



Condensed Consolidated Interim Financial Statements (Unaudited)

Mizzen Mezzco Limited

**Period ended 31 March 2018**

**Premium Credit is the No.1 Insurance Financing Company in the UK and Ireland**

**Mizzen Mezzco Limited**

**Registered Number: 08179245**

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## Financial Results

### Results for the quarter ended 31 March 2018

| Financial Data  | For the quarter ended | For the quarter ended | Increase/   |
|---|-----------------------|-----------------------|-------------|
|   | 31 March 2018         | 31 March 2017         | (Decrease)  |
| (£ in millions, except percentages and ratios)                  | (unaudited)           | (unaudited)           | (unaudited) |
| Net Advances <sup>(a)</sup> .....                               | 796.9                 | 842.7                 | (45.8)      |
| Turnover .....  | 30.1                  | 32.3                  | (2.2)       |
| EBITDA .....  | 14.7                  | 16.6                  | (1.9)       |
| Adjusted EBITDA <sup>(b)</sup> .....                            | 17.4                  | 20.0                  | (2.6)       |
| Adjusted EBITDA Margin <sup>(b)</sup> .....                     | 57.8%                 | 61.9%                 | (4.1)%      |
| Adjusted Post-Securitisation EBITDA <sup>(c)</sup> .....        | 14.1                  | 16.8                  | (2.7)       |
| Adjusted Post-Securitisation EBITDA Margin <sup>(c)</sup> ..... | 46.8%                 | 52.0%                 | (5.2)%      |
| Cash Conversion <sup>(d)</sup> .....                            | 87.9%                 | 94.0%                 | (6.1)%      |
| Profit before tax .....   | 4.4                   | 7.7                   | (3.3)       |

a. Net Advances represents gross advances net of loans for policies or services that have been cancelled by end customers or the insurance policy and service provider.

b. Adjusted EBITDA represents EBITDA as adjusted for certain transaction costs, one-time information technology and other expenses, Adjusted EBITDA margin represents Adjusted EBITDA margin as a % of Turnover.

c. Adjusted Post-Securitisation EBITDA is further adjusted for funding costs; Adjusted Post-Securitisation EBITDA margin represents Adjusted Post-Securitisation EBITDA as a % of Turnover.

d. Cash conversion represents Free Cash flow as a % of Adjusted Post-Securitisation EBITDA; Free Cash flow represents Adjusted Post-Securitisation EBITDA – Capex.

Note: Full reconciliation of GAAP and non-GAAP measures is presented on page 9

### Results for the three months ended 31 March 2018

- Net advances for the three months of 2018 were £796.9 million, 5.4% lower than the same period last year (three months ended 31 March 2017: £842.7 million) primarily due to consolidation in the broker market and lower new business volumes from some of our retail brokers being impacted by wider macro-economic factors. Adjusting for the impact of market consolidation, our net advances for the three months to March 2018 have increased by 1.0%, when compared to the same period last year.
- EBITDA decreased by £1.9 million or 11.4% to £14.7 million in the three months ended 31 March 2018 (three months ended 31 March 2017: £16.6 million). The key elements of this were:
  - A decrease in Group turnover of £2.2 million, or 6.8%, to £30.1 million for the three months ended 31 March 2018 (three months ended 31 March 2017: £32.3 million), due to lower net advances.
  - An increase in net credit losses of £0.7 million to £2.6 million for the three months ended 31 March 2018 (three months ended 31 March 2017: £1.9 million) primarily driven by a provision release in the prior year period of £0.4 million and increased provision amounts of £0.1 million in Q1 2018 relating to IFRS 9 impact.
  - A decrease in operating costs of £0.3 million to £10.1 million or 2.9% for the three months ended 31 March 2018 (three months ended 31 March 2017: £10.4 million), due to our continued initiatives in cost management.
  - A decrease in one-time IT and other non-operating expenditure of £0.7 million to £2.6 million for the three months ended 31 March 2018 (three months ended 31 March 2017: £3.3 million), primarily due to a higher IT expenditure been capitalised in Q1 2018 versus prior year period due to timing of completion of IT projects. (three months ended 31 March 2017 is £nil). This IT related expenditure represents a continued investment in the business's customer journeys and operating efficiency. Our objective is to deliver significant improvements in our operating leverage in the near term from these initiatives.
- Adjusted EBITDA of £17.4 million decreased by £2.6 million for the three months ended 31 March 2018 (three months ended 31 March 2017: £20.0 million). Adjusted EBITDA shows the performance of the business with the impact of one-time IT expenditure removed.

## Financial Results (continued)

- Adjusted Post-Securitisation EBITDA decreased by £2.7 million for the three months ended 31 March 2018 or 16.1% to £14.1 million, (three months ended 31 March 2017: £16.8 million) in line with the respective decrease in EBITDA and Adjusted EBITDA as securitisation interest costs remained flat versus prior period.
- Cash conversion for the three months ended 31 March 2018 was 87.9%, which was down by 6.1% over the prior period, as our free cash flow decreased by £3.4 million due to decrease in Adjusted post securitisation EBITDA of £2.7 million and £0.7 million higher capital projects spending of £1.7 million (three months ended 31 March 2017: £1.0).
- Profit before taxation for the three months ended 31 March 2018 was £4.4 million, 42.9% lower than the same period last year (three months ended 31 March 2017: £7.7 million) primarily due to lower turnover and increased interest cost and administrative expenses.

### **Tom Woolgrove, Chief Executive, commenting on the results said:**

“As we noted previously, 2017 was a year of significant change, both in the markets where we operate and in the regulatory and political landscape.

The business continues to see the impact of the 2017 consolidation in the broker market and lower retail volumes, in its first quarter 2018 results. Q1 2018 has been challenging, with net advances lower by 5.4% and Adjusted post securitisation EBITDA dropping 16.1%, £2.7 million lower versus the same period last year.

While we are disappointed in the reduction in our net advances, the business remains focussed on improving business performance, with the roll out of our new point of payment platforms, which we expect to increase the take up of Insurance Premium Finance with existing intermediaries, and a healthy new business pipeline in the latter part of 2018 and beyond.

We expect to complete the enhancements to our approach to affordability assessments, to meet the FCA’s required standards, by H1 2018.

We continue to invest in the future of our business in terms of our people, facilities, processes and our technology offering. We remain committed to our core strategic objectives and continue to improve our service offering for both our intermediary clients and our customers, and support improvements in our operating efficiency.”

## **Use of Non-IFRS Financial Measures**

### **Turnover**

Turnover represents interest income, net fee and commission income. Turnover is not specifically defined under, or presented in accordance with, International Financial Reporting Standard (IFRS) or any other generally accepted accounting principles and you should not consider it as an alternative to total income for the period or any other performance measures derived in accordance with IFRS.

### **EBITDA**

EBITDA-based measures are non-IFRS measures. The Group uses EBITDA-based measures as internal measures of performance to benchmark and compare performance, both between its own operations and against other companies. EBITDA-based measures are measures used by the Group, together with measures of performance under IFRS, to compare the relative performance of operations in planning, budgeting and reviewing the performances of various businesses. By eliminating potential differences in results of operations between periods or companies caused by factors such as depreciation and amortisation methods, financing and capital structures, taxation positions or regimes and exceptional items, the Group believes EBITDA-based measures can provide a useful additional basis for comparing the current performance of the underlying operations being evaluated. For these reasons, the Group believes EBITDA-based measures and similar measures are regularly used by the investment community as a means of comparison of companies in the Group's industry.

