

VIVA CREDIT LTD Performance 2019/2020

(All amounts are presented in thousands of BGN)



За истинските хора

office@vivacredit.bg
www.vivacredit.bg



За истинските хора

Company Profile





За истинските хора

In the beginning

- Viva Credit was established in 2012 and swiftly expanding its operations achieving profitability in its 3rd year.
- Between 2015 and 2017 Viva Credit expanded its loan portfolio significantly and made BGN 3.1M profit for the period.
- Between 2018 and 2019 Viva Credit continued growing its portfolio and realized net profit of BGN 8.4M.
- Year over year, Viva Credit has grown significantly and continues to expand by adding new products, extending its geographical coverage by opening shops, and implementing diverse additional offers to its Customers such as insurance, pension funds, etc.

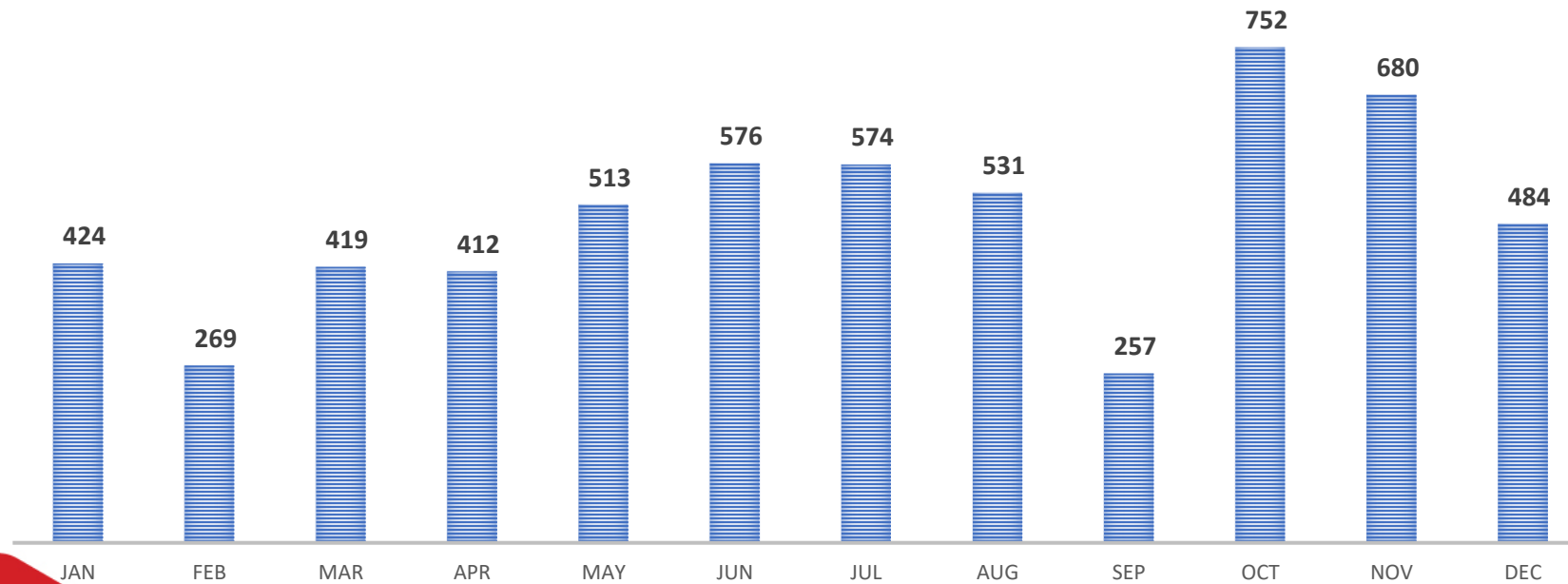


За истинските хора

2019 in figures

Profit (before tax profit) 2019

- In 2019, Viva Credit had a total gross profit of BGN 5.9M.

