

# Investor Presentation

Q1 - 2019



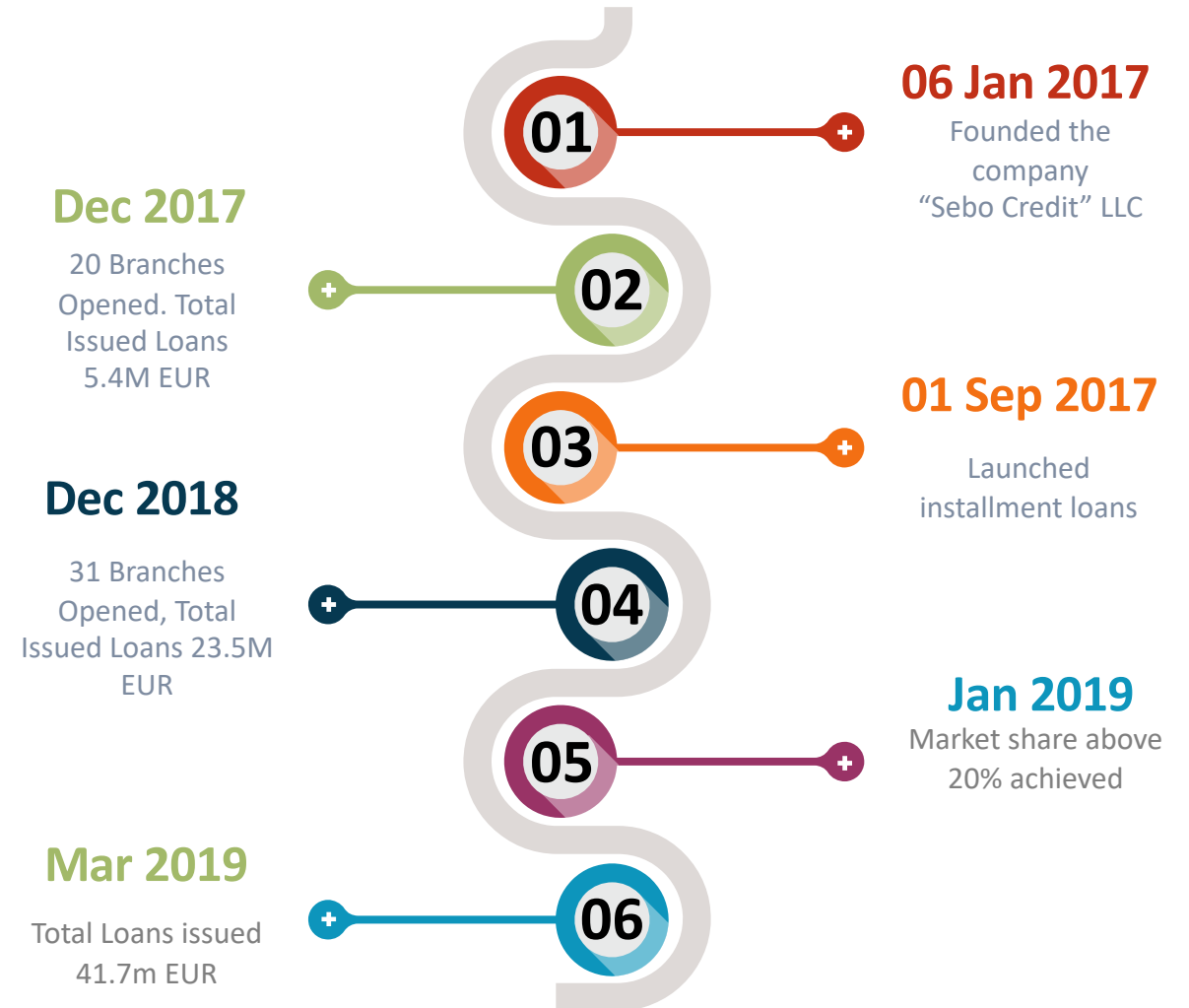
# Executive Summary

| Business Overview                                                                         |
|-------------------------------------------------------------------------------------------|
| - Offline, Online and mobile consumer lending                                             |
| - Technology and strong data driven company                                               |
| Large scale                                                                               |
| - EUR <b>41.7 million</b> loans granted since inception in 2017                           |
| - <b>155 thousand</b> registered customers                                                |
| - <b>38</b> branches as at 31.03.2019, plan to open 20 more by end of Q3 2019             |
| Diversification                                                                           |
| - Average issued loan amount 137 EUR (Single Payment Loan) and 260 EUR (Installment Loan) |
| Solid financial performance                                                               |
| - Positive EBITDA since May 2018                                                          |
| - <b>1M</b> EUR EBITDA in Q1 2019                                                         |
| Strong NPL management                                                                     |
| - NPL to issued loan volume (in 2018) <b>7%</b>                                           |
| - NPL to portfolio <b>11%</b>                                                             |
| - NPL coverage <b>141%</b>                                                                |
| Highly experienced management team                                                        |
| - Extensive fintech, risk and audit experience                                            |

| KEY FIGURES, MEUR              | Q2 2018    | Q3 2018    | Q4 2018    | Q1 2019     |
|--------------------------------|------------|------------|------------|-------------|
| Interest income                | <b>1.4</b> | <b>2.0</b> | <b>2.7</b> | <b>3.5</b>  |
| EBITDA                         | 0.6        | 0.6        | 1.5        | 1.0         |
| Net profit/(loss)              | 0.2        | 0.2        | 1.0        | 0.4         |
| Total loans issued             | <b>4.8</b> | <b>6.4</b> | <b>8.1</b> | <b>9.6</b>  |
| Net loan portfolio             | <b>4.9</b> | <b>6.7</b> | <b>9.9</b> | <b>12.7</b> |
| Operating Cost to income ratio | 58.3%      | 50.1%      | 45.2%      | 30.2%       |
| EBITDA margin (end of period)  | 17%        | 22%        | 36%        | 29%         |

