

# GALAXY FINCO LIMITED (Registered in Jersey No. 113706)

RESULTS FOR THE NINE-MONTH PERIOD ENDED 31 December 2024

(Unaudited)

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#### 1. PERFORMANCE HIGHLIGHTS & OPERATING REVIEW

#### **Performance highlights**

The Group's positive performance has continued into the third quarter of FY25 generating 7% total revenue growth for the year to date, compared to the same period a year ago. Group subscription revenue grew by 10%, including continued strong subscription revenue growth of 9% in the European<sup>2</sup> business and increased subscription revenue in the US business. Group subscription customer retention rates continue to perform well at 86%<sup>3</sup>, tracking marginally above the long-term average of 85%.

- UK year to date revenue growth of 8%, driven by subscription revenues (95% of total UK revenue) which have grown 8%.
- International (ex US) subscription year to date revenue growth of 9%, representing 73% of International (ex US) revenue, continuing the journey to replicate the successful UK subscription model in Europe.
- US revenue increased by £16.6m year to date, with the comparator only including seven month's ownership of After Inc. up to 31 December 2023, with 2 additional months of After Inc. revenue in FY25 (c.£5-6m). This is supported by subscription growth in the organic US business of £13.7m compared to the prior period, with c.246k customers as at 31 December 2024 (FY24: c.100k).

Adjusted EBITDA is up 11% to £125.1m reflecting the strength and resilience of the subscription business model, partnership networks and underlying cost discipline across both the UK and International businesses. Excluding the US, the Group recorded 9% adjusted EBITDA year-on-year growth to £126.9m for the 9-month period, with the US Q3 FY24 comparator only including seven month's ownership of After Inc. up to 31 December 2023.

The Group continues to have strong levels of liquidity, following the refinancing of its debt facilities in December 2024, which included the repayment of existing bonds, inception of a new bond and term-loan and a new, increased revolving credit facility which was undrawn at the period end. The solvency coverage ratio in the regulated business was 186% (31 March 2024: 192%).

Total expenses have increased 7% (in line with revenue) and represent 87% of total revenue (31 December 2023: 87%) reflecting the underlying cost discipline. Other finance expenses increased by £6.2m to £60.0m, primarily due to the loss on the settlement of the previous debt and revolving credit facility in the quarter.

Total depreciation and amortisation increased by £1.7m to £40.3m for the period ended 31 December 2024 reflecting continued capital investment in IT infrastructure and the revision of expected useful life estimates for some legacy assets in FY24.

A significant item cost of £7.3m (31 December 2023: £3.5m) has been recognised in the period relating to finance transformation including IFRS 17 related improvements to the reporting process. The comparator includes the benefit from the Talbot Street sale of £2.6m.

The Group recognised a profit before tax of £17.5m (31 December 2023: £16.8m), reflecting improved trading performance offset by higher significant items and costs relating to settlement of the debt following the refinancing in December 2024.

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<sup>&</sup>lt;sup>1</sup> Total revenue comprises insurance revenue and other income.

<sup>&</sup>lt;sup>2</sup> European business segment includes Europe and Australian businesses

<sup>&</sup>lt;sup>3</sup> Excluding US

# Reconciliation of adjusted EBITDA to profit for the period

Period ended   Period ended   31 December   2024   2023   2023   2024   2023   2023   2024   2023   2023   2024   2023   2023   2024   2023   2023   2024   2023   2023   2024   2023   2023   2024   2023   2024   2023   2024   2023   2024   2023   2024   2023   2024			Restated <sup>2</sup>
Numarication		Period ended	Period ended
National Reservation		31 December	
Insurance revenue         830.6         771.9           Other income         42.3         43.4           Total revenue         872.9         815.3           Insurance service expense         (644.0)         (603.1)           Other operating expenses         (114.1)         (107.3)           Total expenses         (758.1)         (710.4)           Investment income         1.8         1.6           Net finance expenses from insurance contracts         (3.3)         (1.6)           Net financial result         (1.5)         -           Items excluded from adjusted EBITDA         7.3         3.5           - Net change for depreciation costs included in insurance service expenses         4.5         4.3           Adjusted EBITDA         125.1         112.7           Significant items         (7.3)         (3.5)           EBITDA         117.8         109.2           Depreciation and amortisation¹         (40.3)         (38.6)           Other finance expenses         (60.0)         (53.8)           Profit before tax         17.5         16.8           Tax         (6.4)         (6.8)		2024	2023
Insurance revenue         830.6         771.9           Other income         42.3         43.4           Total revenue         872.9         815.3           Insurance service expense         (644.0)         (603.1)           Other operating expenses         (114.1)         (107.3)           Total expenses         (758.1)         (710.4)           Investment income         1.8         1.6           Net finance expenses from insurance contracts         (3.3)         (1.6)           Net financial result         (1.5)         -           Items excluded from adjusted EBITDA         7.3         3.5           Net change for depreciation costs included in insurance service expenses         4.5         4.3           Adjusted EBITDA         125.1         112.7           Significant items         (7.3)         (3.5)           EBITDA         117.8         109.2           Depreciation and amortisation¹         (40.3)         (38.6)           Other finance expenses         (60.0)         (53.8)           Profit before tax         17.5         16.8           Tax         (6.4)         (6.8)		(Unaudited)	(Unaudited)
Other income         42.3         43.4           Total revenue         872.9         815.3           Insurance service expense         (644.0)         (603.1)           Other operating expenses         (114.1)         (107.3)           Total expenses         (758.1)         (710.4)           Investment income         1.8         1.6           Net financial result         (1.5)         -           Items excluded from adjusted EBITDA         7.3         3.5           Net change for depreciation costs included in insurance service expenses         4.5         4.3           Adjusted EBITDA         125.1         112.7           Significant items         (7.3)         (3.5)           EBITDA         117.8         109.2           Depreciation and amortisation of the finance expenses         (60.0)         (53.8)           Other finance expenses         (60.0)         (53.8)           Profit before tax         17.5         16.8           Tax         (6.4)         (6.8)		£m	£m
Total revenue         872.9         815.3           Insurance service expense         (644.0)         (603.1)           Other operating expenses         (114.1)         (107.3)           Total expenses         (758.1)         (710.4)           Investment income         1.8         1.6           Net finance expenses from insurance contracts         (3.3)         (1.6)           Net financial result         (1.5)         -           Items excluded from adjusted EBITDA         7.3         3.5           - Net change for depreciation costs included in insurance service expenses         4.5         4.3           Adjusted EBITDA         125.1         112.7           Significant items         (7.3)         (3.5)           EBITDA         117.8         109.2           Depreciation and amortisation of the finance expenses         (60.0)         (53.8)           Other finance expenses         (60.0)         (53.8)           Profit before tax         17.5         16.8           Tax         (6.4)         (6.8)	Insurance revenue	830.6	771.9
Insurance service expense         (644.0)         (603.1)           Other operating expenses         (114.1)         (107.3)           Total expenses         (758.1)         (710.4)           Investment income         1.8         1.6           Net finance expenses from insurance contracts         (3.3)         (1.6)           Net financial result         (1.5)         -           Items excluded from adjusted EBITDA         7.3         3.5           - Net change for depreciation costs included in insurance service expenses         4.5         4.3           Adjusted EBITDA         125.1         112.7           Significant items         (7.3)         (3.5)           EBITDA         117.8         109.2           Depreciation and amortisation <sup>1</sup> (40.3)         (38.6)           Other finance expenses         (60.0)         (53.8)           Profit before tax         17.5         16.8           Tax         (6.4)         (6.8)	Other income	42.3	43.4
Other operating expenses         (114.1)         (107.3)           Total expenses         (758.1)         (710.4)           Investment income         1.8         1.6           Net finance expenses from insurance contracts         (3.3)         (1.6)           Net financial result         (1.5)         -           Items excluded from adjusted EBITDA         7.3         3.5           - Net change for depreciation costs included in insurance service expenses         4.5         4.3           Adjusted EBITDA         125.1         112.7           Significant items         (7.3)         (3.5)           EBITDA         117.8         109.2           Depreciation and amortisation¹         (40.3)         (38.6)           Other finance expenses         (60.0)         (53.8)           Profit before tax         17.5         16.8           Tax         (6.4)         (6.8)	Total revenue	872.9	815.3
Total expenses         (758.1)         (710.4)           Investment income         1.8         1.6           Net finance expenses from insurance contracts         (3.3)         (1.6)           Net financial result         (1.5)         -           Items excluded from adjusted EBITDA         7.3         3.5           - Net change for depreciation costs included in insurance service expenses         4.5         4.3           Adjusted EBITDA         125.1         112.7           Significant items         (7.3)         (3.5)           EBITDA         117.8         109.2           Depreciation and amortisation¹         (40.3)         (38.6)           Other finance expenses         (60.0)         (53.8)           Profit before tax         17.5         16.8           Tax         (6.4)         (6.8)	Insurance service expense	(644.0)	(603.1)
Investment income         1.8         1.6           Net finance expenses from insurance contracts         (3.3)         (1.6)           Net financial result         (1.5)         -           Items excluded from adjusted EBITDA         7.3         3.5           - Net change for depreciation costs included in insurance service expenses         4.5         4.3           Adjusted EBITDA         125.1         112.7           Significant items         (7.3)         (3.5)           EBITDA         117.8         109.2           Depreciation and amortisation¹         (40.3)         (38.6)           Other finance expenses         (60.0)         (53.8)           Profit before tax         17.5         16.8           Tax         (6.4)         (6.8)	Other operating expenses	(114.1)	(107.3)
Net financial result         (3.3)         (1.6)           Items excluded from adjusted EBITDA         -         -           - Significant items         7.3         3.5           - Net change for depreciation costs included in insurance service expenses         4.5         4.3           Adjusted EBITDA         125.1         112.7           Significant items         (7.3)         (3.5)           EBITDA         117.8         109.2           Depreciation and amortisation <sup>1</sup> (40.3)         (38.6)           Other finance expenses         (60.0)         (53.8)           Profit before tax         17.5         16.8           Tax         (6.4)         (6.8)	Total expenses	(758.1)	(710.4)
Net financial result         (1.5)         -           Items excluded from adjusted EBITDA         7.3         3.5           - Significant items         7.3         3.5           - Net change for depreciation costs included in insurance service expenses         4.5         4.3           Adjusted EBITDA         125.1         112.7           Significant items         (7.3)         (3.5)           EBITDA         117.8         109.2           Depreciation and amortisation¹         (40.3)         (38.6)           Other finance expenses         (60.0)         (53.8)           Profit before tax         17.5         16.8           Tax         (6.4)         (6.8)	Investment income	1.8	1.6
Items excluded from adjusted EBITDA	Net finance expenses from insurance contracts	(3.3)	(1.6)
- Significant items       7.3       3.5         - Net change for depreciation costs included in insurance service expenses       4.5       4.3         Adjusted EBITDA       125.1       112.7         Significant items       (7.3)       (3.5)         EBITDA       117.8       109.2         Depreciation and amortisation <sup>1</sup> (40.3)       (38.6)         Other finance expenses       (60.0)       (53.8)         Profit before tax       17.5       16.8         Tax       (6.4)       (6.8)	Net financial result	(1.5)	
- Net change for depreciation costs included in insurance service expenses  Adjusted EBITDA  Significant items  (7.3)  EBITDA  Depreciation and amortisation¹  Other finance expenses  (60.0)  Profit before tax  Tax  4.3  4.3  4.5  112.7  112.7  (7.3)  (7.3)  (3.5)  (7.3)  (40.3)  (38.6)  (60.0)  (53.8)  (60.0)  (53.8)	Items excluded from adjusted EBITDA		
4.5       4.3         Adjusted EBITDA       125.1       112.7         Significant items       (7.3)       (3.5)         EBITDA       117.8       109.2         Depreciation and amortisation¹       (40.3)       (38.6)         Other finance expenses       (60.0)       (53.8)         Profit before tax       17.5       16.8         Tax       (6.4)       (6.8)	- Significant items	7.3	3.5
Significant items         (7.3)         (3.5)           EBITDA         117.8         109.2           Depreciation and amortisation¹         (40.3)         (38.6)           Other finance expenses         (60.0)         (53.8)           Profit before tax         17.5         16.8           Tax         (6.4)         (6.8)		4.5	4.3
EBITDA         117.8         109.2           Depreciation and amortisation¹         (40.3)         (38.6)           Other finance expenses         (60.0)         (53.8)           Profit before tax         17.5         16.8           Tax         (6.4)         (6.8)	Adjusted EBITDA	125.1	112.7
Depreciation and amortisation I         (40.3)         (38.6)           Other finance expenses         (60.0)         (53.8)           Profit before tax         17.5         16.8           Tax         (6.4)         (6.8)	Significant items	(7.3)	(3.5)
Other finance expenses         (60.0)         (53.8)           Profit before tax         17.5         16.8           Tax         (6.4)         (6.8)	EBITDA	117.8	109.2
Profit before tax         17.5         16.8           Tax         (6.4)         (6.8)	Depreciation and amortisation <sup>1</sup>	(40.3)	(38.6)
Tax (6.8)	Other finance expenses	(60.0)	(53.8)
	Profit before tax	17.5	16.8
Profit for the period 11.1 10.0	Tax	(6.4)	(6.8)
	Profit for the period	11.1	10.0

