

# INVESTOR PRESENTATION

Capital Service S.A.  
owner of brands:



AUGUST 2019

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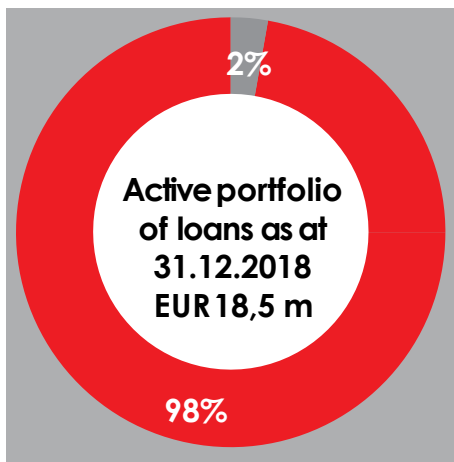
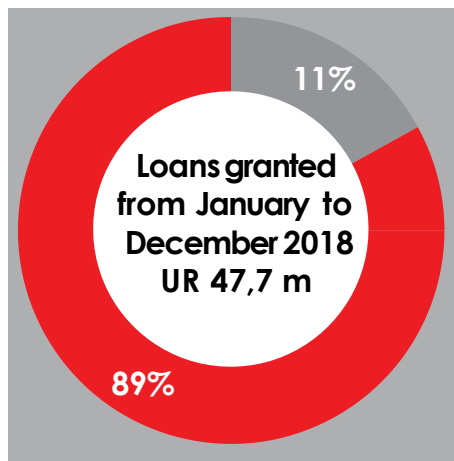


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- > This Presentation is of a selective nature and is made to provide an introduction and overview of the Company’s business. This Presentation does not purport to contain all the information that a prospective investor or business partners or other stakeholder may require in evaluating the Loan Originator. The potential stakeholder should read publicly available information regarding the Loan Originator and the full Financial Statements of the Company, as well as the sample loan agreement that the Loan Originator uses in its relations with borrowers, or get information directly from the Company.
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originally established in 1999

one of the leading non-bank financial institutions in Poland



■ payday loans ■ installment loans

all data below for the 31.12.2018:



**62K+**  
active clients



**EUR 139**  
average amount of payday loan



**104,538**  
number of loans issued



**400+**  
experienced employees



**EUR 627**  
average amount of installment loan



**22 months**  
average period of installment loan

all data below for the year 2018:



**133**  
branches

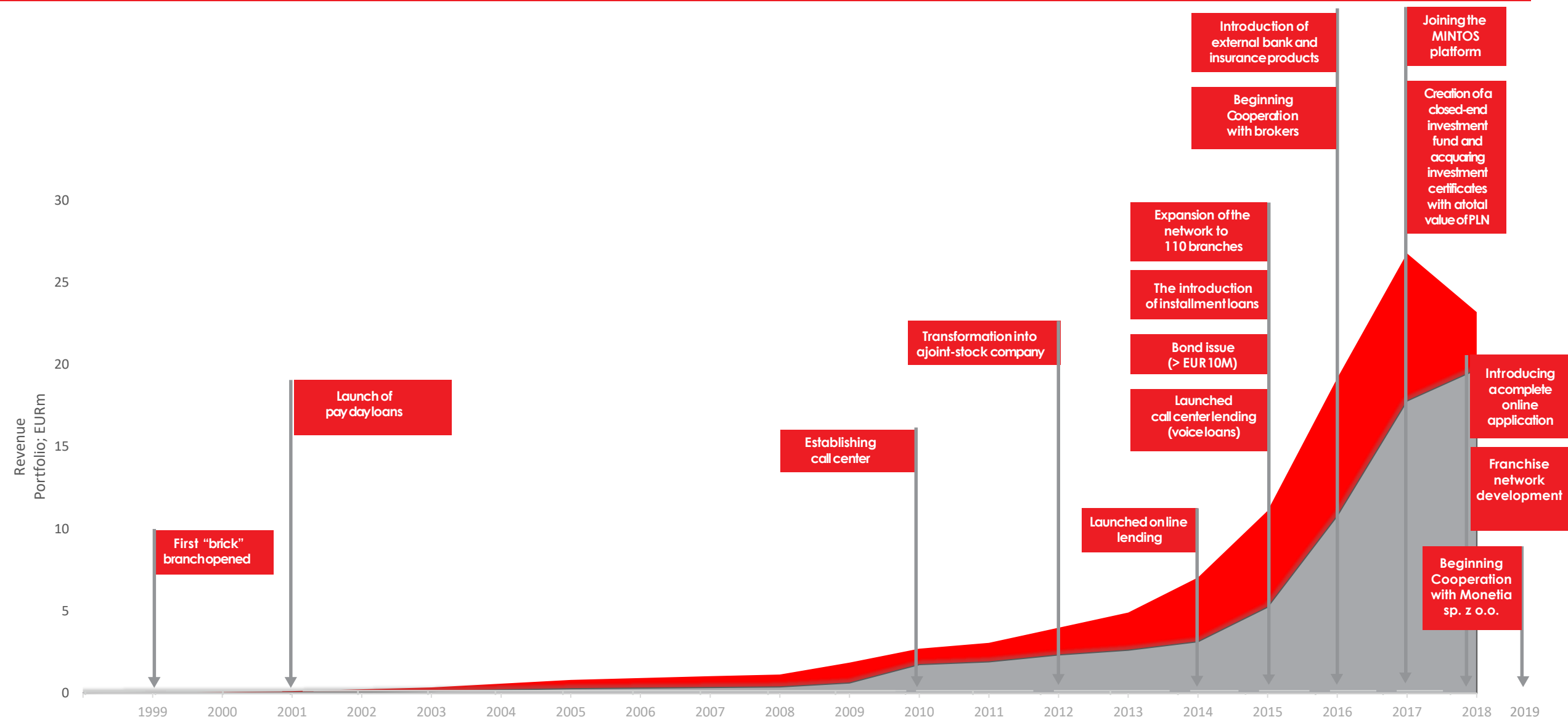


**EUR 23,1m**  
revenue



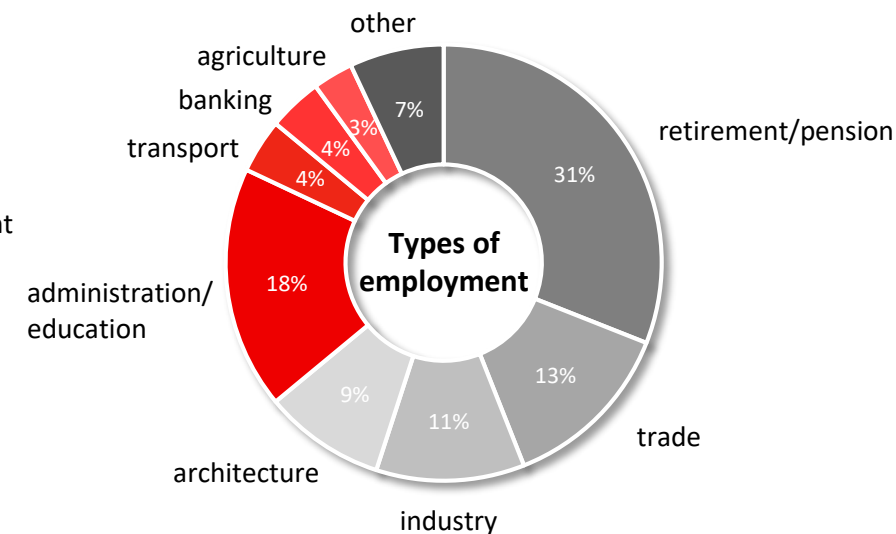
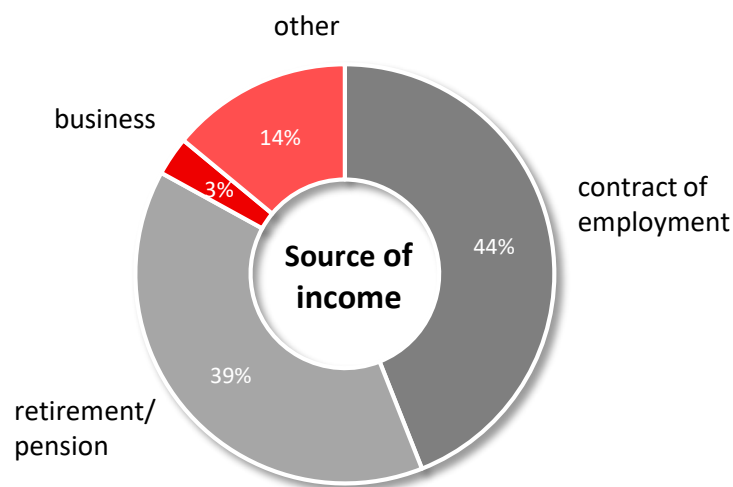
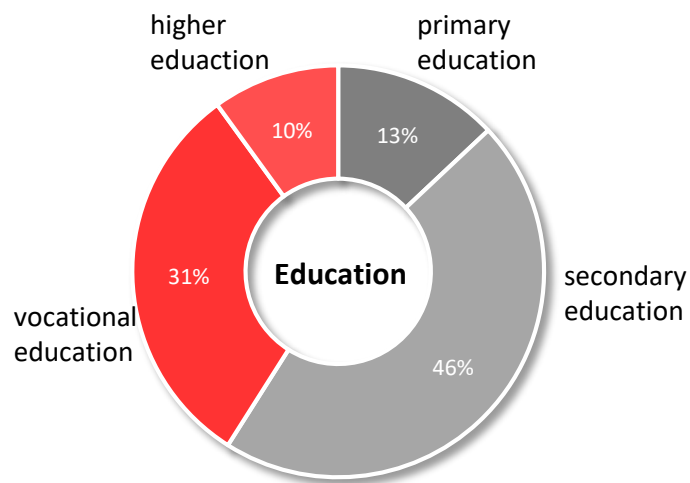
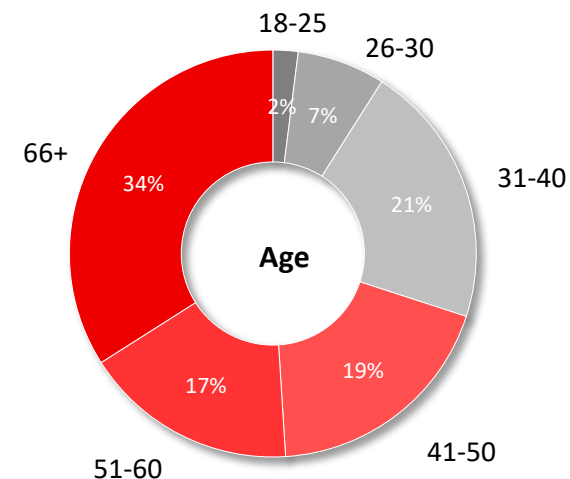
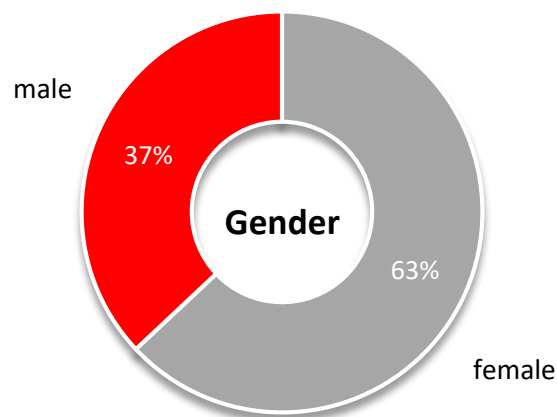
**EUR 3,2m**  
equity

