

# **Together Financial Services Limited** Q3 2020/21 Results

Company Registration No. 02939389

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### Highlights

Together Financial Services Limited ('Together' or 'the Group'), one of the UK's leading specialist mortgage and secured loan providers, is pleased to announce its results for the quarter ended March 31, 2021.

#### Commenting on today's results, Gerald Grimes, Group CEO Designate of Together, said:

"I am pleased to report that Together delivered another strong performance in the quarter to 31 March, while continuing to support our customers and shape our business for the future.

"As transaction volumes in the specialist mortgage markets continued their recovery towards pre-pandemic levels, we also maintained the upward momentum in our lending levels, with average monthly originations up 68.5% on Q2 at £125.4m. This contributed to the loan book returning to growth standing at £3.9bn at the end of the quarter. Underlying profit before tax increased to £44.0m and cash receipts remained very robust at £419.4m.

"We added further scale and depth to our funding structure, successfully issuing £500m senior secured notes in January, our largest bond issuance to date and the first sterling corporate bond in 2021. We also issued the first small balance commercial real estate  $MBS^1$  in the UK since the Global Financial Crisis, for £200m in March. These issuances contributed to the Group having undrawn facility headroom of £1,304m at 31 March.

"While the extended lockdown in the first few months of 2021 is expected to dampen the UK economy in the first half of the year, with the rapid rollout of the Covid-19 vaccine programme many commentators are forecasting strong economic growth in the second half of the year and a return to pre-Covid levels in early 2022. With strong levels of capital and liquidity and our modernisation and transformation programmes well underway, we believe Together is well placed to support increasing numbers of customers and to play our part in the UK's economic recovery."

#### Financial performance: quarter ended March 31, 2021

- Group loan book of £3.93bn at March 31, 2021 (Q3'21), down 8.9% compared with £4.32bn at March 31, 2020 (Q3'20), although up 1.2% on £3.88bn at December 31, 2020 (Q2'21), as whilst redemption levels remained strong these were outpaced by new origination levels
- Loan book weighted average indexed LTV<sup>2</sup> remains very conservative at 52.6% (Q3'20: 53.9%; Q2'21: 52.2%)
- Average monthly loan originations of £125.4m, down 22.0% compared with £160.8m in Q3'20, although up 68.5% from £74.4m in Q2'21 as the Group continued to increase new lending
  - Growth in originations maintained in April 2021 at £120.8m
- Weighted average origination LTVs remain conservative at 59.7% (Q3'20: 58.0%; Q2'21: 58.5%)
- Interest receivable and similar income of £89.9m down 10.2% compared with £100.1m in Q3'20 and down 3.2% compared with £92.9m in Q2'21, as a result of the decrease in the size of the loan book from the previous year, along with changes in origination mix as we increased volumes of some of our more lower yielding products back towards pre Covid-19 levels and received higher redemption levels on higher yielding development loans during the current quarter
- Underlying net interest margin remained highly attractive at 6.3% (Q3'20: 6.2%; Q2'21: 6.5%)
- Annualised cost of risk for the quarter was 0.0% due to a negligible impairment charge during the quarter, compared with 3.8% in Q3'20 which was due to the initial impact of Covid-19, and lower than 0.6% charge reported in Q2'21
- Underlying profit before tax was £44.0m, up 233.3% compared with £13.2m in Q3'20 and up 15.2% compared with £38.2m in Q2'21 due mainly to a reduction in impairment charge during the quarter
- Cash generation remained robust, with cash receipts of £419.4m (Q3'20: £392.0m; Q2'21: £430.6m) as redemption levels remained strong

<sup>1</sup> MBS stands for mortgage backed securitisation.

<sup>2</sup> During the previous quarter (Q2'21) the Group transitioned to an updated house-price index applied to collateral valuations resulting from an update to the methodology applied by IHT Markit, the owner and administrator of the Halifax House Price Index. Comparatives for the prior year comparable quarter (Q3'20) have not been updated.

### **Highlights (continued)**

• Dividend declared in Q3'21 to cash service the interest due on the Senior PIK Toggle Notes of Bracken Midco1 plc and provide for a shareholder distribution of £10m

### **Highlights (continued)**

| Key metrics                                       | Q3<br>2021 | Q3<br>2020 | Q2<br>2021 |
|---|------------|------------|------------|
| Interest receivable and similar income* (£m)      | 89.9       | 100.1      | 92.9       |
| Underlying interest cover ratio <sup>*3</sup>     | 2.6:1      | 1.4:1      | 2.4:1      |
| Interest cover ratio*                             | 2.2:1      | 1.2:1      | 2.4:1      |
| Underlying net interest margin**3 (%)             | 6.3        | 6.2        | 6.5        |
| Net interest margin** (%)                         | 5.7        | 5.6        | 6.5        |
| Underlying cost-to-income ratio* <sup>3</sup> (%) | 29.9       | 20.1       | 31.3       |
| Cost-to-income ratio* (%)                         | 30.0       | 23.0       | 29.6       |
| Cost of risk** (%)                                | -          | 3.8        | 0.6        |
| Underlying profit before taxation*3 (£m)          | 44.0       | 13.2       | 38.2       |
| Profit before taxation* (£m)                      | 39.8       | 6.1        | 39.3       |
| Underlying EBITDA*3 (£m)                          | 73.4       | 48.5       | 68.8       |
| Loans and advances to customers (£m)              | 3,930.1    | 4,315.9    | 3,883.8    |
| Net debt gearing (%)                              | 75.8       | 80.5       | 75.9       |
| Shareholder funds <sup>4</sup> (m)                | 900.8      | 829.2      | 892.1      |
| Underlying return on equity*3 (%)                 | 17.2       | 6.8        | 14.9       |
| Return on equity* (%)                             | 15.6       | 3.7        | 15.3       |
| *Calculation based on a 3 month period            |            |            |            |

\*\*Calculation based on a 3 month period and annualised

#### Shaping the business for the future

- Progressed a number of modernisation projects to streamline application journeys, improve user experiences for our customers and intermediaries and increase operational efficiency including:
  - Agreed improved pipeline management principles and changes to our product launches and withdrawal process to further improve usability and performance of our intermediary portal, 'My Broker Venue'
  - Enhanced eligibility screening to allow direct customers to find out whether they meet our criteria in less than a minute, leading to fewer but higher quality leads going through to sales teams, increasing both conversion and operational efficiency
- Several key transformation projects now underway:
  - Commenced project to deliver the core infrastructure for a digital customer service portal
  - Customer journey and experience agreed and high-fidelity prototype produced for development of channel agnostic core system for all products and sales channels
- Number of key senior colleague hires since January including IT Director and Chief Operating Officers for Personal Finance and Commercial Finance

<sup>3</sup> Underlying metrics include adjustments to exclude £1.8m customer redress provision release, £0.1m redundancy costs and £5.9m interest payable relating to the refinance of the 2024 Senior Secured Notes in Q3'20, £1.4m customer redress provision release and £0.3m redundancy costs in Q2'21).
4 Includes subordinated shareholder loans of £28.8m (Q3'20: £27.9m, Q2'21: £29.3).

### **Highlights (continued)**

#### Shaping the business for the future (continued)

- Continued to strengthen our capital and liquidity positions to support future growth
  - Undrawn facility headroom £1,304m at March 31, 2021 (December 31, 2020: £997m; September 30, 2020: £872m)
    - Jan'21: successfully issued £500m 5.25% Senior Secured Notes due 2027, to redeem £350m 6.125% Senior Secured Notes due 2024 and support further growth in lending
    - Mar'21: issued £200m small balance commercial real estate mortgage backed securitisation, the first such issuance in the UK since the Global Financial Crisis
  - Immediate accessible liquidity £395m at March 31, 2021 (December 31, 2020: £300m; September 30, 2020: £285m)
  - S&P revised outlook from Negative to Stable on Together Financial Services Limited and Bracken Midco1 PLC

#### Covid-19 update

• Supported our customers throughout the pandemic, providing mortgage-payment deferrals to c.7900 customers. At May 17, 2021, 0.5% of customers by value remained within a payment deferral (February 15, 2021: 2.1%). Of the accounts who have exited payment deferrals 82% have resumed full payments, 15% are making part payments and 3% making no payments

### An introduction to Together Financial Services Limited

We are one of the UK's leading specialist mortgage and secured loans providers by loan book size, established in 1974, and have successfully operated through several economic cycles during our 46 year history. We pride ourselves on bringing common sense to lending by helping individuals, families, small- and medium-sized enterprises ("SME") and other businesses to achieve their ambitions.

We focus on low loan-to-value ("LTV") lending and offer retail and commercial purpose mortgage loans to market segments in which customers are generally underserved by mainstream lenders. Our loans include secured first and second-lien loans, of which, as of March 31, 2021, 63.5% were secured by residential properties, with the balance secured by commercial and semi-commercial properties, all within the United Kingdom. We differentiate ourselves by offering flexible lending criteria, responding quickly to our customers' needs and underwriting each application on its individual merits, supported by an effective service proposition, thereby minimising competition. We offer our loans through one, consistent brand 'Together' and distribute them primarily through mortgage intermediaries, our professional network and auction houses, each across mainland United Kingdom, and through our direct sales channels. We underwrite and service all our mortgage loans directly.

As of March 31, 2021, 28.8% of our loan portfolio was classified as retail purpose, 66.4% as commercial purpose (which included 24.9% of buy to let +) and 4.8% of the loan portfolio was classified as development loans, calculated by value. We classify mortgages as retail purpose lending when the mortgage is regulated by the Financial Conduct Authority ("FCA") as well as certain loans written prior to the introduction of the relevant regulation which we consider would have been subject to such relevant regulation if the loan had been underwritten under the current regulatory framework. Retail purpose loans include loans for purchasing a new home, making home improvements, debt consolidation, large personal purchases and since March 2016 also includes "consumer buy-to-let" loans ("CBTL") written post this date. Our retail purpose loans also include regulated bridging loans, which can be used for 'chain breaks' which are loans used by customers to purchase a new home ahead of completing the sale of their existing home, amongst other things. We classify mortgages as "commercial purpose" where a loan is not defined as retail purpose. Commercial-purpose loans include loans on which the proceeds of the loan or the property securing the loan are used for business

purposes. Our classification of a mortgage as either retail or commercial purpose is unrelated to the collateral securing it.

Our underwriting process consists of a detailed and individualised credit, affordability and/or repayment assessment, as well as a security assessment which typically includes an independent valuation, which we believe provides us with a thorough understanding of each loan application. In the underwriting process we primarily focus on affordability, being the ability of the loan applicant to make loan payments in line with agreed terms ("affordability"), and the repayment strategy, where the loan will not be repaid from instalments, and security, being the adequacy of the property which will serve as security for the loan ("security"). To support compliance with our underwriting guidelines, we have in place mandate and authorisation controls, a staff training and competency program and quality assurance sampling procedures. This is supported by a formal enterprise risk management framework, which includes a formal committee structure to agree on policy decisions, setting risk appetites and monitoring credit quality and oversight, including by risk, compliance and internal audit teams. Additionally, external loan asset audits have been conducted annually, pursuant to the terms of certain of our financing arrangements.

In response to the coronavirus outbreak, the Group's lending criteria has been further tightened in line with reduced credit risk appetite.

The LTVs of our loan portfolio on a weighted average indexed basis as of March 31, 2021, was 52.6% and the LTV on a weighted-average basis of new loans underwritten in the quarter ended March 31, 2021 was 59.7%. As of March 31, 2021, 98.0% of the total loan portfolio and 94.6% of the Borrower Group<sup>5</sup> loan portfolio, calculated by value, consisted of loans with indexed LTVs equal to or less than 80%. This fundamental, long-standing principle of lending at conservative LTV levels, has provided us with significant protection in times of falling property prices and economic downturns, thereby mitigating our levels of credit risk.

<sup>5</sup> See Structure diagram on p.22 for definition of Borrower Group

### Presentation of financial and other information

#### **Financial statements**

This quarterly report presents the unaudited condensed consolidated financial statements of Together Financial Services Limited as of and for the three months ended March 31, 2021 with comparatives to March 31, 2020 and December 31, 2020. The interim condensed consolidated financial statements of Together Financial Services Limited have been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the European Union (EU), are unaudited and are derived from internal management reporting.

We have not included financial information prepared in accordance with FRS 102 or US GAAP. IFRS differs in certain significant respects from FRS 102 and US GAAP. You should consult your own professional advisors for an understanding of the differences between IFRS, FRS 102 and US GAAP and how those differences could affect the financial information contained in this quarterly report.

Charles Street Conduit Asset Backed Securitisation 1 Limited ("Charles Street ABS"), Lakeside Asset Backed Securitisation 1 Limited ("Lakeside ABS"), Together Asset Backed Securitisation 1 PLC ("Together ABS 1"), Highfield Asset Backed Securitisation 1 Limited ("Highfield ABS"), Together Asset Backed Securitisation 2018-1 PLC ("Together ABS 2"), Delta Asset Backed Securitisation 2 Limited ("Delta ABS 2"), Together Asset Backed Securitisation 2019 - 1 PLC ("Together ABS 3"), Together Asset Backed Securitisation 2020 - 1 PLC ("Together ABS 4") and Together Asset Backed Securitisation 2021-CRE1 PLC ("Together ABS CRE 1"), the bankruptcyremote special purpose vehicles established for purposes of secured borrowings, are consolidated into our unaudited interim condensed consolidated financial statements in accordance with IFRS 10 Consolidated Financial Statements. Mortgage loans sold to Charles Street ABS, Lakeside ABS, Together ABS 1, Highfield ABS, Together ABS 2, Delta ABS 2, Together ABS 3, Together ABS 4 and Together ABS CRE 1 are maintained on the consolidated statement of financial position as assets, within loans and advances to customers and the associated interest receivable credited to the consolidated income statement. The loan notes issued by Charles Street ABS, Lakeside ABS, Together ABS 1, Highfield ABS, Together ABS 2, Delta ABS 2, Together ABS 3, Together ABS 4 and Together ABS CRE 1 to certain lenders, to finance the purchase of the loans and any interest and fees accrued on the loan notes but not yet paid in respect thereof, are maintained on the consolidated statement of financial position as liabilities due to creditors with interest and debt issuance costs expensed through the income statement.

#### **Other financial information (Non-IFRS)**

All key performance measures shown in this document are calculated using underlying figures, not the rounded numbers.

We have included in this report and related presentation, certain financial measures and ratios, including EBITDA, Underlying EBITDA, EBITDA margin, Underlying EBITDA margin, Underlying profit before taxation, Net interest margin, Underlying net interest margin, Return on equity, Underlying return on equity, Cost-to-income ratio, Underlying cost-to-income ratio and certain leverage and coverage ratios that are not presented in accordance with IFRS.

In this quarterly report and related presentation, references to EBITDA for the quarter ended March 31, 2020 and 2021 and for the quarter ended December 31, 2020 for Together Financial Services Limited, can be extracted from the unaudited interim condensed consolidated financial statements of Together Financial Services Limited, by taking profit after taxation and adding back income tax, depreciation and amortisation and interest payable and similar charges. EBITDA margin is calculated as EBITDA divided by the sum of interest receivable and similar income plus fee and commission income.

In this quarterly report references to "Underlying EBITDA", "Underlying Profit Before Tax", "Underlying net interest margin", Underlying return on equity and "Underlying cost-to-income ratio" exclude the effects of certain exceptional customer redress provisions and redundancy costs. Q3'21 excluded £1.8m customer redress provision release, £0.1m redundancy costs and £5.9m interest payable relating to the refinance of the 2024 Senior Secured Notes. Q3'20 excluded the effects of certain exceptional customer redress provisions of £0.4m and £6.7m interest payable relating to the refinance of the 2021 Senior Secured Notes, whilst Q2'21 excluded certain customer redress reversals of £1.4m and additional redundancy costs of £0.3m.

### Presentation of financial and other information (continued)

## Other financial information (Non-IFRS) (continued)

In this quarterly report references to "EBITDA margin" reflects EBITDA margin for Together Financial Services. EBITDA margin is calculated as EBITDA divided by the sum of interest receivable and similar income plus fee and commission income (derived from the Company's consolidated financial statements).

In this quarterly report references to "Underlying EBITDA margin" reflects Underlying EBITDA margin for Together Financial Services. Underlying EBITDA margin is Underlying EBITDA divided by the sum of interest receivable and similar income and fee and commission income (derived from the Company's consolidated financial statements).

In this quarterly report references to "Net interest margin" reflects the net interest margin for Together Financial Services. Net interest margin is calculated by dividing annualised net interest income (derived from the Company's consolidated financial statements) for the period, divided by the average total loan assets.

In this quarterly report references to "Underlying net interest margin" reflects the Underlying net interest margin for Together Financial Services. Underlying net interest margin is calculated by dividing annualised underlying net interest income (derived from the Company's consolidated financial statements excluding exceptional items<sup>6</sup>) for the period, divided by the average total loan assets.

In this quarterly report references to "Return on equity" reflects the return on equity for Together Financial Services. Return on equity is calculated as annualised profit after taxation (derived from the Company's consolidated financial statements), adding back shareholder loan interest net of associated tax calculated using the effective tax rate, expressed as a percentage of the average of the opening and closing shareholder funds.

In this quarterly report references to "Underlying return on equity" reflects the Underlying return on equity for Together Financial Services. Return on equity is calculated as annualised underlying profit after taxation (derived from the Company's consolidated financial statements excluding exceptional items<sup>7</sup>), adding back shareholder loan interest net of associated tax calculated using the effective tax rate, expressed as a percentage of the average of the opening and closing shareholder funds.

In this quarterly report references to "Cost-to-income ratio" reflects the Cost-to-income ratio for Together Financial Services. Cost-to-income ratio is calculated by dividing administration expenses for the period over net operating income (both derived from the Company's consolidated financial statements excluding exceptional items<sup>7</sup>) for the period.

In this quarterly report references to "Underlying cost-to-income ratio" reflects the Underlying cost-toincome ratio for Together Financial Services. Underlying cost-to-income ratio is calculated by dividing underlying administration expenses (derived from the Company's consolidated financial statements) for the period over underlying net operating income (derived from the Company's consolidated financial statements) for the period.

We are not presenting EBITDA-based measures as measures of our results of operations. EBITDA-based measures have important limitations as an analytical tool, and should not be considered in isolation or as substitutes for analysis of the results of operations. Management believes that the presentation of EBITDA-based measures is helpful to investors, securities analysts and other parties to measure operating performance and ability to service debt. EBITDA-based measures may not be comparable to similarly titled measures used by other companies.

EBITDA, Underlying EBITDA, EBITDA margin, Underlying EBITDA margin, Underlying Profit Before Tax, Net interest margin, Underlying net interest margin, Return on equity, Underlying return on equity, Cost-to-income ratio, Underlying cost-toincome ratio and certain leverage and coverage ratios are not measurements of financial performance under IFRS and should not be considered as alternatives to other indicators of operating performance, cash flows or any other measure of performance derived in accordance with IFRS.

<sup>6 £5.9</sup>m interest payable relating to the refinance of the 2024 Senior Secured Notes in Q3'21, £6.7m interest payable relating to the refinance of the 2021 Senior Secured Notes in Q3'20

<sup>&</sup>lt;sup>7</sup> £1.8m customer redress provision release, £0.1m redundancy costs and £5.9m interest payable relating to the refinance of the 2024 Senior Secured Notes in Q3 '21. (£0.4m additional customer redress provisions and £6.7m interest payable relating to the refinance of the 2021 Senior Secured Notes in Q3 '20, £1.4m customer redress provision release and £0.3m redundancy costs in Q2 ' 21).

### Terms relating to our loan analysis

With the exception of the application of certain forbearance measures (including the treatment of recent mortgage-payment deferrals (defined below) introduced pursuant to FCA guidance related to Covid-19), we do not reschedule our loans by capitalizing arrears. In this offering memorandum, arrears data are based on the latest contractual position and do not take into account either payment plans or agreed changes to payment dates, other than with respect to mortgagepayment deferrals for which the arrears calculation is described in further detail below. Arrears data is further subdivided into performing and nonperforming arrears loans as described below.

In March 2020, the FCA announced that all mortgage lenders should grant payment deferrals, meaning arrangements under which a firm permits the customer to make reduced or no payments, to certain regulated borrowers facing short-term liquidity issues and requesting assistance as a result of Covid-19 (" mortgage-payment deferrals"). This guidance was further updated on multiple occasions providing for a maximum payment deferral period of up to 6 months to end at the latest of July 31, 2021 and to include Buy to Let loans. The Group continues in its actions to serve its customers by continuing to offer payment deferrals in accordance with government guidance, to extend such guidance as appropriate to its commercial (unregulated) loans and to support customers using our wider forbearance toolkit.

Following the government announcement to allow customers to apply for mortgage-payment deferrals we provided our customers with options of how to pay the missed instalments and any additional interest that has accrued in the payment deferral period upon exit of the aforementioned period including; (i) increase the contractual monthly instalment for the remainder of the loan, (ii) increase the contractual monthly instalment for an agreed period of time before returning to the previous contractual monthly instalment, (iii) the customer makes a specific one-off payment at the end of the mortgage-payment deferral period that ensures the remaining contractual monthly instalments are not adjusted, and (iv) extend the term of the loan while keeping the contractual monthly instalment the same throughout the remaining period. We continue to have an open dialogue with customers who request mortgage-payment deferrals and we are actively managing customers' cases consistent with our usual approach for loans in arrears. We intend to support customers throughout Covid-19 and as customers transition out of mortgage-payment deferral periods, we aim to work with them to understand their circumstances and identify the most appropriate options to support them as needed. Where the customer continues to experience financial difficulty following the end of a mortgage-payment deferral arrangement, we will continue to work with the customer using our existing forbearance options. Where the contractual monthly instalment has been amended by any of the options referred to above, this has been reflected in the respective monthly arrears position, which is calculated off the most recent agreed monthly instalment for that period.

Repossessed properties, Law of Property Act ("LPA") receivership in sale status ("LPA Sales") and development loans are excluded from arrears numbers. LPA receivership in rental status, which may return to being performing assets, is included in arrears numbers.

Repossessed properties are properties in respect of which a court order has been actioned by a charge holder to the security, or in respect of which the borrower has surrendered ownership of the property. An LPA receivership is typically used to exercise security over property that is used for commercial purposes, which enables us to sell the property ("sale status"), or divert income streams from properties directly to ourselves ("rental status") which may not lead to an eventual sale process if the borrower is able to recover their position.

Development loans are commercial-purpose loans that we extend to finance the development of land or property, primarily into residential units, with repayments typically being made out of the sale or refinance of property units. We underwrite relatively few new development loans each quarter. Development loans are reported as a separate category of loans within our analysis.

In this quarterly report and related presentation, data referring to loan portfolio analysis is in reference to core operating subsidiaries (which includes certain subsidiaries that no longer originate new advances to customers): Auction Finance Limited, Blemain Finance Limited, Bridging Finance Limited, Harpmanor Limited, Together Personal Finance Limited and Together Commercial Finance Limited, which in aggregate represent 99.9% of total loan book balances by value as of March 31, 2021. Data referring to our loan portfolio analysis are presented after allowances for impairment and for periods on or after June 30, 2019 include certain other accounting adjustments (including adjustments to recognise income at the effective interest rate).

#### Terms relating to our loan analysis (continued)

In this quarterly report and related presentation, a loan is considered performing (a "performing loan") if it (i) has nil arrears or arrears less than or equal to one month of the latest contractual instalment or where no contractual monthly instalment is due or (ii) "performing arrears loans," being loans with arrears greater than one month's but less than or equal to three months' of the latest contractual instalments, or where cash receipts collected in the prior three months are equal to or greater than 90% of the latest contractual instalments due in the prior three months. The balance of loans are classified as (i) non-performing arrears loans, where such loans have arrears of greater than three months' of the latest contractual instalments due and where receipts collected in the prior three months are less than 90% of the three latest contractual instalments due, past contractual term or subject to LPA receivership in rental status (ii) loans for which the security is subject to a repossession order or for which an LPA receiver has been appointed and is under sale status and (iii) development loans. As a result of the introduction of mortgage-payment deferrals, some accounts have had contractual instalments set as zero. Due to the fact that such instalments were set as zero, a small number of loans that were previously classified as non-performing loans have been classified as performing loans in line with (i) above. Such loan categorisation definitions used differ to the categorisations applied in determining if a loan is classified as Stage 1, Stage 2 and Stage 3 under IFRS 9.

