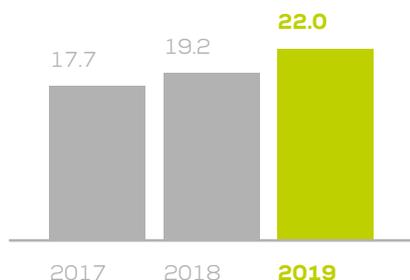


Key Highlights

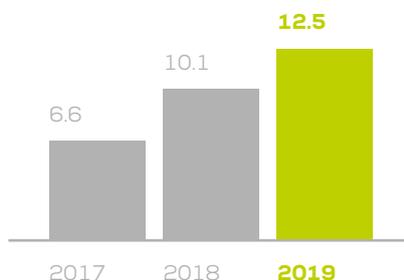


We made sound progress against our strategy this year. Organic growth was delivered through our strong interpersonal relationships and resulting customer referrals."

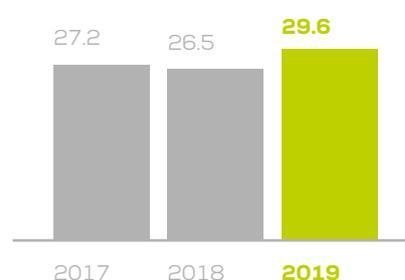
Paul Smith
Chief Executive Officer

Adjusted profit¹ (Before Tax)

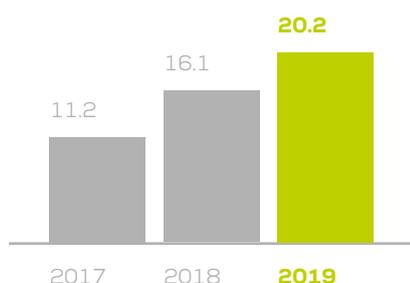
£22.0m
+14.6%

Basic earnings per share (p)

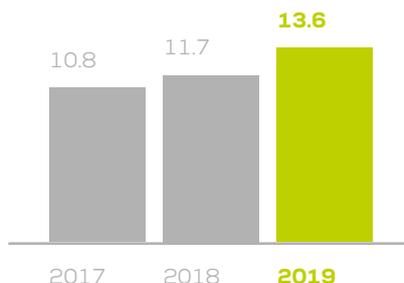
12.5p
+23.8%

Adjusted return¹ on equity (%)

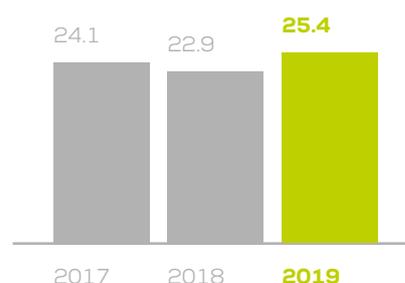
29.6%
+11.9%

Reported profit (Before Tax)

£20.2m
+25.5%

Adjusted earnings per share (p)

13.6p
+16.2%

Adjusted return¹ on assets (%)

25.4%
+10.9%

¹ Definitions are set out in the Glossary of Alternative Performance Measures on pages 105 to 107

Operational highlights

- The purchase of the loan books of two well-established Home Collected Credit (HCC) regional businesses in line with our strategy
- 30,000 Morses Club Card customers, an increase of 42.8%, with £15.5m in loan balances (FY18: £10.6m)
- Technology continues to enhance Morses Club's offering, with a new Customer Portal launched during the year, which complements the agent relationship by providing a digitally enabled, end-to-end customer journey
- Introduction of Good Customer Outcomes surveys, with an overall result of 97%, as well as continued high levels of customer, agent and employee satisfaction
- Post-period end, completed the acquisition of the business and certain assets of CURO Transatlantic Limited, a provider of online loans in the non-standard credit market

Alternative performance measures

In reporting financial information, the Group presents alternative performance measures, 'APMs' which are not defined or specified under the requirements of IFRS. The Group believes that these APMs, which are not considered to be a substitute for or superior to IFRS measures, provide stakeholders with additional helpful information on the performance of the business. The APMs are consistent with how the business performance is planned and reported within the internal management reporting to the Board. Some of these measures are also used for the purpose of setting remuneration targets. Each of the APMs used is set out in the glossary at the back of the statement on pages 105 to 107.

The Group makes certain adjustments to the statutory measures in order to derive APMs where relevant. The Group's policy is to exclude items that are considered to be significant in both nature and/or quantum and where treatment as an adjusted item provides stakeholders with additional useful information to assess the year-on-year trading performance of the Group.