



Challenge

Millions of low-income households have poor access to mainstream financial services in the UK, which means many people struggle to get bank accounts, affordable credit and other financial products.

Revenue Model

Model Moneyline offers small, short-term, unsecured loans to customers who are denied credit or ignored by high street banks and who would otherwise pay too much for their money with higher cost lenders.

Impact

Moneyline has issued over 85,000 loans with a value of over £46 million to customers in some of the most disadvantaged areas of the UK. They also promote savings, which are swept into a linked bank account and is popular with 80% of new customers. Where appropriate, Moneyline refers or signposts customers to free, confidential debt advice.

Key Statistics

Duration: 7 years
Cost of capital: 6.75% & 10%
Turnover: £3.4 million
Investment: £1 million & £500,000
Product type: loan

