

CURRENTAUTO

Investors presentation

December
2023



General information



Current Auto is successful **long-term rental** provider of used vehicles.



Latvia (www.current.lv; www.carlot.lv)



Business model and target audiences built around **high demand used car local markets with value <10k EUR**



The team consist of industry professionals with experience in banking, automotive, consumer lending sectors



Current Auto started it's operations in Q4 2020 in Latvia.



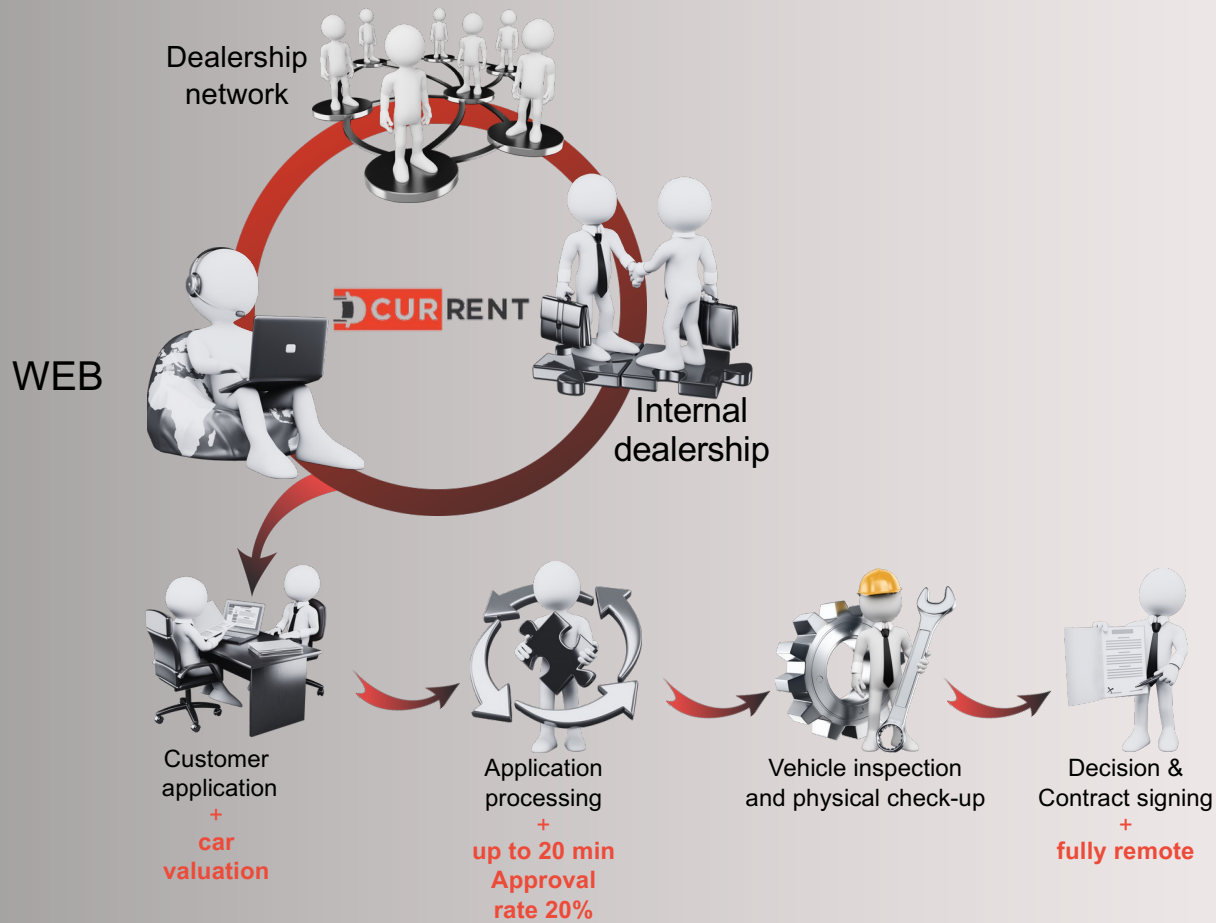
Company metrics



- 3.3m eur rental portfolio
- Monthly rental income >100k eur
- 500k eur stock Car sales dealership
- 180k eur av.g monthly issuance
- 600 active rental contracts
- 30 partner dealerships



