



# AFORTI Capital Group

## Financial Results for the II quarter of 2019

August 14, 2019

Zyskaj na przyszłość.

# INDEX

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

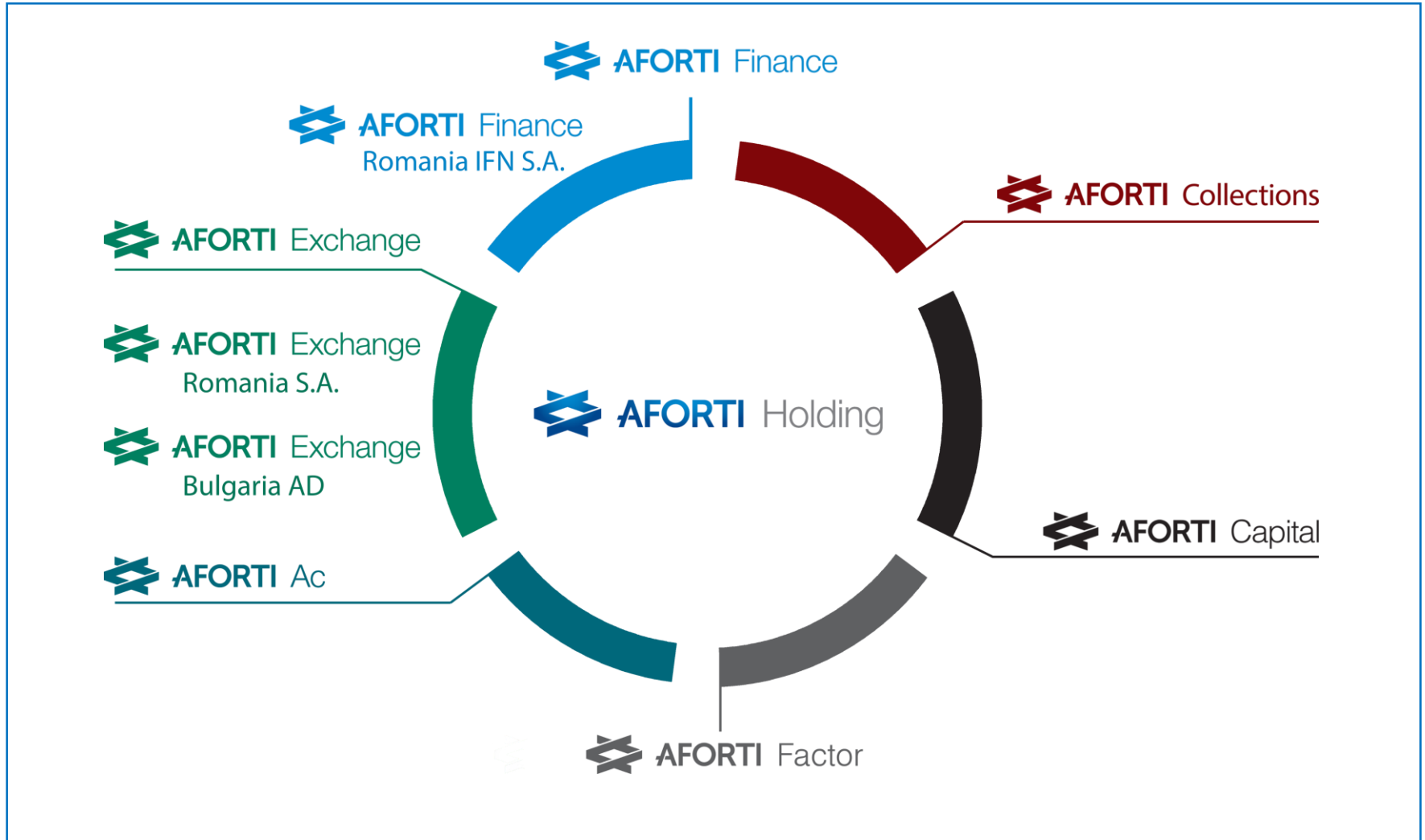


# KEY INFORMATIONS

- ✦ 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	30.06.2019 r.	Change	30.06.2018 r.
Sales revenues	435 872 440,53zł	78,82%	243 746 956,66 zł
Net profit	591 875,79 zł	-41,54%	1 012 484,47 zł
EBIT	4 643 541,19 zł	-42,53%	8 080 334,75 zł
EBITDA	(9 884 212,40) zł	--	2 413 195,41 zł
Assets	174 840 027,79 zł	48,30%	117 893 986,44 zł
Equity	5 408 157,90 zł	-1,82%	5 508 296,67 zł
Human resources	151	-8,487%	165

