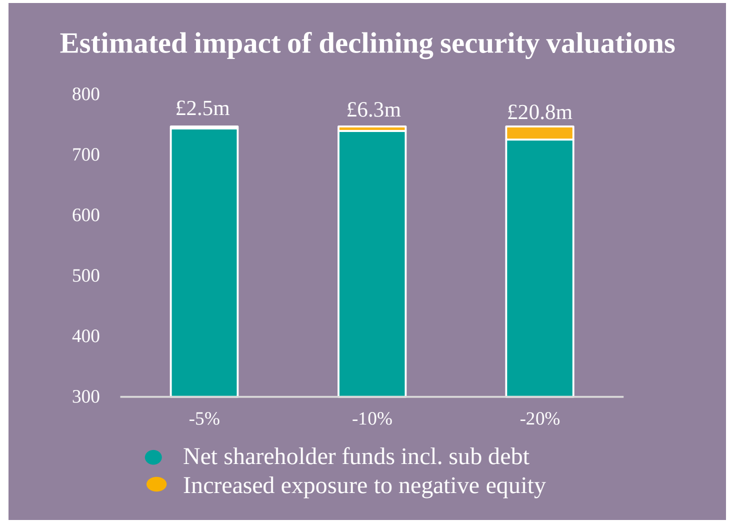
- Weighted average indexed LTV of total loan portfolio 55.1% (57.4% for the Borrower Group)
- Percentage of loans with indexed LTV of > 80% is 2.7% (6.8% for the Borrower Group)

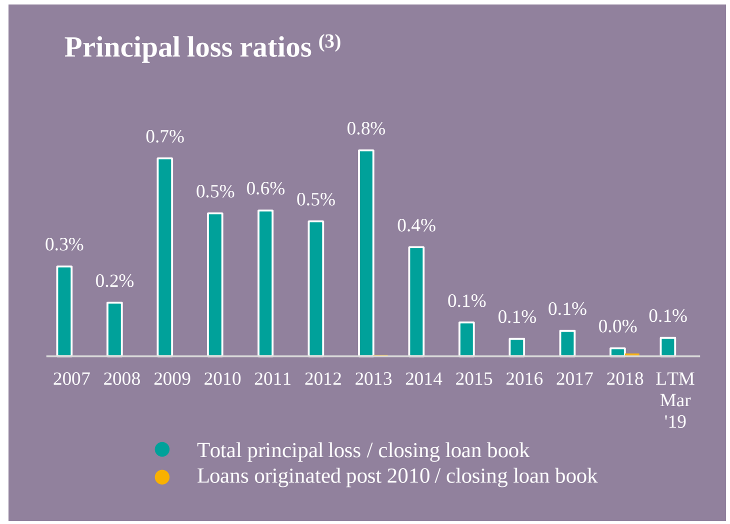
Loans in negative equity

- Group had negative equity exposure of £18.6m, supported by £48.7m of loss allowances (2)

Downside scenario analysis

- Additional Group exposure to negative equity from falls in property values: 10% (£6.3m) and 20% (£20.8m)
- Additional Borrower Group exposure to negative equity from falls in property values: 10% (£6.0m) and 20% (£18.9m)
- Peak principal loss ratio only 0.8% during financial crisis, reducing to 0.1% in recent years. On lending since we tightened our underwriting policies in 2010, loss ratios have consistently been below 0.03%





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(2) Provisions excludes impairment allowance for shortfalls fully provided for
(3) Principal losses = total principal advances + 3rd party costs (i.e. foreclosure costs) less total receipts

