

**50 years  
of realising  
ambitions.**

**Full Year Results**

Financial Year 2023-24



**together.**

# Contents.

- Highlights
- Strategic Update
- Operating & Financial Review
- Summary & outlook
- Q&A
- Appendix

# Speakers.



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



**Ryan Etchells**  
Chief Commercial Officer



**Chris Adams**  
Group Finance Director



**Andrea Dalton**  
Chief Transformation Officer

# Highlights.

# Celebrating 50 years of realising ambitions.



## About Together.

Founded in 1974, Together is one of the UK's leading non-bank relationship lenders

Experts in property lending, we have been making finance work to help our customers realise their ambitions for 50 years

**Our successful 50 year track record is driven by our culture, expertise, common sense approach and strong established relationships**

Common-sense decisions driven by real people

Established customer and intermediary partnerships

Deep property lending experience

Flexible lending criteria

Full service in-house model

Strong and diversified funding



### Residential

1<sup>st</sup> and 2<sup>nd</sup> charge mortgages for owner occupiers



### Buy-to-Let

From single property accidental landlords to professional portfolio landlords



### Bridging

Loans for residential and commercial property acquisitions



### Commercial Term

1<sup>st</sup> and 2<sup>nd</sup> charge loans secured on a variety of property types, to support business growth



### Development

Tailored finance for residential and commercial new builds and conversions

# 50 years of realising ambitions.

## Delivering another strong performance

- Loan book grown to £7.4bn with prudent LTVs
- New lending up 7.1% to £3.0bn
- Net Interest Margin has increased to 5.4% from 5.2% in 2023
- Group remains highly profitable and cash generative
  - Underlying PBT £200.9m (2023: £163.6m) includes £54.1m ECL charge (2023: £42.4m) and cash receipts of £2.8bn (2023: £2.2bn)

## Continuing to build a long-term sustainable future

- Richard Rowntree announced as new CEO, joining early 2025
- Significant investment programme to transform business approved and commenced
- Achieved CCA Global accreditation for customer experience
- Awarded 'UK Employer of the Year' in our category by Investors in People
- Successfully raised or refinanced over £3.2bn to support growth plans

## Well placed to help more customers realise their ambitions

**“As we celebrate 50 years in business, I am pleased to report that Together continues to perform strongly and to deliver value to our stakeholders”**

*Mike McTighe*

Chairman

# Our highlights in the year



together.

## Another successful performance

<b>£7.4bn</b> (2023: £6.4bn)	<b>55.7%</b> (2023: 55.3%)	<b>£3.0bn</b> (2023: £2.8bn)
Loan Book	Loan Book LTV	Originations

## Delivering strong and sustainable profitability

<b>£248.1m</b> (2023: £201.0m)	<b>5.4%</b> (2023: 5.2%)	<b>£200.9m</b> (2023: £163.6m)
Operating Profit	Net Interest Margin	Underlying PBT <sup>(1)</sup>

## Whilst supporting our customers and people

<b>75%</b> (2023: 75%)	<b>Employer of the Year</b>	<b>CCA accredited</b>
5* customer reviews <sup>(2)</sup>	UK Silver Investors in People 250+	

(1) Adjusted in accordance with Appendix: “Adjustments in respect of exceptional costs”

(2) Based on 556 (2023: 673) reviews collated by Feefo, Trustpilot and Google Review during FY24.

# Strategic Update.

# Clear and purpose driven strategy.

Our purpose

Realising people's ambitions by making finance work

Our vision

To be the most valued lending company in the UK

Guided by our values

Doing the right thing

Being accountable

Respect for people





# Our customers and why they come to Together.



Individuals and families



Later life customers



SMEs and businesses



Landlords



Developers

## Our customer types

## Why customers may come to a specialist lender

As the jobs we do, the properties we live and work in, and how we buy are changing, increasing numbers of customers are falling outside the highly automated and restrictive criteria of high street banks. Specialist lenders can typically assess borrowers on a case-by-case basis, providing solutions tailored to customers with one or more areas of complexity

Non-standard income or employment	Non-standard property or construction type	A range of purchasing situations	Thin or impaired credit
<ul style="list-style-type: none"> <li>• Complex or multiple incomes</li> <li>• Self-employed</li> <li>• Significant bonuses or overtime</li> <li>• Investment income</li> <li>• Approaching or in retirement</li> <li>• Other non-standard income</li> </ul>	<ul style="list-style-type: none"> <li>• Ex-local authority</li> <li>• High rise flats</li> <li>• Non-standard construction materials</li> <li>• Semi-commercial property</li> <li>• HMO &amp; Multi-unit-Blocks</li> <li>• Uninhabitable properties</li> </ul>	<ul style="list-style-type: none"> <li>• Auction purchases</li> <li>• Shared ownership</li> <li>• Right to buy</li> <li>• Gifted / builders deposits</li> </ul>	<ul style="list-style-type: none"> <li>• Thin or impaired credit histories</li> <li>• Secured or unsecured arrears</li> <li>• Defaults</li> <li>• Satisfied &amp; unsatisfied CCJs</li> <li>• Background credit</li> <li>• Debt management plans</li> </ul>

## Why customers choose Together

There are significant opportunities to realise your property ambitions if you have the right funding partner who shares your vision. Customers come to Together because we help real people achieve their property ambitions, by making finance work for the real world



Reputation & Experience



Long-term relationships



Agility to deliver quickly

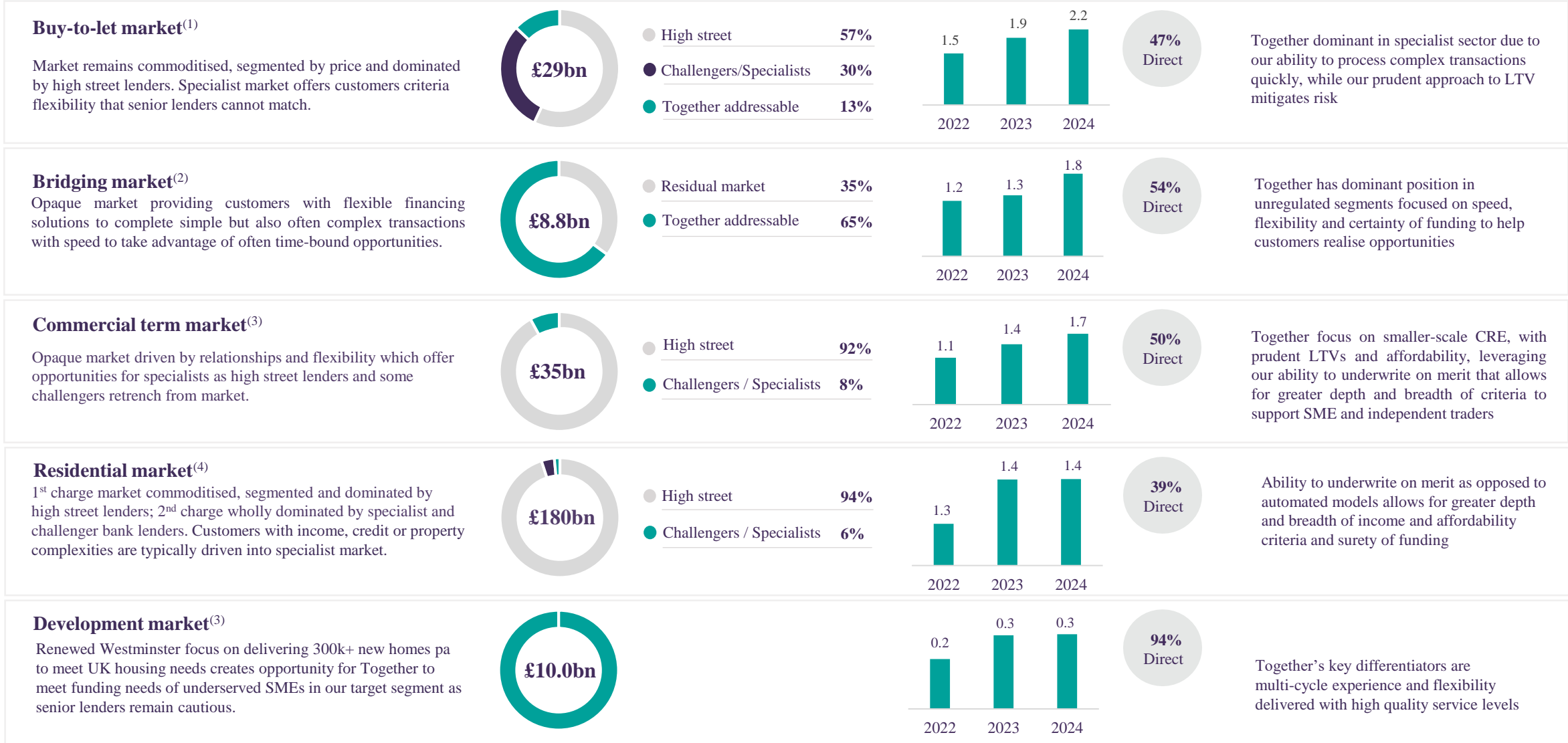


Certainty of funding



Real people, real decisions

# Attractive growing markets.



(1) UK Finance: BTL mortgages outstanding and new lending - BTLA1

(2) Based on Mintel Bridging Loans 2023, and FCA supplied lending data

(3) Management estimate (Bayes 2022 Commercial Real Estate lending report YE 2022, Mintel Commercial Mortgages – May 2023, and Savills Mortgage Market in Minutes, Hampton Lambert Smith UKIT report, Colliers UK Property snapshot))

(4) UK Finance: RL3 – Homeowner remortgages – lending & affordability; RL4 – All loans for house purchase, new mortgages & affordability. Segments are by management estimate: UK Finance Largest Lenders and published accounts

# Investing in our future.

Our markets continue to expand and more people look to specialist lenders to realise their property ambitions, we see an exciting opportunity to take our business to the next level

We are therefore investing in our future technology capability and have initiated a transformation project to create a modern, agile and scalable back office and lending & servicing platform