# THE STRUCTURE OF AFORTI CAPITAL GROUP



# HIGHLIGHTS

## Aforti Holding S.A.

- Over EUR 53,97 million of consolidated revenues from sales of the Aforti Group in the first half of 2019 (+ 61.36% year-on-year).
- Net profit was over EUR 68,83 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.

- In the second quarter of 2019, the company's activities were focused on modifying the product offer. A new product was implemented: a loan for entrepreneurs for repayment of debt in ZUS / US. In addition, a fully automated loan service system has been launched.

## 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 second quarter of 2019, the company focused its activities on increasing the number of new customers (an increase of 127% was recorded in May).

## Aforti Exchange Romania S.A.

- In the second quarter of 2019, the company focused on acquiring new customers. To this end, among others, activities building the company's image as an expert in market education in economics and the fintech industry.

## Aforti Collections S.A.

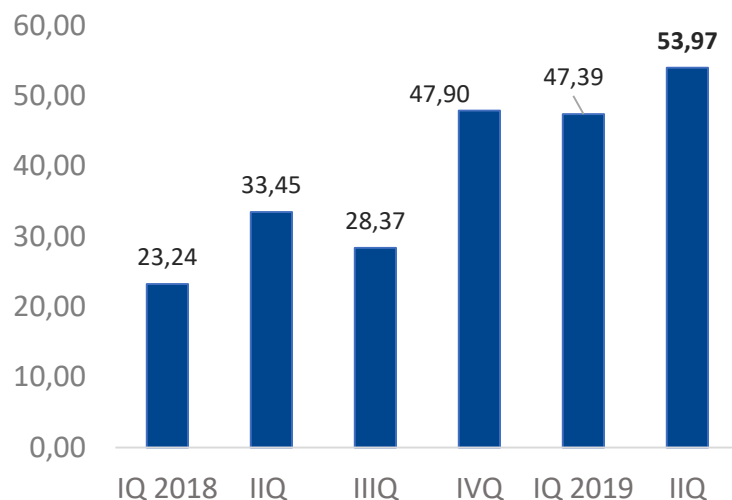
- In the second quarter of this year the company acquired new contractors from the marketing, telecommunications and rent-a-car industries.

## Aforti Factor S.A.

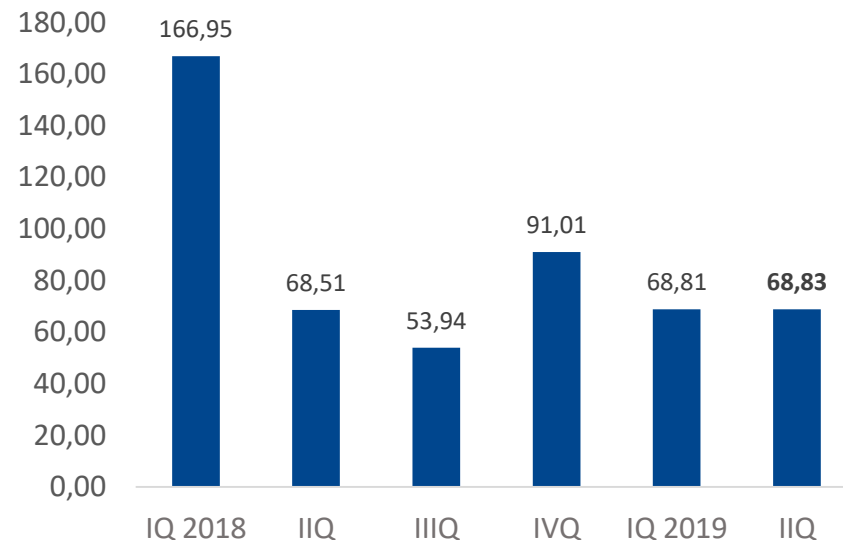
- In the second quarter of this year the company started to implement new technical solutions to accelerate and improve the level of customer service.

