# Full-Year Financial Results

The Paragon Group of Companies PLC





# Agenda



Section 1	Financial results
Section 2	Strategy and business development

Appendices

Introduction to Paragon Company overview



### Highlights

- Strong operational performance
  - Buy-to-let lending increased by 102.0% to £1.3 billion
  - £104.4 million of new investments in Idem Capital
  - Paragon Bank deposits increased now over £950 million
- Further progress on diversification strategy
  - Expansion into UK SME asset finance market Five Arrows acquisition
  - Enhanced funding capacity with increased diversification supports growth and re-leveraging strategy
- Continuing focus on shareholder value delivery
  - Strong profit growth 10.2% to £134.7 million, underlying RoTE 12.1%
  - 22.2% increase in dividend, in line with cover ratio target
  - Successful initial share buy-back programme, now extended by up to a further £50.0 million



### Financial results

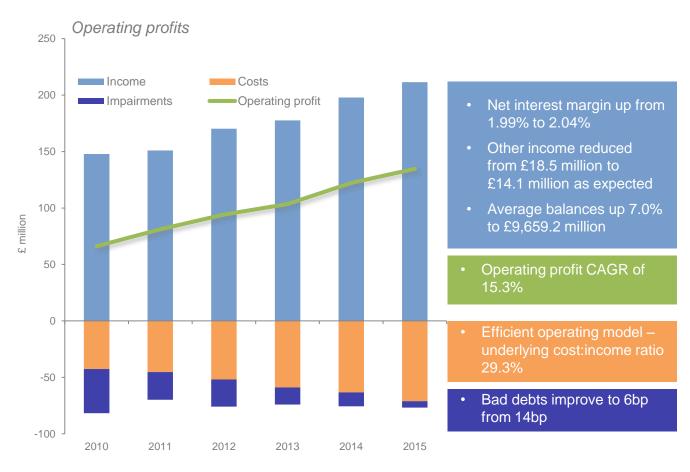
Twelve months ended 30 September 2015





### Operating profits increased by 10.2%

### Interest income growth and credit performance driving progress on operating profits





- Wider margin on new mortgage loans
- Idem Capital assets delivering strong cash flows



### Segmental profit trends

### **Delivering strong growth**



- Operating profit up 16.8% to £94.0 million (2014: £80.5m)
- Growth in loan assets £9.2 billion (2014: £8.8bn)

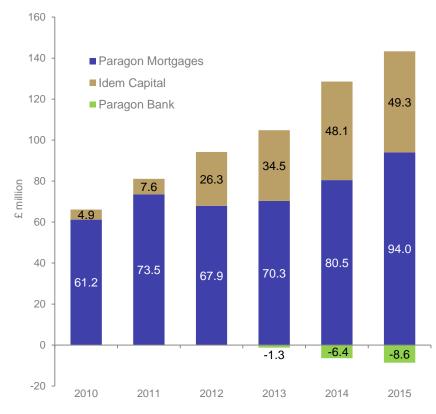


- Further profit growth up 2.5% to £49.3 million (2014: £48.1m)
- 84 month ERC £580.8 million (2014: £581.8m) and 120 month ERC -£677.7m (2014: £682.2m)

### paragon bonk

- £8.6 million (2014: £6.4m) loss reflects start-up expenses
- Momentum building on loan origination £409.1 million (2014: £5.8m)
- Bank tax surcharge only applies to Bank's profits >£25 million

#### Operating profits increased by 10.2%



(2010 to 2012 unaudited; 2013 restated)

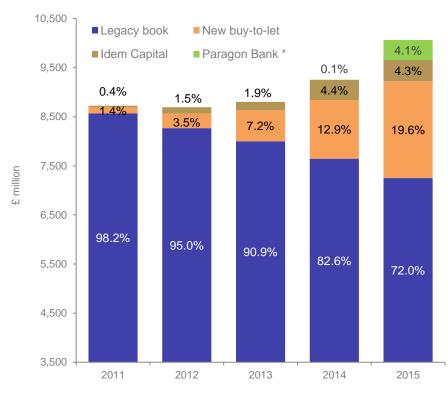


### Loan portfolio and investments

# New portfolios represent growing proportion of Group assets

- New buy-to-let loan book grew 64.3% on 2014
- Legacy buy-to-let book amortising at 4.4% but remains dominant part of balance sheet
- Idem Capital investments of £104.4 million
  - Balance sheet outstandings £451.0 million (2014: £426.5m)
- Paragon Bank originations increasing
  - £350.0 million of buy-to-let lending
  - £59.1 million of consumer lending
  - Balance sheet outstandings £407.8 million
- Growth in new business flows will accelerate change in mix
  - Five Arrows purchase adds further diversification

