



P2P INVESTOR PRESENTATION



Ibancar Innovates with Collateralised Lending that Outperforms and Virtually Eliminates Risk

Ibancar was launched in 2014 and has worked tirelessly to develop and improve the product. Our results speak for themselves.

- Ibancar offers personal loans secured against second hand cars
- Established online lender with a five year track record: 450 loans extended to date totalling €1.5m
- Superior and ethical consumer credit alternative delivered through online and B2B channels
- Proprietary risk management platform with binary scoring and behavioural credit management
- Senior management with extensive banking, finance and risk management experience backed up by a team of 12 professionals

€1.5m loans issued

Zero credit losses over 5 years

- Ibancar loans are scored in a binary fashion: either approved or declined
- Approved loans all have the same probability outcomes for us
- The key factor is that when we approve a loan we predict a ZERO LOSS outcome regardless of the default probability
- Loans may default or go through a phase of “non performance” but we have no losses of capital from these defaults
- Around 8% of our loans go through a TEMPORARY non performing state before being restructured, repaid or repossessed
- Our total loan book is secured against cars that are valued at more than 3X the outstanding capital (33% LTV)
- We do not wait to resolve defaults - we declare a loan “non performing” already after 16 days of non payment
- This rapid reaction allows us to recover capital on average 160 days from default
- Only 20% of defaulted loans require repossession and sale of the car
- To date we have recovered 128% of the outstanding capital of all defaulted loans
- This means defaults do not lead to losses which in turn means our solvency and balance sheet strength are not affected

Psychology and Credit Management

Ibancar has never been to court to resolve a default, to date all cases have been settled or refinanced amicably. It is our intention to avoid conflict and repossession wherever possible.

We are not in the auto business nor are we in the collateral business, we are long term financial partners for our clients and they prioritise the relationship with us not just because their car is at risk but also because of our transparency, flexibility and service.

In this way we are different to banks and very different to payday lenders.

As a responsible lender it is not our objective to repossess cars nor to profit from the collateral.

Our main objective when dealing with non performing loans is the recovery of capital and after that, when possible, the full or partial payment of interest arrears and penalties.

Borrowers who do not meet their payment obligations and are uncooperative are taken through a series of proven internal and external legal and administrative steps which leads to the repayment of the loan with penalties or the sale of the car.

Our debt recovery procedure has been developed, refined and proven over a five year period and is extremely efficient.

We declare a loan “defaulted” already after 16 days and resolution takes on average 160 days.

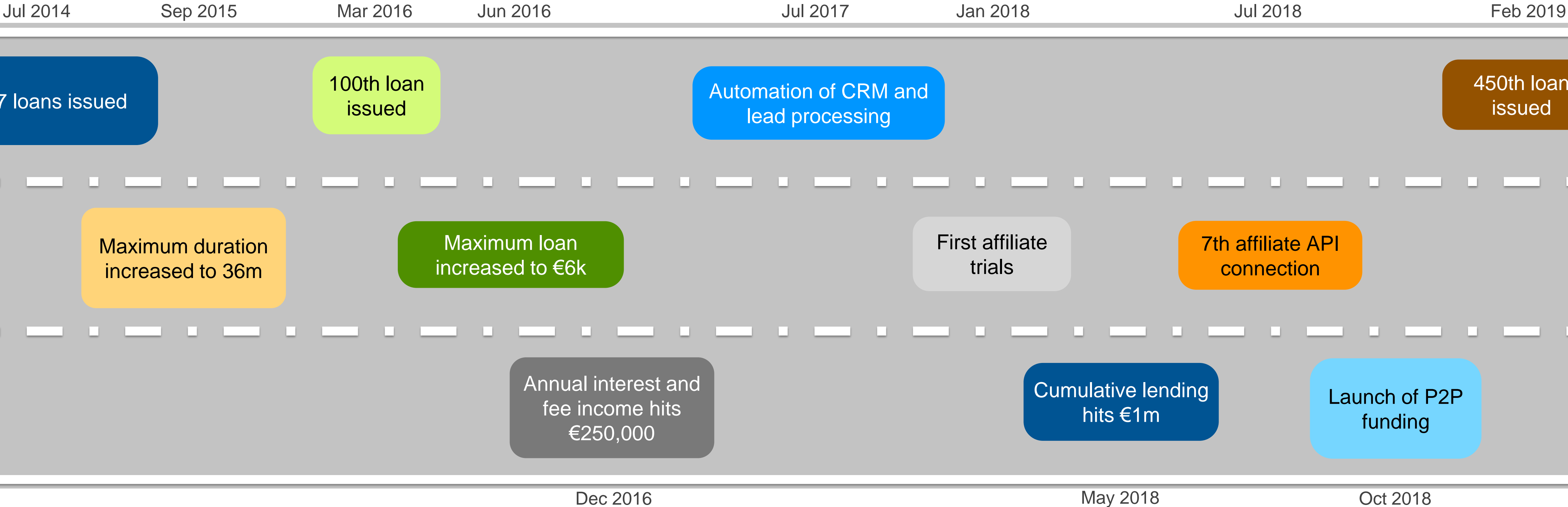


Developmental Milestones since 2014

Ibancar was launched as an online loan in 2014 and the team has been working tirelessly since then to develop and improve the product. Our results now speak for themselves.

€1.5m loans issued

zero credit losses over 5 years



Positioning Ibanicar in the Consumer Credit Market

The €25B Spanish consumer credit market is perfect for creative online lenders to disintermediate traditional credit institutions that are slow to adopt modern marketing techniques and remain very bureaucratic.

