



Shape your financing needs
with flexible and tailored
factoring solutions

Factris is **scaling local**
throughout Europe

Investor Presentation - 2019
www.factris.com



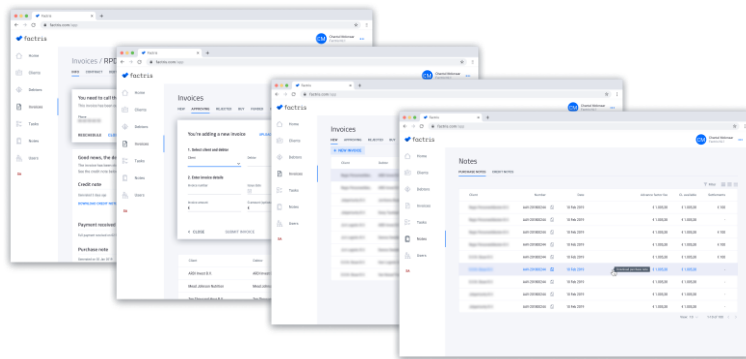
Factris at a Glance

Pan-EU Tech Enhanced Local Factoring Service Provider

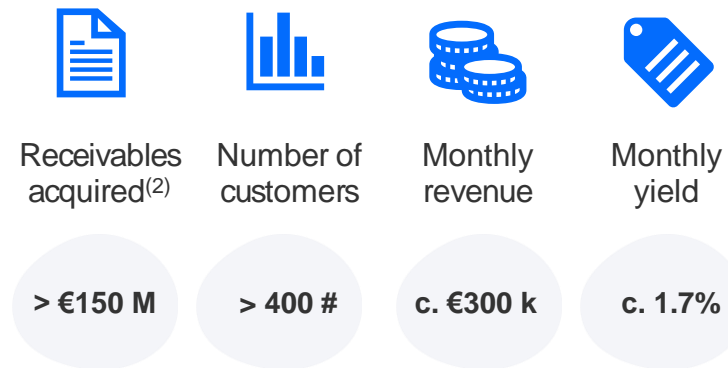
Company Description

- We are building the first non-bank pan EU working capital provider to SMEs using receivables as collateral
- Factris developed a unique way to scale traditional local factoring businesses using a sourcing agent model⁽¹⁾
- Factris supports local sourcing agents through its proprietary platform, centralised funding and marketing
- Currently operating in 3 EU countries (Netherlands, Lithuania & Latvia) expanding soon in Germany & Belgium
- Focus on long term customer relationship, high customer lifetime value and capital preservation

Proprietary Factoring Platform



Key Statistics



Key Product Offering

- Invoice discounting, factoring and invoice lending
- Credit facilities up to €1.0 M⁽⁴⁾
- Funding rate from 70 to 100% of receivable
- Recourse or non-recourse
- All receivables are 100% owned by Factris
- All receivables are payable to a Factris controlled bank account (in the name of Factris or Customer)

