clickcash

BRAZIL
31.03.2022

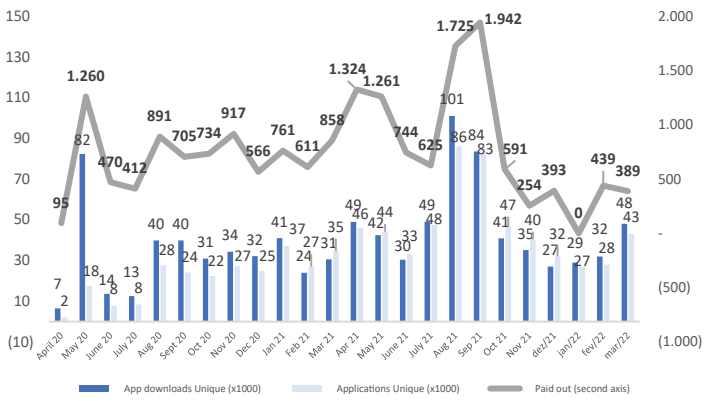
# MARCH'22, RESULTS SUMMARY

## Credito24, Brazil Lending.

We started market research in 12/2018, kicked off in 11/2019 and product launched in 03/2020. Up to march (2022) we achieved in our operation:

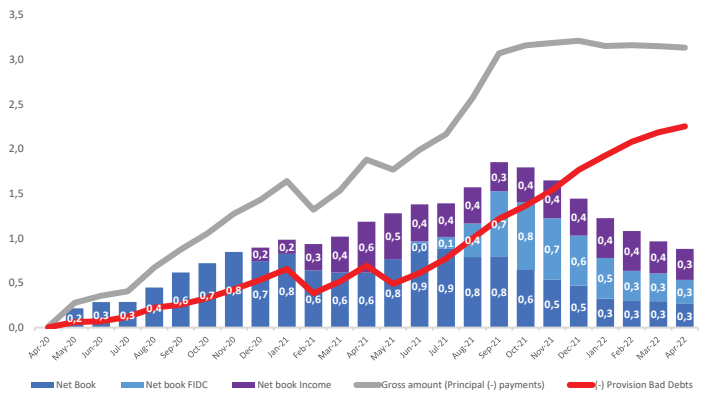
| Downloads | Applications |
|---|---|
| 1.065.073 | 845.558 |

### Demand and Paid Out Development




### Loan Book

Amounts in millions EUR




Amounts in thousands EUR.

| Description | YTD 22 ACT | YTD 21 LY | ACT vs LY | Mar 22 ACT | Mar 21 LY | ACT vs LY |
|---|---|---|---|---|---|---|
| Interest and Fee Revenue | 170 | 307 | -45% | 53 | 129 | -59% |
| Cost of funding of loan book | -40 | -47 | 15% | -12 | -16 | 25% |
| CPA-Including Performance Marketing | -3 | -11 | 76% | -2 | -2 | 30% |
| Credit Checks | -19 | -28 | 34% | -5 | -18 | 73% |
| Identification | -4 | -4 | -12% | -1 | -1 | -60% |
| Partners Commission | -4 | -6 | n/a | 0 | -2 | 83% |
| Loan payment/Repayment Transfer costs | -6 | -14 | 59% | 0 | -9 | -101% |
| **GM Before impairment** | **95** | **198** | **-52%** | **33** | **80** | **-59%** |
| GM w/o impairment to loan book % | 9% | 16% | -40% | 4% | 6% | -32% |
| Impairment* | -372 | -416 | 10% | -104 | -76 | -38% |
| Variable personnel costs | -18 | -14 | -30% | -6 | -6 | -8% |
| **GM** | **-296** | **-232** | **-28%** | **-78** | **-2** | **-4613%** |
| GM as % of loan book | n/a | n/a | | n/a | n/a | |
| **Fixed Costs** | **-361** | **-215** | **-68%** | **-103** | **-74** | **-40%** |
| Fixed Personnel | -172 | -81 | -113% | -55 | -31 | -76% |
| Fixed Pesonnel related Taxes | -23 | -4 | -545% | -7 | -1 | n/a |
| Office Rent and Utilities | -19 | -17 | -10% | -8 | -9 | 10% |
| Consulting Fees | 0 | 0 | 0% | 0 | 0 | 0% |
| Group Invoicing | 0 | 0 | 0% | 0 | 0 | 0% |
| General Marketing | -6 | -1 | -376% | -1 | -1 | 31% |
| Legal Services | -6 | -3 | -70% | -4 | -2 | -124% |
| Accounting | -10 | -5 | -90% | -3 | -2 | -14% |
| IT Services | -100 | -60 | -68% | -22 | -2 | -1125% |
| COF | 1 | -30 | -103% | 7 | -14 | n/a |
| Other | -26 | -13 | -96% | -11 | -11 | 4% |
| **EBIT** | **-657** | **-447** | **-47%** | **-181** | **-76** | **-140%** |
| Financial Charges | -5 | -2 | n/a | -2 | -1 | n/a |
| FX gain/loss | 849 | -222 | n/a | 364 | -81 | n/a |
| **Net Profit** | **187** | **-671** | **-128%** | **181** | **-158** | **-214%** |

*Impairment is reported as per local standard based on DPD days, estimated full lifetime impairment is visible in KPI table

| BALANCE SHEET | Mar 22 ACT | Mar 21 LY |
|---|---|---|
| Cash | 244 | 16 |
| Loan book | 756 | 1.244 |
| Fixed Asset | 13 | 0 |
| **Assets** | **1.012** | **1.261** |
| Debt | 1.522 | 1.570 |
| Equity | 3.346 | 1.385 |
| Retained earnings | -4.043 | 0 |
| Profit | 187 | -1.694 |
| **Liabilities** | **1.012** | **1.261** |

**Comments:**

•**Revenues:** due to lower loan book size compared to LY, revenues are behind. We are still running with low volumes while some improvements on product are done.

•**Margin:** as in previous months, total margins are still much affected by the old loan book, with high volumes of impairment.

•**Fixed Costs:** Not many deviations happening as the volumes have been low, IT is the outlier due to rendered services.

•**FX Gain/Loss:** is with positive effect (gain) again, as BRL has increased its value compared to EUR, by 9.1%, and by + 7.8% USD, driving the net profit to a positive result.