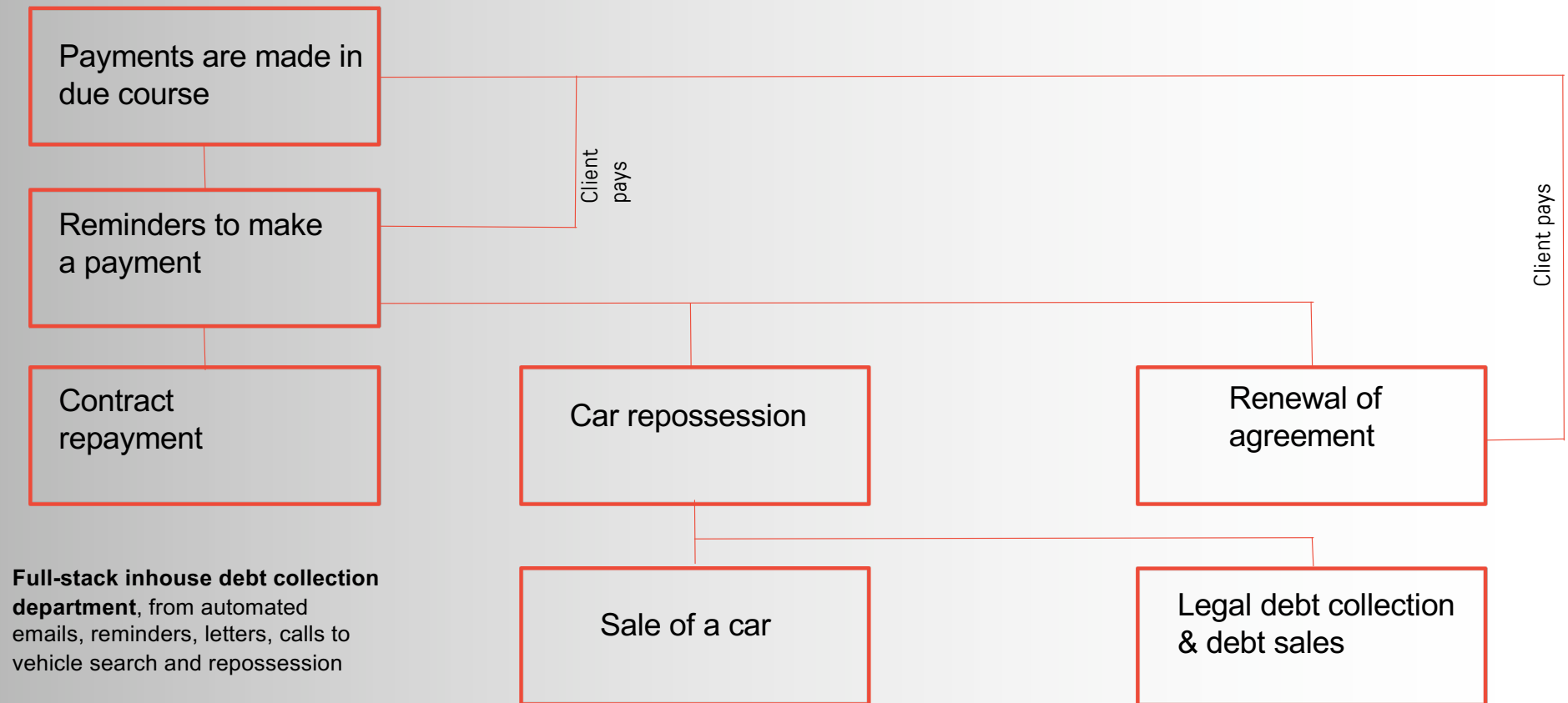
How it works



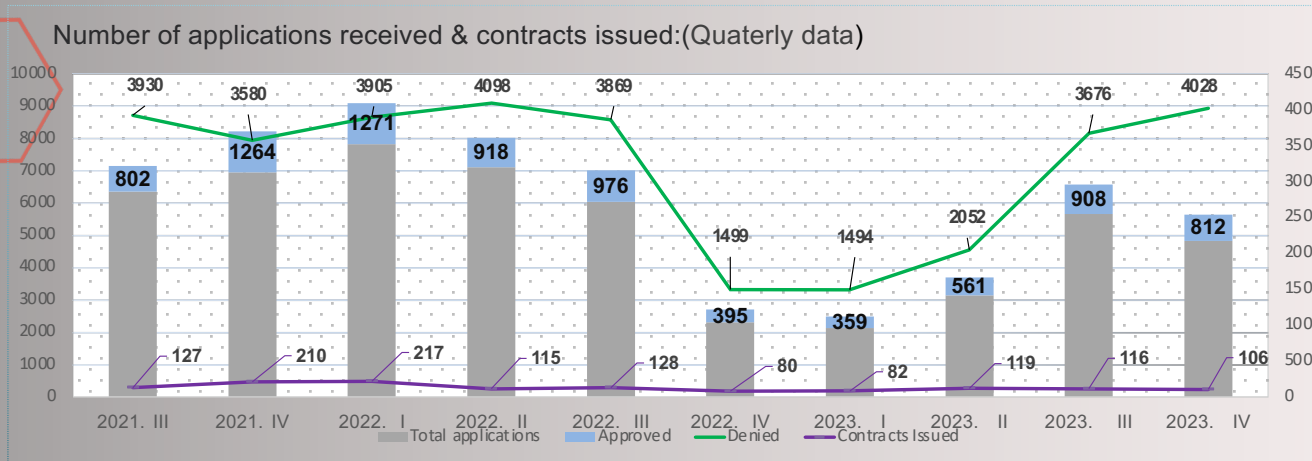
- Main customer acquisition source is external Dealership network, but we are expanding our internal dealership and CARLOT.LV
- Customer selects desired vehicle and grants the company access for credit score assessment
- Sales department evaluates customer by analyzing bank history, credit history & process valuation of customers selected vehicle
- Our technical specialist inspects physically the vehicle assuring it is in good and safe condition prior vehicle acquisition
- Customer gets introduced with contract conditions & signs the contract (<5% from initial applicants gets the car)
- Company acquires the vehicles becoming the owner and customer becoming a user

