



A transformative employee benefit

Asesh Sarkar, CEO and Co-Founder of SalaryFinance and
Simon Mounsey, HR Director of Agilisys

Why we are here

Financial wellbeing is a topic we are very passionate about. We believe it is one of the big problems in society today.

In this session we will cover:

- What financial wellbeing means
- Why as an employer you should care about it
- What you can do without taking on cost or risk
- Case study: Agilisys

1. What does financial wellbeing mean?

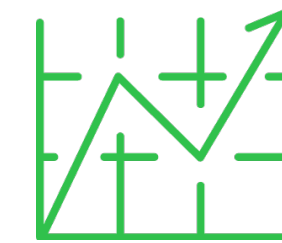
An employee is financially healthy if they...



...are in
control of day-
to-day
finances



...have a
buffer for
unplanned
spend



...are moving
towards
financial goals



1. Why should employers care?

1 in 3 employees say their finances negatively impact their work

WORRY



**46% of employees worry
about their finances**

LOSE SLEEP



18% lose sleep

LESS PRODUCTIVITY



**1 in 3 employees say
productivity is
impacted**



3.

What is causing the issue?

Middle-to-low income employees are saddled with high cost debt

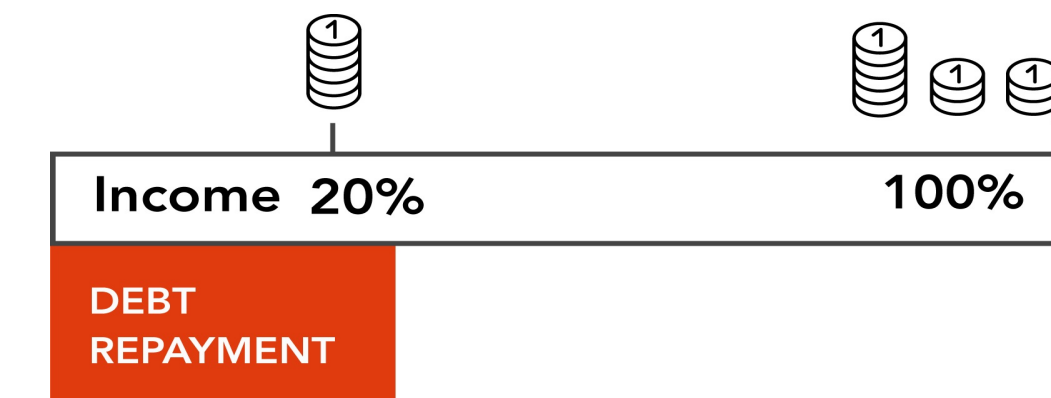


Middle-to-low income earners typically pay 3-300x the interest rate of higher earners...

...this reduces their disposable income and makes it hard for them to pay off their debt and to save.

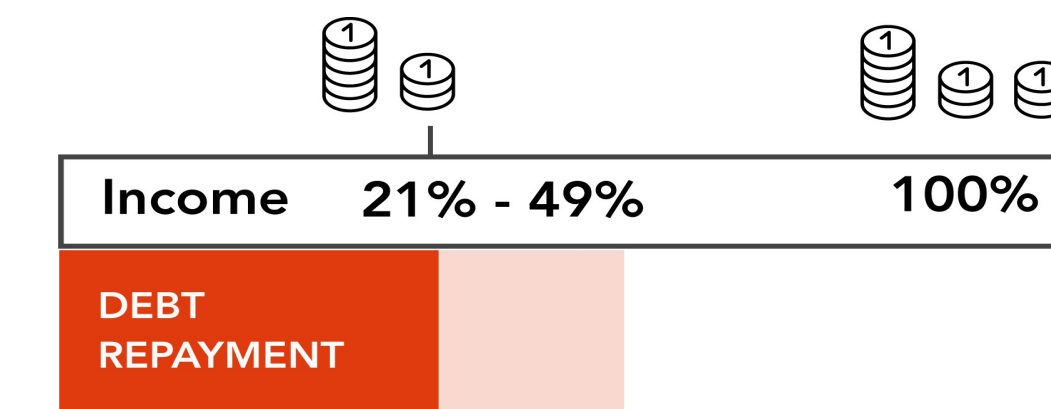
AVERAGE EMPLOYEE

20% of income spent on personal debt repayments



1 IN 3 EMPLOYEES

21-49% of income spent on personal debt repayments



Banks offer best value products to higher earners...