 $<sup>^{1}</sup>$  Includes adjustment for depreciation costs which are included in insurance service expenses but excluded from adjusted EBITDA  $^{2}$  Please refer to note 2 for details of the restatement.

#### Summary unrestricted cash flow

Adjusted EBITDA ex US126.9 £m116.2Change in unregulated working capital (ex Aus and US)(8.1) £m(12.7)Excess regulated EBITDA over distributable reserves¹(28.1) £m(23.1)Operating cash before capex90.7 £m80.4Operating cash conversion before capex (adj EBITDA ex US)71% £m69%Capital expenditure(26.8) £m(22.4)Operating free cash flow before US and Aus working capital US costs (excluding capital expenditure)(4.6) £m(6.7) £mOperating free cash flow41.044.5Debt interest Corporation tax and other Free cash flow before significant items and M&A £m(22.1) £m4.9Free cash flows Financing cash flows Significant items Significant items Employed<
Adjusted EBITDA ex US126.9116.2Change in unregulated working capital (ex Aus and US)(8.1)(12.7)Excess regulated EBITDA over distributable reserves¹(28.1)(23.1)Operating cash before capex90.780.4Operating cash conversion before capex (adj EBITDA ex US)71%69%Capital expenditure(26.8)(22.4)Operating free cash flow before US and Aus working capital63.958.0Australia working capital expenditure)(18.3)(6.8)Operating free cash flow41.044.5Debt interest(53.4)(36.7)Corporation tax and other(9.7)(2.9)Free cash flow before significant items and M&A(22.1)4.9Financing cash flows32.561.7Acquisition cash flows-(58.8)Significant items(6.2)(7.2)
Adjusted EBITDA ex US126.9116.2Change in unregulated working capital (ex Aus and US)(8.1)(12.7)Excess regulated EBITDA over distributable reserves¹(28.1)(23.1)Operating cash before capex90.780.4Operating cash conversion before capex (adj EBITDA ex US)71%69%Capital expenditure(26.8)(22.4)Operating free cash flow before US and Aus working capital63.958.0Australia working capital(4.6)(6.7)US costs (excluding capital expenditure)(18.3)(6.8)Operating free cash flow41.044.5Debt interest(53.4)(36.7)Corporation tax and other(9.7)(2.9)Free cash flow before significant items and M&A(22.1)4.9Financing cash flows32.561.7Acquisition cash flows-(58.8)Significant items(6.2)(7.2)
Adjusted EBITDA ex US Change in unregulated working capital (ex Aus and US) Excess regulated EBITDA over distributable reserves¹ Operating cash before capex Operating cash conversion before capex (adj EBITDA ex US) Capital expenditure Operating free cash flow before US and Aus working capital Australia working capital US costs (excluding capital expenditure) Operating free cash flow Operating cash flow
Adjusted EBITDA ex US126.9116.2Change in unregulated working capital (ex Aus and US)(8.1)(12.7)Excess regulated EBITDA over distributable reserves¹(28.1)(23.1)Operating cash before capex90.780.4Operating cash conversion before capex (adj EBITDA ex US)71%69%Capital expenditure(26.8)(22.4)Operating free cash flow before US and Aus working capital63.958.0Australia working capital(4.6)(6.7)US costs (excluding capital expenditure)(18.3)(6.8)Operating free cash flow41.044.5Debt interest(53.4)(36.7)Corporation tax and other(9.7)(2.9)Free cash flow before significant items and M&A(22.1)4.9Financing cash flows32.561.7Acquisition cash flows-(58.8)Significant items(6.2)(7.2)
Change in unregulated working capital (ex Aus and US)  Excess regulated EBITDA over distributable reserves¹  Operating cash before capex  Operating cash before capex  Operating cash conversion before capex (adj EBITDA ex US)  Capital expenditure  Capital expenditure  Operating free cash flow before US and Aus working capital  Australia working capital  Operating free cash flow before US and Aus working capital  (4.6)  US costs (excluding capital expenditure)  Operating free cash flow  Al.0  Debt interest  Corporation tax and other  Free cash flow before significant items and M&A  Financing cash flows  Significant items  (53.8)  Significant items  (6.2)  (7.2)
Excess regulated EBITDA over distributable reserves¹(28.1)(23.1)Operating cash before capex90.780.4Operating cash conversion before capex (adj EBITDA ex US)71%69%Capital expenditure(26.8)(22.4)Operating free cash flow before US and Aus working capital63.958.0Australia working capital(4.6)(6.7)US costs (excluding capital expenditure)(18.3)(6.8)Operating free cash flow41.044.5Debt interest(53.4)(36.7)Corporation tax and other(9.7)(2.9)Free cash flow before significant items and M&A(22.1)4.9Financing cash flows32.561.7Acquisition cash flows-(58.8)Significant items(6.2)(7.2)
Operating cash before capex90.780.4Operating cash conversion before capex (adj EBITDA ex US)71%69%Capital expenditure(26.8)(22.4)Operating free cash flow before US and Aus working capital63.958.0Australia working capital(4.6)(6.7)US costs (excluding capital expenditure)(18.3)(6.8)Operating free cash flow41.044.5Debt interest(53.4)(36.7)Corporation tax and other(9.7)(2.9)Free cash flow before significant items and M&A(22.1)4.9Financing cash flows32.561.7Acquisition cash flows-(58.8)Significant items(6.2)(7.2)
Operating cash conversion before capex (adj EBITDA ex US)         71%         69%           Capital expenditure         (26.8)         (22.4)           Operating free cash flow before US and Aus working capital         63.9         58.0           Australia working capital         (4.6)         (6.7)           US costs (excluding capital expenditure)         (18.3)         (6.8)           Operating free cash flow         41.0         44.5           Debt interest         (53.4)         (36.7)           Corporation tax and other         (9.7)         (2.9)           Free cash flow before significant items and M&A         (22.1)         4.9           Financing cash flows         32.5         61.7           Acquisition cash flows         -         (58.8)           Significant items         (6.2)         (7.2)
Capital expenditure  Operating free cash flow before US and Aus working capital  Australia working capital  US costs (excluding capital expenditure)  Operating free cash flow  Operating free cash flow  Operating free cash flow  Debt interest  Corporation tax and other  Corporation tax and other  Free cash flow before significant items and M&A  Financing cash flows  Acquisition cash flows  Significant items  (22.4)  (4.6)  (4.6)  (6.7)  (18.3)  (6.8)  (53.4)  (36.7)  (2.9)  Free cash flow before significant items and M&A  (22.1)  4.9  Financing cash flows  32.5  61.7  Acquisition cash flows  - (58.8)  Significant items
Operating free cash flow before US and Aus working capital63.958.0Australia working capital(4.6)(6.7)US costs (excluding capital expenditure)(18.3)(6.8)Operating free cash flow41.044.5Debt interest(53.4)(36.7)Corporation tax and other(9.7)(2.9)Free cash flow before significant items and M&A(22.1)4.9Financing cash flows32.561.7Acquisition cash flows-(58.8)Significant items(6.2)(7.2)
Australia working capital US costs (excluding capital expenditure) Operating free cash flow  Debt interest Corporation tax and other Free cash flow before significant items and M&A Financing cash flows Acquisition cash flows Significant items  (4.6) (6.7) (18.3) (6.8) (53.4) (36.7) (2.9) (2.9) Free cash flow before significant items and M&A (22.1) 4.9 Financing cash flows - (58.8) Significant items (6.2)
US costs (excluding capital expenditure)       (18.3)       (6.8)         Operating free cash flow       41.0       44.5         Debt interest       (53.4)       (36.7)         Corporation tax and other       (9.7)       (2.9)         Free cash flow before significant items and M&A       (22.1)       4.9         Financing cash flows       32.5       61.7         Acquisition cash flows       -       (58.8)         Significant items       (6.2)       (7.2)
US costs (excluding capital expenditure)       (18.3)       (6.8)         Operating free cash flow       41.0       44.5         Debt interest       (53.4)       (36.7)         Corporation tax and other       (9.7)       (2.9)         Free cash flow before significant items and M&A       (22.1)       4.9         Financing cash flows       32.5       61.7         Acquisition cash flows       -       (58.8)         Significant items       (6.2)       (7.2)
Operating free cash flow         41.0         44.5           Debt interest         (53.4)         (36.7)           Corporation tax and other         (9.7)         (2.9)           Free cash flow before significant items and M&A         (22.1)         4.9           Financing cash flows         32.5         61.7           Acquisition cash flows         -         (58.8)           Significant items         (6.2)         (7.2)
Corporation tax and other(9.7)(2.9)Free cash flow before significant items and M&A(22.1)4.9Financing cash flows32.561.7Acquisition cash flows-(58.8)Significant items(6.2)(7.2)
Corporation tax and other(9.7)(2.9)Free cash flow before significant items and M&A(22.1)4.9Financing cash flows32.561.7Acquisition cash flows-(58.8)Significant items(6.2)(7.2)
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Financing cash flows Acquisition cash flows - (58.8) Significant items (6.2) (7.2)
Acquisition cash flows - (58.8) Significant items (6.2) (7.2)
Significant items (6.2) (7.2)
Unrestricted cash flow 4.2 0.6
Unrestricted cash b/f at 1 April 42.5 55.6
Unrestricted cash c/f at 31 December 46.7 56.2
<sup>1</sup> Excess of reg EBITDA over change in distributable reserves:
Regulated Business adjusted EBITDA 51.0 40.7
Change in distributable reserves in Regulated Business (22.9) (17.6)
28.1 23.1