EBITDA represents profit for the period before taxation, interest payable and similar charges, depreciation and amortisation, goodwill amortisation and amortisation of Securitisation Facility refinancing fees. EBITDA is not specifically defined under, or presented in accordance with, IFRS or any other generally accepted accounting principles and you should not consider it as an alternative to profit for the period or any other performance measures derived in accordance with IFRS.

### **Other**

In addition to EBITDA-based measures, the Group has included other non-IFRS financial measures in this report, some of which the Group refers to as "key performance indicators". The Group believes that it is useful to include these non-IFRS measures as they are used by the Group for internal performance analysis and the presentation by its business divisions of these measures facilitates comparability with other companies in the Group's industry, although the Group's measures may not be comparable with similar measurements presented by other companies. These other non-IFRS measures should not be considered in isolation or construed as a substitute for IFRS measures.

Net debt (excluding securitisation) represents total corporate borrowings less cash on the balance sheet excluding SPV cash from the Securitisation Facility ("PCL Cash").

Cash interest expense (excluding securitisation) represents cash interest expense excluding interest payable to the SPV under the Securitisation Facility and certain associated interest rate hedges. Cash interest expense (excluding securitisation), has been presented for illustrative purposes only and does not purport to represent what our interest expense would have actually been had the issue of the Notes occurred on the date assumed, nor does it purport to project our interest expenses for any period or our financial condition at any future date.

### **Notice**

These accounts have been prepared at the level of Mizzen Mezzco Limited.

## **Management Discussion and Analysis – Business Review**

### **Principal Activities**

We are the leading independent provider of insurance premium and other service fees advances in the UK and Ireland. For the year ended 31 December 2017, the company had 2.5 million customers and achieved net advances of £3,418.3 million, processing 28.0 million direct debits.

The company's principal objective is to provide the best service to its customers and its partners by providing efficient, profitable and valued payment and funding solutions. The company aims to achieve sustainable organic growth through improving integration, improving customer journeys, offering new products and utilising new technologies, deepening its intermediary relationships, increasing penetration of finance and developing opportunities in new markets.

Our results are largely driven by the size of our advances portfolio, the margin between the interest rate at which we make our advances and our cost of borrowing the funds for our advances, our ability to collect amounts due under the advances we make, and, to a lesser extent, our administrative and overhead costs. Our loss rates have historically been low and generally have not had a significant impact on our results. The size of our advances portfolio is primarily driven by our relationships with intermediaries, finance penetration and renewal rates, competition in the insurance premium and service fees market in which we operate, demand for insurance and other services, and the availability of funds for the advances.

### **Leadership**

On 24 May, we announced that Nayan Kisnadwala has left the business. For the Governance and Leadership framework please refer to Annual Report and Financial Statements for the year ended 31 December 2017.

### **Market**

The premium finance market continues to develop and evolve. We continue to see consolidation amongst insurance brokers, whilst technology and regulation continue to shape both ourselves and our partners.

### **Funding**

There have been no changes in our funding arrangements this quarter.

### **Risks**

A full description of the principal risks facing the business, together with how they are managed, are set out in our latest Annual Report and Financial Statements for the year ended 31 December 2017. We believe there have been no material changes to these risks in this financial period.

### **Regulatory Landscape**

Full FCA authorisation was received in July 2017. By the end of H1 2018, we will have completed the enhancements to our approach to affordability to meet the FCA's required standards. Our Irish business is independently authorised as a Money Lender by the Central Bank of Ireland.

## **Management Discussion and Analysis – Business Review (continued)**

Meanwhile, we continue to invest considerable resources to ensure the conduct of our business is in compliance with the principles and spirit of the regulatory environment within which PCL operates.

### **Technology**

We continue our investment in technology with the objective of providing seamless customer service and improved efficiency for our network partners and intermediaries. The point of payment platforms ('EPICC' & 'FITS'), which are online payment gateways will allow our intermediaries to offer their clients a choice in how to pay for their insurance premiums, memberships and fees, presented in a consistent, secure and compliant manner.

## Management Discussion and Analysis – Financial Review

### Key Performance Indicators

The table below shows the Group's key other financial metrics for the three months ended 31 March 2018 and 31 March 2017:

| (in millions)   | For the three<br>months ended<br>31 March<br>2018 | For the three<br>months ended<br>31 March<br>2017 | Increase /<br>(Decrease) |
|---|---|---|--------------------------|
| Net Advances <sup>(a)</sup> .....                       | £796.9  | £842.7  | (£45.8)                  |
| Number of non-cancelled Agreements <sup>(b)</sup> ..... | 0.53  | 0.57  | (0.04)                   |
| Number of direct debits processed <sup>(c)</sup> .....  | 6.42  | 7.32  | (0.90)                   |

(a) Net advances represents gross advances net of loans for policies or services that have been cancelled by end customers or which have been cancelled by the insurance policy or service provider

(b) Consists of loan agreements which are expected to complete to term.

(c) Represents the number of direct debit transactions that we processed during the period.

### Other Financial Data

The table below shows the Group's other financial data for the 12 months period ended 31 March 2018 and 31 March 2017:

| (£ in millions, except percentages and ratios)   | For the period<br>ended<br>31 March<br>2018 | For the period<br>ended<br>31 March<br>2017 | Increase /<br>(Decrease) |
|--|---|---|--------------------------|
|  | (unaudited)                                 | (unaudited)                                 | (unaudited)              |
| Adjusted Post-Securitisation EBITDA (Last 12 months).....  | 69.0  | 68.9  | 0.1                      |
| Gross debt.....  | 189.4                                       | 189.4                                       | -                        |
| Net debt <sup>(a)</sup> .....  | 134.4                                       | 146.8                                       | (12.4)                   |
| Cash interest expense (excluding securitisation).....  | 13.3  | 13.3  | -                        |
| Ratio of gross debt to Adjusted Post-Securitisation EBITDA.....  | 2.7x  | 2.7x  | -                        |
| Ratio of net debt to Adjusted Post-Securitisation EBITDA.....  | 1.9x  | 2.1x  | (0.2x)                   |
| Ratio of Adjusted Post-Securitisation EBITDA to cash interest expense (excluding securitisation) ..... | 5.2x  | 5.2x  | -                        |

a. Net debt (excluding securitisation) represents gross debt less cash & cash equivalents as of the last day of the mentioned period.

### Net Debt

- Net debt (excluding securitisation) of £134.4 million represents total corporate borrowings (Senior Notes) of £189.4 million, less £55.0 million of Cash and Cash equivalents as of 31 March 2018 (2017: £42.6 million of Cash and Cash equivalents). This shows a decrease of £12.4 million, against £146.8 million as of 31 March 2017 due to an increase in Cash and Cash equivalents by £12.4 million.
- Cash interest expense (excluding securitisation) represents cash interest expense, excluding interest payable to SPV under the Securitisation Facility. Cash interest expense (excluding securitisation) for the period ended 31 March 2018 was at £13.3 million which is the interest payable on the bond.
- The Net debt to Adjusted Post-Securitisation EBITDA ratio of 1.9x for the period ended 31 March 2018 is slightly lower by 0.2x versus the period ended 31 March 2017.
- The Adjusted Post-Securitisation EBITDA to cash interest expense ratio of 5.2x for three months ended 31 March 2018 is flat versus three months ended 31 March 2017 of 5.2x.

