



iCredit Romania Performance 2019/2020

Company Profile



Established in
2011



Currently, iCredit is a
**major NFI in
Romania**



Providing personal loans
from 500-10000 RON



Promoting
Friendliness



Repaid
weekly/monthly



Approval within
24 hours



Promoting
Speed



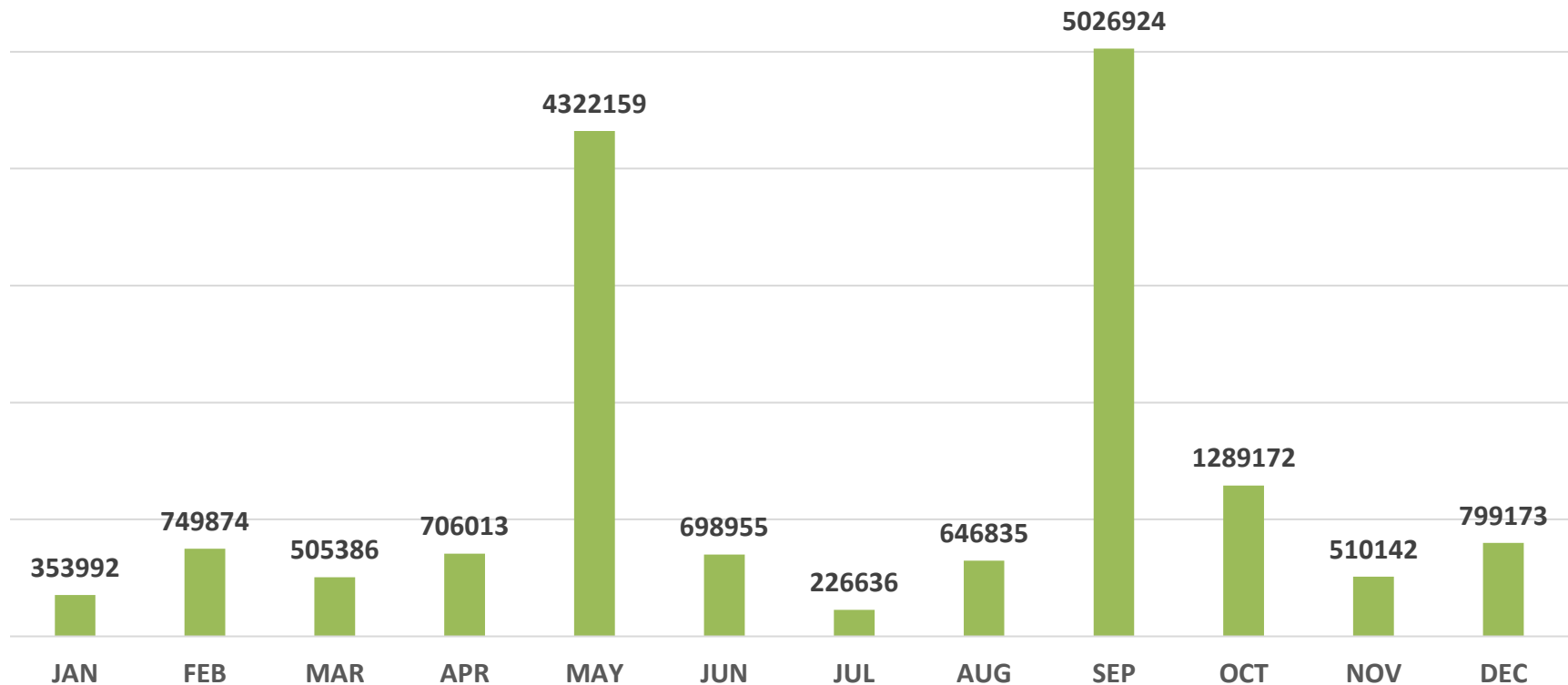
Promoting
Ease of Access

In the beginning

- iCredit Romania opened its doors in 2011 and for the first two years, the investments have succeeded the profit, like it is natural for new businesses with extensive operations.
- Between 2014 and 2016, iCredit entered a developing period in which it has registered a 6.7 mil. euro profit.
- Year over year, iCredit has grown significantly and tends to expand continuously, stably and sustainably.

