



FAST. CONVENIENT. RELIABLE.

Who **are** we?



Founded in 2005, the Placet Group issued its **first loan** in 2007.



The company **provides both** secured and unsecured loans to **individuals** and **legal** entities.



The company was **issued a license** by the **Financial Supervision Authority** in March 2016.



The company offer VISA **Credit Cards** to private customers with limits up to 5000 €.



The company operates **in Estonia** under the brands smsmoney.ee, smsraha.ee, and laen.ee; **in Lithuania**, under smspinigai.lt, paskolos.lt.



Our values



Priorities

We take an individual approach to each customer, striving to reach terms of cooperation acceptable to both parties.



Core values

Our core values include high customer satisfaction and impeccable service, as well as high quality, efficiency and swiftness.



Mission statement

Our company aims to provide fast and convenient loan services according to customer needs, offering flexible solutions to satisfy demanding customers, while encouraging them to dream big and do what it takes to achieve their dreams.



Our aims



Vision statement

Our vision: to offer customers the loan they need as conveniently and quickly as technically possible. Customers should not have to deal with the bureaucratic requirements of loan companies. We have taken it upon ourselves to make it as easy as possible for customers to obtain a loan.



Main aim

We aim to become a reliable partner and quality service provider in the financial services sector, giving customers confidence in the future. We keep up with the times and are always striving to improve our financial systems. This has allowed us to offer fast and convenient services, making it possible to accept loan applications 24/7 and offer reasonable and safe loan terms and conditions.



Our hits

1

Our country managers and shareholders have **more than 17 years of experience** in the financial services sector.

2

We make use of the **latest technologies** and **innovations in IT**.

3

We have a **well-trained customer support team**.

4

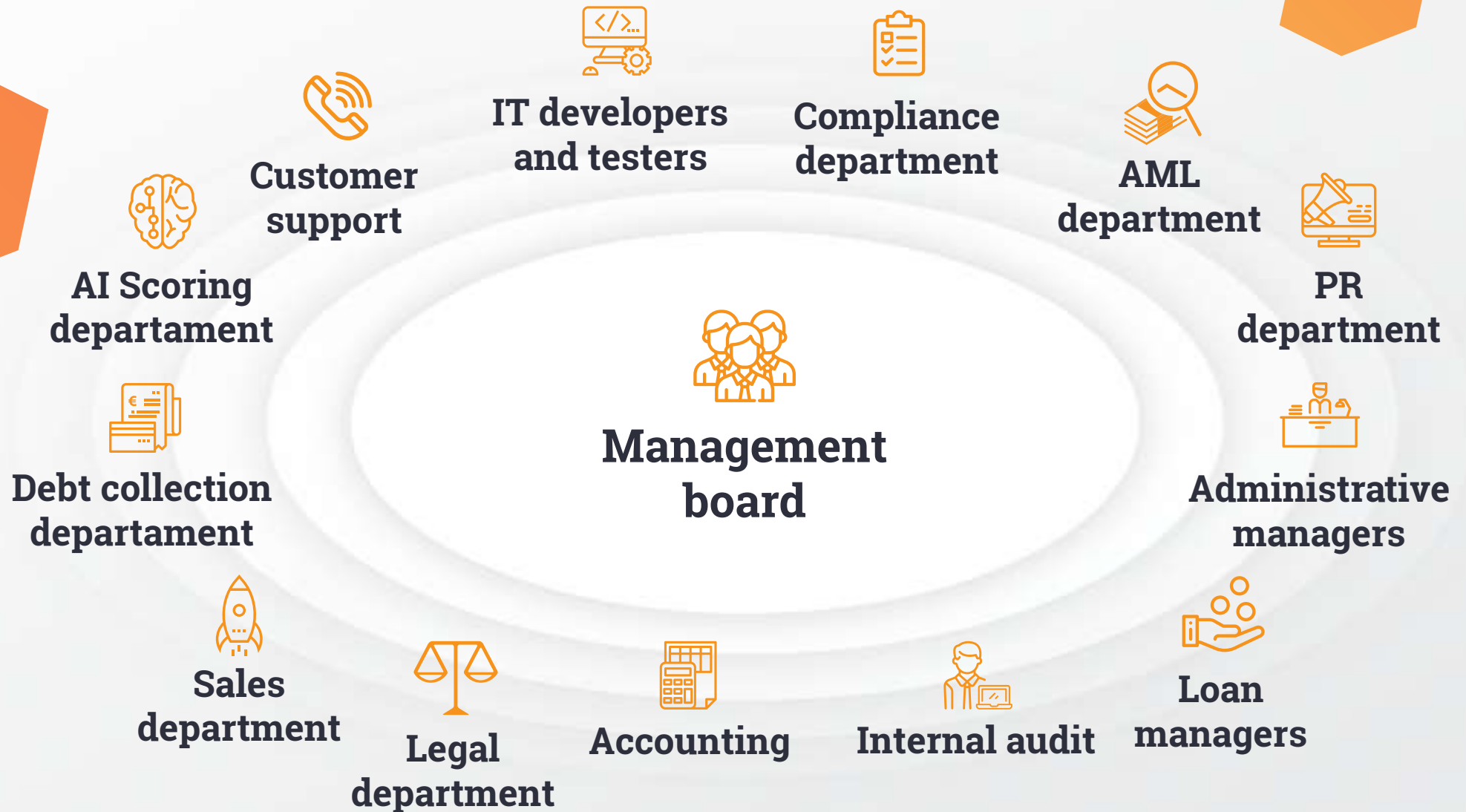
Our **ATL** and **BTL** marketing strategies have been very well-thought-out.

