Q2 '22 Results

Common sense lending for over four decades.

Investor Presentation

24 February 2022

together.

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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.

Gerald Grimes, Group CEO Designate

Gerald joined Together in April 2020 as Group CEO Designate, and was appointed to the Board in May. He has over 30 years of financial services experience having held senior executive and consultancy roles in a number of organisations including Barclays, GE Capital, The Funding Corporation, Hitachi Credit and most recently PCFBank. In addition, he has, until recently, served as a board director of the Financial Leasing Association (previously Chairman), as a member of the Bank of England Advisory Board, and has an advisory role with the FCA Small Business Practitioner Board.

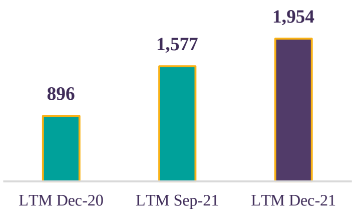
Chris Adams, Group Finance Director

Chris Adams was promoted to the position of Group Finance Director in 2021 after initially assuming the position on an interim basis following the departure of John Lowe as Group Finance Director in September 2020. Chris joined Together Financial Services in 2017 overseeing Group financial control, tax and external reporting before assuming his current role. Chris trained as a chartered accountant with Deloitte and has 13 years of experience in financial services and banking. Chris has worked with a range of organizations with roles covering accounting and finance, prudential regulation and risk management in both the UK and Australia.

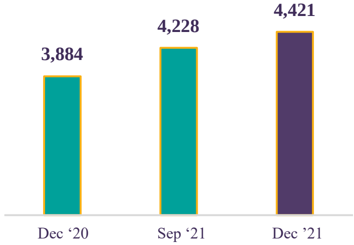
Agenda

Key highlights

Originations £m



Loan book £m



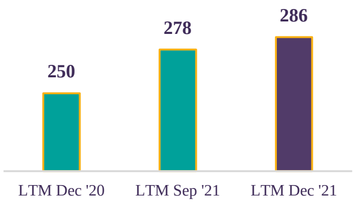
Loan book WA LTV %

Dec '21:

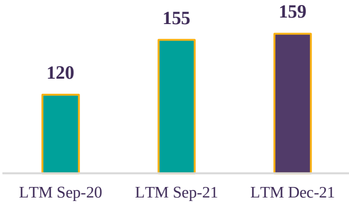
51.6%

Dec '20: 52.2%; Sep '21: 52.4%

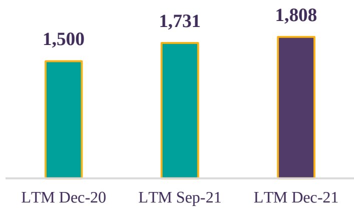
Underlying EBITDA[(1)] £m



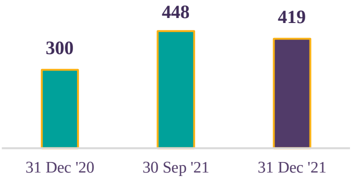
Underlying PBT[(1)] £m



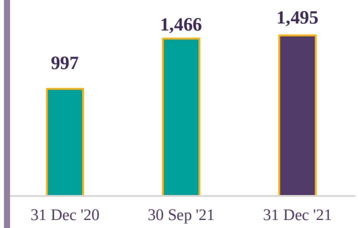
Cash Receipts £m



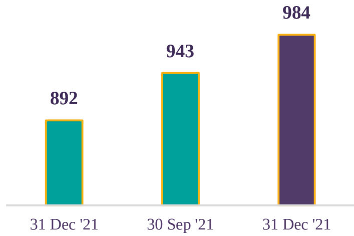
Accessible Liquidity £m



Facility Headroom £m



Shareholder Funds £m



Strong Q2 '22 performance across all metrics

- Loan book up to £4.4bn, up 4.6% on prior quarter and up 13.8% on prior year quarter
- Very prudent LTV of 51.6% (Sep '21 52.4%, Sept '20 52.2%)
- Average monthly originations up to £199.9m, up 11.7% on prior quarter and up 168% on prior year quarter

- Increased profitability and robust cash generation in the quarter
  - Underlying PBT[(1)] up to £43.0m, up 10.6% on prior quarter and up 12.4% on prior year quarter
  - £0.3m impairment charge, down 69.4% on prior quarter (£1.1m) and down 95.1% on prior year quarter (£6.1m)
  - Consolidated group cash receipts of £507m, up 20.5% on prior quarter (£421m) and up 17.8% on prior year quarter (£431m)

- Further strengthening of funding positions:
  - Raising or refinancing over £900m across 3 funding transactions since Sep '21
  - Dec '21 Facility Headroom: £1,495m
  - Dec '21 Accessible Liquidity: £419m

- Positive actions taken with respect to corporate credit ratings:
  - Oct '21 Outlook revised from negative to stable by Fitch
  - Jan '22 Outlook upgraded from stable to positive by S&P

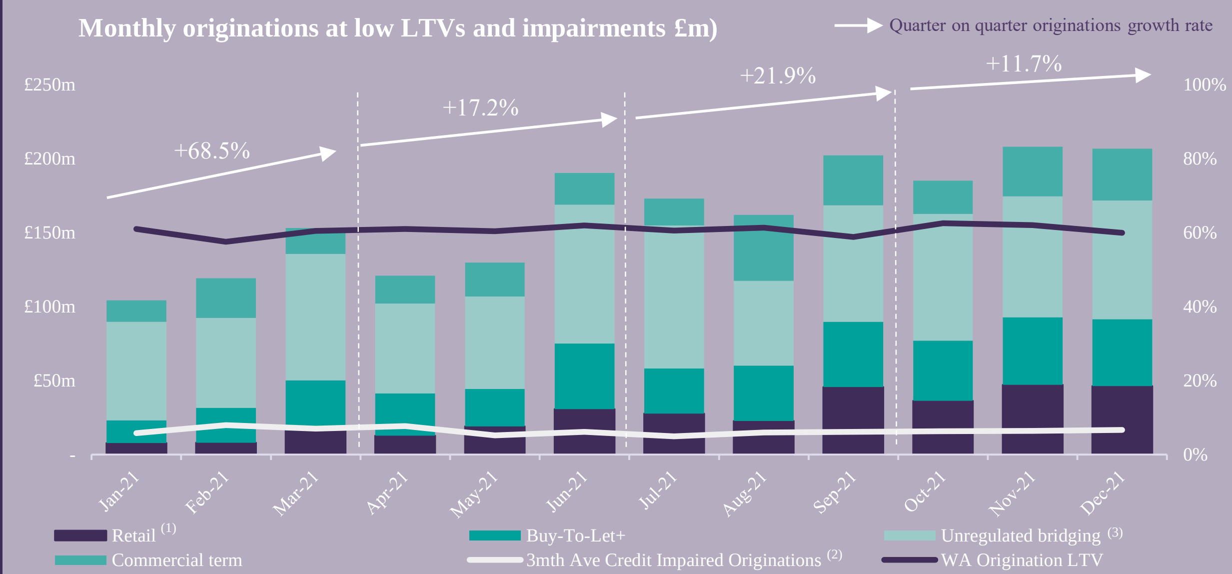
- Launch of our Vision and Purpose proposition adding value to all our stakeholders

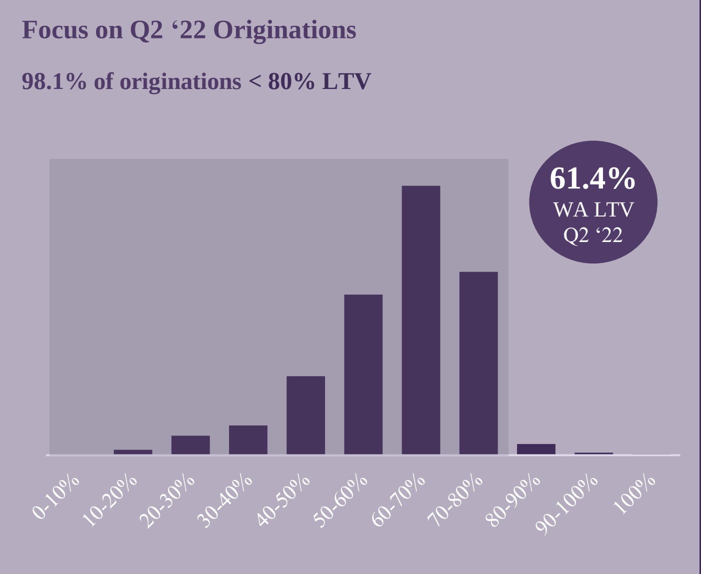
- Focus on ESG including recent commitments and completion of external consultancy report to help shape our plans

