

The title 'INVESTOR PRESENTATION 2021' is centered on the page. 'INVESTOR' is in orange, while 'PRESENTATION' and '2021' are in white. The background is a blue-tinted image of a winding road through a wooded area.

Executive Summary

Ibancar is an established online lender generating high returns and with a proven risk management record.



- ❖ has been operating for several years in Spain having extended **1,500 loans for over €4.0m**
- ❖ generates a gross loan book **yield in excess of 50%**
- ❖ has an excellent track record with less than **1% cumulative credit losses**
- ❖ is profitable with annualized **revenue in excess of €1.3m**
- ❖ has completed an Angel round and a Series A **raising €1.5m in equity**
- ❖ has established reliable and **scalable debt funding** sources
- ❖ is **run by a senior team** with extensive banking, investment and risk management experience
- ❖ is preparing to expand into other countries

Ibancar survived the COVID crisis without losses and only minimal impact on loan book performance.

Ibancar brings secured lending into the mainstream lending market through its proprietary platform.



- ❖ has **redesigned the car title loan model** making it scalable for use in the online lending marketplace
- ❖ allows a fast and simple application process that can be completed **entirely from a smartphone**
- ❖ is **100% remote** and does not require physical presence of the borrower nor the car
- ❖ integrates modern digital marketing techniques for lead acquisition and processing
- ❖ applies broad market positioning encompassing the **full spectrum of borrowers** from prime to the credit invisible
- ❖ already operates beyond the car title niche and **converts leads from all online sources**

€3.6m
Future
Contracted
Payments

€3.0m
Annualized
Origination
Rate

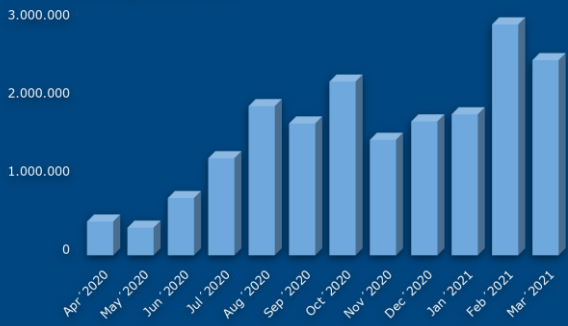
€2.0m Total
Asset Book

26% Equity
Funded
Loan Book

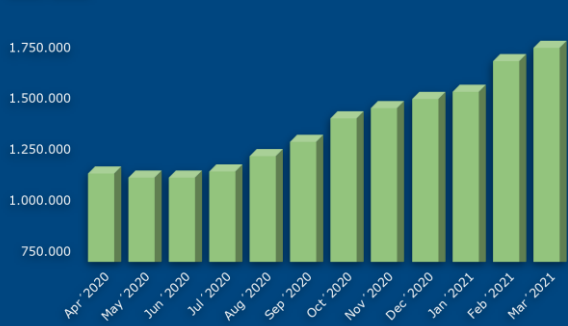
€1.1m
Annualized
Lending
Revenue

€1.3m
Annualized
Total
Revenue

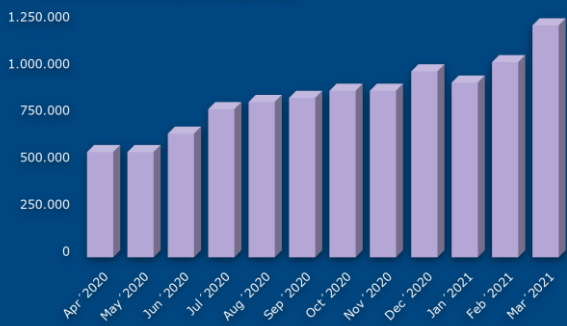
Annualized Origination Rate



Loan Book



Annualized Revenue (Lending Only)



400% YOY
Origination
Growth
(3m Rolling
Avg)

45% YOY
Conversion
Rate
Increase
(3m Rolling
Avg)