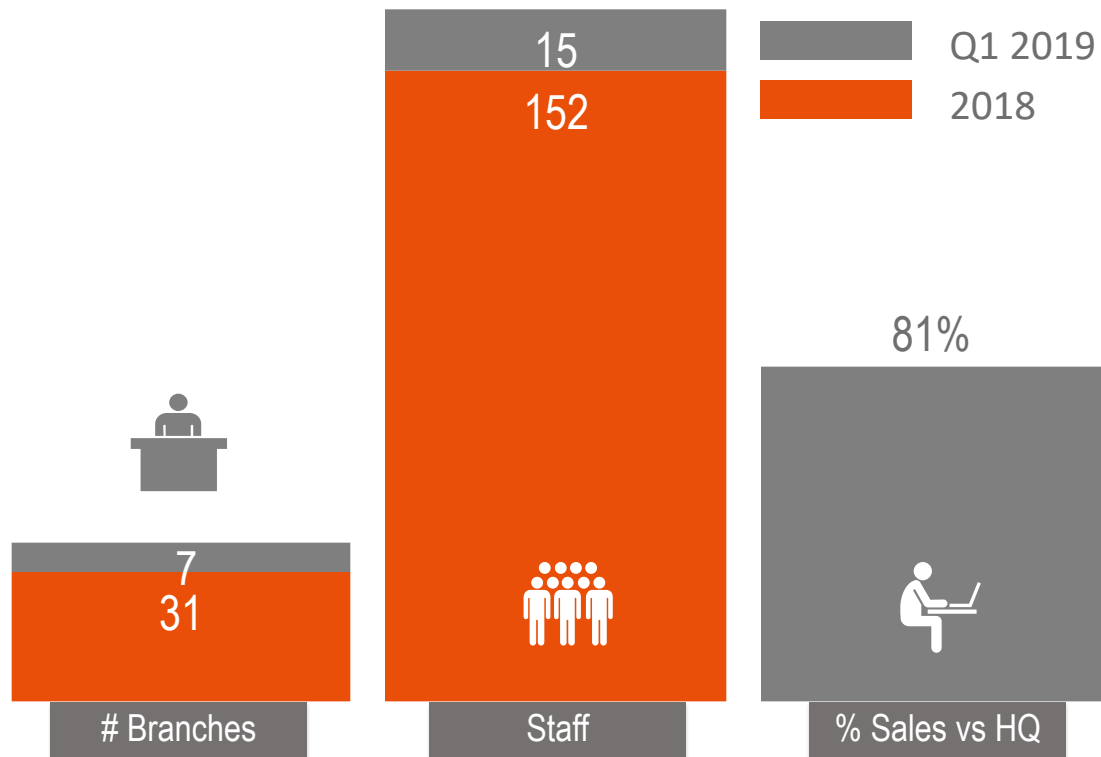
# Sebo at glance

- Established in 2017
- Has positive EBITDA from 2018
- Registered customer base of more than 155 thousand people
- Two products: Single payment loans and Instalment loans
- Current number of branches 38 and increasing
- One of top Fintech companies in Moldova with estimated market share of 28%



