



PARAGON CAR FINANCE PRESS RELEASE

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PARAGON EXTENDS REACH WITH DEALTRAK PARTNERSHIP

From today, car dealers and finance brokers will be able to access Paragon Car Finance products on DealTrak, the market-leading F&I (Finance and Insurance) proposal management system from Frontline Solutions.

As part of a new partnership between the two businesses, existing DealTrak users will gain direct access to Paragon's products. In addition, dealers that sign with Paragon but do not currently subscribe to the DealTrak system will have the opportunity to subscribe to the platform on a cost-neutral basis.

Approximately 85% of motor finance brokers and over 2,000 car dealer sites in the UK already use DealTrak to manage their motor finance applications, with an estimated one in five UK motor finance proposals submitted through the system last year. DealTrak enables applications to be matched with the most suitable lender from a pre-approved panel and processed online, improving response times on loan applications, increasing conversion rates and optimising commission payments.

Commenting on today's announcement, Julian Rance Head of Paragon Car Finance said: "This is a significant development for Paragon Car Finance, extending our reach to a significant proportion of motor finance brokers and dealers."

Martin Hill, Joint Managing Director of Frontline Solutions added: "DealTrak has a proven track record of improving F&I performance and we look forward to working with Paragon to bring the benefits of the DealTrak platform to a wider user base."

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NOTES TO EDITORS

Paragon Car Finance is part of Paragon Bank, a wholly owned subsidiary of The Paragon Group of Companies. Paragon Bank launched on 18 February 2014.

Established in 1985, The Paragon Group of Companies is best-known as the UK's leading specialist buy-to-let lender and consumer finance Group. A FTSE 250 company, the Group has helped one and half million customers with their finances and has over £10 billion of assets.

Paragon Group was an active lender in the car finance market between 1998 and 2008, originating in excess of £900 million of business via 2,100 dealers and funding over 100,000 cars.

Frontline Solutions is a UK based provider of F&I solutions to the motor and asset sectors. Frontline provide products and services designed to enhance F&I performance within businesses from its award-winning DealTrak technology platforms to bespoke F&I consultancy services.

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