

**INVESTOR PRESENTATION
FOR 2017Q1 RESULTS**



ExpressCredit

Banknote

MoneyMetro

May 2017

Disclaimer

- ▶ This document (the “Presentation”) has been prepared for the sole purpose of providing an overview of 2017Q1 results of SIA ExpressCredit, which, together with its subsidiaries, is further referred to herein as “ExpressCredit” or the “Company”, to current and prospective investors in bonds issued by the Company.
- ▶ This Presentation is of selective nature and is made to provide an overview of the Company’s business, based on 2017Q1 results. Unless stated otherwise, the information in this Presentation is provided from consolidated perspective.
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Snapshot as at 31 March 2017

▶ Originally established in 2009 as a pawn broking chain

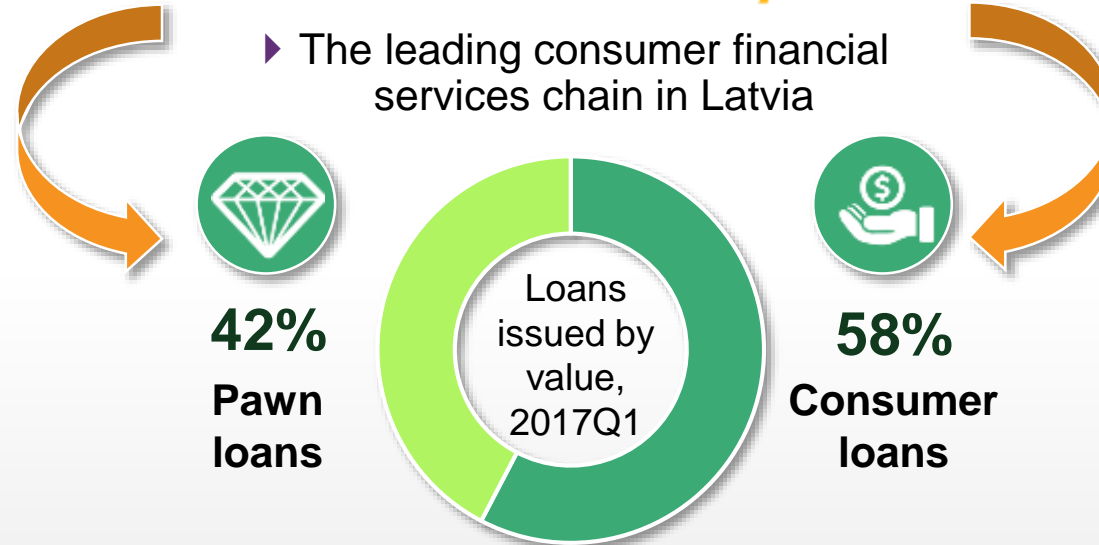


Banknote

MoneyMetro

