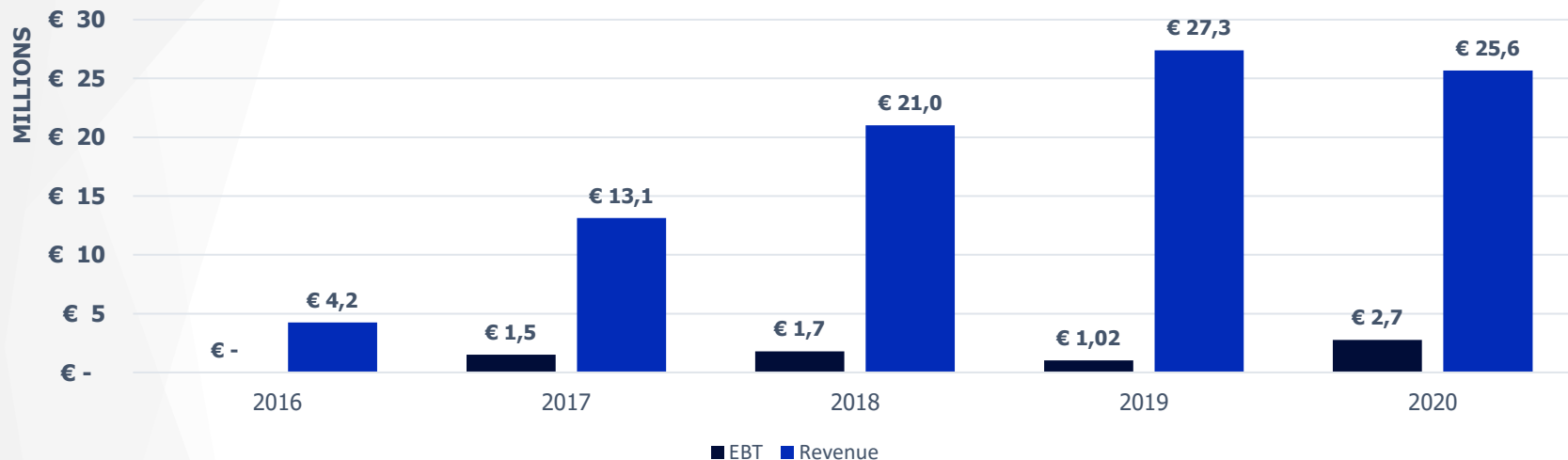




## **Capital Markets Day**

**Scott Donnelly**, Chairman of CapitalBox

# A Fast Growing, Profitable Fintech Success Story



**2015:** Launched pilot in Sweden and expanded to Finland and Lithuania.

**2016:** Launched Netherlands and Denmark

**2018:** Increased max loan amount to 250K and terms to 24 months

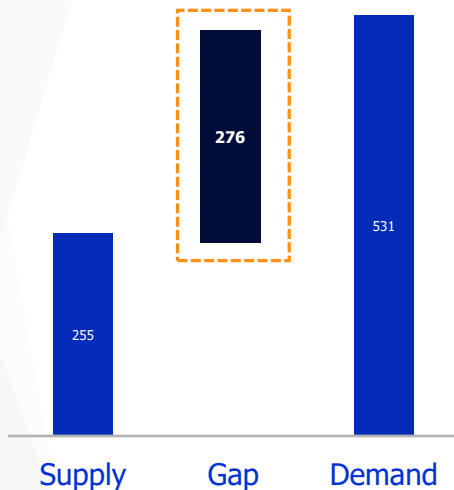
**2019:** Intensive focus on increasing automation across the business

**2020:** Acquired Spotcap Netherlands

# EU Micro SMES are vastly underserved by conventional banks

Estimated SME funding gap of approx. EUR 280bn<sup>1</sup>

## LARGE FUNDING GAP



Class size	Number of enterprises	
	European Union	
	Number	Share
<b>Micro</b>	<b>23,323,938</b>	<b>93.0%</b>
Small	1,472,402	5.9%
Medium-sized	235,668	0.9%
<b>SMEs</b>	<b>25,032,008</b>	<b>99.8%</b>
Large	47,299	0.2%
<b>Total</b>	<b>25,079,307</b>	<b>100.0%</b>

# Our digital solution to solve the SME Funding gap.

## Underserved customers

- Revenue: Avg. 445K
- Number of Employees: Avg. 3
- Time in Business: Avg. 7 years
- Most Common Use: Liquidity/Working Capital



# Fast, flexible products made just for SMES

- Loan Size: 5K-350K – Avg. 18K
- Term: 12-36 Months – Avg. 19.3 months
- APR: 14%-48% - Avg. 37%
- Working Capital Loans - 5 min application, loans paid out in as fast as one day.
- CapitalBox Pro – more intensive underwriting for 100K+ loans. Paid out in as fast as 3 days.



## Tech driven convenience

- 5 min application, decision in hours, money in one day
- 70% of loans approved in less than a day
- Fully digital underwriting and AML/KYC processes
- Heavily automated processes across all areas of the business (marketing, collections, underwriting, payments).

