

Cashplus Bank – £5m Award**CIF Key Achievements to Date**

- We launched our Business Credit Card product (with 1% cashback) in November 2021.
- We followed up on this with the roll out of a new Sole Trader eligibility check tool in December 2021.
- As a result of these initiatives, over 1,500 new credit card accounts were opened in the reporting period, with Cashback awards already being made to customers.
- We have sourced and shortlisted suppliers for Making Tax Digital and will conclude the RFP process shortly to achieve rollout by end of March 2022.

Assessment Period 1 (October 20th, 2021 – December 31st, 2021)**COMMITMENT 1 – Expansion of SME lending:**

We will deliver an all-new business credit card, with phased rollout through 2022 and delivery of all functionalities by the end of Q4, that will serve as a truly flexible SME credit and payments facility, driving increased choice and more competition in the market

Combining our unique lending expertise in corporate overdrafts and basic SME credit cards, accompanied with sustainable product economics, we will deliver a new business credit card with a range of valuable features and a market-beating 1% cashback (entirely funded by Cashplus). This product will be an industry-first, truly flexible credit and payment facility with integrations to Open Banking, Faster Payments and Direct Debit and will return up to £2m in cashback to small businesses by 2022. This product will deliver £200m in new business lending by the end of 2022, and £5bn to the end of 2025.

Through this product, we will commit to lending to an additional 100K businesses by December 2022.

We are on track to deliver this commitment. We have now launched our Business Credit Card which features 1% cashback and will incrementally deliver new features across the coming year. As at Q4-21 we had credited £12,620 in cashback and issued £1.754m of new lending.

COMMITMENT 2 – We will make switching and opening credit products fast, simple, and beneficial for small businesses

Cashplus will remove barriers to switching by making it straightforward and painless for businesses to change providers. We will:

- I. **Launch a bespoke business credit building product to help small businesses access cheaper funding in the future, by the end of Q1 2022.**
- II. **Remove competition barriers by building small business eligibility checks for all credit products, with APIs allowing integration to external data sources, by the end of Q2 2022.**
- III. **Provide customers with guaranteed pricing and credit limits, and, through Open Banking, offer guaranteed savings where we can beat competitor costs, by the end of Q3 2022.**
- IV. **Develop an industry-leading underwriting process, that leverages advanced AI to help customers access funding by the end of Q4 2022**

We are on track to deliver this commitment. We have rolled out new Sole Trader eligibility checks and Limited company checks will follow in early Q1-22. Development of our Business Creditbuilder product is in final stages.

COMMITMENT 3 - Development of Reconciliation and Expense Management Tools leveraging Open Banking

We will transform business banking by providing the most flexible SME banking solutions in the industry. For both our SME Business Credit Cards and Business Current Account, we will transform business banking by providing advanced tools that will simplify life for UK businesses. These solutions will reduce administrative burden and drive great efficiency by building an industry first of expense tracking and invoice reconciliation into the Business Credit Card platform, along with direct accounting package integration by the end of Q3 2022. Completing the SME tool kit, Cashplus will also ensure that HMRC digitisation solution of Making Tax Digital will be available and easy to use for micro limited business and sole traders by the end of Q2 2022.

We are on track to deliver this commitment. We are conducting a Request for Proposal process for Making Tax Digital and are in the process of selecting a supplier.

COMMITMENT 4 - Partnering with business:

We will partner with at least five UK businesses throughout 2022 to deliver CIF initiatives.

We are on track to meet this commitment to partner with at least five UK businesses, including a supplier for Making Tax Digital and are conducting non-formal discussions with several other parties.

COMMITMENT 5 - Investment

We will invest £10m of our own funds into delivering these commitments, in addition to the 100% of all cashback rewards – up to £2m by the end of 2022 - funded by Cashplus.

We are on track to deliver this commitment and have already started issuing cashback rewards ahead of schedule.