



ITF Group Jsc. Corporate Presentation

FinTech Company with ambition





About our company

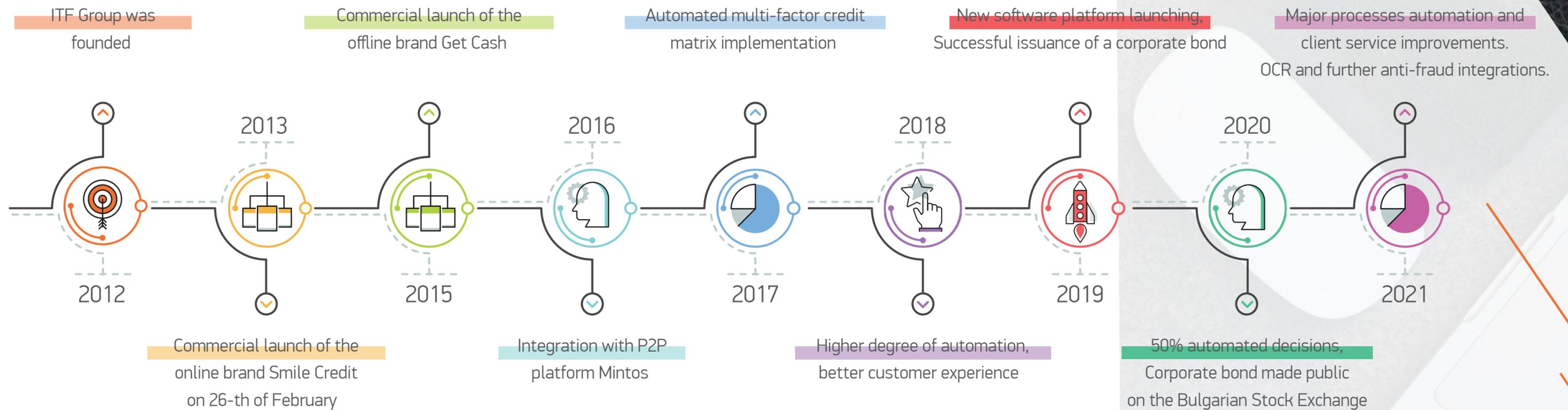
ITF Group Jsc. (“ITF”) is an innovative fintech company that is well known on the Bulgarian market of financial services.

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](#)



M 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](#)



K Key Facts

Online and offline presence

Profitable since launch

10 offices in major cities

Unique customers 170 000+

Decision and money transfer within 15 minutes

Application process takes less than 5 minutes



Key Figures

170,000+
Loans granted

62
Employees

6,500+
Credit applications monthly

40%
Approval rate

96%
Customer satisfaction ratio

16%+
Portfolio increase
for Q1 2022

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 24 months
Amount: Up to €2500
Repayment term: Monthly installments



Installment Loan

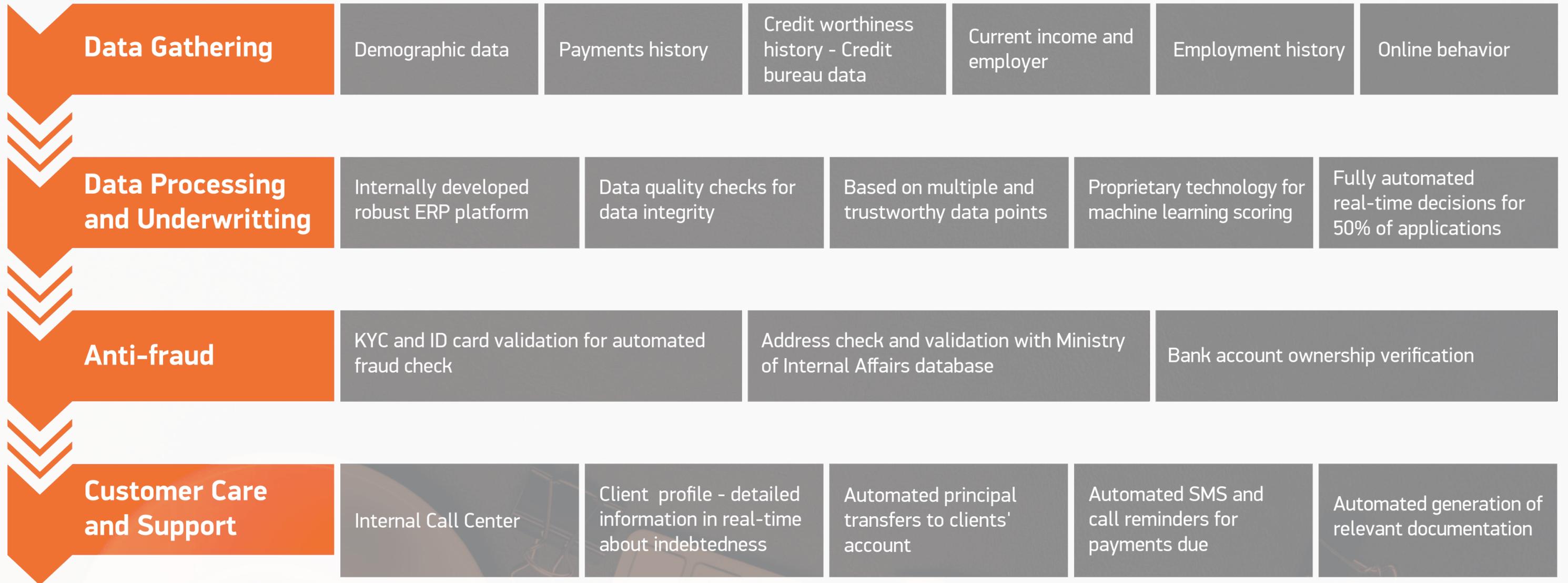
Distribution Channel: Office network
Term: Up to 12 months
Amount: up to €2,500
Repayment term: Monthly or weekly installments



