

6 May 2008

## FAIRPOINT GROUP PLC

### BOARD CHANGE

Fairpoint Group plc ("Fairpoint" or "the Group"), a leading provider of advice and solutions to financially stressed consumers, is pleased to announce the appointment of Christopher Moat as Chief Executive Officer. Chris will take up the position on 6 May 2008 when he will join the Board. He succeeds Andrew Redmond, who will become non-executive Deputy Chairman.

Chris Moat (aged 40) brings a wealth of experience from highly successful retail-focused, marketing led financial services businesses. Chris has held a number of senior general management positions and has experience across a wide range of leading financial services companies. Most recently, Chris held a variety of general management roles for Royal Bank of Scotland Group. These included Managing Director of Direct Line, Managing Director of Motoring and Directorships of Churchill Insurance and Green Flag. Prior to that, Chris was Managing Director of RBS's Partnerships division, where he helped grow key partners such as Tesco Insurance and Virgin Money's insurance offering. Chris's previous roles also include Director of Lending at GUS Home Shopping and Head of Consumer Direct at GE Capital Bank.

Mike Blackburn, Chairman of Fairpoint, commented: "As part of Fairpoint's new strategic direction announced late last year, Andy Redmond and the Board determined that the next phase of the development of the Group called for the appointment of a Chief Executive with a wider financial services background. A rigorous search has produced an outstanding successor. Andy's contribution to the business that he founded and has lead since 1997 has been exceptional and I am delighted that he will continue to play an active part within the Group after ensuring a smooth transition of his responsibilities to Chris. Chris has already been working alongside Andy in a consulting capacity for several weeks and a transition plan is well underway.

"Chris's experience and expertise is entirely relevant to Fairpoint as the Group expands its product offering to become the UK's largest and most respected provider of financial advice, solutions and services dedicated to financially stressed consumers.

We expect to continue to strengthen the Board as we ensure the right leadership is in place to deliver the next phase of the Company's growth."

Andy Redmond said: "In Chris Moat I believe we have found the ideal candidate to take the Group forward. It is the right time for me to step back from day to day responsibility and I am looking forward to my continuing involvement in a non-executive capacity."

Chris Moat commented: "I'm delighted to be joining the market leader in IVAs and very much look forward to consolidating that position, and driving the transition of the business into a broader based financial services business."

In the previous five years Chris Moat has been a director of the following companies:

## Current Directorships

None

## Previous Directorships

RBS Group Insurance Services Limited  
RBS Insurance Services Limited  
Tracker Network (UK) Limited  
Tracker Network Limited  
Sledgebrook Limited  
Kickshaws Limited  
Direct Line Insurance plc  
Direct Line Life Insurance Ltd  
Direct Line Unit Trusts Ltd  
Churchill Insurance Company Limited  
UK Insurance Company Limited  
Green Flag Group Ltd

There is no further information, in relation to Chris Moat's appointment, which is required to be disclosed pursuant to AIM Rule 17.

## Enquiries:

### **Fairpoint Group plc**

Andy Redmond, Deputy Chairman  
Chris Moat, Chief Executive Officer  
Andrew Heath, Company Secretary

0845 296 0200

### **Numis Securities**

Chris Wilkinson  
Lee Aston

020 7260 1000

### **Financial Dynamics**

Ed Gascoigne-Pees  
Nick Henderson

020 7269 7132

020 7269 7114

## Notes

At Fairpoint we develop and operate consumer financial services businesses.

We select markets or opportunities which show certain characteristics:

- Growing and sustainable consumer demand.
- Caused by deep-rooted market, regulatory or economic factors.
- Where innovation and effective channel execution can give sustainable differentiation.

As such our customers tend to be going through a period of life to which the mass financial services market is unable to provide a solution.

We make it our business to understand our customers in depth, to help them through their short term circumstances, and to continue that relationship, if they so choose, into the future. The solutions offered range from basic advice, such as simply destroying credit cards and curbing unnecessary expenditure, to the following solutions:

- consolidation loan
- re-mortgage
- informal arrangement

- individual voluntary arrangement (IVA)
- bankruptcy

Fairpoint always seeks (unlike many of its competitors who sell specific products) to systematically and impartially deliver the best advice to the consumer and recommend them the most appropriate solution.

Over the last few years we have been very much focused on the over-indebted market in the UK. Debt Free Direct has pioneered the debt advice and solutions industry and is a clear leader in the provision of IVAs, while Clear Start's impartial approach has appealed to a new segment of consumers, and has helped to take the relationships with the banks into a new era.

Our main objectives are to:

- introduce to our existing customer base a further range of 'most wanted' financial products and solutions;
- continue to increase our market share, in particular as the market goes through a phase of consolidation;
- address the new growth market of cases where customers are over-extended on debt that is secured against their property.

In the meantime we will continue to explore opportunities in markets that fit our investment criteria.

Fairpoint is based in Chorley, Lancashire, and was admitted to AIM in December 2002.