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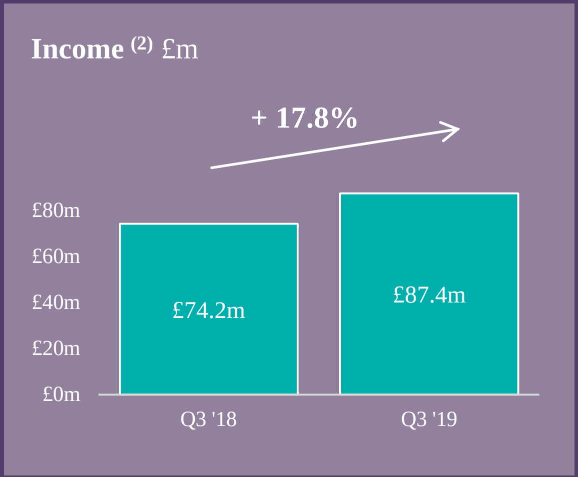
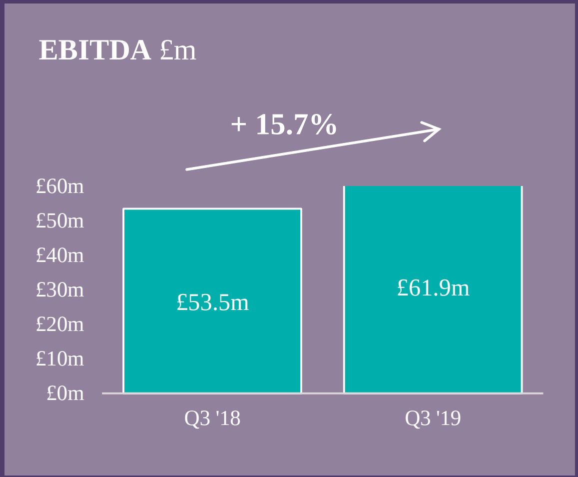
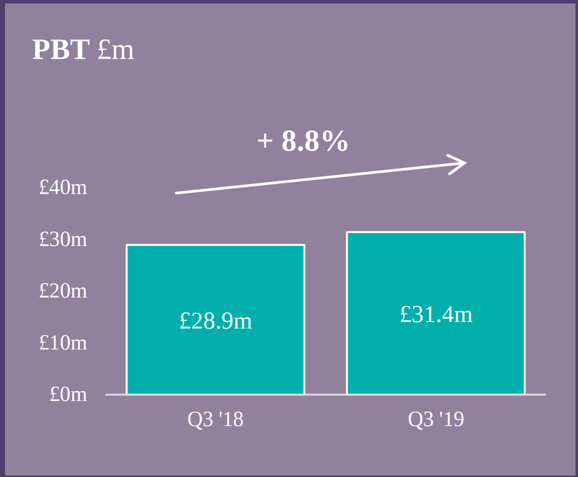
Continued growth in income and EBITDA (1)







	Q3 '18 (IAS 39)	Q2 '19 (IFRS 9)	Q3 '19 (IFRS 9)
Income(2) £m	74.2	85.2	**87.4**
Impairment Charge £m	3.0	3.8	**3.1**
EBITDA £m	53.5	60.5	**61.9**
Interest Payable £m	23.7	28.3	**29.4**
PBT £m	28.9	31.2	**31.4**
NIM(3)	7.7%	7.4%	**7.1%**
Cost / Income Ratio(4)	33.1%	36.9%	**37.8%**
Return on Equity(5)	15.3%	15.0%	**14.8%**

Income & expenditure

- Strong earnings performance whilst maintaining significant investment in colleagues, culture, systems and governance to support future growth
- Income increased by £13.2m to £87.4m (Q3 '18: £74.2m) reflecting loan book growth
- IFRS 9 impairment charge for the quarter of £3.1m compared to a £3.8m impairment charge in Q2 '19 and an IAS 39 impairment charge of £3.0m in Q3'18
- NIM lower at 7.1%, reflecting lower yield due to increased competition, product mix and higher gearing partly mitigated by lower costs of funds
- LTM cost / income ratio of 37.8%, reflecting impact of upfront loan on-boarding costs of growing loan book and full year costs of prior year step change in investment in infrastructure, governance and people. Remains very low compared with peer group
- PBT increased by £2.5m to £31.4m (Q3 '18: £28.9m)

