

**INVESTOR PRESENTATION
FOR 2017Q2 RESULTS**



ExpressCredit

Banknote

MoneyMetro

August 2017

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Snapshot as at 30 June 2017



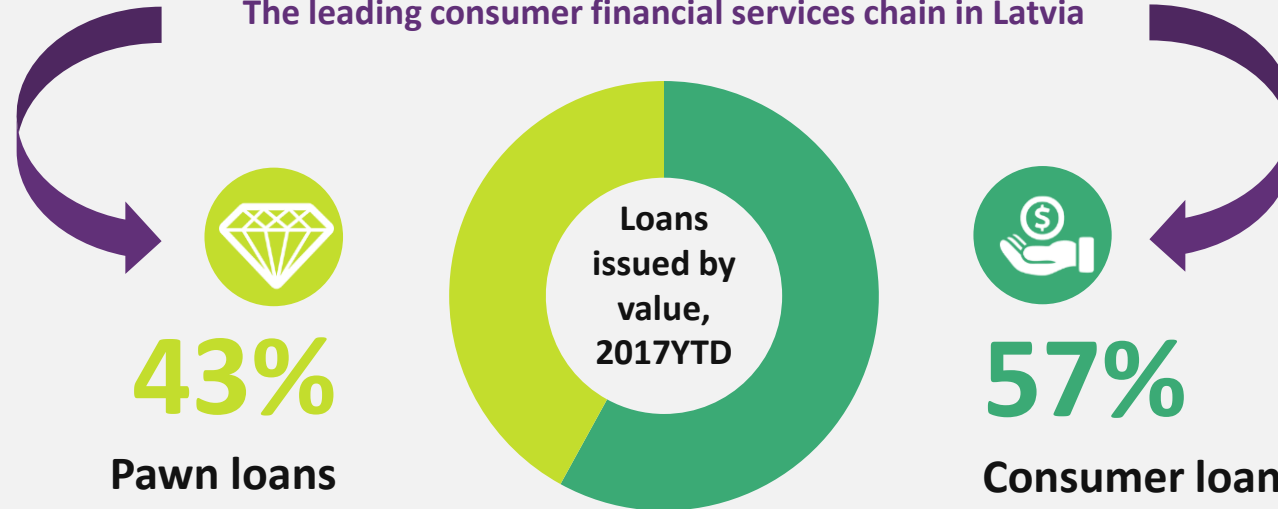
Banknote

MoneyMetro

Originally established in 2009 as a pawn broking chain

The leading consumer financial services chain in Latvia

2nd largest non-bank consumer lender in Latvia¹



315,000+
Total unique registered customers

276
Employees, 30 June 2017

EUR 15.2m
