



## Business Presentation FY2023

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**Ibancar brings secured lending into the mainstream consumer credit market through its frictionless digital platform.**

Ibancar operates in Spain and has recently launched in Mexico

**1**

Ibancar is a proven, profitable, fast growing fintech company offering online personal loans with cars as collateral through a frictionless digital process.

**2**

Ibancar is unique as it is the only company in the world offering loans alongside valuable services within hours and through a 100% remote and digital process.

**3**

Ibancar has brought secured lending into the digital market through its innovative platform that is purpose built for scalability and online distribution.

## Rapidly Scaling

Having digitised the car title loan Ibancar is now set for huge growth by scaling in Spain, launching in Mexico and bringing additional asset based products to market.

## Well Capitalised

Ibancar is profitable, cash flow positive and has access to scalable debt funding to support its ambitious expansion plans.

## Well Positioned

Ibancars asset based loans are credit enhancing which means that it can serve the entire credit spectrum of borrowers whether prime, non prime or credit invisible.

## Unique Product

Ibancar operates a sustainable platform offering inclusive, ethical and flexible loans alongside valuable services that solve borrowers problems and deliver positive outcomes.

## Highly Transactable

The proprietary Ibancar platform enables fast application for same day loans without any friction or physical logistics, entirely from a smartphone.

# The Problem in the Online Loan Market

## Can You Get a €6,000 Loan Today?



### Problem

1

#### **Access to fast loans and larger amounts for prime borrowers**

Many prime borrowers have access to bank loans but these loans are not available online, involve a lot of paperwork and are slow to obtain. When they need money quickly many prime borrowers turn to alternative lenders, including payday lenders, who mostly offer only smaller amounts for shorter terms and end up being very expensive.

### Problem

2

#### **Access to online loans for non prime and credit invisible borrowers**

These borrowers are largely excluded from the online lending market, and turn to payday lenders, 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 to solve their problems and they often end up deeper in debt and with even bigger problems.

# The Problems that Affect Most Borrowers



- ✘ The online consumer credit market **doesn't really work** for consumers.
- ✘ Banks have managed to **exclude themselves** from online lending.
- ✘ Most online lenders offer only **small amounts for short terms at high APRs** to offset their losses.
- ✘ Today's predominant lending model (short term high cost credit / "payday") has become popular because of a **lack of alternatives** but it is not always good for the borrower.
- ✔ Ibanca has a scalable model that reduces losses making it **competitive, inclusive and sustainable**.



# There are NO Loans that Tick ALL the Boxes



	Ease	Speed	Amount	Term	Cost
Bank loan	✗	✗	✓	✓	✓
Online Installment loan	✓	✗	✓	✓	✗
Payday loan	✓	✓	✗	✗	✗
Pawn loan	✗	✓	✓	✗	✗
Traditional car title loan	✗	✗	✓	✓	✗



The only way to **serve more borrowers** with suitable loans is with **secured lending** that is online, fast, transparent and **100% remote**.

The Solution is Digital, Remote, Frictionless, Inclusive, Secured Lending

# Ibancar Offers a Solution that Ticks ALL the Boxes and Matches Borrowers Needs



- ✓ EASE
- ✓ SPEED
- ✓ AMOUNT
- ✓ TERM
- ✓ COST



- ✓ Borrow up to €6,000
- ✓ Same day money
- ✓ Up to 36 months to repay
- ✓ 100% remote process
- ✓ Cheaper than payday loans
- ✓ Open to borrowers with credit blemishes

The solution

# Ibancar Offers More Than Just Loans...



We Add Value, Increase Retention and Generate Repeat Business with our Service Pack



## Loan cancellation in case of total loss

Cancellation of the outstanding balance of the loan in case of certified car write-off



## Car in lieu of payment

The option to deliver the car at any time to pay off the loan



## Payment day choice & grace period

5 interest free late days per month and option to change monthly payment date



## Payment reduction in case of illness or unemployment

Payment relief if borrowers become unable to pay their installments



## An annual service of the car

Annual car inspection and service at a MIDAS centre



## Revolving loan

Clients can draw down amortised capital again and in some cases can increase their credit limit



## Payment holidays

Two installment payment holidays per year and more can be earned through a points system

