



# AGENDA

**1. Introduction**

**2. Product**

**3. Customer**

**4. Strategy**

**5. People**

**6. Performance @2021 Q3 end**

- Overall insight
- Sales
- Defaults
- Surplus
- Product financial CF

**7. Financials Y1-Y3**

# TIMELINE

- 1. Market research/Business plan – 2019 Nov**
- 2. Product setup - 2019 Dec**
- 3. Business requirements – 2020 Feb**
- 4. System development/integrations – 2020 May-August Market 1 (Spain) -  
Launch: 2020 October 1**
- 5. Market 2 (Asia) - Launch 2022Q2**

# PRODUCT



**Term:** 7-365 days

**Amount:** 50-1000 EUR

**Pricing:** ~1.68% per day

**Extensions:** term - 7, 14 ,30 days; price - % from principal

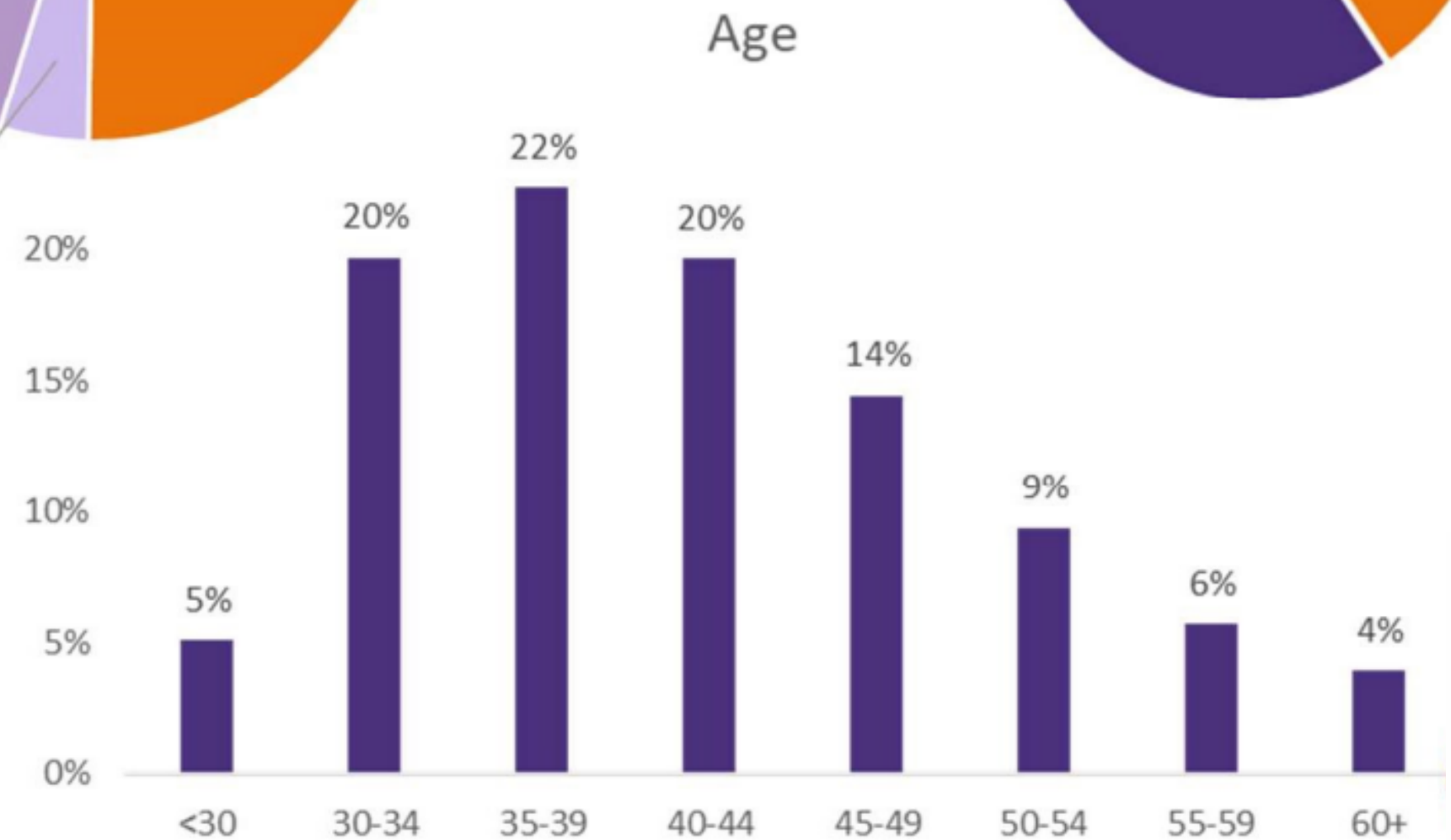
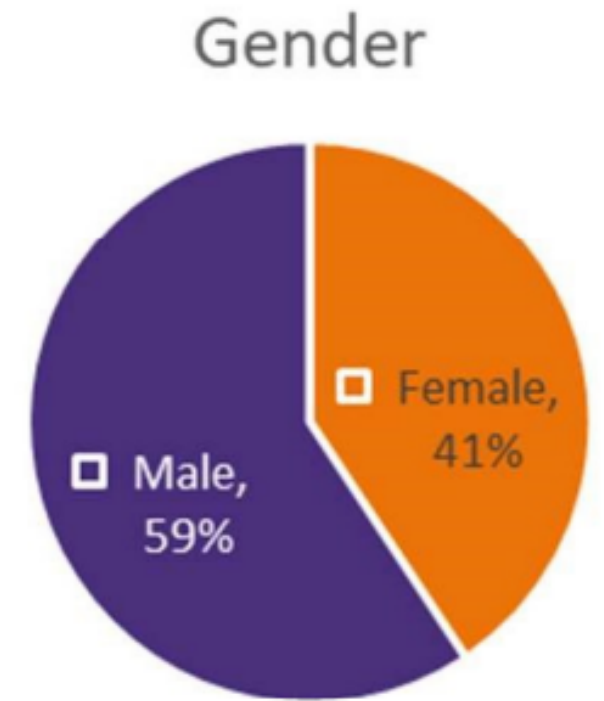
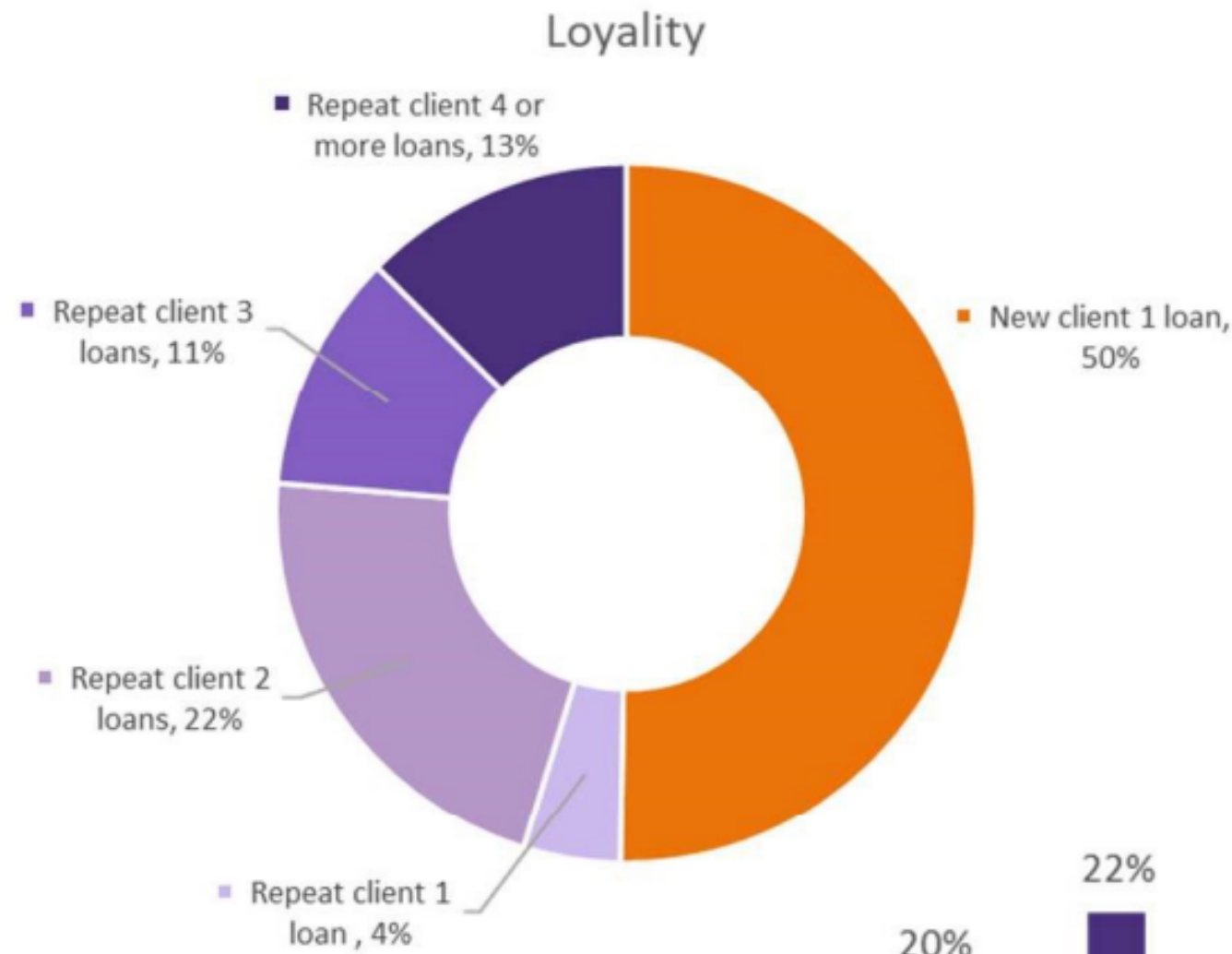
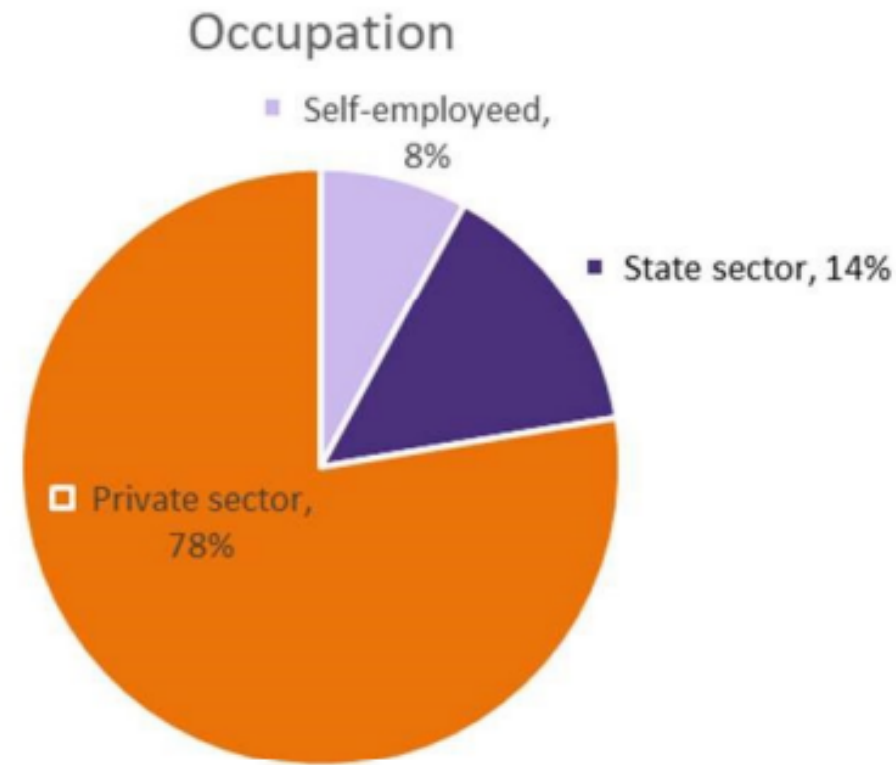
**Portfolio structure (Y1-Y3)**

