
About Aldermore

- Aldermore is a specialist bank offering straightforward products to its customers to help them seek and seize opportunities in their personal and professional lives.
- Our customers include Small and Medium-sized Enterprises (SMEs), homeowners, landlords and savers, who we believe are often poorly- or under-served by the wider market.
- Building on its core values of being reliable, expert, dynamic and straightforward, Aldermore aims to deliver banking as it should be.
- Established in 2009, the Bank has grown significantly and now has around 1,000 employees and over 230,000 customers.
- In March 2018, Aldermore became part of the FirstRand Group, one of South Africa's largest financial services institutions.
- Aldermore Bank PLC is an operating entity of Aldermore Group PLC.
- Aldermore is regulated by the PRA and the FCA and is registered under the Financial Services Compensation Scheme (FSCS).

Aldermore's Markets

Aldermore operates in large and attractive lending segments deliberately selected to provide it with the opportunity to deliver continued growth and strong risk-adjusted returns.

Asset Finance

Aldermore offers lease and hire purchase finance to fund SME capital investment in machinery, plant and equipment, and soft assets such as IT equipment.

Invoice Finance

Aldermore provides working capital for SMEs by lending against outstanding invoices in the form of factoring and invoice discounting.

SME Commercial Mortgages

Aldermore offers mortgages from residential property development through to purchase and refinancing. In Property Development, we provide flexible funding solutions for experienced housebuilders working on residential and mixed-use developments.

Buy-to-Let

Aldermore provides a complete buy-to-let proposition catering for both individual and corporate landlords, simple to complex properties and from a single property to a large portfolio.

Residential Mortgages

Underpinned by modern technology, supported by strong and responsive human underwriting and credit management, Aldermore offers residential mortgages through intermediaries and direct to customers.

Savings

Aldermore's lending is primarily funded by Retail and SME customer savings. The Bank provides customers with a range of award-winning savings products. The directly distributed deposit business is driven by a superior client proposition which drives strong customer loyalty.

Financial Highlights

(18 month period – Jan 17 – Jun 18)

- Net loan growth of 20% to £9bn (2016: £7.5bn)
- Retail and business customer deposits increased by 17% to £7.8bn (2016: £6.7bn)
- £4.7bn of origination (2016: £3.2bn)
- Net interest margin remains at 3.5% (2016: 3.5%)
- The Bank maintains a strong capital position, with a CET1 ratio of 12.3% (2016: 11.5%)

Leadership Team

Aldermore's entrepreneurial and highly experienced management team includes:

- **Pat Butler**, Chairman
- **Phillip Monks**, Chief Executive Officer
- **James Mack**, Chief Financial Officer
- **Christine Palmer**, Chief Risk Officer
- **Carl D'Ammassa**, Group Managing Director - Business Finance
- **Sue Hayes**, Group Managing Director – Retail Finance
- **Rob Divall**, Group HR Director
- **Zish Khan**, Interim Chief Operating Officer