



INVESTMENT OVERVIEW

2022

Ibancar is bringing asset based lending into the mainstream consumer credit market through its digital platform.



Ibancar is a proven, fast growing fintech company offering online personal loans with cars as collateral through a seamless, 100% digital process

Unique Product



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

Highly Transactable



Allows fast and simple application that can be completed entirely from a smartphone

Well Positioned



Is positioned to serve the full spectrum of borrowers from prime to the credit invisible

Rapidly Scaling



Is set for huge growth by scaling in Spain, launching in LATAM and bringing additional products to market

Well Capitalised



Has scalable debt funding in place to support immediate growth in Spain

Ibancar brings secured lending into the mainstream digital market through its innovative platform and is experiencing explosive growth

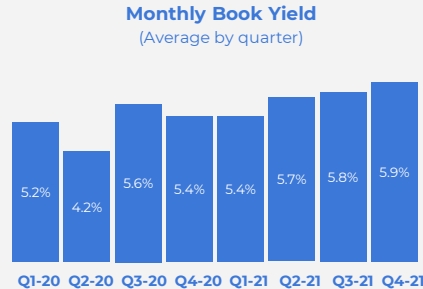
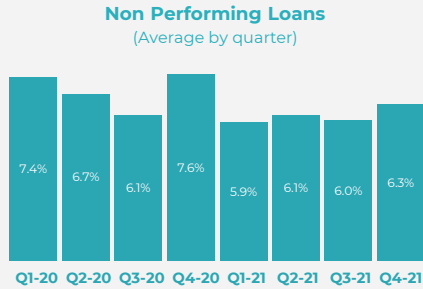
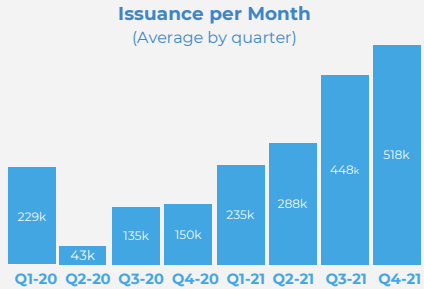
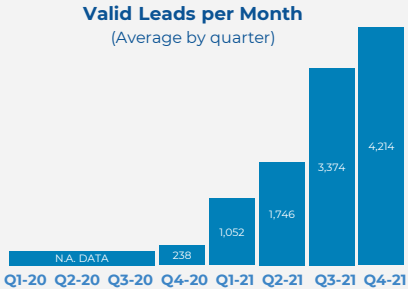
Track Record

5Y Track Record
2,750 Loans Issued
€8.0m Euros Originated
€4.25m Loan Book

Established Business
€6.5m Annualized Origination
€2.5m Annualized Revenue
€7.8m Book Receivables

Successful Startup
€1.5m Equity Raised
€6.0m Debt Raised

Rapid Scaling



Exceptional Business Performance

- Loan book growth of 165% in 2021
- Origination growth of 300%
- Lending revenue growth of 200%
- Business profitable since Q3 2021
- Non performing loans unchanged from pre-COVID
- Contribution margin stable at > 55% during 2021
- Annual gross return on loan book 65%

Can you get a reasonably priced €5,000 installment 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.

**Borrowers in all segments face challenges to solve their need for cash
The online lending market does not offer loans that can suitably solve their problems.**

1

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

2

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

3

All these borrowers end up applying to the same online lenders

4

Many borrowers end up with loans that don't serve their needs, 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



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



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



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.



Antonela Merello
HR Manager
Co-founder of Ibanca



Ester Ruiz Nuñez
Business Development Director



Agustin Zappacosta
Finance Director



Ana Gomez
Operations Manager



Alejandro Utrera
Marketing Manager



Jose Christian Roman
IT Manager



Daniel Guerrero
Collections Manager



Mercedes Melo
Operations



Agustina González
Call Centre Manager



Marcelo Teplitzky
Logistics Manager



Mar Pérez
Call centre



Javier Nuñez
Developer



Paloma Gil Fernández
Financial Controller



Juan Manuel Lopez
Logistics



Francisco Javier Gutierrez
Call Centre



Melisa Schegel
Call Centre



Jose Carlos Robles
Developer