95% term 7-30 days, 5% 31-365 days

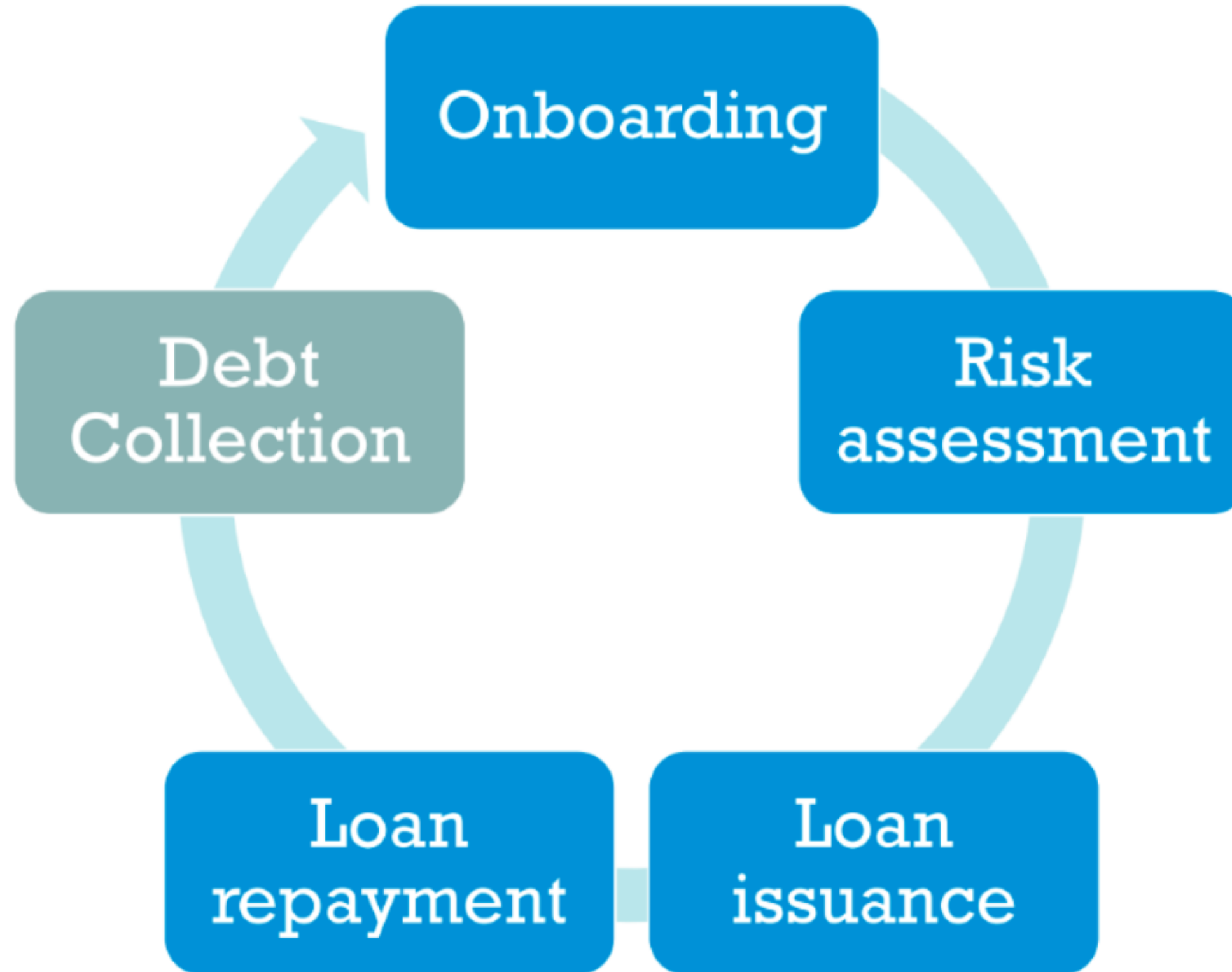
95% amount 50-1000 EUR, 5% 1001-3000 EUR

A screenshot of the Simpleros mobile application interface. At the top, the status bar shows 83% battery and 13:40. The main content area has a white background with a blue border. It features two sliders: "IMPORTE Hasta 1000 €" with a value of 50 selected, and "PLAZO Hasta 365 días" with a value of 7 selected. Below these is a summary box with a light gray background containing the following details: "Préstamo: 150 €", "Días: 21", "Pago: 1", "Fecha de devolución: 15/2/2021", "Intereses: 78.75 €", and "Total a devolver: 228.75 €". At the bottom of the screen is a large orange button labeled "SOLICITAR". The Android navigation bar is visible at the very bottom.

