



AFORTI Capital Group

Financial Results for the III quarter of 2019

November 14, 2019

Zyskaj na przyszłość.

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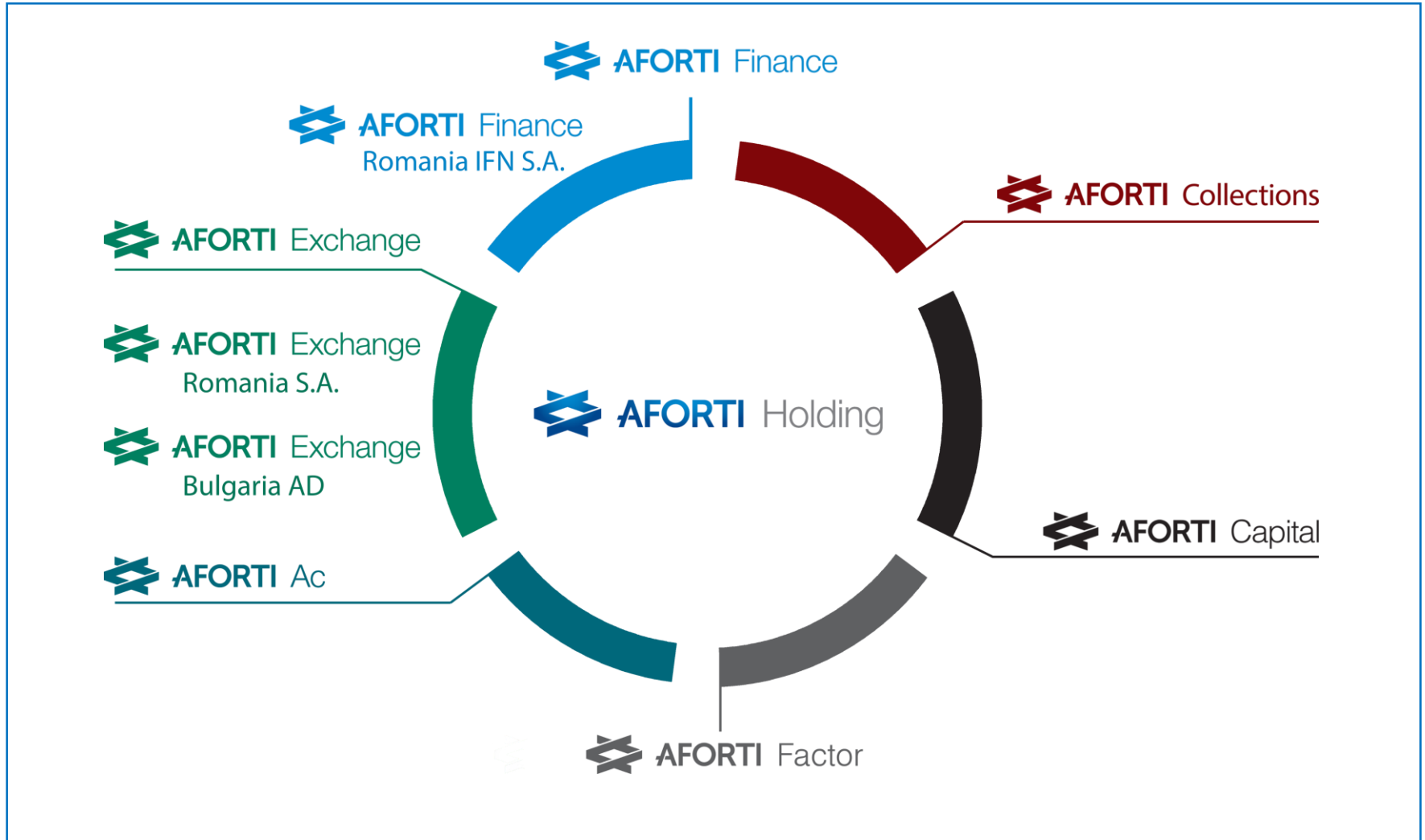


KEY INFORMATIONS

- ✦ 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	30.09. 2019 r.	Change	30.09.2018 r.
Sales revenues	672 185 308,68 zł	83,79%	365 729 171,52 zł
Net profit	858 111,62 zł	-31,04%	1 244 422,26 zł
EBIT	6 929 314,62 zł	-20,39%	8 703 605,71 zł
EBITDA	(16 398 605,69) zł	--	(3 469 281,63) zł
Assets	191 433 010,65 zł	36,38%	140 371 128,41 zł
Equity	4 692 686,54 zł	-18,25%	5 740 234,46 zł
Human resources	201	-14,10%	234

THE STRUCTURE OF AFORTI CAPITAL GROUP



HIGHLIGHTS

Aforti Holding S.A.