## Our transformation opportunity



Allowing **scalable** growth to meet future business ambition



Agile systems that allow us to **capitalize on market opportunities** and new technologies



**Automation** providing efficiency gains and to free up our people to value add tasks, decision making and relationship building



**Customer-first** focused system to enhance their experience



Further system embedded controls, **enhancing our risk management**



Simplified **data management and analysis**

## Transformation progress



### Discovery

- Project scope
- Robust Board governance established
- Ring-fenced team created
- User journeys mapped
- Service blueprints developed



### Planning

- Developed deliver plan
- Identified & secured delivery partners
- Established ways of working



### Delivery

- Delivery phase underway

## Delivery partners secured



Back office engine

**Thought Machine**



Core lending & servicing system

**nCino**



Integration layer

**Microsoft**



Systems integration partner

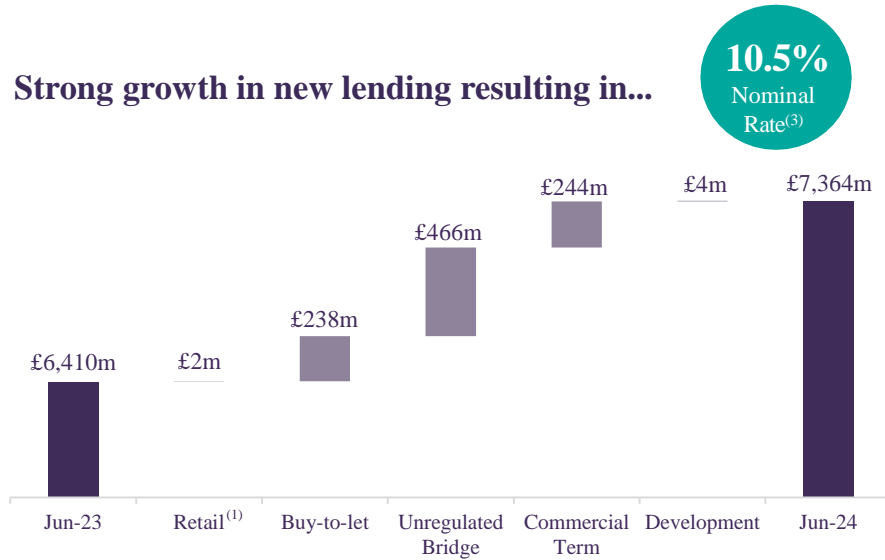
**PWC**

- Best technical fit
- Strong cultural fit
- Proven track records in transformation delivery

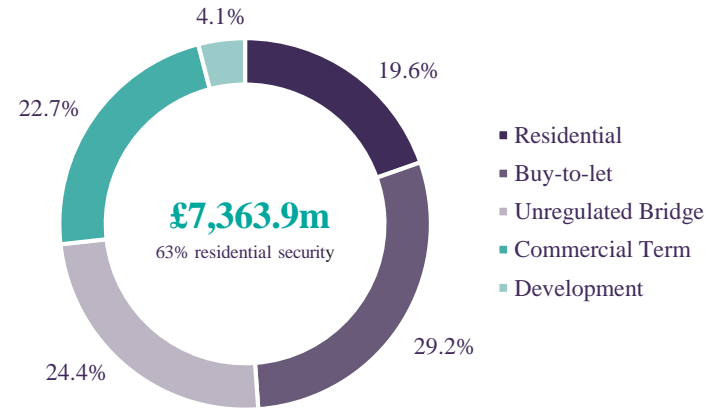
# Operating & Financial Review.

# Strong originations driving loan book to record high.

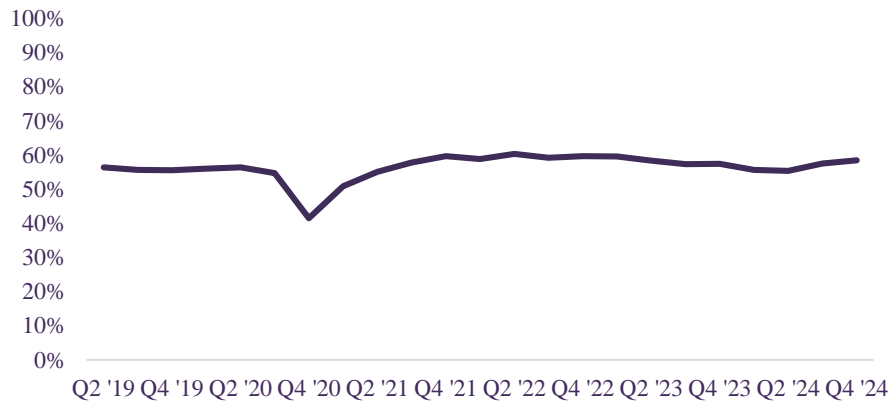
Strong growth in new lending resulting in...



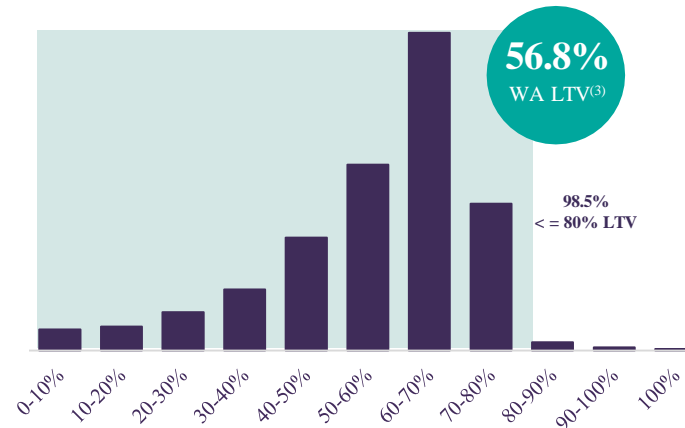
...a diversified low LTV loan book<sup>(2)</sup>



While origination LTVs<sup>(3)</sup> remain conservative...



...and LTV distribution remains well balanced

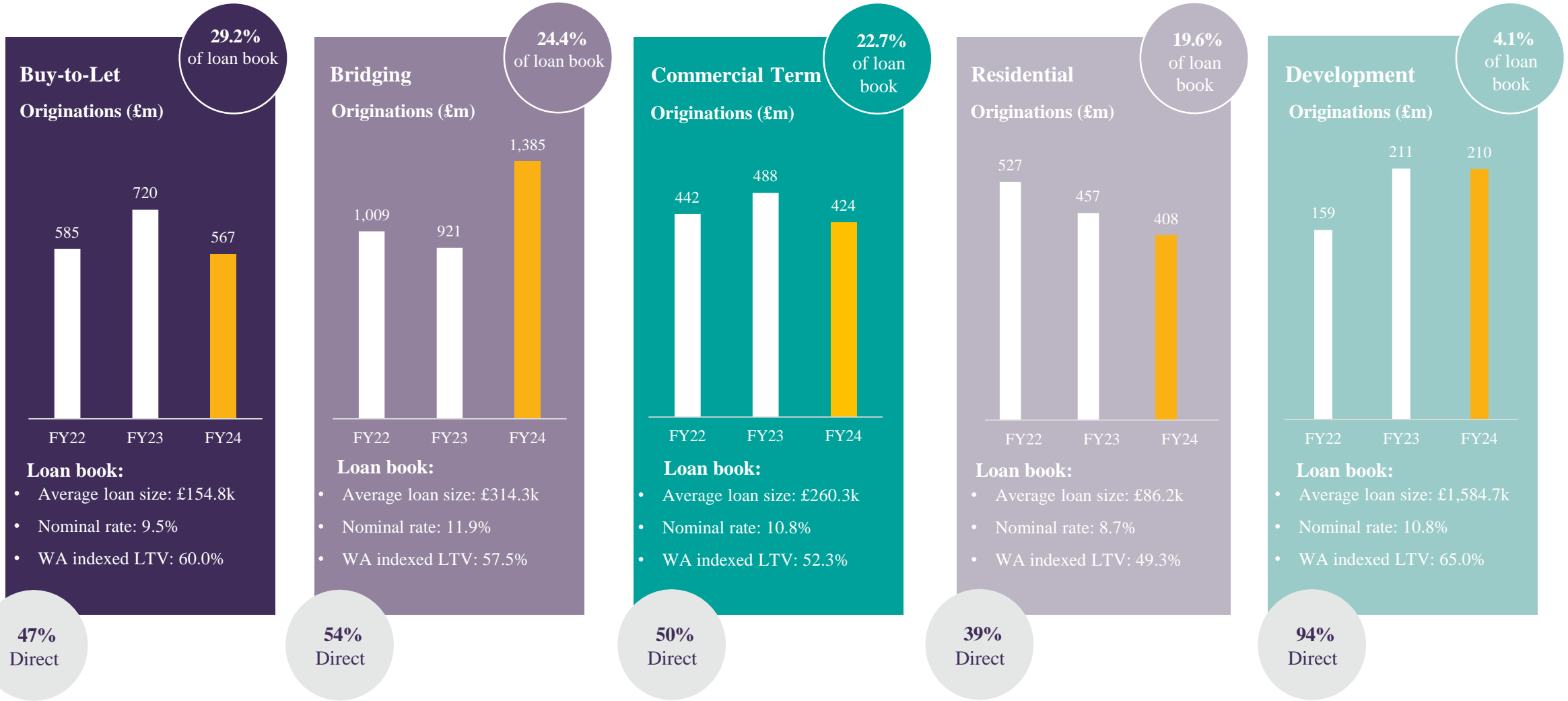


**New lending reflects our strong market presence and proven ability to balance return and risk through economic cycles**

- FY '24 average monthly originations totalled £249.6m (FY' 23: £233.1m)
- Increased origination nominal rate<sup>(3)</sup> 10.5% (FY'23: 8.4%)
- Robust credit quality maintained - weighted average origination LTVs<sup>(3)</sup> remain very low at 56.8% (FY'23: 58.3%)
- >50% of originations came from direct channels

