

Giles Andrews, CEO and co-founder

Financial Services Club, 10th April 2014





Welcome to Zopa, sign in

Lent on Zopa: £509,639,020

Get a loan Grow your savings About Zopa

Community

Get low rate loans & better returns on your savings

What is your loan for?

Choose purpose

Get a loan

High interest, solid returns

Your money is safeguarded

Monthly income

Grow your savings

Zopa is the UK's leading peer-to-peer lending service. We have lent £509 million and helped both borrowers and savers get better interest rates. We've repeatedly been voted the most trusted and best loan provider by our customers.

Whether you're upgrading your car or growing your savings Zopa can help you get the best rates.

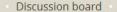
Find out more about Zopa.

Home













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Principles

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Awards

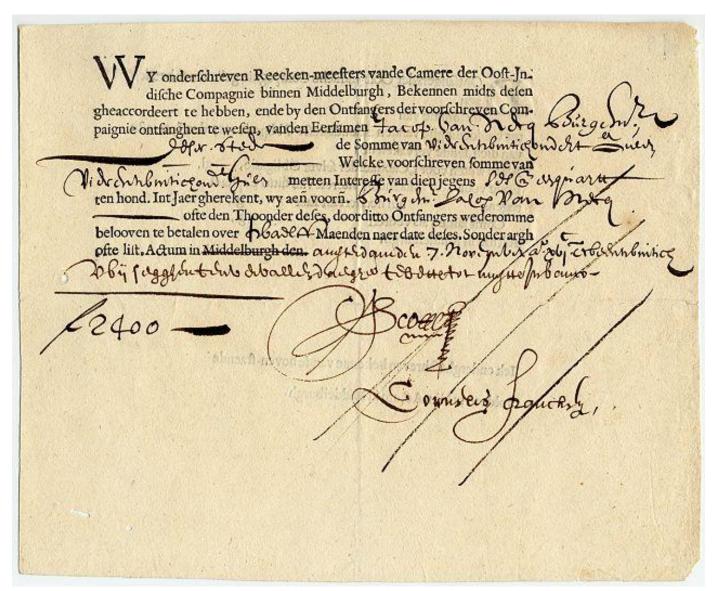
See all awards

As featured in

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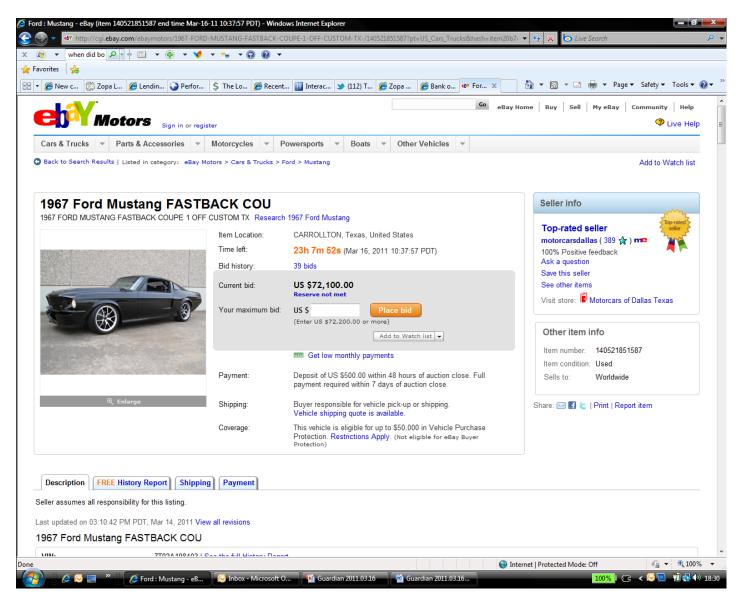
Bond issued by the Dutch East India Company, 1623





Something more than economic value





Innovation?



- "...the most important financial innovation that I have seen the past 20 years is the automatic teller machine..."
 - Paul Volcker, former Chairman of the US
 Federal Reserve, to the Wall Street Journal,
 8th December 2009





The parable of the "universal" car dealership





An alternative in the US







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By 20%

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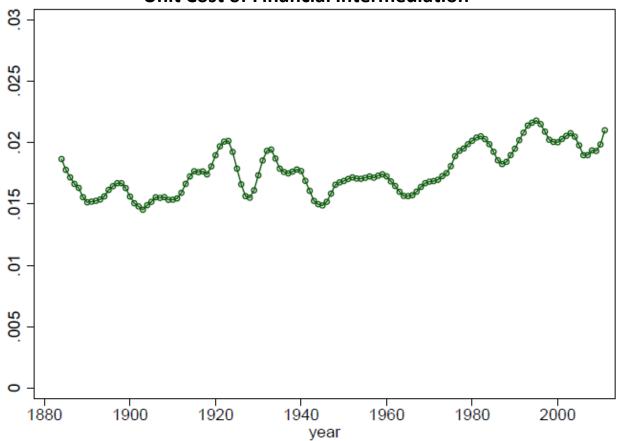
And the "universal bank"?