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(2) Includes fees & commission receivable
(3) Calculated as rolling 12 month net interest income / average opening and closing loan assets
(4) Rolling 12 months operating expenses excluding impairment, financing costs, and tax / rolling 12 months net operating income
(5) Calculated as rolling last 12 months PAT / average of opening and closing shareholder funds (including subordinated debt)

Strong balance sheet and attractive credit metrics [1]

- Robust loan growth with stable conservative LTVs
- Conservative levels of gearing relative to peers
- Strong underlying asset cover
- Prudent capitalisation maintained compared to peers
- Cost of risk has reduced slightly compared with Q2 ’19 with favourable movements in forecast HPI’s and timing of expected base rate increases

		Consolidated Group			Borrower Group		
		Q3 ’18 (IAS 39)	Q2 ’19 (IFRS 9)	**Q3 ’19 (IFRS 9)**	Q3 ’18 (IAS 39)	Q2 ’19 (IFRS 9)	**Q3 ’19 (IFRS 9)**
Balance sheet / asset quality	Net loan book (£m)	2,784.8	3,248.4	**3,470.7**	886.6	1,151.0	**1,195.0**
	Shareholder funds (£m) [2]	720.0	746.4	**773.6**	327.5	426.4	**445.2**
	Weighted average indexed LTV of portfolio	55.4%	55.6%	**55.1%**	59.1%	58.9%	**57.4%**
	Cost of risk [3]	0.28%	0.47%	**0.37%**	n/a	n/a	**n/a**
Key credit metrics	Gearing [2][4]	73.9%	76.5%	**77.4%**	68.6%	62.7%	**63.5%**
	Underlying asset cover [5]	40.9%	42.5%	**42.6%**	40.5%	36.9%	**36.4%**
	Net debt : EBITDA	9.7x	10.7x	**11.2x**	4.2x	4.0x	**4.1x**
	Gross debt : shareholder funds	3.0x	3.4x	**3.6x**	2.2x	1.7x	**1.7x**
	Interest cover on LTM basis	2.4x	2.2x	**2.2x**	4.2x	4.0x	**4.0x**
	Tangible equity [2] / tangible assets	25.4%	22.5%	**21.9%**	n/a	n/a	**n/a**

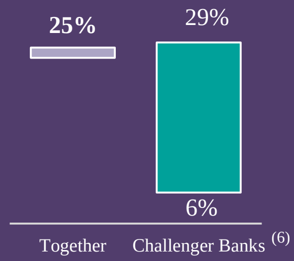
24.6%
Growth in loan book to £3.47bn
(Q3’ 18 £2.78bn)

WA indexed LTV at Q3 ‘19
55.1%
(Q3’ 18: 55.4%)

£773.6m
Shareholder funds[2]
(Q3 ‘18: £720.0m)

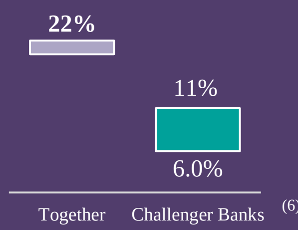
Underlying asset cover [5]
42.6%
(Q3 ‘18: 40.9%)

Loan growth (LTM)