Net loan portfolio, 30 June 2017

52%
Growth in net loans y-o-y, 2017Q2

2,400,000+
Total number of loans issue transactions

92
Branches, 30 June 2017

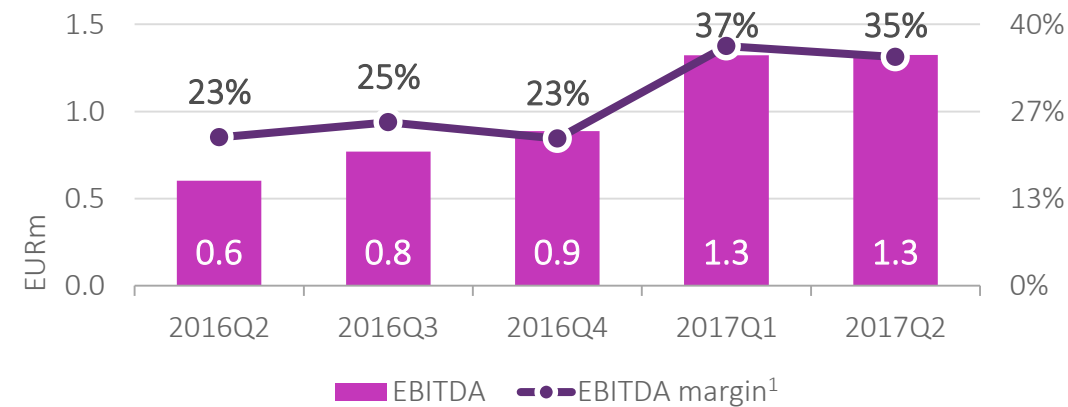
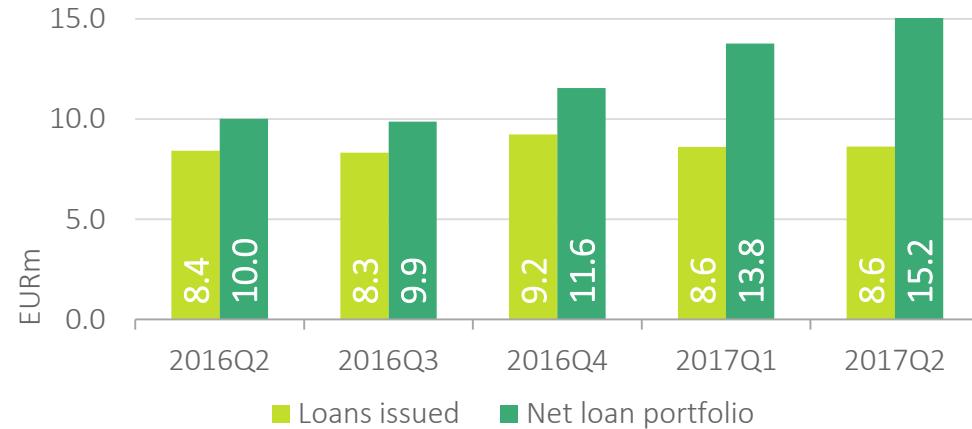
EUR 17.2m
Value of loans issued, 2017YTD

EUR 2.6m
EBITDA, 2017YTD



1) Based on reported annual revenue of licenced non-bank consumer lenders in 2015

2017Q2 highlights



Launch of **new TV advertisements**, featuring client stories of their experience with **Banknote consumer loans**

