

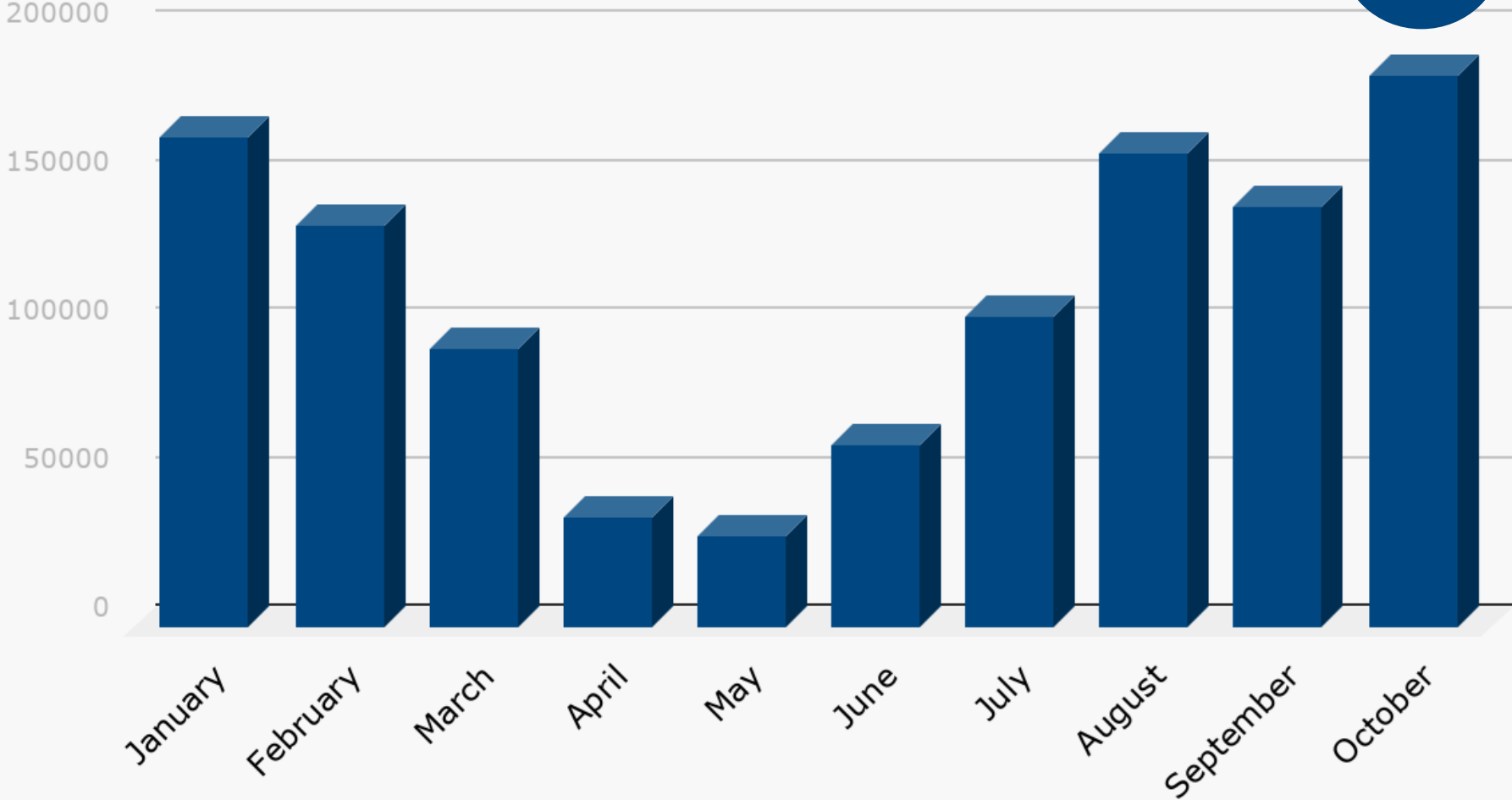
Ibanca Key Financial Figures

Oct'20 YTD Actuals & FY20 Forecast

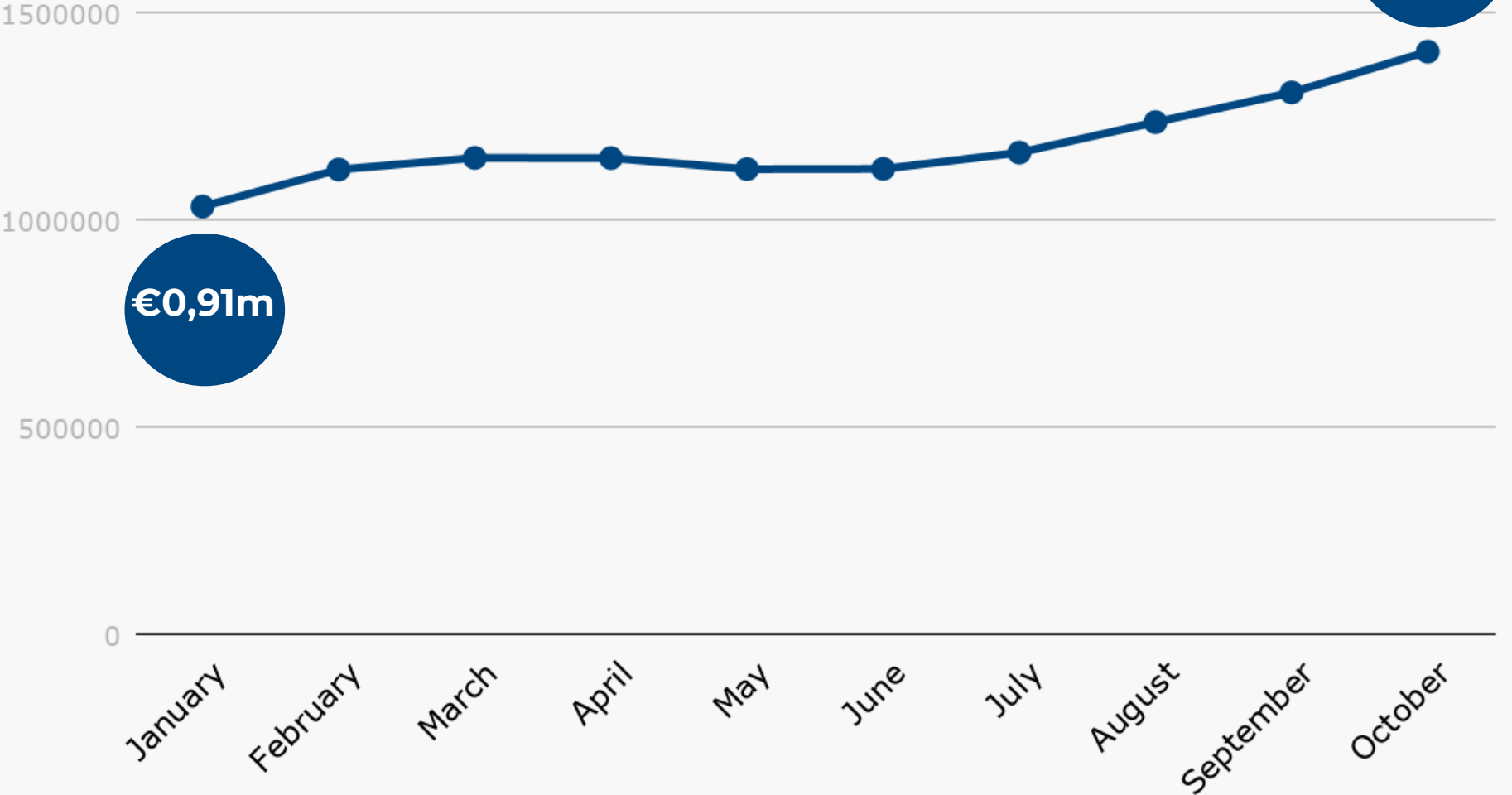


Key Performance Indicators – Oct '20 YTD Actuals

Issuance

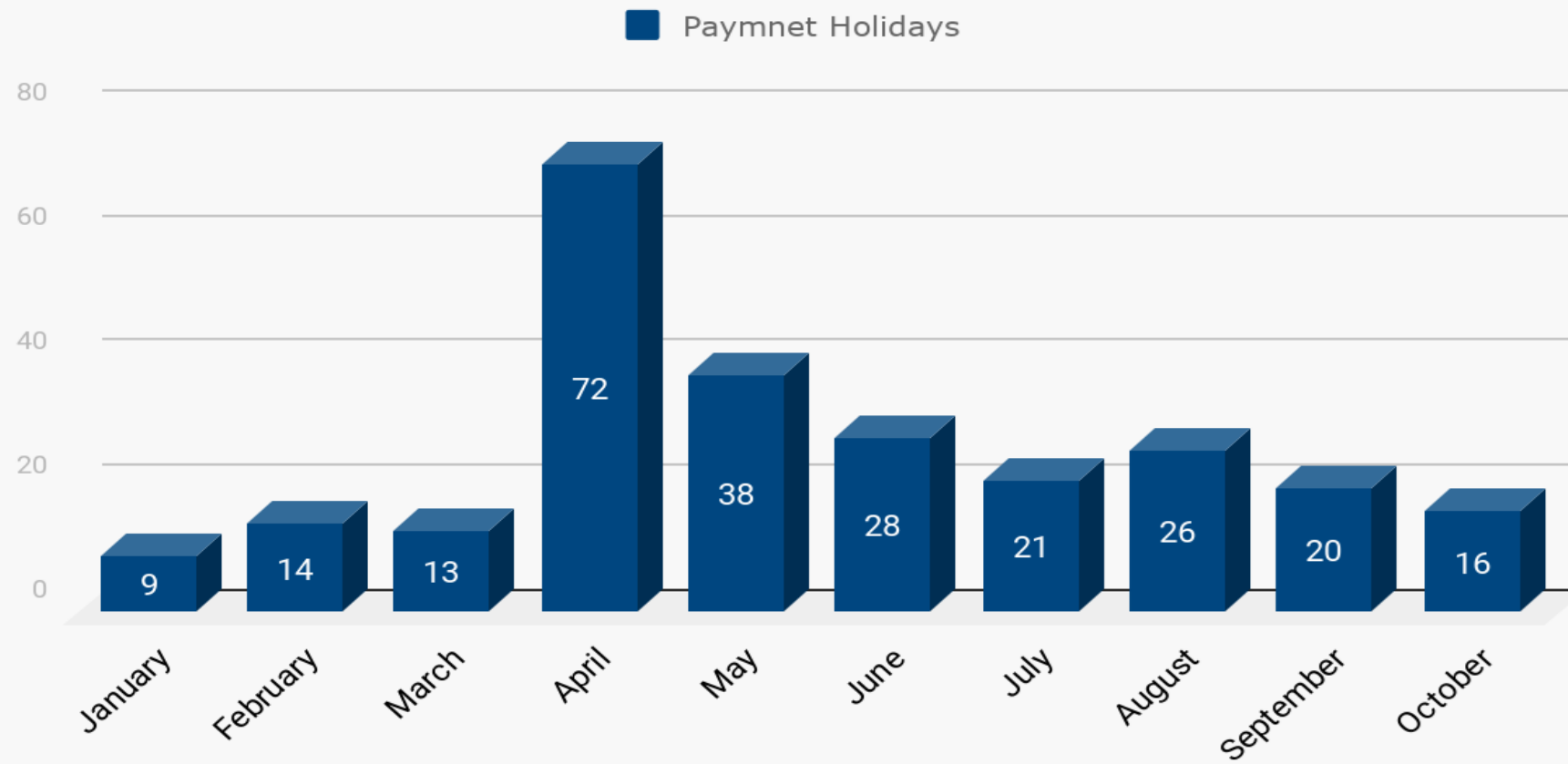


Loan Book

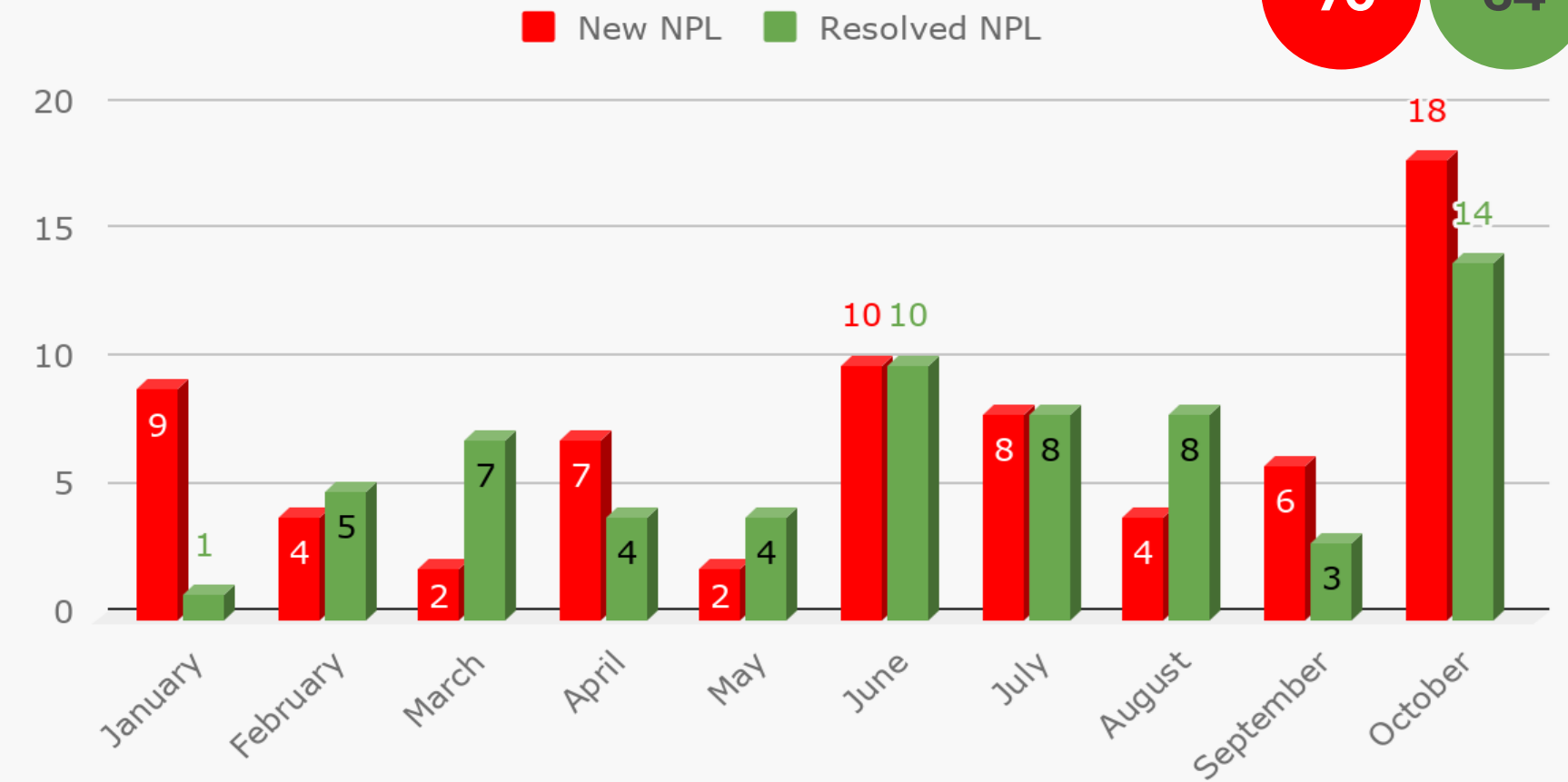


Key Performance Indicators – Oct '20 YTD Actuals

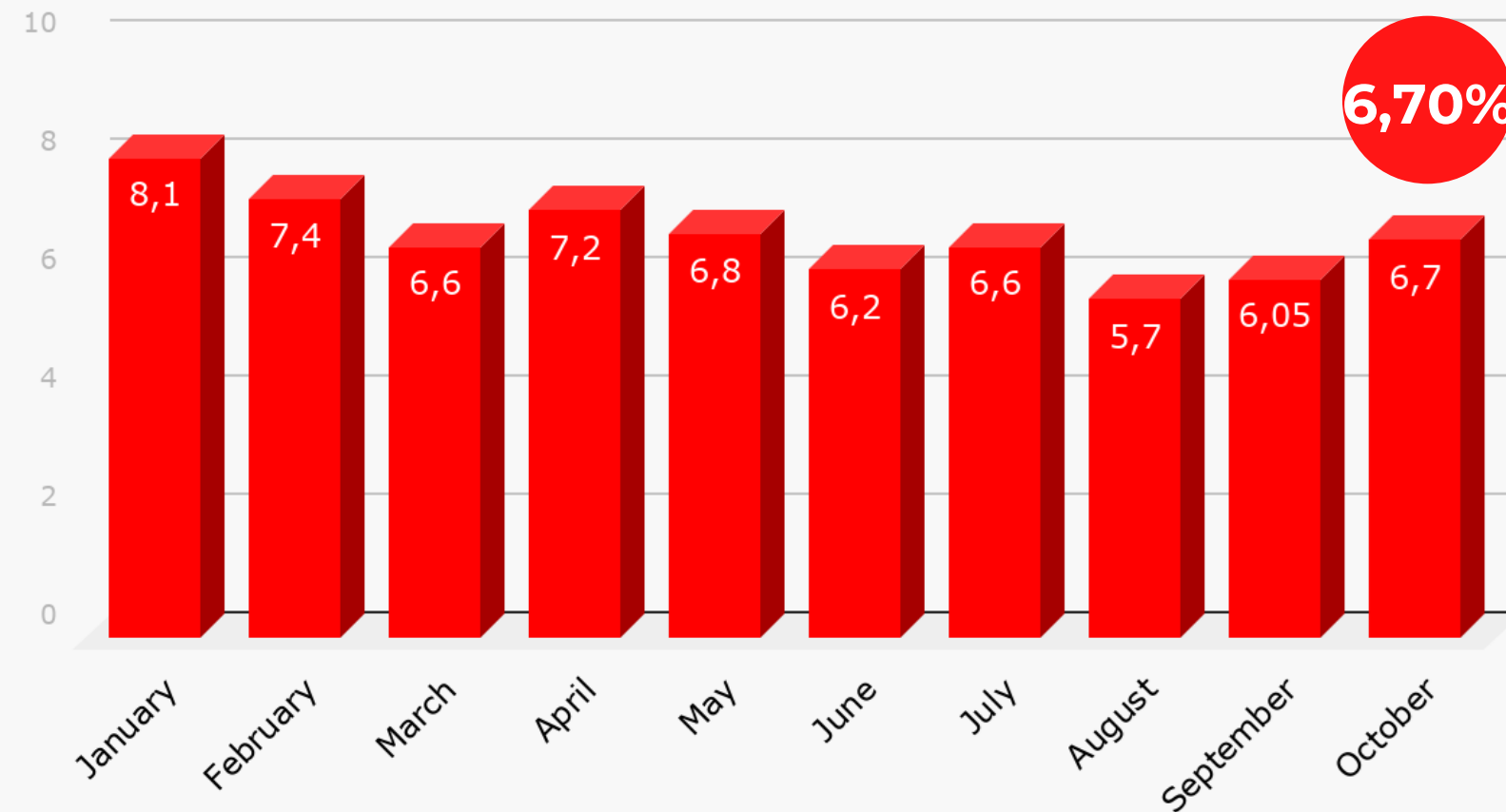
Payment Holidays



New NPL vs Resolved NPL



NPL%



Key Balance Sheet Figures – October Actuals

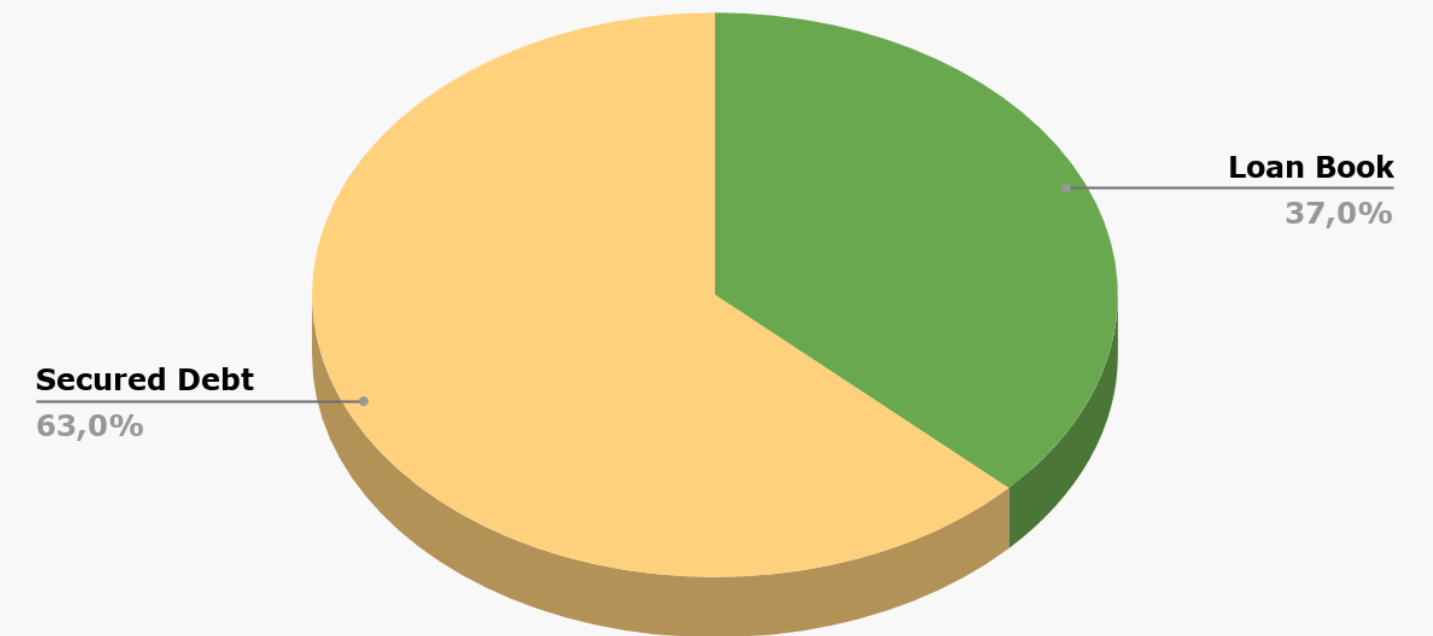
