



Common sense
lending for over
four decades.

Q3 '21 Results

Investor Presentation

21st May 2021



This presentation is strictly confidential and is being furnished to you solely for your information. It may not be reproduced or redistributed to any other person, and it may not be published, in whole or in part, for any purpose. **By viewing or receiving this presentation, you are agreeing to be bound by the following limitations.**

The information contained in this presentation has been prepared by Together Financial Services Limited (the “Company”) and has not been independently verified and will not be updated. No representation, warranty or undertaking, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained herein and nothing in this Presentation is, or shall be relied upon as, a promise or representation. None of the Company nor any of its affiliates, nor their respective employees, officers, directors, advisers, representatives or agents shall have any liability whatsoever (in negligence or otherwise, whether direct or indirect, in contract, tort or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. This presentation does not purport to be all inclusive, or to contain information that you may need and speaks as of the date hereof. The Company has no obligation of any kind to update this presentation.

This presentation is for information purposes only and is incomplete without reference to, and should be viewed solely in conjunction with, the oral briefing provided by the Company. The information and opinions in this presentation is provided as at the date hereof and subject to change without notice. It is not the intention to provide, and you may not rely on these materials as providing, a complete or comprehensive analysis of the Company’s financial or trading position or prospects.

This presentation does not constitute investment, legal, accounting, regulatory, taxation or other advice and does not take into account your investment objectives or legal, accounting, regulatory, taxation or financial situation or particular needs. You are solely responsible for forming your own opinions and conclusions on such matters and for making your own independent assessment of the Company. You are solely responsible for seeking independent professional advice in relation to the Company. No responsibility or liability is accepted by any person for any of the information or for any action taken by you or any of your officers, employees, agents or associates on the basis of such information.

This presentation contains financial information regarding the businesses and assets of the Company. Such financial information may not have been audited, reviewed or verified by any independent accounting firm. The inclusion of such financial information in this presentation or any related presentation should not be regarded as a representation or warranty by the Company, its affiliates, advisors or representatives or any other person as to the accuracy or completeness of such information’s portrayal of the financial condition or results of operations by the Company and should not be relied upon when making an investment decision. Certain information contained in this presentation is based on management accounts and estimates of the Company and has not been audited or reviewed by the Company’s auditors. Recipients should not place undue reliance on this information. This presentation includes certain non-IFRS financial measures and other metrics which have not been subject to a financial audit for any period.

Certain statements in this presentation are forward-looking. By their nature, forward-looking statements involve a number of risks, uncertainties and assumptions which could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements. These include, among other factors, changing economic, business or other market conditions, pandemics, changing political conditions (including the impact of Brexit), the prospects for growth anticipated by the Company’s management, impact of a downturn in the property market, our ability to accurately identify the credit profile and behaviors of our customers and their changing circumstances, our ability to accurately value properties, our ability to detect and prevent fraud during the loan underwriting process, competition, legislative and regulatory changes, effectiveness of our compliance, Enterprise Risk Management Framework and internal audit functions, exposure to costs of redress, potential regulatory sanctions and fines (including with respect to the outcome of the ongoing internal reviews and FCA dialog relating to potential regulatory breaches discussed herein), litigation, fluctuations of exchange rates, our ability to retain our management and employees, interruption of information processing systems (including cyber-attacks) and other factors disclosed in our Principal Risks section in the Annual Report. These and other factors could adversely affect the outcome and financial effects of the plans and events described herein. The extent to which the Covid-19 pandemic impacts the Company’s results will depend on future developments, which are highly uncertain and cannot be predicted, including new information which may emerge concerning the severity of the Covid-19 pandemic and the actions taken to contain it or treat its impact. Forward-looking statements contained in this presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. The Company does not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward-looking statements, which speak only as of the date of this presentation.

The market and industry data and forecasts included in this presentation were obtained from internal surveys, estimates, experts and studies, where appropriate as well as external market research, publicly available information and industry publications. The Company, its affiliates, directors, officers, advisors and employees have not independently verified the accuracy of any such market and industry data and forecasts and make no representations or warranties in relation thereto. Such data and forecasts are included herein for information purposes only. Accordingly, undue reliance should not be placed on any of the industry or market data contained in this presentation.

This presentation does not constitute or form part of an invitation or offer to any person to underwrite, subscribe for or otherwise acquire any securities (debt or equity) in the Company or any of its affiliates.



Management team participants



**Gary Beckett, Group Managing Director
and Chief Treasury Officer**

Gary is one of the longest serving colleagues at Together, joining in 1994. He has overseen much of the organic growth of the Group, undertaking a number of roles within the Finance, Operations and Risk functions. Group CFO between 2001 and Feb. 2018, Gary contributed to the strategic development of the Group, with specific responsibility for financial reporting, taxation and treasury. In Mar. 2018 he became Group Managing Director and Chief Treasury Officer, continuing to oversee Treasury and IR and also supporting the Group CEO in developing and implementing the Group's strategy. Gary created the group structure in 1996, led the original private equity buy in during 2006 and buy out in 2016, and arranged the Group's inaugural RCF Syndication, Securitisation Programme, RMBS, Senior Note and PIK Toggle Note issuance. Gary is a qualified Chartered Accountant



Mike Davies, Director of Corporate Affairs

Mike joined Together in 2017 to lead the Group's Corporate / External Affairs team. He is responsible for Together's reputation and IR programmes and has played a key role in several Senior Secured Notes and RMBS issuances. He was previously Managing Partner of Financial Services at international communications consultancy, Instinctif Partners. Earlier in his career, Mike was a Senior Director at multinational PR firm, Bell Pottinger, led investor relations at FTSE 100 companies 3i Group, The Rank Group and Invensys and was an investment banker at HSBC. Mike is a qualified Chartered Accountant.

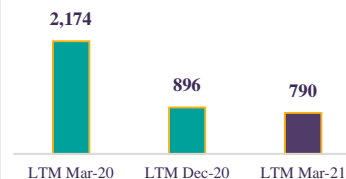
Agenda

- 1 Key highlights
- 2 Loan book performance
- 3 Funding update
- 4 Financial review
- 5 Shaping our Business for the Future
- 6 Summary and Outlook
- 7 Q&A
- 8 Appendix

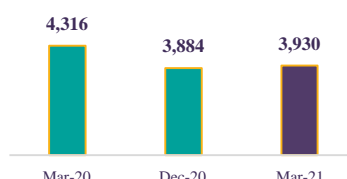


Key highlights

Originations £m



Loan book £m

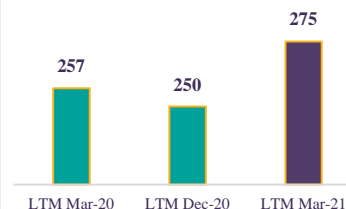


Loan book WA LTV %

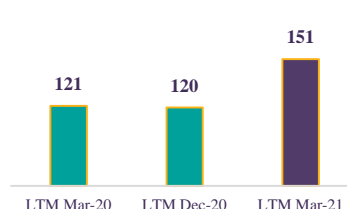
52.6 %

31 Dec '20: 52.2%; 31 Mar '20: 53.9%

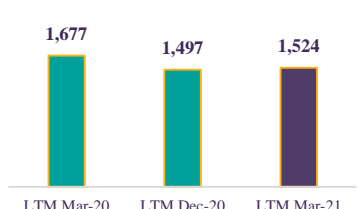
Underlying EBITDA⁽¹⁾⁽³⁾ £m



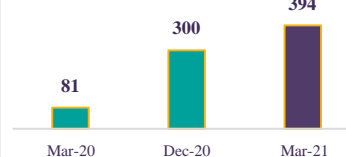
Underlying PBT⁽¹⁾⁽²⁾⁽³⁾ £m



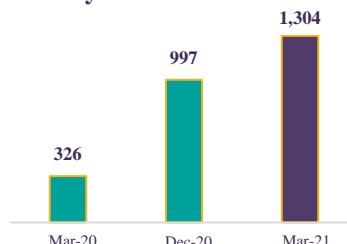
Cash Receipts £m



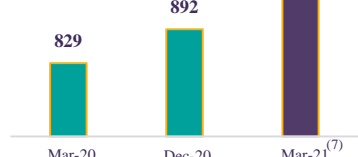
Immediately Accessible Liquidity⁽⁴⁾ £m



Facility Headroom⁽⁵⁾ £m



Shareholder Funds £m



Strong Q3 '21 performance across all metrics

- Return to loan book growth, Q3 '20 £3.9bn
- Continued growth in new lending levels
 - Average monthly originations £125.4m up 68.5% from £74.4m in Q2 '21 (Q3 '20: £160.8m)
 - Apr '21: remained broadly consistent at £120.9m
- Increased profitability and robust cash generation
 - Underlying PBT⁽¹⁾⁽²⁾⁽³⁾ £44.0m up 15.0% from Q2 '21 and 234% from Q3 '20
 - £0.0m⁽⁶⁾ impairment charge: down from £6.1m in Q2 '21 (Q3 '20: £40.1m)
 - Consolidated group cash receipts £419.4m, down 2.0% from Q2 '21 and up 7.0% from Q3 '20
- Further strengthened funding and liquidity positions
 - Jan '21: issued £500m Senior Secured Notes (upsized from £450m) due 2027
 - Mar '21: issued £200m commercial real estate MBS
 - Mar '21 Facility headroom⁽⁵⁾: £1,303.8m
 - Mar '21 Immediately accessible liquidity⁽⁴⁾: £394.3m

