

## Mizzen Mezzco Limited

### Results for the quarter ended September 30, 2014

#### Key Financials

(£ in millions, except percentages and ratios)	For the quarter ended September 30, 2013	For the quarter ended September 30, 2014	Increase / (Decrease)
	(unaudited)	(unaudited)	(unaudited)
Group Turnover .....	28.5	30.6	2.1
EBITDA .....	18.3	17.2	(1.1)
Adjusted EBITDA.....	19.4	18.6	(0.8)
Adjusted EBITDA Margin .....	68.0%	60.9%	(7.1%)
Adjusted Pro Forma Post-Securitisatation EBITDA .....	12.9	11.4	(1.4)
Adjusted Pro Forma Post-Securitisatation EBITDA Margin.....	45.2%	37.4%	(7.8%)
Cash conversion.....	99.5%	98.2%	(1.3%)

#### Highlights for the Quarter

The key trading highlights for the Continuing Operations for the quarter ended September 30, 2014 were as follows:

- We have increased the overall size of our net advances by 6.6%, from £887.3 million for the quarter ended September 30, 2013 to £946.2 million for the quarter ended September 30, 2014, due to the combination of relationships established with new intermediaries and greater penetration with our existing intermediaries.
- Group turnover increased by £2.1 million, or 7.3%, from £28.5 million for the quarter ended September 30, 2013 to £30.6 million for the quarter ended September 30, 2014. This increase is due to increased net advances by 6.6% and increased cost recovery for specific activities through new fee initiatives.
- Administrative expenses increased by £3.2 million, or 29.3%, from £11.1 million (£0.7m bad debts / £10.4m other expenses) for the quarter ended September 30, 2013 to £14.3 million (£1.1m bad debts / £13.2m other expenses) for the quarter ended September 30, 2014. This increase is primarily driven by our investment in growth with emphasis on enhancing our Information Technology infrastructure and Sales Organisation. This Investment in the third quarter leading to increased operating expenses will drive further turnover growth in next quarter.
- Pro forma securitisation funding cost increased by £0.7 million, or 10.3%, from £6.5 million for the quarter ended September 30, 2013 to £7.2 million for the quarter ended September 30, 2014, mainly due to unrealised currency losses of £0.6m booked during the quarter ended September 30, 2014.
- The Business extended the term of its £1.15 billion securitisation facility at the end of September 2014 to September 2017. As part of this, the business took advantage of the favourable capital market environment and reduced the cost of the facility by £7.3 million annually.