4. How does SalaryFinance help?

SalaryFinance helps employees to pay off their existing debt faster and save for their future.

Our platform:

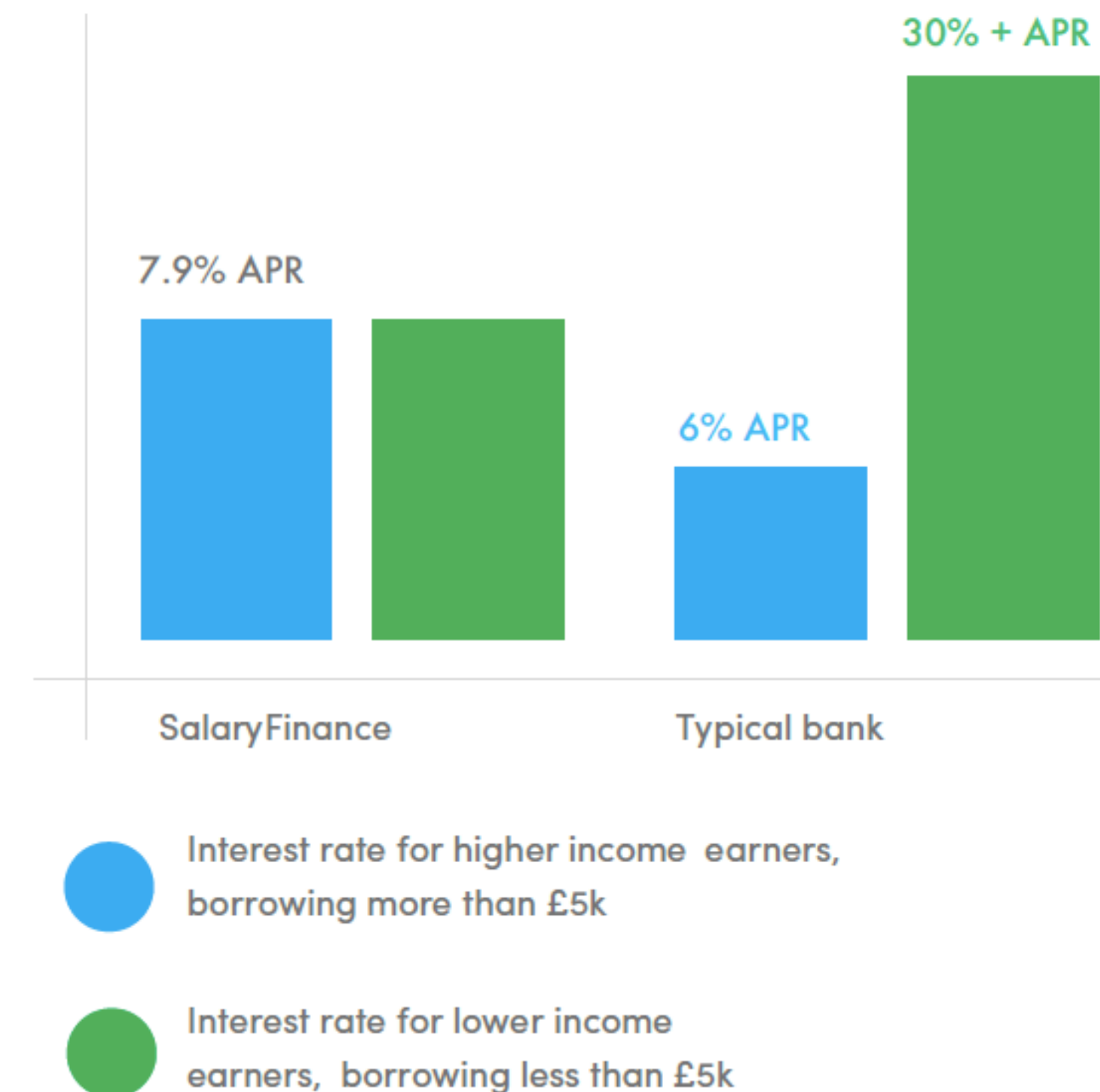
Consolidates existing debt into a single low cost loan that is **repaid via salary deduction** as an **employee benefit**.

