

GLI Finance Limited Supplementary Document to the Unaudited Interim
Results for the six month period ended 30 June 2016

## Figure 1.

#### **Group Head Office**

The group head office primary function is to allocate the group resources, financial reporting, risk management and corporate governance. The group head office presently provides working capital of GBP46m to Sancus BMS Group. In addition, the group has a GBP22.7m investment in SMEF, GBP6.6m in the BMS managed funds and GBP2.2m in loans through SMEs.







#### **Pillar One**

#### Sancus BMS

Wholly owned Platforms with established operating models

#### Includes:

#### Sancus BMS

- Sancus Jersey (100%)
- Sancus Gibraltar (100%)
- Sancus Guernsey (100%)
- BMS Finance (UK & Ireland) 100%
- Platform Black (84%)\*\*
- Sancus Isle of Man (7%)\*

#### **Pillar Two**

#### FinTech platforms

Investments in FinTech platforms which are generally not controlled by GLI

#### Includes:

FinTech Ventures Finance Limited (will be 100%)

- Finexkap (29.8%)
- Funding Options (28.9%)
- Liftforward (18.4%)
- The Credit Junction (24.4%)

#### Platform Interests\*\*\*

- Funding Knight (100%)
- Trade River UK (46.4%)
- UK Bond Network (15.8%)
- Open Energy Group (21.5%)
- Trade River US (30.3%)
- My Triple A (9.9%)
- Finpoint (65%)
- Ovamba (20.5%)

#### **Pillar Three**

Amberton Asset Management

Asset management Company

#### Includes:

50% of Amberton Asset Management Ltd

<sup>\*</sup>Increased to 7% in August 2016

<sup>\*\*10%</sup> of the business is owned by a minority investor Group, who have committed a GBP50m credit line. The business will be renamed Sancus Finance Limited in January 2017

<sup>\*\*\*</sup>CrowdShed and Raiseworks have ceased operation in the period and Proplend was sold post period end for nominal consideration. We have a minority interest in European Receivables which is not included in above table.



Figure 2.

Company Net Asset Value (at fair value) and the GLI Share Price

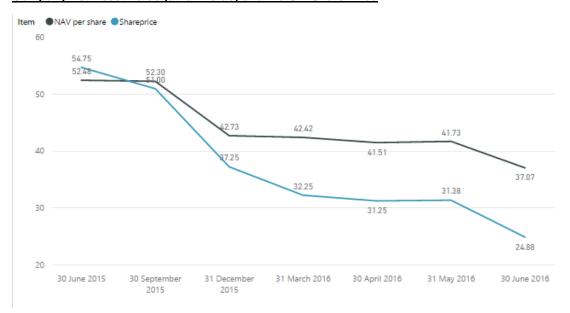
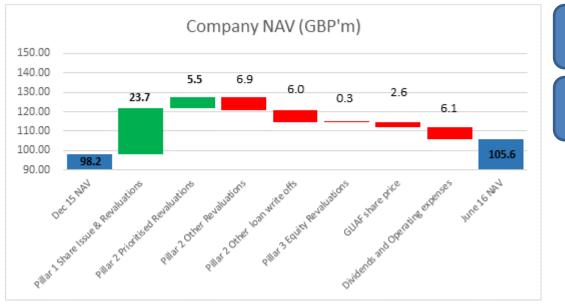


Figure 3.

Movement in the Company Net Asset Value (at Fair Value)



NAV per share

June 2016

NAV per share

December 2015



## Figure 4.

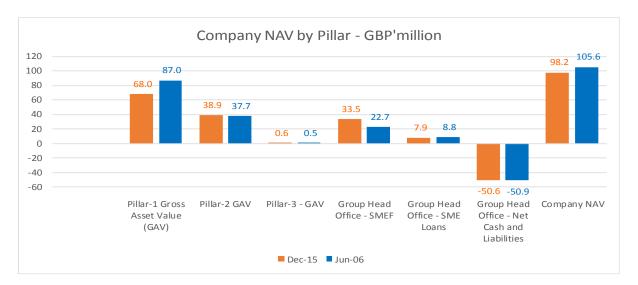


Figure 5.

