

# CURRENT AUTO

Investors presentation

2024



# General information



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



Lithuania  
([www.current.lt](http://www.current.lt);  
[www.carlot.lt](http://www.carlot.lt))



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 2021 in Lithuania.



## Company metrics

- ⬡ 3.6 m eur rental portfolio
- ⬡ Monthly rental income >130k eur
- ⬡ 300k eur stock Car sales dealership
- ⬡ 180k eur av.g monthly issuance
- ⬡ 600 active rental contracts
- ⬡ 30 partner dealerships

# How it works?



WEB



Dealership network



Internal dealership



Customer application  
+  
car valuation



Application processing  
+  
up to 20 min  
Approval rate 20%



Vehicle inspection and physical check-up



Decision & Contract signing  
+  
fully remote

**01.**

Main customer acquisition source is external Dealership network, but we are expanding our internal dealership and CARLOT.LT

**03.**

Sales department evaluates customer by analyzing bank history, credit history & process valuation of customers selected vehicle

**05.**

Customer gets introduced with contract conditions & signs the contract (<5% from initial applicants gets the car)

**02.**

Customer selects desired vehicle and grants the company access for credit score assessment

**04.**

Our technical specialist inspects physically the vehicle assuring it is in good and safe condition prior vehicle acquisition

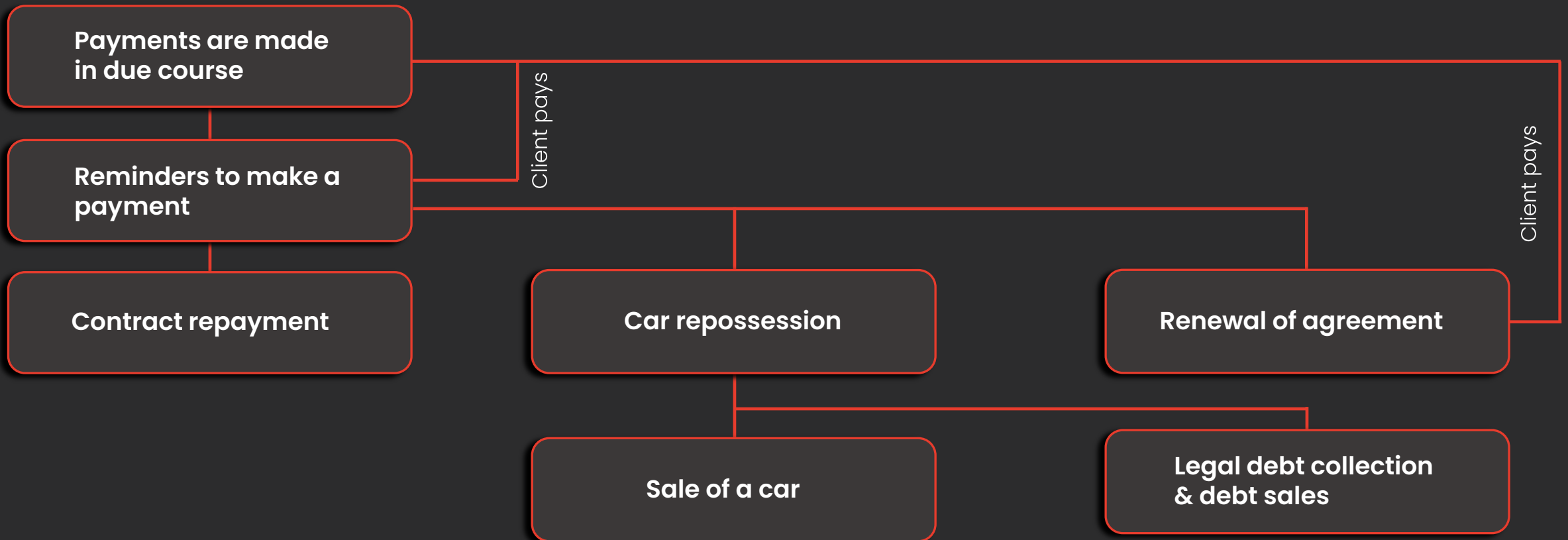
**06.**

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

**Full-stack inhouse debt collection department**, from automated emails, reminders, letters, calls to vehicle search and repossession