This repayment method reduces cost and risk and allows us to offer a **single low interest rate** for all employees irrespective of income or **credit score**.

The impact:

The average employee switches **£2,700** of existing debt to SalaryFinance, with previous interest of 30 - 1,000% APR.

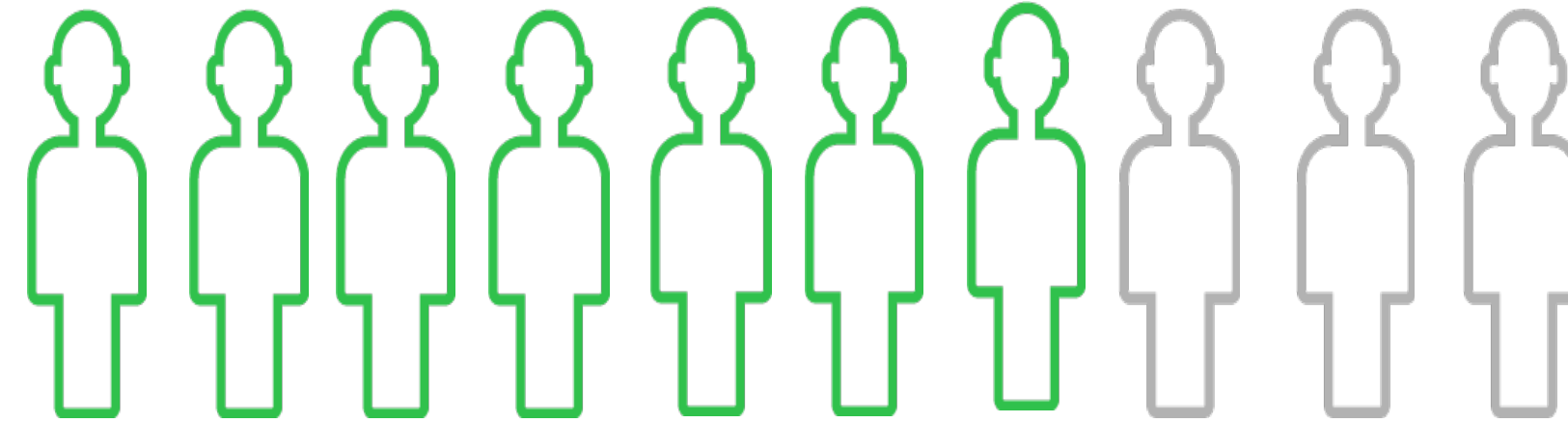
They save, on average, **£900** in interest with our fixed 7.9% APR, and get out of debt **1 year quicker**.



5.

As an employer, do you care?

7 in **10** employers say they care about
their employees' financial health



However, only 1 in **10** employees believe
them

Here's what Agilisys did when they realised that many of
their staff were suffering from high cost debt >>>

6.

