



LEV CREDIT

Financing for every pocket!





LEV CREDIT

Financing for every pocket!

Who We Are.

Fueling Productivity, Maximizing
Efficiency, Driving Results.



Romania

In process of
obtaining a license

Bulgaria

Company Name:

Lev Credit | Лев Кредит (BG) |
Leu Credit (RO, coming soon)

Moto:

“Financing for Every Pocket”

Tagline:

“Fueling Productivity, Maximizing
Efficiency, Driving Results.”

Licence:

Non-Banking Financial Institution (NBFI)
No. BGR00421 – registered with the
Bulgarian National Bank (BNB)

Head Office:

Shumen, Bulgaria | 8 regional offices |
nationwide reach via digital and broker channels

Launched:

Dec 2019 (license obtained Jul 2019)

Funding to-date:

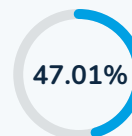
100 % equity-financed (founders' equity
& retained earnings) – no debt

Staff:

13 FTE – lean, cross-trained; incentive scheme links
compensation to portfolio quality & cash-yield

Active Borrowers:

1 500+; cumulative principal
funded > BGN 8.4 m; originated loans > 9300



High Risk Buffer:

47.01% of loan portfolio is secured by real
estate at LTV < 50%

Contact Information:

- www.levcredit.bg - Bulgarian Client Website
- www.levcredit.eu - Investor Relations Website
- investor.relations@levcredit.eu

Executive Summary.



Overview

Lev Credit is a licensed NBF (since July 2019) providing **payday loans, unsecured consumer loans, secured consumer loans and secured business loans.**

Our competitive edge is **operational productivity**: an efficient branch network, strong cash-flow generation, disciplined cost control and proprietary - but straightforward - software that automates redundant manual work.

Operating both offline (8 offices) and online, we are strategically positioned to scale nationwide - and soon, internationally.

Value Proposition



Fast, Efficient Loan Origination

- Unsecured loans (payday & installment): credit decision and cash-out occur in under 30 minutes - funds are available immediately after approval.
- Secured loans (real-estate or vehicle-backed): credit decision still < 30 minutes; cash-out ≤ 3 working days (time needed for notarisation and first-lien mortgage registration), while the industry average is ~14 days.



Strong Financials & Near-Zero Liabilities

Generating robust free cash flow and boasting a **0% impairment loss** to date on secured loans. All growth has been funded from retained earnings.



Scalable & Efficient Business Model

Omnichannel approach plus proprietary software enable rapid growth with **NEGATIVE acquisition cost*** for secured loans, effectively “profiting on marketing”.

****Cost Per Acquisition includes:** social media (Facebook & Instagram) marketing costs, search engine (and Google display network) marketing costs, flyers, banners, broker commissions, legal fees for the contractual mortgage notarial deed drafting, transportation costs for property inspections & appraisals and notarized contract signing*

****Cost Per Acquisition excludes:** company-wide required services like accounting, electricity, etc.*

***In detail:** The achieved CPA for Consumer Mortgage and Business Loan products equates to just 1.15% of the originated principal. The collected “Application & Legal Service Fee” equates to 2.50% of the originated principal, which sum is being deducted from the amount to be received by the borrower after the establishment of a 1st lien contractual mortgage on the property.*

Executive Summary.

Fueling Productivity, Maximizing
Efficiency, Driving Results.



Financing for Every Pocket



Expansion Plans

Entering Romania 🇷🇴 with microloans and credit lines up to RON 20,000, leveraging our proven, high-productivity model for consumer & payday loans in Bulgaria. 🇬🇧 Plans to enter the secured lending field once brand & licence footprint mature in a few years



Additionally, FX Stability

Bulgaria's currency (BGN - Bulgarian Lev) has been pegged to the Euro at a stable rate (1.95583 BGN/EUR) since 1999, ensuring monetary predictability and reducing foreign exchange risk. Bulgaria 🇬🇧 is on path to join the Eurozone 🇪🇺 on 1st of January 2026.



Our Lending Solutions & Portfolio Breakdown.

Payday Loans

- Short maturity: 14 or 30 days, max amount BGN 1,000.
- Often promoted with **0% introductory interest** to attract new clients.

Installment Loans

- Weekly, bi-weekly, or monthly payments up to 24 months, max amount BGN 5,000.

Auto Loans (Leasing & Reverse Leasing) - **This product and its business model (origination network) is still under development**

- Monthly annuity payments up to 60 months, max BGN 100,000; max initial LTV = 50%.
- Will be available to both individuals and businesses.

Secured Consumer Loans

- Monthly payments (annuity or interest-only), maturity up to 120 months, max BGN 100,000.
- Real estate collateral - 1st lien mortgage; max initial LTV = 50%.

Secured Business Loans

- Monthly payments (annuity or interest-only), maturity up to 120 months, max BGN 100,000.
- Collateral: 1st lien mortgage on real estate and/or movable assets (farm equipment, machinery, etc), max initial LTV = 50%.

The provided data is as of **30th of September 2025**. The maximum interest rates (and APRs) we charge is changed 2 times per year (January 1st & July 1st), according to the change in statutory interest rate by the Bulgarian National Bank (BNB), which influences the maximum Annual Percentage Rate (APR) - equal to **5 times the statutory interest rate**. Currently, the statutory interest rate is **11.91%**, hence the maximum APR is **59.55%**.





Our Lending Solutions & Portfolio Breakdown.

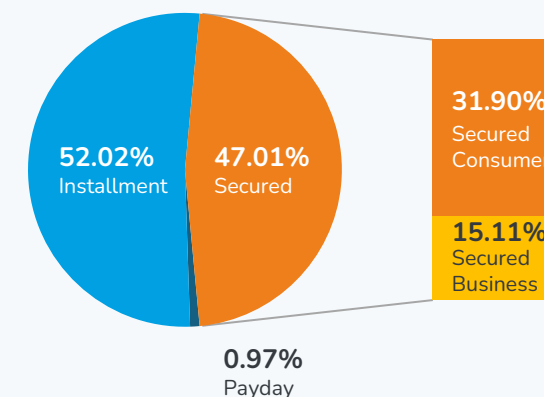
Characteristic / Type of loan	Payday	Installment	Auto Loans	Secured Consumer	Secured Business
Maximum maturity	30 days	26.00 months	NaN	120.00 months	120.00 months
Weighted average maturity	30 days	11.89 months	NaN	86.85 months	92.33 months
Maximum amount	BGN 850.00	BGN 10,000.00	NaN	BGN 70,000.00	BGN 80,000.00
Average originated amount	BGN 315.25	BGN 985.32	NaN	BGN 24,337.84	BGN 31,833.33
Average outstanding amount	BGN 309.49	BGN 658.33	NaN	BGN 23,918.77	BGN 31,474.12
Maximum APR	61.65%	61.65%	NaN	61.65%	61.65%
Weighted average APR	41.16%	53.24%	NaN	48.63%	42.66%
Maximum initial LTV	NaN	NaN	NaN	50.00%	50.00%
Weighted average LTV of outstanding loans*	NaN	NaN	NaN	57.85%	53.12%
Maximum LTV before initiating the foreclosure procedure	NaN	NaN	NaN	85.00%	85.00%
Share of portfolio	0.97%	52.02%	NaN	31.90%	15.11%

Portfolio (Gross, outstanding principal only): **BGN 1,874,122.61**

Secured Business & Consumer loans represent **47.01% of our portfolio**.