▶ 2nd largest non-bank consumer lender in Latvia¹

▶ The leading consumer financial services chain in Latvia



310,000+
Total unique registered customers

275
Employees, 31 March 2017

EUR 13.8m
Net loan portfolio, 31 March 2017

63%
Growth in net loans y-o-y, 2017Q1

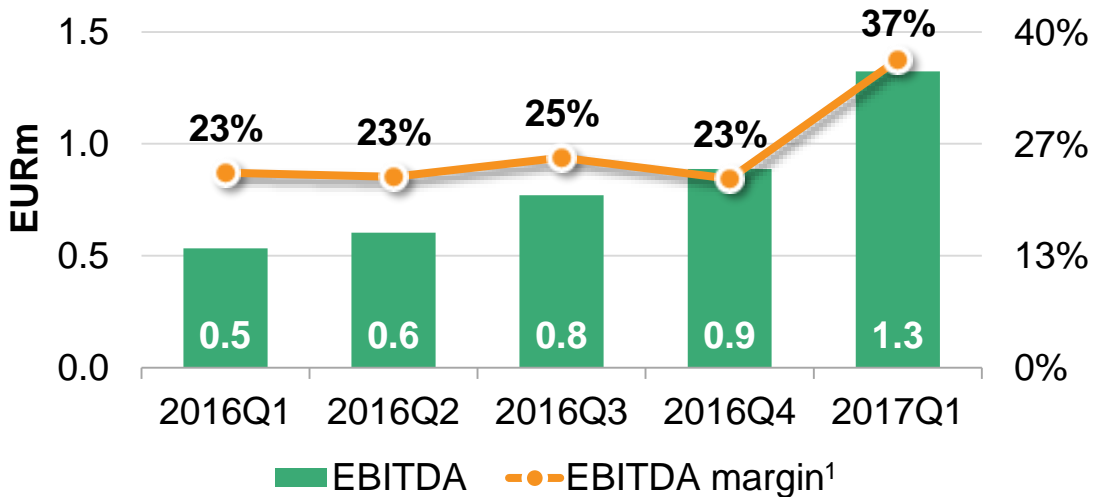
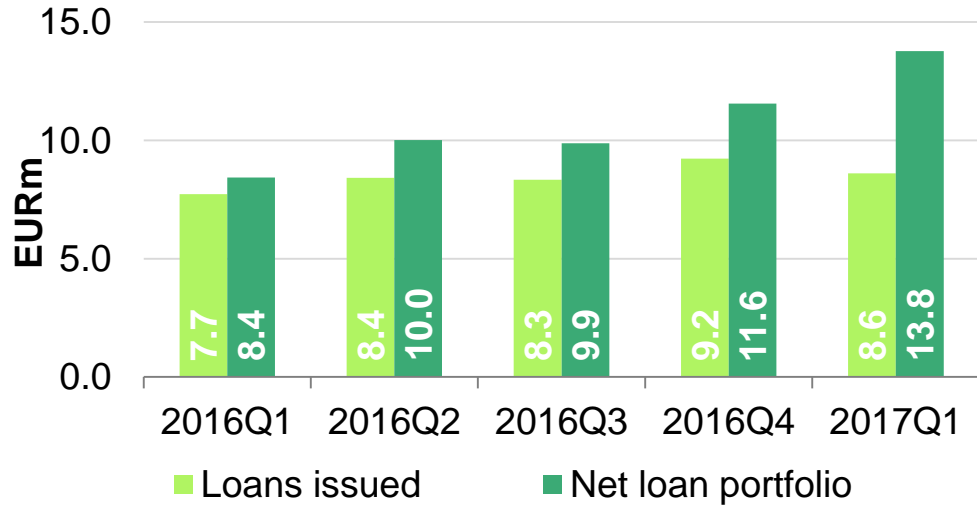
2,300,000+
Total number of loans issue transactions

92
Branches, 31 March 2017

EUR 8.6m
Value of loans issued, 2017Q1

EUR 1.3m
EBITDA, 2017Q1

2017Q1 highlights



Banknote awarded for **Best customer service** in Latvian Financial Services industry by brand care agency VUCA (Latvia)



ExpressCredit recognised among **TOP 50 Top-Of-Mind Employers 2016** by CV Online Latvia, **#1 among non-bank consumer lenders**



Further development of **MoneyMetro brand** by positioning it as a **long-term consumer lender**