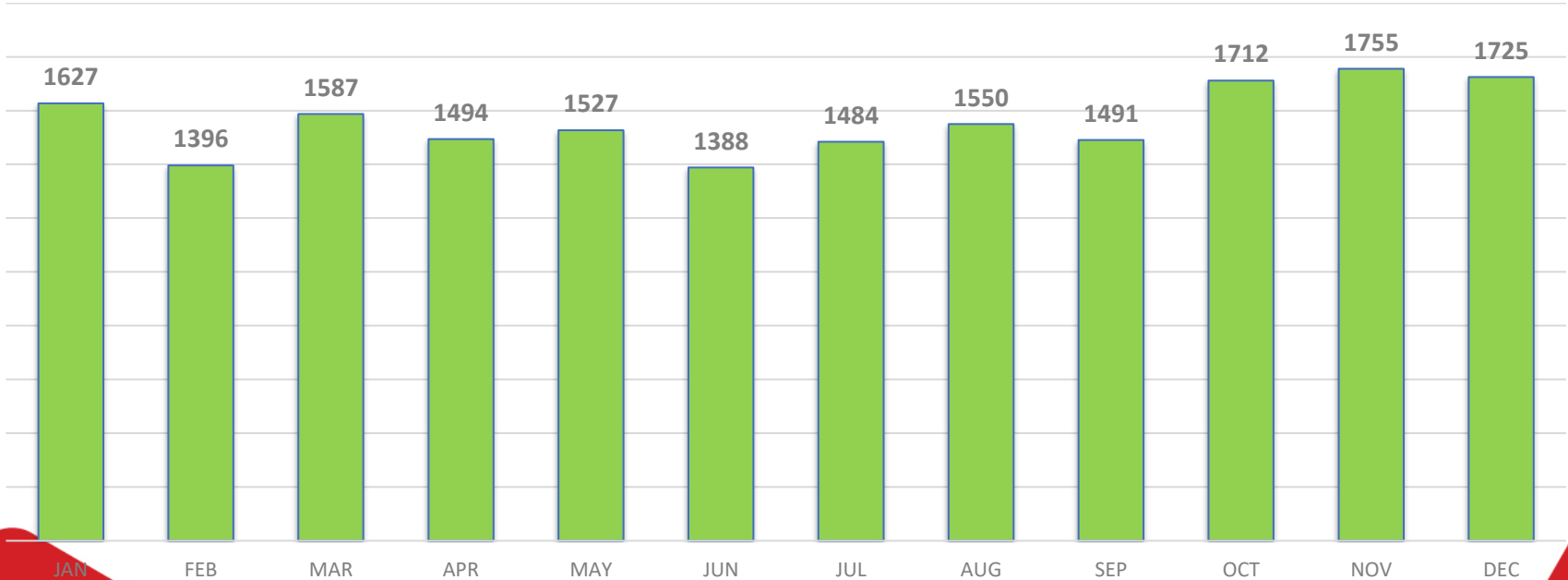




За истинските хора

Operating revenues in 2019

- In 2019, operating revenues (revenues from interest, fees and commissions) amounted to BGN 18.7M. The operating revenues have been increasing in the Q4 of 2019, with an average of BGN 226K /month.





За истинските хора



26 507 loans sold
Between Jan –Sep 2020

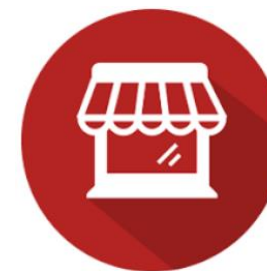


National coverage in
50 offices

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



All offices keep strictly the
Government safety regulations
to protect against COVID-19