(1) Includes CBTL and Regulated Bridge accounting for £23.9m and £80.6m of FY '24 originations compared to £28.1m and £39.9m, respectively, in FY '23  
 (2) Loan book analysis for core operating subsidiaries is presented after allowances for impairments but excludes shortfall balances and related impairments, resulting in a small difference to the loan book carrying value in the statement of financial position.  
 (3) For new originations in FY24, including further advances

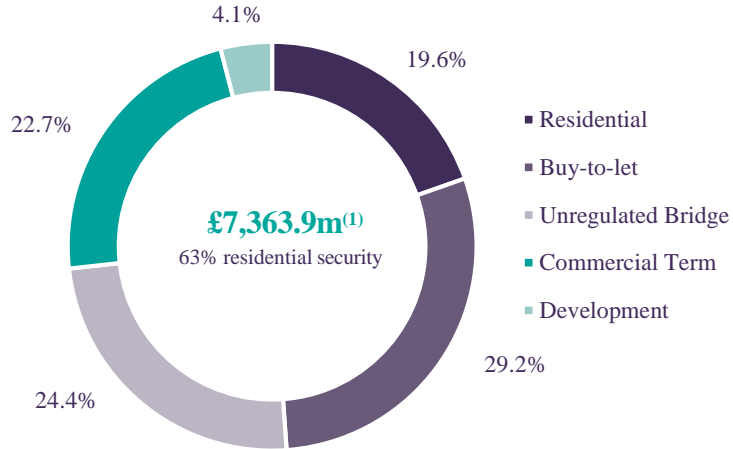
# Flexible and broad products designed to meet customers' needs.



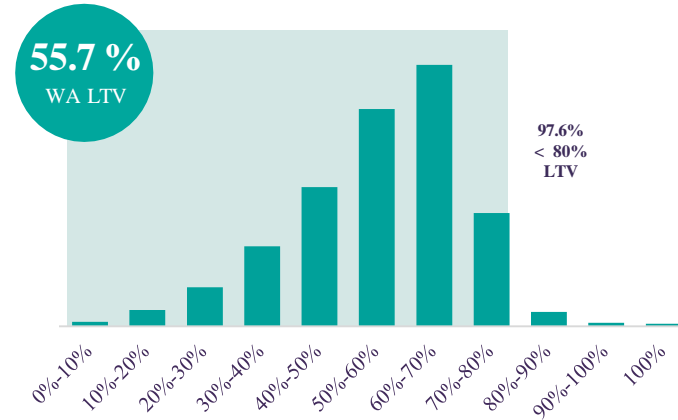
**Established multi-channel distribution network**

# Sustainable success built on solid foundations.

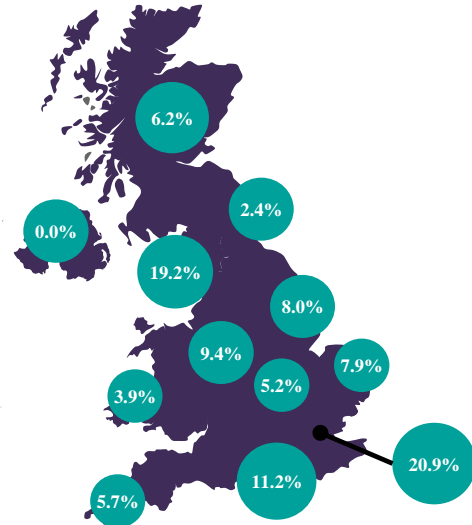
## High quality loan book...



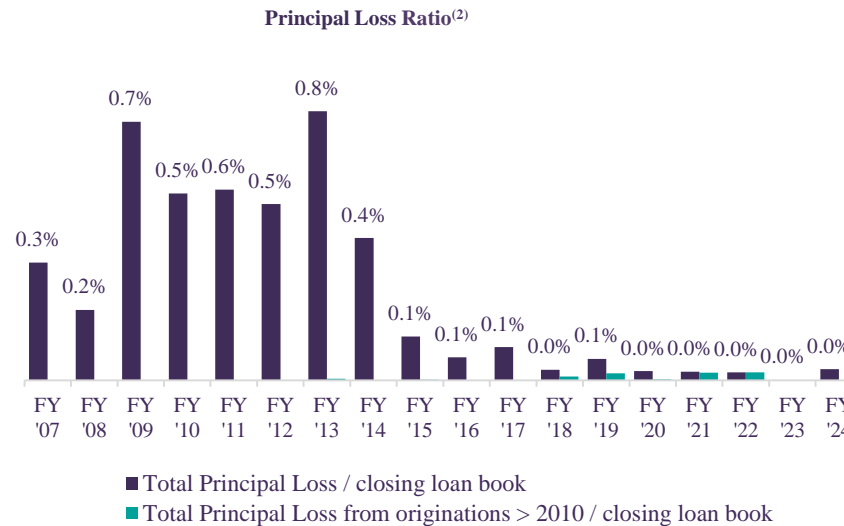
## ...secured with low LTVs...



## ...diversified by product and geography...



## ...and consistently low levels of realised losses



## Low levels of negative equity exposure

- Negative equity exposure £27.9m (0.4% of total loans, by value)
  - Compared to £146.4m of IFRS9 impairment allowances
- Only £34.4m additional Group exposure to negative equity from 20% fall in property values

## Low levels of realised losses

- Max 0.8% since FY'07, reducing to negligible levels since
- Loss ratios consistently below 0.03% on originations since 2010

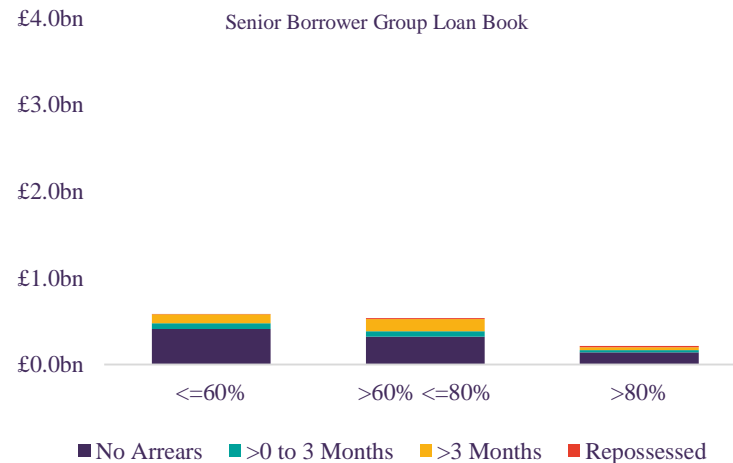
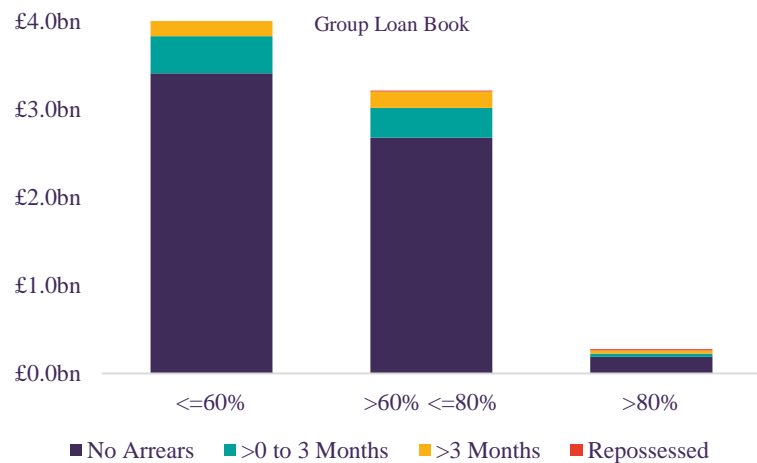
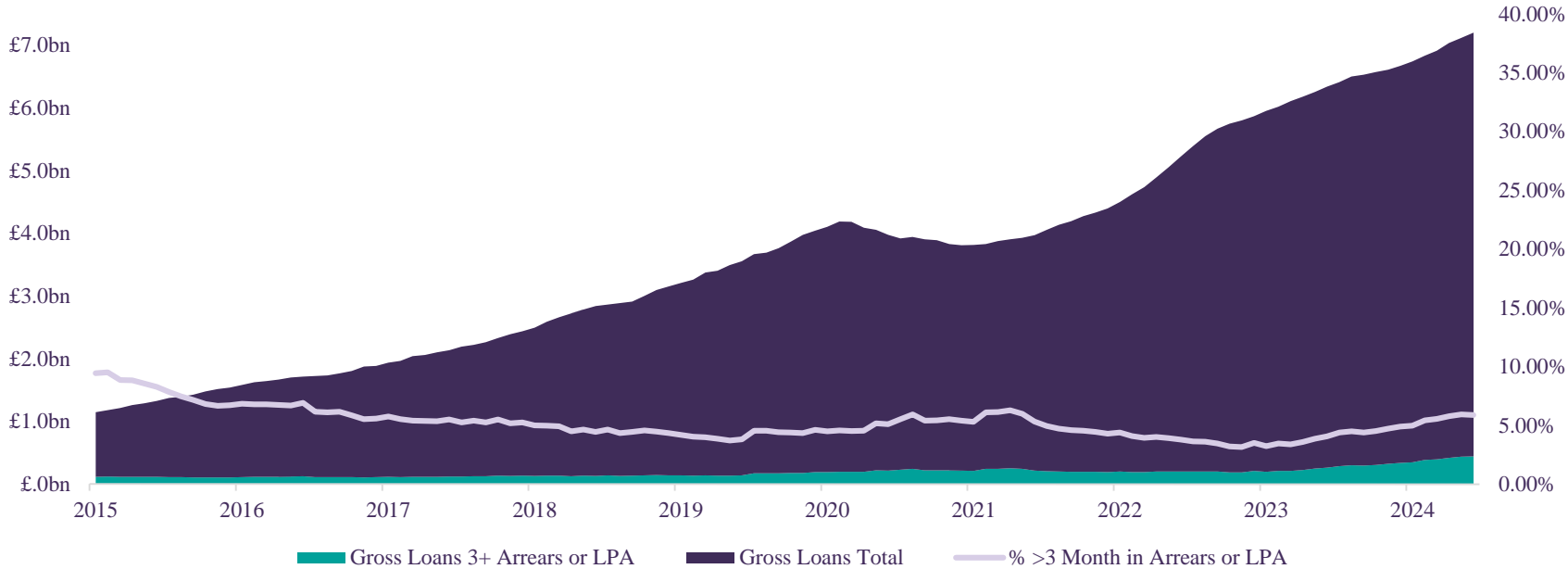
## Downside scenario analysis - IFRS9

- 100% severe downside would increase impairment allowances by £111.8m compared to FY24
- Underlying PBT of £200.9m

(1) Loan book analysis for core operating subsidiaries is presented after loss allowances  
 (2) Principal losses = total principal advances + 3rd party costs (i.e. foreclosure costs) less total receipts.

