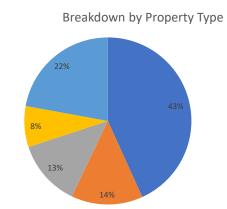
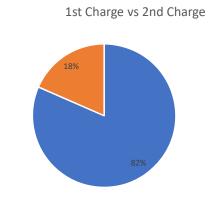
## Track Record: Summary (as at 30 June 2020)

## **Cumulative Lending Track Record**

Origination Year	% by Gross Loan	Loan Count	Total Gross Loan Amount	Total Net Loan Amount	Average Gross LTV	Average Net LTV	Average Gross Loan	Average Property Value	Average Monthly Interest Rate	% Resi vs. C	Commercial	Average Contractual Term (Mo)	Average Actual Term (Mo) (2)	Average Rolled Up Months	% of Loans Extended (vs Gross Loan)	% of Defaults (vs gross loan)	% of Write Offs (vs gross loan)
2016	1%	10	£1.2m	£1.2m	49%	47%	£0.1m	£0.5m	1.9%	94%	6%	8	10	14	47%	17%	1.00%
2017	14%	47	£12.2m	£11.6m	59%	56%	£0.3m	£0.8m	1.4%	58%	42%	9	11	6	56%	28%	0.00%
2018	21%	52	£18.4m	£17.1m	54%	48%	£0.4m	£0.8m	1.1%	66%	34%	10	12	6	50%	18%	1.00%
2019	51%	91	£44.3m	£41.1m	59%	54%	£0.5m	£1.0m	1.1%	82%	18%	10	12	3	38%	15%	0.00%
2020	13%	29	£11.3m	£10.2m	62%	57%	£0.4m	£0.6m	1.0%	76%	24%	12	12	0	0%	0%	0.00%
Total / Wt Avg.	100%	229	£87.4m	£81.2m	50%	46%	£0.3m	£0.8m	1.0%	65%	22%	9	10	4	38.2%	15.5%	0.2%





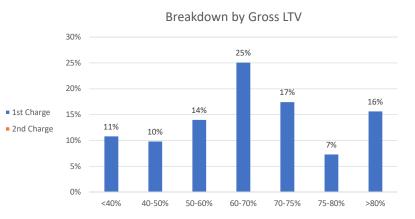
■ Residential

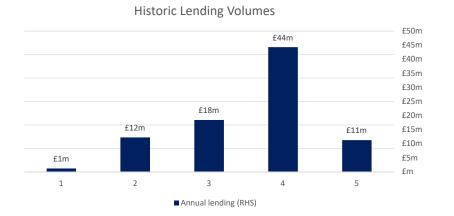
Commercial

■ Land W/P

■ Mixed Use

Development





## **Active Loan Book**

Loan Count	Total Gross Loan Amount	Total Net Loan Amount	Average Gross LTV	Average Net LTV	Average Gross Loan	Average Property Value	Average Monthly Interest Rate	% Resi vs. Commercial		Average Contractual Term (Mo.)	
76	£39.8m	£36.4m	62%	55%	£0.5m	£1.0m	1.1%	78%	22%	12	

