

# ID FINANCE

**IDF Spain Overview**

*10 April 2020*



Top 2 fastest-growing fintech in Europe



Top 50 fastest-growing private European companies



Europe's 100 Hottest Startups



The most innovative in credit scoring services



Top-250 fintech companies



Innovation leader

# ID Finance Has Raised €5.4m In The Largest Crowdfunding Campaign In Spain

- ID Finance, fastest-growing fintech in Spain according to Financial Times, raised €5.4m equity in crowdfunding round with 250% oversubscription
- ID Finance was valued at €95m post-money
- The largest crowdfunding in Spain (by the amount)
- 1200 new investors from over 60 countries during the campaign
- 40+ articles in the European English-speaking and Spanish-speaking media



# ID Finance – Empowering The Underbanked

A leading digital finance provider in Spain



**Fastest growing**  
fintech company in Spain



**€170m**  
consumer loans issued since launch in Spain



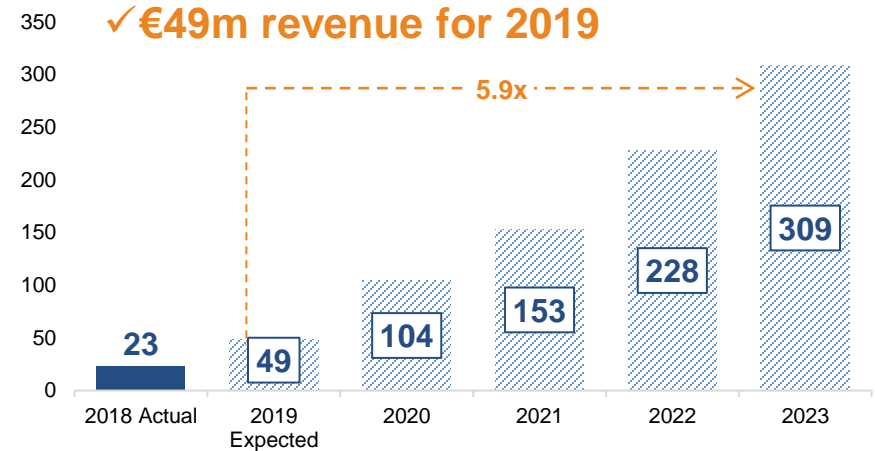
**€49m**  
gross loan portfolio in Spain

## Recent awards

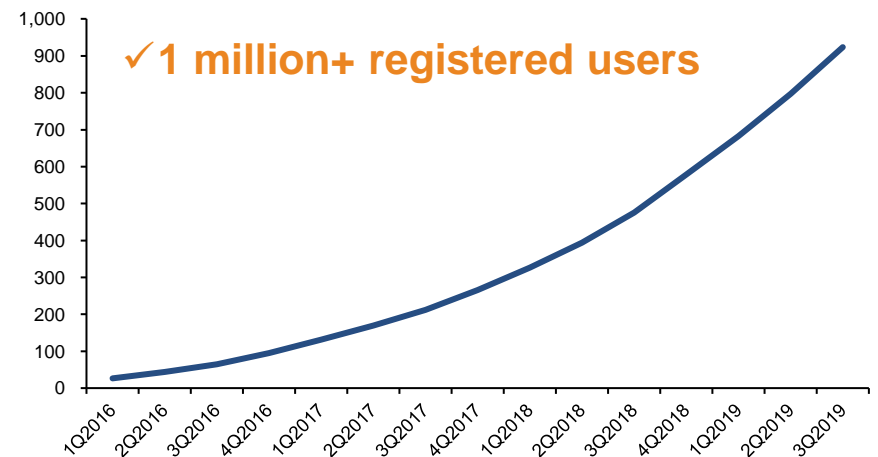
- **Fastest-growing fintech** company in Spain according to Financial Times
- **Top 10** Barcelona technology companies
- ID Finance among **the hottest startups** in Barcelona



