EDISON

S&U

FY15 results

Growth as promised, more to come

Financial services

S&U has been promising excellent growth and in FY15 it delivered even more than was expected. Pre-tax profits were up 34% and EPS was up 38% on FY14. This was driven by a 48% increase in motor advances and home credit, which has been stable for many years, delivered an 11% increase in advances on a 7% increase in customer numbers. Funding continues to be prudent (gearing 66%) and a deposit licence is being sought. We expect modest consensus upgrades.

Year end	Revenue (£m)	PBT* (£m)	EPS* (p)	DPS (p)	P/E (x)	Yield (%)
01/14	60.8	17.3	112.0	54.0	18.8	2.6
01/15	74.4	23.2	154.3	66.0	13.7	3.1
01/16e	86.9	27.0	180.0	75.0	11.7	3.6
01/17e	97.0	29.9	199.6	85.0	10.6	4.0

Note: *PBT and EPS are normalised, excluding intangible amortisation, exceptional items and share-based payments.

FY15 results

The motor finance business, Advantage Finance, increased transaction numbers by 41% and net receivables by 46%, driving profit before tax up 46% to £16.7m (2014: £11.5m). Customer numbers grew to 25,000 (2014: 18,000). The home credit division, Loansathome4U, saw customer collections rise by 12% and net receivables rose 2%, driving an 11% increase in profits before tax to £6.5m (2014: £5.8m). Home collect customer numbers increased by 7%. Bank facilities of £70m have been confirmed through to 2018 with end FY15 borrowings of £54m and gearing at 66% (2014: 47%). Credit quality remains excellent with 82.8% (2013: 80.3%) of loans neither past due nor impaired.

FY16 Outlook

We expect further strong growth in lending, revenue and profits in FY16. The home collect business should see full period benefits from new offices and staff and we expect new customers in 2014 to take further facilities in 2015. In the motor business, S&U has a tiny market share and a growing reputation with intermediaries and we expect further strong loan growth (20%). It is seeing more competition and we expect a modest deterioration in the cost income ratio. We forecast group borrowing to increase (end FY16 bank debt of £66m) with a modest increase in gearing (to 69%) and a modest deterioration in the average cost of funds (reflecting the longer-duration, more expensive M&G funding accounting for a greater percentage of financing). The decision on a bank deposit-taking application is now expected within months and, if as expected a licence is applied for and granted, retail deposits will be taken from the beginning of 2016.

Valuation: c 17% upside

We use a range of valuation approaches, the average of which is £26.23 (previously £22.22), around 24% upside to the current price. This valuation is undemanding and is equivalent to a 2016e P/E of 17x, still below the peer group's current average rating.

31 March 2015

Price	**2,110p**
Market cap	**£249m**

Net debt (£m) at January 2015	54
Shares in issue	11.8
Free float	46%
Code	SUS
Primary exchange	LSE
Secondary exchange	N/A

Share price performance

%	1m	3m	12m
Abs	0.2	3.9	1.8
Rel (local)	0.9	(1.6)	(2.6)
52-week high/low		2,250p	1,700p

Business description

S&U is a niche consumer and motor finance provider to the non-standard UK market. It distributes the former through agents to customers' homes and the latter through brokers. It has over 140,000 customers and over 800 employees and home credit agents.

Next events

AGM/trading statement	21 May 2015

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Edison profile page

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

2014 Results

Summary

Exhibit 1: Divisional pre-tax profits (£000s)

Year end 31 January	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016e	2017e
Motor profit	2,237	2,312	2,613	3,012	3,127	4,227	5,906	8,080	11,469	16,715	19,897	22,300
Consumer credit profit	6,877	6,618	5,965	5,251	5,876	5,632	6,310	6,150	5,818	6,459	7,131	7,612

Source: S&U, Edison Investment Research

Motor division

2014 saw new loan advances up 48% and net receivables up to £106m from £73m (up 46%). Customer numbers rose to 25,000 from 18,000 (up 38%). This growth has primarily been driven by more business from existing intermediaries and helped by the introduction of new, more flexible products. The reputation with intermediaries is critical and S&U has not only delivered consistent lending through the economic downturns (unlike many competitors) but also provides intermediaries with good service and products they want. Their market share remains tiny (as management highlight, there are c 4m used cars bought with credit each year of which S&U is currently providing finance to just 12-13k) and we expect further good growth from here (receivables up 20% in FY16e). Competition is increasing (eg Moneybarn as part of Provident Financial since August 2014 has access to cheaper and more certain finance), and we expect some deterioration in the cost income ratio as a consequence (including funding costs 40% in FY16 vs 37% in FY15).