Loan Book
1,421,929

Loan Book Equity 530,546

Secured Debt 891,383

Corporate Debt* 195,194

*Excludes asset leases



Financials – Oct '20 YTD Actuals + Nov-Dec '20 Forecast

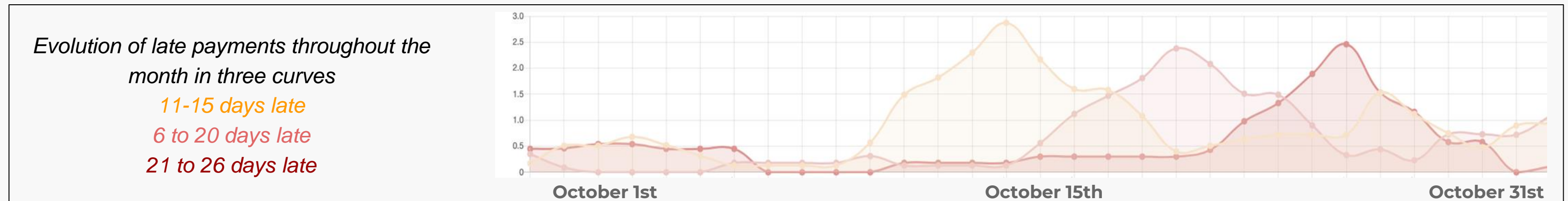
Profit & Loss €'000	Actuals Q1'20	Actuals Q2'20	Actuals Q3'20	Forecast Q4'20	Forecast FY20
Total Revenue	220	159	229	226	834
Impairments	0	0	0	(42)	(42)
Funding Costs	(27)	(29)	(18)	(32)	(106)
CAC	(19)	(10)	(19)	(28)	(76)
Operating Costs	(73)	(28)	(40)	(27)	(167)
Contribution Margin	101	92	152	97	442
