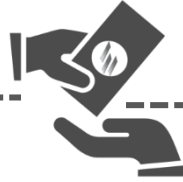


iCredit Sp. z o.o.
Poland
performance 2019/2020

Company Profile



Established in 2014,
28th of January



Providing personal loans
from 300-11250 PLN



Repaid
weekly/monthly



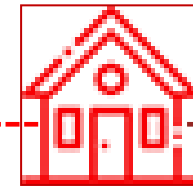
Approval within
24 hours



Each customer
approached
individually.

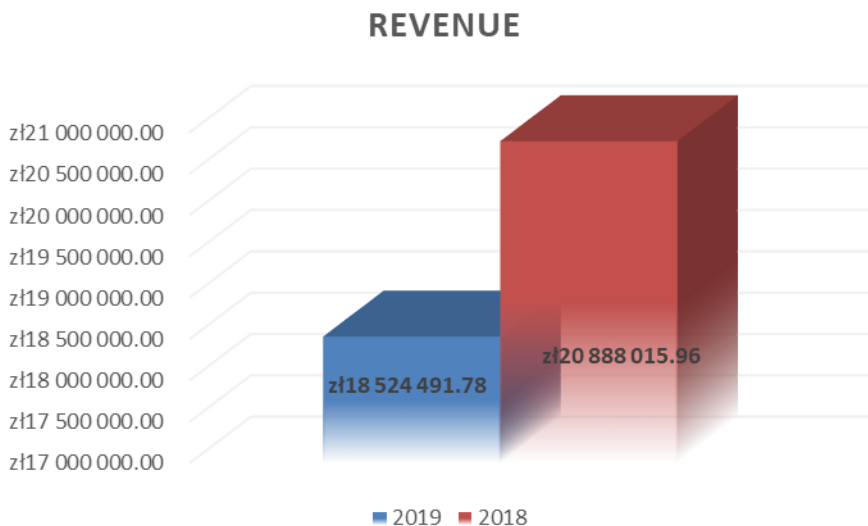


Proper installment amount. Credit Advisor will help to choose the best repayment system taking into account the financial capabilities and low weekly installments adapted to the budget

