

# CAPITALIA

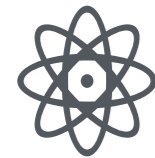
FINANCING BUSINESSES

# ABOUT CAPITALIA

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Capitalia is the leading small business lender in the Baltic countries. Operating since 2007, Capitalia has financed over 1000 companies in Latvia, Lithuania and Estonia.

## Experienced



Founded in 2007 by management team with background in venture capital, private equity and banking

## Market leader



The only specialized non-banking finance provider to small and medium businesses with pan-Baltic presence

## Represented in NASDAQ Baltic



Through listing in Baltic bond market, Capitalia ensures financial and governance transparency to investors

Tallinn

Riga

Vilnius

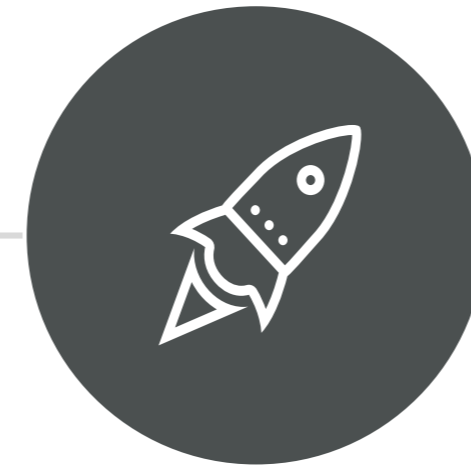
# OUR UNIQUE APPROCH

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## Cash-flow focus

Only 1/3 of our loans are backed by collateral. Although we always require personal guarantees, our key scoring metric is cash-flow



## Addition not replacement to bank

Instead of competing with bank offering we are supplementing it when such financing is not available or not sufficient



## Decision not IT based

With unreliable financials of SMEs, we have built processes where automatic scoring is complemented by experienced decisions

# KEY PRODUCTS

## LOANS

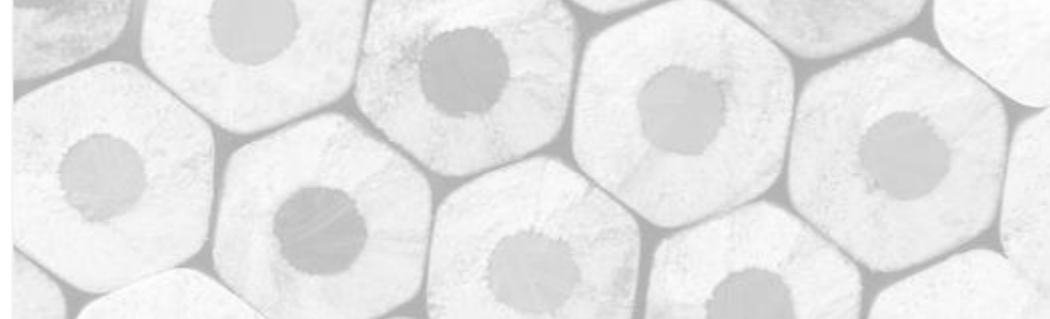


**28%**  
/average apr

Up to EUR 100,000  
Term from 1-36m  
Amortising

**75%** of portfolio

## FACTORING




**25%**  
/average apr

Anonymous or direct  
Up to EUR 200,000  
30-90 day invoices

**15%** of portfolio

## POS CREDIT



**32%**  
/average apr

Partnership with Citadele  
Automatic payback  
Up to 1 year term

**10%** of portfolio

# SAMPLE CLIENT SITUATIONS

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**MANUFACTURER**  
Financed materials for  
new bicycle model  
manufacture