## Management Discussion and Analysis – Financial Review (continued)

### Reconciliation of Profit before Taxation to Adjusted Post-Securitisation EBITDA

The following table reconciles profit for the period to EBITDA to Adjusted EBITDA and to Adjusted Post-Securitisation EBITDA for the three months ended 31 March 2018 and 31 March 2017:

| (£ in millions)   | For the three                 | For the three                 | Increase /   |
|---|-------------------------------|-------------------------------|--------------|
|   | months ended<br>31 March 2018 | months ended<br>31 March 2017 | (Decrease)   |
|   | (unaudited)                   | (unaudited)                   | (unaudited)  |
| <b>Profit for the period before taxation</b> .....                      | <b>4.4</b>                    | <b>7.7</b>                    | <b>(3.3)</b> |
| Interest payable and similar charges <sup>(a)</sup> .....               | 7.8                           | 7.3                           | 0.5          |
| Depreciation and amortisation.....                                      | 1.6                           | 0.9                           | 0.7          |
| Financing fees .....  | 0.2                           | 0.7                           | (0.5)        |
| Currency loss.....  | 0.7                           | -                             | 0.7          |
| <b>EBITDA</b> .....   | <b>14.7</b>                   | <b>16.6</b>                   | <b>(1.9)</b> |
| Transaction costs <sup>(b)</sup> .....                                  | 0.1                           | 0.1                           | -            |
| One-time information technology and other expenses <sup>(c)</sup> ..... | 2.6                           | 3.3                           | (0.7)        |
| <b>Adjusted EBITDA</b> .....  | <b>17.4</b>                   | <b>20.0</b>                   | <b>(2.6)</b> |
| Securitisation interest expense <sup>(d)</sup> .....                    | (3.3)                         | (3.2)                         | (0.1)        |
| <b>Adjusted Post-Securitisation EBITDA</b> .....                        | <b>14.1</b>                   | <b>16.8</b>                   | <b>(2.7)</b> |

- a. Includes amortisation of financing costs of £0.8 million with respect to the Securitisation Facility and £0.3m with respect to Bond financing cost for the three months ended 31 March 2018, whereas the three months ended 31 March 2017 includes £0.4 million with respect to the Securitisation Facility and £0.3m with respect to Bond financing cost.
- b. Represents costs relating to sponsor expenses.
- c. Represents one-time and IT project change costs and other costs.
- d. Represents interest expense payable to SPV under the Securitisation Facility and is presented on an actual basis.

### Consolidated Income Statement

| (£ in millions)  | For the three                 | For the three                 | Increase /   |
|--|-------------------------------|-------------------------------|--------------|
|  | months ended<br>31 March 2018 | months ended<br>31 March 2017 | (Decrease)   |
|  | (unaudited)                   | (unaudited)                   | (unaudited)  |
| <b>Group Turnover</b> .....                                | <b>30.1</b>                   | <b>32.3</b>                   | <b>(2.2)</b> |
| Administrative expenses.....                               | (17.9)                        | (17.3)                        | (0.6)        |
| <b>Group Operating profit/(loss)</b> .....                 | <b>12.2</b>                   | <b>15.0</b>                   | <b>(2.8)</b> |
| Interest payable and similar charges <sup>(a)</sup> .....  | (7.8)                         | (7.3)                         | (0.5)        |
| <b>Profit on ordinary activities before taxation</b> ..... | <b>4.4</b>                    | <b>7.7</b>                    | <b>(3.3)</b> |
| Tax on profit on ordinary activities .....                 | (0.6)                         | (1.0)                         | 0.4          |
| <b>Profit for the year after taxation</b> .....            | <b>3.8</b>                    | <b>6.7</b>                    | <b>(2.9)</b> |

- a. Includes amortisation of financing costs of £0.8 million with respect to the Securitisation Facility and £0.3 million with respect to Bond financing cost for the three months ended 31 March 2018, whereas for the three months ended 31 March 2017 includes £0.4 million with respect to the Securitisation Facility and £0.3 million with respect to Bond financing cost.

## Consolidated Balance Sheet

| (£ in millions)                           | Notes | As at 31 March<br>2018 | As at 31 March<br>2017 | Increase /<br>(Decrease) |
|---|-------|------------------------|------------------------|--------------------------|
|   |       | (unaudited)            | (unaudited)            | (unaudited)              |
| <b>Non-current assets</b>                 |       |                        |                        |                          |
| Intangible assets.....                    | 1     | 12.0                   | 9.4                    | 2.6                      |
| Tangible assets.....                      | 2     | 4.3                    | 6.7                    | (2.4)                    |
| Non-current debtors.....                  | 3     | 6.0                    | 6.8                    | (0.8)                    |
| Deferred tax.....                         |       | 0.2                    | 0.5                    | (0.3)                    |
| <b>Total non-current assets.....</b>      |       | <b>22.5</b>            | <b>23.4</b>            | <b>(0.9)</b>             |
| <b>Current assets</b>                     |       |                        |                        |                          |
| Current debtors.....                      | 3     | 1,384.1                | 1,449.0                | (64.9)                   |
| Cash and cash equivalents.....            | 4     | 79.8                   | 58.8                   | 21.0                     |
| <b>Total current assets.....</b>          |       | <b>1,463.9</b>         | <b>1,507.8</b>         | <b>(43.9)</b>            |
| <b>Total assets.....</b>                  |       | <b>1,486.4</b>         | <b>1,531.2</b>         | <b>(44.8)</b>            |
| <b>Non-current liabilities</b>            |       |                        |                        |                          |
| Borrowings.....                           | 5     | 1,055.0                | 1,089.0                | (34.0)                   |
| Trade and other payables.....             | 6     | -                      | 9.6                    | (9.6)                    |
| <b>Total non-current liabilities.....</b> |       | <b>1,055.0</b>         | <b>1,098.6</b>         | <b>(43.6)</b>            |
| <b>Current liabilities</b>                |       |                        |                        |                          |
| Trade and other payables.....             | 6     | 487.2                  | 465.5                  | 21.7                     |
| <b>Total current liabilities.....</b>     |       | <b>487.2</b>           | <b>465.5</b>           | <b>21.7</b>              |
| <b>Total liabilities.....</b>             |       | <b>1,542.2</b>         | <b>1,564.1</b>         | <b>(21.9)</b>            |
| <b>Capital &amp; Reserves</b>             |       |                        |                        |                          |
| Share capital.....                        |       | 44.5                   | 44.5                   | -                        |
| Reserves.....                             |       | (100.3)                | (77.4)                 | (22.9)                   |
| <b>Total shareholders' equity.....</b>    |       | <b>(55.8)</b>          | <b>(32.9)</b>          | <b>(22.9)</b>            |
| <b>Total liabilities and equity.....</b>  |       | <b>1,486.4</b>         | <b>1,531.2</b>         | <b>(44.8)</b>            |

### 1. Intangible Assets

Intangible assets include capitalised software costs of £8.9 million as at 31 March 2018, up £5.6 million from 31 March 2017, primarily relating to internally generated software additions and internal transfer in December 2017. Intangible assets reflect investment in our infrastructure to improve customer journeys and enhance the quality of information available to the business. As at 31 March 2018 none of internally generated software was impaired (as at 31 March 2017: £nil million).