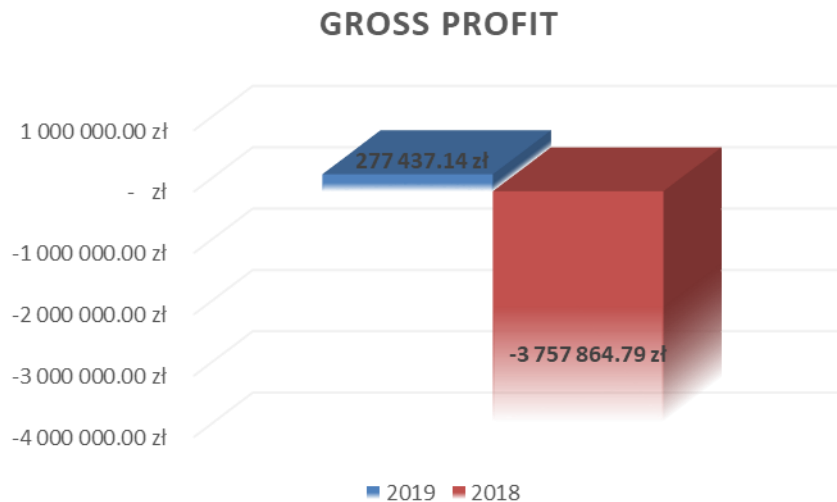


Personalized
Customer
Advisor
service

Revenue 2019 vs 2018

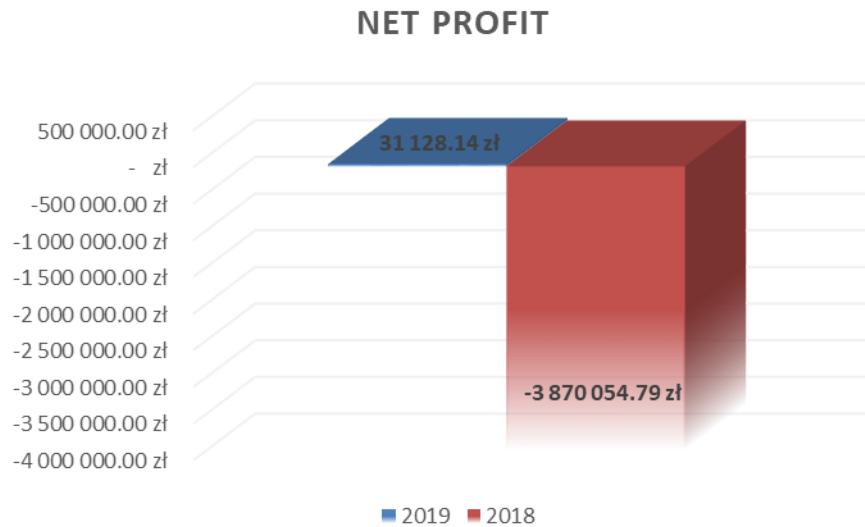


Gross profit/loss 2019 vs 2018



Lower revenue in 2019 is the result of changing the sales policy. Changing of the sales targets from principal to count of credits reduced the risk of unpaid debts. It had a direct impact on the collection improvement and on the final financial result as well.

Net profit/loss 2019 vs 2018



The confirmation of the previous slide is fact, that iCredit Poland in 2019 recorded a profit for the first time since the establishing.

2020 for iCredit Poland

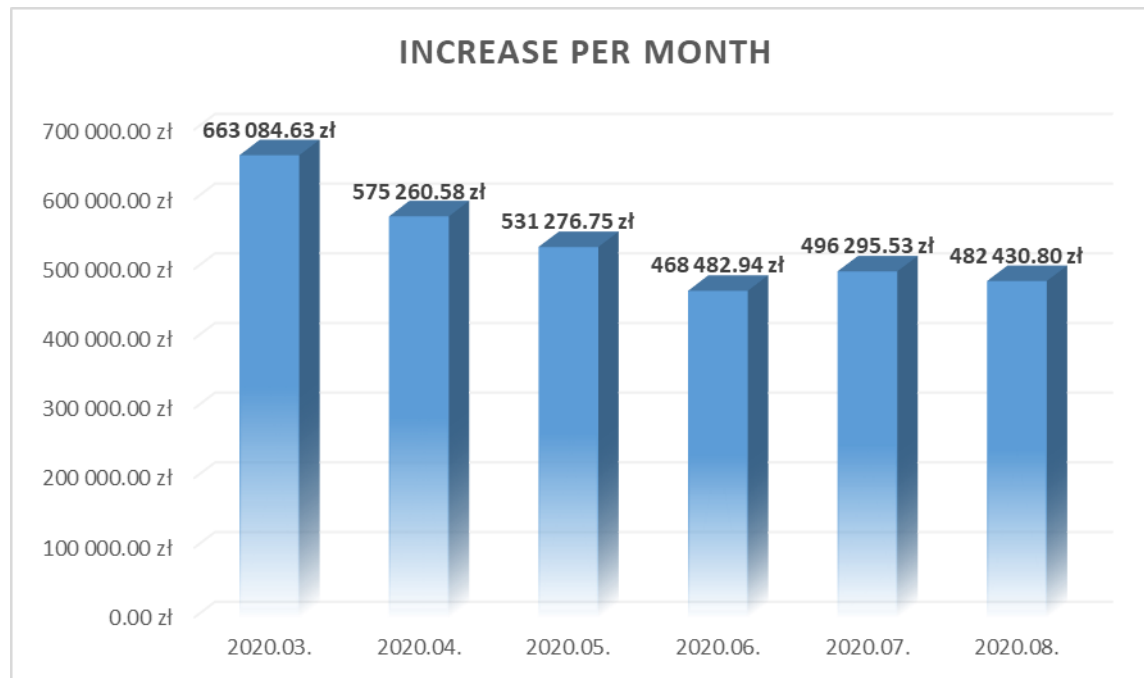
- **9 391 credits sold in period 01.01.2020-31.07.2020**
- **Further expanding – opening new regions**
- **Further development of the new project of iCredit – Money Shops**
- **Technological development:**
 - **improvement of internet marketing;**
 - **new payment method – online;**
 - **in second half of the year further development of the company's operating activities (e.g score card, loan disbursement process)**
- **Extending the offer with new additional services allowing to keep the revenue at a similar level after the government reduced NIC limit due to COVID.**