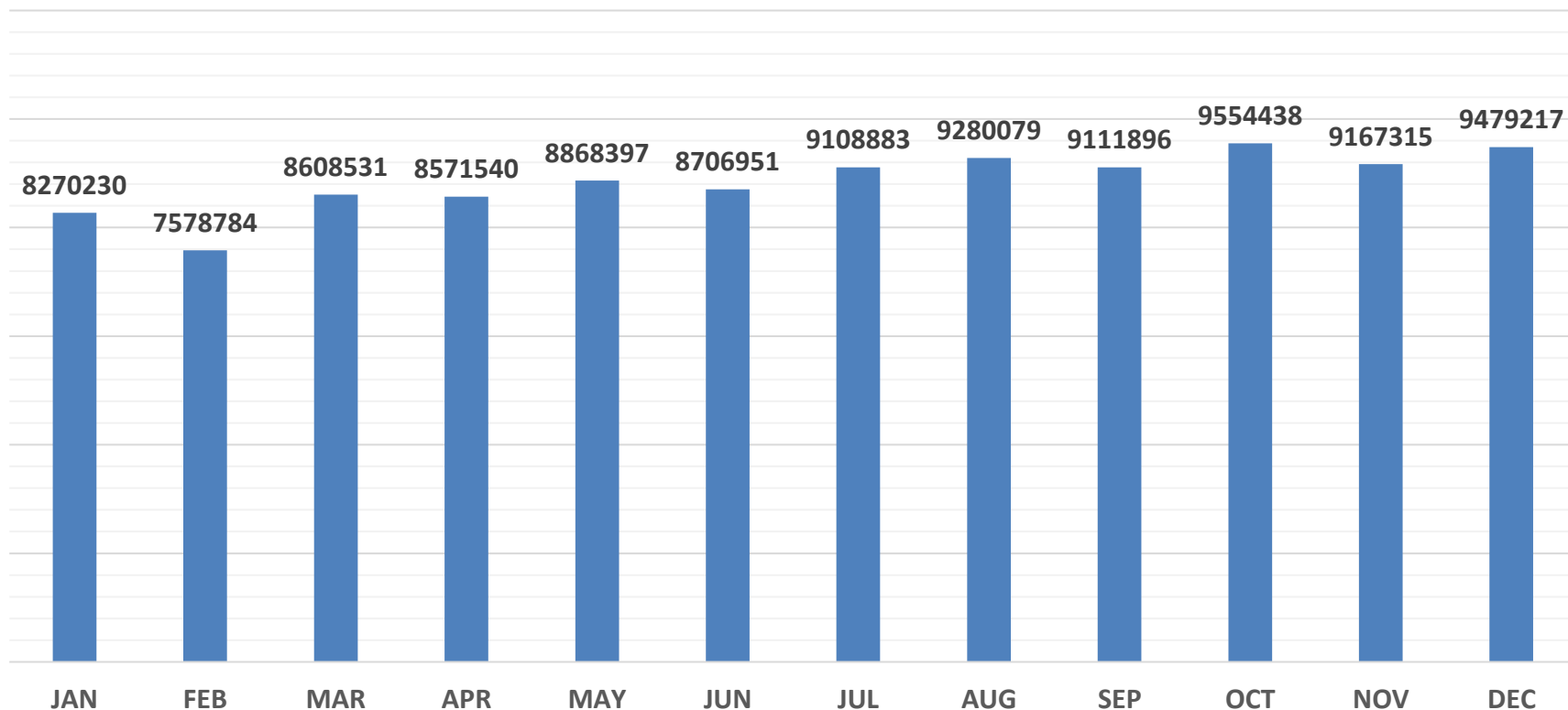
Profit (before tax profit) 2019

- In 2019, iCredit Romania had a total gross profit of 3.27 mil. Euro.