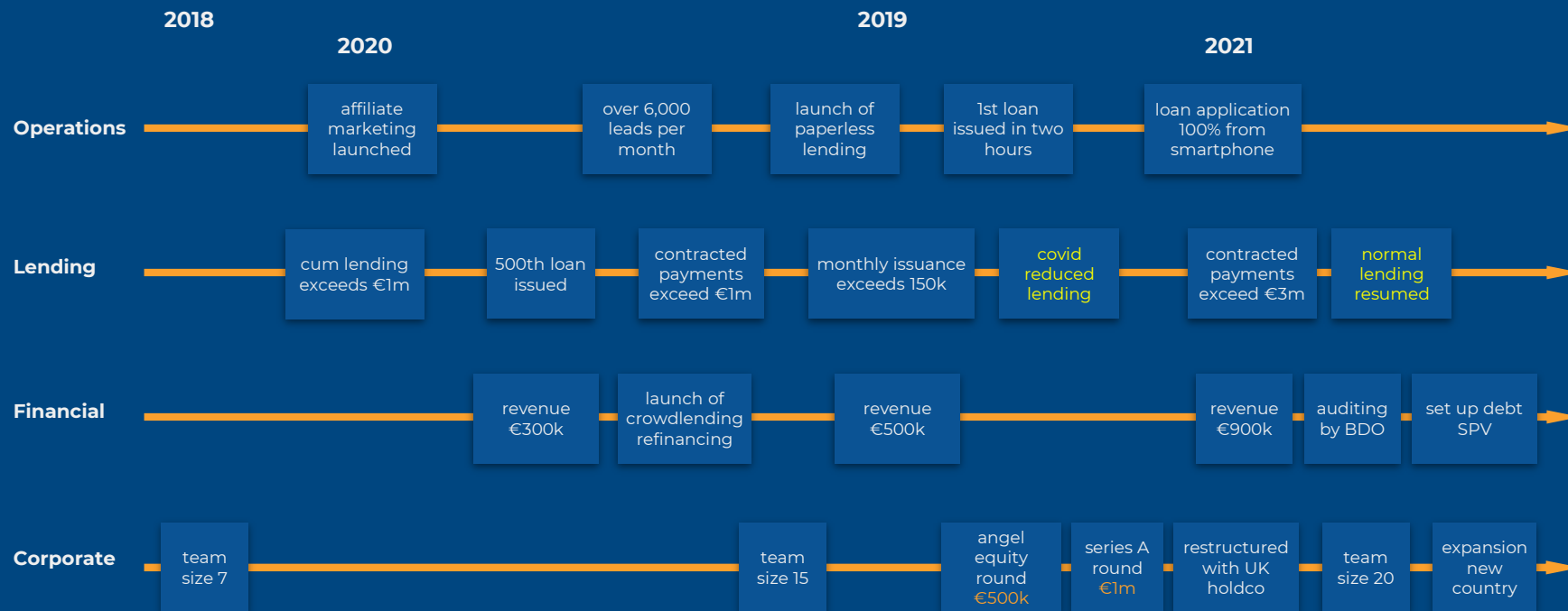
50% YOY
Loan Book
Growth
(in COVID year)

100% Expected
FY Loan Book
Growth

50% YOY
Revenue
Growth
(in COVID year)

75% Expected
FY Revenue
Growth

Ibancar started lending in its current form in 2017. These **five years of lending track record** combined with **successful startup experience** are the foundation that will allow our **scalable and de-risked business** to continue to achieve its growth targets.



Can you get a €5,000 loan today? The answer is: probably not.

Today, getting a loan (fast or otherwise) has become difficult or even impossible for many including the creditworthy. For many the only way to obtain a fast loan is to turn to **payday lenders who do not offer what the borrower needs**. A borrower who wants several thousand euros has very few options. Most online lenders use complex algorithms that exclude many applicants and they do not offer larger loans as they expect NPL rates of 30%.

Borrower behaviour is driven by a lack of options

Banks do not offer an easy 100% online experience so borrowers turn to alternative lenders despite the higher interest rates	Borrowers needing an urgent loan do not differentiate between lenders, they just want their problem solved and they do this online	Online borrowers, whether prime or subprime, end up applying to the same lenders and paying similar interest rates
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Ibancar solves these problems by offering straightforward installment loans developed to accommodate borrowers needs whilst ensuring that our capital is totally protected. We have thought carefully about product structure so as to be **inclusive from a marketing perspective yet discerning from an underwriting perspective**.