COVID-19 measures

- ❖ **In march 2020 were provided measures protections for clients and employees of iCredit**
- ❖ **New payment method provided on <http://www.icredit.pl/>**
- ❖ **“credit vacations” were implemented – break in repayment of the credit on certain terms**
- ❖ **Costs discipline, while providing employees with all necessary protection measures**
- ❖ **Increasing activities leading to the sale of more profitable products**
- ❖ **Introducing new product in accordance with lower limit of non-interest costs**

Delays results

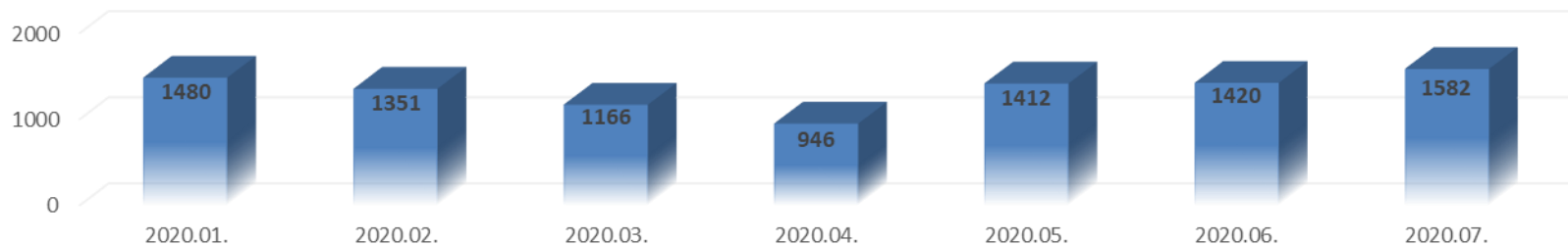
After critical moment in March, since April delays started to decrease.



