ibancar

Ibancar Introduction Video

YouTube

Business Presentation 2025

This is ibancar

- Revolutionizing car title (car equity) lending with 21st century tech embedded in a proprietary platform
- Delivering frictionless 100% remote asset based personal loans in a matter of hours
- Well established and proven business with 60 employees operating in Spain and Mexico
- Derisked and proven business model with a multi-year track record of sector leading risk management
- Efficient and obsessive resource management has driven four consecutive years of profitability and positive cash flow
- Delivering exceptional growth whilst maintaining industry leading credit performance
- Scalable debt funding in place from multiple sources to support ambitious expansion plans
- Access to multi billion alternative credit market across the globe
- Ready to scale in several countries as well as launch new products

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- Ibancar plans to raise more than €15m debt on marketplaces in 2025
- Ibancar will also raise €3m growth equity for product expansion and international scaling

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ibancar has an exceptional track record

500% loan book growth over 3 years

475% revenue growth over 3 years

4 years consecutive profitability

€1m projected profit for 2025

on target for **€10m** arr in Q1 25

Highlights	2018	2019	2020	2021	2022	2023	2024*
Loan Origination	536	885	1,378	4,371	10,307	14,865	20,500
Revenue	558	490	877	1,766	3,873	6,904	8,750
ECL vs Book	n.a.	n.a.	n.a.	1.2%	2.3%	3.8%	<4.0%
Contrib. Margin	53%	65%	58%	60%	53%	45%	43%
Profit Before Tax	-17	-41	-419	94	125	541	700

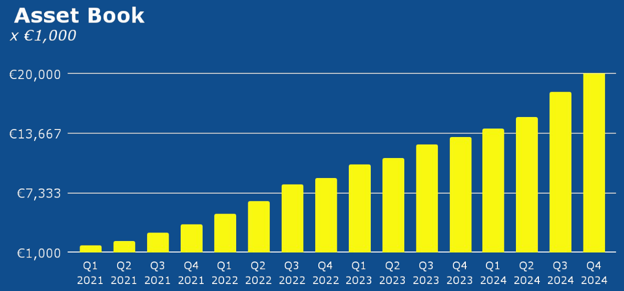
€20m loan book with **€36m** receivables

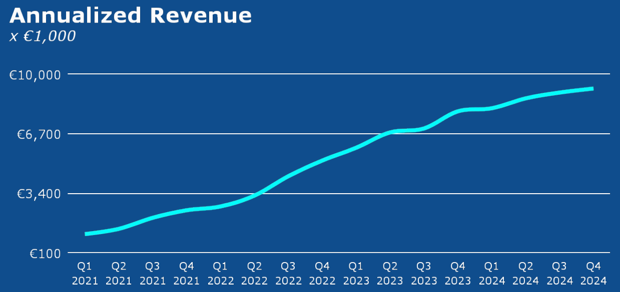
92% consistent performing book

more than **€30m** debt raised

stable & low **4%** risky bucket

successful **70%** restructuring of npls





* estimated FY 2024

ibancar operates an inclusive and ethical model

- Ibancars proprietary platform has been purpose built to support **flexible yet disciplined business processes** from onboarding to providing services.
- The **self built platform** applies full digitization through by applying 21st century tech to an outdated, but still very relevant, business sector.
- This unique approach to digital asset based lending is **inclusive and open to non-prime and underbanked consumers** and significantly outperforms unsecured lenders.
- Ibancar is run by a **stable and experienced team** that has been deeply involved in building every process and has a proven ability to scale operations.
- Ibancar’s tech-driven, efficient risk management has continued to improve with machine learning technology and delivers **sustainable credit performance** that drives profitability.
- The business is **poised to grow considerably** as it expands into new markets, products and through joint ventures.

Ibancar is Clearly Differentiated

Our credit process and experience in this sector allows us to build a low risk loan book from a traditionally high risk borrower base

Many online loans are unsuitable and being taken up out of necessity. Ibancar will continue to position itself as an ethical lender with a sustainable business model offering suitable loans that give clients what they really need.

Ibancar offers **personal loans** secured against the borrowers **car**

The credit decision process is **simpler, fairer** and open to all borrowers with a car **regardless of credit history**

Secured lending **outperforms** all other online lending models as it **reduces risk**, generating a much **higher yield** and unlocking **profitability**

The **digitization of asset based lending** makes this approach to a huge traditional lending sector **massively scalable**

Presenting ibancar and the broad picture

Ibancar recognized bottlenecks in the consumer credit market

- Banks remain unwilling to offer larger, same day loans, even to clients they know well. They do not participate in the online loan market.
- The promise of fast approvals and the lack of alternatives led to the growth of payday lending despite the product not serving the borrowers needs.
- To be massively scalable online lenders have opted mostly for unsecured lending models which use algorithms to select of borrowers and do not serve the wider market.
- Secured lending has not been disrupted or updated for the internet age and transactability remains low as most business models have a “bricks and mortar” component.
- The simplest way to offer more widely available and inclusive credit is to reduce risk with collateral.

Ibancars lending model meets the needs of all online borrowers

- Loans of €6,000 are available within hours from a smartphone.
- Simple structure with up to 36m to repay and access to an online loan management area for all borrowers.
- Ibancar credit scores with the LTV and this improves risk management as well as fairness as the cost of the loan is the same for all borrowers.
- Underwriting has continued to learn and adapt generating a predictable level of high performance and returns.
- The introduction of machine learning tools is helping to even obtain even better performance from Ibancars risk management processes.
- In addition to the loan, Ibancar offers services are offered to differentiate, add value and enhance returns.