- Over PLN 672,18 million of consolidated revenues from sales of the Aforti Group in the first half of 2019 (+ 83,79% year-on-year).
- Net profit was over PLN 858,11 thousand
- In July this year Aforti, UAB was established and registered and is processing licenses of the EMI electronic money institution

Aforti Finance S.A.

- A new product was implemented: a loan for entrepreneurs for repayment of debt in ZUS / US.
- The improvement of debt collection procedures brought a noticeable increase in revenues from the early phase of debt collection activities.

Aforti Finance Romania IFN S.A.

- By the end of September, Aforti Finance Romania IFNA S.A. accepted 63 loan applications with a total value of RON11,256.99 thousand.

Aforti Exchange S.A.

- In the third quarter of 2019, the company continued its activities related to acquiring new clients. Organization of business breakfasts was started in order to spread knowledge and build the image of an expert in the field of currency exchange tools.

Aforti Exchange Romania S.A.

- The company continues its national expansion activities. At the end of September this year total turnover reached 448 988.72 thousand euros and increased year-on-year by 116.23%.

Aforti Collections S.A.

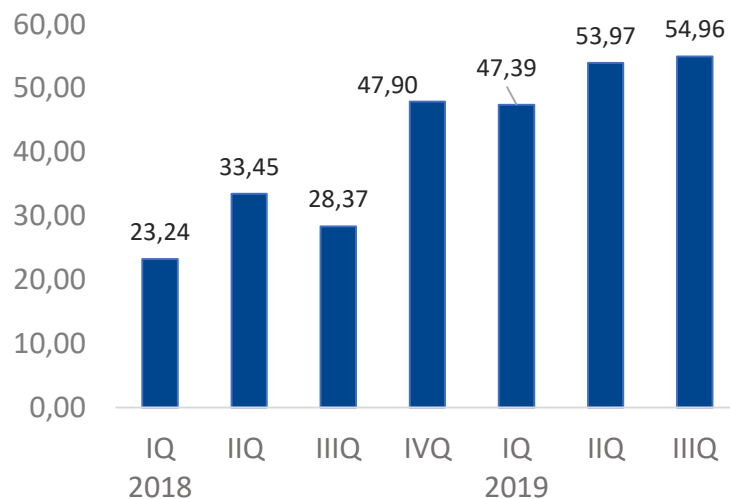
- In the third quarter of this year the company acquired a new contractor from the payment card distribution industry and increased the composition of the management board by Mr. Rafał Kaźmierowski.

Aforti Factor S.A.

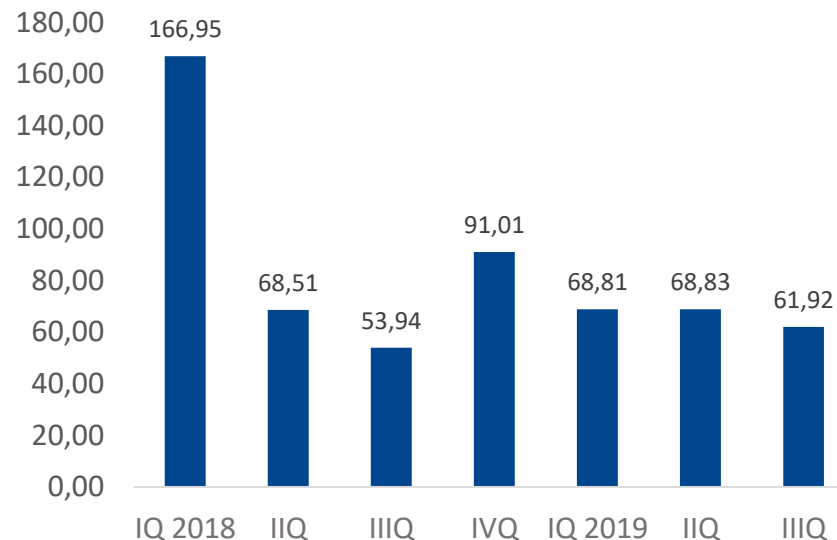
- In the third quarter of this year the company focused on expanding its call center.