5

We take a **personal approach** to each customer.



Our team



Key milestones

2005

- Placet group OÜ **legal registration**

2007

- Smsmoney.ee launched

2009

- Smsraha.ee launched

2010

- Laen.ee launched
- UAB Nordecum subsidiary registration in Lithuania

2011

- Smspiginai.lt launched
- Paskolos.lt launched

2016

- Company has obtain a license by Financial Supervision Authority

2017

- Business loans and Lines of Credit

2018

- Automated (AI) scoring launched

2019

- Cooperation with furniture stores

2020

- Acquisition of Wallester
- Placet Group Application
- Launch of credit cards
- Joining Moncera Platform

2020

- Acquisition of Wallester
- Placet Group Application
- Launch of credit cards
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2021

- Leasing in offline and online stores
- Launch of credit cards in Lithuania
- Launch of Car loans
- Launch of Black cards in Estonia
- Acquisition of Moncera Platform

2022

- Launched offering payment deferral service by means of factoring

2023

- Improved Placet app
- Integration with Apple Pay
- New brand identity
- New self-service environment

Our products



Estonia

Population: 1.3 milion

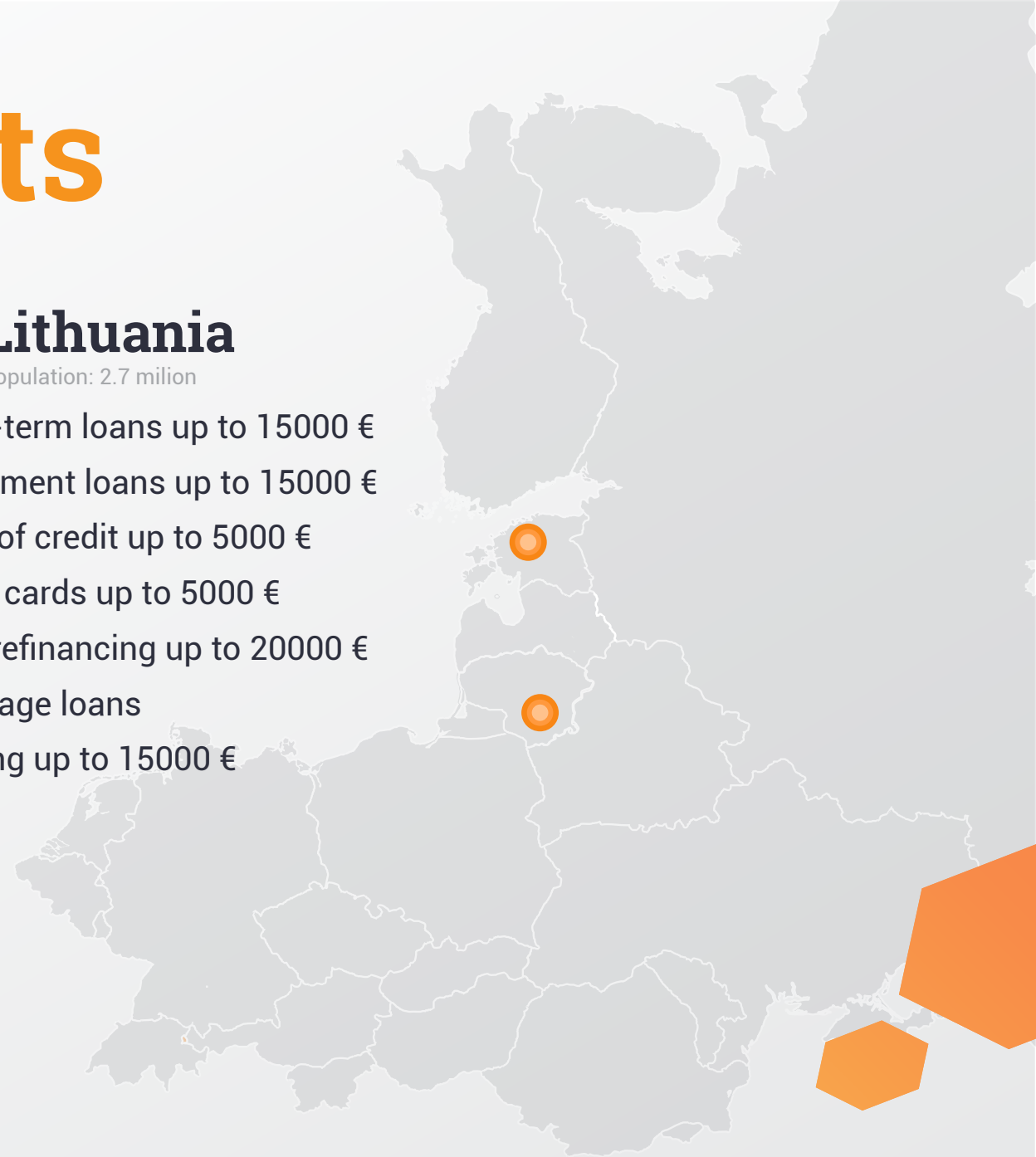
- Short-term loans up to 10000 €
- Installment loans up to 10000 €
- Lines of credit up to 10000 €
- Credit cards up to 10000 €
- Mortgage loans
- SME loans
- Leasing up to 15000 €
- Loan refinancing up to 15000 €



Lithuania

Population: 2.7 milion

- Short-term loans up to 15000 €
- Installment loans up to 15000 €
- Lines of credit up to 5000 €
- Credit cards up to 5000 €
- Loan refinancing up to 20000 €
- Mortgage loans
- Leasing up to 15000 €



Loan **lifetime**



Responsible lending

In the basis of responsible lending, we set the principle "Know your customer". First of all, we want to know each borrower more closely, that is why we use the face-to-face identification procedure or instant remotely identity check. To assess creditworthiness, we are not just gathering contact details from the client and information on its income, but also following obligated verification of these data from independent third-party sources, like bank statement or government register.

In assessing the creditworthiness of the client, we take into account all monthly payments for all its loans, we always take into account its monthly household expenses, and also conservatively estimate the income (for example, we consider only the official salary and state benefits as income, but not income in cash or from other doubtful sources). In addition, we carry out a check in more than 7 external registers to obtain a credible picture of the client and assess its creditworthiness through our scoring model. On the one hand, it gives the maximum fraud protection, on the other hand does not allow the client to get a loan without the ability to pay it later. Our issue policy does not accept that loans will be covered by other loans.

