stikcredit

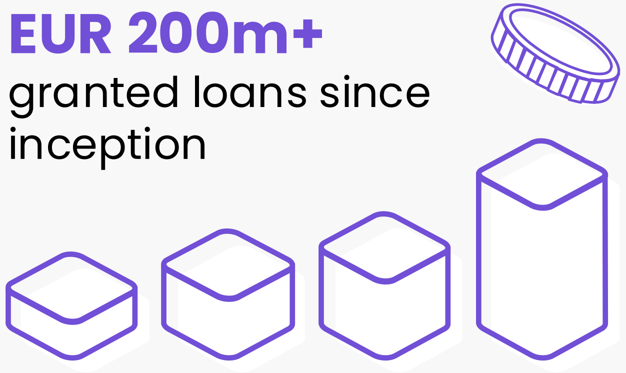
smart data. instant loans.

The Company

Who we are

Stikcredit: Leading the FinTech revolution in Bulgaria. We provide short-term consumer loans and instant car loans.

EUR 200m+
granted loans since inception



What we do

On a mission to make consumer credit as accessible as a single click.

HIGHLIGHTS

- Registered financial institution under No. BGR00370 with the Bulgarian National Bank
- Proprietary IT platform incorporating the latest FinTech innovations
- In 2024 we launched **tiberus.bg** - a car leasing product for purchasing of used vehicles

Trusted partners

Stikcredit adheres to the highest regulatory requirements and is registered as a non-banking financial institution. We have also formed a network of valuable partnerships with many local and international players.

Our company is audited by Zaharinova Nexia - a member firm of Nexia International, one of the top 10 global audit companies.

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.

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 800 EUR
- 0% interest for new customers
- Processed in seconds

EUR 50 to 800

5 to 30 days

Installment Loans

- Installment loans repaid at equal monthly installments
- Maturity of up to 24 months
- Maximum amount of 3 000 EUR

EUR 100 to 3 000

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

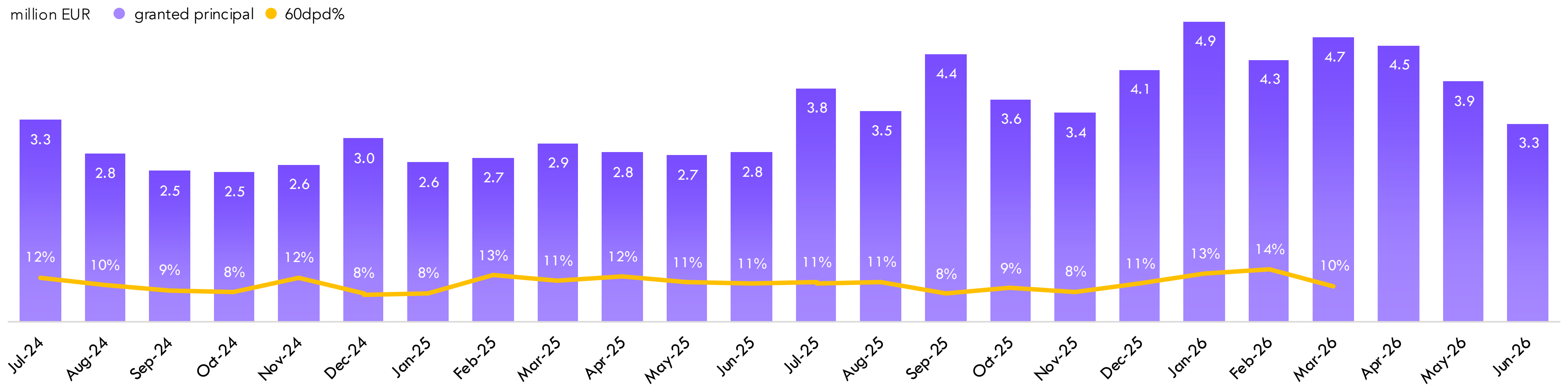
Machine Learning

Lending operations: credit delinquency in check

Granted principal increased substantially m-o-m while overdue loans remained within range

- The company successfully spun off car leasing business into a new legal entity in Dec-2025 – Tiberus. The new company already shows strong operational results having a loan portfolio of c. 11m EUR and 3m EUR in ARR.
- Stikcredit's core lending business – personal loans – broke above the 3m EUR/month threshold and for the past 12 months we've consistently granted loans within 3.5-4m EUR range. All the while overdue principal stayed within our historical range of 10-13% on a per vintage basis.
- The management has stable outlook for the company for the entire 2026 year. We've made significant advancement in ML and AI scoring algorithms and we expect to see the further gain in profitability in the next 24 months.
- The record lending volume and unchanged delinquency level show the company's ability to understand and manage credit risk.