FINANCIAL RESULTS

Consolidated revenues
(in EUR millions)



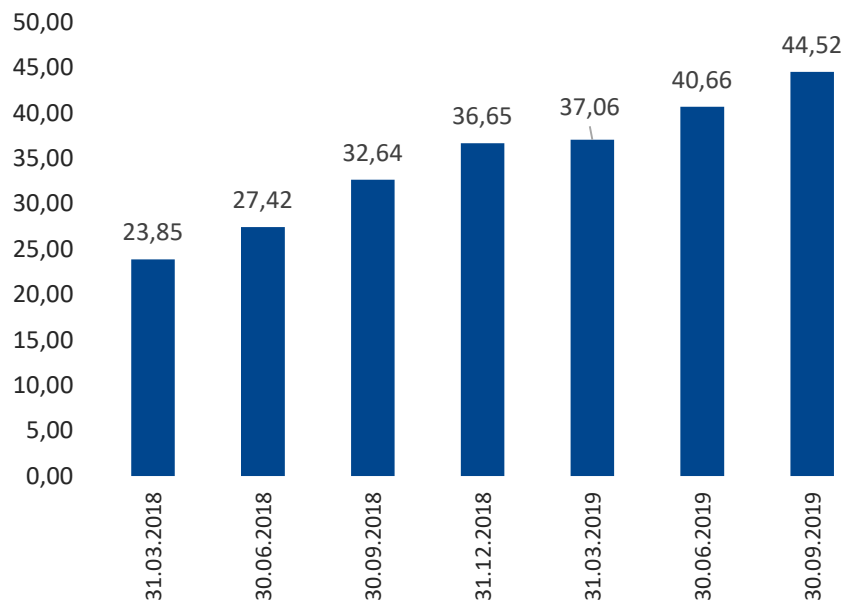
Profit/loss net (in EUR thousands)



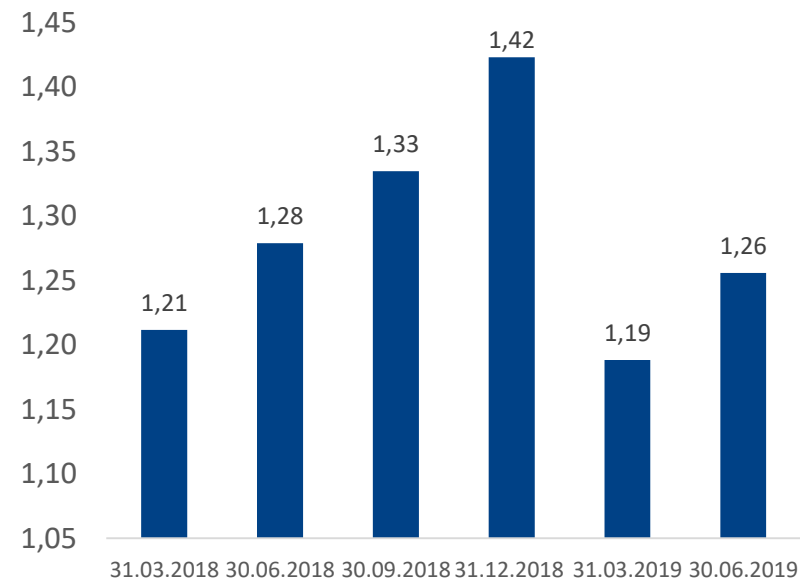
- ✦ Increase in consolidated sales revenues in the third quarter of 2019 by 93.73% year-on-year.
- ✦ Consolidated net profit in this period amounted to approx. EUR 61,92 thousand and was higher by 14.79% compared to the same quarter of the previous year.
- ✦ The steady increase in revenues is primarily associated with the increase in the scale of operations in recent periods by subsidiaries.

FINANCIAL RESULTS

Assets (in EUR milions)



Own Capitals (in EUR milions)