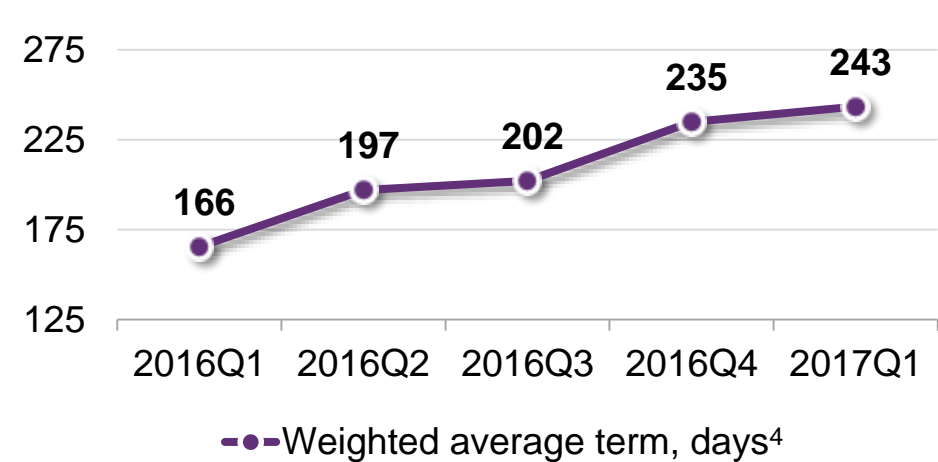
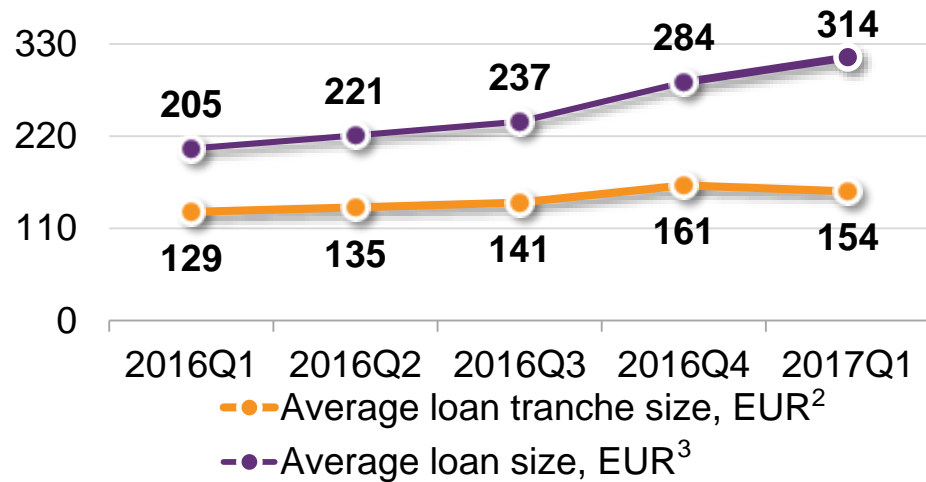