2020 for Viva Credit at a glance



За истинските хора

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 June

ONLINE PAYMENT USING DEBIT/CREDIT CARD
on www.vivacredit.bg



+552
Online Payments
Between Jun – Sep 2020



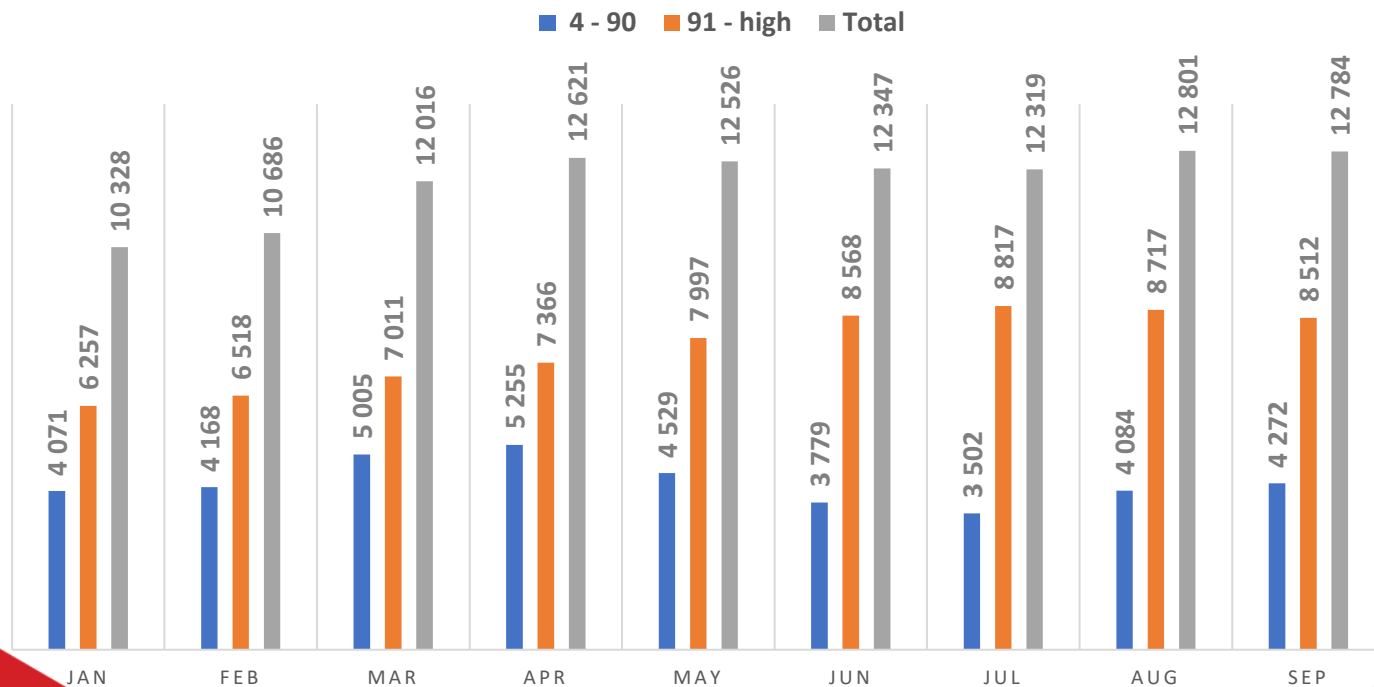
+ BGN 76K
Collected through online
payments since launch



За истинските хора

Credit Delays in 2020

- Due to the Government and institutions measures in response to COVID-19, the postponement of the instalments was possible under certain conditions.