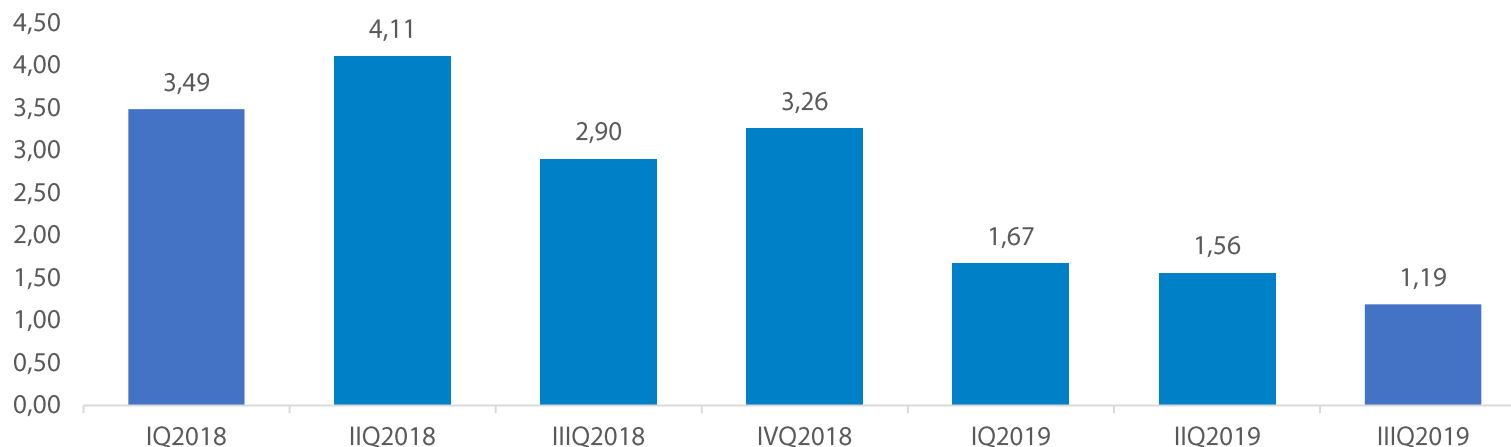


- ✦ The value of the Aforti Group assets at the end of September 2019 amounted to approximately EUR 44,52 million and was higher by 36.38% year-on-year.
- ✦ The value of equity in the Aforti Group amounted to over EUR 1,26 million and was lower by 18.25% YoY.

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



Value of microloans sold (EUR mln)

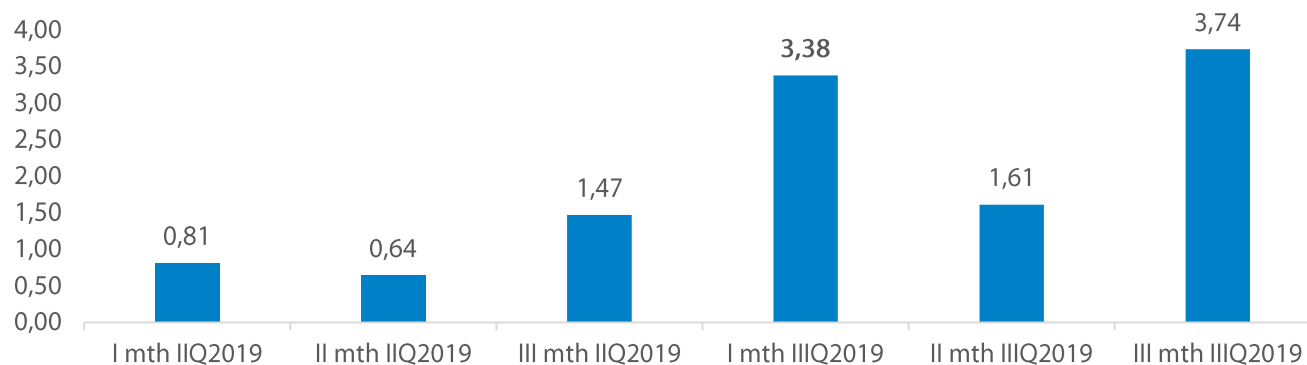


⇒ At the end of September 2019, Aforti Finance S.A. granted 125 loans (71.40% less year-on-year) with a total value of EUR 19,033.54 thousand and this result represents a decrease of 57.85% compared to 2018.

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



Value of microloans sold (RON mln)