# FINANCIAL RESULTS

Consolidated revenues (in EUR millions)



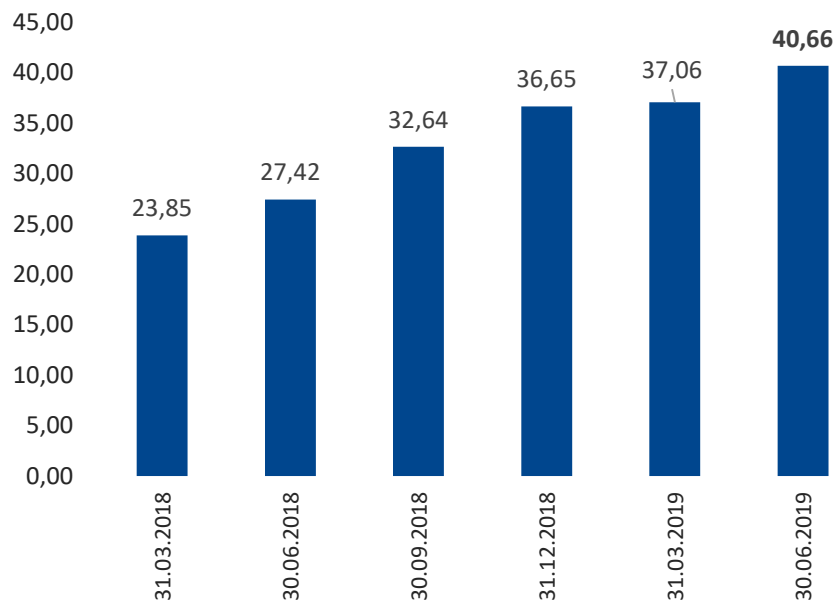
Profit/loss net (in EUR thousands)



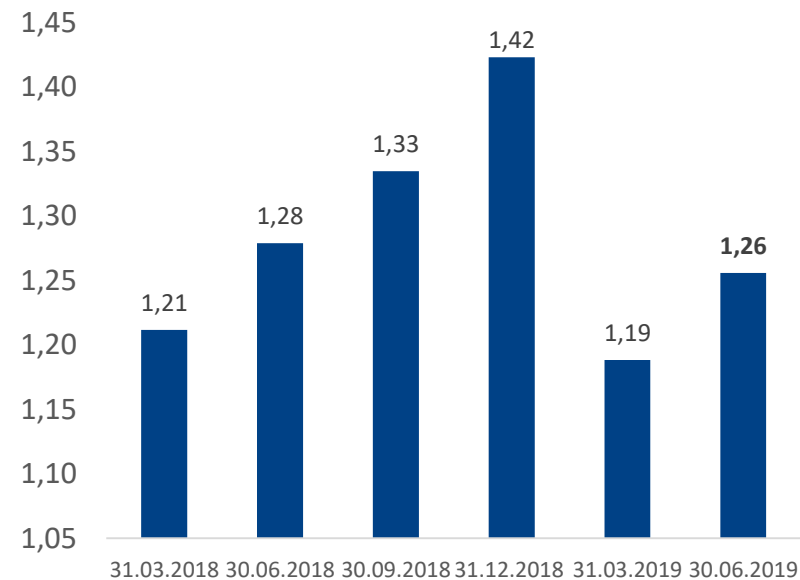
- ✦ An increase in consolidated sales revenues by 61.35% year-on-year in the second quarter of 2019
- ✦ Consolidated net profit in this period amounted to approx. EUR 68.83 thousand and was higher by 0.47% compared to the same quarter of the previous year
- ✦ The increase in revenues is related to the Group's development projects, which have been carried out for years, which gradually and sometimes gradually bring the first measurable results. The net result is influenced by ongoing projects and foreign investments.

