



INVESTOR PRESENTATION 2018 Q1 RESULTS



Financials

Income statement, TEUR	2018 Q1
Interest income	4,104
Interest expense	(1,213)
Net interest income before impairment	2,891
Loan impairment	(1,776)
Other income	89
General administrative and commercial expenses	(745)
Net foreign exchange gain / (loss)	1,038
Result before tax	1,497
Tax	-
Net result	1,497
EBITDA	2,765
EBITDA before FX	1,727

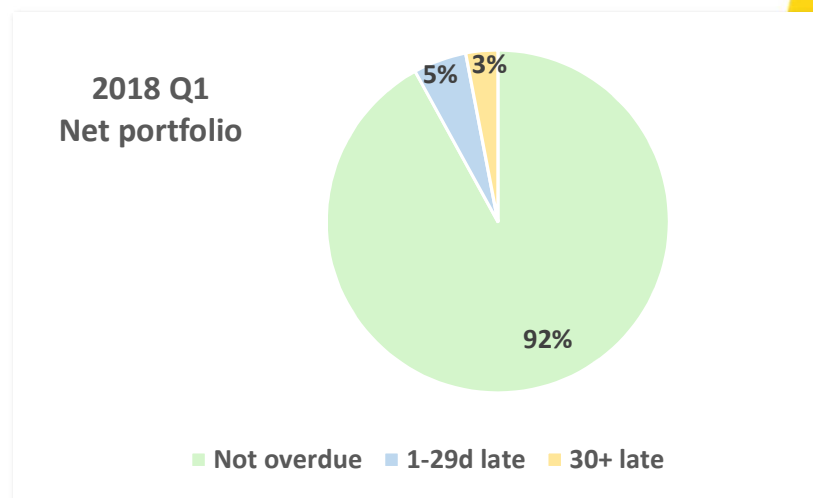
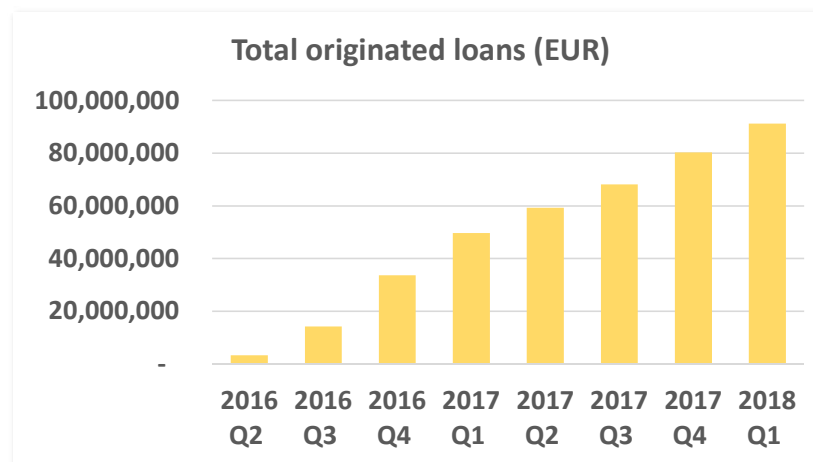
Financials

Balance sheet, TEUR	31.12.2017	31.03.2018
Loans to customers	17,723	21,346
Cash and cash equivalents	394	1,109
Other assets	1,077	1,684
Total assets	19,194	24,139
Loans and borrowings	16,646	20,731
Other liabilities	1,743	1,289
Equity and subordinated loan	805	2,119
Total equity and liabilities	19,194	24,139

Highlights

Portfolio development

- More than 90 million EUR loans originated by Q1 2018
- Conservative impairment policy employed - loans with delayed payments of more than 30 days form insignificant part of total net portfolio
- Well known brand with wide branch network and loyal customer base
- Lendo has become the leading company on the market by portfolio size and loan volumes.

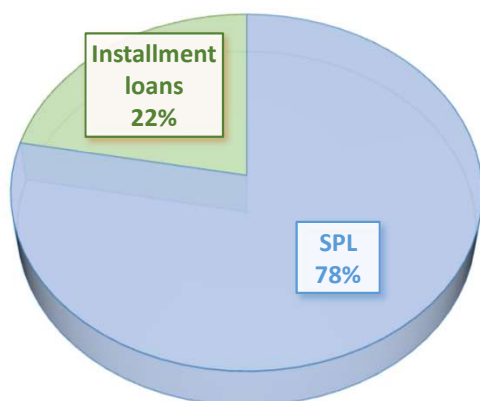


Highlights

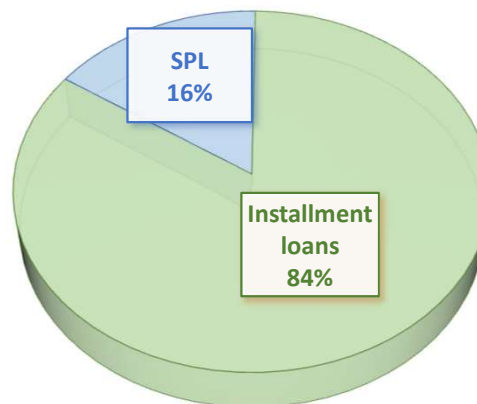
Portfolio development

- In response to changes in regulation in 2017 Lendo has focused on installment loans providing steady growth of loan portfolio and income stream