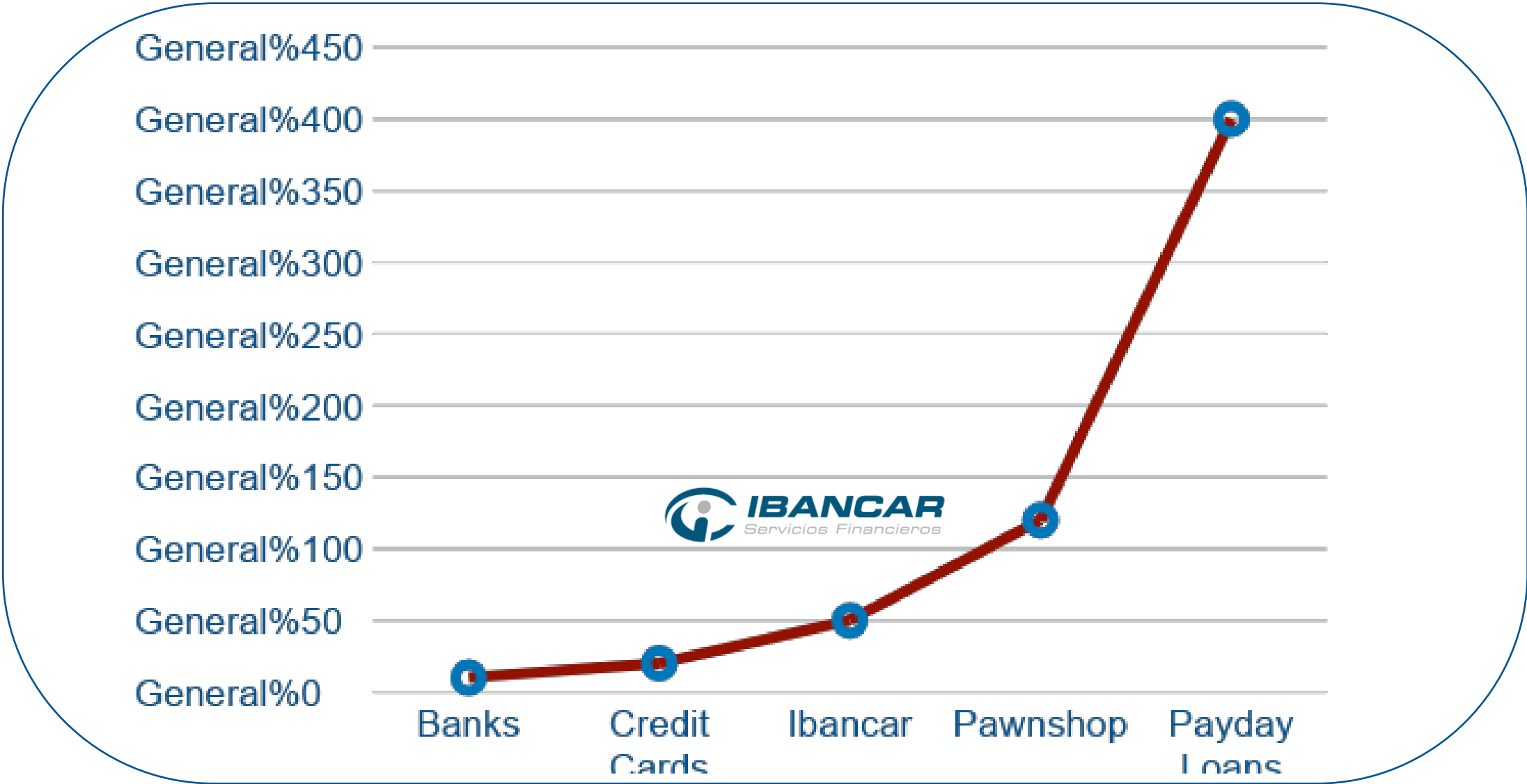
The Credit Market in Spain

The credit market in Spain is growing faster than other E.U. countries and the total size of the consumer credit market is now €25 billion excluding credit cards. The market has not yet fully recovered - twelve years ago, in 2007, this number was €56 billion.

Our goal is to offer suitable and well understood products to a client base that does not have access to conventional forms of credit. We do this at a cost that is well below payday loans, is sustainable and promotes client loyalty. Our credit process and experience in this sector allows us to build a low risk loan book with a very different risk profile to payday loans.

Ibanicar is The Only Loan Originator in this Sector in Spain

Unbanked / Underbanked Borrowing Options		
Lender	Cost P.A.	Max Amount
Banks	6% - 12%	Unavailable
Credit Cards	18% - 28%	Unavailable
Ibanicar	60%	€6,000
Pawn Shops	80% - 120%	€3,000
Payday Loans	400% - 1200%	€500



Product and Income Components

Ibancar has developed the product to accommodate borrowers needs whilst ensuring capital is protected by over-collateralisation.

- Currently Ibancar offers loans up to €6,000 for mostly 24 or 36 months
- Clients must have regular income of at least 3 times their monthly payments
- If the owner of the car has no income we accept co-signatories
- Cars must be less than 13 years old and free of charges
- Cars are valued at 60% of fire sale value, equivalent to 50% of market value
- The loan is a credit line and amortised capital can be drawn down again

Revenue is achieved from the sum of the several revenue components:

Origination fees

Service fee

Interest and capital

The service fee gives the client access to further benefits



Loan cancellation insurance in the event of a certified total loss



Bi-annual car report showing legal title, pending taxes, fines, insurance history



All documentation exchanges by express courier



Appointments made for annual technical inspection



An annual basic service of the car (oil and filters change)



Option to draw amortised portion of the loan (the loan is a credit line)



Choice of monthly payment date and 5 day interest free grace period



Personalised client area with all details of loan and servicing options

Operating Ethically to Support the Financial Wellbeing of our Clients

We aim to be a responsible lender in a sector where there is great need. We have both economic and social purpose and want to have long term relationships with our clients.