# A high quality balanced loan book.

## Arrears cases continue to be carefully managed



## Arrears levels remain low

- Arrears remain below historic levels albeit raised from 2023 lows
- LTVs continue to provide protection from losses
- 70% of the Group loan book is currently on a variable interest rate, compared to 87% of the Senior Borrower Group
- Of the 30% of fixed rate loans, 63% were originated post June 23 incorporating a base rate of 5% plus
- 85% of all defaulted loans are less than or equal to 80% LTV



# Strong, diversified and mature funding.

## FY '24: > £3.2bn raised or refinanced

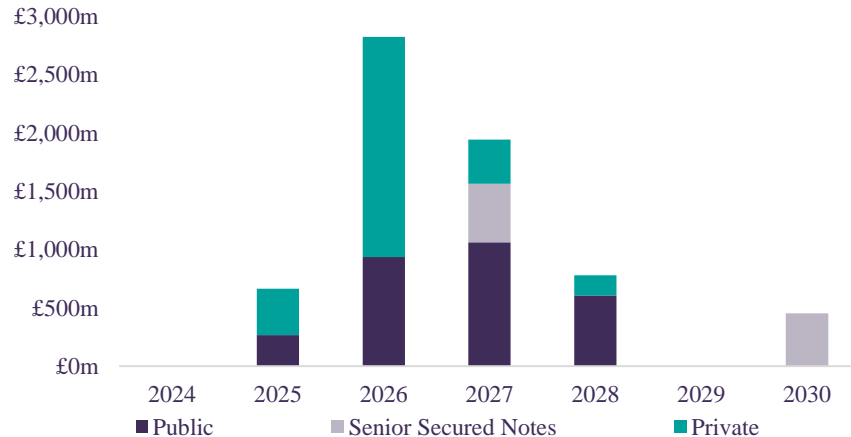
- Four public RMBS transactions during year
- £450m bond refinancing, extending the maturity to 2030
- First development securitization facility
- Fourth public CRE MBS deal issued
- HABS facility upsized by £200m to £725m

## Maintained this momentum in Q1'25

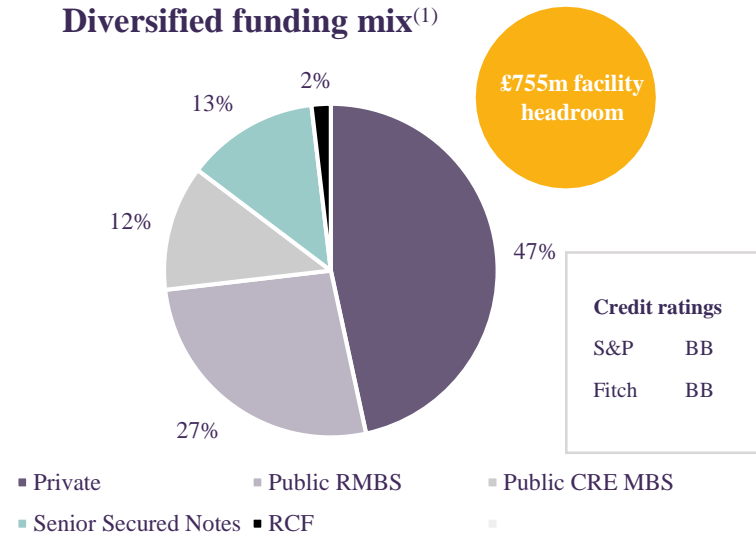
- DABS 2 refinanced and upsized to £600m in August
- TABS 12, a £445m public RMBS, issued in September

## 2.6 years average weighted maturity<sup>(1)</sup>

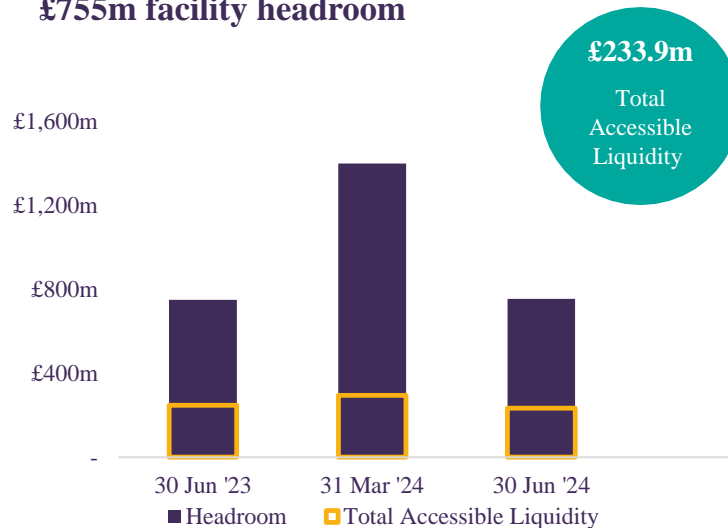
Total facilities by maturity



## Diversified funding mix<sup>(1)</sup>



## £755m facility headroom



## Significant protection for borrower group and bond investors

- Security package underpinned by:
  - £1.2bn secured loan portfolio
  - £708m retained securitization positions
  - £238m securitization deferred purchase consideration received in FY24
- Borrower group portfolio LTV of just 58.3% and a ratio of net senior secured borrowing to loan assets of 70.9% (implied borrower group “look-through” LTV of just 41.4%)
- Significant Senior Secured Note covenant headroom

(1) Based on drawn balances and calendar years

# Strong momentum in financial performance continues.

## Results for the year

The results for the year to 30 June 2024 are summarised:

	2024 £m	2023 £m
<b>Net interest income</b>	<b>369.3</b>	<b>301.1</b>
Net fair-value loss on derivatives	(11.2)	(2.1)
Net fee and other income	6.1	3.0
<b>Operating income</b>	<b>364.2</b>	<b>302.0</b>
Administrative expenses	(116.1)	(101.0)
<b>Operating profit</b>	<b>248.1</b>	<b>201.0</b>
Impairment losses	(54.1)	(42.4)
<b>Profit before tax</b>	<b>194.0</b>	<b>158.6</b>
<b>Underlying profit before tax</b>	<b>200.9</b>	<b>163.6</b>

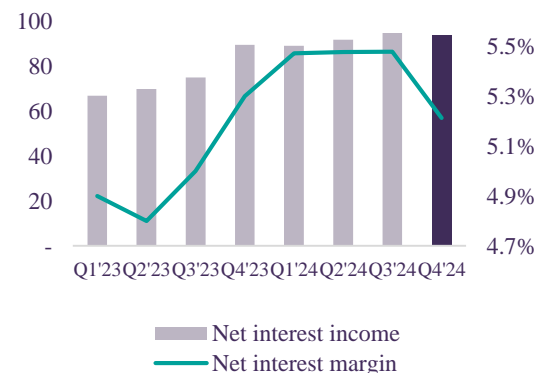
### Items added back to underlying profit

Transformational costs	(6.9)	-
Discretionary bonus	-	(8.4)
Strategic review costs	-	3.4

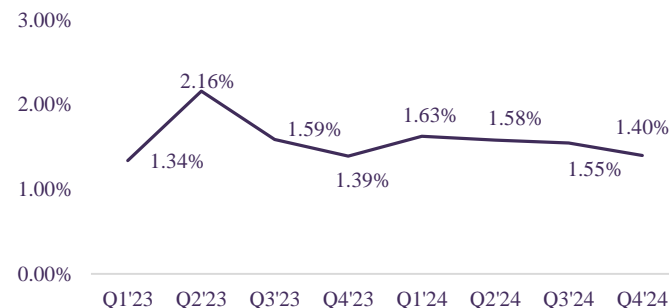
## Key profit-related performance indicators

	2024	2023
Net interest margin (%) <sup>(1)</sup>	5.4	5.2
Underlying net interest margin (%) <sup>(2)</sup>	5.4	5.2
Cost-to-income ratio (%) <sup>(1)</sup>	31.9	33.5
Underlying Cost-to-income ratio (%) <sup>(2)</sup>	30.0	31.8
Return on equity (%) <sup>(1)</sup>	13.2	12.3
Underlying return on equity (%) <sup>(2)</sup>	13.7	12.6
Cost-to-asset ratio (%) <sup>(1)</sup>	1.59	1.62
Underlying cost to asset ratio (%) <sup>(2)</sup>	1.49	1.54
Cost of risk (%) <sup>(1)</sup>	0.79	0.73

The Group continued to enjoy strong net interest income owing to consistent pricing strategy applied to a growing loan book. Net interest margin has increased by approximately 20bps compared to the prior year comparable quarter



The Group's strong growth and focus on cost management continues to see its underlying cost-asset ratio trending downwards



## Strong financial results continue positive momentum for 2024

- Strong levels of profitability once again delivered in the year
- Net interest income and operating profit remain strong
- NIM recovery from prior year has been managed in line with our expectations as we have successfully transitioned to a higher rate environment
- IFRS 9 impairment charge and cost of risk reflect maintenance of coverage levels on a growing loan book
- Mortgage book continues to perform well overall

(1) As defined within the appended Glossary  
 (2) Underlying indicators include exceptional items detailed in Appendix "Adjustments in respect of exceptional costs"

