



# AFORTI Capital Group

## Financial Results for the I quarter of 2019

May 15, 2019

Zyskaj na przyszłość.

# INDEX

- ✓ Key Informations
- ✓ The structure of Aforti Group
- ✓ Financial results
- ✓ Selected financial data of subsidiaries
- ✓ Law Disclaimer
- ✓ Contact

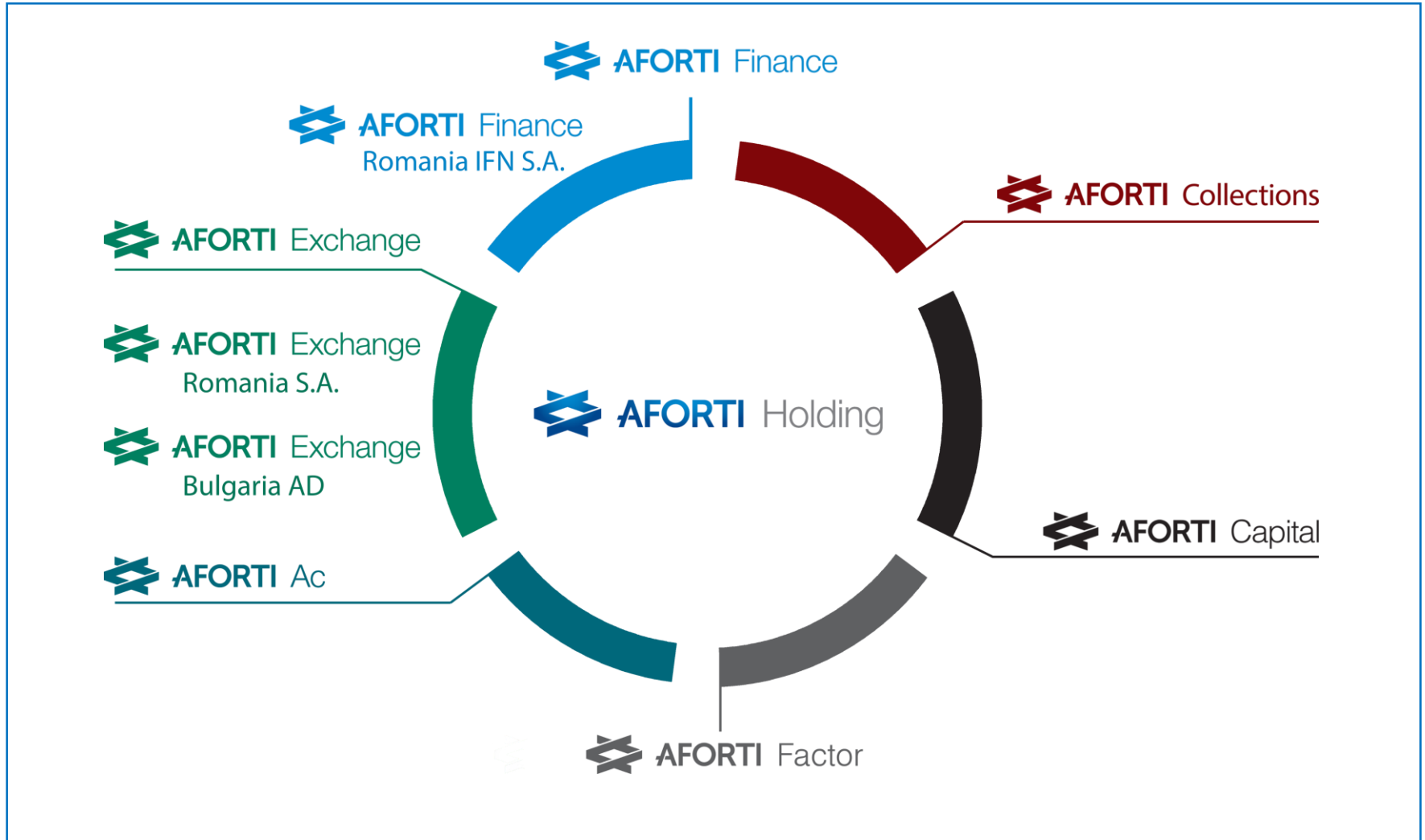


# KEY INFORMATIONS

- ✦ Aforti Holding S.A., is a company listed on the NewConnect market, standing at the head of the growing Financial Group.
- ✦ AFORTI Group responds to the needs of entrepreneurs and companies from the SME sector, offering a wide range of financial services supporting business development, such as: financing of operations, online currency exchange, receivables management or factoring.
- ✦ AFORTI bases its services on highly qualified managerial staff and on the highest standards of professionalism and expert knowledge.
- ✦ Competitive advantage is based on building long-term relationships with customers.

