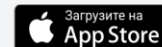




ID FINANCE

IDF Spain Company presentation

January 2024



STRICTLY CONFIDENTIAL



Business Overview: ID Finance Group

IDF Spain is part of the ID Finance group



One of the fastest growing
International FinTech group



EUR 180m
Revenue for 2023



500+
Professionals



~ 6.5m +
Unique registered
users

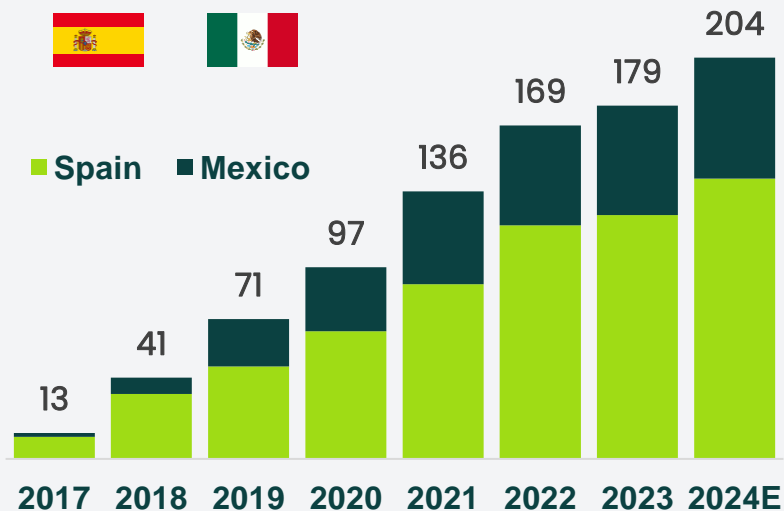


EUR 1.3 billion
Loans issued in Spain and
Mexico since launch

- **Focused on consumer lending in Spain and Latin America**
- **Proven track-record:** having started the business in 2015, we have built a profitable fintech company in both countries
- **Credit risk management:** as a balance sheet lender we assess, mitigate, and manage credit risks with our inhouse engine, ensuring a stable and robust portfolio
- **Proprietary technology:** a fully dedicated team of software developers and engineers supporting a high-load system in key target markets

Focus on **high-growth markets**
of **Spain and Mexico**

Revenue growth dynamic, EURm



Strong dedicated management team led by the founders

Founders

Boris Batin, 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

Dedicated local team

Vitali Ermakou, CEO Spain



- Vitaly joined the company in 2015 and grew from Project Manager to current position. Prior to ID Finance he worked in different IT companies
- Graduated from Belarussian State Economic University

Alex Calvo, CFO Spain



- Over 13 years in finance. Worked at Deloitte and Spectris Plc
- Graduated from Universitat Pompeu Fabra in Barcelona

Supported by top professionals in Global team

Nikita Drachev, Global CRO



- Over 19 year in Risk management and IT. Held senior roles in Volkswagen Bank, VTB and Raiffeisen Bank
- Graduated from Finance University under the Government of the Russian Federation

Sheila Toledo, Global Head of Legal



- Over 12 year of legal practice in Spain. Previously worked as a Head of Legal in B2B delivery companies Paack and Stuart.
- Graduated from Universitat Pompeu Fabra, she holds a Master degree in Business Law from the Barcelona Bar Association

Victor de las Heras, Global CFO



- More than 20 years in finance. Worked at Pepper Financial Services Group and other financial companies
- Graduated from Alcalá University in Madrid

Carlos Martin, Global CMO



- Joined IDF in 2016 as Marketing Specialist and became global CMO in 2022
- Graduated from EAE Business School, Universitat Politècnica de Catalunya, Universidad de Salamanca



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Business Overview: IDF Spain

Moneyman Spain: Deep expertise in consumer credit market

Solid since inception results:

- **>EUR 900mn loan originations**
- The **annual revenue run rate** EUR 127m
- **EUR 1 m monthly net profit:** maintaining sustainable profitability despite challenging market conditions