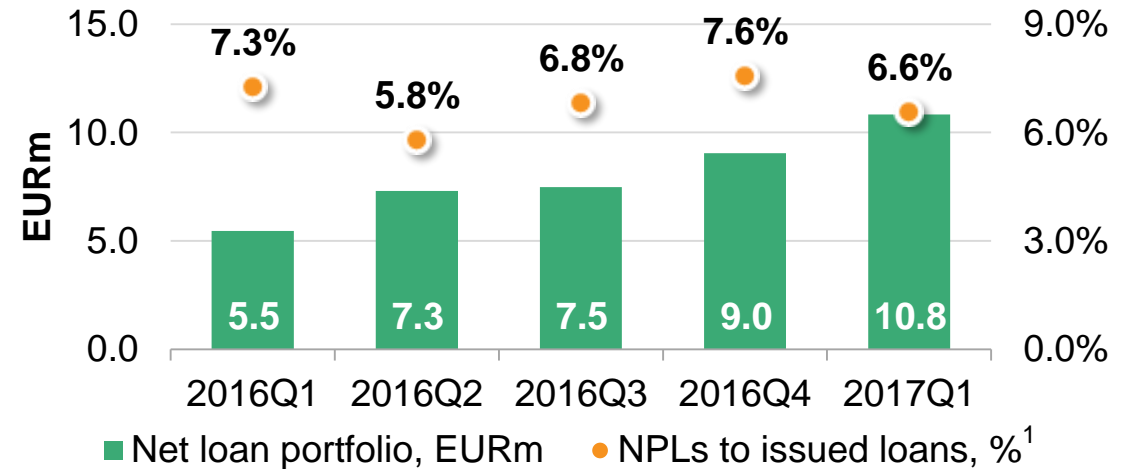
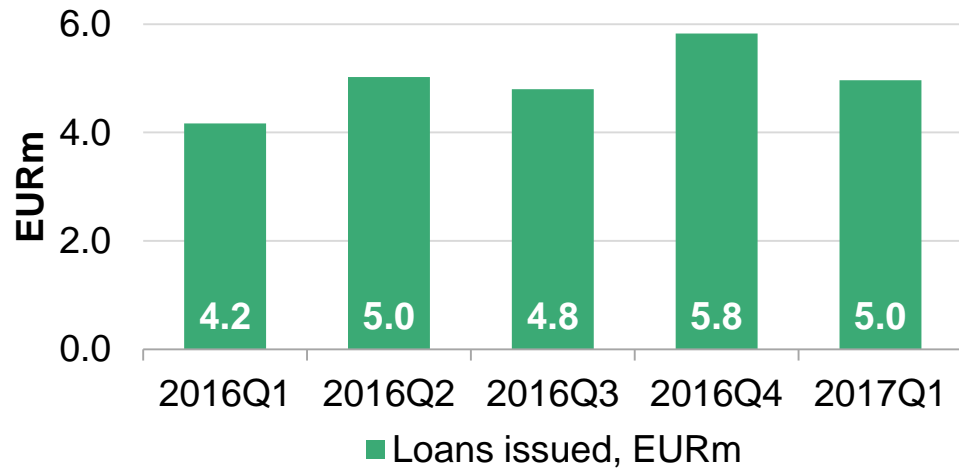


