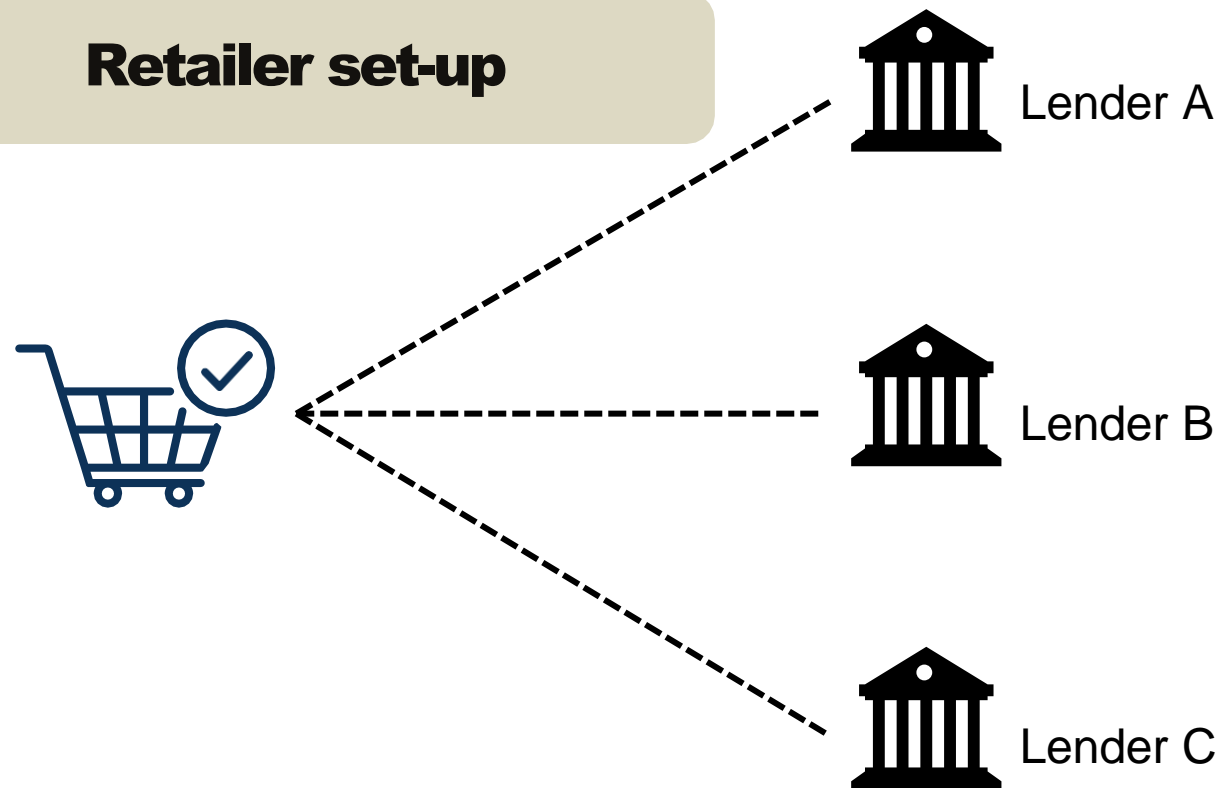




Vendigo - market leading POS lending platform

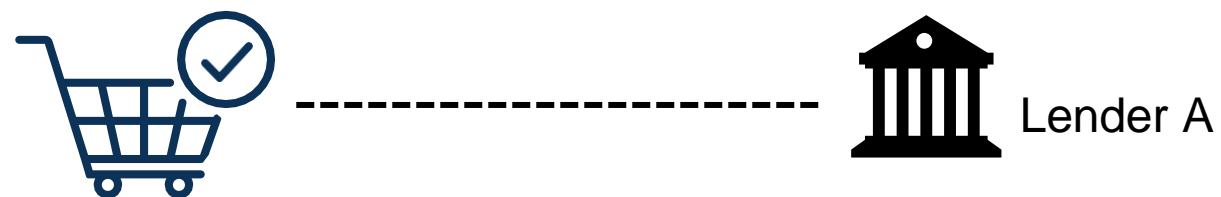
The challenge for retailers is managing multiple lender integrations at once or settling for a lower acceptance rate