In this quarterly report and related presentation, the term "performing loans" refers to the aggregate of (i) the principal amount of performing loans outstanding, (ii) accrued interest and fees, (iii) net of any allowances for impairment in respect of such loans, and iv) for periods on or after June 30, 2019, certain other accounting adjustments (including adjustments to recognise income at the effective interest rate), as of the date presented. The term " non-performing arrears loans" refers to the aggregate of (i) the principal amount of non-performing arrears loans outstanding, (ii) accrued interest and fees, (iii) net of any allowances for impairment in respect of such loans and (iv) for periods on or after June 30, 2019 certain other accounting adjustments (including adjustments to recognise income at the effective interest rate), as of the date presented.

Non-performing arrears loans do not take into account loans for which the security is subject to a repossession order or for which an LPA receiver has been appointed and is under sale status or development loans, all of which are reported as separate categories and are also calculated based on the aggregate of (i) the principal amount, (ii) accrued interest and fees, (iii) net of any allowances for impairment in respect of such loans and (iv) for periods on or after June 30, 2019 include certain other accounting adjustments (including adjustments to recognise income at the effective interest rate) as of the date presented. Our loan and impairment allowance analysis excludes loans with carrying values of nil for which full provisions are in place.

In this quarterly report and related presentation, the term "total loan assets" refers to the total balance of loans provided to our customers as included within our statement of financial position, stated after allowances for impairment. In this quarterly report and related presentation, the term "second-lien loans" includes second-lien loans and also subsequent-lien loans.

With respect to originations, Loan-to-Value ratio ("LTV") is a ratio (reflected as a percentage) of (i) the principal amount of a mortgage loan on origination and (ii) any higher ranking charge mortgage loans secured on the same property compared to the appraised value (typically the assessed value of real property in the opinion of a qualified appraiser or valuer or from an automated valuation model during the mortgage origination process) of the property securing the loan.

In this quarterly report and related presentation, the average LTV on originations is calculated on a "weighted average basis," by multiplying each LTV by the respective principal loan amount and then dividing the sum of the weighted LTVs by the total amount of principal loans.

In respect to our loan portfolio the LTV ratio is a ratio (reflected as a percentage) of the aggregate of (i) the principal amount of a mortgage loan, (ii) any higher ranking charge mortgage loans secured on the same property, (iii) the accrued interest and fees thereon, (iv) net of allowances for impairments and v) for periods on or after June 30, 2019 certain other accounting adjustments (including adjustments to recognise income at the effective interest rate), compared to the appraised value (typically the assessed value of real property in the opinion of a qualified appraiser or valuer or from an automated valuation model during the mortgage origination process or the revised valuation of the property if a later valuation has been undertaken) of the property securing the loan.

#### Terms relating to our loan analysis (continued)

In this quarterly report and related presentation, the average LTV of our loan portfolio is calculated on a "weighted average basis," by multiplying each LTV by the respective loan amount and then dividing the sum of the weighted LTVs by the total amount of loans. The weighted average LTV of our loan portfolio is also presented on an "indexed basis," pursuant to which the value of the properties securing our loans are reviewed quarterly and adjusted for movements in property prices since the latest appraised valuation in accordance with the relevant regional property indices<sup>8</sup>.

With respect to data related to LTV in this quarterly report and related presentation, the LTV statistics is calculated per each loan on a standalone basis. In certain cases, there are multiple loans with a single borrower (or related borrowers) which are either secured on the same property or with cross security charges in place. If we were to present data related to LTV on a consolidated basis per each borrower or each property, LTV and related data would differ from the data presented herein in certain cases.

<sup>8</sup> During the previous quarter (Q2'21) the Group transitioned to an updated house price index. See footnote 2 on page 1 for further detail.

### **Key performance indicators**

The following table summarises key financial data and key performance indicators as of the dates and for the periods indicated.

|   | Una                              | audited |   |  |
|---|----------------------------------|---------|---|--|
|   | 3 months ended or as at March 31 |         | 3 months<br>ended or as at<br>December 31 |  |
| (£m, except for percentages and ratios or unless  |                                  | • • • • |   |  |
| otherwise noted)  | 2021                             | 2020    | 2020                                      |  |
| Group   |                                  |         |   |  |
| Interest receivable and similar income  | 89.9                             | 100.1   | 92.9                                      |  |
| Fee and commission income   | 0.9                              | 0.9     | 0.7                                       |  |
| Income  | 90.8                             | 101.0   | 93.6                                      |  |
| $NIM^{10}$  | 5.7%                             | 5.6%    | 6.5%                                      |  |
| Underlying NIM <sup>*10</sup>   | 6.3%                             | 6.2%    | 6.5%                                      |  |
| Cost-to-income <sup>10</sup>  | 30.0%                            | 23.0%   | 29.6%                                     |  |
| Underlying cost-to-income <sup>*10</sup>  | 29.9%                            | 20.1%   | 31.3%                                     |  |
| Impairment charge   | $0.0^{9}$                        | (40.1)  | (6.1)                                     |  |
| EBITDA <sup>10</sup>  | 75.1                             | 48.1    | 69.9                                      |  |
| Underlying EBITDA*10  | 73.4                             | 48.5    | 68.8                                      |  |
| EBITDA margin <sup>10</sup>   | 82.7%                            | 47.6%   | 74.7%                                     |  |
| Underlying EBITDA margin <sup>*10</sup>   | 80.8%                            | 48.0%   | 73.5%                                     |  |
| Profit on ordinary activities before tax  | 39.8                             | 6.1     | 39.3                                      |  |
| Underlying profit on ordinary activities before tax*  | 44.0                             | 13.2    | 38.2                                      |  |
| Return on equity <sup>10</sup>  | 15.6%                            | 3.7%    | 15.3%                                     |  |
| Underlying return on equity <sup>*10</sup>  | 17.2%                            | 6.8%    | 14.9%                                     |  |
| Supplemental cash flow information:   |                                  |         |   |  |
| Cash receipts   | 419.4                            | 392.0   | 430.6                                     |  |
| New advances  | 376.2                            | 482.5   | 223.2                                     |  |
| LTV of loan originations (on a weighted average basis, based on LTV of loans at origination) **10 | 59.7%                            | 58.0%   | 58.5%                                     |  |
| LTV of loan portfolio (on a weighted average indexed basis) *** <sup>10</sup>                     | 52.6%                            | 53.9%   | 52.2%                                     |  |

\* Underlying metrics include adjustments to exclude £1.8m customer redress provision release, £0.1m redundancy costs and £5.9m interest payable relating to the refinance of the 2024 Senior Secured Notes in Q3'21. (£0.4m additional customer redress provisions and £6.7m interest payable relating to the refinance of the 2021 Senior Secured Notes in Q3'20, £1.4m customer redress

provision release and  $\pm 0.3m$  redundancy costs in Q2°21).

\*\* Originations for a period of 3 months.

\*\*\* During the previous quarter (Q2'21) the Group transitioned to an updated house price index. See footnote 2 on page 1 for further detail.

The key performance indicators above for the quarter ended March 31, 2021 have been derived from unaudited consolidated financial statements and management information. In the opinion of management, such financial data reflects all adjustments necessary for a fair presentation of the results for those periods and has been prepared in accordance with IFRS. The financial information should be read in conjunction with the audited annual report and consolidated financial statements of Together Financial Services Limited and the accounting policies described therein as at June 30, 2020.

9 Impairment charge for the quarter of £27,309, rounded to £0.0m

<sup>10</sup> For definitions please see sections: "Other Financial Information" and "Terms relating to our loan analysis"

### **Operating review**

The section below provides a more detailed overview of performance in relation to a number of key metrics that management uses when assessing the performance of the business.

#### **Continued focus on LTVs**

During the period to March 31, 2021 the Group has continued to focus on prudent underwriting policies and LTVs. The Group continues to target an average of origination LTVs of between 55% and 65% for new loans and continues to focus principally on residential security. The Group has continued to use affordability and repayment assessments to ensure customers are able to service and repay their loans.

An analysis of the loan portfolio as at March 31, 2021, and March 31, 2020 by arrears banding, for the Group and Borrower Group is set out below. Additional analysis has been provided for March 31, 2021 for the population of the loan portfolio where borrowers have requested Covid-19 mortgage-payment deferrals ('MPD'). Separate analysis is presented for those which have requested an MPD at any time ('Total') and those which remain in a MPD at March 31, 2021 ('Live'):

|                                      |            | Group Loan Por | tfolio Arrears A | nalysis        |
|--------------------------------------|------------|----------------|------------------|----------------|
|                                      |            | March 31, 2021 |                  | March 31, 2020 |
|                                      | Total Loan | Of which, requ | iested MPD       | Total Loan     |
|                                      | Portfolio  | Total          | Live             | Portfolio      |
| Nil Arrears & Arrears ≤ 1 month      | 85.3%      | 17.6%          | 1.3%             | 85.8%          |
| Performing Arrears                   |            |                |                  |                |
| 1-3 months                           | 3.1%       | 2.0%           | 0.2%             | 4.0%           |
| 3-6 months                           | 0.4%       | 0.1%           | 0.0%             | 0.2%           |
| >6 months                            | 0.3%       | 0.1%           | 0.0%             | 0.3%           |
| Total Performing Arrears             | 3.8%       | 2.2%           | 0.2%             | 4.5%           |
| Development Loans                    | 4.8%       | 0.2%           | 0.0%             | 5.2%           |
| Total Performing Loans &             |            |                |                  |                |
| Development Loans                    | 93.9%      | 20.0%          | 1.5%             | 95.5%          |
| Non-Performing Arrears               |            |                |                  |                |
| 3-6 months                           | 1.1%       | 0.8%           | 0.0%             | 0.8%           |
| >6 months                            | 1.7%       | 0.5%           | 0.0%             | 1.0%           |
| Past due <sup>1</sup>                | 1.6%       | 0.0%           | 0.0%             | 1.2%           |
| Total Non-Performing Arrears         | 4.4%       | 1.3%           | 0.0%             | 3.0%           |
| <b>Repossessions &amp; LPA Sales</b> | 1.7%       | 0.8%           | 0.0%             | 1.5%           |
| Total                                | 100.0%     | 22.1%          | 1.5%             | 100.0%         |

|                                      | Borrower Group Loan Portfolio Arrears Analysis |                |           |                |  |  |  |  |
|--------------------------------------|--|----------------|-----------|----------------|--|--|--|--|
|                                      |  | March 31, 2021 |           | March 31, 2020 |  |  |  |  |
|                                      | Total Loan                                     | Of which, requ | ested MPD | Total Loan     |  |  |  |  |
|                                      | Portfolio                                      | Total          | Live      | Portfolio      |  |  |  |  |
| Nil Arrears & Arrears ≤ 1 month      | 67.6%  | 8.6%           | 0.6%      | 57.9%          |  |  |  |  |
| Performing Arrears                   |  |                |           |                |  |  |  |  |
| 1-3 months                           | 3.5%   | 2.1%           | 0.1%      | 6.3%           |  |  |  |  |
| 3-6 months                           | 0.7%   | 0.2%           | 0.1%      | 0.7%           |  |  |  |  |
| >6 months                            | 0.8%   | 0.2%           | 0.0%      | 1.1%           |  |  |  |  |
| Total Performing Arrears             | 5.0%   | 2.5%           | 0.2%      | 8.1%           |  |  |  |  |
| Development Loans                    | 13.4%  | 0.2%           | 0.0%      | 19.7%          |  |  |  |  |
| Total Performing Loans &             |  |                |           |                |  |  |  |  |
| Development Loans                    | 86.0%  | 11.3%          | 0.8%      | 85.7%          |  |  |  |  |
| Non-Performing Arrears               |  |                |           |                |  |  |  |  |
| 3-6 months                           | 1.6%   | 0.9%           | 0.0%      | 1.7%           |  |  |  |  |
| >6 months                            | 4.3%   | 1.1%           | 0.0%      | 3.4%           |  |  |  |  |
| Past due <sup>1</sup>                | 3.4%   | 0.0%           | 0.0%      | 4.2%           |  |  |  |  |
| Total Non-Performing Arrears         | 9.3%   | 2.0%           | 0.1%      | 9.3%           |  |  |  |  |
| <b>Repossessions &amp; LPA Sales</b> | 4.7%   | 2.1%           | 0.0%      | 5.0%           |  |  |  |  |
| Total                                | 100.0%   | 15.4%          | 0.9%      | 100.0%         |  |  |  |  |

<sup>1</sup>Relates to term loans and regulated bridging loans which have gone past stated contractual maturity date.

### **Operating review (continued)**

An analysis of our loan portfolio as at March 31, 2021, by indexed and origination LTV banding, for the Group and Borrower Group is as follows:

| Group Loan Portfolio |            |             | Non -      |               |            |
|----------------------|------------|-------------|------------|---------------|------------|
| Indexed LTV Analysis | Performing | Development | Performing | Repossessions | Total Loan |
| (£m)                 | Loans      | Loans       | Loans      | & LPA Sales   | Portfolio  |
| <=60%                | 2,344.9    | 107.0       | 120.0      | 67.0          | 2,638.9    |
| >60% <=80%           | 1,104.3    | 57.9        | 50.6       | 6.9           | 1,219.7    |
| >80% <=100%          | 38.8       | 23.8        | 1.3        | 0.0           | 63.9       |
| >100%                | 13.5       | 1.5         | 0.1        | 0.0           | 15.1       |
| Total                | 3,501.5    | 190.2       | 172.0      | 73.9          | 3,937.6    |

| Borrower Group Loan   |            |             | Non -      |               |            |
|-----------------------|------------|-------------|------------|---------------|------------|
| Portfolio Indexed LTV | Performing | Development | Performing | Repossessions | Total Loan |
| Analysis (£m)         | Loans      | Loans       | Loans      | & LPA Sales   | Portfolio  |
| <=60%                 | 607.1      | 107.0       | 92.5       | 61.3          | 867.9      |
| >60% <=80%            | 379.1      | 57.9        | 38.9       | 5.5           | 481.4      |
| >80% <=100%           | 37.2       | 23.8        | 1.3        | 0.0           | 62.3       |
| >100%                 | 13.3       | 1.5         | 0.1        | 0.0           | 14.9       |
| Total                 | 1,036.7    | 190.2       | 132.8      | 66.8          | 1,426.5    |

| Group Loan Portfolio   |            |             | Non -      |               |            |
|------------------------|------------|-------------|------------|---------------|------------|
| <b>Origination LTV</b> | Performing | Development | Performing | Repossessions | Total Loan |
| Analysis (£m)          | Loans      | Loans       | Loans      | & LPA Sales   | Portfolio  |
| <=60%                  | 1,680.7    | 115.1       | 82.0       | 24.2          | 1,902.0    |
| >60%<=80%              | 1,732.1    | 52.3        | 84.9       | 44.7          | 1,914.0    |
| >80%<=100%             | 58.2       | 6.5         | 1.8        | 4.9           | 71.4       |
| >100%                  | 30.5       | 16.3        | 3.3        | 0.1           | 50.2       |
| Total                  | 3,501.5    | 190.2       | 172.0      | 73.9          | 3,937.6    |

| Borrower Group Loan   |            |             | Non -      |               |            |
|-----------------------|------------|-------------|------------|---------------|------------|
| Portfolio Origination | Performing | Development | Performing | Repossessions | Total Loan |
| LTV Analysis (£m)     | Loans      | Loans       | Loans      | & LPA Sales   | Portfolio  |
| <=60%                 | 469.5      | 115.1       | 61.7       | 20.5          | 666.8      |
| >60%<=80%             | 488.3      | 52.3        | 66.6       | 41.3          | 648.5      |
| >80%<=100%            | 48.4       | 6.5         | 1.2        | 4.9           | 61.0       |
| >100%                 | 30.5       | 16.3        | 3.3        | 0.1           | 50.2       |
| Total                 | 1,036.7    | 190.2       | 132.8      | 66.8          | 1,426.5    |

The indexed weighted-average LTV of the loan portfolio for the total Group at March 31, 2021 is 52.6% a decrease compared with the prior year comparable quarter of 53.9% (March 31, 2020) and an increase on the prior quarter of  $52.2\%^{11}$  (December 31, 2020).

The indexed weighted-average LTV of the loan portfolio for the Borrower Group at March 31, 2021 is 55.1%, a decrease compared with the prior year comparable quarter of 55.9% (March 31, 2020) and an increase on the prior quarter of 54.6%<sup>11</sup> (December 31, 2020).

<sup>11</sup> During the previous quarter (Q2'21) the Group transitioned to an updated house price index. See footnote 2 on page 1 for further detail.

### **Operating review (continued)**

## Maintenance of loan portfolio mix and continued differentiation of our offerings

We aim to maintain a diversified loan portfolio mix between retail purpose and commercial purpose lending and security types.

As of March 31, 2021, 28.8% of our loan portfolio was classified as retail purpose, 66.4% as commercial purpose (which included 24.9% of buy to let +) and 4.8% of the loan portfolio was classified as development loans, calculated by value.

The proportion of our loan portfolio secured by residential security by value has reduced to 63.5% as at March 31, 2021 when compared with both 65.0% at March 31, 2020 and 64.2% as at December 31, 2020. The proportion of our loan portfolio secured on first charges has increased to 74.4% as at March 31, 2021, when compared with 73.2% as at March 31, 2020 and 73.4% as December 31, 2020.

#### **Controlled origination growth**

In the quarter to March 31, 2021, including further advances, we have originated an average of £125.4m per month, a decrease compared with £160.8m per month in the quarter to March 31, 2020, primarily due to our initial cautious approach to credit risk as a result of Covid-19. Originations have increased compared with £74.4m per month in the quarter to December 31, 2020 as we have returned to growth in lending, whilst continuing to employ tighter underwriting criteria.

Our loans and advances to customers stands at  $\pounds$ 3,930.1m as at March 31, 2021, compared with  $\pounds$ 4,315.9m as at March 31, 2020 and  $\pounds$ 3,883.8m as at December 31, 2020.

We continue to offer a broad range of products to underserved segments of the secured mortgage market and we benefit from a rich pool of experienced skilled underwriters supported by our continued investment in technology and product innovation.

### **Financial review**

Interest receivable and similar income decreased by 10.2% to £89.9m for the quarter to March 31, 2021 compared with £100.1m in the quarter to March 31, 2020 which is broadly consistent with the decrease in the size of the loan book, and has decreased 3.2% when compared with £92.9m in the prior quarter (December 31, 2020) which is due to the origination of lower yielding loans in the current quarter.

Interest payable and similar charges decreased by 16.0% to £34.1m for the quarter to March 31, 2021 compared with £40.6m in the quarter to March 31, 2020 however an increase of 16.8% when compared with £29.2m in the prior quarter (December 31, 2020), predominantly due to the £5.9m exceptional interest charge on refinancing the 2024 Senior Secured Notes.

As a result of the above, there has been a slight decrease in underlying net interest margin<sup>12</sup> from 6.5% in the prior year comparable quarter to March 31, 2020 to 6.3% in the quarter to March 31, 2021 but slightly higher than 6.2% in the prior quarter to December 31, 2020.

The underlying cost-to-income ratio for the quarter to March 31, 2021 was  $29.9\%^{12}$ , higher than the prior year comparable quarter of 20.1% (March 31, 2020) where certain accruals were reduced primarily in relation to executive bonuses and long term incentive schemes however lower than the prior quarter (December 31, 2020) of 31.3%.

Impairment losses for the quarter to March 31, 2021 were  $\pounds 0.0m^{13}$ , a decrease of  $\pounds 40.1m$  reported in the quarter ended March 31, 2020, and  $\pounds 6.1m$  recorded in quarter ended December 31, 2020.

This has resulted in cost of risk for the quarter of 0.0% on an annualised basis, down from 3.8% in quarter to March 31, 2020, where additional charges were recognised upon the onset of the Coronavirus pandemic, and lower than 0.6% in the quarter to December 31, 2020.

The impairment coverage ratio was 2.8% as at March 31, 2021, slightly lower than the prior quarter (December 31, 2020) of 3.2% principally driven by a reduction in Expected Credit Losses ('ECL') arising from a refinement to the Together Group's criteria applied to write off balances for accounting purposes, and a decrease in impairment coverage within stages 1 and 2 of the IFRS 9 Expected Credit Loss ('ECL'). The impairment coverage ratio was however higher than the prior year comparable quarter (March 31, 2020) of

2.4%, principally driven by an increase in the amount of loans in Stage 3 of the IFRS 9 Expected Credit Loss ('ECL') Model.

For estimating losses we use a range of forecasts which carry a high level of uncertainty due to the unprecedented nature of the macroeconomic environment and outlook, resulting from the impacts of Covid-19 and continued uncertainty over Brexit; and the difficulty in foreseeing the timing and scale of future recovery. As a result, the actual observed losses incurred by the Group may differ from current estimated ECL's.

Underlying profit before  $\tan^{12}$  was £44.0m compared with £13.2m in the prior year comparable quarter (March 31, 2020) and £38.2m in the prior quarter (December 31, 2020).

Cash receipts of £419.4m remained robust for the quarter ended March 31, 2021 (March 31, 2020: £392.0m, December 31, 2020: £430.6m) as redemption activity remained strong.

Loans and advances to customers have decreased by 8.9% to £3,930.1m compared with £4,315.9m as at March 31, 2020 driven by strong levels of redemptions and controlled levels of originations since the start of the pandemic, however have increased by 1.2% compared with £3,883.8m as at December 31, 2020 as the Group continued to increase new lending.

Shareholder funds have increased by 9.4% to £900.8m compared with £829.2m at March 31, 2020 and increased by 1.0% from £892.1m as at December 31, 2020 which reflects the increase in profits as stated above along with the declaration of a £26.3m dividend in March 2021 (subsequently paid in April 2021), used to cash service the interest on the Midco1 PIK Toggle Notes and make a £10m shareholder distribution.

<sup>12</sup> Exclude metrics include adjustments to exclude £1.8m customer redress provision release, £0.1m redundancy costs and £5.9m interest payable relating to the refinance of the 2024 Senior Secured Notes in Q3'21 (£0.4m additional customer redress provision and £6.7m interest payable relating to the refinance of the 2021 Senior Secured Notes in Q3'20, £1.4m customer redress provision release and £0.3m redundancy costs in Q2'21). 13 Imnairment charge for the quarter of £27.309, rounded to £0.0m

### **Recent developments**

#### **Trading update**

The Group has offered mortgage-payment deferrals to 23% of its loan book, by value, extending beyond the government's criteria to also include certain other customers. As at May 17, 2021, 0.5% of the Group's loan book by value were on mortgage-payment deferrals.

Of the 7,889 loans where a payment deferral was applied, as at May 17, 2021, 7,715 (98%) loans had reached the end of their mortgage-payment deferral period and 174 (2%) loans were still within a payment deferral. Of the 7,715 customers who reached the end of their mortgage-payment deferral period, 6,294<sup>14</sup> (82%) resumed full payments, 1,174 (15%) made partial payments and the remaining 247 (3%) customers have either not paid or are past their term.

In line with Government guidance, up to March 31, 2021, the Group offered mortgage-payment deferrals. The Group continues in its actions to support customers in line with our wider forbearance toolkit aligned to customers' circumstances.

Monthly cash receipts of principal and interest in April were  $\pounds 136.0m$  compared to a monthly average of c. $\pounds 139.8m$  between January and March, 2021.

The Group has £1,269m of undrawn facility headroom at April 30, 2021.

The Group has £383m of accessible liquidity at April  $30, 2021^{15}$ .

In April 2021, Bracken Midco1 PLC, an indirect parent company of the Together Group<sup>16</sup>, cash serviced the £16.3m of interest due on its PIK Toggle Notes using part of the proceeds from dividends paid by the Together Group via Bracken Midco2 Limited as well as using such proceeds to pay a dividend of £10.0m to its immediate parent company, Bracken Topco Limited.

#### **New originations**

Monthly mortgage originations in April 2021 (incorporating the Easter holiday period) were  $\pounds 120.8m$  compared to a monthly average of c.  $\pounds 125.4m$  between January and March, 2021.

<sup>14</sup> Include accounts which were fully redeemed since ending their mortgage-payment deferral period. 15 Includes £131m of cash, £59m undrawn RCF and £193m of eligible assets available to sell to securitisation

<sup>16</sup> Together Group is defined as Together Financial Services Limited and its subsidiaries

vehicles.