# Strong balance sheet with significant asset cover.

## Financial Position

The Group's closing financial position was as follows:

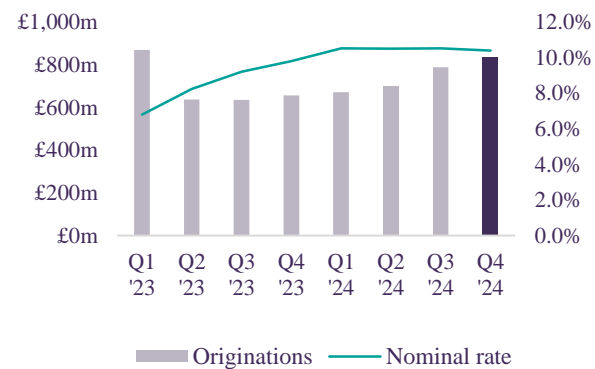
	2024 £m	2023 £m
Loans and advances to customers	7,363.9	6,410.2
Cash	336.2	322.8
Fixed and other assets	75.4	124.1
<b>Total assets</b>	<b>7,775.5</b>	<b>6,857.1</b>
Borrowings	6,543.3	5,680.3
Other liabilities	95.8	92.5
<b>Total liabilities</b>	<b>6,639.1</b>	<b>5,772.8</b>
<b>Total equity</b>	<b>1,136.4</b>	<b>1,084.3</b>
<b>Total equity and liabilities</b>	<b>7,775.5</b>	<b>6,857.1</b>

## Key credit metrics

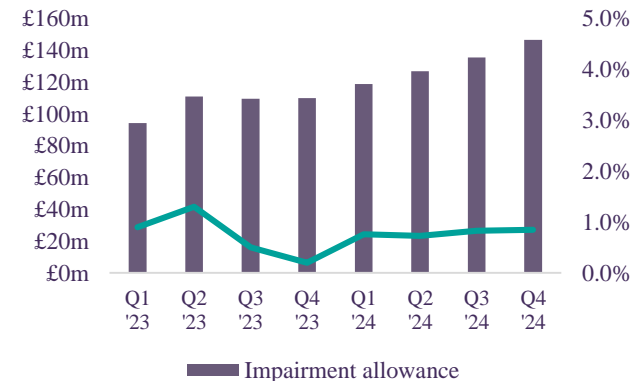
	Consolidated group		Senior borrower group	
	2024	2023	2024	2023
Ratio of net senior secured borrowing to loan assets (%) <sup>(1),(3),(4)</sup>	83.9	82.8	70.9	70.1
EBITDA (£m) <sup>(4)</sup>	608.0	436.4	265.3	231.6
Underlying EBITDA (£m) <sup>(2)</sup>	614.9	441.4	272.2	232.3
Net debt : underlying EBITDA <sup>(2),(3)</sup>	10.2	9.1	3.2	4.4
Gross debt : Shareholder funds <sup>(1),(3)</sup>	5.6	5.0	1.9	1.7
Interest cover ratio <sup>(4)</sup>	1.5	1.6	4.5	3.4
Underlying interest cover ratio <sup>(2)</sup>	1.5	1.6	4.5	3.6
Asset cover (%) <sup>(1),(3),(4)</sup>	47.4	45.8	41.4	34.5

- (1) Subordinated shareholder loans and notes treated as equity
- (2) Underlying indicators include exceptional items detailed in Appendix "Adjustments in respect of exceptional costs"
- (3) Excludes lease liability classified as borrowings
- (4) As defined within the appended Glossary

Controlled and consistent origination activity, anchored by prudent LTV positions, has been consistent with recent quarters



Cost of risk has remained broadly consistent this quarter, in the context of a larger loan book, compared to the previous quarter



## Balance sheet growth underpinned by conservative underwriting

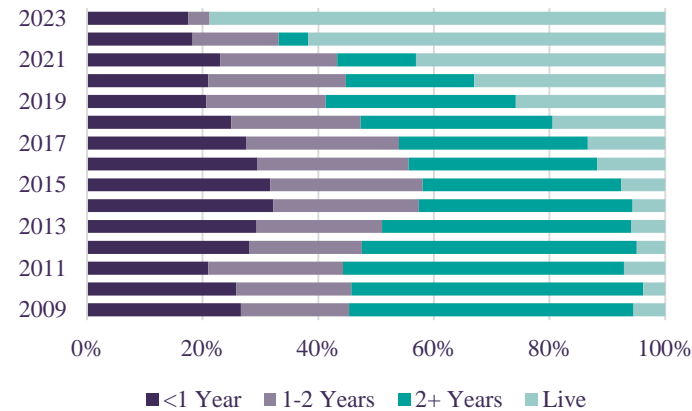
- Net loan book grew to a record £7.4bn underpinned by controlled originations at prudent LTV levels
- Ratio of net senior secured borrowing to loan asset levels remain consistent in the context of funding said balance sheet growth, with significant covenant headroom at the senior borrower group level
- 100% weighting to the severe IFRS 9 downside scenario would increase impairment allowances by £111.8m, relative to underlying profit before tax of £200.9m and shareholder funds of £1.2bn

# Cash flow statement and ratios.

## Summary consolidated statement of cash flows

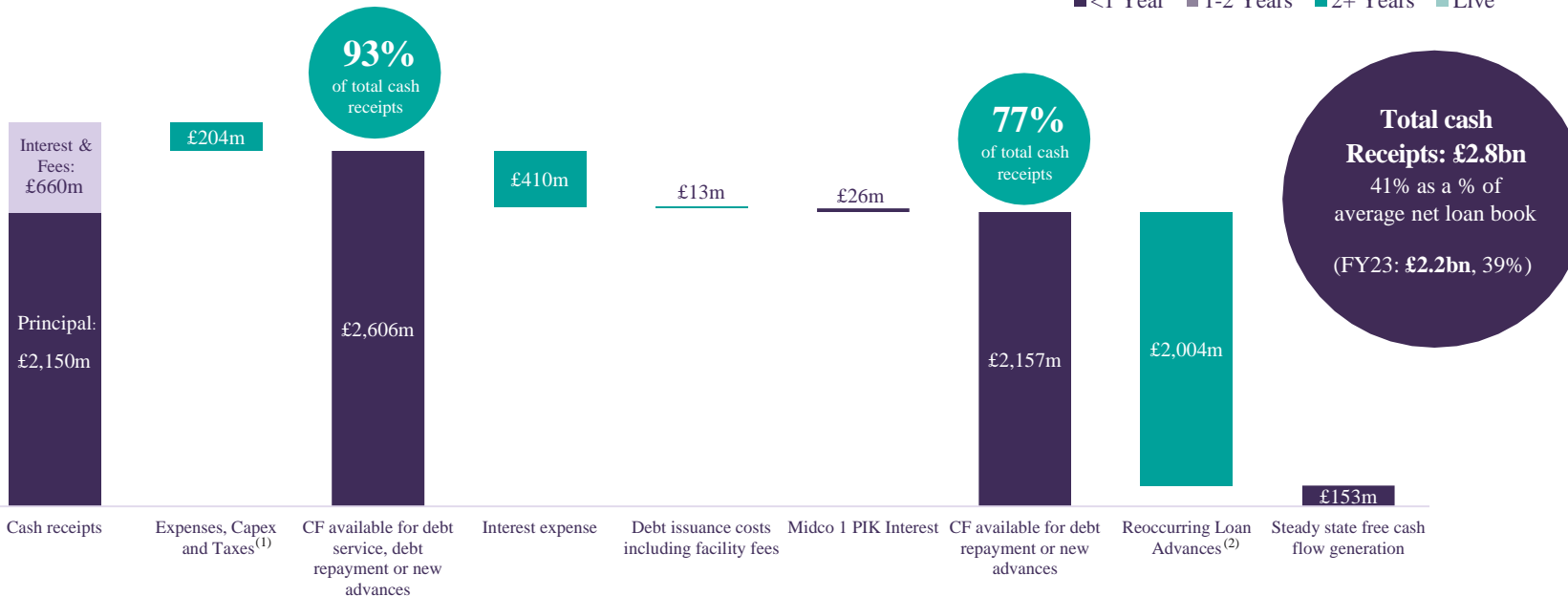
	FY'24 £m	FY'23 £m
<b>Net cash generated/(used in):</b>		
Operating activities	(382.5)	(780.2)
Investing activities	(6.3)	(9.0)
Financing activities	402.2	847.5
Net increase in cash and cash equivalents	13.4	58.3
<b>Cash and cash equivalents at the beginning of this period</b>	<b>322.8</b>	<b>264.5</b>
<b>Cash and cash equivalents at the end of this period</b>	<b>336.2</b>	<b>322.8</b>

## Redemption rates (by loan vintage)



## Strong liquidity profile

- The Group manages liquidity to remain within defined risk appetites, informed by stress testing of different severities and redemption profiles, inclusive of applicable liquidity constraints such as facility headroom and financial covenants
- This approach is supported by a track record of successful financing transactions to increase and extend our funding facilities
- Strong levels of liquidity and cash inflows facilitate consistent ability to service debt obligations



(1) Expenses principally represents staff costs and overheads as well as new business cost.

(2) 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 year less growth in loans & advances over the last year

# Summary & outlook.

# 50 years of realising ambitions.

## Delivering another strong performance

- Loan book grown to £7.4bn with prudent LTVs
- New lending up 7.1% to £3.0bn
- Net Interest Margin has increased to 5.4% from 5.2% in 2023
- Group remains highly profitable and cash generative
  - Underlying PBT £200.9m (2023: £163.6m) includes £54.1m ECL charge (2023: £42.4m) and cash receipts of £2.8bn (2023: £2.2bn)

## Continuing to build a long-term sustainable future

- Richard Rowntree announced as new CEO joining early 2025
- Significant investment programme to transform business approved and commenced
- Achieved CCA Global accreditation for customer experience
- Awarded 'UK Employer of the Year' in our category by Investors in People
- Successfully raised or refinanced over £3.2bn to support growth plans

## Well placed to help more customers realise their ambitions

### Trading environment remains positive

- Despite economic uncertainties, we remain optimistic as we continue to see strong demand for our products
- Together will continue to help our customers realise their ambitions and play our part in supporting the UK economy

# Our highlights in the year



together.