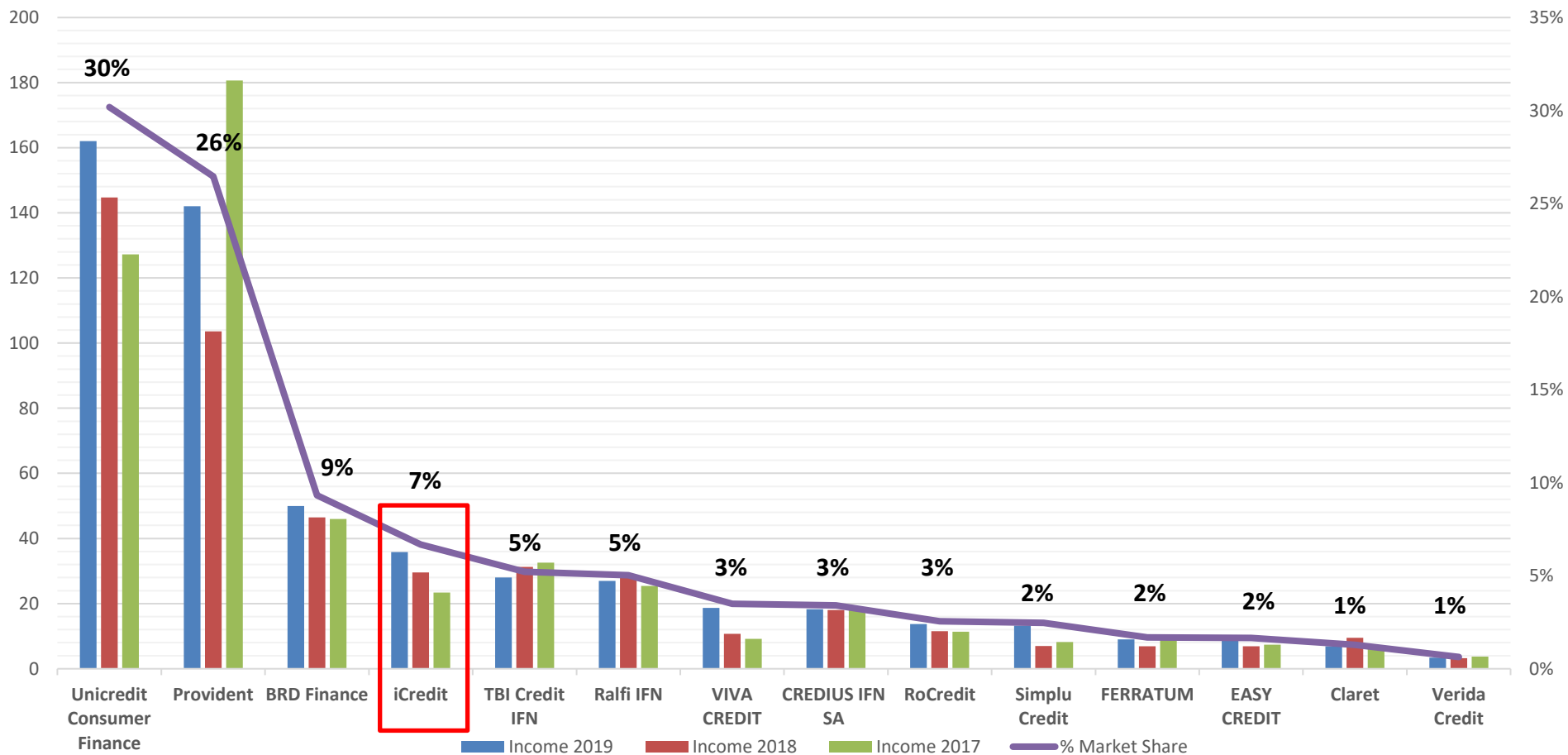
Income from Revenue in 2019

- The income from revenue has been increasing in the second half of 2019, with an average of 8 858 855 RON/month.