#### Loan book at 30 September 2015

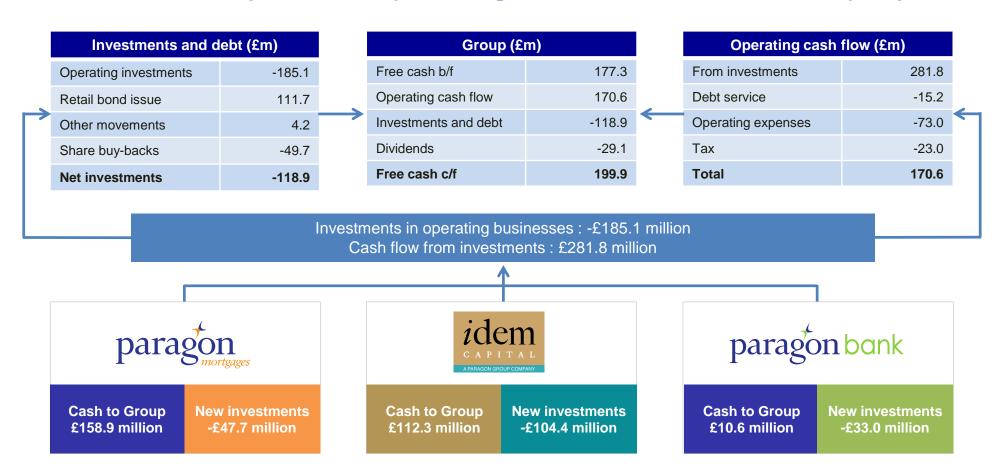


\* Includes buy-to-let funded by Paragon Bank



### Group cash flow

### Conservative capital and debt positions generate material balance sheet capacity



### Capital and leverage

Group consolidated capital	
Core Tier 1 capital *	£939.7m
Tier 2 capital	£36.6m
Risk exposure (RWA and operational risk)	£4,929.3m
CET1 ratio *	19.1%
Total capital ratio	19.8%

Group consolidated leverage ratio	
Tier 1 equity *	£939.7m
Balance sheet assets and off balance sheet items	£12,181.5m
Leverage ratio *	7.7%

Group solo net	debt
Corporate debt	£408.9m
Free cash	£199.9m
Net debt position	£209.0m

#### Paragon Bank capital requirements

- Paragon Bank has a separate Individual Capital Guidance (ICG) level set by the PRA
- Annual ICAAP includes planned balance sheet development, drives the scale of annual capital injections from Group

#### Five Arrows acquisition

- Group's capital position remains strong following transaction
- Pro-forma CET1 and leverage ratios of c16.6% and 7.0% had the transaction completed on 30 September 2015

#### Capital management focus

- Dividends further reductions in cover ratio to lower end of target range (3 to 3.5x) by 2016
- Initial £50 million share buy-back programme commenced in December 2014
  - £49.7 million acquired by 30 September 2015
  - Programme extended by up to further £50.0 million



<sup>\*</sup> Adjusted for proposed dividend

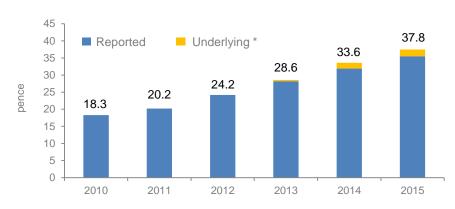
### Key financials

### **Progress on key financial metrics**

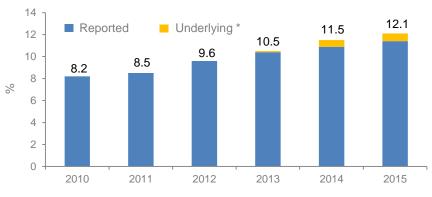
- Trend growth in EPS maintained
  - Underlying EPS up 12.5% year-on-year
- Dividend growth up 22% in line with targeted cover ratio
- Continued growth in RoTE

#### Dividend per share 12 11.0 9.0 10 7.2 8 pence 6.0 6 4.0 3.6 2010 2011 2012 2013 2014 2015

#### Earnings per share



#### Return on tangible equity



\* Underlying excludes impact of Paragon Bank



# Strategy and business development

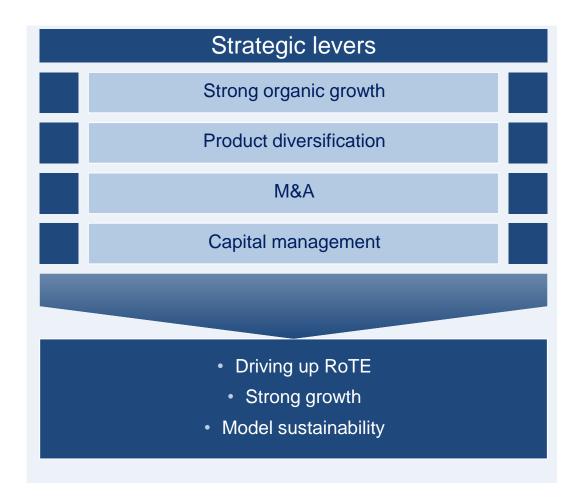




### Specialist lending strategic focus

### Employing strong capabilities in:

- · Intermediary distribution
- Mortgage, consumer and SME sectors
- · Data analytics
- Risk management
- · Specialist loan servicing
- Low cost operating model