# Our business story





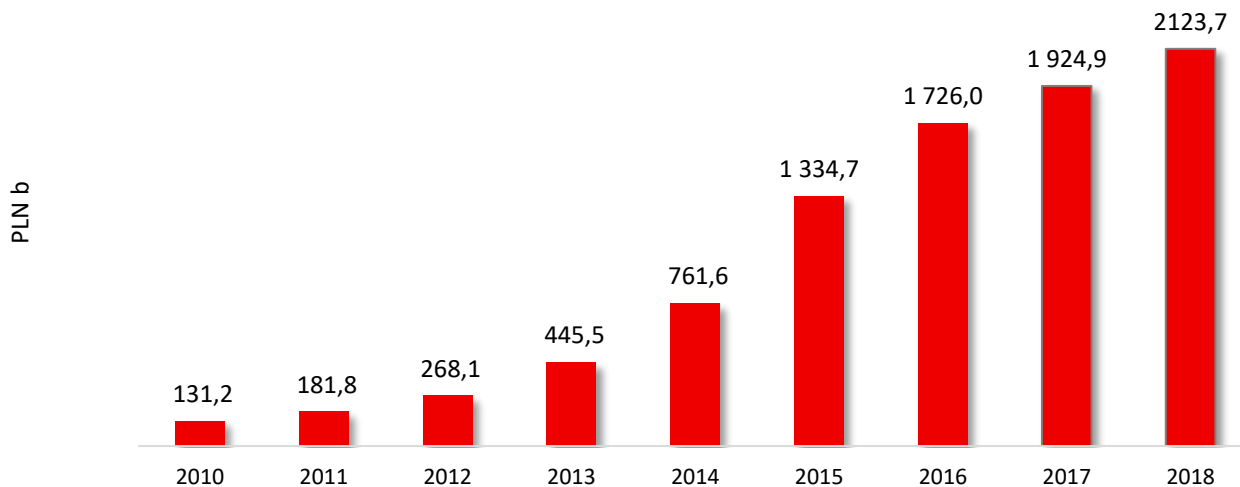
## Customer profile



# Market (non-bank lending)



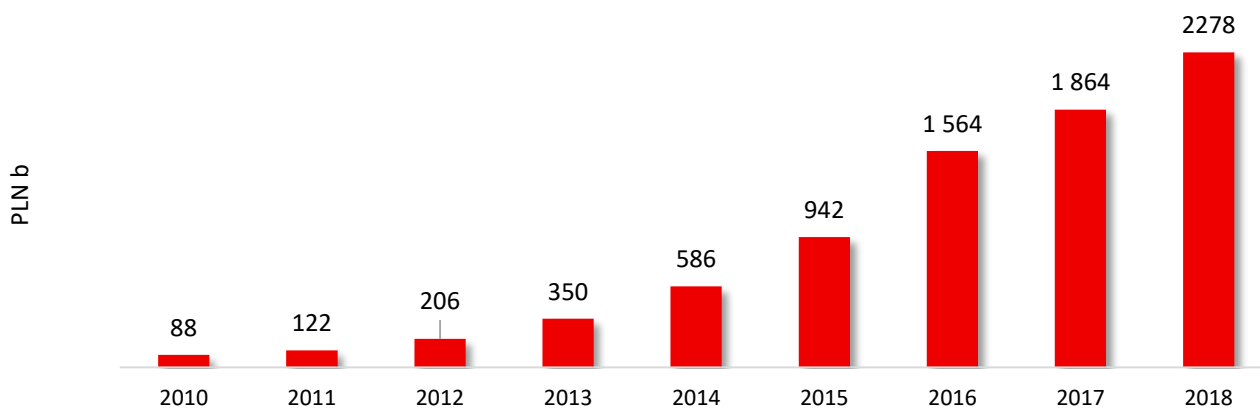
Loans granted, PLN b



> Loan institutions participating in the survey in 2018 granted PLN 2,12 billion in loans for consumer purposes, PLN 198,8 million and in relative terms by 10,3% more than in 2017.

> Despite the consistent increase in subsequent annual periods, the dynamics of changes in the value of granted loans slows down from year to year.

Portfolio PLN b



> The value of the loan portfolio granted by the participants surveyed at the end of 2018 amounted to PLN 2,27 billion.

> Comparing to the end of 2017, this is a 22,2% change.

