



Press Release: 4th March 2019

S&U plc welcomes publication of FCA Motor Finance Study

S&U PLC, the leading motor finance and property bridging lender, and owner of Advantage Finance, the used car lender, has welcomed today's report by the FCA into the motor finance industry, describing it as containing no surprises and expressing its confidence that Advantage's policies and practices fully comply with the FCA's concerns.

On Monday 4th March the FCA published its motor finance survey which completed a two year review of all areas of the UK motor finance market. Advantage Finance Ltd, S&U's motor finance subsidiary, was a participant in the survey.

Commenting on the report Keith Charlton, Deputy Managing Director of Advantage Finance Ltd, and lead liaison with the FCA, said: *"We welcome the publication of this long awaited report. Whilst we note the comments relating to certain commission and affordability practices within the industry, we are pleased that the regulator appears to acknowledge the low risk nature of flat-fee commission models as used by Advantage.*

"Further, as a lender which has long adopted the recommended practice of separating credit scoring and customer affordability assessment, we are clear that our industry leading underwriting fully meets the FCA's industry wide concerns on affordable and responsible lending. There are no surprises for us in the report, we are very comfortable with its very balanced conclusions and we will continue to work closely with our broker and dealer partners to deliver compliant and low risk solutions for our valued customers."