# A Leading digital Pan-European SME Fintech lender

## At a glance

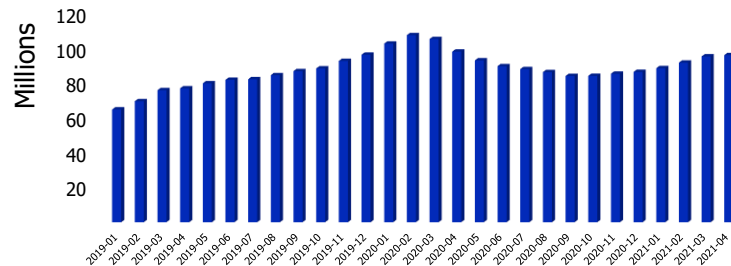
- Markets – FI, SE, DK, NL, UK, LT
- FTEs - 65
- Products
  - Working Capital
  - CapitalBox Pro

## Solid Performance Through A

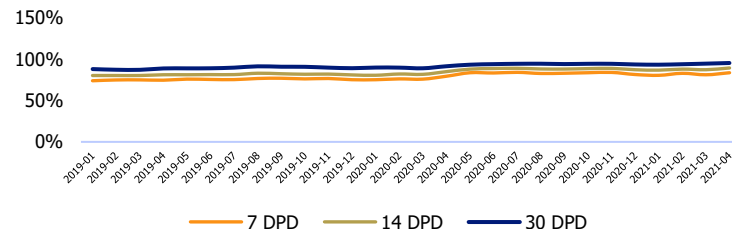
### Turbulent 2020

- Solid payment behavior and profitability
- Ability to pivot and adapt overnight to make necessary changes to underwriting, rescheduling, collections and sales thanks to fully digital processes.

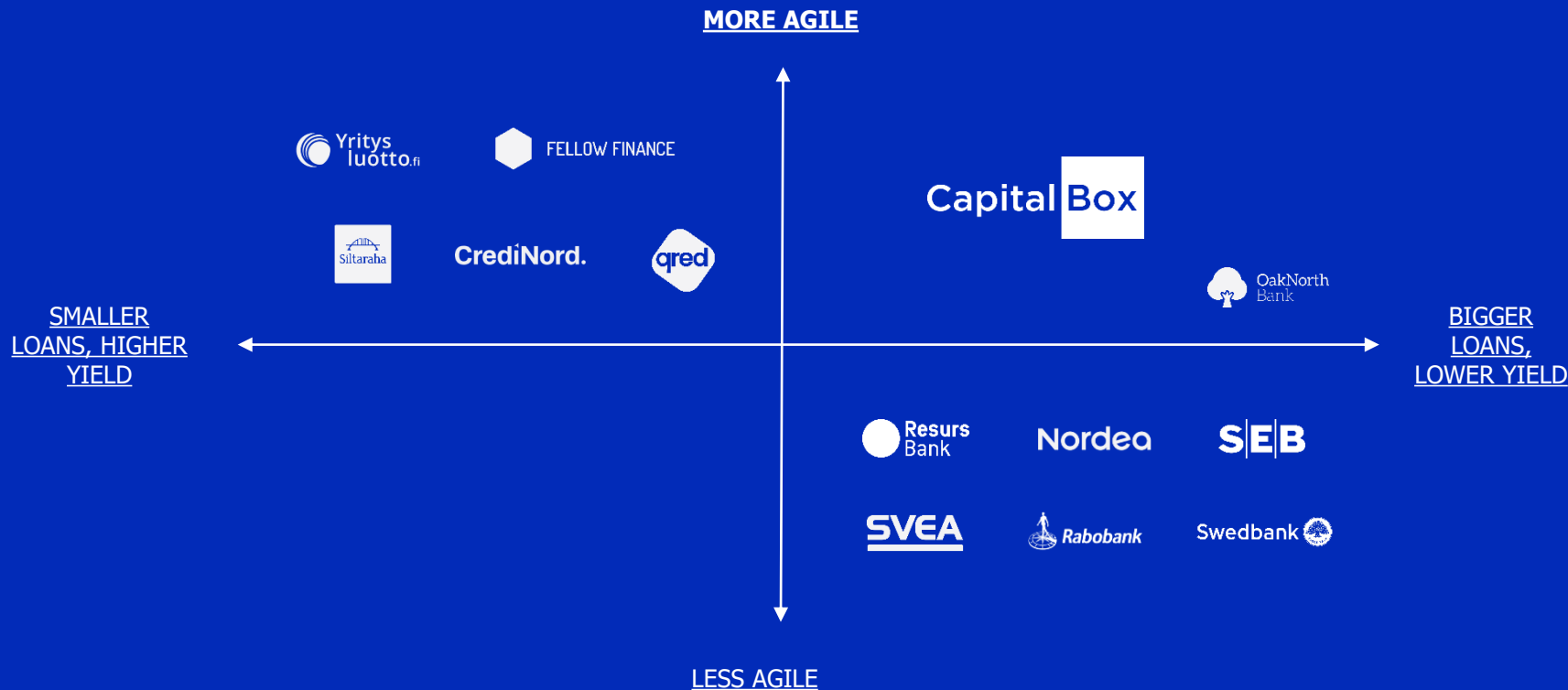
Gross AR



% paid back rates by paid out date



# Taking a unique position in the competitive landscape



# How we succeed going forward



## VISION

Europe's Leading SME Digital Lender



## ASPIRATIONAL OBJECTIVES

Maintain aggressive growth trajectory

Optimize funding structure

Our customers love us

Revenue/Portfolio/ EBT

Lower cost of capital

Retention/NPS

Expand lending product offering

Stable charge off rates

Utilize external funds via SPV

Fastest, friendliest onboarding process and UX

Enter new markets

Expand larger loan segment

Utilize bank deposits

New more flexible product features

Invest in brand building

Expand partner network

Enter lower yield/lower risk segments

Increased personal touch



## STRATEGIC CHOICES