



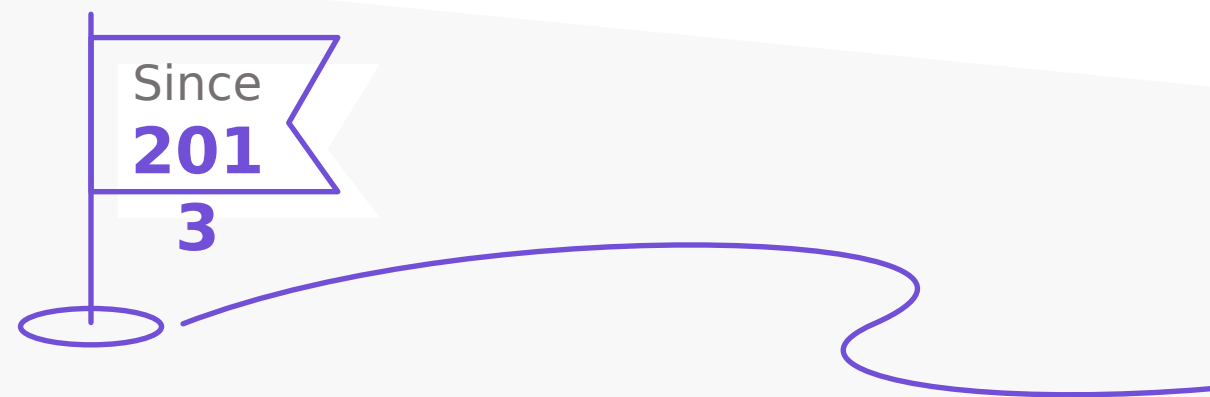
stikcredit

smart data. instant loans.

The Company

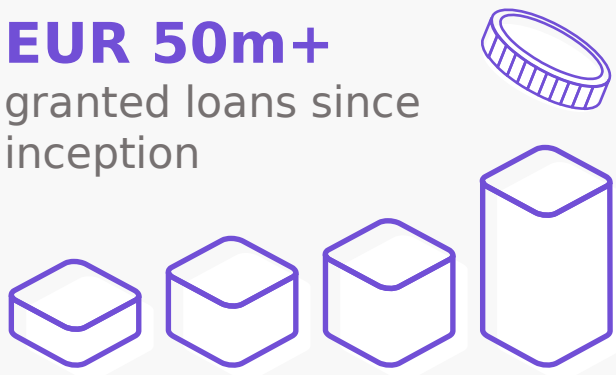
Who we are

Stikcredit is a European FinTech company underwriting short-term consumer loans online.



EUR 50m+

granted loans since inception



What we do

We lend money where traditional banks don't and we are on a mission to make consumer credit as easily accessible as 1 click on any device.

HIGHLIGHTS

- ✓ Regulated by a European Banking and Financial Services regulator
- ✓ Proprietary IT platform incorporating latest FinTech innovations
- ✓ In 2021 we launched afranga.com - a peer-to-peer marketplace for investing in loans

afranga

We built a marketplace for investing in loans - creating an efficient link between retail investors and lending companies. Afranga unlocks an asset class previously only reserved for institutional investors.

- ✓ In 2021 we launched our own p2p platform - Afranga which attracts investors from entire Europe.
- ✓ People can access the marketplace with as low as 10 EUR and take advantage of the high yield opportunities.
- ✓ Afranga became an immediate success due to the excellent reputation of Stikcredit as a loan originating company on the international market which guaranteed investors' safety and security.



Achievements

**> 18m EUR
investments**

only 12 months after
the start of the project.

**> 2 000
investors**

from all over
Europe.

**Fastest growing
p2p platform**

in February 2022 by
P2P Market Data.

**“Top 25 FinTech
Companies”**

in Bulgaria by
BestStartup.eu

Trusted partners and regulatory

institutions

Stikcredit adheres to the highest regulatory requirements and has been strictly supervised by the Bulgarian National Bank since inception. We have also formed a network of valuable partnerships with many local and international players.



Stikcredit is being registered with the BNB and is under supervision as a non-banking financial institutions.



Partnering with the leader in electronic payment services in Bulgaria - our customers can receive and repay their loans in an instant.



Proud member of the association and an active supporter of the fintech ecosystem.



Stikcredit joined the Bulgarian Startup Association and will work to support our common aims.



Stikcredit partnered with Kilde to raise funds for more consumer finance loans.

mintos



bondster

viventor

P2P lending companies - The company is part of the global FinTech community and has partnered with all leading European peer-to-peer marketplaces: Mintos, Viventor and Bondster.