(1) Underlying EBITDA and PBT adjusted to exclude exceptional customer provisions (LTM Mar-20: £14.4m; LTM Dec-20: £1.8m; LTM Mar-21: £(0.3)m release; Q3 '20: £0.4m; Q2 '21: £(1.4)m release; Q3 '21: £(1.8)m release)

(2) Underlying PBT adjusted to exclude exceptional costs in respect of refinancing of SSNs (LTM Mar-20: £6.7m; LTM Dec-20: £6.7m; LTM Mar-21: £5.9m; Q3 '20: £6.7m; Q3 '21: £5.9m)

(3) Underlying EBITDA and PBT adjusted to exclude exceptional redundancy costs (LTM Dec-20 £1.8m; LTM Mar-21: £1.9m; Q2 '21: £0.3m; Q3 '21: £0.1m)

(4) Includes Borrower Group unrestricted cash, undrawn commitments under the RCF and cash available from securitisations through sale of existing eligible assets and takes into account the gearing constraints under our SSN indentures and RCF

(5) Represents undrawn amounts on existing facilities incl. private securitisations and RCF through sale of existing and origination of new eligible assets

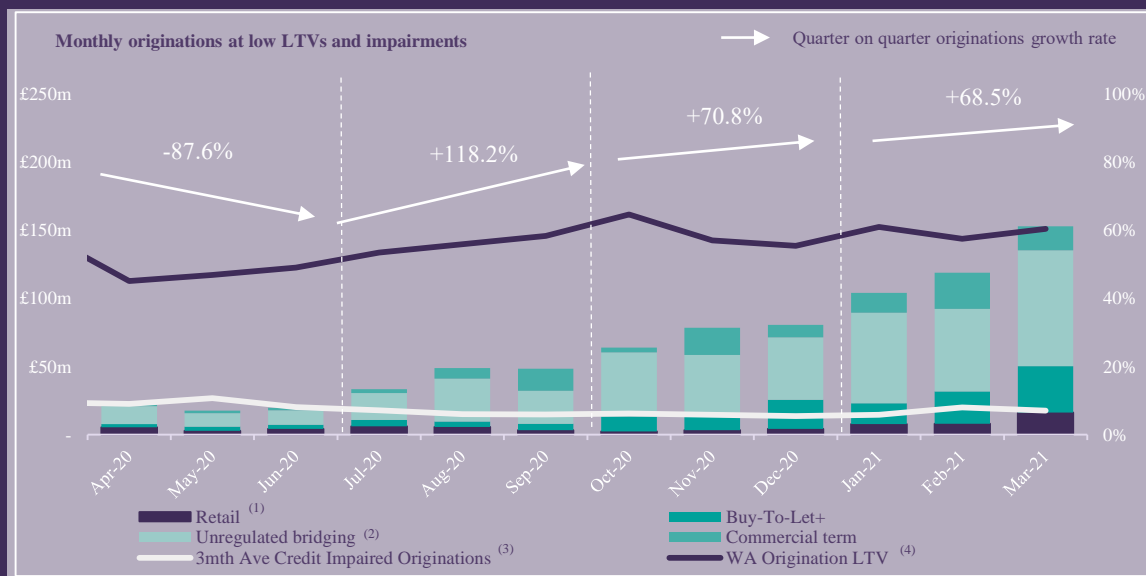
(6) Impairment charge for Q3 '21 was £27,300

(7) Shareholder Funds stated after declaration of dividend of £26.4m in Mar'21 paid Apr'21

Agenda

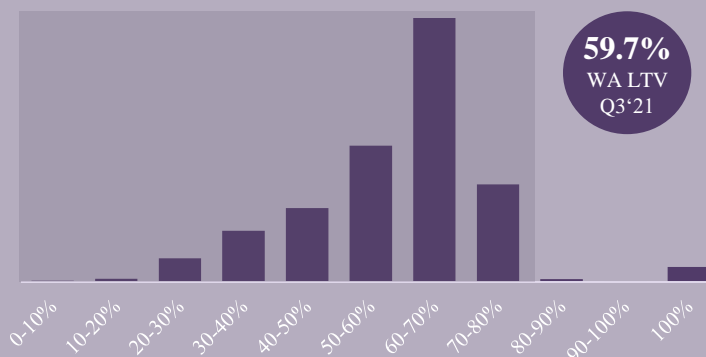
- 1 Key highlights
- 2 **Loan book performance**
- 3 Funding update
- 4 Financial review
- 5 Shaping our Business for the Future
- 6 Summary and Outlook
- 7 Q&A
- 8 Appendix

Prudently increasing lending volumes with conservative LTVs



Focus on Q3 '21 Originations

97.3% of originations < 80% LTV



Cautiously increasing lending volumes

- Originations of £376m, up 68.5% on Q2 '21 of £223m (Q3 '20 £483m). Remained consistent at £120.9m in Apr '21
- Q3 '21 new business nominal rate decreased to 8.0% (Q3 '20: 7.5%; Q2 '21: 8.4%) partly reflecting an increasing shift to pre-pandemic product split, having been focusing on selective higher yield products during the pandemic
- Robust credit quality maintained
 - Weighted average origination LTVs remain very conservative at 59.7% (Q3 '20: 58.0%; Q2 '21: 58.5%)
 - Credit impaired originations⁽³⁾ remain low, with recent vintage arrears showing no deterioration in quality.

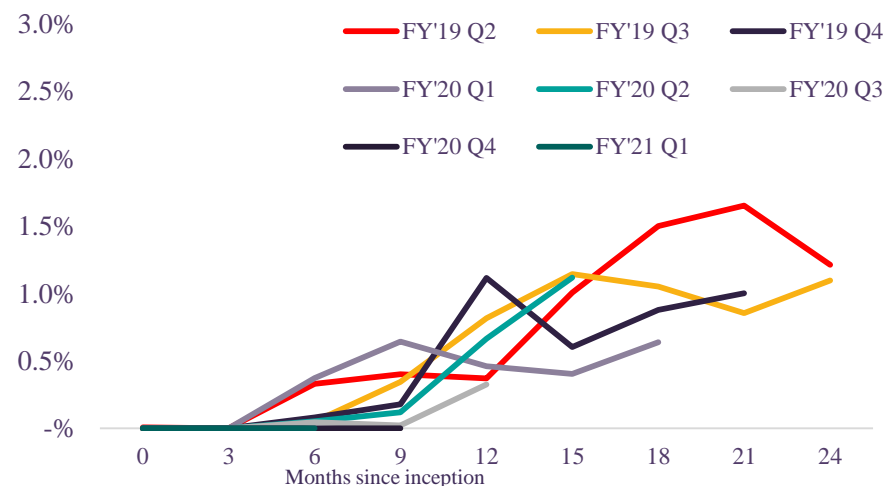
(1) Includes CBTL and Regulated Bridge accounting for £4.1m and £3.6m of Q3 '21 originations compared to £7.7m and £27.1m, respectively, in Q3 '20

(2) Includes development loans

(3) 3-month rolling average of credit impaired customers as % of total new business written, using FCA definition of 'credit impaired'

Robust recent vintage performance⁽⁵⁾

(>3m arrears by quarterly vintage)



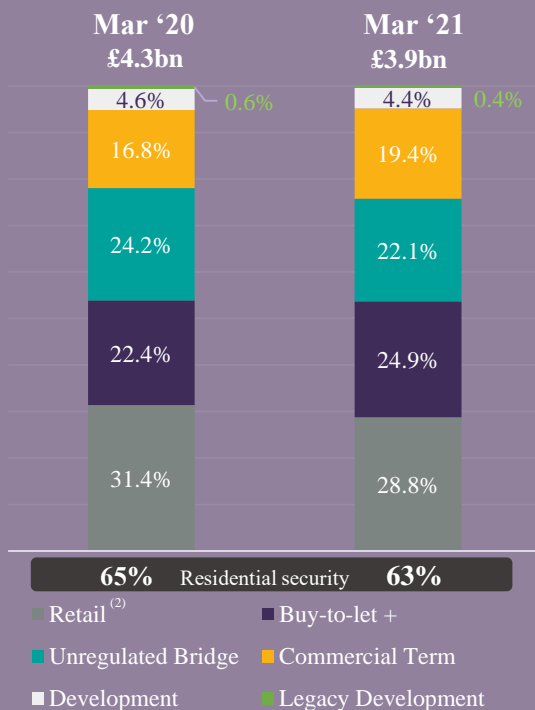
(4) This analysis is prepared on a loan-by-loan basis, and as such does not take into account any cross-charges which provide additional security

(5) Origination balance of loans > 3months arrears divided by the total originated in the quarter