We believe it is imperative to operate ethically and our culture and processes are firmly rooted in this philosophy. This applies to how products are structured and priced but, more importantly, how defaults are managed.

We are the ONLY company in the sector offering a traditional loan structure with no misunderstood consequences for the client - this is a clear differentiator and allows us to gain market share.

- All the other players in the market offer a “sale and leaseback” structure which means there is no real loan.
- Our “competitors” are mainly in the car business and not in the loan business, their business model is not scalable and they seek to profit from the car.
- Ibanicar is the only 100% online remote service offering genuine loans that amortise over time. This makes Ibanicar the only loan originator in the sector in Spain.

Transactability

We are the ONLY 100% online service (no physical presence)
Loans available within 48 hours without leaving home
Our loans do not require change of ownership of the car

Acceptance

We accept cars up to an age of 13 years
We lend to the self employed and retirees
We consider family income and accept co-signatories

Transparency

We are the only lender offering loans longer than one month
We are the only lender offering normal amortising loans

Flexibility

Monthly payment dates selected to ensure we are paid ahead of others
We allow capital repayment holidays twice per year if requested
We allow clients to drawdown again the amortised portion of their loan

Supportive Credit Management

We always attempt to restructure a defaulted loan before repossession
We avoid the repossession of cars and the courts as much as possible
We do not attempt to profit from the collateral

Product and Credit Process

Our business is not primarily about collateral, it is about psychology. With a traditional loan the “worry” remains with the lender but with a collateralised loan this “worry” is transferred to the borrower. Our role is to help our clients obtain credit and then to help them maintain the ownership of their car.

We have developed our approval and credit scoring process which combines technical and behavioural analysis - human factors impact our credit decisions. Our base scenario is acceptance and our processes work with elimination criteria.

We filter leads based on technical criteria that evaluate the value of the collateral, the client’s ability to repay and his or her credit history. We verify every IP, email and phone number.

If technical requirements are met and backed by valid documentation, we process the application taking into account age, educational and social background. We use Google and social networks to assess risk.



Our entire process, from lead acquisition to customer service to credit approval to payment management to performance reporting is integrated into our proprietary software. We do not rely on external developers and prefer the agility that comes with building our own software.

Calls 23

SMS Sent 22

Email Sent 27

📁 Awaiting Docs

Pending 2

										Car Year	Mileage	Registration	Ganvam	Valuation	Finance	Owner
1500	📧	IBN	2018.08.29 - 10:43	🌐 web	10:43	🌐 web	2010	🚗	OPEL ASTRA	8 años	más de 200.000 Km	GZS			🟢 NO	🟢 YES
1500	📧	IBN	2018.08.29 - 10:11	🌐 web	10:11	🌐 web	2009	🚗	SEAT LEON	9 años	50.000 a 75.000 Km	GSH			🟢 NO	🟢 YES
2000	🏠	IBN	2018.08.29 - 07:02	🌐 web	07:19	🌐 web	2016	🚗	PEUGEOT 2008	2 años	15.000 a 25.000 Km	JWL			🟢 NO	🟢 YES
1507	🏠	IBN	2018.08.29 - 06:48	🌐 web	09:50	🌐 web	2016	🚗	HONDA ACCORD	2 años	25.000 a 50.000 Km	JLY			🟢 NO	🟢 YES
2000	🏠	IBN	2018.08.29 - 06:00	🌐 web	06:06	🌐 web	2017	🚗	VOLKSWAGEN VENTO	1 años	25.000 a 50.000 Km	JXR			🟢 NO	🟢 YES
2000	🏠	IBN	2018.08.29 - 05:16	🌐 web	05:16	🌐 web	2006	🚗	BMW SERIE 1	12 años	15.000 a 25.000 Km	FFL			🟢 NO	🟢 YES
1507	🏠	IBN	2018.08.29 - 01:09	🌐 web	08:23	🌐 web	2002	🚗	PEUGEOT 206	16 años	100.000 a 125.000 Km	BZB			🟢 NO	🟢 YES
2000	🏠	IBN	2018.08.29 - 00:58	🌐 web	01:16	🌐 web	2009	🚗	DACIA LOGAN	9 años	50.000 a 75.000 Km	GBG			🟢 NO	🟢 YES
1507	🏠	IBN	2018.08.29 - 00:53	🌐 web	08:22	🌐 web	2010	🚗	SEAT IBIZA	8 años	125.000 a 150.000 Km	GDZ			🟢 NO	🟢 YES
4900	➡	IBN	2018.08.28 - 22:59	🌐 umg	10:51	🌐 umg	2009	🚗	FORD MONDEO	9 años	150.000 a 175.000 Km	GLG	3.620 €	3.620 €	🟢 NO	🟢 YES
2000	🏠	IBN	2018.08.28 - 20:38	🌐 web	28.08.20:38	🌐 web	2013	🚗	HYUNDAI IX35	5 años	100.000 a 125.000 Km	HTV			🟢 NO	🟢 YES
1507	🏠	DAF	2018.08.28 - 20:17	🌐 web	08:21	🌐 web	2008	🚗	SEAT LEON	10 años	50.000 a 75.000 Km	DHL			🟢 NO	🟢 YES
1507	🏠	IBN	2018.08.28 - 19:53	🌐 web	08:21	🌐 web	2012	🚗	CHEVROLET CRUZE	6 años	125.000 a 150.000 Km	HJM			🟢 NO	🟢 YES
1507	🏠	IBN	2018.08.28 - 19:38	🌐 web	08:20	🌐 web	2007	🚗	AUDI A8	11 años	175.000 a 200.000 Km	FTH			🟢 NO	🟢 YES

Behavioural Techniques and Process for NPLs

As a responsible lender it is not our objective to repossess cars nor to profit from the collateral. Our focus is on our capital and we do not want to get involved in car logistics. Ibanicar has never been to court to resolve a defaulted loan, to date all cases have been settled or refinanced amicably.