## Revenue, €'000



## Registered users



# Product Portfolio Aligned With Market Demand

Customized products and solutions targeted to specific markets and client groups

## MoneyMan



- Helps people solve **short-term** cash flow needs
- **Fully automated** lending service operating online 24/7
- **Fast and convenient** financial services via web and mobile platforms
- **Proprietary** IT-stack
- Credit scoring using **alternative data** sources

## Plazo.



- **Long-term** loans for entrepreneurs, SMEs, and for under-banked consumers
- **Fast and convenient** financial services via web and mobile platforms
- Adresses **finance inclusion** in the emerging markets
- **Proprietary** IT-stack and scoring using alternative data sources

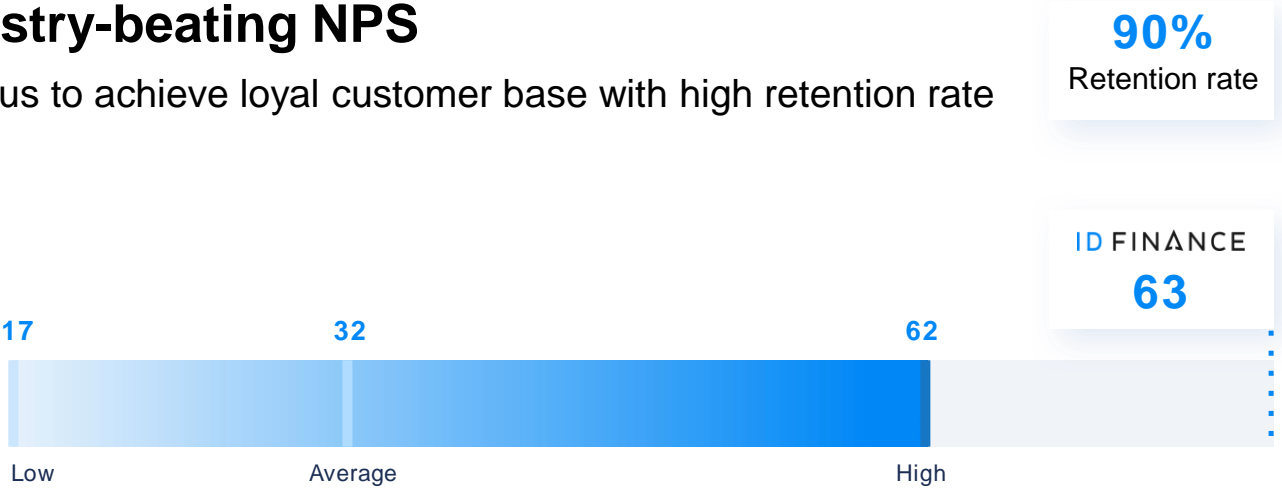
Loan size	up to €1k	up to €3k
Term	up to 4 months	up to 3 years
Interest rate	~16% per month	~3% per month

# Our Customers Like Our Products

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## Industry-beating NPS

helps us to achieve loyal customer base with high retention rate



Source: ID Finance 2020 YTD and [delighted.com/nps-benchmarks](https://delighted.com/nps-benchmarks)

# Core Of Our Business – Artificial Intelligence (AI)

## ID Finance is well positioned for global expansion

- Deep expertise in both IT and data science
- **IT team** is a resident in Hi-Tech Park in Belarus - one of the leaders among innovative IT clusters in Europe
- Our IT team constantly improves AI expertise at Hi-Tech Park
- **Data science** team is expert in statistics, data analysis, machine learning and related methods
- The effective combination of both teams drives product innovation and transforms customer experience using modern AI technologies