High quality diversified portfolio focused on affordability and low LTVs⁽¹⁾

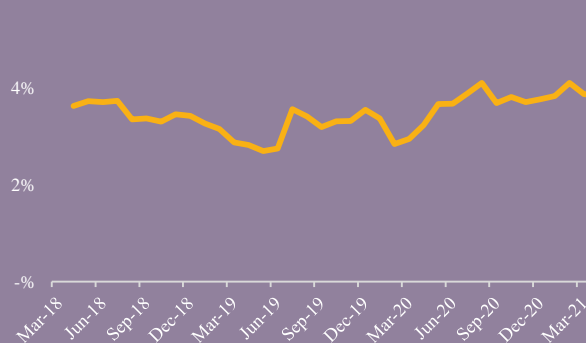
Loan book comparison



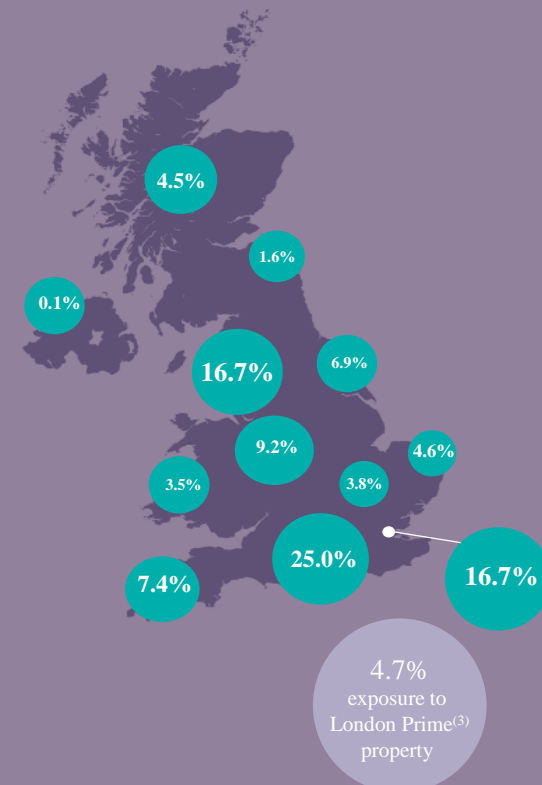
Diversified and conservative loan book profile

Total Loan Book (As at 31 Mar '21)	Avg. Loan Size (£k)	WA Indexed LTV	% Loans > 80% WAILTV
Retail	59.9	47.6%	0.1%
Buy-to-let +	112.1	56.3%	1.0%
Unregulated Bridge	316.5	55.3%	4.6%
Commercial Term	204.5	50.1%	0.4%
Development ⁽⁴⁾	1,017.3	59.9%	13.3%
Total	114.6 Mar'20: 113.2	52.6% Mar'20: 53.9%	2.0% Mar'20: 2.3%

> 3 Month Arrears⁽⁵⁾



Loan book diversified across geography (As at 31 Mar '21)



(1) Loan book analysis for core operating subsidiaries is presented after loss allowances

(2) Incl. CBTL and Regulated Bridge, accounting for £70.1m and £49.9m as at Mar '21 compared to £81.3 m and £153.3 m at Mar '20

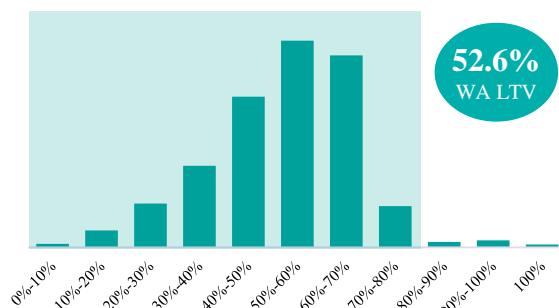
(3) As defined by the Courtis London Prime Index – residential property only

(4) LTV of development loans based on origination advance plus further advances divided by valuation at origination plus further advances

(5) Loans in arrears > 3 months (incl. performing or non performing arrears) as % of total loan book excl. development loans, repossession, loans past term and non-serviced loans

Low LTVs provide significant downside protection⁽¹⁾

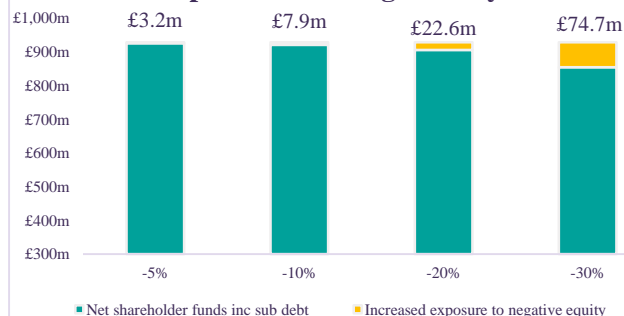
Conservative Loan Book LTVs



LTVs remain conservative at 52.6 %

- Weighted average indexed LTV of loan portfolio of 52.6 % (Borrower Group: 55.1%)
- Percentage of loans with indexed LTV of > 80% is 2.0% (Borrower Group: 5.4%)

Estimated impact of declining security valuations

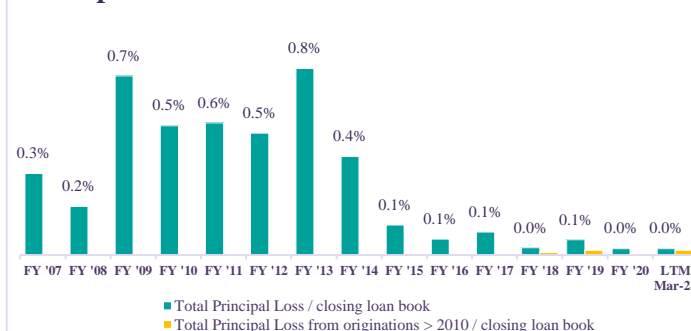


- Additional Group exposure to negative equity from falls in property values is:
10% = £7.9m; 20% = £22.6m and 30% = £74.7m
- Additional Borrower Group exposure to negative equity from falls in property values is:
10% = £7.8m; 20% = £22.1m and 30% = £61.4m

Loans in negative equity

- Group had negative equity exposure of £24.5 m (attached to 0.6 % of total loans, by value)
- Compared to £111.7 m of IFRS9 impairment allowances for the total loan portfolio

Principal Loss Ratio⁽¹⁾⁽²⁾



- Only 0.8% during financial crisis, reducing to 0.1% in recent years
- Loss ratios consistently below 0.02% since we tightened underwriting policies in 2010.

Downside scenario analysis - IFRS9

- 100% severe downside would increase impairment allowances by £147.9m compared to LTM Profit before impairment charge of £186.4m

Scenarios	March 2021		March 2020		December 2020	
	Probability of the scenario	Unweighted ECL	Probability of the scenario	Unweighted ECL	Probability of the scenario	Unweighted ECL
Upside	10%	48.8	10%	52.4	10%	66.6
Mild upside	10%	57.7	10%	59.3	10%	74.9
Base case	50%	82.7	50%	73.9	50%	97.8
Stagnation	10%	149.5	10%	104.9	10%	162.5
Downside	10%	187.8	10%	206.8	10%	202.0
Severe Downside	10%	259.6	10%	264.7	10%	279.8
Weighted Average		111.7		105.7		127.5

(1) FY'19, FY'20 and LTM Mar-21 figures and KPIs are presented on an IFRS 9 basis. Prior year figures and KPIs are presented on an IAS 39 basis

(2) Principal losses = total principal advances + 3rd party costs (i.e. foreclosure costs) less total receipts

Agenda

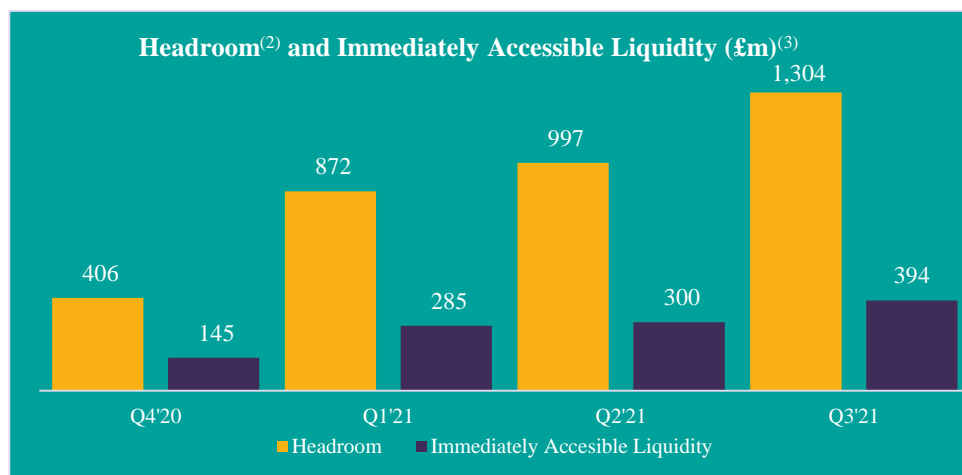
- 1 Key highlights
- 2 Loan book performance
- 3 Funding update**
- 4 Financial review
- 5 Shaping our Business for the Future
- 6 Summary and Outlook
- 7 Q&A
- 8 Appendix



