

Mizzen Mezzco Limited

Results for the Quarter ended March 31, 2015

Key Financials

	For the quarter ended March 31, 2015	For the quarter ended March 31, 2014	Increase / (Decrease)
	(unaudited)	(unaudited)	(unaudited)
(£ in millions, except percentages and ratios)			
Turnover	30.6	27.9	2.7
EBITDA.....	13.0	16.3	(3.3)
Adjusted EBITDA	19.0	17.9	1.1
Adjusted EBITDA Margin.....	62.2%	64.3%	(2.1%)
Adjusted Post-Securitisation EBITDA	14.3	11.6	2.7
Adjusted Post-Securitisation EBITDA Margin.....	46.9%	41.7%	5.2%
Cash conversion	93.4%	88.6%	4.8%

Highlights for the Quarter ended March 31, 2015:

- We have increased the overall size of our net advances by 3.9%, from £757 million for the quarter ended March 31, 2014 to £786 million for the quarter ended March 31, 2015, due to the combination of relationships established with new intermediaries and greater penetration with our existing intermediaries.
- Group turnover increased by £2.7 million, or 9.7%, from £27.9 million for the quarter ended March 31, 2014 to £30.6 million for the quarter ended March 31, 2015. This increase is due to increased net advances of 3.9% and increased cost recovery for specific activities through new fee initiatives.
- Administrative expenses increased by £11.7 million, from £12.6 million (£1.4 million bad debts / £11.2 million other expenses) for the quarter ended March 31, 2014 to £24.2 million (£1.5 million bad debts / £22.7 million other expenses) for the quarter ended March 31, 2015. This increase is primarily driven by change of ownership cost and our investment in growth with emphasis on enhancing our Information Technology infrastructure, Sales Organisation.
- Securitisation funding cost decreased by £1.6 million, or 25.6%, from £6.3 million for the quarter ended March 31, 2014 to £4.7 million for the quarter ended March 31, 2015, as we extended the term of our £1.15 billion securitisation facility at the end of September 2014 to September 2017. As part of this, we took advantage of the favorable capital market environment and reduced the cost of the facility by £7.3 million annually.