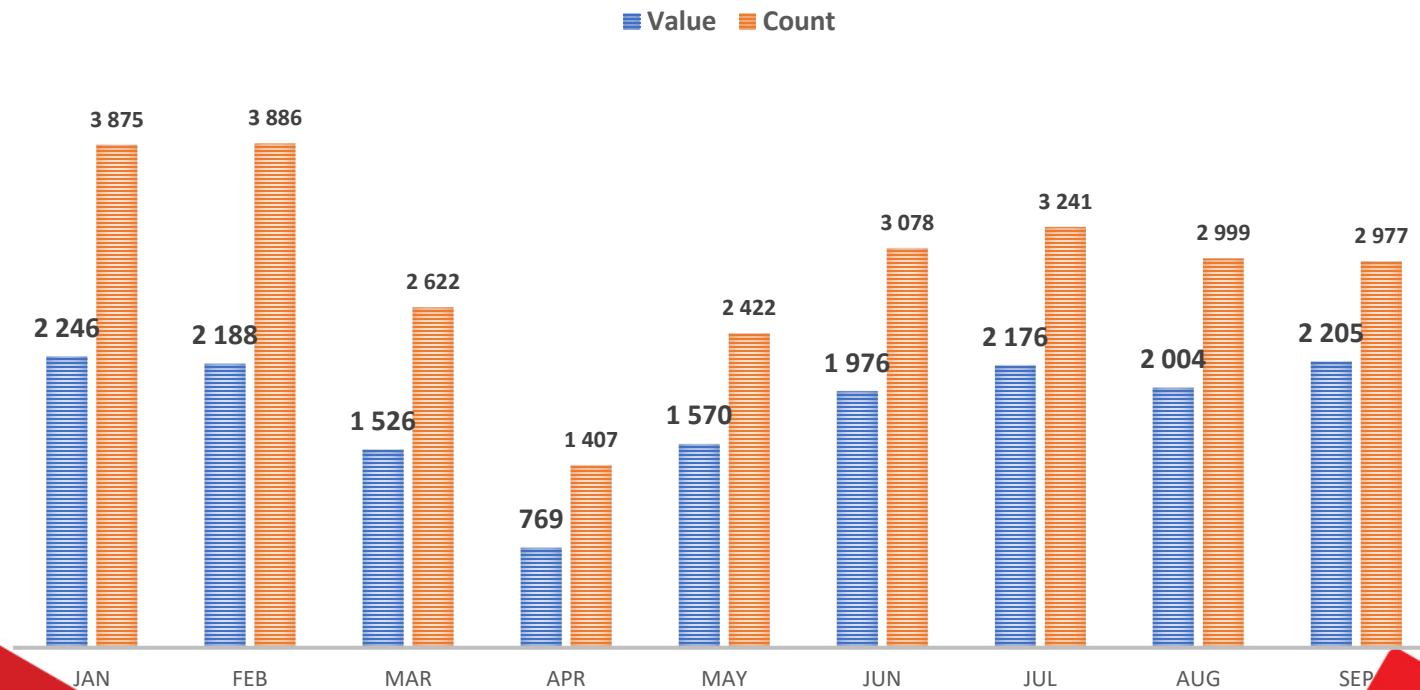




За истинските хора

Value of Principals Sold in 2020 period

- During the peak of the crisis, the company executed regular analysis and updating of scoring models for creditworthiness assessment and the value of principals sold was carefully selected.
- In June, the total value of principals was close to the values from Jan-Feb 2020.