Data in PLN	31.03.2019 r.	Change	31.03.2018 r.
Sales revenues	203 796 961,59 zł	103,95%	99 923 461,71 zł
Net profit	295 897,27 zł	-58,78%	717 879,77 zł
EBIT	2 269 893,58 zł	-45,24%	4 145 300,50 zł
EBITDA	-4 895 198,51zł	--	1 515 489, 77 zł
Assets	159 378 459,60 zł	55,38%	102 574 031,83 zł
Equity	5 112 179,38 zł	-1,95%	5 213 691,97 zł
Human resources	198	24,53%	159

# THE STRUCTURE OF AFORTI CAPITAL GROUP



# HIGHLIGHTS

## Aforti Holding S.A.

- Almost EUR 47.39 million of consolidated sales revenues of the Aforti Group in the first quarter of 2019 (+ 103.95% year-on-year).
- Net profit amounted to over EUR 68.82 million
- Over EUR 37.06 million assets at the end of March 2019 - 55.38% dynamics (YoY)

## Aforti Finance S.A.

- In the first quarter of 2019, the Company focused on modifying the product offer, optimizing creditworthiness assessment procedures to simplify it while maximizing security levels. As a result, the products with the highest risk level were eliminated from the offer, and additionally, changes were made in the scoring models in the area of estimating the creditworthiness of customers.

## Aforti Finance Romania IFN S.A.

- In April, Aforti Finance Romania IFNA S.A. started accepting first loan applications.

## Aforti Exchange S.A.

- In the period from January to the end of March 2019, the Company continuously increased the number of transactions carried out as their value increased.

## Aforti Exchange Romania S.A.

- In the first quarter of 2019, the company focused on expanding the internal structure in the form of a professional customer service telephone department, as well as expanding the team of regional managers responsible for acquiring new customers.

## Aforti Collections S.A.

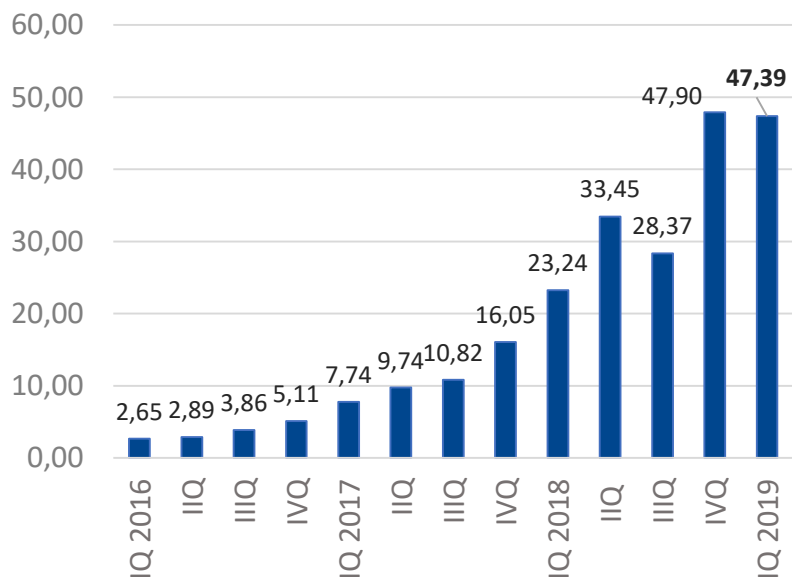
- In the first quarter 2019 Aforti Collections focused its activity on reaching customers with new industries, thanks to it acquired one of the largest entities in the telecommunications industry.

