
inviPay.com

Leading Micro-Factoring Fintech in Poland

July 2018



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Who are we?

inviPay.com :

- ⊕ Leading fintech on the Polish micro-factoring market.
 - ⊕ Innovative, flexible and simple alternative for SMEs.
- For 3 years we`ve been helping SMEs maintain positive cashflow
We`ve financed over 67m USD so far.
- ⊕ Our transactions are insured by Euler Hermes.
- ⊕ Sales increased by **244%** year to year in 2017 - 42m USD.
 - ⊕ Number of financed transactions increased by **115% year to year** in 2017 - **over 40 000.**
 - ⊕ Partner of 3 major banks.



JAKUB WIĘCŁAW
CEO

From the beginning of his career he was affiliated with the banking and financial sector. Since 2006, he has held positions directly related to factoring and servicing business clients. He has extensive experience in sales, credit risk, as well as product development. He has worked successively in Pekao Faktoring, Polbank EFG, BZ WBK and BZWBK Faktor BGŻ. For the last 7 years, Jakub has been associated with Alior Bank S.A. where he was the Director of Trade Finance Department.



KINGA NOWAKOWSKA
Founding Investor, COO

- ⊕ Co-founder and investor of inviPay, Member of the Management Board.
- ⊕ Spent 11 years as CEO of Communication One - leading service provided to BPO sector on the CEE market.
- ⊕ COO of Capital Park - real estate investment fund.
- ⊕ Founder of Business Angel Network, Black Swan Fund.



JAN MOTZ
Founding Investor

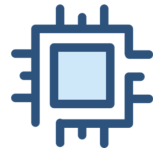
- ⊕ Co-founder and investor of inviPay, Chairman of the Board.
- ⊕ 30 years of experience in private equity and capital markets.
- ⊕ CEO of Capital Park- real estate investment fund.
- ⊕ Investor in start-up in various sectors.



An intuitive and cloud-based application. _____
Easy to navigate with a simple user interface.



Complete online onboarding process. _____
Registration within **10 minutes**.



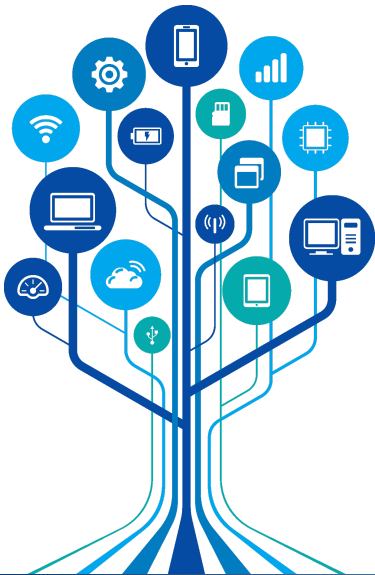
An innovative technological solution. _____
Multi-level structure ensuring the applications efficiency.
1 113 000 lines of code (NCLOC).



Active risk management. _____
Includes inviPay`s original scoring card.
Integrated with all credit bureaus databases in Poland.



Market leaders. _____
A product tailored to SMEs.



inviPay.com provides cash flow for businesses,
saves time and minimizes costs in the payments process and its monitoring.

PRODUCTS FOR BUSINESSES IN NEED OF EFFORTLESS FINANCING.



- ⊕ Accelerated payment from account receivables.
- ⊕ Extended payment deadlines for account payables.
- ⊕ **Netting** - settlement of account payables with receivables. This is a unique, one of a kind product on the Polish market. Instead of using cash, the client settles her costs using receivable invoices thereby saving time on bank transfers and payment monitoring.

⊕ Financing of individual invoices

⊕ from 50 USD



PRODUCTS FOR COMPANIES WITH EXCESS LIQUIDITY.

- ⊕ **Dynamic Discounting** – early payment of account payables. A product thanks to which a business with excess liquidity can generate additional revenue in the amount of 12,3% per year.

⊕ up to 120 day

⊕ same day cash disbursement



TIME TO MONEY - within 24 hours from onboarding process.



ING Bank - 5th bank in Poland in terms of assets (2017). Investing in new technological solutions and products for their clients. Gross growth in 2017 – 12%.



Alior Bank - 7th bank in Poland in terms of assets (2017). Investing in starts-ups within its fintech accelerator.



Bank Pocztowy - founded in 1990. They have built a portfolio of over a million clients in their partnership with Poczta Polska with which they have produced one of the largest branch networks in Poland.



Poczta Polska - largest Polish post operator with over **459 years** of tradition. With almost **80 000 employees** on various positions and **7 500 branches** in which they provide post, courier, financial and insurance services.



Euler Hermes - an insurance group belonging to Allianz AG. Also provides debt collection, industry analysis and financial analysis services. Insures around 38% of global insured turnover.

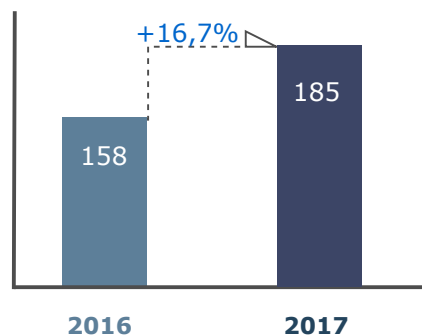


BIK - The largest collector of data on private individuals and entrepreneurs in Poland holding a database of information on **24 million Poles (62% of the population)**. Focusing mainly on positive information to assess the payment habits of its clients.