(1) Adjusted in accordance with Slide 28: Exceptional Adjustments

Agenda

Prudently increasing lending volumes with conservative LTVs



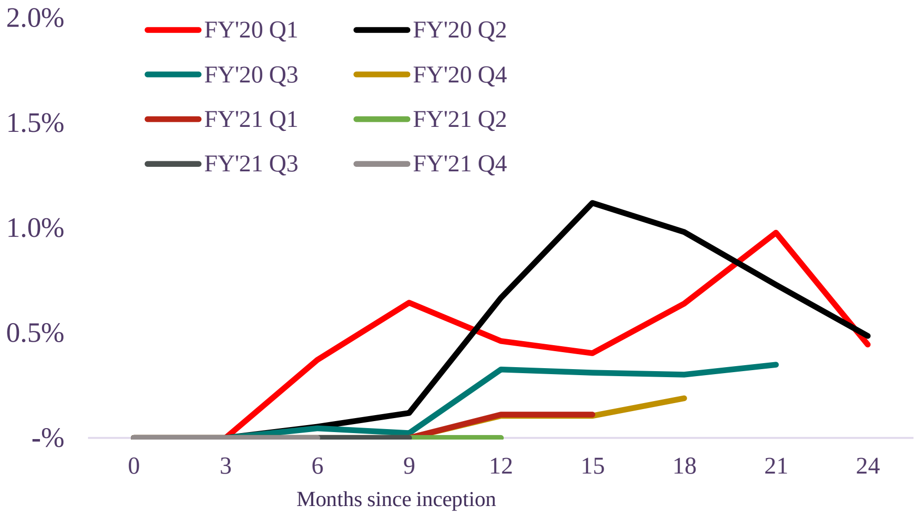


Lending volumes back to pre-Covid 19 levels whilst maintaining loan book quality

- Average monthly originations increased by 11.7% to £199.9m in Q2' 22, (£179.0m in Q1' 22)
- New business nominal rate decreased to 6.8% in Q2 '22 (7.2% in Q1 '22) reflecting our continued increase in lending volumes post-pandemic, with a growth in share of term lending and an increase in our range of product plans
- Robust credit quality maintained
  - Weighted average origination LTVs remain very conservative at 61.4% (60.1% in Q1 '22)
  - Credit Impaired Originations remain low, with recent vintage arrears showing no deterioration in quality

Robust recent vintage performance

(>3m arrears by quarterly vintage divided by total originated in the quarter) (4)



(1) Includes CBTL and Regulated Bridge accounting for £6.7m and £7.7m of Q2 '22 originations compared to £0.7m and £1.0m, respectively, in Q2 '21
(2) 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
(3) Includes Development Loans

(4) Excludes Development Loans

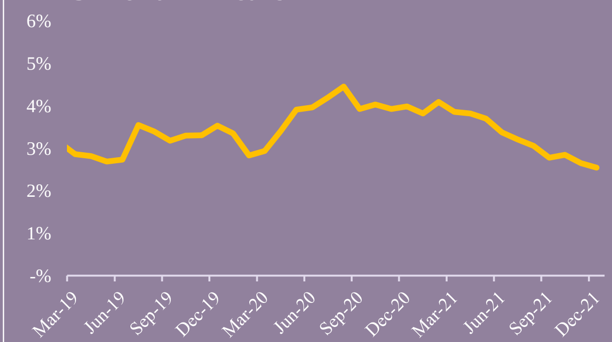
High quality diversified portfolio focused on affordability and low LTVs(1)

Loan book comparison (1)

Diversified and conservative loan book profile

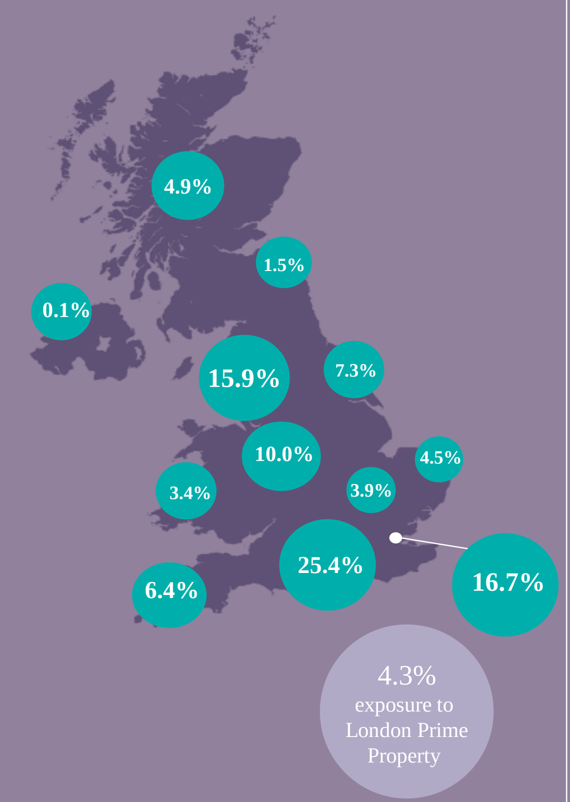
Total Loan Book (As at 31 Dec ‘21)	Avg. Loan Size (£k)	WA Indexed LTV	% Loans > 80% WAILTV
Retail	66.5	46.1%	0.1%
Buy-to-let +	118.2	55.0%	1.0%
Unregulated Bridge	292.4	55.5%	3.4%
Commercial Term	220.2	48.8%	0.7%
Development (3)	873.7	58.1%	11.0%
Total	**125.8** Dec ‘20: 112.2	**51.6%** Dec ‘20: 52.2%	**1.6%** Dec ‘20: 2.0%

> 3 Month Arrears (4)



Loan book diversified across geography

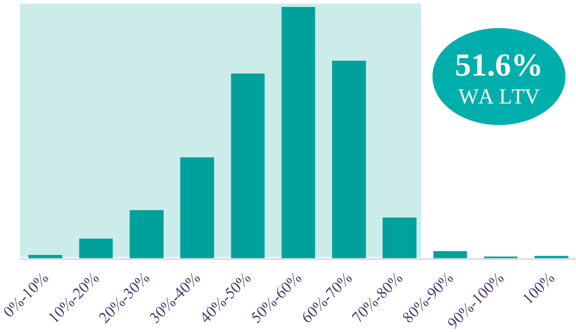
(As at 31 Dec ‘21)



(1) Loan book analysis for core operating subsidiaries is presented after loss allowances
(2) Including CBTL and Regulated Bridge, accounting for £70.6m and £34.6m respectively as at Dec ‘21 compared to £71.3m and £70.2m at Dec ‘20
(3) LTV of development loans based on origination advance plus further advances divided by valuation at origination plus further advances
(4) Loans in arrears >3 months (incl. performing or non performing arrears) as % of total loan book excluding 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 51.6%

- Weighted average indexed LTV of loan portfolio of 51.6% (Borrower Group: 55.5%)
- Percentage of loans with indexed LTV of > 80% is 1.6% (Borrower Group: 4.2%)

Estimated impact of declining security valuations

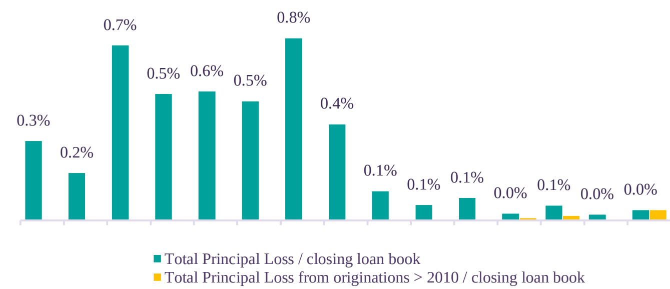
Low levels of negative equity exposure

- Group had negative equity exposure of £**21.9**m (attached to 0.9% of total loans, by value)
- Compared to £**91.3**m of IFRS9 impairment allowances for the total loan portfolio
- Additional Group exposure to negative equity from falls in property values is:

  10% = £**5.9**m; 20% = £**17.7**m and 30% = £**54.2**m
- Additional Borrower Group exposure to negative equity from falls in property values is:

  10% = £**5.5**m; 20% = £**16.1**m and 30% = £**46.1**m

Principal Loss Ratio(1)



Low levels of realised losses

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

Downside scenario analysis - IFRS9

- 100% severe downside would increase impairment allowances by £**130.4**m compared to LTM Profit before tax and impairment charges of **£155.6m**