#### Macroeconomic environment

At the end of March 2021 many economic indicators were at levels not dissimilar to those seen at the time of publication of the annual report for the year to 30 June 2020. Annual inflation of 1.0% was little changed from the last year end, though this has increased to 1.6% for the year to April 2021. Bank of England Bank Base Rate remains at 0.1%. While unemployment has risen, at 4.8% for the quarter to March 2021, it has not reached the levels feared by many commentators, aided by government support to the economy and in particular the furlough scheme. The surge in house prices seen after the easing of the initial lockdown and following reductions in stamp duty now appears to be continuing, being 7.1% for the year to April 2021 according to the Nationwide, and 8.2% for the year to April 2021 according to the Halifax. The increase in GDP from its low point in April 2020 was set back by the winter lockdown restrictions, but not by as much as consensus forecasts and GDP is now growing again. While still c8.7% below pre-pandemic levels, GDP for the quarter ended March 2021 was almost 17% higher than that for the quarter to 30 June 2020.

While still high relative to historical levels, the uncertainty associated with the outlook appears to be reducing as the UK infection rate for the coronavirus continues to fall, the vaccination rollout progresses and the government continues to lift restrictions in line with the planned road map. The UK is now trading under the new terms of its agreement with the EU, though those terms are subject to continuing review and potential future development for the aspects not covered by the agreement.

In its March budget the government extended certain coronavirus support measures, with the furlough scheme and stamp-duty changes to continue to September 2021. Overall the economy has performed better than expected during the winter lockdown and, with the gradual easing of restrictions, economic confidence appears to be increasing. Note 8 to the financial statements sets out the macroeconomic assumptions the Group has made in deriving expected credit losses (ECLs) at the reporting date.

If there were to be further events leading to an economic downturn this may adversely impact the Group, with the possible effects including reducing growth in our lending markets and reducing the value of property used as security against loans extended. Against such a backdrop, the Group benefits from all its lending being secured on property and/or land within the UK at prudent average LTVs. It also benefits from its specialist through-the-cycle expertise and strong, diversified funding base. Management

believes these factors continue to provide the Group with resilience in uncertain times.

#### Loan assets performance

The performance of our total loan assets depends on our ability to collect each expected loan instalment, including interest and principal payments, on a timely basis. This, in turn, depends in part on the strength of our underwriting process to assess the affordability of the loan instalments and to assess the sustainability of such payments based upon known factors at the time of origination, an assessment of the repayment strategy and the marketability and value of the underlying security. Our underwriting criteria, processes, controls and systems have been developed and refined based upon many years of experience. For each loan application, a detailed assessment is made of the customer circumstances, among other checks, an assessment of the financial position of the customer to ensure that the loan is both affordable and sustainable (as appropriate) along with an assessment of the repayment strategy. In addition, an assessment of the underlying security and its value is undertaken. Due to Covid-19, we have sought to further tighten certain areas of our underwriting criteria, including around areas of affordability, valuation and exit strategy plausibility which we considered was appropriate and prudent to reflect the increased risks that Covid-19 has created for borrowers and in turn lenders. In addition, the performance of our total loan assets is impacted by our continued investment in our collections infrastructure, which impacts our ability to collect expected loan instalments.

Since the coronavirus outbreak, the Group's results have been adversely impacted by increased expected credit losses in line with IFRS9. The extent of any further impact will be influenced by the expected duration and severity of the disruption on the UK economy.

#### Loan assets performance (continued)

A gradual release of the restrictions was announced on February 22, 2021 and commenced on March 8, 2021, with further releasing of restrictions subject to certain conditions including the progress of the vaccination programme, evidence that vaccines are reducing deaths and hospitalisations, infection rates are not leading to any surge in hospitalisations, and new variants do not change the risk of lifting restrictions. In addition the government announced fiscal support measures, including extensions of the coronavirus job retention scheme and mortgage-payment deferral scheme.

In line with Government guidance, up to March 31, 2021, the Group offered mortgage-payment deferrals. The Group continues in its actions to support customers in line with our wider forbearance toolkit aligned to customers' circumstances.

As at March 31, 2021, 524 customer loan accounts, representing 1.5% of the loan portfolio by value, had a live Covid-19 mortgage-payment deferral arrangement. Further detail on the impact on the Group's loss allowance is set out in Note 8.

In addition to prudently tightening certain aspects of its lending criteria in response to Covid-19 the Group has further enhanced its loan servicing and credit risk management processes, including: capturing additional data through open banking and credit reference agencies, establishing enhanced monitoring and reporting ; updating arrears management standards and processes to reflect the latest FCA guidance on mortgage-payment deferrals; enhanced management information to provide further analysis and focus on particular risk factors; and overlaying macroeconomic sensitivity analysis of the loan book, including an increase in the number of scenarios modelled for the purpose of calculating the impairment loss allowance.

#### **Property market**

Together has a substantial lending exposure to the residential and commercial property sectors. Any property value falls or adverse changes in the economy may lead to a rising number of defaults or a reduction in the amount recovered in the event of default.

The Group lends at prudent LTVs at origination to provide protection from falls in property prices. Average origination LTV was 59.7% for the quarter to March 31, 2021 compared to 58.0% for the quarter to March 31, 2020 and 58.5% for the quarter to December 31, 2020.

The risks to the property market may increase in the forthcoming year in light of adverse economic conditions; however any further government interventions may provide mitigation. The Group expects to continue to lend using revised lending criteria and to continue its longstanding approach of lending at prudent LTVs.

The impact of the coronavirus to future property values is highly uncertain. The macroeconomic scenarios used in modelling expected credit losses are set out in Note 8 to the financial statements.

Together operates in a number of specialist segments of the UK mortgage market, helping customers who are typically underserved by mainstream banks.

Together is a national lender and has a loan portfolio which is diversified across the UK, with less than 30% concentrated in the London region where property prices have tended to fluctuate to a greater extent. Our London portfolio is not focused on 'Prime'<sup>17</sup> central London properties and, with weighted average loan-tovalue ratios in line with the average of our portfolio for the rest of the country, we consider this provides a level of mitigation against moderate house price falls in such areas.

#### Competition

The competitive landscape contains risks from new entrants, increased competition from incumbent lenders and disruptive products/software solutions potentially affecting lending activities. The effect of this could result in lower lending volumes, higher customer attrition and/or, lower net interest margins.

Competition in the mortgage lending industry can take a number of forms, including interest rates and fee competition, underwriting criteria, convenience and customer service, and marketing and distribution channels.

The risk of competition has been incorporated into the Group's forward planning process and the external market is regularly monitored.

The Group continues to offer a broad product range to underserved segments of the market and benefits from a rich pool of experienced and skilled underwriters. The Group has also stepped up its investment in new technology including plans to update its current operating platform, along with using enhanced data capture and digitalisation to transform the customer journey and product innovation.

<sup>17</sup> As defined by the Coutts London Prime Index - residential property only

#### **Competition** (continued)

The longevity of the Group's trading has resulted in the development of long term relationships with both intermediaries and individuals providing access to both new and repeat customers. In addition our diverse range of products, flexible approach to underwriting and experience means that we have the ability to attract customers who are not serviced by other lenders, together protecting our competitive position. The Group will continue to monitor the external environment and is confident, given this experience, gained over many economic cycles, that it will remain competitive in the segments in which it operates.

Mainstream lenders (including high street banks) continue to focus on their core businesses of fully automated credit decisions which excludes certain customers, property or transaction types.

This has encouraged a number of new entrants, or reentrants in recent years into the market in the form of non-bank lenders or newly formed challenger banks which are likely to increase competition in the segments where we operate.

Uncertain economic times may reduce the number of new entrants into our chosen markets and may also reduce competition from existing lenders. Lenders who operate in mainstream segments may seek to focus on their core markets and restrict their lending criteria in a recessionary environment, reducing the number of customers who can access such mainstream products and which may provide increased lending opportunities for specialist lenders like Together.

#### Liquidity and funding

We fund our total loan assets from cash generated by operations, shareholder reserves, the subordinated shareholder funding, senior secured notes, a revolving credit facility, residential mortgage-backed securitisations, commercial mortgage-backed securitisation and through other asset-backed facilities. The volume of loans we are able to originate is limited, in part, by the amount and terms of funding available to us along with the level of our capital reserves.

A key driver of liquidity risk within the Group arises from a number of private securitisation facilities being subject to portfolio covenants and eligibility restrictions including concentration limits and performance measures. Amongst other requirements, such covenants limit the proportion of loans in arrears and on an individual loan basis the level of arrears determine eligibility for such facilities. In certain circumstances assets can be exchanged, repurchased or additional capital can be injected into the facilities to support compliance with facility terms thereby maintaining access to liquidity provided by such facilities. Failure to comply with facility terms or breach of non-curable performance covenants will cause such facilities to go into early amortisation, with removal of undrawn facility headroom and deferral of cashflows to the Senior Borrower Group. Increasing arrears, as a result of the wider economic downturn, increases the risk that insufficient eligible assets will be available to ensure facilities remain in compliance with covenants, and thus able to provide a source of liquidity and funding for the Group. The Group monitors such covenants and carries a level of cash and eligible assets to support the private securitisation facilities in a stress event in line with set risk appetites.

The Group also benefits from a business model which is ordinarily cash-generative with a high level of redemptions which is a key source of liquidity. Expectations are for continued economic uncertainty which may lead to a reduction in the level of cash inflows. Stress testing undertaken includes the impact of severe haircuts to expected redemption inflows.

The liquidity and funding risks arising from reducing levels of eligible assets and/or the risk of lower levels of cash inflows from redemptions can be mitigated by increasing the amount of liquidity resources held as cash. A key management action to generate net cash inflows is the ability to control levels of new lending. As at March 31, 2021 cash balances increased to  $\pounds$ 227.9m (March 31, 2020: £151.8m), of which £97.1m is unrestricted cash (March 31, 2020: £26.2m) as shown in Note 6.

The Group has a strong track record of successful refinancing and raising new facilities, and has continued to increase its bank and investor base during recent transactions ensuring that existing facilities are refinanced sufficiently ahead of their maturity dates to allow for any market disruption. The outbreak of the coronavirus is causing some market uncertainty, and whilst to-date debt and securitistion markets have remained open, future uncertainty or negative economic data may restrict the ability of the Group to complete further funding transactions, at least in the short term, or may change the commercial terms available.

Some of the Group's funding is subject to financial covenants. Note 2 to the financial statements provides further detail on the assessment of the going concern basis of preparation. This includes an assessment of the risks presented to the Group by any potential breaches of lending covenants including potential mitigating actions.

#### Interest rate environment

Interest rates have fallen, with Bank Rate cut to a record low of 0.1%. Reductions in interest rates make borrowing more affordable and therefore can increase asset prices. However, if interest rates are subsequently increased faster than expected, loan servicing costs are likely to increase, which could cause an increase in credit losses.

We are affected by changes in prevailing interest rates in the United Kingdom. An increase in prevailing interest rates increases the cost of servicing some of our borrowings. Although our total loan assets mainly consist of variable rate mortgage loans and we have the right in respect of such loans to increase pricing if our own funding costs increase, our level of arrears and ultimately cash flows may be adversely affected if we increase the pricing of our customers' mortgages in relation to any potential increases in our funding costs.

We have also seen a growth in demand for fixed rate products in recent years which has risen as a percentage of our total loan portfolio. The Group raises funding using a mix of fixed and variable funding which provides some natural offset in movements in interest rates on assets and liabilities.

In addition the Group has also undertaken numerous hedging transactions to provide further mitigation against mismatches in fixed and floating rates and undertakes stress analysis on any remaining mismatches.

An increase in interest rates can also adversely affect the credit quality of the customers to whom we lend and our loan origination volumes as loans may become less attractive to customers.

The Group maintains strict underwriting criteria which include, where appropriate, stressing affordability under a higher interest rate environment.

#### **Regulatory considerations**

The Group has certain subsidiaries which are authorised and regulated by the FCA in addition to subsidiaries which undertake unregulated lending. The Group has responded to new guidance issued by the FCA in response to the coronavirus pandemic, including offering mortgage-payment deferrals to customers and the treatment of vulnerable customers. We also have to comply with the relevant UK regulations including antimoney laundering regulations, the General Data Protection Regulations and the UK Securitisation Regulation. Changes in regulation may impact the way in which the Group conducts its business. Failure to comply with changes in regulation could result in fines, reputational damage and potential revocation of regulatory permissions.

The Group takes all regulatory considerations seriously and have compliance, legal and governance functions in place to monitor compliance with these requirements.

Given that we operate in the regulated markets we are at risk of failing to comply with existing regulation and the potential impact of changes in regulation on our activities. From time to time, we may identify, including through our compliance and internal audit functions, regulatory breaches or potential regulatory breaches or other issues related to compliance matters.

As a result of undertaking internal reviews within the regulated division for the year ended June 30, 2019, instances were identified where, for certain customers in arrears, the outcome may have been improved if different forbearance tools had been applied. In addition, some past written communications with customers should have been clearer and more complete, including in instances where balances are not expected to be repaid by the customer by the contractual maturity date, using their current repayment schedule.

Disclosures in respect of this can be found in Note 14 to the financial statements.

#### **Risk factors**

This quarterly report contains statements that are, or may be deemed to be, forward-looking statements. In some cases, these forward-looking statements can be identified by the use of forward-looking terminology, including the words "aims," "believes," "estimates," "anticipates," "expects," "intends," "may," "will," "plans," "predicts," "assumes," "shall," "continue" or "should" or, in each case, their negative or other variations or comparable terminology or by discussions of strategies, plans, objectives, targets, goals, future events or intentions.

Many factors may cause our results of operations, financial condition, liquidity and the development of the industries in which we operate to differ materially from those expressed or implied by the forwardlooking statements contained in this quarterly report. These factors include among others:

- the impact of economic conditions on our results of operations and financial condition;
- the impact of the United Kingdom's exit from the European Union;
- the impact of Covid-19, or any new variant of Covid-19, on the global and UK economy and resultant impact on our liquidity position, capital position, funding capability, capital markets, operational risk profile, portfolio credit risk profile, reputation, results of operations and financial condition;
- the impact of the success or failure of vaccines and the ability of the UK Government to distribute and administer them to combat Covid-19;
- the impact of a downturn in the property market;
- our ability to accurately identify the credit profile and behaviours of our customers;
- our ability to accurately value properties;
- our ability to act proactively with customers to minimise the risk of repossession and potential losses in the event of a repossession;
- our ability to detect and prevent fraud during and after the loan underwriting process;
- the impact of the changing financial circumstances of our customers;
- the impact of rising unemployment;

- our relationships with mortgage intermediaries, professional networks and other distribution channels;
- the impact of competition;
- legislative, taxation and regulatory changes affecting our ability to operate or the profit generated from our activities;
- the effectiveness of our compliance, Enterprise Risk Management Framework and internal audit functions;
- failure to comply with current, past or future regulatory rules or guidance, or the retrospective interpretation thereof, or to treat customers fairly;
- failure to identify and offer the appropriate treatment to vulnerable customers;
- our exposure to the cost of redress, potential regulatory sanctions and fines;
- the impact of fluctuations in interest rates and our ability to obtain financing;
- changes to the ways in which the United Kingdom regulates the loan industry and other regulatory changes;
- the impact and cost associated with greater prudential regulation;
- changes or uncertainty in respect of LIBOR or SONIA that may affect our sources of funding;
- the impact of new initiatives by the UK Government that may affect our business;
- the impact, costs and settlements associated with dealing with claims made from claims management companies and/or claimant law firms;
- the impact of litigation;
- our ability to retain our senior management and our underwriters, account executives, sales personnel, client facing employees and key individuals;
- loss of a material number of employees being available due to a health crisis including Covid-19;
- failure to operate effectively and in line with regulations and legal requirements while working remotely;

#### **Risk factors (continued)**

- failure to operate a Covid-19 secure workplace in breach of health and safety regulations;
- the impact of changes in working practices following Covid-19;
- interruption or loss of our information processing systems or third party systems we use or failure to maintain secure information systems (including as a result of cyber-attacks);
- technological changes and failure to adequately anticipate or respond to these changes;
- the accuracy of our systems, data and models to correctly report our financial condition and forecasts;
- our substantial debt obligations and our ability to operate within financial covenants;
- access to debt markets and our ability to refinance our debt and raise new debt at acceptable cost;
- imbalances in maturity between our total loan assets and our sources of funds affecting the capacity to expand our business;
- our ability to benefit from special corporation tax regimes for securitization companies;
- the potential for conflicting interests between the shareholder and third-party funding providers;
- exclusion of US GAAP financial information; and
- changes in accounting standards.

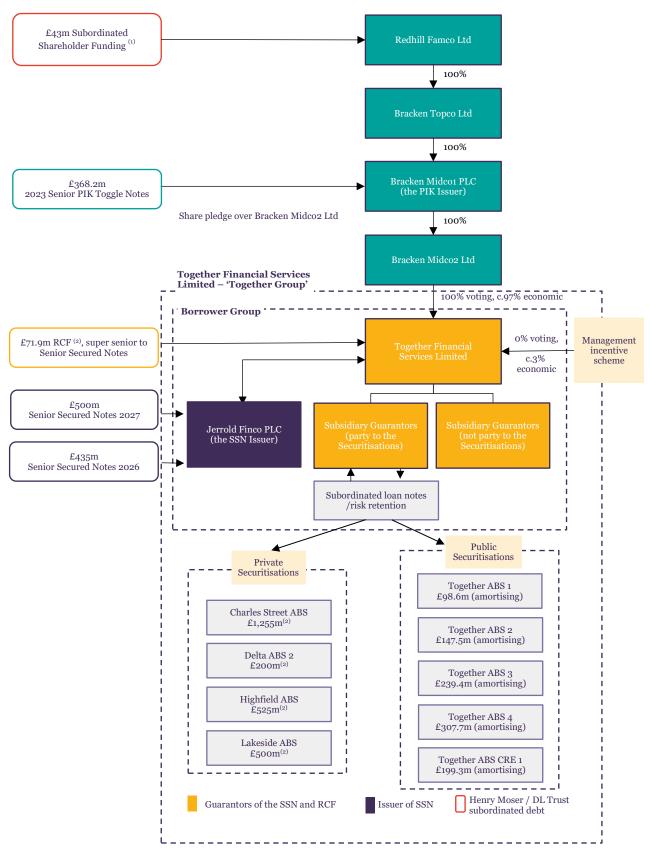
These risks are not exhaustive. Other sections of this quarterly report describe additional factors that could adversely affect our results of operations, financial condition, liquidity and the development of the industries in which we operate. New risks can emerge from time to time, and it is not possible for us to predict all such risks, nor can we assess the impact of all such risks on our business or the extent to which any risks, or combination of risks and other factors, may cause actual results to differ materially from those contained in any forward-looking statements. Given these risks and uncertainties, you should not rely on forwardlooking statements as a prediction of actual results.

Any forward-looking statements are only made as of the date of this quarterly report, and we do not intend, and do not assume any obligation, to update forwardlooking statements set forth in this quarterly report. You should interpret all subsequent written or oral forward-looking statements attributable to us or to persons acting on our behalf as being qualified by the cautionary statements in this quarterly report. As a result, you should not place undue reliance on these forward-looking statements.

#### Summary corporate and financing structure

The diagram below provides a simplified overview of our corporate and financing structure on a consolidated basis as at April 30, 2021.

The diagram does not include all entities in our Group nor does it show all liabilities in our Group.



Subordinated shareholder funding based upon nominal value Total facility size (1)

<sup>(2)</sup> 

### Summary results and financial position of Bracken Midco1 PLC

The tables below set out the unaudited interim condensed consolidated results and financial position of Bracken Midco1 PLC, the issuer of 2023 Senior PIK Toggle Notes and its subsidiaries, compared to the unaudited interim consolidated results and financial position of Together Financial Services Limited and its subsidiaries, for and as of the quarter ended March 31, 2021.

|   |   | ended March 31,      | 2021                  |
|---|---|----------------------|-----------------------|
|   | Together<br>Financial                   |                      | Dreakon Mideal        |
|   | Services Ltd                            | Adjustments          | Bracken Midco1<br>PLC |
|   | full full full full full full full full | £m                   | £m                    |
| Profit before tax <sup>(1)</sup>                | 39.8                                    | (9.9)                | 29.9                  |
|   | 0,10                                    | ()•)                 |                       |
|   |   | at March 31, 2021    |                       |
|   | Together                                |                      |                       |
|   | Financial                               |                      | Bracken Midco1        |
|   | Services Ltd<br>£m                      | Adjustments<br>£m    | PLC<br>£m             |
| Assets  | 2.111                                   | 4111<br>4            | 2111                  |
| Cash and balances at bank                       | 227.9                                   | 0.6 (2)              | 228.5                 |
| Loans and advances to customers                 | 3,930.1                                 | -                    | 3,930.1               |
| Inventories                                     | 0.6                                     | -                    | 0.6                   |
| Other assets                                    | 5.5                                     | -                    | 5.5                   |
| Investments                                     | 0.1                                     | -                    | 0.1                   |
| Property, plant and equipment                   | 13.5                                    | -                    | 13.5                  |
| Intangible assets                               | 7.2                                     | -                    | 7.2                   |
| Deferred tax asset                              | 7.5                                     | -                    | 7.5                   |
| Total assets                                    | 4,192.4                                 | 0.6                  | 4,193.0               |
|   |   |                      |                       |
| Liabilities                                     |   |                      |                       |
| Loan notes                                      | 2,272.9                                 | -                    | 2,272.9               |
| Senior secured notes                            | 935.0                                   | -                    | 935.0                 |
| Senior PIK toggle notes                         | -                                       | 368.2 <sup>(3)</sup> | 368.2                 |
| Obligations under finance leases                | 11.7                                    | -                    | 11.7                  |
| Debt issue costs                                | (17.2)                                  | $(0.9)^{(4)}$        | (18.1)                |
| Total borrowings (excluding subordinated        | 3,202.4                                 | 367.3                | 3,569.7               |
| shareholder funding)                            |   |                      |                       |
| Other liabilities                               | 67.4                                    | $(5.2)^{(5)}$        | 62.2                  |
| Derivative liabilities held for risk management | 0.7                                     | -                    | 0.7                   |
| Provisions for liabilities and charges          | 20.8                                    | -                    | 20.8                  |
| Current tax liabilities                         | 0.3                                     | -                    | 0.3                   |
| Total liabilities                               | 3,291.6                                 | 362.1                | 3,653.7               |
|   |   |                      |                       |
| Equity  | • • •                                   |                      | (2)                   |
| Subordinated shareholding funding               | 28.8                                    | (21.6)               | 7.2 <sup>(6)</sup>    |
| Shareholder's equity                            | 872.0                                   | (339.9)              | 532.1                 |
| Total equity                                    | 900.8                                   | (361.5)              | 539.3                 |
| Total equity and liabilities                    | 4,192.4                                 | 0.6                  | 4,193.0               |
| a oral oquity which hashedds                    | 7,1/2.7                                 | 0.0                  | т,175.0               |

(1) Presented to reflect the full quarterly interim consolidated profit of Together Financial Services Limited and Bracken Midco1 PLC (also incorporating Bracken Midco2 Limited) respectively

(2) Represents cash and cash equivalents held within Bracken Midco1 PLC and Bracken Midco2 Limited

(3) Represents the additional borrowings in the form of £368.2m 2023 Senior PIK Toggle Notes

(4) Represents unamortised debt issue costs associated with the issuance of the 2023 Senior PIK Toggle Notes

(5) Includes interest accrued on the 2023 Senior PIK Toggle and group dividend accrual reversed in consolidation of £26.3m

(6) Represents the carrying value of shareholder funding owed to Bracken Topco Limited by Bracken Midco1 PLC

### Summary results and financial position of Bracken Midco1 PLC (continued)

For the quarter to March 31, 2021, interest payable and similar charges for Bracken Midco1 PLC was, on a consolidated basis £44.0m compared to £34.1m for Together Financial Services Limited. The £9.9m variance comprises £9.2m of interest payable and debt issue amortisation on the Senior PIK Toggle, £0.2m being the unwind of the fair value adjustment in respect of intercompany loan amounts owed to Bracken Topco Limited, £1.0m being the elimination on consolidation of a modification gain arising on an intercompany loan owed to Bracken Midco2 Limited and the elimination on consolidation of £0.5m of fair value unwind at Together Financial Services Limited on intercompany loans owed to Bracken Midco2 Limited.

### Unaudited condensed consolidated interim financial statements

The unaudited consolidated financial statements attached show the financial performance for the quarter and nine months to March 31, 2021.

Comparatives for these consolidated financial statements are as follows:

- Consolidated Statement of Comprehensive Income and Consolidated Statement of Cash Flows have comparatives for the quarter and nine months to March 31, 2020;
- Consolidated Statement of Changes in Equity have comparatives for the nine months to March 31, 2020; and
- Consolidated Statement of Financial Position have comparatives as at March 31, 2020 and June 30, 2020.