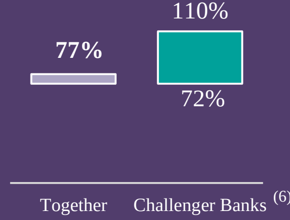
Median: 19%

Tangible equity / tangible assets



Median: 8%

Net debt / net book value of loans on balance sheet



Median: 94%

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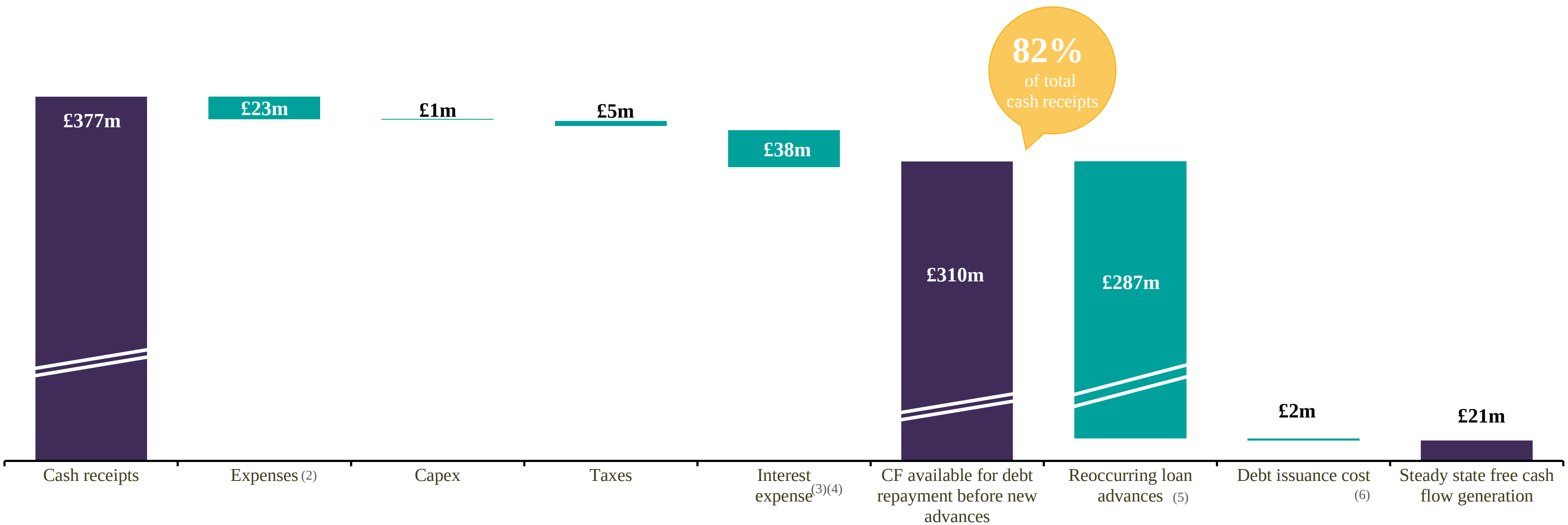
(2) Subordinated shareholder loans and notes treated as equity
(3) Based on rolling 12 months impairment charge / average of net loan book
(4) Ratio of net borrowings to the value of the net loans and advances to customers of the consolidated group and borrower group, respectively
(5) Ratio of net borrowings to the value of the underlying security valuation of the consolidated group and borrower group, respectively
(6) Peer set comprises of Aldermore, CCFS, Close Bros, OSB, Paragon, Shawbrook and Secure Trust as at June ‘18.
(7) Q3’19 IFRS 9 impairment charge £3.1m (Q2 ‘19: £3.8m; Q3 ‘18 IAS 39 charge: £3.0m)

Consistently high levels of cash generation

Quarterly cash flows (Q3 '19)

- Consolidated group cash receipts up 45.2% to £376.7m (Q3'18 of £259.4m)
- Cash available for debt repayment of £310m
- Steady free cash flow generation of £21m
- Interest cover of 2.2x[(1)] on a consolidated basis and 4.0x[(1)] at the Borrower Group level. Much higher on cash basis
- Superior free cash flow generation vs. FIG HY peers supporting growth and debt service



Strong cash flow profile underpinned by secured property lending

(1) Calculated on a LTM basis
(2) Principally represents staff costs and overheads
(3) Excludes debt issuance costs
(4) Includes interest of £22.4m being the 6 monthly payments for both Senior Secured Notes
(5) Reoccurring loan advances are loan advances required to maintain the size of the loan book at the beginning of period. Calculated as loans originated in the last three months less growth in loans & advances over the last three months
(6) Debt issuance costs adjusted proportionately to reflect costs associated with reoccurring loan advances only