The policy of responsible lending is secured by the existence of detailed internal procedures and issuance rules, ongoing training of staff, and regular internal control over compliance.



as of 31.12.2023

Our highlights

183K

183 000 unique customers in Estonia (13,3% of total population)

523M €

Cumulative loans originated group-wide – 981 000 pcs., in amount of **523 mln eur**

73

Number of employees group-wide – **73**

487K

487 000 **unique customers** group-wide

17,5M €

17,5 mln eur of revenue for 2023 financial year (EBIT)

361M €

Cumulative loans originated in Estonia – 686 000 pcs., in amount of **361 mln eur**

62,2M €

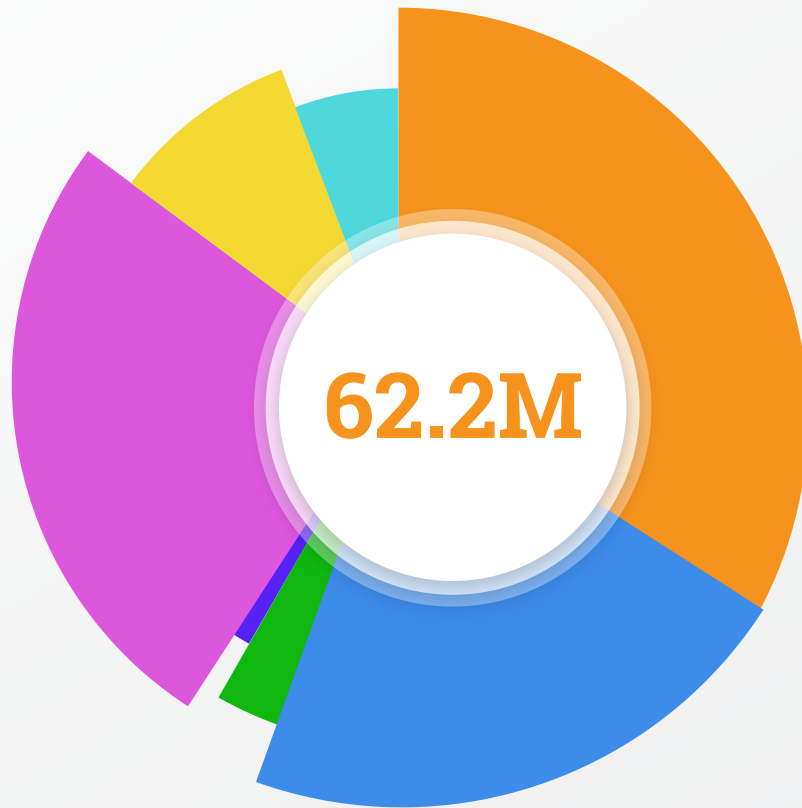
Total net loan portfolio of **62,2 mln eur**