Core competencies

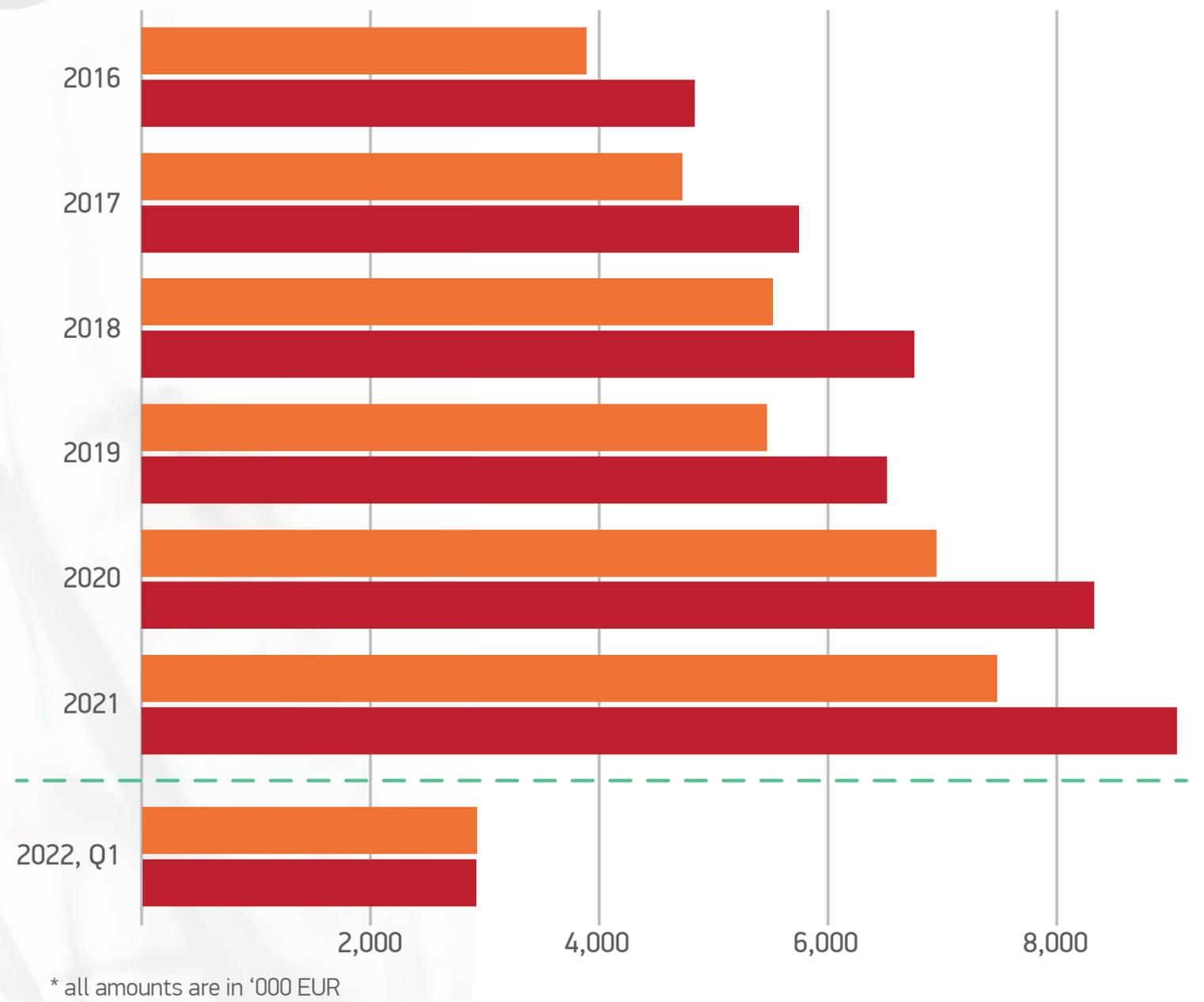
- Competitive product provision
- Automation of processes
- Teamwork
- Borrowing conservatism
- Proprietary technology
- Experienced people
- Synergy
- Revenue maximization at target risk level

B Business Processes





Origination and collection volumes



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

The period of 2021 and Q1 of 2022 ITF marks significant increase in the volume of granted loans. The company follows a growth strategy and expects 60% increase in revenue for 2022.