## Aforti Factor S.A.

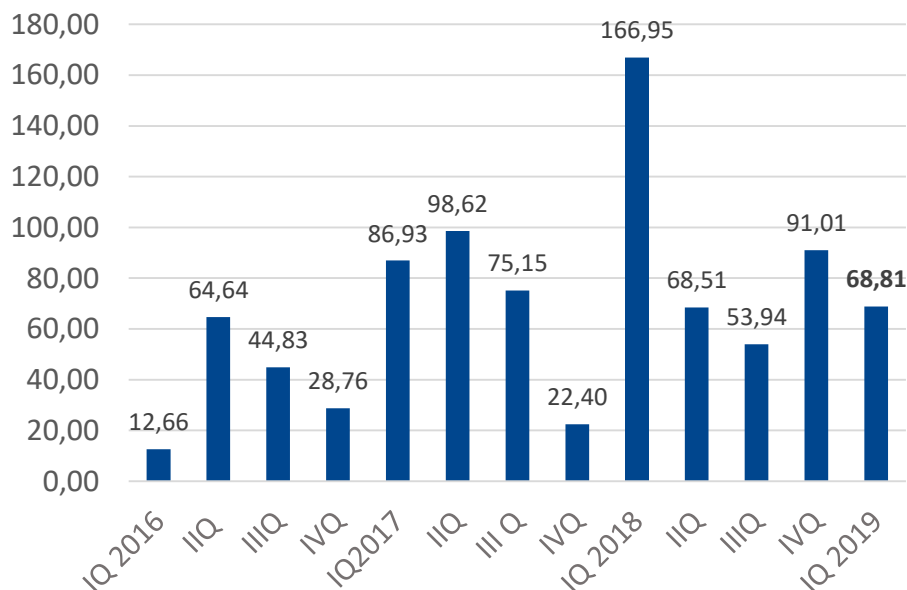
- After three months of 2019, Aforti Factor financed receivables with a total value of EUR 2.39 million, recording an increase of 251.69% year-on-year.

# FINANCIAL RESULTS

Consolidated revenues (in EUR millions)



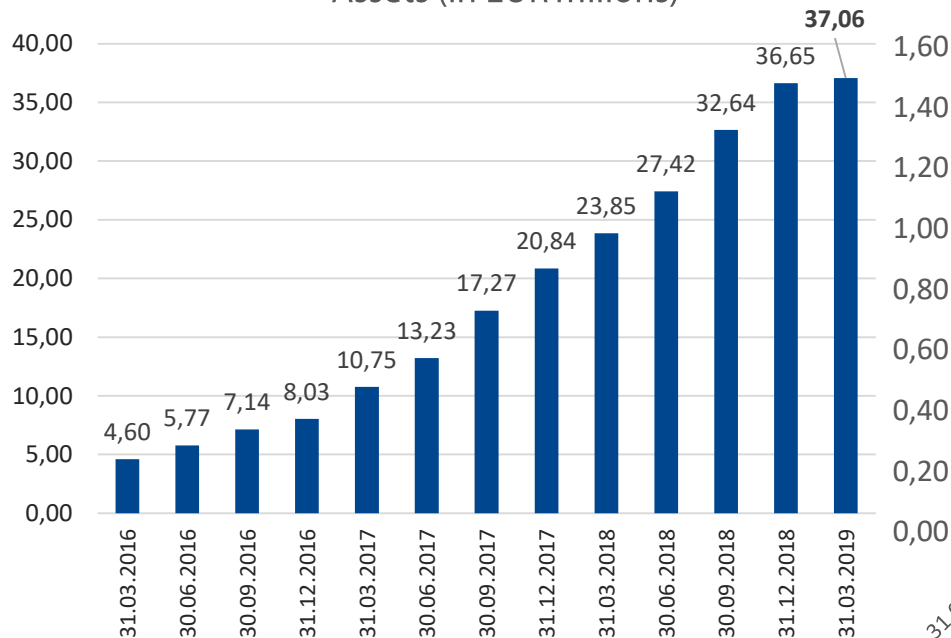
Profit/loss net (in EUR thousands)