Scenarios	December 2021		December 2020	
	Probability of the scenario	**Unweighted ECL**	**Probability of the scenario**	**Unweighted ECL**
Upside	10%	43.3	10%	66.6
Mild upside	10%	49.3	10%	74.9
Base case	50%	65.2	50%	97.8
Stagnation	10%	119.7	10%	162.5
Downside	10%	153.2	10%	202.0
Severe Downside	10%	221.7	10%	289.8
Weighted Average	**December 2021: £91.3m**		**December 2020: £127.5m**	

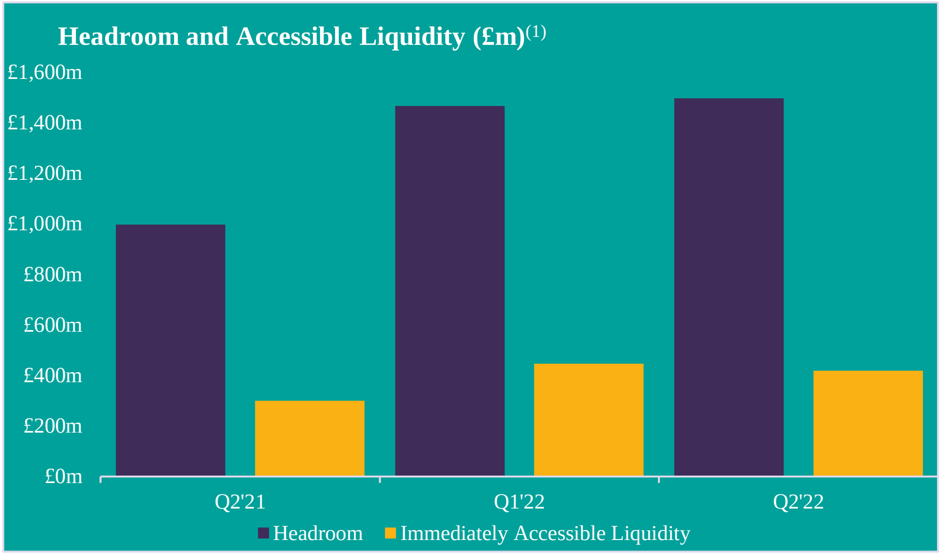
(1) Presented on an IFRS 9 basis.

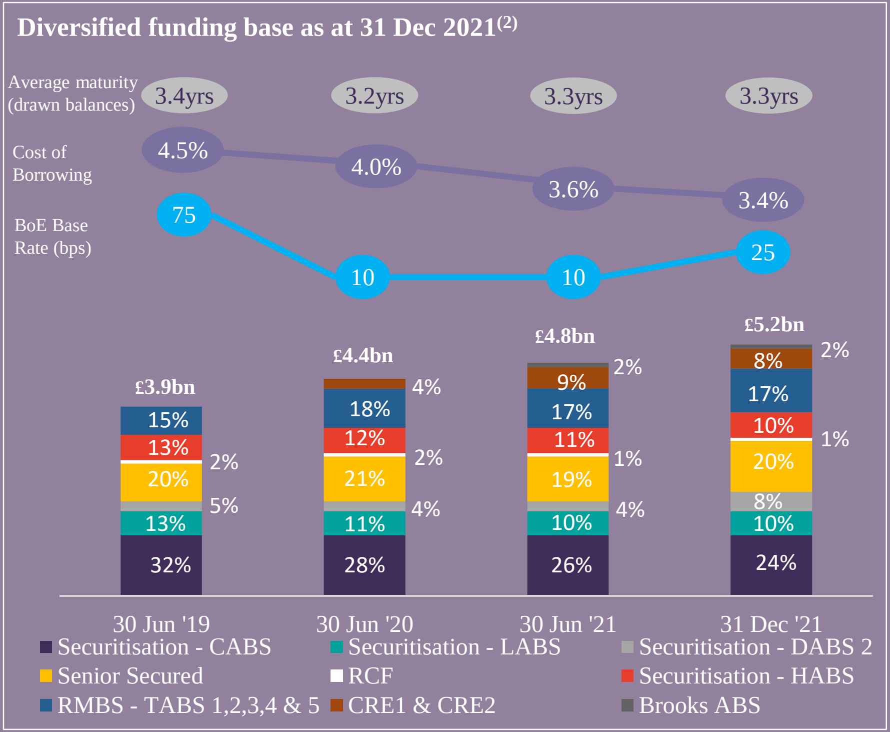
Agenda

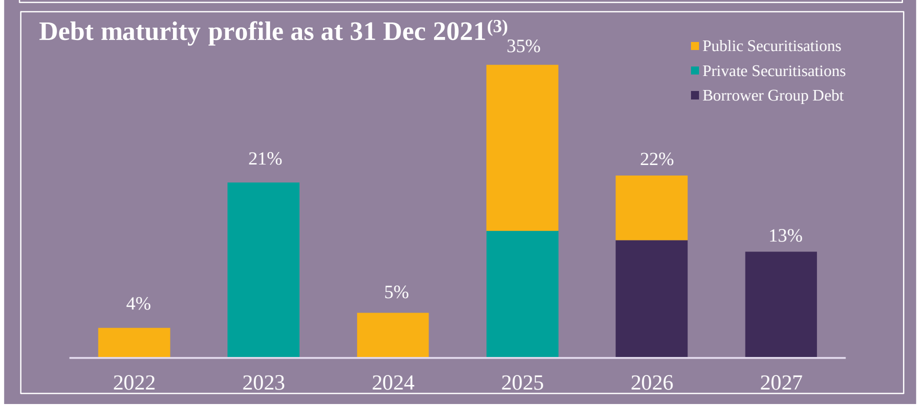
Funding update – building capacity to support future growth

Over £900m[1] raised or refinanced since Sep '21 across 3 transactions increasing funding diversity, maturity, headroom and liquidity

- Nov '21: Completed refinance of PIK Toggle Notes at Midco1 issuing £380m 6.75% Notes (annualised saving of over £7.0m)
- Nov '21: Completed £120m tap of 2026 4.875% Notes at a yield to maturity of 4.74%
- Dec '21: Refinanced and upsized DABS facility from £200m to £400m
- Facility Headroom increased to £1,495m at 31 Dec '21 (31 Dec '20: £996.9m)
- Accessible liquidity £419.1m at 31 Dec '21 (31 Dec '20: £299.8m)
- Average facility maturity of 3.3 years. Earliest non-public RMBS maturity: CABS in Sep '23 representing 24%[3] of facilities.
- Fitch Outlook upgraded from negative to stable in Oct '21
- S&P Outlook upgraded from stable to positive in Jan '22
- Completion of Bank and Investor survey





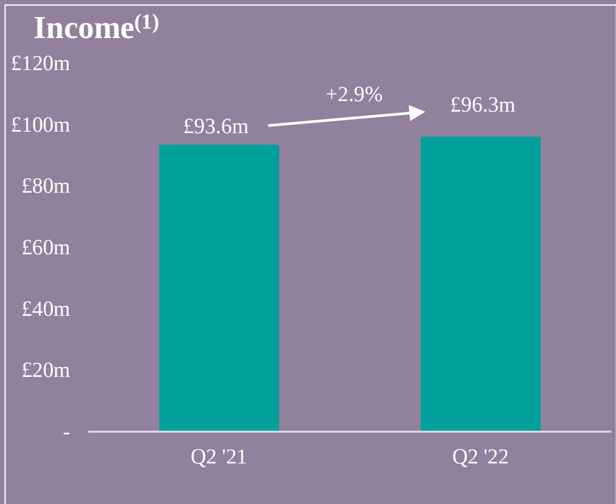


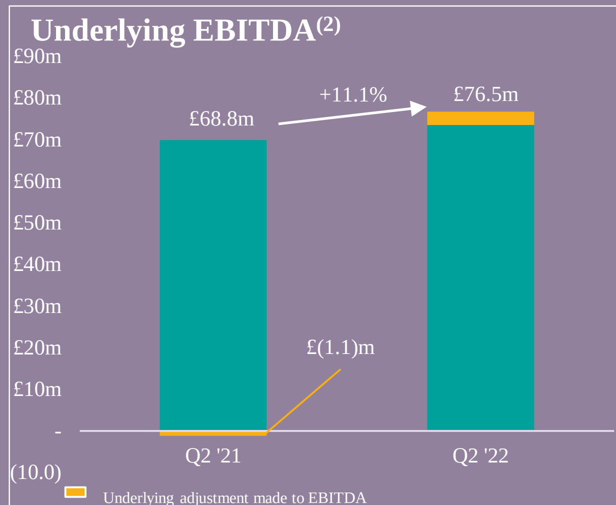
(1) Includes amounts issued and refinanced at Bracken Midco1 level
(2) Based on total facility size except for TABS 1,2,3,4,5, CRE1, CRE2 and BABS based on outstanding balance.
(3) Based on drawn balances – years are calendar years

