

# Advanto Presentation

January 2024

Advanto provides the employees with access to the money worked but not paid in the form of a wage advance according to the hours worked. Employees have their money whenever they need it and do not have to go into debt.



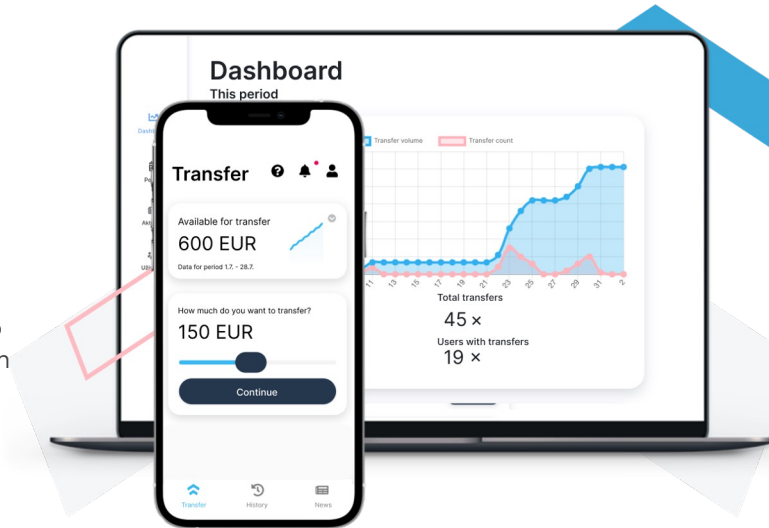
*The information contained in this document is for information purposes only, is intended for a limited audience only and does not constitute advice or counsel, nor does it constitute an offer to enter into a contract or a public offer. Any person must base his or her decision to extend credit to Advanto Group s.r.o. (the "Company") on his or her own assessment of the risks associated with such credit, including the credit risk of the Company, as well as the risk associated with the collateral securing such credit and the possibility of collecting such credit. In particular, the lender must be aware that there is a risk that the Company will not meet its obligations under the loan if it becomes insolvent. There is no guarantee that such obligations will be satisfied from the collateral provided as its value may fluctuate. The credit granted is always intended to finance free loans disbursed through Advanto and is not a deposit under the Banking Act or subject to any other public regulation or supervision by the Czech National Bank. This document and its contents are confidential and may not be reproduced, distributed or forwarded directly or indirectly to any other party in whole or in part without the prior written consent of the Company.*

# Advanto partners with large employers to offer their employees with access to accrued earnings in real-time for a flat fee



## Business model

- Workers use a **mobile app** to access up to 80% of accrued **earnings**, calculations based on employment data obtained in real-time from employer
- Advanto charges** employer 1 EUR per user as a service fee and 2-3 EUR per transaction
- Employers** provided with **financing from Advanto** with 0% interest as a revolving facility for 4-6 weeks
- For employers**, Advanto has a positive effect on attracting new employees (up to 30% more applicants), motivation (up to 28% more shifts taken ) and increased employee retention
- For employees**, Advanto serves as an emergency wallet to tap into instead of opting for a short-term credit



## Where we operate

### Retail



### Manufacturing



### Logistics



### Gig platforms & staffing



## Company background

- Founded: 2020
- Management: **Martin Fortelny, Jan Kölbl**
- Nature: **Venture capital backed, non-audited**
- Company stage: **Seed, A-series**
- Notable backers: **Nation 1, V-Sharp Ventures Alpha, BD Partners, Raiffeisenbank**

## Prominent investors

**1.5M EUR**  
in equity<sup>1</sup> raised

**1.2M EUR**  
in debt raised

**V# VENTURES** BD Partners

Ladislav Bartoníček  
J.P. Duvieusart

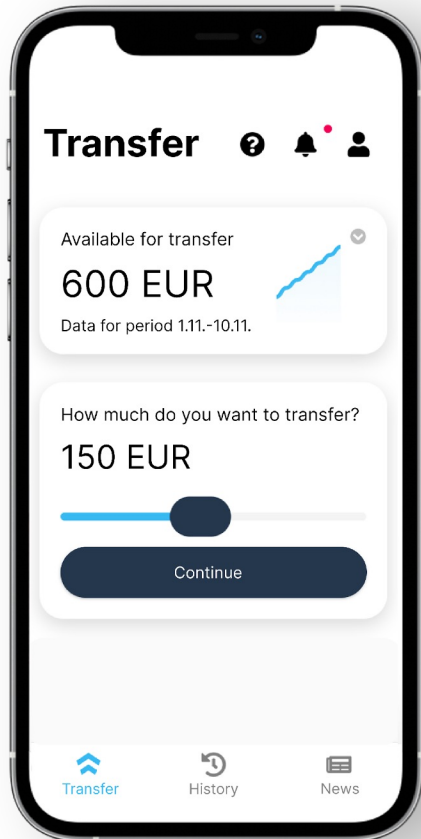
**NATION1**



<sup>1</sup> – equals equity or convertible loan agreements

Our product offers flexibility and a transparent access to accrued earnings with additional features, resulting in unprecedented engagement rates