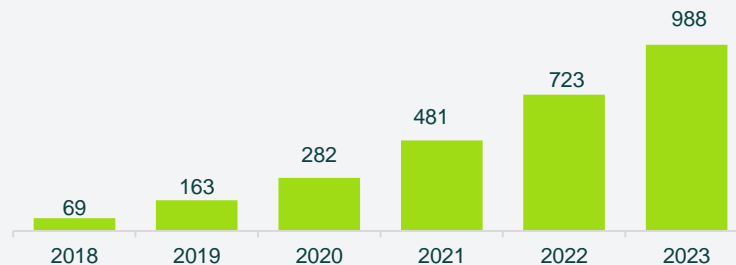
Best-in-class in the industry:

- **Top alternative lender** in Spain by number of brand search
- **Top-rated product:** Demonstrated by retention rates of 75%+ in Spain

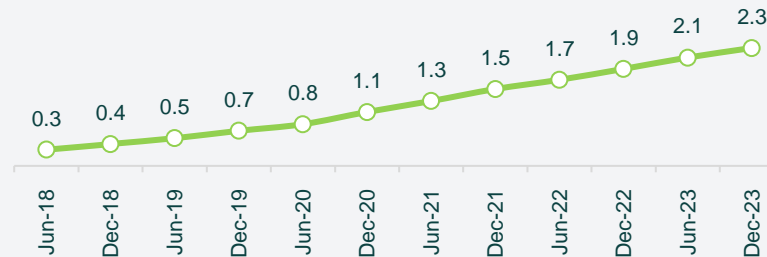
Access to Funding

- **EUR 40m of Eurobonds** on Frankfurt Stock Exchange till Sep'2025
- Institutional funding: **raised EUR 12m from regulated European Bank.**

Loans issued, cumulative, EURm



Unique registered users, m



IDF Spain has been showing fast growth since 2015 and became the leading player in Spain

ID Finance group was launched in 2015 in Spain offering online consumer loans under MoneyMan brand



“Best Fintech of 2022 in Spain”

“Best Neobank of 2022 in Spain”



2015-2016

Spain: MoneyMan launch

- In 2015 launched online consumer lending (MoneyMan)
- Product-market fit reached
- Positive unit economics achieved

2017-2018

Spain: breakeven

- 2017: First local debt funding raised
- 2018: Achieved positive net income
- 2018: Awarded by reputable media: Wired, Financial Times

2019-2023

Spain: Top-1, access to capital markets, Plazo launch

- 2019: EUR5.5m equity crowdfunding round at EUR 95m valuation
- 2020: Top-1 alternative lending brand in Spain
- 2020: Issued bonds in amount of EUR40m on Frankfurt Stock Exchange with “B-” rating
- 2021: Reported record net profit of EUR10m
- 2021: In mid 2021 we launched Plazo debit card to offer clients financial wellness tool and started testing credit functionality in 4Q2021
- 2021: EUR3.3m equity crowdfunding round for Plazo development: new €220m valuation milestone
- 2021: Fastest growing fintech in Spain, 4 times in a row according to FT
- 2023: Raised \$12m institutional debt from European Bank

Moneyman - customized product and solution targeted to solve short-term cashflow needs

- **Fully automated** lending service operating online 24/7
- **Fast and convenient** financial services via web and mobile platforms
- **Industry-beating NPS¹** of 50, which is higher than the NPS of traditional banks (32 on average for the banks)
- **Leading alternative lending brand** according to brand search statistics

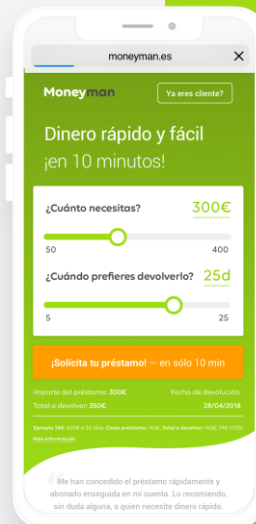


Loan amount:
Up to EUR1,600



Term:
Up to 4 months

Moneyman



¹The Net Promoter Score is an index ranging from -100 to 100 that measures the willingness of customers to recommend a company's products or services to others



Focusing on digitalized customers seeking accessible, safe and personalized financial services