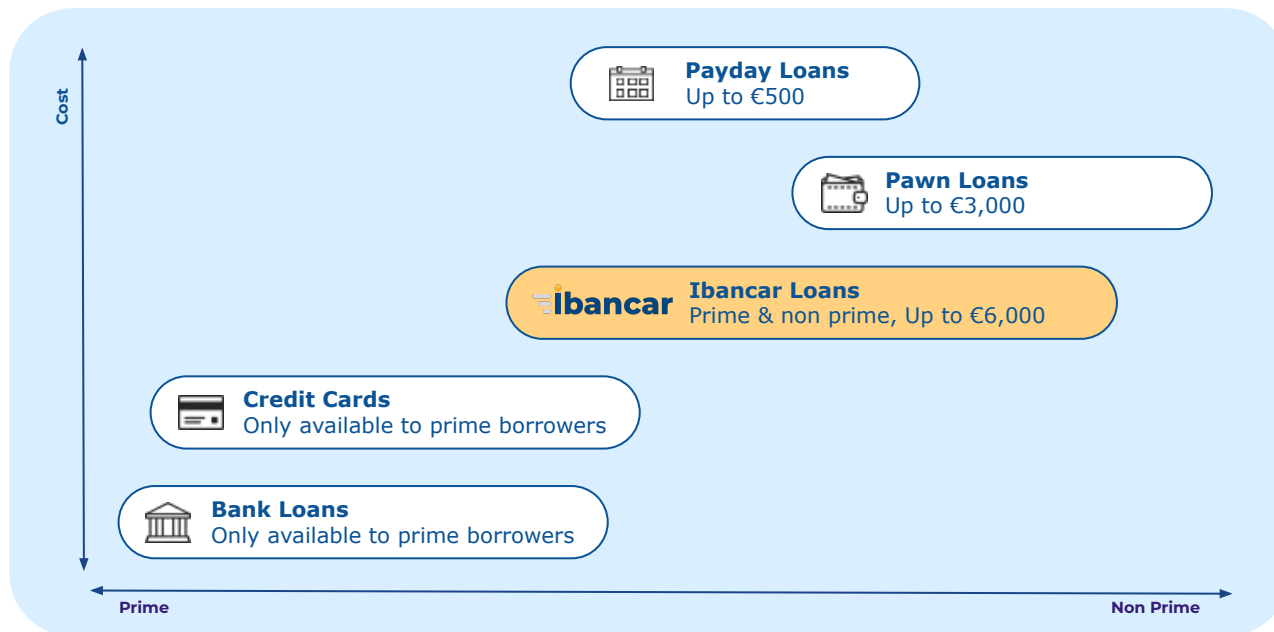




# Ibancar Loans are Inclusive, Fast and Have Wide Appeal

Ibancar loans are well positioned and priced to solve problems for borrowers across the credit spectrum.

Our digital approach to asset based lending means we can generate a high quality loan book with excellent yield without having to exclude non prime borrowers.

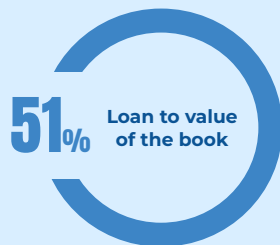


Ibancar adopts an innovative underwriting model that uses the Loan to Value against the collateral instead of the interest rate to compensate for perceived risk.

A higher credit score is reflected in a higher “loan to value”.

A lower credit score means the borrower receives a smaller loan, representing a smaller percentage of the value of their car.

This approach is inclusive and incentivises less creditworthy borrowers to keep up payments.



**The online consumer loan market is characterized by high credit losses. Lenders therefore have to:**

- ❌ Pass losses on through higher interest rates
- ❌ Cherry pick borrowers resulting in low conversion

**Ibancar does not have the same level of losses and this paves the way for inclusive loans that can be offered to a broader spectrum of borrowers.**

**The additional margin (and cash flow) generated by the Ibancar lending model is therefore available to:**

- ✅ Reduce costs for the borrower to capture market share
- ✅ Spend on other scaling or marketing strategies
- ✅ Invest in additional technology
- ✅ Develop new markets and products
- ✅ Generate profit

# The Ibanca Solution: 90 Seconds to Apply

## Make it **Simple** and Keep it **Easy**



Ibanca has developed its own processes and software to manage onboarding, giving us greater control, flexibility and speed.



### A potential client can see the amount he could borrow in seconds

Clients are pre-approved while still live on the website and can continue the process immediately via Whatsapp, email or phone.