Substantial **growth in loan portfolio, EBITDA and profitability**



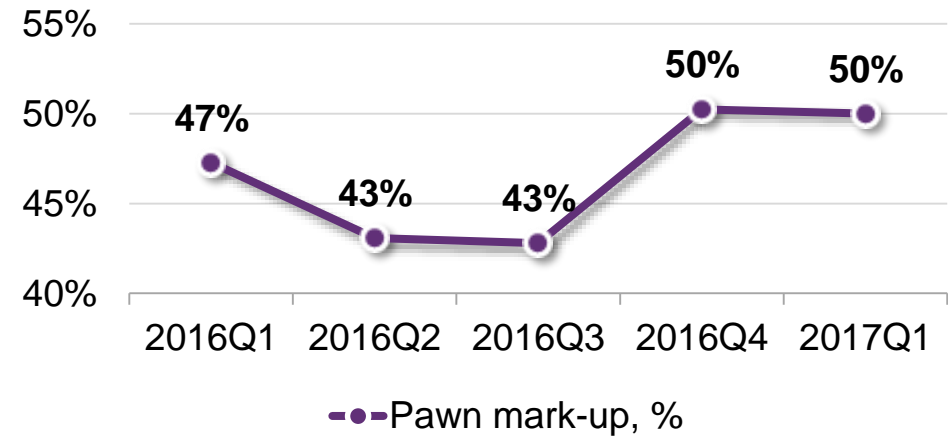
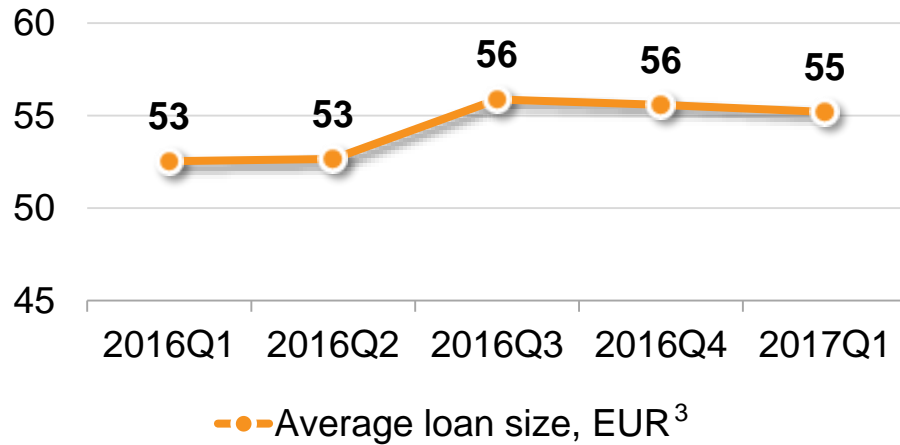
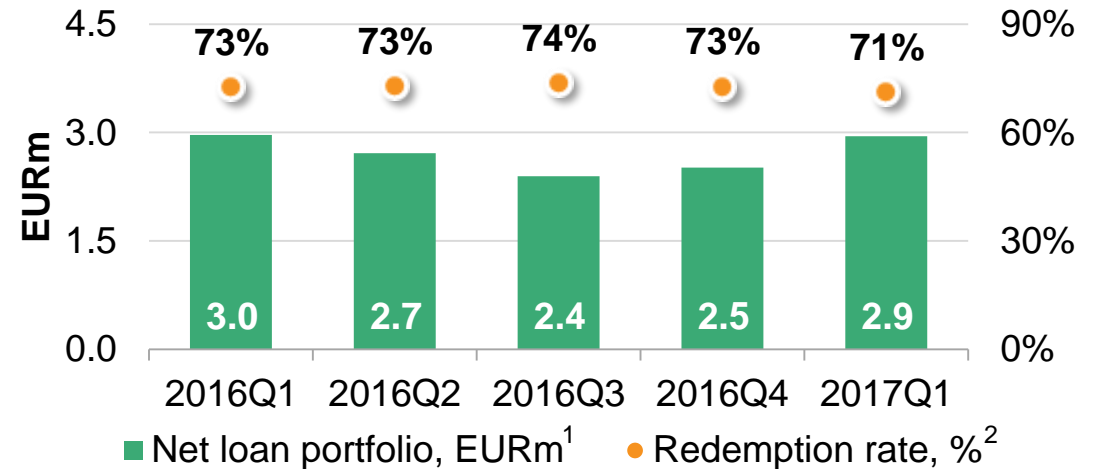
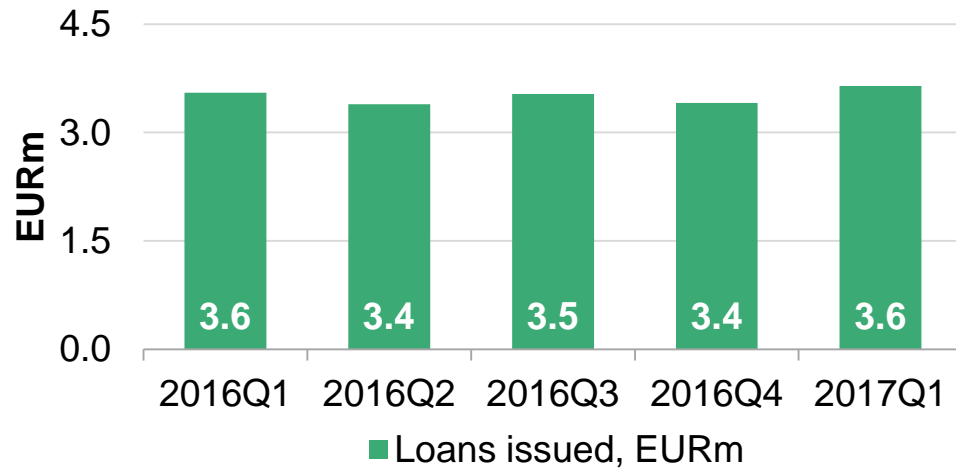
Introduced advanced credit scoring, new models implemented