- A defaulted loan is defined as:
- Payment being late by more than 16 days despite multiple notifications
- The client is uncommunicative or appears to be avoiding a resolution
- As a result of the above transfer of ownership of the car has been initiated

Step 1: Behavioural Management

Given our initial interaction and relationship building during the approval process most clients cooperate when we attempt to resolve a late payment problem. When a client acts in good faith and is actively communicating with us we are generally able to restructure the loan in such a way that the client can once again meet his payment obligations.

Step 2: Administrative Pressure

Borrowers who become uncommunicative are taken through a series of proven internal and external legal and administrative steps which in most cases lead to the repayment or reactivation of the loan with penalties. Our debt recovery procedure has been developed, refined and proven over a five year period and is extremely efficient.

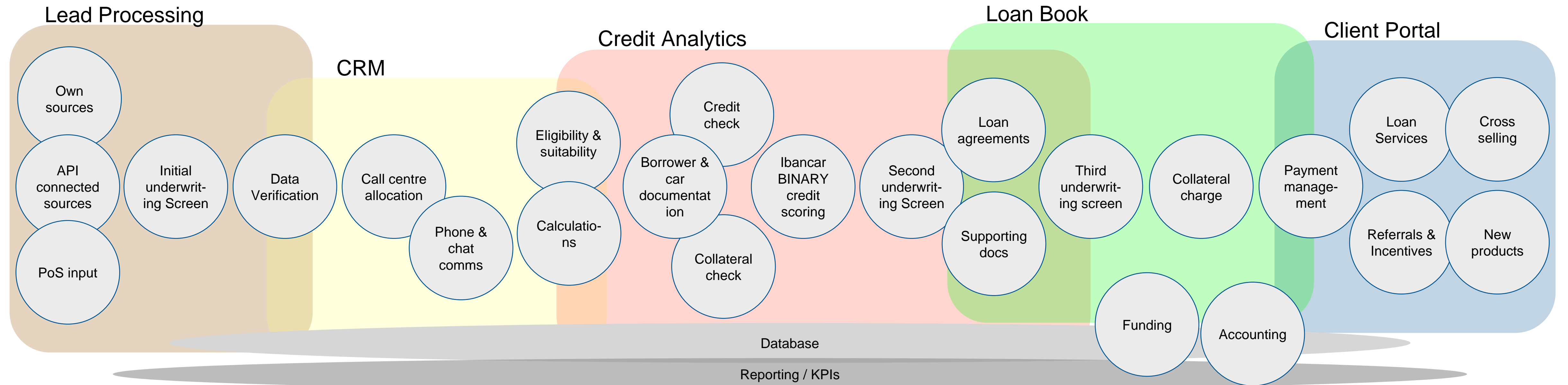
Step 3: Enforcement

In extreme cases we include the borrower in a nationwide registry which blacklists him or her and excludes him or her from any further credit. Within three weeks of non-payment, the defaulting borrower loses title to the car. From that point it becomes very difficult for the borrower to continue to use, insure and tax the car.

Since 2016, of all resolved NPLs in which we have had to take ownership of the car only 20% have required physical collection

Proprietary IT Platform to Support Operations in an Integrated Way

Ibancar believes in continuing evolution and automation. We have always relied upon our own developers who have been working with our operations and management team over the past 5 years to develop proprietary systems.



Nº	Afilado	Código	Nº Leads	Nº Potenciales	% Potenciales	Nº Válidos	% Válidos	Convertidos
1	DoAffiliate	81	520	181	35%	99	19%	1
2	AdGoals	82	1					
3	LendisMart	83						
4	Adtraction	84	415	89	21%	56	13%	
5	LeadGid	85						
6	AdService	86						
7	Finzmo	87						
8	LTD	00	228					
9	Google	04	1.180	376	32%	274	23%	9
10	Adwords	88	83	22	27%	11	13%	
			2427	668	28%	440	18%	10