### Buy-to-let - new lending

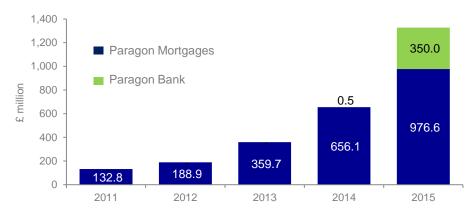
### New buy-to-let lending contributing increasing share of interest income

- Increased buy-to-let lending of £1,326.6 million (2014: £656.6 million)
- Segmental margin enhanced despite carry cost of 2015 retail bond issue and increased competition
- Credit quality remains exemplary
- Redemptions remain low, in line with expectations
  - Legacy portfolio 4.4%
  - New portfolio 12.1%
- Paragon Bank's 26% total completions moving towards at least 50%

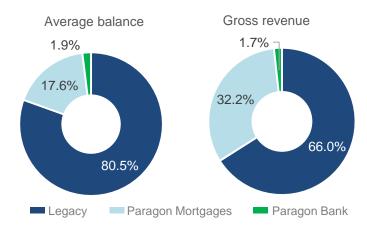




#### Buy-to-let completions



#### New buy-to-let lending share of revenue rising

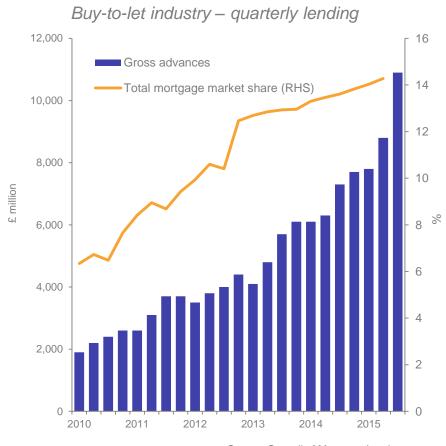


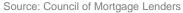


### Paragon Mortgages – outlook

### **Underlying strong demand in PRS**

- Structural drivers to PRS growth remain
- MMR adding to PRS demand
- Buy-to-let tax changes
  - No change to date in customer behaviour
  - Six year deferral and mitigants exist
- Potential buy-to-let macroprudential changes
  - HM Treasury consultation awaited
  - However, powers likely to be granted in 2016
  - "... no immediate case for action in BTL ..." FPC
  - Focus likely to be on maintaining underwriting standards
  - Paragon's underwriting performance exemplary and risk models robust
- Buy-to-let market experiencing strong growth
  - Up 32.4% in 2014 to £27.4 billion (2013: £20.7bn)
  - Q3:2015 advances £27.5 billion (Q3:2014: £19.7bn)
- Pipeline at 30-Sep-15 up by 72.1% £713.7 million (2014: £414.8m)
  - Paragon Bank 43% of pipeline
- PwC forecast number of households in PRS will rise by 1.8 million homes - c25% of households will be in PRS





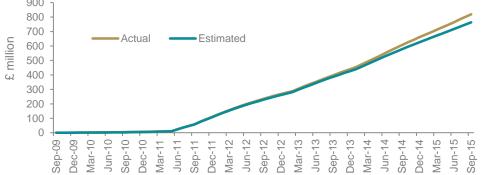


### **Idem Capital**

- Strong contribution to Group profit
  - £49.3 million in 2015 (2014: £48.1m)
  - 36.6% of Group profits
- Cumulative cash flow 107.2% (2014: 105.3%) of underwriting estimate
- £104.4 million net investment (2014: £175.7m)
- Balance sheet carrying value £451.0 million (2014: £426.5m)
- 2015 investments focused on business-as-usual unsecured loans

#### 49.3 48.1 40 34.5 £ million 30 26.3 20 10 7.6 4.9 2011 2012 2013 2014 2010 2015 restated

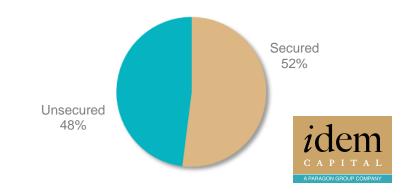






Idem Capital operating profit

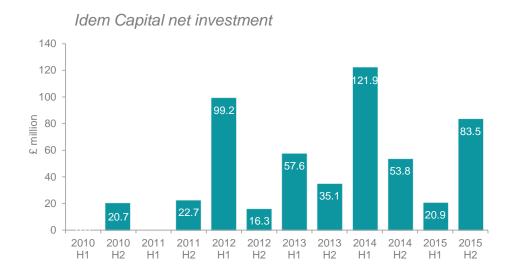
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### Idem Capital – outlook