Receivables Portfolio Evolution⁽³⁾



European Presence

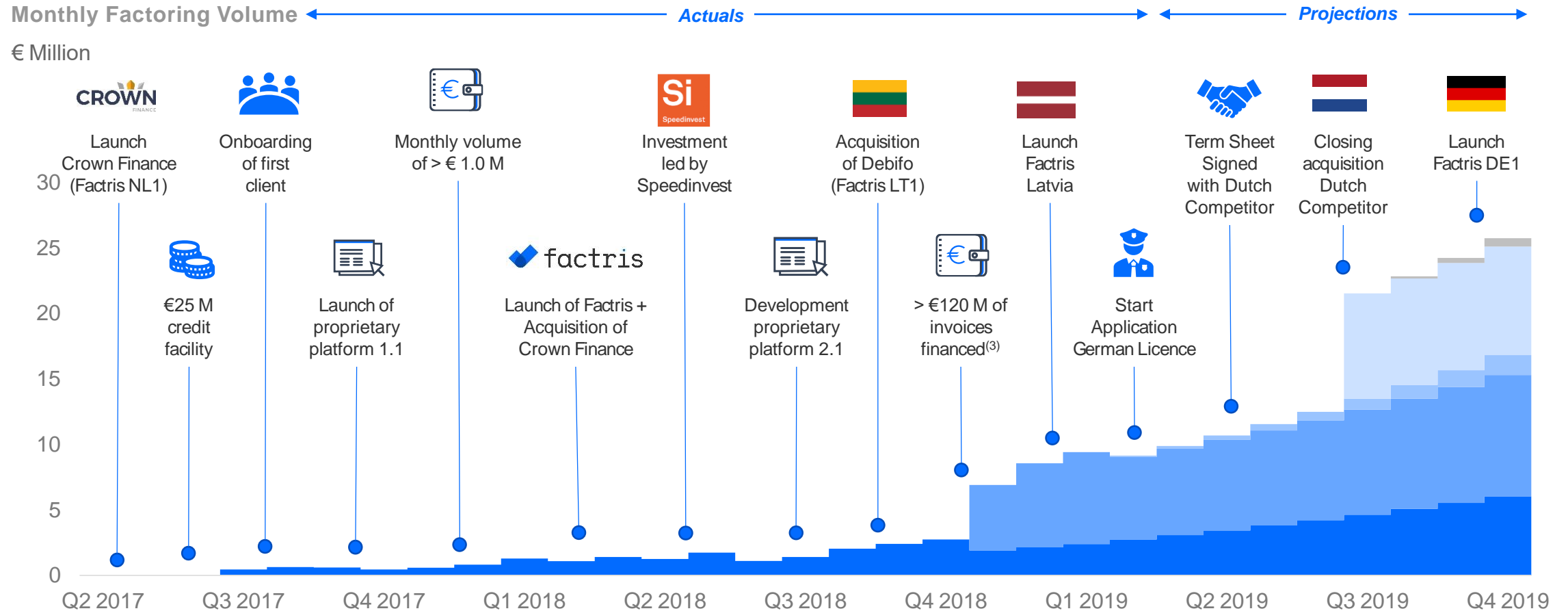


1. A sourcing agent (or "SA") is a subsidiary of Factris located in one of the active EU jurisdictions
2. Including transaction history of Debito
3. Portfolio equals legal value of purchased receivables (on average funded @ 85%)
4. Based on outstanding receivables

- Sourcing agents to be launched / acquired in the short term

Execution Timeline

Fast Execution on Consolidation Strategy



1. Negotiating closing (estimated Q3 2019)
2. Still to be incorporated
3. Including all invoices purchased by Crown & Debifo

■ Factris NL1
 ■ Factris LT1
 ■ Factris LV1
 ■ Factris NL2⁽¹⁾
■ Factris DE1⁽²⁾

Risk Management

Meticulously Drafted Credit Risk Policy Ensuring a Consistently Low Rate of Default

1 Customer Onboarding

- Thorough onboarding with adherence to KYC principles
- Verification of client & debtor eligibility through third-parties
- Documents required include IDs of Directors, UBO's & financial report

2 Invoice / Debtor Verification

- Strict receivable eligibility criteria
- Internal & external verification (automated task creation)
- Clear purchase guidelines (implemented in the platform)
- Multi-level approval hierarchy

3 Credit Management

- Client specific collection schedule
- Automated submission of payment reminders
- Partially automated task creation for all sourcing agents
- Audit trail kept of all actions

4 Ongoing Monitoring

- Dun & Bradstreet notifications for changes to client & debtor details
- Active monitoring of clients & debtors through public sources
- Weekly & daily reports generated by the platform

Cumulative NPRs and Defaults

As % of Accumulated Factoring Volume



Biographies

Management Board



Brian Reaves
Chief Executive
Officer



Brice Laurent
Chief Financial
Officer



Justas Šaltinis
Chief Operations
Officer



Marcel Meijer
Chief Risk
Officer

Professional Experience

- Serial entrepreneur and investor in the mobile / payments space having been involved in building 21 prior businesses including 15 mobile networks and 4 payment companies
 - Founding team member and investor in LoopPay (sold to Samsung to form Samsung Pay)
 - Participant and investor in notable payment companies Fastacash, Transfer To and Payworks
 - Senior management positions in several mobile network operators including Millicom, Celtel and US West
 - Built two mobile operators from inception to exit in Malta and Turks and Caicos
- Co-founder & Managing Director of Crown Finance Group (acquired by Factris Holding)
 - Co-founder & Managing Director of Innovative Payment Solutions (Cashly), a payment infrastructure processing cash payments in the Netherlands (>500 POS)
 - Co-founder and non-executive advisor of Splitzer (Wiebetaaltwat), app to keep track of group expenses (more than 1.5 MM users)
 - Investment Banking Associate from 2011 to 2016 at Morgan Stanley in London (Benelux coverage, financial institutions group and leveraged finance)
- COO at Factris since January 2019
 - CEO and founder of Debifo
 - Co-founder of Debitum Network - an alternative finance eco-system to facilitate multi-party financing opportunities for SMEs
 - 10+ years of investment experience in private and public financial assets, including position as an associate in Corporate Finance at Orion Securities
 - Business development credentials with peer-2-peer platform Mintos and facilitation of signed cooperation agreement with Mundus fund for EUR 10 million debt investment
- Co-founder & Operations Director of Crown Finance, responsible for sales, onboarding and credit management
 - Co-founder of CS Factoring (factoring company with 200% yearly factoring volume growth since inception)
 - Previously Office Director, Commercial Director, and Collections Director at DSB Bank
 - Founded DSB Bank's in-house collections agency (full service credit management with more than 75 FTEs)
 - Started career at Citibank (from Credit Cycle Manager to part of the Management team)

Education

- Post graduate studies at Moscow State University
 - Bachelor's degree in Business Administration / Finance and Economics from Lander University
- Master's degree in Finance from the University of Amsterdam
 - Minor Business Economics at Università Luigi Bocconi in Milan
 - Bachelor's degree in Business Administration from the University of Amsterdam
- Bachelors degree in Economics and Business Administration from the Stockholm School of Economics, in Riga
 - CFA Institute Charter holder since 2015
- Graduate of Laudius Business School
 - Post-HBO qualification, as a registered credit professional



Investor Presentation - April 2019

