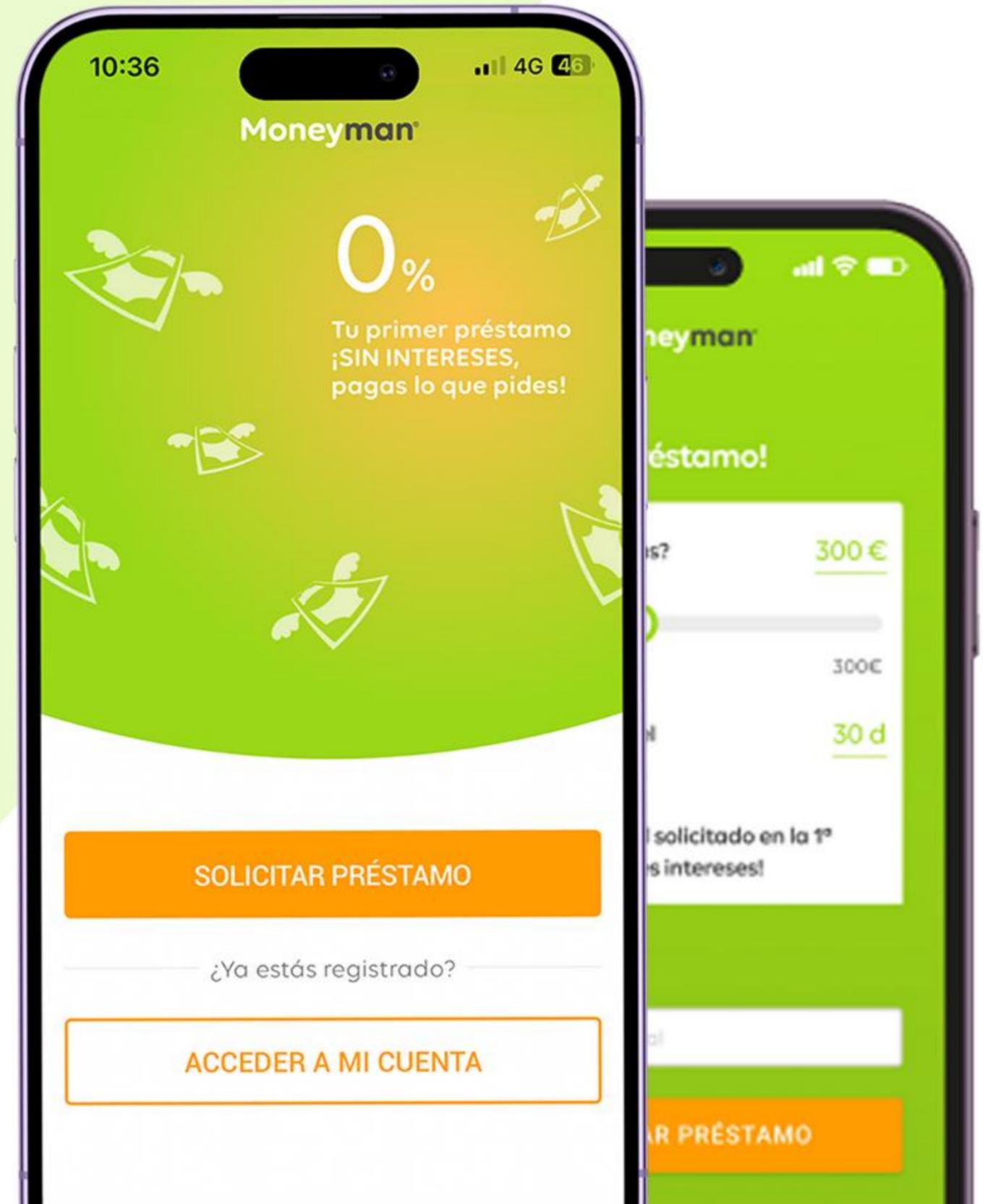


# ID Finance Spain Company Presentation

March 2026



# **1. Group Business Overview:** **ID Finance Group**

# What is ID Finance

An international fintech group focused on consumer lending across Spain and Mexico, HQ in Barcelona

## ID Finance Spain is part of the ID Finance Group

- ✓ **Proven track-record:** launched in 2015, we have built a profitable fintech in Spain and Mexico
- ✓ **10+ million** unique borrowers across both countries
- ✓ **> € 2.3bn** loans originated since inception
- ✓ **500+ professionals**, including a fully dedicated team of software developers and engineers
- ✓ **State-of-the-art risk management:** proprietary credit scoring engine to assess, mitigate and manage credit risks, ensuring a robust portfolio
- ✓ **Large credit-scoring database:** 10 years of scoring statistics from consumer lending business



Fastest growing fintech in Spain

# Strong management team, led by its founders

Dedicated local teams, supported by functional global teams

## FOUNDERS:



### **Boris Batine:**

Co-founder

More than 15 years in banking & finance. Held senior positions at Deutsche Bank, Renaissance Capital and RBS in London. Graduated from Cambridge University.