### Loans can be processed in an hour

The speed of the application process is determined by the client and how quickly he sends the required photos and documents.



### Easier to obtain than many payday loans, and faster than a bank loan

Our application process is simple and not dependent on a multitude of data points and algorithms - it can be completed entirely from a smartphone.

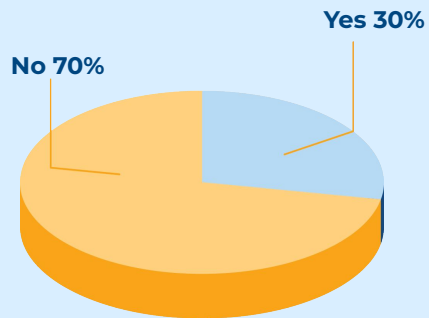
## Demo Video of Loan Application

[Click to Play](#)

PLAY



## Credit Bureau listed



## Gender

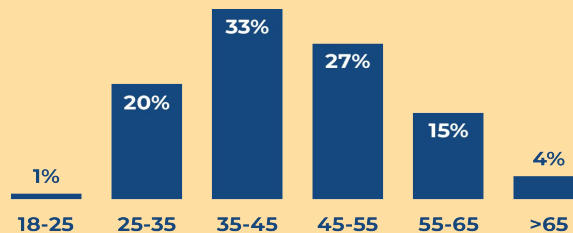


70%

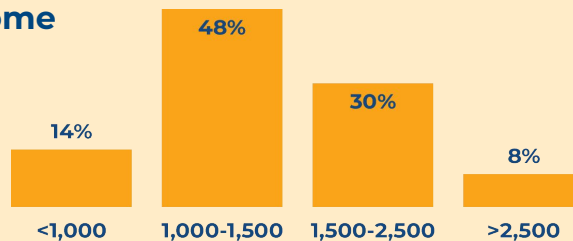


30%

## Age



## Income





## Point of Sale and Partnerships

Ibancar intends to establish partnerships, whether through digital channels or points of sale, to add new distribution channels. Partnerships could be with other lenders, insurers, car workshops or other points of sale where clients encounter unexpected expenses.



## Car Dealer Financing

The used car market in Spain is very fragmented and a large number of small dealers sell older cars to primarily non-prime borrowers. A lack of financing options for these buyers is one of the main reasons that the average age of a car in Spain is over 12y. The prime market is served by banks but there are very few lenders serving the huge number of non prime buyers.



## Car Finance

There are very few options for non prime borrowers in the Spanish used car market and there is a huge opportunity to take Ibancars current legal model and servicing experience into this market through dealers who want to sell more cars and also on a C2C basis through marketplaces.



## Revolving Credit

Not everyone needs a cash loan, there are many potential clients who just want a credit limit that's available when they need it. Ibancar is developing an asset based revolving credit facility that tracks the value of the car and allows a borrower to pay back or draw down capital as needed.



## Our Directors



**Founder & CEO  
Ibancar  
Board Member**

**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.

► Full profile available on [LinkedIn](#)



**Managing Partner  
Claret Capital  
Venture Debt Fund  
Board Member**

**Johan Kampe** (Swedish) is Managing Partner 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.

► Full profile available on [LinkedIn](#)



**CEO  
Knuru Capital  
Venture Capital Fund  
Board Member**

**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.

► Full profile available on [LinkedIn](#)



**Director  
ING Investment Bank  
Board Member**

**Roger Welsch** (Dutch) is a Director at ING Investment Bank.

Previously he was involved in Treasury management at Dutch public sector bank BNC. He is a 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.

► Full profile available on [LinkedIn](#)

# Transforming the Future of Fintech

## The Senior Team Managing Ibancar



**Adrian Antunez**  
Country Manager Mexico



**Paloma Gil Fernandez**  
Group Financial Controller



**Jose Cristhian Roman**  
Head of Operations / CTO



**Oscar Anzures**  
Head of Corporate Finance



**Alejandro Utrera**  
Head of Growth



**Ana Gomez**  
Country Manager Spain



**Finance & Risk**

4 ES / 2 MX



**Marketing**

3 ES



**Operations**

14 ES / 1 MX



**Technology**

5 ES / 1 MX



**Collections**

6 ES / 1 MX



**Legal & Recovery**

12 ES / 1 MX

Total Team 44 ES / 6 MX



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