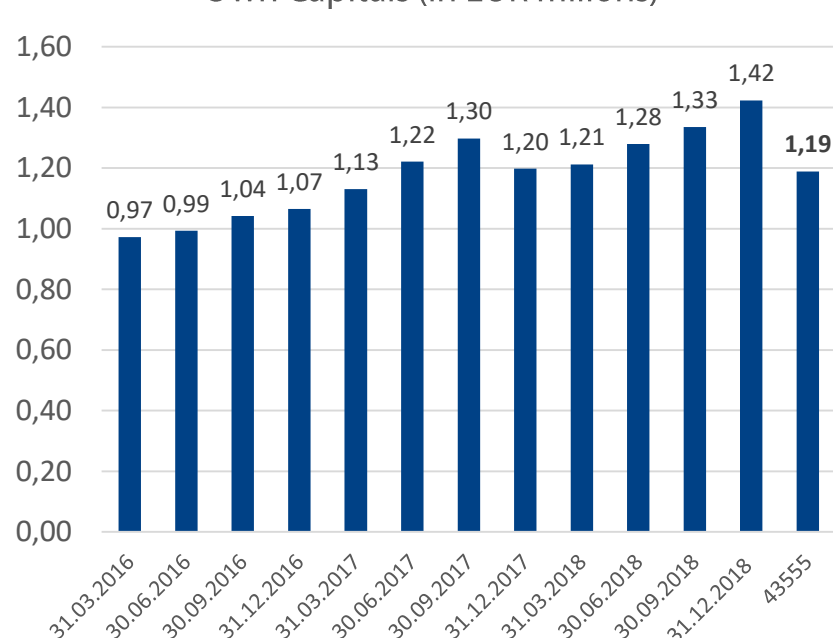
- ✦ An increase in consolidated sales revenues in the first quarter of 2019 by 103.95% year-on-year
- ✦ Consolidated net profit in this period amounted to approx. EUR 68.81 thousand and was lower by 58.78% compared to the same quarter of the previous year.
- ✦ The net result of the Group was affected by an increase in the Group's operating expenses, which are necessary due to the intensive development and expansion of the structure of all Group companies there was also an increase in employment in the back office, as well as in the departments responsible for sales.

# FINANCIAL RESULTS

Assets (in EUR milions)