2019 Romanian NFIs Top

- In 2019, iCredit Romania ranked as number 4 on the NFIs Romanian market, according to income and market share.



Legislative changes and our reply

- The year 2019 started for iCredit with a sudden legislative change imposing tighter credit rules to reduce general indebtedness rate, thus limiting indebtedness-to-income rates for all individuals to 40% for RON loans.
- In this environment, iCredit has launched in 2019 the iBusiness product, a project strategically built to target PFAs (Physical Authorized Person) to serve clients which are not affected by the 40% indebtedness rate.

2020 for iCredit at a glance



33744 loans sold
Between Jan –Jul 2020

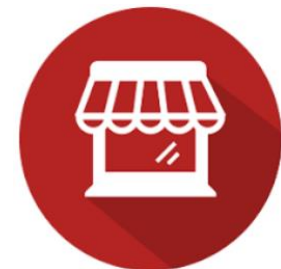


Strong team of
+1350
employees and associates

New loan repayment method
**Online – using
debit/credit cards**



National coverage in
105 offices



COVID-19 measures

- Measures to protect the clients and employees and prevent the spreading of COVID-19 were swiftly implemented in March 2020.

- NEW Instalment payment method implemented in April

ONLINE PAYMENT USING DEBIT/CREDIT CARD

on www.icredit.ro



+7750

Online Payments
Between Apr – Jul 2020

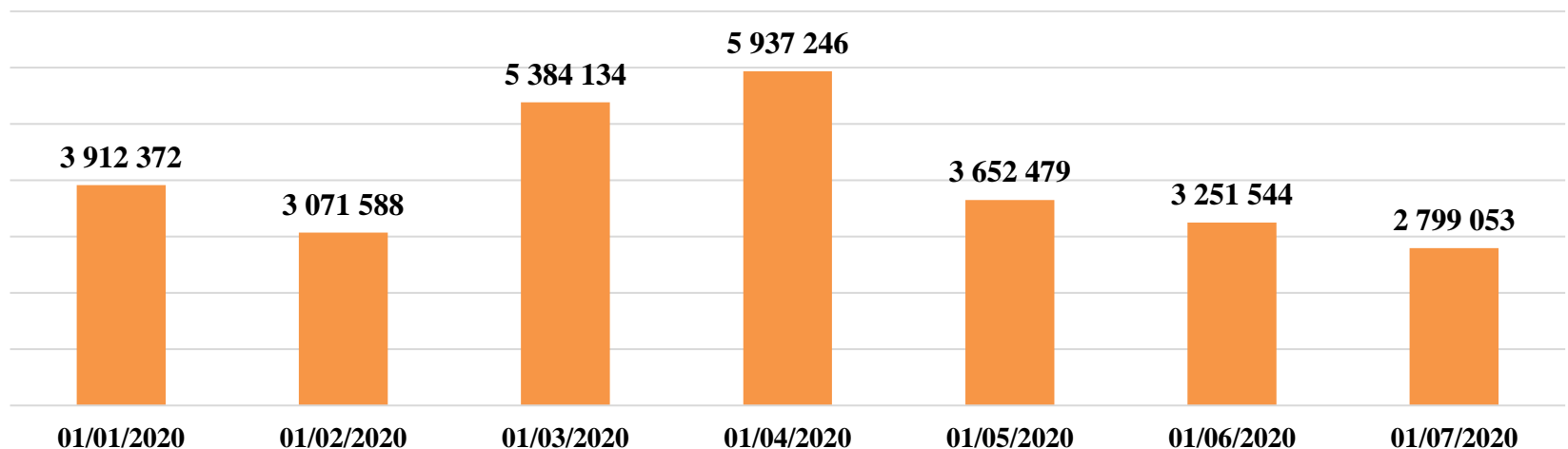


+1.9 MIL. RON

Collected through online
payments since launch

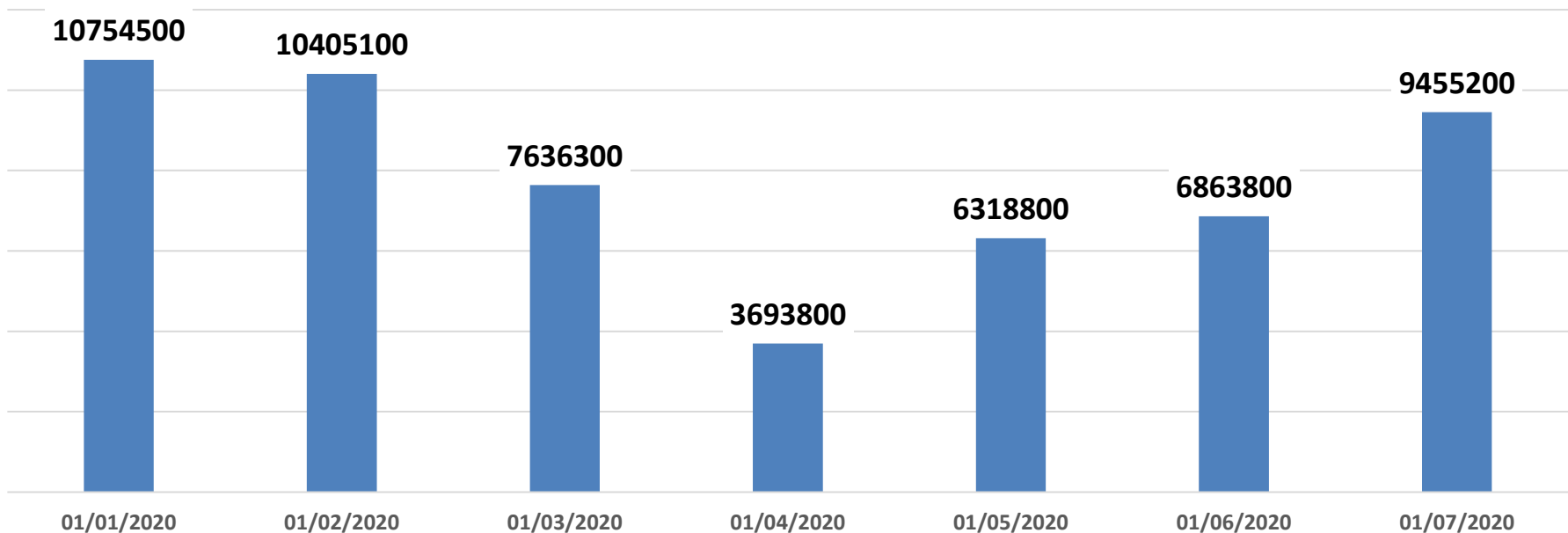
Credit Delays

- Due to a Governmental Urgent Ordering, the postponing of the instalments was possible, with certain conditions.
- Also, in March-April, the coronavirus crisis was in full effect, and starting with April, the delays started to decrease.
- In July 2020, the delays are at the lowest point for the past 12 months.