### **Alexander Dunaev:**

Co-founder

Over 12 years of experience in banking and finance. Worked at Deutsche Bank in London, CFA charterholder, graduated from Warwick University.



### **Iñaki Perkins:**

Board member

Over 30 years of management experience in banking & finance, served as CEO of Wizink, and held senior roles at Citibank.



### **Vitali Yermakou:**

CEO Spain

Over 15 years of global experience in banking, IT and project management, including senior positions in regulated banks and NBFIs.



### **Victor de las Heras:**

Head of Transformation

Over 20 years in finance. Worked at Pepper Financial Services Group, graduated from Alcalá University in Madrid.



### **Ivan Batalov:**

Global Chief Risk Officer

Over 10 years of experience in risk management. Held senior roles at international banks such as Société Générale.



### **Pavel Shareyko:**

Global Chief Information Officer

Over 15 years in IT. Held various senior positions in IT companies.



### **Alex Calvo:**

Global CFO

Over 15 years of experience in finance and auditing in the UK and Spain, previously working at Spectris PLC and Deloitte.

## **2. Business Overview:** **ID Finance Spain**

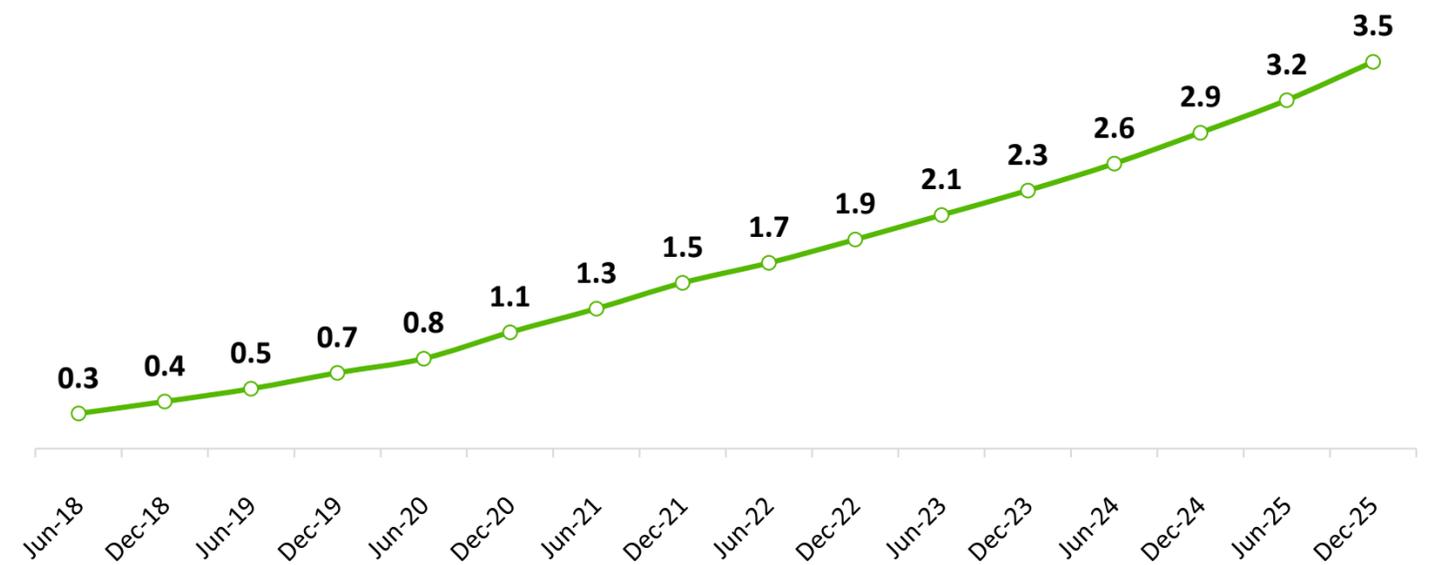
# What is ID Finance Spain?