Funding update

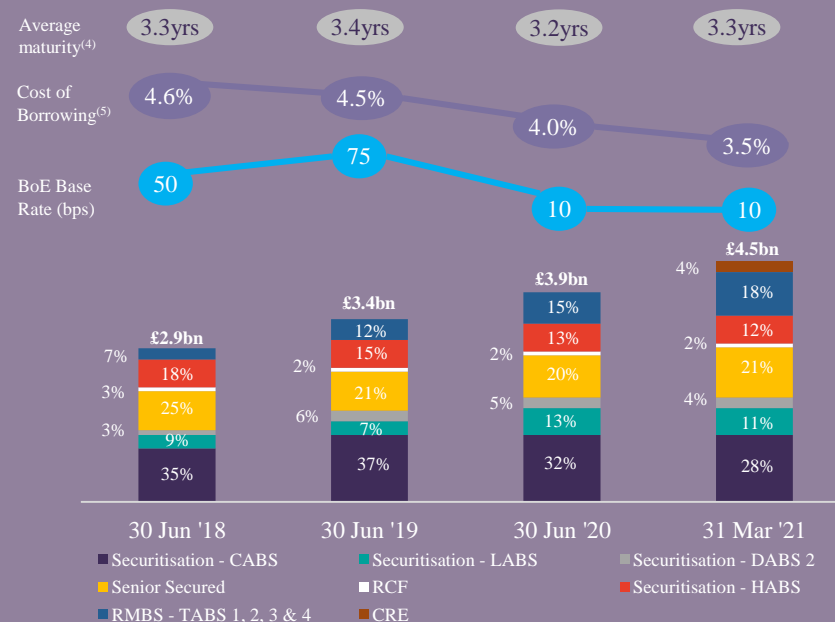
Increased funding diversity, headroom and liquidity

- Jan'21: issued £500m Senior Secured Notes (upsized from £450m) due 2027
- Mar'21: issued £200m commercial real estate MBS.
- Facility headroom⁽²⁾ increased to £1,303.8m at 31 Mar
 - 31 Dec: £997m; 30 Sep: £872m
- Average facility maturity of 3.3 years
 - Earliest maturity: HABS Jun '22 representing 12%⁽¹⁾ of facilities.
- Accessible liquidity⁽³⁾ £394.3m at 31 Mar
 - 31 Dec: £299.8m 30 Sep: £284.6m
 - Further liquidity available on origination of new eligible assets
- Remain conservatively geared – Group: 75.8%; SBG 58.5%
- Significant shareholder funding – Group: £900.8m; SBG £572.5m
- S&P rating of Together Financial Services enhanced to 'Stable', from 'Negative Outlook'

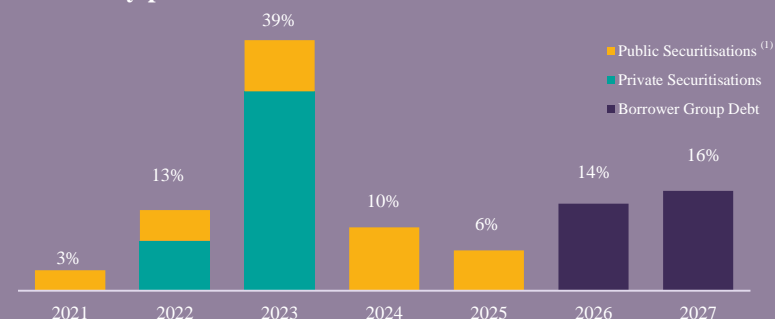


- (1) Based on total facility size. For TABS 1,2,3,4 and CRE based on amortising balance.
 (2) Represents undrawn amounts on existing facilities incl. private securitisations and RCF through sale of existing and origination of new eligible assets. Does not include unrestricted cash.
 (3) Includes Borrower Group unrestricted cash, undrawn commitments under the RCF and cash available from securitisations through sale of existing eligible assets and takes into account the gearing constraints under our SSN indentures and RCF

Diversified funding base as at 31 March 2021⁽¹⁾



Debt maturity profile⁽⁴⁾



- (4) Based on drawn balances at 31 March 2021
 (5) Cost of Borrowing is calculated as total interest payable on an LTM basis (excluding interest on subordinated debt) divided by opening and closing gross debt. Total interest payable includes core interest, non-utilisation fees and fee amortisation. 30 Jun'20 adjusted for exceptional interest payable of £6.7m, 31 Mar '21 adjusted for exceptional interest payable of £5.9m

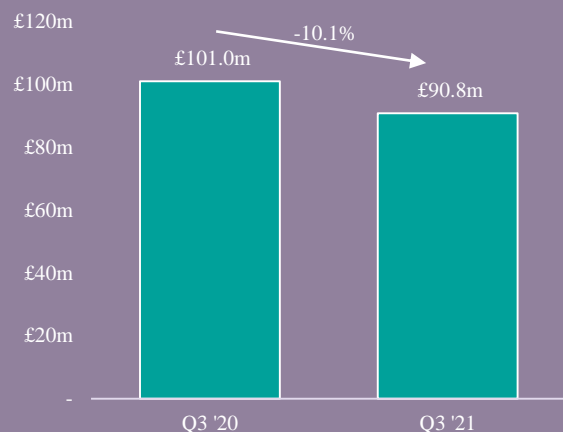
Agenda

- 1 Key highlights
- 2 Loan book performance
- 3 Funding update
- 4 Financial review**
- 5 Shaping our Business for the Future
- 6 Summary and Outlook
- 7 Q&A
- 8 Appendix

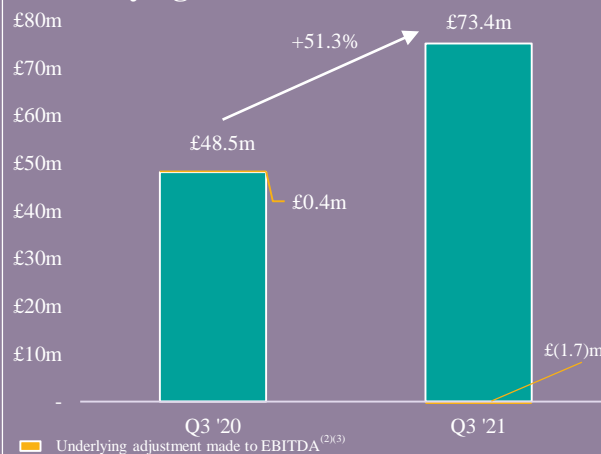


Income, EBITDA and PBT

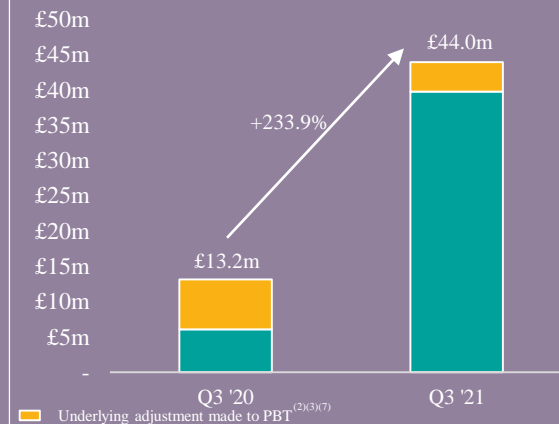
Income⁽¹⁾



Underlying EBITDA



Underlying PBT



Income & expenditure			
Income ⁽¹⁾ £m	101.0	93.6	90.8
Underlying Interest Payable ⁽⁷⁾ £m	33.9	29.2	28.2
Underlying NIM ⁽⁴⁾⁽⁷⁾	6.4%	6.6%	6.3%
Impairment Charge £m	40.1	6.1	0.0⁽⁸⁾
Cost of Risk ⁽⁵⁾	1.4%	1.9%	0.9%
Underlying Cost / Income Ratio ⁽⁶⁾	29.9%	27.3%	29.7%
Underlying EBITDA ⁽²⁾⁽³⁾ £m	48.5	68.8	73.4
Underlying PBT ⁽²⁾⁽³⁾⁽⁷⁾ £m	13.2	38.2	44.0
EBITDA £m	48.1	69.9	75.1
PBT £m	6.1	39.3	39.8
Underlying Return on Equity ⁽⁹⁾	14.7%	12.2%	14.8%

Q3 '20	Q2 '21	Q3 '21
101.0	93.6	90.8
33.9	29.2	28.2
6.4%	6.6%	6.3%
40.1	6.1	0.0⁽⁸⁾
1.4%	1.9%	0.9%
29.9%	27.3%	29.7%
48.5	68.8	73.4
13.2	38.2	44.0
48.1	69.9	75.1
6.1	39.3	39.8
14.7%	12.2%	14.8%