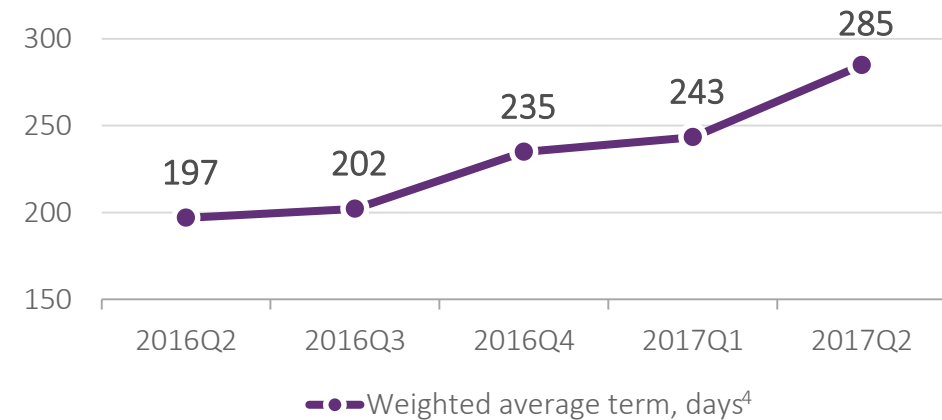
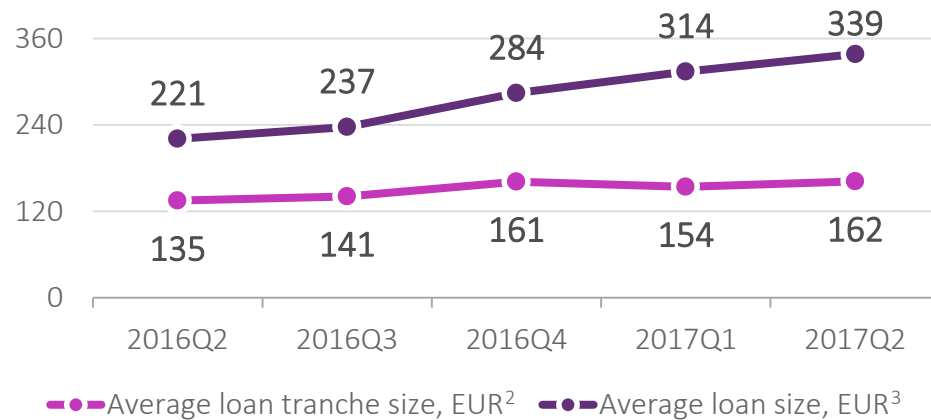
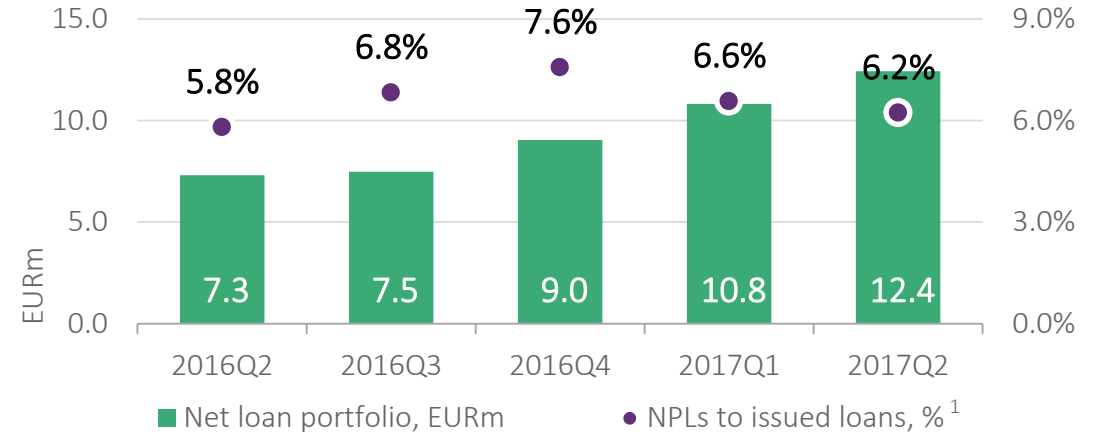
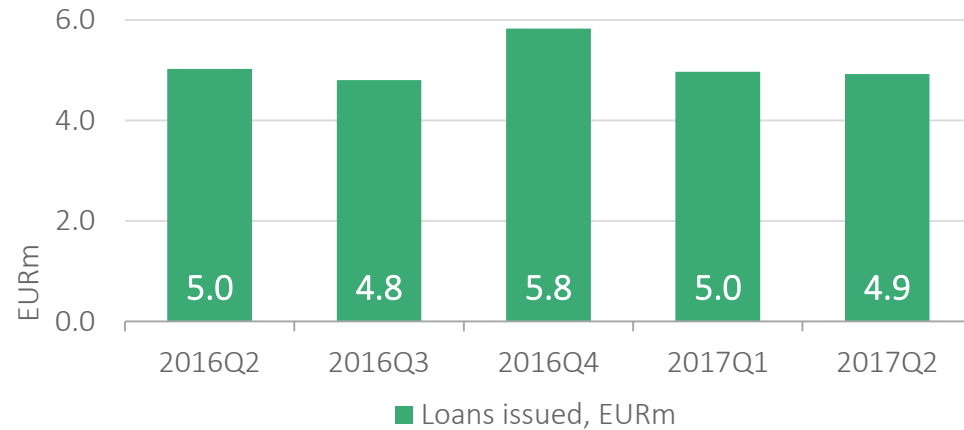