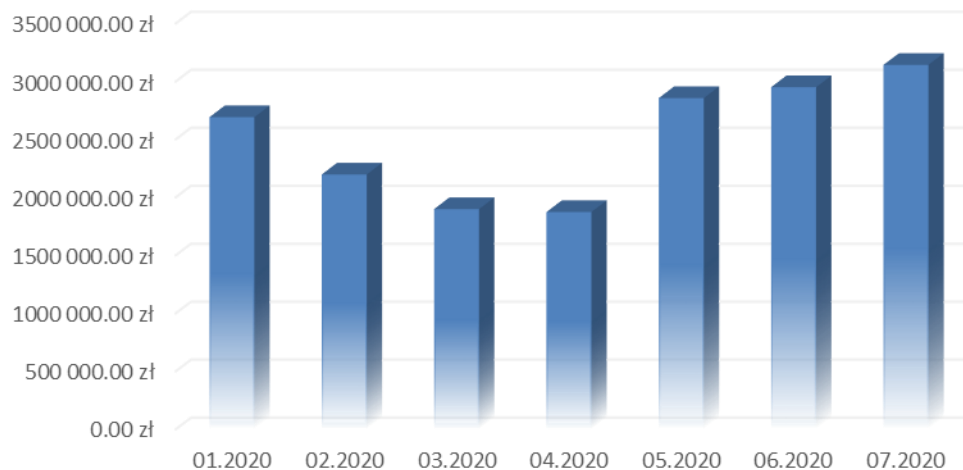
Sales 2020

Currently we sell more, even compared to the time before COVID

COUNT OF CREDIT

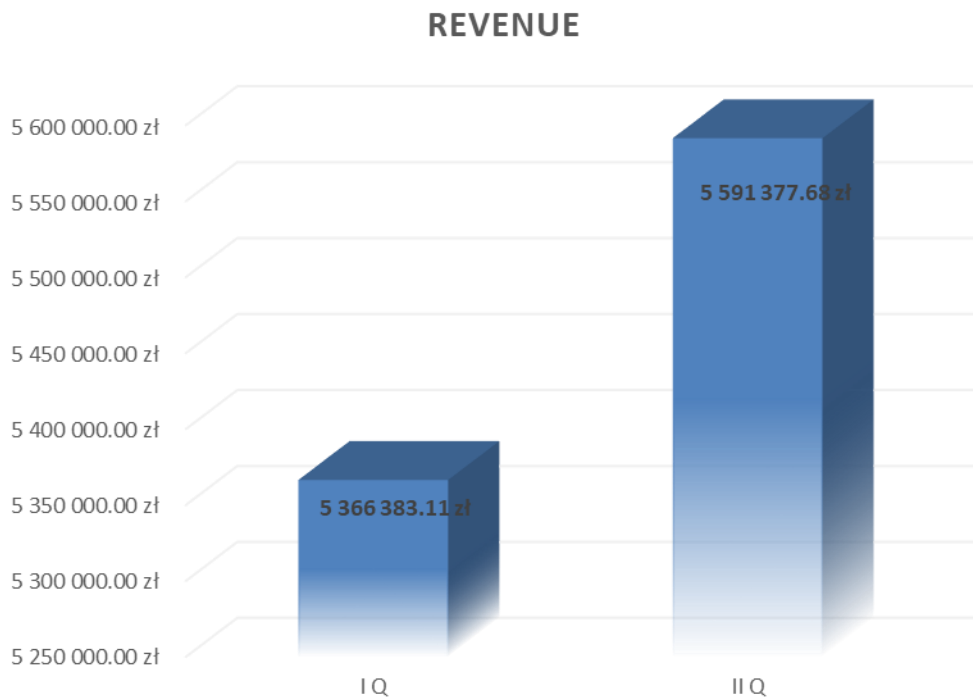


PRINCIPAL



