



**PREMIUM
CREDIT**



Q3 2019 Results Call

11 NOVEMBER 2019

Presenting today



Tara Waite
CEO



Andrew Chapman
CFO

Disclaimer

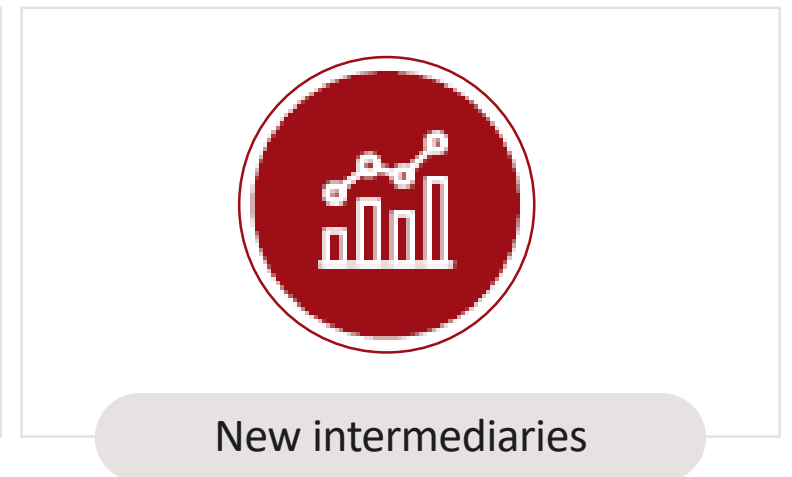