# FINANCIAL RESULTS

## Assets (in EUR milions)



## Own Capitals (in EUR milions)

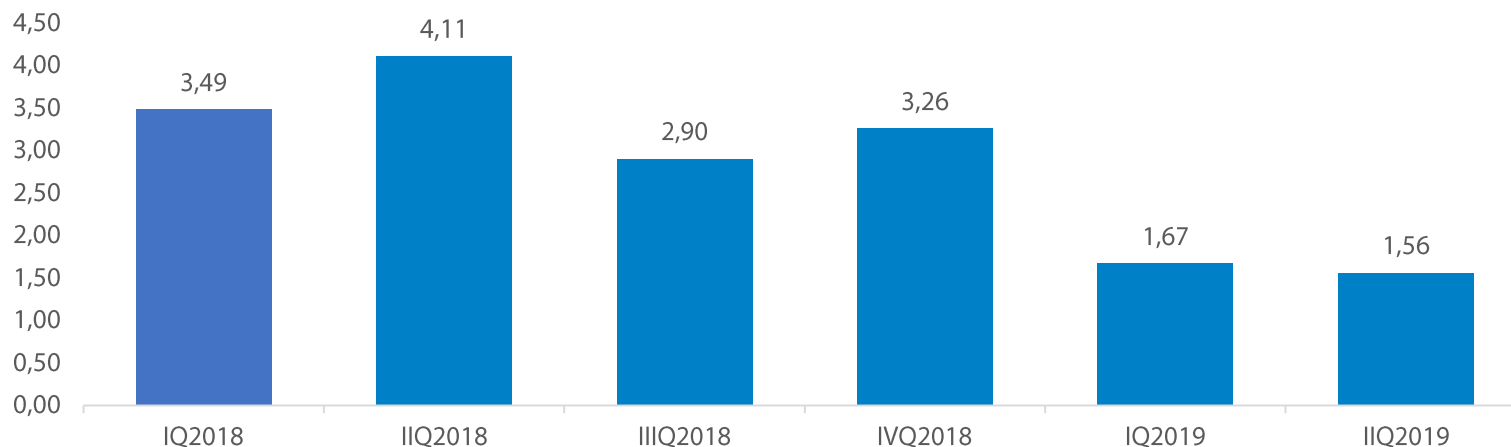


- ✦ The value of the Aforti Group assets at the end of June 2019 amounted to approximately EUR 40.66 million and was higher by 48.30% year-on-year.
- ✦ The value of equity in the Aforti Group amounted to over EUR 1.26 million and was lower by 1.82% YoY.

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



Value of microloans sold (EUR mln)



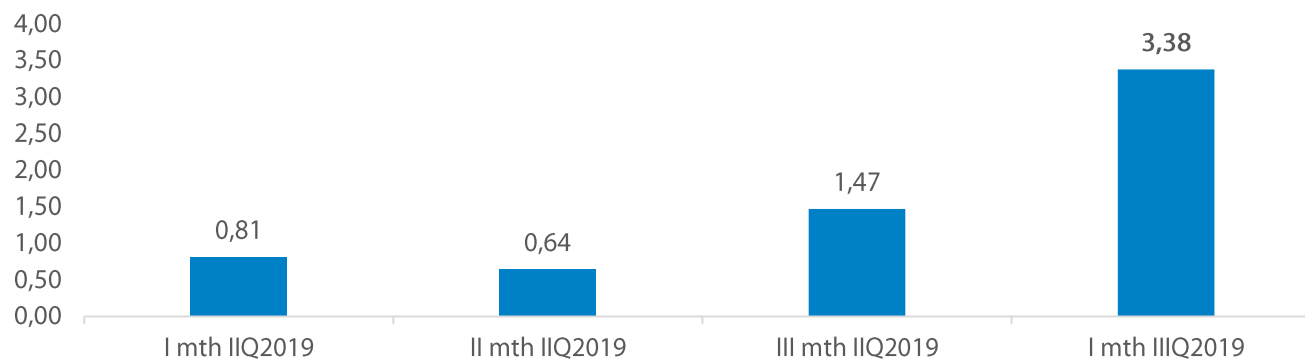
⇒ In the 2Q of 2019, Aforti Finance S.A. granted loans with a total value of EUR 1,56 millions and this result represents a 62.05% decrease compared to 2018.