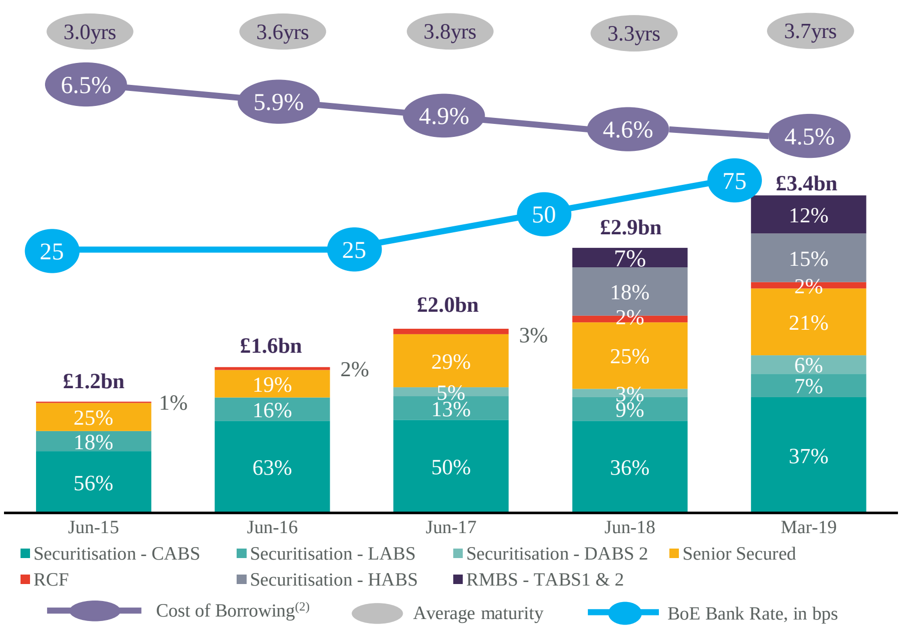
Agenda

Significant additional funding to support growth ambitions

Liquidity & funding

- Refinanced or raised over £2.8bn in 2018, reducing pricing, improving efficiency, extending average maturity to 3.7 years at 31 March '19 and more closely aligning facilities to our products
- Delta ABS refinanced in March 2019; extending the term of the facility to 4 years, reducing pricing,and increasing commitments from £90m to £200m
- High liquidity levels: £706.4m total undrawn committed funding (excl. restricted cash)
- TABS 1 RMBS class B and C notes upgraded by Moody's – January 2019

Diversified funding base as at Q3 '19 (1)



Bracken Midco1 Plc
Senior PIK Toggle Notes 2023
£350m
5yr NC2
S&P: B+; Fitch: B

Together Financial Services Limited
Loan book £3.47bn

Commercial Finance (unregulated)
Bridging Loans, BTL+, Commercial Real Estate, Developments

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

Bonds

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

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

Bank Facilities

RCF 2021
£71.8m Commitment

Private Securitisations

Charles St ABS "CABS" 2023
£1,255m Commitment
Moody's: Aa2 (sf); DBRS: AA (sf)

Lakeside ABS "LABS" 2021
£255m Commitment

Delta ABS 2 "DABS 2" 2023
£200m Commitment
Refinanced March 2019

Highfield ABS "HABS" 2022
£525m Commitment

Public Securitisation

Together ABS "TABS 1"
RMBS
£168.5m rated notes in issue(3)
81% rated Aaa/AAA(4)

Together ABS 2 "TABS 2"
RMBS
£246.3m rated notes in issue (3)
78.5% rated AAA(4)

Total shareholder funding £773.6m (5)
(Borrower Group: £445.2m) (5)