# Branch Network

Sales oriented company structure



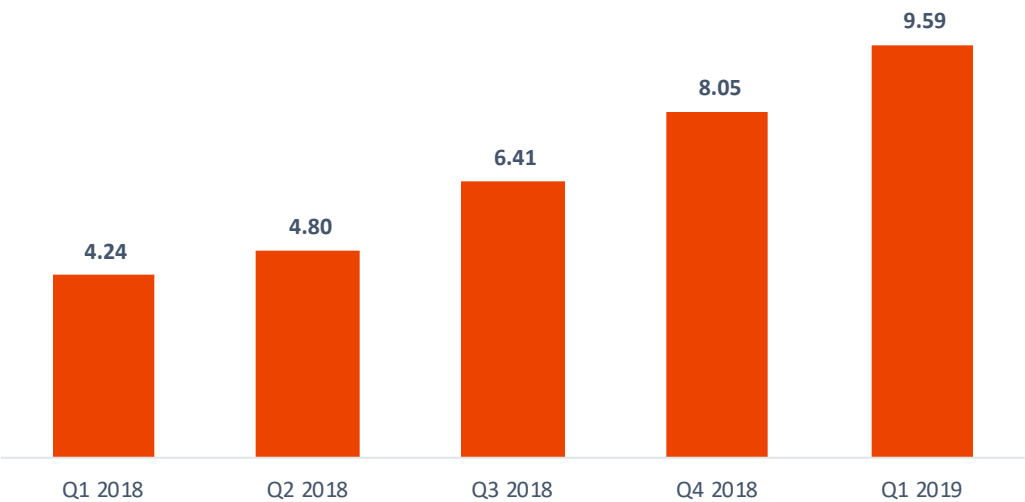
- Sales oriented structure
- 38 branches covering main regions of the country
- 20+ additional branches expected in 2019
- Total number of 167 employees



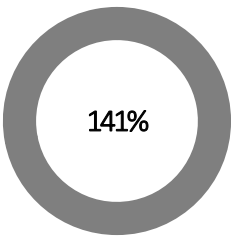
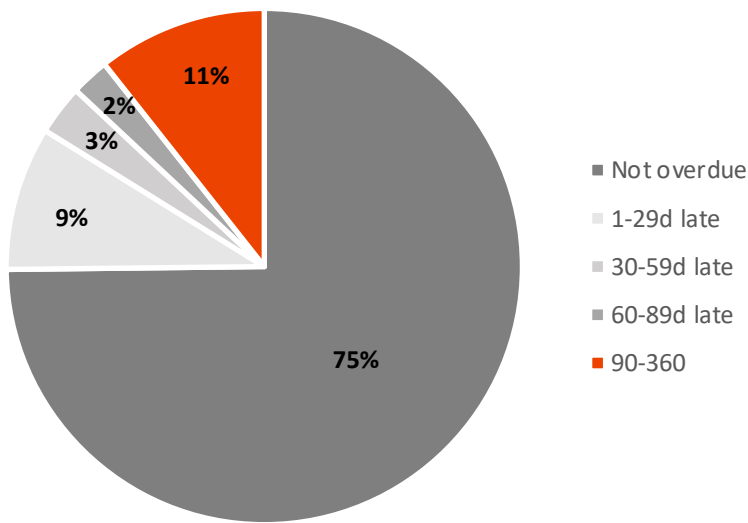
# Portfolio Overview