Exhibit 2: Motor division key financials (£000s) and performance ratios

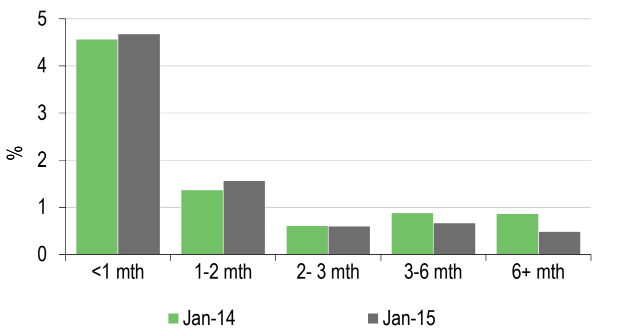
Year end 31 January	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016e	2017e
Profit and loss												
Revenue	11,176	11,675	12,858	14,175	14,195	16,049	17,782	20,801	26,147	36,102	45,538	52,361
Impairments	(3,756)	(4,105)	(4,087)	(4,785)	(5,538)	(5,883)	(5,750)	(5,291)	(5,096)	(5,863)	(7,286)	(8,993)
Other costs (inc finance)	(5,183)	(5,258)	(6,158)	(6,378)	(5,530)	(5,939)	(6,126)	(7,430)	(9,582)	(13,524)	(18,355)	(21,068)
Profit	2,237	2,312	2,613	3,012	3,127	4,227	5,906	8,080	11,469	16,715	19,897	22,300
Balance sheet												
Accounts receivable	37,920	40,894	46,435	50,850	51,793	55,564	60,338	71,778	93,217	127,740	153,199	171,705
Provisions	(7,934)	(9,036)	(10,431)	(11,474)	(12,781)	(16,275)	(18,083)	(19,279)	(20,248)	(21,353)	(23,000)	(23,000)
Net accounts receivable	29,986	31,858	36,004	39,376	39,012	39,289	42,255	52,499	72,969	106,387	130,199	148,705
Total assets	30,415	32,166	36,222	39,729	39,374	39,953	42,662	53,037	73,760	108,477	130,699	149,205
Ratios												
Cost income ratio (%)	(46)	(45)	(48)	(45)	(39)	(37)	(34)	(36)	(37)	(37)	(40)	(40)
Annual impairments as % rev	(34)	(35)	(32)	(34)	(39)	(37)	(32)	(25)	(19)	(16)	(16)	(17)
Provisions as % gross lending	(21)	(22)	(22)	(23)	(25)	(29)	(30)	(27)	(22)	(17)	(15)	(13)
Rev as % avg receivables		38	38	38	36	41	44	44	42	40	38	38

Source: S&U, Edison Investment Research

In 2014 revenue grew by 38% and administration and funding costs by 41%, (more upfront costs of broker commissions on the rapidly growing new business, and proportionately less equity funding and more debt funding). The impairment charge grew by just 15%, well behind lagged receivable growth. Most recent data show a further improvement, with 92% of live receivables being fully up to date with repayments (end January 2014 91.71%). Exhibit 3 shows the percentage of live accounts which are in arrears (as measured by the number of payments the arrears accounts for). There has been a very slight deterioration in small arrears (4.68% vs 4.57% of accounts with arrears equivalent to less than one month's payment).