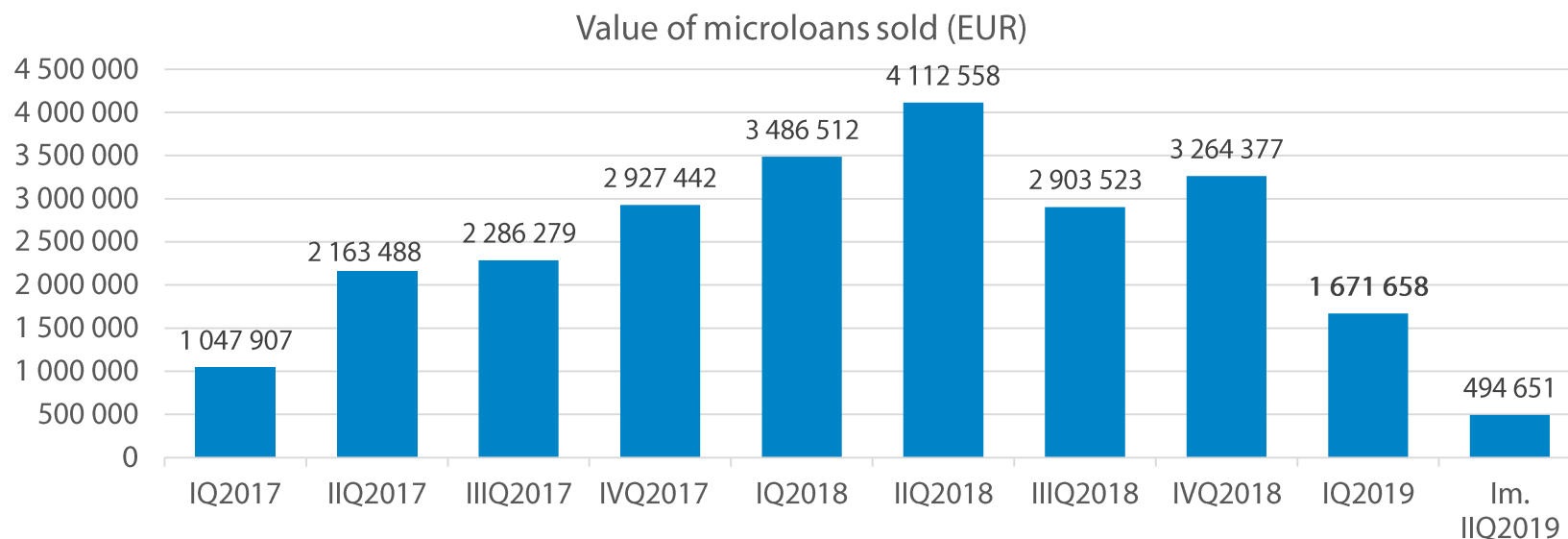


Own Capitals (in EUR milions)



- ✦ The value of the Aforti Group's assets at the end of March 2019 amounted to approximately EUR 37.06 million and was higher by 55.38% year-on-year. The increase in the value of assets was related to the dynamic development of the Group, including the increase in the value of companies in terms of their geographical expansion in the country and beyond its borders.
- ✦ The value of own capitals in the Aforti Group amounted to over EUR 1.19 million and was lower than in the previous year by 1.95%

# AFORTI FINANCE S.A. – The loans to small and medium businesses



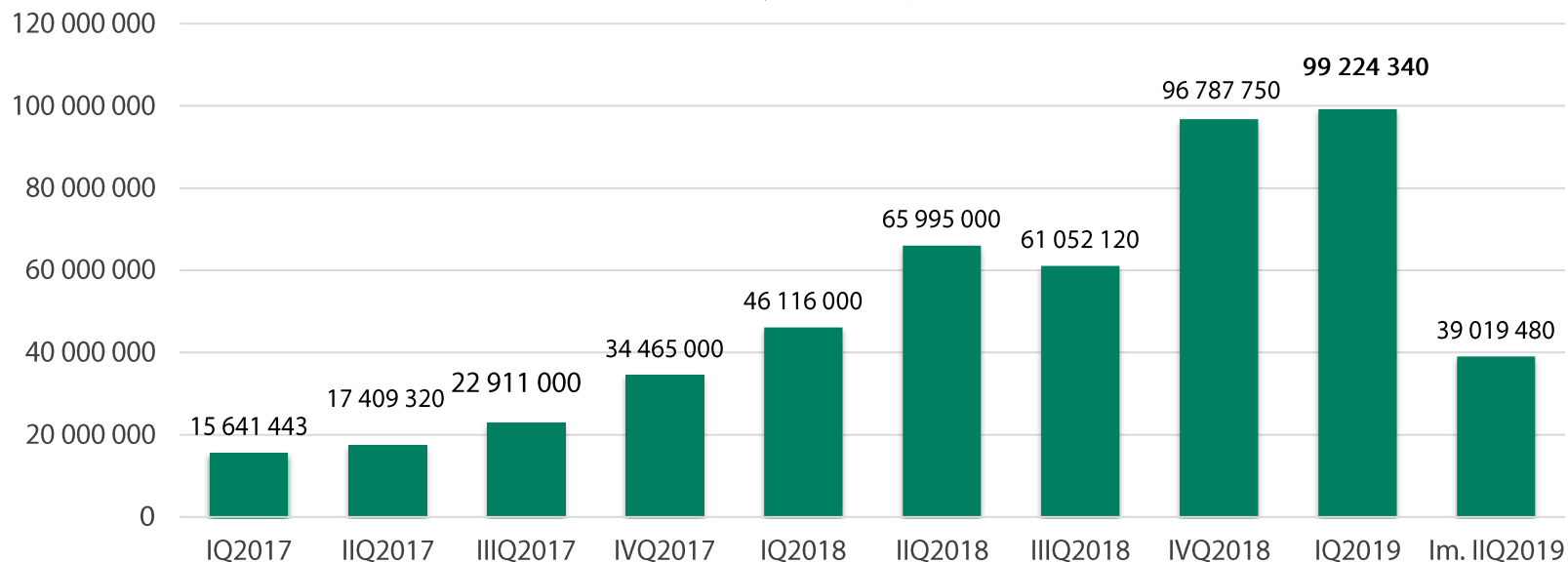
- ✚ In the first quarter of 2019, 53 loans were granted (less by 67.48% year-on-year) with a total value of EUR 1.67 million and this result constitutes a decrease by 52.05% as compared to 2018. During this period, 482 loan applications were submitted.
- ✚ Only in April 2019 Aforti Finance S.A. granted 16 loans with a total value of EUR 494 thousand. The value of submitted applications amounted to EUR 5,03 million.