17 years

17 years of maximum profit

as of 31.12.2023

Group portfolio



EE

10% Consumer loans

60% Lines of credit

7% SME loans

5% Mortgage loans

12% Refinanced loans

6% BNPL loan



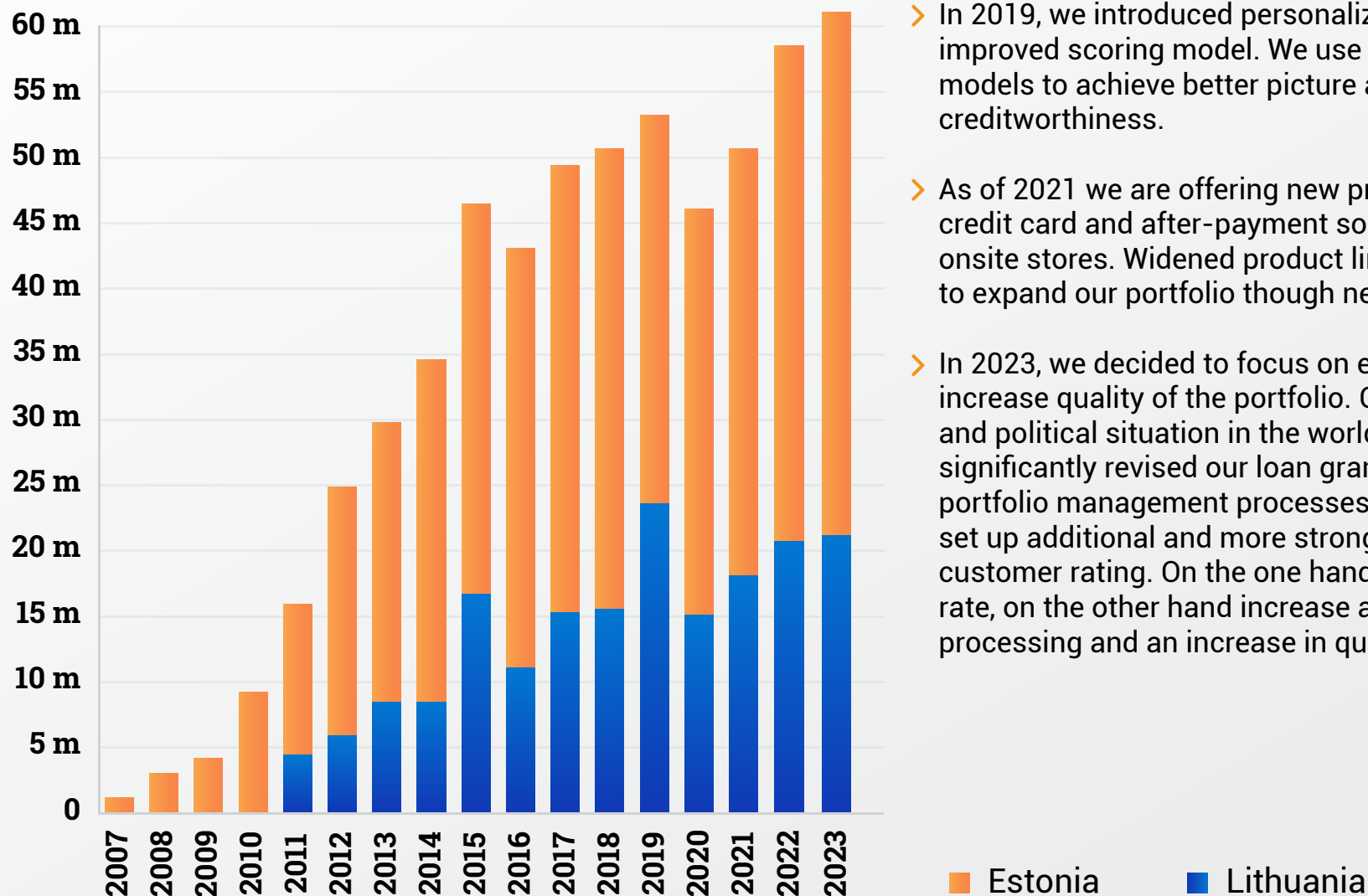
LT

69% Refinanced loans

30% Consumer loans

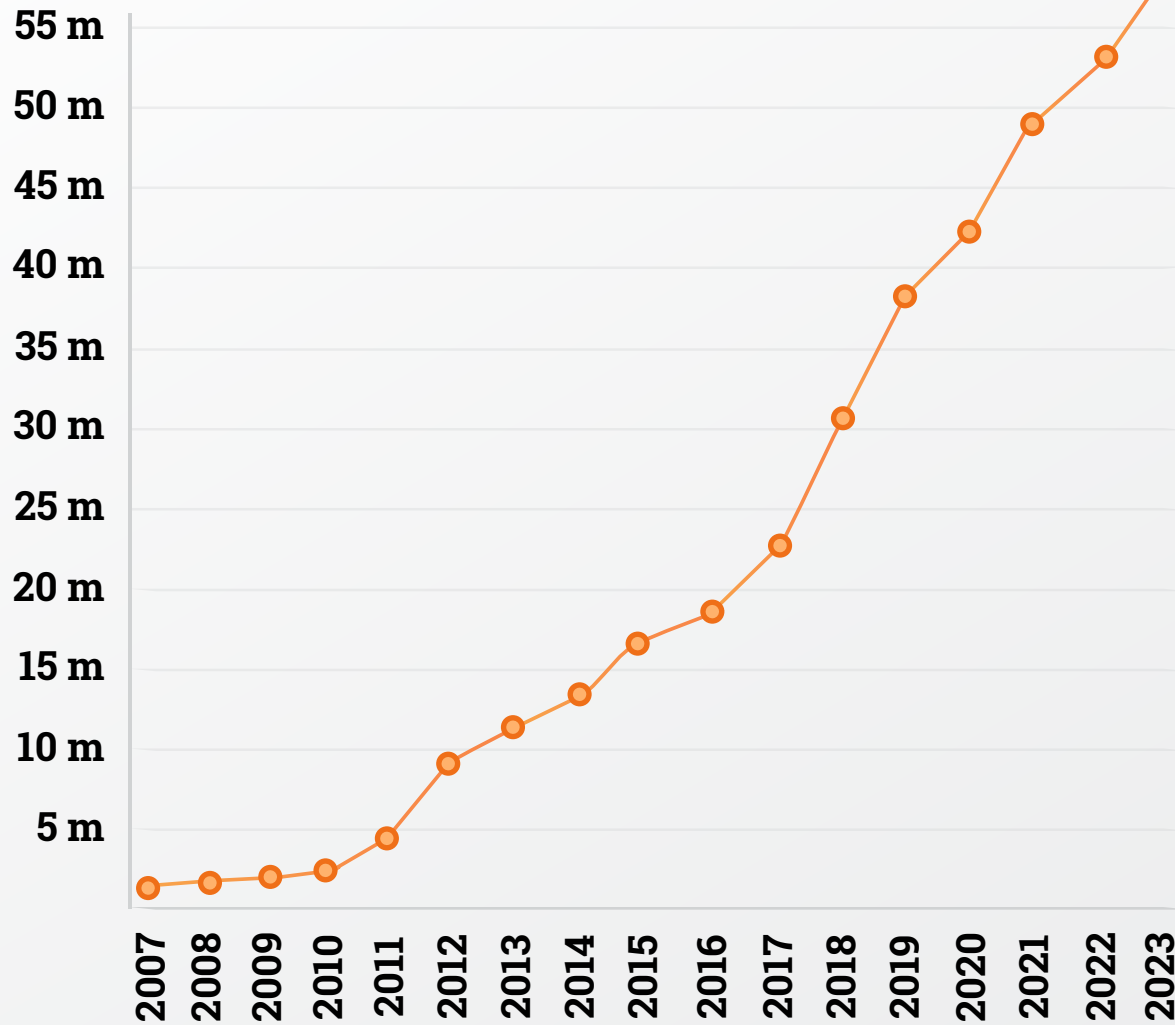
1% Lines of Credit

Granted loans



- In 2019, we introduced personalized loan offers based on an improved scoring model. We use 2 independent scoring models to achieve better picture assessing a client's creditworthiness.
- As of 2021 we are offering new products to our customers - credit card and after-payment solutions for both online and onsite stores. Widened product line gives us the opportunity to expand our portfolio though new clients.
- In 2023, we decided to focus on existing products and increase quality of the portfolio. Considering with economic and political situation in the world in 2023, we have significantly revised our loan granting rules and existing portfolio management processes. Along with this, we have set up additional and more stronger rules for automatic customer rating. On the one hand, it reduce the acceptance rate, on the other hand increase a speed of application processing and an increase in quality of portfolio.

Group portfolio



> Our portfolio has increased consistently each year due to the increasing popularity of lines of credit. Customers have been making carefully-thought-out decisions regarding amounts and terms based on their needs and choosing installment loans and lines of credit instead of short-term loans.