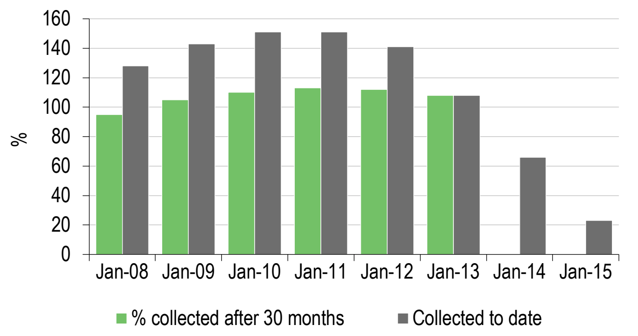
Management has provided further detail of the progress made over recent years by showing the total amount of cash collected on loans relative to the initial cash advanced (including costs). This is shown in Exhibit 4. For the loans made in the year to January 2008, 95% of the total cash outlay was recovered within 30 months and the total cash collected was 128% of the initial outlay. This has improved significantly with more recent lending. For loans made in the year to January 2011, the last year where the typical four year loans have now been fully repaid, 113% of the cash outlaid was collected within 30 months and 151% in total collected. Thus for a £2,000 loan in 2008 S&U would have, on average, collected back £2,560 but for a 2011 loan it would have collected £3,002. This improvement reflects lower leakage from bad debts and is another indicator of the improved credit experience over the period.

Exhibit 3 Percentage of live receivables with arrears equivalent to number of months payments



Source: S&U, Edison investment Research

Exhibit 4: Percentage of initial cash outlaid recovered over time



Source: S&U Edison Investment Research

Consumer credit division

2014 saw the highest profits since 2007 with an increase of 11% on FY14. Three new branches were opened (a further one due in FY16), which together with carefully targeted recruitment of former agents and clients from its three largest competitors, all of whom are restructuring, saw total customer numbers up 8% (5,000). These factors, together with improvements in customer confidence, saw collections up 12% and period-end receivables up 2%. Divisional revenue grew 10%, costs 11% and the impairment charge by 8%. Looking forward we expect each of these positive trends to continue into FY16.

Exhibit 5: Consumer credit division key financials (£000s) and ratios

Year end 31 January	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016e	2017e
Profit and loss												
Revenue	30,099	31,120	33,120	32,007	31,600	31,967	34,137	34,189	34,676	38,298	41,362	44,671
Impairments	(5,928)	(6,337)	(7,822)	(7,731)	(7,061)	(7,275)	(7,043)	(7,704)	(7,760)	(8,418)	(9,000)	(9,810)
Other costs (incl finance)	(17,294)	(18,165)	(19,333)	(19,025)	(18,663)	(19,060)	(20,784)	(20,335)	(21,098)	(23,421)	(25,231)	(27,249)
Profit	6,877	6,618	5,965	5,251	5,876	5,632	6,310	6,150	5,818	6,459	7,131	7,612
Balance sheet												
Accounts receivable	48,857	55,622	55,412	55,003	54,460	52,982	52,849	51,844	51,963	52,979	56,158	59,527
Provisions	(14,661)	(15,459)	(16,452)	(16,927)	(17,036)	(17,553)	(17,604)	(18,023)	(17,921)	(18,357)	(18,857)	(19,357)
Net accounts receivable	34,196	40,163	38,960	38,076	37,424	35,429	35,245	33,821	34,042	34,622	37,301	40,170
Total assets	38,215	43,233	41,774	40,331	40,844	37,407	37,087	35,677	36,191	36,882	37,435	37,997
Ratios												
Cost income ratio (%)	(57)	(58)	(58)	(59)	(59)	(60)	(61)	(59)	(61)	(61)	(61)	(61)
Impairments as % rev	(20)	(20)	(24)	(24)	(22)	(23)	(21)	(23)	(22)	(22)	(22)	(22)
Provns as % gross loans	(30)	(28)	(30)	(31)	(31)	(33)	(33)	(35)	(34)	(35)	(34)	(33)
Rev as % avg receivable		84	84	83	84	88	97	99	102	112	115	115