- Ethical, suitable and well understood
- Fast and as easy to obtain as a payday loan
- Secure as traditional title lending

The use of **collateral unlocks borrowing capacity and opens up the entire credit spectrum** from prime to credit invisible and enables cheaper borrowing than payday alternatives.

Prime borrowers need Ibancar loans

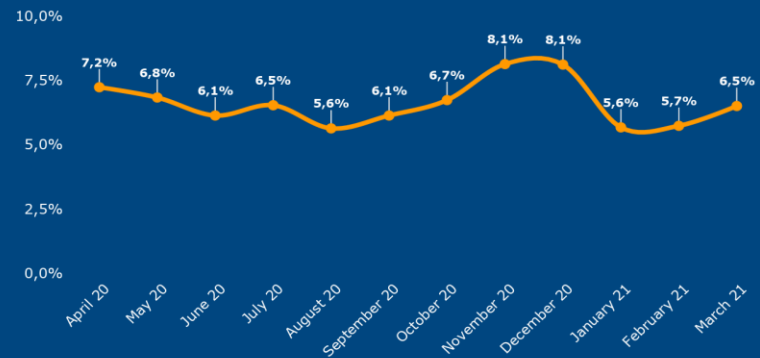
- They think their bank won't lend to them
- Their bank does not offer an online process
- They think getting a bank loan will be slow
- They don't like or trust banks

Subprime borrowers need Ibancar loans

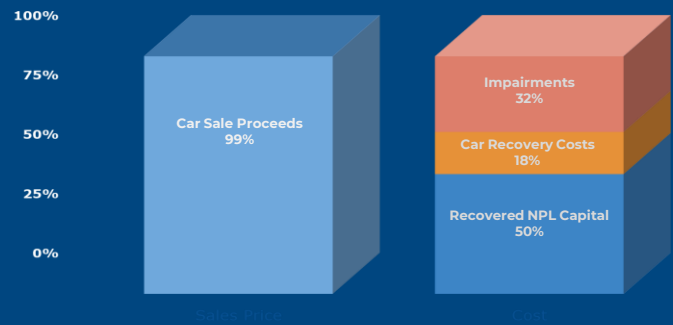
- They don't have credit cards
- Very few lenders accept problem borrowers
- Payday lenders do not offer what they need
- They go online to apply to multiple lenders

The performance of Ibancars loan book has been proven over several years. **NPLs have remained at a very low level** and our **LTV based underwriting model** ensures our **capital recovery rate remains high**. Our low losses translate into a **higher contribution margin** which gives us a competitive advantage: we can pay more for leads and **gain market share**.

NPL Evolution



99% Capital Recovery Rate (12 Month Rolling)



NPL Evolution: includes Non Performing Loans and Cars Pending Recovery

Senior management brings both in depth finance and corporate expertise. We are banking and finance experts bringing a deep understanding of risk management into the the fintech ecosystem.

Founder, CEO



Alexander Melis (Dutch) has been an entrepreneur in the asset based lending space for 10 years. Previously he was a Managing Director in Fixed Income Derivatives at Credit Suisse and BNP Paribas in London. Prior to his banking career Alex also spent 10 years working as a management consultant and besides his financial knowledge brings management and organisational skills to the table.

Contact: a1@ibancar.com

Board Member, Director



Johan Kampe (Swedish) is Managing Director of Claret Capital (previously Harbert European Growth Capital) which provides specialty debt financing (Venture Debt) to European growth businesses, predominantly in the technology and environmental sectors. Johan has more than 15 years of experience in technology lending and financing.

Board Member, Director



Alain Dib (French) has 25 years of experience in Investment Banking, Capital Markets, Private Equity and Venture Capital and has held senior positions with Deutsche Bank and BNP Paribas. Alain was COO/CIO of Waha Capital and is currently CEO of Knuru Capital a Dubai based Venture Capital fund. He has a wealth of experience sourcing, structuring and managing investment risks.

Board Member, Director



Roger Welsch (Dutch) is a Director at ING Investment Bank. Previously he was involved in Treasury management at Dutch public sector bank BNG. He is fixed income specialist with 25 years experience of debt capital markets, derivatives and debt structuring. Alex and Roger have known each other for 20 years.

Full profiles are available on [LinkedIn](#)



Thank you for your interest in Ibancar