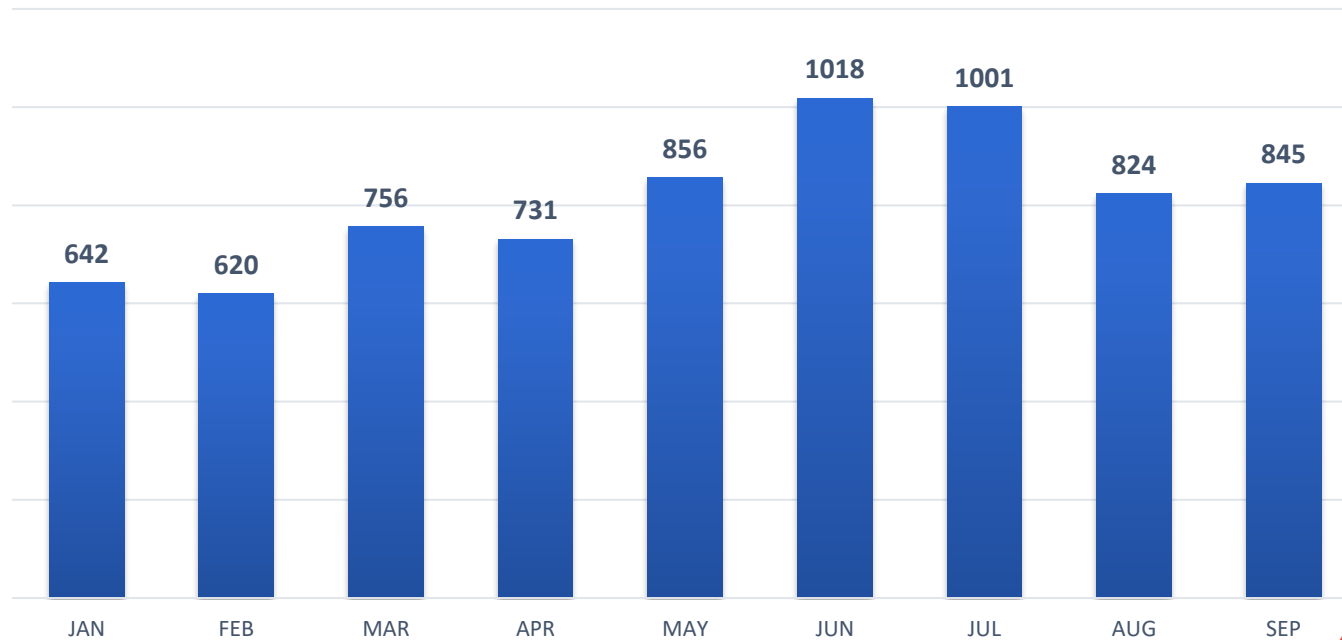




За истинските хора

Cash flow at the end of period / monthly 2020

- The cash flow was very well managed during COVID-19 and increased during May - June.

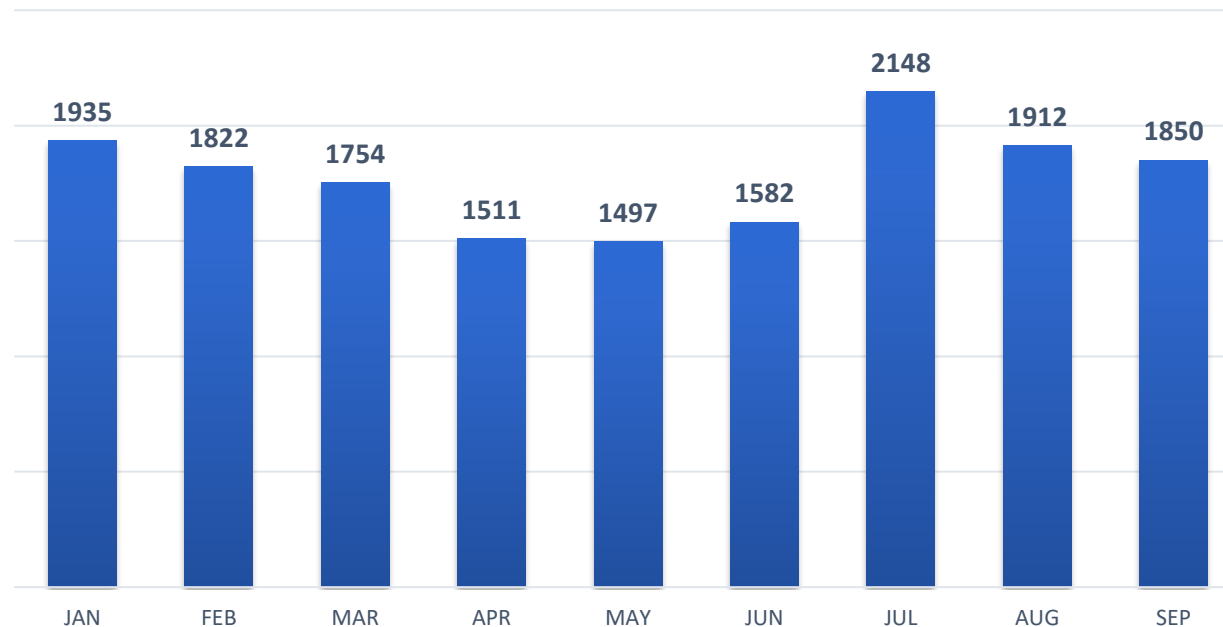




За истинските хора

Interest & similar Income in 2020 period

- In the middle of the COVID-19 crisis there was some impact on revenue, but the decrease was insignificant.
- Starting in July 2020, the revenue has returned to its pre-pandemic levels.