*Weighted average LTV of outstanding loans - **INCLUDES** outstanding principal, accrued contractual interest rate, accrued penalty interest rate, accrued penalties for contractual non-performance, accrued & legal, court and bailiff fees.

Share of Portfolio



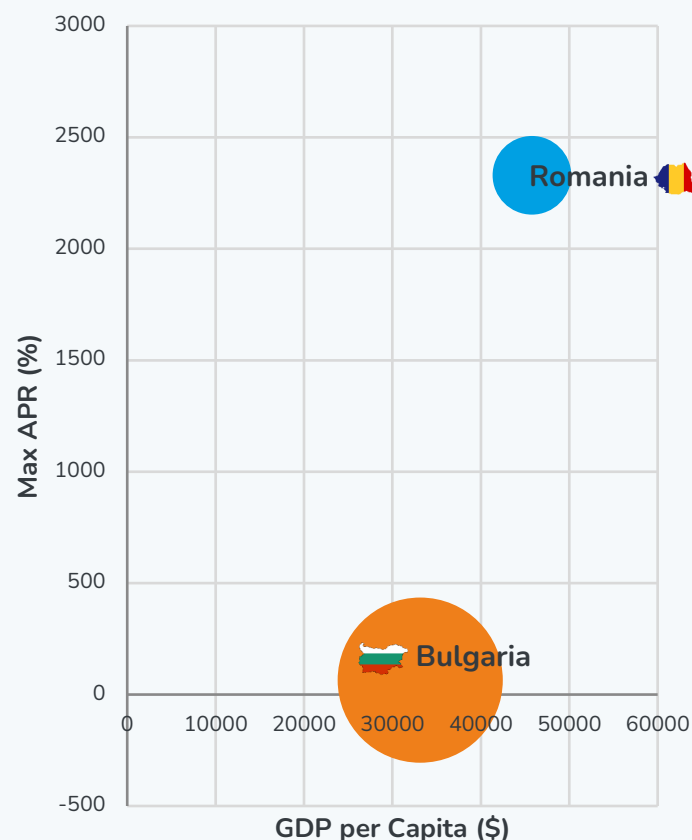
The Market Opportunity.

Fueling Productivity, Maximizing
Efficiency, Driving Results.



Metric / Driver	Bulgaria	Romania
Population	~ 6.5 m	~ 19.1 m
Adults with limited bank credit (Underbanked)	~ 1.0 m ~ 15%	~ 5.0 m ~ 26%
Licensed NBFIs	249	162
Population / NBFI	26.1k	117.9k
Secured NBFI market size	€3.28 bn (mid-2024)	€ 7.62 bn (EOY 2023)
Unsecured NBFI market size	€3.07 bn (mid-2024)	€2.05 bn (EOY 2023)
Unsecured NBFI market size / Population	€472	€107
GDP per capita (PPP)	\$33,142 (2023)	\$45,777 (2023)
Max APR	59.55% (2H2025)	2 329.90%
Lev Credit share	0.1%	–

Bulgaria vs Romania – Unsecured NBFI Market Comparison



The Romanian unsecured lending market offers significantly more favourable conditions for NBFI expansion compared to Bulgaria. With a population of 19.1 million - nearly **3 times larger** than Bulgaria's 6.5 million - Romania presents a substantially broader addressable customer base.

At the same time, competition remains lower, with only **162 licensed NBFIs**, compared to **249 in Bulgaria** - translating to **117,900** people per NBFI in Romania versus just **26,100 in Bulgaria**. Market penetration is also much lower: the unsecured NBFI portfolio per capita is just **€107 in Romania**, compared to **€472 in Bulgaria**, indicating vast untapped potential.

Furthermore, Romania benefits from a **higher GDP per capita (PPP)** - **\$45,777** compared to **\$33,142** in Bulgaria - suggesting stronger underlying purchasing power and creditworthiness among consumers. In regulatory terms, Romania provides a significantly more liberal environment, with a maximum APR of up to **2,329.90%**, compared to **59.55%** in Bulgaria.

These combined factors - larger audience, higher purchasing power, lower competition, lower market penetration, and more flexible regulatory conditions - position Romania as an **exceptionally attractive** market for scaling unsecured lending operations.



The Market Opportunity.

Macro tailwinds (both countries)

Rapid wage growth

9 %



CAGR 2017-24

10 %



CAGR 2017-24

EU Recovery & Resilience funds
fuelling SME investments

Rising real-estate values strengthen
collateral buffers

7 %



CAGR 2017-24

8 %



CAGR 2017-24

Digital ID & e-signature adoption
lowering onboarding friction



Key Facts:

- **Growing Demand for Alternative Financing:** Many consumers and SMEs are underserved by traditional banks, driving the need for quick, flexible financial products.
- **Regulated NBFI Environment in Bulgaria:** The **maximum APR** is capped at **59.55%**, which is sufficiently attractive for profitable operations, allowing 40%+ gross yield.
- **Minimal Current Market Share:** Lev Credit holds **less than 0.1%** market share in Bulgaria's loan field, indicating massive growth potential in both domestic and regional markets.
- **Regional Expansion:** Romania offers a large consumer base and a better regulatory framework, making it the logical next step. The unsecured microcredit field (loans under RON 20,000) serves as an attractive first entry point to the market.

For loans up to
RON 5,000:

Max nominal
annual interest
rate: **360.00%**.

Max APR:
~2329.80%.

For loans from
RON 5,001 up
to RON 10,000:

Max nominal
annual interest
rate: **288.00%**.

Max APR:
~1832.71%.

For loans from
RON 10,001 up
to RON 20,000:

Max nominal
annual interest
rate: **216.00%**.

Max APR:
~887.69%.



Competitive Landscape (Bulgarian Market).

High Growth Outlook for Non-Banking Financial Services in Bulgaria and Romania

The Non-Banking Financial sector in Bulgaria  and Romania  is entering a strong growth phase, driven by rapidly rising demand for alternative credit solutions. In Bulgaria,  demand for unsecured consumer loans is extremely high and continues to grow, fuelled by rising incomes, an expanding freelance economy, and limited bank flexibility. At the same time, alternative secured finance is booming, as both individuals and SMEs seek faster, less bureaucratic access to funding secured by real estate or movable assets.