New MoneyMetro branch opened in Riga



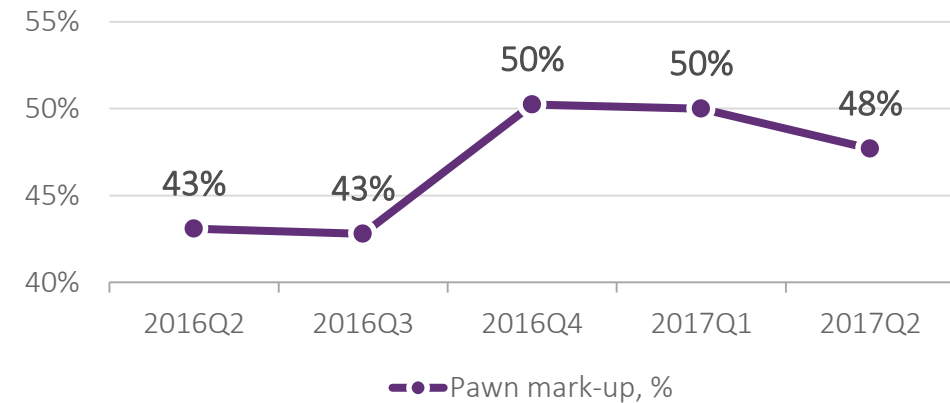
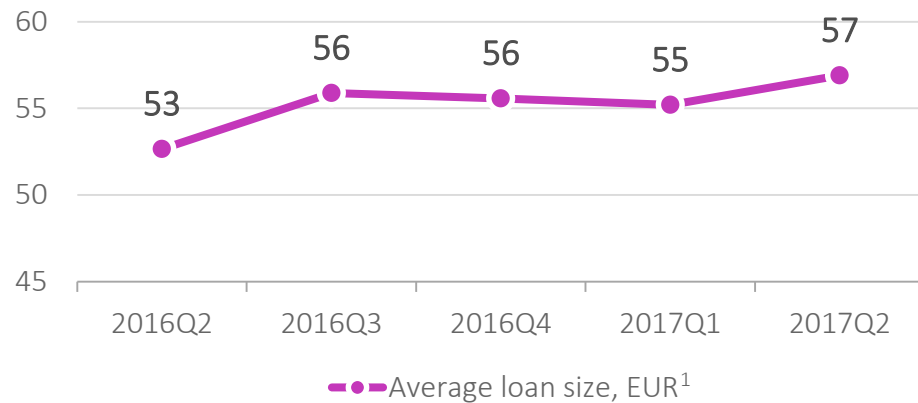
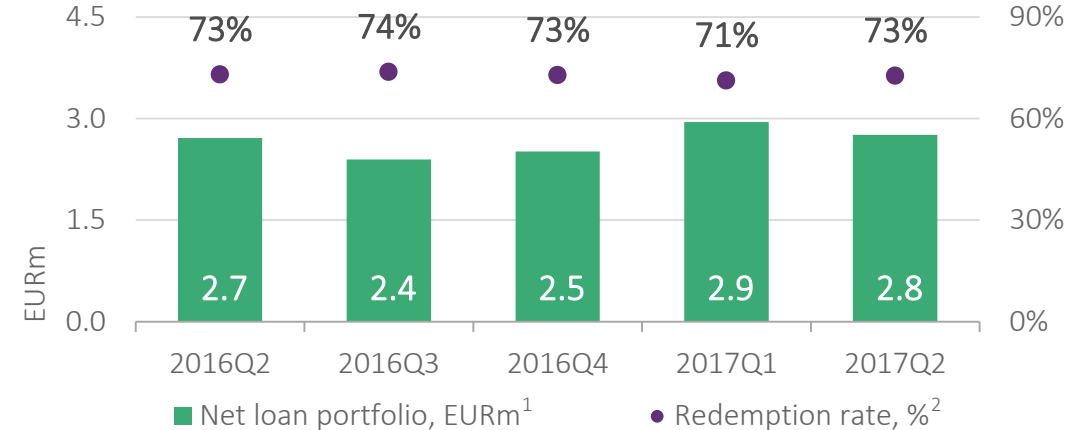
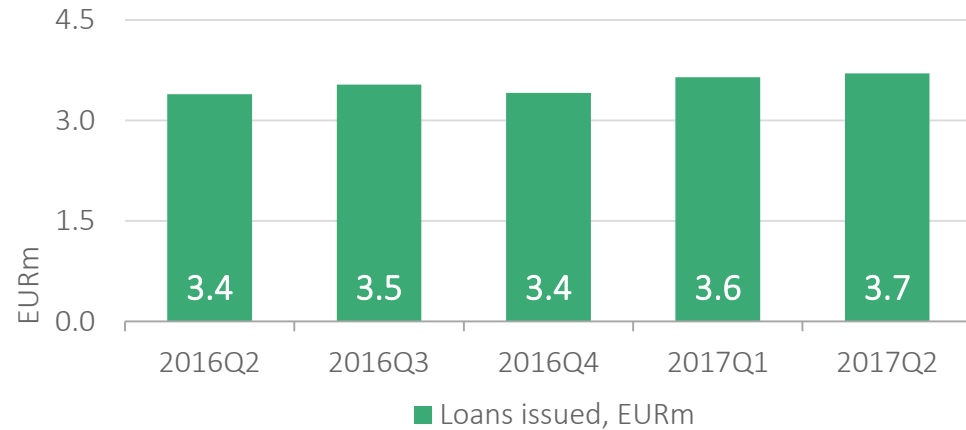
Quarterly **EBITDA** more than **doubled** y-o-y