■ Group-wide portfolio

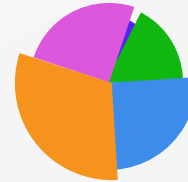
Our customers

Customer Demographics (gender):



Men **56%**
Women **44%**

Customer Demographics (age):



18 - 22 **1%** 36 - 50 **36%**
23 - 27 **9%** 51+ **26%**
28 - 35 **28%**

Loan applications



Desktop **21%**
Mobile **79%**

Customer Income (monthly, in eur):



200-300 **0%** 1001-1500 **35%**
301-600 **7%** 1501+ **10%**
601-1000 **48%**

Loan experience per customer



1 **29%** 11 - 20 **11%**
2 - 5 **34%** 21 - 50 **8%**
6 - 10 **13%** 51+ **5%**



Artificial Intelligence:

The Future of Business

- Our own in-house developed AI system was implemented in Poland with the goal of reducing the percentage of loan defaults and preventing fraud.
- Implemented in 2017.
- We use more than 40 verified parameters.
- A gini of 80.64%, expected above 82%.
- In-house solution.
- Over the next several months we expect to reach a level where automated decisions without human intervention are made in 95% of cases.



Thanks to our friends!

Our goal is to focus on the issuing of loans without the distraction of unnecessary complications. We would like to thank our partners - professionals who have helped deal with the identification of users, mail and SMS issues, legal issues, AML & KYC, etc.



Thank you!

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