Romania  offers an even more compelling opportunity: while demand for unsecured loans is similarly strong, the level of competition among non-bank lenders is almost **three times lower** than in **Bulgaria**.  This market gap creates a rare window to quickly capture significant share, especially through digital-first operations. Additionally, Romania's  secured lending sector is expanding rapidly, supported by rising property prices, favourable legal frameworks, and growing consumer acceptance of secured borrowing. These dynamics position Lev Credit to benefit from strong structural growth, low competition, and high borrower demand across both markets.

Factor / Peer Type	Lev Credit	Banks	Large multi-product NBFIs
Decision time	< 30 min for both secured & unsecured loans	1–7 days for unsecured loans 7–14 days for secured loans	< 30 min for unsecured loans 24–72 h for secured loans
Collateral strategy	Core focus, since July 2024	Yes, but slow	Rare
Cost per acquisition	Negative for secured loans, market average for unsecured	Positive always	Positive always
Impairment loss (secured)	0 %	1–2 %	2–6 %
Equity funding	100 %	10–15% (n/a)	10–40 %
National footprint	8 offices + online presence + business affiliates + independent broker network	400 branches + online + broker network	30–50 branches + online
Scalability	High (process-driven)	Bureaucracy Small room for expansion	Marketing-driven

Banks & Traditional Lenders:

Slower application processes, stricter requirements, and limited product flexibility. Lev Credit offers quicker approvals, streamlined operations and individualized solutions.

Other NBFIs: Many operate with higher overheads or narrower product ranges. Lev Credit's integrated model + **negative CPA** for secured loans delivers a **cost advantage**.

Key Differentiators:

- Speed** – Market-leading turnaround times.
- Efficiency** – Negative acquisition cost on secured loans; superior underwriting reduces impairment loss risk.
- Scalability** – Ready to replicate the model across Bulgaria and in neighbouring markets.



Operational Platform, Technology & Underwriting Approach.



Proprietary Workflow Software

Fully in-house, managing end-to-end operations, from lead capture to loan servicing. Currently expanding this software for **online origination** of consumer loans in Bulgaria 🇧🇬 & Romania 🇷🇴 and third-party integrations. Single code-base built in-house - automates KYC, registry checks, contract generation, repayment reminders.



Omnichannel Origination

Physical offices generate local leads; online presence (website, social networks, search engines, referral programs, independent loan brokers) expands nationwide reach for secured loans.



Lean Process Design

One credit officer can underwrite $\approx$ 250 secured loans a year (sector avg. $\sim$ 40).



Rigorous Due Diligence & Risk Mitigation:

- Real-time ID verification & KYC/AML check via Ministry of Internal Affairs API
- Collateral title & encumbrance verification from National Registry (real estate) / Traffic Police (vehicles).
- Employment verification & social tax check with the National Social Security Institute.
- **0% impairment losses** on the secured portfolio, thanks to meticulous legal and credit checks & standardised notarial deeds.



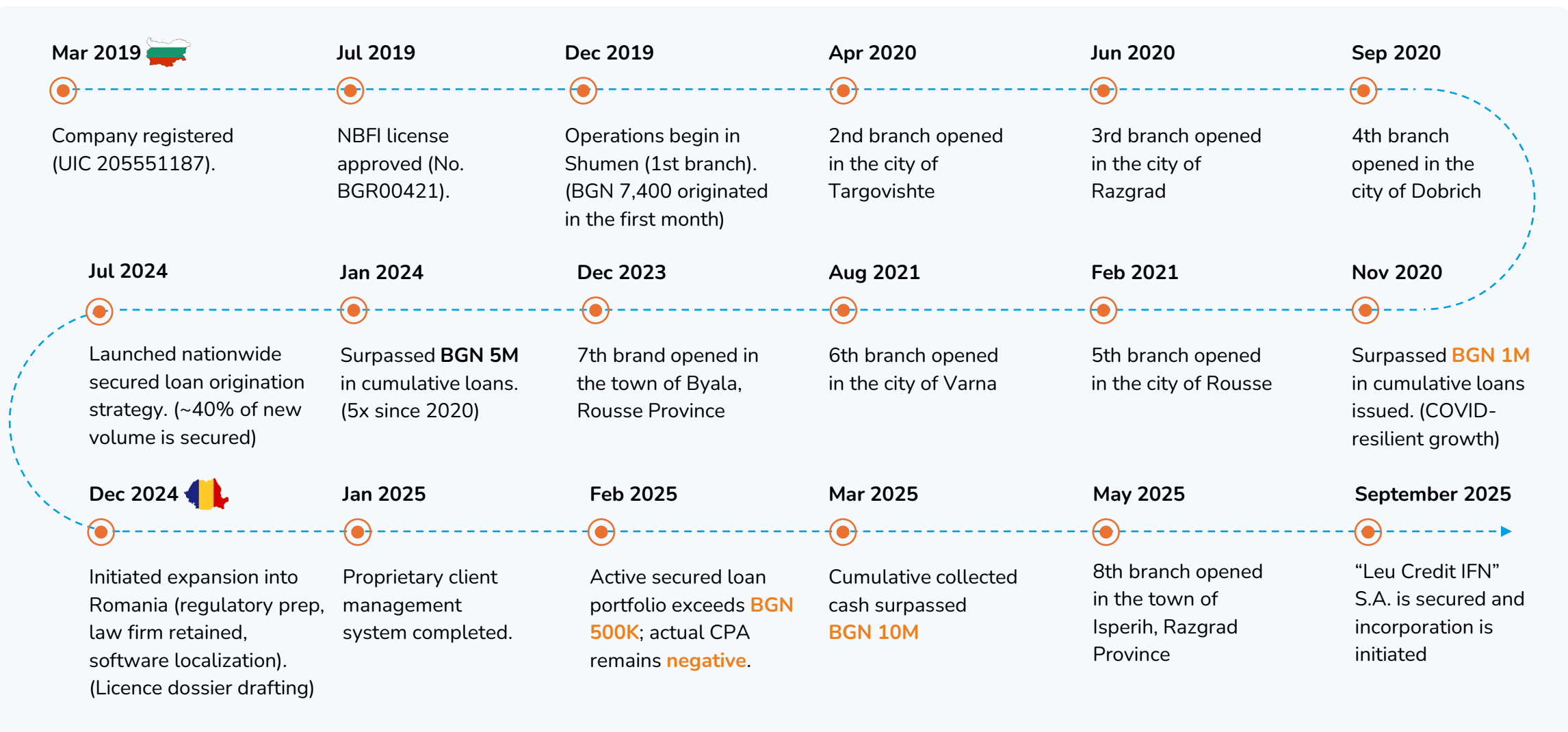
Fast Processing

Applications reviewed in **under 30 minutes**; secured loans originated in **under 3 working days**, far ahead of the 2-week industry average.