## Unaudited consolidated statement of comprehensive income

Nine months ended 31 March 2021

Unless otherwise indicated, all amounts are stated in £m.

|  |          | Three mon        | Three months ended |                  | Nine months ended |  |
|--|----------|------------------|--------------------|------------------|-------------------|--|
| Income statement   | Note     | 31 March<br>2021 | 31 March<br>2020   | 31 March<br>2021 | 31 March<br>2020  |  |
|  |          |                  |                    |                  |                   |  |
| Interest receivable and similar income   |          | 89.9             | 100.1              | 278.1            | 289.4             |  |
| Interest payable and similar charges   | 4        | (34.1)           | (40.6)             | (93.4)           | (106.0)           |  |
| Net interest income  |          | 55.8             | 59.5               | 184.7            | 183.4             |  |
|  |          |                  |                    |                  |                   |  |
| Fee and commission income  |          | 0.9              | 0.9                | 2.4              | 3.2               |  |
| Fee and commission expense   |          | (0.3)            | (0.5)              | (0.7)            | (1.8)             |  |
| Net fair value gains/(losses) on derivatives   | 7        |                  |                    |                  |                   |  |
| held for risk-management purposes measured<br>at fair value through income statement | 7        | 0.4              | _                  | 0.8              | (0.2)             |  |
| Other income   |          | - 0.4            | _                  | 1.2              | (0.2)             |  |
| Operating income   |          | 56.8             | 59.9               | 188.4            | 184.6             |  |
|  |          | 2010             |                    | 10011            | 10 110            |  |
| Administrative expenses  |          | (17.0)           | (13.7)             | (57.4)           | (71.0)            |  |
| Operating profit   |          | 39.8             | 46.2               | 131.0            | 113.6             |  |
| · · · · · · · · · · · · · · · · · · ·  |          | 57.0             | 70.2               | 131.0            | 115.0             |  |
| Impairment losses  | 8        | -                | (40.1)             | (19.5)           | (50.5)            |  |
| Profit before taxation   |          | 39.8             | 6.1                | 111.5            | 63.1              |  |
|  |          |                  |                    |                  |                   |  |
| Income tax   | 5        | (5.3)            | 1.2                | (16.0)           | (6.5)             |  |
| Profit after taxation  |          | 34.5             | 7.3                | 95.5             | 56.6              |  |
|  |          |                  |                    |                  |                   |  |
| Other comprehensive expense  |          |                  |                    |                  |                   |  |
| Items that may be reclassified to the income   | statemen | nt               |                    |                  |                   |  |
| Movement in the cash flow hedging reserve:   |          |                  |                    |                  |                   |  |
| Effective portion of changes in fair value of  |          |                  |                    |                  |                   |  |
| derivatives  | 7        | 1.1              | (1.7)              | 1.2              | (1.9)             |  |
| Amounts reclassified to income statement   |          | 0.1              | 0.1                | 0.2              | 0.1               |  |
|  |          | 1.2              | (1.6)              | 1.4              | (1.8)             |  |
| Movement in the cost-of-hedging reserve:   |          |                  |                    |                  |                   |  |
| Effective portion of changes in fair value of  | _        |                  |                    |                  |                   |  |
| derivatives  | 7        | (0.1)            | (0.1)              | (0.3)            | (0.1)             |  |
| Amounts reclassified to income statement   |          | -                | 0.1                | 0.1              | 0.1               |  |
|  |          | (0.1)            | -                  | (0.2)            | -                 |  |
| Other comprehensive income/(evenese)   |          |                  |                    |                  |                   |  |
| Other comprehensive income/(expense) for the period, net of tax                      |          | 1.1              | (1.6)              | 1.2              | (1.8)             |  |
|  |          |                  |                    |                  |                   |  |
| Total comprehensive income for the period  |          | 35.6             | 57                 | 06 7             | 51 9              |  |
| period   |          | 35.6             | 5.7                | 96.7             | 54.8              |  |

The results for the current and preceding period relate entirely to continuing operations.

## Unaudited consolidated statement of financial position

As at 31 March 2021

Unless otherwise indicated, all amounts are stated in £m.

|  | Note | 31 March<br>2021 | 31 March<br>2020 | 30 June<br>2020 |
|--|------|------------------|------------------|-----------------|
| Assets   |      |                  |                  |                 |
| Cash and cash equivalents                                      | 6    | 227.9            | 151.8            | 252.5           |
| Derivative assets held for risk management                     | 7    | 0.6              | -                | -               |
| Loans and advances to customers                                | 8    | 3,930.1          | 4,315.9          | 4,162.2         |
| Inventories  |      | 0.6              | 0.6              | 0.6             |
| Other assets   | 9    | 5.5              | 7.9              | 6.3             |
| Investments  |      | 0.1              | 0.1              | 0.1             |
| Property, plant and equipment                                  | 10   | 13.5             | 14.0             | 13.9            |
| Intangible assets  | 11   | 7.2              | 9.0              | 8.1             |
| Current tax asset  |      | -                | 6.8              | 3.2             |
| Deferred tax asset   | 12   | 7.5              | 7.7              | 7.6             |
| Total assets   |      | 4,193.0          | 4,513.8          | 4,454.5         |
| T · T 11//   |      |                  |                  |                 |
| Liabilities<br>Derivative liabilities held for risk management | 7    | 1.3              | 1.9              | 2.9             |
| Current tax liabilities  | /    | 0.3              | 1.9              | 2.9             |
| Borrowings   | 13   | 3,231.2          | 3,649.0          | 3,550.1         |
| Provisions for liabilities and charges                         | 13   | 20.8             | 18.3             | 22.3            |
| Other liabilities  | 14   | 20.8<br>67.4     | 43.3             | 51.2            |
| Total liabilities  | 15   | 3,321.0          | 3,712.5          | 3,626.5         |
| Equity   |      |                  |                  |                 |
| Share capital  |      | 9.8              | 9.8              | 9.8             |
| Subordinated shareholder funding reserve                       |      | 39.3             | 40.2             | 39.7            |
| Cashflow-hedging reserve                                       |      | (1.3)            | (1.8)            | (2.7)           |
| Cost-of-hedging reserve  |      | (0.3)            | (0.2)            | (0.1)           |
| Other reserves   |      | 10.6             | 10.6             | 10.6            |
| Retained earnings  |      | 813.9            | 742.7            | 770.7           |
| Total equity   |      | 872.0            | 801.3            | 828.0           |
|  |      |                  |                  |                 |
| Total equity and liabilities                                   |      | 4,193.0          | 4,513.8          | 4,454.5         |

## Unaudited consolidated statement of changes in equity

### Nine months ended 31 March 2021

Unless otherwise indicated, all amounts are stated in £m.

| Nine months to<br>31 March 2021                       | Called-up<br>share<br>capital | Subordinated<br>shareholder<br>funding<br>reserve | Cashflow-<br>hedging<br>reserve | Cost-of-<br>hedging<br>reserve | Other<br>reserves | <b>Retained</b><br>earnings | Total  |
|---|-------------------------------|---|---------------------------------|--------------------------------|-------------------|-----------------------------|--------|
| At beginning of the period                            | 9.8                           | 39.7  | (2.7)                           | (0.1)                          | 10.6              | 770.7                       | 828.0  |
| Total comprehensive income                            | -                             | -   | 1.4                             | (0.2)                          | -                 | 95.5                        | 96.7   |
| Dividends to parent                                   | -                             | -   | -                               | -                              | -                 | (52.7)                      | (52.7) |
| Transfer of gain on modification of subordinated debt | -                             | 1.0   | -                               | -                              | -                 | (1.0)                       | -      |
| Transfer between reserves                             | -                             | (1.4)   | -                               | -                              | -                 | 1.4                         | -      |
| At end of the period                                  | 9.8                           | 39.3  | (1.3)                           | (0.3)                          | 10.6              | 813.9                       | 872.0  |

| Nine months to<br>31 March 2020           | Called-up<br>share<br>capital | Subordinated<br>shareholder<br>funding<br>reserve | Cashflow-<br>hedging<br>reserve | Cost-of-<br>hedging<br>reserve | Other<br>reserves | Retained<br>earnings | Total  |
|---|-------------------------------|---|---------------------------------|--------------------------------|-------------------|----------------------|--------|
| At beginning of the period                | 9.8                           | 41.0  | -                               | (0.2)                          | 10.8              | 701.4                | 762.8  |
| Changes on initial application of IFRS 16 | -                             | -   | -                               | -                              | -                 | (1.3)                | (1.3)  |
| Restated balances at beginning            |                               |   |                                 |                                |                   | (112)                | (110)  |
| of period                                 | 9.8                           | 41.0  | -                               | (0.2)                          | 10.8              | 700.1                | 761.5  |
| Total comprehensive income                | -                             | -   | (1.8)                           | -                              | -                 | 56.6                 | 54.8   |
| Dividends to parent                       | -                             | -   | -                               | -                              | -                 | (15.6)               | (15.6) |
| Purchase of shares*                       | -                             | -   | -                               | -                              | (0.2)             | -                    | (0.2)  |
| Modification of subordinated debt         | -                             | 0.8   | -                               | -                              | -                 | -                    | 0.8    |
| Transfer between reserves                 |                               | (1.6)   | -                               | -                              | -                 | 1.6                  | -      |
| At end of the period                      | 9.8                           | 40.2  | (1.8)                           | (0.2)                          | 10.6              | 742.7                | 801.3  |

\*relates to purchase of shares by employee-benefit trust

Other reserves consist of the following:

|                     | Share<br>premium<br>account | Merger<br>reserve | Capital<br>redemption<br>reserve | Share-based<br>payment<br>reserve | Total |
|---------------------|-----------------------------|-------------------|----------------------------------|-----------------------------------|-------|
| As at 31 March 2021 | 17.5                        | (9.6)             | 1.1                              | 1.6                               | 10.6  |
| As at 31 March 2020 | 17.5                        | (9.6)             | 1.1                              | 1.6                               | 10.6  |
| As at 30 June 2020  | 17.5                        | (9.6)             | 1.1                              | 1.6                               | 10.6  |

The called-up share capital, share premium account, capital redemption, subordinated shareholder funding and share-based payment reserves are all non-distributable.

## Unaudited consolidated statement of cash flows

### Nine months ended 31 March 2021

Unless otherwise indicated, all amounts are stated in £m.

|  |      | Three months ended |                  | Nine months ended |                  |
|--|------|--------------------|------------------|-------------------|------------------|
|  | Note | 31 March<br>2021   | 31 March<br>2020 | 31 March<br>2021  | 31 March<br>2020 |
| Cash flows from operating activities   |      |                    |                  |                   |                  |
| Profit after tax   |      | 34.5               | 7.3              | 95.5              | 56.6             |
| Adjustment for non-cash items included in profit after                               | 17   |                    |                  | ,                 |                  |
| tax  |      | (50.0)             | (19.0)           | (140.2)           | (105.5)          |
| Changes in operating assets and liabilities  | 17   | (53.6)             | (202.2)          | 203.1             | (677.1)          |
| Interest income  |      | 89.9               | 100.1            | 278.1             | 289.4            |
| Income tax paid  |      | (4.6)              | (3.2)            | (12.4)            | (21.9)           |
| Net cash inflow/(outflow) from operating activities                                  |      | 16.2               | (117.0)          | 424.1             | (458.5)          |
| Cash flows from investing activities   |      |                    |                  |                   |                  |
| Cash paid on purchase of property, plant and   |      |                    |                  |                   |                  |
| equipment  |      | (0.2)              | (0,5)            | (0.2)             | (0.9)            |
| Investment in intangible assets  |      | . ,                | (0.5)            | . ,               | , ,              |
| Proceeds on disposal of property, plant and equipment                                |      | (0.3)              | (0.5)<br>0.1     | (1.4)<br>0.2      | (2.6)<br>0.2     |
| Net cash outflow from investing activities   |      | (0.5)              | (0.9)            | (1.4)             |                  |
| The cash outflow from investing activities   |      | (0.5)              | (0.9)            | (1.4)             | (3.3)            |
| Cash flows from financing activities   |      |                    |                  |                   |                  |
| Net cash outflows from bank facilities   |      | -                  | -                | (10.0)            | (20.0)           |
| (Repayment)/drawdown of loan facilities  |      | (354.2)            | 124.5            | (1,011.2)         | 269.0            |
| Proceeds from issuance of loan notes   |      | 193.8              | -                | 554.3             | 315.4            |
| Repayment of senior secured notes  |      | (350.0)            | (375.0)          | (350.0)           | (375.0)          |
| Proceeds from refinancing of senior secured notes                                    |      | 500.0              | 435.0            | 500.0             | 435.0            |
| Interest paid  |      | (46.6)             | (50.4)           | (101.9)           | (113.7)          |
| Dividends paid   |      | -                  | -                | (26.4)            | (15.6)           |
| Purchase of shares by employee-benefit trust   |      | -                  | (0.2)            | -                 | (0.2)            |
| Purchase and cancellation of derivatives   |      | -                  | -                | (0.6)             | (0.2)            |
| Principal elements of lease liability payments<br>Interest paid on lease liabilities |      | (0.2)<br>(0.2)     | (0.4)<br>(0.1)   | (1.0)<br>(0.5)    | (0.8)<br>(0.5)   |
| Net cash inflow from financing activities  |      | (57.4)             | 133.4            | (447.3)           | <b>493.4</b>     |
| The cush miles it on munchig activities  |      | (37.4)             | 155.4            | (447.3)           | 473.4            |
| Net increase/(decrease) in cash and cash   |      |                    |                  |                   |                  |
| equivalents  |      | (41.7)             | 15.5             | (24.6)            | 31.6             |
| Cash and cash equivalents at beginning of period                                     |      | 269.6              | 136.3            | 252.5             | 120.2            |
| Cash and cash equivalents at end of period   |      | 227.9              | 151.8            | 227.9             | 151.8            |

At 31 March 2021 cash and cash equivalents included £130.8m (31 March 2020: £125.6m) of restricted cash (see Note 6).

### Unaudited notes to the financial statements

Unless otherwise indicated, all amounts are stated in £m.

### 1. Reporting entity and general information

Together Financial Services Limited (the Company) is incorporated and domiciled in the UK. The Company is a private company, limited by shares and registered in England (company number: 02939389). The registered address of the Company is Lake View, Lakeside, Cheadle, Cheshire, SK8 3GW. The unaudited interim consolidated condensed financial statements comprise Together Financial Services Limited and its subsidiaries (the Group). The Group is primarily involved in financial services.

### 2. Significant accounting policies

#### **Basis of preparation**

The unaudited interim consolidated condensed financial statements have been prepared in accordance with the International Accounting Standard (IAS) 34 *Interim Financial Reporting*, as contained in EU-adopted IFRS. They do not include all the information required by International Financial Reporting Standards (IFRS) in full annual financial statements and should be read in conjunction with the annual report and consolidated financial statements for the year ended 30 June 2020 which were prepared in accordance with IFRS as adopted by the EU.

The information within this interim report relating to the year ended 30 June 2020 does not constitute statutory accounts as defined in section 434 of the Companies Act 2006. A copy of the statutory accounts for that year has been delivered to the Registrar of Companies. The auditor's report on those accounts was not qualified, did not include a reference to any matters to which the auditors drew attention by way of emphasis without qualifying the report, and did not contain statements under section 498(2) or (3) of the Companies Act 2006.

#### Accounting policies and judgements

The accounting policies, presentation and methods of computation are consistent with those applied by the Group in its latest audited annual financial statements.

#### Adoption of new and revised IFRSs

The International Accounting Standards Board has issued amendments to IFRS 9 *Financial instruments* and IFRS 7 *Financial instruments disclosures* relating to market reforms of benchmark interest rates. The reforms will result in transitioning from interbank offered rates (IBORs) such as Libor to alternative benchmark interest rates (also referred to as near-risk-free rates or RFRs). In the UK, the Bank of England has determined that the reformed sterling overnight index average (Sonia) is the RFR that will replace sterling Libor.

Phase 1 ('Interest Rate Benchmark Reform – Amendments to IFRS 9, IAS 39 and IFRS 7') of the IASB's amendments, which are mandatory for annual reporting periods beginning on or after 1 January 2020, modify certain hedge-accounting requirements to allow hedge accounting to continue for affected hedges during the period of uncertainty before the reforms are completed.

The application of the amendments impacts the Group's accounting as follows:

- The Group has floating-rate loan notes, linked to sterling Libor, which it cashflow hedges using interest-rate caps, swaps or floors. The amendments permit continuation of hedge accounting even though the reforms mean there is uncertainty about the timing and amount of the hedged cash flows.
- The Group will retain the cumulative gain or loss in its cashflow-hedging and cost-of-hedging reserves for designated cashflow hedges that are subject to the reforms, despite this uncertainty. Should the Group consider the hedged future cash flows are no longer expected to occur due to reasons other than the reforms, the cumulative gain or loss will be immediately reclassified to the income statement.

The amendments also requires additional disclosures in relation to those hedging relationships to which the reliefs are applied.

The Group will continue to apply the Phase 1 amendments to IFRS 9 until the end of any uncertainty with respect to the timing and amount of the underlying cash flows arising from the reforms. The Group expects this uncertainty will continue until its contracts that reference sterling Libor are amended to specify the date on which it will be replaced and the bases for the replacement Sonia cash flows, including any fixed spread, are determined.

### Unaudited notes to the financial statements (continued)

Unless otherwise indicated, all amounts are stated in £m.

### 2. Significant accounting policies (continued)

#### Adoption of new and revised IFRSs (continued)

Phase 2 ('Interest Rate Benchmark Reform – Amendments to IFRS 9, IAS 39, IFRS 4 and IFRS 16') of the amendments, effective for reporting periods beginning on or after 1 January 2021 with earlier adoption permitted, enables entities to reflect the effects of transitioning to RFRs without giving rise to accounting impacts that would not provide useful information to users of financial statements.

The application of the Phase 2 amendments will impact the Group's accounting as follow:

- Changes to the basis for determining contractual cash flows as a result of the reforms are required, as a practical expedient, to be treated prospectively as changes to a floating interest rate, rather than as a contractual modification. This only applies provided that, for the financial instrument, the transition from the IBOR benchmark rate to the new RFR takes place on an economically equivalent basis.
- Phase 2 provides temporary reliefs that allow the Group's hedging relationships to continue upon the replacement of an existing interest-rate benchmark with a new RFR. The reliefs require the Group to amend hedge designations and hedge documentation to reference the new rate and amend the method for assessing hedge effectiveness. Updates to hedging documentation must be made by the end of the reporting period in which a replacement takes place.
- If the hedged item is modified due to the reforms, the cumulative gain or loss in the cashflow hedging and cost-ofhedging reserves for designated cashflow hedges and for discontinued hedging relationships is deemed to be based on the new RFR.

The amendments also require further new disclosures of the nature and extent of the risks arising from the reforms, how the entity is managing the risks and transition, and progress made.

Note 21 sets out the financial disclosures.

#### Presentation of risk disclosures

Disclosures under IFRS 7 *Financial Instruments: Disclosures* concerning the nature and extent of principal risks have been presented within the interim management report. Unless otherwise indicated, these disclosures are consistent with the Group's latest audited annual financial statements.

#### **Going concern**

In preparing these interim financial statements, the directors have assessed, the Group's ability to continue as a going concern, including specific consideration of the continuing impacts of the coronavirus pandemic upon the Group through the effects on our customers, the property market, and the wholesale funding market.

The impacts of the pandemic continue to evolve, and the Group has continued to regularly reassess and reforecast its liquidity and funding positions, and compliance with financial covenants, in order to proactively manage the risks which may arise with respect to the going-concern assumption.

The Group's business model, being one which is ordinarily highly cash generative, operating in profitable market segments and lending at low average loan-to-value (LTV) ratios, provides mitigation to many downside risks.

As part of the Group's monitoring and reforecasting for the impacts of the pandemic, specific consideration has been given to the following during the period:

- the impact of offering mortgage-payment deferrals in line with government guidance;
- exit strategies for customers post the mortgage-payment deferrals;
- slowing of customer-repayment behaviour;
- increases in credit risk;

Unaudited notes to the financial statements (continued)

Unless otherwise indicated, all amounts are stated in £m.

### 2. Significant accounting policies (continued)

#### **Going concern (continued)**

- the potential for declining or stagnating property values;
- reduced access to wholesale-funding markets;
- changes in market rates of interest;
- reductions in new mortgage-origination volumes; and
- changes to operating costs.

Stress testing has been performed in order to assess the extent to which these factors would have to detrimentally impact cash flows in order for the Group to be unable to meet its liabilities as they fall due, and the extent of any increase in credit losses which could result in covenant breaches on the Group's borrowings. The results of this stress testing are detailed further below.

In response to the pandemic, the directors and Group management have undertaken a number of actions in order to mitigate potential risks.

The risk of lower levels of cash inflows from redemptions can be mitigated by increasing the amount of liquid resources held as cash. In order to increase cash held, the directors controlled levels of new lending following the pandemic, which, in combination with other management actions, increased total cash balances and which remain at £227.9m at 31 March 2021 (31 March 2020: £151.8m, 30 June 2020: £252.5m), of which £97.1m is unrestricted cash (31 March 2020: £26.2m, 30 June 2020: £112.9m) as shown in Note 6.

Alongside the shareholder funding and profit which has been retained in the business, the Group is reliant on the wholesalefunding markets to fund lending, including a combination of public securitisations, private revolving securitisations, senior secured notes and a revolving credit facility (RCF).

A key risk associated with wholesale funding is refinancing risk, where the Group has a proven track-record of successfully refinancing borrowings. The coronavirus outbreak has had some impacts on the capital markets and the availability and/or pricing of wholesale funding at certain points during the pandemic. The depth of maturity in the Group's existing debt facilities provides significant mitigation in respect of refinancing risk with the earliest maturity of wholesale funding being the Highfield Asset Backed Securitisation facility (the amount drawn at the reporting date representing 6% of the Group's borrowings) in June 2022 and the earliest call date for the public securitisations is Together Asset Backed Securitisation 1 (representing 2% of Group's borrowings) in September 2021. Further detail is set out in Note 13.

In addition the Group has demonstrated an ability to access the wholesale funding markets in recent months:

- In July 2020, the Group successfully issued the latest and largest issuance in its residential mortgage-backed securitisation (RMBS) programme, Together Asset Backed Securitisation 2020 1 PLC raising £361m.
- In September 2020, the maturity date on the undrawn £71.9m RCF facility was extended from June 2021 to June 2023.
- In January 2021 the Group issued £500m of senior secured notes due 2027, at a coupon of 5.25%.
- In March 2021, Together completed its first public market securitization backed by commercial real-estate mortgage, CRE 1. The issuance resulted in £193.8m of additional funding.

In respect of the private securitisations, the Group may, in certain circumstances, need to seek further waivers and amendments within the going-concern assessment period. This could include, but is not limited to, impacts on covenants as a result of: a further extension in the duration of the mortgage-payment deferrals scheme, deterioration in loan-book performance due to adverse economic conditions; or reductions in property values.

### Unaudited notes to the financial statements (continued)

Unless otherwise indicated, all amounts are stated in £m.

### 2. Significant accounting policies (continued)

#### Going concern (continued)

In the event that waivers or amendments are required but not agreed, and existing headroom in covenants is utilised causing a breach, and the breach is not rectified by using headroom in other facilities within a defined cure period, then the noteholders of the private securitisation facilities have the option to call a default of the facility. If a facility defaults, then the cash inflows from the securitised asset pool for each facility are used to repay the interest and principal of the most senior loan notes with the deferred consideration and any interest payment of the subordinated notes due to the originators deferred until such time as all the liabilities ranking more senior are repaid in full. This would delay cash inflows ordinarily flowing to the Senior Borrower Group as excess spread from each of the securitisations.

#### Stress testing

Aside from the private securitisations, the facilities within the Senior Borrower Group, being the Senior Secured Notes and the RCF, also include certain financial covenants including tests on gearing and minimum levels of interest cover, tested on a debt-incurrence basis and a maintenance basis respectively.

To evaluate the Group's resilience in meeting these tests, a reverse-stress scenario has been developed and was considered as part of the going-concern assessment.

The scenario is one which assumes no cash flows are received from the securitisations, there is no access to drawdown funding from the private securitisations, and no access to the wholesale funding markets is possible, and therefore loan-origination volumes are limited to meeting pipeline commitments. This is considered by the directors to be an extreme outcome. However due to the bankruptcy-remote nature of securitisations, the default of one or more private securitisation facilities would not mean that the Group cannot continue to operate as a going concern. The Group could continue in such a scenario by servicing the loans funded by the Senior Borrower Group. Stresses were applied to cash inflows to assess the ability to continue to service and repay borrowings as they fall due, and stresses on profitability were separately considered to assess the ability to comply with gearing covenants.