<sup>&</sup>lt;sup>1</sup> Please refer to note 2 for details of the restatement.

Growth of 9% in Adjusted EBITDA ex US illustrates the performance of the more mature and established businesses. Working capital outflows of £8.1m (31 December 2023: outflows of £12.7m) exclude the distortive working capital impact of the Australian business which is in run-off, and which is analysed separately. The excess of Regulated EBITDA over the change in Solvency distributable reserves of the Regulated business is due to ongoing growth in both the UK and European insurance businesses which generally causes EBITDA to rise at a faster rate than the surplus regulatory capital.

Capital expenditure of £26.8m for the period has increased by £4.4m primarily due to continued investment in IT infrastructure and capabilities in the period.

Operating free cashflow before US and Australia working capital remains broadly consistent year on year at £63.9m (31 December 2023: £58.0m).

Australian working capital has reduced year on year as expected as the Australian business continues to runoff and US costs principally reflect ongoing investment in working capital to secure growth, following the previously announced Whirlpool contract enhancements in FY24. Debt interest paid was £53.4m (31 December 2023: £36.7m), with the year-on-year increase primarily driven by the early settlement of accrued interest on repayment of existing bonds as part of the refinancing. Tax payments reflect underlying business growth net of the benefit of tax incentives for capital investment.

Closing unrestricted cash has slightly increased since year end at £46.7m (31 March 2024: £42.5m). The unrestricted cash inflow for the period was £4.2m (31 December 2023: £0.6m inflow), inclusive of the impact of refinancing related cashflows.

#### Solvency ratio analysis

Period end	led 31 De	cember 2024
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£m	DGI solo <sup>1</sup>	DGIEU solo <sup>2</sup>	Total	Consol adj.	DGA group <sup>3</sup>
Eligible own funds	148.4	31.8	180.2	7.7	187.9
Solvency capital requirement (SCR)	89.3	8.7	98.0	2.9	100.9
Capital surplus	59.1	23.1	82.2	4.8	87.0
Ratio of eligible own funds to SCR	166%	366%	184%		186%

£m	DGI solo <sup>1</sup>	DGIEU solo <sup>2</sup>	Total	Consol adj.	DGA group <sup>3</sup>
Eligible own funds	142.4	35.8	178.2	4.2	182.4
Solvency capital requirement (SCR)	83.6	8.5	92.1	2.8	94.9
Capital surplus	58.8	27.3	86.1	1.4	87.5
Ratio of eligible own funds to SCR	170%	420%	193%		192%

<sup>&</sup>lt;sup>1</sup> Domestic & General Insurance Plc, the most senior insurance undertaking in the regulated group

The qualifying capital resources of £187.9m (31 March 2024: £182.4m) held by the regulated business at the end of the quarter comfortably exceeded its capital requirements of £100.9m (31 March 2024: £94.9m), resulting in a regulatory Solvency ratio of 186% (31 March 2024: 192%), which remains in excess of the Group's 130% risk appetite threshold.

<sup>&</sup>lt;sup>2</sup> Domestic & General Insurance Europe AG, a subsidiary insurance undertaking of DGI

<sup>&</sup>lt;sup>3</sup> Domestic & General Acquisitions Limited, the most senior insurance holding company within the Group, and therefore the most senior entity of the regulated group. Group supervision from the PRA applies at this level.

#### 2. PRESENTATION OF FINANCIAL INFORMATION

#### **Cross reference**

In certain areas, reference has been made to the 'Offering Memorandum'. In all cases, this refers to the offering memorandum of Galaxy Bidco Limited dated 5 December 2024.

#### **Financial Information**

Galaxy Finco Limited was formed in August 2013 by funds advised by CVC Advisers Limited, a leading global private equity investor, to manage the business of the D&G Group.

The Group is a portfolio company of CVC Advisers Limited as defined by the 'Guidelines for Disclosure and Transparency in Private Equity' published by David Walker in November 2007 (the 'Walker Report').

Galaxy Finco Limited is required to prepare consolidated financial statements in accordance with IAS 1 Presentation of Financial Statements.

The financial information discussed within this financial review has been prepared in accordance with the basis of preparation as described in the unaudited condensed consolidated interim financial statements of Galaxy Finco Limited for the nine-month period ended 31 December 2024 included herein.

The financial review should be read in conjunction with the audited consolidated financial statements of Galaxy Finco Limited for the year ended 31 March 2024.

Refer to pages xiv – xviii and pages 239 - 276 'Certain Definitions' in the Offering Memorandum for a list of terms and abbreviations used throughout this financial review.

#### Alternative Performance Measures ('APMs')

In this financial review, we present certain financial measures that are not required by or presented in accordance with IFRS because we believe they provide investors with useful additional information to measure the performance (Adjusted EBITDA) or liquidity (including Free Cash Flow).

Refer to pages x – xiii 'Non-IFRS Financial Measures' in the Offering Memorandum for a description of these items. Please refer to page 30 of this Results statement for a reconciliation between GAAP and non-GAAP alternative performance measures.

#### **Information Regarding Forward-Looking Statements**

This financial review includes 'forward-looking statements', within the meaning of the U.S. securities laws and certain other jurisdictions, based on current expectations and projections about future events.

All subsequent written and oral forward-looking statements attributable to us or to persons acting on the Group's behalf are expressly qualified in their entirety by the cautionary statements referred to in the sections entitled 'Forward-looking statements' on pages xxi – xxii in the Offering Memorandum including those set forth under the sections thereof entitled 'Risk Factors' on pages 34 – 70 in the Offering Memorandum.

#### **Presentation**

Rounding adjustments have been made in calculating some of the financial information included in this financial review. Figures shown as totals in some tables and elsewhere may not be exact arithmetic aggregations of the figures that precede them.

# 3. CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

# UNAUDITED CONDENSED CONSOLIDATED INCOME STATEMENT FOR THE NINE-MONTH PERIOD ENDED 31 DECEMBER 2024

			Restated <sup>1</sup>
		Period ended	Period ended
		31 December	31 December
		2024	2023
		(Unaudited)	(Unaudited)
	Note	£m	£m
		939.6	771.0
Insurance revenue		830.6	771.9
Insurance service expenses	-	(644.0)	(603.1)
Insurance service result		186.6	168.8
Net investment income		1.8	1.6
Net finance expenses from insurance contracts	_	(3.3)	(1.6)
Net financial result		(1.5)	-
Other income		42.3	43.4
Other finance expenses		(60.0)	(53.8)
Other operating expenses	_	(149.9)	(141.6)
Profit before taxation		17.5	16.8
Tax	5	(6.4)	(6.8)
Profit for the period		11.1	10.0
	-		

 $<sup>^{\</sup>rm 1}$  Please refer to note 2 for details of the restatement.

The total profit for the period is attributable to the equity shareholders of the Group. All business above is from continuing operations.

# UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE NINE-MONTH PERIOD ENDED 31 DECEMBER 2024

		Restated <sup>1</sup>
	Period ended	Period ended
	31 December	31 December
	2024	2023
	(Unaudited)	(Unaudited)
	£m	£m
Profit for the period	11.1	10.0
Revaluation for the period	-	(2.6)
Currency translation differences	(5.0)	(1.2)
Changes in fair value of investments through OCI	0.5	1.6
Effective portion of changes in fair value of cash flow hedges		
- hedging reserve	0.8	0.5
Hedge reserve recognised in income statement <sup>2</sup>	0.5	
Total comprehensive income for the period	7.9	8.3

<sup>&</sup>lt;sup>1</sup> Please refer to note 2 for details of the restatement.

The total comprehensive income for the period is attributable to the equity shareholders of the Group.

All components of other comprehensive income may be reclassified subsequently to profit or loss.

<sup>&</sup>lt;sup>2</sup> The hedge reserve recognised in the income statement represents the cumulative amount of the hedge reserve at the date of the termination of cash flow hedging.

# UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEET

	31 December 2024	Restated <sup>1</sup>	Restated <sup>1</sup>
	(Unaudited)	31 March 2024	1 April 2023
Note	£m	£m	£m
9	23.8	26.4	30.3
	0.6	0.6	-
8	38.4	105.7	104.4
	60.5	85.0	77.1
13	13.1	-	-
	6.9	2.6	7.5
10	260.4	197.9	159.8
6	32.3	36.5	39.3
	-	-	6.3
	-	-	0.2
	500.5	511.2	441.5
	936.5	965.9	866.4
	43.4	74.6	72.0
	0.4	0.4	0.5
11	824.6	855.0	816.9
7	16.5	11.7	8.2
	56.9	55.3	47.3
	941.8	997.0	944.9
12	156.3	138.4	89.9
	(7.8)	(4.6)	0.4
	(153.8)	(164.9)	(168.8)
	(5.3)	(31.1)	(78.5)
	936.5	965.9	866.4
	9 8 13 10 6	Note £m    9	Note     £m     \$1 March 2024       9     23.8     26.4       0.6     0.6     0.6       8     38.4     105.7       60.5     85.0       13     13.1     -       6.9     2.6       10     260.4     197.9       6     32.3     36.5       -     -     -       500.5     511.2       936.5     965.9       43.4     74.6       0.4     0.4       11     824.6     855.0       7     16.5     11.7       56.9     55.3       941.8     997.0       12     156.3     138.4       (7.8)     (4.6)       (153.8)     (164.9)       (5.3)     (31.1)

<sup>&</sup>lt;sup>1</sup> Please refer to note 2 for details of the restatement.

# UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

# 31 December 2024 (Unaudited)

	Ordinary share capital £m	Share premium £m	Capital contribution £m	Hedging reserves £m	Other reserves £m	Revaluation reserves £m	Accumulated loss £m	Total equity £m
At 1 April 2024 <sup>1</sup>	45.8	89.0	3.6	(1.3)	(3.3)	-	(164.9)	(31.1)
Profit for the period	-	-	-	-	-	-	11.1	11.1
Other comprehensive profit/(loss) for the period	-	-	-	1.3	(4.5)	-	-	(3.2)
Total comprehensive profit for the period	-	-	-	1.3	(4.5)	-	11.1	7.9
Shares issued	-	16.0	-	-	-	-	-	16.0
Capital Contribution	-	-	1.9	-	-	-	-	1.9
Balance as at 31	45.8	105.0	5.5	-	(7.8)	-	(153.8)	(5.3)
December 2024								

# 31 December 2023 (Unaudited, restated)

	Ordinary share capital £m	Share premium £m	Capital contribution £m	Hedging reserves £m	Other reserves £m	Revaluation reserves £m	Accumulated loss £m	Total equity £m
As at 1 April 2023 previously reported	0.9	89.0	-	(1.9)	(0.3)	2.6	(166.3)	(76.0)
Adjustment	-	-	-	-	-	-	(2.5)	(2.5)
As at 1 April 2023 (Restated) <sup>1</sup>	0.9	89.0	-	(1.9)	(0.3)	2.6	(168.8)	(78.5)
Profit for the period <sup>1</sup>	-	-	-	-	-	-	10.0	10.0
Other comprehensive profit/(loss) for the period	-	-	-	0.5	0.4	(2.6)	-	(1.7)
Total comprehensive profit for the period <sup>1</sup>	-	-	-	0.5	0.4	(2.6)	10.0	8.3
Shares issued	44.9	-	-	-	-	-	-	44.9
Capital contribution	-	-	3.6	-	-	-	-	3.6
Balance as at 31 December 2023	45.8	89.0	3.6	(1.4)	0.1	-	(158.8)	(21.7)

31 March 2024 (restated)

	Ordinary share capital £m	Share premium £m	Capital contribution £m	Hedging reserves £m	Other reserves £m	Revaluation reserves £m	Accumulated loss £m	Total equity £m
As at 1 April 2023 previously reported	0.9	89.0	-	(1.9)	(0.3)	2.6	(166.3)	(76.0)
Adjustment	-	-	-	-	-	-	(2.5)	(2.5)
As at 1 April 2023 (Restated) <sup>1</sup>	0.9	89.0	-	(1.9)	(0.3)	2.6	(168.8)	(78.5)
Profit for the year <sup>1</sup>	-	-	-	-	-	-	3.9	3.9
Other comprehensive profit/(loss) for the year	-	-	-	0.6	(3.0)	(2.6)	-	(5.0)
Total comprehensive profit for the year <sup>1</sup>	=	-	-	0.6	(3.0)	(2.6)	3.9	(1.1)
Shares issued	44.9	-	-	-	-	-	-	44.9
Capital contribution	-	-	3.6	-	-	-	-	3.6
Balance as at 31 March 2024 <sup>1</sup>	45.8	89.0	3.6	(1.3)	(3.3)	-	(164.9)	(31.1)

 $<sup>^{\</sup>rm 1}$  Please refer to note 2 for details of the restatement.

# UNAUDITED CONDENSED CONSOLIDATED CASH FLOW STATEMENT FOR THE NINE-MONTH PERIOD ENDED 31 DECEMBER 2024

		Period ended	Period ended
		31 December	31 December
		2024	2023
		(Unaudited)	(Unaudited)
	Note	£m	£m
Net cash from operating activities	16	(13.0)	15.3
Cash flows from investing activities			
Acquisition of property, plant and equipment		(0.1)	(1.2)
Proceeds from sale of property, plant and equipment		-	6.3
Acquisition of software		(24.2)	(23.6)
Withdrawal from money market funds		0.3	0.1
Withdrawal/ (deposit) in/ (from) financial instrument investments		6.6	(0.6)
Purchase of subsidiary, net of cash acquired			(50.5)
Net cash used in investing activities		(17.4)	(69.5)
Cash flows from financing activities			
Repayment of lease liability		(4.0)	(2.9)
Amounts paid to related parties		(0.8)	(0.3)
Net proceeds from borrowings		789.8	28.9
Proceeds from equity issuances		-	32.8
Repayment of debt		(756.8)	(2.0)
Net cash from financing activities		28.2	56.5
Net (decrease)/ increase in cash and cash equivalents		(2.2)	2.3
Effects of exchange rates		(0.4)	(0.4)
Cash and cash equivalents at beginning of the period		26.4	30.3
Cash and cash equivalents at the end of the period	9	23.8	32.2

#### NOTES TO THE FINANCIAL STATEMENTS

#### 1. General information

Galaxy Finco Limited (the 'Company') is a private company incorporated in Jersey. The condensed interim financial statements comprise the results and balances of the Company and its subsidiaries (together referred to as the 'Group') for the nine-month period ended 31 December 2024 and the comparative periods for the nine-months ended 31 December 2023 and the year ended 31 March 2024.

#### 2. Basis for preparation

These condensed consolidated interim financial statements have been prepared in accordance with IAS 34 Interim Financial Reporting and should be read in conjunction with the Group's last annual consolidated financial statements as at and for the year ended 31 March 2024. They do not include all the information and disclosures required for a complete set of financial statements prepared in accordance with the UK adopted international accounting standards and with International Financial Reporting Standards ('IFRS') as issued by the International Accounting Standards Board ('IASB'). However, selected explanatory notes are included to explain events and transactions that are significant to an understanding of the changes in the Group's financial position and performance since the last annual financial statements. The financial information contained in these interim results does not constitute statutory accounts of Galaxy Finco Limited within the meaning of Section 105 of the Companies (Jersey) Law, 1991.

These condensed consolidated interim financial statements have been prepared by applying the accounting policies used in the 31 March 2024 Annual Report and Accounts, except for the adoption of new standards that have become effective, which were in accordance with IFRS Accounting Standards issued by the IASB. At 31 December 2024, there were no unendorsed standards effective for the nine-month period ended 31 December 2024 affecting these financial statements, and there was no difference between IFRSs endorsed by the UK and IFRSs issued by the IASB in terms of their application to the Group.

There were no new standards or amendments to standards that have had an effect on these interim condensed consolidated interim financial statements.

#### **Going concern**

In order to assess the appropriateness of the going concern basis of accounting, the Directors have considered key factors in the business that could have an impact on trading and whether an adverse change in these could affect the Group's ability to meet its liabilities as they fall due. The current geo-political and macro-economic environments continue to mean the short to medium term outlook retains a degree of inherent uncertainty. A reasonable estimate of the impact of these factors on the Group has been incorporated into the Board-approved Budget, which forms the basis of the going concern analysis.

The Directors have prepared base case cash flow forecasts for a period exceeding 12 months from the date of approval of these financial statements which indicates that the Group will be able to operate with adequate levels of both liquidity and capital over that period.

The Directors have also considered a severe but plausible downside scenario which incorporates reductions in sales and increases in cancellation rates, claims costs and interest costs. This indicates that the Group will be able to operate with adequate levels of both liquidity and capital for a period of at least 12 months from the date of approval of these financial statements.

After performing this assessment, the Directors have a reasonable expectation that the Group has adequate resources to meet its financial obligations and continue its operations for a period of at least 12 months from the date of approval of these financial statements. No material uncertainties that may cast significant doubt on the ability of the Group to continue as a going concern have been identified. The Directors place reliance on the going concern assessment performed at year-end as the underlying assumptions and analysis remain appropriate, and the assessment period covers at least 12 months from the date of these financial statements. The Directors therefore consider it appropriate to continue to adopt the going concern basis of accounting in preparing the financial statements.

#### **Prior year restatements**

Comparative figures have been restated to adjust for prior year errors relating to the Group's insurance contract assets and the phasing of the Group's quarterly result.

#### **Insurance contract assets**

Comparative figures for the 2024 financial year have been restated to adjust for recently identified prior year errors. These relate to data used in the determination Group's warranty debtors which are included in the measurement of insurance contract assets. They have an impact on both the Income Statement and Statement of Comprehensive Income and the Balance Sheet. In addition, since part of the adjustment is attributable to errors which relate to the 2023 financial year, the opening balances have been restated, as disclosed in the Balance Sheet and Statement of Changes in Equity.

The impact of these restatements on the 2024 opening position as at 1 April 2023 is as follows:

- Balance Sheet: Insurance contract assets decreased by £3.3m, deferred tax liabilities increased by 0.8m and the closing accumulated loss account increased by £2.5m.
- Statement of Changes in Equity: Opening retained earnings for the accumulated loss account as at 1 April 2023 have increased by £2.5m from £166.3m to £168.8m.

The impact of these restatements on financial information for the period ended 31 December 2023 is as follows:

- Income Statement and Statement of Comprehensive Income: Insurance revenue and the Insurance service result decreased by £1.4m resulting in a corresponding decrease in profit before taxation of £1.4m. Tax on profit correspondingly decreased by £0.3m. Profit for the financial year decreased by £1.1m.
- **Balance Sheet**: Insurance contract assets decreased by £4.7m, deferred tax liability increased by £1.2m and the closing accumulated loss account increased by £3.6m.

The impact of these restatements on financial information for the period ended 31 March 2024 is as follow:

- Income Statement and Statement of Comprehensive Income: Insurance Revenue and Insurance Service Result decreased by £2.1m resulting in a corresponding decrease in profit before taxation of £2.1m. Tax on profit correspondingly decreased by £0.5m. Profit for the financial year decreased by £1.6m.
- **Balance Sheet**: Insurance contract assets decreased by £5.4m, deferred tax liabilities increased by £1.3m and the closing accumulated loss account increased by £4.1m.

The impact of these restatements on the notes to the financial statements for 2024 comparative figures has been detailed in notes: 3, 5, 10 and 16.

#### Rephasing of quarterly result

Following completion of the FY24 audited Annual Report and Accounts, the FY24 quarterly results have been restated reflecting prior year errors relating to certain IFRS 17 calculations. There is no change to the FY24 audited results. The restatement impacts the Income Statement and Statement of Comprehensive Income with no impact on the balance sheet or cashflow statement presented within these interim financial statements.

