

**Virtus Lending Kosovo,
Company Overview as of December 2024**

Company Information

General information:

- Virtus Lending LLC, a non-banking financial institution operating in Kosovo since 2019, offers financial leasing for used cars and customized loans for individuals and businesses. We specialize in flexible, same-day car financing, alongside quick loans from €250 to €2000 with up to 24 months maturity. Committed to exceptional customer service, our experienced team provides tailored financial solutions to help clients achieve their goals.

Licenses:

Financial Leasing

- The entity currently holds a financial leasing license for car financing. The entity plans to expand to operational leasing for funding work equipment and energy-efficient products.

Loan

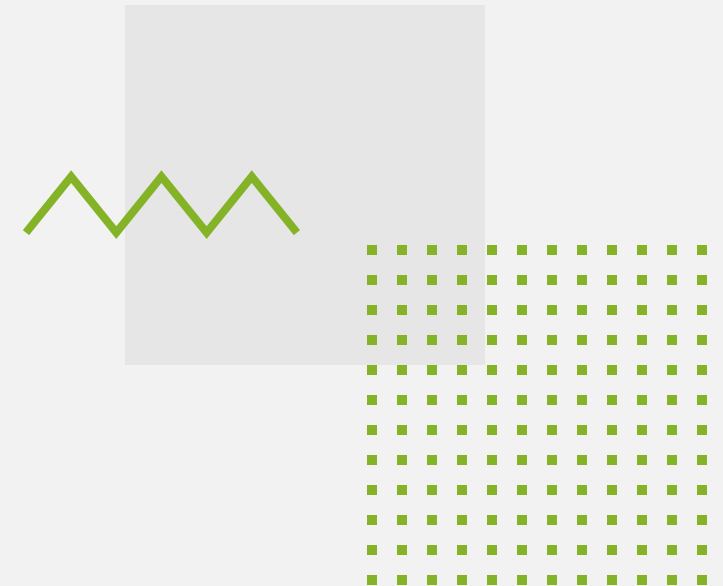
- The entity currently holds a loan license. The entity plans to expand its product range to include POS merchant loans and automated e-commerce financing of purchases via BNPL.

Issuance Body:

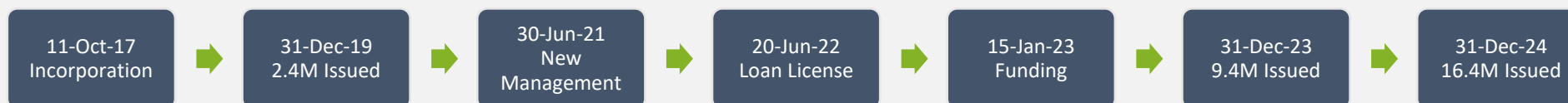
- Central Bank of Kosovo

Audits:

- Our company undergoes regular audits by an international audit firm, ensuring compliance with both global standards and local laws.

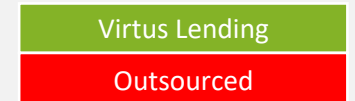
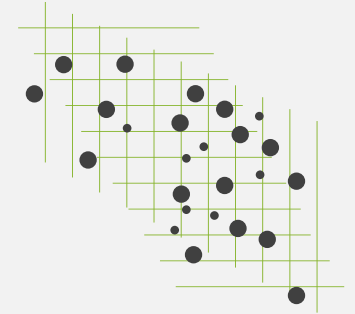
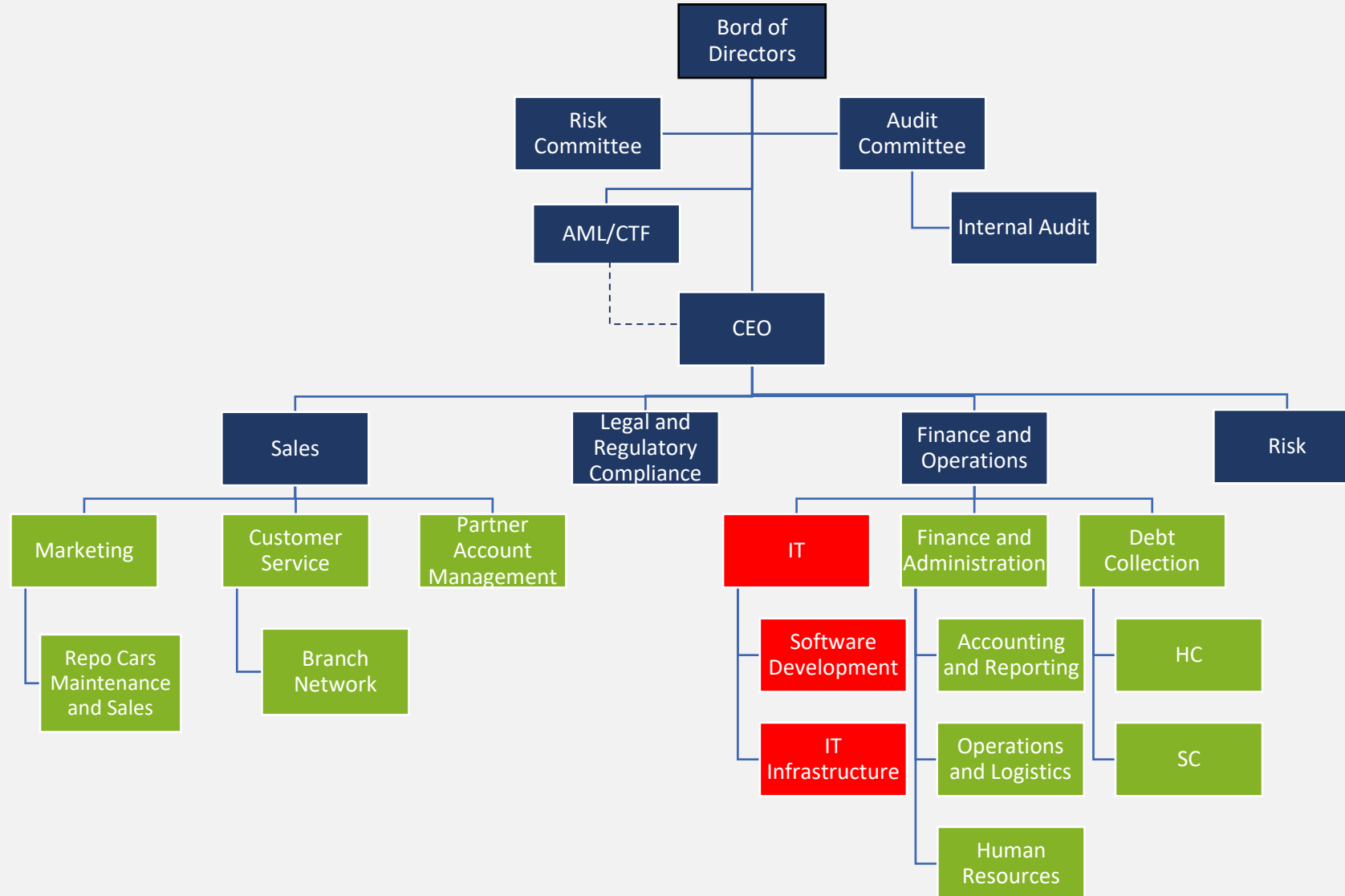


Timeline:



Organizational structure

As of December 2024, our organization proudly employs a dedicated team of 24 individuals.