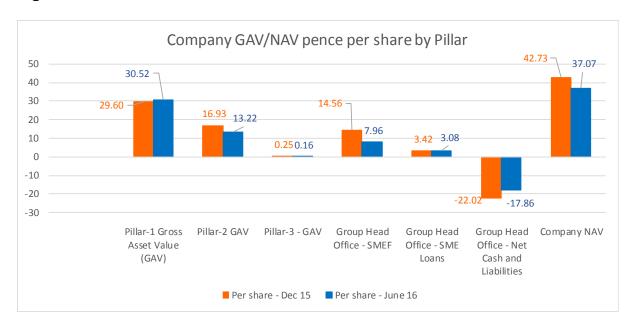




Figure 6.

Net Profit/(Loss) by Pillar (GLI Measurement Basis)

GBP '000 – June 2016	Pillar 1 Sancus BMS Group	Pillar 2 Prioritised FinTech	Pillar 2 Other FinTech	Pillar 2 Total FinTech	Pillar 3 Amberton	Group Head office	Total for the period	Reconciling items*	Consolidated statement of comprehensive income
Revenue	3,245	-	(133)	(133)	160	2,614	5,886	(53)	5,833
Fair Value gains/Losses	(39)	5,520	(13,002)	(7,483)	(9)	(1,588)	(9,118)	2,342	(6,776)
Operating Expenses	(1,856)	-	-	-	(300)	(2,808)	(4,964)	(478)	(5,442)
EBIT	1,350	5,520	(13,135)	(7,616)	(149)	(1,782)	(8,196)	1,812	(6,384)
Finance costs	-	-	-	-	-	(2,058)	(2,058)	-	(2,058)
Net Profit/(Losses)	1,350	5,520	(13,135)	(7,616)	(149)	(3,839)	(10,254)	1,812	(8,442)
Reconciling items	(225)	(6,341)	5,562	(778)	-	2,815	1,812		
Consolidated statement of comprehensive income	1,125	(821)	(7,573)	(8,394)	(149)	(1,024)	(8,442)		

<sup>\*</sup>Shown above is a reconciliation from the GLI Measurement Basis to Consolidated Comprehensive Income. The main reconciling items reflect the reversal of fair value adjustments to arrive at Consolidated Comprehensive Income, as required by IFRS. These are due to the difference of the fair value recorded in Company results and the net assets recorded on a consolidated basis per the equity accounting method. Refer above for description of the GLI Measurement Basis.

Figure 7.

Pillar 1 - Pro forma revenue H1 2016 (GBP'm)

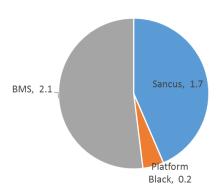


Figure 8.

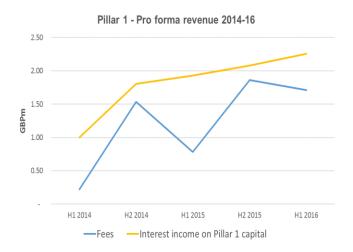


Figure 9.

GBP'000	Full Year 2014	Full Year 2015	Half Year 2016
Revenue	4,170	6,800	3,972
Operating expenses	-3,560	-4,200	-1,984
EBIT	609	2,601	1,988

Figure 10.

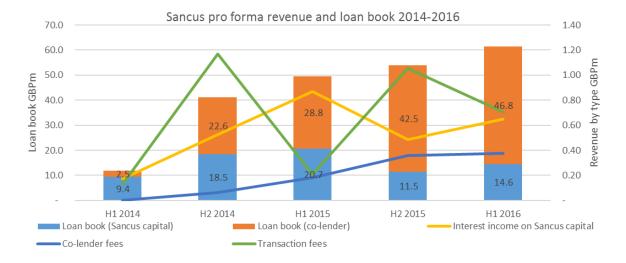


Figure 11.