# CUSTOMER PROFILE



# PRODUCT





# STRATEGY

## PROFITABLE GROWTH

- Priority Y1 – maximization of portfolio volume (Growth)
- Priority Y2, Y3 – portfolio development to ensure repayment of liabilities Y3 (Profitable Growth)

## FULLY AUTOMATED PROCESS

- Minimize human recourse involvement in issuance/repayment operations
- Few people on project

## SUSTAINABLE BUSINESS

- Profitable business under regulation
- Self-sufficient portfolio from Y3
- External funding for new projects (market or product)

## PRODUCT DEVELOPMENT

- Digital 'banking' - through customer life/needs: to be the first choice for any kind of financial service
- Short term loans & Flexible Instalment loans, Insurance, Credit line, Loan for car , SME loans (factoring), payment card, E-wallet

# TEAM

## Founder

- 15+ years experience in finance industry
- 3 years with Robocash Group as Chief Risk Officer: from 3 markets to 8, Revenue growth from 20m USD to 132m USD, Net profit from 1m USD to 16m USD, Credit portfolio from 6m USD to 44m USD
- 3 years with 4Finance as Group Head of Data Science and Advanced Analytics: introduced automated risk decisioning for 16 markets: from 3 to 65 decisioning models where each model brought 30% additional yearly revenue
- 8 years with Balta part of RSA Group/PZU Group as Head of Actuarial Department

## IT

- outsourced professionals with 15+ years experience to provide finance and banking software with an individual approach

## Risk & Analytics

- experienced FinTech professional

## Marketing

- wide network of affiliates



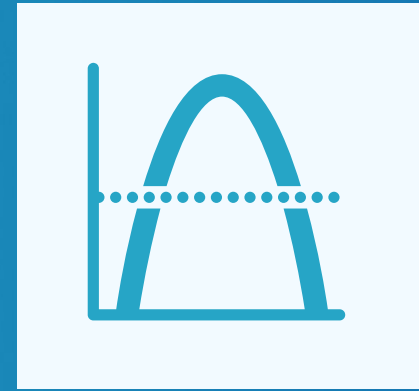
# STATISTICS



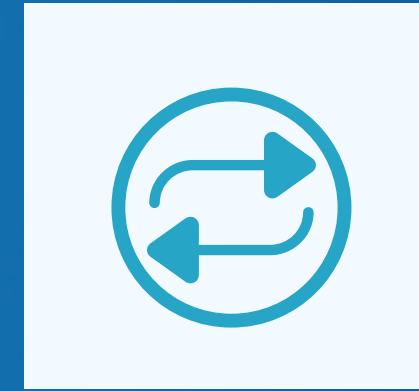
**22 876**  
registrations



**18%**  
aprooval rate



**~86 EUR**  
average loan



**55%/45%**  
new/repeated



**92%**  
return rate



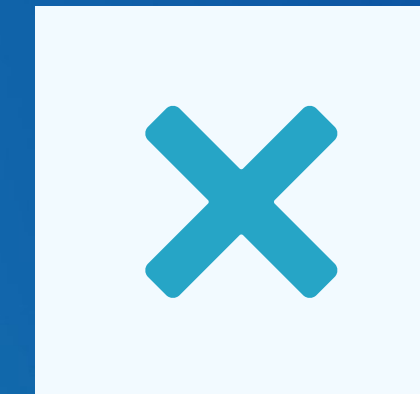
**3296**  
loans issued  
1479 - repeated



**~283k EUR**  
issued  
**~242k EUR**  
repaid



**~10%**  
extension rate



**~37%**  
default rate 90d+

# CUSTOMER ACQUISITION

- Channels: **Organic search, Google Ads, affiliates, FB**
- Conversion rate: **10%**
- Cost per registration: **1 EUR**
- Cost per new loan: **15 EUR**
- **90%** mobile device





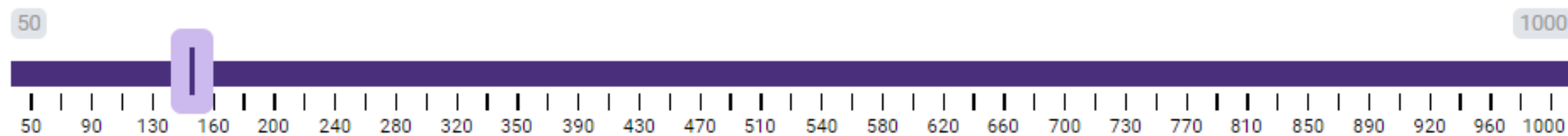
Correo electrónico

Contraseña

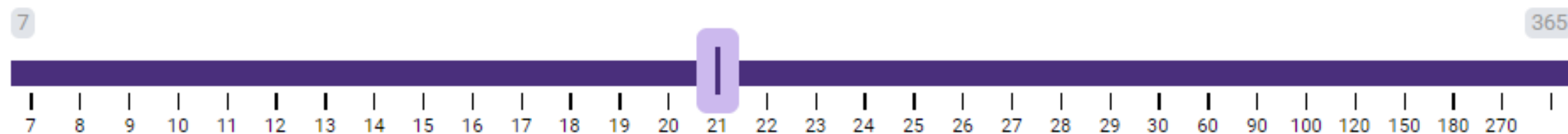
Entrar

[Olvido de contraseña](#)