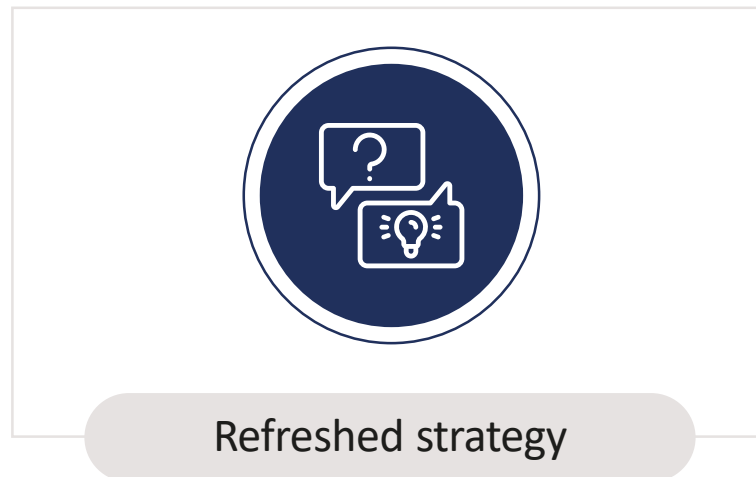
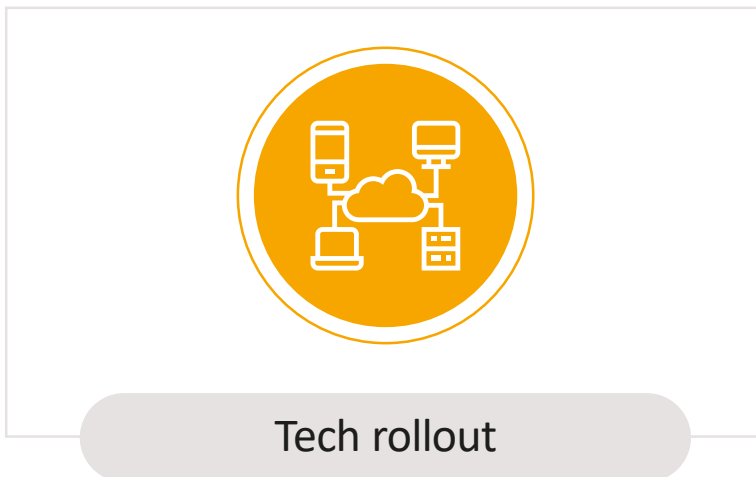
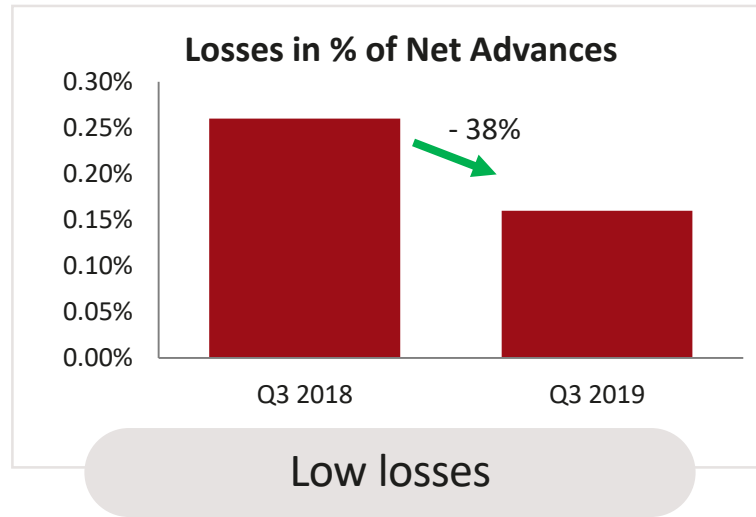
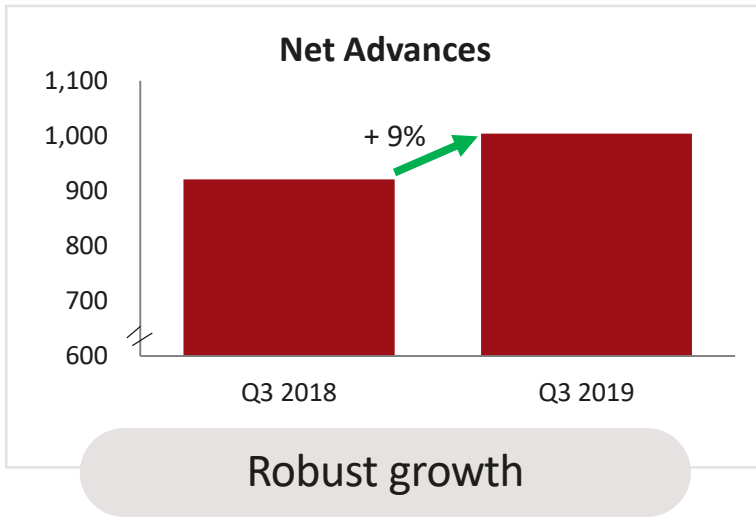