In addition to Earned Wage Access, the transparent app offers other work and finance-related features



### Earned Wage Access

Discreet access to earnings at any time.

### Attendance

Employees can track their attendance in real time. With a summary of hours worked, employees know how much they earn per month and how much of their earnings they can withdraw.

### Academy

Learning financial literacy through quizzes and expert articles. Opportunities to compete in financial literacy quizzes.

### News

Communication with employees through sending news. Possibility to manage messages with insertion of various content.

...and this is why we see fantastic engagement

30%

OF ALL EMPLOYEES REGISTER TO ADVANTO

11%

MAKE AT LEAST 1 TRANSACTION EACH MONTH

3.6x

TRANSACTIONS MADE BY AVERAGE USER MONTHLY

5.0x

LOG-INS WEEKLY MADE BY AVERAGE USER

We have contracted some of the largest employers, gained popularity with thousands employees and proven well-functioning unit economics

**19M**  
EUR

has been advanced to our users

**225,000+**  
TRANSACTIONS

we make payment our users every 2 minutes

**50,000**  
EMPLOYEES

have access to Advanto via their employer

## Examples of employers we work with

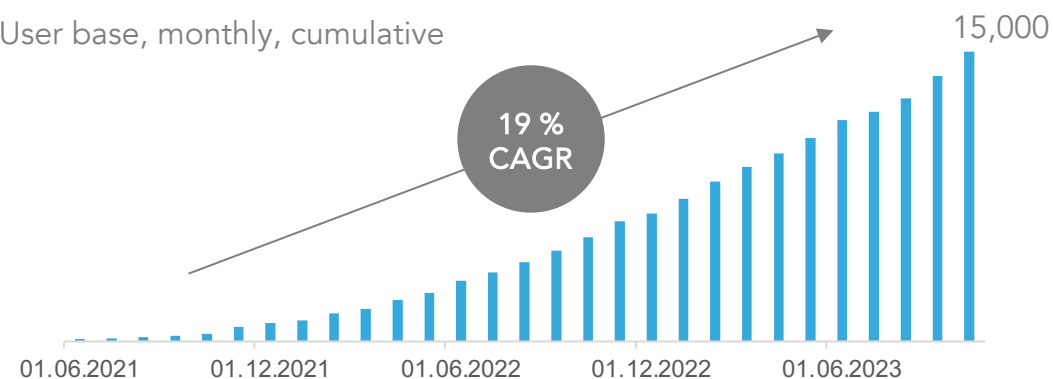


MARKS & SPENCER



## Over 15,000 registered users

User base, monthly, cumulative



**65%+**

GROSS  
PROFIT MARGIN

**0.00%**

DEFAULT RATE  
ON FINANCING ORIGINATED

...while increasing the awareness about earned wage access

CZECHCRUNCH

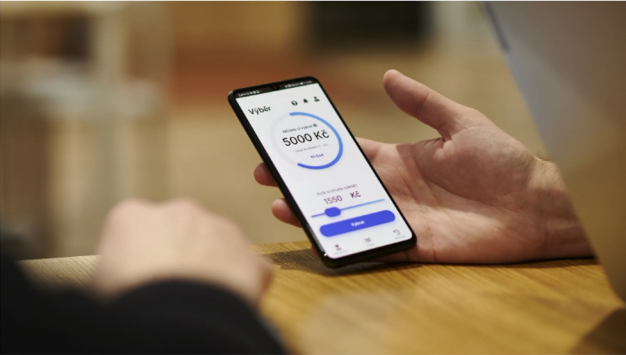
STARTUPS - 8/17/2022 - 2 min reading

**DoDo, Notino and Relay. Companies are jumping on the trend of paying at any time, and this is how the Czech startup Advanto is also growing**

After two years on the market, Advanto, thanks to which employees can have their earned wages paid at any time, is reporting increasing interest.