Affiliates - we have established various business partnerships with offline affiliates through which our products and services are offered in more than 220 offices throughout Bulgaria.

Simple Products

Simple yet robust product mix supported by the most innovative solutions in the FinTech space.

The product range and loan terms are perfectly aligned with the customers' needs.

Payday Loans

- ✓ Single payment loans with short maturity of up to 30 days and maximum amount of 400 EUR
- ✓ 0% interest for new customers
- ✓ Processed in seconds

€ EUR 50 to 400

5 to 30 days

Installment Loans

- ✓ Installment loans repaid at equal monthly installments
- ✓ Maturity of up to 24 months
- ✓ Maximum amount of 2 500 EUR

€ EUR 100 to 2 500

3 to 24 months



Secure

Every new customer undergoes strict identity verification procedure.



Simple & Quick

Loan documentation is signed electronically.



Powerful Sales Tactics

All new customers receive 30 days grace period on their first payday loan.

Technology & Profitability

Stikcredit leverages existing innovations in FinTech to underwrite short-term consumer loans entirely online.

We operate a lean FinTech business model which does not require the use of physical locations. Users submit applications online and our automated scoring algorithm makes an instant decision to approve or reject a loan. Money is advanced via an electronic payment transfer.



**Profitable
Track Record**



**Scalable
Business Model**



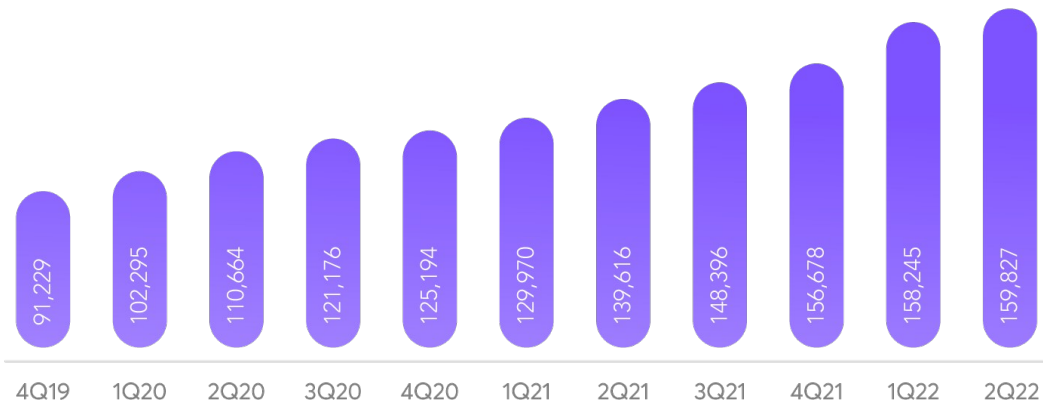
**Proprietary IT
Platform**



**Machine
Learning**

Strong customer engagement and user growth. The company has over 26 000 active customers and 70% returning customers.

Unique registered customers (cumulative)



- ✓ The number of unique customers has grown on average by **over 8,000 customers** per quarter for the past 24 months. Stikcredit has more than 156k unique applicants and over **26k active clients**.
- ✓ We've had a significant growth in our loan issuance rate. Between 2018 and 2021 we **tripled the number of loans** issued from c. 4,000 loans per quarter to almost 16,000 loans per quarter. Our **customer loyalty** remains very strong and the **share of returning customers has increased to c. 70%**.
- ✓ Tailored promotional activities and enhanced sales tactics place Stikcredit ahead of its competitors. The company **granted over 36,000 loans** in 2020 – an impressive growth of 20% over the 2019 results in a challenging environment and we've granted over 56,000 loans in 2021 - a whopping 57% growth yoy.