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Highlights



Key indicators



	Q3 2019	YTD 2019	12m to 30-Sep-19
Adjusted Post-Securitisation EBITDA ⁽¹⁾	£16.7m, 12.8% YoY	£50.2m 16.5% YoY	£67.8m 11.7% YoY
Net Advances originated	£1,004m, 9.0% YoY	£2,693m 5.4% YoY	£3,514m 6.3% YoY
Balance of Loans and advances to customers	£1,520m, 3.3% YoY	N/A	N/A
Number of Agreements originated	580,000 1.9% YoY	1,660,000 2.5% YoY	2,170,000 3.3% YoY
Turnover	£32.5m, 5.9% YoY	£95.3m 4.8% YoY	£128.2m 3.8% YoY
Loss ratio ⁽²⁾	0.16% (Q3 2018 : 0.26%)	0.16%	0.19%

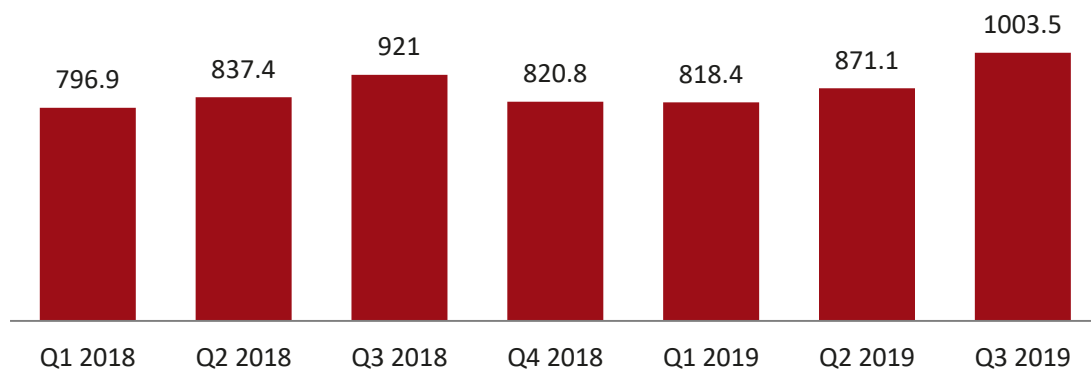
(1) Adjusted Post-Securitisation EBITDA = EBITDA as adjusted for certain costs such as information technology, and less securitisation funding costs

(2) Net credit losses as a % of Net advances

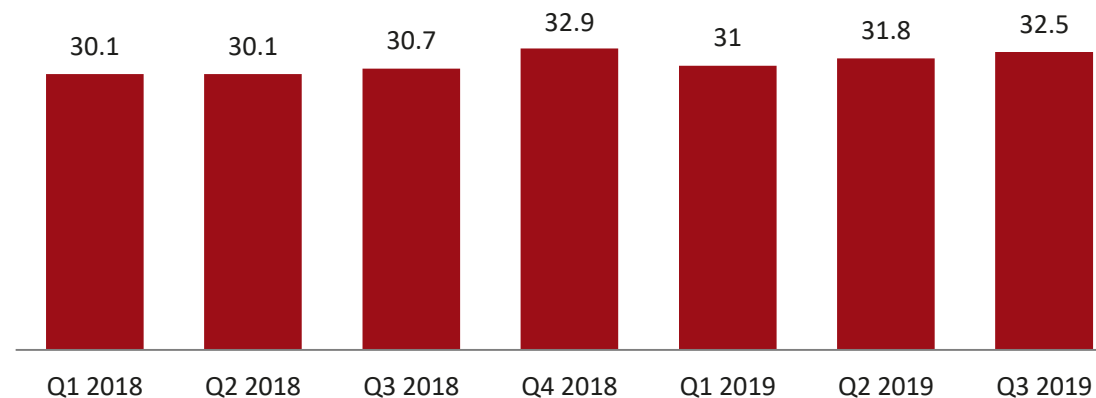
Evolution of certain key metrics



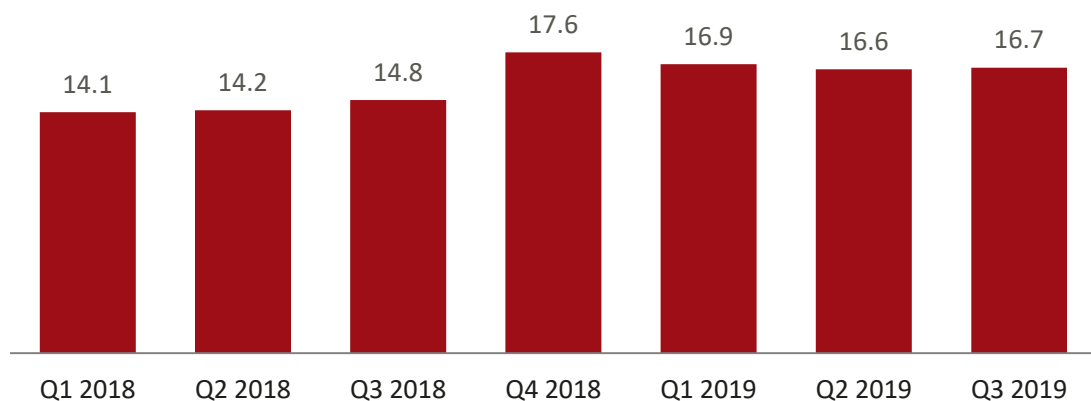
Net advances (£ million)