Timeline & Milestones.





Timeline & Milestones.

Resilience During the COVID-19 Pandemic

Operational Highlights

- Near-zero liabilities, robust free cash flow.
- Over **1,000,000 BGN** in active principal, **10.93%** of which secured, as of March 2024.
- Over **1,500,000 BGN** in active principal, **41.26%** of which secured, as of April 2025. (50% YoY overall growth)
- Roughly **1,870,000 BGN** in active principal, **47.01%** of which secured, as of September 2025.
- Maintained a **0% impairment loss** on secured consumer / business loans.



Launch Amid Global Crisis

Lev Credit began operations in December 2019, just weeks before the onset of the global COVID-19 pandemic. Despite launching into one of the most challenging economic environments in recent history, the company demonstrated exceptional resilience and growth. Throughout 2020 and 2021 - amid nationwide lockdowns, economic uncertainty, and restricted consumer activity - Lev Credit rapidly expanded its branch network from **1 to 4 offices** and surpassed **BGN 1 million** in cumulative loan originations by **November 2020**.



Maintaining Portfolio Quality During Turbulence

Importantly, this growth was achieved **without elevated delinquency rates**, thanks to disciplined underwriting standards and proactive internal collections management. While many competitors faced portfolio deterioration, Lev Credit maintained strong portfolio quality, growing quarterly loan originations steadily from **BGN 117,200 in Q1 2020** to **BGN 398,248 in Q1 2021**.



Proving Operational Strength and Scalability

Lev Credit's early success under crisis conditions validates the **strength, resilience, and scalability** of its operational model. This foundation positioned the company for **accelerated growth** as market conditions normalized and consumer credit demand continued to rise.



Team & Expertise.



Flat hierarchy

Five executives sit in same office with loan officers, leading to quick decisions and zero silo friction.



KPIs tied to cash-collection

Efficiency, not volume alone → portfolio quality first.



Visionary Management

Leading a strategy of rapid regional expansion (Bulgaria first, now Romania).



Highly Effective, Productive Staff

Low turnover; key team members have been together since inception, ensuring continuity and deep product knowledge.



In-House Software Developers & Legal Advisors

Provide flexible, fully integrated systems and bulletproof contracts.



Future-Focused

Committed to continual operational improvements, product refinements, and staff development.



Audit & Control

External audit, conducted by an independent & licensed audit firm.



Team & Expertise.

Delinquency Management & In-House Recovery Strategy – Unsecured Loans

Lev Credit employs a structured and fully internalized collections and recovery strategy for its unsecured loan portfolio, setting it apart from many competitors in the Bulgarian non-banking financial sector. Unlike institutions that offload defaulted portfolios to external debt collection agencies, **Lev Credit retains full control** over the entire recovery process from start to finish. This approach enables the company to maintain a consistent borrower experience, **protect brand reputation**, and **maximize financial recoveries**.



1. Structured Multi-Channel Collection Process

Our internal collections team operates a disciplined and respectful recovery system built around a progressive timeline:

- **Day -1 (Pre-due):** An SMS reminder is sent one day before the due date.
- **Day +1:** If payment is missed, the debtor (and solidary debtor/guarantor if applicable) is contacted by phone and receives another SMS.
- **7–30 Days Past Due:** The debtor (and solidary debtor/guarantor if applicable) is contacted weekly via phone and SMS, maintaining regular engagement.
- **30–90 Days Past Due:** Two formal letters are sent by post, while weekly phone and SMS contact continues. Call the emergency contacts previously authorized by the customer (and solidary debtor/guarantor if applicable) to remind them of the late payment of the borrower.
- **90+ Days Past Due:** A monthly postal letter is sent, and weekly phone/SMS contact is sustained. If the client (and solidary debtor/guarantor if applicable) is assessed to have verifiable income or own attachable assets, legal proceedings are initiated.



2. Legal Enforcement

If amicable resolution fails, our legal department takes action to **obtain a court-issued payment order**, which is typically escalated to an **enforceable title within 2 months**.

Upon obtaining an enforceable title, the case is transferred to a **court bailiff**, who may execute:

- **Salary garnishments**
- **Bank account seizures**
- **Interdicts and foreclosure** on movable and immovable property

Debt recovery through legal enforcement is typically **completed within 12 to 15 months** from the initiation of court procedures.



3. Brand Protection and Financial Efficiency

By managing the recovery process entirely **in-house**, Lev Credit maintains **direct and respectful communication** with borrowers, enhancing **customer satisfaction** and **avoiding the reputational damage** often associated with third-party debt collection agencies.

This practice reinforces our position as a **trusted and client-centered financial partner**, even in cases of borrower delinquency.

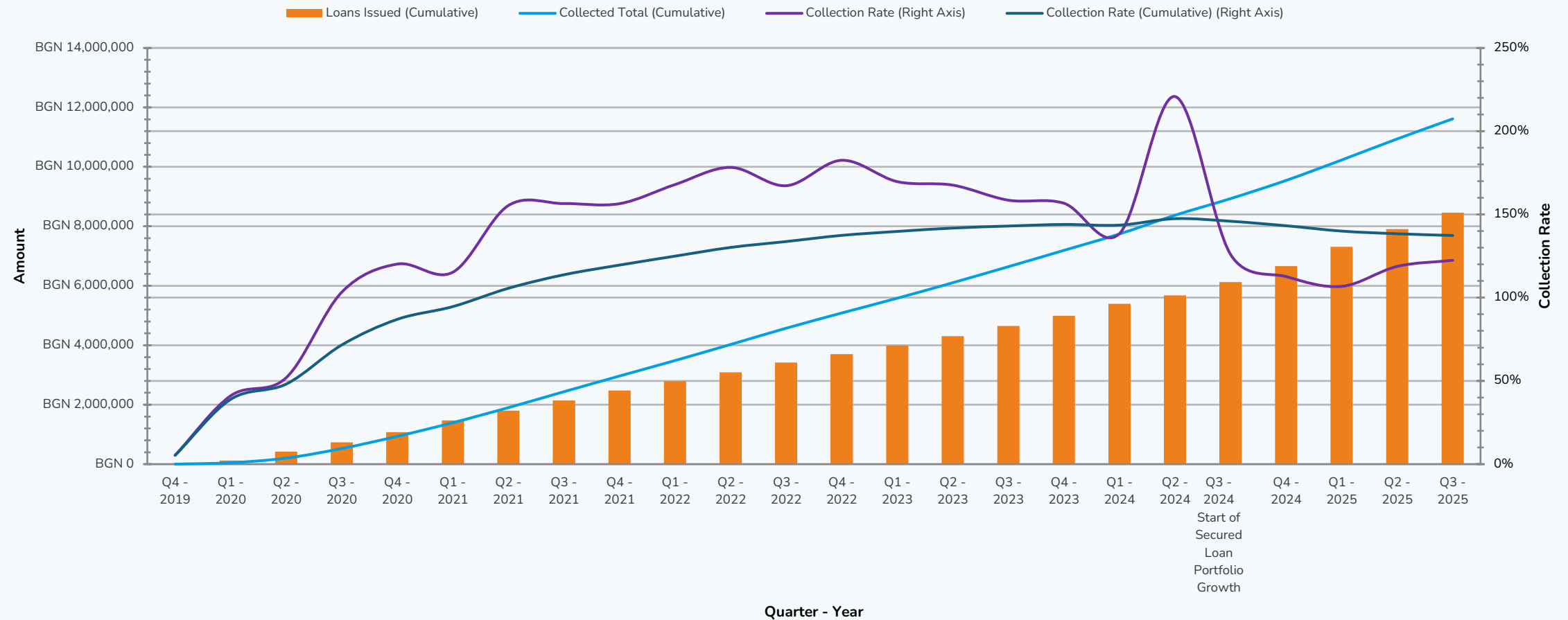
From a financial perspective, internal recovery allows the company to **capture the full economic value** of delinquent accounts - including **accrued penalty interest** and **legal fee reimbursements** - instead of accepting the steep discounts typically involved in debt portfolio sales.

