



Premium Credit Limited Walker Reporting

Interim Update
30 June 2015

Our Vision

*To make our customers' **lives**
and aspirations affordable*



Our Values

- ✓ Understanding in our actions, listening to our customers and treating them fairly
- ✓ Simplicity in our processes
- ✓ Clarity in our communications
- ✓ Working hard and smartly to succeed together
- ✓ Operating honestly, ethically and profitably

Our Business

Premium Credit is the number one Insurance Premium Finance Company in the UK and Ireland. We also provide the finance to pay annual fees such as accountancy and school fees. In 2014, we had more than two million customers and achieved annual net advances of £3.3 billion, processing 27 million direct debits. We worked with 2,700 intermediaries across our chosen markets.

Interim Update

First half 2015 trading update

The key highlights for Premium Credit Ltd ("PCL" or "the Group") for the six month period ended June 30, 2015 were as follows.

- On January 13, 2015, Cinven, the European private equity firm, announced its intention to acquire GTCR LLP's (the ultimate controlling party of PCL at 31 December 2014) entire stake in the Group for £462 million. The transaction completed on February 27, 2015. Following the acquisition by Cinven, the ultimate parent of PCL is Pomegranate Topco Ltd which is incorporated in Jersey.
- On May 28, 2015 the business submitted its application for full membership to the Financial Conduct Authority ("FCA") and is currently awaiting notification of authorisation.
- Group turnover increased by £5.3 million, or 9.4% to £61.7 million (2014: £56.4 million) due to increased net advances and increased cost recovery for specific activities through new fee initiatives.

Key appointments

Nayan V. Kisnadwala was appointed as Group Chief Financial Officer of PCL in June 2015. Nayan has had divisional, geographic and Group Finance leadership roles in the Financial Services and Payments industries over the last three decades in the USA, UK and Asia. In particular, he is highly experienced in forming strategic partnerships with business leaders to transform businesses and execute initiatives to enhance revenue, re-engineer costs, manage credit, as well as optimise capital. He has worked at companies including Citigroup, American Express, RBS and, most recently, Barclays. He is a Chartered Accountant from India, CPA from the USA and has an MBA in Finance from Stern Business School, NYU.

Business Development Activities

Our overall strategy is to build a diversified UK high-tech speciality finance business. We have a clear plan for value creation through both organic and inorganic growth plus a portfolio of "step out" growth initiatives which includes product diversification.

In particular, we have identified a range of initiatives that will help us grow the business organically, including:

- Further investment in digital integration and payments services for our intermediaries;
- Shifting our focus from price competition to value-based competition, leveraging the distinctive capabilities that we can bring to our clients; and
- Increasing penetration with existing intermediaries.

*We have a **clear plan** for
value creation through both
organic and inorganic growth*

Interim Update

Employee and HR Activities

PCL is committed to attracting, developing and retaining the best talent in order to achieve its strategic objectives. The key initiatives include:

- An employee engagement program which is focusing on training and development. This includes online training for all staff on our new electronic learning platform (Premium Credit Academy);
- Strengthening recruitment to reflect the complexity requirement, including development of the graduate programme; and
- Investing in building skills in important capabilities e.g. technology, data analytics, lean management and cost analytics.

We want to be a great company to work for, providing a diverse and engaged workforce with clear opportunities for development and career progression. PCL is committed to a policy of equal opportunities and diversity. We have over 370 employees working in Epsom, Dublin and at home. We employ individuals with diverse backgrounds and have a 48% female and 52% male gender split.

Environmental Impact

We are committed to managing our impact on the environment and complying with current laws and regulations on environmental issues. We are committed to the reduction of physical waste within the business through improved efficiency and we are currently running a paperless project to reduce our carbon footprint. At our Head Office we encourage the use of mobile devices in meetings, upgrading to more energy efficient printers and reducing the number of available printers. We continue to invest in implementing digital solutions that encourage our customers to adopt "e-signing" for credit agreements and to use online portals to monitor and manage their accounts.

Charitable Work

We have an active Corporate Social Responsibility ("CSR") committee comprised of internal volunteers who represent the whole business at monthly meetings to drive our agenda forward. The team works closely with the local community and charities and encourages staff to support and participate in local community activities. We currently have a number of formal initiatives underway including:

- Fundraising – supporting organisations within the local community, holding quarterly fundraising days;
- Food bank - we have an ongoing collection running for a local food bank and our target is to provide 430kg by the end of the year;
- Volunteering policy – developing a policy to support staff during work time; and
- Donations - we actively encourage our employees to donate Christmas gifts to local disadvantaged children.

We want to be a great company to work for... with clear opportunities for development and career progression.

premium-credit.co.uk

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