



ITF Group Jsc. Corporate Presentation

FinTech Company with ambition





About our company

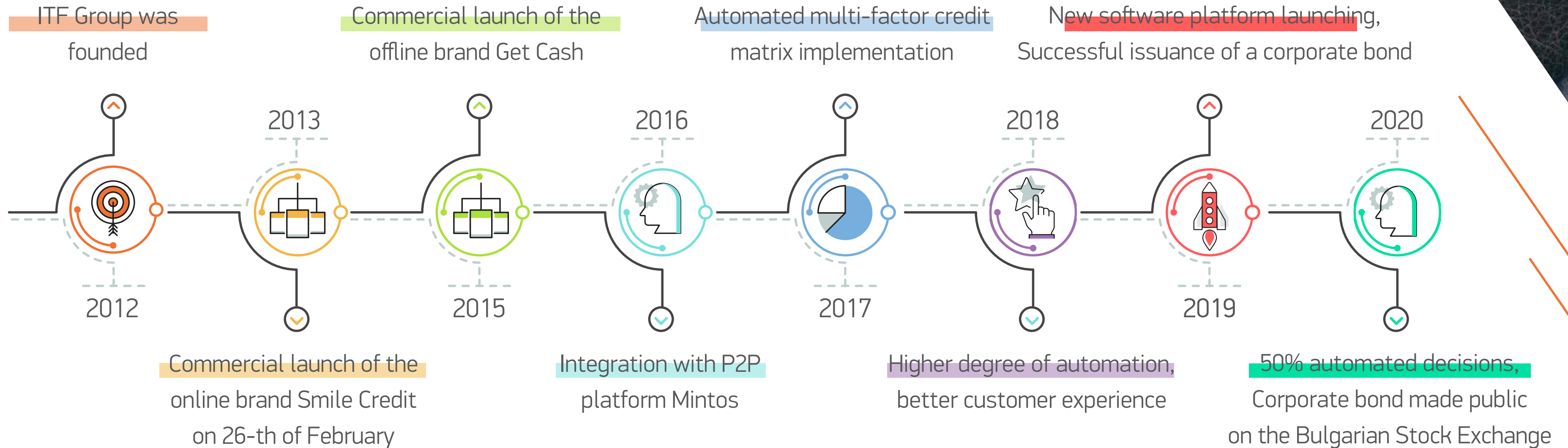
ITF Group Jsc. (“ITF”) is an innovative fintech company that is well known on the Bulgarian market of financial services.

ITF provides consumer loans to natural persons, who need to borrow money but are not eligible for bank financing.

At ITF we believe, that the future of consumer lending lies in the provision of financial aid to every person anywhere and at any time.

By using high technological solutions, systematic algorithms for credit risk assessment and highly automated processes we provide quick access to flexible loan products to our clients. Thus we aim to contribute to the regaining of financial stability of our clients and in the same time to mitigate the credit risk for ITF.

History





V Vision

Using the opportunities on the local market, our company strives to become one of the systematically important non-banking financial institutions in Bulgaria, which helps to secure better access to financial resources for ordinary people.

M Mission

Our mission is to be a modern non-bank financial institution, capable to use all of its potential on the local market, focused on the clients needs and providing easy to access, transparent service.

V Values

- Long-term perspective—a clear and working long-term program for the Company's development;
- Skills and experience;
- Good standing;
- Responsible lending;
- Partnership—it stimulates interconnection, mutual respect and support.



Management

Svetoslav Angelov – CEO

In his professional career Svetoslav participates in the management of companies from different business sectors such as financial, marketing and hospitality services as well as pharmaceutical and manufacturing industry.

In 2015 he becomes a shareholder in ITF Group Jsc. and assumes responsibility for the company's management. Currently Svetoslav is the main shareholder in ITF Group Jsc.

[LinkedIn](#)

Filip Dobrinov – CEO

Filip Dobrinov's professional career begins in 2000, when he joins the team of investment company Ever Jsc. Later on, he occupies a leading position in the company as Financial Director and member of the Board of directors. In 2012 he successfully establishes and develops ITF Group Jsc. as a registered non-bank financial institution. Currently he is CEO and member of the Board of Directors of ITF Group Jsc.

