



# AFORTI Capital Group

## Financial Results for the III quarter of 2019

February 14, 2020

Zyskaj na przyszłość.

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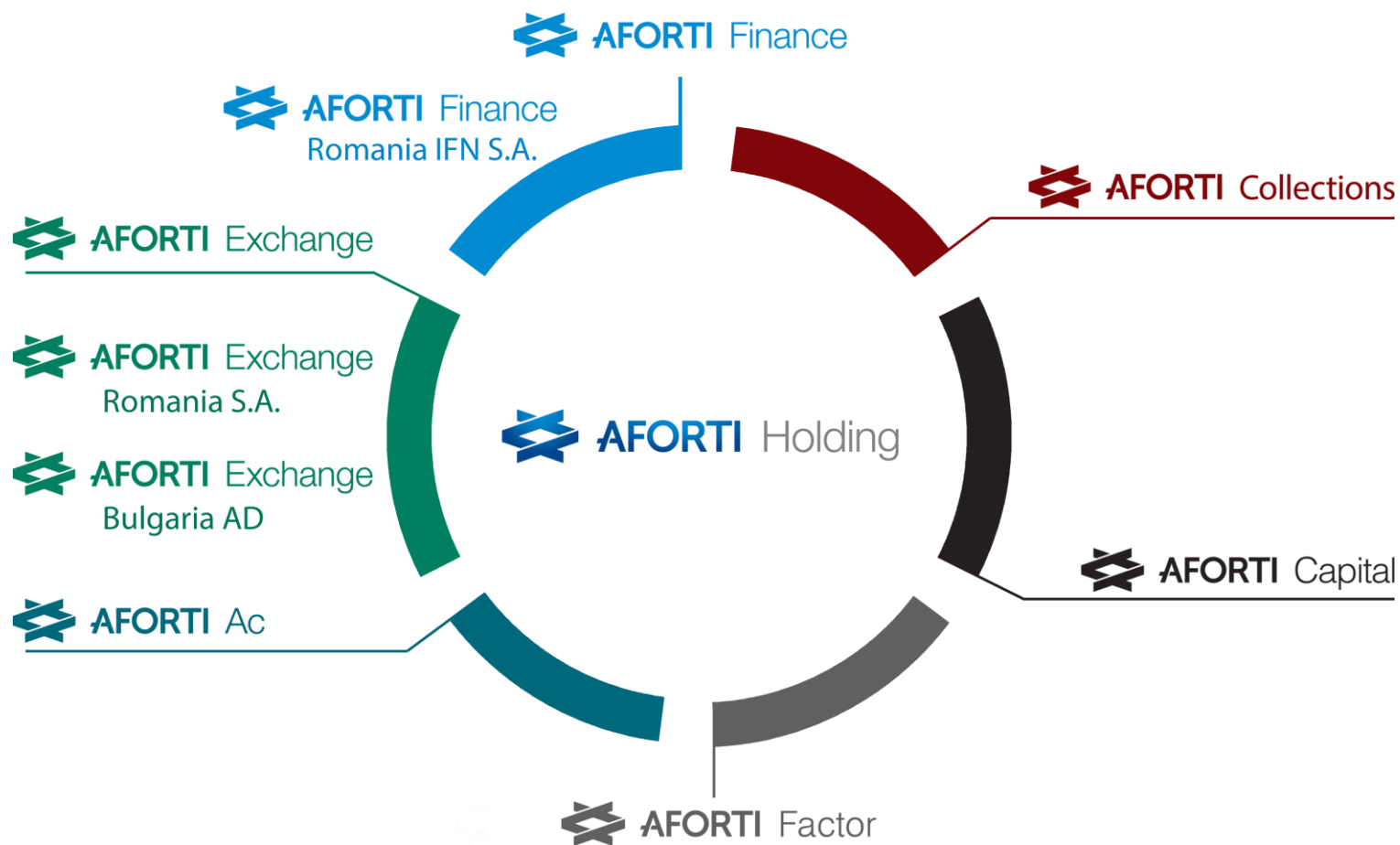


# KEY INFORMATION

- ✦ 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	31.12. 2019 r.	Change	31.12.2018 r.
Sales revenues	1,036,282,009.84 PLN	+81.16%	572,012,031.39 PLN
Net profit	1,974,122.35 PLN	+516.01%	320,469.93 PLN
EBIT	1,147,397.82 PLN	-87.75%	9,369,256.46 PLN
EBITDA	-28,092,092.67 PLN	+113.33%	-13,168,114.98 PLN
Assets	236,007,369.68 PLN	+52.22%	155,045,650.81 PLN
Equity	58,220,010.85 PLN	+1108.82%	4,816,282.12 PLN
Human resources	203	-0.49%	204

# 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 October 2019, the Extraordinary General Meeting of Shareholders decided to increase the company's share capital through private issue of series I and series J as part of the Incentive Program for the financial years 2020 - 2022 for key employees of the Aforti Group.
- The registration of the share capital increase in the National Court Register took place on January 24, 2020. As part of the private subscription, 1,240,599 series I shares were acquired.