Target Client Profile

Private Individual

20 to 45 years old

Regular Income

Tech Savvy

Good or No Credit History

Little or No Savings

Strong portfolio performance: ~10% NPL

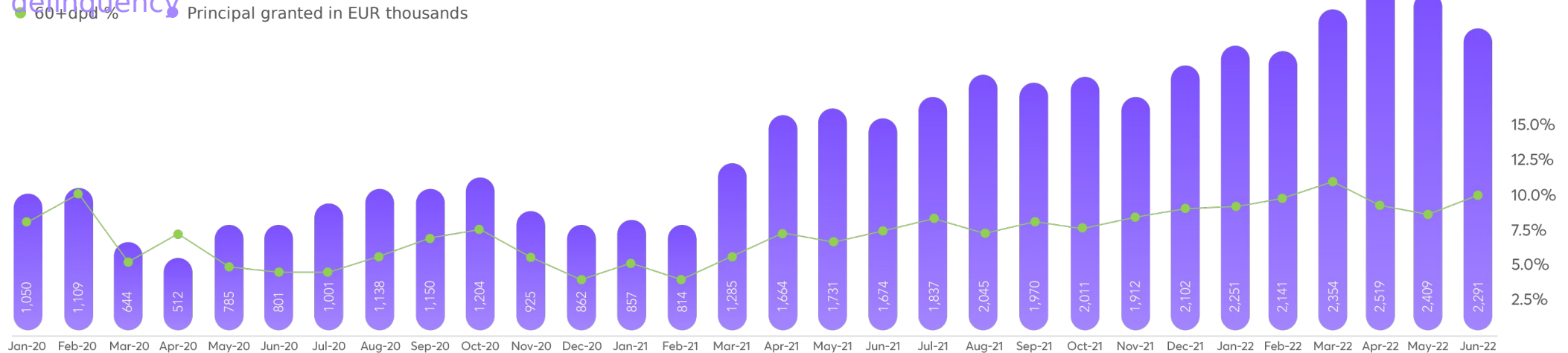
We navigated the coronavirus storm outstandingly

- Our proprietary scoring model and the company's robust risk management framework have allowed Stikcredit to react adequately and swiftly to the sudden covid-19 wave. We hit the breaks immediately, but this helped us to achieve delinquency levels even lower than under normal operating circumstances and maintain the company's risk within our comfort zone.

- As the effects of the health crisis wore off, we got back on the accelerator and we reached our pre-crisis lending levels, surpassing our all-time highs in October 2020. Stikcredit has recorded a growth in issuance volume of 139% between 4Q18 - 4Q20, reaching a net portfolio of over EUR 11.0m as of end of 4Q21.

- Strict risk management controls ensured stable delinquency levels and enhanced profitability. Despite the significant pick up in lending volume, the % of loans which are 60+ days delinquent remain below 10% for every vintage month.

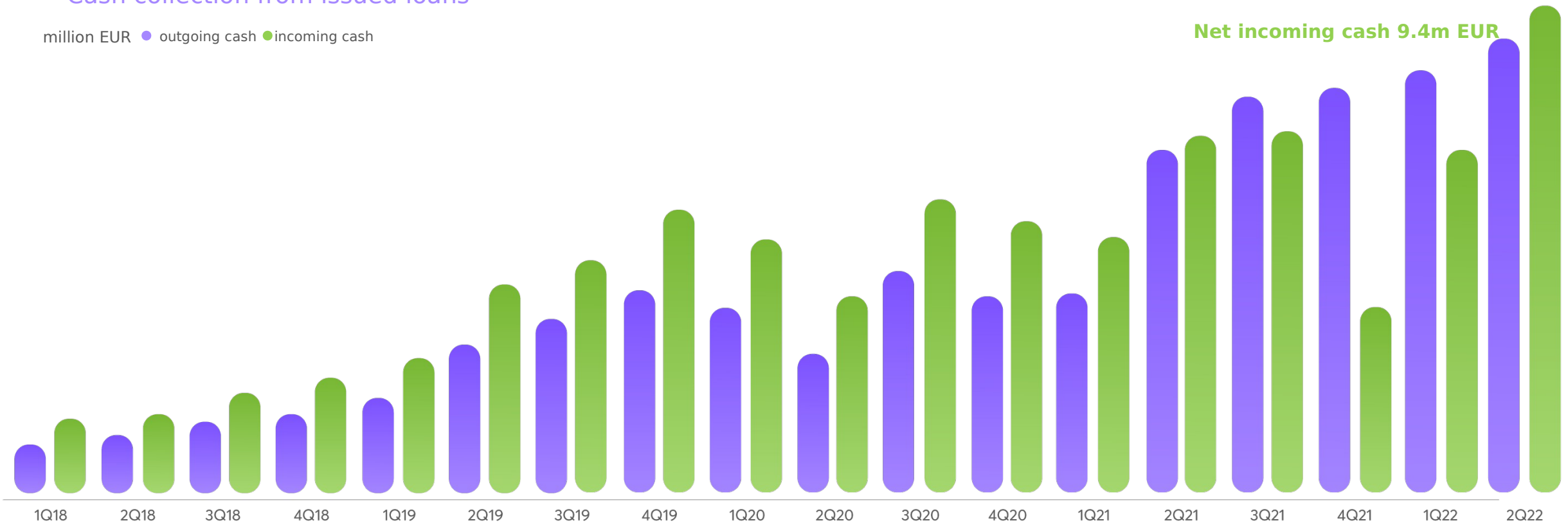
Principal issuance rate and delinquency



Strong portfolio performance: 134% average payoff

Cash collection from issued loans

million EUR ● outgoing cash ● incoming cash



- Our proprietary scoring model and the company's robust risk management framework have allowed Stikcredit to react adequately and swiftly to the sudden covid-19 wave. We hit the breaks immediately, but this helped us to achieve delinquency levels even lower than under normal operating circumstances and to maintain the company's risk within our comfort zone.