Income from revenue 2020

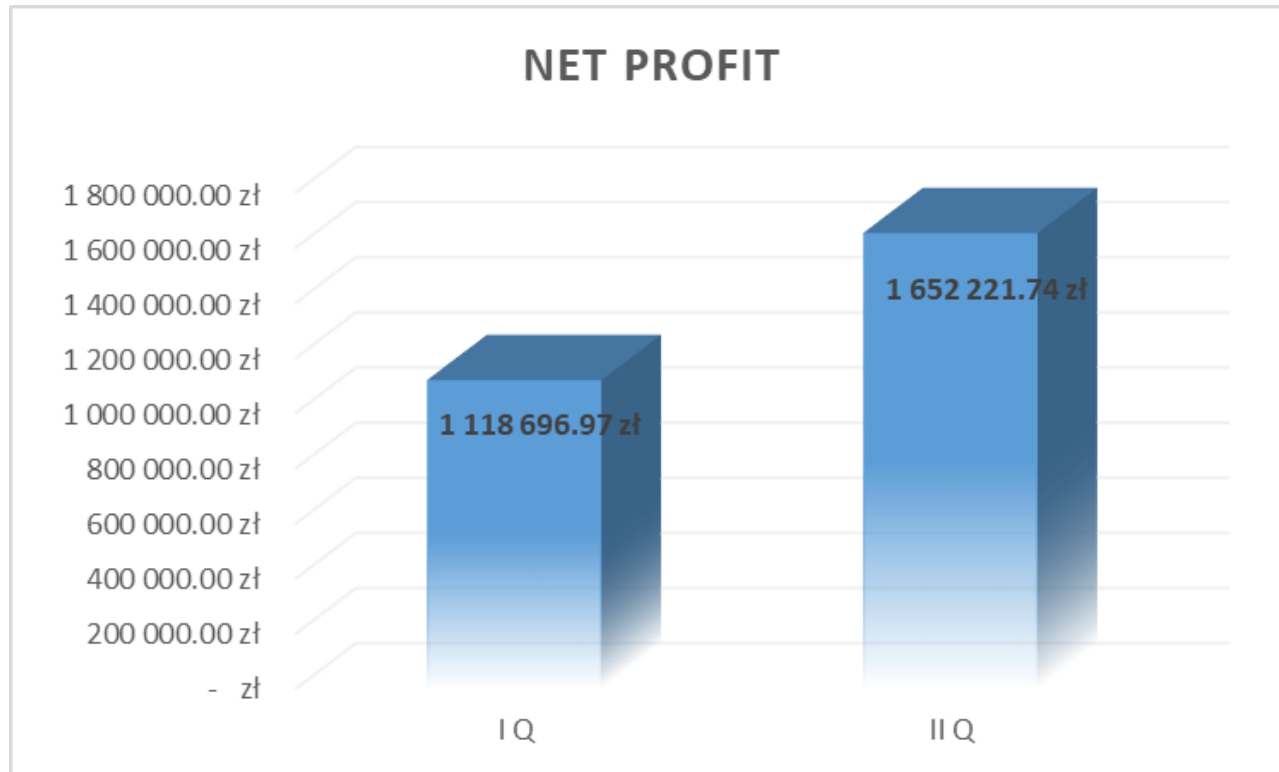
Despite the crisis on the market and the government's reduction of the NIC limit, iCredit has increase of revenue.