Another successful performance

**£7.4bn**

(2023: £6.4bn)

Loan Book

**55.7%**

(2023: 55.3%)

Loan Book LTV

**£3.0bn**

(2023: £2.8bn)

Originations

Delivering strong and sustainable profitability

**£248.1m**

(2023: £201.0m)

Operating Profit

**5.4%**

(2023: 5.2%)

Net Interest Margin

**£200.9m**

(2023: £163.6m)

Underlying PBT<sup>(1)</sup>

Whilst supporting our customers, communities and people

**75%**

(2023: 75%)

5\* customer reviews<sup>(2)</sup>

**Employer of the Year**

(UK Silver Investors in People 250+)

**CCA accredited**

(1) Adjusted in accordance with Appendix: "Adjustments in respect of exceptional costs"

(2) Based on 556 (2023: 673) reviews collated by Feefo, Trustpilot and Google Review during FY24.

# Q&A.

# Appendix.



# Our investment case.



**Exceptional track record – 50 years of continuous profitability**



**Unique position in attractive growing markets**



**Established multi-channel distribution with c. 50% direct**



**Broad and flexible product offering designed to meet customers' needs**



**High quality low LTV secured loan book – with a full service platform**



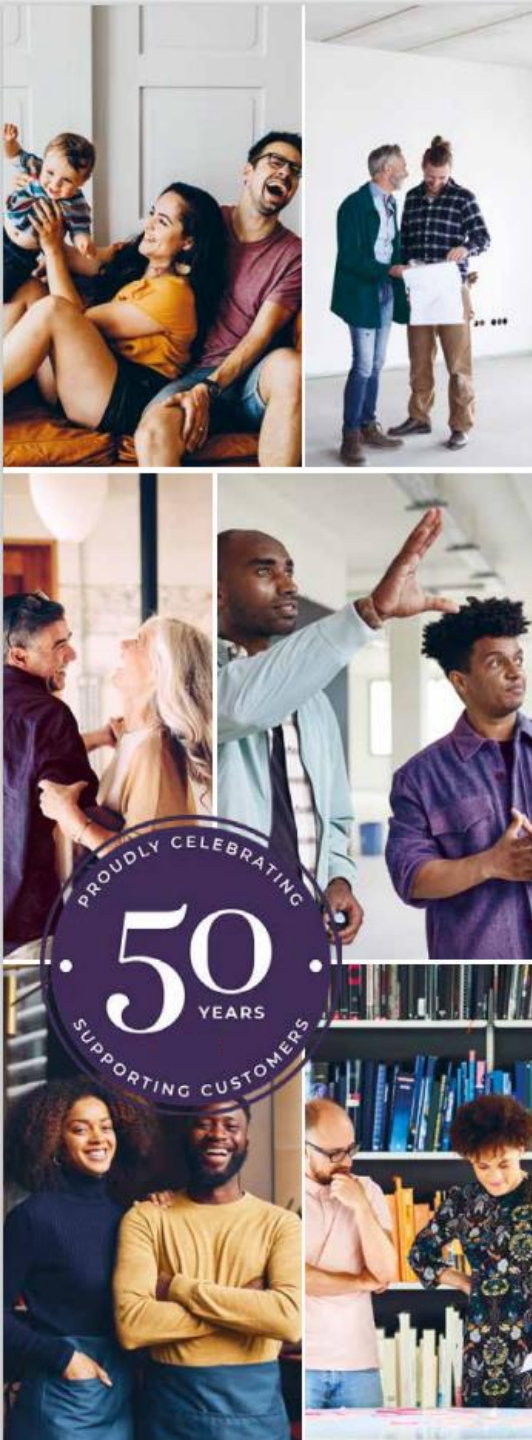
**Strong diversified funding with depth of maturity**



**Experienced management team with significant strength and depth**



**Clear strategy to deliver future growth ambitions**



# Commitment to sustainability.

Our Sustainability Strategy is focused around four key pillars: Our Colleagues, Our Customers, Our Planet and Our Communities; all underpinned by strong governance



## Our colleagues

### Our highlights in the year

UK Employer of the Year (Silver 250+) at the Investors in People Awards

**31%** of leadership positions held by women (2023: 30%)

**11%** of leadership positions held by those in underrepresented ethnic groups (2023: 4%)

**17%** of colleagues over 50

**14 new** Together Academy recruits

- Over **75** graduates and **46** apprentices since academy formed



## Our customers

### Our highlights in the year

Partnership with industry specialist to provide property retrofit services and improve the Energy Performance Certificate (EPCs) of our customers properties

Total affordable properties financed surpassed **1,000** target in the year

- Supporting **over 5,400** tenants since 2022

**75%** online customer reviews 5\* (2023: 75%)

Net Promoter Score **60** (2023: 59)



## Our communities

### Our highlights in the year

**Over £980,000** deployed to support local communities

**Over 2,500** colleague annual volunteering hours utilised in the year

**Over 10,000** meals distributed through Stockport Foodbank

**Over 3,600** trees planted through City of Trees

**1,000** nights funded through 'A Bed Every Night' scheme

**Founding sponsor** of Stockport County Community Trust schools programme



## Our planet

### Our highlights in the year

**31%** decrease in scope 1 emissions

Development of a roadmap to measure progress towards our net zero ambitions

All electricity procured under renewable energy tariffs

**89%** of vehicle fleet electric or hybrid

**Zero** waste to landfill since 2017

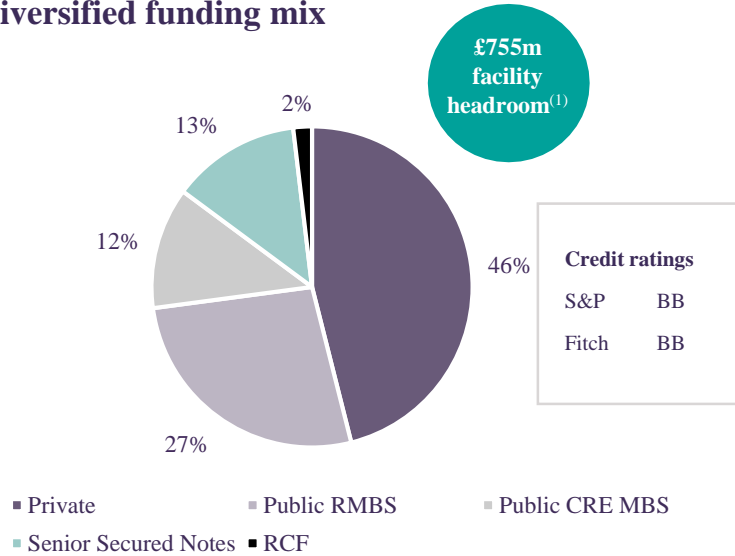
### Our climate aspirations

Net zero carbon operations by **2030**

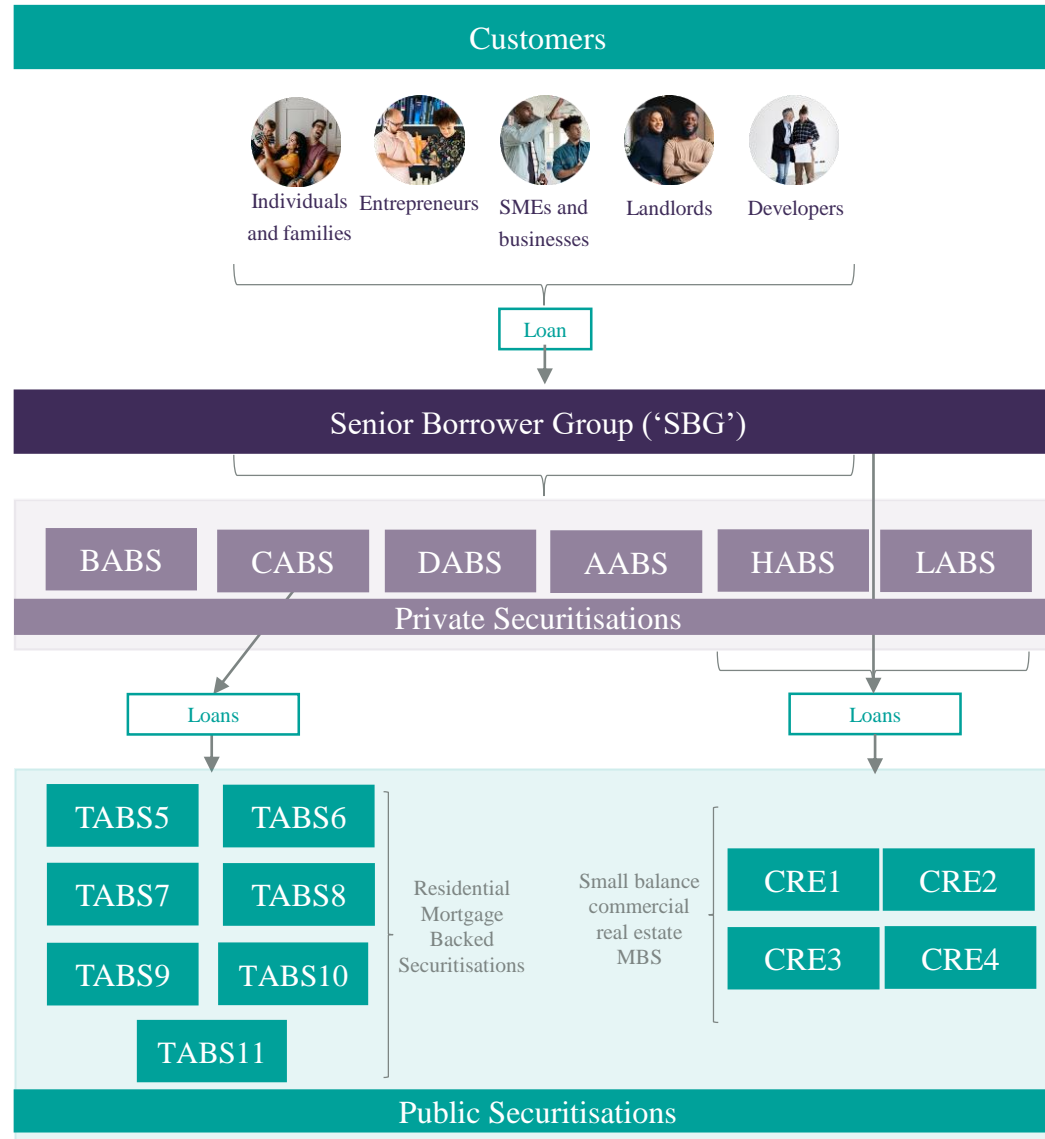
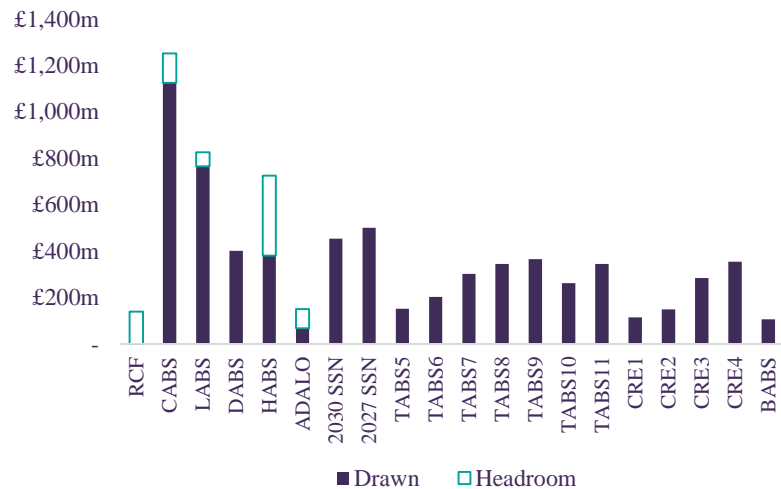
Net zero carbon direct and indirect operations by **2050**