Source: S&U, Edison Investment Research

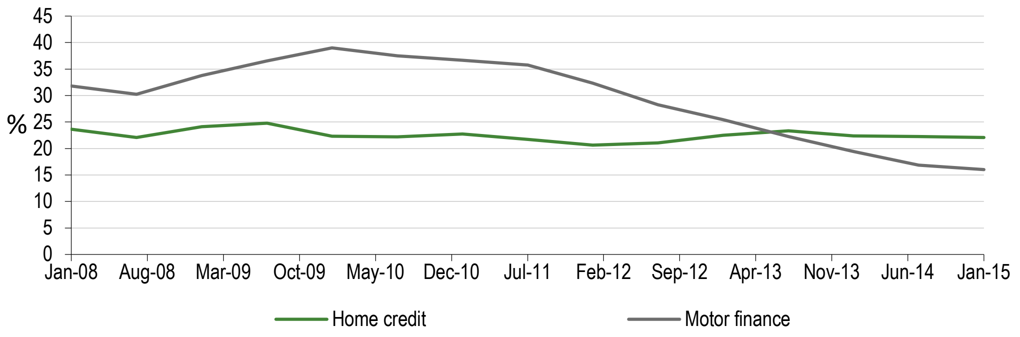
Funding

Group gearing fell slightly to 66% leaving current long-term facilities (£70m) with plenty of headroom for anticipated growth this year (we estimate total non-equity funding January 2016 at £66m). S&U has already diversified its funding with a range of providers and maturity dates (HSBC £25m, AIB £15m both to 2018 and M&G £15m to 2021 and £15m to 2022). The company also has overdraft facilities with RBS (£2.1m) and HSBC (£3m) although these are typically used to cover seasonal peaks (such as paying the dividend in July) rather than fund sustained lending activity.

The board will be considering an application for deposit-taking status with the Prudential Regulation Authority and FCA in H115. We expect the new bank to primarily fund through best-buy tables and management has indicated at least match funding (ie it is likely to be two, three and five year buckets). We have assumed that in FY17 there will be modest (£15m) deposits taken. Given the strength of the balance sheet and profitability, we do not believe S&U would have a problem accessing further funding should it decide not to progress the bank licence.

Credit quality

Exhibit 6: Rolling 12 months impairment charge as % revenue



Source: S&U

As can be seen from Exhibit 6, impairments as a proportion of revenue continue to improve. The rate of improvement is showing signs of stabilising in the motor book but it is currently well below half the level seen in early 2010. The key message from the home collect book is its stability through a range of economic conditions.

The type of lending S&U undertakes is non-standard and incurs high levels of arrears. This is more than compensated for by the price. Exhibit 7 shows a marked improvement in the overall quality of the book since 2007. In January 2015 the neither past due nor impaired loans accounted for a record 82.8% of lending compared with below 60% in 2007-2009. Clearly part of this is attributable to the rapid growth in motor lending (where impairments will lag the new loans), but the underlying trend is positive. The rise in past due loans up to three months and impaired (from £4.2m to £7.3m) is significantly the result of the continuing credit improvement. These figures are loans net of provisions and as the latest review of actual losses has resulted in a lower provision requirement, the net loan amount has increased. Slide 10 of the company's results presentation shows that the proportion of accounts in early stage arrears is very stable (2014 4.7%, 2013 4.6%).

Exhibit 7: Summary of group loan book quality January 2007-15 (£000s)

Year end 31 January	2007	2008	2009	2010	2011	2012	2013	2014	2015
Neither past due nor impaired	40,851	41,395	44,181	46,271	49,432	54,272	63,808	85,921	117,487
Past due up to three months but not impaired	14,576	15,621	14,898	14,567	9,228	9,137	8,971	7,497	7,977
Past due over three months but not impaired	7,972	8,262	8,005	6,998	7,197	7,029	6,900	6,872	6,312
Total not impaired	63,399	65,278	67,084	67,836	65,857	70,438	79,679	100,290	131,776
Past due up to three months	4,224	4,818	4,971	3,648	4,255	3,568	3,529	4,195	7,318
Past due three to six months	1,794	1,823	2,117	2,007	1,959	1,297	1,159	974	1,182
Past due six months + or in default	2,604	2,975	3,280	2,945	2,647	2,197	1,953	1,552	1,633
Total impaired	8,622	9,616	10,368	8,600	8,861	7,062	6,641	6,721	10,133
Total	72,021	74,894	77,452	76,436	74,718	77,500	86,320	107,011	141,909
% neither past due nor impaired	**56.7**	**55.3**	**57.0**	**60.5**	**66.2**	**70.0**	**73.9**	**80.3**	**82.8**
% impaired	12.0	12.8	13.4	11.3	11.9	9.1	7.7	6.3	7.1

Source: S&U, Edison Investment Research

Valuation

We use a range of valuation approaches, the average of which is £26.23 (previously £22.22), around 24% upside to the current price. This valuation is undemanding and is equivalent to a 2016e P/E of 17x, still below the peer's current average rating.