Top Management



Arsim Bruçaj
Chairman of Board



Hekuran Dajaku
CEO



Artur Krasniqi
Internal Audit



Ardi Halili
CFO and Operations



Muamer Shala
Risk



Egzona Shabani
Customer Service



Ylli Haxhidauti
Collection



Faredin Agaj
Marketing



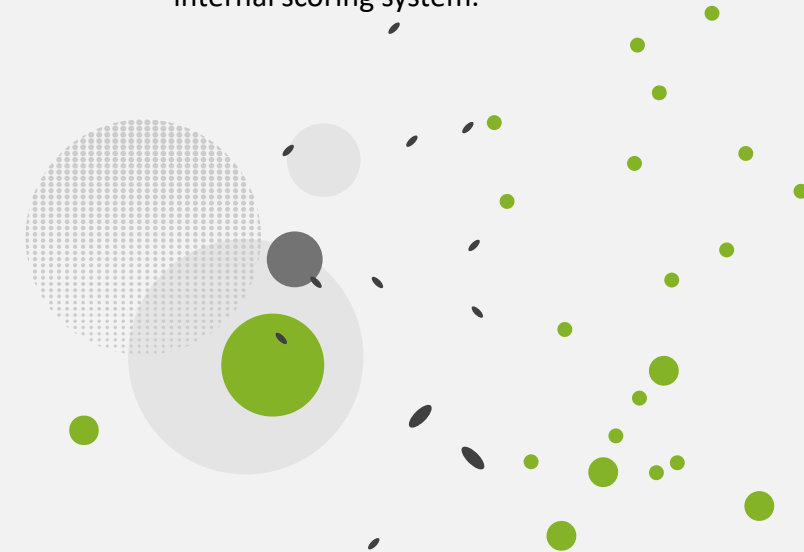
Rinor Gecaj
AML & Compliance

Products

Overview of products as of 31-Dec-24:

Description	Leasing	Express Loan	Cash Loan
First sale date	30-Jun-19	30-Nov-22	31-Mar-23
Client Type	Private + Business	Private	Private + Business
Private amount	EUR 15,000	EUR 2,000	EUR 15,000
Business amount	Up to EUR 50,000	n/a	Up to EUR 50,000
Up to Maturity	84	24	84
Min approval time	1 day	1 min	1 day
Outstanding balance	5.2M	2.1M	0.8M
Cumulative issuance	9.8M	5.6M	1.2M
APR	18.80% - 26.05%	37.14%	18.80 - 26.05%
Average Maturity	58	16	45
Average Issuance	EUR 11,800	EUR 530	EUR 5,100
Collateral	Bank Account, Financed Vehicle	Bank Account	Bank Account, Moveable i.e., vehicle
LTV	83%	n/a	100%

- Virtus Lending is leader in financial leasing.
- Virtus Lending is the only company in the market which has an automated scoring model and loan issuance process.
- Risk appetite allows Virtus to unlock segments where the banks and some of the other players cannot operate while keeping monthly payment at manageable level.
- We are the only institution in Kosovo with automated loan approval based on a scoring rule, complemented by our own internal scoring system.

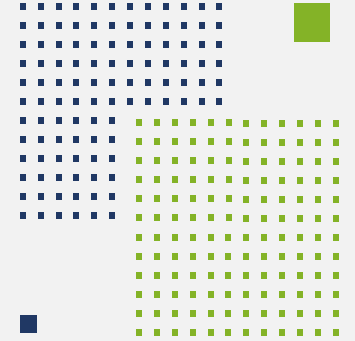


Financial Lease - Individual

- Clients
Individuals
- Required Documents
ID, Bank Statement
- Timeline
Approved within 1 day

- Finance Amount
EUR 1,000 – EUR 15,000
- Finance Term
12 – 84 months
- APR
18.80% – 26.05%

- Administrative fee
1% (minimum EUR 50)
- Early repayment fee
0.5% – 1% of remaining principal
- Termination fee
5% of remaining principal, min EUR 250



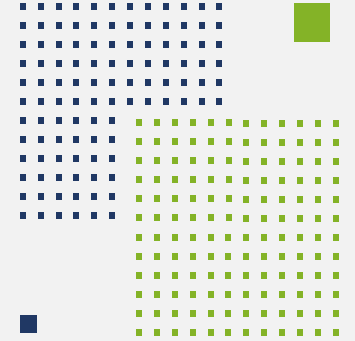
Application	Credit Check	Document Check	Vehicle Assessment	Vehicle Physical Check	Loan Approval	Agreement Signing	Loan Issuance
<ul style="list-style-type: none"> • Web • Dealers • Social Media • Calls • Branch Visit 	<ul style="list-style-type: none"> • Automatic credit check due to API connection with the Credit Registry of Kosovo. • Certain applications may be automatically refused based on our risk matrix. 	<ul style="list-style-type: none"> • Check whether the client possesses the necessary documents. • The payment to income ratio is automatically calculated by the ERP. 	<ul style="list-style-type: none"> • Automatic vehicle assessment within ERP. • Assessment is made based on data obtained through web crawling and the given assessment algorithms. 	<ul style="list-style-type: none"> • We check the physical condition of each vehicle. • The vehicle must pass a checklist of different parameters. 	<ul style="list-style-type: none"> • The credit committee reviews the application and decides whether to approve or refuse the financing. • Co-borrower may be required. 	<ul style="list-style-type: none"> • Documents are automatically generated from the ERP. • Client signs the relevant documents. 	<ul style="list-style-type: none"> • Money transfer towards the dealership. • Vehicle title transfer to Virtus Lending. • Authorization for the client to use the vehicle.

Loans - Individual

- Clients
Individuals
- Required Documents
ID, Bank Statement
- Timeline
Approved within 1 day

- Finance Amount
EUR 2,001 – EUR 15,000
- Finance Term
12 – 84 months
- APR
22.11% – 26.32%

- Administrative fee
1% (minimum EUR 50)
- Early repayment fee
0.5% – 1% of remaining principal



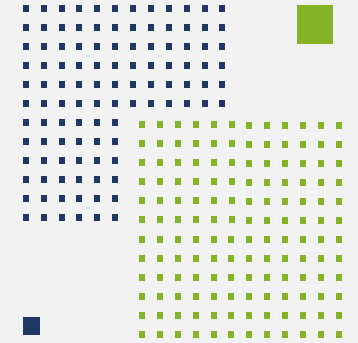
Application	Credit Check	Document Check	Vehicle Assessment	Vehicle Physical Check	Collateral	Loan Approval	Loan Issuance
<ul style="list-style-type: none"> • Web • Social Media • Calls • Branch Visit 	<ul style="list-style-type: none"> • Automatic credit check due to API connection with the Credit Registry of Kosovo. • Certain applications may be automatically refused based on our risk matrix. 	<ul style="list-style-type: none"> • Check whether the client possesses the necessary documents. • The payment to income ratio is automatically calculated by the ERP. • Check the purpose of financing. 	<ul style="list-style-type: none"> • Automatic vehicle assessment within ERP. • Assessment is made based on data obtained through web crawling and the given assessment algorithms. 	<ul style="list-style-type: none"> • We check the physical condition of each vehicle. • The vehicle must pass a checklist of different parameters. 	<ul style="list-style-type: none"> • We will require vehicles as collateral. • The client's vehicle is registered as collateral at the pledge registry. 	<ul style="list-style-type: none"> • The credit committee reviews the application and decides whether to approve or refuse the financing. • Warrantor/Co-borrower may be required. 	<ul style="list-style-type: none"> • Documents are automatically generated from the ERP. • Client signs the relevant documents. • Money transfer to the client.

Express Loans - Individual

- Clients
Individuals
- Required Documents
ID, Bank Statement
- Timeline
Approved within 1 day

- Finance Amount
EUR 250– EUR 2,000
- Finance Term
6 – 24 months
- APR
33.95%

- Administrative fee
1% (minimum EUR 5)
- Early repayment fee
0.5% – 1% of remaining principal



Application	Credit Check	Document Check	Income Assessment	Collateral	Loan Approval	Agreement Signing	Loan Issuance
<ul style="list-style-type: none"> • Web • Social Media • Calls • Branch Visit 	<ul style="list-style-type: none"> • Automatic credit check due to API connection with the Credit Registry of Kosovo. • Certain applications may be automatically refused based on our risk matrix. 	<ul style="list-style-type: none"> • Check whether the client possesses the necessary documents. 	<ul style="list-style-type: none"> • The payment to income ratio is automatically calculated by the ERP. • Additional assessments may be performed by the risk department. 	<ul style="list-style-type: none"> • No collateral is required for this product. 	<ul style="list-style-type: none"> • If not approved automatically based on the risk matrix, application is sent to the credit committee for approval. 	<ul style="list-style-type: none"> • Documents are automatically generated from the ERP. • Client signs the relevant documents. 	<ul style="list-style-type: none"> • Money transfer to the client.

