



## **Zopa signs commercial deal with Flowgroup to provide finance on its innovative boiler**

**London, Dec 1, 2014:** Zopa and Flowgroup plc (AIM: FLOW) announce they have signed a commercial agreement to provide finance to Flowgroup customers on an innovative, money saving and low carbon boiler.

Flowgroup develops and commercialises alternative and efficient energy technology products. One of those is the Flow boiler, which generates electricity as it heats a home. The Flow boiler is available to customers through an innovative finance package. This will provide a payback time of five years for the complete cost of the company's game-changing Flow boiler. Customers may purchase the Flow boiler using a separate unsecured personal loan through Zopa, Europe's largest peer-to-peer lending platform. Repayments are off-set by reductions in the customers' home energy bills from the value of the electricity generated.

Zopa has lent more than £670m directly to UK borrowers by cutting out the banks to give both lenders and borrowers better rates. Zopa and Flowgroup believe this unique deal provides its customers with an excellent finance proposition and will enhance the awareness of both brands involved.

In order to assist customers around the finance proposition, Flowgroup will introduce its customers directly to Zopa for finance. Flowgroup is now authorised and regulated by the Financial Conduct Authority which allows Flowgroup to cut out traditional finance channels, further reducing the cost to its customers.

**Giles Andrews, CEO and co-founder of Zopa, added:** *"We are delighted to be working with Flow on such an innovative and disruptive product offering. This unique commercial deal offers consumers a low-cost loan to fund an innovative money saving boiler from Flow and our lenders get a great return for funding these loans. Flow has an excellent track record in providing value and great customer service, two key things that Zopa values in a business. We look forward to making people's home work harder for them, just like their money can work harder by lending it through Zopa."*

**Tony Stiff, Group CEO of Flowgroup, commented:** *"We intend changing the home heating and home energy markets. Zopa is doing the same in the personal finance industry. Both companies share a belief in the necessity of innovating and providing an enhanced customer offering in order to drive growth. We believe this relationship represents a great opportunity for Flow to support its boiler offering. Being granted FCA authorisation for limited credit broking underpins this offer and completes our customer proposition."*

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**About Zopa**

Zopa is the UK's largest peer-to-peer lending company - bypassing banks and their high charges to put more back into the pockets of the UK's lenders and borrowers. Zopa matches smart borrowers looking for lower-rate loans with lenders looking for higher interest. Since Zopa was founded in 2005, it has arranged more than £670 million in peer-to-peer loans and has been voted 'Most Trusted Personal Loan Provider' in the Moneywise Customer Service Awards for the past five years and Consumer Moneyfacts best overall customer service in 2014. Zopa has over 57,000 active lenders lending between £10 and £1.8 million.

Zopa Limited is incorporated in England & Wales (registration number 05197592), with its registered office at 6th Floor, 90 Fetter Lane, London. EC4A 1EN. Zopa Limited is authorised and regulated by the Financial Conduct Authority, and entered on the Financial Services Register under firm registration number 563134.