<i>Contribution Margin %</i>	<i>46%</i>	<i>58%</i>	<i>66%</i>	<i>43%</i>	<i>53%</i>
Overhead Costs	(118)	(119)	(171)	(215)	(622)
Operating Profit	(17)	(27)	(19)	(118)	(180)
Depreciation & Amortization	(2)	(2)	(4)	(4)	(11)
Financial Activity	5	(9)	(7)	(44)	(55)
Profit Before Tax	(13)	(38)	(30)	(165)	(246)
Income Tax expense	0	0	0	0	0
Net Profit/(Loss)	(13)	(38)	(30)	(165)	(246)
<i>Net Profit/(Loss) %</i>	<i>(6%)</i>	<i>(24%)</i>	<i>(13%)</i>	<i>(73%)</i>	<i>(29%)</i>

Balance Sheet €'000	Actuals Q1'20	Actuals Q2'20	Actuals Q3'20	Forecast Q4'20	Forecast FY20
Loan Book	1,165	1,136	1,322	1,548	1,548
Cash and Cash Equivalents	199	184	614	1,000	1,000
Total Assets	1,585	1,571	2,205	2,821	2,821
Financial Debt (P2P)	807	855	892	929	929
Financial Debt (Other)	295	212	200	195	195
Total Debt	1,101	1,066	1,091	1,125	1,125
Accounts Payable	11	28	35	34	34
Other Liabilities	25	68	48	47	47
Total Liabilities	1,138	1,162	1,175	1,205	1,205
Capital and Reserves	504	504	1,156	1,906	1,906
Retained Earnings	(45)	(45)	(45)	(45)	(45)