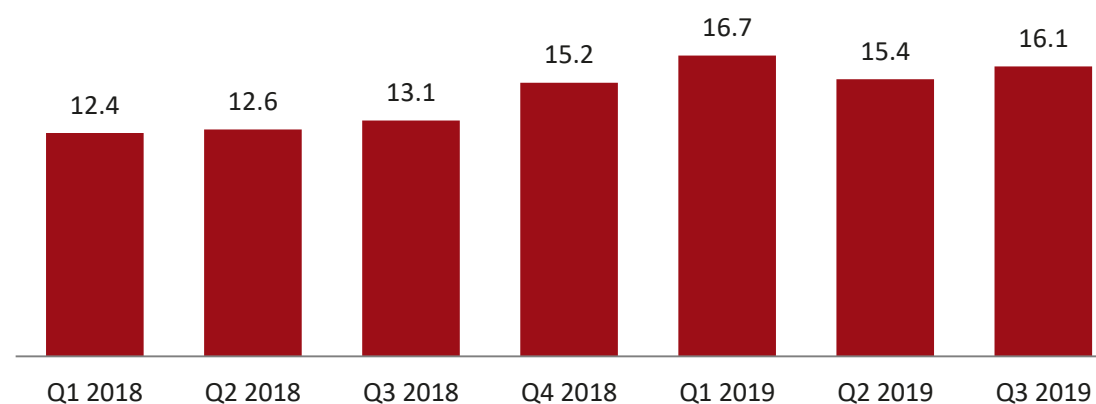
Turnover (£ million)



Adjusted Post Securitisation EBITDA (£ million)



Free cash flow (£ million) ⁽¹⁾



(1) Free Cash Flow represents Adjusted Post-Securitisation EBITDA minus CapEx

Financial ratios



	As at 30 September 2019 (Unaudited)	As at 31 December 2018	Increase / (Decrease)
Gross Debt	£189.4m	£189.4m	--
Unencumbered cash	£41.8m	£29.5m	£12.3m
Net debt ⁽¹⁾	£147.6m	£159.9m	£(12.3)m
Cash interest expense (excluding securitisation) – Last 12 months	£13.3m	£13.3m	--
Gross debt / APS EBITDA ⁽²⁾	2.8x	3.1x	(0.3)x
Net debt / APS EBITDA ⁽²⁾	2.2x	2.6x	(0.4)x
APS EBITDA ⁽²⁾ / cash interest expense (excluding securitisation)	5.1x	4.6x	0.5x

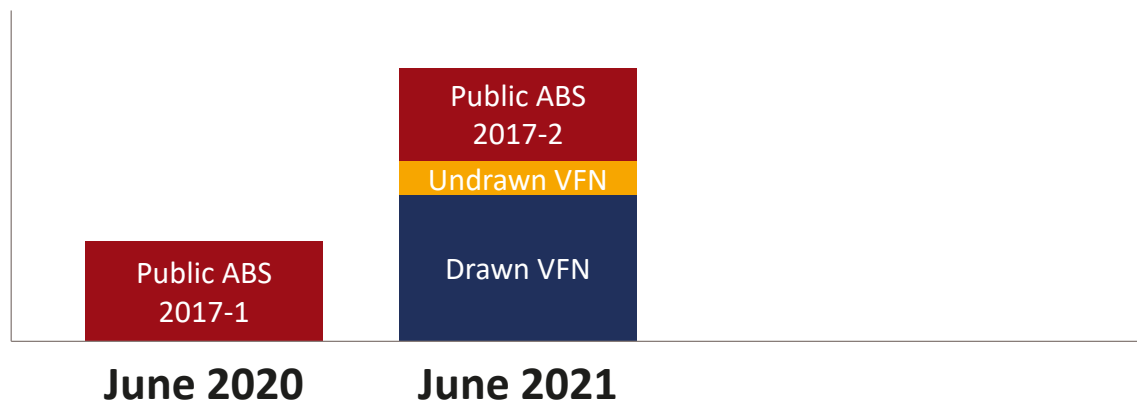
(1) Net debt (excluding securitisation) represents Gross debt less unencumbered cash & cash equivalents