Peer valuations (2,906p previously 2,398p)

The strong rise in Provident Financial and Secure Trust banks has seen a big increase in the peer comparative valuation approach.

Exhibit 8: Some peer valuation metrics

	Price (p)	Market cap (£m)	2014 P/E	2015 P/E	2015/14 growth (%)	2014 yield (%)	2014 payout ratio (%)	Price/book value (x)	Equity to lending*** (%)
S&U*	**2,110**	**249**	**13.7**	**11.7**	**38%**	**3.1%**	**43%**	**3.6**	**56%**
PFG	2,702	3,957	20.4	17.6	16%	3.6%	74%	6.5	33%
Secure Trust**	2,938	532	18.1	17.9	1%	2.3%	42%	4.6	19%
Average PFG/STB			19.3	17.7	9%	3.0%	58%	5.5	26%
S&U at peer average (p)	**2,906**		**2,971**	**3,194**		**2,222**		**3,238**	

Source: Thompson Reuters. Note: *January of the following year (ie for year end 2013 we use January 2014 for S&U). Prices as at 30 March 2015. **Edison Investment Research estimates. ***Most recently reported equity and loans, updated for acquisitions and equity issuance.

Gordon's growth model and sensitivity (3,384p from 2,863p)

Establishing the long-term return on equity is complicated by the expected level of equity gearing. We believe that leverage will modestly increase over the medium term and so assume a long-term sustained return on equity of 25% (in line with current performance). We have built in a cost of equity of 10.5%, given S&U's low gearing and long track record. We have assumed a growth rate of around nominal GDP. These assumptions suggest S&U should trade at 3.6x book value. Our current valuation is £33.84 which has risen; largely due to our moving forward our base valuation to end 2016 (effect c £5).

Exhibit 9: Gordon's growth model and sensitivity

	Base	+1% ROE	-1% COE	+1% growth
Return on equity (%)	25.0	26.0	25.0	25.0
Cost of equity (%)	10.5	10.5	9.5	10.5
Growth (%)	5.0	5.0	5.0	6.0
Price/book value (x)	3.6	3.8	4.4	4.2
Book value per share, January 2016 (p)	931	931	931	931
Implied value (p per share)	**3,384**	**3,553**	**4,136**	**3,929**
Near-term performance discount/premium (%)	0%	0%	0%	0%
Implied value (p per share)	**3,384**	**3,553**	**4,136**	**3,929**
Variance from base (p)		169	752	545

Source: Edison Investment Research

Dividend discount model (1,577p from 1,406p)

We take our explicit dividend forecasts for the years 2015-16e. For 2017 we assume a payout ratio of 80% (consistent with a 25% ROE and funding of 5% growth) and increase this by 5% for 10 years. We then assume a residual value of 10x this dividend, with all the cash flows discounted at the cost of equity (10.5%). This generates a value of 1,577p (previously 1,406p). The increase is due to rolling forward the valuation base year. The valuation could also be increased further by re-gearing the balance sheet immediately through a capital distribution. We do not expect this to happen but note S&U is much less geared than peers.

Financials

Changes in estimates

Exhibit 10: Estimate revisions

	Revenue (£m)			PBT (£m)			EPS (p)			Dividend (p)		
Year end 31 January	Old	New	% chg	Old	New	% chg	Old	New	% chg	Old	New	% chg
2015	74.5	74.4	0%	23.0	23.2	1%	151.8	154.3	2%	66.0	66.0	10%
2016e	86.4	86.9	1%	26.7	27.0	1%	178.5	180.0	1%	75.0	75.0	15%
2017e	N/A	97.0	N/A	N/A	29.9	N/A	N/A	199.6	N/A	N/A	85.0	N/A

Source: Edison Investment Research

There were few surprises in these numbers and changes above reflect tweaking of numbers rather than anything more substantial. We expect the fundamental business growth to remain very robust.