Earnings from Current Period	(13)	(51)	(81)	(246)	(246)
Total Equity	447	408	1,030	1,616	1,616
Total Liabilities and Equity	1,585	1,571	2,205	2,821	2,821



Risk Management

Overall collections are more difficult than pre COVID but we continue to see that distressed borrowers are looking for solutions in order to protect their car. The loans that end up in car recoveries are borrowers that unfortunately do not have any means to make payments. Total late payments (6 to 26 days) at month end were 3.43% of capital which is a significant month on month increase over the 1.68% at the end of September.



In October we saw the wave of payment holidays from April and May turn into missed payments and NPLs. The number of NPL cases during October was 300% of the monthly average and although there are many more cases to deal with the improvements in our recovery process have kept unresolved NPL numbers below expectations and worst case scenarios.

As we are faced with further lockdowns and higher unemployment in Spain in October we again took measures to temporarily reduce risk. As we wanted to keep growing and are not seeing losses from NPLs we kept lending but reduced the average loan by introducing an additional LTV haircut of between 10% and 17% giving borrowers a greater incentive to keep up payments. As a result **we are reducing our origination plan for November and December** and expect to resume stronger growth in January. We have also temporarily stopped lending to employees in “at risk” sectors such as tourism and retail.



Thank you for your
interest in Ibancar

