





INVESTMENT OVERVIEW

January 2023

-  **Ibancar is a proven, fast growing fintech company offering online personal loans with cars as collateral through a seamless, 100% digital process**
-  **Ibancar is unique as it is the only company in the world offering such loans on the same day and through a 100% remote and digital process**
-  **Ibancar brings secured lending into the mainstream digital market through its innovative platform and is experiencing explosive growth**

Unique Product



Ibancar has redesigned the car title loan model making it an easily transactable, hugely scalable and ethical consumer credit offering

Highly Transactable



Platform enables fast and simple application for substantial same day loans without any physical logistics entirely from a smartphone

Well Positioned



Loans are designed and positioned to serve the full spectrum of borrowers from prime to the credit invisible at the same price point

Rapidly Scaling



Ibancar is set for huge growth by scaling in Spain, launching in LATAM and bringing additional asset based products to market

Well Capitalised



Has access to scalable institutional debt funding in order to support its ambitious expansion plans

Proven Business

6Y Track Record	6,300 Loans Issued	€18m Euros Issued	€9m Current Loan Book
Established Business	€14m Annualized Issuance	€5.8m Annualized Revenue	€17m Book (future) Receivables
Successful Startup	€1.6m Equity Raised	€16.5m Debt Raised	

Exceptional Performance

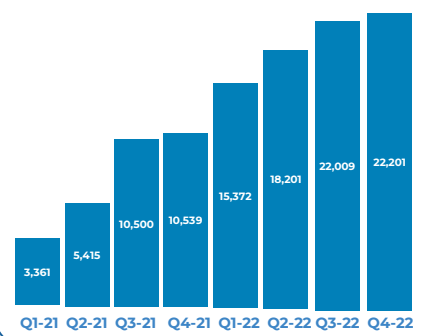
- 2022:**
- 136% origination growth
 - 154% revenue growth
 - 123% loan book growth
- 2023:**
- 100% projected loan book growth
 - 60% projected revenue growth

Lean, Profitable & Sustainable

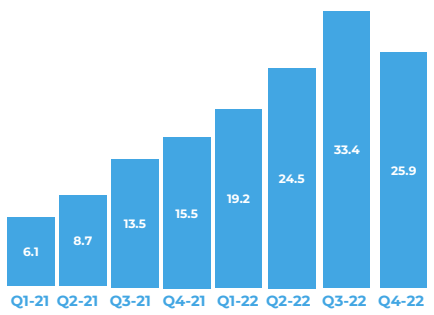
- 60% gross annual return on loan book
- 50% contribution margin
- Profitable since Q3 2021
- Operating cash flow positive

Explosive Growth

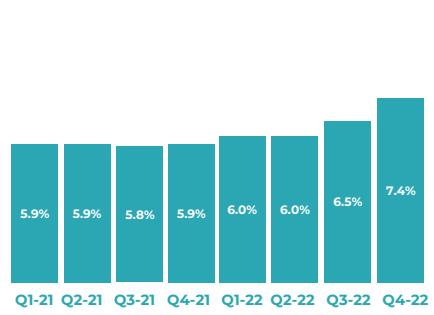
Valid Leads per Quarter



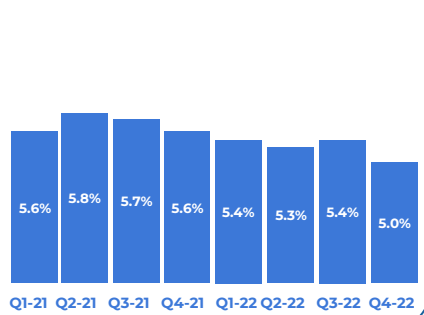
Origination per Quarter (€m)



Non Performing Loans (Average by quarter)



Monthly Book Yield (Average by quarter)



* Most Non Performing Loans do not cause losses

Can you get a
€5,000 loan
today?

Problem 1: Access to fast credit for larger amounts

Many creditworthy borrowers may have access to larger loans but these loans are slow to obtain so when they need money quickly they often turn to alternative lenders who mostly offer only smaller amounts for shorter terms and end up being very expensive.

Problem 2: Access to online credit for the underbanked and credit invisible

These borrowers are largely excluded from the online lending market and turn to pawn shops and car title loans for small loans for short terms at a high cost, they struggle to get the loans they really need and they definitely cannot get them online.

The online lending market does not offer loans that can suitably solve problems

1

Banks do not offer an easy 100% online experience so borrowers apply to alternative lenders

2

Online borrowers do not differentiate between lenders, they just want their problem solved quickly

3

These online borrowers end up applying to the same online lenders

4

Borrowers end up with loans that don't solve their problem, these unsuitable loans are taken up out of necessity

Founder, CEO



Alexander Melis (Dutch) has been an entrepreneur in the asset based lending space for 10 years. Previously he was a Managing Director in Fixed Income Derivatives at Credit Suisse and BNP Paribas in London. Prior to his banking career Alex also spent 10 years working as a management consultant and besides his financial knowledge brings management skills to the table.

Board Member, Director



Johan Kampe (Swedish) is Managing Director of Claret Capital (previously Harbert European Growth Capital) which provides specialty debt financing (Venture Debt) to European growth businesses, predominantly in the technology and environmental sectors. Johan has more than 15 years of experience in technology lending and financing.

Board Member, Director



Alain Dib (French) has 25 years of experience in Investment Banking, Capital Markets, Private Equity and Venture Capital and has held senior positions with Deutsche Bank and BNP Paribas. Alain was COO/CIO of Waha Capital and is currently CEO of Knuru Capital a Dubai based Venture Capital fund. He has a wealth of experience sourcing, structuring and managing investment risks.

Board Member, Director



Roger Welsch (Dutch) is a Director at ING Investment Bank. Previously he was involved in Treasury management at Dutch public sector bank BNG. He is fixed income specialist with 25 years experience of debt capital markets, derivatives and debt structuring. Alex and Roger have known each other for 20 years.

Senior Team



Antonela Merello
Chief Resource Officer
Co-founder of Ibanca



Agustin Zappacosta
Finance Director



Jose Christian Roman
Operations Director



Alejandro Utrera
Marketing Manager



Ana Gomez
Servicing Manager



Ester Ruiz Nuñez
Business Development Manager



Paloma Gil Fernández
Financial Controller



Daniel Guerrero
Collections Manager



Agustina González
Call Centre Manager



Marcelo Teplitzky
Logistics Manager



Javier Nuñez
IT Team Lead

+ 26 key team members

Full profiles are available on [LinkedIn](#)



*If you wish to receive additional information on
Ibancar please contact us*