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



Value of microloans sold (EUR mln)

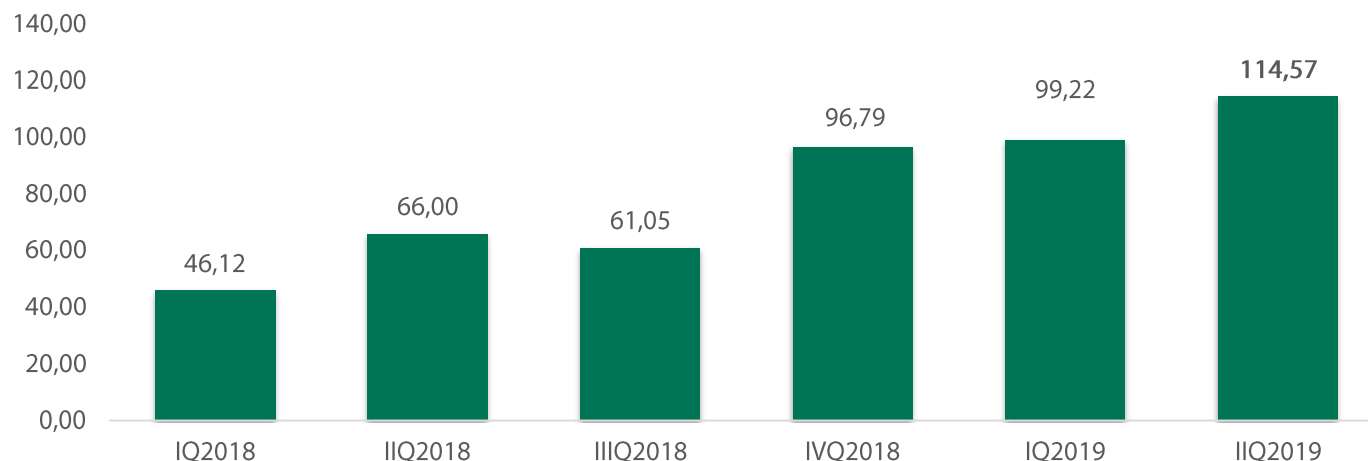


- ✚ In July 2019, Aforti Finance Romania IFN S.A. has granted loans for total value amounted to RON 0,1M. In addition, Romanian entrepreneurs submitted applications for a total amount of RON 3,4M.
- ✚ At the same time, after seven months of this year the Company accepted loan applications with a total value of RON 6,1M. In this time were granted loans with total value of RON 0,6M.

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



Value of exchanged currency (EUR mln)



- ✚ The value of trading on the currency exchange platform in second quarter of 2019 reached the level of EUR 114,57 thousand - an increase of 73.59% year-on-year.
- ✚ After I half of 2019 the value of trading was EUR 213,79 thousand, it is an increase by 90.68%.

# AFORTI EXCHANGE ROMANIA S.A.



Value of exchanged currency in Romania (EUR mln)