F Financials

	2019	2020	2021	2022, Q1
Revenue	2,626	3,308	3,103	979
Interest expense	(235)	(390)	(379)	(104)
EBITDA	943	980	653	776*

* TTM basis

** all amounts are in '000 EUR

	2019	2020	2021	2022, Q1
Loan portfolio net	3 664	4 598	5 414	6 266
Total assets	6 549	5 534	6 841	7 687

* TTM basis

** all amounts are in '000 EUR



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2022 prospects

ITF Group JSC has successfully overcome the challenges to the business caused by the worldwide Covid-19 pandemic in 2020 and 2021. The company focused on innovation, efficiency of operational processes and on maintaining a healthy portfolio. ITF's business model proved to be profitable and sustainable, which now provides a solid base for further business growth.

The management priorities in 2022 are directed to further enhancement of the company's growth. Progress has already been achieved in:

- Increased disbursements
- Implementation of new product features to increase client satisfaction
- Increase of revenue
- Strong cost discipline

The management's expectation is to increase the revenue by up to 60% YoY.

W Why us?

- **Customer centric approach:**

Using different from industry standards' 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.





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Market potential

EUR 1.48 B consumer loan
receivables as at 31 December 2021

Shift from offline to online lending

ITF has less than 4% market share
(estimation)

Current small market share, hence big growth potential.



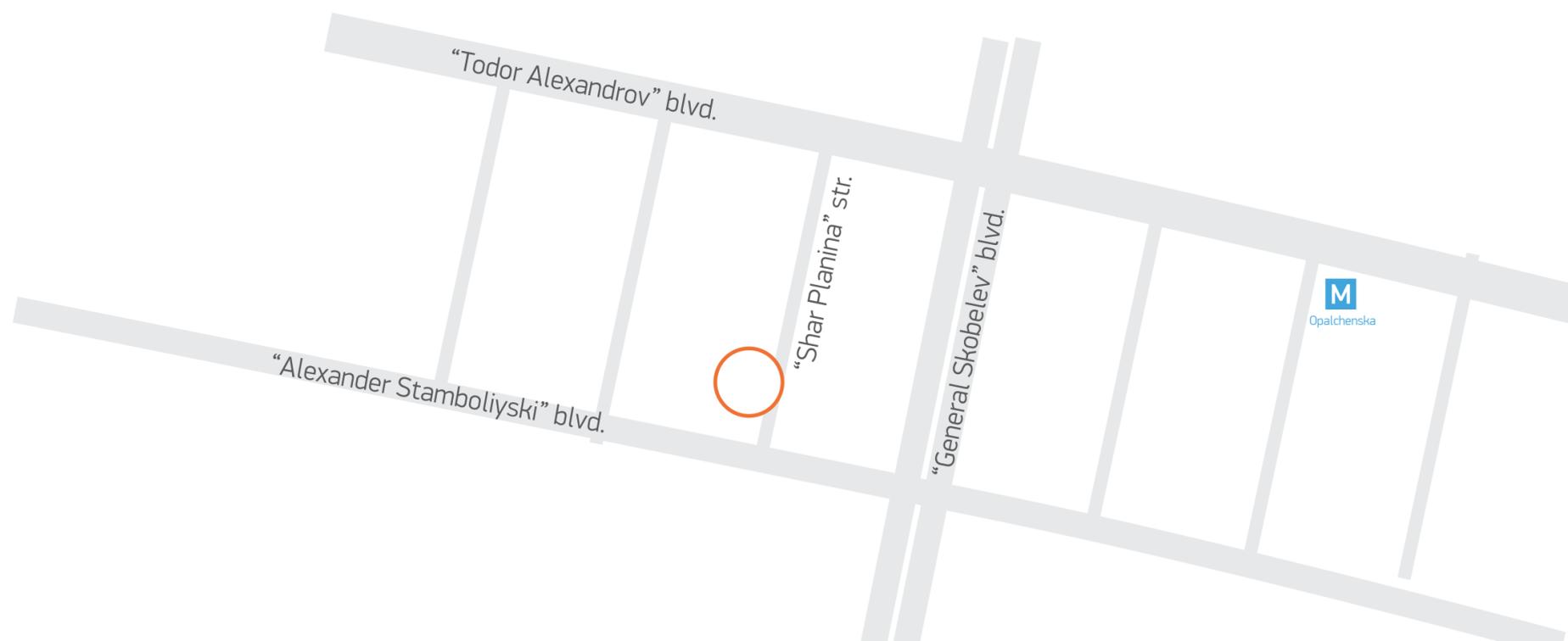
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Thank you!