As at March 31st 2019

(1) Presented based on total facility size
(2) Cost of borrowing is calculated as total interest payable on an LTM basis (excluding interest on subordinated debt) divided by opening and closing gross debt. Total interest payable includes core interest, non-utilisation fees and fee amortisation. FY17 adjusted for exceptional interest payable of £14.8m

(3) As at March, 2019
(4) Based upon rated notes at issuance
(5) Includes shareholder debt

Agenda

Summary and outlook [1]

£1.90bn
LTM originations +24.3%
(LTM March '18: £1.53bn)

58.0%
WA origination LTV
(LTM Mar '18: 58.5%)

£3.47bn
Loan Book +24.6%
(Q3 '18: £2.78bn)

THE SUNDAY TIMES 100 BEST COMPANIES TO WORK FOR 2019

£123.2m
LTM PBT
+ 1.1%
(LTM March '18: £121.8m)

7.1%
LTM net interest margin
(LTM March '18: 7.7%)

£240.8m
LTM EBITDA
+ 13.5%
(LTM March '18 : £212.1m)

£3.45bn
Total facility size
+60.9%
(Q3 '18: £2.14bn)

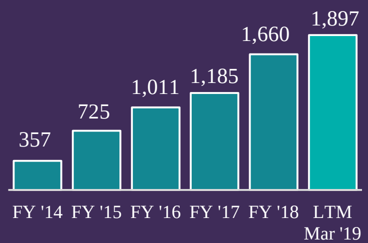
Summary

- Strong performance continued in Q3 '19, with increased lending volumes at conservative LTVs resulting in loan book reaching £3.47bn while maintaining robust profitability and cash generation
- Continued development and expansion of distribution channels
- Second year running in The Sunday Times 100 Best Companies to Work For

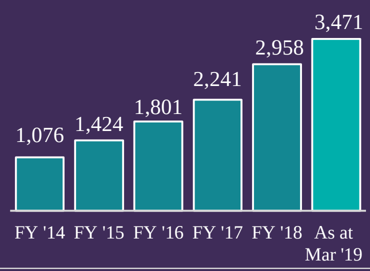
Outlook

- UK's economic outlook remains uncertain with the Brexit deadline extended until the end of October and lead indicators continuing to be mixed
- Together continues to see strong demand from customers and along with strong asset quality, high levels of liquidity and diversified funding with long maturity, it remains well placed to deliver on its growth plans

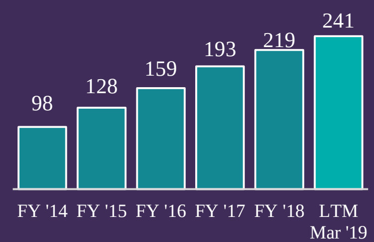
Originations £m



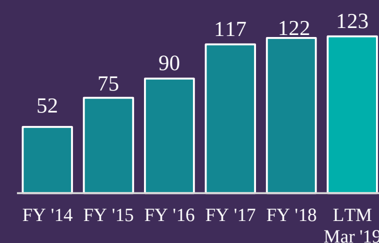
Loan book £m



EBITDA[2] £m



PBT[2] £m



(1) All figures from 1 July 2018 are presented on an IFRS 9 basis. Prior to this figures are presented on an IAS 39 basis.
(2) FY '17 EBITDA and PBT adjusted for £8.2m and £23.0m, respectively, of exceptional costs in respect of the acquisition of the minority interest (£8.2m) and the refinancing of the Senior Secured Notes (£14.8m)

Agenda

Q&A

session

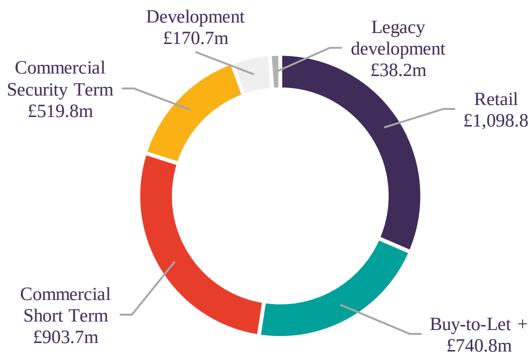
Appendix:
additional information

Agenda

Diversified loan book – consolidated group (1)(2)