The results of the reverse-stress test showed that unrealistic reductions in expected cash inflows within the Senior Borrower Group would be required for the Senior Borrower Group not to be able meets its liabilities as they fall due, within the going-concern assessment period. Even in the event that actual experience approached the level of reductions judged unrealistic, further management actions could be taken to mitigate the impact. The Group has periodically repeated the reverse-stress testing and headroom to meet the test has continued to increase over the period from 30 June 2020 to 31 March 2021.

In addition, the potential impact of reductions in the level of profitability were assessed, using increases in expected credit losses as the primary driver, in order to determine the reduction which would result in the Group's gearing breaching the RCF covenant. The testing showed that profitability would have to fall by a substantial amount with the probability of such a severe outcome considered remote. The deployment of additional management actions could also mitigate the possible impacts, including but not limited to: renegotiation of the terms of existing borrowings, raising alternative funding and measures to further reduce costs.

The directors are satisfied that the Company and the Group have adequate resources to continue in operation for the goingconcern assessment period, which is 12 months from the date of signing this report.

#### Cash and cash equivalents

The Group has refined the analysis and classification of certain elements in its statement of cash flows, including comparative information, to better reflect the Group's operating model. The principal changes are in provisions and impairment allowances which are now shown as non-cash adjustments to profit rather than included in changes in operating assets and liabilities, outflows relating to interest paid and derivatives are treated as financing rather than operating cashflows, and net interest income is now deducted from profit as a non-cash adjustment with interest income shown separately as an operating cash flow.

Unless otherwise indicated, all amounts are stated in £m.

# 3. Critical accounting judgements and key sources of estimation uncertainty

In preparing these financial statements, the Group's management has made judgements, estimates and assumptions that affect the application of the Group's accounting policies and the amounts reported for the Group's performance and financial position. Where possible, estimates and associated assumptions are based on historical experience, objective information, or other relevant factors and are reviewed at each reporting date. Actual results may differ from these estimates, and revisions to estimates are recognised prospectively.

#### Critical judgements in applying the Group's accounting policies

The calculation of the Group's allowance for losses on its loans and advances to customers under IFRS 9 draws on the following key judgements:

- The incorporation of forward-looking information in the measurement of ECL, in particular the economic variables driving credit risk and the number and relative weightings of the scenarios used.
- Determining the criteria for a significant increase in credit risk and indicators of credit impairment.

Further detail on the judgements in respect of the measurement of ECL and sensitivities thereon is set out in Note 8 to the accounts.

There is considerable judgement required to estimate provisions and to provide useful information concerning the nature of the uncertainty contained within these estimates, including the disclosure of a range of possible impacts. There can also be judgement required in determining whether contingent liability disclosures are required. Further disclosures in respect of these can be found in Notes 14 and 20.

#### Key sources of estimation uncertainty

As a result of the Covid-19 pandemic the Group utilises macroeconomic forecasts which are significantly changed from those applied pre-pandemic, when the external environment was more benign. These forecasts, and the other assumptions and estimates necessary for the calculation of ECL, contain a greater level of uncertainty than in previous periods due to the increased level of uncertainty in the economic outlook. Further detail on these estimates and assumptions and the sensitivities thereon is set out in Note 8.

The calculation of the Group's provisions contain significant estimation uncertainty. Further disclosures in respect of this can be found in Note 14.

Interest income is recognised using the effective interest rate ('EIR') method. The EIR of a financial instrument is the rate which exactly discounts the estimated future cashflows of the instrument to its carrying amount. In calculating the EIR, all contractual terms of the financial instrument are taken account of, including transaction costs and other premiums or discounts, but not expected credit losses.

The estimation of future cashflows requires the Group to estimate the expected behavioural lives of groups of assets. The Group utilises models which draw upon the Group's actual historical experience, however there is estimation uncertainty to the extent that future performance may not mirror that of the past.

There have been no other significant changes to estimation uncertainties disclosed in the Group's annual report and accounts for the year ended 30 June 2020.

Unless otherwise indicated, all amounts are stated in £m.

### 4. Interest payable and similar charges

|                                      | Three mon        | ths ended        | Nine months ended |                  |  |
|--------------------------------------|------------------|------------------|-------------------|------------------|--|
|                                      | 31 March<br>2021 | 31 March<br>2020 | 31 March<br>2021  | 31 March<br>2020 |  |
| On borrowings                        | 33.6             | 40.3             | 91.9              | 105.4            |  |
| On lease liabilities                 | 0.2              | 0.2              | 0.5               | 0.5              |  |
| On derivatives in a qualifying hedge | 0.3              | 0.1              | 1.0               | 0.1              |  |
|                                      | 34.1             | 40.6             | 93.4              | 106.0            |  |

Interest payable on borrowings includes a call penalty of £5.4m, the release of the issue premium of £0.7m and the write-off of deferred up-front fees of £1.2m as a result of early refinancing of 2024 senior secured notes (31 March 2020: £5.9m, £nil and £0.8m respectively). It is also net of a modification gain of £1.0m arising on the extension in January 2021 of the maturity date of £25.1m of interest-free subordinated shareholder loans (31 March 2020: £nil).

Unless otherwise indicated, all amounts are stated in £m.

#### 5. Income tax

|   | Three mon        | ths ended        | Nine months ended |                  |  |
|---|------------------|------------------|-------------------|------------------|--|
|   | 31 March<br>2021 | 31 March<br>2020 | 31 March<br>2021  | 31 March<br>2020 |  |
| Current tax                                       |                  |                  |                   |                  |  |
| Corporation tax                                   | 5.2              | (1.2)            | 15.9              | 6.4              |  |
| Adjustment in respect of previous period          | -                | 0.2              | -                 | -                |  |
|   | 5.2              | (1.0)            | 15.9              | 6.4              |  |
| Deferred tax                                      |                  |                  |                   |                  |  |
| Origination and reversal of temporary differences | 0.1              | 0.7              | 0.1               | 1.0              |  |
| Effect of changes in tax rates                    | -                | (0.9)            | -                 | (0.9)            |  |
| Total deferred tax                                | 0.1              | (0.2)            | 0.1               | 0.1              |  |
| Total tax on profit                               | 5.3              | (1.2)            | 16.0              | 6.5              |  |

Corporation tax is calculated at 19% (31 March 2020: 19%) of the estimated taxable profit for the period. The differences between the total tax charge for the period and the amount calculated by applying the standard rate of UK corporation tax to the profit before tax are as follows:

|  | Three month      | is ended         | Nine months ended |               |  |
|--|------------------|------------------|-------------------|---------------|--|
|  | 31 March<br>2021 | 31 March<br>2020 | 31 March<br>2021  | 31 March 2020 |  |
| Profit before tax  | 39.8             | 6.1              | 111.5             | 63.1          |  |
| Tax on profit at standard UK corporation tax rate<br>of 19% (March 2020: 19%)<br>Effects of: | 7.6              | 1.2              | 21.2              | 12.0          |  |
| Expenses not deductible for tax purposes   | -                | 0.2              | -                 | 0.4           |  |
| Income not taxable   | (0.1)            | (0.1)            | (0.2)             | (0.2)         |  |
| Group relief*  | (2.2)            | (1.7)            | (5.0)             | (4.8)         |  |
| Adjustment in respect of previous period   | -                | 0.1              | -                 | -             |  |
| Effect of changes in tax rate  | -                | (0.9)            | -                 | (0.9)         |  |
| Tax charge for period  | 5.3              | (1.2)            | 16.0              | 6.5           |  |

\*The group referred to is a tax group headed by Redhill Famco Limited, the ultimate parent company of Together Financial Services Limited.

In March 2020, the government announced that the main rate of corporation tax will remain at 19%, rather than reducing to 17% from 1 April 2020.

In March 2021, the Government announced that the main rate of corporation tax will increase to 25% from 1 April 2023. This change has not been substantively enacted, and so deferred tax has been calculated at a rate of 19% in these financial statements.

Unless otherwise indicated, all amounts are stated in £m.

#### 6. Cash and cash equivalents

|                   | 31 March<br>2021 | 31 March<br>2020 | 30 June<br>2020 |
|-------------------|------------------|------------------|-----------------|
| Unrestricted cash | 97.1             | 26.2             | 112.9           |
| Restricted cash   | 130.8            | 125.6            | 139.6           |
|                   | 227.9            | 151.8            | 252.5           |

Restricted cash is ring fenced and held in securitisation vehicles for use in managing the Group's securitisation facilities under terms of the agreements. Within restricted cash £39.2m (31 March 2020: £43.6m, 30 June 2020: £62.0m) represents amounts that can be accessed by the Group, for example by allocating additional eligible assets into the private securitisations, but which are not considered readily available. The balance of restricted cash is not readily available and represents amounts which are held within the securitisations for other purposes and may be accessible in future, such as cash reserves or amounts to be paid over as deferred consideration at such future dates.

## 7. Derivatives held for risk management

The Group applies hedge accounting for its strategy of cashflow hedging the interest-rate risk on floating-rate liabilities in certain of its securitisation vehicles. These liabilities fund portfolios of mortgage assets, some of which pay fixed rates of interest, and to address the resultant risk the securitisation vehicles may purchase interest-rate caps, or enter into interest-rate swaps which may include floors. The notional amounts of these derivatives is designated against a proportion of floating-rate notes funding fixed-rate mortgages, and decline over time in line with the expected repayment of the mortgages.

The effectiveness of this strategy is assessed by comparing the changes in fair value of the interest-rate derivatives with changes in the fair value of the hedged floating-rate notes and uses the hypothetical-derivative method.

The Group establishes the hedging ratio by matching the notional amount of the derivative with the corresponding floatingrate notes. In these hedging relationships, the main potential sources of ineffectiveness are:

- Repayment of the notes faster than the decline in the notional amount of the derivative
- For interest-rate swaps, the inclusion of a transaction cost in the fixed-rate leg
- Changes in the credit risk of either party
- Differences in the expected maturity of the hedged item and the hedging instrument

The following table analyses derivatives held for risk-management purposes by type of instrument:

|   | 31 March 2021 |             | 31 Mar | ch 2020     | 30 June 2020 |             |
|---|---------------|-------------|--------|-------------|--------------|-------------|
|   | Assets        | Liabilities | Assets | Liabilities | Assets       | Liabilities |
| Interest-rate swaps and floors            | 0.6           | (1.3)       | -      | (1.9)       | -            | (2.9)       |
| Interest-rate caps                        | -             | -           | -      | -           | -            | -           |
| Derivatives designated in cashflow hedges | 0.6           | (1.3)       | -      | (1.9)       | -            | (2.9)       |

All derivatives mature in under five years. The average fixed interest rate on swaps is 0.39%. The average strike rate on caps is 2.5%.

# Unaudited notes to the financial statements (continued) Unless otherwise indicated, all amounts are stated in £m.

#### Derivatives held for risk management (continued) 7.

The following tables set out details of the exposures hedged by the Group:

| Carrying amount of liabilities 312.2 | 31 March 2021<br>Changes in fair value<br>for calculating hedge<br>ineffectiveness                                  | Cashflow-  |
|--------------------------------------|---|--|
| liabilities                          | for calculating hedge   | 0 000 0 11   |
| liabilities                          |   | 0 000 0 11   |
|                                      | menecuveness  | hodging recorve  |
| 212.2                                |   | hedging reserve  |
|                                      | 0.9   | 0.9  |
| 512.2                                | 0.9   | (2.2)  |
| 312.2                                | 0.9   | (1.3)  |
|                                      |   |  |
| 173.4                                | -   | -  |
|                                      |   |  |
|                                      |   |  |
| ~                                    |   | ~ ~ ~ ~  |
|                                      |   | Cashflow-  |
| liabilities                          | ineffectiveness   | hedging reserve  |
|                                      |   |  |
| 134.1                                | (1.7)   | (1.7)  |
| -                                    | -   | (0.1)  |
| 134.1                                | (1.7)   | (1.8)  |
|                                      |   |  |
| 231.6                                | (0.1)   | -  |
|                                      | 30 June 2020  |  |
|                                      |   |  |
| Carrying amount of                   |   | Cashflow-  |
|                                      | 8 8   | hedging reserve  |
| huomiteo                             | menceuveness  |  |
| 244.9                                | (0.2)   | (0.2)  |
| -                                    |   | (2.5)  |
| 244.9                                | (0.2)   | (2.7)  |
|                                      |   |  |
| 229.5                                | -   | -  |
|                                      | 173.4<br>Carrying amount of<br>liabilities<br>134.1<br>134.1<br>231.6<br>Carrying amount of<br>liabilities<br>244.9 | 173.4-31 March 2020Carrying amount of<br>liabilitiesChanges in fair value<br>for calculating hedge<br>ineffectiveness134.1(1.7)134.1(1.7)134.1(1.7)231.6(0.1)30 June 2020Changes in fair value<br>for calculating hedge<br>ineffectivenessCarrying amount of<br>liabilities30 June 2020Changes in fair value<br>for calculating hedge<br>ineffectiveness244.9(0.2)244.9(0.2) |

Unaudited notes to the financial statements (continued) Unless otherwise indicated, all amounts are stated in £m.

#### Derivatives held for risk management (continued) 7.

The following table sets out details of the hedging instruments used by the Group and their effectiveness:

|   |                    | Carrying             | amounts | Ch                          | anges in fair v                              | _   |   |  |  |
|---|--------------------|----------------------|---------|-----------------------------|--|---|---|--|--|
|   | Notional<br>amount | Derivative<br>assets |         | For<br>calculating<br>hedge | Recognised<br>through other<br>comprehensive | Outside the<br>hedging<br>relationship<br>recognised in<br>fair value | ineffective-<br>ness<br>recognised in<br>fair value<br>gains/(losses) | cashflow-<br>hedging<br>reserve to<br>interest |  |
| Nine months ended 31 M<br>Interest-rate swaps and<br>floors | March 202          | 1                    |         |                             |  |   |   |  |  |
| Borrowings  | 312.2              | 0.6                  | (1.3)   | 1.0                         | 0.9  | 0.7   | 0.1   | -  |  |
| Discontinued hedges   | -                  | -                    | -       | -                           | -  | -   | -   | 0.2  |  |
|   | 312.2              | 0.6                  | (1.3)   | 1.0                         | 0.9  | 0.7   | 0.1   | 0.2  |  |
| Interest-rate caps  | 173.4              | -                    | -       | -                           | -  | -   | -   | -  |  |
| Nine months ended 31 M<br>Interest-rate swaps               | March 202          | 0                    |         |                             |  |   |   |  |  |
| Borrowings  | 134.1              | -                    | (1.9)   | (1.7)                       | (1.7)  | (0.2)   | -   | -  |  |
| Discontinued hedges   | -                  | -                    | -       | -                           | (0.2)  | -   | -   | 0.1  |  |
|   | 134.1              | -                    | (1.9)   | (1.7)                       | (1.9)  | (0.2)   | -   | 0.1  |  |
| Interest-rate caps  | 231.6              | -                    | -       | (0.1)                       | (0.1)  | -   | -   | -  |  |
| Year ended 30 June 202                                      | 20                 |                      |         |                             |  |   |   |  |  |
| Interest-rate swaps   |                    |                      |         |                             |  |   |   |  |  |
| Borrowings  | 244.9              | -                    | (2.9)   | (0.2)                       | (0.2)  | 0.1   | -   | -  |  |
| Discontinued hedges   | -                  | -                    | -       | -                           | (2.5)  | (0.6)   | -   | 0.1  |  |
|   | 244.9              | -                    | (2.9)   | (0.2)                       | (2.7)  | (0.5)   | -   | 0.1  |  |
| Interest-rate caps  | 229.5              |                      | _       | -                           | -  |   | -   | -  |  |

Unless otherwise indicated, all amounts are stated in £m.

#### 8. Loans and advances to customers

|                          | 31 March 2021 |         |                     |         |  |  |  |
|--------------------------|---------------|---------|---------------------|---------|--|--|--|
| -                        | Stage 1       | Stage 2 | Stage 3<br>and POCI | Total   |  |  |  |
| Gross loans and advances | 2,603.5       | 899.7   | 538.6               | 4,041.8 |  |  |  |
| Loss allowance           | (4.0)         | (26.6)  | (81.1)              | (111.7) |  |  |  |
|                          | 2,599.5       | 873.1   | 457.5               | 3,930.1 |  |  |  |
| ECL coverage (%)         | 0.2           | 3.0     | 15.1                | 2.8     |  |  |  |

|                          | 31 March 2020 |         |                     |         |  |  |  |
|--------------------------|---------------|---------|---------------------|---------|--|--|--|
| -                        | Stage 1       | Stage 2 | Stage 3<br>and POCI | Total   |  |  |  |
| Gross loans and advances | 3,522.2       | 489.2   | 410.2               | 4,421.6 |  |  |  |
| Loss allowance           | (20.9)        | (19.1)  | (65.7)              | (105.7) |  |  |  |
|                          | 3,501.3       | 470.1   | 344.5               | 4,315.9 |  |  |  |
| ECL coverage (%)         | 0.6           | 3.9     | 16.0                | 2.4     |  |  |  |

|                          | <b>30 June 2020</b> |         |          |         |  |  |  |
|--------------------------|---------------------|---------|----------|---------|--|--|--|
| -                        |                     |         | Stage 3  |         |  |  |  |
|                          | Stage 1             | Stage 2 | and POCI | Total   |  |  |  |
| Gross loans and advances | 3,061.3             | 721.2   | 498.5    | 4,281.0 |  |  |  |
| Loss allowance           | (12.4)              | (21.0)  | (85.4)   | (118.8) |  |  |  |
|                          | 3,048.9             | 700.2   | 413.1    | 4,162.2 |  |  |  |
| ECL coverage (%)         | 0.4                 | 2.9     | 17.1     | 2.8     |  |  |  |

Loans and advances to customers include total gross amounts of £6.5m (31 March 2020: £10.0m; 30 June 2020: £9.7m), equivalent to £4.1m net of allowances (31 March 2020: £6.3m; 30 June 2020: £5.5m) loaned to August Blake Developments Limited, Sunnywood Estates Limited and Edgworth Developments Limited, companies of which HN Moser is a director and shareholder. Further details of these loans are given in Note 18.

Group gross balances of credit impaired loans include £9.0m (31 March 2020: £nil) of purchased or originated credit impaired (POCI) loans, which are presented net of impairment provisions for lifetime expected credit losses of £1.2m (31 March 2020: £nil).

#### Measurement of expected credit losses (ECL)

#### ECL model

The Group's general approach to the measurement of ECL and forbearance is unchanged from the annual report and accounts for the year ended 30 June 2020.

#### Incorporation of forward-looking information

The Group uses forward-looking information in its measurement of ECL and in identifying significant increases in credit risk (discussed in the next section). The Group's statistical analysis of historical data has confirmed that the key economic variables that drive credit risk, and the ECL for the Group's financial instruments, are unemployment, Bank Rate, economic activity as measured by GDP, and changes in house prices. The Group has developed a range of future economic scenarios of these variables, drawing on external forecasts where appropriate, but the uncertainty over the current macroeconomic forecasts is much higher than prior to the outbreak of Covid-19. The unprecedented nature of the current economic conditions leads to high levels of uncertainty in forecasting the timing and speed of an eventual recovery.

Until the quarter to 31 March 2020, the Group calculated ECL using a base case, an upside and a downside scenario, weighted 40%, 30% and 30% respectively.

Unless otherwise indicated, all amounts are stated in £m.

#### 8. Loans and advances to customers (continued)

#### Incorporation of forward-looking information (continued)

With the onset of the coronavirus pandemic, the Group's approach to developing economic scenarios for the purposes of measuring ECLs has been to increase the number of scenarios from three to six to reflect the wider range of economic outcomes that are now considered possible around any base case. The base case is weighted at 50% and each of the other five scenarios is weighted at 10%.

Judgement is required to set the scenario weightings, informed by an external provider of economic forecasts, to consider the interaction between the severity of the scenarios and the weightings applied. Management has sought to assess the reasonableness of the probabilities by comparing the weighted average of each economic indicator with other available macroeconomic forecasts, in addition to benchmarking the base-case scenario.

The section of this note on critical accounting estimates is to show the unweighted ECL for each scenario and to provide information about the sensitivity of ECL to changes in scenario weightings.

Unless otherwise indicated, all amounts are stated in £m.

#### 8. Loans and advances to customers (continued)

#### Incorporation of forward-looking information (continued)

The most significant assumptions used for the ECL estimate as at 31 March 2021 by scenario until March 2025 are as follows:

| Annual GDP change       |                     |           | Jun           | Sep   | Dec    | Mar    | Mar    | Mar    | Mar   |
|-------------------------|---------------------|-----------|---------------|-------|--------|--------|--------|--------|-------|
| (annual %)*             |                     | Weighting | 2021          | 2021  | 2021   | 2022   | 2023   | 2024   | 2025  |
| Upside                  |                     | 10%       | (1.1)         | 2.6   | 7.5    | 13.3   | 8.0    | 2.2    | 1.6   |
| Mild Upside             |                     | 10%       | (1.1) $(1.5)$ | 1.5   | 5.0    | 9.4    | 9.6    | 2.0    | 1.6   |
| Base                    |                     | 50%       | (1.6)         | 1.3   | 4.2    | 7.8    | 7.5    | 1.9    | 1.6   |
| Stagnation              |                     | 10%       | (1.6)         | 1.2   | 3.5    | 6.4    | 5.4    | 1.9    | 1.5   |
| Downside                |                     | 10%       | (1.0) $(1.9)$ | 0.5   | 2.3    | 4.6    | 5.2    | 2.4    | 1.5   |
| Severe downside         |                     | 10%       | (2.1)         | (0.2) | 1.1    | 2.8    | 4.4    | 2.2    | 1.5   |
| Weighted average        |                     | 1070      | (1.6)         | 1.2   | 4.0    | 7.5    | 7.0    | 2.0    | 1.6   |
| ·····                   | Future quarter      |           | ()            |       |        |        |        |        |       |
|                         | when GDP            |           |               |       |        |        |        |        |       |
| Annual quarterly GDP    | returns to          |           |               |       |        |        |        |        |       |
| change (%)**            | Dec-19 levels       |           |               |       |        |        |        |        |       |
| Upside                  | Dec-21              | 10%       | 19.1          | 6.0   | 12.0   | 16.1   | 3.5    | 1.8    | 1.5   |
| Mild Upside             | Jun-22              | 10%       | 17.4          | 3.2   | 6.3    | 10.6   | 6.4    | 1.6    | 1.6   |
| Base                    | Sep-22              | 50%       | 17.1          | 2.9   | 3.6    | 7.4    | 5.9    | 1.4    | 1.7   |
| Stagnation              | Sep-23              | 10%       | 16.8          | 2.6   | 1.6    | 4.8    | 5.3    | 1.2    | 1.7   |
| Downside                | Sep-24              | 10%       | 15.9          | 0.8   | (0.5)  | 2.1    | 6.4    | 1.1    | 1.7   |
| Severe downside         | Mar-26              | 10%       | 15.0          | (1.0) | (2.5)  | (0.2)  | 6.1    | 0.9    | 1.8   |
| Weighted average        |                     |           | 17.0          | 2.6   | 3.5    | 7.1    | 5.7    | 1.3    | 1.7   |
|                         | Future quarter      |           |               |       |        |        |        |        |       |
|                         | which anticipates   |           |               |       |        |        |        |        |       |
| Bank rate               | the first rate rise |           |               |       |        |        |        |        |       |
| Upside                  | Jun-21              | 10%       | 0.2           | 0.4   | 0.5    | 0.6    | 1.5    | 1.8    | 2.0   |
| Mild Upside             | Jun-21              | 10%       | 0.2           | 0.3   | 0.4    | 0.5    | 1.1    | 1.3    | 1.5   |
| Base                    | Sep-24              | 50%       | 0.1           | 0.1   | 0.1    | 0.1    | 0.1    | 0.1    | 0.2   |
| Stagnation              | Jun-25              | 10%       | 0.1           | 0.1   | 0.1    | 0.1    | 0.1    | 0.1    | 0.1   |
| Downside                | Dec-26              | 10%       | 0.1           | (0.1) | (0.3)  | (0.3)  | (0.3)  | (0.3)  | (0.3) |
| Severe downside         | Jun-30              | 10%       | (0.1)         | (0.3) | (0.4)  | (0.5)  | (0.5)  | (0.5)  | (0.5) |
| Weighted average        |                     |           | 0.1           | 0.1   | 0.1    | 0.1    | 0.2    | 0.3    | 0.4   |
|                         |                     |           |               |       |        |        |        |        |       |
| Unemployment rate       | % peak              |           |               |       |        |        |        |        |       |
| Upside                  | 5.8%                | 10%       | 5.8           | 5.5   | 5.0    | 4.8    | 4.0    | 4.0    | 4.0   |
| Mild Upside             | 6.0%                | 10%       | 5.8           | 5.6   | 6.0    | 5.5    | 4.5    | 4.3    | 4.3   |
| Base                    | 7.0%                | 50%       | 5.8           | 5.8   | 7.0    | 6.2    | 5.1    | 4.5    | 4.5   |
| Stagnation              | 7.5%                | 10%       | 6.0           | 6.3   | 7.5    | 7.2    | 6.6    | 6.3    | 5.9   |
| Downside                | 8.0%                | 10%       | 6.3           | 6.5   | 8.0    | 7.7    | 6.8    | 6.6    | 6.2   |
| Severe downside         | 8.7%                | 10%       | 6.5           | 6.8   | 8.7    | 8.7    | 7.2    | 6.9    | 6.5   |
| Weighted average        |                     |           | 5.9           | 5.9   | 7.0    | 6.5    | 5.4    | 5.1    | 4.9   |
| Annual change in house- | Start to trough %   |           |               |       |        |        |        |        |       |
| price index (%)         | change              | 1004      | 11 6          | 10 4  | 5.0    | 4.0    | 1 /    | 0.0    | 1     |
| Upside                  | n/a***              | 10%       | 11.6          | 10.6  | 5.9    | 4.2    | 1.6    | 9.0    | 3.1   |
| Mild Upside             | (0.9%)              | 10%       | 9.9           | 8.4   | 3.1    | 0.9    | (0.8)  | 6.4    | 3.2   |
| Base                    | (7.0%)              | 50%       | 7.4           | 5.2   | (0.6)  | (3.4)  | (3.7)  | 1.1    | 3.5   |
| Stagnation              | (21.1%)             | 10%       | 4.9           | 1.6   | (5.6)  | (9.8)  | (9.7)  | (3.2)  | 3.8   |
| Downside                | (27.7%)             | 10%       | 3.8           | (0.0) | (7.7)  | (12.4) | (12.3) | (5.9)  | 4.1   |
| Severe downside         | (38.8%)             | 10%       | 1.9           | (2.7) | (11.2) | (16.9) | (17.0) | (11.2) | 4.5   |
| Weighted average        |                     |           | 6.9           | 4.4   | (1.8)  | (5.1)  | (5.7)  | 0.0    | 3.6   |

\*Annual GDP growth represents the average annual change in GDP up to the date shown.