2017Q1 highlights: Consumer loans



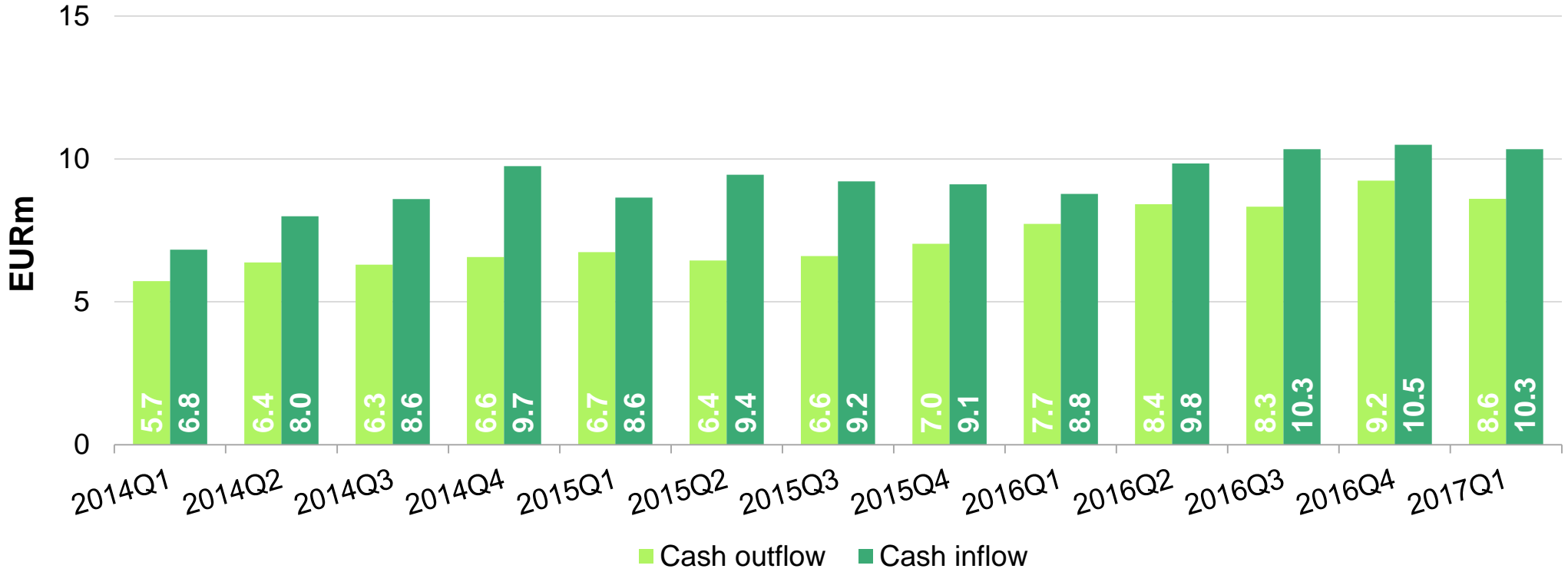
1) Share of loans issued (by value) during the two preceding quarters which are more than 90 days overdue as at the end of the respective quarter
 2) Average loan tranche size per issue transaction during the period
 3) Average loan size per customer in the portfolio as at the end of the period
 4) Weighted average term of loans issued during the period

2017Q1 highlights: Pawn loans



1) Includes car title loan and mortgage loan legacy portfolios
 2) Items being redeemed or extended within 3 months since issuance, by value of loans issued excl. item purchasing
 3) Average loan size per issue transaction during the period

Loan portfolio cash flow



Financing structure

Interest-bearing debt	2016Q4 ¹ , EUR'000	2017Q1 ¹ , EUR'000	Interest rate, %	Maturity
▶ Secured bonds	2,000	1,750	14.0%	11.2018
▶ Unsecured bonds	3,250	3,300	15.0%	12.2020
▶ Unsecured notes	974	1,574	14.0%	10.2021
▶ Peer-to-peer lending platform	4,227	5,178	11.0%-13.5%	Mimicking term structure of underlying loans
▶ Private loans	1,748	1,548	12.9%-14.0%	Up to 05.2018
▶ Leases	165	138	3.5%+EURIBOR	Up to 3 years
▶ Accrued interest and bonds commissions	8	(5)		
TOTAL	12,372	13,483		

Key financials

Income statement, EUR'000	2016Q1 ¹	2017Q1 ¹	%, y-o-y
Interest and similar income	1,811	3,077	69.8%
Gross profit from sale of goods ²	487	531	9.0%
Gross profit	2,298	3,607	56.9%
Selling expense	(1,013)	(1,835)	81.1%
Administrative expense	(524)	(485)	(7.4%)
Net other income / (expense)	(228)	36	(115.8%)
EBITDA	534	1,323	148.1%
Depreciation	(54)	(42)	(22.2%)
Interest and similar expense	(242)	(399)	65.2%
Taxes	(40)	(200)	396.2%
NET PROFIT	197	681	245.9%

Balance sheet, EUR'000	2016Q1	2017Q1	%, y-o-y
Fixed and intangible assets	621	580	(6.6%)
Loans to related parties	1,074	1,312	22.2%
Net loan portfolio	8,429	13,776	63.4%
Inventory and scrap	1,005	584	(41.9%)
Other assets	278	672	141.8%
Cash	265	1,022	285.9%
TOTAL ASSETS	11,672	17,945	53.7%
Share capital and reserves	427	1,500	251.4%
Retained earnings	1,900	1,306	(31.3%)
Profit/loss for the current year	197	681	245.9%
Equity	2,524	3,487	38.2%
Interest-bearing debt	8,451	13,483	59.5%
Trade payables and other liabilities	697	974	39.8%
Liabilities	9,148	14,458	58.0%
TOTAL EQUITY AND LIABILITIES	11,672	17,945	53.7%