- Continued focus on performing and semi-performing consumer debt
- Vendor behaviours influencing structure of market
  - Smaller panels
  - Larger but less frequent paying debt trades
  - Continued flow arrangements for NPLs
- Competitive environment, however our pricing and credit disciplines maintained
- Pipeline remains strong in both number and value terms
- Over medium term:
  - Consumer lending levels expected to increase by 4% per annum to 2018 (Ernst & Young), supporting supply
  - Future debt flow expected to be enhanced by regulatory and accounting changes (IFRS 9)



### Paragon Bank - strategy

Extension of Group's model, heritage and strategy Centralised low-cost model Specialist lending focus Capital efficiency **Diversification of income streams** and funding sources

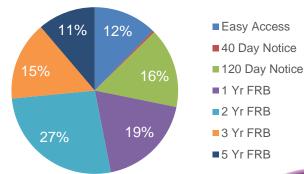
- Highly experienced banking team in place
- Low cost operating model
  - Utilising Paragon Group's established infrastructure for servicing, IT and support functions
- Specialist lending expertise
  - Benefitting from Group's extensive experience across multiple asset classes
- Access to funding
  - Low cost deposit gathering through direct channel
- Key component of diversification strategy
  - Organic and acquisitive



### Paragon Bank

- Retail deposit raising activity gaining momentum
  - At 30-Sept-15 £708.7 million of deposits raised since launch
  - Current deposit balances now over £950 million
  - Pricing management controlled flow, significant capacity available
- Three lending product lines launched
  - Buy-to-let
    - Accessing Group distribution
    - New lending £350.0 million
    - Pipeline £309.4 million
  - Cars
    - Distribution building over time, fragmented market
    - 2015 new lending £43.9 million
    - Lending growth to build over medium term
  - Secured
    - Distribution building over near term
    - New lending £15.2 million
    - MCOB regulation in 2016 may be disruptive to market flows
- New product developments
  - Asset finance acquisition of Five Arrows in November 2015
  - Residential property development finance launched November 2015
  - Specialist residential mortgages in development

#### Retail savings – product mix







Best New Savings Provider

#### Customer feedback

91% opening a savings account with Paragon Bank rated overall process as 'good' or 'very good' 84% stated they would 'probably' or 'definitely' take a second product with Paragon Bank



### Paragon Bank acquisition – Five Arrows

- Acquisition of Five Arrows Leasing Group for £117 million from Rothschild & Co – completed 3 November 2015
- £245.1 million total assets as at 31 March 2015
- £10.2 million profit before tax for year ended 31 March 2015
- Existing debt refinanced on completion through retail deposits
- Paragon Bank now expected to move into profitability in 2016
  - 2016 will not be a full year for Five Arrows
  - Transaction and integration costs c£3 million
  - Integration process underway
- Acquisition will form basis for further asset finance growth within Paragon Bank

#### Acquisition assessment criteria

- Earnings and RoTE enhancing
- Sustainable business
- Growth potential
- Strong market position
- Experienced management and cultural fit



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### Paragon Bank – Five Arrows Leasing Group

	Description / client base	Brands <sup>1</sup>	Products / services	Assets financed	Typical deal size	Distribution
SME Equipment	Provides asset finance to SMEs in a wide range of sectors (incl. printing, manufacturing and comm. vehicles)	ROTHSCHILD Five Arrows Business Finance	Leasing (HP, operating lease, finance lease, sale & leaseback) Invoice finance	Machine tools, printing equipment, vehicles and contractors plant	£10k - £1.5m	Broker Direct Vendor
Media Equipment	Equipment for film, broadcast, audiovisual and pro-audio sectors; also veterinary sector (through Capital Professions)	FIVE Arrows Media Finance FINELINE CAPITAL PROFESSIONS FINANCE	Leasing (HP, operating lease, finance lease, sale & leaseback) Receivables financing Managed service contracts	Broadcast, IT and veterinary equipment	£50k - £1.0m	Broker Direct Vendor
Commercial Vehicle Services	Focus on municipal vehicles; expanding into other specialist vehicles	SFS TS  ROTHSCHILD Five Arrows Vehicle Finance	Leasing (HP, operating lease, finance lease, sale & leaseback) Contract Hire Fleet management Workshop management	Refuse collection vehicles, road sweepers and commercial vehicles	£100k - £2.5m	Broker Direct Vendor
Construction Equipment	Focus on SMEs in the construction and civil engineering sectors	DASH	Leasing (HP, operating lease, finance lease, sale & leaseback)	Construction, civil engineering and mining plant and equipment	£100k - £1.5m	Direct Vendor
Outsourcing Solutions	Back office administration services for asset finance and manufacturers captives	ROTHSCHILD  Five Arrows Outsourcing Solutions	Portfolio management Billing and collection Stand-by servicing	28,264 contracts administered	n.a.	n.a.