As a result, this strategy not only safeguards our brand but also ensures **maximum profitability and full asset recovery** over the long term.

Historical Financials.



Origination & Collection (Cumulative Data)

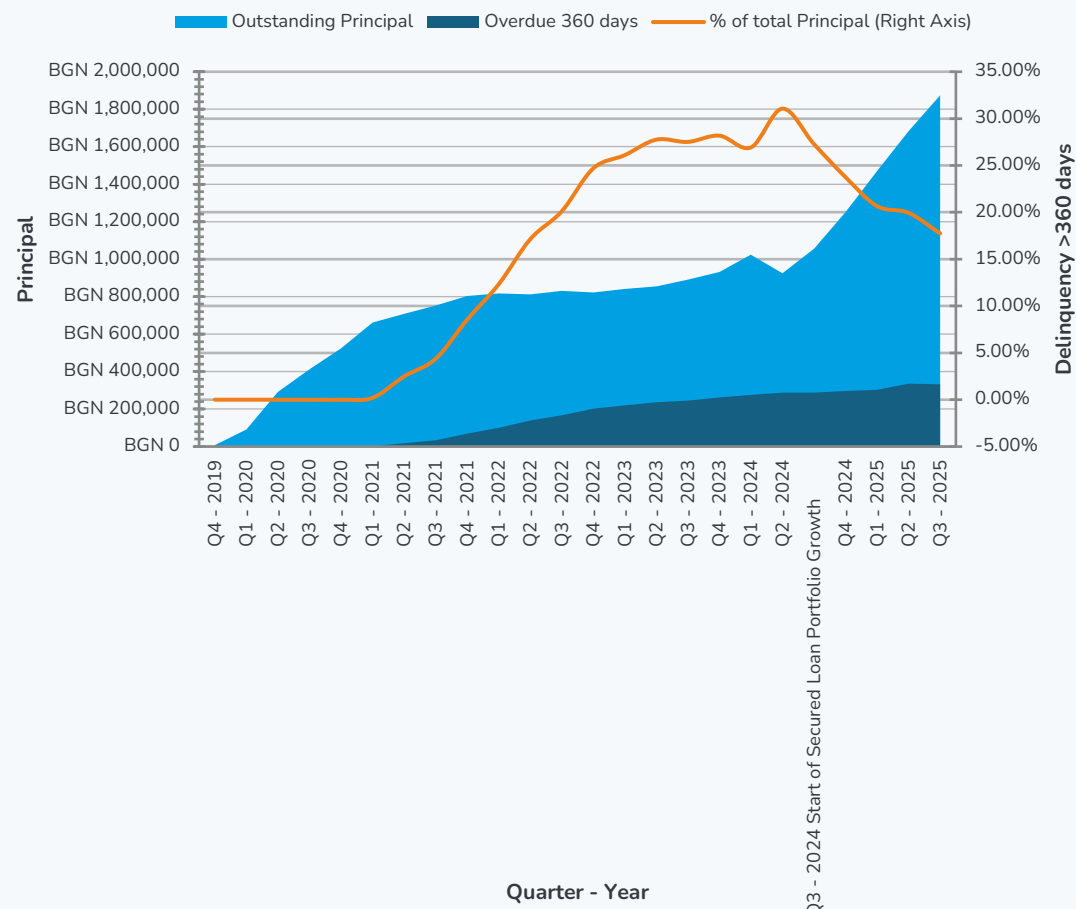


Historical Financials.

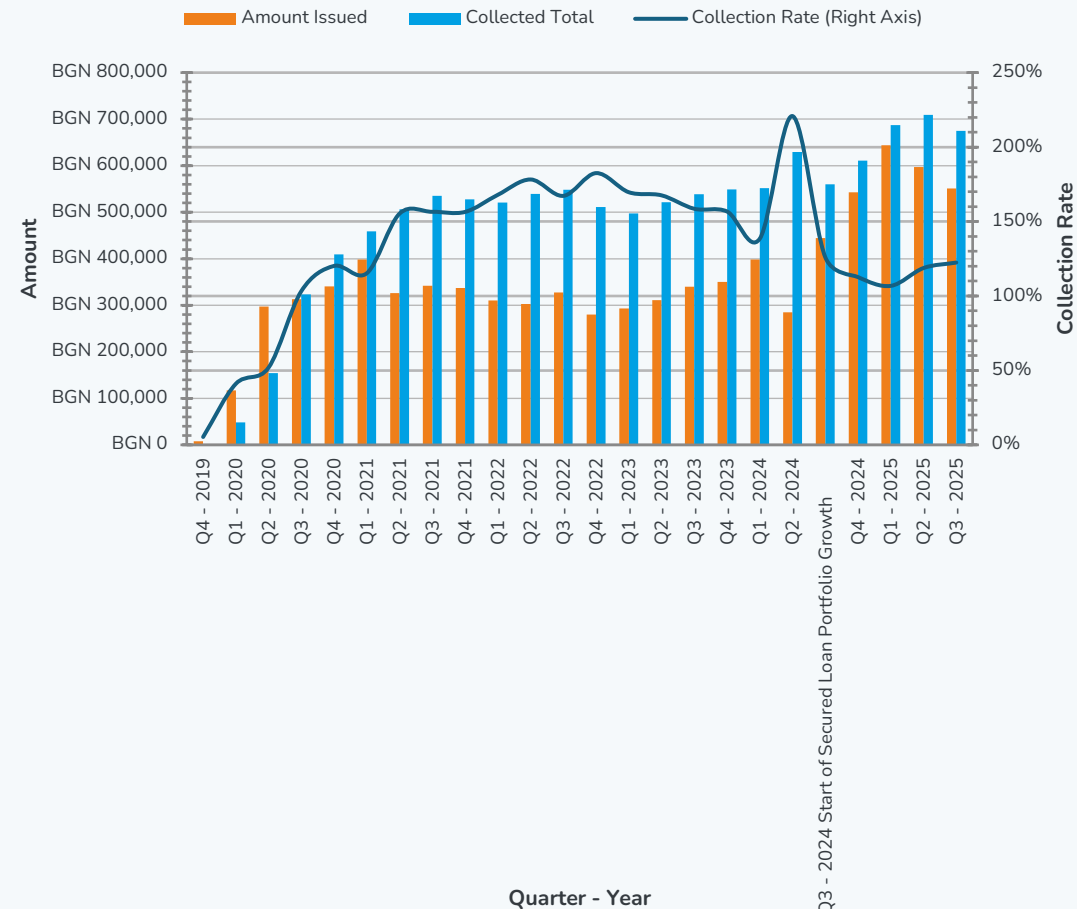
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Outstanding Principal vs. Overdue 360 days