Source:

\*Conference of Financial Companies in Poland – Association of Employers, 2018

# Our products



payday loans



up to **250 EUR**



for **30 days**



installment  
loans



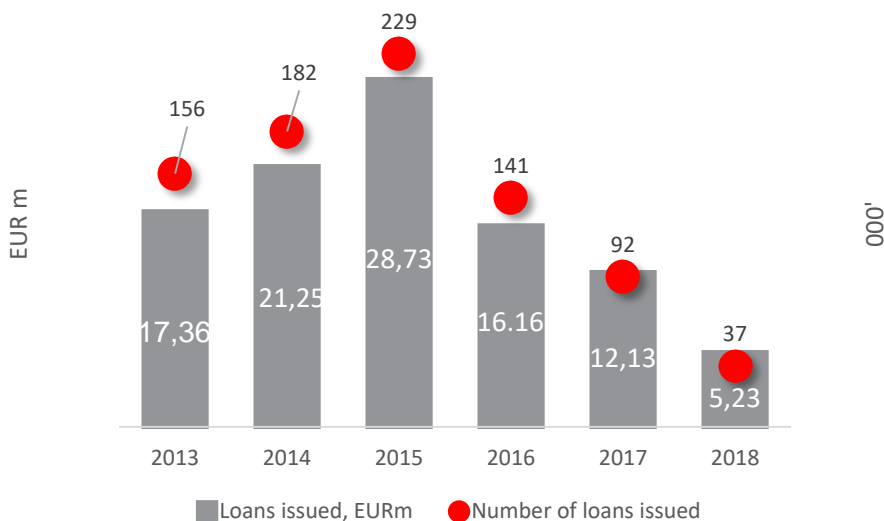
up to **4 K EUR**



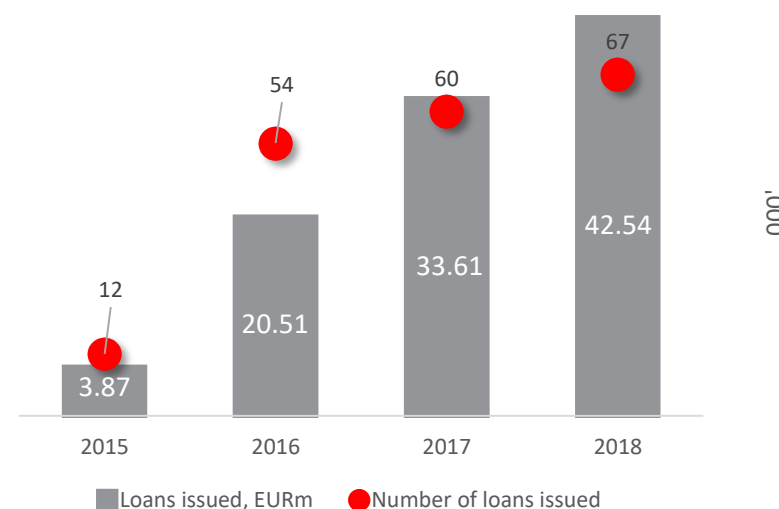
for **48 months**

Transfer from payday loans into installment loans (expected stabilization of the loan portfolio structure in subsequent years)

Payday loans



Installment loans





## Management team



### Adam Kuszyk

Graduate of the University of Lodz, Management and Marketing, postgraduate studies at Warsaw School of Economics, Certified Internal Auditor (CIA), chartered accountant. From 2011 to mid 2014 Chief Financial Officer and Vice President of joint stock company SMT: IT and e-marketing holding (currently i.a.: iAlbatros, Intive). Previously, among others: CFO Rolmex SA (main shareholder of Indykpol SA - one of the biggest meat producers in Poland), Manager of Agora SA (one of the biggest media holding in Poland), Deloitte and BDO. CEO and President of the Management Board, in the Company since mid-2014.



### Kazimierz Dzielak

Experienced and creative manager. He studied management at the Leon Kozminski University in Warsaw. In the years 1999-2015 and since June 2018 he was and is still successfully managing the CAPITAL SERVICE S.A. He has 6 years of experience in running a bank branch (managing partner of a bank branch) and many years of experience on the financial market.