# AFORTI EXCHANGE S.A. – ONLINE CURRENCY EXCHANGE PLATFORM FOR COMPANIES



Value of currency exchanged (EUR)

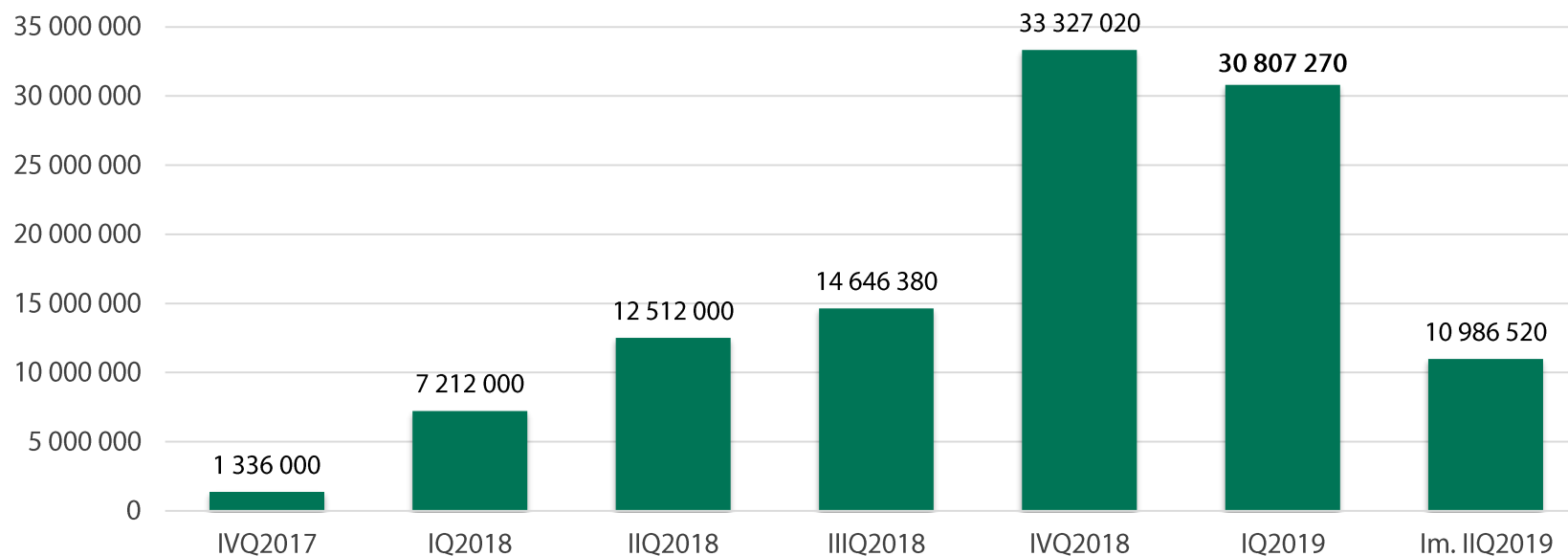


- ✚ The value of trading on the currency exchange platform after three months of 2019 reached the level of EUR 99,229.61 thousand - an increase of 115.17% year-on-year.
- ✚ The value of trading on the currency exchange platform in April 2019 amounted to EUR 39,019.48 thousand and was higher by 108.66% compared to the same period of the previous year.