<sup>&</sup>lt;sup>1</sup> Rebrand during Q1:2016



### Paragon Bank Asset Finance strategy

- Pursuing a growth strategy into SME markets
- Asset finance market currently £26 billion pa of new business
   £66 billion in stock
- Highly fragmented market, niche focused
- 90 day strategic review of growth opportunities underway
- Substantial opportunities exist
  - Product extensions currently a narrow list of products
  - Improved funding now available capacity and pricing
  - Operational scale benefits should arise
  - Additional M&A opportunities exist in this sector

#### UK SME market originations



Source: Finance & Leasing Association

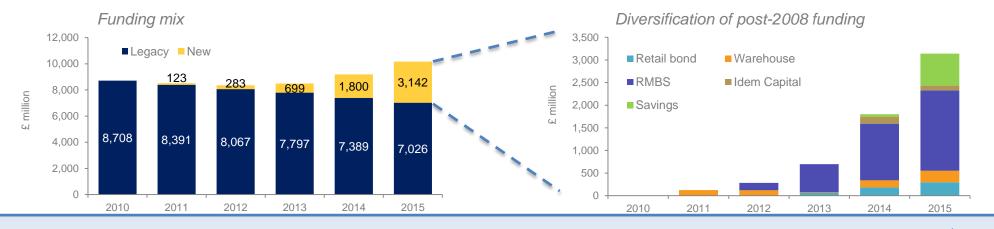


### **Funding**

- Warehouse capacity increased to £950 million (2014: £550m)
- £828.7 million raised through securitisations over last 12 months
  - Accessed Euro markets to meet growing demand from European investors
    - further step in strategy to broaden and diversify funding sources
  - Market conditions currently disrupted by substantial legacy refinancing (PM24)
- Retail deposit raising activity through Paragon Bank
  - £708.7 million of deposits raised since launch at year end
  - Over £950 million to date
  - Significant capacity via £1.8 trillion market
- Investment grade (BBB-) debt rating assigned by Fitch
- Third retail bond of £112.5 million issued in August 2015
- £65.5 million raised post-year end through re-leveraging certain Idem Capital assets

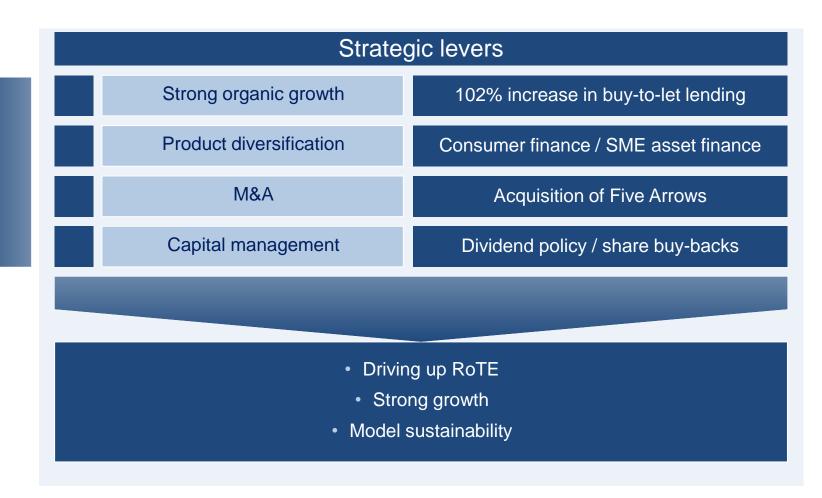
Significant step-up in funding capacity and diversification, supporting growth and re-leveraging plans, enhancing capital allocation optionality

- Paragon Bank
  - Advanced 26% of 2015 buy-to-let lending
  - Advancing 43% of buy-to-let pipeline
  - Targeted to fund at least 50% of Group's new lending over medium term



### Delivering strategic levers

Product and funding diversification supports improved capital allocation optionality





### Conclusion

#### **Excellent year for lending growth and progress in Group's strategy**

- Strong financial performance
- Material uplift in buy-to-let new lending
- Further material increase in buy-to-let lending expected in H1
- Paragon Bank delivering new lending opportunities
- Continued debt purchase opportunities but likely to remain lumpy

#### Further progress in funding diversification plans

- Deposits representing increasing share of new funding
- Investment grade rating provides corporate debt access
- Supports re-leveraging objective and enhances capital allocation optionality

### Specialist lending markets provide significant growth opportunities

- Five Arrows presents substantial opportunity for future growth and development
- Additional asset finance product opportunities
- Further specialist lending opportunities through Paragon Bank

#### Further improvement in shareholder returns targeted

- Capacity exists to support strong growth
- On-going disciplined capital management



# Full-Year Financial Results

The Paragon Group of Companies PLC





# Appendices



# Introduction to Paragon





### Strategy

#### UK's leading independent specialist lender

- 30 year track record, FTSE 250 with c£1.2 billion market capitalisation
- £11.2 billion of loan assets under management

### Industry leading underwriting and special servicing

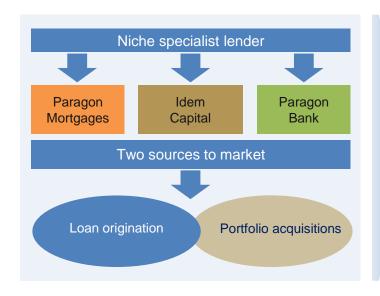
- Buy-to-let arrears significantly below industry averages
- Strong special servicing capabilities
- Comprehensive data analytics and risk management skills