### 2. Tangible Assets

Tangible fixed assets are stated at cost less accumulated depreciation and any provision for impairment in value. Cost includes the original purchase price of the asset and the costs attributable to bringing the asset to its working condition for its intended use. All tangible fixed assets are depreciated on a straight-line basis by reference to their estimated useful life. Leasehold assets are written off over the period of the lease. Tangible assets were at a net cost of £4.3 million as at the 31 March 2018 (£6.7 million as at 31 March 2017). The decrease of £2.4 million is primarily due to an internal transfer to software in December 2017 and reduced investment in vehicles and equipment.

## **Consolidated Balance Sheet (continued)**

### **3. Debtors**

Debtors consist of trade debtors after deduction of provision for irrecoverable debts and unearned income. The debtor balance as at 31 March 2018 was £1,390.1 million (31 March 2017: £1,455.8 million) of which loans and advances to customers net of allowance for impairment was £1,376.4 million (31 March 2017: £1,446.0 million) and Prepayments and other assets were £13.7 million (31 March 2017: £9.8 million). The decrease in debtors is primarily due to the decrease in loans and advances to customers which has been driven by the decrease in net advances.

### **4. Cash at Bank and in Hand**

Cash at bank and in hand of £79.8 million represents SPV cash from the Securitisation Facility of £24.8 million and cash held outside the SPV of £55.0 million as at 31 March 2018 (£58.8 million as at 31 March 2017, represented by SPV cash of £16.2 million and cash held outside the SPV of £42.6 million).

### **5. Borrowing**

Borrowings consist of Securitisation Notes of £870.0 million (net of £4.8 million of set up costs) and Senior Notes of £189.4 million as at 31 March 2018 (these are stated at £185.0 million after netting the unamortised bond set up costs of £4.4 million). The decrease of £34.0 million primarily relates to the lower working capital requirements.

Funding is primarily provided by a £1,109.5 million (2017: £1,109.5 million) securitisation funding facility, which comprises £544.0 of private banking facility and £565.5 million of public asset backed securities. As at 31 March 2018, £874.9 million was drawn down on this facility (2017: £907.9 million).

### **6. Trade and other payables**

Trade and other payables of £487.2 million as of 31 March 2018 were up by £12.1 million (31 March 2017: £475.1 million). Of these trade creditors were £465.5 million at 31 March 2017 (31 March 2017: £443.2 million). Trade creditors relate primarily to premiums and commission payable to intermediaries.

The increase is mainly attributable to higher trade creditors and other accrued expenses of £21.7 million offset by intercompany loan repayment of £9.6 million to Pomegranate Acquisitions Limited in August 2017.

## Consolidated Cash Flow Statement

| (£ in millions)  | For the three<br>months ended<br>31 March 2018 | For the three<br>months ended<br>31 March 2017 | Increase /<br>(decrease) |
|--|--|--|--------------------------|
|  | (unaudited)                                    | (unaudited)                                    | (unaudited)              |
| Net cash inflow/(outflow) from operating activities..... | 110.0  | 90.7   | 19.3                     |
| Net cash inflow/(outflow) from investing activities..... | (1.7)  | (1.0)  | (0.7)                    |
| <b>Net cash inflow before financing.....</b>             | <b>108.3</b>                                   | <b>89.7</b>                                    | <b>18.6</b>              |
| Net cash inflow/(outflow) from financing activities..... | (130.3)  | (82.7)   | (47.6)                   |
| Effects of foreign exchange.....                         | (0.2)  | 0.8  | (1.0)                    |
| <b>(Decrease)/Increase in cash.....</b>                  | <b>(22.2)</b>                                  | <b>7.8</b>                                     | <b>(30.0)</b>            |

### **Cash inflow from operating activities**

Cash inflow from operating activities for the three months ended 31 March 2018 was £110.0 million (three months ended 31 March 2017: inflow of £90.7 million), with net cash inflow increasing by £19.3 million compared to the prior period, primarily as a result of the reduced working capital requirements £14.1 million, due to a increase in trade and other payables by 28.4 million offset by a decrease in in loans and advances to customers and other receivables by £14.3 million versus prior period and the impact of other non-cash items.

### **Cash (outflow) from investing activities**

Cash outflow from investing activities for the three months ended 31 March 2018 was at £1.7 million, which is £0.7 million higher than the three months ended 31 March 2017. The outflow in both periods represents capital spending, which has increased due to higher investment in our infrastructure.

### **Cash (outflow) from financing activities**

Cash outflow from financing activities increased by £47.6 million, mainly due to a reduction in net securitisation borrowings of £47.6 million as at 31 March 2018 versus prior period.

**Mizzen Mezzco Limited**

**Report and Financial Statements**

**(Unaudited)**

**Quarter ended 31 March 2018**

**Registered number - 08179245**

## Consolidated Financial Statements

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## Consolidated Condensed Interim Financial Statements

### Consolidated income statement

|   | Note | Three months ended<br>31 March<br>2018<br>(unaudited)<br>£'000 | Three months ended<br>31 March<br>2017<br>(unaudited)<br>£'000 | Year ended<br>31 December<br>2017<br>(audited)<br>£'000 |
|---|------|--|--|---|
| Interest income                         |      | 27,035   | 28,988   | 119,133   |
| Interest expense                        |      | (4,108)  | (3,611)  | (17,467)  |
| <b>Net interest income</b>              | 6    | <b>22,927</b>  | <b>25,377</b>  | <b>101,666</b>  |
| Fee and commission income               |      | 3,631  | 4,191  | 16,188  |
| Fee and commission expense              |      | (592)  | (911)  | (3,787)   |
| <b>Total income</b>                     |      | <b>25,966</b>  | <b>28,657</b>  | <b>114,067</b>  |
| Administrative expenses                 |      | (17,862)   | (17,332)   | (65,917)  |
| <b>Operating profit before taxation</b> |      | <b>8,104</b>   | <b>11,325</b>  | <b>48,150</b>   |
| Financing income                        | 7    | 2  | 2  | 7   |
| Financing expense                       | 8    | (3,663)  | (3,663)  | (14,654)  |
| <b>Profit before taxation</b>           |      | <b>4,443</b>   | <b>7,664</b>   | <b>33,503</b>   |
| Income tax credit/(expense)             | 9    | (586)  | (1,012)  | (4,421)   |
| <b>Profit for the period</b>            |      | <b>3,857</b>   | <b>6,652</b>   | <b>29,082</b>   |

### Consolidated statement of comprehensive income

|   | Three months ended<br>31 March<br>2018<br>(unaudited)<br>£'000 | Three months ended<br>31 March<br>2017<br>(unaudited)<br>£'000 | Year ended<br>31 December<br>2017<br>(audited)<br>£'000 |
|---|--|--|---|
| <b>Profit after tax for the period</b>                                    | <b>3,857</b>   | <b>6,652</b>   | <b>29,082</b>   |
| <b>Other comprehensive income</b>   |  |  |   |
| <b>Items that may subsequently be reclassified to the profit or loss:</b> |  |  |   |
| Foreign currency translation (loss)/gain                                  | (294)  | (12)   | 730   |
| <b>Other comprehensive (expense)/income for the period</b>                | <b>(294)</b>   | <b>(12)</b>  | <b>730</b>  |
| <b>Total comprehensive income for the period</b>                          | <b>3,563</b>   | <b>6,640</b>   | <b>29,812</b>   |