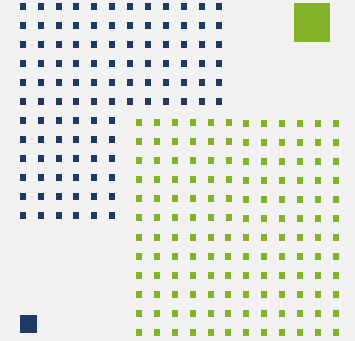
Note: Clients with good credit history based on our risk matrix will be approved automatically upon submitting the application.

Financial Lease - Business

- Clients
Businesses
- Required Documents
ID, Bank Statement,
Business Documents
- Timeline
Approved within 1 day

- Finance Amount
EUR 1,000 – EUR 100,000
- Finance Term
12 – 84 months
- APR
18.80% – 26.05%

- Administrative fee
1% (minimum EUR 50)
- Early repayment fee
0.5% – 1% of remaining principal
- Termination fee
5% of remaining principal, min EUR 250



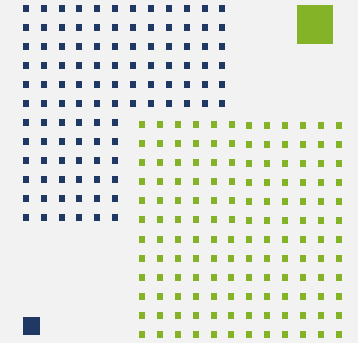
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Loans - Business

- Clients
Businesses
- Required Documents
ID, Bank Statement,
Business Documents
- Timeline
Approved within 1 day

- Finance Amount
EUR 1,000 – EUR 50,000
- Finance Term
12 – 84 months
- APR
22.11% – 26.32%

- Administrative fee
1% (minimum EUR 50)
- Early repayment fee
0.5% – 1% of remaining principal



Application	Credit Check	Document Check	Income Assessment	Collateral	Loan Approval	Agreement Signing	Loan Issuance
<ul style="list-style-type: none"> • Web • Social Media • Calls • Branch Visit 	<ul style="list-style-type: none"> • Automatic credit check due to API connection with the Credit Registry of Kosovo. • Certain applications may be automatically refused based on our risk matrix. 	<ul style="list-style-type: none"> • Check whether the client possesses the necessary documents. • Check the purpose of financing 	<ul style="list-style-type: none"> • The payment to income ratio is automatically calculated by the ERP. • Additional assessments may be performed by the risk department. 	<ul style="list-style-type: none"> • The collateral requirements will be defined within the specific product and based on the risk's judgment. 	<ul style="list-style-type: none"> • The credit committee reviews the application and decides whether to approve or refuse the financing. • Warrantor/Co-borrower may be required. 	<ul style="list-style-type: none"> • Documents are automatically generated from the ERP. • Client signs the relevant documents. 	<ul style="list-style-type: none"> • Money transfer to the client.

Key performance indicators - KPI

Description	31-Dec-22	31-Dec-23	31-Dec-24
Portfolio	1,886,030	5,117,258	8,231,267
Leasing %	98%	72%	64%
Express Loan %	2%	21%	25%
Cash Loan %	0%	7%	10%
NPL %	6.2%	4.0%	4.7%
Cumulative Issuance	3,924,925	9,448,851	16,454,514
Revenue	344,996	820,206	1,380,548
Interest Expense	(40,161)	(146,853)	(267,875)
Interest Expenses/Revenue	12%	18%	19%
EBITDA	(189,866)	291,591	618,803
Net Profit Ratio	-99%	3.7%	17%
ROA	-15%	0.6%	2.8%
ROE	-42%	3.6%	22%
RPE	1,369	2,972	4,793
No of employees	21	23	24

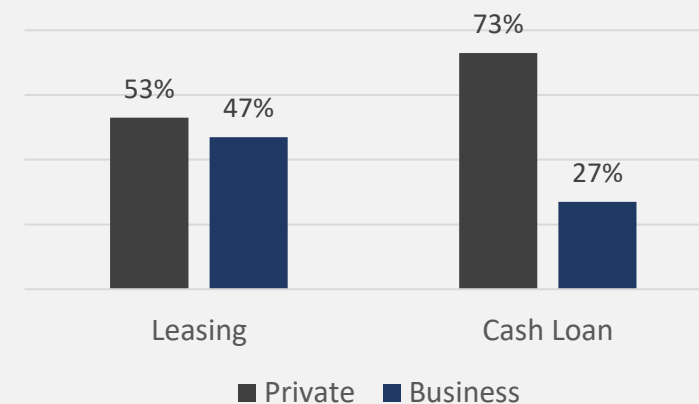
Leasing:

- The outstanding balance of leasing consist of 53% private clients and 47% business clients.

Cash Loan:

- The outstanding balance of cash loans consist of 73% private clients and 27% business clients.

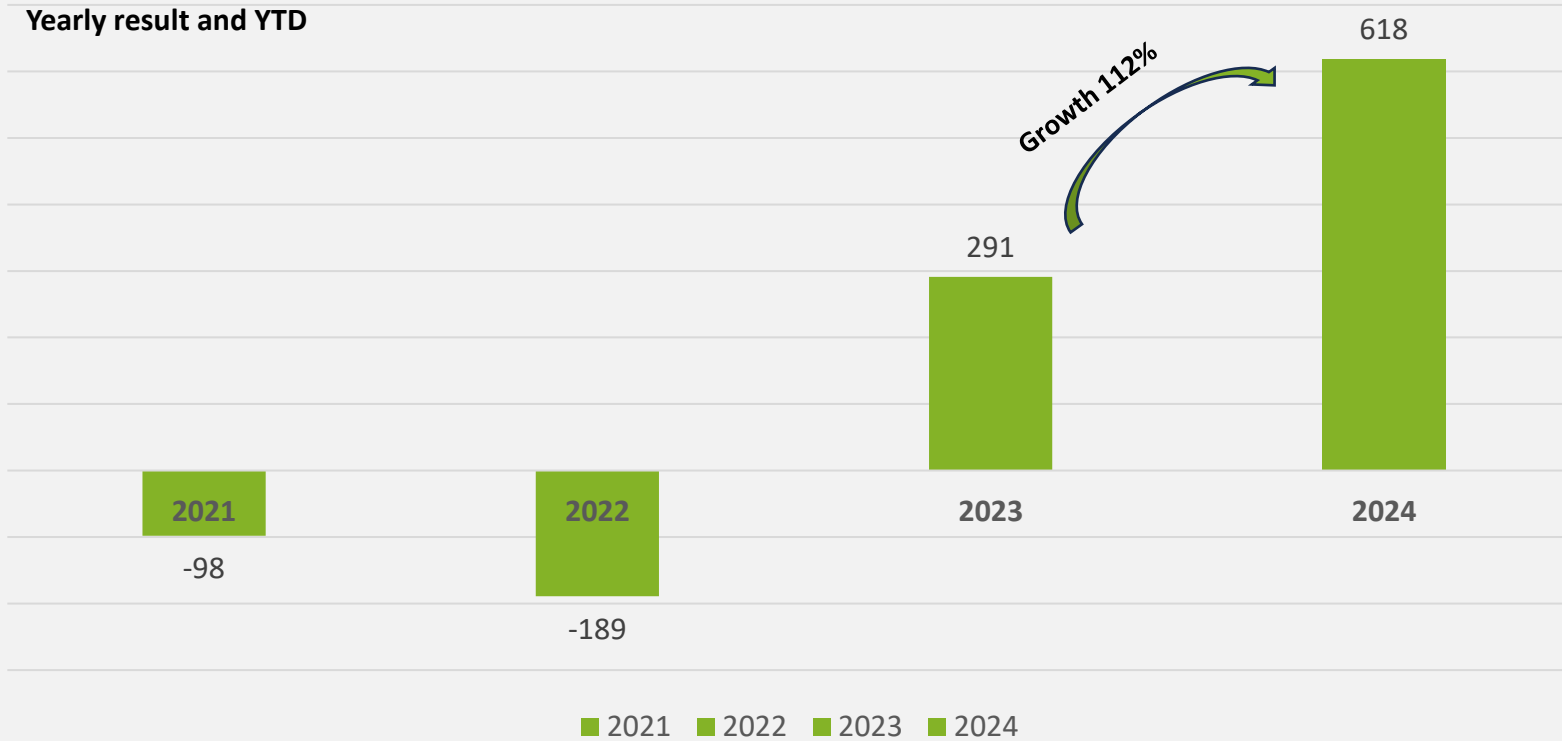
Client composition based on portfolio balance