# Strong and diversified funding.

## Diversified funding mix



## Individual facility drawing and headroom



Loans initially funded by SBG from cash and excess interest income from securitisations

Eligible loans sold into private securitisations, based on asset type and advance rate - cash released into SBG to fund new loans

Loan redemptions in private securitisations result in capacity for further future sales

Pools of loans from private securitisations and SBG periodically issued as public RMBS or CRE facilities, creating funding headroom in private facilities and SBG

SBG periodically substitutes / repurchases defaulted or ineligible loans from private securitisations

For Group's public securitisations redeemed at first 'call' date, residual loan portfolios initially refinanced in SBG

These loans are typically reissued into one of private revolving securitisations and then into new public securitisations

Private and public securitisations are bankruptcy remote special-purpose entities (not legally owned by Together) with no recourse to Group's other assets

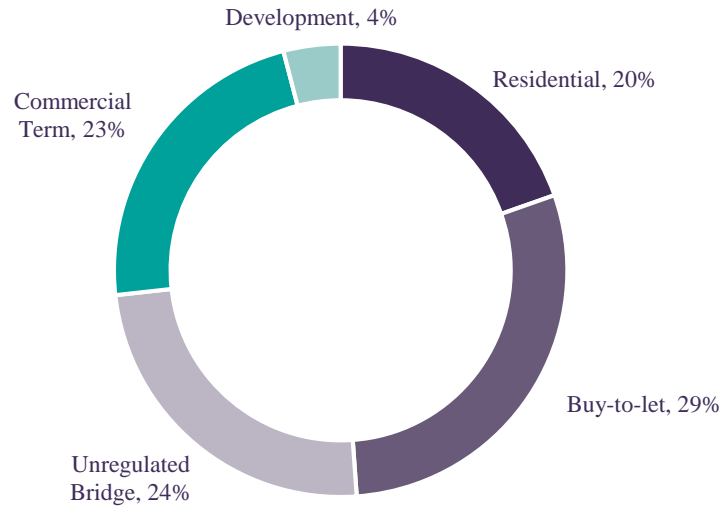
Together holds subordinated loan notes and benefits from excess income within such entities - retaining risks and rewards of ownership

(1) Based on drawn balances – years are calendar years

# Diversified Loan Book – Consolidated Group.

## Loan portfolio breakdown by loan purpose

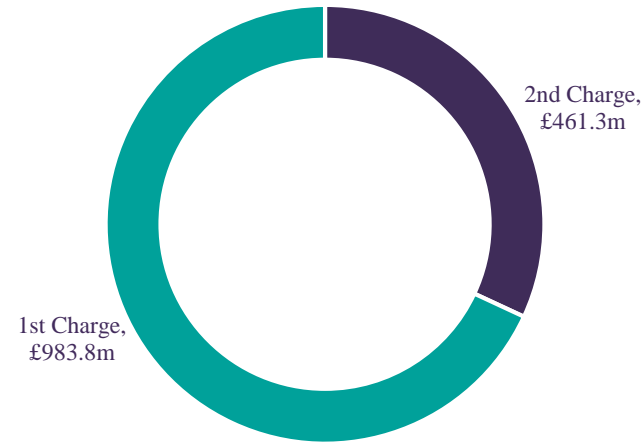
Total<sup>(1)</sup> £7,363.9m



63% secured on residential security

	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
<b>Total Loan Book</b>			
<b>Residential</b>	82.8	8.7%	49.3%
<b>Commercial</b>	217.1	10.6%	57.3%
<b>Total</b>	<b>164.7</b>	<b>10.3%</b>	<b>55.7%</b>

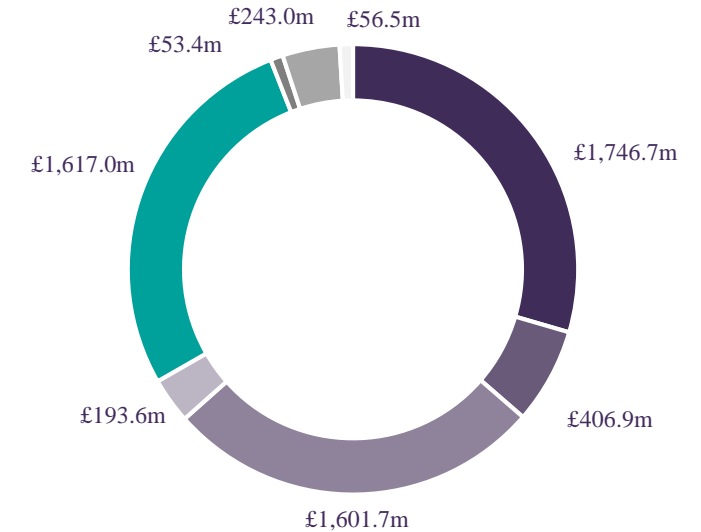
## Residential loan book breakdown



100% secured on residential security

	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
<b>Total Loan Book</b>			
■ <b>1<sup>st</sup> Charge</b>	110.6	8.1%	47.6%
■ <b>2<sup>nd</sup> Charge</b>	53.8	10.0%	53.0% <sup>(2)</sup>

## Commercial loan book breakdown



51% secured on residential security

	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
<b>Total Loan Book</b>			
■ Buy-to-let 1 <sup>st</sup> Chg.	184.3	9.1%	61.0%
■ Buy-to-let 2 <sup>nd</sup> Chg.	84.3	11.1%	55.8% <sup>(3)</sup>
■ Unreg. Bridge 1 <sup>st</sup> Chg.	305.2	11.7%	57.5%
■ Unreg. Bridge 2 <sup>nd</sup> Chg.	198.4	13.2%	57.3% <sup>(4)</sup>
■ Comm. Term 1 <sup>st</sup> Chg.	258.6	10.8%	52.4%
■ Comm. Term 2 <sup>nd</sup> Chg.	205.5	11.1%	49.4% <sup>(5)</sup>
■ Development 1 <sup>st</sup> Chg.	1,481.8	10.7%	67.0%
■ Development 2 <sup>nd</sup> Chg.	1,027.2	11.0%	56.2% <sup>(6)(7)</sup>

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

(2) The 1st charge attachment point for the 2nd charge residential loan book is 36.5%

(3) The 1st charge attachment point for the 2nd charge buy-to-let+ loan book is 35.5%

(4) The 1st charge attachment point for the 2nd charge unregulated bridge loan book is 29.8%

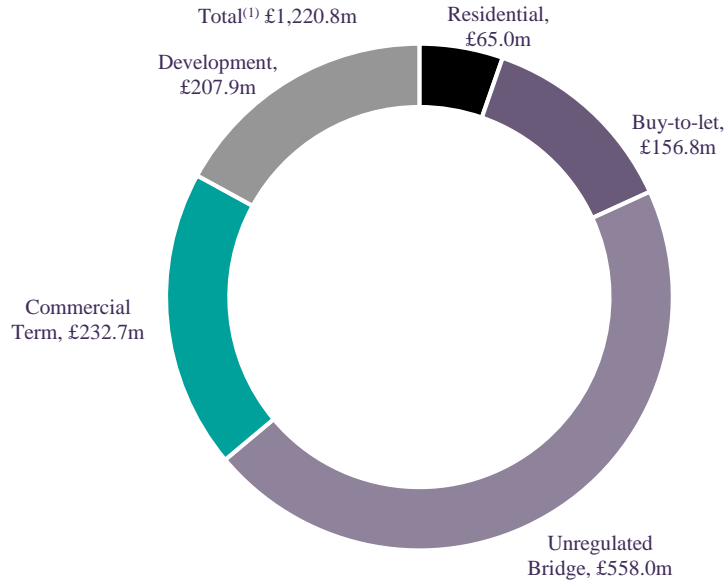
(5) The 1st charge attachment point for the 2nd charge commercial term loan book is 22.0%

(6) The 1st charge attachment point for the 2nd charge development loan book is 21.1%

(7) 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.