## Aforti Finance

- The implementation of a simplified application for financing, which also provides the possibility of applying for a factoring service.

## Aforti Exchange

- Entry of the Company in the Register of Small Payment Institutions on 30.01.2020.

## Aforti Collections

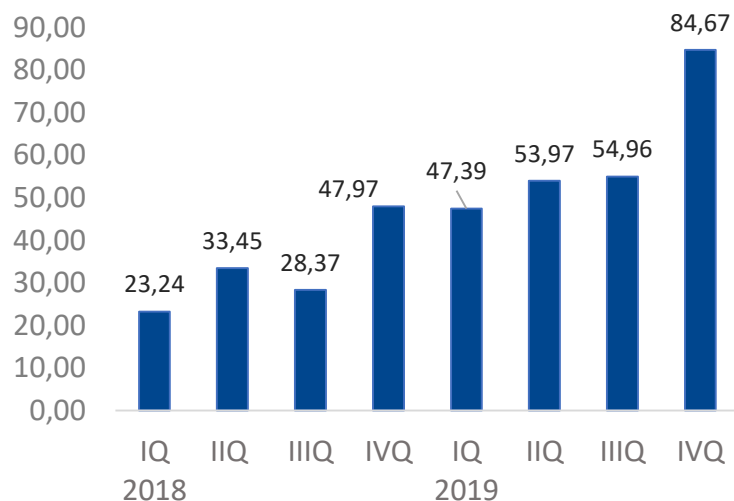
- Conclusion of debt assignment agreements with Aforti Finance and Aforti Factor for a total price of PLN 5.1 million.

## Aforti Factor

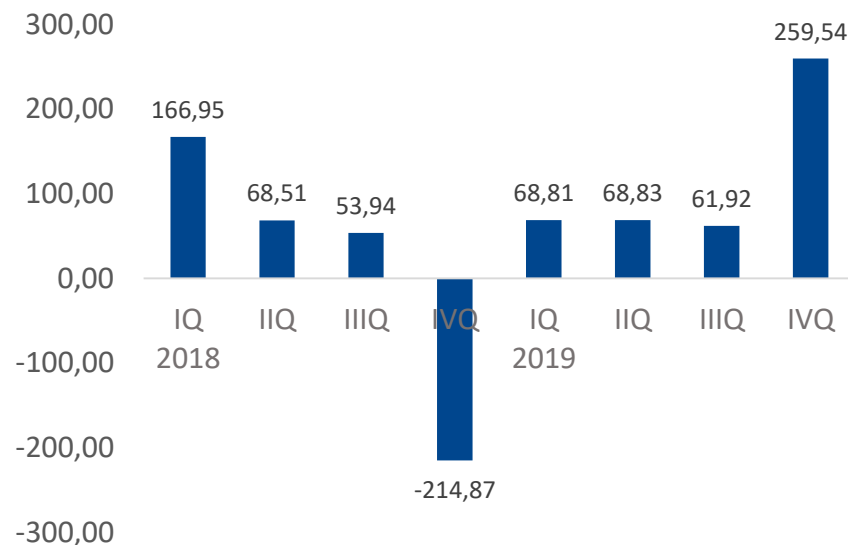
- In the fourth quarter of 2019, the company modified the offer, thanks to which the current range of its services is more suited to the expectations of customers.