2017Q2 highlights: Consumer loans



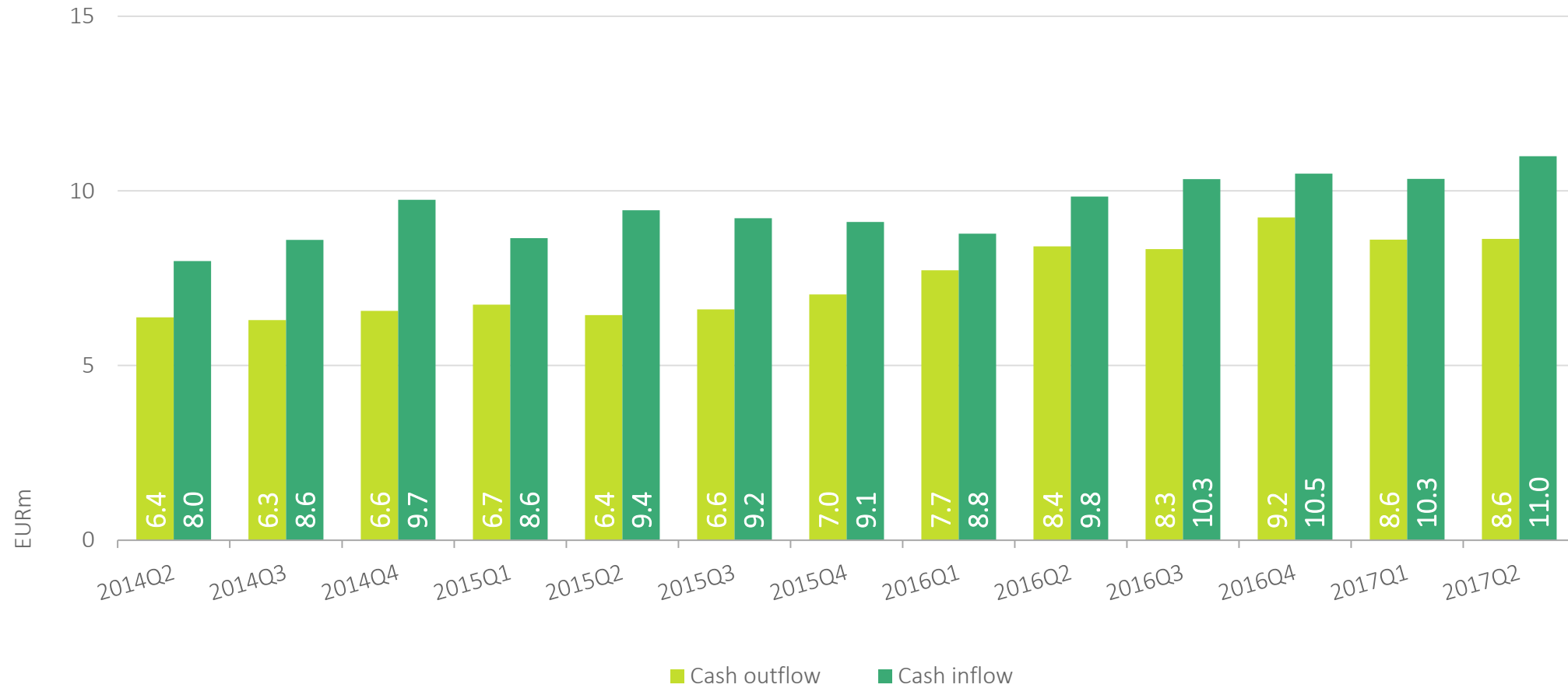
- 1) Share of loans issued (by value) during the two preceding quarters which are more than 90 days overdue as at the end of the respective quarter
- 2) Average loan tranche size per issue transaction during the period
- 3) Average loan size per customer in the portfolio as at the end of the period
- 4) Weighted average term of loans issued during the period