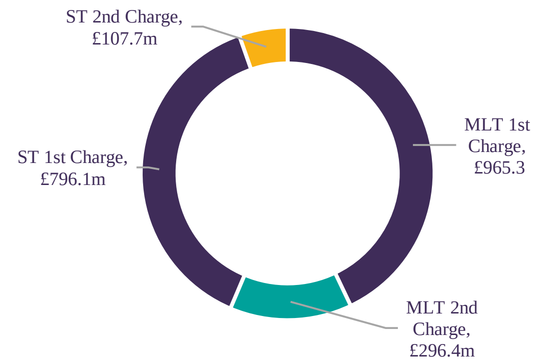
Loan portfolio breakdown by loan purpose

Total (1) £3,471.9m



Retail loan book breakdown

Commercial loan book breakdown (3)



66% secured on residential security

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
Retail	53.6	7.9%	50.2%
Commercial	162.8	9.3%	56.7%
Development	546.8	11.1%	64.9%
Total	102.0	9.0%	55.1%

100% secured on residential security

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
1st Charge	99.4	6.9%	47.8%
2nd Charge	38.0	8.9%	52.3%

53% secured on residential security

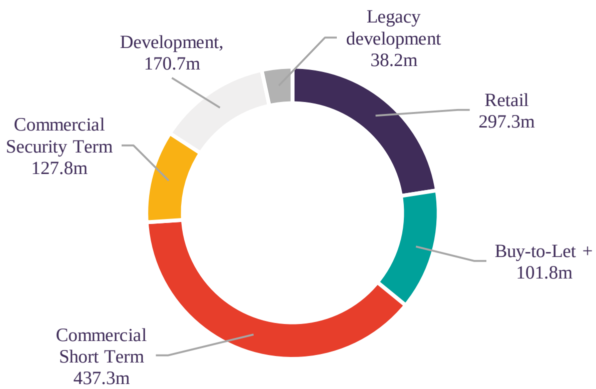
Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
ST 1st Charge	332.8	10.8%	58.4%
ST 2nd Charge	234.1	11.8%	60.8%
MLT 1st Charge	145.3	8.1%	54.8%
MLT 2nd Charge	77.7	8.4%	56.8%

Note: ST = Short term; MLT = Medium + Long term.
(1) Loan book analysis for core operating subsidiaries is presented after allowances for impairments.
(2) All figures are presented on an IFRS 9 basis
(3) Excludes development loans

Diversified loan book – borrower group (1)(2)

Loan portfolio breakdown by loan purpose

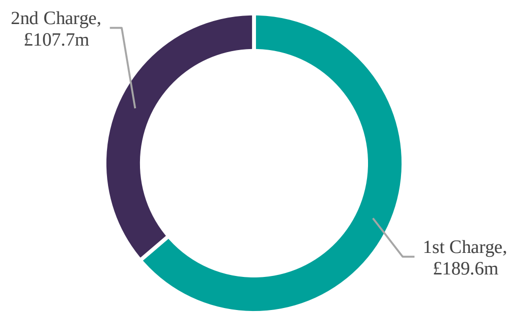
Total (1) £1,1173.2m



48% secured on residential security

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
Retail	53.8	8.0%	51.1%
Commercial	276.9	10.1%	58.2%
Development	546.8	11.1%	64.9%
Total	143.4	9.8%	57.4%