Nº	AF	Fech.Banco	Producto	Cliente	Coche	Préstamo	Cap. Pdde.
1	IBN	03.01.2019	Ibanicar 24	Juan Jose Crespo Espinosa	(6224JPP) AUDI TT	2.800,00€	2.800,00€
2	IBN	11.01.2019	Ibanicar 36	Isabel Lopez Asensio	(6471JXC) OPEL KARL / VIVA	4.300,00€	4.300,00€
3	IBN	17.01.2019	Ibanicar 36	Ainhoa Chapado Lorenzo	(7198GYW) VOLKSWAGEN POLO	2.300,00€	2.300,00€
4	IBN	11.01.2019	Ibanicar 36	Carlos Israel Jaen Sanchez	(6826KBS) RENAULT CAPTUR	1.800,00€	1.800,00€
5	IBN	15.01.2019	Ibanicar 25	Juan Gabriel Sainz Abascal	(7873FVR) BMW X5	4.300,00€	4.300,00€
6	LTD	14.01.2019	Ibanicar 31	Mariano David Saura Nuñez	(9261GXB) SEAT IBIZA	1.800,00€	1.800,00€
7	IBN	15.01.2019	Ibanicar 25	Jorge Manrique Rodriguez	(1558GJB) BMW 320 D	3.200,00€	3.200,00€
8	-	17.01.2019	Ibanicar 12	Francisco Andres Merello Riffo	(0331FPT) FORD FUCUS	950,00€	950,00€
9	IBN	18.01.2019	Ibanicar 37	Francisco Javier Lopez Aparicio	(8690JLM) PEUGEOT PARTNER	5.300,00€	5.300,00€
10	IBN	21.01.2019	Ibanicar 37	Manuel Gaspar Gea San Jose	(3730GLB) CITROEN C4 PICASSO	2.300,00€	2.300,00€
11	IBN	21.01.2019	Ibanicar 25	Juan Jose Castro Lopez	(6246FWF) SUZUKI GRAND VITARA	1.800,00€	1.800,00€
12	IBN	23.01.2019	Ibanicar 37	Juan Andres Perez Hoyuelos	(1810HWL) PEUGEOT 508SW ACTIVE	5.300,00€	5.300,00€
13	-	21.01.2019	Ibanicar 31	Raquel Jimenez Rodriguez	(7254GTP) RENAULT MEGANE 1.5	1.900,00€	1.900,00€

Mes	Intereses Previstos	Servicios Previstos	Amortizac. Prevista	Total Previsto	Intereses Cobrados	Servicios Cobrados	Amortizac. Cobrado	Total Cobrado
2014 Julio	0,00€	0,00€	0,00€	0,00€	0,00€	0,00€	0,00€	0,00€
2014 Agosto	792,00€	0,00€	218,06€	1.010,06€	792,00€	0,00€	218,06€	1.010,06€
2014 Septiembre	1.174,55€	0,00€	354,97€	1.529,52€	1.081,11€	0,00€	320,36€	1.401,47€
2014 Octubre	1.834,15€	0,00€	602,64€	2.436,79€	1.735,70€	0,00€	562,38€	2.298,08€
2014 Noviembre	2.126,30€	0,00€	894,23€	3.020,53€	1.788,43€	0,00€	682,02€	2.470,45€
2014 Diciembre	3.354,02€	0,00€	1.306,28€	4.660,30€	2.910,55€	0,00€	1.080,76€	3.991,31€
2015 Enero	4.249,63€	0,00€	1.702,03€	5.951,66€	3.871,29€	0,00€	1.421,24€	5.292,53€
2015 Febrero	3.995,40€	0,00€	1.735,33€	5.730,73€	3.601,77€	0,00€	1.493,04€	5.094,81€
2015 Marzo	5.484,53€	0,00€	2.465,58€	7.950,11€	4.840,78€	0,00€	2.044,49€	6.885,27€
2015 Abril	5.381,09€	0,00€	2.515,55€	7.896,64€	4.418,08€	0,00€	1.975,51€	6.393,59€
2015 Mayo	5.330,26€	0,00€	2.846,10€	8.176,36€	4.552,83€	0,00€	2.348,88€	6.901,71€
2015 Junio	6.137,64€	0,00€	3.537,39€	9.675,03€	5.420,22€	0,00€	2.958,13€	8.378,35€
2015 Julio	7.273,19€	0,00€	4.151,38€	11.424,57€	6.854,22€	0,00€	3.700,47€	10.554,69€
2015 Agosto	9.046,47€	0,00€	5.002,45€	14.048,92€	8.321,38€	0,00€	4.571,17€	12.892,55€
2015 Septiembre	8.736,01€	0,00€	5.645,57€	14.381,58€	7.680,35€	0,00€	4.665,97€	12.346,32€

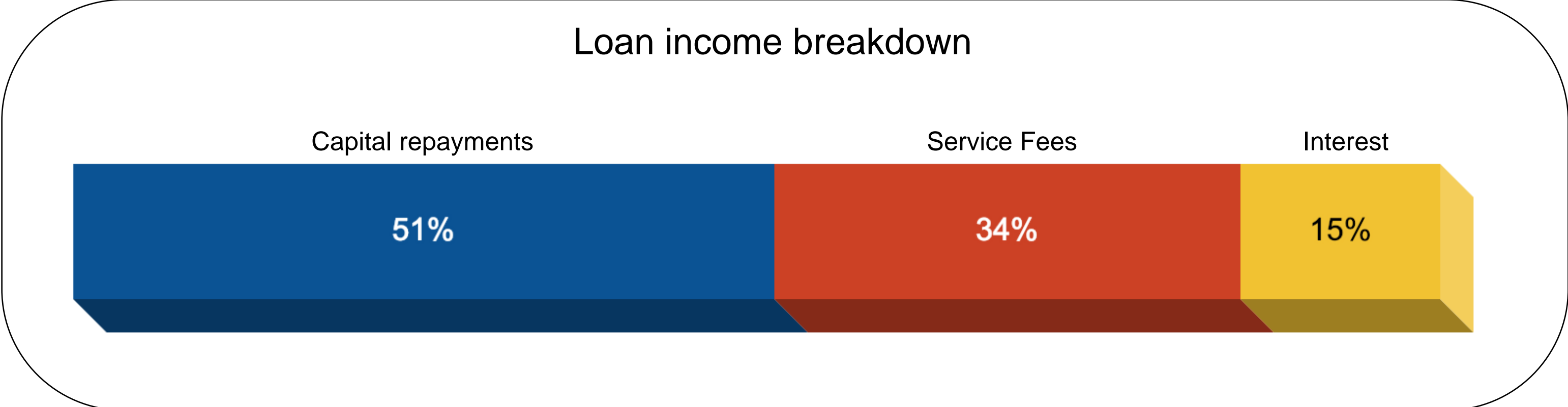
Attractive Loan Economics & Exceptional Capital Repayment Performance