- Income decreased by 10.1% to £90.8m (Q3 '20: £101.0m) in line with loan book reduction
- Underlying NIM remains attractive at 6.3%, a reduction of 0.1% YoY (Q3 '20: 6.4%)
- Impairment charge reduced to £0.0m⁽⁸⁾ from £6.1m in the previous quarter
- LTM cost of risk has decreased to 0.9%, a reduction of 1.0% from Q2 '21
- Underlying cost / income ratio⁽⁶⁾ reduced YoY to 29.7% (Q3 '20: 29.9%) due to careful management of costs
- Underlying PBT⁽²⁾⁽³⁾⁽⁷⁾ £44.0m in Q3 '21 up from £13.2m in Q3 '20 and £38.2m in Q2 '21.
- PBT in Q3 '21 of £39.8 m including a release of £1.8m customer provisions, £5.9m of Senior Secured Note refinancing costs, and £0.1m of exceptional redundancy costs

(1) Includes fees & commission receivables

(2) Q3 '20, Q2 '21 and Q3 '21 EBITDA, PBT and related metrics adjusted for of exceptional customer provisions recognised in the quarter (£0.4m, £(1.4)m release, and £(1.8)m release respectively)

(3) Q2 '21 and Q3 '21 EBITDA, PBT and related metrics adjusted for £0.3m and £0.1m of exceptional redundancy costs respectively

(4) Calculated as rolling 12 month net interest income / average opening and closing loan assets

(5) Based on rolling 12 months impairment charge / average of net loan book

(6) Rolling 12 months operating expenses excluding impairment, financing costs, and tax / rolling 12 months net operating income.

(7) Q3 '20, and Q3 '21 PBT and related metrics adjusted for the £6.7m and £5.9m (respectively) of exceptional costs in respect of refinancing of the Senior Secured Notes

(8) Impairment charge for Q3 '21 was £27,300

(9) Underlying Return on Equity figures calculated on an LTM basis and adjusted for exceptional redundancy costs, exceptional costs in respect of refinancing the SSN, and exceptional customer provisions: LTM Mar '20: £21.1m; LTM Dec '21: £10.3m; LTM Mar '21: £7.4m



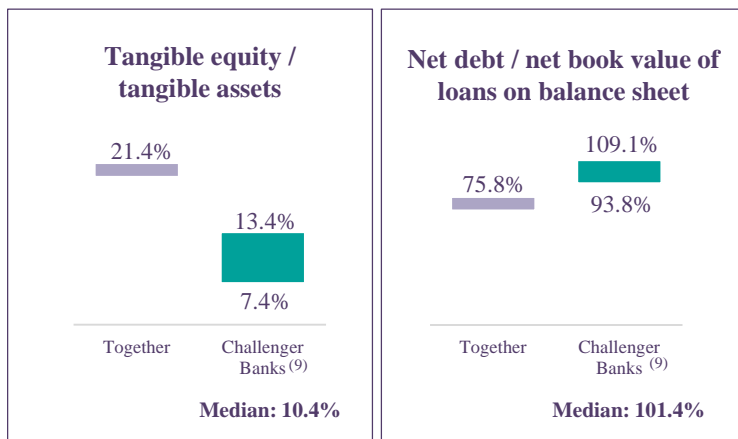
Strong balance sheet and credit metrics

Strong credit metrics

- £3.9bn diversified secured loan book with very conservative LTVs
- Robust credit criteria with in house origination and servicing
- Prudent capitalisation and very conservative gearing relative to peers
- Strong underlying asset cover of 39.9% at Group and 32.3% at Borrower Group
- Improving credit metrics

		Consolidated Group			Senior Borrower Group		
		Q3'20	Q2'21	Q3'21	Q3'20	Q2'21	Q3'21
Balance sheet / asset quality	Net loan book (£m)	4,315.9	3,883.8	3,930.1	1,166.4	1,193.4	1,432.9
	Shareholder funds (£m) ⁽¹⁾	829.2	892.1	900.8	382.7	503.9	572.5
	Weighted average indexed LTV of portfolio	53.9%	52.2%	52.6%	55.9%	54.6%	55.1%

Peer comparison



Key credit metrics	Underlying EBITDA (£m) ⁽²⁾	48.5	68.8	73.4	29.1	53.3	59.3
	Gearing ⁽¹⁾⁽⁴⁾⁽⁵⁾	80.5%	75.9%	75.8%	68.1%	56.0%	58.5%
	Underlying asset cover ⁽¹⁾⁽⁴⁾⁽⁶⁾	43.4%	39.7%	39.9%	38.0%	30.6%	32.3%
	Net debt : Underlying EBITDA ⁽¹⁾⁽⁷⁾	13.5x	11.8x	10.8x	4.3x	3.7x	4.0x
	Gross debt : shareholder funds ⁽¹⁾	4.4x	3.6x	3.6x	2.1x	1.6x	1.6x
	Underlying interest cover ⁽²⁾⁽³⁾⁽⁸⁾	2.0x	2.0x	2.3x	4.1x	4.2x	4.9x
	Tangible equity ⁽¹⁾ / tangible assets	18.3%	21.2%	21.4%	n/a	n/a	n/a

(1) Subordinated shareholder loans and notes treated as equity

(2) Q3 '20 EBITDA and related metrics adjusted for £0.4m exceptional customer provisions, Q3 '21 EBITDA and related metrics adjusted for £(1.8)m release of exceptional customer provisions and £0.1m of exceptional redundancy costs, and Q2'21 EBITDA and related metrics adjusted for £(1.4)m release of exceptional customer provisions and £0.4m exceptional redundancy costs

(3) Q3 '20 and Q3 '21 interest cover adjusted for £6.7m and £5.9m respectively, of costs in respect of refinancing of SSN

(4) Ratio of net borrowings to the value of net loans and advances to customers of consolidated Group and Senior Borrower Group ('SBG')

(5) Excludes lease liability classified as borrowings on adoption of IFRS16

(6) Ratio of net borrowings to the value of underlying security valuation of consolidated Group and SBG, respectively

(7) Underlying LTM basis adjusted for exceptional items LTM Mar '20: £14.4m of exceptional customer provisions; LTM Jun '21: £1.8m of exceptional redundancy costs and £1.8m of exceptional customer provisions; LTM Mar '21: £1.9m of exceptional redundancy costs and £(0.3)m release of exceptional customer provisions.

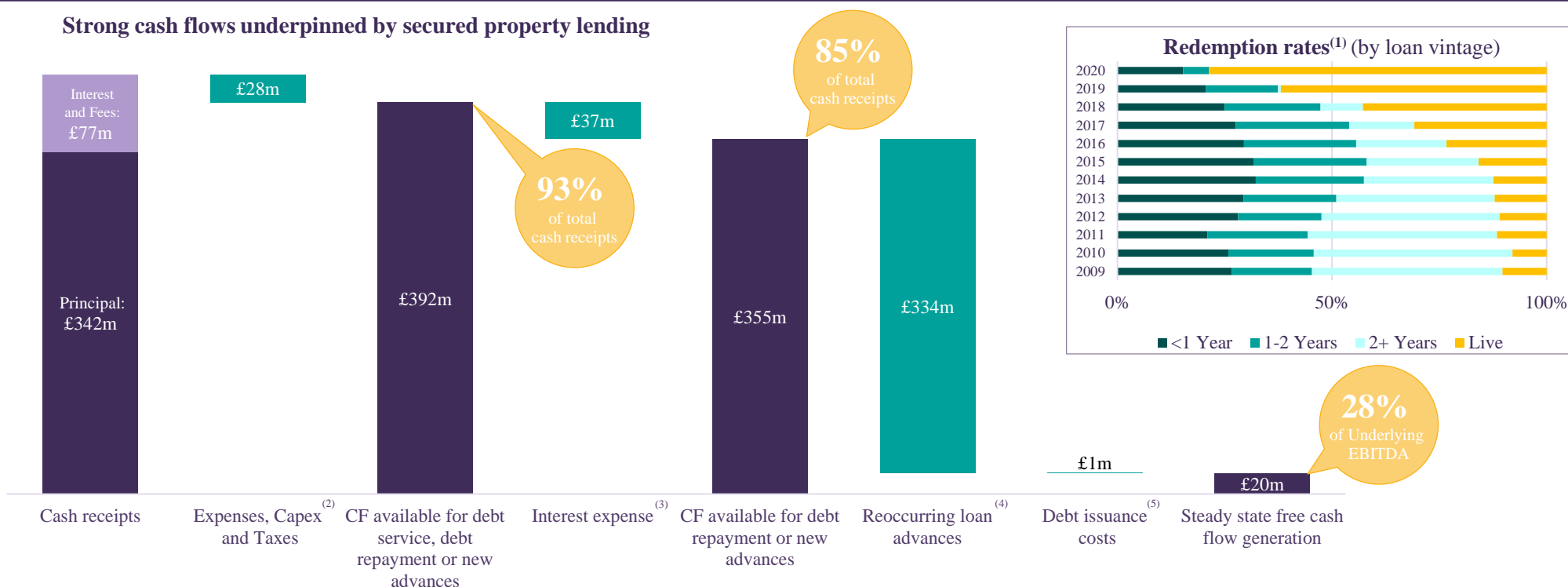
(8) SBG represents SBG EBITDA (EBITDA minus the interest from non-SBG facilities) divided by cash interest payable on senior secured notes and RCF on an underlying LTM basis

(9) Challenger Banks: Close Brothers, One Savings Bank, Paragon, Secure Trust and Shawbrook. Data based upon latest available public figures as at 19th May 2021



Cash generation and cash flow

Strong cash flows underpinned by secured property lending



	Consolidated group	
	Q3 '20	Q3 '21
Interest and Fees	£83m	£77m
Principal	£309m	£342m
Cash receipts	£392m	£419m
Cash receipts as % of avg. net loan book	37%	43%
Cash available for debt service, debt repayment or new advances	£366m	£392m
Steady state cash flow	£32m	£20m

- Consolidated group cash receipts of £419.4m, up from £392.0m in Q3 '20, down from £431m in Q2 '21
 - Represents 43% of average loan assets on an annualised basis (Q3 '20: 37%)
- Cash available for debt service, debt repayment or new advances of £391.9m (Q3 '20: £365.8m), cash available for debt repayment or new advances (after interest serviced) of £355.1m (Q3 '20 £325.0m)
- Interest cover of 2.3x on a consolidated basis and 4.9x at the Borrower Group level. Much higher on cash basis.

