

S&U

Q226 trading provides H2 support

S&U has issued a Q226 trading update confirming the growth trajectory of the business and providing support for H2 profit growth. The recent Supreme Court (SC) decision has given legal clarity to the motor finance business, Advantage, which is now in a strong recovery phase. Aspen, the property lender, continues to grow robustly, generating advances over the quarter that were up 15%. We view S&U's Q2 exit trajectory positively and believe the company will meet our FY26 forecasts. The SC's judgement should put to rest any existential worries about Advantage, allowing trend growth to resume and further supporting numbers.

| Year end | Revenue (£m) | PBT (£m) | EPS (£) | DPS (£) | P/E (x) | Yield (%) |
|----------|--------------|----------|---------|---------|---------|-----------|
| 1/24 | 115.4 | 33.6 | 2.09 | 1.20 | 9.0 | 6.4 |
| 1/25 | 115.6 | 26.7 | 1.47 | 1.00 | 12.7 | 5.3 |
| 1/26e | 115.4 | 31.3 | 1.93 | 1.10 | 9.7 | 5.9 |
| 1/27e | 121.9 | 34.4 | 2.12 | 1.20 | 8.8 | 6.4 |

Note: All figures are on a reported basis. FY25 PBT excludes £2.7m exceptional charge in the year.

The UK used car market is showing signs a gradual recovery with a c 6% y-o-y increase in volumes in June, but Advantage's Q226 performance has outpaced this market growth. With the lengthy FCA s166 process behind it, both customer advances and collections at Advantage show strong improvement. Advances were £70.6m at H1, ahead of management's expectations, and repayment rates are c 90% year-to-date, with customer service levels and productivity rising. Advantage's operating environment has also improved, according to management, with the positive SC ruling and the Chancellor of the Exchequer's emphasis on a regulatory regime that prioritises growth in her recent Mansion House speech.

The SC's decision to reject the idea that there is a fiduciary relationship (shared by the lender) between broker/dealer and customer, was good common sense, in our opinion. It is also positive to see the SC handing down much deserved criticism of the claims management sector. This puts Advantage in a position to avoid redress on discretionary commission arrangement related deals, which were never offered. It is also in a very strong position to disprove any unfair relationship claims under the Consumer Credit Act, given the size and proportion of commissions paid.

Aspen, the property bridging company, continues its excellent progress especially given the softer UK residential market. After a slow start in Q2, the company posted record advances at £28.6m in July, and at £106.4m for H1, up 15% y-o-y. Aspen's credit quality and collections were even stronger as evidenced by record collections of £108.6m, up 49% y-o-y, with a record £28.3m collected in July. Crucially, the number of late payers was below budget at H1, highlighting that credit quality remains within expectations.

The company says that, overall, profitability is trending ahead of FY25 at the half year and expects an acceleration in H226 consistent with our unchanged forecasts. Borrowings at the end of Q2 were c £185m against current funding facilities of £280m, providing sufficient headroom for growth in the periods.

On a P/E of c 10x FY26e earnings, the shares are trading at a significant discount to historical valuation levels and imply a discount-to-book value, with potential for a re-rating as regulatory risks subside. The dividend yield of c 6% offers attractive income support, while awaiting a recovery in earnings. The company will announce half-year results on 9 October 2025.

Q226 trading update

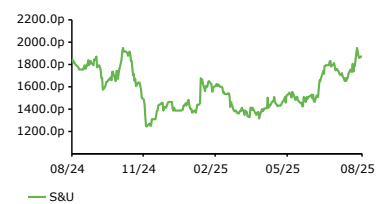
Financial services

12 August 2025

Price 1,875.00p
Market cap £226m

| | |
|---------------------------------------|---------|
| Net cash/(debt) as at 31 January 2025 | £192.6m |
| Shares in issue | 12.2m |
| Free float | 25.0% |
| Code | SUS |
| Primary exchange | LSE |
| Secondary exchange | N/A |

Share price performance



Business description

S&U's Advantage motor finance business lends on a simple HP basis to lower- and middle-income groups that may have impaired credit records restricting access to mainstream products. It has more than 50,000 customers. The Aspen property bridging business has been developing since its launch in 2017.

Analysts

| | |
|-------------------|---------------------|
| Martyn King | +44 (0)20 3077 5700 |
| Jonathan Richards | +44 (0)20 3077 5700 |

financials@edisongroup.com
[Edison profile page](#)

S&U is a research client of Edison Investment Research Limited

General disclaimer and copyright

This report has been commissioned by S&U and prepared and issued by Edison, in consideration of a fee payable by S&U. Edison Investment Research standard fees are £60,000 pa for the production and broad dissemination of a detailed note (Outlook) following by regular (typically quarterly) update notes. Fees are paid upfront in cash without recourse. Edison may seek additional fees for the provision of roadshows and related IR services for the client but does not get remunerated for any investment banking services. We never take payment in stock, options or warrants for any of our services.