IMPORTE **Hasta 1000 €**



PLAZO **Hasta 365 días**



Préstamo: **150 €**

Días: **21**

Pago: **1**

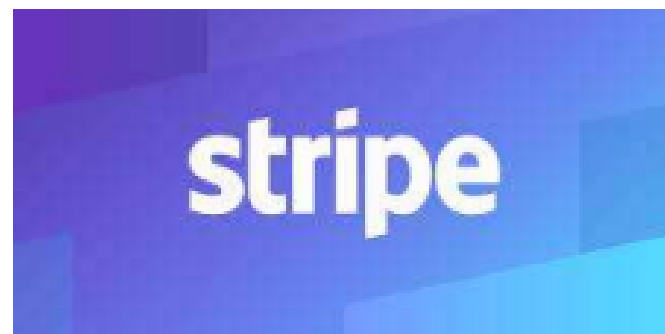
Fecha de devolución: **18/11/2021**

Intereses: **78.75 €**

Total a devolver: **228.75 €**

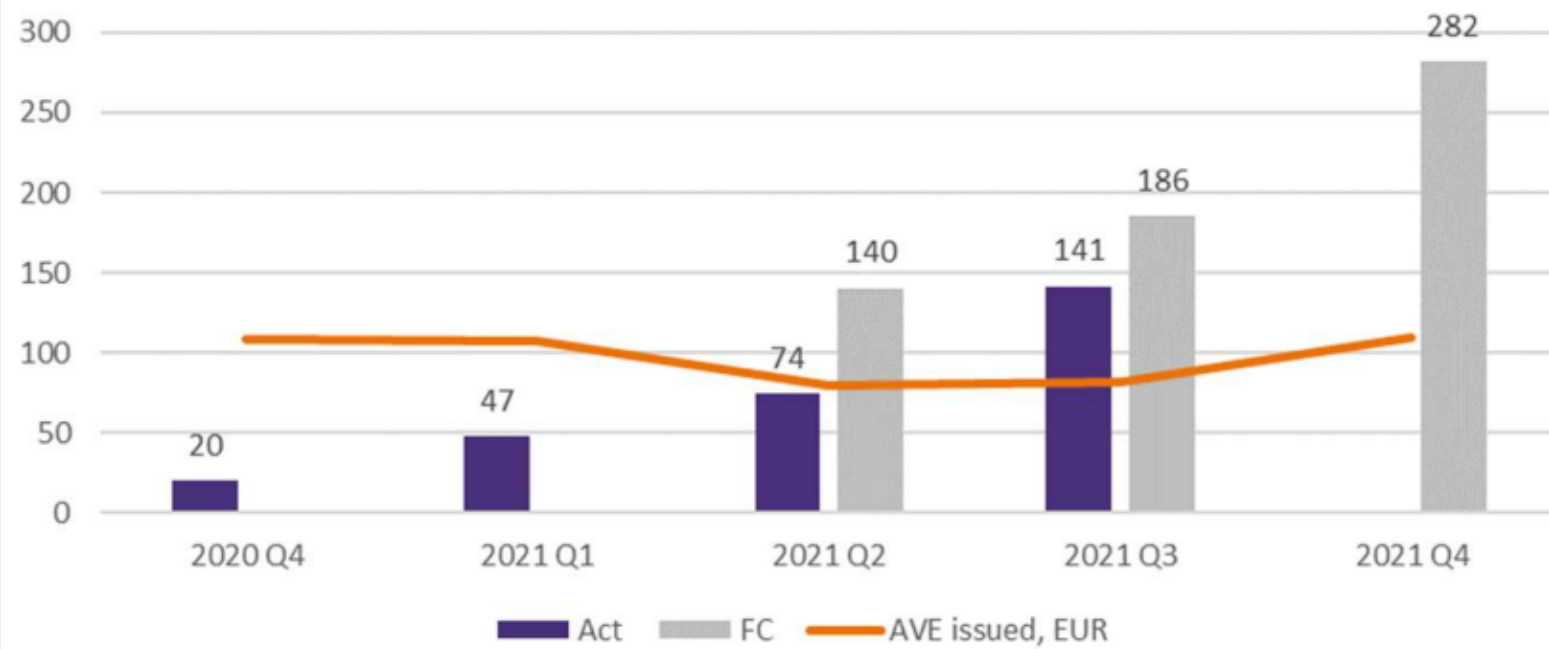
**SOLICITAR**

# SERVICE PROVIDERS



# SALES

Loans Issued, th EUR



## SALES

Growth QoQ: 90%

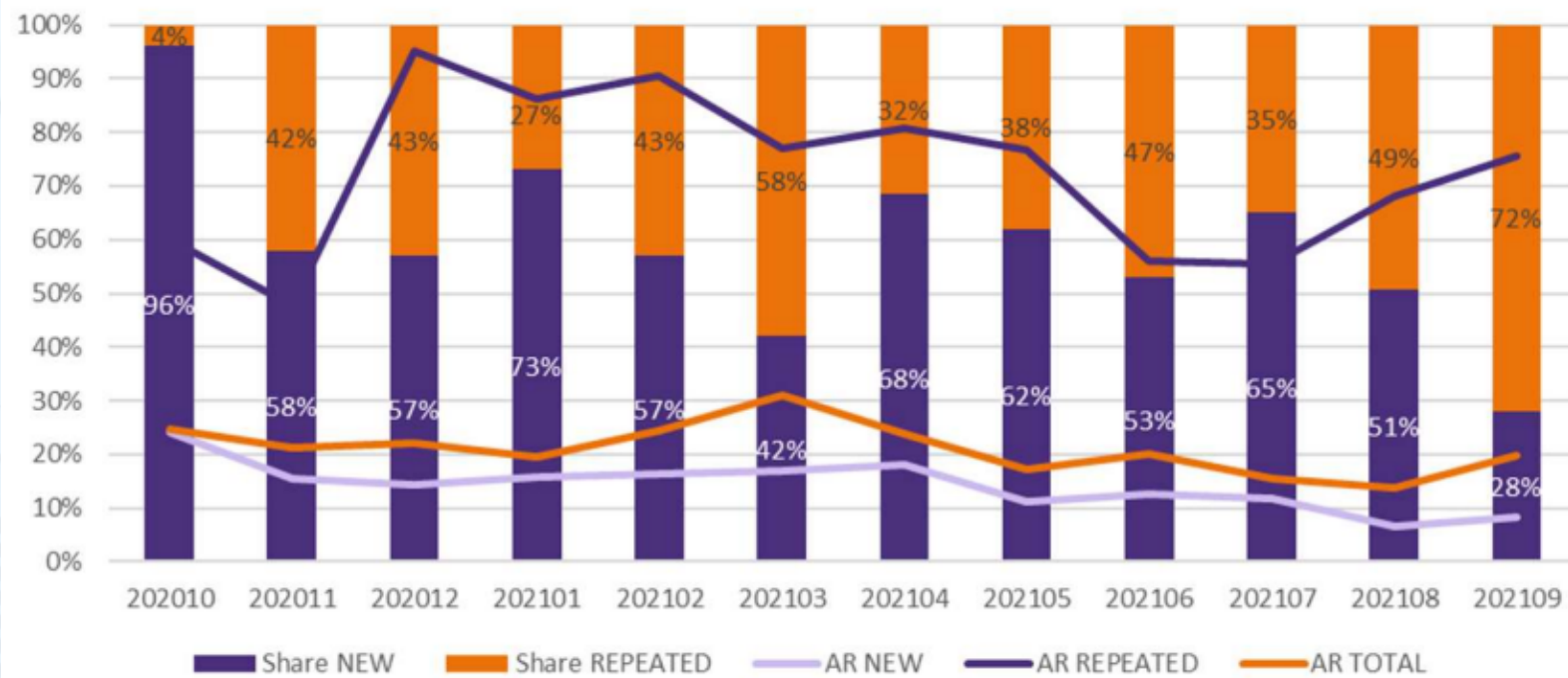
## AVERAGE LOAN SIZE:

Total 86 EUR

New 59 EUR

Repeated 109 EUR

Approval rate, %



## APPROVAL RATE:

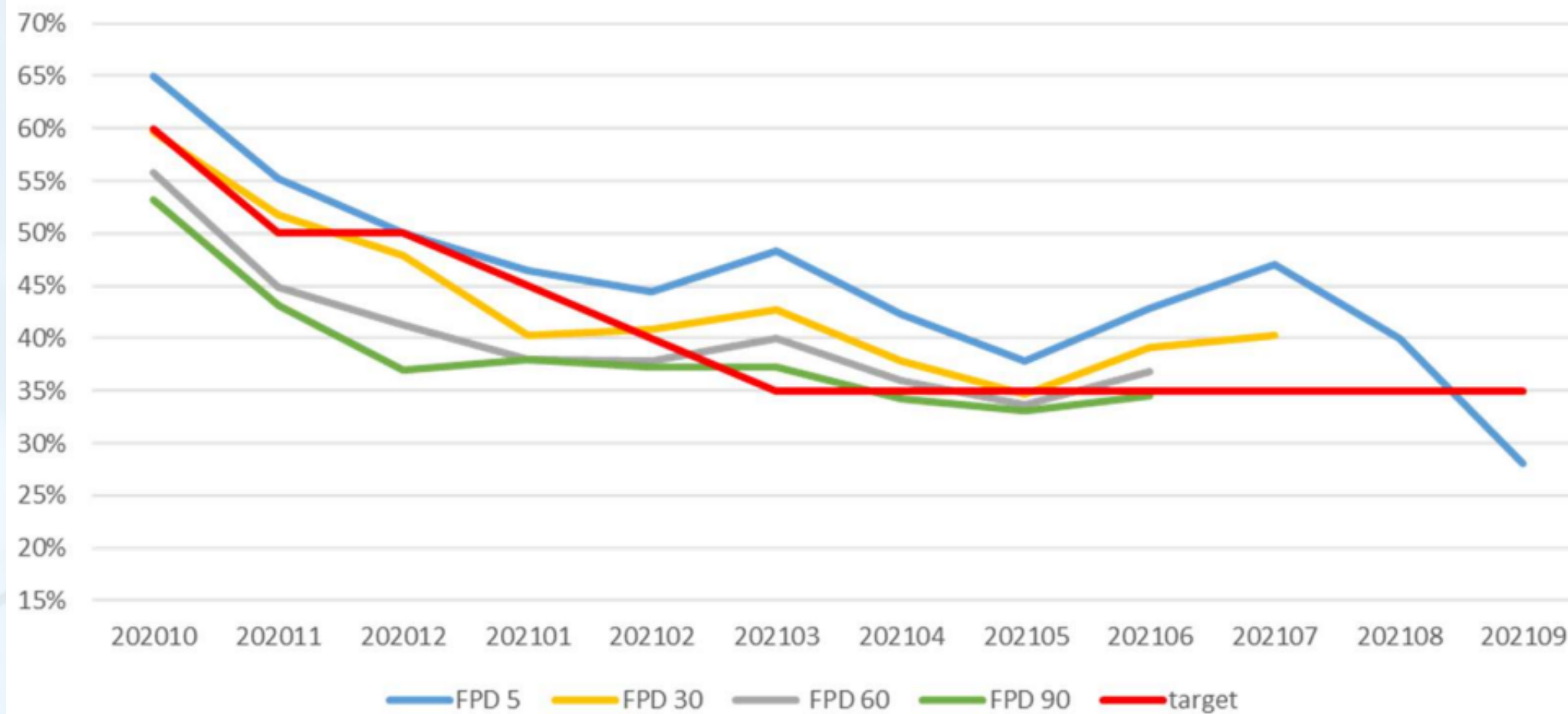
New 8.3%

Repeated 76%



# NON PERFORMING LOANS

Portfolio NPL's by UW periods

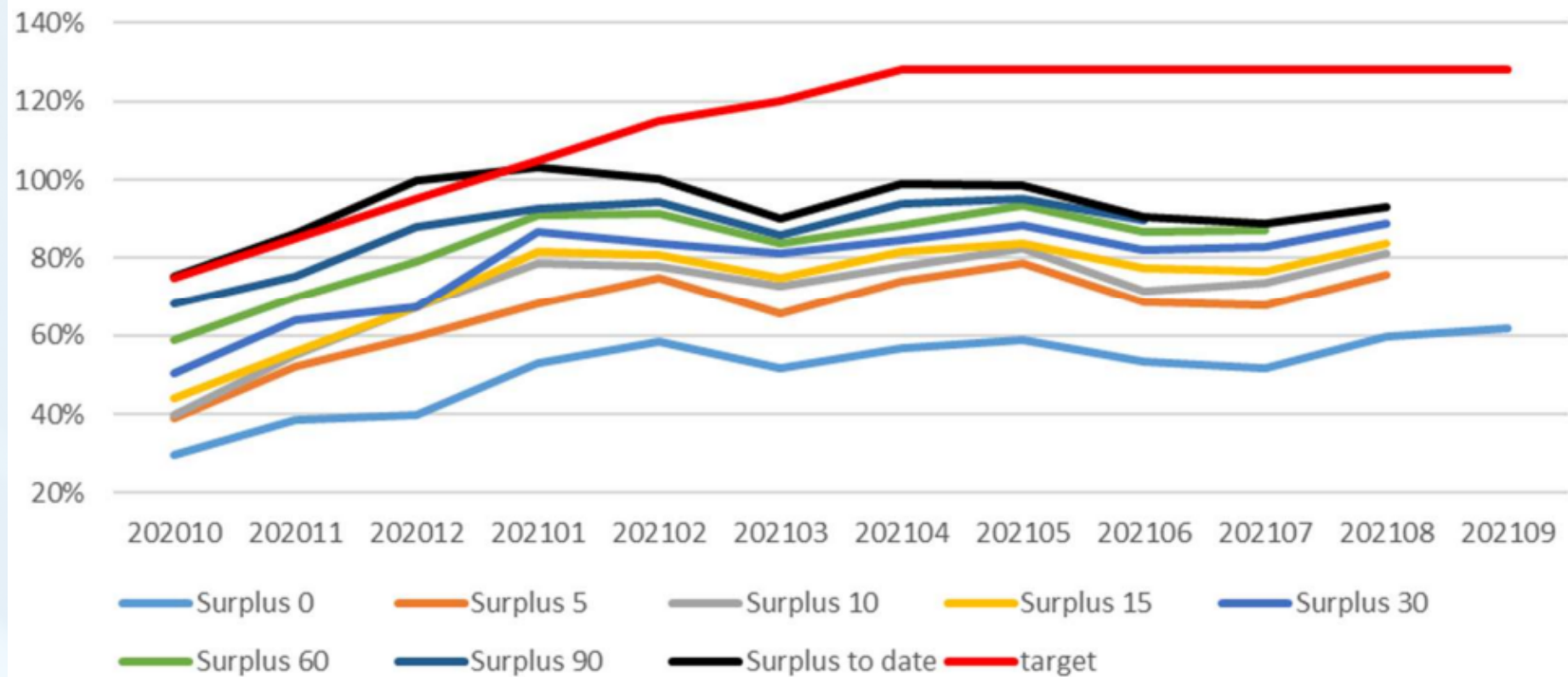


- Overall portfolio NPL 90+ rate (green line) develops according to target/plan (red line)
- Issued portfolio develops up to 18 months from issuance period, can be longer in case of Payment schedules
- Automated and very flexible internal debt collection approach
- External debt collection agencies for specific segments involved starting from 30 days past due



# SURPLUS

TOTAL Surplus



Date of Loan issue	Surplus 0	Surplus 5	Surplus 10	Surplus 15	Surplus 30	Surplus 60	Surplus 90	Surplus 120	Surplus 150	Surplus to date
202010	29.7%	39.1%	39.9%	44.0%	50.4%	58.8%	68.3%	71.1%	71.8%	75.4%
202011	38.3%	52.1%	55.1%	55.7%	63.8%	69.9%	75.3%	76.3%	80.9%	86.4%
202012	39.7%	59.7%	67.3%	67.3%	67.3%	79.1%	88.2%	89.5%	90.9%	100.0%
202101	52.8%	67.9%	78.9%	81.7%	86.7%	90.9%	92.8%	96.1%	99.7%	103.4%
202102	58.4%	75.0%	78.0%	80.8%	83.7%	91.5%	94.4%	98.5%	98.8%	100.2%
202103	51.6%	65.7%	72.6%	74.9%	81.4%	83.9%	86.0%	86.8%	87.0%	90.3%
202104	56.7%	73.8%	77.7%	81.9%	84.4%	88.6%	93.8%	95.5%	98.2%	98.9%
202105	58.7%	78.8%	82.3%	83.7%	88.5%	93.5%	95.3%	97.8%		98.5%
202106	53.4%	68.4%	71.6%	77.2%	82.1%	86.8%	89.7%			90.4%