# FINANCIAL RESULTS

Consolidated revenues  
(in EUR millions)



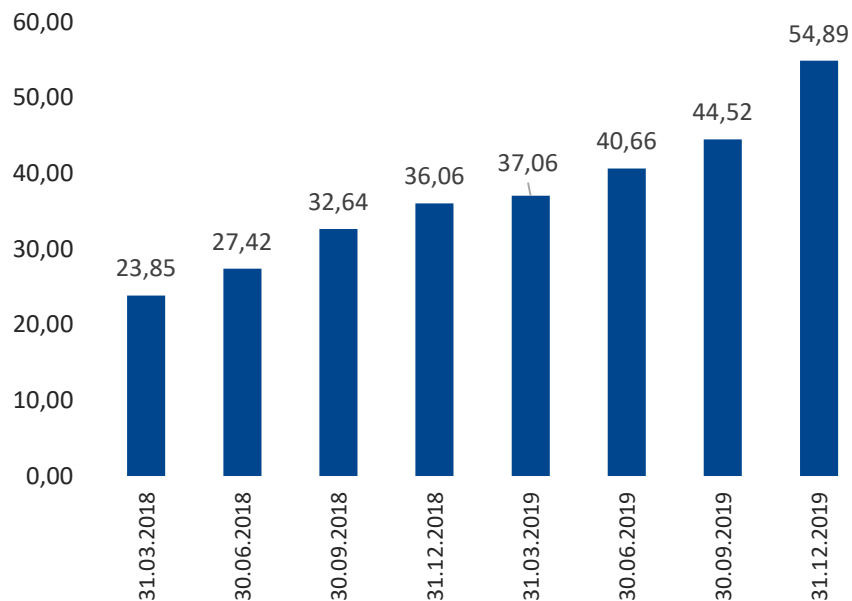
Profit/loss net (in EUR thousands)



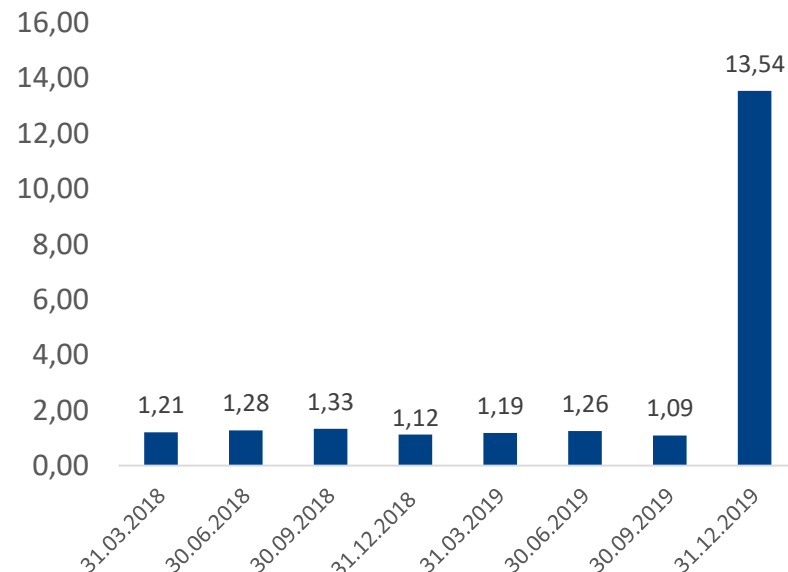
- ✧ Increase in consolidated sales revenues in the fourth quarter of 2019 by 76.50% year-on-year to the level of over EUR 84,67 million.
- ✧ The consolidated net result in this period amounted to over EUR 259,54 thousand against the loss recorded in the same quarter of the previous year.
- ✧ The increase in the Group's sales revenues results from the consolidation inclusion of the Issuer's subsidiaries operating in Romania: Aforti Finance Romania IFN SA and Aforti Exchange Romania SA.

# FINANCIAL RESULTS

Assets (in EUR milions)



Own Capitals (in EUR milions)