[LinkedIn](#)



Management

Diyan Georgiev – COO

More than 10 years of experience in leading international companies for consumer lending, he was engaged with the direct management of the companies. He also has experience with respect to the development of start ups in Bulgaria and abroad.

[LinkedIn](#)

Juliana Muteva – CFO

An experienced professional in financial audit and advisory services. Juliana has profound knowledge in financial management with international exposure. Also, Juliana has legal background.

[LinkedIn](#)

Stoil Gyuviiski – CTO

IT professional with more than 10 years in developing IT products. Stoil also has serious expertise in project management. Colleagues described him as a product oriented leader with great communication skills.

[LinkedIn](#)

Blagovest Iordanov – CMO

Established marketing expert with in depth knowledge of modern digital advertising and experience in leading local bank institutions. Certified expert and lead lector in areas such as design creating for measurement, collection and analysis of digital data, Google Tag Manager and Google Analytics features, BI reporting design, integration of different digital instruments, creating and working with audiences, SEM, SEO.

[LinkedIn](#)



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Key Facts

Online and offline presence

Profitable since launch

11 offices in major cities

More than 96% customer satisfaction

Decision and money transfer within 15 minutes

Application process takes less than 5 minutes



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Key Figures

140,000+
Loans granted

56
Employees

4,500+
Credit applications monthly

45 %
Approval rate

500%+
APR

33 %+
Portfolio increase on
an annual basis

1/1.26
Origination/collection ratio

25 %
New clients monthly

Two Brands – 10 offices in major cities



1. Payday Loan

Distribution Channel: Online

Term: Up to 30 days

Amount: Up to €250

Repayment term: One payment

2. Installment Loan

Distribution Channel: Online

Term: 3 to 12 months

Amount: Up to €750

Repayment term: Monthly installments



Installment Loan

Distribution Channel: Office network

Term: Up to 12 months

Amount: up to €2,500

Repayment term: Monthly or weekly installments



Core competencies

- Competitive product provision
- Automation of processes
- Teamwork
- Borrowing conservatism
- Proprietary technology
- Experienced people
- Synergy
- Revenue maximization at target risk level