20 - 45 years old



Demand convenience



EUR 1-1.5k disposable income

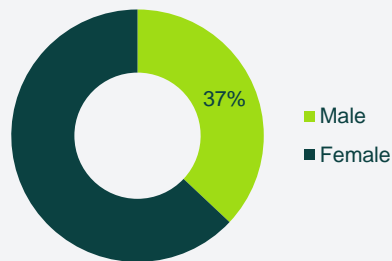


Tech-savvy

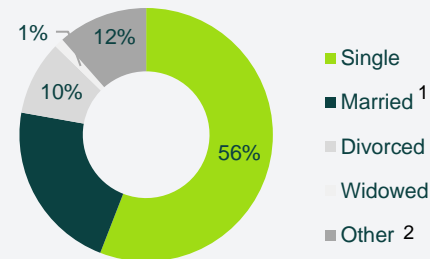


Loan users / clients without credit history

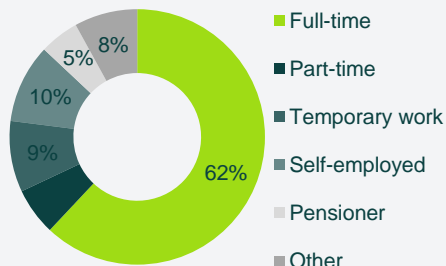
Gender



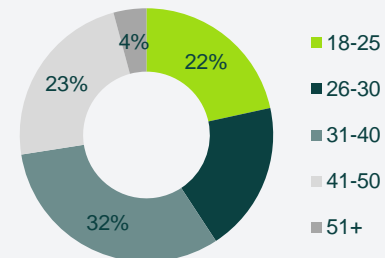
Marital status



Employment



Age



¹ – including civil marriage; ² – including clients with no response

Well-balanced digital acquisition strategy allows for quick scaling



Omnichannel marketing provides seamless customer experience across all channels, across multiple touch points



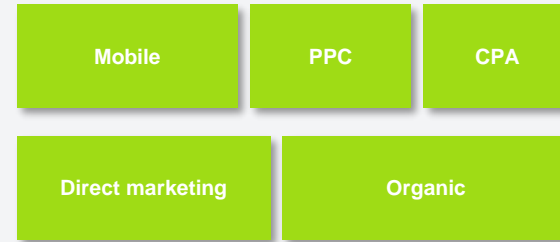
Well-diversified strategy of marketing

- **CPA (Cost-per-action)** – global relationship with key affiliates
- **PPC (Pay-per-click)** – continuous optimization of acquisition costs via Google and Facebook
- **Organic** – key acquisition channel which provides the most loyal clients with the lowest CAC. Moneyman is now one of the most popular finance brands
- **Direct Marketing** – the most important channel to generate repeat business. Continuous “dialogue” with clients and propensity scoring insure high CLV
- **Mobile marketing** – mobile app driven marketing increases retention rate



Dedicated team per each marketing channel

Balanced mix of marketing channels



50

Net Promoting Score (NPS)
above peers



Source: delighted.com/nps-benchmarks

We use a variety of third-party sources for underwriting data including open banking providers

OPEN BANKING
ALLOWS FOR
TAPPING INTO BIG
DATA'S ENORMOUS
POTENTIAL

Conventional data

Working with credit bureaus as traditional source of credit history insights
We have to ensure that we don't lend to consumers who can't pay back



Unconventional data

- Behavioral data
 - clients' devices
 - typing patterns
- Telecom data
 - data on sim card



Open banking

- Access to clients' bank accounts data complements credit bureau data in understanding spending patterns
- Analysis of clients transactions and income creates valuable insights, enhancing credit risk scoring