BREAKING NEWS

**Payment immediately after the shift even in Poland. Czech startup Advanto is entering another market**



F

Forbes Czech Republic

7/12/2023 · 2 min reading

SHARE THE ARTICLE

Forbes

FINTECH

Robert Sattler · 5 min reading

Paying immediately after the shift is tempting. Advanto penetrates into large companies, is going to Germany

INVESTMENT

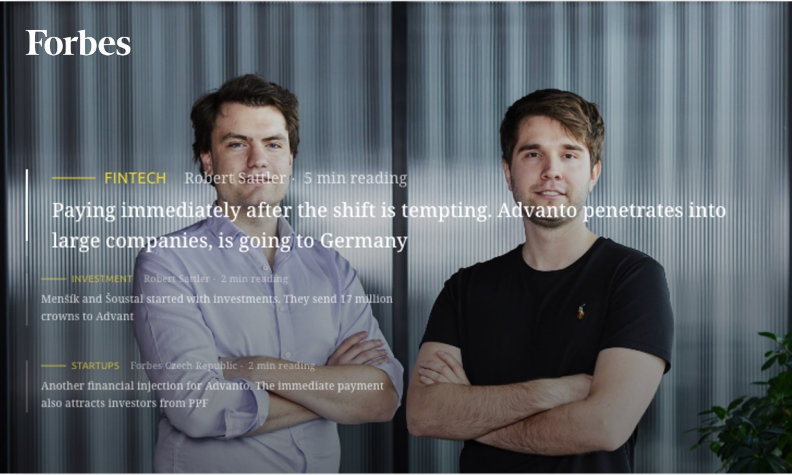
Robert Sattler · 2 min reading

Mensík and Šousta started with investments. They send 17 million crowns to Advant

STARTUPS

Forbes Czech Republic · 2 min reading

Another financial injection for Advanto. The immediate payment also attracts investors from PPF



CZECHCRUNCH

STARTUPS - 8/23/2023 - 2 min reading

**Thanks to Advant, 70,000 people can pay their wages at any time. It raised millions more from PPF shareholders**

Jean-Pascal Duvieusart and Ladislav Bartoníček are sending over ten million crowns to the startup. After the Czech Republic and Slovakia, Advanto wants to enter other markets.

## Salary anytime you want it thanks to technology with Martin Fortelný from Advanto

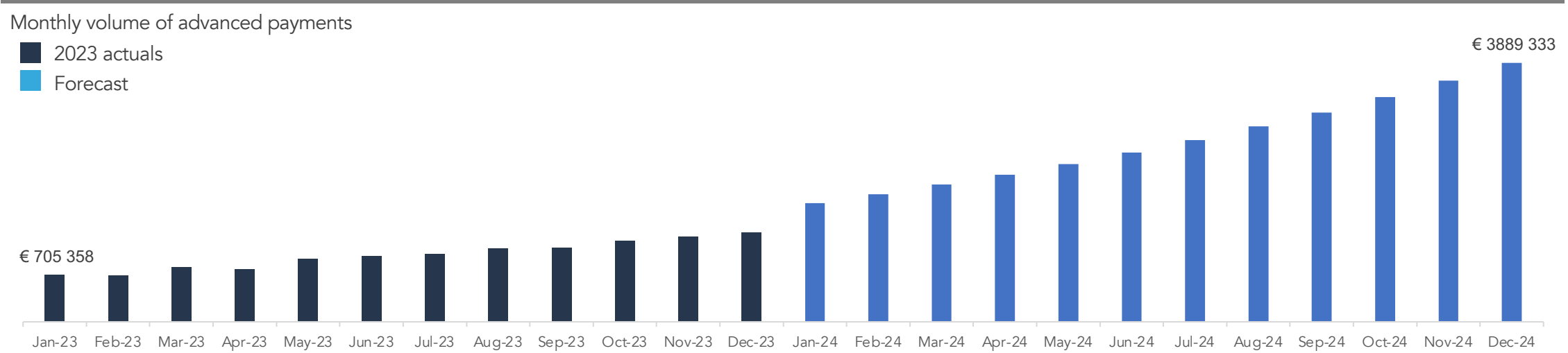
Tuesday May 24th, 2022 Ondřej Mikulčík

Would it be convenient to have an earned wage access whenever you want? Thanks to technology, this is now possible. The curious listener will surely think that this service competes with consumer loans, which often have high-interest rates. You will not find any interest in Advanto. In this podcast episode, Martin Fortelný, co-founder of this Czech **FinTech**, reveals what they make their money on.



