



Business Presentation

Intro Video



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Ibancar, a fast growing and profitable scale-up, brings asset based lending into the mainstream consumer credit market through its frictionless digital platform



Ibancar offers **personal loans** secured against the borrowers **car**



The credit decision process is **simpler, fairer** and open to all borrowers with a car **regardless of credit history**



Secured lending **outperforms** unsecured lending as it **reduces risk**, generating a much **higher yield** and unlocking **profitability**



The **digitization of asset based lending** makes this approach to a huge undisrupted lending sector **highly scalable**

Ibancar operates in **Spain** and has recently launched in **Mexico**.

Highlights

Ibancar is a lean, efficient and proven business that has maintained the highest level of credit performance whilst becoming profitable from an early stage.

Proven Business

€21m

2024 Origination

€11m

Annualized Revenue

€555k

2024 Profit

** €2.4m before
funding costs*

€400k

2024 Cash flow

Successful Startup

€38m

Total debt raised

4yrs

of Profitability

€1.7m

Equity raised

€2.5m

Cash Balance

Solid Track Record

20,000

Loans issued

€58m

Euros issued

€21m

Asset book

€38m

Book receivables

Total Addressable Market

In excess of €3b

3 Year Targets (2025-2027)

400%

Revenue Growth

€44m

ARR

10x

Profit vs 2024

Can **YOU** get a **€6,000** loan **TODAY?**



Problem 1

Access to fast loans and larger amounts for **prime** borrowers

Many prime borrowers have access to bank loans, but these loans are not available online, involve a lot of paperwork and are slow to obtain.

When they need money quickly many turn to alternative lenders, including payday lenders, who offer only smaller amounts for shorter terms and end up being very expensive.

Problem 2

Access to online loans for **non-prime** and **credit invisible** borrowers

These borrowers are largely excluded from the online lending market and turn to payday lenders or pawn shops for small loans for short terms at a high cost.

They struggle to get the loans they really need to solve their problems, and they often end up deeper in debt and with bigger problems.

The Problems that Affect Most Borrowers

-  The online consumer credit market is very selective and **doesn't really work for consumers**
-  **Banks generally do not participate** in the online lending market
-  Most online lenders offer **only small amounts for short terms at high APRs** to offset their losses
-  Today's predominant lending model (short term high cost credit / "payday") has become popular because of a **lack of alternatives** but it is **not always good for the borrower**

Payday loans and pawnshops dominate, but these lending models are not inclusive, lack flexibility and scalability. Ibanicar fills this gap.



Ibanicar has a scalable model that reduces losses making it competitive, inclusive and sustainable

Ibancar Offers Digital, Remote, Frictionless, Inclusive, Secured Lending

Ease



Speed



Amount



Term



Cost



The only way to serve more borrowers with **suitable loans** is with **secured lending** that is online, fast, transparent and **100% remote**



Borrow up to €6,000



Same day money



Flexible repayment up to 36m



100% remote process



Better than payday loans



Open to all borrowers with a car

The Solution (2)

Make it Simple... and Keep it Easy

Ibancar has developed its own platform with front end software to process huge numbers of leads. This gives us flexible control of our onboarding process and is optimized to serve borrowers quickly and with simplicity.



A potential client can see the amount he could borrow in seconds

Clients are pre-approved while still live on the website and can continue the process immediately via Whatsapp, email or phone.



Loans can be processed in an hour

The speed of the application process is determined by the client and how quickly he sends the required photographs and documents.

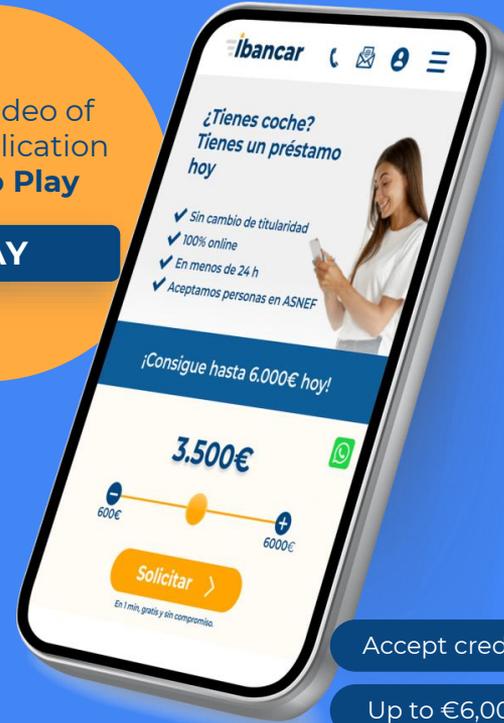


Easier to obtain than many payday loans, and faster than a bank loan

Our application process is simple and designed to be less dependent on data points. Our process can be completed entirely from a smartphone.

Demo Video of
Loan Application
Click to Play

PLAY



Accept credit blemishes

Up to €6,000 same day

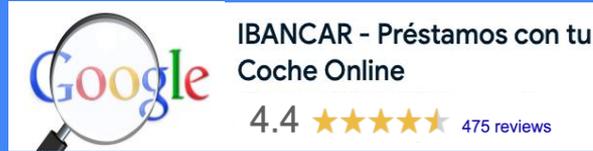
Up to 36 months to repay

Built in flexibility

Who Are Our Clients?