(1) Based on calendar year
 (2) Expenses principally represents staff costs and overheads as well as new business costs
 (3) Adjusted for bond issuance costs of £5.4m in Q3 '21

(4) Reoccurring loan advances are loan advances required to maintain the size of the gross loan book at the beginning of period
 Calculated as loans originated in the last twelve months less growth in loans & advances over the last twelve months
 (5) Debt issuance costs adjusted proportionately to reflect costs associated with reoccurring loan advances only.

Agenda

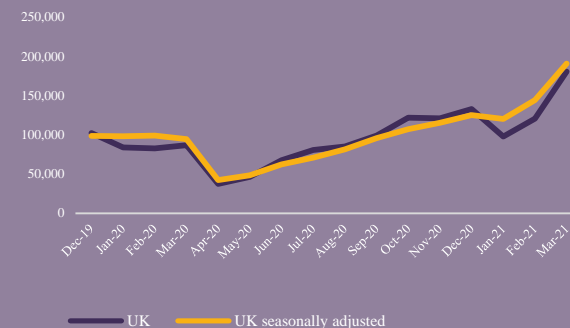
- 1 Key highlights
- 2 Loan book performance
- 3 Funding update
- 4 Financial review
- 5 Shaping our Business for the Future**
- 6 Summary and Outlook
- 7 Q&A
- 8 Appendix



Transaction volumes and product availability continue to improve with specialist lenders well positioned to benefit from dislocation caused by Covid-19

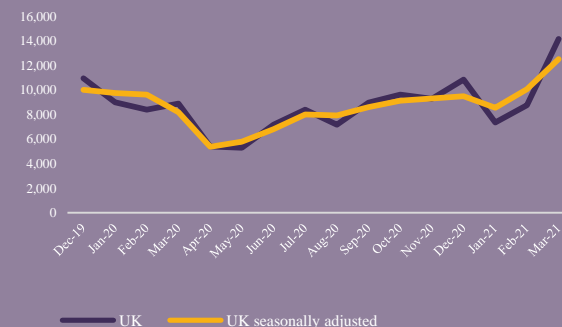
- Mortgage product availability increased to c.70% of pre-pandemic levels
 - Criteria returned to pre-Covid levels with many lenders displaying healthy growth appetites, albeit from reduced product sets
 - Upward trend in H1 '21 as vaccination rollout supports wider economic recovery, with improving customer confidence expected to support growth in H2 '21
 - BoE forecasting 7.25% GDP growth in 2021⁽¹⁾
- Savills predicting 5 year house price growth of 21% and UK rental growth of 17% ⁽²⁾
- UK Residential and BTL markets remain buoyant ahead of end of stamp duty holiday
 - Mar '21: residential property purchases lending up 102% and BTL property purchases lending up 53% y-o-y ⁽³⁾
 - Lockdown behaviours driving demand for larger and more rural properties, and investment properties continuing to offer higher yields than other investments types
- Second charge market continues to show steady recovery, with month-on-month growth to 90% of pre-Covid levels by Mar '21 ⁽⁴⁾
- Buoyant bridging market offering good opportunities
 - Service and surety of funding remain prime differentiators
- Commercial market remains more subdued, although good opportunities available for flexible and experienced lenders, particularly in logistics and warehousing
- Customer knowledge, underwriting expertise and funding diversity mean specialist lenders, like Together, well positioned to take advantage of opportunities

Residential property transactions completed in the UK with value of £40k or above by month



Source: HMRC data ³

Non-residential property transactions completed in the UK with value of £40k or above by month



Source: HMRC data ³

(1) Bank of England Monetary Policy Report – 5 May '21
(2) Savills 2021 forecasts for UK house prices – based on Oxford Economics data – updated 9 March 2021

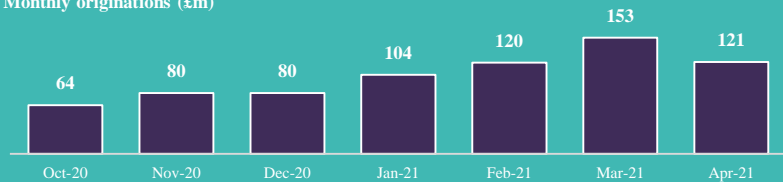
(3) HMRC data – provisional non-seasonally-adjusted (Dec '20: UK residential transaction 180,690 non-residential transaction 14,160)
(4) FLA data



Supporting our customers

- Mortgage payment deferrals ('MPDs') to c.7,900 customers
 - 98% of MPDs now matured (SBG: 99%) of which 93.2% resumed payments
 - WA LTV of MPDs 49.4%; no loans with LTV > 80%
- Continuing to increase new lending towards pre-Covid levels

Monthly originations (£m)



Modernising & transforming our platform

- Progressed modernisation projects to streamline application journeys, improve user experience and increase operational efficiency
 - Improved pipeline management principles and product launch and withdrawal processes to improve broker portal usability and performance
 - Introduced eligibility screening to allow direct customers to see if they meet our criteria in under a minute, leading to higher quality leads for sales teams, increasing conversion and efficiency
- Launched several key transformation projects
 - Project to deliver core infrastructure to support a digital customer service portal providing customers with optionality in how they communicate with Together including self-service capability
 - Agreed customer journey and experience and produced high-fidelity prototype for development of channel agnostic core system for all products and sales channels
 - Launched project to introduce improved Treasury Management system

ESG update

- Longstanding commitment to local communities and charities through award-winning 'Let's Make it Count' programme
 - Covering environmental sustainability, charitable fundraising, local community outreach, supporting young entrepreneurs, mentoring future talent and inspiring young imaginations
- Active colleague development and wellbeing programmes
 - Encompassing mental health awareness and wellbeing, diversity & inclusion and learning and development
- Commenced project to formalise ESG strategy

Expanding our talent pool

- Key senior colleague hires including
 - Jan: COO, Personal Finance – Andy Wicken
 - Feb: IT Director – Tom Pirrie
 - Apr: COO, Commercial Finance – Darren Clarke

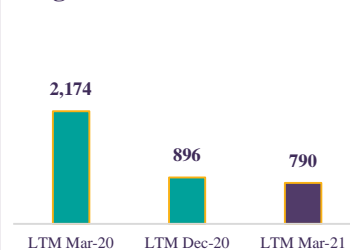
Agenda

- 1 Key highlights
- 2 Loan book performance
- 3 Funding update
- 4 Financial review
- 5 Shaping our Business for the Future
- 6 Summary and Outlook**
- 7 Q&A
- 8 Appendix