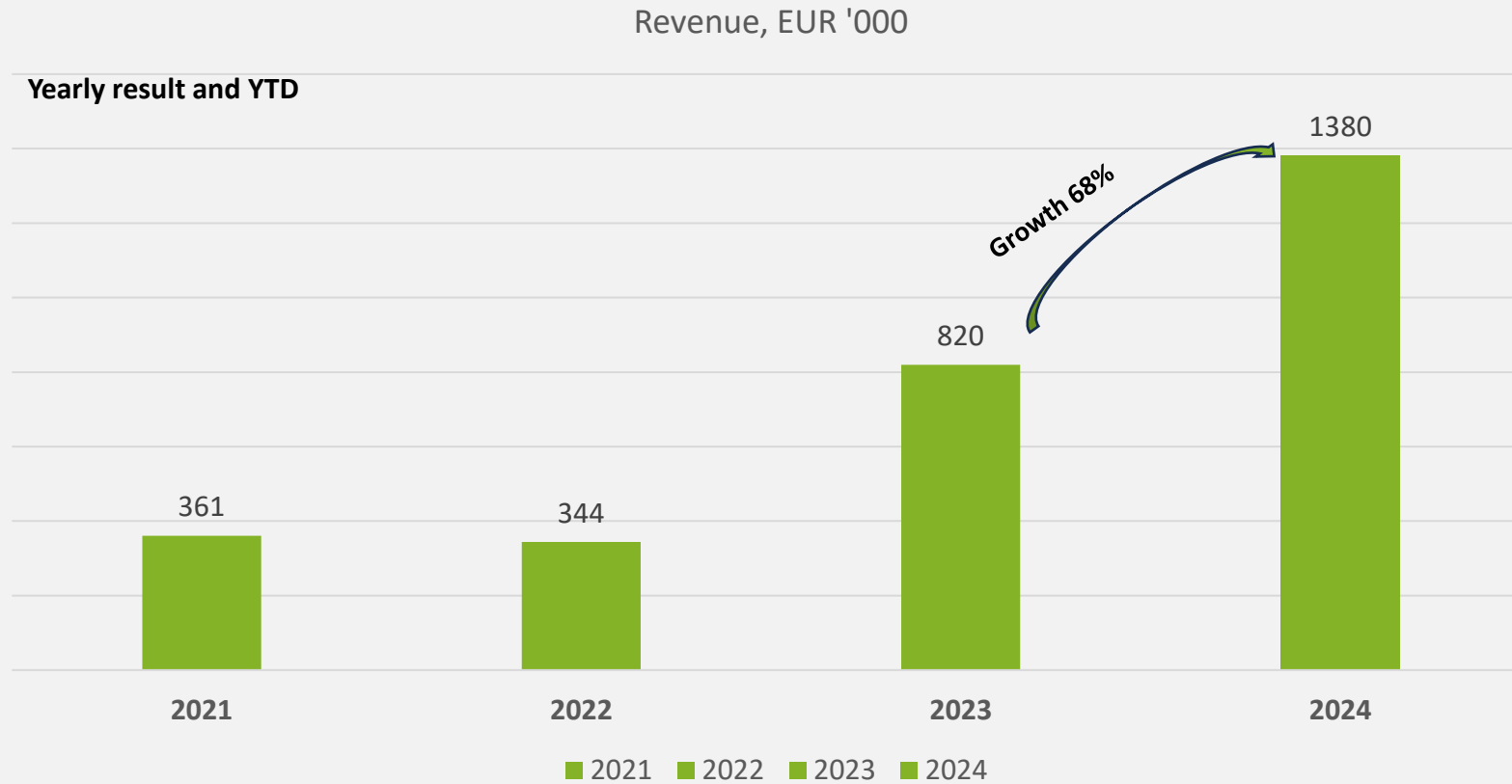
Financial Highlights - EBITDA



EBITDA, EUR '000



Financial Highlights - Revenue

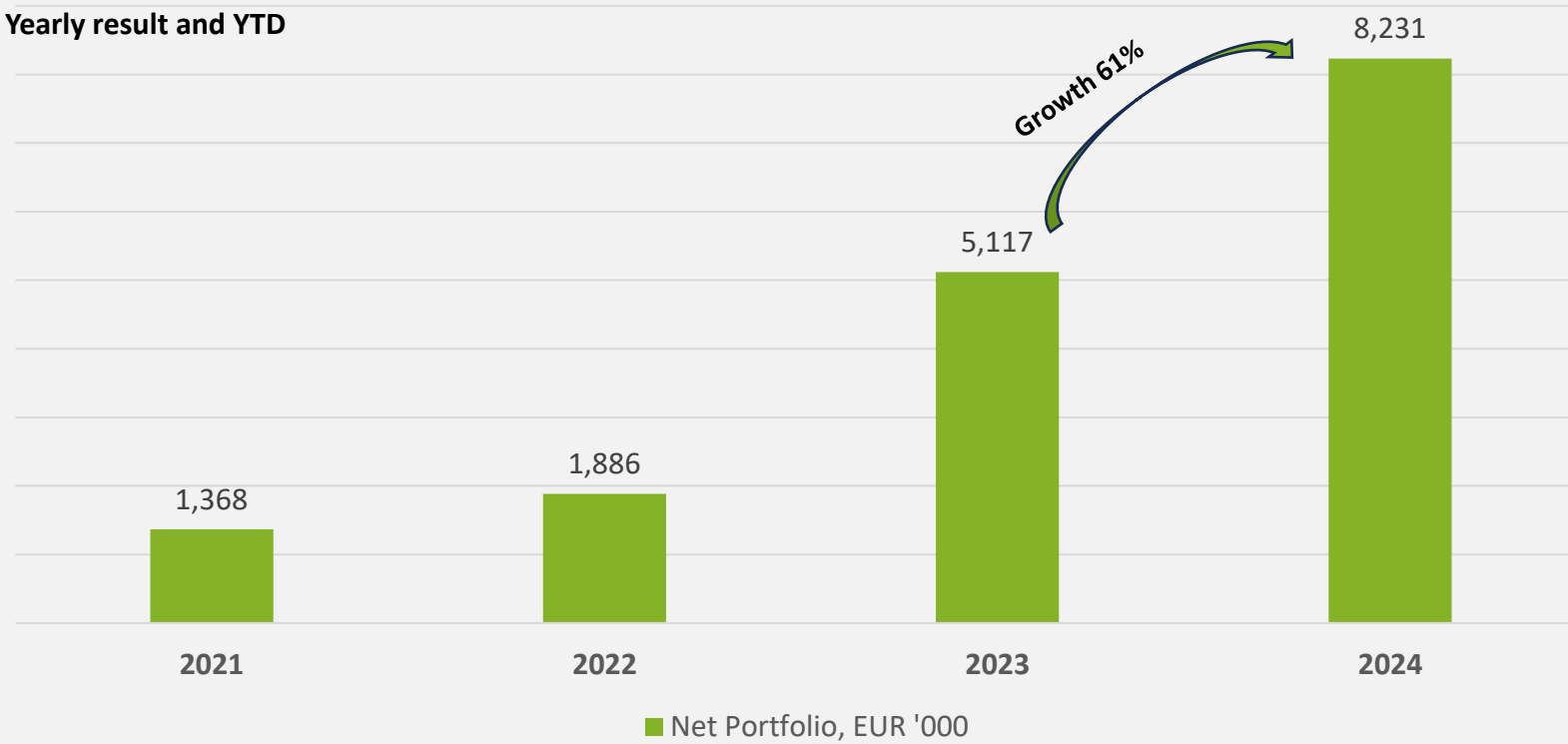


Financial Highlights – Gross Portfolio

