



## Together Financial Services Limited

8<sup>th</sup> May 2025

Together Financial Services Limited ('Together' or 'the Group'), one of the UK's leading non-bank relationship lenders, is pleased to announce its results for the quarter ended March 31, 2025.

### Commenting on today's results, Richard Rowntree, Group Chief Executive Officer of Together, said:

"Together delivered another strong performance during the quarter with the loan book reaching £7.8bn, net interest margin remaining highly attractive at 5.5%, net interest income up 13% and underlying profit before tax up 11% on the same quarter last year.

"We successfully raised or refinanced £2.5bn across five transactions during the quarter, as we continued to broaden our funding and raise additional liquidity to support our growth ambitions. Our transformation programme is progressing through the build phase and our pipeline is up 21% compared with Q2 '25, indicating continued robust demand for our products.

"Looking forward, the outlook for the UK economy is mixed, with easing inflation and expectations of further interest rate cuts offset by global economic uncertainty due to trade tensions and tariff wars. However, Together has a successful multi-cycle track record and long-term structural trends support an increase in demand for specialist lending solutions. Against this backdrop, we remain cautiously optimistic and will continue to help customers realise their property ambitions, as we have for the last 50 years."

### Financial highlights: quarter ended March 31, 2025

- Continued loan book growth at low LTVs
  - Average monthly lending of £248.1m, down 5.5% on Q3'24 (£262.5m) and 12.4% on Q2'25 (£283.2m)
    - Conservative weighted average origination LTVs of 58.8% (Q3'24: 59.6%); Q2'25: 59.8%)
  - Group net loan book increased to £7.8bn, up 10.3% on Q3'24 (£7.0bn) and up 0.7% on Q2'25 (£7.7bn)
    - Weighted average indexed LTV remains very low at 55.3% (Q3'24: 55.2%; Q2'25: 55.2%)
    - Arrears reduced to 5.6% (Q2'25: 5.7%)
- Another robust financial performance
  - Interest receivable and similar income of £218.5m, up 11.0% on Q3'24 (£196.9m) and broadly in line with Q2'25 (£220.2m)
  - Net interest margin remains stable at 5.5% (Q3'24: 5.5%; Q2'25: 5.4%)
  - Annualised cost of risk of 0.95% (Q3'24: 0.83%; Q2'25: 0.83%), bringing the year-to-date cost of risk to 0.86%
  - Group remains highly profitable and cash generative
    - Underlying profit before tax of £57.5m, up 11.0% on Q3'24 (£51.8m) and up 3.2% on Q2'25 (£55.7m) primarily due to the increase in net interest income during the period
    - Underlying cost to income ratio remaining low at 30.4% (Q3'24: 30.1%; Q2'25: 32.2%)
    - Cash receipts of £900.1m (Q3'24: £730.5m; Q2'25: £913.4m) following a strong quarter for redemptions

Key metrics	3 months ended or as at		3 months
	March 31	March 31	ended or as at December 31
	2025	2024	2024
Interest receivable and similar income (£m)	218.5	196.9	220.2
Underlying interest cover ratio <sup>1</sup>	1.5:1	1.5:1	1.5:1
Interest cover ratio	1.5:1	1.5:1	1.4:1
Underlying net interest margin <sup>2</sup> (%)	5.5	5.5	5.4
Net interest margin (%)	5.5	5.5	5.4
Underlying cost-to-income ratio <sup>1</sup> (%)	30.4	30.1	32.2
Cost-to-income ratio (%)	36.6	32.4	39.2
Underlying cost-to-asset ratio <sup>1</sup> (%)	1.6	1.5	1.7
Cost-to-asset ratio (%)	1.9	1.7	2.0
Cost of risk (%)	0.95	0.83	0.83
Underlying profit before taxation <sup>1</sup> (£m)	57.5	51.8	55.7
Profit before taxation (£m)	50.7	49.5	48.3
Underlying EBITDA <sup>1</sup>	170.9	155.6	174.8
EBITDA	164.1	153.3	167.4
Loans and advances to customers <sup>4</sup> (£m)	7,771.7	7,044.8	7,717.1
Net debt gearing (%)	83.4	83.3	84.0
Shareholder funds <sup>3</sup> (£m)	1,235.2	1,149.0	1,203.2
Underlying return on equity <sup>1</sup> (%)	14.5	14.1	14.2
Return on equity (%)	12.8	13.5	12.4

### Operational highlights

- Transformation programme progressed into build phase
- Raised or refinanced £2.5bn of facilities across five transactions in Q3
  - Separated and upsized £1.25bn CABS2 warehouse facility into £1.2bn KABS and £387m WABS revolving warehouses facilities, to support 1st and 2nd charge RMBS issuances (Jan'25)
  - Issued £276.8m 2nd charge residential mortgage backed securitisation, TABS13 (Feb'25)
  - Issued £522.2m CRE5 small balance commercial real estate mortgage-backed securitisation (Mar'25)
  - Completed BABS2 securitisation facility, consisting of a £121.9m pool of residential and commercial purpose loans, including £87.0m of sub-performing loans previously funded within the Senior Borrower Group (Mar'25)
- Awarded 'Specialist RMBS Issuer of the Year' at Global Capital European Securitisation Awards (Mar'25)
- Awarded 'Best Use of AI and Automation Award' at CCA Global Excellence Awards 2025 (Apr'25)

<sup>1</sup> During the current quarter, the Group incurred £6.8m of transformation costs. (Q3 '24 Exceptional items consisted of £2.3m of transformation costs whilst Q2 '25 exceptional items consisted of £7.4m of transformation costs).

<sup>2</sup> There are no exceptional items impacting upon net interest income recorded in the current or comparable prior period

<sup>3</sup> Includes subordinated shareholder loans of £24.4m (Q2 '24: £35.5m, Q2 '25: £23.9m)

<sup>4</sup> Net of gross loans and advances to customers and impairment allowances

### Q3 2024/25 Results Presentation

Together will be presenting its Q3 2024/25 results via audio webcast at **14:00 BST (09:00 EST) today**, for the quarter ended March 31, 2025.

The presentation for analysts and investors is expected to last for approximately 30 minutes, followed by a Q&A.

The slides will be available on the Investor Relations website (<https://investors.togethermoney.com/>) ahead of the presentation.

The live audio webcast for the Q3 24/25 results will be available via the following link:

<https://www.investis-live.com/together/680b9foa800d3800of86fca7/fewfw>

The webcast will also be accessible via a live conference call:

- Access code: 796960
- From the UK: +44 20 3936 2999 / +44 800 358 1035
- [Global Dial-In Numbers](#)

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### About Together

One of the UK's leading non-bank relationship lenders, Together has been making finance work to help our customers realise their ambitions for over 50 years.

A strong, diverse and financially inclusive lender, we support a wide range of underserved customers including the self-employed, those with more complex incomes, in later life or with thin or impaired credit, landlords and SME and business customers. We offer our customers a wide range of flexible lending products including short-term finance, auction finance, residential, buy-to-let and commercial mortgages, secured loans and development finance.

Our expertise in lending means we can look beyond mainstream lending criteria to consider individual circumstances and treat each application on its own merits to help our customers solve problems and realise opportunities.

Together is the trading name of Together Financial Services Limited, which has its registered office address at Lake View, Lakeside, Cheadle, Cheshire SK8 3GW.