The net impact of these restatements on the Q3 FY24 comparative figures are as follows:

Income Statement and Statement of Comprehensive Income: Net finance expenses from insurance
contracts increased by £1.5m, insurance revenue decreased by £0.3m, insurance service expenses decreased
by £1.8m. There is no net impact on profit before tax.

The impact of these restatements on the notes to the financial statements for Q3 FY24 comparative figures has been detailed in notes: 3 and 16.

#### Critical accounting judgements and sources of estimation uncertainty

The preparation of financial statements in accordance with IFRS requires the Directors to select accounting policies and make estimates and assumptions that affect items reported in the consolidated income statement, consolidated balance sheet, other primary statements and notes to the consolidated financial statements.

The judgements and assumptions involved in the Group's accounting policies that are considered by the Board to be the most important are discussed below. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making judgements of the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised prospectively.

Information about significant areas of estimation uncertainty and critical judgements in applying accounting policies that have the most significant effect on the amounts recognised in the financial statements are highlighted below:

#### A. Critical accounting judgments

#### i. Recoverability of prepayments and receivables

Material prepayments and receivables are assessed based on management's judgements on the future recoverability of these balances in accordance with forecast financial information, agreed contractual terms, and the credit worthiness of the specific counterparty.

#### ii. Financial assets - impairment provisions

The loss allowances for financial assets are based on assumptions about risk of default and expected loss rates. The Group uses judgement in determining these assumptions and selecting the inputs to the impairment calculation, based on historical data, existing market conditions, other external factors and forward-looking estimates at the end of each reporting period.

#### iii. Determination of earning patterns

For sales arising on insurance business, judgement is required in selecting appropriate earnings patterns for the business underwritten and associated acquisition costs, in particular for contracts where there is uncertainty in respect of the risk profile. Earnings patterns are determined with reference to the inception and expiry dates of the policies concerned and the expected pattern of risk emergence of the policy.

#### iv. Level of aggregation

The Group defines a portfolio of contracts as insurance contracts subject to similar risks and which are managed together. In determining the level of aggregation, the Group has exercised judgement to determine contracts issued with similar risks and how such contracts are managed.

#### v. Assessment for eligibility for PAA

For insurance contracts which have a coverage period that is greater than 12 months, the Group has elected to apply the PAA, if at the inception of the group, the Group reasonably expects that it will provide a liability for remaining coverage that would not differ materially from the General Measurement Model. The Group exercises judgement in determining the PAA eligibility criteria are met at initial recognition.

#### vi. Assessment of directly attributable cash flows

The Group uses judgement in assessing whether cash flows are directly attributable to a specific portfolio of insurance contracts. Insurance acquisition cash flows are included in the measurement of a group of insurance contracts only if they are directly attributable to the individual contracts in a group, or the group itself, or the portfolio of insurance contracts to which the group belongs. When estimating fulfilment cashflows, the Group also allocate fixed and variable overheads fulfilment cash flows directly attributable to the fulfilment of insurance contracts.

#### vii. Insurance acquisition cashflows - deferral period and earning of cashflows

Where insurance acquisition costs relate to future renewals, they are capitalised and subsequently amortised when the renewal occurs. The deferral period is determined using persistency rates based on historical data which may not be reflective of future policy life. This historical data includes the growing book of IPM policies which were introduced during FY18 and are therefore currently providing less than 8 years of data for analysis. Based on the overall historical data analysis, the Directors have determined 8 years to be an appropriate deferral period.

Insurance acquisition cashflows are earned using appropriate earnings patterns which are consistent with premium earnings patterns for the group of insurance contracts. The Group uses judgement in selecting appropriate earnings patterns – see A.iii for details of the key judgements in respect of earnings patterns.

#### B. Key sources of estimation uncertainty

#### i. Measurement of recoverable amount of goodwill contained in CGUs

The recoverable amounts of the CGUs are determined from value-in-use calculations based on the net present value of future cash flows of each CGU. The key assumptions for the value-in-use calculations are the underlying Board approved cash flow forecasts and those regarding discount and growth rates. The Group prepares cash flow forecasts derived from its most recent business plans over a three-year period. The uncertainty caused by interest rates and inflation and geo-political factors means that the economic environment over the short to medium term retains a degree of inherent uncertainty.

A reasonable estimate of the impact of these factors on the Group has been incorporated into the Board-approved Budget, which forms the basis for the value in use calculation. Additionally, a premium continues to be factored into the discount rate to reflect the uncertainty of the timing and amount of the cash flows in the assessment of the recoverability of goodwill and intangible assets. The cashflow forecasts also reflect assumptions relating to the value and timing of synergies arising from the acquisition of After Inc.

The main assumptions upon which the cash flow projections are based include sales volumes and prices, claims costs, revenue growth, operating margins, retention rates and cancellation rates. Further details are disclosed in note 23 of the FY24 annual report and accounts.

#### ii. Measurement of the liability for incurred claims and the claims and repair cost provision

Details of the process to determine the assumption and changes in assumptions for measuring the liability for incurred claims and the claims and repairs provision relating to service plans are disclosed in note 17 of the FY24 annual report and accounts.

#### iii. Allocation of asset for insurance acquisition cash flows to current and future groups of contracts

The Group allocates the asset for insurance acquisition cash flows to an associated group of contracts and to any future groups that include the contracts that are expected to arise from the renewals of the contracts in that group using a systematic and rational method. In doing so, the Group estimates the expected contracts to be included within a future group or the number of renewals that may arise from an original group when allocating the asset.

#### iv. Onerous contracts

The Group assumes that no contracts are onerous at initial recognition unless facts and circumstances indicate otherwise. This is based on an assessment of future cash flows, which may be uncertain due to their timing, size and/or probability. If at any time during the coverage period the facts and circumstances indicate that a group of insurance contracts is onerous, the Group establishes a loss component as the excess of the fulfilment cash flows that relate to the remaining coverage of the group over the carrying amount of the liability for remaining coverage of the group. Accordingly, by the end of the coverage period of the group of contracts the loss component will be zero.

#### i. Discount rates

Discounting is applied to the estimate of future cashflows. The Group has elected to apply the 'bottom-up' approach to determine the discount rate which uses the risk-free rate and adds an illiquidity premium.

The Group determines the risk-free discount rates using the Solvency II risk-free rates sourced from the Bank of England. The illiquidity premium is expected to be nil as the Group expects to settle claims within 12 months. The table below sets out the yield curve used to discount the cash flows of insurance contracts for major currencies:

31 December 2024	1 year	2 years	3 years	4 years	5 years	More than 5 years
GBP	4.457%	4.263%	4.153%	4.080%	4.038%	4.016%
EURO	2.236%	2.093%	2.093%	2.120%	2.142%	2.170%
USD	4.180%	4.086%	4.063%	4.041%	4.017%	4.055%

31 March 2024	1 year	2 years	3 years	4 years	5 years	More than 5 years
GBP	4.871%	4.389%	4.096%	3.902%	3.780%	3.705%
EURO	3.514%	3.035%	2.783%	2.637%	2.549%	2.502%
USD	5.041%	4.503%	4.239%	4.064%	3.960%	3.899%

#### ii. Risk adjustment for non-financial risk

A risk adjustment for non-financial risk is determined to reflect the compensation that the Group requires for bearing the uncertainty about the amount and timing of the cash flows arising from insurance risk and other non-financial risk such as lapse risk and expense risk and reflects the degree of the Group's risk aversion.

The Group determines the risk adjustment for non-financial risk at an aggregate level using an uplift on best estimate approach to calculating the risk adjustment held, setting the risk adjustment at the 80<sup>th</sup> to 90<sup>th</sup> percentile (FY24: 80<sup>th</sup> to 90<sup>th</sup> percentile), based on Group risk appetite. The risk adjustment has been set at the 85th percentile and is allocated to groups of contracts using a systematic approach.

#### 3. Segment Analysis

The Group's reporting segments are those used internally by management to run the business and make decisions. These are based on products and services as well as the major factors that influence the performance of these products and services across the geographical locations in which the Group operates.

#### a) Segmental structure

The Group has the following two strategic divisions, which are its reportable segments. These divisions offer the same products and services to varying degrees but are managed separately because they require different operational, risk management and marketing strategies. The following summary describes the reportable segment product offering.

Reportable Segment	Product offering
UK	The business offers both subscription and non-subscription (e.g. cash) plans to UK customers.
International	The business offers subscription and non-subscription (e.g. cash) plans to customers outside the UK including continental Europe (Germany, Spain, Italy and Portugal) and the US. This segment also includes business in run-off (Australia & New Zealand).

#### b) Segment results

Insurance revenue and other income consists of subscription and cash and other revenue. Information related to each reportable segment is set out below. Segment results include items that are directly attributable to a segment and those that can be allocated on a reasonable basis. The 'Other' column mainly relates to the amortisation of acquired intangibles and finance costs relating to the Group's debt.

			Internation	nal		
Unaudited	UK	Europe	US	Total	<b>Other⁴</b>	Group
		& other		International		
Nine months ended 31						
December 2024						
Insurance revenue						
Subscription	640.5	98.0	20.9	118.9	-	759.4
Cash and other	30.9	38.9	1.4	40.3	-	71.2
insurance revenue						
	671.4	136.9	22.3	159.2	-	830.6
Other income <sup>2</sup>						
Subscription	14.2	4.5	-	4.5	-	18.7
Cash and other	-	-	23.6	23.6	-	23.6
insurance revenue						
	14.2	4.5	23.6	28.1	-	42.3
Profit/(loss) before	74.9	26.7	(8.7)	18.0	(75.4)	17.5
taxation						
Non-current assets <sup>3</sup>	425.5	15.2	92.1	107.3	-	532.8
Non-current assets	423.3	13.2	32.1	107.3		-

International
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Unaudited	UK	Europe	US	Total	Other⁴	Group
		& other		International		
Nine months ended 31						
December 2023 Restated <sup>1</sup>						
Insurance revenue						
Subscription	591.1	87.3	7.2	94.5	-	685.6
Cash and other	29.7	56.6	-	56.6	-	86.3
insurance revenue						
	620.8	143.9	7.2	151.1	-	771.9
Other income <sup>2</sup>						
Subscription	14.5	6.8	-	6.8	-	21.3
Cash and other	-	-	22.1	22.1	-	22.1
insurance revenue						
	14.5	6.8	22.1	28.9	-	43.4
Restated¹ Profit/(loss)	64.9	25.5	(10.3)	15.2	(63.3)	16.8
before taxation						
Non-current assets <sup>3</sup>	436.5	25.1	97.1	122.2	-	558.7

<sup>&</sup>lt;sup>1</sup> Please refer to note 2 for details of the restatement.