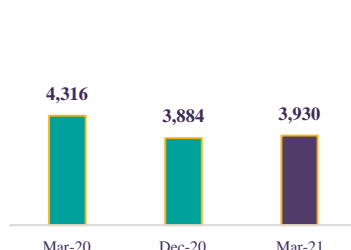


Summary and Outlook

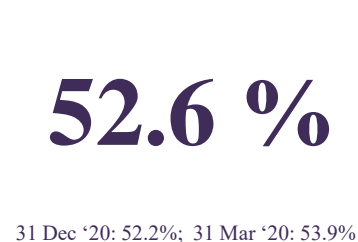
Originations £m



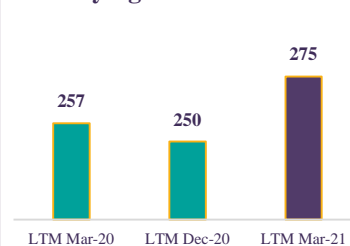
Loan book £m



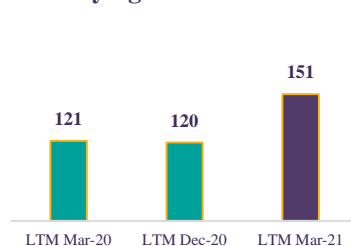
Loan book WA LTV %



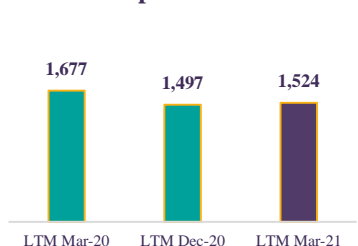
Underlying EBITDA⁽¹⁾⁽³⁾ £m



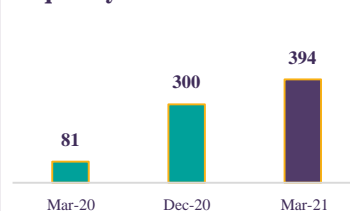
Underlying PBT⁽¹⁾⁽²⁾⁽³⁾ £m



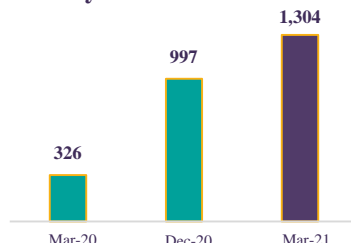
Cash Receipts £m



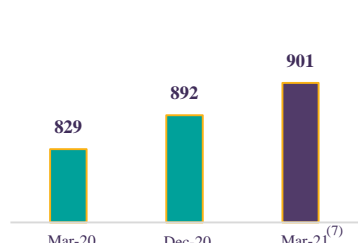
Immediately Accessible Liquidity⁽⁴⁾ £m



Facility Headroom⁽⁵⁾ £m



Shareholder Funds £m



Strong Q3 '21 performance across all metrics

- Return to loan book growth, first time since Q3 '20 to £3.9bn
- Continued growth in new lending levels
 - Average monthly originations £125.4m up 68.5% from £74.4m in Q2 '21 (Q3 '20: £160.8m)
 - Apr '21: remained broadly consistent at £120.9m
- Increased profitability and robust cash generation
 - Underlying PBT⁽¹⁾⁽²⁾⁽³⁾ £44.0m up 15.0% from Q2 '21 and 234% from Q3 '20
 - £0.0m⁽⁶⁾ impairment charge: down from £6.1m in Q2 '21 (Q3 '20: £40.1m)
 - Consolidated group cash receipts £419.4m, down 2.0% from Q2 '21 and up 7.0% from Q3 '20
- Further strengthened funding and liquidity positions
 - Jan '21: issued £500m Senior Secured Notes (upsized from £450m) due 2027
 - Mar '21: issued £200m commercial real estate MBS
 - Mar '21 Facility headroom⁽⁵⁾: £1,303.8m
 - Mar '21 Immediately accessible liquidity⁽⁴⁾: £394.3m

Outlook

- UK economy expected to be dampened in H1 '21 with relatively strong growth forecast in H2 '21
- Together well placed to support increasing numbers of customers and to play our part in the UK's economic recovery

(1) Underlying EBITDA and PBT adjusted to exclude exceptional customer provisions (LTM Mar-20: £14.4m; LTM Dec-20: £1.8m; LTM Mar-21: £0.3)m release. Q3 '20: £0.4m; Q2 '21: £(1.4)m release; Q3 '21: £(1.8)m release)

(2) Underlying PBT adjusted to exclude exceptional costs in respect of refinancing of SSNs (LTM Mar-20: £6.7m; LTM Dec-20: £6.7m; LTM Mar-21: £5.9m; Q3 '20: £6.7m; Q3 '21: £5.9m)

(3) Underlying EBITDA and PBT adjusted to exclude exceptional redundancy costs (LTM Dec-20 £1.8m; LTM Mar-21: £1.9m; Q2 '21: £0.3m; Q3 '21: £0.1m)

(4) Includes Borrower Group unrestricted cash, undrawn commitments under the RCF and cash available from securitisations through sale of existing eligible assets and takes into account the gearing constraints under our SSN indentures and RCF

(5) Represents undrawn amounts on existing facilities incl. private securitisations and RCF through sale of existing and origination of new eligible assets

(6) Impairment charge for Q3 '21 was £27,300

(7) Shareholder Funds stated after declaration of dividend of £26.4m in Mar'21 paid Apr'21

Agenda

- 1 Key highlights
- 2 Loan book performance
- 3 Funding update
- 4 Financial review
- 5 Shaping our Business for the Future
- 6 Summary and Outlook
- 7 Q&A
- 8 Appendix



Q&A session

Agenda

- 1 Key highlights
- 2 Loan book performance
- 3 Funding update
- 4 Financial review
- 5 Shaping our Business for the Future
- 6 Summary and Outlook
- 7 Q&A
- 8 Appendix



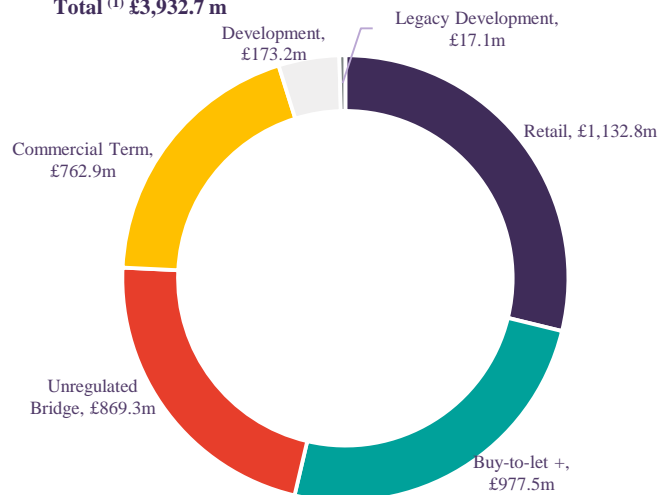
Appendix: additional information



Diversified loan book – consolidated group ⁽¹⁾⁽²⁾

Loan portfolio breakdown by loan purpose

Total ⁽¹⁾ £3,932.7 m



63% secured on residential security

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
Retail	59.9	6.7%	47.6%
Commercial	171.7	8.2%	54.2%
Development	1,017.3	9.7%	59.9%
Total	114.6	7.8%	52.6%

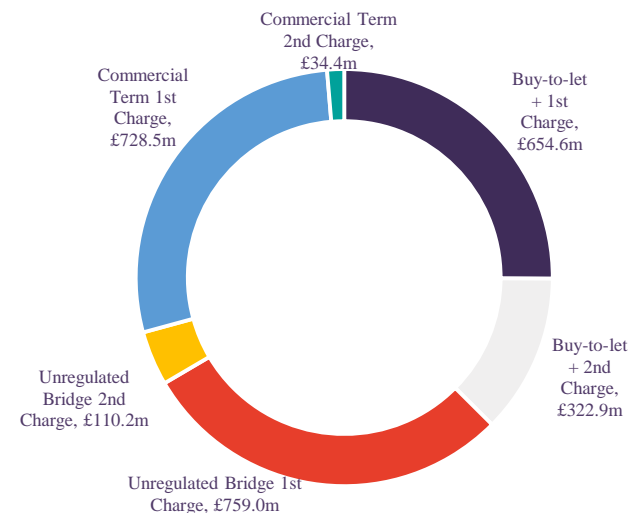
Retail loan book breakdown



100% secured on residential security

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
1 st Charge	95.0	5.9%	45.1%
2 nd Charge	40.8	7.8%	50.8% ⁽⁴⁾

Commercial loan book breakdown ⁽³⁾



49% secured on residential security

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
Buy-to-let 1 st Chg.	133.3	6.8%	55.8%
Buy-to-let 2 nd Chg.	84.8	7.4%	57.4% ⁽⁵⁾
Unreg. Bridge 1 st Chg.	321.6	9.8%	54.6%
Unreg. Bridge 2 nd Chg.	284.9	11.0%	60.6% ⁽⁶⁾
Comm. Term 1 st Chg.	211.0	7.7%	50.3%
Comm. Term 2 nd Chg.	123.7	8.3%	45.5% ⁽⁷⁾

(1) Loan book analysis for core operating subsidiaries is presented after allowances for impairments.