Principal issuance and delinquency

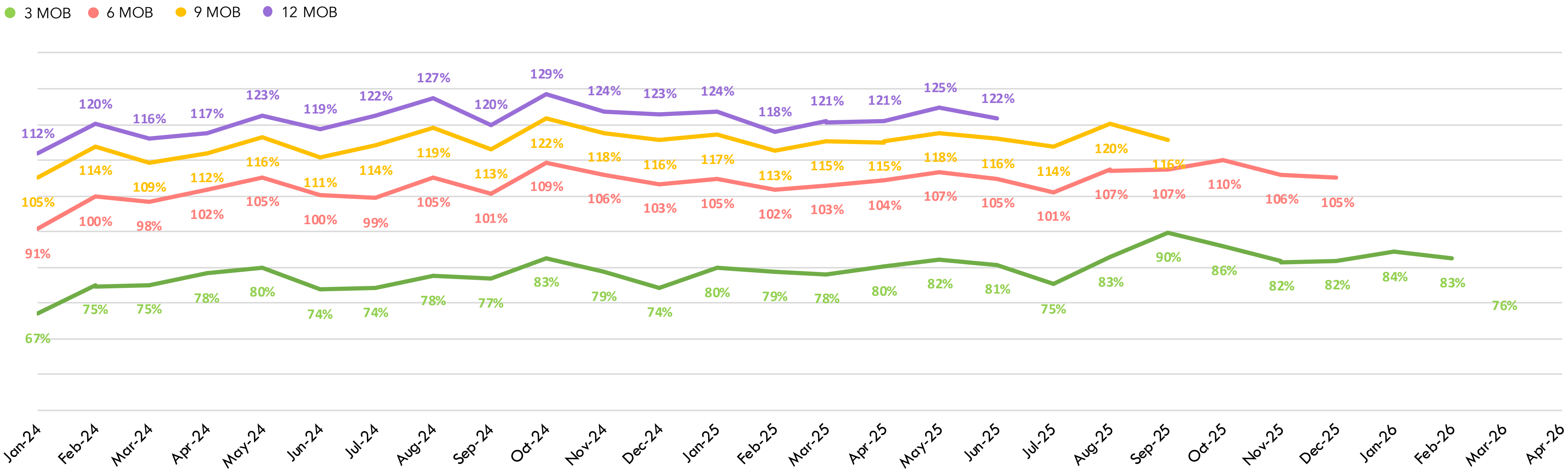


Recovery rates: stable during growth phase

Lending increased from 2.5m EUR/month to over 4m EUR/month while payoff levels remained stable

- The loan portfolio shows stable recovery rates as measured on a cash basis. On average we collect 120-125% of the granted principal in 12 months after loan issuance. The company breaks-even less than 6 months after loan is granted – meaning the collected cash is more than the granted principal less than 6 months after loan issuance.
- We consider our loan portfolio to be in excellent shape. Early collection curves (3 and 6 months post issuance) also show stable results despite the lending volume having increase by approx. 50% m-o-m.

Cash collection as percentage of granted principal by months on the books



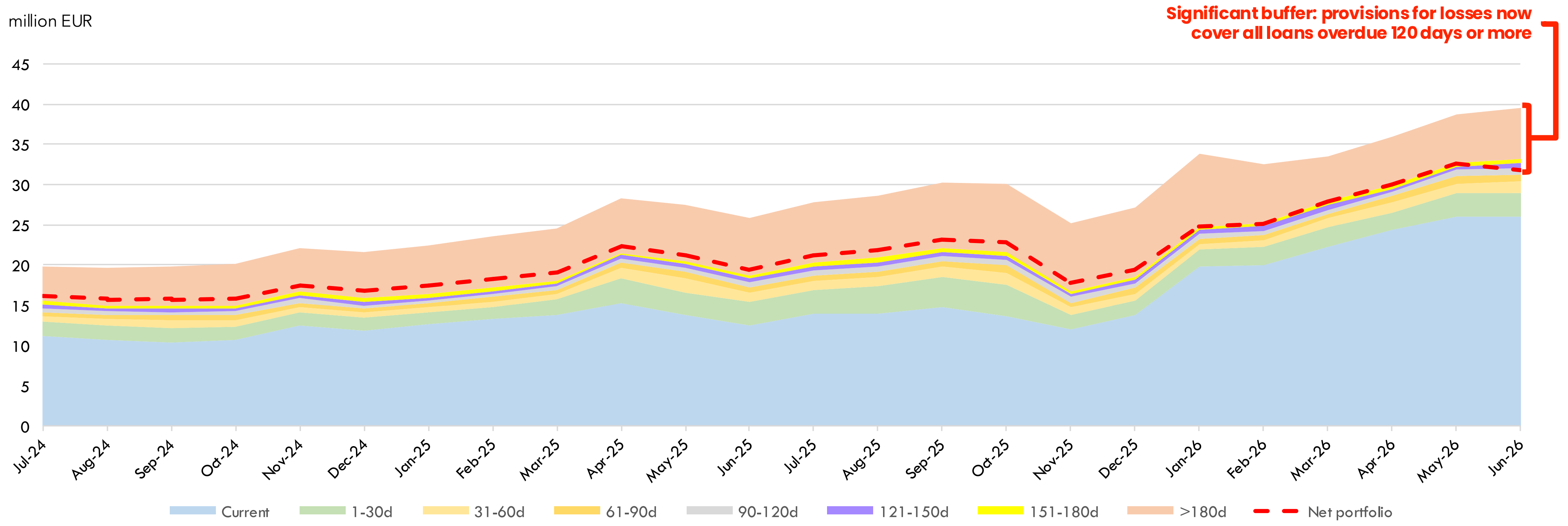
Loan portfolio quality and provisions

Significant accounting policy change: aggressive loan loss provisioning policy

The management adopted an aggressive accounting policy for calculating loan losses driven by a tax optimisation goal. As a result provisions for loan losses account for 122% of the gross principal overdue 180+ days. This is an unprecedented move in the industry which leads to understating profits, but creates an extremely solid Balance sheet.