Profit and loss

Exhibit 11: Financial summary – profit and loss (£000s)

Year-end 31 January	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016e	2017e
Total revenue	41,275	42,795	45,978	46,182	45,795	48,016	51,919	54,990	60,823	74,400	86,900	97,032
Impairments consumer credit	(5,928)	(6,337)	(7,822)	(7,731)	(7,061)	(7,275)	(7,043)	(7,704)	(7,760)	(8,418)	(9,000)	(9,810)
Impairments motor finance	(3,756)	(4,105)	(4,087)	(4,785)	(5,538)	(5,883)	(5,750)	(5,291)	(5,096)	(5,863)	(7,286)	(8,993)
Other cost of sales	(3,459)	(3,704)	(3,785)	(3,650)	(3,431)	(3,988)	(5,077)	(5,416)	(6,866)	(9,252)	(10,806)	(12,066)
Administration expenses	(17,314)	(18,180)	(19,408)	(19,885)	(19,328)	(19,937)	(21,237)	(21,768)	(23,096)	(26,013)	(30,080)	(33,251)
Operating profit / loss	10,818	10,469	10,876	10,131	10,437	10,933	12,812	14,811	18,005	24,854	29,728	32,912
Finance expense	(1,694)	(1,539)	(2,298)	(1,868)	(1,434)	(1,074)	(596)	(581)	(727)	(1,680)	(2,700)	(3,000)
Pre-tax profit	9,124	8,930	8,578	8,263	9,003	9,859	12,216	14,230	17,278	23,174	27,028	29,912
Tax	(2,787)	(2,691)	(2,613)	(2,388)	(2,522)	(2,816)	(3,281)	(3,350)	(3,955)	(4,714)	(5,473)	(5,982)
Profit for year	6,337	6,239	5,965	5,875	6,481	7,043	8,935	10,880	13,323	18,460	21,555	23,930
Number of shares (m)	11.74	11.74	11.74	11.74	11.74	11.74	11.74	11.75	11.78	11.83	11.85	11.87
Basic EPS (p)	53.99	53.16	50.82	50.05	55.22	60.01	76.1	92.6	113.1	156.0	181.8	201.5
Diluted EPS (p)	53.99	53.16	50.82	50.01	55.10	59.50	75.1	91.5	112.0	154.3	180.0	199.6
DPS (p) Declared for year	31.0	32.0	32.0	32.0	34.0	36.0	41.0	46.0	54.0	66.0	75.0	85.0
Ratios												
Tax rate	30.5%	30.1%	30.5%	28.9%	28.0%	28.6%	26.9%	23.5%	22.9%	20.3%	20.3%	20.0%
Recurring Cost-income ratio	50.3%	51.1%	50.4%	51.0%	49.7%	49.8%	50.7%	49.4%	49.3%	47.4%	47.0%	46.7%
Impairments as % revenue	23%	24%	26%	27%	28%	27%	25%	24%	21%	19%	19%	19%
Div Cover	174%	166%	159%	156%	162%	165%	183%	199%	207%	234%	240%	235%
Finance expense as % average total debt		5.1%	7.3%	6.0%	4.8%	4.3%	2.9%	3.0%	2.7%	3.9%	4.5%	4.4%
ROE		16.2%	14.6%	13.7%	14.4%	14.6%	17.1%	18.8%	20.5%	24.5%	24.5%	23.3%

Source: S&U, Edison Investment Research

Balance sheet

The main development since our last report is that we have built in £15m of retail deposits into a FY17 forecast. This has the effect of reducing gearing. In our measures of net debt we will treat deposits as debt (even though this is a different treatment from the accountants).