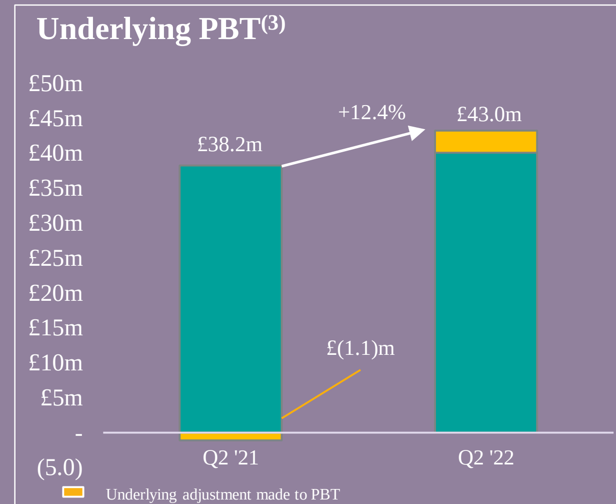
Agenda

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 – returning to growth







Income & expenditure	Q2 '21	Q1 '22	Q2 '22
Income[1] £m	93.6	94.3	96.3
Interest Payable £m	29.2	30.7	32.2
Underlying NIM	6.6%	6.1%	6.0%
Impairment Charge £m	6.1	1.1	0.3
Cost of Risk[4][5]	0.6%	0.1%	0.03%
Underlying Cost / Income Ratio[5]	27.3%	37.8%	37.9%
Underlying EBITDA[2] £m	68.8	70.9	76.5
Underlying PBT[2] £m	38.2	38.8	43.0
EBITDA £m	69.9	70.8	73.6
PBT £m	39.3	38.7	40.1
Underlying Return on Equity[3]	12.2%	14.5%	14.8%

Q2 '22 metrics

- Income increased by 2.9% to £96.3m (Q2 '21: £93.6m) as a result of loan book growth
- Underlying NIM[5] remains attractive at 6.0% (Q2 '21: 6.6%)
- Impairment charge falling to £0.3m, (Q2 '21: £6.1m)
- Cost of Risk remains low at 0.03% in LTM Q2 '22, from 0.6% in Q2 '21 driven principally by improvements in economic outlook, and arrears not emerging as projected
- Underlying Cost / Income Ratio increased to 37.9% (Q2 '21: 27.3%) partly reflecting certain additional customer and legal provisions in the year as well as credit relating to bonus accrual reversals occurring in the prior year comparative.
- Underlying PBT[2] £43.0m up from £38.2m in Q2 '21
- Statutory PBT of £40.1m including a £4.2m in respect of share incentive scheme charges and a £1.3m release of customer redress provisions

(1) Includes fees & commission receivables
(2) Adjusted in accordance with Slide 28: Exceptional Adjustments
(3) Underlying Return on Equity figures calculated on an LTM basis and adjusted for exceptional redundancy costs, exceptional costs in respect of refinancing the SSN, share incentive scheme charges and exceptional customer provisions.
(4) Based on Q2 impairment charge grossed up for twelve months / average of Q1 and Q2 net loan books
(5) As defined within the Glossary on slide 33

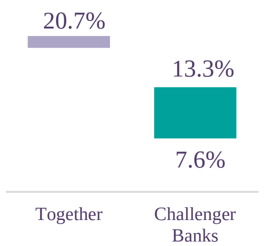
Strong balance sheet with significant asset cover

Strong credit metrics

- Self originated £4.4bn diversified secured loan book with very conservative LTVs
- Prudent capitalisation and very conservative gearing relative to peers
- Strong Underlying Asset Cover of 39.7% at Group and 33.7% at Borrower Group
- Improving credit metrics
- Shareholder funds increased from £942.8m to £984.4m
- Gearing broadly similar at 76.9% versus 76.2% in the previous quarter.

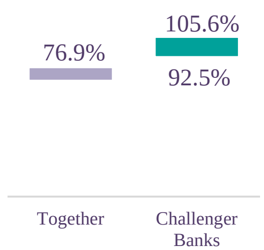
Peer comparison[5]

Tangible equity / tangible assets



Median: 10.5%

Net debt / net book value of loans on balance sheet



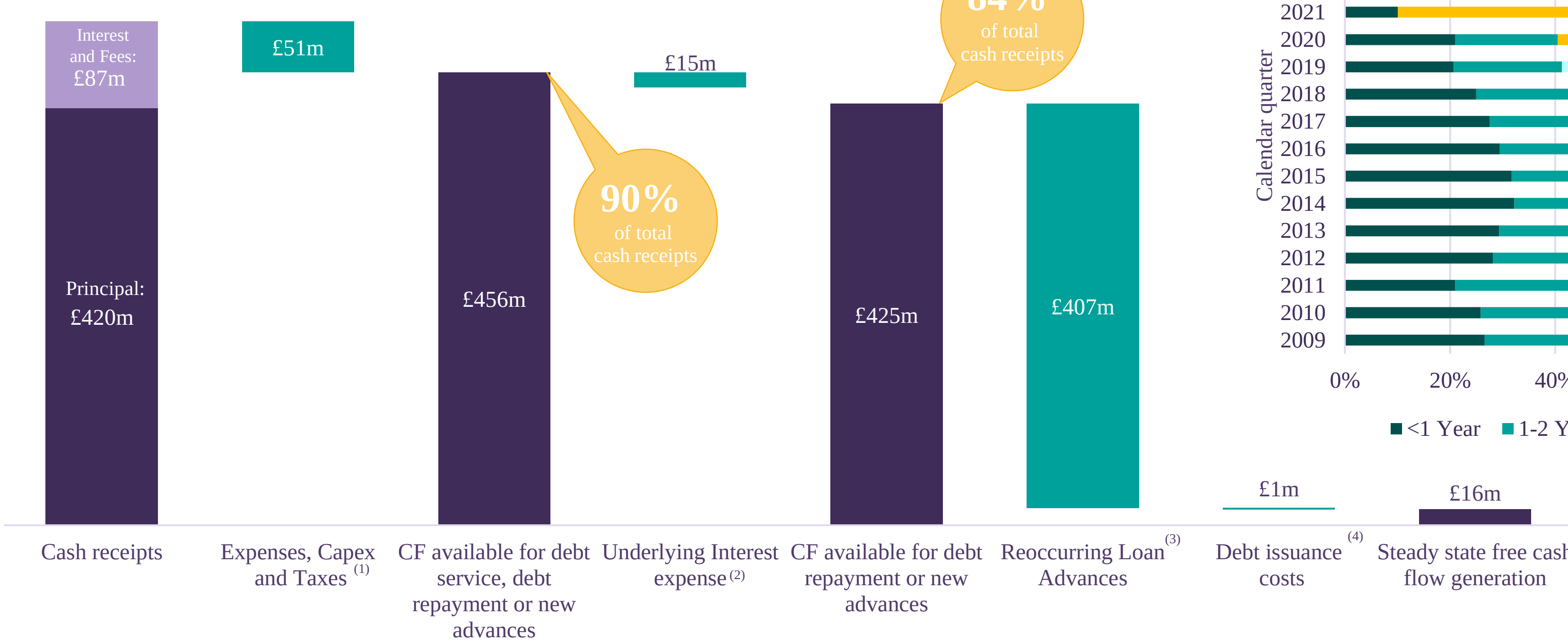
Median: 99.1%

		Consolidated Group[1]			Senior Borrower Group[1]		
		Q2'21	Q1 '22	**Q2 '22**	Q2'21	Q1 '22	**Q2 '22**
Balance sheet / asset quality	Net loan book (£m)	3,883.8	4,227.8	**4,421.5**	1,193.4	1,511.4	**1,601.7**
	Shareholder funds (£m)[2]	892.1	942.8	**984.4**	503.9	615.4	**636.8**
	Weighted average indexed LTV of portfolio	52.2%	52.4%	**51.6%**	54.6%	56.4%	**55.5%**
Key credit metrics	Underlying EBITDA (£m)[3]	68.8	70.9	**76.5**	53.3	55.1	**60.3**
	Gearing[2][4]	75.9%	76.2%	**76.9%**	56.0%	57.1%	**60.7%**
	Underlying Asset Cover[2][4]	39.7%	39.9%	**39.7%**	30.6%	32.2%	**33.7%**
	Net Debt : Underlying EBITDA[3]	11.8x	11.6x	**11.9x**	3.7x	4.0x	**4.3x**
	Gross debt : Shareholder funds[1]	3.6x	3.6x	**3.7x**	1.6x	1.5x	**1.7x**
	Underlying Interest Cover[3]	2.0x	2.4x	**2.4x**	4.2x	4.9x	**4.7x**
	Tangible equity[2] / tangible assets	21.2%	20.9%	**20.7%**	n/a	n/a	n/a