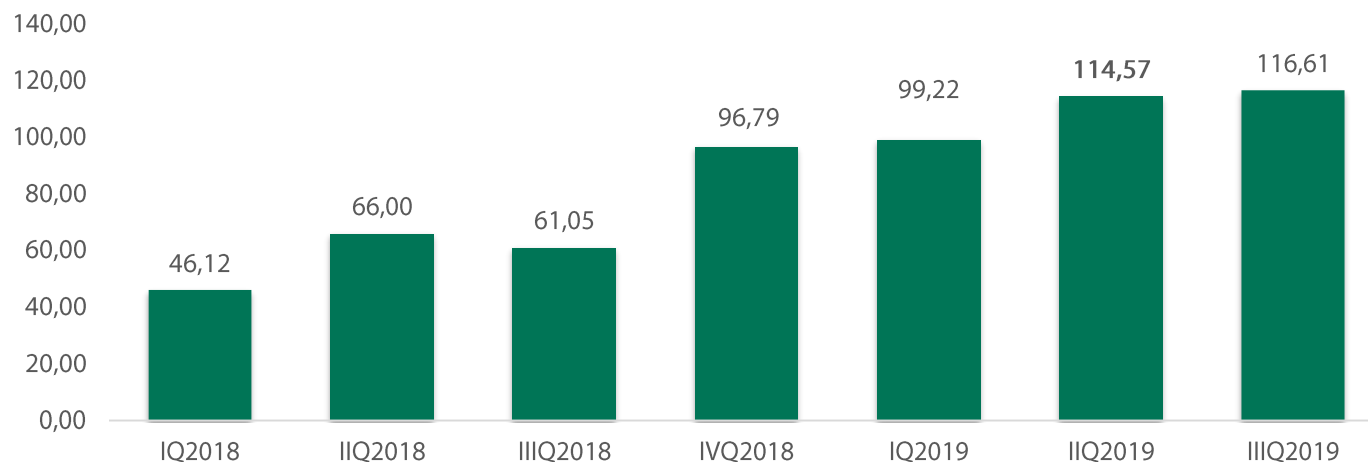


✚ After nine months of this year. The company accepted 63 loan applications with a total value of RON 11,256.99 thousand. During this period, 11 loans were granted with a total value of RON 1,031.34 thousand.

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



Value of exchanged currency (EUR mln)

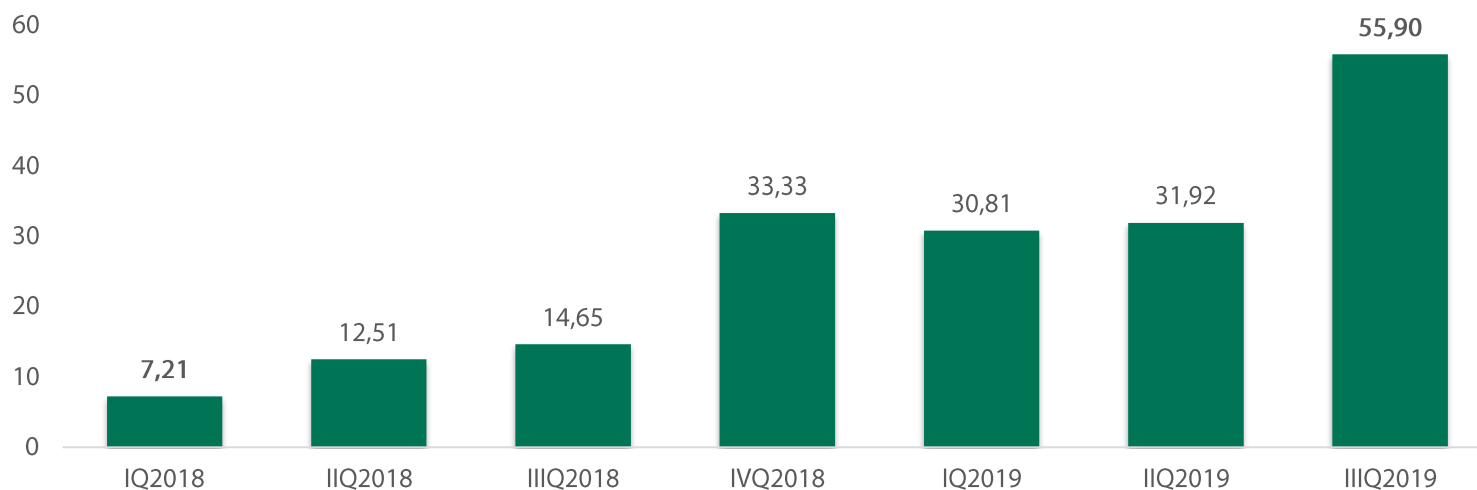


- ✚ In the third quarter of this year The turnover value of Aforti Exchange SA amounted to over EUR 116.61 million and was higher by 91.00 percent compared to the third quarter of the previous year.
- ✚ After nine months of 2019, the turnover value of Aforti Exchange SA reached EUR 330.40 mln, noting an increase of 90.81% year-on-year

AFORTI EXCHANGE ROMANIA S.A.