## Consolidated balance sheet

|                                      | Note | 31 March<br>2018<br>(unaudited)<br>£'000 | 31 March<br>2017<br>(unaudited)<br>£'000 | 31 December<br>2017<br>(audited)<br>£'000 |
|--------------------------------------|------|--|--|---|
| <b>Assets</b>                        |      |  |  |   |
| <b>Non-current assets</b>            |      |  |  |   |
| Intangible assets                    | 10   | 11,982                                   | 9,422                                    | 11,661                                    |
| Property, plant and equipment        | 11   | 4,262                                    | 6,714                                    | 4,467                                     |
| Loans and advances to customers      | 12   | 3,329                                    | 3,950                                    | 3,087                                     |
| Prepayments and other assets         |      | 2,717                                    | 2,820                                    | 3,298                                     |
| Deferred tax asset                   |      | 236                                      | 471                                      | 236                                       |
| <b>Total non-current assets</b>      |      | <b>22,526</b>                            | <b>23,377</b>                            | <b>22,749</b>                             |
| <b>Current assets</b>                |      |  |  |   |
| Loans and advances to customers      | 12   | 1,373,159                                | 1,442,073                                | 1,417,609                                 |
| Prepayments and other assets         |      | 8,919                                    | 6,926                                    | 7,860                                     |
| Corporation tax receivable           |      | 2,106                                    | -  | 1,578                                     |
| Cash and cash equivalents            | 13   | 79,770                                   | 58,771                                   | 102,097                                   |
| <b>Total current assets</b>          |      | <b>1,463,954</b>                         | <b>1,507,770</b>                         | <b>1,529,144</b>                          |
| <b>Total assets</b>                  |      | <b>1,486,480</b>                         | <b>1,531,147</b>                         | <b>1,551,893</b>                          |
| <b>Liabilities</b>                   |      |  |  |   |
| <b>Non-current liabilities</b>       |      |  |  |   |
| Borrowings                           | 14   | 1,055,036                                | 1,089,026                                | 1,184,317                                 |
| Trade and other payables             |      | -  | 9,559                                    | -   |
| <b>Total non-current liabilities</b> |      | <b>1,055,036</b>                         | <b>1,098,585</b>                         | <b>1,184,317</b>                          |
| <b>Current liabilities</b>           |      |  |  |   |
| Trade and other payables             |      | 487,224                                  | 464,467                                  | 426,919                                   |
| Corporation tax payable              |      | -  | 1,019                                    | -   |
| Amounts owed to related parties      |      | -  | -  | -   |
| <b>Total current liabilities</b>     |      | <b>487,224</b>                           | <b>465,486</b>                           | <b>426,919</b>                            |
| <b>Total liabilities</b>             |      | <b>1,542,260</b>                         | <b>1,564,071</b>                         | <b>1,611,236</b>                          |
| <b>Equity</b>                        |      |  |  |   |
| Called up share capital              | 15   | 44,502                                   | 44,502                                   | 44,502                                    |
| Retained earnings                    |      | (102,123)                                | (78,819)                                 | (105,980)                                 |
| Other reserves                       |      | 1,841                                    | 1,393                                    | 2,135                                     |
| <b>Total shareholders' equity</b>    |      | <b>(55,780)</b>                          | <b>(32,924)</b>                          | <b>(59,343)</b>                           |
| <b>Total liabilities and equity</b>  |      | <b>1,486,480</b>                         | <b>1,531,147</b>                         | <b>1,551,893</b>                          |

## Consolidated statement of changes in equity

|  | Share<br>capital<br>£'000 | Retained<br>earnings<br>£'000 | Other<br>reserves<br>£'000 | Total equity<br>£'000 |
|--|---------------------------|-------------------------------|----------------------------|-----------------------|
| <b>At 1 January 2017 - audited</b>                   | <b>44,502</b>             | <b>(85,471)</b>               | <b>1,405</b>               | <b>(39,564)</b>       |
| Profit for the period                                | -                         | 6,652                         | -                          | 6,652                 |
| Foreign currency translation gain                    | -                         | -                             | (12)                       | (12)                  |
| <b>Total comprehensive income for<br/>the period</b> | <b>-</b>                  | <b>6,652</b>                  | <b>(12)</b>                | <b>6,640</b>          |
| <b>At 31 March 2017 - unaudited</b>                  | <b>44,502</b>             | <b>(78,819)</b>               | <b>1,393</b>               | <b>(32,924)</b>       |
| Profit for the period                                | -                         | 22,430                        | -                          | 22,430                |
| Foreign currency translation gain                    | -                         | -                             | 742                        | 742                   |
| <b>Total comprehensive income for<br/>the period</b> | <b>-</b>                  | <b>22,430</b>                 | <b>742</b>                 | <b>23,172</b>         |
| <b>Transactions with owners</b>                      |                           |                               |                            |                       |
| Dividends paid                                       | -                         | (49,591)                      | -                          | (49,591)              |
| <b>At 31 December 2017 - audited</b>                 | <b>44,502</b>             | <b>(105,980)</b>              | <b>2,135</b>               | <b>(59,343)</b>       |
| Profit for the period                                | -                         | 3,857                         | -                          | 3,857                 |
| Foreign currency translation gain                    | -                         | -                             | (294)                      | (294)                 |
| <b>Total comprehensive income for<br/>the period</b> | <b>-</b>                  | <b>3,857</b>                  | <b>(294)</b>               | <b>3,563</b>          |
| <b>Transactions with owners</b>                      |                           |                               |                            |                       |
| Dividends paid                                       | -                         | -                             | -                          | -                     |
| <b>At 31 March 2018 - unaudited</b>                  | <b>44,502</b>             | <b>(102,123)</b>              | <b>1,841</b>               | <b>(55,780)</b>       |

## Consolidated cash flow statement

|   | Note | Three months<br>ended<br>31 March<br>2018<br>(unaudited)<br>£'000 | Three months<br>ended<br>31 March<br>2017<br>(unaudited)<br>£'000 | Year ended<br>31 December<br>2017<br>(audited)<br>£'000 |
|---|------|---|---|---|
| <b>Operating activities</b>   |      |   |   |   |
| Cash generated by operations  | 18   | 117,845   | 107,790   | 142,816   |
| Interest paid   |      | (6,878)   | (9,973)   | (28,487)  |
| Income taxes paid   |      | (1,001)   | (7,128)   | (5,875)   |
| <b>Cash flows generated from operating activities</b>                 |      | <b>109,966</b>  | <b>90,689</b>   | <b>108,454</b>  |
| <b>Cash flows used in investing activities</b>                        |      |   |   |   |
| Purchase of intangible fixed assets                                   |      | (1,622)   | -   | (4,864)   |
| Purchase of property, plant and equipment                             |      | (123)   | (1,025)   | (1,458)   |
| Proceeds from disposal of plant and equipment                         |      | 4   | -   | 34  |
| <b>Net cash used in investing activities</b>                          |      | <b>(1,741)</b>  | <b>(1,025)</b>  | <b>(6,288)</b>  |
| <b>Cash flows from financing activities</b>                           |      |   |   |   |
| (Decrease)/Increase in borrowings                                     |      | (130,319)   | (82,686)  | 4,967   |
| Facility fees paid  |      | (2)   | (44)  | (6,589)   |
| Dividends paid to shareholders  |      | -   | -   | (49,591)  |
| <b>Net cash flows (used)/generated (in)/from financing activities</b> |      | <b>(130,321)</b>  | <b>(82,730)</b>   | <b>(51,213)</b>   |
| <b>Net increase in cash and cash equivalents</b>                      |      | <b>(22,096)</b>   | <b>6,934</b>  | <b>50,953</b>   |
| Cash and cash equivalents at beginning of period                      |      | 102,097   | 51,013  | 51,013  |
| Foreign currency translation gain/(loss)                              |      | (231)   | 824   | 131   |
| <b>Cash and cash equivalents at end of period</b>                     | 13   | <b>79,770</b>   | <b>58,771</b>   | <b>102,097</b>  |