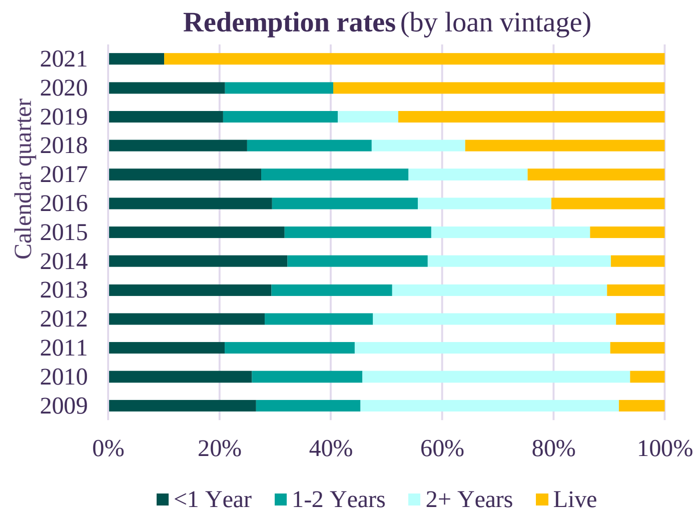
(1) Figures are presented on an LTM basis
(2) Subordinated shareholder loans and notes treated as equity
(3) Adjustments made as per Slide 28: Exceptional Adjustments
(4) Excludes lease liability classified as borrowings on adoption of IFRS16
(5) Data based on latest public figures as at 31 December 2021

High cash generation and cash flow

Strong cash flows underpinned by secured property lending



Redemption rates (by loan vintage)



	Consolidated group	
	Q2 '21	**Q2 '22**
Interest and Fees	£79m	£87m
Principal	£352m	£420m
Cash receipts	**£431m**	**£507m**
Cash receipts as % of avg. net loan book	44%	47%
Cash available for debt service, debt repayment or new advances	£395m	£456m

- Consolidated group cash receipts of £507m, up from £431m in Q2 '21
  - Represents 47% of average loan assets on an annualised basis (Q2 '21: 44%)
- Cash available for debt service, debt repayment or new advances of £456m (Q2 '21: £395m), cash available for debt repayment or new advances (after interest serviced) of £425m (Q2 '21 £362m)
- Underlying Interest Cover of 2.4x on a consolidated basis and 4.7x at the Borrower Group level. Much higher on cash basis.

(1) Expenses principally represents staff costs and overheads as well as new business cost
(2) Excludes shareholder payments made at Midco2 level
(3) 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
(4) Debt issuance costs adjusted proportionately to reflect costs associated with Reoccurring Loan Advances only

Agenda

together.

One of the UK's leading specialist lenders, with a successful track record spanning 48 years and several economic cycles

Our Purpose

Realising people's ambitions by making finance work

Our Vision

To be the most valued lending company in the UK

Our Values

Respect for people
listen, be open and transparent, build strong relationships and exceed the expectations of our stakeholders

Doing the right thing
be straightforward, go above and beyond to find right outcome for our customers, deliver on our commitments and always seek to improve

Being accountable
take responsibility for our actions, care about the quality of what we do and maintain a can do attitude

Our Strategy

Deliver the right experience for our customers

Create an agile and rapidly scalable platform

Expand our addressable market and sustainably grow lending

Empower our colleagues to grow and deliver value to our stakeholders

… with a purpose-driven and sustainable model …

Realising people's ambitions by making finance work

We deploy our unique strengths and resources …

People and culture
purpose-driven culture with real people making real decisions to help our customers solve problems and realise opportunities

Wealth of expertise
and industry know-how in financially inclusive property lending

Established partnerships
with customers, brokers, mortgage networks and clubs and intermediaries

Full service model
quick and efficient in-house originations, servicing and collections

Deep diverse funding
combining listed bonds, private and public securitisations, revolving credit facility and shareholder funds

Successful 48 year track record
spanning several economic cycles

… to make finance work …

Residential mortgages
1st and 2nd charge mortgages for owner occupiers

Bridging loans
Regulated and unregulated loans for residential and commercial property acquisitions

Buy-to-let mortgages
for single property accidental landlords to professional portfolio landlords

Commercial term loans
1st and 2nd charge loans secured on a variety of property types to support business growth

Development finance
tailored finance for residential new build and conversions to commercial constructions

… to help our customers …

Individuals and families
to buy their dream homes

Later life customers
to the next generation to get on the property ladder

Entrepreneurs
to start and grow their businesses

SMEs and businesses
to solve problems, realise opportunities and create jobs

Landlords
to provide homes and build portfolios

Developers
to create communities for people to live and work in

… and deliver value for our stakeholders

For our colleagues
by providing an inspiring purpose, a diverse and inclusive culture and a springboard to play their part and give back to society

For our customers and partners
by offering common sense solutions with speed and certainty, and being easy to do business with by putting ourselves in their shoes

For our regulators
by treating customers fairly, maintaining a high level of personal conduct and building a proactive regulatory partnership

For our shareholder and investors
by creating sustainable value and long-term relationships as one of the UK's most successful and respected lenders

For our communities
by improving environments, being a force for good and developing the next generation by promoting diversity, inspiring creativity and encouraging young entrepreneurs

… and a unique competitive position …

While we have competitors in each of our segments, no single peer operates across all of our product areas …

	together	Peers														
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
Residential Mortgages	●	●		●	●				●	●	●			●	●	
2nd Charge	●								●	●	●		●	●		●
Bridging	●		●				●	●	●			●	●	●		●
BTL	●	●		●	●	●	●	●	●	●	●	●	●		●	●
Commercial Term	●	●						●	●			●	●			
Development	●	●	●			●	●	●					●	●		●

… or has our track record[1] …

48 years of success

75% + 5* ratings[2]

£4.4 bn loan book

51.6% LTV

£159m underlying PBT

£1.8bn cash receipts

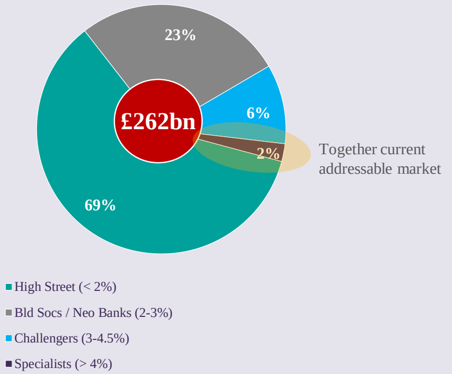
1. Last twelve months to 31 December 2021
2. Feefo, Trustpilot and Google

… in market segments with attractive opportunities …

together.

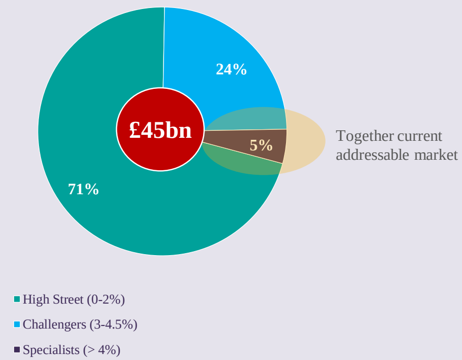
We have significant scope to expand distribution across our existing product segments as we scale our platform

Residential Mortgages 2020: £262bn



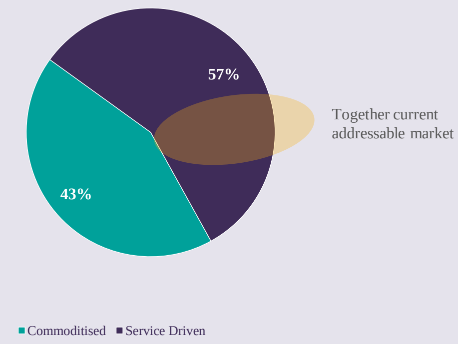
Source: UK Finance Mortgage Market Forecasts Dec 21

Buy-to-Let Mortgages 2021: £45.0bn



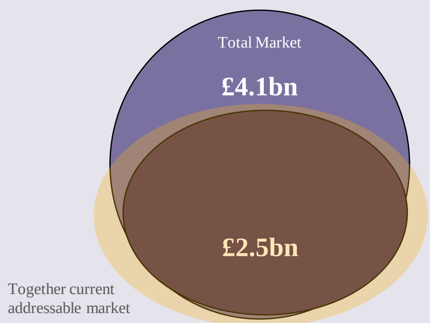
Source: UK Finance Mortgage Market Forecasts Dec 21