The average loan income is broken down as follows

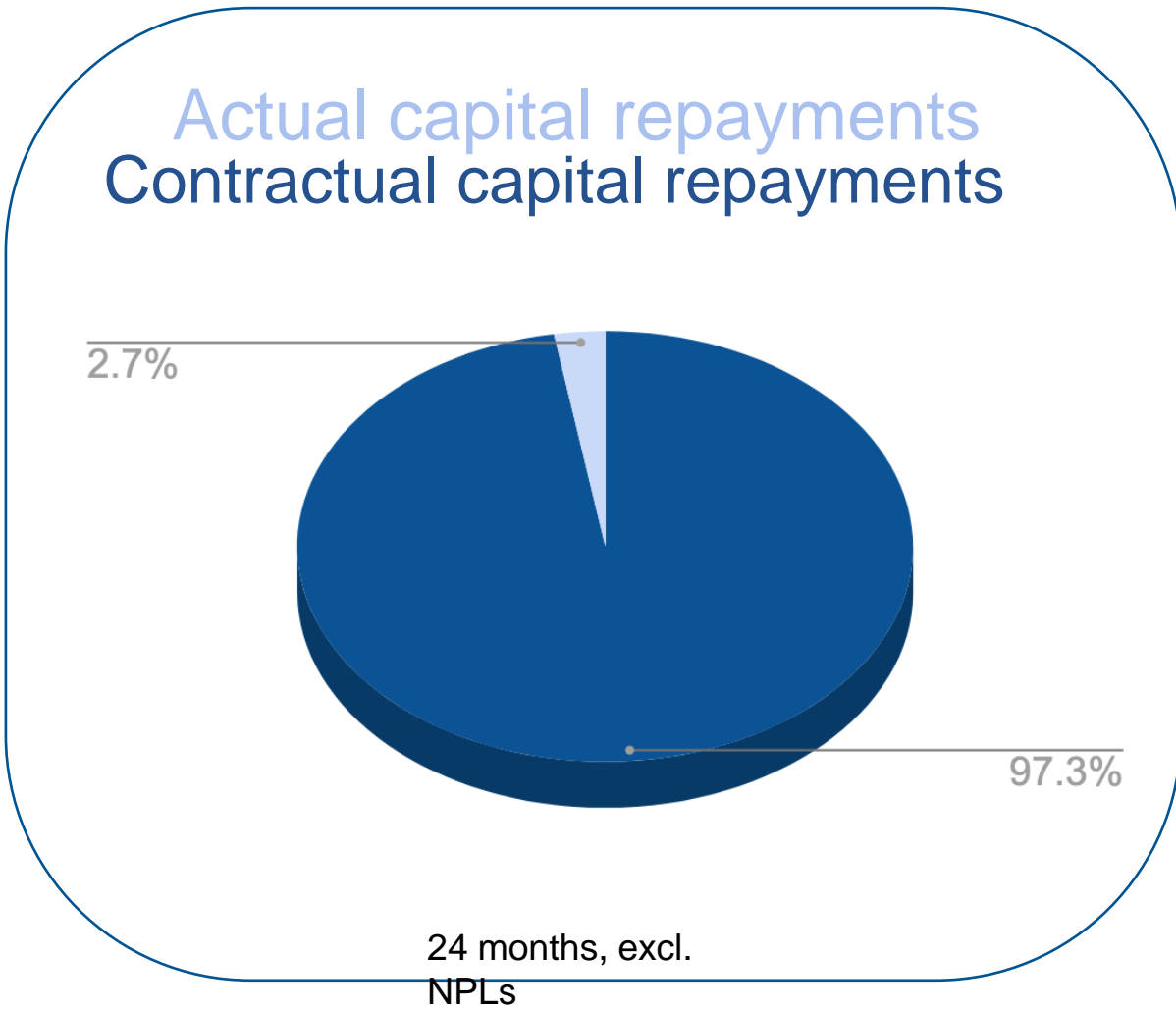
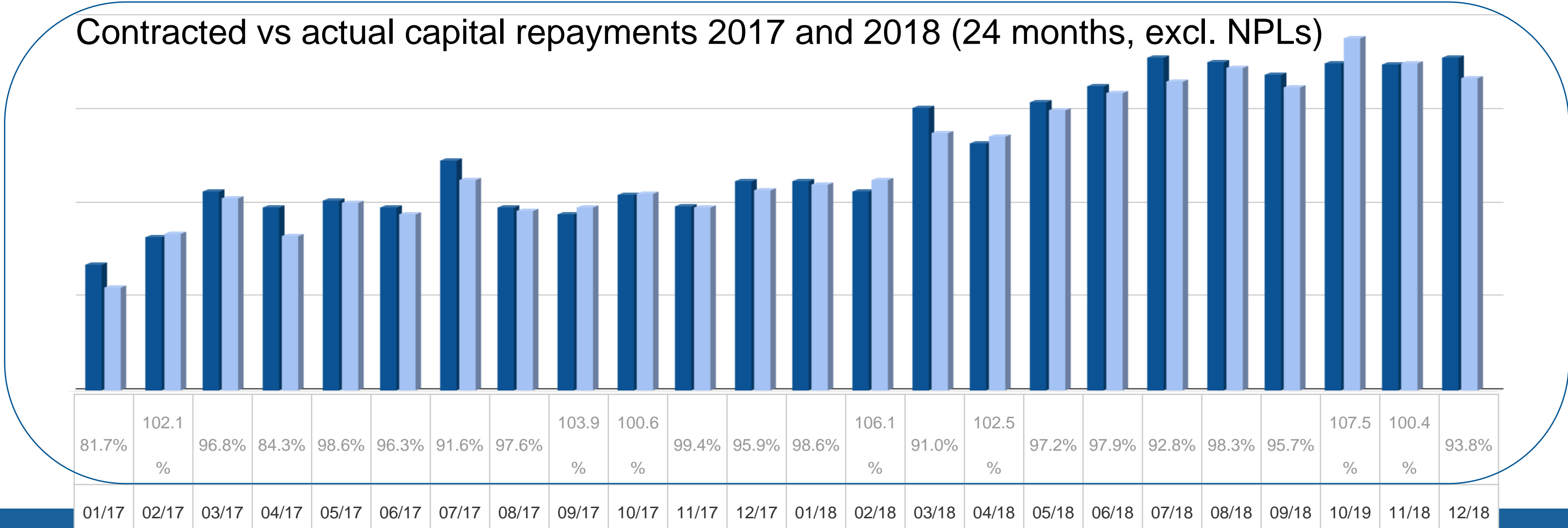
Average loan size
€3,400