2016
NET LOAN PORTFOLIO



2018 Q1
NET LOAN PORTFOLIO



Highlights

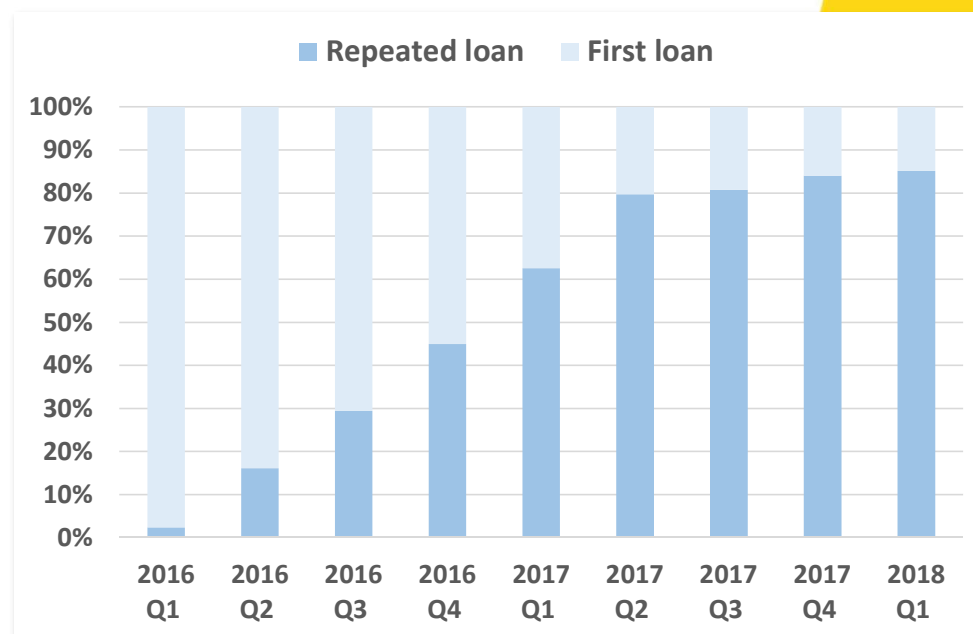
Customer base

Overview:

- More than 130 000 active clients as of 2018 Q1
- 80 % of new loans are now issued to repeated customers

Comprehensive credit history

Better payment discipline and loan recoveries

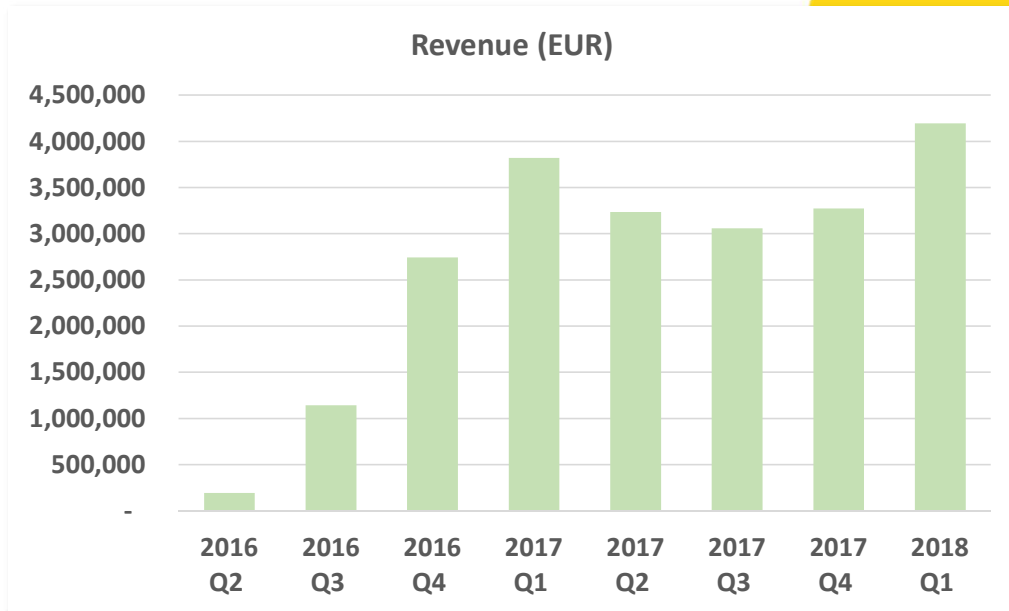


Highlights

Income stream

Significant revenue growth:

- In Q1 2018 we have exceeded revenue level which was reached before interest rate restrictions were implemented in 2017



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THANK YOU