202107	51.5%	67.9%	73.5%	76.6%	83.1%	87.3%				88.9%
202108	59.8%	75.9%	81.4%	83.8%	88.6%					93.0%
202109	61.9%									84.4%
<b>Grand Total</b>	<b>55.3%</b>	<b>71.7%</b>	<b>76.3%</b>	<b>79.0%</b>	<b>83.4%</b>					<b>92.1%</b>

- Expected Surplus development up to 18 months from issuance period
- Portfolio issued in 202010 matured to month 12, still developing
- Portfolio issued in 202012 overreached final expectation already on maturity month 10
- Total portfolio - expected to have above 100% for whole month starting from UW period January
- Total portfolio - overall surplus expected to reach ~128%
- Repeated - overall surplus expected to reach ~140%
- New - overall surplus expected to reach ~115%



# GENERAL ASSUMPTIONS / STRATEGY

**Granted Funding repayment at the end of Y3 (principal +interest)**

**Priority Y1 – maximization of portfolio volume (Growth)**

**Priority Y2, Y3 – portfolio development to ensure repayment of funding Y3 (Profitable Growth)**

**Products development (increase share of flexi Instalments up to 365 days) and/or launch of new**

**Market at the end of Y2**

**Portfolio structure Y1-Y3:**

- Average term: 30 days
- Average amount: 280 EUR
- New customer share Y1 50%, Y2-Y3 New share 35%
- Total Approval rate: Y1 18%, Y2-Y3 35%
- Default rate 90+ days Y1 40%, Y2-Y3 35%