Accuracy of content: All information used in the publication of this report has been compiled from publicly available sources that are believed to be reliable, however we do not guarantee the accuracy or completeness of this report and have not sought for this information to be independently verified. Opinions contained in this report represent those of the research department of Edison at the time of publication. Forward-looking information or statements in this report contain information that is based on assumptions, forecasts of future results, estimates of amounts not yet determinable, and therefore involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of their subject matter to be materially different from current expectations.

Exclusion of Liability: To the fullest extent allowed by law, Edison shall not be liable for any direct, indirect or consequential losses, loss of profits, damages, costs or expenses incurred or suffered by you arising out or in connection with the access to, use of or reliance on any information contained on this note.

No personalised advice: The information that we provide should not be construed in any manner whatsoever as, personalised advice. Also, the information provided by us should not be construed by any subscriber or prospective subscriber as Edison's solicitation to effect, or attempt to effect, any transaction in a security. The securities described in the report may not be eligible for sale in all jurisdictions or to certain categories of investors.

Investment in securities mentioned: Edison has a restrictive policy relating to personal dealing and conflicts of interest. Edison Group does not conduct any investment business and, accordingly, does not itself hold any positions in the securities mentioned in this report. However, the respective directors, officers, employees and contractors of Edison may have a position in any or related securities mentioned in this report, subject to Edison's policies on personal dealing and conflicts of interest.

Copyright 2025 Edison Investment Research Limited (Edison).

Australia

Edison Investment Research Pty Ltd (Edison AU) is the Australian subsidiary of Edison. Edison AU is a Corporate Authorised Representative (1252501) of Crown Wealth Group Pty Ltd who holds an Australian Financial Services Licence (Number: 494274). This research is issued in Australia by Edison AU and any access to it, is intended only for "wholesale clients" within the meaning of the Corporations Act 2001 of Australia. Any advice given by Edison AU is general advice only and does not take into account your personal circumstances, needs or objectives. You should, before acting on this advice, consider the appropriateness of the advice, having regard to your objectives, financial situation and needs. If our advice relates to the acquisition, or possible acquisition, of a particular financial product you should read any relevant Product Disclosure Statement or like instrument.

New Zealand

The research in this document is intended for New Zealand resident professional financial advisers or brokers (for use in their roles as financial advisers or brokers) and habitual investors who are "wholesale clients" for the purpose of the Financial Advisers Act 2008 (FAA) (as described in sections 5(c) (1)(a), (b) and (c) of the FAA). This is not a solicitation or inducement to buy, sell, subscribe, or underwrite any securities mentioned or in the topic of this document. For the purpose of the FAA, the content of this report is of a general nature, is intended as a source of general information only and is not intended to constitute a recommendation or opinion in relation to acquiring or disposing (including refraining from acquiring or disposing) of securities. The distribution of this document is not a "personalised service" and, to the extent that it contains any financial advice, is intended only as a "class service" provided by Edison within the meaning of the FAA (i.e. without taking into account the particular financial situation or goals of any person). As such, it should not be relied upon in making an investment decision.

United Kingdom

This document is prepared and provided by Edison for information purposes only and should not be construed as an offer or solicitation for investment in any securities mentioned or in the topic of this document. A marketing communication under FCA Rules, this document has not been prepared in accordance with the legal requirements designed to promote the independence of investment research and is not subject to any prohibition on dealing ahead of the dissemination of investment research.

This Communication is being distributed in the United Kingdom and is directed only at (i) persons having professional experience in matters relating to investments, i.e. investment professionals within the meaning of Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, as amended (the "FPO") (ii) high net-worth companies, unincorporated associations or other bodies within the meaning of Article 49 of the FPO and (iii) persons to whom it is otherwise lawful to distribute it. The investment or investment activity to which this document relates is available only to such persons. It is not intended that this document be distributed or passed on, directly or indirectly, to any other class of persons and in any event and under no circumstances should persons of any other description rely on or act upon the contents of this document.

This Communication is being supplied to you solely for your information and may not be reproduced by, further distributed to or published in whole or in part by, any other person.

United States

Edison relies upon the "publishers' exclusion" from the definition of investment adviser under Section 202(a)(11) of the Investment Advisers Act of 1940 and corresponding state securities laws. This report is a bona fide publication of general and regular circulation offering impersonal investment-related advice, not tailored to a specific investment portfolio or the needs of current and/or prospective subscribers. As such, Edison does not offer or provide personal advice and the research provided is for informational purposes only. No mention of a particular security in this report constitutes a recommendation to buy, sell or hold that or any security, or that any particular security, portfolio of securities, transaction or investment strategy is suitable for any specific person.