2nd Charge Mortgages 2021: £1.1bn



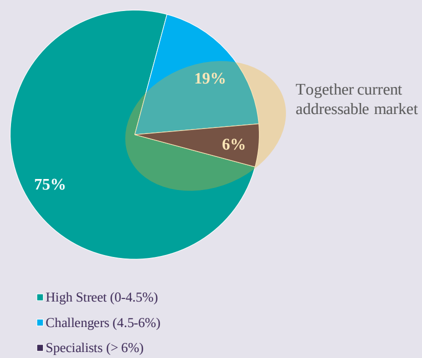
Source: Finance & Leasing Association Second Charge Summary Feb 2022

Bridging Loans 2021: £4.1bn



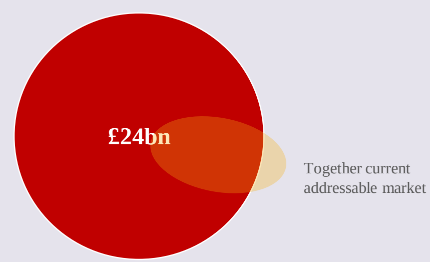
Source: Mintel Bridging UK – Sept 2021

Commercial Term Loans 2021: £36.4bn



Source: Mintel Commercial Mortgages UK – July 2021

Development Finance 2021: £24bn



Source: Management estimates

… and strong structural growth drivers …

together.

Many people expected to exit Covid-19 in a very different position to when the pandemic started

9.9m[1] jobs furloughed

35%[1] under 30's more likely to be furloughed

190.9k[1] businesses approved for CBILS loans

1.8m mortgage payment deferrals

2.9m[1] received Self-employment Income Support Scheme grants

2/5[2] who took SEISS grants fear they will be penalised

Increasing trend to self-employment forecast

c. 500k[3] new businesses registered in 2020

2-3 years filed accounts required by many lenders

1 in 7[4] UK adults planned to become entrepreneurs in 2021

Government EPC targets for UK housing stock could make many properties unmortgageable

c. 60%[5] of UK homes EPC 'D' or worse

c. 11%[5] will never obtain EPC 'C' rating

c. £7.7k[6] cost per property for landlords to achieve EPC 'C'

78%[7] owners don't know how they will meet EPC regulations

c. 15.5m over 60's in UK

UK population continues to age

Specialist lenders set for strong growth

66%[8] fall out of mortgage process between enquiry and offer

54%[9] fall out of mortgage process for reasons specialists could underwrite

1. HMRC data
2. Association of Independent Professionals and the Self-Employed - two in five people who accessed a Self-employment Income Support Scheme grant during pandemic fear that they could be penalised in mortgage application process
3. Companies House data
4. NatWest Global Entrepreneurship Monitor 2021
5. Rightmove (June 2021)
6. ONS data (July 2021)
7. Opinium research on pre-1900s homes commissioned by Together (Dec '21)
8. IMLA data 2018
9. YouGov research commissioned by Together (May 2018)

… as we shape our business for an exciting future

together.

Delivering our strategic change agenda

Deliver the right experience for our customers

- Transform customer journey through digital first application and processing
- Enhance broker journey to enable increased business from Networks and Clubs
- Integrate external data suppliers to enable digital customer underwriting decisions

Create an agile and rapidly scalable platform

- Continue to implement digital customer service to enable further self-serve options
- Optimise business processes, further automate non-complex tasks and adopt agile ways of working
- Transform technology architecture and implement best-in-class back office platform

Expand our addressable market and sustainably grow lending

- Drive efficiency and productivity across our established channels
- Open new channels to expand distribution
- Leverage our established brand to expand addressable markets

Empower our colleagues to grow and deliver value to our stakeholders

- Create a diverse and inclusive family focused on realising stakeholder ambitions
- Free colleagues to make finance work for our customers, communities and society
- Encourage a culture of positive challenge and continuous improvement

ESG update

Making good progress

- Long established colleague-driven CSR programme focused on local communities and charities
    - 2018: received special commendation in Sunday Times Best 100 Companies to Work For
- Sep'21: announced a series of Environmental and Social commitments in our Annual Report (Together-Annual-Report-2021.pdf (togethermoney.com))
- Sep '21: appointed ESG consultancy, Rawstone Consulting, to develop bespoke ESG strategy for Together
    - Rawstone conducted extensive interviews with various stakeholders including investors, brokers and colleagues to ensure ESG strategy aligned with our purpose, vision and businesses objectives
- ESG strategy now being reviewed and prioritised ahead of going through our internal governance processes for approval
    - Final sign off expected over next few months before we share our ESG ambitions and future plans
- In the meantime, we continue to make progress in key areas
    - D&I strategy formalised
    - Signed up to the Women in Finance Charter

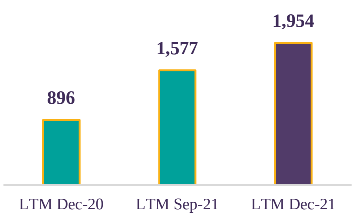
Case study: supporting sustainable development with Citu

- Long standing client focused on low carbon developments, using renewable energy and promoting environmentally friendly transport use
- Utilise own factory built timber frame kits to support house building
- Landmark site in Leeds: Winner of 'Pineapples Awards 2021'
    - Judges commented: *"We admired how purpose drove every decision at the Climate Innovation District, with climate and community at the centre of their work. We felt the Climate Innovation District is setting the pace for sustainable and healthy development, whilst also proving that sustainability can and should be beautiful. We applaud Citu for changing the way in which communities live whilst providing a low carbon and attractive environment, and for investing in new technology and construction methods to create passivhaus standard homes that don't cost the earth."*

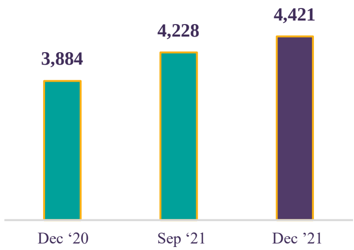
Agenda

Summary and Outlook

Originations £m



Loan book £m



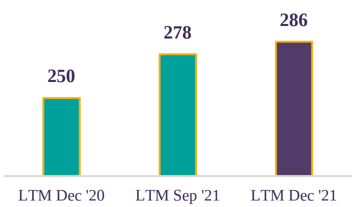
Loan book WA LTV %

Dec '21:

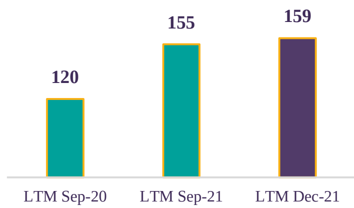
51.6%

Dec '20: 52.2%; Sep '21: 52.4%

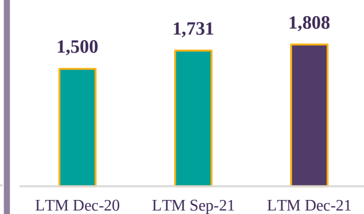
Underlying EBITDA[1] £m



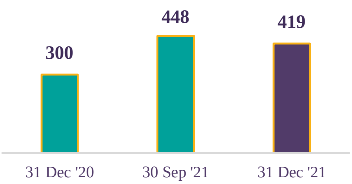
Underlying PBT [1] £m



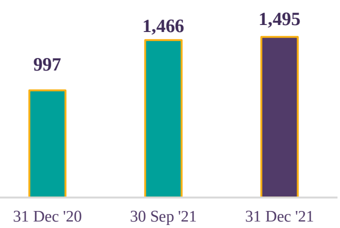
Cash Receipts £m



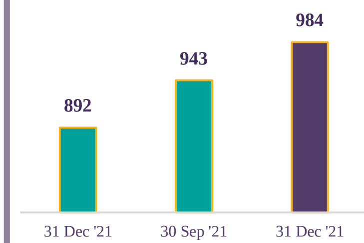
Accessible Liquidity £m



Facility Headroom £m



Shareholder Funds £m



Strong Q2 '22 performance across all metrics

- Secured loan book of £4.4bn at very prudent LTV of 51.6%
- Average monthly originations of £200m
- Increased profitability and robust cash generation in the quarter
  - Underlying PBT[1] up to £43.0m
  - Impairment charge down to £0.3m
  - Consolidated group cash receipts increased to £507m
- Further strengthening of funding positions:
  - raising or refinancing over £900m across 3 funding transactions since Sep '21:
  - Dec '21 Facility Headroom: £1,495m
  - Dec '21 Accessible Liquidity: £419m
- Launch of our Vision and Purpose proposition to add value to us and all our stake holders
- Significant scope to expand distribution across our existing product segments and addressable markets:
- Focus on ESG including recent commitments and completion of external consultancy report to help shape our plans

Outlook

- UK economy is continuing to recover however consumers will likely be impacted by rising inflation, higher interest rates and fiscal changes. Our strong approach to underwriting, conservative LTV's. and established service capabilities help to mitigate downside risk.
- We believe Together remains well placed to help increasing numbers of customers realise their ambitions and to play our part in supporting the UK's economic recovery.