#### 4. Significant items

	<b>Period ended</b>	Period ended
	31 December	31 December
	2024	2023
	(Unaudited)	(Unaudited)
	£m	£m
Finance transformation including IFRS 17	4.9	3.4
Transaction related costs	2.3	2.4
Restructuring costs	0.1	0.3
Talbot Street sale		(2.6)
	7.3	3.5

Costs of £4.9m (31 December 2023: £3.4m) have been recognised relating to finance transformation including IFRS 17-related improvements to the reporting process. Costs of £0.3m relating to the refinancing costs of the debt and not directly attributable to the issue of the new debt instruments have been included within transaction related costs. The £2.6m credit in the comparatives represents the recycling of the revaluation reserve to the income statement following the completion of the sale of the Group's property in Talbot Street, Nottingham on 30 April 2023.

<sup>&</sup>lt;sup>2</sup> Other income comprises contracts/business that do not meet the definition of insurance under IFRS 17 and are therefore accounted for under a different IFRS.

<sup>&</sup>lt;sup>3</sup> Non-current assets comprise property, plant and equipment, intangible assets, goodwill and trade and other receivables expected to be received after 12 months. Companies incorporated in Jersey are included in the UK segment for non-current assets. Comparative non-current asset audited information is as at 31 March 2024.

<sup>&</sup>lt;sup>4</sup> Other profit before tax primarily includes other finance expenses of £61.7m (31 December 2023: £51.0m) and amortisation of acquired intangibles of £13.0m (31 December 2023: £13.0m).

#### 5. Taxation

		Restated <sup>1</sup>
	Period ended	Period ended
	31 December	31 December
	2024	2023
	(Unaudited)	(Unaudited)
	£m	£m
Current tax charge on profit for the period	5.0	4.8
Deferred tax	1.4	2.0
Total tax charge	6.4	6.8

<sup>&</sup>lt;sup>1</sup> Please refer to note 2 for details of the restatement.

### 6. Property, plant and equipment

	31 December	31 March
	2024	2024
	(Unaudited)	
	£m	£m
Other owned PPE	11.9	14.0
Other leased PPE	20.4	22.5
	32.3	36.5

#### 7. Derivative financial instruments

		31 December	31 March
		2024	2024
		(Unaudited)	
		£m	£m
Derivative liability (FX forward)	(a)	-	(0.1)
Derivative liability	(b)	(16.5)	(11.6)
		(16.5)	(11.7)

# a) Derivative liability (FX forward)

The Group has a small book of foreign exchange forward contracts for the purpose of managing foreign exchange impacts relating to intra-group funding arrangements. The Group has not elected to apply hedge accounting to these instruments.

The carrying value of the Group's derivative financial liability was:

	31 December	31 March
	2024	2024
	(Unaudited)	
	£m	£m
Foreign exchange forward contracts		(0.1)

#### b) Derivative liability (Cross Currency Interest Rate Swaps)

The Group has entered into derivative financial instruments for the purpose of managing the Group's exposure to movements in foreign exchange rates on €206m of the total €545m Senior Secured Term Loan B facility issued in December 2024 - see note 11 for further detail. The Group has not elected to apply hedge accounting to these instruments and therefore changes in value in respect of these instruments will be recognised in the income statement.

The Group previously held derivative financial instruments for the purpose of managing the Group's exposure to movements in foreign exchange rates on €150m of the total €200m Floating Rate Senior Secured Notes issued in July 2019, which was subsequently redeemed in December 2024. These derivative instruments were also terminated in December 2024.

The carrying value of the Group's derivative financial liability for Cross Currency Interest Rate Swaps was:

	31 December	31 March
	2024	2024
	(Unaudited)	
	£m	£m
Cross-currency interest rate swap	16.5	11.6
- Current liability	8.1	4.5
- Non-current (asset)/liability	8.4	7.1

The fair value of the derivative financial instruments is based on third-party market valuations.

#### c) Hedge accounting

The Group previously elected to apply hedge accounting for those derivative liabilities which had been entered into for the purpose of managing the Group's exposure to currency fluctuations on its EUR denominated debt which was redeemed in December 2024. The Group ceased hedge accounting from this date.

The Group previously entered into the following cash flow hedge arrangements:

	Notional	Term	Maturity
<u>Hedged item</u>	€m	(years)	Date
€150m of Floating Rate Senior Notes	150	3	31 July 2026
	Notional	Term	Maturity
<u> Hedging instrument – derivative liability</u>	€m	(years)	Date
€150m cross-currency interest rate swap (CCIRS)	150	2	31 July 2025

The hedged item and the hedging instrument were both derecognised at the date of the redemption of the relevant debt.

The following table sets out movements in the Group's cash flow hedge reserves:

	31 December	31 March
	2024	2024
	(Unaudited)	
	£m	£m
Balance at 1 April	(1.3)	(1.9)
Amount recognised in equity in the period/year	0.8	0.6
Hedge reserve recognised in income statement		
on termination of hedge accounting	0.5	-
Cash flow hedge reserves as at period end		(1.3)

#### **Hedge ineffectiveness**

Hedge effectiveness was determined at the inception of the hedge relationship, and through periodic prospective effectiveness assessments to ensure that an economic relationship exists between the hedged item and hedging instrument.

Cross-currency interest rate swaps typically had similar critical terms to the hedged item, such as reference rate, reset dates, payment dates, maturities and notional amount. The Group chose not to use cross-currency swaps to hedge 100% of its EUR denominated loans, therefore the hedged item is identified as a proportion of the outstanding loans up to the notional amount of the swaps.

Hedge ineffectiveness for cross-currency interest rate swaps may occur due to:

- the credit value/debit value adjustment not being matched by the loan
- the timing of the forecast transaction changes from what was originally estimated
- changes in the credit risk of the derivative counterparty or
- differences in critical terms between the interest rate swaps and loans.

There was no ineffectiveness during the period in relation to the cross-currency interest rate swaps.

#### 8. Financial assets and financial liabilities

- (a) This note provides information about the Group's financial instruments, including:
- an overview of financial instruments held by the Group;
- the classification of financial instruments;
- relevant accounting policies; and
- information about determination of the fair value of the instruments, including judgements and estimation uncertainty involved.

The Group holds the following financial instruments:

#### 31 December 2024 (Unaudited)

	FVOCI* - designated on initial	FVTPL** - designated on initial	Financial assets held at amortised	Financial liabilities held at amortised	
	recognition	recognition	cost	cost	Total
	£m	£m	£m	£m	£m
Investments					
carried at fair					
value	35.8	2.6	-	-	38.4
Total financial	35.8	2.6	-	-	38.4
Investments					
Trade and other receivables	-	-	60.5	-	60.5
Loans to related parties	-	-	13.1	-	13.1
Cash and cash equivalents	-	-	23.8	-	23.8
Derivative financial	-	(16.5)	-	-	(16.5)
instruments Loans and borrowings	-	-	-	(824.6)	(824.6)
Trade and other payables	-	-	-	(43.4)	(43.4)
	35.8	(13.9)	97.4	(868.0)	(748.7)

	designated on initial	designated on initial	assets held at amortised	held at amortised	
	recognition	recognition	cost	cost	Total
	£m	£m	£m	£m	£m
Money market					
funds	-	0.3	-	-	0.3
Investments in					
unlisted securities	-	61.4	-	-	61.4
Investment carried					
at fair value	42.1	1.9	-	-	44.0
Total financial	42.1	63.6	-	-	105.7
Investments					
Trade and other	-	-	85.0	-	85.0
receivables					
Cash and cash	-	-	26.4	-	26.4
equivalents		(11.7)			(11.7)
Derivative financial instruments	-	(11.7)	-	-	(11.7)
Loans and	_	_	_	(855.0)	(855.0)
borrowings	_	_	_	(655.0)	(655.0)
Trade and other	_	_	_	(74.6)	(74.6)
payables				(14.0)	(14.0)
pajabico	42.1	51.9	111.4	(929.6)	(724.2)
				(/	\·= ·/

<sup>\*</sup> FVOCI - Fair value through other comprehensive income

Investments carried at fair value through other comprehensive income relate to fixed-income securities which are managed by an external fund manager. The mandate includes investment management terms that specify, amongst other things, minimum credit ratings and maximum duration. The fair values of these are based on quoted market prices.

Investments carried at fair value through profit and loss include investments held in money market funds. At 31 March 2024, the Group held investments in preference shares issued by Galaxy Finco 2 Limited of £61.4m, being a fellow subsidiary of the Group's immediate parent, Galaxy Midco 2 Limited. Following the acquisition of Galaxy Finco 2 Limited by Galaxy Finco Limited, this investment in preference shares is eliminated on consolidation. (refer to note 13 on loans to related parties for further detail).

The Group's maximum exposure to credit risk for loans and receivables and other assets designated as fair value through profit or loss at the reporting date was equal to the carrying value of the asset. The carrying value of financial investments at amortised cost and trade and other receivables closely approximates fair value.

#### (b) Valuation techniques and assumptions applied for the purpose of measuring fair value

The fair values of financial assets and financial liabilities are determined as follows:

- The fair values of financial assets and financial liabilities with standard terms and conditions and traded on an active liquid market are determined with reference to quoted market prices.
- The fair values of derivative instruments are calculated using quoted prices. Where such prices are not available, a discounted cash flow analysis is performed using the applicable yield curve for the duration of the instruments for derivatives other than options, and the option pricing model for options. Foreign currency forward contracts are measured using quoted forward exchange rates and yield curves derived from quoted interest rates matching maturities of the contracts. Interest rate swaps are measured at the present value of future cash flows estimated and discounted based on the applicable yield curves derived from quoted interest rates.

<sup>\*\*</sup> FVTPL - Fair value through profit or loss

The following table provides an analysis of financial instruments that are measured subsequent to initial recognition at fair value, grouped into Levels 1, 2 and 3 based on the degree to which the fair value is observable:

- Level 1 fair value measurements are those derived from quoted prices (unadjusted) in active markets for identical assets or liabilities:
- Level 2 fair value measurements are those derived from inputs other than quoted prices included within Level 1 that are observable from the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices); and
- Level 3 fair value measurements are those derived from valuation techniques that include inputs for the asset or liability that are not based on observable market data (unobservable inputs).