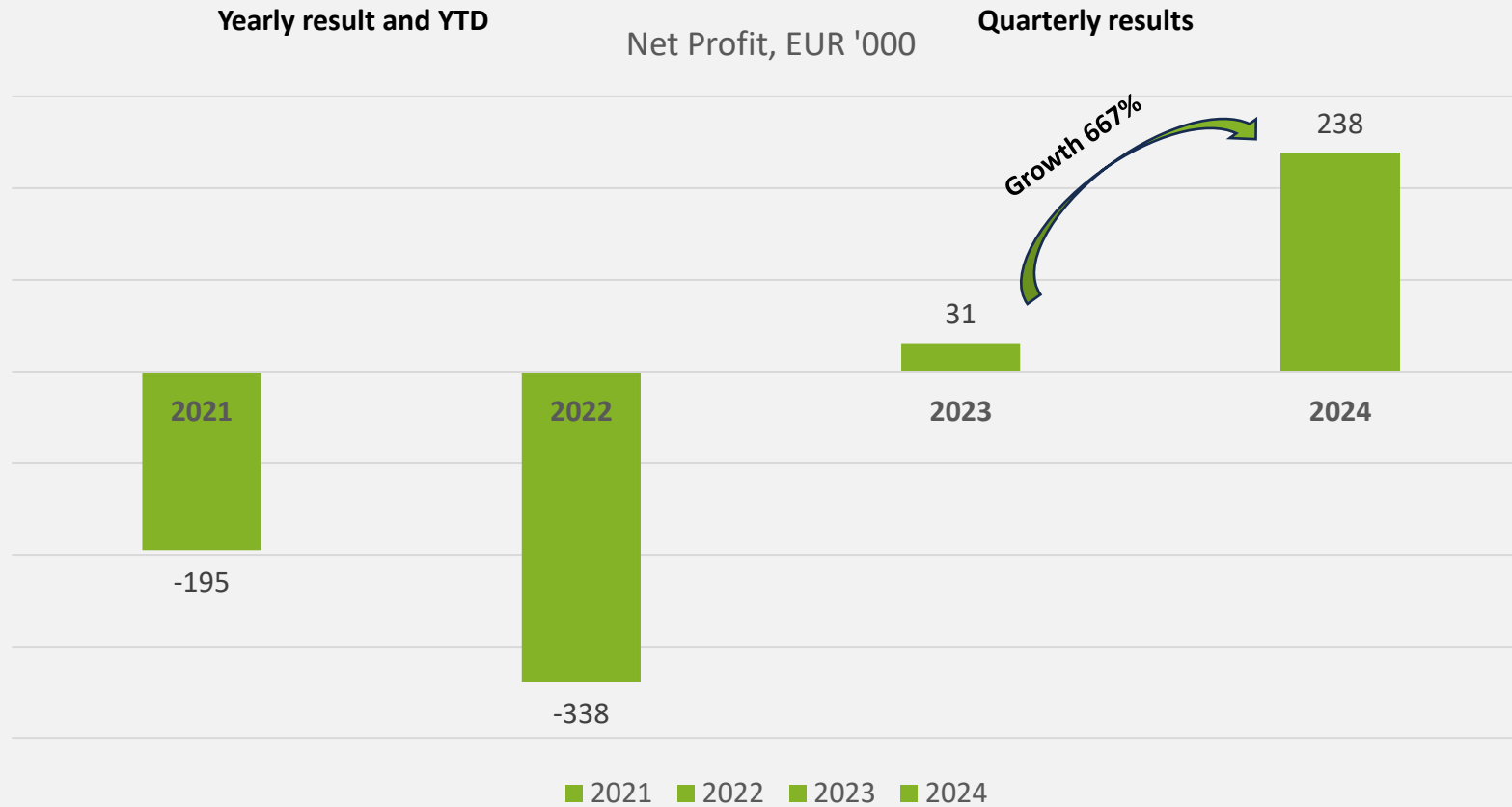


Gross Portfolio, EUR '000

Yearly result and YTD

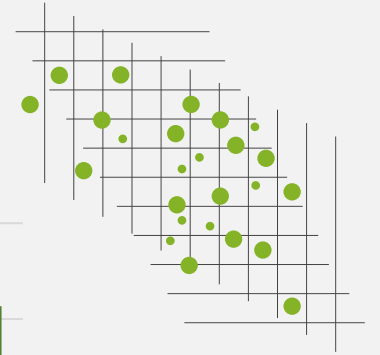
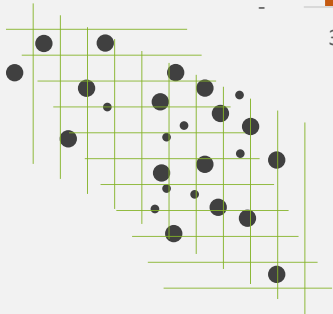
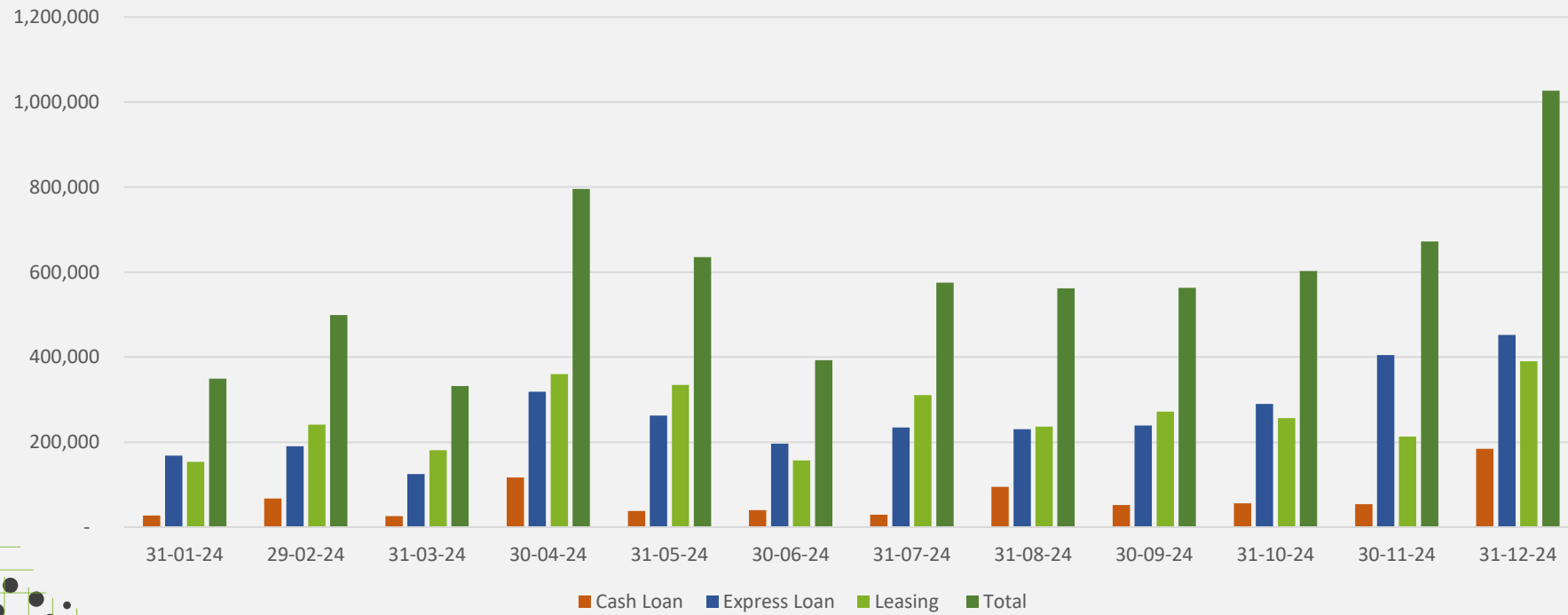