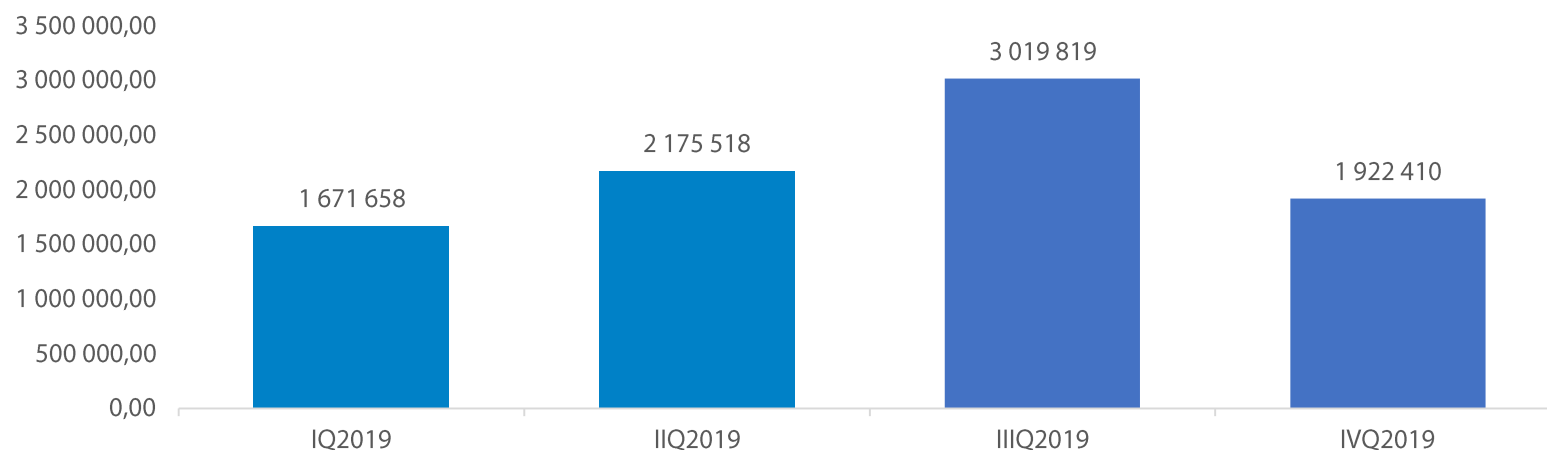


- ✦ The value of the Aforti Group assets at the end of December 2019 amounted to over EUR 54,89 million and was higher by 52.22% year-on-year.
- ✦ The value of equity in the Aforti Group as at 31/12/2019 reached the level of over EUR 13,54 million, an increase of 1102.82% compared to the previous year. The increase in equity was related to the issue of new shares of the Issuer, which as at 31.12.2019 were not yet registered, but resulted in an increase in the balance of the sale value of the issue over the nominal value of these shares. The registration of these shares was carried out on January 24, 2020.

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



**Value of microloans sold (EUR)**



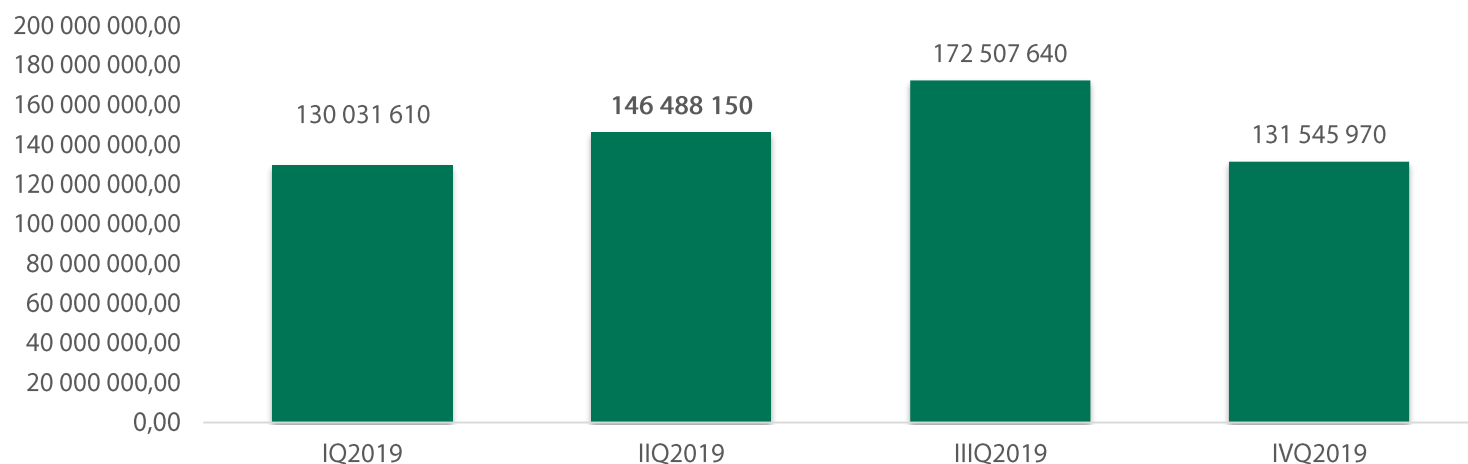
✚ At the end of 2019, the total value of loans granted by Aforti Finance in Poland and Romania was about EUR 8,79 million.