# Customer acquisition (Current LT)

TOTAL CONTRACTS

1202

TOTAL CONTRACTS, EUR

7.49M

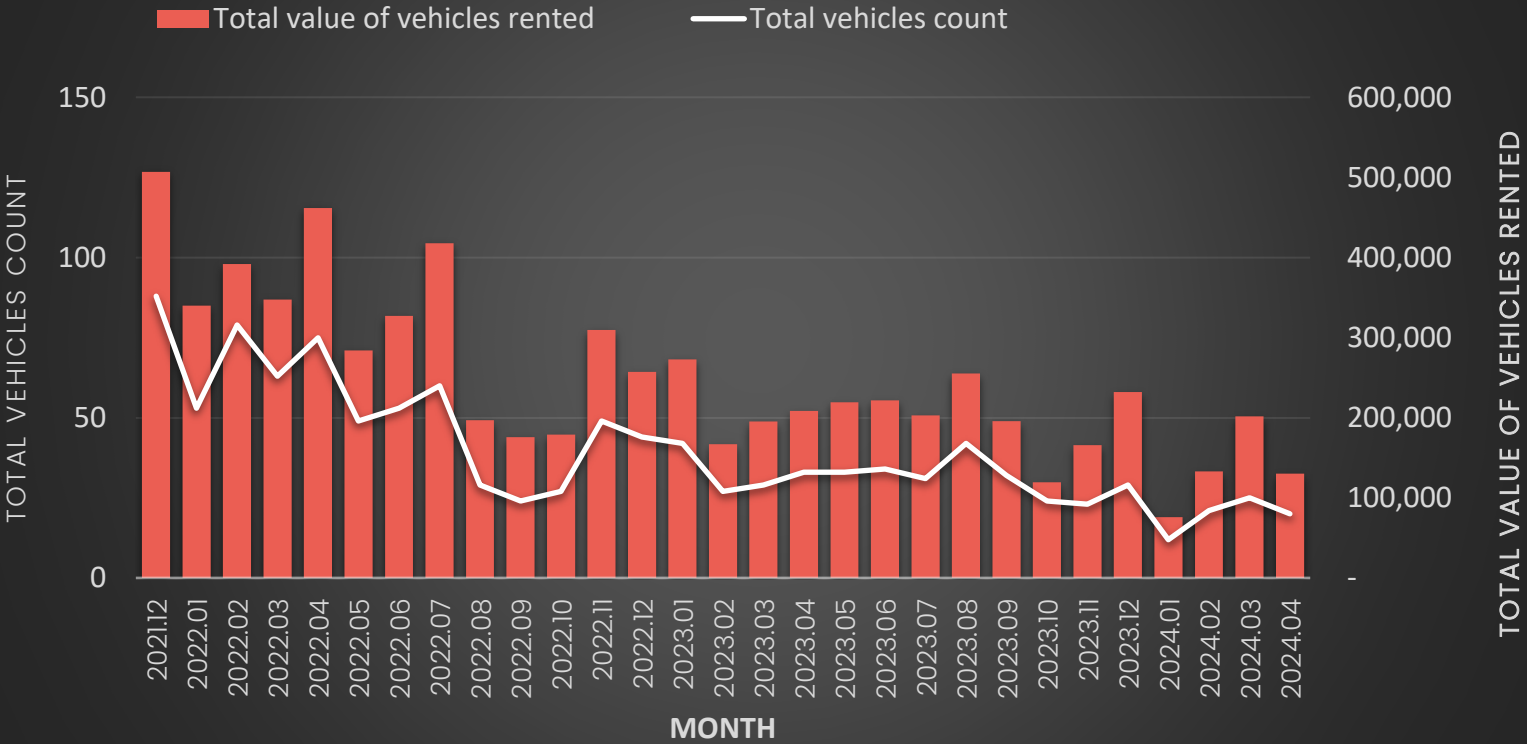
TOTAL EXTERNAL CONTRACTS, EUR

1091

TOTAL INTERNAL CONTRACTS, EUR

111

## Issuance, EUR



- Since the second half of 2022, the company has made substantial changes to its processes, As a result, sales have decreased in quantity but improved significantly in quality.
- The company regularly reviews and improves its methods for acquiring vehicles and signing customer contracts by analyzing data on its vehicles and customers. This ongoing effort aims to increase sales and enhance the quality of both contracts and vehicles.

# 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.