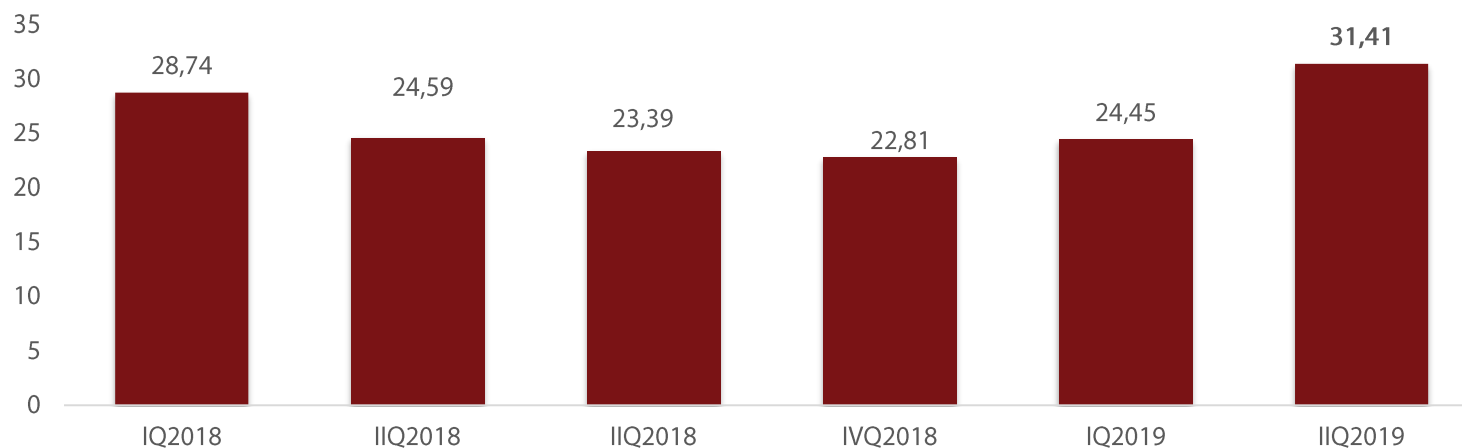


- In the second quarter of 2019, Aforti Exchange Romania IFN gained EUR 31,92 million of the turnover's total value. This is an increase by 155.16% YoY.
- In the period from January to the end of June 2019, Aforti Exchange Romania S.A. recorded EUR 62,73 million total value of turnover, which in comparison to the previous year is an increase by 218.10%.

# AFORTI COLLECTIONS S.A. – RECOVERY



Nominal value of debt collection orders (EUR mln)

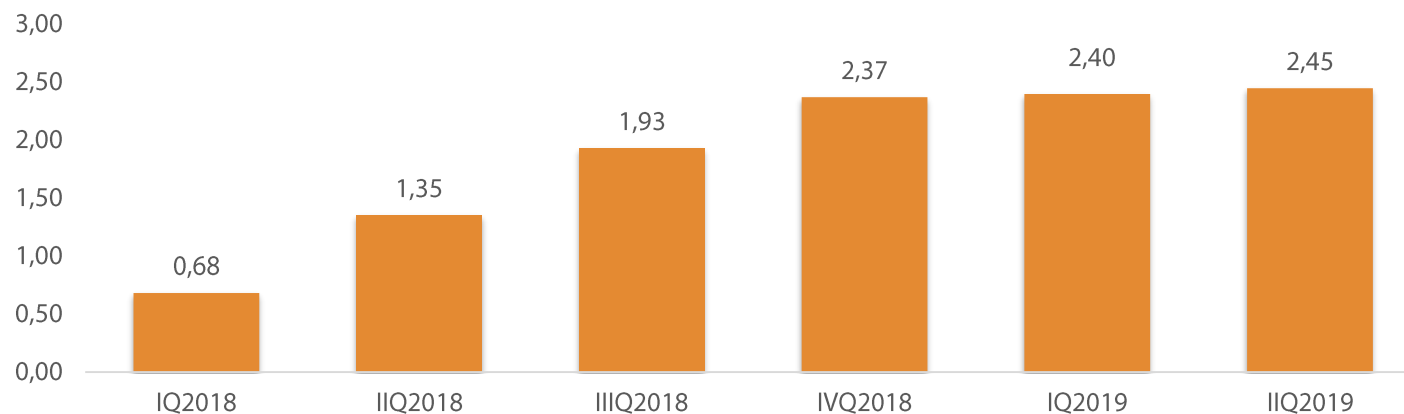


- ✘ The nominal value of recovery orders in 2Q 2019 amounted to EUR 31,41 million. This represents an increase by 27.73% year-on-year.
- ✘ Cumulatively, after six month of 2019, Aforti Collections recordered EUR 55,86 milion, which is an increase by 4.82% in comparision to the same period in previous year.

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



The value of funded debt (EUR mln)



- ✦ After six months of 2019, the value of the receivables financed by Aforti Factor SA reached the level of EUR 4,85 million, recording an increase of 138.92% year-on-year.
- ✦ Only in the second quarter of 2019, the Company recorded EUR 2,45 million of the financed receivables (+81.48%)

# 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.