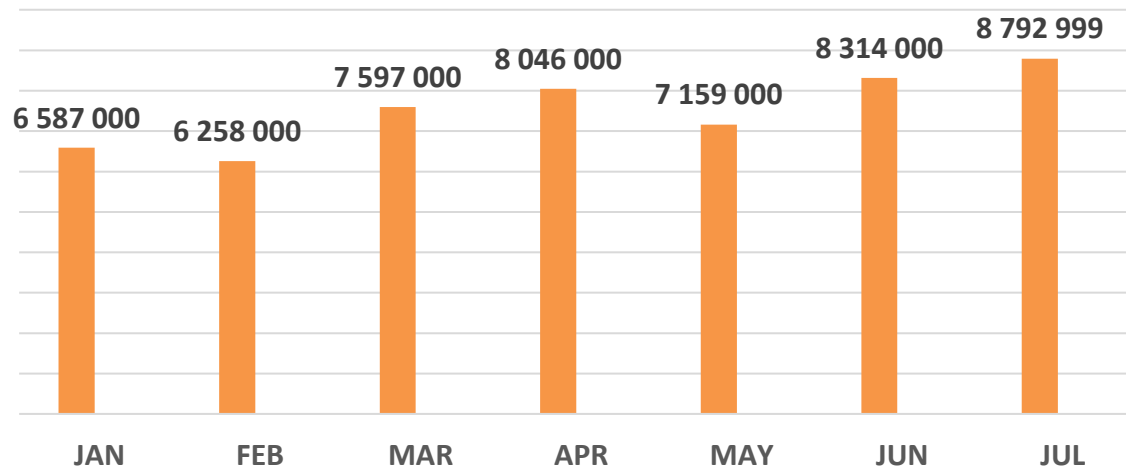
Value of Principals Sold

- During the peak of the crisis, the lending was curated and the value of principals sold was carefully selected.
- In July, the total value of principals was nearing the values from Jan-Feb 2020.



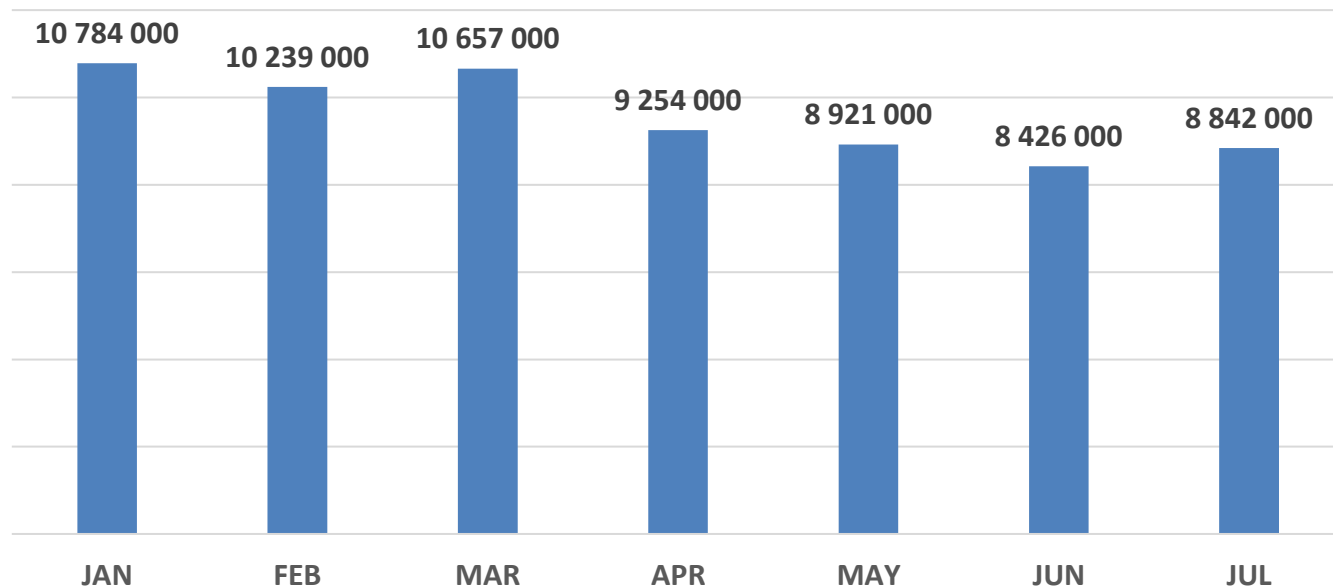
Cash flow at the end of period / monthly 2020