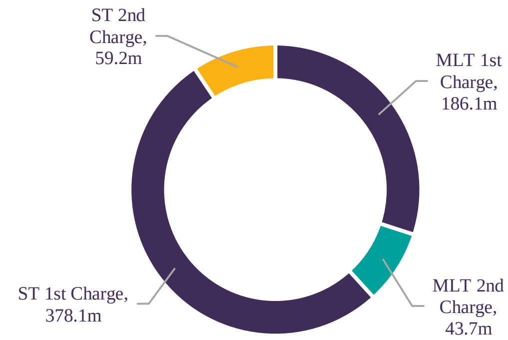
Retail loan book breakdown



100% secured on residential security

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
1st Charge	151.2	6.7%	50.7%
2nd Charge	25.2	10.4%	51.7%

Commercial loan book breakdown (3)



35% secured on residential security

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
ST 1st Charge	552.8	10.8%	58.8%
ST 2nd Charge	274.2	11.8%	62.4%
MLT 1st Charge	187.5	8.4%	56.1%
MLT 2nd Charge	84.3	9.0%	56.4%

Note: ST = Short term; MLT = Medium + Long term. .
(1) Loan book analysis for core operating subsidiaries is presented after allowances for impairments
(2) All figures presented are on an IFRS 9 basis.
(3) Excludes development loans

Overview of private securitisation structures

Issuer	Charles Street Asset Backed Securitisation	Lakeside Asset Backed Securitisation	Delta Asset Backed Securitisation 2[(2)]	Highfield Asset Backed Securitisation
Structure	• Class A - RBS, Barclays, Lloyds, Natixis, HSBC, BNPP • Class B / C - 5 investor's • Sub Note – Together Financial Services	• Senior - Lloyds, Natixis and HSBC • Sub Note – Together Financial Services	• Senior - Goldman Sachs Private Capital • Sub Note – Together Financial Services	• Senior - Barclays, Natixis, HSBC, Citi Group • Sub Note – Together Financial Services
Facility size	• £1,255m facility size • £997.2m issued	• £255m facility size • £199.4m issued	• £200m facility • £90.0m issued	• £525m facility size • £310.0m issued
Maturity	• Revolving period September 2022 • Full repayment September 2023	• Full repayment January 2021	• Revolving period March 2022 • Full repayment March 2023	• Revolving Period June 2021 • Full Repayment June 2022
Rating	• Rated by Moody's and DBRS Class A – Aa2 / AA Class B – Baa1 / BBB (high) Class C – Ba1 / BB (high)	• NR	• NR	• NR
Loan pool collateral	• £1,106.5m	• £251.2m	• £105.6m	• £372.7m
Facility purpose	• Flexible facility to fund residential property • Concentration limits on % of short term commercial purpose loans	• Primarily to fund short term commercial purpose loans and loans secured on commercial property	• Primarily to fund short term commercial purpose loans and loans secured on commercial property	• To fund term loans backed by small balance commercial real estate
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) 2.84% • Rolling 3 month average default rate 0.23%	• Delinquency rate (arrears >1m) 2.96% • Rolling 3 month average default rate 0.63%	• Delinquency rate (arrears >1m) 1.71% • Rolling 6 month average default rate n/a	• Delinquency rate (arrears >1m) 2.95% • Rolling 3 month average default rate 0.60%
Excess spread and subordinated debt interest (LTM)	• Average monthly excess spread of £5.5m • Average monthly subordinated debt interest of £0.4m	• Average monthly excess spread of £2.8m • Average monthly subordinated debt interest of £0.16m	• Average monthly excess spread n/a • Average monthly subordinated debt interest n/a	• Average monthly excess spread of £1.3m[(3)] • Average monthly subordinated debt interest of £0.1m[(3)]

Note: Data as at March 31, 2019.
(1) Delinquency rate includes technical arrears

(2) DABS 2 was completed on the 29th March 2019 and as such, there is insufficient information to provide certain metrics. As at 28th February 2019 the equivalent metrics for DABS were as follows: delinquency rate 4.62%, rolling 6 month average default rate 0.36%, average monthly excess spread of £1.03m and average monthly subordinated debt interest of £0.05m

(3) Since inception June 2018

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