



Manx Financial Group

INVESTOR PRESENTATION | AUGUST 2025



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MFG aims to capitalise on its liquidity advantage to accelerate growth, and to enter underserved European markets - delivering strong investor returns.

WHO WE ARE

Founded in 1935 and domiciled on the Isle of Man, we are a proudly independent banking and financial services group with over 90 years of expertise in serving commercial and retail customers.



MEET THE BOARD



JIM MELLON
Executive Chairman



DENHAM EKE
Executive Vice Chairman



DOUGLAS GRANT
Chief Executive Officer



JAMES SMEED
Group Finance Director



ALAN CLARKE
Non - Executive Director



GREG JONES
Non - Executive Director



GREGORY BAILEY
Non - Executive Director



JOHN SPELLMAN
Non - Executive Director

MFG SHARES AT A GLANCE

MANX FINANCIAL
GROUP PLC

AIM:MFX

SHARE
PRICE

32.00 GBp

PROFIT
BEFORE TAX

£9.9m

[2023: £7.0m]

SHARES
IN ISSUE

119.71m

NAV

£37.31m

[2023: £35.98m]

MARKET
CAP

£38.91m

FREE
FLOAT

62.18m

DISCOUNT
TO NAV

18.2%

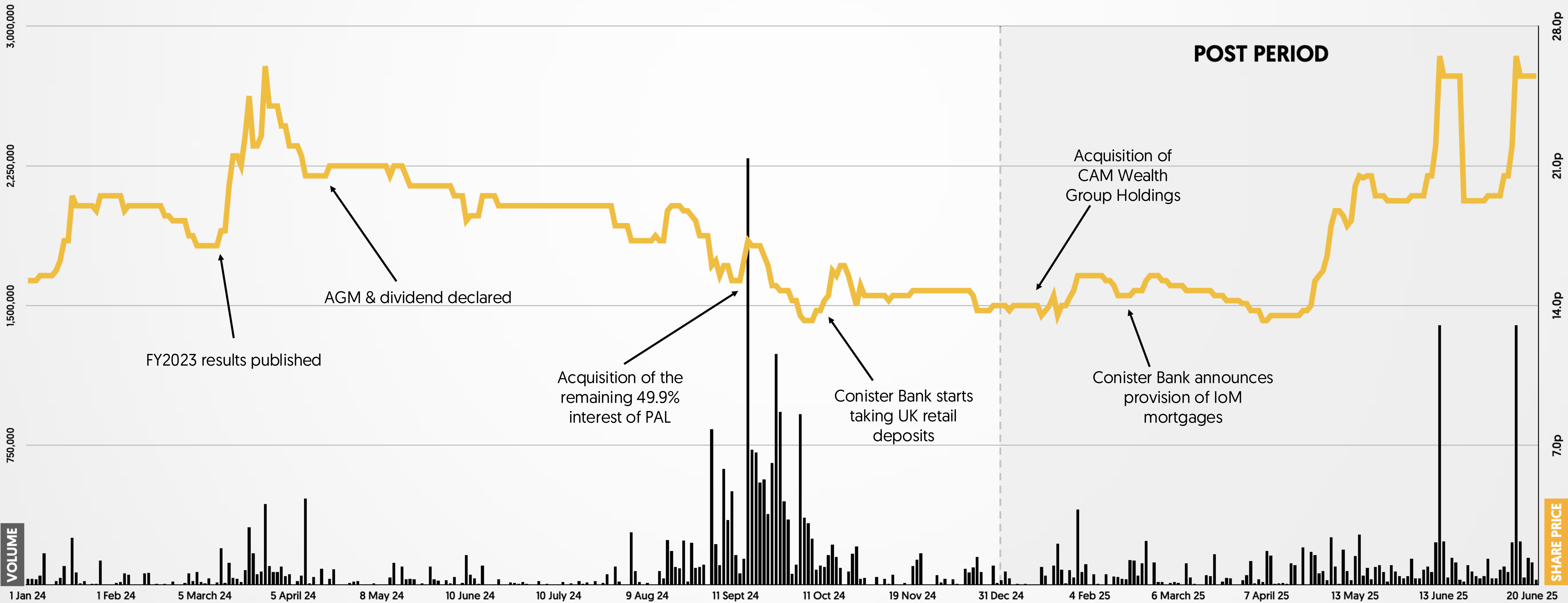
GROUP FINANCIAL HIGHLIGHTS

2024 | THE YEAR AT A GLANCE

Remaining focused on investing in resilient, profitable sectors with high growth potential, MFG reported a record performance in 2024, while making significant strides on its strategic journey, including acquiring the remaining 49.9% of Payment Assist Limited.

COST INCOME RATIO 41.4% -1.90% 2023: 43.3%	ADVANCES £372.4m +2.64% 2023: £362.7m	BALANCE SHEET £497.8m +3.55% 2023: £480.7m	BASIC EPS 6.87p +49.67% 2023: 4.59p	PROFIT BEFORE TAX £9.9m +41.02% 2023: £7.0m	RETURN ON EQUITY 23.8% +3.20% 2023: 20.6%
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SHARE PRICE HISTORY



GROUP OPERATIONAL HIGHLIGHTS

INTEGRATION OF PAYMENT ASSIST

Full integration to meet compliance requirements for a listed entity following full acquisition.