- The situation of cash flow was absolutely exceptional and was very well managed during COVID 19 period.
- Although iCredit repaid a commercial loan in 2020 in total amount of 1.750.000 Euro and paid dividends in April 2020 of 500.000 Euro, the cash flow trend was still positive in 2020:



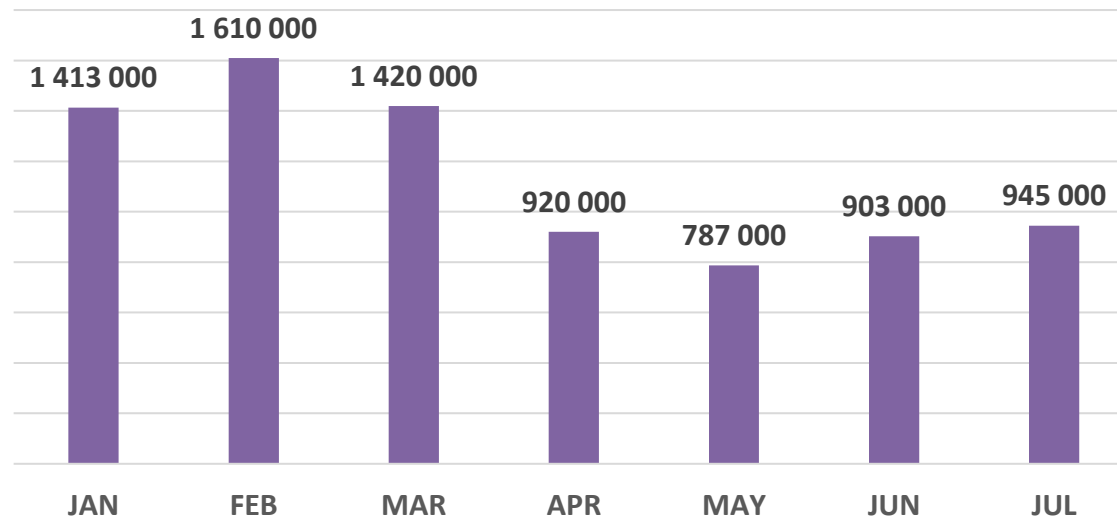
Income from Revenue in 2020

- The beginning of the COVID-19 had some impact in revenue, but the decrease was not significant.
- Starting with July 2020, the trend had already started to increase again.