Case study: Agilisys



2,000 person employee-owned company

Public sector services

The business motivator

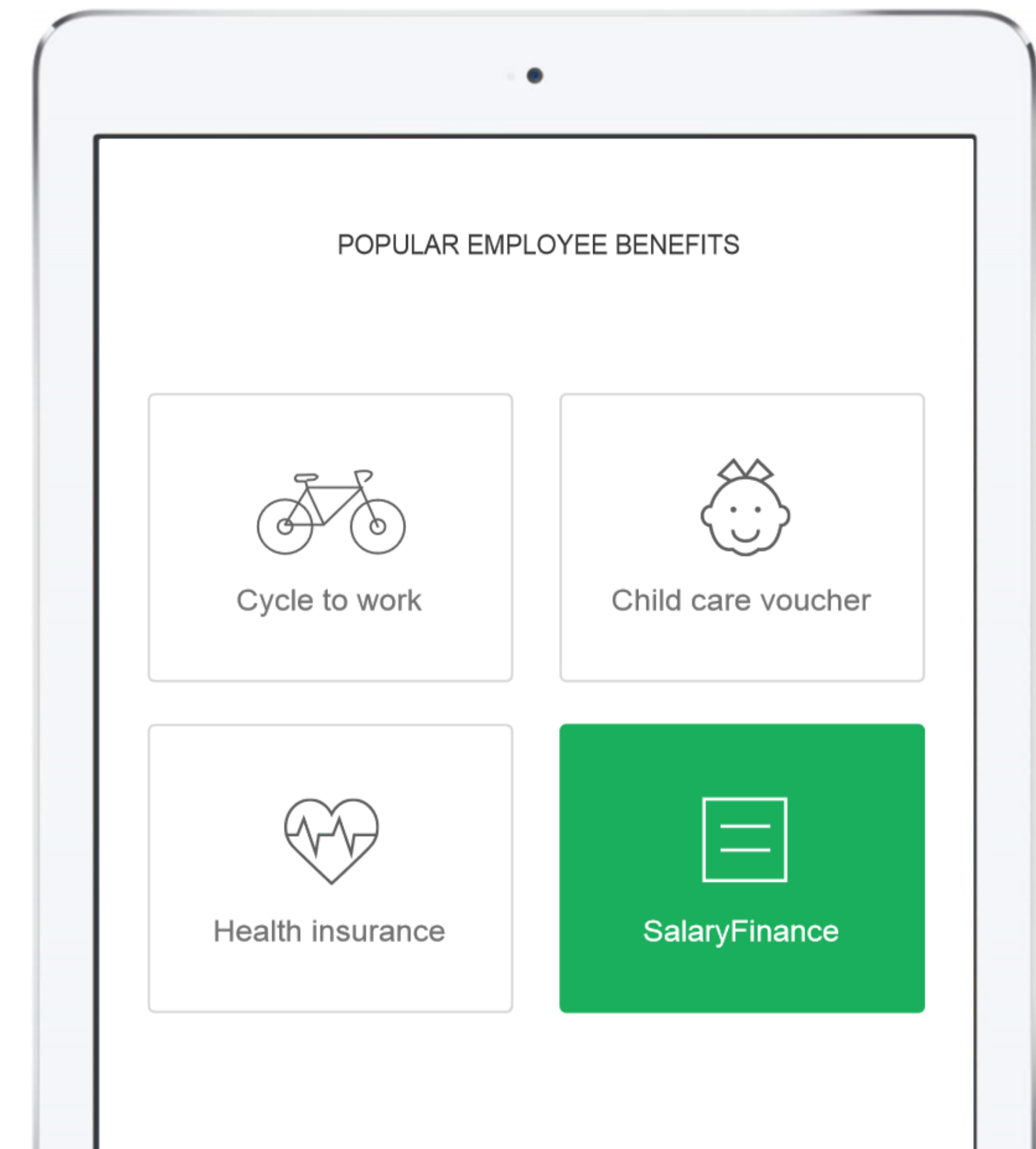
An internal survey revealed that, consistent with figures across the UK, some Agilisys employees had significant levels of personal debt and they were paying very high interest rates.

As an employee-owned company, staff wellbeing is important to us, and it was clear that this issue was impacting these employees at work and at home.

An interesting solution

SalaryFinance offered Agilisys a cost-and-risk-free way to address this problem and to improve employees' financial health.

It also supported our view that, we will not encourage debt, but help employees to pay off their existing debt quicker and to save.



7.

Case study: Agilisys

Measurable results

EMPLOYEE SAVINGS

£540 - £1,400

TAKE-UP

6%

COST TO EMPLOYER

£0

Following positive feedback from an employee forum, we conducted a six-week trial of SalaryFinance.

The trial was very well received, with good employee uptake and employee savings. One individual cut their interest costs by £1,400.

After a successful pilot, and also interest from employees not in the pilot group, the solution has been rolled-out of firm wide. Take-up has been highest in the contact centre, with circa 6% of employees using the product after 6 months since roll-out.

7.

Here's what other Agilisys colleagues have to say...





Questions?

Ash Sarkar, CEO and Co-Founder of SalaryFinance and
Simon Mounsey, HR Director of Agilisys