Retailer set-up



- Each lender has its own integration to be managed
- Each application would need keying multiple times if declined at Lenders A and B
- Each lender has its own application question set

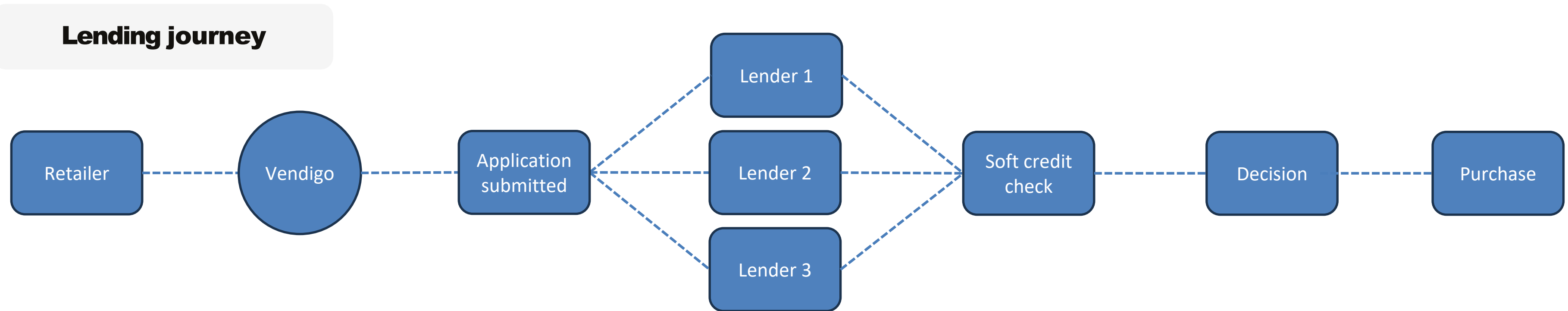
OR



- Sole lender with lower conversion rates

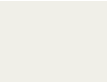
- With Vendigo, the retailer needs just a single integration to have access to multiple lenders
- Vendigo positions lenders behind one another so an application goes to multiple lenders seamlessly
- This configuration delivers the highest possible acceptance rates for retailers and reduces development efforts for the retailer

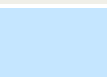
Vendigo develops and maintains a single point of integration with a range of lenders



- Vendigo integrates with the retailer who then has access to multiple lenders.
- Applications are submitted and decisioned through Vendigo's platform.
- If a customer is declined by Lender 1, the application is automatically pushed to the next lender in the hierarchy for a decision.
- This is all done by soft-search so there is no impact to the customer's credit file unless they are offered credit by a lender, and they electronically sign the credit agreement to accept that offer.
- Vendigo's system will automatically change the status of an application, so the retailer knows when to deliver / provide the goods and services to the customer.
- Payment is made to the retailer, typically, 1 day after the customer has confirmed receipt of their goods and services.

As standard Vendigo can support a range of models depending on what works best for the retailer