B Business Processes

Data Gathering

Demographic data

Payments history

Credit worthiness
history - Credit
bureau data

Current income and
employer

Employment history

Online behavior

Data Processing and Underwriting

Internally developed
robust ERP platform

Data quality checks for
data integrity

Based on multiple and
trustworthy data points

Proprietary technology for
machine learning scoring

Fully automated
real-time decisions for
50% of applications

Anti-fraud

KYC and ID card validation for automated
fraud check

Address check and validation with Ministry
of Internal Affairs database

Bank account ownership verification

Customer Care and Support

Internal Call Center

Client profile - detailed
information in real-time
about indebtedness

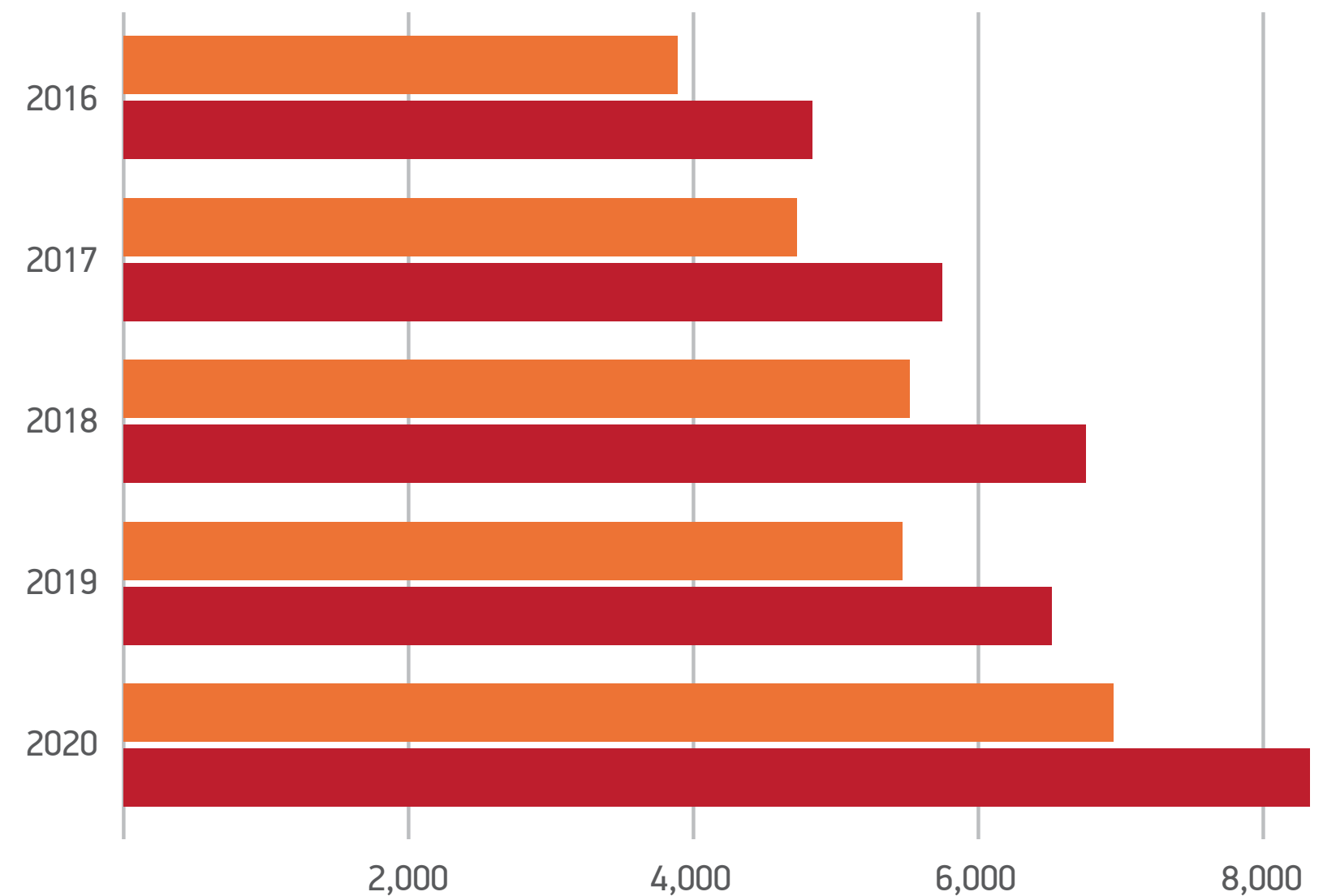
Automated principal
transfers to clients'
account

Automated SMS and
call reminders for
payments due

Automated generation of
relevant documentation



Origination and collection volumes



* all amounts are in '000 EUR

- Loans distributed
- Collected loan amounts (including interest and other fees)

ITF marks a significant increase in the annual volume of granted loans as a result of the utilization of a debt facility and equity injection. There is an uptrend in the collection process as well.

Financials

	2016	2017	2018	2019	2020
Revenue	1,815	2,070	2,353	2,626	3,308
Interest expense	(55)	(96)	(158)	(235)	(389)
EBITDA	728	699	618	943	1,335

* all amounts are in '000 EUR

	2016	2017	2018	2019	2020
Loan portfolio net	1 316	1 980	2 765	3 638	4 876
Loan portfolio gross	1 771	2 930	4 034	4 031	5 302
Total assets	1 803	2 670	3 571	6 549	5 811

* all amounts are in '000 EUR



Covid-19

In the beginning of 2020 due to the spread of a new coronavirus (COVID -19) worldwide businesses in many economic sectors have experienced difficulties and uncertainties related to future development.

In the times of the COVID – 19 pandemic the Fintech sector has the advantage of faster adaptation. New business opportunities are opening up thanks to high technologies and the lack of need for personal contact with customers. Online transactions are becoming more and more preferred by customers and mediate the development of new products and services.



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Why us?

- **Customer centric approach:**

Using different from industry standards's approach when serving our clients;
Pursuing financial inclusion and serving the underbanked population;
Aiming to financially educate individuals and improve their money management habits.

- **Reliable:**

Established team of industry professionals;
Low staff turnover;
Key people since inception.

- **Profitable:**

Constant increase of loyal clients' share;
Profit for each fiscal year.