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



Value of exchanged currency (EUR)

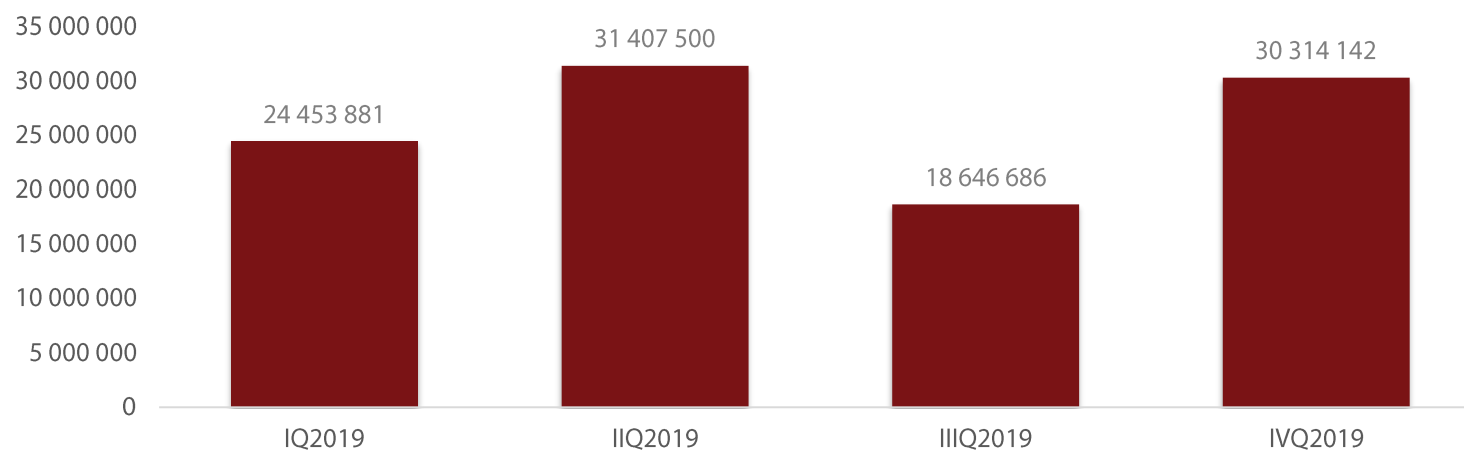


➤ After twelve months of 2019, the turnover value of Aforti Exchange in Poland and in Romania reached over EUR 580 milion.

# AFORTI COLLECTIONS S.A. – RECOVERY



Nominal value of debt collection orders (EUR)

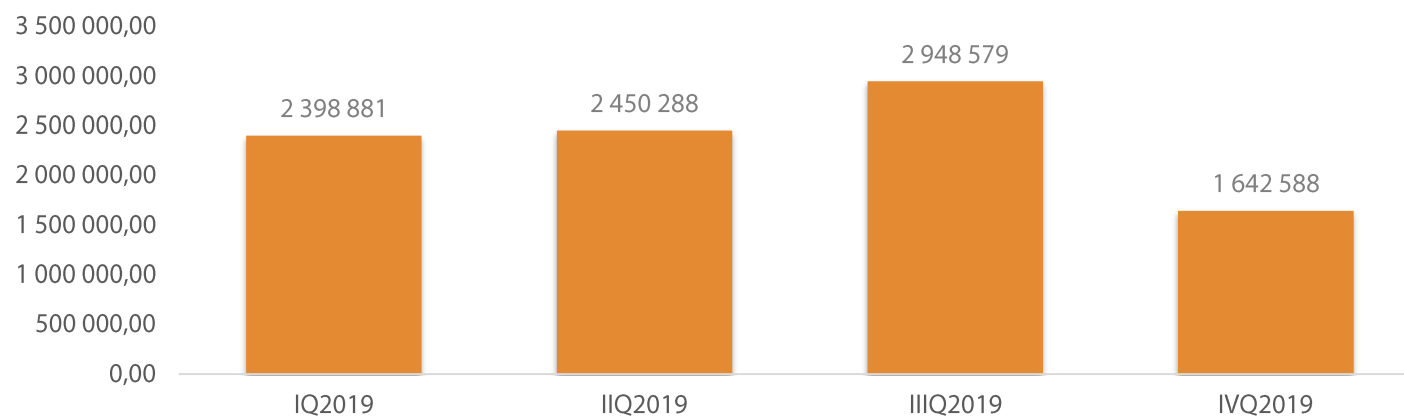


✚ At the end of December 2019, the total nominal value of Aforti Collections vindication orders was over EUR 104,77 million.

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



The value of funded debt (EUR)



✦ After twelve months of 2019, Aforti Factor financed receivables totaling **approximately** EUR 9,5 million.

# Law Disclaimer

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Gain for the future.