Origination & Collection (Quarterly Data)



Historical Financials.



The active principal (as shown on all slides) is the gross active principal before impairments, **EXCLUDING** the accrued contractual interest rate, penalty interest rate & any associated fees charged to the borrowers.

- **Strong Balance Sheet:** Near-zero liabilities; consistent positive cash flow from multi-product revenue streams.
- **High Yield on Secured Loans:** Weighted APR ~46.72%, well within Bulgaria's 🇧🇬 legal maximum of 59.55%.
- **Negative CPA for Secured Loans:** Actual cost per acquisition is **1.15%** of the principal, but the company collects a **2.50% "Application & Legal Service Fee"**, effectively **profiting on marketing** from day one.
- **Growth Potential:**

Less than **0.1%** share of Bulgaria's 🇧🇬 loan market—ample room to scale domestically, both in the secured and unsecured field.

Romania 🇷🇴 expansion forecast: replicate success with unsecured microloans and credit lines (up to RON 20,000) for quick cross-border growth.

Risk Management & Compliance.

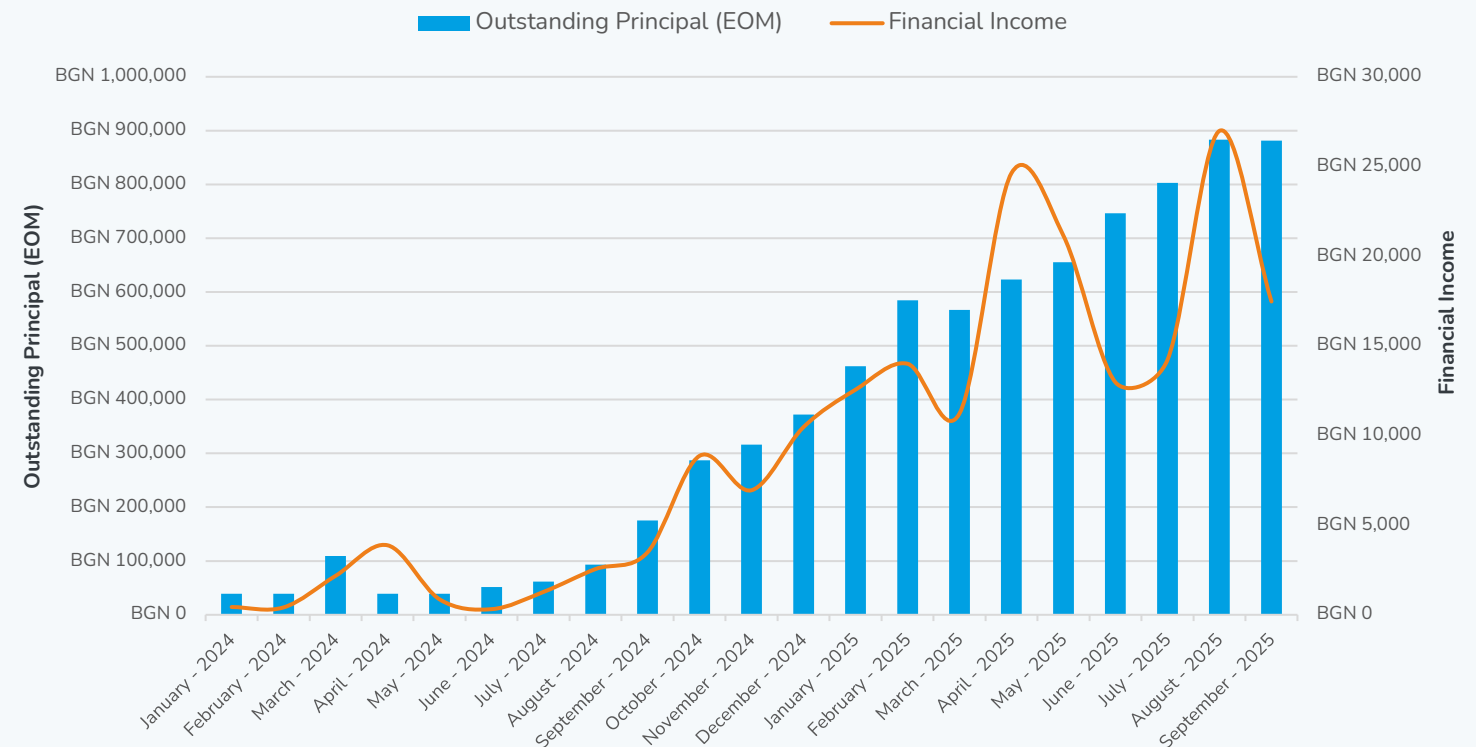
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- **Regulatory Supervision:** Overseen by the Bulgarian National Bank (BNB), Non-Banking Financial Institution (NBFI) License No. BGR00421
- **Legal Framework:**
 - Maximum APR set at **59.55%** (5 × statutory interest rate).
 - Strict adherence to Bulgarian 🇧🇬 and EU 🇪🇺 lending regulations.
- **Zero Impairment on Secured Portfolio:**
 - In-house lawyers ensure watertight contracts.
 - Proven ability to **recoup 100%** of amounts due through court and public auction (via bailiff) if borrowers default.
- **Comprehensive Fraud Prevention:** KYC, AML, official database checks for addresses, property ownership, bank account verification, vehicle registries, etc.