- As the effects of the health crisis wore off, we got back on the accelerator and we reached our pre-crisis lending levels, surpassing our all-time highs in 3Q20. Stikcredit has recorded a growth in issuance volume of 469% between 4Q18 - 3Q21, reaching a net portfolio of over EUR 11.0m as of end of 4Q21. As the second lockdown was introduced, we decreased lending in 4Q20 only to score record highs in the last 3 quarters of 2021.

Profit and Loss Summary

Strong operating results and excellent financial health with 32% net profit margin for FY21.

We have proven our capability to steer our company towards the most profitable path not only in good times, but also in turbulent ones. **Our company navigated the unexpected covid-19 situation with excellence, and we have proven our resilience and ability to respond to crises.** We had an extremely successful 2021 with revenues increasing by 56% yoy which allowed us to make meaningful investments in advanced IT infrastructure and world class professionals.

The strict financial policy and robust risk management framework allow the company to maintain excellent financial and operating health:

- Stikcredit maintains a net profit margin of above 30%;
- We have kept our customer acquisition costs within our desired targets;
- In 2021 we have made a sizeable investment into human capital and IT infrastructure which will support the company's growth for the next several years.
- 1H22 has shown that the team's efforts and management approach resulted in a steady growth. Moreover, 1Q22 outperformed every other quarter since the company's inception.

BGN, '000	FY20	FY21	1H22
Income from interest and charges	10 046	15 918	11 563
Interest expense	(518)	(966)	(659)
Net income from interest	9 528	14 952	10 904
Other income, net	148	133	28
Financial income	80	132	91
Financial expenses	(112)	224	(135)
Personnel expenses	(1 168)	4 582	(2 908)
Losses from impairment of loans	(1 244)	(1 562)	(1 151)
Total administrative expenses	(2 205)	3 162	(1 979)
Profit before tax	5 027	5 687	4 850
Corporate income tax	(453)	(590)	(485)
Net profit for the year	4 574	5 097	4 365

- All figures are in thousand of EUR.
- Stikcredit prepares its financial statements in accordance with International Financial Reporting Standards.
- Figures presented for FY20 and FY21 are audited. Figures for 1H22 are preliminary and unaudited.
- Financial assets are presented according to IFRS 9.

Balance Sheet

Healthy balance sheet with an equity ratio of 55% as of 4Q21

- Our asset base continues its strong growth and in 2020 we almost doubled our assets versus the previous year. This trend has continued in 2021 and we end the year with total assets of over EUR 14.7m (62% increase). 2022 is looking even more promising with a very strong 1H.
- All generated profits are reinvested back into the business to support its strong growth and maintain low levels of financial leverage.
- We maintain a very healthy shareholder equity ratio of c. 55%.
- Figures provided for FY19 and FY20 are audited. Figures provided FY21 are unaudited. Figures presented for FY20 and FY21 are audited. Figures for 1H22 are preliminary and unaudited.

BGN, '000	Dec-20	Dec-21	June-22
Assets			
Cash and cash equivalents	3 218	3 859	5 254
Loans to customers	12 286	21 532	25 815
Receivables from related parties	1 180	1 953	4 000
Other current assets	360	543	695
Land, machinery and equipment	568	896	713
TOTAL ASSETS	17 612	28 783	36 477

LIABILITIES AND EQUITY

Liabilities			
Short-term loans	4 460	10 589	11 561
Long-term loans	-	-	2 145
Liabilities to related parties	70	74	-
Trade and other payables	244	320	257
Short-term lease	124	228	204
Current tax liabilities	388	647	1 044
Other current liabilities	146	686	726
Long-term lease	319	337	272
Total liabilities	5 751	12 881	16 209

Equity

Share capital	1 008	1 008	1 008
Reserves	51	101	101
Retained earnings	6 228	9 696	14 794
Profit for the financial year	4 574	5 097	4 365
Total equity	11 861	15 902	20 268
TOTAL EQUITY AND LIABILITIES	17 612	28 783	36 477

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We are happy to address all your questions and requests.

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Marketplace: afranga.com