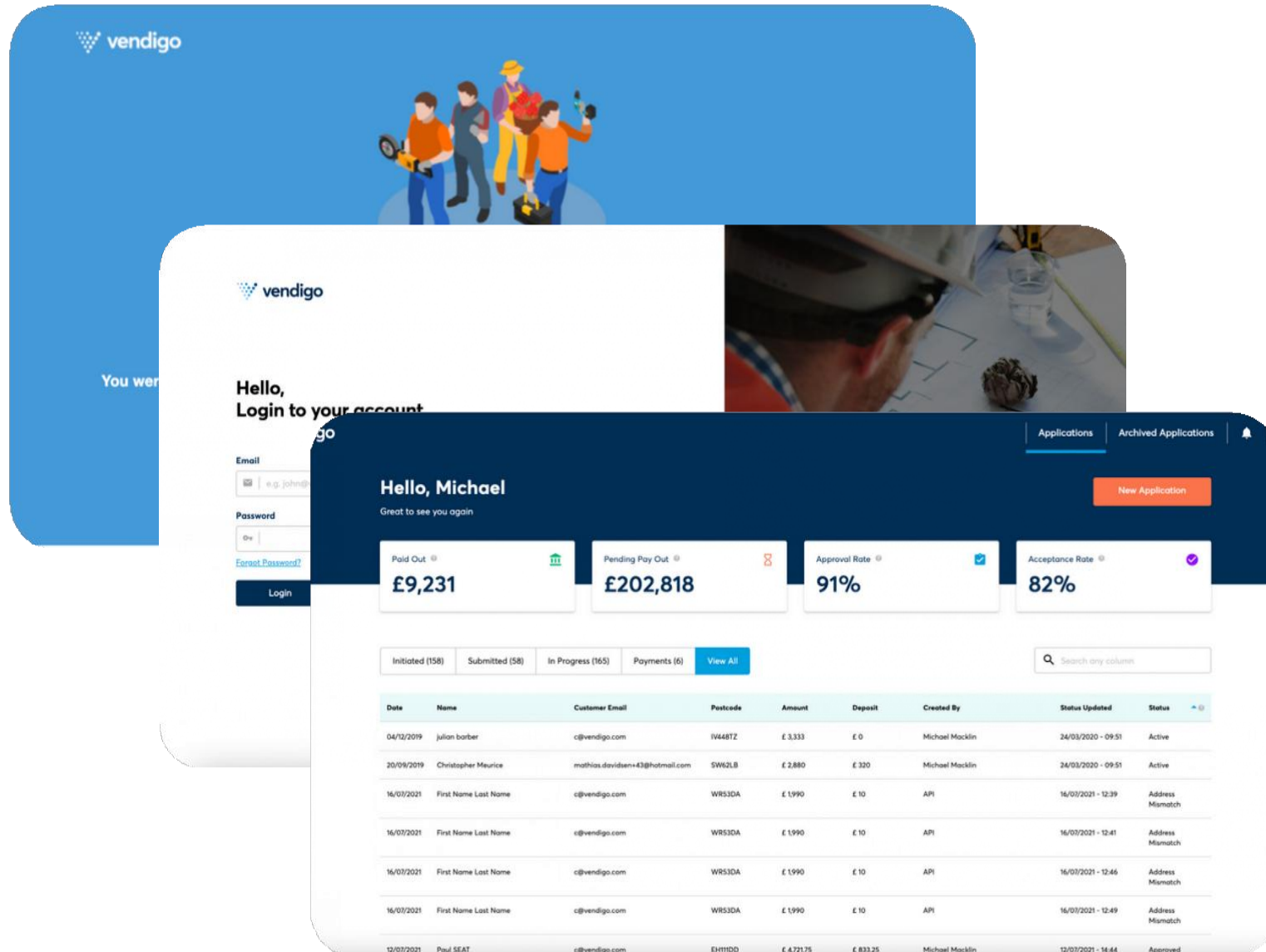
 As standard

 Configurable per relationship

| | | | |
|------------------------|--------------------------|-----------|--|
| Products | Interest-free credit | | 0% APR Terms from 6 to 60 months Min loan value £250, max loan £35,000 |
| | Interest-bearing credit | | APRs from 4.9% to 19.9% Terms from 12 months to 30 years Min loan value £250, max loan £500,000 |
| Sales channel | E-commerce | In-store | As standard, all retailers can offer finance through all 4 key sales channels with no additional development needed from Vendigo. Correct FCA permissions are required for in-home selling. Retailer regulatory permissions may limit retailers from using some sales channels. Vendigo can advise what your permissions allow you to do. |
| | In home | Telephone | |
| Finance provider model | Waterfall | | Customer applications are sent to a first line lender, if denied the application is automatically sent to a second line (can support multiple tiers) |
| FCA status | Directly authorised | | Retailer has their own authorisation from the FCA giving them permissions to partake in secondary credit broking activities. |
| | Appointed Representative | | Retailer can be appointed to Vendigo's FCA licence and offer finance. Vendigo are responsible for the retailer's conduct and compliance. |