Debt collection

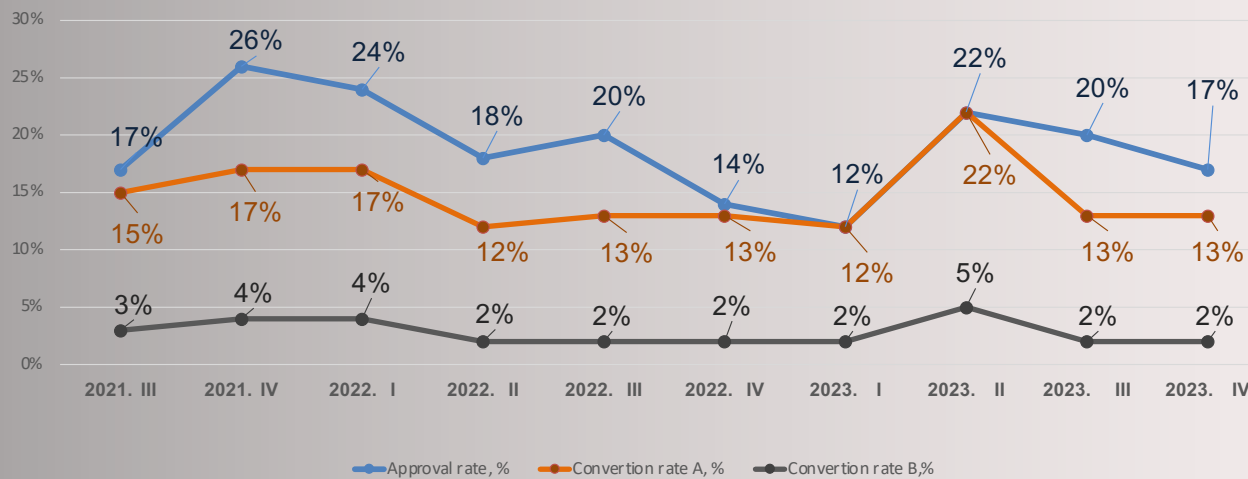
Specialists working for company has brought their multi-year experience to set up efficient, full cycle debt collection process, starting from automated reminders ending with repossession and court processes



Customer acquisition (Current LV SIA)



Conversion rate A – Signed from approved app. / Conversion rate B – Signed from all app



- Applications and contract issuances experienced a decrease from the second quarter of 2022 to the first quarter of 2023 due to a more stringent issuance policy influenced by the geopolitical situation.
- Historically, the company has typically granted approval for approximately 17% of applications, and out of those approved, about 13% result in finalized agreements.
- The company consistently evaluates and enhances its issuance rules by analyzing its customer data, aiming to boost sales and reduce default rates.

Our team



Miroslav Kološevski
Co-founder & Board member

Miroslav, a graduate of Vilnius University Business School with a Bachelor's degree in International Business Management, boasts a decade of invaluable experience within the financial and real estate sectors. As the founder of one of the top two largest subprime financial lease companies in the Baltics, he has demonstrated a keen ability to navigate and succeed in complex markets. Currently at Current Auto, Miroslav spearheads business development, operational efficiency, and oversees financial and risk management, showcasing his multifaceted expertise and commitment to strategic leadership.



Gediminas Velička
Co-founder & Board member

Gediminas, a graduate of the Stockholm School of Economics in Riga with a Bachelor's degree in Finance and Marketing, brings to the table over 17 years of expertise in successfully launching and developing businesses within the financial, real estate, and gambling sectors. In his current capacity at Current Auto, Gediminas takes on a pivotal role, overseeing capital raising initiatives and driving the strategic development of the business, showcasing his seasoned leadership in diverse industries.



Ugnė Bikulčiūtė
Country manager Current Latvia

Ugnė is a seasoned professional, holding a bachelor's degree in management and business administration from Vilnius University and a master's degree in computing (Financial Technology). With a strong background in the Fintech (lending) sector, she has excelled as a Customer Care & Operations Manager. In her role as Regional COO, Ugnė successfully managed operations across 6 international markets, handling a net portfolio worth over 15 million USD. Passionate about Customer Experience, Sales, and Retention, she currently brings her skills in Business Process Improvement, Operations, People & Risk Management skills and bringing them to Current Auto.