

About Aldermore Group

- Aldermore Group is a specialist lender that supports UK SMEs, homeowners, landlords, savers, and vehicle owners.
- Our customers are often underserved by the wider market.
- Aldermore Group's core values are built around a strategic purpose of 'Backing people to fulfil life's hopes and dreams.'
- Established in 2009, Aldermore has grown significantly. The Group now has almost 2,000 employees and nearly 490,000 customers.
- In March 2018, Aldermore Group became part of FirstRand Group, one of the largest financial services institutions in South Africa.
- MotoNovo Finance Limited (MNFL), based in Cardiff, joined the Aldermore Group in 2019 and helps UK consumers by bringing straightforward finance to people looking to buy their next car, van or motorcycle.
- Aldermore Bank PLC and MNFL are operating entities of Aldermore Group PLC. Aldermore is regulated by the PRA and the FCA and is registered under the Financial Services Compensation Scheme (FSCS). MNFL is authorised and regulated by the FCA.

Aldermore's Markets

Aldermore Group 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. Property Development 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, from simple to complex properties and from single property to a large portfolio.

Residential Mortgages

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

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 that ensures strong customer loyalty.

Motor Finance

MNFL provides funding options such as Hire Purchase (HP) and Personal Contract Purchase (PCP) predominately via dealership partners. Its fundandfindmycar.com disrupter platform has nearly 2,500 dealerships and around 150,000 vehicles registered.

Financial Highlights

- Net lending to customers at £12.4bn (30 June 2019: £10.6bn)
- Retail Mortgages lending at £7.3bn, Business Finance lending at £3.3bn, and MotoNovo Finance lending up £1.5bn to £1.8bn reflecting a full year of lending growth
- Total customer deposits grew 21% to £10.9bn (30 June 2019: £9.0bn)
- Aldermore Group profit before tax of £48.8m (FY 2019: £129.6m), reflecting the impact of Covid-19
- Net interest margin (NIM) is robust at 3.2% (2019: 3.3%)
- A strong capital position, CET1 Ratio at 13.3% (2019: 14.9%) as the capital previously injected to pre-fund MotoNovo Finance lending growth is being utilised

Leadership Team

Aldermore's entrepreneurial and highly experienced management team includes:

- **Pat Butler**, Chairman
- **Phillip Monks**, Chief Executive Officer
- **Claire Cordell**, Chief Financial Officer
- **Tim Boag**, Group Managing Director - Business Finance
- **Damian Thompson**, Group Managing Director – Retail Finance
- **Rob Divall**, Chief People and Transformational Officer
- **Zish Khan**, Chief Operating Officer
- **Mark Standish**, MotoNovo Finance CEO