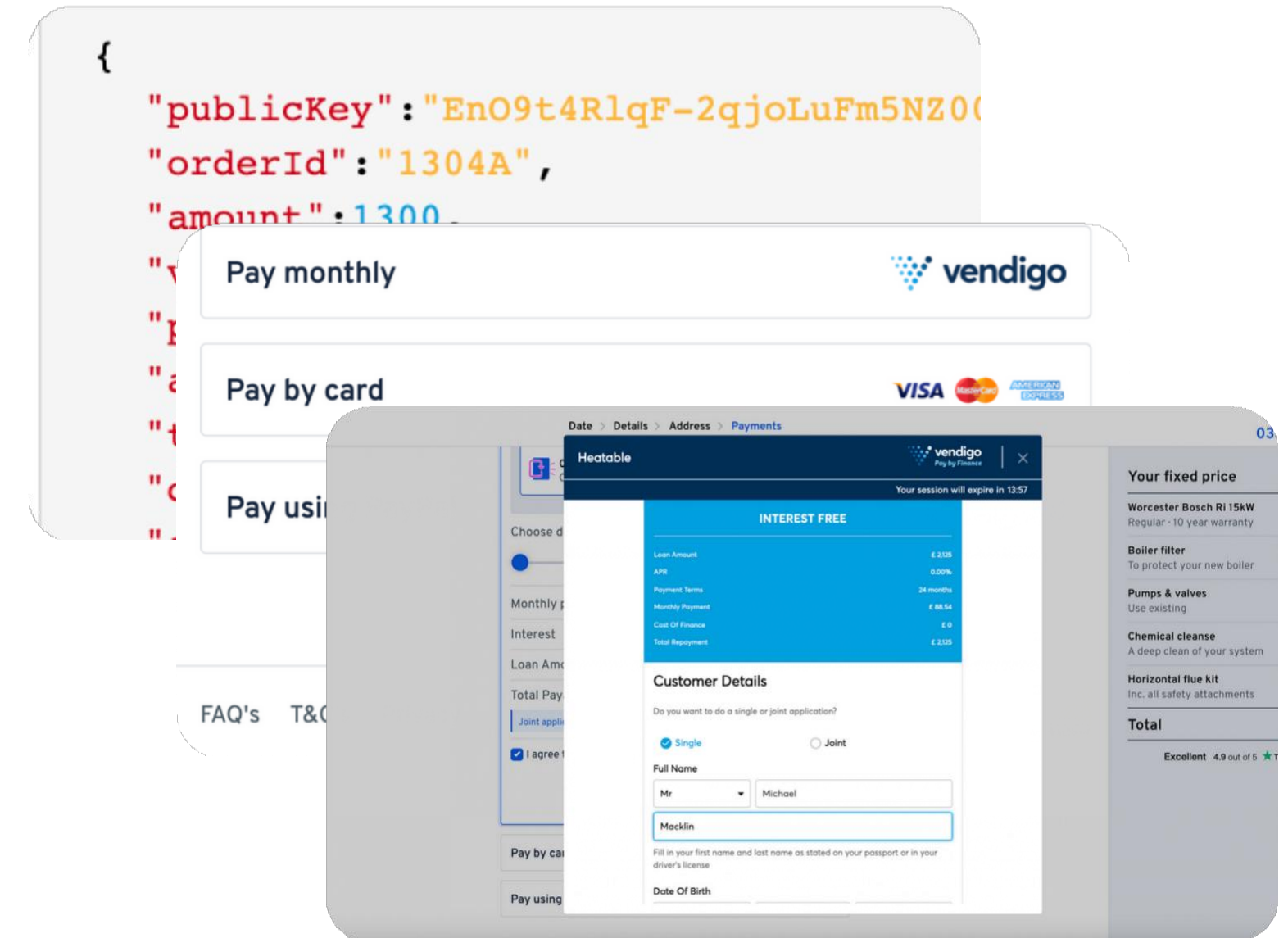
Retailers benefit from an "out of the box" access to a world class customer journey

Retailer can offer finance immediately



- Retailer receives email invite to log-in to Vendigo
- Log-in grants immediate access to dashboard and can instantly be used to create applications
- Profile is pre-configured with appropriate products and verticals

Pre-configured e-com widget for online checkout



- Widget is "drag and drop" to embed into website check out page
- Widget pre-configured with appropriate products and verticals
- Customer never leaves retailer site

Summary

- Market leading point of sale lending solution.
- Single integration point into Vendigo who then manage all lender integrations.
- Multi-channel solution with ability to integrate into retailer's CMS.
- Standardised application flow so only 1 question set regardless of the lender.
- 2nd and 3rd line lender options so conversion rates are maximised for the retailer.
- Interest-free and interest-bearing products available for up to 30 years* and £500,000.*
- Directly authorised and Appointed Representative models available.

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* Sector and retailer rules apply