Value of exchanged currency in Romania (EUR mln)

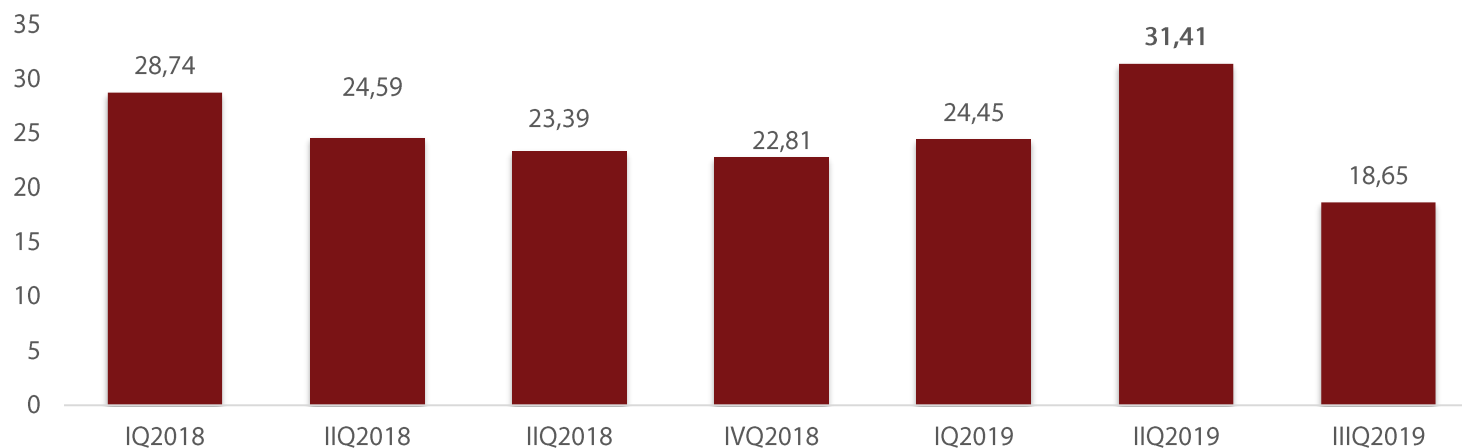


➤ In the period from January to the end of September 2019, Aforti Exchange Romania S.A. recorded EUR 55,90 mln of the total turnover, which is an increase of 243.86% compared to the previous year.

AFORTI COLLECTIONS S.A. – RECOVERY



Nominal value of debt collection orders (EUR mln)

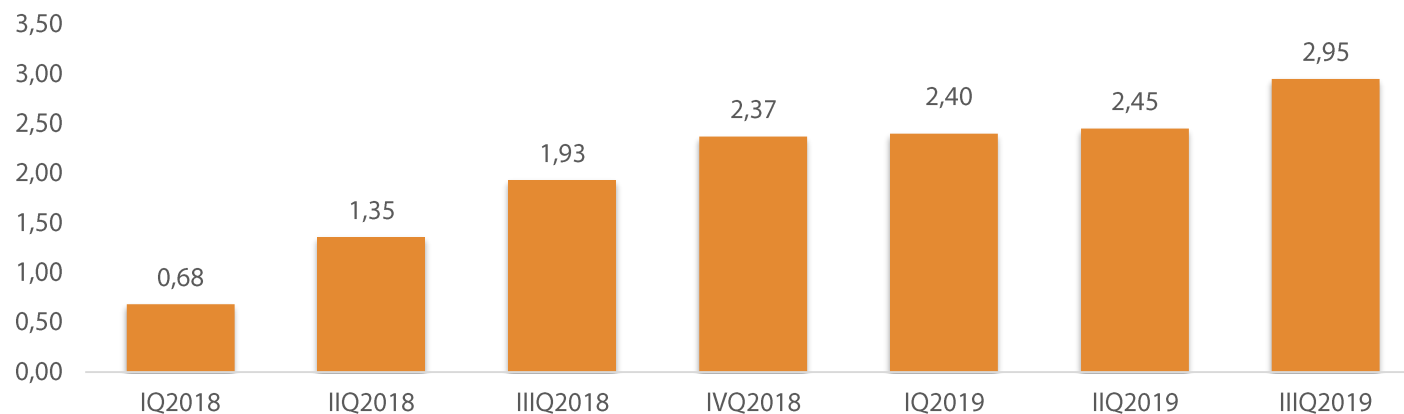


At the end of September 2019, the nominal value of recovery orders Aforti Collections S.A. was equal to EUR 74,51 thousand.

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



The value of funded debt (EUR mln)



✦ After nine months of 2019, Aforti Factor financed receivables totaling EUR 7,8 mln, which means an increase of 96.97% compared to the same period in the previous year.

Law Disclaimer

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