# Advanto is on an upwards growth trajectory and carefully picks enterprises to cooperate with, demonstrating exceptional loan recovery to employers

## Upwards trajectory of loan amounts to employers



## Well diversified portfolio with no significant exposures to one employer

Advanto cooperates with mid-sized and large companies, receiving their credit data via partners, which are CreditCheck for the Czech republic and Dun & Bradstreet for international markets.

Whether a company is eligible for the Advanto service is determined mainly based on its rating. A potential client must fulfill our minimal credit rating for a given industry (typically at least BBB). Payment behaviour is crucial too, as we aim to minimize the net working capital.

For each client, we set an upper boundary of financing amount that can be provided to the client based on the credit data. When the boundary is reached, the financing is stopped and is not restarted until the client settles the payments.

## Exceptional loan recovery

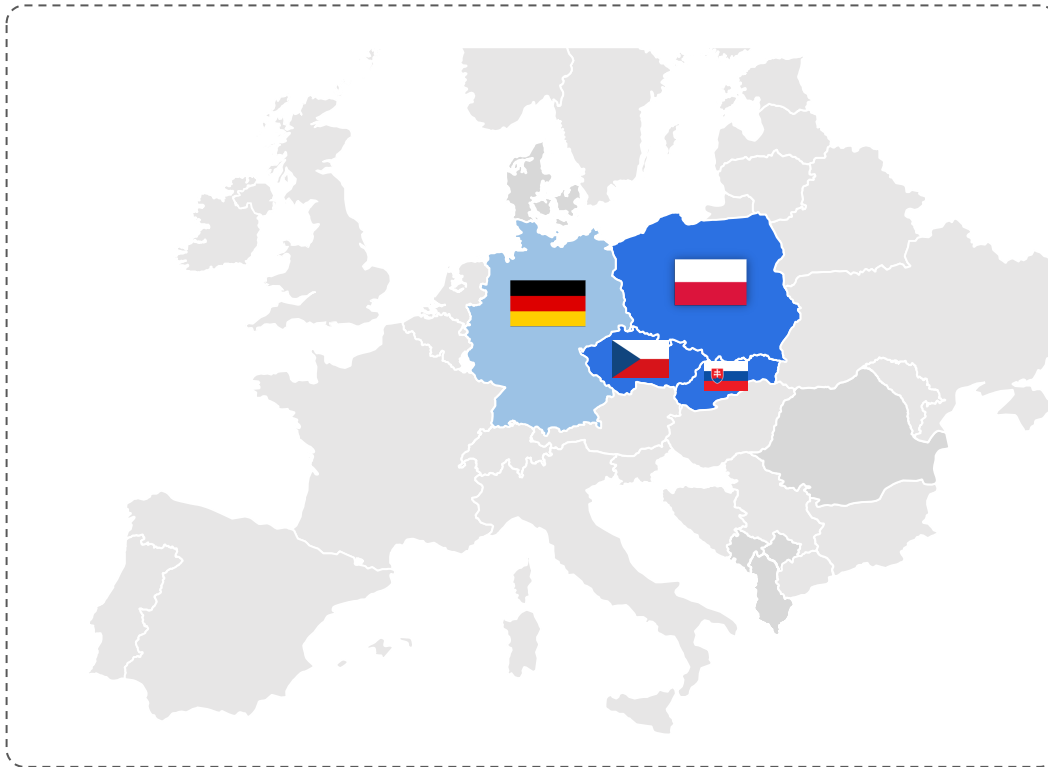
Maturity of originated loans

Total loans originated	19 000 000 EUR
Overdue more than 90+ days	0 EUR
Write-offs	1 660 EUR