# FINANCIALS: 0.3M EUR LOAN

CF	Y1	Y2	Y3
Principal disbursed to clients	- 549 081	-4 074 088	-8 996 302
Principal received (total received i	466 780	4 224 110	10 434 096
<b>CF from customers</b>	<b>- 82 301</b>	<b>150 022</b>	<b>1 437 794</b>
Direct costs	- 94 315	- 255 683	- 473 086
Indirect costs	- 55 590	- 380 703	- 573 059
<b>Net CF from operations</b>	<b>- 232 206</b>	<b>- 486 364</b>	<b>391 648</b>
Financing proceeds	0	0	0
Financing repayments	0	0	0
<b>Net CF from financing activities</b>	<b>0</b>	<b>0</b>	<b>0</b>
Investments made	0	0	0
<b>Net CF from investment activities</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total CF for the period</b>	<b>- 232 206</b>	<b>- 486 364</b>	<b>391 648</b>
Cash BOP	17 029	- 215 177	- 701 541
Cash EOP	- 215 177	- 701 541	- 309 893

IS	Y1	Y2	Y3
<b>Revenue</b>	<b>339 913</b>	<b>2 762 427</b>	<b>4 834 313</b>
Interest income (not incl	289 123	2 353 005	4 117 814
Other income (extension	50 791	409 423	716 500
Loan Loss Provision	- 215 237	-1 146 020	-2 249 076
Interest expenses	0	0	0
<b>Gross profit</b>	<b>124 676</b>	<b>1 616 408</b>	<b>2 585 238</b>
Direct operating expenses	- 101 057	- 270 047	- 487 450
Indirect operating expenses	- 52 406	- 64 270	- 70 270
<i>Salaries (incl taxes)</i>	16 645	75 000	134 000
<i>Marketing expenses</i>	36 110	102 720	154 080
<b>Operating Profit/Loss</b>	<b>- 28 787</b>	<b>1 282 091</b>	<b>2 027 518</b>
Other income	0	0	0
Other expenses	0	0	0
<b>Profit/Loss before taxes</b>	<b>- 28 787</b>	<b>1 282 091</b>	<b>2 027 518</b>
profit tax	- 9 074	- 320 523	- 506 879
<b>Net profit/loss</b>	<b>- 37 861</b>	<b>961 568</b>	<b>1 520 638</b>
<b>EBITDA</b>	<b>- 28 787</b>	<b>1 282 091</b>	<b>2 027 518</b>
<b>EBITDA%</b>	<b>-8%</b>	<b>46%</b>	<b>42%</b>
<b>costs/income %</b>	<b>45%</b>	<b>12%</b>	<b>12%</b>
<b>Net loan portfolio</b>	<b>124 676</b>	<b>1 616 408</b>	<b>2 585 238</b>

# FINANCIALS: 0.6M EUR LOAN

CF	Y1	Y2	Y3
Principal disbursed to clients	-3 613 253	-8 847 826	-15 032 128
Principal received (total received i	3 495 413	10 369 492	18 222 816
<b>CF from customers</b>	<b>- 117 840</b>	<b>1 521 666</b>	<b>3 190 688</b>
Direct costs	- 256 471	- 677 485	- 961 654
Indirect costs	- 175 685	- 409 486	- 647 733
<b>Net CF from operations</b>	<b>- 549 996</b>	<b>434 695</b>	<b>1 581 300</b>
Financing proceeds	0	0	0
Financing repayments	0	0	0
<b>Net CF from financing activities</b>	<b>0</b>	<b>0</b>	<b>0</b>
Investments made	0	0	0
<b>Net CF from investment activities</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total CF for the period</b>	<b>- 549 996</b>	<b>434 695</b>	<b>1 581 300</b>
Cash BOP	- 20 532	- 570 529	- 135 834
Cash EOP	- 570 529	- 135 834	1 445 467

IS	Y1	Y2	Y3
<b>Revenue</b>	<b>1 818 923</b>	<b>4 312 007</b>	<b>6 764 458</b>
Interest income (not incl	1 818 923	4 312 007	6 764 458
Other income (extension	0	0	0
Loan Loss Provision	-1 192 966	-2 526 241	-3 758 032
Interest expenses	0	0	0
<b>Gross profit</b>	<b>625 957</b>	<b>1 785 767</b>	<b>3 006 426</b>
Direct operating expenses	- 256 471	- 677 485	- 961 654
Indirect operating expenses	- 108 069	- 178 154	- 183 654
<i>Salaries (incl taxes)</i>	99 825	300 000	360 000
<i>Marketing expenses</i>	50 701	94 336	105 934
<b>Operating Profit/Loss</b>	<b>261 417</b>	<b>930 128</b>	<b>1 861 118</b>
Other income	0	0	0
Other expenses	0	0	0
<b>Profit/Loss before taxes</b>	<b>261 417</b>	<b>930 128</b>	<b>1 861 118</b>
profit tax	- 68 231	- 232 532	- 465 279
<b>Net profit/loss</b>	<b>193 186</b>	<b>697 596</b>	<b>1 395 838</b>
<b>EBITDA</b>	<b>261 417</b>	<b>930 128</b>	<b>1 861 118</b>
<b>EBITDA%</b>	<b>14%</b>	<b>22%</b>	<b>28%</b>
<b>costs/income %</b>	<b>20%</b>	<b>20%</b>	<b>17%</b>
<b>Net loan portfolio</b>	<b>625 957</b>	<b>1 785 767</b>	<b>3 006 426</b>