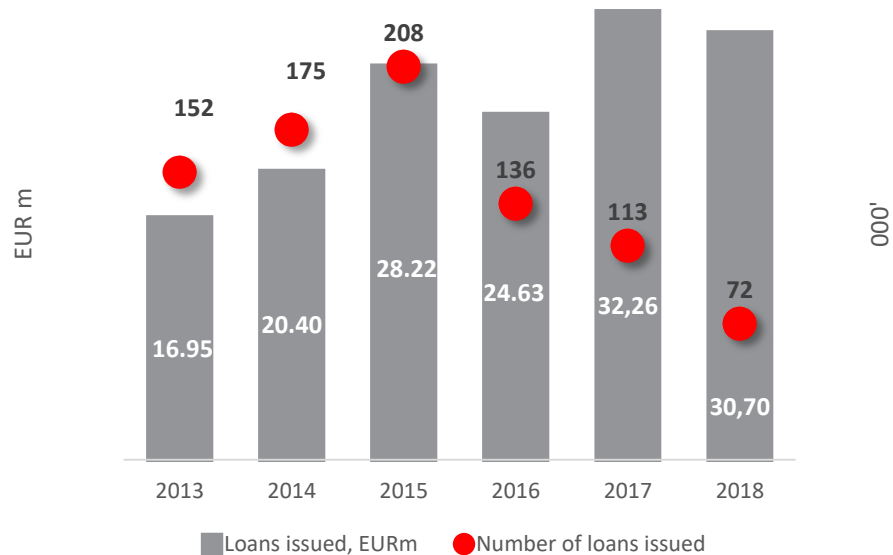
### Dariusz Łachowski

Graduate of post-graduate studies at the Warsaw School of Economics. Certified coach of the International Coaching Community. Manager with 18 years of banking experience (Cetelem Bank, BNP Paribas Group: 2001 – 2008, Alior Bank: 2008 – 2014, Plus Bank: 2014 – 2018). He gained experience by building and running telephone debt collection teams, sales teams in call centers, retail financial intermediation teams. He also managed networks of bank branches. He was responsible for the successful implementation and launching strategic projects in previous work places. He succeeded in promoting dozens of managers who continue their careers in the financial industry. In Capital Service S.A. he is responsible for the sale, opening and running own and franchise branches.

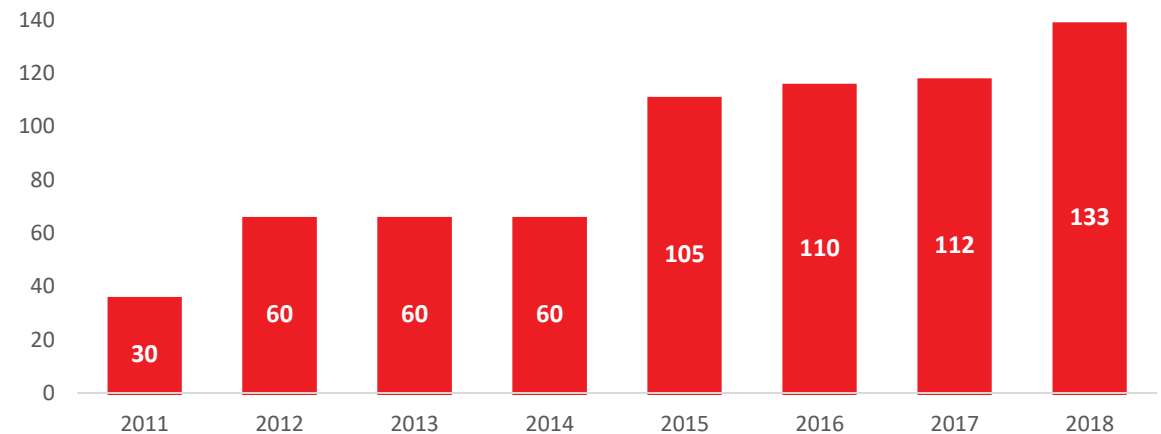
# Sales channels: branch network



- > Over 100 branches in Poland
- > Located in cities with more than 30,000 residents
- > Operation within 30-40 kilometers of branches
- > 50 m2 average branch space
- > 2-3 advisors team



Number of branches KredytOK



# Sales channels: branch appearance



## High-quality locations

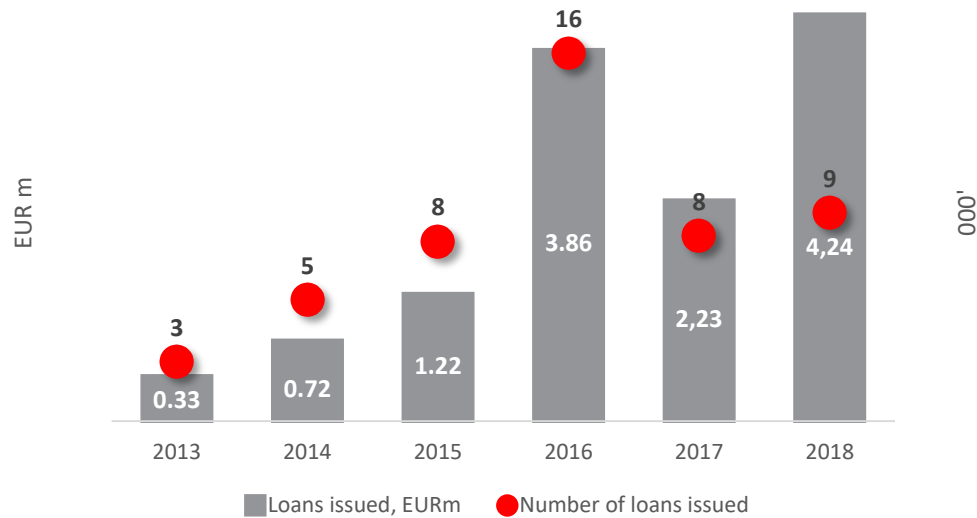
- > Located in places with high customer flow intensity
- > Easily visible all based on the ground floor with direct entrance



## Appealing interior

- > Uniform branch layout
- > Pleasant and attractive interior, ensuring customer-friendly environment

# Sales channels: call centre



- > more than 40 advisors
- > leads validation
- > evaluation of loan applications
- > direct selling
- > after-sales service

# Sales channels: agents and brokers



In 2015 there was a dynamic growth of cooperation with agents. In 2016 we started API Agent + so that agents have the ability to fully support the proposal and sale of KredytOK.