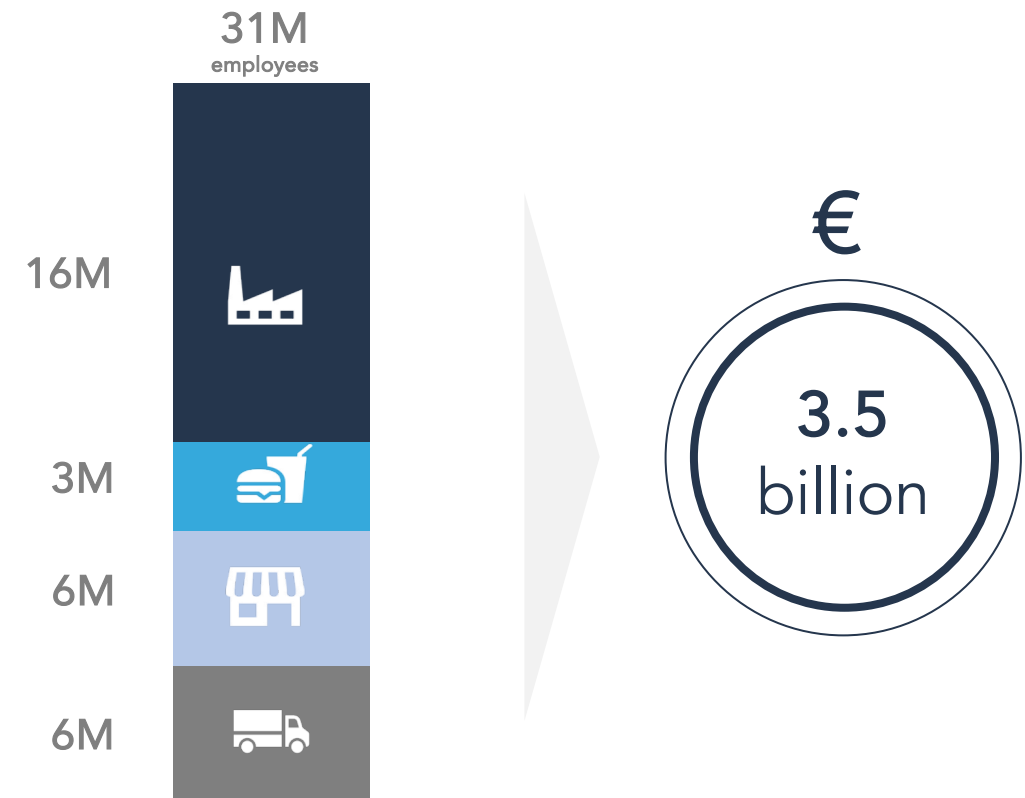
## THE EUROPEAN OPPORTUNITY:

Targeting 31M employees representing € 3.5B revenue opportunity

### Operating in 3 countries with ambition to enter Germany



### ...and targeting segments we have vast experience with



# Experienced executive team

## Executive team

---



### Martin Fortelny

CEO, CFO

Martin has worked at CreativeDock, Bentley, and startups in Europe and Asia. At Advanto, he is responsible for overall company operations, compliance, strategic direction, investor relations, and recruiting key contributors.



### Jan Kölbl

CTO, co-founder

He gained his first business experience at the consulting company PwC. After that, he began to focus mainly on the technological part of the business. At Advanto, he is responsible for the system, its security, operational risks and development.



### Jiri Mrozek

Commercial Director

Leveraging his rich background in B2B sales, customer relationships, and strategy, honed in the cybersecurity field. His expertise is instrumental in expanding Advanto's presence and driving its sales initiatives forward.



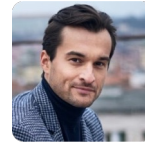
### Ewa Marczuk

Country Manager Poland

Ewa Marczuk, the Country Manager at Advanto, excels in strategic management and corporate finance. With a background in law, and experience in customer due diligence and competitive analysis, she significantly enhances business processes at Advanto.

## Trusted team of international investors and advisors

---



### Marek Moravec

Investor

Marek Moravec, the general partner at N1 Ventures, plays a pivotal role as the largest shareholder. His diverse investment portfolio and expertise in digital logistics and AI-driven quality control offer invaluable insights. Marek's strategic acumen, particularly in nurturing startups, is vital to Advanto.



### David Bystrycki

Investor

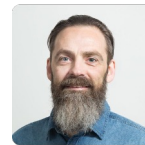
David Bystrycki, with over 20 years in finance, brings invaluable insights to Advanto, serving as both a mentor and a key player in the finance team. His extensive experience in credit innovation plays a crucial role in Advanto's strategic financial planning and growth.



### Jean-Pascal Duvieusart

Investor

Previously held the position of managing partner at McKinsey Prague, later took charge of McKinsey CIS and Central Europe. Since 2010, he has held a stake in the PPF Group and has been an active member of its Executive Committee. He contributes his wealth of experience to the growth of Advanto.



### Almar Hilmarsson

Investor

An accomplished investor and executive with over 25 years of experience, Almar has a valuable experience in credit data from the Creditinfo Group where he spearheaded the international expansion. Associated with Advanto, he applies his expertise to support the business in key strategic topics.



**Martin Fortelný**  
[fortelny@advantogroup.com](mailto:fortelny@advantogroup.com)



**Jan Kölbl**  
[kolbl@advantogroup.com](mailto:kolbl@advantogroup.com)

