

Investment Case

Our progress in 2021 has brought us closer to our vision of becoming a more complete financial services provider.



Established market position

#2 Home Collected Credit company in the UK, and gaining share

180,000 customers across the UK

High levels of **customer satisfaction** and repeat business

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Sound risk management

Prudent credit risk policy: stringent criteria applied to every customer, every loan

Robust balance sheet and funding model

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Scalable infrastructure

Scalable, highly **invested IT** platform

Widening product and **digital offering**, notably into online loans and online e-money current account services

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Well positioned for growth

Roadmap of organic growth initiatives

Well placed for consolidation in a fragmented market

Untapped market potential of **c.10m** people

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Proven financial performance

Despite a 37.0% reduction in Credit Issued and a 26.5% reduction in the loan book due to lower demand during Covid-19, the Group was both profitable and cash-generative despite the headwinds that have affected the sector and wider economy.

Final dividend of **2.0p** per share

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Strong executive team

Graeme Campbell appointed as Chief Financial Officer on 1 January 2021

An experienced and stable Executive team and Board, with relevant sector knowledge and complementary capabilities

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