The biggest consumer lending franchise in the country, operating under the Moneyman brand

High-yielding business with solid capital generation capacity

- ✓ #1 alternative lender in Spain based on brand searches
- ✓ 3.5 million unique borrowers
- ✓ Proprietary credit scoring database including positive data of successful repayments
  - Credit bureaus in Spain only include negative data with delinquencies
- ✓ >€ 1.7bn loans originated since inception
- ✓ Currently generating up to € 2m of net income per month

Unique Registered Users



“One of the fastest growing companies in Europe”

# Moneyman Spain at-a-glance

Our consumer loans business as of 2025

€407.3m

Issuance(2025 Pr)  
23% YoY growth

€98.5m

Net Portfolio (2025 Pr)  
29% YoY growth

€189.4m

Revenue (2025 Pr)  
28% YoY growth

€20.3m

Net income (2025 Pr)  
25% YoY growth

3.5m+

Total unique  
registered users

80%

Issuance represented by  
recurring customers

8.0%

Cumulative  
NPL 90d+\*

€34

Average CAC  
(per loan issued)

\*Cumulative NPL 90d+: the volume of 90 days+ delinquent loans as a share of loans issued over trailing 12 months

# What is our product offering?

Accessible, customised consumer loans to solve short-term cash flow needs

## Moneyman

-  **Loan amount** up to €1,600
-  **Term** up to 4 months
-  **Fully automated** online consumer lending service operating 24/7
-  **Fast and convenient** deposits directly into customer's bank within minutes
-  **Omni-channel marketing** creating a seamless customer experience across multiple touch points
-  **Organic growth** with up to 80% recurring borrowers

## Customers



20 - 45 years old



Demand convenience

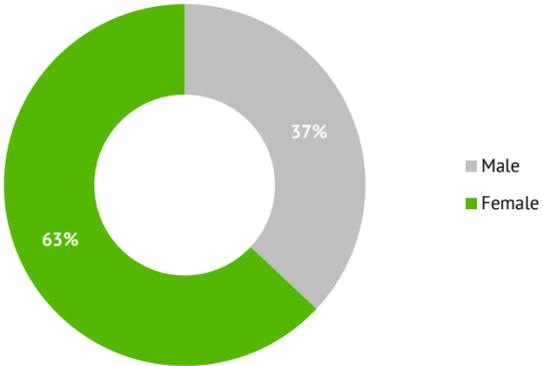


€ 1 - 1.5k monthly income

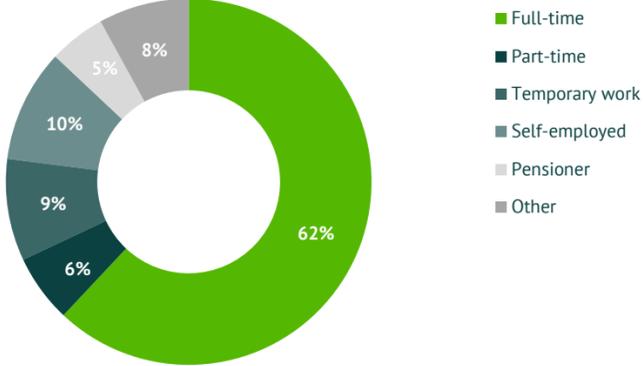


Tech-savvy

Gender



Employment



# Credit intelligence: in-house technology and scoring

A variety of sources for underwriting, including proprietary technology and third-party data sources

## Data, KYC / AML / Fraud Prevention

- A combination of real-time automated KYC through document reader, additional vendors and open banking tools to avoid identity fraud
- Additional spend-based monitoring to void card fraud
- A variety of external and internal data sources queries via API analyzed in real time

## Affordability & Architecture

- Credit policy leveraging external data vendors (credit bureaus), internal data and open banking
- Scoring models continuously tuned
- Credit policy orchestrated over in-house infrastructure with the capability of making changes in real time
- Constantly reviewed decisions

## Decision & Efficiency

- 95%+ applications processed automatically
- Funds disbursed within minutes

**Our proprietary IT platform and credit scoring model has been tested over multiple jurisdictions for the last 10 years, accumulating significant amounts of data, including COVID and other turbulences**