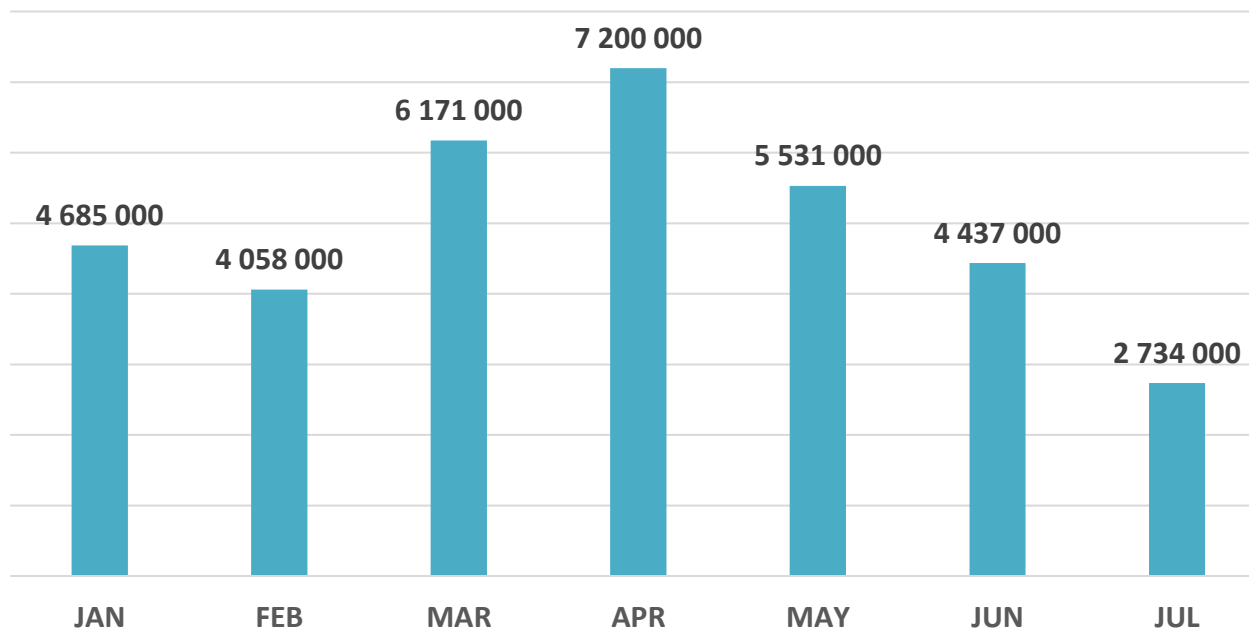
Monthly OPEX in 2020

- In order to reduce the negative effects of COVID-19, starting with March 2020, a detailed re-budgeting was done in a very efficient manner and, in this way, the real cost was very well optimized.



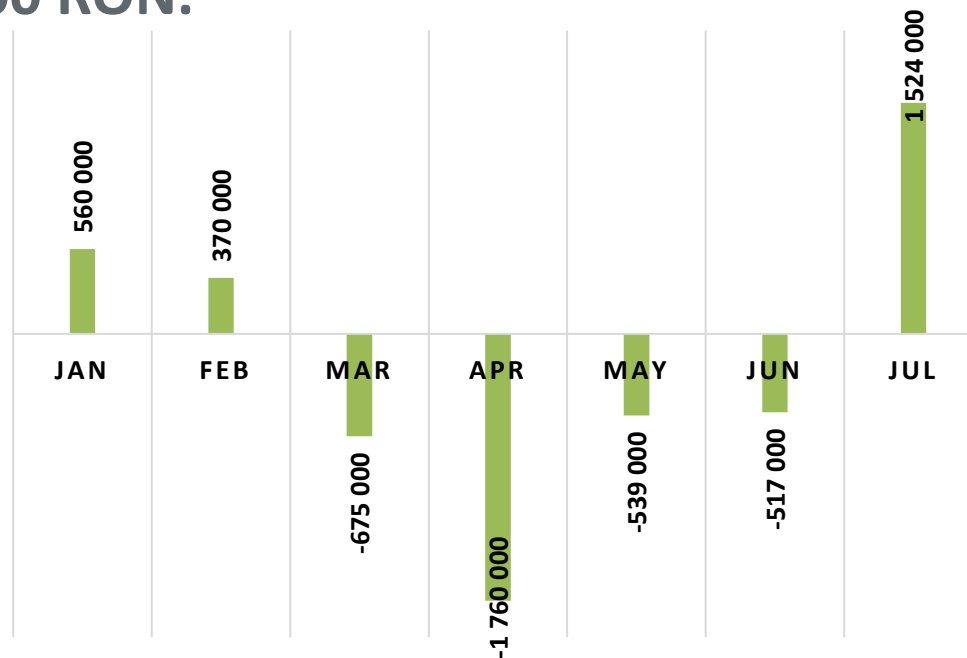
Monthly Impairments 2020

- Even if Impairments increased in March and April, due to the COVID-19 outbreak, the impairments decreased spectacularly between April and July 2020.



Profit (before tax profit) 2020

- All the decisions and efforts to optimize the cost, keeping income in a normal level and also reducing impairments after April 2020, had a very good results in July 2020 with a profit of 1 524 000 RON.



iCredit

THANK YOU!