\*\*Annual quarterly GDP change represents the change in quarterly GDP compared with the corresponding quarter in the previous year.

\*\*\* HPI is forecast to increase in all future periods in this scenario.

Unless otherwise indicated, all amounts are stated in £m.

#### 8. Loans and advances to customers (continued)

#### Incorporation of forward-looking information (continued)

The most significant assumptions used for the ECL estimate as at 31 March 2020 by scenario until June 2024 were as follows:

| Annual GDP growth<br>(annual %)* | Weighting | Jun<br>2020 | Sep<br>2020 | Dec<br>2020 | Mar<br>2021 | Jun<br>2021 | Jun<br>2022 | Jun<br>2023 | Jun<br>2024 |
|----------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Upside                           | 10%       | (9.1)       | (5.5)       | (1.3)       | 2.7         | 13.9        | 4.6         | 2.9         | 1.5         |
| Mild Upside                      | 10%       | (9.3)       | (6.0)       | (2.1)       | 1.6         | 12.8        | 3.9         | 2.4         | 1.5         |
| Base                             | 50%       | (14.3)      | (10.8)      | (7.4)       | 0.1         | 11.0        | 2.6         | 1.4         | 1.6         |
| Stagnation                       | 10%       | (21.2)      | (13.0)      | (9.2)       | (1.5)       | 9.6         | 1.7         | 0.8         | 1.7         |
| Downside                         | 10%       | (28.1)      | (15.2)      | (11.0)      | (2.2)       | 8.9         | 1.2         | 0.5         | 1.7         |
| Severe downside                  | 10%       | (35.1)      | (17.4)      | (12.8)      | (3.3)       | 7.7         | 0.4         | (0.2)       | 1.8         |
| Weighted average                 |           | (17.4)      | (11.1)      | (7.3)       | (0.2)       | 10.8        | 2.5         | 1.3         | 1.6         |
| Bank rate                        |           |             |             |             |             |             |             |             |             |
| Upside                           | 10%       | 0.1         | 0.3         | 0.5         | 1.0         | 1.3         | 2.3         | 2.8         | 3.3         |
| Mild Upside                      | 10%       | 0.1         | 0.3         | 0.5         | 0.8         | 1.0         | 1.5         | 2.0         | 2.5         |
| Base                             | 50%       | 0.1         | 0.0         | 0.1         | 0.1         | 0.1         | 0.5         | 1.0         | 1.3         |
| Stagnation                       | 10%       | 0.1         | 0.1         | 0.1         | 0.1         | 0.1         | 0.3         | 0.8         | 1.0         |
| Downside                         | 10%       | 0.1         | 0.1         | 0.1         | 0.1         | 0.1         | 0.1         | 0.5         | 0.8         |
| Severe downside                  | 10%       | 0.1         | 0.1         | 0.1         | 0.1         | 0.1         | 0.1         | 0.1         | 0.1         |
| Weighted average                 |           | 0.1         | 0.1         | 0.2         | 0.3         | 0.3         | 0.7         | 1.1         | 1.4         |
| Unemployment rate                |           |             |             |             |             |             |             |             |             |
| Upside                           | 10%       | 5.5         | 5.6         | 5.4         | 4.9         | 3.9         | 2.1         | 1.9         | 1.9         |
| Mild Upside                      | 10%       | 5.6         | 5.9         | 5.9         | 5.5         | 4.7         | 3.3         | 3.2         | 3.2         |
| Base                             | 50%       | 6.5         | 6.5         | 6.3         | 5.7         | 5.1         | 3.7         | 3.6         | 3.6         |
| Stagnation                       | 10%       | 7.7         | 7.2         | 6.6         | 6.8         | 6.2         | 5.6         | 5.9         | 5.7         |
| Downside                         | 10%       | 8.8         | 7.8         | 7.0         | 6.9         | 6.4         | 5.8         | 6.1         | 5.9         |
| Severe downside                  | 10%       | 10.0        | 8.5         | 7.3         | 7.1         | 6.6         | 6.1         | 6.5         | 6.2         |
| Weighted average                 |           | 7.0         | 6.8         | 6.4         | 6.0         | 5.3         | 4.1         | 4.2         | 4.1         |
| Annual change in house-          |           |             |             |             |             |             |             |             |             |
| price index (%)                  |           |             |             |             |             |             |             |             |             |
| Upside                           | 10%       | 2.6         | 5.0         | 5.7         | 6.4         | 6.8         | 11.8        | 9.2         | 3.3         |
| Mild Upside                      | 10%       | 1.4         | 2.8         | 2.8         | 2.9         | 3.9         | 9.1         | 7.3         | 3.4         |
| Base                             | 50%       | 1.0         | (0.4)       | (1.7)       | (1.9)       | (1.0)       | 5.1         | 3.3         | 3.6         |
| Stagnation                       | 10%       | (3.0)       | (3.7)       | (5.9)       | (8.0)       | (5.0)       | (0.7)       | 0.1         | 4.0         |
| Downside                         | 10%       | (4.3)       | (5.2)       | (7.9)       | (10.6)      | (7.1)       | (3.6)       | (1.9)       | 4.2         |
| Severe downside                  | 10%       | (6.6)       | (7.7)       | (11.2)      | (15.0)      | (10.7)      | (8.8)       | (6.1)       | 4.7         |
| Weighted average                 |           | (0.5)       | (1.1)       | (2.5)       | (3.4)       | (1.7)       | 3.3         | 2.5         | 3.8         |

\*Annual GDP growth represents the change in quarterly GDP compared with the corresponding quarter in the previous year.

Unless otherwise indicated, all amounts are stated in £m.

#### 8. Loans and advances to customers (continued)

#### Incorporation of forward-looking information (continued)

The most significant assumptions used for the ECL estimate as at 30 June 2020, by economic indicator, until June 2024 were as follows:

| Annual GDP change       |                            |           | Sep             | Dec    | Mar    | Jun    | Jun    | Jun   | Jun   |
|-------------------------|----------------------------|-----------|-----------------|--------|--------|--------|--------|-------|-------|
| (annual %)*             |                            | Weighting | 2020            | 2020   | 2021   | 2021   | 2022   | 2023  | 2024  |
| Upside                  |                            | 10%       | (8.2)           | (9.1)  | (8.0)  | 5.5    | 7.1    | 3.0   | 2.1   |
| Mild Upside             |                            | 10%       | (8.6)           | (10.1) | (9.7)  | 3.1    | 7.4    | 2.9   | 2.1   |
| Base                    |                            | 50%       | (8.8)           | (10.8) | (11.0) | 1.0    | 7.3    | 2.4   | 1.8   |
| Stagnation              |                            | 10%       | (10.3)          | (14.0) | (15.7) | (5.4)  | 9.2    | 2.9   | 1.9   |
| Downside                |                            | 10%       | (10.8)          | (15.0) | (17.4) | (7.8)  | 9.8    | 3.0   | 1.9   |
| Severe downside         |                            | 10%       | (11.6)          | (16.9) | (20.2) | (11.7) | 11.0   | 3.2   | 1.8   |
| Weighted average        |                            |           | (9.4)           | (11.9) | (12.6) | (1.1)  | 8.1    | 2.7   | 1.9   |
|                         | Future quarter<br>when GDP |           |                 |        |        |        |        |       |       |
| Annual quarterly GDP    | returns to                 |           |                 |        |        |        |        |       |       |
| change (%)**            | Dec-19 levels              |           |                 |        |        |        |        |       |       |
| Upside                  | Mar-21                     | 10%       | (10.1)          | (2.4)  | 2.6    | 32.0   | 3.1    | 3.0   | 1.7   |
| Mild Upside             | Sep-21                     | 10%       | (11.9)          | (4.9)  | 0.0    | 29.1   | 3.4    | 2.7   | 1.7   |
| Base                    | Mar-22                     | 50%       | (12.6)          | (7.1)  | (2.4)  | 26.2   | 3.5    | 2.0   | 1.8   |
| Stagnation              | Mar-24                     | 10%       | (12.0) $(18.5)$ | (13.5) | (8.6)  | 19.0   | 4.8    | 2.2   | 1.9   |
| Downside                | May-25                     | 10%       | (20.5)          | (15.9) | (11.0) | 16.3   | 5.3    | 2.2   | 1.9   |
| Severe downside         | Jun-27                     | 10%       | (23.8)          | (19.9) | (14.9) | 11.7   | 6.1    | 2.1   | 2.0   |
| Weighted average        |                            |           | (14.8)          | (9.2)  | (4.4)  | 23.9   | 4.0    | 2.2   | 1.8   |
|                         | Future quarter             |           |                 |        |        |        |        |       |       |
|                         | which anticipates          |           |                 |        |        |        |        |       |       |
| Bank rate               | the first rate rise        |           |                 |        |        |        |        |       |       |
| Upside                  | Sep-20                     | 10%       | 0.2             | 0.4    | 0.6    | 0.9    | 1.8    | 2.0   | 2.0   |
| Mild Upside             | Dec-20                     | 10%       | 0.1             | 0.2    | 0.4    | 0.6    | 1.3    | 1.4   | 1.5   |
| Base                    | Jun-23                     | 50%       | 0.1             | 0.1    | 0.1    | 0.1    | 0.1    | 0.2   | 0.4   |
| Stagnation              | Sep-23                     | 10%       | 0.1             | 0.1    | 0.1    | 0.1    | 0.1    | 0.1   | 0.3   |
| Downside                | Sep-22                     | 10%       | 0.1             | 0.0    | (0.1)  | (0.3)  | (0.3)  | 0.0   | 0.1   |
| Severe downside         | Jun-23                     | 10%       | 0.1             | (0.1)  | (0.4)  | (0.5)  | (0.5)  | (0.4) | (0.3) |
| Weighted average        |                            |           | 0.1             | 0.1    | 0.1    | 0.1    | 0.3    | 0.4   | 0.6   |
| Unemployment rate       | % peak                     |           |                 |        |        |        |        |       |       |
| Upside                  | 6.2%                       | 10%       | 6.2             | 6.1    | 5.5    | 4.6    | 4.4    | 4.2   | 4.0   |
| Mild Upside             | 6.4%                       | 10%       | 6.3             | 6.4    | 5.9    | 5.2    | 4.9    | 4.6   | 4.3   |
| Base                    | 7.5%                       | 50%       | 6.4             | 7.5    | 7.0    | 6.5    | 5.8    | 5.2   | 4.5   |
| Stagnation              | 8.8%                       | 10%       | 6.8             | 8.5    | 8.8    | 8.1    | 6.2    | 6.3   | 6.0   |
| Downside                | 9.8%                       | 10%       | 6.9             | 9.3    | 9.8    | 9.0    | 6.6    | 6.5   | 6.2   |
| Severe downside         | 11.7%                      | 10%       | 7.0             | 10.7   | 11.7   | 10.5   | 7.2    | 6.9   | 6.5   |
| Weighted average        |                            |           | 6.5             | 7.8    | 7.7    | 7.0    | 5.9    | 5.4   | 4.1   |
| Annual change in house- | Start to trough %          |           |                 |        |        |        |        |       |       |
| price index (%)         | change                     |           |                 |        |        |        |        |       |       |
| Upside                  | (1.0%)                     | 10%       | 0.4             | 1.0    | (0.3)  | (0.4)  | 10.1   | 13.5  | 3.6   |
| Mild Upside             | (3.6%)                     | 10%       | (0.7)           | (1.1)  | (3.0)  | (3.6)  | 7.5    | 10.7  | 3.7   |
| Base                    | (7.7%)                     | 50%       | (1.2)           | (4.2)  | (6.9)  | (7.7)  | 4.4    | 5.2   | 3.9   |
| Stagnation              | (16.2%)                    | 10%       | (5.1)           | (7.3)  | (11.2) | (13.8) | (2.1)  | 0.8   | 4.3   |
| Downside                | (22.1%)                    | 10%       | (6.4)           | (8.8)  | (13.1) | (16.3) | (4.9)  | (2.0) | 4.5   |
| Severe downside         | (34.0%)                    | 10%       | (8.5)           | (11.2) | (16.4) | (20.6) | (10.1) | (7.6) | 5.0   |
| Weighted average        |                            |           | (2.6)           | (4.8)  | (7.8)  | (9.3)  | 2.2    | 4.2   | 4.1   |

\*Annual GDP growth represents the average annual change in GDP up to the date shown.

\*\*Annual quarterly GDP change represents the change in quarterly GDP compared with the corresponding quarter in the previous year.

Unless otherwise indicated, all amounts are stated in £m.

### 8. Loans and advances to customers (continued)

#### Contract modifications, forbearance and significant increases in credit risk

As at 31 March 2021, 1.5% of the Group's customers by value remained on mortgage-payment deferrals as a result of Covid-19. Mortgage-payment deferrals represent a contractual modification; however as interest on these accounts continues to accrue at the effective interest rate this does not generally give rise to a material modification gain or loss. Details of these are as follows:

| Stage allocation   | No. of accounts | Gross balance | ECL |
|--------------------|-----------------|---------------|-----|
| Stage 1            | 279             | 29.5          | 0.0 |
| Stage 1<br>Stage 2 | 167             | 23.7          | 0.4 |
| Stage 3            | 106             | 6.9           | 0.3 |
| Total              | 552             | 60.1          | 0.7 |

The most up-to-date information relating to customers who have exited the mortgage-payment deferrals scheme is detailed in Note 22.

Within the critical accounting judgements section of this note, a sensitivity has been provided to show the impact on ECL of measuring all Stage 1 loans which are in a mortgage-payment deferrals using a lifetime ECL instead of a 12 month ECL.

Further detail on contract modifications, forbearance and significant increases in credit risk is provided in the Group's annual report and accounts for the year ended 30 June 2020.

#### Loss allowance

The loss allowance has decreased by  $\pounds$ 7.1m from  $\pounds$ 118.8m at 30 June 2020 to  $\pounds$ 111.7m at 31 March 2021 (31 March 2020:  $\pounds$ 105.7m). The following tables analyse the movement of the loss allowance during the periods ended 31 March 2021 and 31 March 2020.

|  | Nine months ended 31 March 2021 |         |          |         |  |
|--|---------------------------------|---------|----------|---------|--|
| Loss allowance   |                                 |         | Stage 3  |         |  |
|  | Stage 1                         | Stage 2 | and POCI | Total   |  |
| Balance at beginning of period                               | (12.4)                          | (21.0)  | (85.4)   | (118.8) |  |
| Transfer to a 12-month ECL                                   | (1.6)                           | 4.3     | -        | 2.7     |  |
| Transfer to a lifetime ECL not credit impaired               | 5.7                             | (19.4)  | 12.7     | (1.0)   |  |
| Transfer to a lifetime ECL credit impaired                   | 0.8                             | 18.4    | (33.4)   | (14.2)  |  |
| Other changes in credit risk during the period               | (1.3)                           | (12.1)  | (5.3)    | (18.7)  |  |
| Impairment of interest income on stage 3 loans               | -                               | -       | (9.0)    | (9.0)   |  |
| New financial assets originated                              | (1.3)                           | (2.1)   | -        | (3.4)   |  |
| Financial assets derecognised                                | 2.5                             | 7.4     | 16.4     | 26.3    |  |
| Changes in models and risk parameters                        | 3.6                             | (2.1)   | (5.5)    | (4.0)   |  |
| Impairment losses for the period charged to income statement | 8.4                             | (5.6)   | (24.1)   | (21.3)  |  |
| Unwind of discount   | -                               | -       | 9.0      | 9.0     |  |
| Write-offs net of recoveries                                 | -                               | -       | 16.2     | 16.2    |  |
| Changes on refinancing of impaired loans                     | -                               | -       | 3.2      | 3.2     |  |
| Balance at end of period                                     | (4.0)                           | (26.6)  | (81.1)   | (111.7) |  |

Unless otherwise indicated, all amounts are stated in £m.

#### 8. Loans and advances to customers (continued)

#### Loss allowance (continued)

|  | Nine months ended 31 March 2020 |         |                     |         |  |
|--|---------------------------------|---------|---------------------|---------|--|
| Loss allowance   | Stage 1                         | Stage 2 | Stage 3<br>and POCI | Total   |  |
| Balance at beginning of period                               | (11.2)                          | (9.6)   | (46.2)              | (67.0)  |  |
| Transfer to a 12-month ECL                                   | (0.2)                           | 0.5     | -                   | 0.3     |  |
| Transfer to a lifetime ECL not credit impaired               | 3.9                             | (10.1)  | 1.5                 | (4.7)   |  |
| Transfer to a lifetime ECL credit impaired                   | 1.0                             | 8.1     | (18.0)              | (8.9)   |  |
| Other changes in credit risk during the period               | (6.2)                           | (2.9)   | (8.0)               | (17.1)  |  |
| Impairment of interest income on stage 3 loans               | -                               | -       | (10.3)              | (10.3)  |  |
| New financial assets originated                              | (3.6)                           | (1.3)   | -                   | (4.9)   |  |
| Financial assets derecognised                                | 5.1                             | 2.7     | 6.3                 | 14.1    |  |
| Changes in models and risk parameters                        | (9.7)                           | (6.5)   | (2.8)               | (19.0)  |  |
| Impairment losses for the period charged to income statement | (9.7)                           | (9.5)   | (31.3)              | (50.5)  |  |
| Unwind of discount   | -                               | -       | 10.3                | 10.3    |  |
| Write-offs net of recoveries                                 | -                               | -       | 1.5                 | 1.5     |  |
| Balance at end of period                                     | (20.9)                          | (19.1)  | (65.7)              | (105.7) |  |

Other changes in credit risk include the development or cure of loan arrears and other changes in status. The loss allowance on new financial assets originated represents the ECL on initial recognition. Subsequent changes in ECL are reflected in other movements in the above table.

Changes in models and risk parameters resulted in a charge of  $\pounds 4.0m$  (31 March 2020:  $\pounds 19.0m$ ). The mains drivers of this change were a  $\pounds 4.9m$  charge from an improvement in FSD methodology, an update to the macroeconomic data resulting in a charge of  $\pounds 3.8m$  and a partial offset of  $\pounds 5.9m$  resulting from an update to macroeconomic scalars.

The impact of loans transferring between stages has increased ECL by  $\pounds 12.6m$  during the period (31 March 2020:  $\pounds 13.3m$ ) and other changes in credit risk have increased ECL by  $\pounds 18.7m$  (31 March 2020:  $\pounds 17.1m$ ). There are a number of drivers of the combined increase of  $\pounds 31.2m$  observed in these line items in the period to 31 March 2021, the principal ones being:

- £8.8m due to increases in arrears levels. These and other qualitative and quantitative factors are used to assess the allocated stages of loans and can therefore result in the recognition of allowances based on lifetime losses on loans which were previously measured using a 12-month loss. Arrears levels also affect the probability of default assigned to loans;
- £12.5m due to changes in the assessment of likely recovery outcome for loans, based either on the likelihood of repossession or on changes in estimated amounts to be recovered. This includes the effect of changes in the estimated collateral values for loans.
- £4.8m due to changes in qualitative criteria to assess whether a loan has experienced a significant increase in credit risk. The criteria have been expanded to include: customers who are not in arrears, but may have suffered a certain level of income shock based on credit bureau data, and; loans which are not in arrears or otherwise exhibiting signs of an increase in credit risk but are secured on certain property types which may be most affected by social restrictions such as certain hospitality and retail-purpose properties;
- £6.5m due to accounts which have entered repossession or receivership, transferring to the measurement of a lifetime ECL credit impaired.

The impairment of interest income recognised on stage 3 loans of  $\pounds 9.0m$  (31 March 2020:  $\pounds 10.3m$ ) was offset by the unwinding of discounting on expected cashflows of the same amount. New originations increased ECL by  $\pounds 3.4m$  (31 March 2020:  $\pounds 4.9m$ ), reflecting new lending undertaken during the period and the requirement to measure all loans using a forward-looking ECL. Increases in ECL were offset by releases of  $\pounds 26.3m$  (31 March 2020:  $\pounds 14.1m$ ) on loans which have redeemed during the period. ECL has reduced by  $\pounds 3.2m$  (31 March 2020:  $\pounds nl)$  due to refinancing of credit impaired assets where the new loans have been classified as POCI. The gross balances of the new POCI assets included  $\pounds 1.0m$  of ECLs on initial recognition, resulting in a net release of  $\pounds 2.3m$ .

Unless otherwise indicated, all amounts are stated in £m.

### 8. Loans and advances to customers (continued)

#### Loss allowance (continued)

Write-offs net of recoveries includes £4.6m that has arisen during the normal performance of the loan book. The other £11.6m relates to accounts that have been written off following a refinement to the write off criteria applied by the Group. Substantially all the accounts subject to write off had entered a shortfall position prior to the current period, and largely relate to legacy accounts which had been repossessed a number of years previously. Accounts are classified as shortfall where the property has been repossessed and sold but an outstanding balance remains.