- Record loan issuance volume during Q1 2019, issued **EUR 9.59 million** in loans to 46 thousand customers
- Loan portfolio reached **EUR 15.5 million** at the end of Q1 2019
- NPL to loan issuance ratio tends to improve over time with more data/better score cards and more returning customers
- Very prudent provisioning methodology leading to **141%** NPL coverage at the end of Q1 2019
- At the end of Q1 2019, NPLs represented **7%** of total issued loans over the last 12 month

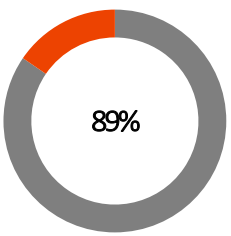
Issued Loans EUR millions



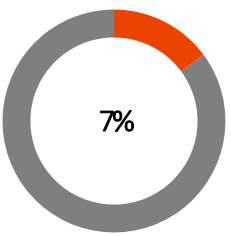
Delay Buckets



NPL90+ Coverage.



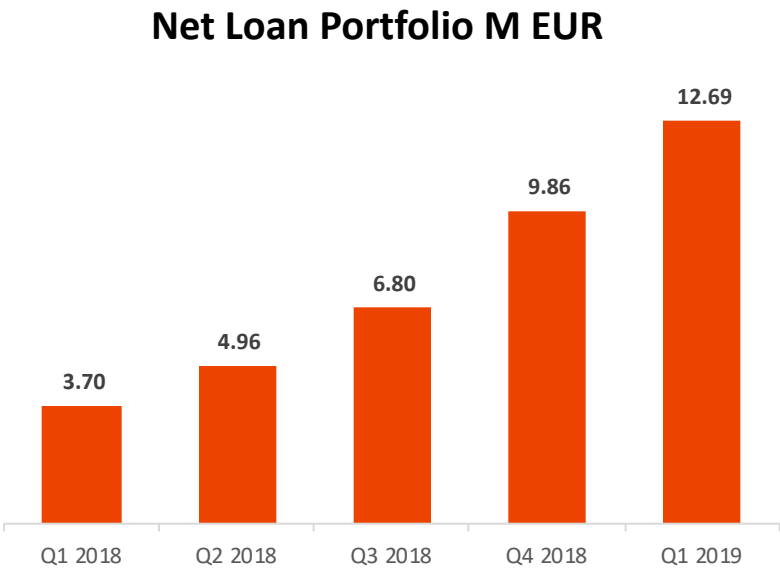
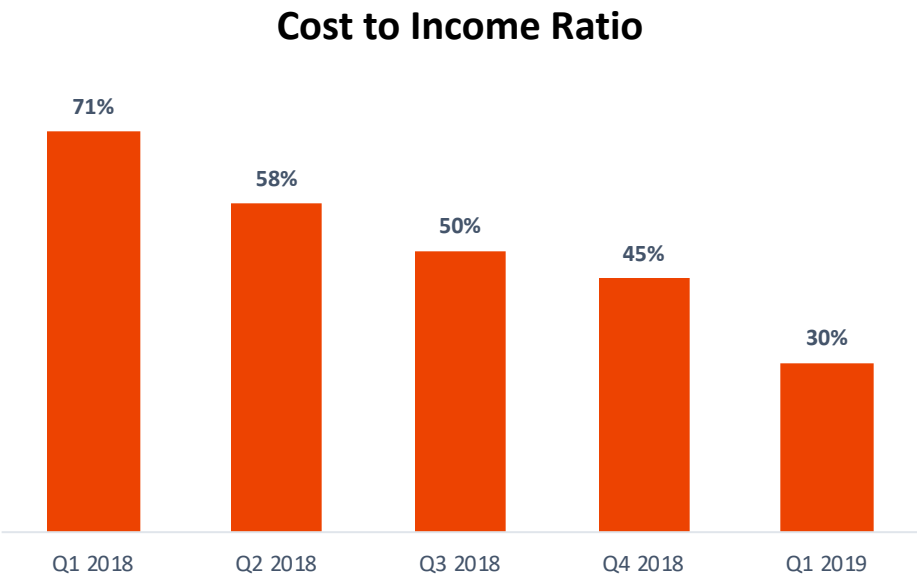
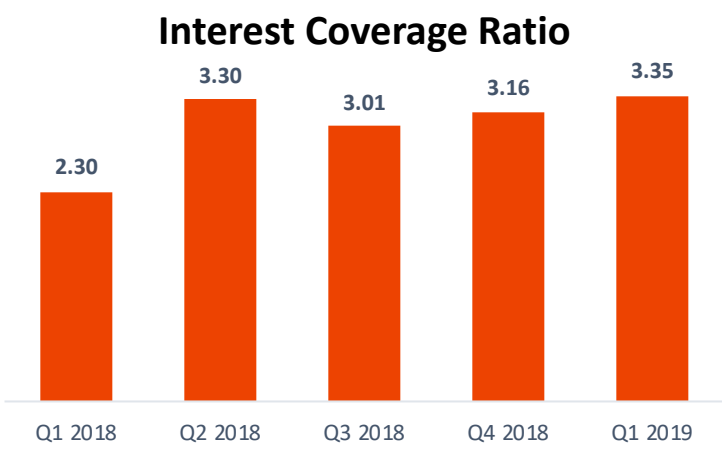
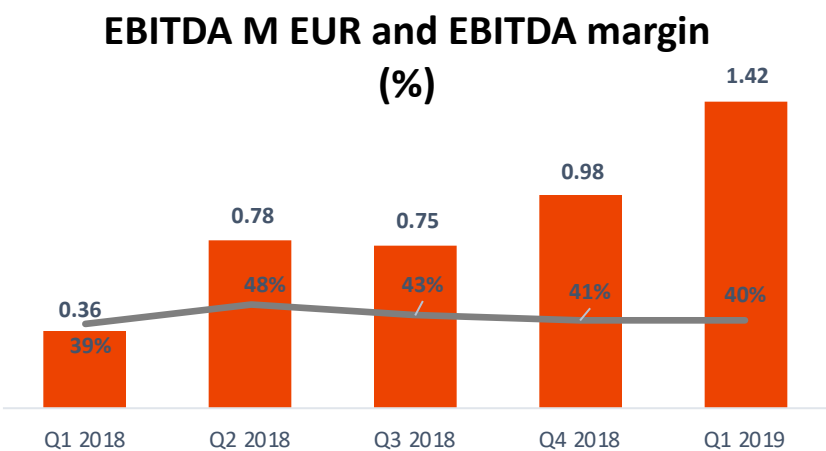
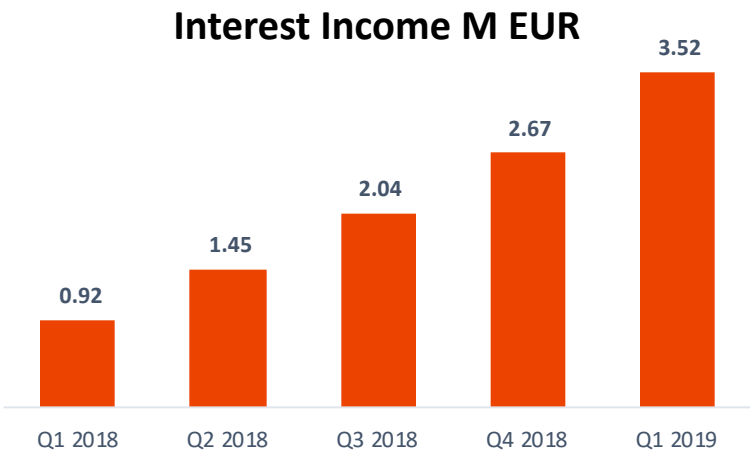
Healthy Portfolio (0-90)



NPL to issued loans (2018)



# Financial Highlights



# Thank You



Sebo CEO – Sergiu Sobuleac