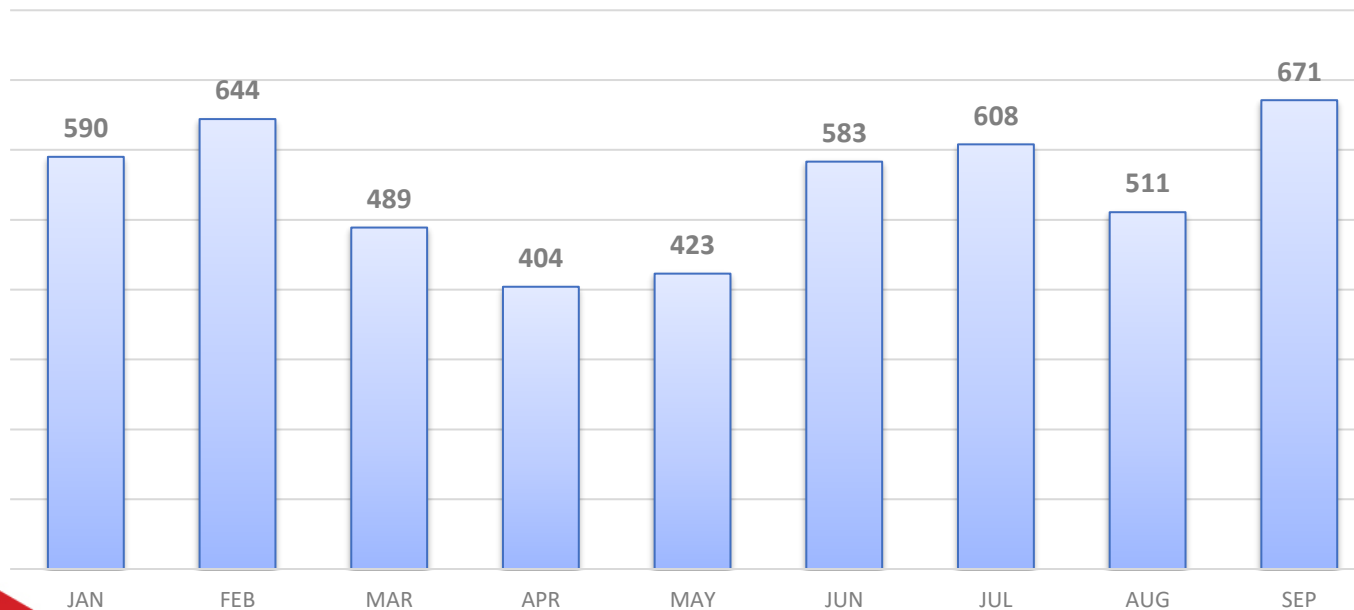




За истинските хора

Monthly OPEX in 2020 period

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



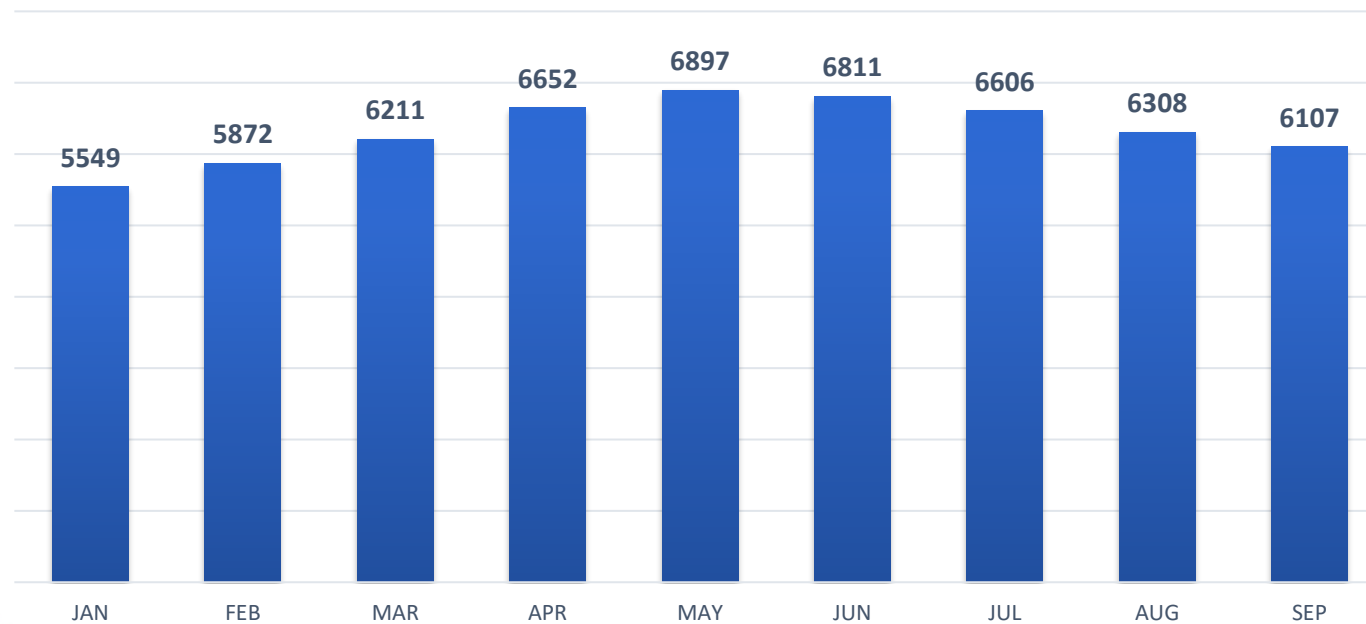


За истинските хора

Monthly Impairments 2020

- The Impairments increased in March - May due to the COVID-19 outbreak but they started to decrease since July 2020.

Impairments in BGN' thousand



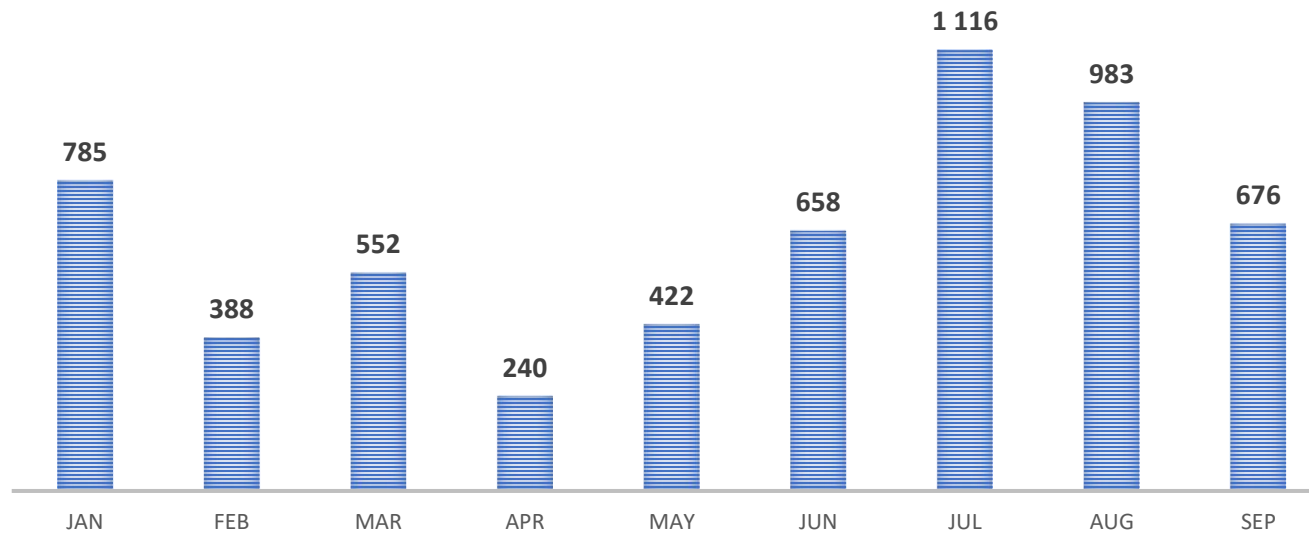


За истинските хора

Profit (before tax profit) 2020

- Cost optimization coupled with strong revenue post-pandemic, allowed the Company to increased its net profit above pre-pandemic levels and Viva Credit is on track to achieve its original 2020 Budget goals.

PROFIT IN BGN' THOUSAND



To contact us:



За истинските хора

Head office
Blvd. 28, Jawaharlal Nehru
Office 73G, 1324 Sofia, Bulgaria

office@vivacredit.bg
www.vivacredit.bg
0700 45 245