## **Selected notes to the condensed interim financial statements**

### **1. General information**

The condensed financial statements for the three months ended 31 March 2018 and for the three months ended 31 March 2017 have not been audited, as defined in section 434 of the Companies Act 2006.

Mizzen Mezzco Limited (“the Company”) and its subsidiaries (together “the Group”) is a financial services group specialising in funding and payment processing solutions. The Company is incorporated and domiciled in the UK. The Group has a branch in Ireland.

### **2. Accounting policies**

These condensed interim financial statements were approved for issue by the board of directors on 22 May 2018. These condensed interim financial statements do not comprise statutory accounts within the meaning of section 434 of the Companies Act 2006. The Annual Report and Accounts for the year ended 31 December 2017 was approved by the board of directors of the Group on 24 April 2018 and delivered to the Registrar of Companies. The report of the auditors on those accounts was unqualified, did not contain an emphasis of matter paragraph and did not contain any statement under section 498 of the Companies Act 2006.

The directors have considered all new, revised or amended standards and interpretations which are mandatory for the first time for the year ending 31 December 2017, and concluded that none have any significant impact on these condensed interim financial statements. The Group has for the period ended March 31, 2018 booked the impact of IFRS 9 being £0.1 million. The Financial Statement lines impacted are administrative expenses and loans and advances. The Group does not see a substantial impact of IFRS 9 due to short term nature of the loan book.

New, revised or amended standards and interpretations that are not yet effective have not been early adopted.

### **3. Going concern basis**

The Group has a strong diversified funding base through the issue in 2014 of a high yield corporate bond to professional investors. In December 2016, the Master Trust facility structure was put in place which became effective 2 February 2017, replacing the existing securitisation facility. This provides access to the same sources of funding as under the securitisation facility, plus funding for an excess concentration series. In June 2017, the Company completed its inaugural issuance of term asset backed notes from the Master Trust structure (“Public ABS transaction”) which allowed access to public Asset-backed security (ABS) funding. In November 2017, a second public issuance was launched via a new SPV, PCL Funding III with a re investment period end date of 15 June 2021.

These changes have diversified the business’s funding base and further reduced its liquidity risk.

Accordingly, the Directors have assessed the Group’s cash flow forecasts and are satisfied that the Group has adequate resources to continue operations for the foreseeable future and thus the financial statements have been prepared on a going concern basis.

### **4. Critical accounting estimates and judgments in applying accounting policies**

The preparation of condensed interim financial statements require management to make judgements, estimates and assumptions that effect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates. In preparing these condensed interim financial statements, the significant judgements made by management in applying the Group’s accounting policies and the key sources of estimation uncertainty were the same as those applied to the consolidated financial statements for the year ended 31 December 2017. These were assessed in Annual Report and Financial Statements 2017 and summarised as:

- (a) Loan impairment provisions
- (b) Effective interest rate
- (c) Development costs
- (d) Impairment of assets
- (e) Impairment of investment in subsidiaries
- (f) Fair values estimation for financial instruments
- (g) Other provisions

## Selected notes to the condensed interim financial statements (continued)

### 5. Seasonality

The Group is not significantly impacted by seasonality trends.

### 6. Net interest income

|   | Three months<br>ended<br>31 March 2018<br>(unaudited)<br>£'000 | Three months<br>ended<br>31 March 2017<br>(unaudited)<br>£'000 | Year ended<br>31 December<br>2017<br>(audited)<br>£'000 |
|---|--|--|---|
| <b>Interest income on loans and advances to customers</b> | <b>27,035</b>  | <b>28,988</b>  | <b>119,133</b>  |
| Interest payable on:<br>Securitisation loan notes         | (4,108)  | (3,611)  | (17,467)  |
| <b>Interest expense</b>                                   | <b>(4,108)</b>   | <b>(3,611)</b>   | <b>(17,467)</b>   |
| <b>Net interest income</b>                                | <b>22,927</b>  | <b>25,377</b>  | <b>101,666</b>  |

### 7. Financing income

|   | Three months<br>ended<br>31 March<br>2018<br>(unaudited)<br>£'000 | Three months<br>ended<br>31 March<br>2018<br>(unaudited)<br>£'000 | Year<br>ended<br>31 December<br>2017<br>(audited)<br>£'000 |
|---|---|---|--|
| Interest income from Group undertakings | 2   | 2   | 7  |
| <b>Financing income</b>                 | <b>2</b>  | <b>2</b>  | <b>7</b>   |

### 8. Financing expense

|                                       | Three months<br>ended<br>31 March<br>2018<br>(unaudited)<br>£'000 | Three months<br>ended<br>31 March<br>2017<br>(unaudited)<br>£'000 | Year<br>ended<br>31 December<br>2017<br>(audited)<br>£'000 |
|---------------------------------------|---|---|--|
| Interest payable on Senior loan notes | 3,663   | 3,663   | 14,654   |
| <b>Financing expense</b>              | <b>3,663</b>  | <b>3,663</b>  | <b>14,654</b>  |

### 9. Taxation

Income tax expense is recognised based on management's estimate of the weighted average annual income tax rate expected for the full financial year. The estimated average annual tax rate used for the three months ended 31 March 2018 is 13.2% (the estimated tax rate for the three months ended 31 March 2017 was 13.2%).

Income tax (credit)/expense for the three months ended 31 March 2018 includes tax payment of £1.1 million in relation to the prior year tax finalisation.

Income tax has been restated from a tax credit of £1.7 million to a tax charge of £1.0 million for the three months ended 31 March 2017 due to restatement of the effective tax rate.