Our loans have **broad appeal** as there are very few places that can offer a loan of **up to €6,000** within **hours** to someone who is **unknown** and has **just landed on a website**.

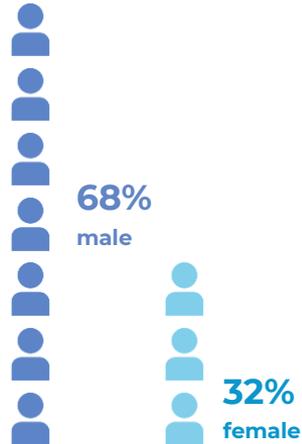
4.4 Stars on Google Reviews



4 Stars on Trustpilot

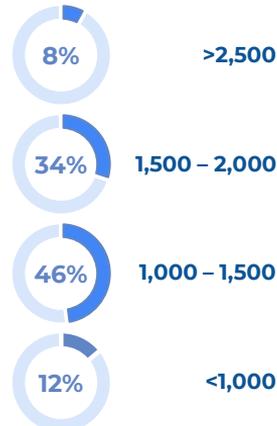


Gender

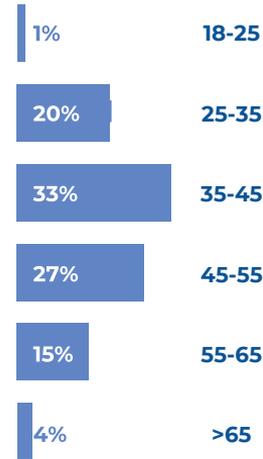


Income

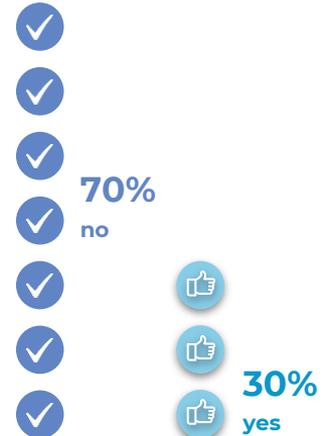
€ per month



Age



Credit Bureau Listed



The Ibancar Business Model

Ibancar brings secured lending into the mainstream consumer credit market through its frictionless digital platform using cars as collateral.

1

Scalable Lending Platform

Ibancar provides secured loans **within hours**, using cars as collateral, through a fully digital and frictionless online process.

2

Proprietary and Full-Service

Ibancar has **built its platform in-house** instead of building on external SAAS and also does not contract out processes, everything from acquisition to logistics is done in house ensuring **quality, compliance and flexibility**.

3

Proven and Profitable

- **Market leading credit performance**
- Four consecutive years of **profitability**
- **Positive operating cash flow**
- **€10m** annualized revenue
- **Scalable debt funding** in place

4

Inclusive Lending

Serving both prime and non-prime borrowers with **loans that genuinely solve problems** and generate positive outcomes through fair, transparent processes.

5

Market Expansion

Successfully scaling in Spain and launched in Mexico, targeting a huge **B2C** market with additional growth potential through **B2B2C** partnerships as well as **additional lending products**.

Market Leading Credit Performance Is Expected

Riskier Unsecured Lending

Most of the online lending market is characterized by high credit losses

- ✗ Lenders pass losses on to borrowers in the form of higher interest rates for everyone
- ✗ Their funnel process must cherry pick borrowers with algorithms resulting in exclusion and lower conversion
- ✗ Once converted they must identify their best borrowers and convince them to take repeat loans as their first loans are often issued at a loss

Secured Ibanca Lending

Online digital asset based lending is a game changer

- ✓ Asset based lending does not have the same level of losses and this paves the way for inclusive loans that can be offered to a broader spectrum of borrowers
- ✓ The Ibanca asset based model has is inclusive with a high conversion rate and our underwriting approves the majority of applicants
- ✓ Ibanca's credit process and experience in this sector allows it to build a high yielding loan book with very low credit risk delivering a positive return on every loan (and we also have repeats)

Our approach to lending means we can **maximize inclusion** and at the same time **minimize risk**

Ibancar Loans are Inclusive, Fast and Have Wide Appeal



We deliver ethical, transparent loans to many borrowers who are otherwise excluded from the credit market or suffer credit discrimination



Ibancar loans are well positioned and priced to solve problems for borrowers across the credit spectrum



Our lending model generates a high yield **PRIME** quality loan book without excluding **NON-PRIME** borrowers

Cost

Prime

Non Prime



Payday Loans
Up to €500



Pawn Shops
Up to €3,000



Fast, Larger & Longer Loans 100% online
Prime and non prime borrowers



Credit Cards
Only available to PRIME borrowers



Bank Loans
Only available to PRIME borrowers



Intro Video



ibancapital
Holding Co



ibancar



Debt Funding
SPV

ibancar



Operating Co
Originator, Servicer

ibancar



Operating Co
Originator, Servicer

ibancar



Ibancar Canarias
Servicer