	31 December 2024 (Unaudited)			
	Level 1	Level 2	Level 3	Total
	£m	£m	£m	£m
Investments at fair value through profit and loss	2.6	-	-	2.6
Investments at fair value through other comprehensive income	35.8	-	-	35.8
Derivative financial instruments	-	(16.5)	-	(16.5)
	38.4	(16.5)		21.9
		31 March	2024	
	Level 1	Level 2	Level 3	Total
	£m	£m	£m	£m
Investments at fair value through profit and loss	1.9	0.3	61.4	63.6
Investments at fair value through other comprehensive income	42.1	_	_	42.1
Derivative financial instruments	-	(11.7)	_	(11.7)
	44.0	(11.4)	61.4	94.0
		31 De	cember	
			2024	31 March
		(Una	udited)	2024
Level 3 Financial Instruments			£m	£m
At 1 April			61.4	60.3
Interest			2.2	3.0
Foreign exchange movements			(2.0)	(1.9)
Intra group transfer			(61.6)	-
At the end of the period/year			<u> </u>	61.4

For fair value measurements categorised within Level 3, these represented the preference shares issued by Galaxy Finco 2 Limited whilst Galaxy Finco 2 Limited was not a subsidiary of Galaxy Finco Limited. The fair value reflected the initial transaction price translated at the year-end exchange rate plus the value of any unpaid dividend to the extent the cumulative preference dividend is unpaid. The level 3 investments were previously exposed to the sensitivity of foreign exchange movements of the underlying AUD and EUR against GBP. Following the acquisition of Galaxy Finco 2 Limited by Galaxy Finco Limited during the year, there are no level 3 assets and liabilities remaining.

# 9. Cash and cash equivalents

	31 December	
	2024	31 March
	(Unaudited)	2024
	£m	£m
Bank and cash balances	21.0	22.7
Short-term bank deposits	2.8	3.7
	23.8	26.4

#### 10. Insurance contract assets

# Period ended 31 December 2024 (Unaudited)

		In	ternational			
		Europe &		Total		
	UK	other	US	international	Other	Group
	£m	£m	£m	£m	£m	£m
Insurance contracts						
Insurance contract assets/						
(liabilities)	85.1	(6.9)	6.1	(0.8)	-	84.3
Assets for insurance acquisition						
cash flows	125.1	38.2	12.8	51.0	-	176.1
Insurance contracts assets	210.2	31.3	18.9	50.2	-	260.4

# Restated<sup>1</sup> Year ended 31 March 2024

	International						
		Europe &		Total			
	UK	other	US	international	Other	Group	
	£m	£m	£m	£m	£m	£m	
Insurance contracts							
Insurance contract assets/							
(liabilities)	47.6	(18.1)	1.0	(17.1)	-	30.5	
Assets for insurance acquisition							
cash flows	125.0	36.4	6.0	42.4	-	167.4	
Insurance contracts assets	172.6	18.3	7.0	25.3	-	197.9	

 $<sup>^{\</sup>rm 1}$  Please refer to note 2 for details of the restatement.

#### 11. Loans and borrowings

The Group's interest-bearing borrowings, which are measured at amortised cost, are as follows:

	31 December	
	2024	31 March
	(Unaudited)	2024
	£m	£m
€545m Senior Secured Term Loan B Facility due 2029	449.3	-
8.125% Senior Secured Notes due 2029	350.0	-
6.5% Senior Secured Notes due 2026	-	405.0
€200m Senior Secured Floating Rate Notes due 2026	-	171.0
9.25% Senior Notes due 2027	-	150.0
Drawn Revolving Credit Facility (RCF)	-	37.0
5.35% Loan due to Parent Company	9.4	9.0
5.25% Loan due to Fellow Subsidiary Company	-	65.9
Total principal	808.7	837.9
Transaction costs	(8.4)	(8.9)
Carrying amount	800.3	829.0
Lease liability	24.3	26.0
Loans and borrowings	824.6	855.0

For more information about the Group's exposure to interest rate risk for instruments that were in issue at 31 March 2024 see note 37(a) of the Group's Annual Report and Accounts for 31 March 2024.

#### Terms and debt repayment schedule for Loan Notes

	Nominal interest rate	Year of maturity	Principal £m	Carrying amount £m
€545m Senior Secured Term Loan B Facility	EURIBOR +4%	2029	450.5	445.2
8.125% Senior Secured Notes	8.125%	2029	350.0	345.7
5.35% Loan due to Parent Company	5.35%	2028	9.0	9.4
Amounts drawn under revolving credit facility	SONIA +4%	2029	-	-
Total				800.3

On 19 December 2024 the Group repaid the following debt obligations:

- 2026 £405.0m 6.25% Senior Secured Notes;
- 2026 €200.0m EURIBOR + 5% Senior Secured Floating Rate Notes;
- 2027 £150.0m 9.25% Senior Notes; and
- Revolving Credit Facility drawings of £52.5m

The total amount settled for the debt was £733.2m which comprised of £719.2m payment of principal and £14.0m of accrued interest. On the derecognition of the debt obligations the Group has recognised a loss in finance costs of £8.2m being £7.7m of unamortised transaction costs on the debt redeemed and revolving credit facility and £0.5m relating to the cash flow hedge reserve in respect of the Euro Senior Secured Notes which have been settled.

The settlement of these underlying obligations was financed by the issue of two new debt obligations by the Galaxy Bidco Limited:

- 2029 £350.0m, 8.125% Senior Secured Notes; and
- 2029 €545.0m, EURIBOR + 4% Senior Secured Term Loan B.

The Euro term loans were issued at a discount of €1.4m (£1.2m), which will be included in the interest charge in the income statement over the term of the loan. The Group has capitalised costs of £8.4m relating to the issue of the new notes and term loans. These costs will be amortised to profit and loss over the term of the debt instruments.

The Group also entered into a new Revolving Credit Facility ('RCF') of £165.0m with a syndicate of banks for a period of four and a half years. The Group paid a facility fee of £2.9m which will be amortised over the period of the facility.

The entire balance of loans and borrowings, with the exception of amounts drawn under the revolving credit facility (nil at the period end), is considered to be non-current, on the basis that repayment is not required until periods greater than 12 months from the balance sheet date. The majority of the Group's loans and borrowings is repayable entirely on maturity date.

The Group did not have any defaults on principal or interest or other breaches with respect to its loans and borrowings during the period ended 31 December 2024 and the year ended 31 March 2024. Certain non-regulated Group companies have pledged collateral as security in respect of the loan notes in the form of charges over their assets.

The Group has a RCF of £165.0m (31 March 2024: £137.5m) with a final maturity date of June 2029, of which £30.0m (31 March 2024: £30.0m) is allocated to letters of credit callable on demand that support DGI's Tier 2 Ancillary Own Funds ('AOF') for Solvency II purposes. As at 31 December 2024, the Group's RCF was undrawn (31 March 2024: £37.0m drawn).

#### 12. Capital

This note gives details of Galaxy Finco Limited's share capital and the movements in the year.

	31 December	31 March
	2024	2024
	£m	£m
Ordinary share capital	45.8	45.8
Share premium	105.0	89.0
Capital contribution	5.5	3.6
	156.3	138.4

The holders of ordinary shares are entitled to receive dividends as declared and are entitled to one vote per share at meetings of the Company. The particulars of the share classes are as follows:

	Pa	ır value	31 December		
			2024	31 Mar	ch 2024
Class					
A Ordinary		£0.01	4,579,511,259	4,578,	511,259
Called up share capital					
	Year ended 31 December	er 2024	Year ended 31 March 2024		24
Allotted, called up and fully paid	No.	£m		No.	£m
A Ordinary	4,579,511,259	45.8	4,578,5	11,259	45.8
Authorised share capital					
	Year ended 31 December	er 2024	Year ended 31	March 20	24
Authorised	No.	£m		No.	£m
A Ordinary	10,000,000,000	100	10,000,0	00,000	100

#### Share premium account

	31 December	31 March
	2024	2024
	£m	£m
Balance as at 1 April	89.0	89.0
Premium on shares issued	16.0	-
Balance at period end	105.0	89.0

On 24 December 2024, the Company issued 1.0 million shares to its parent company, Galaxy MidCo 2 Limited for consideration of £16.0m, of which £10,000 is attributable to the nominal value of the shares and the balance to share premium. The difference of £1.9m between the net asset value of the company acquired (Galaxy FinCo 2 Limited) has been treated as a capital contribution.

Note 13 Loans to related parties provides further information on the transaction.

#### 13. Loans to related parties

On 24 December 2024, Galaxy MidCo 2 Limited, the immediate parent company of Galaxy Finco Limited, contributed Galaxy FinCo 2 Limited in exchange for the issue of shares in Galaxy FinCo Limited. This transaction has been treated as a transaction under common control with the purchase consideration being the net asset value of Galaxy FinCo 2 Limited of £17.9m. This has resulted in the elimination of financial assets of £61.4m (at 31 March 2024) and loan from fellow subsidiary company of £65.9m in the preparation of these consolidated financial statements. The consolidation of Galaxy Finco 2 Limited within the Group has resulted in the recognition of a related party loan of £13.1m to the immediate parent of the Group, Galaxy Midco 2 Limited.

#### 14. Related parties

Except for the transactions described in note 13, the nature of related party transactions of the Group are consistent in nature and scope with those disclosed in note 34 of the Group's Annual Report and Accounts for the year ended 31 March 2024.

#### 15. Financial risk management

The Group is exposed to financial risk through its financial assets and financial liabilities, and its appliance care service plans and insurance contracts. Risks include interest rate risk, credit risk, liquidity risk and foreign exchange risk.

The nature of these risks is disclosed in note 37 of the Group's Annual Report and Accounts for the year ended 31 March 2024.