Average duration
33 months

Average LTV 33%



Actual loan book performance deviates very little from the contracted payments schedule due to efficient credit management



Historical Defaulted Loans (“Non Performing Loans”)

Our main aim has always been to protect capital. We prefer to push for capital to be returned quickly, even with zero yield, instead of going through lengthy and expensive legal processes with uncertain outcomes. We do not seek disputes with delinquent borrowers but look for quick resolution.

Since 2014, and having issued over 450 loans worth around €1.5m, Ibanicar maintains an exceptionally low rate of non performing loans and with no actual credit losses over a 5 year period.

Our clients need their cars and even if they are unable to keep up contractual payments, a new payment schedule can usually be agreed well before the repossession procedure reaches its conclusion.

22% of NPLs were successfully restructured

78% were resolved in other ways

73% of the resolved NPLs resulted in a credit profit

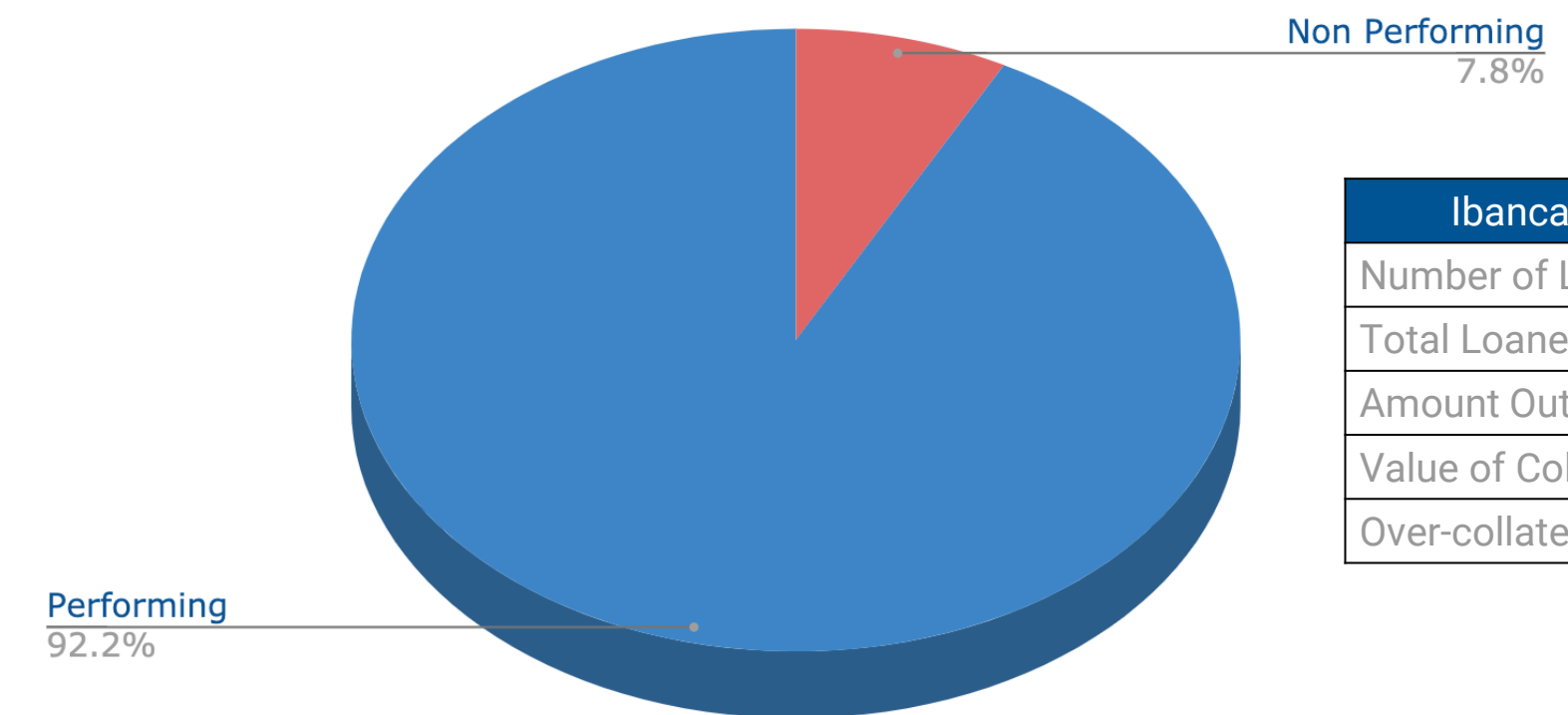
27% of the resolved NPLs resulted in a credit loss