Risk Buffer, Foreclosure Policy & Yield Optimization - Secured Loans

Outstanding Principal (EOM) and Financial Income,
regarding the Secured Loan Portfolio





Risk Management & Compliance.

Risk Buffer, Foreclosure Policy & Yield Optimization - Secured Loans

1. Conservative Origination Practices and Collateral Buffer

Lev Credit's secured lending model is designed to withstand borrower delinquency without threatening capital integrity or asset value.

Thanks to our conservative origination practices—where initial Loan-to-Value (LTV) ratios are typically $\leq 50\%$ of independently appraised market prices—we operate with a substantial collateral buffer that enables both risk resilience and strategic flexibility.

3. Penalty Interest Mechanism by Product Type

This mechanism operates differently across product types:

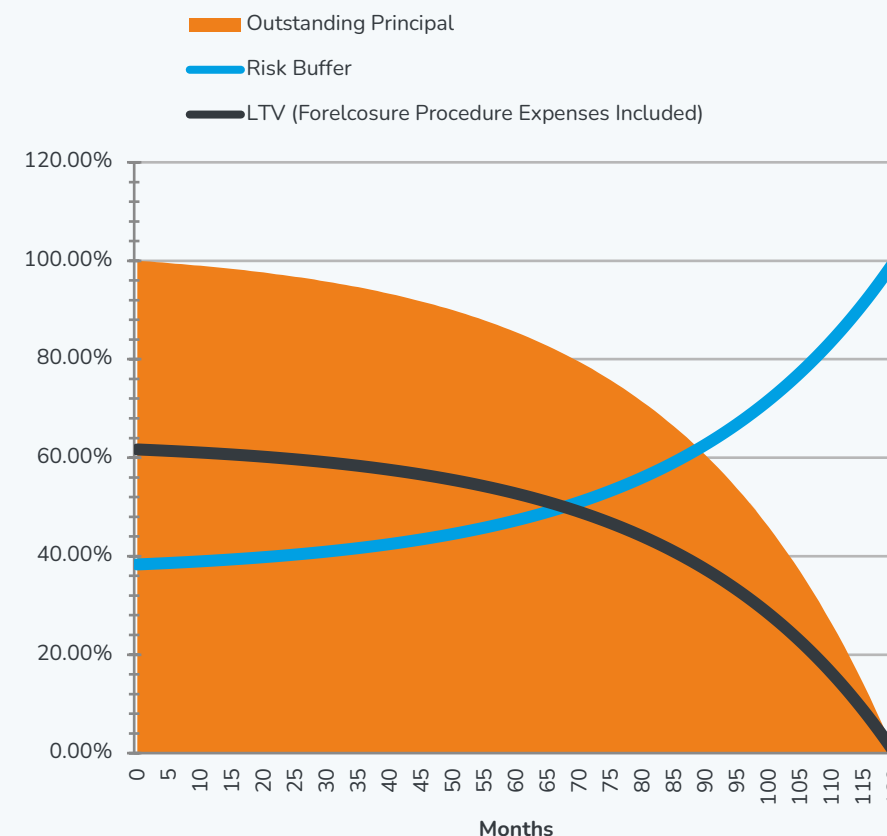
- For secured consumer loans, the penalty interest rate per annum is equal to the statutory interest rate, which is currently set at **10.00%** plus the reference interest rate of the Bulgarian National Bank (BNB) (currently **1.91%**), totalling **11.91%** annually.
- For secured business loans, where borrowers are typically more familiar with commercial finance terms and risks, the penalty interest rate is fixed at **46.80%** per annum (0.13% per day). This rate applies specifically to the entire overdue balance, including delayed principal and unpaid contractual interest.

2. Legal Framework and Strategic Resolution Timeline

Under Bulgarian law, foreclosure on a **1st lien mortgage** can legally commence after **90 days** of delinquency. However, because of the significant equity cushion built into each loan, we often have the ability to extend the resolution timeline to **12–36 months**, giving borrowers time to regularize payments while continuing to accrue interest.

During this period, as permitted by Bulgarian Law  and EU  lending regulations, we apply penalty interest rates in addition to the contractual rate.

Risk Buffer - Assuming 0% Property Appreciation





Risk Management & Compliance.

Risk Buffer, Foreclosure Policy & Yield Optimization - Secured Loans

4. Contractual Interest Rates and Profitability Mechanism

The nominal contractual interest rates on secured loans range between **24%** and **42%** (currently, historically between **24%** and **48%**) per annum, depending on the client profile and loan structure. The penalty interest, charged only in cases of delinquency, is fully transparent and contractually agreed upon in advance. It serves as both a behavioural incentive and a margin-preserving mechanism, ensuring that the loan remains profitable even if a borrower enters late-stage arrears.

5. Foreclosure Trigger Policy

Foreclosure proceedings are initiated only when the borrower's total obligations - including principal, accrued contractual interest, penalty interest, and any court or government enforcement costs - reach 85% of the collateral's appraised market value. This disciplined enforcement threshold ensures that, even in the event of a forced sale, we consistently recover the full loan value and frequently generate additional surplus.

6. Strategic Risk Management Outcome

As a result, delinquency on our secured portfolio is not indicative of loss. Instead, it reflects a controlled, well-capitalized strategy that balances borrower flexibility with return preservation. This approach - anchored in legal enforceability, strong collateral coverage, and disciplined servicing - has supported our **0% historical impairment rate** on secured loans, while simultaneously contributing to above-market, risk-adjusted yields for the company.





Funding Requirements & Terms.

Lev Credit's proprietary loan management platform is fully adaptable to large-scale secured loan origination across different languages, currencies, and regulatory frameworks within the European Union. This technological & operational readiness means that the only prerequisite for massive further growth is access to capital.

In the short term, the company aims to rapidly scale its secured loan portfolio in Bulgaria, leveraging its operational infrastructure and proven underwriting model. In the medium to long term (3–5 years), **Lev Credit** plans to enter the Romanian secured loan market, replicating its success and expanding its cross-border presence in the region.



Objective

Raise capital to exclusively fuel **rapid expansion** of the **secured** loan portfolio in Bulgaria.



Use of Funds

- Increase lending capacity for real estate—**secured** consumer and business loans in Bulgaria.
- Scale marketing channels (online + offline), maintaining the **negative CPA** advantage.



Funding Details

The company looking to maintain a safe and resilient **Debt-to-Equity** (D/E) Ratio **of under x1.00**; Investor's safety will additionally be enhanced by a high **skin in the game**.

- Additionally, secured by a 1st lien mortgage on real estate with maximum initial LTV of 50%

Investor Benefits

- Attractive returns given our **high APR** lending products and consistent loan performance.
- Exposure to an underpenetrated market with minimal competition and strong regulatory clarity.
- Demonstrated track record of responsible lending and robust credit risk mitigation.