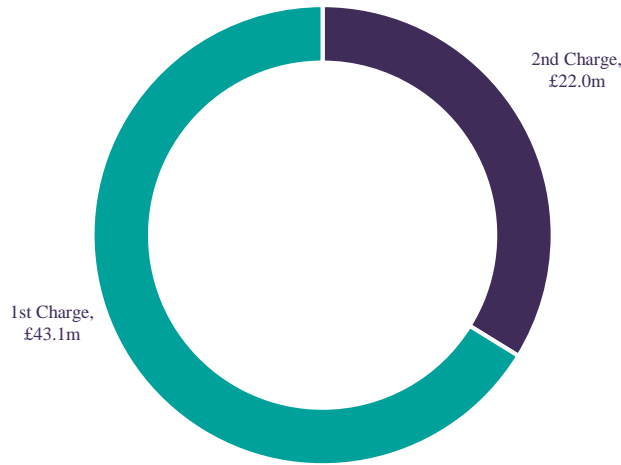
**Loan portfolio breakdown by loan purpose**



41% secured on residential security

	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
<b>Total Loan Book</b>			
<b>Residential</b>	63.4	9.4%	50.0%
<b>Commercial</b>	500.8	10.9%	58.8%
<b>Total</b>	<b>366.2</b>	<b>10.8%</b>	<b>58.3%</b>

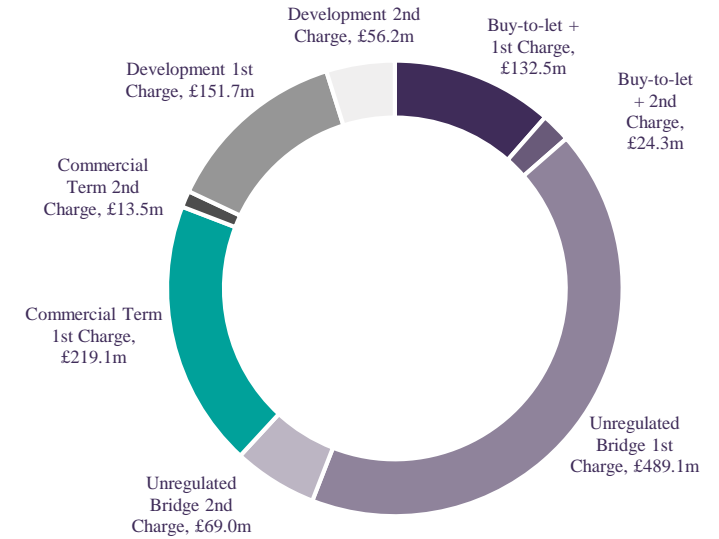
**Residential loan book breakdown**



100% secured on residential security

	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
<b>Total Loan Book</b>			
<b>1<sup>st</sup> Charge</b>	118.0	8.8%	49.2%
<b>2<sup>nd</sup> Charge</b>	33.3	10.5%	51.7% <sup>(2)</sup>

**Commercial loan book breakdown**



37% secured on residential security

	Average Loan Size £k	WA Nominal Rate	WA Indexed LTV
<b>Total Loan Book</b>			
<b>Buy-to-let 1<sup>st</sup> Chg.</b>	236.2	9.3%	62.2%
<b>Buy-to-let 2<sup>nd</sup> Chg.</b>	55.3	11.3%	49.7% <sup>(3)</sup>
<b>Unreg. Bridge 1<sup>st</sup> Chg.</b>	371.1	11.5%	59.2%
<b>Unreg. Bridge 2<sup>nd</sup> Chg.</b>	266.4	12.6%	52.0% <sup>(4)</sup>
<b>Comm. Term 1<sup>st</sup> Chg.</b>	668.1	9.9%	56.1%
<b>Comm. Term 2<sup>nd</sup> Chg.</b>	422.4	10.4%	57.6% <sup>(5)</sup>
<b>Development 1<sup>st</sup> Chg.</b>	1,194.5	10.8%	64.3%
<b>Development 2<sup>nd</sup> Chg.</b>	1,060.1	10.9%	56.2% <sup>(6) (7)</sup>

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

(2) The 1st charge attachment point for the 2nd charge residential loan book is 34.8%

(3) The 1st charge attachment point for the 2nd charge buy-to-let+ loan book is 26.7%

(4) The 1st charge attachment point for the 2nd charge unregulated bridge loan book is 26.6%

(1) The 1st charge attachment point for the 2nd charge commercial term loan book is 22.6%

(2) The 1st charge attachment point for the 2nd charge development loan book is 20.9%

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

# Financial KPIs.

## Net interest income £m



## Underlying profit before tax £m



## Underlying cost to income ratio %



## Net interest margin %



## Return on equity %



## Ratio of net senior secured borrowing to loan assets %



# Adjustments in respect of exceptional costs.

Metric	FY24	FY23
EBITDA	608.0	436.4
Transformation costs	6.9	-
Discretionary bonus	-	8.4
Strategic review costs	-	(3.4)
<b>Underlying EBITDA</b>	<b>614.9</b>	<b>441.4</b>
PBT	194.0	158.6
Transformation costs	6.9	-
Discretionary bonus	-	8.4
Strategic review costs	-	(3.4)
<b>Underlying PBT</b>	<b>200.9</b>	<b>163.6</b>
Administrative expenses	116.1	100.9
Transformation costs	(6.9)	-
Discretionary bonus	-	8.4
Strategic review costs	-	(3.4)
<b>Underlying administrative expenses</b>	<b>109.2</b>	<b>105.9</b>

# Summary results and financial position of Bracken Midco1 PLC.

	Together Financial Services Ltd	Adjustments	Bracken Midco1 PLC
	£m	£m	£m
<b>Profit before tax<sup>(1)</sup></b>	<b>194.0</b>	<b>(25.4)</b>	<b>168.6</b>
<b>Assets</b>			
Cash and balances at bank	336.2	0.6 <sup>(2)</sup>	336.8
Loans and advances to customers	7,363.9	-	7,363.9
Derivative assets held for risk management	15.6	-	11.2
Other assets	10.1	(0.4)	9.6
Property, plant and equipment	30.3	-	30.3
Intangible assets	13.2	-	13.2
Deferred tax asset	6.2	-	6.2
<b>Total assets</b>	<b>7,775.5</b>	<b>0.2</b>	<b>7,771.1</b>
<b>Liabilities</b>			
Loan notes	5,564.7	-	5,564.7
Senior secured notes	950.0	-	952.7
Fair value adjustment on senior secured notes	2.7	-	2.7
Senior PIK toggle notes	-	380.0 <sup>(3)</sup>	380.0
Obligations under finance leases	28.4	-	28.4
Debt issue costs	(25.3)	(1.2) <sup>(4)</sup>	(26.5)
<b>Total borrowings (excluding subordinated shareholder funding)</b>	<b>6,520.5</b>	<b>378.8</b>	<b>6,899.3</b>
Other liabilities	87.8	5.3 <sup>(5)</sup>	93.1
Derivative liabilities held for risk management	4.4	-	4.4
Provisions for liabilities and charges	3.2	-	3.2
Current tax liabilities	0.4	-	0.4
<b>Total liabilities</b>	<b>6,616.3</b>	<b>384.1</b>	<b>7,000.4</b>
<b>Equity</b>			
Subordinated shareholding funding	22.8	(12.2)	10.6
Shareholder's equity	1,136.4	(371.7)	764.7
<b>Total equity</b>	<b>1,159.2</b>	<b>(383.9)</b>	<b>775.3</b>
<b>Total equity and liabilities</b>	<b>7,775.5</b>	<b>0.2</b>	<b>7,775.7</b>

(1) Presented to reflect the full annual consolidated profit of Together Financial Services Limited and Bracken Midco1 PLC (also incorporating Bracken Midco2 Limited) respectively

(2) Represents cash and cash equivalents held within Bracken Midco1 PLC and Bracken Midco2 Limited

(3) Represents the additional borrowings in the form of £380.0m 2027 Senior PIK Toggle Notes

(4) Represents unamortised debt issue costs associated with the issuance of the 2027 Senior PIK Toggle Notes

(5) Includes interest accrued on the 2027 Senior PIK Toggle Notes



# Glossary.

Term	Definitions
<b>Accessible liquidity</b>	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.
<b>Asset cover ratio</b>	Calculated as net debt, divided by the value of net loans and advances to customers, multiplied by the weighted average indexed LTV of net loans and advances to customers.
<b>Cost of risk</b>	Impairment charge expressed as a percentage of the average of the opening and closing gross loans and advances to customers.
<b>Cost to asset ratio</b>	Administrative expenses expressed as a percentage of the average of the opening and closing total assets.
<b>Cost to income ratio</b>	Administrative expenses including depreciation and amortisation divided by operating income.
<b>EBITDA</b>	Profit before taxation adding back interest payable and similar charges and depreciation and amortisation.
<b>Facility headroom</b>	Represents undrawn amounts on existing facilities including private securitisations and undrawn RCF through sale of existing and origination of new eligible assets.
<b>Ratio of net senior secured borrowing to loan assets</b>	Net debt expressed as a percentage of loans and advances to customers.
<b>Gross debt</b>	Gross debt consists of certain borrowings facilities excluding any premiums.
<b>Immediately Accessible Liquidity</b>	Represents the expected incremental liquidity available to the business at a point in time, subject to all applicable covenants associated with our financing arrangements.
<b>Interest cover ratio</b>	Represents EBITDA divided by interest payable expense.
<b>Net debt</b>	Net debt consists of certain borrowings facilities excluding any premiums, less cash and cash equivalents.
<b>Net interest margin</b>	Net interest income as a percentage of the average of the opening and closing net loans and advances to customers.
<b>Reoccurring loan advances</b>	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.
<b>Return on equity</b>	Calculated as the return to shareholder funds expressed as a percentage of the average of the opening and closing shareholder funds.
<b>Shareholder funds</b>	This is equity plus subordinated shareholder loans.

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