(1) Adjusted in accordance with Slide 28: Exceptional Adjustments

Agenda

Q&A session.

together.

Agenda

Appendix:
additional information.

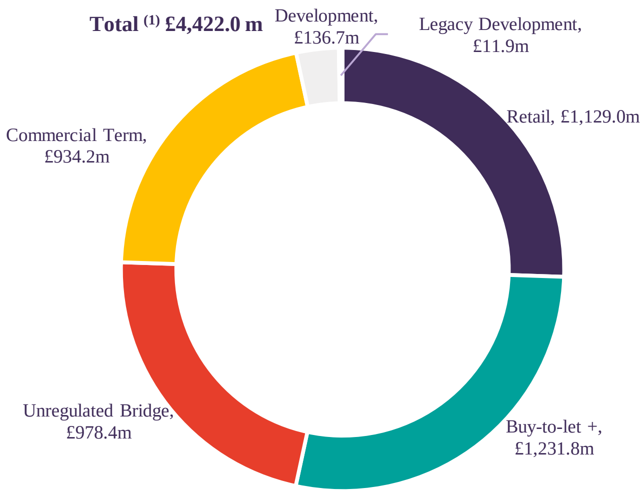
Exceptional Adjustments

Quarterly metrics	(£m)		
Metric	**Q2 '21**	**Q1 '22**	**Q2 '22**
EBITDA	69.9	70.8	73.6
Redundancy Costs	0.3	-	-
Exceptional Customer Redress Provisions	(1.4)	0.1	(1.3)
Share Incentive Scheme Charges	-	-	4.2
Underlying EBITDA	**68.8**	**70.9**	**76.5**
PBT	39.3	38.7	40.1
Bond Refinancing Costs	-	-	-
Redundancy Costs	0.3	-	-
Exceptional Customer Redress Provisions	(1.4)	0.1	(1.3)
Share Incentive Scheme Charges	-	-	4.2
Underlying PBT	**38.2**	**38.8**	**43.0**

LTM metrics	(£m)		
Metric	**Q2 '21**	**Q1 '22**	**Q2 '22**
Net Interest Income	256.8	244.7	244.1
Bond refinancing costs	6.7	5.9	5.9
Underlying Net Interest Income	**263.5**	**250.6**	**250.0**
Net Operating Income	261.4	248.8	247.8
Bond refinancing costs	6.7	5.9	5.9
Underlying Net Operating Income	**268.1**	**254.7**	**253.7**
Administrative Expenses	77.0	88.3	92.3
Redundancy Costs	(1.8)	(0.2)	(0.1)
Exceptional Customer Redress Provisions	(1.9)	8.1	8.0
Share Incentive Scheme Charges			4.2
Underlying Administrative Expenses	**73.3**	**96.2**	**96.2**
EBITDA	**246.7**	**286.2**	**289.7**
Redundancy Costs	1.8	0.2	0.1
Exceptional Customer Redress Provisions	1.8	(8.1)	(8.0)
Share Incentive Scheme Charges	-	-	4.2
Underlying EBITDA	**250.3**	**278.3**	**286.0**
PBT	**109.3**	**156.7**	**157.5**
Bond Refinancing Costs	6.7	5.9	5.9
Redundancy Costs	1.8	0.2	0.1
Exceptional Customer Redress Provisions	1.8	(8.1)	(8.0)
Share Incentive Scheme Charges	-	-	4.2
Underlying PBT	**119.6**	**154.6**	**159.5**

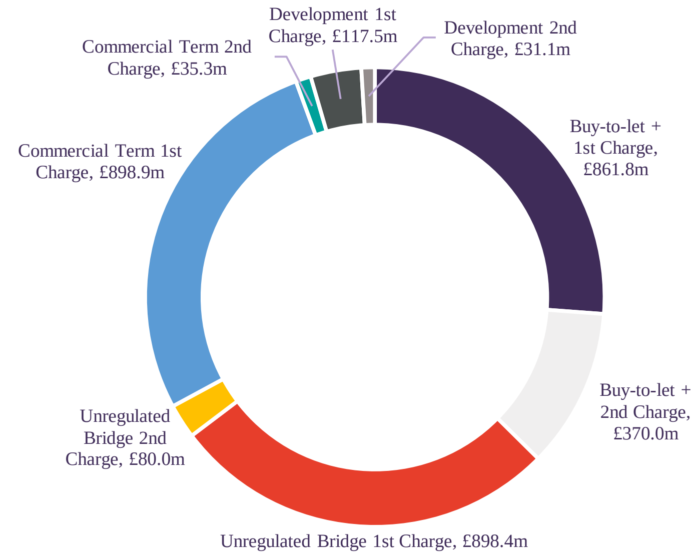
Diversified loan book – consolidated group (1)(2)

Loan portfolio breakdown by loan purpose



Retail loan book breakdown

Commercial loan book breakdown



64% secured on residential security

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
Retail	66.5	6.3%	46.2%
Commercial	181.2	7.8%	53.5%
Total	**125.8**	**7.5%**	**51.6%**

100% secured on residential security

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
1st Charge	98.8	5.8%	44.4%
2nd Charge	43.6	7.2%	49.1%(3)

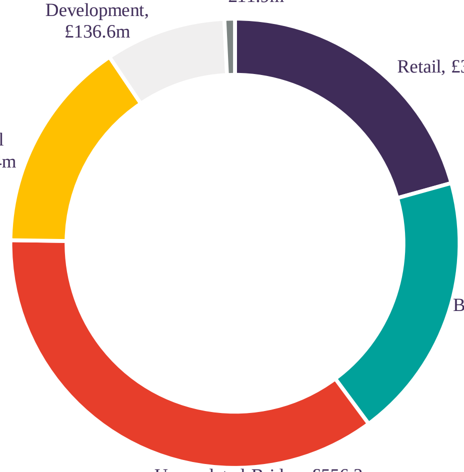
51% secured on residential security

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
Buy-to-let 1st Chg.	152.4	6.2%	55.8%
Buy-to-let 2nd Chg.	77.7	7.6%	53.1%(4)
Unreg. Bridge 1st Chg.	302.0	9.3%	55.4%
Unreg. Bridge 2nd Chg.	217.9	11.0%	56.7%(5)
Comm. Term 1st Chg.	225.1	7.4%	49.1%
Comm. Term 2nd Chg.	141.0	7.8%	41.2%(6)
Development 1st Chg.	1,077.6	9.6%	53.7%(8)
Development 2nd Chg.	545.3	10.2%	74.4(7)(8)

(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) The 1st charge attachment point for the 2nd charge retail loan book is 34.9%
(4) The 1st charge attachment point for the 2nd charge buy-to-let+ loan book is 34.1%
(5) The 1st charge attachment point for the 2nd charge unregulated bridge loan book is 28.3%
(6) The 1st charge attachment point for the 2nd charge commercial term loan book is 22.7%
(7) The 1st charge attachment point for the 2nd charge development loan book is 32.8%
(8) LTV of development loans based on origination advance plus further advances divided by valuation at origination plus further advances

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

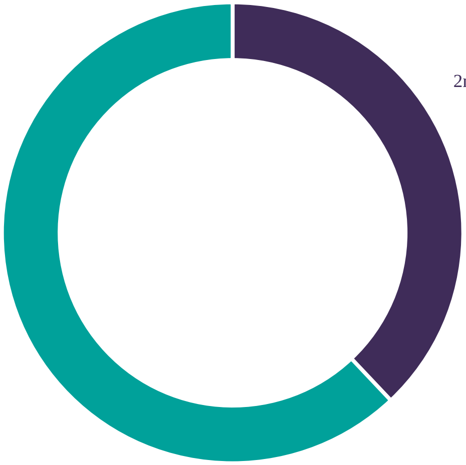
Loan portfolio breakdown by loan purpose



55% secured on residential security

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
Retail	76.2	5.9%	51.8%
Commercial	292.4	8.3%	56.5%
Total	**184.2**	**7.8%**	**55.5%**