### IT department



### Risk and Data analytics department



AI expertise – a core of IDF business

# State-Of-The-Art Proprietary IT Platform

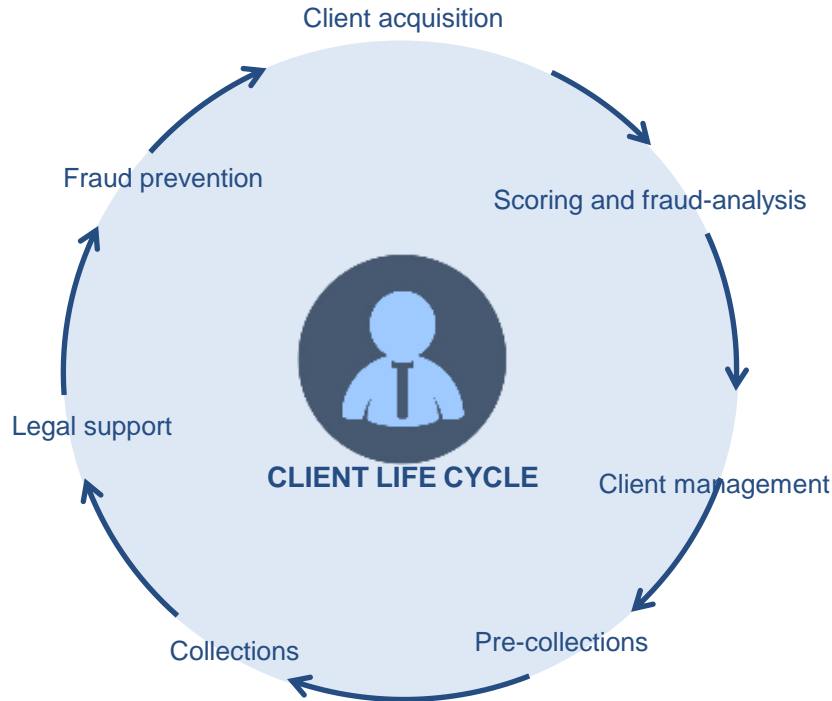
One of the largest IT companies in Belarus



# World's Best Practices In Risk Management And Data Science Technologies

ID finance controls the entire customer journey through highly efficient risk management

## Risk management presents at every step of client life cycle



**Proprietary scoring engine that analyses vast amounts of data (incl. behavioral biometrics), identifies anomalies and increases risk assessment efficiency by 50%**

## Data driven approach

### Global solutions



### Local solutions



- Rating models covering life cycle
- In house Web analytics module
- Credit history consolidation
- Client card transactions information
- Application inconsistencies
- X-matches
- Phones information
- Device analysis and identity
- Browsing history and searches
- Service behavior information collection and internal credit history
- Over 10000 data points are collected



**Tim Kostin**

Chief Risk Officer (CRO)

- 12+ years of work experience in Banking, 8+ years in risk, marketing and CRM
- Previously held senior roles at Top-2 Russian Bank VTB, CRO at Trust Bank, MTS (telecom), SAS
- Extensive experience in project management



## Financials: Profitability Keeps Strengthening During 2019

Income statement			Balance sheet		
€m	2019	2018	€m	2019	2018
<b>Issuance</b>	<b>101.7</b>	<b>46.0</b>	Cash	4.6	1.2
<b>Revenue</b>	<b>48.5</b>	<b>23.0</b>	Net portfolio	23.3	11.4
Interest expense	-2.2	-1.2	Other assets	5.1	2.2
Impairment Charges	-30.2	-14.3	<b>Total assets</b>	<b>33.0</b>	<b>14.8</b>
Operating Expenses	-9.0	-6.3	Loans and borrowings	23.4	12.7
<b>Operating profit</b>	<b>7.0</b>	<b>1.4</b>	Other liabilities	4.2	3.0
Admin and Other Expenses	-2.7	-1.2	Equity	5.4	-0.9
<b>Profit before tax</b>	<b>4.4</b>	<b>0.1</b>	<b>Total liabilities and equity</b>	<b>33.0</b>	<b>14.8</b>
Tax	-1.1	0.0	ROE	144%	neg.
<b>Net Income</b>	<b>3.3</b>	<b>0.1</b>	Equity ratio	16.4%	neg.
Net income margin, %	6.7%	0.3%	Debt / equity	4.3	neg.

- Profitability of IDF Spain achieved in 2018 and continued improving trend in 2019:
  - **6.7% net profit margin** in 2019
  - **€3.3m profit** for 2019
  - **Strong equity/asset ratio** of c.16% at end of 2019


# ID FINANCE

Thank you!



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