The total recovery rate stands at 128%

Only 19% of resolved NPLs required physical recovery of the car

Current 60 Day + Non Performing Loans

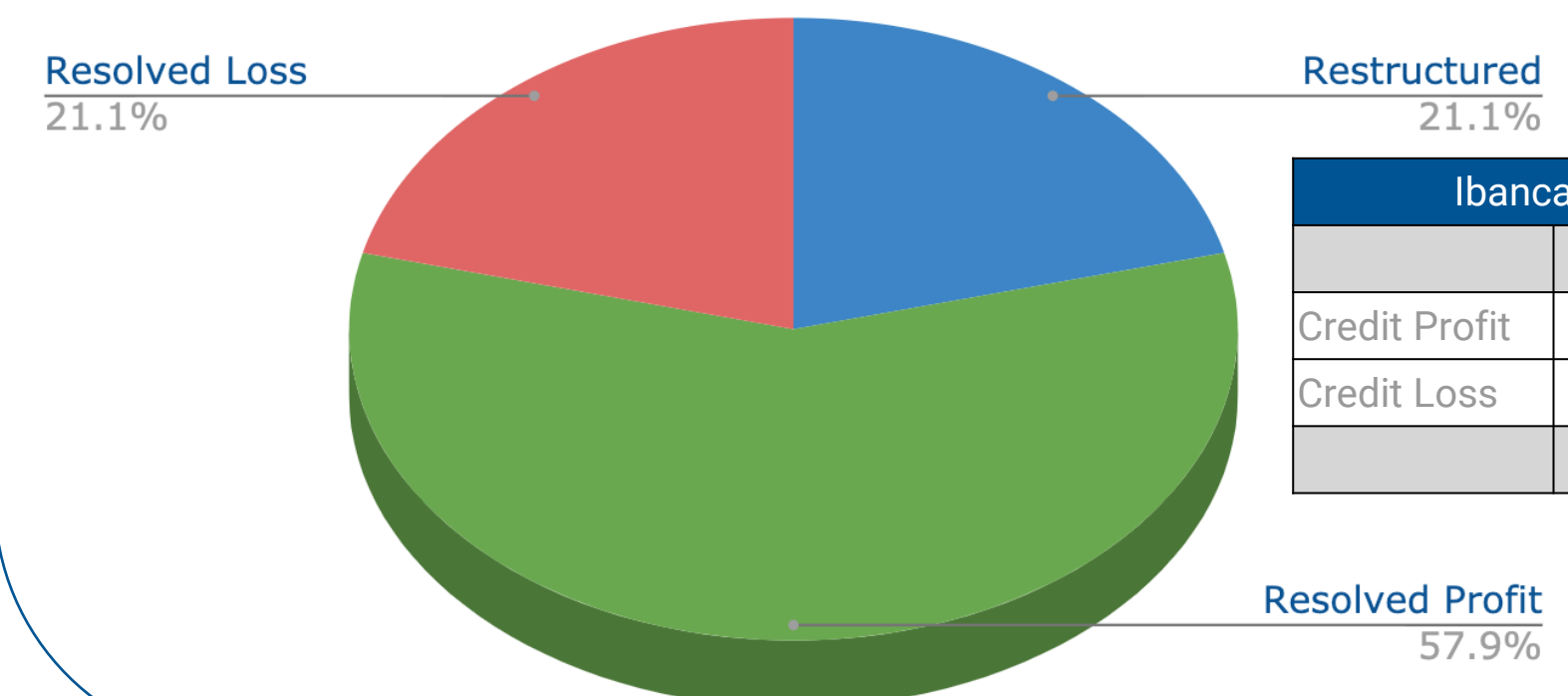
Current NPLs are 7.8% of capital



Ibanicar NPLs (Q1 2019)	
Number of Loans	12
Total Loaned Amount	49,000
Amount Outstanding	37,037
Value of Collateral	93,720
Over-collateralisation	253%

Cumulative NPL Resolution

80% NPLs resolved amicably and RR is in excess of 100%



Ibanicar Resolved NPLs			
	No	NPL	P&L
Credit Profit	22	60,000	35,200
Credit Loss	8	23,900	-11,800
	30	83,900	23,400

The Team

The Board brings both in depth market and company expertise as well as global access to relevant stakeholders

Founder & CEO



Alex Melis is an ex investment banker who was MD at Credit Suisse and BNP Paribas prior to founding Ibanicar. Prior to his banking career Alex spent 10 years working as a consultant and besides his financial knowledge brings management and organisational skills to the table.
Contact: a1@ibancar.com

Board Member



Erik Martel is a Harvard Business School graduate and ex Goldman Sachs banker with a 15 year track record in venture capital & private equity investing; he brings valuable experience and contacts that will help the company develop and implement its exit strategy for shareholders.
Contact: em@ibancar.com

Board Member



Farid Sedjelmaci is also a Harvard Business School graduate and ex Partner in the Financial Services practice at MsKinsey making him an expert in our sector with a deep understanding of consumer finance. Farid is also founder and CEO of a UK based FinTech start-up.
Contact: fs@ibancar.com



General Manager
Ester Ruiz Nuñez



Financial Controller
Zenobia R



Senior Developer
Jesús S



Developer
Jose A



Risk Manager
Veronica P



Accountant
Lourdes R



Operations Manager
Ana G



Customer Service
Antonela M



Customer Service
Mercedes M