#### **Experienced management team**

 Stable management team with extensive through-the-cycle experience

#### Significant growth opportunities

- Private Rented Sector in long-term structural growth
- Debt purchase market opportunities increasing
- Specialist lending in retail banking markets
- Asset finance post-Five Arrows acquisition



#### Strategic priorities

- Clear focus on specialist lending products
- Environment presenting increasing opportunities

#### Strong and continuous focus on:

- Mortgage and consumer sectors
- Data analytics
- Risk management
- Low cost model

#### Driving diversification of:

- Income streams
- Funding sources

- Strong growth with sustainability
- Improving shareholder returns
- Disciplined capital management



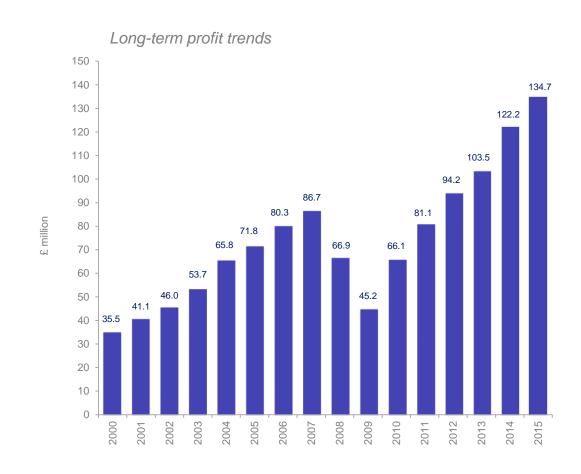
### **Profits**

#### Strong profit record

- · Long track record, profitable through-the-cycle
- 2015 record profits of £134.7 million
- Strong operational net cash flow over £170 million before investments and dividends
- Highly efficient model underlying cost:income ratio 29.3%

#### **Robust balance sheet**

- £969.5 million equity base
- Robust and diversified funding strategy



### Core businesses

### Leveraging our underwriting and servicing expertise

#### Paragon Mortgages

- Leading independent buy-to-let lender
  - niche, specialist strategy
- Market-leading credit standards
- Distribution primarily via intermediaries



### **Idem Capital**

- Leading UK consumer debt purchaser
- Over 20 years experience in loan management – serviced c1.5 million accounts
- Contributed 36.6% to 2015 Group profits



#### Paragon Bank

- Launched in 2014
- No branch network
- Utilises Group's services to optimise cost efficiency
- Product lines:
  - savings
  - car finance
  - secured personal loans
  - buy-to-let
  - residential development finance
  - SME asset finance





### Through-the-cycle management experience

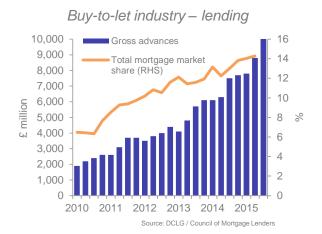
- Investors in People Champion status held by only 1% of UK financial services companies
- Principles learnt through recession in early 90s and credit crisis embedded into business
- Strong culture and values

28 <sub>years</sub>	Executive director average Paragon duration
15 <sub>years</sub>	Executive management team
9 years	Paragon's average length of service 2x national average
years	Paragon's management level average length of service - 3x national average





### Growth opportunities





- Buy-to-let market experiencing strong growth
  - Up 32.4% in 2014 to £27.4 billion (2013: £20.7 billion)
  - Q3:2015 advances £27.5 billion (Q3:2014: £19.7 billion)
- Strong rental demand and improving landlord confidence
- PRS now accounts for 19.4% of English housing – second largest housing stock

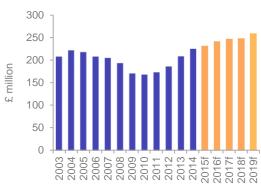




#### Idem Capital

- Well established £1 billion+ pa core debt purchase market - forecast for strong growth
- Additional bank de-leveraging sales take opportunities to £2 billion+ pa
- Market participants
  - Specialist debt buyers
  - Banks
  - Hedge funds
  - Bond funds
- Debt availability increasing to support asset purchases and refinance existing assets
- Growing proportion of paying-debt sales

#### UK consumer finance market



Source: FLA / Datamonitor

#### Paragon Bank

- Positive economic outlook
- 40% of UK savings through online facilities
- Consumer finance market expected to increase by £34 billion to reach £258 billion by 2019
- Car finance market £31.4 billion in 2014 up 17.9% year-on-year
- Secured loan market grew by 34.6% to £548 million
- Access to £66 billion asset finance market following Five Arrows acquisition



# Company overview





### Group overview

Key facts	
Established	1985
AUM	£11.2 billion
NAV	£969.5 million
Index	FTSE 250
Market cap	c£1.2 billion
Employees	1,040
Location	HQ: Solihull, West Midlands