Credit ratings of significant classes of financial assets

	31 December 2024 (Unaudited)			
	A- rated (or above) Institutions	BBB+ rated (or below) Institutions	Unrated	Total
	£m	£m	£m	£m
Cash and cash equivalents	23.8	-	-	23.8
Money market funds	-	-	-	-
Investment in unlisted				
securities	-	-	-	-
Investments carried at fair				
value	23.6	14.8	-	38.4
Loans to related parties	-	-	13.1	13.1
Trade and other receivables	-	-	60.5	60.5
	47.4	14.8	73.6	135.8

A- rated (or above) Institutions £m	BBB+ rated (or below) Institutions £m	Unrated £m	Total £m
26.4	-	-	26.4
0.3	-	-	0.3
-	-	61.4	61.4
26.0	18.0	-	44.0
-	-	85.0	85.0
52.7	18.0	146.4	217.1
	(or above) Institutions £m  26.4 0.3 - 26.0	(or above)       (or below)         Institutions       Institutions         £m       £m         26.4       -         0.3       -         -       -         26.0       18.0         -       -         -       -         -       -         -       -	(or above)       (or below)         Institutions       Unrated         £m       £m         26.4       -       -         0.3       -       -         -       -       61.4         26.0       18.0       -         -       -       85.0

# 16. Statement of cashflows – reconciliation of profit before tax to cashflows from operating activities

Period ended	Period ended
31 December	31 December
2024	2023
(Unaudited)	(Unaudited)
£m	£m
Profit before tax 17.5	16.8
Adjustments for:	
Depreciation and amortisation 40.6	34.3
Other finance expenses 60.0	53.8
Gain on sale of PPE -	(2.6)
Net investment income (1.8)	(1.6)
Net finance expenses from insurance contracts	1.6
119.6	102.3
Changes in working capital	
Decrease in trade and other receivables 18.3	13.0
Increase in insurance contract assets (66.3)	(46.4)
Decrease in trade and other payables (25.6)	(10.6)
Cash flows from operating activities 46.0	58.3
Interest paid (49.6)	(38.8)
Tax paid (9.4)	(4.2)
Net cash (used in)/from operating activities (13.0)	15.3

 $<sup>^{\</sup>rm 1}$  Please refer to note 2 for details of the restatement.

#### 4. NON-GAAP ALTERNATIVE PERFORMANCE MEASURES

#### OTHER INFORMATION

#### **Alternative Performance Measures**

In order to fully explain the performance of the Group, management discuss and analyse the results in terms of financial measures which include a number of alternative performance measures ('APMs'). APMs are non-GAAP measures which are used to supplement the disclosures prepared in accordance with other regulations such as IFRS. Management believe these measures provide useful information to enhance the understanding of the Group's financial performance. However, APMs should be viewed as complementary to, rather than as a substitute for, the figures determined according to other regulations.

The APMs utilised by the Group may not be the same as those used by other companies and may change over time. The calculation of APMs is consistent with previous periods unless otherwise stated.

#### **APMs derived from IFRS measures**

A number of APMs relating to IFRS are utilised to measure and monitor the Group's performance. Definitions and additional information, including reconciliations to the relevant amounts in the IFRS Financial Statements and, where appropriate, commentary on the material reconciling items are included within this section.

#### **Adjusted EBITDA**

Definition

Profit or loss before tax, adding back depreciation, amortisation, other finance expenses and significant items.

#### Relevance to strategy

The adjusted measure is considered relevant to assessing the underlying performance of the Group against its strategy and plans. The rationale for excluding certain items is as follows:

- **Depreciation:** a non-cash item which fluctuates depending on the timing of capital investment. Management believe that a measure which removes this volatility improves comparability of the Group's results period on period.
- Amortisation: a non-cash item which varies depending on the timing of and nature of acquisitions, and on the
  timing of and extent of investment in internally generated intangibles such as software. Management believe
  that a measure which removes this volatility improves comparability of the Group's results period on period.
  Where applicable, impairment of intangible assets is also excluded as a significant item.
- **Significant items:** These items represent amounts which result from unusual transactions or circumstances and at a significance which warrants individual disclosure. Management believe that adjusting for such significant items improves comparability period on period. Significant items are those items that, in the Directors' view, are required to be separately disclosed by virtue of their nature or incidence to enable a full understanding of the Group's financial performance. See note 4 for further detail of amounts disclosed as significant in the year.
- Other finance expenses: represents the cost of issuing external debt and primarily exists due to the ownership structure and is not representative of underlying trading performance. Management believe removing finance charges improves year on year comparability and reduces any volatility impacts from macroeconomic markets.

The table below provides a reconciliation between GAAP and non-GAAP underlying performance measures.

# Reconciliation of adjusted EBITDA to profit for the period

	Period ended 31 December 2024 (Unaudited) £m	Restated <sup>2</sup> Period ended 31 December 2023 (Unaudited) £m
Insurance revenue	830.6	771.9
Other income	42.3	43.4
Total revenue	872.9	815.3
Insurance service expense	(644.0)	(603.1)
Other operating expenses	(114.1)	(107.3)
Total expenses	(758.1)	(710.4)
Investment income	1.8	1.6
Net finance expenses from insurance contracts	(3.3)	(1.6)
Net financial result	(1.5)	
Adjust for items excluded from adjusted EBITDA	<u>.</u>	
- Significant items	7.3	3.5
<ul> <li>Net change for depreciation included in insurance service expenses</li> </ul>	4.5	4.3
Adjusted EBITDA	125.1	112.7
Significant items	(7.3)	(3.5)
EBITDA	117.8	109.2
Depreciation and amortisation <sup>1</sup>	(40.3)	(38.6)
Other finance expenses	(60.0)	(53.8)
Profit before tax	17.5	16.8
Тах	(6.4)	(6.8)
Profit for the period	11.1	10.0

 $<sup>^1</sup>$  Includes adjustment for depreciation costs which are included in insurance service expenses but excluded from adjusted EBITDA  $^2$  Please refer to note 2 for details of the restatement.

# 5. GLOSSARY OF TERMS

Acquisition costs	Commission and other expenses incurred on acquiring appliance care protection plan business
ADIA	Abu Dhabi Investment Authority, the Group's minority shareholder, via Luxinva S.A. (an entity wholly owned by ADIA) holds a stake of approximately 26%.
Adjusted EBITDA	Profit or loss before tax, adding back depreciation, amortisation, other finance expenses and significant items
Adjusted EBITDA ex US	Group Adjusted EBITDA excluding the results of the US business
Alternative Performance Measure ('APM')	An APM is a financial measure of historical or future financial performance, financial position, or cash flows, other than a financial measure defined or specified in the applicable financial reporting framework
APRA	The Australian Prudential Regulation Authority ('APRA') is a statutory authority of the Australian government and the prudential regulator of the Australian financial services industry
B2B2C	Business to Business to Consumer
BaFin	The Federal Financial Supervisory Authority better known by its abbreviation BaFin is the financial regulatory authority for Germany
CAGR	Compound annual growth rate
Cash-generating unit ('CGU')	A CGU is the smallest identifiable group of assets that generate cash inflows that are largely independent of the cash inflows from other assets or groups of assets
Churn	Also referred to as 'customer churn' or attrition rate of customers. It represents the cyclical nature of customers changing their coverage
Customers	Individuals who have purchased appliance care service plans or policies
cvc	CVC, the Group's majority shareholder, via CVC Fund VII, with a stake of approximately 62%
ECL	Expected credit loss
ESG	Environmental, Social and Governance. It is a collective term for measuring a business's impact on social and environmental issues and its governance beyond simply generating revenue or making a profit
FCA	The Financial Conduct Authority is a financial regulatory body in the United Kingdom, but operates independently of the UK Government. The FCA regulates financial firms providing services to consumers and maintains the integrity of the financial markets in the United Kingdom
First or second fix	Percentage of repairs completed within the first or second visit to a customer
Free cash flow	Defined as the sum of: (i) free cash flow of the non-regulated business; plus (ii) changes in distributable earnings from the regulated business over the amount of capital to be held for regulatory purposes determined in accordance with Solvency II principles
FVOCI	Fair value through other comprehensive income
FVTPL	Fair value through profit or loss
FY	Financial Year
General Data Protection Regulation ('GDPR')	The GDPR is a regulation in EU law on data protection and privacy for all individual citizens of the European Union ('EU') and the European Economic Area ('EEA')
Group	The Domestic & General group of companies, comprising Galaxy Finco Limited and all subsidiaries as set out in note 33 in the notes to the FY24 Financial Statements

IAS	International Accounting Standards
Insurance acquisition cash flows	Costs to secure a portfolio or group of insurance contracts, such as costs of selling and underwriting.
Insurance revenue	Amount of expected premium receipts for providing insurance services recognised in the period
Insurance service result	Expenses associated with providing insurance services. Comprising of insurance revenue, incurred claims, amortisation of acquisition cash flows, losses on onerous contracts and other costs associated with providing insurance services.
IFRS	International Financial Reporting Standards
M&A	Mergers and Acquisitions
Net Promoter Score ('NPS')	The net promoter score ('NPS') measures the loyalty of a company's customer base with a score from -100 to +100, which comes from customers answering the question "How likely are you to recommend this company?"
OCI	Other comprehensive income
ОЕМ	Original Equipment Manufacturer
OKR	Objectives and Key Results is a goal-setting framework used by businesses to define measurable goals and track their outcomes
Other income	The amount of non-insurance sales recognised in the period either from sales made in previous periods and deferred or current year sales that are recognised in the current period
Partners	Business partners (for example manufacturers, retailers and financial service companies) for whom we provide appliance care services including design, arrangement, pricing, selling, administration and distribution of appliance care service plans and policies for customers
Point-of-need ('PoN')	An appliance care plan sold at the point at which an appliance breaks down. The plan includes a repair, plus an extended appliance care cover
Post-point-of-sale ('PPoS')	An appliance care plan sold after the appliance has been purchased
PRA	The Prudential Regulation Authority ('PRA') is a United Kingdom financial services regulatory body. The authority is structured as a limited company wholly owned by the Bank of England and is responsible for the prudential regulation and supervision of banks, building societies, credit unions, insurers and major investment firms. It sets standards and supervises financial institutions at the level of the individual firm
PRA yield curve	The risk-free rates produced by the Bank of England, used to calculate the present value of future costs.
RCF	Revolving credit facility
Retail Point-of-Sale ('PoS')	A retailer protection plan sold at the same time as the appliance
SECR	Streamlined Energy and Carbon Reporting
Section 172	Section 172 of the Companies Act 2006 requires directors to explain how they have considered certain interests when performing their duty to promote the success of the company
Service Level Agreement ('SLA')	A service level agreement is a commitment between a service provider and a client. Particular aspects of the service – quality, availability, responsibilities – are agreed between the service provider and the service user
Solvency II	The Solvency II Directive is a Directive in European Union law that codifies and harmonises the EU insurance regulation. Primarily this concerns the amount of capital that EU insurance companies must hold to reduce the risk of insolvency
Solvency ratio	The solvency ratio is based upon the aggregation of the individual solo DGI and DGIEU eligible own funds and capital requirements respectively

Subscription Plans	Subscription plans include policies of indeterminate length paid monthly ("IPMs") and policies with a one-month duration paid monthly ("MPMs") and policyholders can cancel these policies at any time.
TCFD	Task Force on Climate-Related Financial Disclosures
Unrestricted cash	Defined as the cash and cash equivalents balance of the unregulated business and the excess distributable reserves of the regulated business over and above regulatory capital requirements
USP	Undertaking Specific Parameters as defined by EIOPA to adjust standard formula
Value in Use ('VIU')	The present value of the future cash flows expected to be derived from an asset or cash- generating unit