UK DEPOSIT LICENCE

Expansion of credit and collections team and tech systems to begin accepting UK deposits via Conister Bank's online platform in H2.

UK deposit licence was secured in late 2023.

REPUBLIC OF IRELAND

Commenced process to consider entering BNPL market.

EXPANSION

Strategic acquisition of CAM Wealth to grow access into wealth management and general insurance markets.

TECHNOLOGY UPGRADES

Continued investment into a scalable IT platform to support expansion through digital banking services and streamlined processes supporting multi-jurisdictional objectives.

OUR MAIN OPERATING SUBSIDIARIES



Manx Ventures

Our entrepreneurial subsidiary which currently holds 100% of the issued share capital of five companies.

£1.52m

+62.5%

Pre-tax profit in 2024

2023: £932k



Conister Bank

Provides a variety of financial products, services, and facilities to the Isle of Man and the UK consumer and business sectors.

£1.88m

-24.6%

Pre-tax profit in 2024

2023: £2.49m

payment assist

Payment Assist is the UK's leading automotive repair point-of-sale finance provider.

£4.39m

+85.8%

Pre-tax profit in 2024

2023: £2.36m

CONISTER BANK AT A GLANCE

- Fully licensed IOM deposit taker
- The majority of lending is in the UK (SMEs)
- Facility sizes: £1 – £100m
- Maximum individual exposure: £1.5m

UK MARKET

350

Licensed banks

~3k

Non-bank lenders

50k

Credit brokers

UK MARKET SIZE

£15.7bn

SME-only

UK MARKET SHARE

36%

Non-bank lenders

1.9%

Conister Bank



**Conister
Bank**

**IOM
16%**

% lending split
(IOM:UK 2024)

**UK
84%**



**Manx
Financial Group**

Manx Financial Group PLC is an AIM-quoted company [AIM: MFX]

CONISTER BANK GROWTH PLAN

MFG's strategy is to combine organic growth with strategic acquisition to further augment the range of services it offers and to gain greater market share in its preferred markets.

ORGANIC

Gain market share in existing markets by leveraging our ability to raise liquidity and successfully deploy it to non-bank lenders

OPERATING PROFIT

£17.3m
+16%

2023: £14.9m

LOAN BOOK GROWTH

£366.1m
+2%

2023: £360.1m

CASH & NEAR CASH

£91.1m
+8%

2023: £84.7m

The Bank will continue to leverage its ability to raise and deploy liquidity only into its Isle of Man and UK lending markets, and it will also use this liquidity to enhance the profitability of its sister companies



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**Conister
Bank**

MANX VENTURES AT A GLANCE



HOLDINGS

- 100% of the issued share capital in seven companies
- Options to acquire shareholdings in another six companies

2024 DIVIDENDS

£1.1m

CURRENT VENTURES



MFX

payment
assist



BlueStar
BUSINESS FINANCE



Edgewater

LESLEY · STEPHEN
& CO

MANX FINANCIAL
LIMITED

blx.
Changing the face of business lending



payitmonthly

RIVERS
LEASING FINANCE FUNDING



Finova

CAM
WEALTH

2025 ACQUISITIONS



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Financial Group

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MANX VENTURES GROWTH PLAN



INORGANIC & ACQUISITION

- Acquiring businesses in sectors we prefer
- Replacing more expensive debt with ours (instant bottom-line improvement)
- By acquiring these businesses, we acquire the customer and their margin – further bottom-line improvement

MONETISATION STRATEGY

- Dividends, NAV growth, possible trade sale, possible IPOs

2025 AND BEYOND

- Investing in businesses that are going to compete in markets we wish to enter OR operate in our existing markets, but they intend to own the end customer
- Negotiate free equity and options when the debt return doesn't match the risk
- Backing management and their business

INCUBATE

- Entering the buy-now-pay-later market in Ireland with a longer-term view of passporting into the EU
- Additional European expansion into new jurisdictions by using proven products
- Accessing the general insurance market in the UK

Deploying debt and equity in both established and start-up companies in sectors we either want to gain greater market share or enter

PAYMENT ASSIST AT A GLANCE



- The UK's leading automotive repair point-of-sale finance provider, offering diversified lending, including insured products and retail
- Provides access to high-yielding, secure credit markets
- FCA-regulated for consumer credit
- Opportunities in the current economic climate exist for well-regulated providers of short-term credit for essential goods, which our customers rely on

ACQUISITION

Acquired by the Group for a total consideration of £5m

- 50.1% acquired in May 2022
- Acquisition of remaining 49.9% completed in September 2024