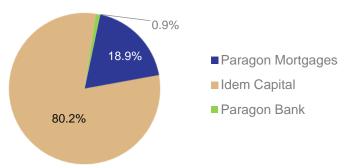
History	
1985	Launched as a specialist lender, fully listed on LSE
1986	Acquired first loan portfolio
1987	Completed first securitisation in UK mortgage market
1995	Launched first buy-to-let products
2002	Admitted to FTSE 250
2003	Acquisition of Mortgage Trust (c. £2 billion portfolio)
2009	Launched Idem Capital and Moorgate Loan Servicing
2010	Re-commenced buy-to-let lending
2011	First post-credit crunch securitisation launched
2013	First retail bond raised £60 million
2014	Second retail bond raised £125 million
2014	UK banking subsidiary – Paragon Bank - launched
2014	Idem Capital-specific funding raised
2015	Third retail bond raised £112.5 million
2015	Acquisition of Five Arrows Leasing Group (£245 million total assets)



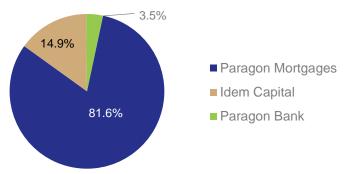
### Segmental loan assets







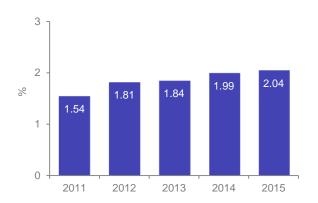






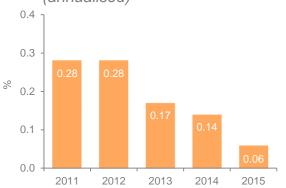
### Key financials

#### Net interest margin

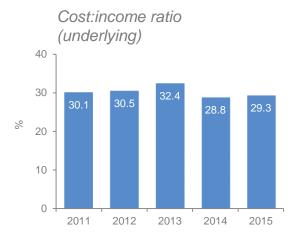


- Wider margin on new mortgage loans
- Idem Capital assets delivering strong cash flows

Impairments as % of total loan assets (annualised)



- Charge reduces to £5.6 million (2014: £12.3m)
- Nil impairment charge on Idem Capital as asset performance greater than expectations



 Cost:income ratio remains a key strategic differentiator for Paragon



### Diversified funding strategy

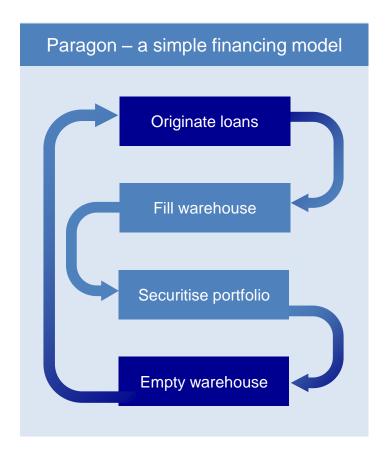
- Paragon Group holding company debt
  - Subordinated £110.0 million corporate bond April 2017 maturity 3.729%
  - Subordinated £60.0 million retail bond December 2020 maturity 6.0%
  - Subordinated £125.0 million retail bond December 2022 maturity 6.125%
  - Subordinated £112.5 million retail bond August 2024 maturity 6.0%
  - Investment grade rating (BBB-) to support future debt issuance
- Portfolio purchases
  - Assets held in limited recourse SPVs
  - Funded from Group's free cash resources / structured debt
- Retail deposit taking



### Securitisation

### **Programme increased in scale**

- Extant assets £9.2 billion funded through 23 limited recourse wholly owned SPVs
- New origination
  - £950 million warehouse facilities
  - After a few months, assets transferred to securitisation vehicle
- Successful securitisation programme re-established
- Since 2010, 9 transactions, raising £2.5 billion

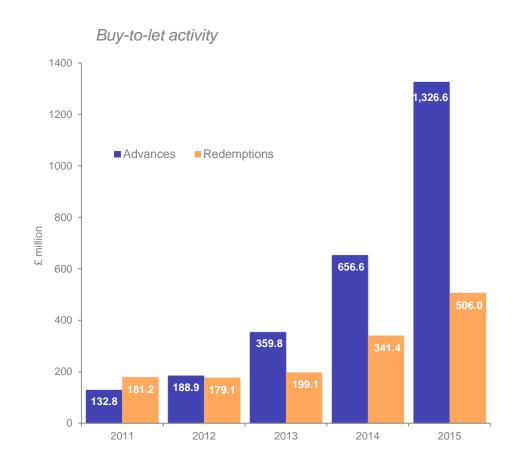




### New lending – buy-to-let

### Significant increase in buy-to-let lending

- Buy-to-let lending increased to £1,326.6 million (2014: £656.6m)
- Total new lending since return to market £2,664.5 million
- Pipeline at 30 September 2015 up by 72.1% £713.7 million (2014: £414.8m)
- Credit quality remains strong
  - New buy-to-let portfolio
    - Average LTV 66.9%
    - Average ICR 154.4%