**Selected notes to the condensed interim financial statements (continued)**

**10. Intangible assets**

|                                      | <b>Assets under<br/>construction<br/>£'000</b> | <b>Software<br/>£'000</b> | <b>Total<br/>£'000</b> |
|--------------------------------------|--|---------------------------|------------------------|
| <b>Cost</b>                          |  |                           |                        |
| <b>At 31 December 2016 - audited</b> | <b>6,111</b>                                   | <b>6,316</b>              | <b>12,427</b>          |
| Additions                            | -  | -                         | -                      |
| Disposals                            | -  | (1,359)                   | (1,359)                |
| Transfers                            | -  | -                         | -                      |
| <b>At 31 March 2017 - unaudited</b>  | <b>6,111</b>                                   | <b>4,957</b>              | <b>11,068</b>          |
| <br>                                 |  |                           |                        |
| Additions                            | 1,461  | 3,403                     | 4,864                  |
| Disposals                            | -  | -                         | -                      |
| Transfers                            | (6,091)  | 8,698                     | 2,607                  |
| <b>At 31 December 2017 - audited</b> | <b>1,481</b>                                   | <b>17,058</b>             | <b>18,539</b>          |
| <br>                                 |  |                           |                        |
| Additions                            | 1,598  | 24                        | 1,622                  |
| <b>At 31 March 2018 - unaudited</b>  | <b>3,079</b>                                   | <b>17,082</b>             | <b>20,161</b>          |
| <br>                                 |  |                           |                        |
| <b>Accumulated amortisation</b>      |  |                           |                        |
| <b>At 31 December 2016 - audited</b> | <b>-</b>                                       | <b>2,593</b>              | <b>2,593</b>           |
| Charge for the period                | -  | 412                       | 412                    |
| Disposals                            | -  | (1,359)                   | (1,359)                |
| <b>At 31 March 2017 - unaudited</b>  | <b>-</b>                                       | <b>1,646</b>              | <b>1,646</b>           |
| <br>                                 |  |                           |                        |
| Charge for the period                | -  | 3,497                     | 3,497                  |
| Transfer                             | -  | 1,735                     | 1,735                  |
| <b>At 31 December 2017 - audited</b> | <b>-</b>                                       | <b>6,878</b>              | <b>6,878</b>           |
| <br>                                 |  |                           |                        |
| Charge for the period                | -  | 1,301                     | 1,301                  |
| Transfer                             | -  | -                         | -                      |
| <b>At 31 March 2018 - unaudited</b>  | <b>-</b>                                       | <b>8,179</b>              | <b>8,179</b>           |
| <br>                                 |  |                           |                        |
| <b>Net book value</b>                |  |                           |                        |
| <b>At 31 December 2016</b>           | <b>6,111</b>                                   | <b>3,723</b>              | <b>9,834</b>           |
| <b>At 31 March 2017</b>              | <b>6,111</b>                                   | <b>3,311</b>              | <b>9,422</b>           |
| <b>At 31 December 2017</b>           | <b>1,481</b>                                   | <b>10,180</b>             | <b>11,661</b>          |
| <b>At 31 March 2018</b>              | <b>3,079</b>                                   | <b>8,903</b>              | <b>11,982</b>          |

**Selected notes to the condensed interim financial statements (continued)**

**11. Property, plant and equipment**

|                                      | Leasehold<br>improvements<br>£'000 | Vehicles<br>and<br>equipment<br>£'000 | Total<br>£'000 |
|--------------------------------------|------------------------------------|---------------------------------------|----------------|
| <b>Cost</b>                          |                                    |                                       |                |
| <b>At 31 December 2016 - audited</b> | <b>2,726</b>                       | <b>12,911</b>                         | <b>15,637</b>  |
| Additions                            | 55                                 | 970                                   | 1,025          |
| <b>At 31 March 2017 - unaudited</b>  | <b>2,781</b>                       | <b>13,881</b>                         | <b>16,662</b>  |
| Additions                            | 91                                 | 342                                   | 433            |
| Transfer                             | -                                  | (2,607)                               | (2,607)        |
| Disposals                            | -                                  | (6,678)                               | (6,678)        |
| <b>At 31 December 2017 - audited</b> | <b>2,872</b>                       | <b>4,938</b>                          | <b>7,810</b>   |
| Additions                            | -                                  | 123                                   | 123            |
| Disposal                             | -                                  | (4)                                   | (4)            |
| <b>At 31 March 2018 - unaudited</b>  | <b>2,872</b>                       | <b>5,057</b>                          | <b>7,929</b>   |
| <b>Accumulated depreciation</b>      |                                    |                                       |                |
| <b>At 31 December 2016 - audited</b> | <b>9</b>                           | <b>9,440</b>                          | <b>9,449</b>   |
| Charge for the period                | 51                                 | 448                                   | 499            |
| <b>At 31 March 2017 - unaudited</b>  | <b>60</b>                          | <b>9,888</b>                          | <b>9,948</b>   |
| Charge for the period                | 219                                | 1,515                                 | 1,734          |
| Transfer                             | -                                  | (1,735)                               | (1,735)        |
| Disposals                            | -                                  | (6,604)                               | (6,604)        |
| <b>At 31 December 2017 - audited</b> | <b>279</b>                         | <b>3,064</b>                          | <b>3,343</b>   |
| Charge for the period                | 71                                 | 253                                   | 324            |
| <b>At 31 March 2018 - unaudited</b>  | <b>350</b>                         | <b>3,317</b>                          | <b>3,667</b>   |
| <b>Net book value</b>                |                                    |                                       |                |
| <b>At 31 December 2016 - audited</b> | <b>2,717</b>                       | <b>3,471</b>                          | <b>6,188</b>   |
| <b>At 31 March 2017 - unaudited</b>  | <b>2,721</b>                       | <b>3,993</b>                          | <b>6,714</b>   |
| <b>At 31 December 2017 - audited</b> | <b>2,593</b>                       | <b>1,874</b>                          | <b>4,467</b>   |
| <b>At 31 March 2018 - unaudited</b>  | <b>2,522</b>                       | <b>1,740</b>                          | <b>4,262</b>   |

**12. Loans and advances to customers**

|  | 31 March<br>2018<br>(unaudited)<br>£'000 | 31 March<br>2017<br>(unaudited)<br>£'000 | 31 December<br>2017<br>(audited)<br>£'000 |
|--|--|--|---|
| Gross loans and advances to customers      | 1,381,495                                | 1,451,886                                | 1,425,177                                 |
| Less: allowance for impairment             | (5,007)                                  | (5,863)                                  | (4,481)                                   |
| <b>Net loans and advances to customers</b> | <b>1,376,488</b>                         | <b>1,446,023</b>                         | <b>1,420,696</b>                          |
| Split as:                                  |  |  |   |
| Current                                    | 1,373,159                                | 1,442,073                                | 1,417,609                                 |
| Non-current                                | 3,329                                    | 3,950                                    | 3,087                                     |

**Selected notes to the condensed interim financial statements (continued)**

**13. Cash and cash equivalents**

|               | <b>31 March<br/>2018<br/>(unaudited)<br/>£'000</b> | <b>31 March<br/>2017<br/>(unaudited)<br/>£'000</b> | <b>31 December<br/>2017<br/>(audited)<br/>£'000</b> |
|---------------|--|--|---|
| Bank balances | <u>79,770</u>                                      | <u>58,771</u>                                      | <u>102,097</u>                                      |

The currency profile of cash and cash equivalents is as follows:

|  | <b>31 March<br/>2018<br/>(unaudited)<br/>£'000</b> | <b>31 March<br/>2017<br/>(unaudited)<br/>£'000</b> | <b>31 December<br/>2017<br/>(audited)<br/>£'000</b> |
|--|--|--|---|
| GBP                                    | 66,843   | 52,082   | 87,620  |
| USD                                    | 3,250  | 2,281  | 2,246   |
| EUR                                    | 9,677  | 4,408  | 12,231  |
| <b>Total cash and cash equivalents</b> | <u><b>79,770</b></u>                               | <u><b>58,771</b></u>                               | <u><b>102,097</b></u>                               |