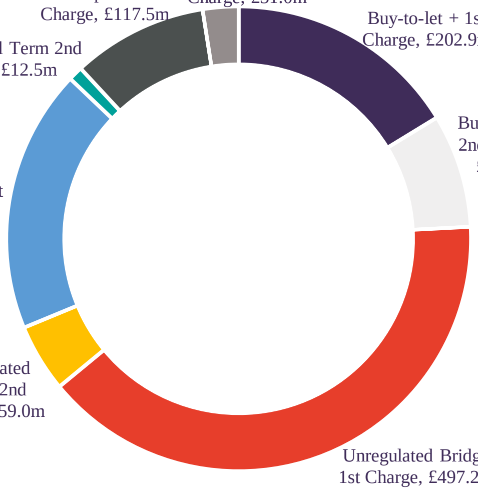
Retail loan book breakdown



100% secured on residential security

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
1st Charge	136.4	5.6%	51.8%
2nd Charge	44.2	6.5%	52.0%(3)

Commercial loan book breakdown



44% secured on residential security

Total Loan Book	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
Buy-to-let 1st Chg.	247.8	5.9%	61.5%
Buy-to-let 2nd Chg.	87.4	7.8%	53.7%(4)
Unreg. Bridge 1st Chg.	411.6	9.2%	57.1%
Unreg. Bridge 2nd Chg.	257.7	10.6%	55.2%(5)
Comm. Term 1st Chg.	353.8	7.1%	52.1%
Comm. Term 2nd Chg.	181.5	7.5%	38.0%(6)
Development 1st Chg.	1,077.6	9.6%	53.7%(8)
Development 2nd Chg.	553.8	10.2%	74.4%(7)(8)

(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) The 1st charge attachment point for the 2nd charge retail loan book is 36.2%
(4) The 1st charge attachment point for the 2nd charge buy-to-let+ loan book is 36.2%
(5) The 1st charge attachment point for the 2nd charge unregulated bridge loan book is 32.1%
(6) The 1st charge attachment point for the 2nd charge commercial term loan book is 27.8%
(7) The 1st charge attachment point for the 2nd charge development loan book is 19.3%
(8) LTV of development loans based on origination advance plus further advances divided by valuation at origination plus further advances

Funding structure as at 31st Dec '21

Bracken Midco1 Plc
Senior PIK Toggle Notes 2027 (6yr NC2)
£380m(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(2)
6yr NC2
£555m
S&P and Fitch: BB-

SSN 2027
6yr NC2
£500m
S&P and Fitch: BB-

Bank Facilities

RCF 2023
£71.9m Commitment

Public RMBS

TABS2
£**120.8**m *rated notes(3)(4) – 54.2% rated AAA*

TABS3
£**184.1**m *rated notes(3)(4) – 65.3% rated AAA*

TABS4
£**257.1**m *rated notes(3)(4) – 74.7% rated AAA*

TABS5
£**302.1**m *rated notes(3)(4) – 73.5% rated AAA*

CRE1
£**178.8**m *rated notes(3)(4) – 80.6% rated AAA*

CRE2
£**228.2**m *rated notes(3)(4) – 75.3% rated AAA*

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

Private Securitisations

CABS 2023
£1,255 Commitment
Moody's: Aa2(sf); DBRS: AA(sf)(3)

LABS 2023
£500m Commitment

DABS 2 2025
£400m Commitment

HABS 2025
£525m Commitment

BABS 2026
£60.0m Commitment(4)

Total shareholder funding £984.4m(5)
(Borrower Group: £**636.8**m)(5)

(1) Refinanced the existing £368m 2023 PIK Toggle Notes in November 2021
(2) Includes £120m tap of our 2026 senior secured notes at a price of 100.5 in November 2021
(3) Rating in respect to the senior notes only
(4) As at 31 December 2021, net of cash receipts received in the month to be applied to reduce notes. Brooks ABS reflects the current senior note position. Brooks ABS is an amortising (non revolving) facility
(5) 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	Brooks Asset Backed Securitisation
Structure	• Class A – 6 Senior Lenders • Class B / C – 4 investor's • Sub Note – Together Financial Services	• Senior – 5 Senior Lenders • Sub Note – Together Financial Services	• Senior – 1 Senior Lender • Sub Note – Together Financial Services	• Senior – 4 Senior Lenders • Sub Note – Together Financial Services	• Senior – 1 Senior Lender • Sub Note – Together Financial Services
Facility size	• £1,255m facility size • £696.8m issued	• £500m facility size • £233.0m issued	• £400m facility • £125.0m issued	• £525m facility size • £201.2m issued	• £60.0m facility (amortising) • £60.0m issued
Maturity	• Revolving period September 2022 • Full repayment September 2023	• Full repayment October 2023	• Refinanced in Dec 2021 • Revolving period Dec 2024 • Full repayment Dec 2025	• Revolving Period ends Sep 2024 • Full Repayment Sep 2025	• Full repayment Jan 2026
Rating	• Rated by Moody's and DBRS Class A – Aa2 / AA Class B – Baa1 / BBB (high) Class C – Ba1 / BB (high)	• NR	• NR	• NR	• NR
Facility purpose	• Flexible facility to fund residential property for retail and commercial purpose loans • Concentration limits on % of short term loans	• Primarily to fund unregulated bridge loans and regulated bridge loans	• Primarily to fund unregulated bridge loans and commercial term loans	• To fund term loans backed by small balance commercial real estate	• Static facility primarily to fund loans in arrears
Purchase & recycling of assets	• 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)				• N/a
Delinquency[(1)] and loss rate	• Delinquency rate (arrears >1m) 2.64% • Default rate 0.09%	• Delinquency rate (arrears >1m) 0.51% • Default rate 0.40%	• Delinquency rate (arrears >1m) 1.39% • Default rate 1.15%	• Delinquency rate (arrears >1m) 1.15% • Default rate 0.02%	• N/a - (facility designed to house loans in arrears)
Excess spread and subordinated debt interest (LTM)	• Average monthly excess spread of £3.4m • Average monthly subordinated debt interest of £0.2m	• Average monthly excess spread of £2.1m • Average monthly subordinated debt interest of £0.1m	• Average monthly excess spread £1.0m • Average monthly subordinated debt interest £0.1m	• Average monthly excess spread of £1.0m • Average monthly subordinated debt interest of £0.1m	• Average monthly excess spread £0.8m • Average monthly subordinated debt interest £0.1m

Note: Data as at 31 Dec 2021
Delinquency rate includes technical arrears
(1) Delinquency and default rates calculated on a rolling 3 month average basis

Glossary

Term	Slide Reference	Definitions
Challenger Banks	14	Close Brothers, One Savings Bank, Paragon, Secure Trust and Shawbrook.
Cost of Borrowing	11	Calculated as the LTM Underlying Interest Payable, as stated in Slide 26, minus interest on subordinated debt, all divided by the average of opening and closing gross debt
Cost of Risk	13	Based on quarterly impairment charge grossed up to twelve months, divided by the average of opening/closing net loan book for the quarter
Credit Impaired Originations	7	Originations with credit impaired customers, using the Financial Conduct Authority's definition of 'credit impaired'
Facility Headroom	5, 11, 23	Represents undrawn amounts on existing facilities incl. private securitisations and undrawn RCF through sale of existing and origination of new eligible assets
Accessible Liquidity	5, 11, 23	Includes Borrower Group unrestricted cash, undrawn available 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
Interest Payable	13	Includes Core Interest, non-utilisation fees and fee amortisation
London Prime Property	8	As defined by the Coutts London Prime Index – residential property only
Net Debt : Underlying EBITDA	14	The ratio of net debt (where subordinated loans and notes are treated as equity) to LTM Underlying EBITDA, as stated on slide 25
Reoccurring Loan Advances	15	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 12 months less growth in loans & advances over the last 12 months
Underlying Asset Cover	14	Calculated as net debt, divided by the value of net loans and advances to customers of consolidated Group and Senior Borrower Group ('SBG'), all multiplied by the weighted average indexed LTV of net loans and advances to customers of consolidated Group and Senior Borrower Group ('SBG'). Where applied to SBG figures, non-SBG facilities are excluded from the above calculations
Underlying Cost / Income Ratio	13	Calculated as rolling 12 months Underlying Administrative Expenses (as stated on Slide 26), divided by LTM Underlying Net Operating Income, adjusted as stated on Slide 26.
Underlying Interest Cover	14, 15	Represents Underlying EBITDA divided by Underlying Interest Payable on an LTM basis. Where applied to SBG figures, these figures represent SBG Underlying EBITDA (EBITDA minus the interest from non-SBG facilities) divided by Underlying Interest Payable on senior secured notes and RCF on an underlying LTM basis
Underlying NIM	13	Calculated as rolling 12 month Underlying Net Interest Income divided by the average of the opening and closing net loan assets

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