Financial Highlights – Net Profit



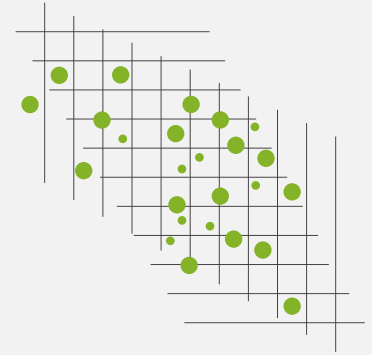
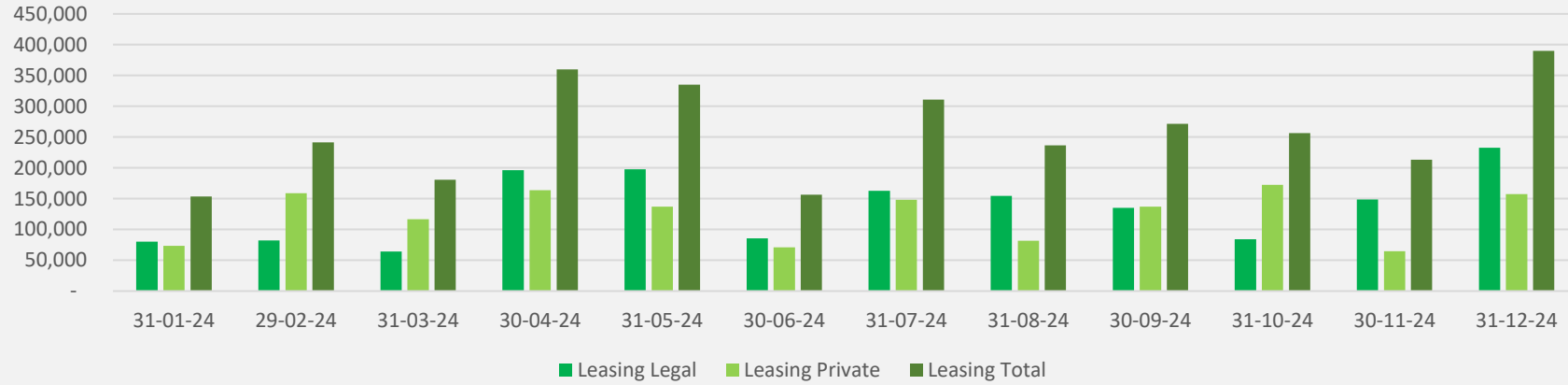
Issued Amount

Issued Amount by product

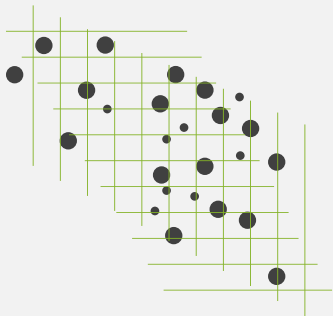
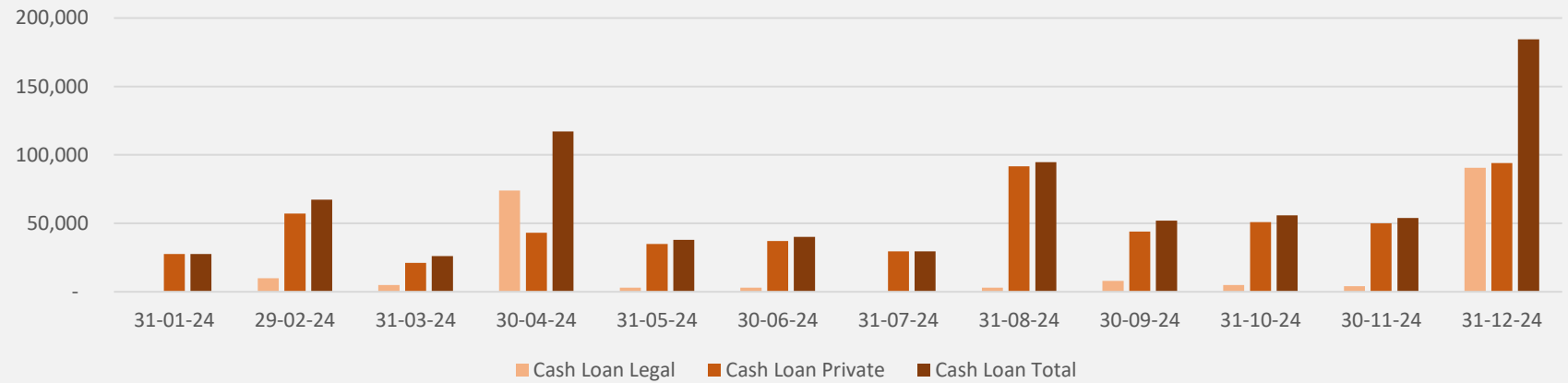


Issued Amount – Sub product

Issued Amount - Leasing

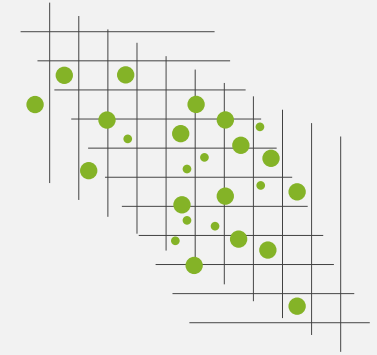
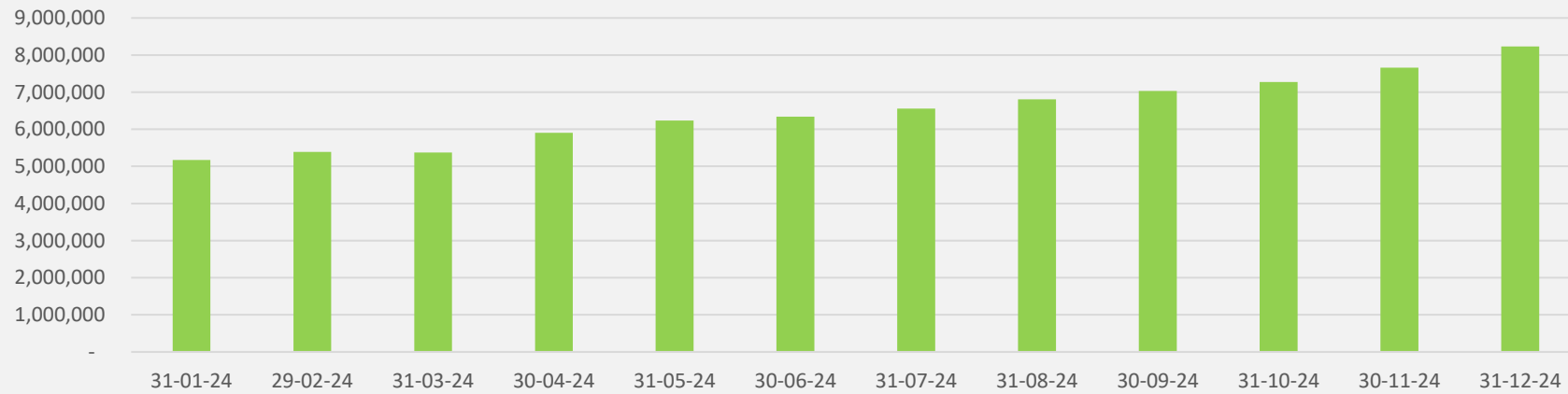