(2) APS EBITDA = Adjusted Post-Securitisation EBITDA, last 12 months

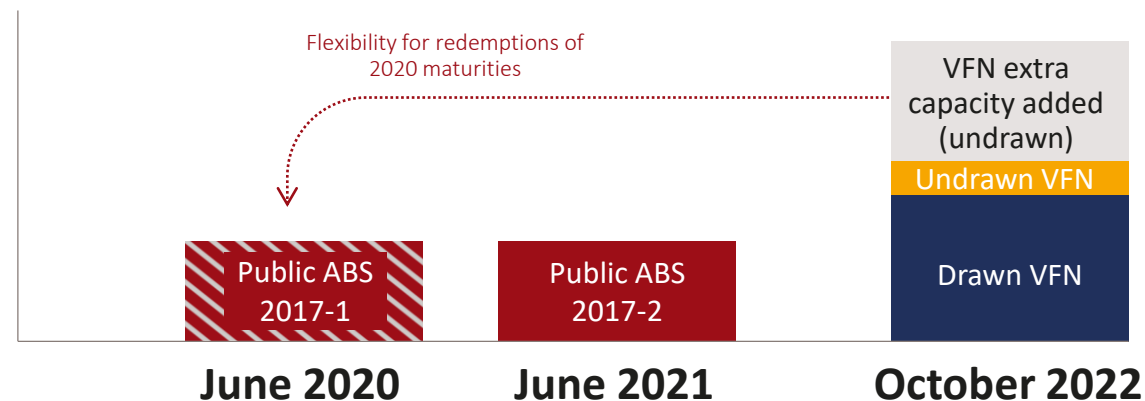
Operational funding update



Maturity profile as at 30 September 2019



Pro-forma maturity profile following refinancing



1

Increased the committed amounts (from £519m to £826m) and extended the reinvestment period (from June 2021 to October 2022) of the VFN facilities within our Securitisation Programme.

2

Excess capacity intended to support receivables growth and reduce Premium Credit's reliance on the public asset-backed securities market in the near term.

3

£40m Excess Concentrations Facility, protecting against liquidity risk caused by external events such as producer or insurer mergers, also extended to October 2022.

4

£7m RCF added in September 2019. Available for general corporate purposes and to manage liquidity, but cannot be used to leverage the Securitisation Programme or to pay dividends.



Strategic priorities



Frictionless journeys for customers & partners

Understand each step of the journeys in Premium Credit. Deliver optimised journeys through tech to drive top line growth



Driving long term value

Create a commercial mindset and improve controls, to improve margins, and manage cost



Industry leading profile & proposition

Position Premium Credit brand as the 'go-to' provider in chosen markets. Market visibility



High performance culture

Design, develop and embed a competency framework, aligning behaviours to core strategic outcomes

Underpinned by

1

Customer & partner oriented service & support

2

Secure technology & physical environments

3

Regulatory compliant processes

4

Strong governance and oversight

5

Robust financial control and funding



**A leading technology-enabled specialty
finance firm, delivering highly recurring stable
cash flows with minimal downside risk**



Questions ?



Live web

Use the online function



Live call

Press 1 on your phone



Email us anytime

investor@pcl.co.uk