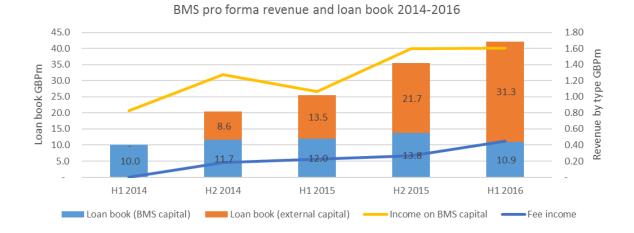


Figure 12.



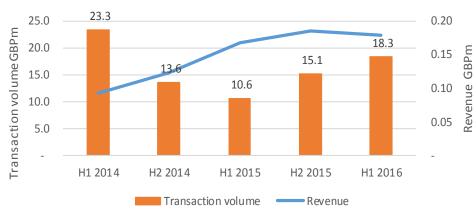
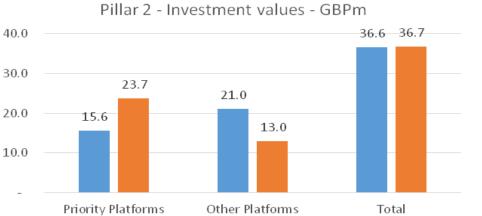


Figure 13.



■ Dec-15 ■ Jun-16

Figure 14.

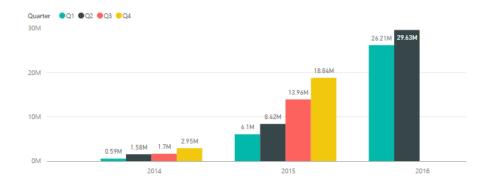
## Analysis of Pillar 2 Return on Investment

Year	Movement	Prioritised GBP'000s	Other GBP'000s	Total GBP'000s
2013	Purchases	-	2,422	2,422
	Disposals/Loan Repayments	-	-	-
	Gains / (Losses)	-	(16)	(16)
	Market Value	-	2,406	2,406
2014	Purchases	4,679	7,019	11,698
	Disposals/Loan Repayments	-	-	-
	Gains / (Losses)	1,352	7,204	8,556
	Market Value	6,031	16,629	22,660
2015	Purchases	6,252.0	29,423.1	35,675.1
	Disposals/Loan Repayments***	(2,752)	(8,689)	(11,440)
	Gains / (Losses)	6,126	(16,496)	(10,371)
	Market Value	15,657	20,867	36,524
2016	Purchases	2,470	5,171	7,641
	Disposals/Loan Repayments	-	(392)	(392)
	Gains / (Losses)	5,520	(12,569)	(7,049)
	Market Value	23,647	13,077	36,723
Return o	n Investment *			
	2013	-	-1.3%	-1.3%
	2014	58.0%	123.7%	105.1%
	2015	92.1%	-82.7%	-38.8%
	2016	112.6%	-75.0%	-31.5%
	2013-2016**	117.4%	-60.9%	-18.0%

<sup>\* =</sup> ROI is calculated using total revenue, including interest, other income, realised and unrealised gains and losses, over the average cost of a pillar for the given period. Returns are calculated before taking into account any funding costs.

Figure 15.

Combined new loans per quarter



 $<sup>{\</sup>bf **} = {\sf Calculated} \ {\sf astotal} \ {\sf return} \ {\sf fortheperiod} \ {\sf overthetotal} \ {\sf cost} \ {\sf oftheportfolio} \ {\sf at30thJune2016}.$ 

<sup>\*\*\*=</sup> Included in 2015 disposals for Prioritised / Other is GBP2.8m and GBP6.4m respectively in relation to the novation of securities for GLIAF (now SMEF) in return for shares in the fund. The remaining disposals were loan repayments by platforms.

# Figure 16.

## **Combined loan books**



Figure 17.

## Combined new loans per quarter



Figure 18.

## **Combined loan books-current months**