As a result of this move the provisions for losses now cover all outstanding amounts in loan buckets starting from 121 - 150 days, 151 – 180 days and 181+ days.

Gross outstanding principal by delinquency bucket



*Net portfolio = gross outstanding principal less provisions for losses

Profit and Loss Summary

Successful transitioning from BGN to EUR

Bulgaria was accepted as a member of the Eurozone and starting from 1 January 2026 the official currency in the country is the euro. The second half of 2025 put the management and internal systems to test as transitioning to a new currency required the utilization of significant resources during the preparation phase.

The management devised a comprehensive plan addressing all possible operational, financial and credit risks involved in such a complex undertaking.

The company successfully transitioned to the new currency starting on 1 January 2026 without any operational issues.

EUR, '000	FY23	FY24	FY 25	2H26
Income from interest and charges	12 614	17 045	20 807	14 078
Interest expense	(907)	(1 032)	(1 936)	(1 611)
Net income from interest	**11 707**	**16 013**	**18 871**	**12 467**
Other income, net	123	69	733	42
Financial income	19	17	110	3
Financial expenses	(136)	(190)	(286)	(103)
Personnel expenses	(2 932)	(3 821)	(5 041)	(2 580)
Losses from impairment of loans	(3 629)	(5 067)	(7 124)	(5 733)
Total administrative expenses	(1 883)	(3 086)	(4 735)	(2 457)
Profit before tax	**3 269**	**3 936**	**2 527**	**1 639**
Corporate income tax	(355)	(405)	(276)	177
Net profit for the year	**2 932**	**3 530**	**2 251**	**1 462**

- All figures are in thousand of EUR.
- Stikcredit prepares its financial statements in accordance with International Financial Reporting Standards.
- Figures presented for FY23, FY24 and FY25 are audited. Figures for FY26 are preliminary and unaudited.
- Financial assets are presented according to IFRS 9.

Balance Sheet

Strong cash position representing 13% of total assets

Receivables from related parties increased in the first half of 2026 to 13.5m EUR. This is a continuation of Stikcredit team's effort to build it's car lending business – Tiberus.

As at 30 Jun 2026 the break down of loans to related parties is as follows:

- 60% to Tiberus car leasing
- 30% to real estate backed projects
- 10% other projects

Loans to related parties - expanded

Tiberus - offers asset-backed lending to consumers who wish to purchase a used vehicle. All loans issued by Tiberus have as a collateral the purchased car and have a minimum upfront payment of the customer of 30% from the purchase price. Tiberus holds title over the car until full loan repayment. Read more about Tiberus here.

Real estate - the founders of Stikcredit are successful real estate entrepreneurs having completed multiple residential real estate projects, and own and operate one of the most successful and modern co-working spaces in Sofia, Bulgaria (WorkFactory). The loans provided by Stikcredit are backed by real estate with current market valuation of approx. 15m EUR.

EUR, '000	Dec-23	Dec-24	Dec-25	Jun-26
Assets				
Cash and cash equivalents	4 731	6 634	4 171	6 027
Loans to customers	11 706	15 242	15 940	21 279
Receivables from related parties	4 285	5 194	11 755	14 458
Other current assets	447	422	2 250	3 008
Land, machinery and equipment	580	833	1 103	1 070
Financial lease	-	-	98	-
TOTAL ASSETS	**21 754**	**28 325**	**35 317**	**45 842**
LIABILITIES AND EQUITY				
Liabilities				
Loans payable	8 248	11 479	17 693	26 880
Liabilities to related parties	-	51	9	16
Trade and other payables	183	242	329	209
Short-term lease	124	65	177	102
Current tax liabilities	200	104	144	175
Other current liabilities	473	720	1 046	1 013
Long-term lease	209	341	331	399
Total liabilities	**9 386**	**13 002**	**19 730**	**28 794**
Equity				
Share capital	515	515	515	515
Reserves	52	52	52	52
Retained earnings	8 818	11 226	12 768	15 019
Profit for the financial year	2 932	3 530	2 251	1 462
Total equity	12 317	15 323	15 587	17 048
TOTAL EQUITY AND LIABILITIES	**21 754**	**28 325**	**35 317**	**45 842**

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We are happy to address all your questions and requests.

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stikcredit.bg

linkedin.com/company/stikcredit/

Marketplace: afranga.com