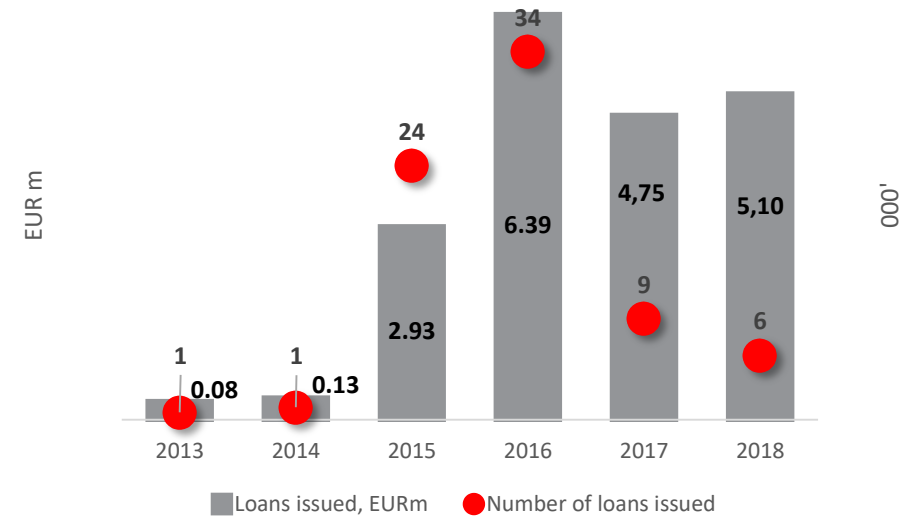
Sales through agents and brokers is becoming increasingly important in the structure of sales of the Company.

## The main advantages of Agent API+:

- > easy intuitive, modern design platform,
- > credit lending decision in 15 seconds after sending the application,
- > simple conditions of the offer.

The screenshot displays the KredytOK Platforma Agent+ interface. At the top, there is a header with the company logo, contact information (Infolinia sprzedaży: 601-500-500), and navigation links (Zaloguj się jako Agent, Otwórz logowanie, Ustawienia, Wyloguj). Below the header, there is a navigation bar with tabs: Wnioski, Nowy Wniosek, Kalkulator, and Moja Firma. The main content area shows a 'Przelicz raty' (Calculate payments) form. The form includes a 'Kwota pożyczki' (Loan amount) of 12200 zł, a 'Liczba rat' (Number of payments) of 48, and a 'Przebieg' (Progress) bar. Below the form, there is a table with the following data:

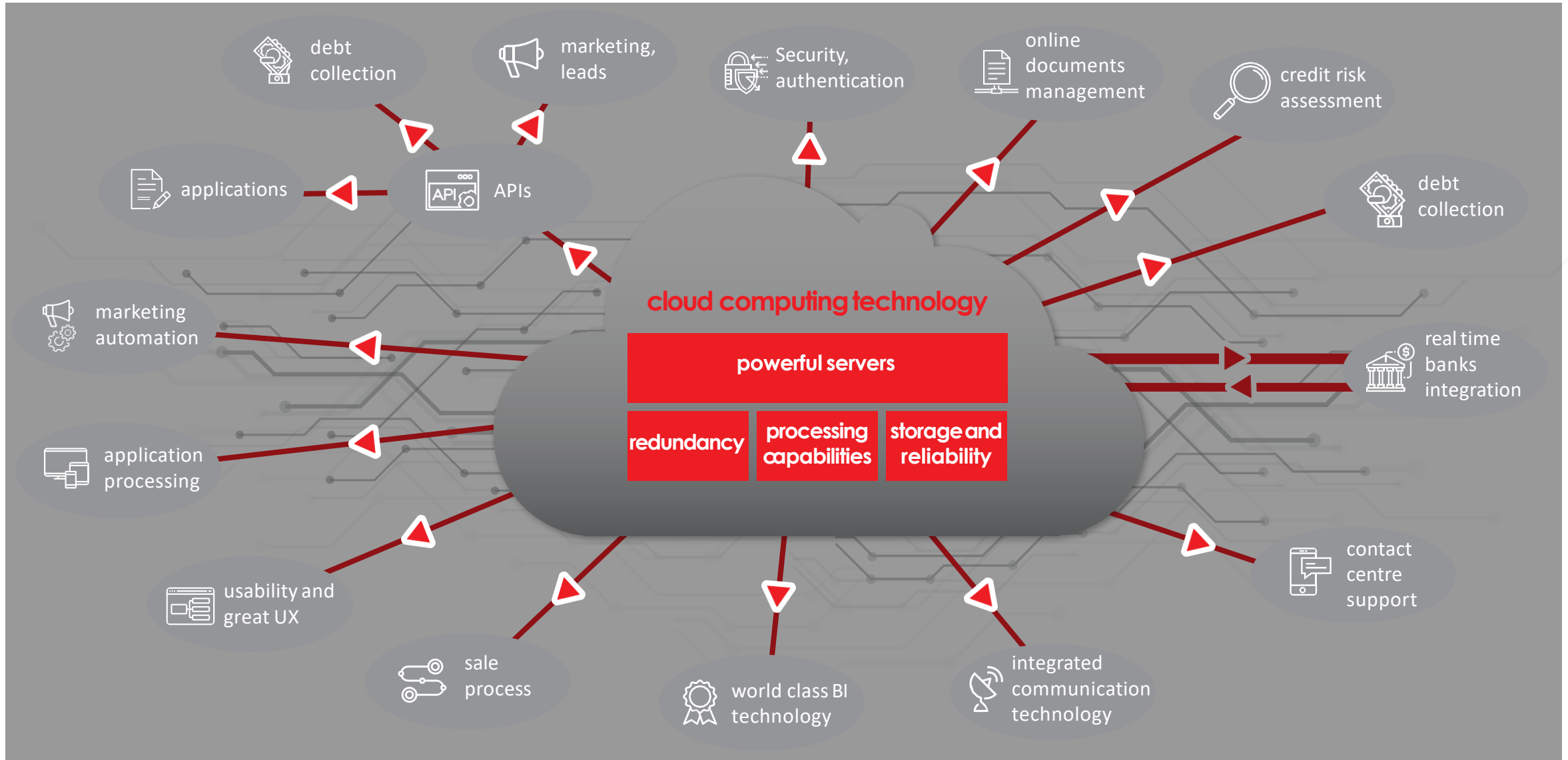
Kwota pożyczki (zł)	Rata miesięczna (zł)	Całkowita kwota do spłaty (zł)	Liczba rat
12200.00	611.94	27242.54	48