- **Scalable:**

Experienced team and company structure ready for growth;
In-house developed platform designed for significant increase in volumes;
Substantial online operations knowledge to support fast growth.



Market potential

EUR 1.12 B consumer loan
receivables as at 31 December 2020

Shift from offline to online lending

ITF has less than 4% market share
(estimation)

Current small market share, hence big growth potential.

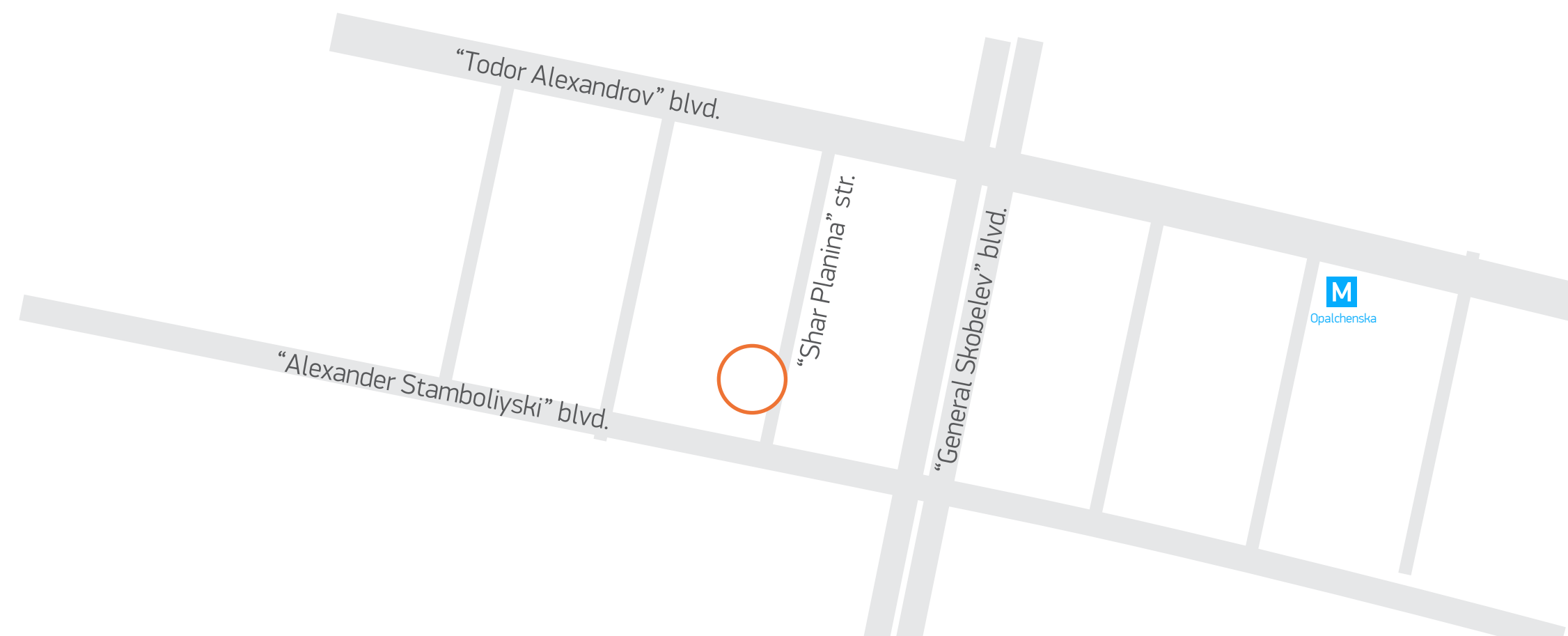


C Contact us

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A top-down view of a desk with a laptop, mouse, notebook, glasses, pencil, and coffee cup. The laptop is on the left, the mouse is at the bottom left, the notebook is in the center, the glasses are on the top right, the pencil is on the right, and the coffee cup is at the bottom right. The text "Thank you!" is centered over the notebook.

Thank you!

The logo for ITF (International Tennis Federation) is located at the bottom center of the image. It consists of the letters "itf" in a bold, lowercase, sans-serif font. The letter "i" is white with a small orange square above it, while the letters "t" and "f" are white.