# AFORTI EXCHANGE ROMANIA S.A.



Value of currency exchanged in Romania (EUR)

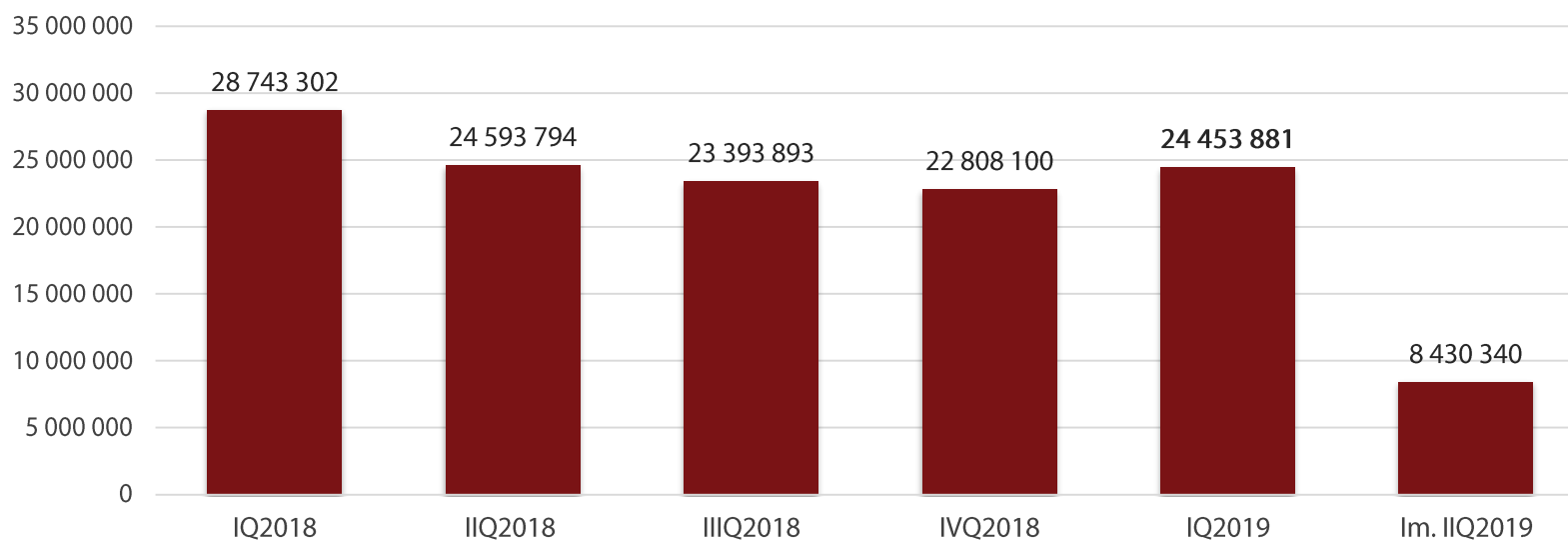


- In the period from January to the end of March 2019, Aforti Exchange Romania S.A. recorded EUR 30,793.98 thousand total value of turnover, which in comparison to the previous year is an increase by 327,397%.
- The value of trading on the currency exchange platform in Romania in April 2019 amounted to EUR 10,986.52 thousand, which is an increase by 273.4% compared to April 2018.

# AFORTI COLLECTIONS S.A. – RECOVERY

## AFORTI Collections

Nominal value of debt collection orders (EUR)