Gross profit 2020

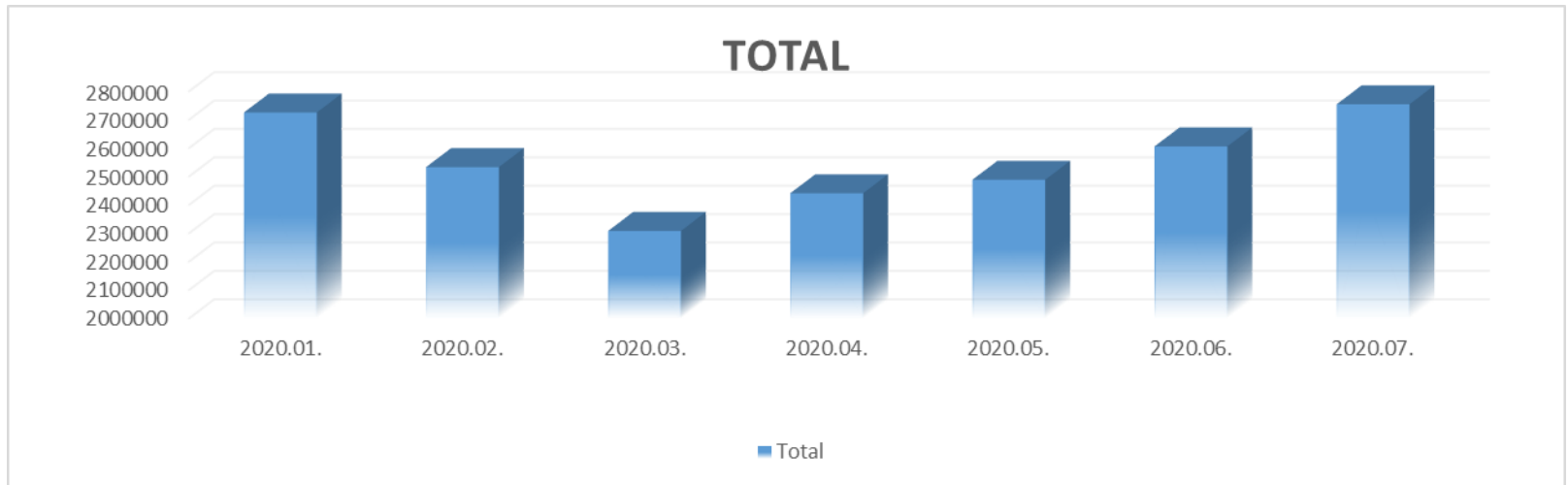


Net profit 2020



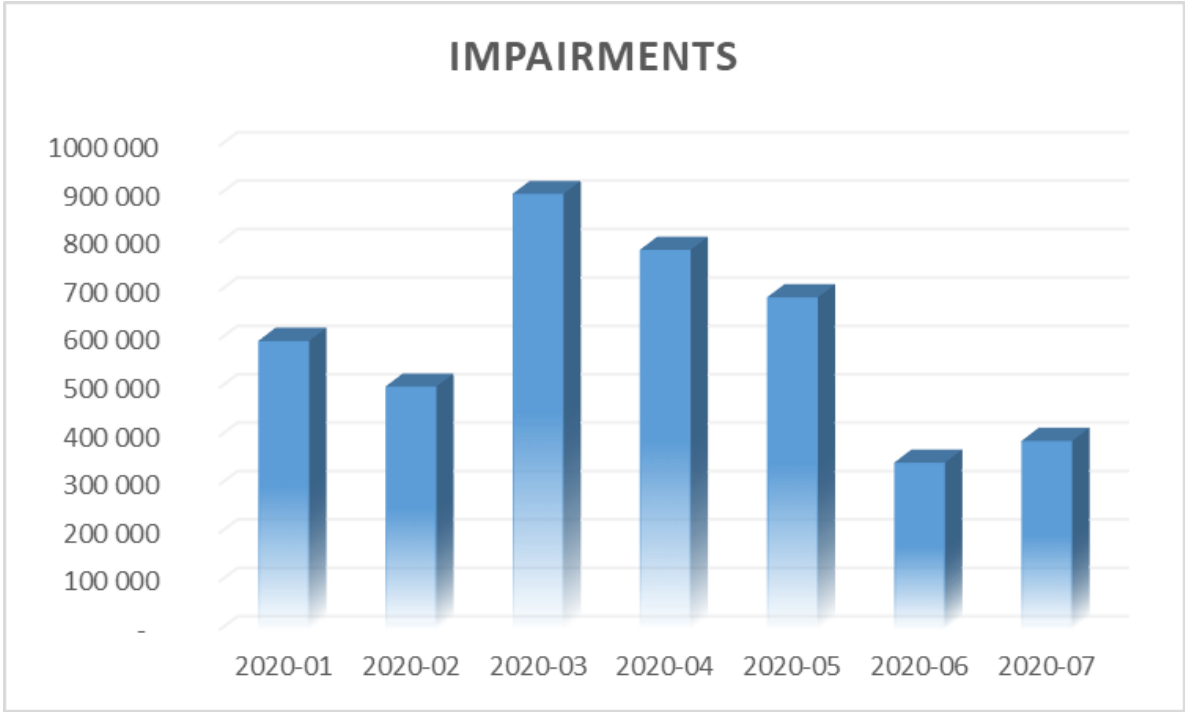
Collection 2020

In spite of the hard situation during the covid crisis, drop of collection was not significant, and remained stable – decrease was around 9% in March compared to February. Since April it is increasing trend.



Impairments 2020

Currently, impairments are lower than before March 2020.



iCredit

iCredit Poland

INTERNATIONAL STANDARD

www.icredit.pl