## The possibilities available to agents in Agent API+:

- > completing loan applications
- > real time credit decision
- > document generation process
- > on-site sale completion





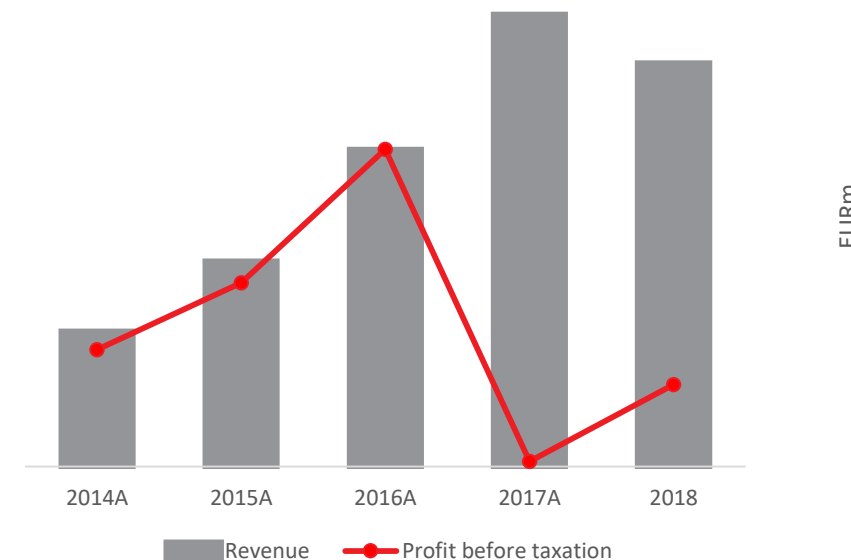
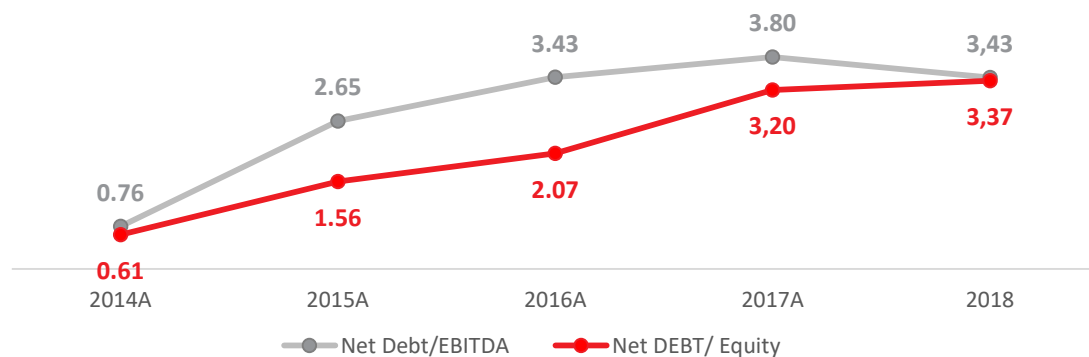
# Financial highlights