Issued Amount – Cash Loan

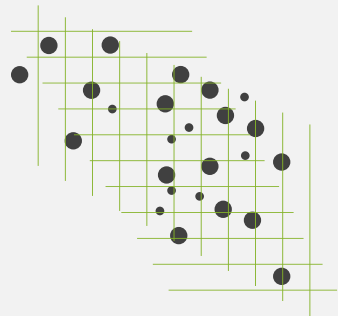
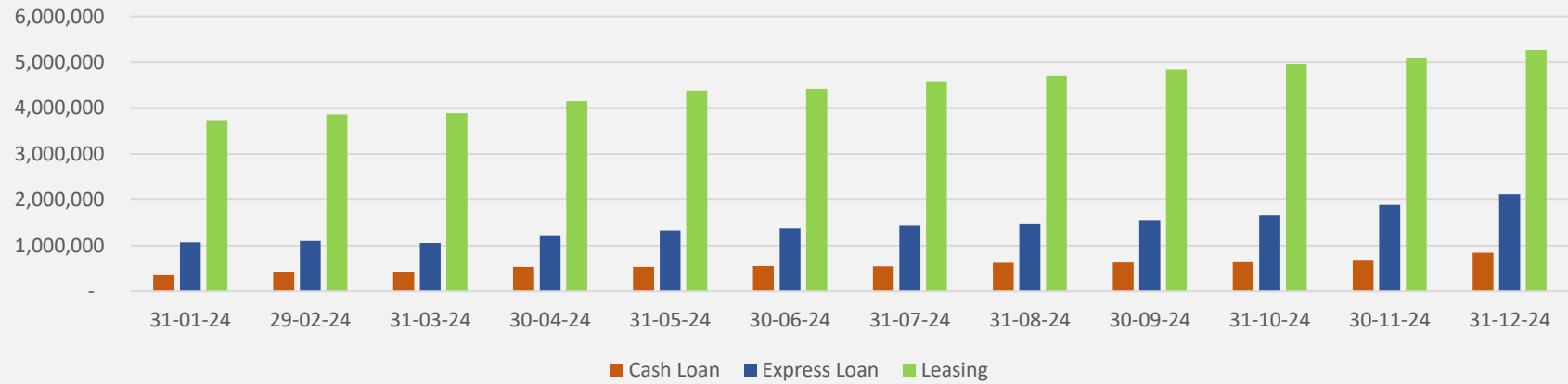


Portfolio

Portfolio Balance

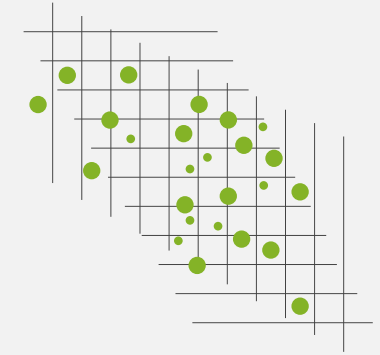
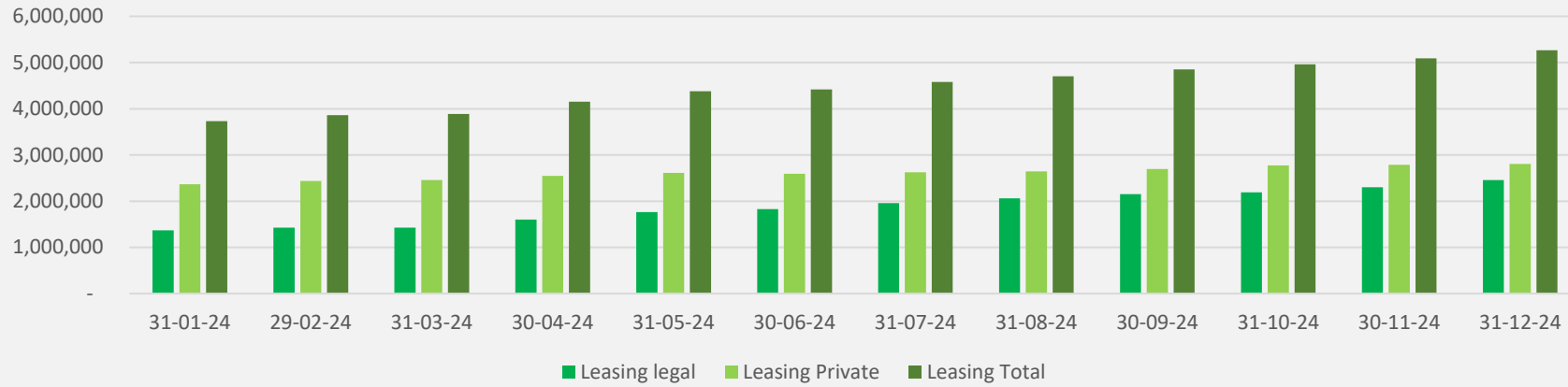


Portfolio Balance by Product

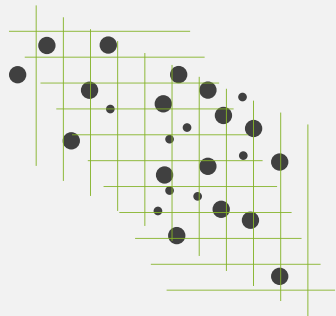
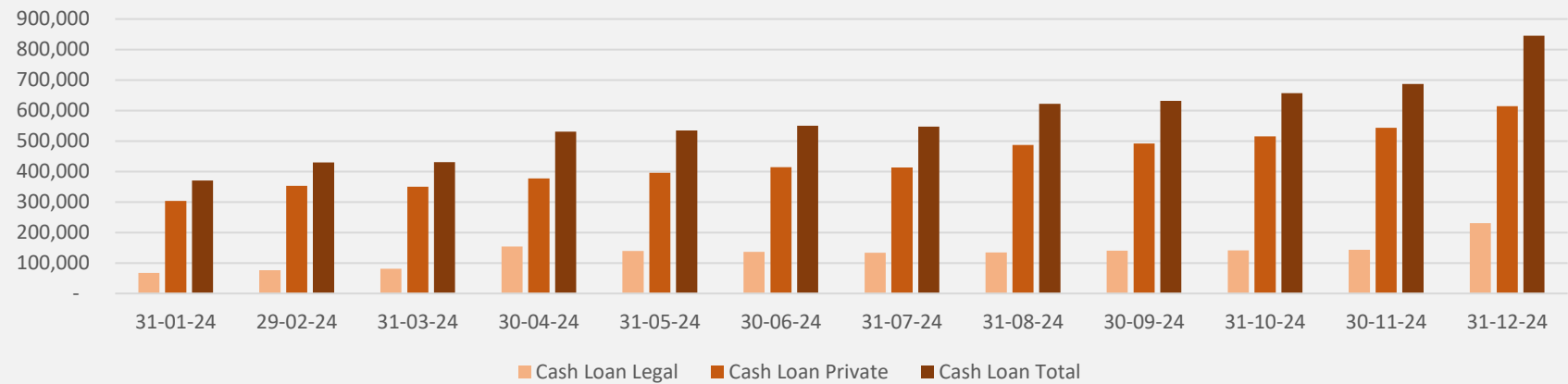


Portfolio – Sub product

Portfolio Balance - Leasing

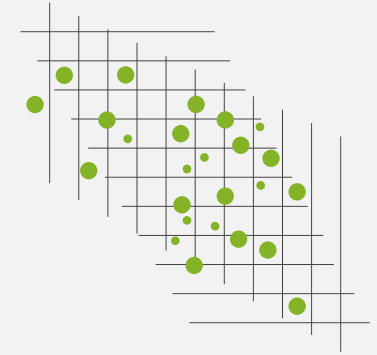
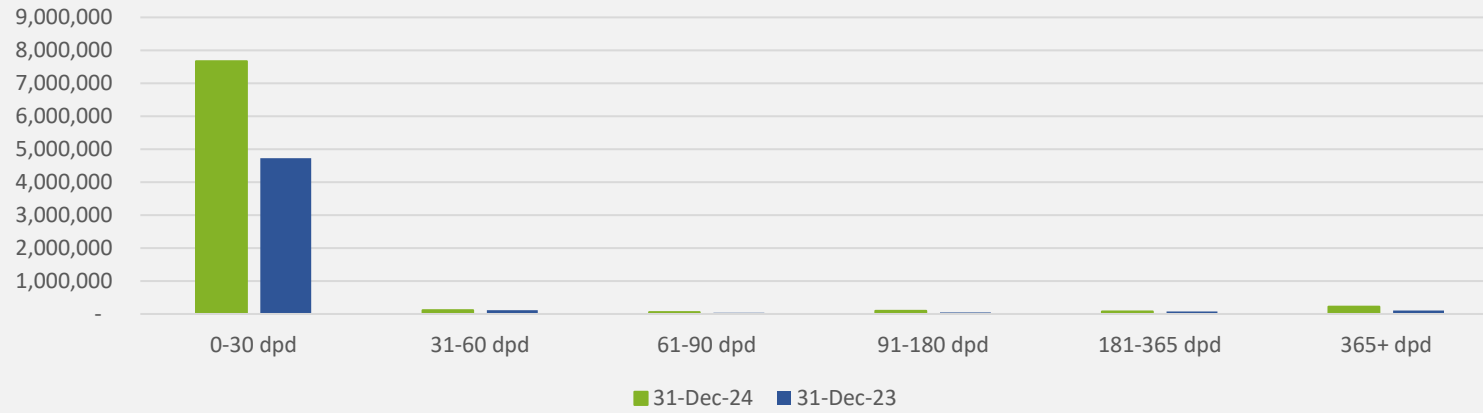