The external credit rating of our banking counter parties are:

|  | <b>31 March<br/>2018<br/>(unaudited)<br/>£'000</b> | <b>31 March<br/>2017<br/>(unaudited)<br/>£'000</b> | <b>31 December<br/>2017<br/>(audited)<br/>£'000</b> |
|--|--|--|---|
| AA                                     | -  | -  | -   |
| AA-                                    | 79,017   | 57,997   | 101,344   |
| A+                                     | 753  | 774  | 753   |
| <b>Total cash and cash equivalents</b> | <u><b>79,770</b></u>                               | <u><b>58,771</b></u>                               | <u><b>102,097</b></u>                               |

Cash and cash equivalents include encumbered cash balances held by entities within the Master Trust. The table below summarises the total assets that are capable of supporting future funding and collateral needs and shows the extent to which these assets are currently pledged for this purpose.

|  | <b>31 March<br/>2018<br/>(unaudited)<br/>£'000</b> | <b>31 March<br/>2017<br/>(unaudited)<br/>£'000</b> | <b>31 December<br/>2017<br/>(audited)<br/>£'000</b> |
|--|--|--|---|
| Encumbered                             | 24,808   | 16,206   | 73,398  |
| Unencumbered                           | 54,962   | 42,565   | 28,699  |
| <b>Total cash and cash equivalents</b> | <u><b>79,770</b></u>                               | <u><b>58,771</b></u>                               | <u><b>102,097</b></u>                               |

## Selected notes to the condensed interim financial statements (continued)

### 14. Borrowings

|                           | 31 March<br>2018<br>(unaudited)<br>£'000 | 31 March<br>2017<br>(unaudited)<br>£'000 | 31 December<br>2017<br>(audited)<br>£'000 |
|---------------------------|--|--|---|
| <b>Non-current</b>        |  |  |   |
| Securitisation notes      | 870,056                                  | 905,442                                  | 999,687                                   |
| Senior secured loan notes | 184,980                                  | 183,584                                  | 184,630                                   |
|                           | <u>1,055,036</u>                         | <u>1,089,026</u>                         | <u>1,184,317</u>                          |

#### Securitisation notes

Funding is provided by a £1,109.5 million securitisation facility and includes £544.0 million VFN facility and £565.5 million of public asset backed securities. As at 31 March 2018, £874.9 million was drawn down on the securitisation facility (2017: £907.9 million) less loan fees of £4.8 million (2017: £2.4 million).

| Senior secured loan notes                        | Maturity date | 31 March<br>2018<br>(unaudited)<br>£'000 | 31 March<br>2017<br>(unaudited)<br>£'000 | 31 December<br>2017<br>(audited)<br>£'000 |
|--|---------------|--|--|---|
| Fixed rate corporate bond - issued<br>5 May 2014 | 2021          | 184,980                                  | 183,584                                  | 184,630                                   |

Interest is payable on the bond at a fixed rate of 7% per annum until maturity. The bond issued by Mizzen Bondco Limited, is listed on the Irish Stock Exchange and secured by a fixed charge over certain Group assets. Debt securities are classified as non-current at the period end and are stated net of unamortised bond set-up costs.

### 15. Called up share capital

|                                    | 31 March<br>2018<br>(unaudited)<br>£'000 | 31 March<br>2017<br>(unaudited)<br>£'000 | 31 December<br>2017<br>(audited)<br>£'000 |
|------------------------------------|--|--|---|
| <b>Allotted and fully paid</b>     |  |  |   |
| 32,921,166 Ordinary shares of £1   | 32,921                                   | 32,921                                   | 32,921                                    |
| 11,581,089 Preference shares of £1 | 11,581                                   | 11,581                                   | 11,581                                    |
|                                    | <u>44,502</u>                            | <u>44,502</u>                            | <u>44,502</u>                             |

### 16. Financial instruments

There are no differences between the fair value of financial assets and liabilities included within the following categories in the Condensed Consolidated Balance sheet and their carrying value except for the Corporate bond, included in Borrowings:

- Trade and other receivables;
- Cash and cash equivalents;
- Trade and other payables.

The following difference in fair values and carrying values exists in relation to the High Yield bond borrowings:

The fair values of the High Yield bond borrowings were £190.6 million, including unamortised set up fees of £4.4 million compared to the book value of £185.0 million as at 31 March 2018 (31 March 2017: fair value of £192.6 million, including unamortised set up fees of £5.8 million compared to the book value of £183.6 million).

## Selected notes to the condensed interim financial statements (continued)

### 17. Debt and equity

The debt and equity amounts for the Group were as follows:

|                                    | 31 March<br>2018<br>(unaudited)<br>£'000 | 31 March<br>2017<br>(unaudited)<br>£'000 | 31 December<br>2017<br>(audited)<br>£'000 |
|------------------------------------|--|--|---|
| <b>Debt</b>                        |  |  |   |
| Securitisation notes               | 870,056                                  | 905,442                                  | 999,687                                   |
| Senior loan notes                  | 184,980                                  | 183,584                                  | 184,630                                   |
| Amounts owed to Group undertakings | -  | 10,784                                   | 1,097                                     |
| Less: unencumbered cash            | (54,962)                                 | (42,565)                                 | (28,699)                                  |
| <b>Net debt</b>                    | <b>1,000,074</b>                         | <b>1,057,245</b>                         | <b>1,156,715</b>                          |
| <b>Equity</b>                      |  |  |   |
| Total equity                       | <b>(55,780)</b>                          | <b>(32,924)</b>                          | <b>(59,343)</b>                           |

### 18. Cash inflow from operating activities

|  | Three months<br>ended<br>31 March<br>2018<br>(unaudited)<br>£'000 | Three months<br>ended<br>31 March<br>2017<br>(unaudited)<br>£'000 | Year ended<br>31 December<br>2017<br>(audited)<br>£'000 |
|--|---|---|---|
| <b>Profit before taxation</b>  | <b>4,443</b>  | <b>7,664</b>  | <b>33,503</b>   |
| <b>Non cash items included in operating profit<br/>before taxation</b> |   |   |   |
| Loan impairment charges  | 2,618   | 1,871   | 5,580   |
| Depreciation and amortisation  | 1,625   | 911   | 6,142   |
| Impairment of intangible assets  | -   | -   | -   |
| Loss on disposal of fixed assets                                       | -   | -   | 40  |
| Finance costs - net  | 7,771   | 10,027  | 32,121  |
| <b>Non cash items included in operating profit<br/>before taxation</b> | <b>12,014</b>   | <b>12,809</b>   | <b>43,883</b>   |
| <b>Changes in operating assets and liabilities</b>                     |   |   |   |
| Net movement in loans and advances to customers                        | 41,528  | 51,429  | 74,482  |
| Net movement in trade and other payables                               | 57,425  | 29,090  | (8,330)   |
| Net movement in prepayments and other receivables                      | 2,435   | 6,798   | (722)   |
| <b>Changes in operating assets and liabilities</b>                     | <b>101,388</b>  | <b>87,317</b>   | <b>65,430</b>   |
| <b>Cash flows from operating activities</b>                            | <b>117,845</b>  | <b>107,790</b>  | <b>142,816</b>  |