(2) All figures are presented on an IFRS 9 basis

(3) Excludes development loans

(4) The 1st charge attachment point for the 2nd charge retail loan book is 35.9%

(5) The 1st charge attachment point for the 2nd charge buy-to-let+ loan book is 37.6%

(6) The 1st charge attachment point for the 2nd charge unregulated bridge loan book is 31.2%

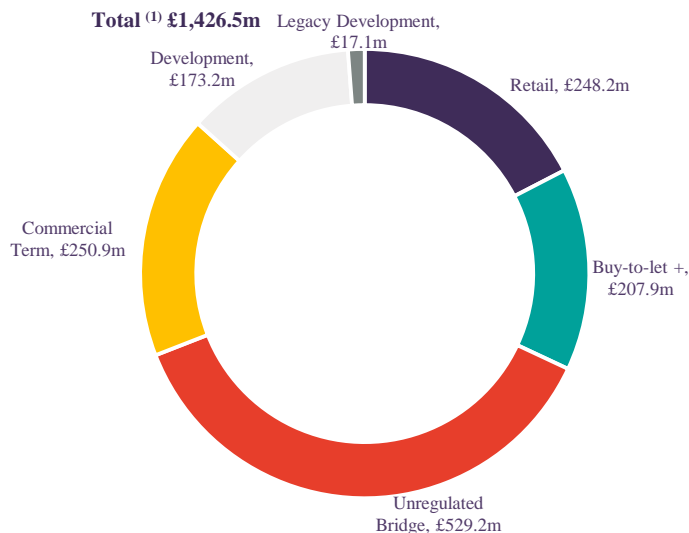
(7) The 1st charge attachment point for the 2nd charge commercial term loan book is 25.6%



Diversified loan book – senior borrower group ⁽¹⁾⁽²⁾

Loan portfolio breakdown by loan purpose

Total ⁽¹⁾ £1,426.5m



48% secured on residential security

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
Retail	52.2	7.3%	48.0%
Commercial	280.8	8.7%	56.0%
Development	1,017.3	9.7%	59.9%
Total	168.6	8.6%	55.1%

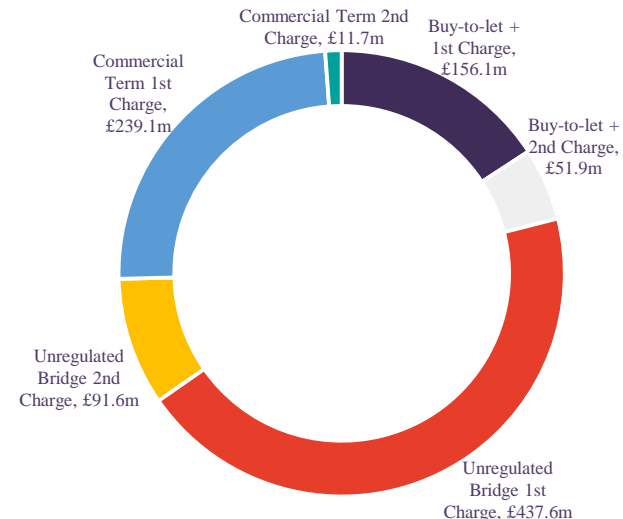
Retail loan book breakdown



100% secured on residential security

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
1 st Charge	116.7	6.3%	47.7%
2 nd Charge	28.0	8.9%	48.5% ⁽⁴⁾

Commercial loan book breakdown ⁽³⁾



37% secured on residential security

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
Buy-to-let 1 st Chg.	176.4	6.9%	61.0%
Buy-to-let 2 nd Chg.	107.8	7.8%	55.6% ⁽⁵⁾
Unreg. Bridge 1 st Chg.	414.8	9.7%	55.0%
Unreg. Bridge 2 nd Chg.	343.2	10.6%	59.7% ⁽⁶⁾
Comm. Term 1 st Chg.	324.1	7.4%	53.9%
Comm. Term 2 nd Chg.	127.4	8.5%	44.9% ⁽⁷⁾

(1) Loan book analysis for core operating subsidiaries is presented after allowances for impairments
 (2) All figures presented are on an IFRS 9 basis.
 (3) Excludes development loans
 (4) The 1st charge attachment point for the 2nd charge retail loan book is 33.0%

(5) The 1st charge attachment point for the 2nd charge buy-to-let+ loan book is 33.2%
 (6) The 1st charge attachment point for the 2nd charge unregulated bridge loan book is 30.3%
 (7) The 1st charge attachment point for the 2nd charge commercial term loan book is 24.6%



Funding structure as at 31st Mar '21

Bracken Midco1 Plc
Senior PIK Toggle Notes 2023 (5yr NC2)
£368m⁽¹⁾
S&P: B+; Fitch: B

Together Financial Services Limited

Together Commercial Finance (unregulated)

BTL+, Commercial term, Bridging Loans, Developments

Together Personal Finance (FCA regulated)

1st & 2nd Lien Mortgages, Regulated Bridging Loans, Consumer BTL

Bonds

SSN 2026

6yr NC2
£435m
S&P and Fitch: BB-

SSN 2027

6yr NC2
£500m
S&P and Fitch: BB-

Bank Facilities

RCF 2023

£71.9m Commitment

Public RMBS

TABS1

£100.9m rated notes⁽²⁾⁽³⁾ - 61.8% rated Aaa/AAA

TABS2

£150.3m rated notes⁽²⁾⁽³⁾ - 68.5% rated AAA

TABS3

£247.3m rated notes⁽²⁾⁽³⁾ - 78.5% rated AAA

TABS4

£313.4m rated notes⁽²⁾⁽³⁾ - 81.2% rated AAA⁽²⁾

CRE1

£202.2m rated notes⁽²⁾⁽³⁾ - 74.7 % rated AAA ⁽²⁾

Figures above as at 31 Mar '21 reflecting amortisation of facilities

Private Securitisations

CABS 2023

£1,255 Commitment
Moody's: Aa2(sf); DBRS: AA(sf)⁽²⁾

LABS 2023

£500m Commitment

DABS 2 2023

£200m Commitment

HABS 2022

£525m Commitment

Total shareholder funding £900.8m⁽⁴⁾

(Borrower Group: £572.5m)⁽⁴⁾

(1) Increased from £350m following the issue of additional notes due to payment in kind of £18.2m on 8 April 2020

(2) Rating in respect to the senior notes only

(3) As at 31 March 2021, net of cash receipts received in the month to be applied to reduce notes

(4) Includes shareholder debt



Overview of private securitisation structures

Issuer	Charles Street Asset Backed Securitisation	Lakeside Asset Backed Securitisation	Delta Asset Backed Securitisation 2	Highfield Asset Backed Securitisation
Structure	<ul style="list-style-type: none"> Class A – 6 Senior Lenders Class B / C – 4 investor's Sub Note – Together Financial Services 	<ul style="list-style-type: none"> Senior – 5 Senior Lenders Sub Note – Together Financial Services 	<ul style="list-style-type: none"> Senior – 1 Senior Lender Sub Note – Together Financial Services 	<ul style="list-style-type: none"> Senior – 4 Senior Lenders Sub Note – Together Financial Services
Facility size	<ul style="list-style-type: none"> £1,255m facility size £699.6m issued 	<ul style="list-style-type: none"> £500m facility size £173.0m issued 	<ul style="list-style-type: none"> £200m facility £125.0m issued 	<ul style="list-style-type: none"> £525m facility size £250.1m issued
Maturity	<ul style="list-style-type: none"> Revolving period September 2022 Full repayment September 2023 	<ul style="list-style-type: none"> Full repayment October 2023 	<ul style="list-style-type: none"> Revolving period March 2022 Full repayment March 2023 	<ul style="list-style-type: none"> Revolving Period June 2021 Full Repayment June 2022
Rating	<ul style="list-style-type: none"> Rated by Moody's and DBRS Class A – Aa2 / AA Class B – Baa1 / BBB (high) Class C – Ba1 / BB (high) 	<ul style="list-style-type: none"> NR 	<ul style="list-style-type: none"> NR 	<ul style="list-style-type: none"> NR
Facility purpose	<ul style="list-style-type: none"> Flexible facility to fund residential property for retail and commercial purpose loans Concentration limits on % of short term loans 	<ul style="list-style-type: none"> Primarily to fund unregulated bridge loans and regulated bridge loans 	<ul style="list-style-type: none"> Primarily to fund unregulated bridge loans and commercial term loans 	<ul style="list-style-type: none"> To fund term loans backed by small balance commercial real estate
Purchase & recycling of assets	<ul style="list-style-type: none"> Beneficial interest in qualifying loans transferred to Securitisation on a random basis in consideration for full principal balance The Borrower Group buys back assets that no longer meet the eligibility criteria. Primarily this is where a loan no longer meets the relevant arrears criteria (3–5 months) 			
Delinquency ⁽¹⁾ and loss rate	<ul style="list-style-type: none"> Delinquency rate (arrears >1m) 4.65% Default rate 0.38% 	<ul style="list-style-type: none"> Delinquency rate (arrears >1m) 3.73% Default rate 0.88% 	<ul style="list-style-type: none"> Delinquency rate (arrears >1m) 4.0% Default rate 0.67% 	<ul style="list-style-type: none"> Delinquency rate (arrears >1m) 3.04% Default rate 0.41%
Excess spread and subordinated debt interest (LTM)	<ul style="list-style-type: none"> Average monthly excess spread of £4.5m Average monthly subordinated debt interest of £0.2m 	<ul style="list-style-type: none"> Average monthly excess spread of £2.7m Average monthly subordinated debt interest of £0.1m 	<ul style="list-style-type: none"> Average monthly excess spread £2.0m Average monthly subordinated debt interest £0.1m 	<ul style="list-style-type: none"> Average monthly excess spread of £2.3m Average monthly subordinated debt interest of £0.2 m

Note: Data as at March 31, 2021

Delinquency rate includes technical arrears

(1) Delinquency and default rates calculated on a rolling 3 month average basis

Contacts

Gary Beckett

Group Managing Director & Chief Treasury Officer

gary.beckett@togethermoney.com

+44 7733 364 686

Mike Davies

Director of Corporate Affairs

mike.davies@togethermoney.com

+44 7753 138 185