<p><b>Conventional data</b></p>	<p>Working with credit bureaus as a traditional source of credit history insights</p> <p>Ensuring we don't lend to consumers who can't pay back</p>	
<p><b>Unconventional data</b></p> <p><small>Always with customer permission and approval</small></p>	<ul style="list-style-type: none"> <li>✓ Behavioral data                     <ul style="list-style-type: none"> <li>• Clients' devices</li> <li>• Typing patterns</li> </ul> </li> <li>✓ Tax office data</li> </ul>	
<p><b>Open banking</b></p>	<ul style="list-style-type: none"> <li>• Bank accounts and transactions' data complements credit bureau data in understanding spending patterns and enhancing credit risk scoring</li> </ul>	
<p><b>Proprietary sources</b></p>	<ul style="list-style-type: none"> <li>• Existing ID Finance's client database</li> <li>• Plazo's card transactions</li> </ul>	

# AI-Powered lending in all stages of the credit cycle

Proven AI-driven automation to fuel scalable, high-margin growth



## KYC

- AI-based fraud-scoring engine

- Over 90% of cases are processed automatically, reducing potential fraud through biometrics analyses



## Underwriting

- Learning scoring model

- Improved scoring accuracy by 2x, with currently 50% of new clients' requests managed by AI



## Credit Limit

- Top-up model

- Improved client selection for available top-ups by 5x, with 80% of top-up analysis conducted by AI



## Collection

- Hybrid AI-strategy

- Reduced call-center costs by 30% from automated collection (instant messaging, mailing and calling)



## Customer Support

- Self-learning chatbot

- Enhanced customer engagement due to instant requests resolution

# Consistent profitable performance

Stable profit margins and high returns on equity and assets

EURm	Income Statement					EURm	Balance Sheet				
	2021 A	2022 A	2023 A	2024 A	2025 Pr		2021 A	2022 A	2023 A	2024 A	2025 Pr
Issuance	199.0	245.7	265.6	330.4	407.3	<b>Assets</b>	<b>76.6</b>	<b>78.8</b>	<b>98.0</b>	<b>117.1</b>	<b>146.2</b>
<b>Revenue</b>	<b>89.4</b>	<b>119.1</b>	<b>124.6</b>	<b>149.3</b>	<b>189.4</b>	Cash	9.6	3.3	5.2	3.4	3.8
Net impairment charges	-52.5	-78.9	-75.3	-88.7	-112.6	Net receivables	43.9	47.5	59.9	77.2	98.5
Operating expenses	-15.2	-14.7	-16.6	-20.9	-22.8	Other assets	23.1	27.9	32.9	36.5	43.9
Administrative expenses	-5.1	-6.6	-11.5	-13.0	-18.3	<b>Liabilities &amp; Equity</b>	<b>76.6</b>	<b>78.8</b>	<b>98.0</b>	<b>117.1</b>	<b>146.2</b>
<b>Operating profit</b>	<b>16.7</b>	<b>18.9</b>	<b>21.3</b>	<b>26.8</b>	<b>35.7</b>	<b>Liabilities</b>	<b>59.3</b>	<b>60.1</b>	<b>73.0</b>	<b>89.6</b>	<b>111.4</b>
Net interest expense	-3.7	-5.3	-5.7	-8.3	-11.6	Debt	53.5	52.5	63.5	81.0	103.3
Other income (loss)	1.1	0.2	0.1	2.1	3.0	Other liabilities	5.8	7.6	9.6	8.6	8.1
<b>Profit before tax</b>	<b>14.1</b>	<b>13.8</b>	<b>15.8</b>	<b>20.7</b>	<b>27.1</b>	<b>Equity</b>	<b>17.2</b>	<b>18.7</b>	<b>25.0</b>	<b>27.5</b>	<b>34.8</b>
Tax expenses	-3.5	-3.4	-4.0	-5.2	-6.8	Share capital	3.1	3.1	3.1	3.1	3.1
<b>Net Income</b>	<b>10.5</b>	<b>10.4</b>	<b>11.8</b>	<b>15.5</b>	<b>20.3</b>	Retained earnings	14.2	15.6	21.9	24.4	31.7
Operating margin	18.6%	15.9%	17.1%	18.0%	18.8%	Equity / Assets ratio	22.5%	23.7%	25.5%	24.2%	23.8%
Net margin	11.8%	8.7%	9.5%	10.4%	10.7%	Cash / Assets	12.5%	4.2%	5.3%	2.9%	2.6%
Interest coverage	4.5	3.6	3.8	3.2	3.1	ROE	83.9%	57.7%	54.1%	56.5%	58.3%
						ROA	16.2%	13.3%	13.4%	13.2%	13.9%

Note: audited financials for 2021 – 2024. Financials for 2025 are preliminary



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**Thank you**