PRE TAX PROFIT

£4.39m
+85.8%

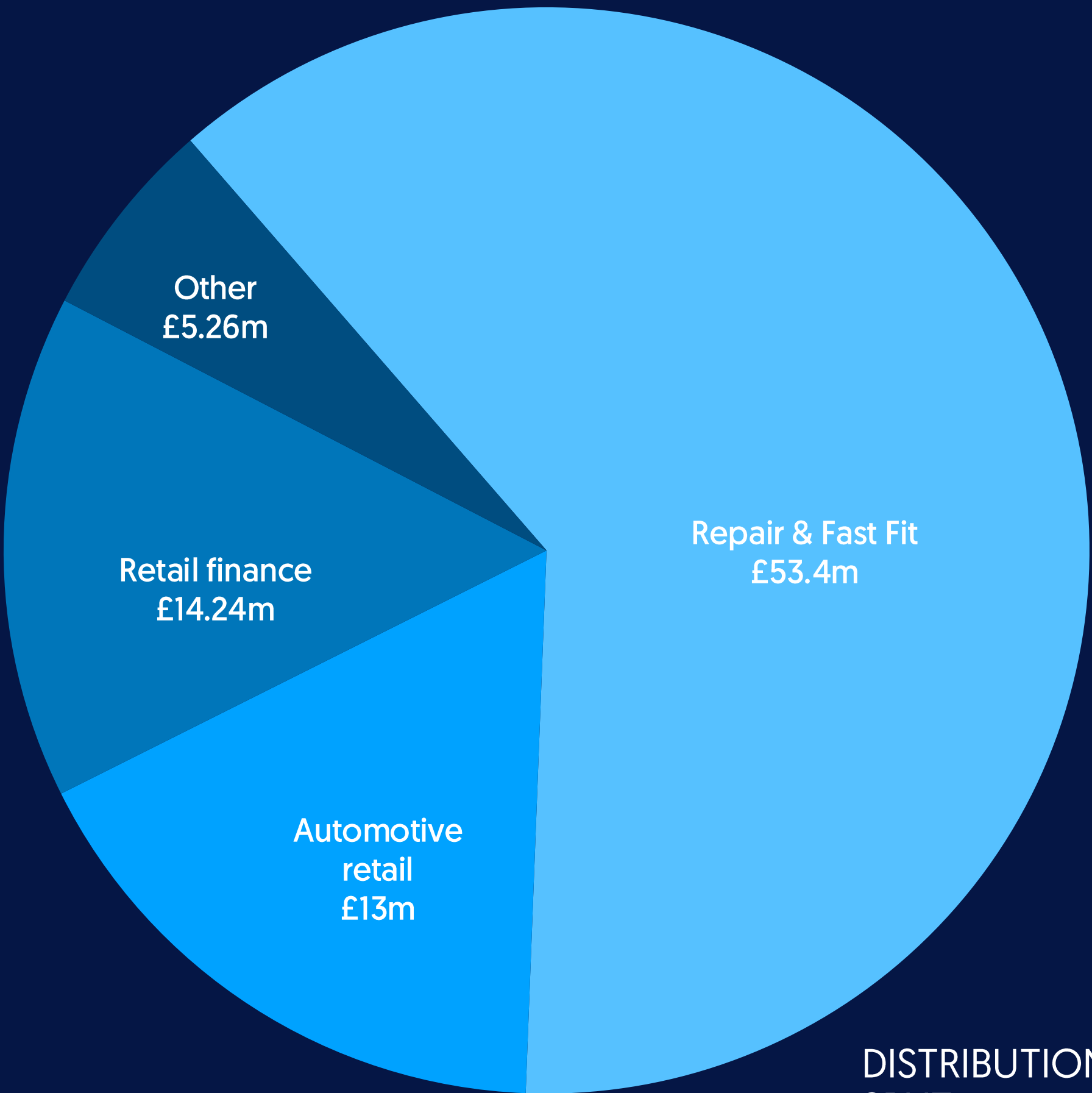
2023: 2.36m

ANNUAL ADVANCES

£183m

CUSTOMER BASE

967,000
Unique Customers



DISTRIBUTION SPLIT

PAYMENT ASSIST GROWTH PLAN

payment
assist

Brokered SME lending products launched via Groov:

- Merchant cash advances
- Business credit cards
- Cash flow loans
- SME loans up to £50k

2025 MARKET
OPPORTUNITY

£4.39m

Gross funding
opportunity

PAL Market Share
4.4%

2025 FORECAST
REVENUE

£225m

Annualised

As of May 2025:
£85.9m

The leading BNPL company in the British vehicle repair market with competences and distribution to also become the leading payments platform provider in this market

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**Conister
Bank**

WHY INVEST NOW?

SHARES

UK small cap sector undervalued - historically low

Discount to NAV

Low earnings multiple

ECONOMIC ENVIRONMENT

Bank of England rate cuts – net interest margin

Market size

Competition

COMPETITIVE POSITION

Hugely liquid

Proven access to distribution

Continuously profitable with a solid dividend policy

Thank you.

Manx Financial Group

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