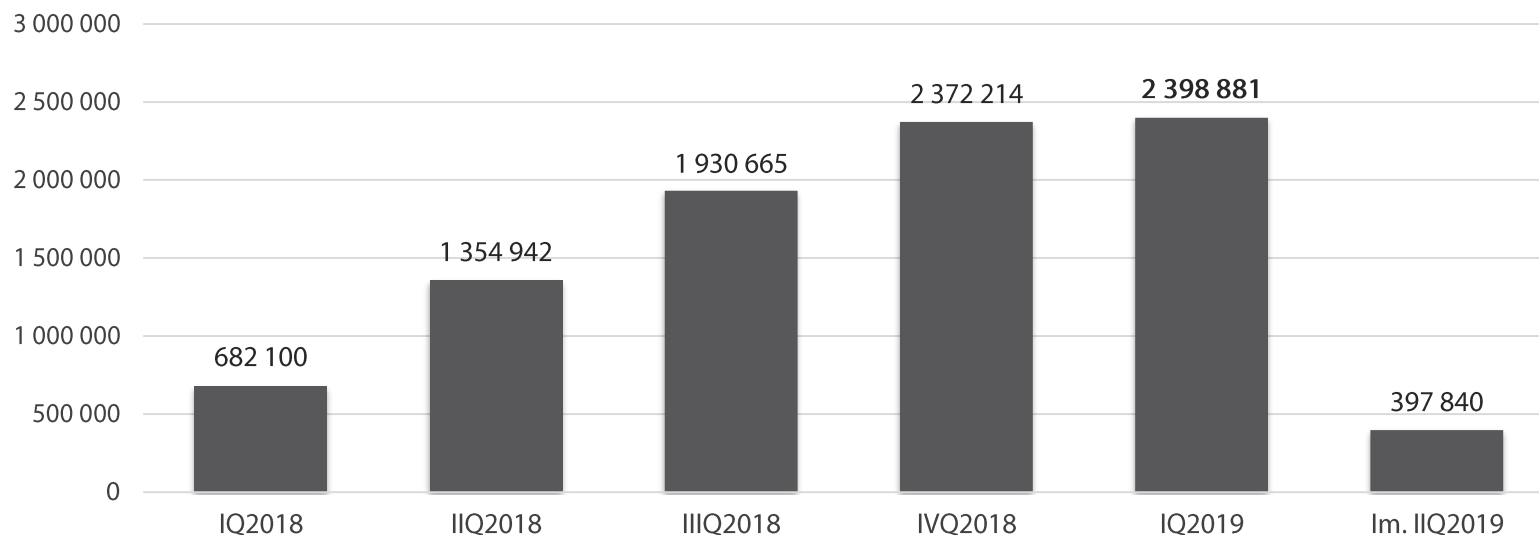


- ✦ At the end of March 2019 the nominal value of collections was EUR 24.45 million, which is an increase of 1261,50% year-on-year. The number of orders was also higher by 1785.59% and amounted to 17,668.
- ✦ The nominal value of recovery orders in April 2019 amounted to EUR 8.43 million. This represents an increase of 46854.82% year-on-year. The number of collection orders in this period was 8909 and was higher by 445350.00% compared to April 2018.

# AFORTI FACTOR S.A. - FACTORING for small and medium-sized enterprises



The value of funded debt (EUR)



- ✦ After three months of 2019, the value of the receivables financed by Aforti Factor SA reached the level of EUR 2.39 million, recording an increase of 251.69% year-on-year.
- ✦ In April 2019, this value amounted to EUR 397 thousand and was higher by 9.81% than the year before.

# Law Disclaimer

*This presentation has been prepared solely for the purpose of providing information about Aforti Group activity for clients and shareholders and can not be interpreted as an offer or recommendation to any transactions. The information contained in the material comes up from public and reliable sources. Aforti Holding S.A. is not responsible for the consequences of the decisions made on the basis of information contained in this material. The information contained in the presentation was not a subject to independent verification and in any case may be subject to changes and modifications. The information was provided as part of current or periodic reports prepared by Aforti Holding SA. or complement them without obligation to provide information imposed on Aforti Holding SA. as a public company. In no case, the content of this presentation may not be construed as a clear statement or assurance of any kind made by the Company or its representatives. In addition, neither the Company nor persons acting on its behalf shall be liable in any respect for any loss or damage that may arise in connection with the use of this presentation. The Company is not obliged to be disclosed to the public any possible modifications or changes to the information, data or statements forming part of this presentation in the event of a change in the Company's strategy or circumstances that will affect the strategy of the Company. The company notes that the only reliable source of informations on the situation of Aforti Holding SA, are current and periodic reports provided by Aforti Holding SA.*



## Aforti

Chalubinskiego St. 8  
00-613 Warsaw

+ 48 22 647 50 00

+ 48 22 205 08 19

biuro@aforti.pl

Gain for the future.