Portfolio Balance - Cash Loan

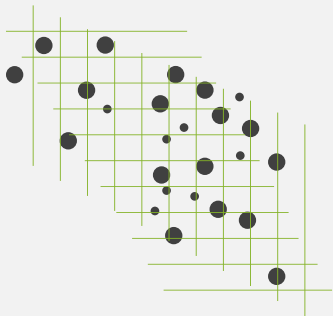
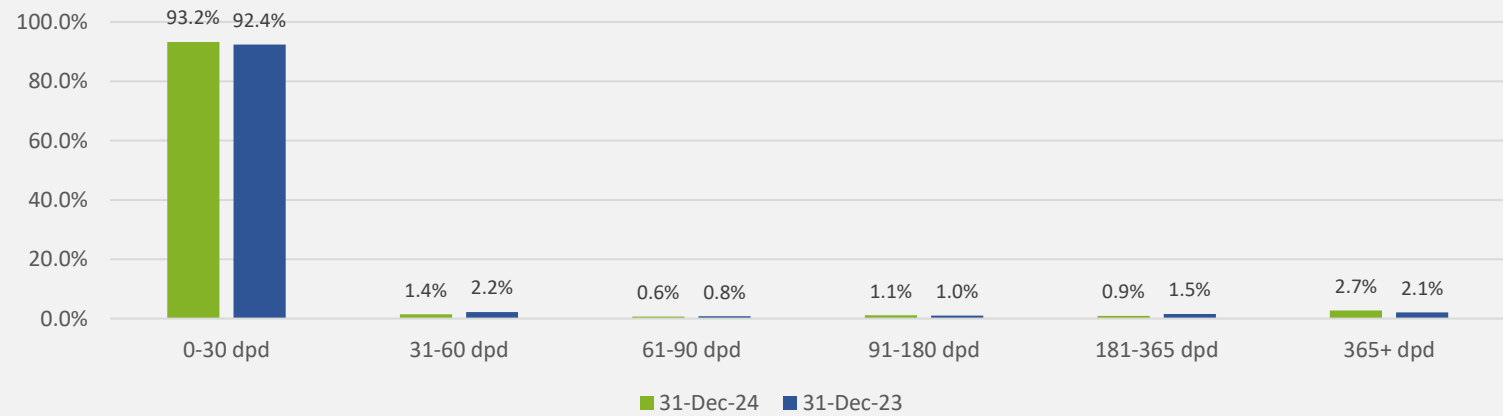


Portfolio buckets

Portfolio buckets - outstanding balance

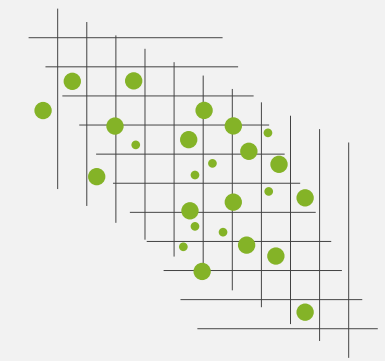
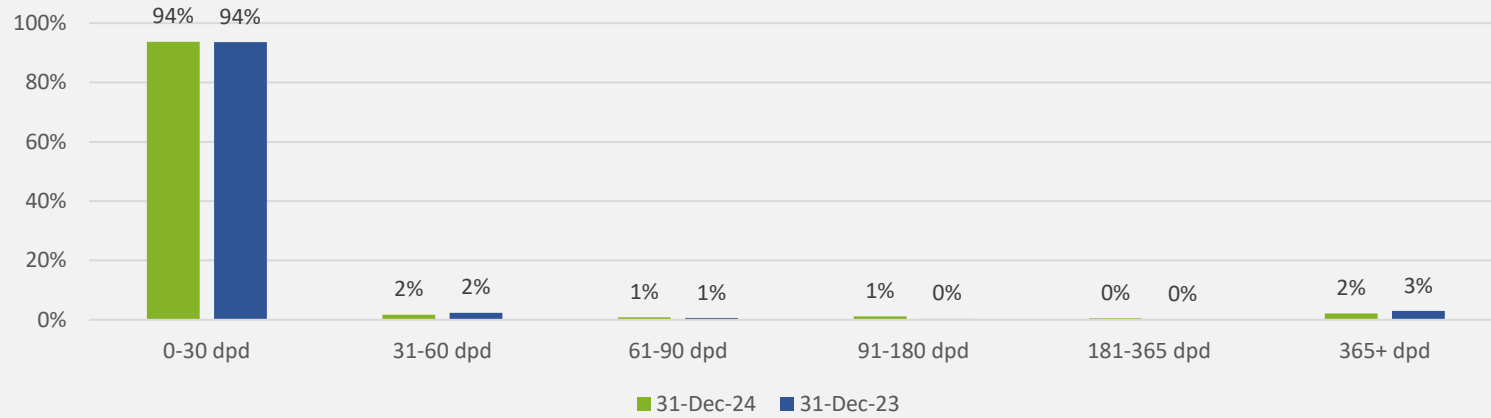


Portfolio buckets - % of outstanding

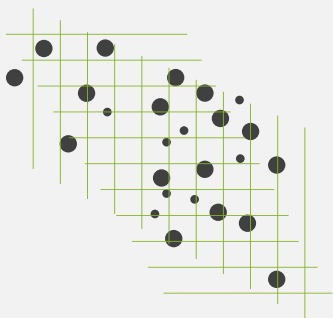
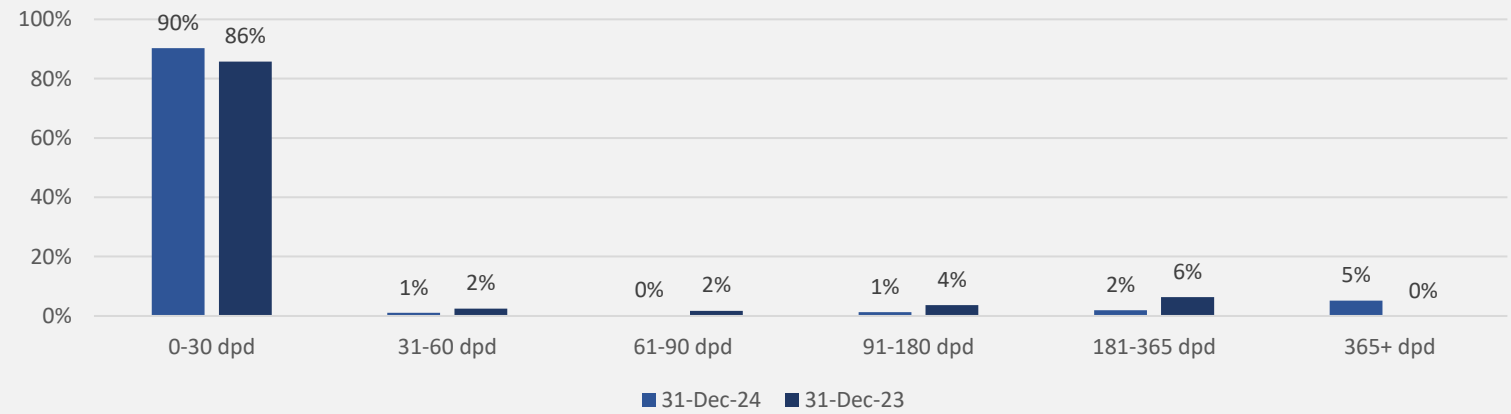


Portfolio buckets – by product

Leasing



Express Loan



Enterprise resource planning - ERP