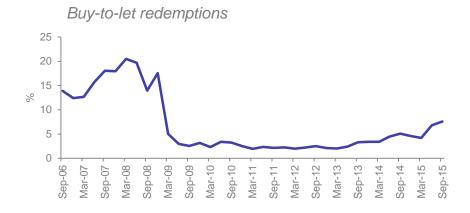




### Portfolio performance

# **Buy-to-let and Idem Capital portfolios** performing strongly

- Buy-to-let redemptions remain low at 5.8% (2014: 4.1%)
  - New portfolio 12.1%
  - Legacy portfolio 4.4%
- As expected, recent originations operate at higher redemption rates due to wider margins
- Buy-to-let credit performance remains strong
  - 3 months+ arrears fell to 19bp (2014: 25bp)
- Cash flows from acquired Idem Capital assets remain ahead of expectations at 107.2%





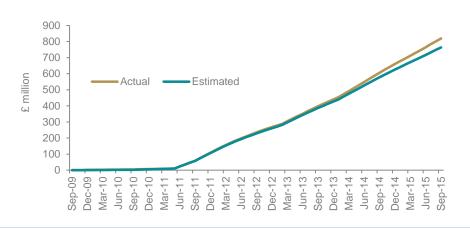
Source: Council of Mortgage Lenders / Paragon



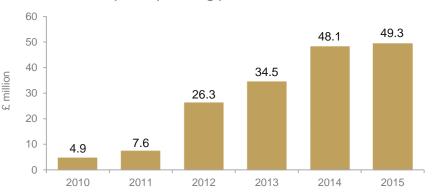
### Idem Capital is a leading UK consumer debt buyer

- Significant driver of Group profit
  - Contribution of £49.3 million in 2015 (2014: £48.1 million)
- Portfolio investments
  - £104.4 million invested in unsecured accounts in 2015
  - Outstanding investment value at 30-Sept-15 £451.0 million
- Strong pipeline of large scale further acquisition opportunities
  - Business-as-usual is increasingly paying-debt sales
  - Bank de-leveraging process ongoing
  - Servicing standards more important in new regulatory environment
- Cumulative cash flow improves to 107.2% of underwriting estimate
- Increasing emergence of substantial performing / mortgage deals

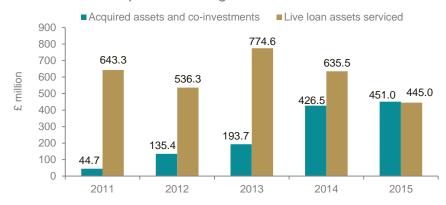
#### Cumulative cash flow on Idem Capital portfolios



#### Idem Capital operating profit



#### Idem Capital income generation





### Exposure to rising interest rates

#### Pre-2007 buy-to-let legacy portfolio

- Well seasoned
- High ICRs (current estimate 3.6 times on average)
- LTV average 70.6%

#### Post-2010 buy-to-let new lending

- Very high credit quality
- LTV average 66.9%
- Average ICR 154.4%
- · Strong additional non-property income
- 90% of new flow is fixed rate

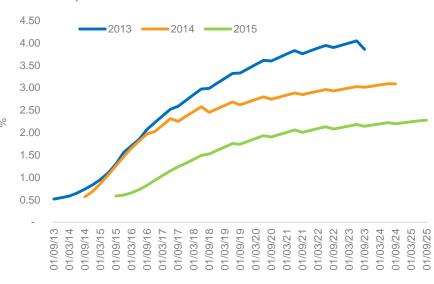
#### Second mortgage legacy portfolio

- House price appreciation and capital repayments continue to erode risk of loss
- Average seasoning of over 8.5 years

Above covers 97% of Group loan assets

- Likely to see slow and graduated interest rate increases
- High quality loan portfolios mitigate risk of rate rises





Net assets generate higher income at higher interest rates



Source: Bloomberg

### Regulation

Regulatory environment in UK witnessed significant changes in recent years, raising challenges for domestic financial institutions – this is expected to continue

Paragon's approach focused on anticipating regulatory developments, preparing well in advance and successfully managing through regulatory change to the benefit of our customers, franchise and financial performance

#### **Buy-to-let**

- EU Mortgage Credit Directive to be implemented by March 2016
  - Buy-to-let will only apply to very narrow part of market
- Buy-to-let macroprudential powers likely to be granted in 2016
  - FPC: "no immediate case for action..."

#### **Consumer finance**

- CCA responsibilities transferred from OFT to FCA
  - Full authorisation in process
- Second mortgage loans to be supervised by FCA subject to MCOB variant with effect from March 2016

### On-going changes in capital requirements

- Basel Risk Weighting Review
  - · IRB v standardised
- Significant capacity, even under standardised basis
- MREL rules awaited



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