Ibancar has a proven model with an excellent track record

- Multiple revenue streams generate a yield in excess of 50%.
- Delinquent loans remain consistently below 4%.
- A high capital recovery rates maintained on defaulted loans.
- The loan book more than 200% overcollateralized.

Ibancar is a well structured and managed business

- Operating companies in Spain and Mexico are owned by a UK Holding company.
- Senior VC and Finance professionals are on the UK board.
- An experienced and stable management team have been involved since inception.
- Angel and Series A rounds closed in 2020.
- Break even achieved in Q4/21 followed by consistent profitability.
- The business is operating cash flow positive since 2022.
- Ibancar is one of very few lenders to have survived COVID unscathed.
- Our Spanish Opco is audited by BDO since 2021.
- Our UK Holdco will be audited as of accounting year 2024.

Ibancar is hugely scalable through online marketing and additional products

- The speed and ease of Ibancar loans makes them attractive to all borrowers.
- Very low credit losses means Ibancar generates a higher margin which means it can pay more for leads than unsecured lenders.
- Using its experience in digitized car backed lending Ibancar plans to launch an auto finance product for subprime borrowers.
- Ibancar is planning to offer an expanded range of credit products including revolving credit and asset backed credit cards.
- Ibancar is discussing partnerships to offer “Ibancar as a Service” as a white label or embedded lending service.
- There are huge markets beyond Spain and Mexico such as Colombia, Brazil , USA, UK, China and Indonesia where there is a market ready to be digitized.

ibancar has a multi channel strategy to grow 10x (or more)

Expansion in New Countries

Ibancar will expand geographically with maximum efficiency. This may involve launching independently as we did in Mexico but we may also form strategic partnerships with established lenders. Partnerships can enable Ibancar to introduce its car equity loan products in new countries more quickly and with reduced risk.

	Traditional car equity market	Pawnbroking market	Payday and non-bank loan market	Underbanked borrowers with cars
Spain	€75m	€100m	€200m	2m
Mexico	€250m	€1.5b	€500m	12m
UK	€130m	€350b	€1.5b	3m

Expansion with New Products and Distribution Strategies

Ibancar will continue to grow organically through its already established affiliate network and will open several additional channels to multiply the growth potential.

B2C Expansion

Ibancar will continue to scale its core car equity lending through affiliates, social media, referrals and **points of sale**.

B2B2C Partnerships

Ibancar is establishing **distribution partnerships** to help other businesses add new revenue stress and further monetize their client base

New Products

Revolving credit potentially with a car backed credit card
Car finance tailored for non-prime buyers of older cars which is a huge unserved market in Spain and Mexico

A Solution Delivered with Extensive Finance Experience

Our Directors

Founder & CEO
Ibancar

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Alexander Melis (Dutch) has been an entrepreneur in the asset based lending space for 8 years. Previously he was a Managing Director in Fixed Income Derivatives at Credit Suisse and BNP Paribas in London and prior to this worked for 10 years in management consulting.

Alex has built Ibancar largely with his own capital and has overseen every aspect of its growth from 1 to 60 employees, including the recent launch in Mexico and the building and mentoring of a very strong management team.

Full profile available on **LinkedIn**

Managing Partner
Claret Capital
Venture Debt Fund

Johan Kampe (Swedish) is Managing Partner of Claret Capital (previously Harbert European Growth Capital) which provides specialty debt financing (Venture Debt) to European growth businesses, predominantly in the technology and environmental sectors.

Johan has more than 17 years of experience in technology lending and financing.

Full profile available on **LinkedIn**

CEO
Knuru Capital
Venture Capital Fund

Alain Dib (French) has 25 years experience in Investment Banking, Capital Markets, Private Equity and Venture Capital and has held senior positions with Deutsche Bank and BNP Paribas.

Alain was COO/CIO of Waha Capital and is currently CEO of Knuru Capital a Dubai based Venture Capital fund. He has a wealth of experience sourcing, structuring and managing investment risks.

Full profile available on **LinkedIn**

Director
ING Investment Bank

Roger Welsch (Dutch) is a Director at ING Investment Bank.

Previously he was responsible for Treasury management at Dutch public sector bank BNG.

He is a fixed income specialist with 25 years experience of debt capital markets, derivatives and debt structuring.

Full profile available on **LinkedIn**

Summary

Offers an exceptional investment opportunity in a proven and fast growing business with global growth potential

Unique Product

Ibancar has redesigned the car title loan model making it an easily transactable, hugely scalable and ethical consumer credit offering

Highly Transactable

The proprietary Ibancar platform enables fast and simple application for a substantial same day loan without any friction or physical logistics, entirely from a smartphone

Well Positioned

Loans are designed and positioned to serve the full spectrum of borrowers from prime to the credit invisible at the same price point but at different loan-to-value

Proprietary

Ibancar has built its platform in-house instead of building on external SAAS and also does not contract out processes, everything from acquisition to logistics is done in house ensuring quality, compliance and flexibility.

Scaling

Having digitised the car title loan Ibancar is now set for huge growth by scaling in Spain and in Mexico, bringing additional fintech products to market and distributing “Ibancar as a Service” through partnerships

Well Capitalized

Ibancar is operating cash flow positive and has been profitable for 4 years, reducing the need for large amounts of external growth equity and dilution. Ibancar also has access to scalable debt funding to support its ambitious expansion plans.