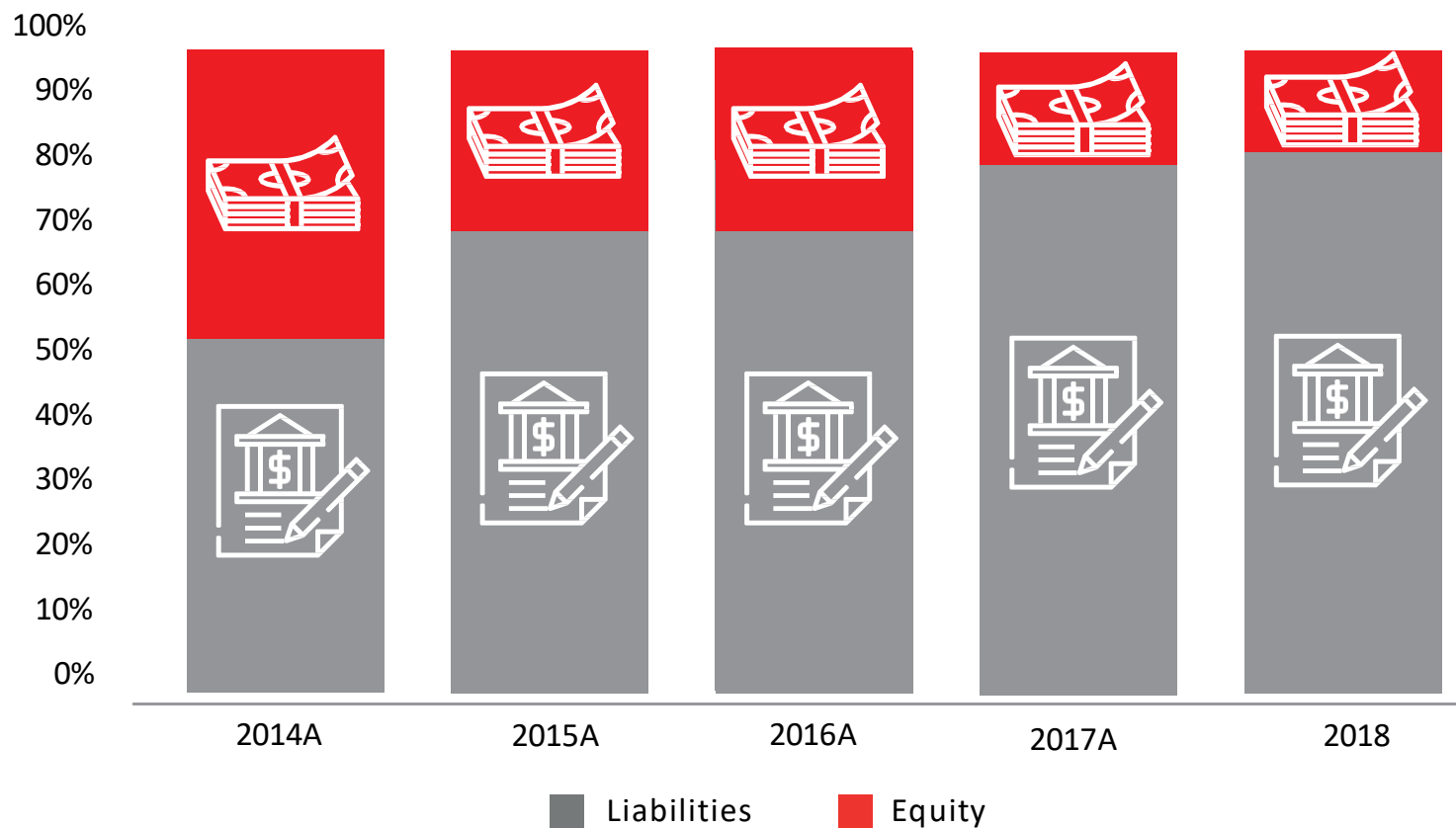
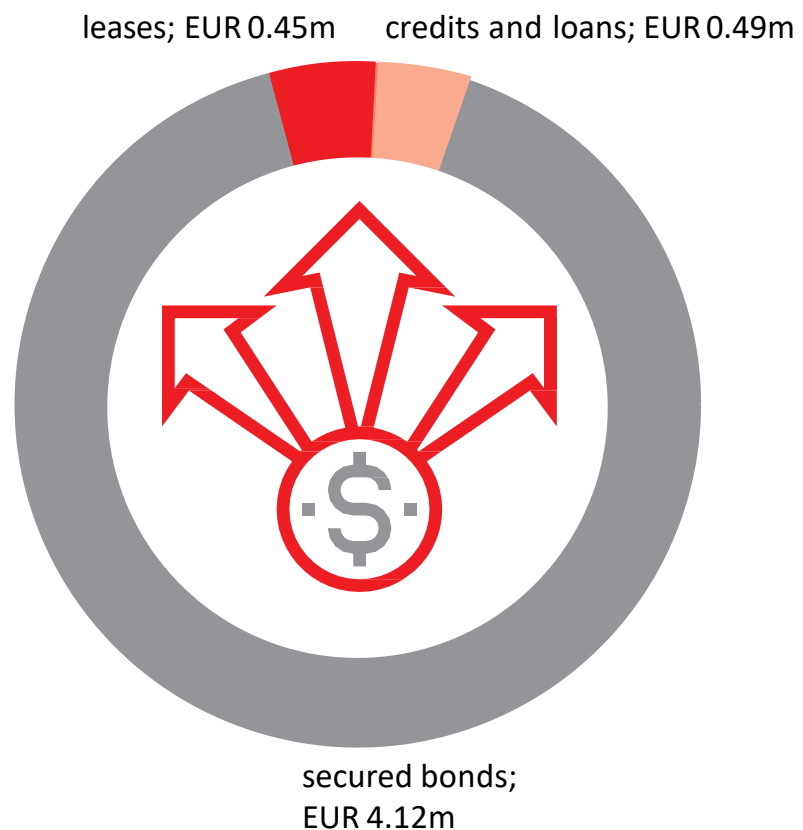
KEY FINANCIALS, EUR m	2014A	2015A	2016A	2017A	2018
Revenue	7.3	11.6	19.2	26.3	23,4
EBITDA	1.5	2.3	4.0	3.2	0,5
Profit before taxation	0.7	1.1	1.8	0.0	3,2
Net profit	0.5	2.0	1.2	-1.4	-0,5
Equity	1.8	3.8	4.9	3.8	3,2
Net Debt	1.1	6.0	10.2	12.3	10,8
Receivables from customers (net)	2.5	5.4	10.4	14.9	19,5
Total assets	3.8	13.5	17.4	20.9	24,8



## FINANCIAL RATIOS



# Current financing structure and amounts



*all data below for the year 2018*



# CAPITAL SERVICE S.A.



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