2017Q2 highlights: Pawn loans



- 1) Includes car title loan and mortgage loan legacy portfolios
- 2) Items being redeemed or extended within 3 months since issuance, by value of loans issued excl. item purchasing
- 3) Average loan size per issue transaction during the period

Loan portfolio cash flow



Financing structure

Interest-bearing debt	2017Q1 ¹ , EUR'000	2017Q2 ¹ , EUR'000	Interest rate, %	Maturity
◆ Secured bonds	1,750	1,500	14.0%	11.2018
◆ Unsecured bonds	3,300	3,200	15.0%	12.2020
◆ Unsecured notes	1,574	1,574	14.0%	10.2021
◆ Peer-to-peer lending platform	5,178	5,800	11.0%-13.5%	Mimicking term structure of underlying loans
◆ Private loans	1,548	1,500	12.9%-14.0%	Up to 05.2018
◆ Leases	138	140	3.5%+EURIBOR	Up to 3 years
◆ Accrued interest and bonds commissions	(5)	(17)		
TOTAL	13,483	13,697		

Key financials

Income statement, EUR'000	2016Q2 ¹	2017Q2 ¹	%, y-o-y
Interest and similar income	2,385	3,204	34.3%
Gross profit from sale of goods ²	271	579	114.0%
Gross profit	2,656	3,783	42.4%
Selling expense	(1,218)	(975)	(19.9%)
Administrative expense	(516)	(581)	12.6%
Net other income / (expense)	(319)	(904)	183.3%
EBITDA	604	1,324	119.3%
Depreciation	(63)	(41)	(35.7%)
Interest and similar expense	(359)	(418)	16.4%
Taxes	(44)	(104)	137.4%
NET PROFIT	138	762	453.0%

Balance sheet, EUR'000	2016Q2	2017Q2	%, y-o-y
Fixed and intangible assets	527	569	8.1%
Loans to related parties	1,135	1,263	11.3%
Net loan portfolio	10,021	15,182	51.5%
Inventory and scrap	892	686	(23.0%)
Other assets	342	442	29.3%
Cash	690	842	22.0%
TOTAL ASSETS	13,606	18,985	39.5%
Share capital and reserves	427	1,500	251.4%
Retained earnings	1,900	1,306	(31.3%)
Profit/loss for the current year	335	1,443	331.1%
Equity	2,662	4,249	59.6%
Interest-bearing debt	10,328	13,697	32.6%
Trade payables and other liabilities	617	1,039	68.3%
Liabilities	10,945	14,736	34.6%
TOTAL EQUITY AND LIABILITIES	13,606	18,985	39.5%

1) Part of Interest income reclassified as Gross profit from sale of foreclosed items for comparability with historic data

2) Sale of foreclosed items