Finance in the Long Run

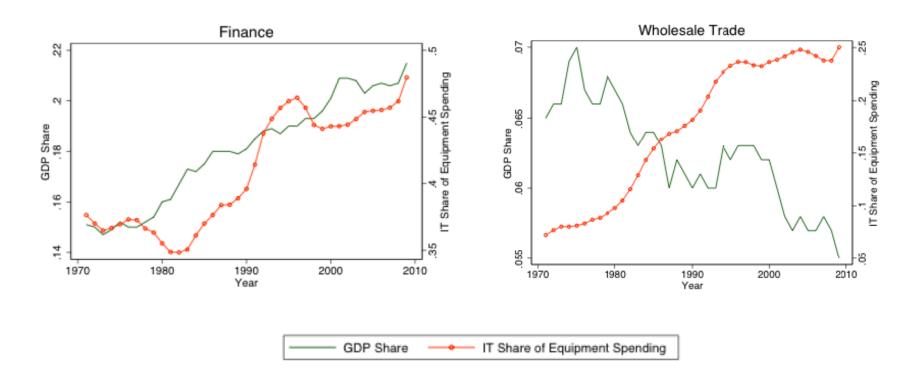
Unit Cost of Financial Intermediation



Source: Philippon (2012).

Notes: Total intermediation costs divided by quality-adjusted composite measure of financial intermediation output..

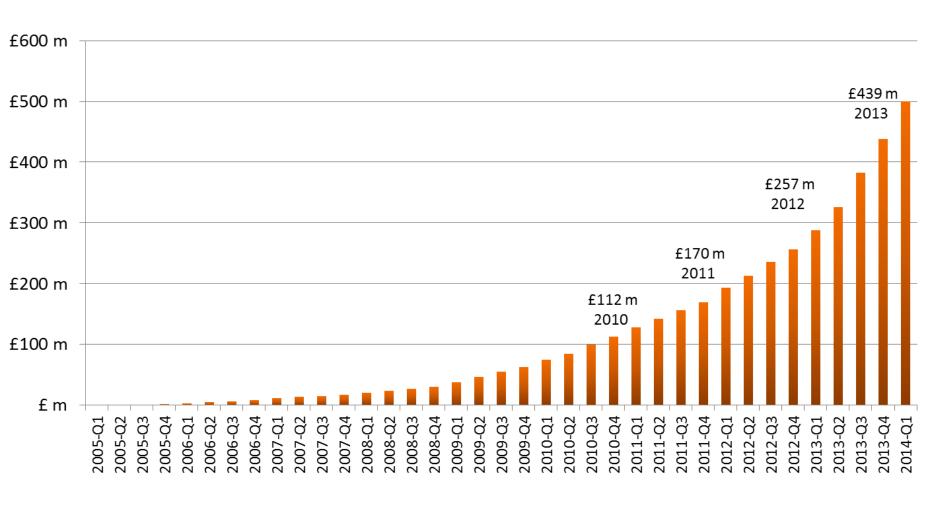
IT and GDP share in finance and wholesale trade



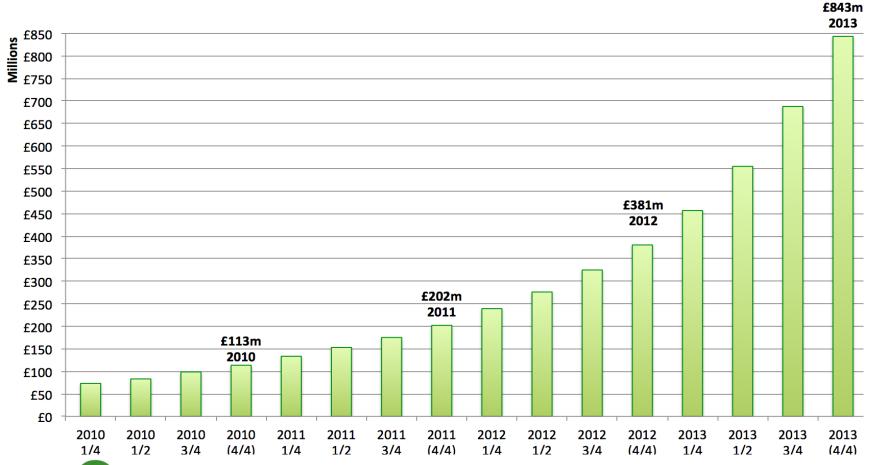
Source: Philippon (2012).

So where are we now: lent to end March 2014





P2P cumulative lending data to end 2013







FCA announce new crowdfunding and lendto-save regulation - but what do changes mean for savers and investors?

By AMY ANDREW

Peer-to-peer lending Banking without banks

By offering both borrowers and lenders a better deal, websites that put the two together are challenging retail banks

Mar 1st 2014 | From the print edition









The Economist



FINANCIAL TIMES

Budget 2014: Peer-to-peer lending allowed for Isas



How new Peer-to-Peer ISAs could double your returns



By Brian Milligan
Personal Finance Reporter, BBC News

The Telegraph

Budget 2014: peer-to-peer to be included in Isas Returns from peer-to-peer websites are to be sheltered from the taxman





P2P group Zopa secures £15m investment from Arrowgrass Capital



Peer-to-peer lender Zopa raises £15m to spread the word





P2P Lending Pioneer Zopa Closes \$25m From Hedge Fund For UK Expansion

£500,000,000

£200m

total lent in the last year

0.17%

default rate over past 3 years



total interest ever returned to savers £30m in the last year

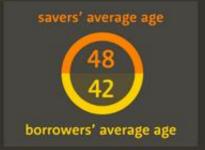
£5,500 average lent

active borrowers 80,000

£1.3m

highest amount lent by one individual active savers 52,000

£3m Safeguard fund



Thank You.