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Exhibit 12: Financial summary – balance sheet (£000s)

End January	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016e	2017e
Non-current assets												
Property plant and equipment	2,283	2,280	2,233	1,889	1,545	1,446	1,625	1,790	1,932	2,406	2,883	3,310
Amounts receivable from customers	19,807	22,495	24,784	26,413	25,475	25,705	27,726	34,804	49,917	74,070	92,500	106,375
Retirement benefit asset	0	40	40	35	15	15	20	20	20	20	20	20
Derivatives	0	93	0	0	0	0	0	0	0	0	0	0
Deferred tax assets	27	0	0	168	128	3	64	127	343	285	285	285
Total Non-current assets	22,117	24,908	27,057	28,505	27,163	27,169	29,435	36,741	52,212	76,781	95,688	109,990
Current assets												
Inventories	81	176	155	96	136	134	129	115	136	59	100	100
Amount receivable from customers	44,375	49,526	50,110	51,039	50,961	49,013	49,774	51,516	57,094	66,939	75,000	82,500
Trade/other recs (inc current inc tax)	2,046	784	663	408	567	392	394	333	497	645	645	645
Cash and cash equivalents	11	5	11	12	1,391	292	17	9	12	935	1	(906)
Total Current assets	46,513	50,491	50,939	51,555	53,055	49,831	50,314	51,973	57,739	68,578	75,746	82,339
Total Assets	68,630	75,399	77,996	80,060	80,218	77,000	79,749	88,714	109,951	145,359	171,434	192,329
Current liabilities												
Bank overdrafts and loans	(8,214)	(11,647)	(9,683)	(15,330)	(12)	0	(806)	(2,574)	(2,351)	0	0	0
Amounts payable to customers	0	0	0	0	0	0	0	0	0	0	0	0
Trade and other payables	(953)	(978)	(938)	(1,426)	(1,889)	(1,677)	(1,606)	(2,029)	(2,553)	(2,684)	(2,899)	(3,131)
Current tax liabilities	(198)	(867)	(1,565)	(1,393)	(1,555)	(1,658)	(2,101)	(2,186)	(2,681)	(3,303)	(4,246)	(4,939)
Accruals and deferred income	(1,303)	(1,223)	(1,360)	(828)	(1,055)	(1,148)	(1,924)	(2,409)	(2,506)	(2,958)	(2,500)	(2,500)
Derivatives	0	0	0	(530)	(437)	0	0	0	0	0	0	0
Total Current Liabilities	(10,668)	(14,715)	(13,546)	(19,507)	(4,948)	(4,483)	(6,437)	(9,198)	(10,091)	(8,945)	(9,645)	(10,570)
Bank loans	(20,000)	(20,000)	(21,600)	(16,000)	(28,000)	(22,000)	(18,000)	(18,000)	(30,000)	(54,500)	(66,000)	(56,000)
Amounts payable to customers						0	0	0	0	0	(100)	(15,000)
Deferred tax & derivatives	(19)	(130)	(117)	(321)	0	0	0	0	0	0	0	0
Financial Liabilities	(450)	(450)	(450)	(450)	(450)	(450)	(450)	(450)	(450)	(450)	(450)	(450)
Total liabilities	(31,137)	(35,295)	(35,713)	(36,278)	(33,398)	(26,933)	(24,887)	(27,648)	(40,541)	(63,895)	(76,195)	(82,020)
Preference shares	(200)	(200)	(200)	(200)	(200)	(200)	(200)	(200)	(200)	(200)	(200)	(200)
Net asset value	37,293	39,904	42,083	43,582	46,620	49,867	54,662	60,866	69,210	81,264	95,040	110,109
Equity NAV p/sh	3.18	3.40	3.59	3.71	3.97	4.25	4.65	5.18	5.88	6.89	8.05	9.31
Equity to accounts receivable	58%	55%	56%	56%	61%	67%	71%	71%	65%	58%	57%	58%
Bank debt to equity	-76%	-79%	-74%	-72%	-60%	-44%	-34%	-34%	-47%	-67%	-69%	-51%
% of debt > 1 year	71%	63%	69%	51%	100%	100%	96%	87%	93%	100%	100%	100%
% receivables > 1 yr	31%	31%	33%	34%	33%	34%	36%	40%	47%	53%	55%	56%

Source: S&U, Edison Investment Research

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