#### Impairment losses for the period

|   | Nine months ended |               |  |
|---|-------------------|---------------|--|
|   | 31 March 2021     | 31 March 2020 |  |
| Movements in impairment allowance, charged to income  | 21.3              | 50.5          |  |
| Amounts released from deferred income   | 0.4               | 0.7           |  |
| Write-offs net of recoveries  | -                 | (0.7)         |  |
| Gains on derecognition of assets held at amortised cost as a result of refinancing impaired loans | (2.3)             | -             |  |
|   | 19.5              | 50.5          |  |

#### Movements in gross carrying amounts

The following tables set out changes in the gross carrying amount of financial instruments that contributed to the changes in the loss allowance:

|  | Nine months ended 31 March 2021 |         |                     |         |  |
|--|---------------------------------|---------|---------------------|---------|--|
|  | Stage 1                         | Stage 2 | Stage 3<br>and POCI | Total   |  |
| Loans and advances to customers at amortised cost  |                                 |         |                     |         |  |
| Balance at beginning of period                     | 3,061.3                         | 721.2   | 498.5               | 4,281.0 |  |
| Transfer to a 12-month ECL                         | 454.0                           | (452.4) | (1.6)               | -       |  |
| Transfer to a lifetime ECL not credit impaired     | (938.0)                         | 1,106.2 | (168.2)             | -       |  |
| Transfer to a lifetime ECL credit impaired         | (29.1)                          | (364.7) | 393.8               | -       |  |
| New financial assets originated                    | 588.0                           | 70.4    | -                   | 658.4   |  |
| Financial assets derecognised including write-offs | (532.7)                         | (181.0) | (183.2)             | (896.9) |  |
| Changes on refinancing of impaired loans           | -                               | -       | (0.7)               | (0.7)   |  |
| Balance at end of period                           | 2,603.5                         | 899.7   | 538.6               | 4,041.8 |  |

|  | Nine months ended 31 March 2020 |         |                     |         |
|--|---------------------------------|---------|---------------------|---------|
|  | Stage 1                         | Stage 2 | Stage 3<br>and POCI | Total   |
| Loans and advances to customers at amortised cost  |                                 |         |                     |         |
| Balance at beginning of period                     | 3,025.3                         | 419.5   | 316.7               | 3,761.5 |
| Transfer to a 12-month ECL                         | 54.6                            | (54.6)  | -                   | -       |
| Transfer to a lifetime ECL not credit impaired     | (381.7)                         | 425.7   | (44.0)              | -       |
| Transfer to a lifetime ECL credit impaired         | (22.9)                          | (223.5) | 264.4               | -       |
| New financial assets originated                    | 1,543.0                         | 20.6    | -                   | 1,563.6 |
| Financial assets derecognised including write-offs | (696.1)                         | (98.5)  | (108.9)             | (903.5) |
| Balance at end of period                           | 3,522.2                         | 489.2   | 410.2               | 4,421.6 |

Unless otherwise indicated, all amounts are stated in £m.

### 8. Loans and advances to customers (continued)

#### **Stage 2 disaggregation**

| Days past due      |                | 31 March 2021           |                | 30 June 2020            |
|--------------------|----------------|-------------------------|----------------|-------------------------|
|                    | Gross Exposure | Impairment<br>Allowance | Gross Exposure | Impairment<br>Allowance |
|                    |                | 7 mowanee               | GIOSS Exposure | Thowallee               |
| > 30 days past due | 86.0           | 3.5                     | 164.9          | 7.6                     |
| < 30 days past due | 813.7          | 23.1                    | 556.4          | 13.3                    |
| Total              | 899.7          | 26.6                    | 721.2          | 21.0                    |

#### **Critical accounting estimates**

Key areas of estimation uncertainty in the ECL models are the macroeconomic scenarios used, and the calculations of loss given default and probability of default. The sensitivities below were performed by recalculating the impairment allowance by changing only those assumptions stated, and with all other variables unchanged.

#### Macroeconomic scenarios

The following table shows the unweighted ECL for each of the scenarios modelled as at 31 March 2021, 31 March 2020 and 30 June 2020 and the probabilities that were applied in the calculation of ECL.

|                  | Marcl                             | March 2021 March 2020 June |                                   | <b>March 2020</b> |                                   | 2020              |
|------------------|-----------------------------------|----------------------------|-----------------------------------|-------------------|-----------------------------------|-------------------|
| Scenarios        | Probability<br>of the<br>scenario | Unweighted<br>ECL          | Probability<br>of the<br>scenario | Unweighted<br>ECL | Probability<br>of the<br>scenario | Unweighted<br>ECL |
| Upside           | 10%                               | 48.8                       | 10%                               | 52.4              | 10%                               | 57.2              |
| Mild upside      | 10%                               | 57.7                       | 10%                               | 59.3              | 10%                               | 66.3              |
| Base case        | 50%                               | 82.7                       | 50%                               | 73.9              | 50%                               | 88.0              |
| Stagnation       | 10%                               | 149.5                      | 10%                               | 104.9             | 10%                               | 150.2             |
| Downside         | 10%                               | 187.8                      | 10%                               | 206.8             | 10%                               | 192.7             |
| Severe downside  | 10%                               | 259.6                      | 10%                               | 264.7             | 10%                               | 281.5             |
| Weighted average |                                   | 111.7                      |                                   | 105.7             |                                   | 118.8             |

Sensitivities can be derived from this table by applying different combinations of probabilities to the unweighted ECLs and comparing these to the weighted average which is the amount recorded within the statement of financial position.

#### Loss given default (LGD)

The LGD model uses current security values and forecast HPI assumptions to project property values for each of the economic scenarios. An immediate and sustained 10% reduction in forecast house prices (ie a 10% haircut applied to the index in each forecast future period), applied in each scenario, would result in an increase in the impairment allowance of £20.7m at 31 March 2021 (30 June 2020: £23.7m); conversely, a 10% increase would result in a decrease in the impairment allowance of £17.5m at 31 March 2021 (30 June 2020: £17.9m).

#### Probability of default (PD) and probability of repossession given default (PPGD)

A 10% relative worsening of both PDs and PPGDs simultaneously (eg a 1.0% PD increasing to 1.1%) would increase the total impairment allowance by £7.4m at 31 March 2021 (30 June 2020: £7.2m). A 10% relative improvement of both PDs and PPGDs simultaneously (eg a 1.0% PD decreasing to 0.9%) would result in a decrease in the impairment allowance by £7.1m at 31 March 2021 (30 June 2020: £7.0m).

Unless otherwise indicated, all amounts are stated in £m.

### 8. Loans and advances to customers (continued)

#### Critical accounting judgements

Key areas of judgement in the ECL models include which loans have been subject to a significant increase in credit risk since initial recognition and therefore should be classified as Stage 2, with a resultant loss allowance based on a lifetime rather than a 12-month ECL. The sensitivities below were performed by recalculating the impairment allowance by changing only those items stated, and with all other variables unchanged.

| Sensitivities  | March<br>2021 | June<br>2020 |
|--|---------------|--------------|
| Measure all loans in Stage 1 using a Stage 2 lifetime ECL – increase in allowance  | 16.7          | 14.5         |
| Sensitivities  | March<br>2021 | June<br>2020 |
| Measure all loans which are in a Covid-19 mortgage-payment deferrals, currently in   | 0.2           | 2.5          |
| Stage 1, using a lifetime ECL not credit impaired (Stage 2) – increase in allowance<br>Measure all loans which are in a Covid-19 mortgage-payment deferrals, currently in<br>Stage 2, using a lifetime ECL credit impaired (Stage 3) – increase in allowance | 0.4           | 2.5          |

#### 9. Other assets

|                                 | 31 March | 31 March | 30 June |
|---------------------------------|----------|----------|---------|
|                                 | 2021     | 2020     | 2020    |
| Amounts owed by related parties | 0.3      | 3.4      | 1.0     |
| Other debtors                   | 1.1      | 1.0      | 1.4     |
| Prepayments and accrued income  | 4.1      | 3.5      | 3.9     |
|                                 | 5.5      | 7.9      | 6.3     |

Amounts owed by related parties of the Group are in respect of companies in which HN Moser is a director and shareholder. Also included within amounts owed by related parties is £0.2m (31 March 2020: £0.3m; 30 June 2020: £0.2m) in relation to a director's loan. The loan is interest free and repayable on demand.

# Unaudited notes to the financial statements (continued) Unless otherwise indicated, all amounts are stated in £m.

#### Property, plant and equipment 10.

| Nine months ended 31 March 2021 | Fixtures,<br>fittings and<br>equipment | Motor<br>vehicles | Right-of-use<br>assets –<br>leasehold<br>property | Total |
|---------------------------------|--|-------------------|---|-------|
| Cost                            |  |                   |   |       |
| At beginning of period          | 8.3                                    | 1.9               | 16.0  | 26.2  |
| Additions                       | 0.2                                    | -                 | 1.2   | 1.4   |
| Disposals                       | (0.7)                                  | (0.4)             | -   | (1.1) |
| At end of period                | 7.8                                    | 1.5               | 17.2  | 26.5  |
| Depreciation                    |  |                   |   |       |
| At beginning of period          | 4.7                                    | 0.8               | 6.8   | 12.3  |
| Charge for the period           | 0.8                                    | 0.2               | 0.7   | 1.7   |
| Disposals                       | (0.7)                                  | (0.3)             | -   | (1.0) |
| At end of period                | 4.8                                    | 0.7               | 7.5   | 13.0  |
| Net book value                  |  |                   |   |       |
| At end of period                | 3.0                                    | 0.8               | 9.7   | 13.5  |
| At beginning of period          | 3.6                                    | 1.1               | 9.2   | 13.9  |

|                                       | <b>T!</b> (                            |                   | Right-of-use                      |       |
|---------------------------------------|--|-------------------|-----------------------------------|-------|
| Nine months ended 31 March 2020       | Fixtures,<br>fittings and<br>equipment | Motor<br>vehicles | assets –<br>leasehold<br>property | Total |
| Cost                                  |  |                   |                                   |       |
| At beginning of period                | 7.9                                    | 1.8               | -                                 | 9.7   |
| Impact of adopting IFRS 16            | -                                      | -                 | 13.7                              | 13.7  |
| At the beginning of period (adjusted) | 7.9                                    | 1.8               | 13.7                              | 23.4  |
| Additions                             | 0.4                                    | 0.5               | 0.9                               | 1.8   |
| Disposals                             | (0.1)                                  | (0.3)             | -                                 | (0.4) |
| At end of period                      | 8.2                                    | 2.0               | 14.6                              | 24.8  |
| Depreciation                          |  |                   |                                   |       |
| At beginning of period                | 3.5                                    | 0.8               | -                                 | 4.3   |
| Impact of adopting IFRS 16            | -                                      | -                 | 5.1                               | 5.1   |
| At the beginning of period (adjusted) | 3.5                                    | 0.8               | 5.1                               | 9.4   |
| Charge for the period                 | 1.0                                    | 0.2               | 0.6                               | 1.8   |
| Disposals                             | (0.1)                                  | (0.3)             | -                                 | (0.4) |
| At end of period                      | 4.4                                    | 0.7               | 5.7                               | 10.8  |
| Net book value                        |  |                   |                                   |       |
| At end of period                      | 3.8                                    | 1.3               | 8.9                               | 14.0  |
| At beginning of period                | 4.4                                    | 1.0               | 8.6                               | 14.0  |

Unless otherwise indicated, all amounts are stated in £m.

# 10. Property, plant and equipment (continued)

| Year ended 30 June 2020   | Fixtures,<br>fittings and<br>equipment | Motor<br>vehicles | Right-of-use<br>assets –<br>leasehold<br>property | Total      |
|---|--|-------------------|---|------------|
| Cost  |  |                   |   |            |
| At beginning of year  | 7.9                                    | 1.8               | -   | 9.7        |
| Impact of adopting IFRS 16  | -                                      | -                 | 13.7  | 13.7       |
| At beginning of year (adjusted)   | 7.9                                    | 1.8               | 13.7  | 23.4       |
| Additions   | 0.5                                    | 0.4               | 0.9   | 1.8        |
| Disposals   | (0.1)                                  | (0.3)             | -   | (0.4)      |
| Reclassification of lease liabilities                                     | -                                      | -                 | 1.4   | 1.4        |
| At end of year  | 8.3                                    | 1.9               | 16.0  | 26.2       |
| <b>Depreciation</b><br>At beginning of year<br>Impact of adopting IFRS 16 | 3.5                                    | 0.8               | 5.1   | 4.3<br>5.1 |
| At beginning of year (adjusted)   | 3.5                                    | 0.8               | 5.1   | 9.4        |
| Charge for the year   | 1.3                                    | 0.2               | 1.0   | 2.5        |
| Disposals   | (0.1)                                  | (0.2)             | -   | (0.3)      |
| Reclassification of lease liabilities                                     | -                                      | _                 | 0.7   | 0.7        |
| At end of year  | 4.7                                    | 0.8               | 6.8   | 12.3       |
| Net book value  |  |                   |   |            |
| At end of year  | 3.6                                    | 1.1               | 9.2   | 13.9       |
| At beginning of year  | 4.4                                    | 1.0               | -   | 5.4        |

# 11. Intangible assets

|                        | Nine months<br>ended | Nine months<br>ended | X7 1 1                     |
|------------------------|----------------------|----------------------|----------------------------|
| Computer software      | 31 March<br>2021     | 31 March<br>2020     | Year ended<br>30 June 2020 |
| Cost                   |                      |                      |                            |
| At beginning of period | 18.0                 | 14.5                 | 14.5                       |
| Additions              | 1.4                  | 2.6                  | 3.5                        |
| At end of period       | 19.4                 | 17.1                 | 18.0                       |
| Amortisation           |                      |                      |                            |
| At beginning of period | 9.9                  | 5.7                  | 5.7                        |
| Charge for the period  | 2.3                  | 2.4                  | 4.2                        |
| At end of period       | 12.2                 | 8.1                  | 9.9                        |
| Net book value         |                      |                      |                            |
| At end of period       | 7.2                  | 9.0                  | 8.1                        |
| At beginning of period | 8.1                  | 8.8                  | 8.8                        |

Unless otherwise indicated, all amounts are stated in £m.

#### 12. Deferred tax asset

|                                | Nine months<br>ended<br>31 March<br>2021 | Nine months<br>ended<br>31 March<br>2020 | Year ended<br>30 June 2020 |
|--------------------------------|--|--|----------------------------|
| At beginning of period         | 7.6                                      | 7.5                                      | 7.5                        |
| IFRS 16 adjustment             | -  | 0.3                                      | 0.3                        |
| Charge to income statement     | (0.1)                                    | (1.0)                                    | (1.1)                      |
| Effect of changes in tax rates | -  | 0.9                                      | 0.9                        |
| At end of period               | 7.5                                      | 7.7                                      | 7.6                        |

The deferred tax asset consisted of the following:

|                                | 31 March 2021 | 31 March 2020 | 30 June 2020 |
|--------------------------------|---------------|---------------|--------------|
| Accelerated capital allowances | (0.9)         | (1.1)         | (0.8)        |
| Short-term timing differences  | 8.4           | 8.8           | 8.4          |
|                                | 7.5           | 7.7           | 7.6          |

# 13. Borrowings

|                                     | 31 March | 31 March | 30 June |
|-------------------------------------|----------|----------|---------|
|                                     | 2021     | 2020     | 2020    |
| Bank facilities                     | -        | 35.0     | 10.0    |
| Loan notes                          | 2,272.9  | 2,805.9  | 2,729.8 |
| Senior secured notes                | 935.0    | 786.3    | 786.1   |
| Subordinated shareholder loans      | 28.8     | 27.9     | 28.4    |
| Lease liabilities                   | 11.7     | 11.5     | 11.5    |
|                                     | 3,248.4  | 3,666.6  | 3,565.8 |
| Debt issue costs                    | (17.2)   | (17.6)   | (15.7)  |
|                                     | 3,231.2  | 3,649.0  | 3,550.1 |
| Of which:                           |          |          |         |
| Due for settlement within 12 months | 138.2    | 91.6     | 93.6    |
| Due for settlement after 12 months  | 3,093.0  | 3,557.4  | 3,456.5 |
|                                     | 3,231.2  | 3,649.0  | 3,550.1 |

Loan notes consist of the following facilities:

|                    | Established | Facility type | Facility size<br>(£m) | Expiry    |
|--------------------|-------------|---------------|-----------------------|-----------|
| Charles Street ABS | 2007        | Revolving     | 1,255.0               | Sept 2023 |
| Delta ABS 2        | 2019        | Revolving     | 200.0                 | Mar 2023  |
| Highfield ABS      | 2018        | Revolving     | 525.0                 | Jun 2022  |
| Lakeside ABS       | 2015        | Revolving     | 500.0                 | Oct 2023  |
| Together ABS 1     | 2017        | Amortising    | 102.8                 | Sept 2021 |
| Together ABS 2     | 2018        | Amortising    | 153.1                 | Nov 2022  |
| Together ABS 3     | 2019        | Amortising    | 255.3                 | Sept 2023 |
| Together ABS 4     | 2020        | Amortising    | 320.2                 | Jun 2024  |
| Together CRE 1     | 2021        | Amortising    | 193.8                 | Feb 2025  |

In the case of the amortising facilities, the expiry date shown is the date of the option to call the facility and the facility size is shown as the amortised position at the balance sheet date. The expiry date for revolving facilities include an amortisation period of one year except for Lakeside ABS.

Unless otherwise indicated, all amounts are stated in £m.

## 13. Borrowings (continued)

In September 2020, the maturity date on the undrawn £71.9m RCF facility was extended from June 2021 to June 2023.

On 16 July 2020, Together successfully priced the latest and largest issuance in its residential mortgage backed securitisation programme, the Together Asset Backed Securitisation 2020 - 1 PLC ('TABS 4'). The issuance, which has an effective advance rate of 92%, received strong support from investors and resulted in £361m of additional funding being raised. TABS 4 is supported by a portfolio of first and second charge owner-occupied and buy-to-let residential mortgages, secured against properties in England, Wales and Scotland, and refinances assets forming part of the Group's AA rated £1.25bn Charles Street facility ('CABS').

In March 2021, Together successfully completed its first public securitisation backed by commercial-real-estate mortgages, the Together Asset Backed Securitisation CRE 2021-1 PLC ('CRE 1'). The issuance resulted in £193.8m of additional funding being raised. CRE 1 is supported by a portfolio of largely first-charge mortgages secured on commercial, residential and mixed-use properties in England, Wales and Scotland, and refinances assets forming part of the Group's Highfield and Lakeside facilities.

Subordinated shareholder loans were originally issued on 2 November 2016. They are interest-free loans totalling £68.1m, which comprised £25.1m due in 2026, after maturity extensions, and £43.0m due in 2036. In January 2021, the 2024 loans were extended to 2027. The difference between the nominal value and the initial fair value represents a capital contribution, and the extension of the 2026 notes resulted in a net decrease in the carrying value of the loans of £1.0m, and a corresponding modification gain through income which was then transferred to the non-distributable reserves. The difference between the total nominal value of £68.1m and the initial fair values on origination or extension of £22.2m represents a cumulative non-distributable capital contribution of £47.9m, £8.6m of which has amortised by 31 March 2021 (31 March 2020: £6.7m; 30 June 2020: £7.2m). The remainder of the reserve will be released over the life of the instruments.

The Group has senior secured notes in issue of £435m, due to mature by 2026. On 25 January 2021, the Group announced the issuance of £500m of senior secured notes at a coupon of 5.25%. The proceeds from the issuance have been used to repay £350m of senior secured notes which were due to mature in 2024 and paid a coupon of 6.125%, buy back loan assets held in private securitisations and for general corporate purposes. The early redemption of the notes due in 2024 has resulted in the payment of a call penalty, the write-off of deferred up-front fees and a release of £0.7m relating to the associated premium. Further details can be found within Note 4.

Refer to Note 19 for more details in relation to the lease liabilities.

Debt issue costs, which consist of the prepaid fees in relation to the bank loan, loan notes and the senior secured notes, are deducted from the loan carrying amounts and charged to interest expense over the expected duration or term of the facility or notes as appropriate.

# Unaudited notes to the financial statements (continued) Unless otherwise indicated, all amounts are stated in £m.

#### Borrowings (continued) 13.

Borrowings have the following maturities:

| As at 31 March 2021            | <1 year     | 1-2 years  | 2-5 years | >5 years | Total         |
|--------------------------------|-------------|------------|-----------|----------|---------------|
| Bank facilities                | -           | -          | -         | -        | -             |
| Loan notes                     | 137.8       | 562.3      | 1,572.8   | -        | 2,272.9       |
| Subordinated shareholder loans | -           | -          | -         | 28.8     | 28.8          |
| Senior secured notes           | -           | -          | 435.0     | 500.0    | 935.0         |
| Lease liabilities              | 1.3         | 1.3        | 3.3       | 5.8      | 11.7          |
|                                | 139.1       | 563.6      | 2,011.1   | 534.6    | 3,248.4       |
| Debt issue costs               | (0.9)       | (1.9)      | (10.6)    | (3.8)    | (17.2)        |
|                                | 138.2       | 561.7      | 2,000.5   | 530.8    | 3,231.2       |
|                                |             |            |           |          |               |
| As at 31 March 2020            | <1 year     | 1-2 years  | 2-5 years | >5 years | Total         |
| Bank facilities                | -           | 35.0       | -         | -        | 35.0          |
| Loan notes                     | 90.9        | 158.8      | 2,556.1   | -        | 2,805.8       |
| Subordinated shareholder loans | -           | -          | -         | 27.9     | 27.9          |
| Senior secured notes           | -           | -          | 351.3     | 435.0    | 786.3         |
| Lease liabilities              | 1.4         | 1.2        | 3.1       | 5.8      | 11.5          |
|                                | 92.3        | 195.0      | 2,910.5   | 468.7    | 3,666.5       |
| Debt issue costs               | (0.7)       | (1.4)      | (15.4)    | -        | (17.5)        |
|                                | 91.6        | 193.6      | 2,895.1   | 468.7    | 3,649.0       |
| As at 30 June 2020             | <1 year     | 1-2 years  | 2-5 years | >5 years | Total         |
| Bank facilities                | <u>10.0</u> | 1-2 years  | 2-5 years | >5 years | 10.0          |
| Loan notes                     | 82.8        | -<br>565.9 | 2,081.1   | -        | 2,729.8       |
| Subordinated shareholder loans | 02.0        | 505.9      | 2,001.1   | 28.4     | 2,729.8       |
| Senior secured notes           | -           | -          | 351.1     | 435.0    | 28.4<br>786.1 |
| Lease liabilities              | 1.4         | 1.2        | 3.3       | 435.0    | 11.5          |
| Lease habilities               | 94.2        | 567.1      | 2,435.5   | <u> </u> | 3,565.8       |
|                                |             |            | ,         |          | - , • • •     |
| Debt issue costs               | (0.6)       | (2.1)      | (13.0)    | -        | (15.7)        |
|                                | 93.6        | 565.0      | 2,422.5   | 469.0    | 3,550.1       |

Unless otherwise indicated, all amounts are stated in £m.

#### 14. Provisions

|                                 | Customer<br>provisions | Other<br>provisions | Total |
|---------------------------------|------------------------|---------------------|-------|
| Balance at beginning of period  | 20.9                   | 1.4                 | 22.3  |
| Charge/(release) for the period | (4.0)                  | 8.1                 | 4.1   |
| Provisions utilised             | (5.1)                  | (0.5)               | (5.6) |
| Balance at end of period        | 11.8                   | 9.0                 | 20.8  |

As a result of undertaking internal reviews within the regulated division for the year ended 30 June 2019, instances were identified where, for certain customers in arrears, the outcome may have been improved if different forbearance tools had been applied. In addition, some past written communications with customers should have been clearer and more complete, including in instances where balances are not expected to be repaid by the customer by the contractual maturity date, using their current repayment schedule.

The Personal Finance division has continued to focus on the resolution of these matters, providing regular updates on progress to the FCA. Changes to operational processes for the application of forbearance and for communicating more clearly with customers have already been implemented. Experienced third-parties have been appointed to support this activity, including providing additional resource and support in establishing an appropriate assurance framework.

In order to address these matters in a timely and appropriate manner for customers, work is being undertaken in a phased approach. In the initial phase, which remains ongoing, remediation is not intended to be based on individual customer-level reviews, but instead will be calculated using a defined set of parameters and criteria for the customer populations, which simplifies and expedites progress whilst also ensuring customer detriment, where experienced is appropriately addressed.

The Group has also progressed to the next stage of the remediation programme, covering both live accounts and legacy customers.

Within customer provisions, a provision of £10.0m for forbearance and customer-communication remediation has been estimated at the reporting date. The Group continues to refine the judgements and assumptions applied, and the range for the total financial impact of these areas is now estimated at £7.0m to £15.0m (30 June 2020: £9.0m to £17.0m). In addition, a £0.7m provision has been estimated for administrative expenses relating to the remediation. There has been a £4.0m release to the income statement during the period in respect of these matters and £1.9m has been utilisied during the period.

The forbearance provision and the customer communications provision represent the estimated financial impacts arising from both live and redeemed customers and comprise: (i) estimated customer settlement payments, (ii) expected accrued interest between the reporting date and the assumed remediation date, and (iii) estimated administration costs related to the remediation activities.

The calculation of the forbearance and customer communications provisions and the estimated ranges of impacts contains some limitations, and a number of significant judgements and estimates have been necessary, including: judgements about the circumstances where customers may have been disadvantaged, the estimated amounts for customer redress due, judgements about the extent of the customer population included, the extent of any overlap between remediation activities, and the assumed timing of remediation activities.

Estimates for provisions and associated ranges are based on management's best estimate using the information available. Further work will be undertaken during the remediation phase, which is under way, with further phases planned for completion during the coming year, which could lead to a revision of the provisions estimate, potentially outside the current estimated range.