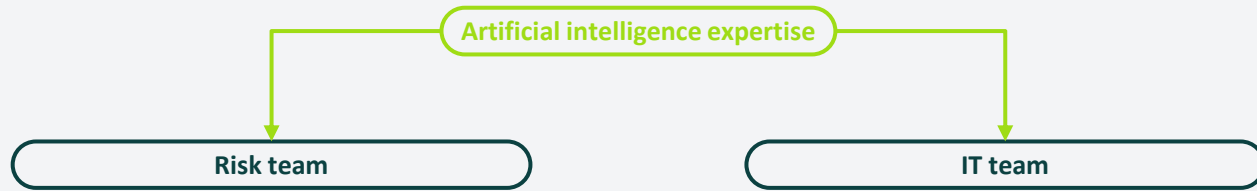


Proprietary sources

- Existing ID Finance clients database
- We partner with numerous reliable channels to gain the stable traffic



Core of Our Business – Artificial Intelligence (AI)



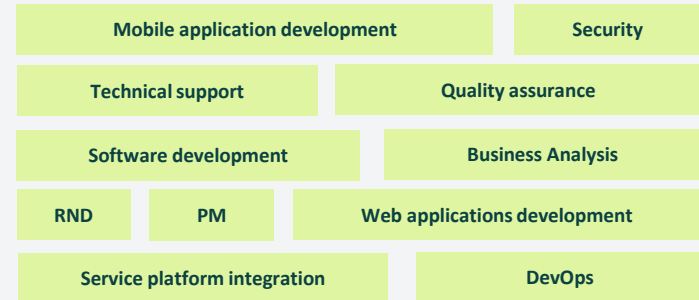
7,000,000+ clients applications processed within 7 years



10,000+ parameters are analyzed by the system in the moment



20+ databases used in assessing customer credit quality



Consistently profitable and resilient throughout economic cycles

Income Statement	2020	2021	2022	2023	Balance Sheet	2020	2021	2022	2023
Issuance	119.0	199.0	245.7	275.6	Assets	53.5	76.6	78.8	98.0
Revenue	64.9	89.4	119.1	124.4	Cash	7.2	9.6	3.3	5.1
Net Impairment Charges	-38.9	-52.5	-78.8	-75.3	Net receivables	25.2	43.9	47.5	59.9
Operating Expenses	-13.8	-15.2	-14.7	-16.4	Other assets	21.0	23.1	27.9	33.0
Administrative Expenses,	-3.9	-5.0	-6.6	-11.3	Liabilities & equity	53.5	76.6	78.8	85.3
Operating profit	8.3	16.7	18.9	21.3	Liabilities	45.6	59.3	60.1	73.0
Net interest expense	-2.1	-3.7	-5.3	-5.7	Debt	37.6	53.5	52.5	63.5
Other income (loss)	-1.2	1.1	0.1	0.2	Other liabilities	8.0	5.8	7.6	9.5
Profit Before Tax	5.0	14.1	13.8	15.8	Equity	7.9	17.2	18.7	25.0
Tax Expenses	-1.3	-3.5	-3.4	-4.0	Share capital	3.1	3.1	3.1	3.1
Net Income	3.7	11.05	10.4	11.8	Retained earnings	4.8	14.2	15.6	21.9
					<i>Equity/Assets ratio</i>	<i>14.8%</i>	<i>22.5%</i>	<i>23.7%</i>	<i>25.6%</i>
<i>Operating margin</i>	<i>12.8%</i>	<i>18.7%</i>	<i>15.9%</i>	<i>17.1%</i>	<i>Cash/Assets</i>	<i>13.5%</i>	<i>12.5%</i>	<i>4.2%</i>	<i>5.2%</i>
<i>Net margin</i>	<i>5.7%</i>	<i>11.8%</i>	<i>8.7%</i>	<i>9.5%</i>	<i>ROE</i>	<i>37.5%</i>	<i>83.9%</i>	<i>57.7%</i>	<i>54.2%</i>
<i>Interest coverage</i>	<i>3.9</i>	<i>4.5</i>	<i>3.6</i>	<i>3.7</i>	<i>ROA</i>	<i>5.8%</i>	<i>16.2%</i>	<i>13.3%</i>	<i>13.4%</i>

- Consistent profitability for over 4 years, bringing high capitalization over 25% equity level
- Operating margin is above 17%
- Generating high returns: 54% return on Equity and 13% return on Assets

Note: financials for 2018-2022 are audited by E&Y. Financials for 2023 are preliminary

Thank you



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