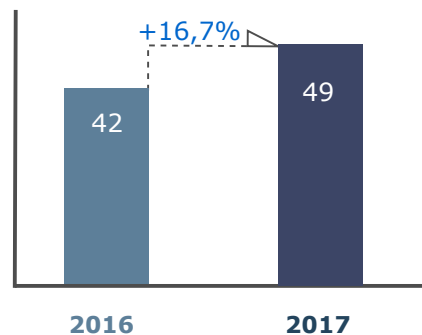
Factoring in Poland:

Currently **8 thousand** clients use factoring and their number is constantly increasing. In the last year they entrusted factors with receivables totaling **PLN 185 billion (USD 49 billion)**. This cooperation is developing very quickly. **Showing growth of on average 18%**. This proves the rapidly growing trust of clients for services provided by factors.

Turnover on the Polish market in PLN (bn)



Turnover on the Polish market in w USD (bn)



Market saturation effect (%):

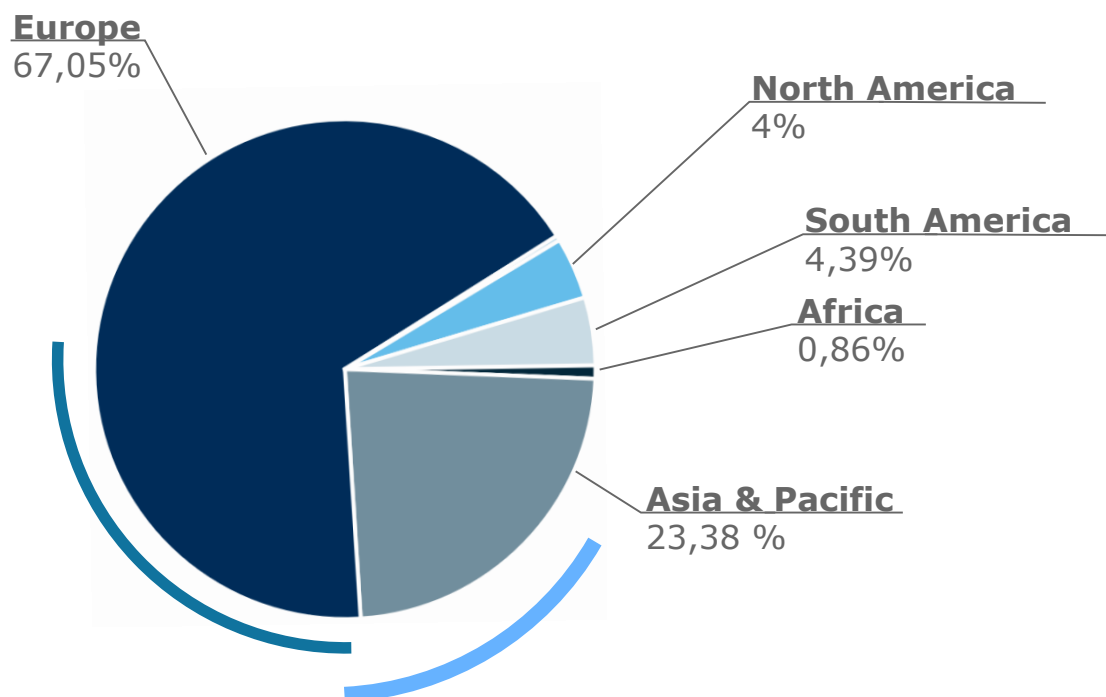
Country	2016 ▲	2015 ▲	2014 ▲	2013 ▲	2012 ▲
Portugal	13,41	12,53	12,27	13,94	14,24
Italy	12,51	11,42	11,32	11,82	11,92
Great Britain	12,37	14,20	16,33	16,45	16,84
Netherlands	12,21	9,69	8,75	8,94	8,74
France	12,06	11,16	10,58	10,07	9,40
Spain	11,86	10,46	10,67	11,80	12,11
Poland	9,03	8,93	8,13	8,42	6,63
Germany	7,07	6,78	6,54	6,48	6,11
Turkey	5,21	5,83	6,80	6,04	5,58
Czech Republic	2,90	3,09	3,82	3,67	3,50



Factoring around the world:

Factoring is a service that is particularly popular in Europe. As much as **65%** of all receivables entrusted to companies providing these kinds of services come from European clients. The Asia-Pacific region is responsible for **25%** of total receivables sold to factors meaning that these two regions together are responsible for **90% of the global market**.

Factoring regions around the world.



Market share of regions in the factoring industry around the world.

Region	2015 [mln USD]	2016 [mln USD]	Shares
Europe	1,823,151	1,865,212	67,05 %
South America	101,032	122,237	4,39 %
North America	117,710	111,319	4 %
Asia-Pacific	698,597	650,493	23,38 %
Africa	21,920	23,878	0,86 %
Middle East	9,399	8,878	0,32 %
Total	2,772,443	2,782,018	

What will you gain from inviPay.com ?

Products

- ⊕ **A new product for your clients – a proven solution for SMEs.**
- ⊕ **Added cross-sell opportunity and reward loyalty of your clients**
- ⊕ **Increased possibility of reaching new clients.**
- ⊕ **New revenue stream.**



Experience



- ⊕ **Know-How Transfer – knowledge of the market leader.**
- ⊕ **Functionality available at hand – ready technology, tested processes and definite solutions.**

inviPay.com

Your partner in growth.

If you have any questions, I remain at your disposal.

Jakub Więclaw - CEO

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