As a financial services company, the Group is required to comply with relevant legislation, and has processes in place to meet these standards and to manage any legal claims against the Group. Where such claims are received, the Group will investigate the facts and circumstances and will defend claims without merit. Other provisions substantially represents a provision for such legal claims and the anticipated costs of undertaking these processes for claims which are received by the Group. A 50% increase in the anticipated volume of future claims will increase the provision by  $\pounds 2.5m$  (50% decrease:  $\pounds 2.5m$ ).

Unless otherwise indicated, all amounts are stated in  $\pounds m$ .

#### 15. Other liabilities

|   | 31 March<br>2021 | 31 March<br>2020 | 30 June<br>2020 |
|---|------------------|------------------|-----------------|
| Dividends payable to parent company, Bracken Midco2 Limited | 26.3             | -                | -               |
| Amounts owed to related parties                             | 1.6              | -                | -               |
| Trade creditors   | 0.6              | 1.6              | 1.1             |
| Other creditors   | 1.6              | 2.0              | 1.5             |
| Other taxation and social security                          | 0.6              | 0.9              | 0.7             |
| Accruals and deferred income                                | 36.7             | 38.8             | 47.9            |
|   | 67.4             | 43.3             | 51.2            |

Amounts owed to other related parties of the Group are in respect of companies in which HN Moser is a director and shareholder.

## 16. Financial instruments and fair values

The Group measures fair values using the following hierarchy, which reflects the significance of the inputs used in making the measurements:

Level 1: Quoted prices in active markets for identical assets or liabilities;

Level 2: Measurements derived from observable data, such as market prices or rates;

Level 3: Measurements rely on significant inputs not based on observable market data.

#### Financial instruments measured at fair value

The following table summarises the fair values as at the period end of financial instruments measured at fair value, analysed into different levels according to the degree to which they are based on observable inputs:

| Derivatives held for risk management of<br>interest-rate risk | Level 1 | Level 2 | Level 3 | Fair<br>value | Carrying<br>value |
|---|---------|---------|---------|---------------|-------------------|
| 31 March 2021   |         |         |         |               |                   |
| Derivative assets   | -       | 0.6     | -       | 0.6           | 0.6               |
| Derivative liabilities  | -       | (1.3)   | -       | (1.3)         | (1.3)             |
| 31 March 2020   |         |         |         |               |                   |
| Derivative liabilities  | -       | (1.9)   | -       | (1.9)         | (1.9)             |
| 30 June 2020  |         |         |         |               |                   |
| Derivative liabilities  | -       | (2.9)   | -       | (2.9)         | (2.9)             |

The Group's derivative assets are interest-rate swaps and caps and its derivative liabilities are interest-rate swaps and floors. The valuations of these instruments are level 2, being derived from generally accepted valuation models that use forecast future interest-rate curves derived from market data. At the end of the previous reporting periods, derivatives assets consisted only of interest-rate caps the value of which was not material and therefore not presented in the table above due to rounding.

#### Financial instruments not measured at fair value

All the Group's other financial assets and liabilities are held at amortised cost. The carrying value is a reasonable approximation of fair value for all financial instruments other than for loans and advances to customers and for borrowings. For loans and advances to customers and for borrowings, fair value is calculated based upon the present value of future principal and interest cash flows, discounted at the market rate of interest at the reporting date.

Unless otherwise indicated, all amounts are stated in £m.

## 16. Financial instruments and fair values (continued)

The following table analyses the fair values of loans and advances and of borrowings into different levels according to the degree to which the fair values are based on observable inputs:

| 31 March 2021  | Level 1 | Level 2 | Level 3 | Fair value | Carrying<br>value |
|--|---------|---------|---------|------------|-------------------|
| <b>Financial assets</b><br>Loans and advances to customers | -       | -       | 3,895.6 | 3,895.6    | 3,930.1           |
| Financial liabilities<br>Borrowings                        | 947.9   | 1,025.2 | 1,290.5 | 3,263.6    | 3,231.2           |

| _31 March 2020                  | Level 1 | Level 2 | Level 3 | Fair value | Carrying<br>value |
|---------------------------------|---------|---------|---------|------------|-------------------|
| Financial assets                |         |         |         |            |                   |
| Loans and advances to customers | -       | -       | 4,303.5 | 4,303.5    | 4,320.9           |
| Financial liabilities           |         |         |         |            |                   |
| Borrowings                      | 673.9   | 650.7   | 2,225.3 | 3,549.9    | 3,649.0           |
|                                 |         |         |         |            |                   |
| 30 June 2020                    | Level 1 | Level 2 | Level 3 | Fair value | Carrying<br>value |
| Financial assets                |         |         |         |            |                   |
| Loans and advances to customers | -       | -       | 4,142.9 | 4,142.9    | 4,162.2           |
| Financial liabilities           |         |         |         |            |                   |
| Borrowings                      | 732.5   | 604.4   | 2,174.0 | 3,510.9    | 3,550.1           |

The fair value of loans and advances to customers is based on future interest cash flows (at funding rates) and principal cash flows discounted using the rate at which we most recently advanced similar loans (a market rate). This rate is assumed to encompass the time value of money, plus a risk premium to account for the inherent uncertainty in the timing and amount of future cash flows arising from mortgage assets. Forecast principal repayments are based on redemption at maturity with an overlay for historical behavioural experience to take account of expected prepayment. The eventual timing of future cash flows may be different from the forecast due to unpredictable customer behaviour. A further adjustment is made to reflect expected credit losses over the life of each loan.

Due to current market conditions, it is considered that the fair value of a loan portfolio is especially uncertain and estimating its market price may be challenging. As such, for 31 March 2021, 31 March 2020 and 30 June 2020 reporting, fair values have been taken to be the lower of: the carrying value and the fair value for each individual loan. Consequently, the overall fair value of loans and advances to customers is lower than the carrying value for each reporting date.

Unless otherwise indicated, all amounts are stated in £m.

### 16. Financial instruments and fair values (continued)

For borrowings, the fair value of senior secured notes is considered to be level 1, reflecting quoted prices. The fair value is now higher than the carrying value following improvement in the economic outlook at 31 March 2021.

The fair value of loan notes issued by private securitisations is estimated to be the carrying value because the notes track a floating rate of interest but where the margins payable are only observable inputs when they are issued or refinanced. These notes are classified as level 3 with public residential mortgage-backed securities classified as level 2.

Other borrowings stated at fair value in level 3 almost entirely represent subordinated shareholder loans and lease liabilities. Market prices are not available for these loans and so fair value has been estimated by discounting the related expected future cash flows. As market rates are not observable for these loans, management has derived discount rates by reference to other arm's length transactions with investors, making allowance for the tenor and seniority of the loans.

#### 17. Notes to the statement of cash flows

|   | Three months ended |                  | Nine month       | Nine months ended |  |
|---|--------------------|------------------|------------------|-------------------|--|
|   | 31 March<br>2021   | 31 March<br>2020 | 31 March<br>2021 | 31 March<br>2020  |  |
| Adjustments for non-cash items in   |                    |                  |                  |                   |  |
| profit after tax:   |                    |                  |                  |                   |  |
| Net interest income   | (55.8)             | (59.5)           | (184.7)          | (183.4)           |  |
| Changes in expected credit losses   |                    |                  |                  |                   |  |
| charged to income statement   | (0.9)              | 39.7             | 21.3             | 50.5              |  |
| Taxation  | 5.3                | (1.2)            | 16.0             | 6.5               |  |
| Provisions for liabilities and charges  | 0.8                | 0.9              | 4.1              | 16.7              |  |
| Depreciation and amortisation   | 1.2                | 1.4              | 4.0              | 4.2               |  |
| Net (gains)/losses on derivatives   | (0.4)              | (0.1)            | (0.8)            | 0.2               |  |
| Gains on disposal of fixed assets   | (0.2)              | (0.2)            | (0.1)            | (0.2)             |  |
|   | (50.0)             | (19.0)           | (140.2)          | (105.5)           |  |
| <b>Change in operating assets and</b><br><b>liabilities</b><br>Decrease/(increase) in loans and |                    |                  |                  |                   |  |
| advances to customers   | (45.4)             | (196.4)          | 210.8            | (671.9)           |  |
| Decrease/(increase) in other assets   | (0.9)              | 1.6              | 0.8              | (3.1)             |  |
| Decrease in other liabilities and provisions  | (7.3)              | (7.4)            | (8.5)            | (2.1)             |  |
|   | (7.5)              | (202.2)          | 203.1            | (677.1)           |  |

Unless otherwise indicated, all amounts are stated in £m.

#### 18. Related party transactions

#### Relationships

The Company has the following related parties:

#### a) Controlling party

All the voting shares of Together Financial Services Limited are controlled by Bracken Midco2 Limited, a company whose ultimate parent is Redhill Famco Limited, which is wholly controlled by HN Moser, a director of Together Financial Services Limited.

Besides the companies owned by Redhill Famco Limited, other entities controlled by HN Moser are deemed to be related parties and during the period transacted with the Company's subsidiaries as follows:

| Entity  | Nature of transactions  |
|---|---|
| Bracken House Properties LLP  | The Group pays operating lease and insurance costs to Bracken House<br>Properties LLP for its provision of the Group's head office properties.  |
| Centrestand Limited   | The Group collects rents and pays service charges and costs on behalf of Centrestand Limited.   |
| Charles Street Commercial Investments<br>Limited  | The Group refers borrowers outside its lending criteria to Charles Street<br>Commercial Investments Limited. The Group performs underwriting,<br>collection and arrears-management activities for these loans. The Group also<br>manages accounts payable on behalf of the company and provides ancillary<br>accounting and treasury services for which it is reimbursed. |
| Sterling Property Company Limited   | Sterling Property Co. Limited provides property management services for properties repossessed or placed into LPA receivership by the Group.  |
| August Blake Developments Limited,<br>Edgworth Developments Limited,<br>Sunnywood Estates Limited | The Group provides loans with interest charged at 5% per annum, secured on certain assets of these companies. The Group also manages accounts payable on behalf of these entities.  |

Balances due from the above entities are interest-free and repayable on demand, unless otherwise stated.

#### b) Parent companies

The Group transacted with the following parent companies owned by HN Moser:

| Entity                 | Nature of transactions   |
|------------------------|--|
| Bracken Midco2 Limited | During November 2016, the Company received subordinated funding from             |
|                        | Bracken Midco2 Limited. The subordinated loans are interest-free and for fixed   |
|                        | terms, as set out in Note 13. The difference between the loans' maturity amounts |
|                        | and their fair values represents a capital contribution to the Group which is    |
|                        | being amortised over the life of the loan.                                       |
|                        | The Group pays dividends to its parent company Bracken Midco2 Limited.           |

#### c) Subsidiaries

The Company utilises its bank and subordinated shareholder funding, and bonds raised by a subsidiary company, to provide treasury funding to its lending subsidiaries. Interest is recharged among Group companies based on the Group's external cost of borrowings and the risk of the assets funded. The cost of equity funding is not charged. All amounts are repayable on demand.

Unless otherwise indicated, all amounts are stated in £m.

#### 18. Related party transactions (continued)

**Relationships** (continued)

#### d) Key management personnel

Key management personnel comprise directors of the Group, including those serving in a similar capacity on an interim basis. There are no transactions with directors other than the director's loan disclosed in Note 9 and remuneration in the ordinary course of business.

#### Transactions

The amounts receivable from and payable to related parties by the Group are disclosed in Notes 9 and 15. The Group had the following transactions with related parties during the period:

|   | Nine months ended |       |             |      |
|---|-------------------|-------|-------------|------|
|   | 31 March 2021     |       | 31 March 20 | 20   |
|   | Charge/           |       | Charge/     |      |
|   | (credit) to       |       | (credit) to |      |
|   | income            |       | income      |      |
|   | or equity         | Paid  | or equity   | Paid |
| Lease and insurance costs                 | 1.2               | 0.8   | 1.1         | 1.1  |
| Accounts payable transactions             | -                 | 0.8   | -           | 1.1  |
| Impairment of related party loans         | (0.2)             | -     | 1.2         | -    |
| Interest on related party loans           | 0.2               | -     | (0.4)       | -    |
| Net provision of treasury funding         | -                 | (2.7) | -           |      |
| Related parties of HN Moser <sup>18</sup> | 1.2               | (1.1) | 1.9         | 2.2  |
| To take and a second second               | 0.4               |       | 1.5         |      |
| Interest expense                          | 0.4               | -     | 1.5         | -    |
| Dividend paid                             | 52.7              | 26.4  | 15.6        | 15.6 |
| Parent companies                          | 53.1              | 26.4  | 17.1        | 15.6 |
| Total related parties                     | 54.3              | 25.3  | 19.0        | 17.8 |

The Group has declared interim dividends of £52.7m, of which £26.4m has been paid, for the period ended 31 March 2021 (period ended 31 March 2020: £15.6m).

<sup>18</sup> Transactions in the prior period were with HN Moser and DL Moser 1995 Family Settlement No1 Trust (together Moser Shareholders).

Unless otherwise indicated, all amounts are stated in £m.

#### 19. Leases

The Group occupies two head-office buildings. One of the properties is subject to a lease for 15 years. Negotiations are currently ongoing with the landlord (Bracken House Limited LLP) with regard to lease arrangements for the second property which have been accounted for as a lease in accordance with the draft lease terms.

The Group also leases certain IT equipment with contract terms of one to three years. These leases are short-term and/or of low-value items and the Group has elected not to recognise right-of-use assets and lease liabilities for these leases.

The table below sets out the amounts recognised in the income statement in respect of the Group's right-of-use assets and lease liabilities during the three and nine months ended 31 March 2021 and 31 March 2020:

| Three months ended 31 March 2021 Depreciation expense of right-of-use assets         | Administrative<br>expenses<br>£m<br>0.2 | Interest<br>expense<br>£m | Total<br>£m<br>0.2 |
|--|---|---------------------------|--------------------|
| Interest expense on lease liabilities Total recognised in the income statement       | 0.2                                     | 0.2<br>0.1                | 0.2<br>0.4         |
| Three months ended 31 March 2020   | Administrative<br>expenses<br>£m        | Interest<br>expense<br>£m | Total<br>£m        |
| Depreciation expense of right-of-use assets<br>Interest expense on lease liabilities | 0.1                                     | 0.2                       | 0.1 0.2            |
| Total recognised in the income statement   | 0.1                                     | 0.2                       | 0.3                |
| Nine months ended 31 March 2021  | Administrative                          | Interest                  |                    |

| Administrative   | Interest                                     |   |
|------------------|--|---|
| expenses         | expense                                      | Total   |
| £m               | £m   | £m  |
| 0.7              | -  | 0.7   |
| -                | 0.5  | 0.5   |
| 0.7              | 0.4  | 1.2   |
|                  | _  |   |
| Administrative   | Interest                                     |   |
| expenses         | expense                                      | Total   |
|                  |  |   |
| £m               | £m   | £m  |
| <b>£m</b><br>0.6 | £m   | <b>£m</b><br>0.6                                      |
|                  | <b>£m</b><br>-<br>0.5                        |   |
|                  | £m<br>0.7<br>-<br>-<br>0.7<br>Administrative | expensesexpense£m£m0.70.50.70.4AdministrativeInterest |

Unless otherwise indicated, all amounts are stated in £m.

#### 19. Leases (continued)

The below table sets out the carrying amounts of the Group's right-of-use assets and lease liabilities and the movements during the nine months ended 31 March 2021 and 31 March 2020.

|                                       | Right-of-use assets -<br>leasehold property<br>£m | Lease liabilities<br>£m |
|---------------------------------------|---|-------------------------|
| As at 1 July 2020                     | 9.2   | (11.5)                  |
| Additions                             | 1.2   | (1.2)                   |
| Depreciation expense                  | (0.7)   | -                       |
| Interest expense on lease liabilities | -   | (0.5)                   |
| Payments                              | -   | 1.5                     |
| As at 31 March 2021                   | 9.7   | (11.7)                  |

|                                       | Right-of-use assets –<br>leasehold property<br>£m | Lease liabilities<br>£m |
|---------------------------------------|---|-------------------------|
| As at 1 July 2019                     | 8.6   | (11.0)                  |
| Additions                             | 0.9   | (1.3)                   |
| Depreciation expense                  | (0.6)   | -                       |
| Interest expense on lease liabilities | -   | (0.5)                   |
| Payments                              | -   | 1.3                     |
| As at 31 March 2020                   | 8.9   | (11.5)                  |

The lease liabilities analysis includes hire purchase obligations for motor vehicles. The Group had total cash outflows for leases of  $\pounds 1.5m$  (31 March 2020:  $\pounds 1.3m$ ) in the nine months ended 31 March 2021.

Unless otherwise indicated, all amounts are stated in £m.

### 20. Commitments and contingencies

#### **Commitments**

The Group has commitments to extend credit which are not recorded on the balance sheet. This includes both undrawn elements of existing facilities, as well as new commitments to lend. The amounts do not represent the amounts at risk at the balance sheet date but the amounts that would be at risk should the facilities be fully drawn upon and should the customer default.

At 31 March 2021, the Group had undrawn commitments to lend of £82.6m (31 March 2020: £165.1m). These relate mostly to lines of credit granted to existing customers for property development. The ECL on the undrawn elements of existing facilities is included within the total ECL held within net loans and advances to customers. The ECL on new lending commitments is £0.1m (31 March 2020: £0.1m), and is classified within other liabilities.

The decrease in undrawn commitments to lend at 31 March 2021 compared with 31 March 2020 is driven by a decrease in lending.

#### Fixed and floating charges

As at 31 March 2021, the Group's assets were subject to a fixed and floating charge in respect of £935m senior secured notes (31 March 2020: £785m; 30 June 2020: £785m) and £nil in respect of bank borrowings (31 March 2020: £35m; 30 June 2020: £10m).

#### 21. Reforms of benchmark interest rates

The Group is exposed to sterling Libor which, for the Group's instruments, is expected to be discontinued on 31 December 2021 due to interest-rate benchmark reform. The exposures arise on derivatives and non-derivative financial liabilities. It will be necessary to transition to an alternative benchmark rate, also referred to as near-risk-free rates or RFRs. The RFR for sterling Libor will be the reformed sterling overnight index average (Sonia).

#### Progress towards implementation of alternative benchmark interest rates

The Group's mortgage loans do not directly reference Libor, and its only significant use is as a reference rate for some of the Group's floating-rate borrowings and, in two cases, their related hedging arrangements. The Group's preparations for the discontinuance of sterling Libor are under close management by the treasury department to minimise the risk to the business's performance and activities. The Group has been in discussions with its banks and advisors who are now all able to start transitioning.

#### Risks arising from the interest-rate benchmark reform

The key potential risks for the Group arising from the transition are:

- Interest-rate basis risk: this risk arises if negotiations with counterparties are not successfully concluded before the cessation of Libor, or if negotiations result in derivative and non-derivative instruments in a hedging relationship transitioning at different times, with difference adjustment spreads or to different calculation methodologies. Group management is working with all counterparties to avoid this from occurring and, on the basis of discussions so far, believes the likelihood of such a risk crystallising is very low.
- Accounting: if transition to Sonia is executed such that it does not permit the application of the reliefs in the Phase 2 amendments to IFRS 9, this could lead to volatility in the income statement as a result of the discontinuation of hedge-accounting relationships or if non-derivative financial instruments are modified or derecognised. However, the Group is aiming to agree changes to contracts that would allow IFRS 9 reliefs to apply, and any risk is considered very low.
- **Operational risk**: the implementation of alternative benchmark rates will require changes which potentially give rise to operational risks. The Group has plans in place to control the implementation of these changes to minimise the risk of such issues arising.

Unless otherwise indicated, all amounts are stated in £m.

# 21. Reforms of benchmark interest rates (continued)

#### Interest-rate benchmark transition for non-derivative financial liabilities

The Group is already using Sonia as the reference rate for floating-rate notes and derivative contracts in its most recent securitisations. For its facilities referencing Libor, the Group is actively managing the transition to Sonia. All facilities to be transitioned by specific contract amendments will also require the agreement of spread adjustments to reduce or eliminate, to the extent reasonably practicable, any transfer of economic value from one party to another as a result of the transition to Sonia.

The table below summarises the position for the sterling-Libor financial liabilities that are in scope of the IFRS 9 amendments due to interest-rate benchmark reform. The amounts represent the total facility size and so include notes that pay interest at commercial-paper rates, as well as notes that reference Libor.

| Non-derivative<br>financial liability | Maturing in    | Total<br>facility | Hedge accounting                       |
|---------------------------------------|----------------|-------------------|--|
| Revolving credit facility             | June 2023      | 71.9              | N/a                                    |
| Private securitisation loan notes     |                |                   |  |
| Charles Street ABS                    | September 2023 | 1,255.0           | Partially designated in cashflow hedge |
| Lakeside ABS                          | October 2023   | 500.0             | N/a                                    |
| Highfield ABS                         | June 2022      | 525.0             | N/a                                    |
| Delta ABS                             | March 2023     | 200.0             | N/a                                    |
| Public securitisation loan notes *    |                |                   |  |
| Together ABS1                         | September 2021 | 102.8             | N/a                                    |
| Together ABS2                         | November 2022  | 153.1             | Partially designated in cashflow hedge |

\* The stated maturity dates for the public securitisations are aligned to the maturity/call dates disclosed in Note 13. The stated nominal amounts represent the amounts outstanding at the end of the period. The Group expects to continue with its existing strategy of seeking to refinance liabilities ahead of their contractual maturity.

To ensure the timely transition to Sonia, the Group will refinance its facilities in line with its funding plans in accordance with its strategy of refinancing facilities ahead of their maturities; where such refinancings will occur after the December 2021 transition date the Group plans to agree contact amendments with counterparties.

#### Interest-rate benchmark transition for derivatives and hedge relationships

The Group uses sterling-Libor derivatives for hedging purposes in only two of its securitisations, Charles Street ABS (CABS) and Together ABS2 (TABS2). CABS uses a combined interest-rate swap and floor and TABS2 uses a cap. All derivatives are subject to reform and the notional amounts can be found within Note 7.

The agreements for both TABS2 and CABS already contain fallback provisions for the replacement of Libor which represent a starting point for discussions with investors relating to the loan notes and derivatives. The Group has commenced discussions with its advisors and banks for conclusion later in 2021.

The Group will continue to apply the Phase 1 amendments to IFRS 9, relating to the uncertainty arising from the reforms and to which the Group is exposed with respect to the timing and amount of the underlying cash flows, until the end of that uncertainty. The Group has assumed the latter will occur once its contracts that reference Libor are amended to specify the date on which it will be replaced, the cash flows of the RFR, and the relevant spread adjustment. This will be dependent on the negotiations with investors and banks.

Unless otherwise indicated, all amounts are stated in £m.

### 22. Events after the reporting date

#### Government actions to control Covid-19

The Government continues to lift lockdown restrictions in line with the roadmap set out on 22 February with all legal restrictions planned to end on 21 June. In addition, the UK's vaccination programme continues to progress.

Changes in the macroeconomic outlook will impact upon the calculation of ECL, and disclosures of the macroeconomic scenarios used for estimating ECL are set out in Note 8. In addition, Note 8 discloses the unweighted ECL for each of the scenarios incorporated within the ECL calculation, together with the weighting applied to that scenario. Sensitivities can be derived from this by applying different probabilities to the unweighted ECLs and comparing the results with the weighted average amount recorded within the statement financial position.

#### Mortgage-payment deferrals

After the balance sheet date the continuing development of the Covid-19 pandemic has resulted in the Group maintaining its actions to serve its customers and protect colleagues, consistent with the supportive measures announced by the UK government. The Group has offered mortgage-payment deferrals to a number of customers as a result of Covid-19 as disclosed in Note 8. At 17 May 2021, 0.5% of the Group's loans by value still remained on mortgage-payment deferrals as a result of Covid-19.

Customers may take the option to extend their payment deferral, in line with government guidance. Between the initiation of this support programme in March 2020 and 28 April 2021, 7,889 loans had taken out a payment deferral. Of these loans:

- 174 customers were still in a payment deferral period; and
- 7,715\* customers had reached the end of their mortgage-payment deferral period and have had a payment fall due. Of these customers, 96.8% have resumed making payments with the remaining 3.2% having not made payments.

\*include accounts which were fully redeemed since ending their mortgage-payment deferral period.

The impact of mortgage-payment deferrals on the Group, including on its liquidity and funding position, has been considered in the going-concern assessment disclosures set out in Note 2.

#### Funding activity

In April 2021, Bracken Midco1 PLC, an indirect parent company of the Together Group, cash serviced the £16.3m of interest due on its PIK Toggle Notes using the proceeds of dividends from the Together Group via Bracken Midco2 Limited.