Roadmap & Milestones.

Short-Term (Next 6–12 Months)

01

Finalize Romanian 🇷🇴 market entry:

- Obtain a Non-Banking Financial Institution (NBFI) license in Romania 🇷🇴 fully compliant with local financial regulations.
- Finalize local infrastructure setup: law firm retainers, accounting service providers, payment processors, marketing partnerships.
- Complete localization of our proprietary software for Romanian 🇷🇴 operations (language, legal compliance, document workflows).
- Launch a **dedicated digital platform** offering **microloans and credit lines up to RON 20,000**, targeting individuals across Romania.
- Operate exclusively from a **centralized headquarters** without physical branches, ensuring fully **remote, digital-first loan origination and servicing**.

02

Expand Bulgaria 🇵🇸 secured loan portfolio:

- Intensify direct origination through existing branch network.
- Strengthen **digital marketing presence** (SEO, SEM, social networks) and optimize online lead funnels for secured loans.
- Broaden partnerships **with independent loan brokers** and **business referral networks** across Bulgaria to accelerate geographic reach.
- Execute local advertising campaigns to reinforce **Lev Credit's brand position** as the leading non-bank provider of secured consumer and business loans.

03

Technology upgrades:

- Fully integrate online origination (for unsecured loans) and e-signature capabilities into our proprietary client management system.
- Implement CRM enhancements to better track broker, digital, and branch-generated leads, improving conversion rates and client lifetime value.

Next
6–12 Months



Roadmap & Milestones.

Long-Term (1–3 Years)

04

Scaling secured loan operations in Bulgaria:

- Expand **the independent loan broker network** to cover all major and mid-sized cities.
- Introduce dedicated secured loan programs for agricultural real estate and movable assets (e.g., farm equipment financing).
- Maintain high underwriting standards, aiming for average secured **LTV ratios below 50%** and delinquency rates for unsecured loans significantly below industry benchmarks.
- Optimize the **centralized underwriting and portfolio management hub** to support volume growth without proportional staff expansion, preserving high operational productivity.

05

Romania development:

- Scale unsecured microloan and credit line portfolios through fully automated online origination and servicing processes.
- Build a robust digital brand presence in Romania  emphasizing trust, transparency, and speed of service.

06

Financial targets:

- Reach **BGN 5 million** active secured loan principal in Bulgaria. 
- Achieve a **profitable, cash-flow positive** Romanian  operation within 18–24 months after launch.

1–3 Years



Roadmap & Milestones.

The Future (Beyond 3 Years)

07

Regional expansion into additional EU markets:

- Explore market entries in **Poland** (if climate for non-banking lending improves), **Czech Republic**, **Croatia**, **Hungary**, **Bosnia and Herzegovina**, prioritizing countries with strong legal protection for creditors, stable property markets, and developed digital infrastructure.
- Gradually introduce **secured loan products** in **Romania**  focusing on first-lien residential and commercial real estate-backed lending, once the unsecured lending model is proven and regulatory familiarity is achieved.
- Pursue a **digital-first approach**: centralized headquarters and remote operations, replicating the Romanian  model where feasible.
- Build scalable loan origination templates adaptable for each country, minimizing time-to-market and capital requirements for each expansion phase.

08

Funding model evolution:

- Diversify funding sources by establishing warehouse facilities, securitization structures, or partnerships with institutional investors.
- Maintain a **low-leverage, high-equity commitment model** to preserve financial resilience and maximize investor safety.

09

Brand goal:

- Position **Lev Credit** as a recognized, cross-border, best-in-class provider of secured and unsecured lending solutions in Central and Eastern Europe (CEE), known for operational excellence, borrower fairness, and consistent profitability.

Beyond 3 Years



Conclusion.

At **Lev Credit**, our shareholders are committed to continuous operational improvement and disciplined expansion - both in terms of new markets and well-targeted financial products. With a proven, high-efficiency business model already thriving in Bulgaria 🇧🇬 we are now preparing to scale into Romania 🇷🇴, and beyond in the future.

We are building this company with a team and network of partners who share our long-term vision: to continuously refine their capabilities, create meaningful financial solutions, and fill critical market gaps with well-structured, transparent, and accessible loan products.

Our goal is to deliver superior value through operational excellence, not just innovation - offering products that are more efficient, more flexible, and more fairly priced than traditional alternatives.

Lev Credit aims to become a textbook example of best practices in the non-banking financial sector across the region - a company that borrowers trust, partners respect, and investors rely on for consistent, scalable performance.

Why Lev Credit?



Proven model with extraordinary productivity metrics and near-zero staff turnover.



0% impairment loss on secured loans, which represent **47.01%** of our loan portfolio, thanks to the strong legal + underwriting synergy.



Immediate scalability with **negative CPA**, robust free cash flow, and minimal market share (huge upside).

Next Steps:

- **Get in Touch:** Request our detailed financial data package or contact us with any other questions.
- **Join Our Growth Story:** Partner with Lev Credit to capitalize on Bulgaria's 🇧🇬 booming alternative finance market and our imminent Romanian 🇷🇴 launch.

Contact.

Fueling Productivity, **Maximizing**
Efficiency, Driving Results.



Offices

- Shumen (headquarters & office of parent organization) - 5th "Vasil Levski" street - <https://maps.app.goo.gl/AVwM8LuZ9cZVHz8UA>
- Shumen (central office) - 103rd "Tsar Osvoboditel" street - <https://maps.app.goo.gl/n2tRMTn6mc32DE4H9>
- Targovishte - 38th "Hristo Botev" street - <https://maps.app.goo.gl/qEzzWzf9NwwXuoKQ8>
- Razgrad - 27th "Bulgaria" boulevard - <https://maps.app.goo.gl/Su9C2Gvr6Ge6cXxm6>
- Dobrich - 5th "Ohrid" street - <https://maps.app.goo.gl/EdG3auamr5bb6y4w7>
- Rousse - 63rd "Borisova" street - <https://maps.app.goo.gl/tZCwSFQ5Yyu36cGp9>
- Varna - 30th "Doctor Piskyuliev" street - <https://maps.app.goo.gl/eY5ejwn7EB3fU78u6>
- Byala, Rousse Province - 7th "Vasil Levski" street - <https://maps.app.goo.gl/QPx4tCtkaPnmkrKr9>
- Isperih, Razgrad Province - 33rd "Ludogorie" Street - <https://maps.app.goo.gl/3oDq12ms7qiqdMB98> (Street View has not been updated yet)



www.levcredit.bg

Bulgarian Client Website



www.levcredit.eu

Investor Relations Website



investor.relations@levcredit.eu