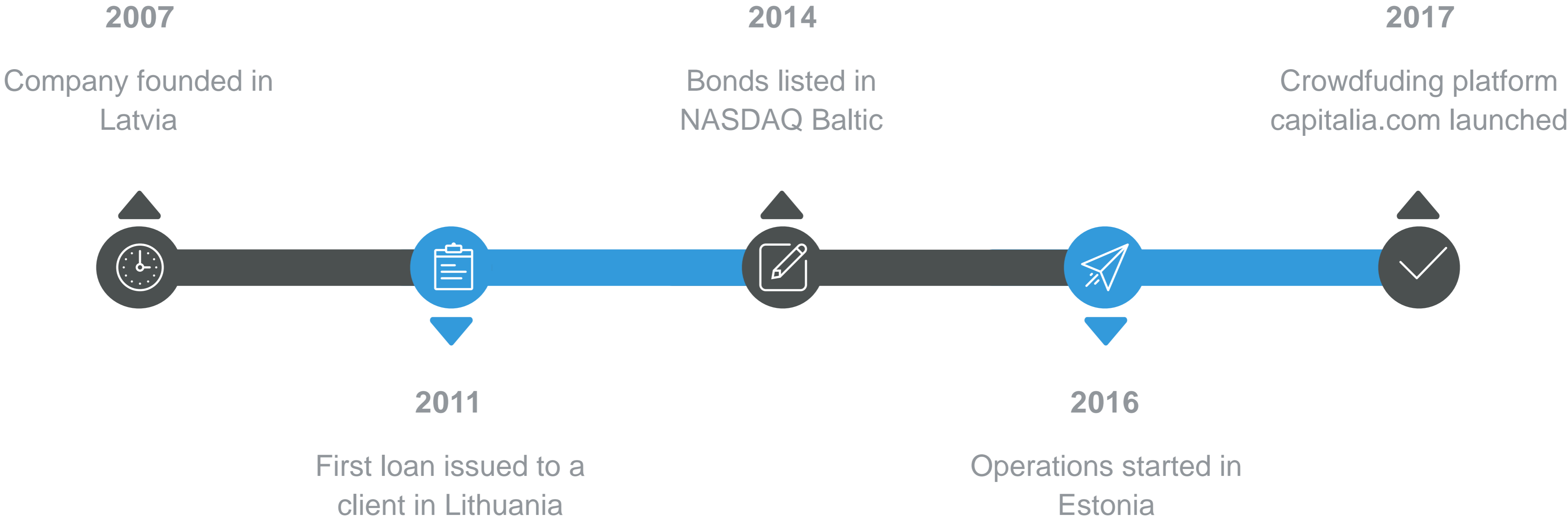


**MERCHANT**  
Attracted missing  
financing for opening a  
new concept store

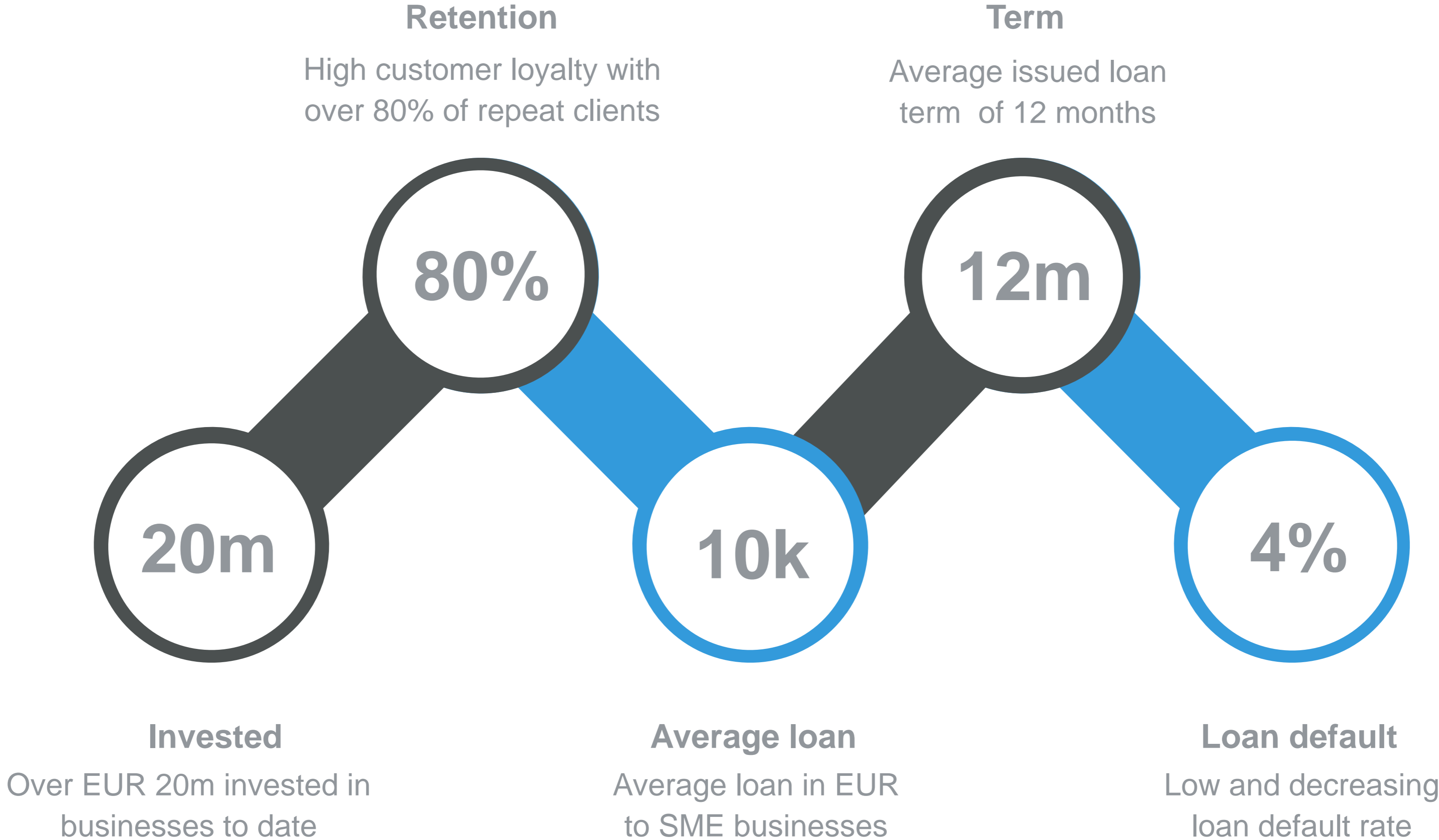


**SERVICE PROVIDER**  
Purchased additional  
equipment for car  
repair service

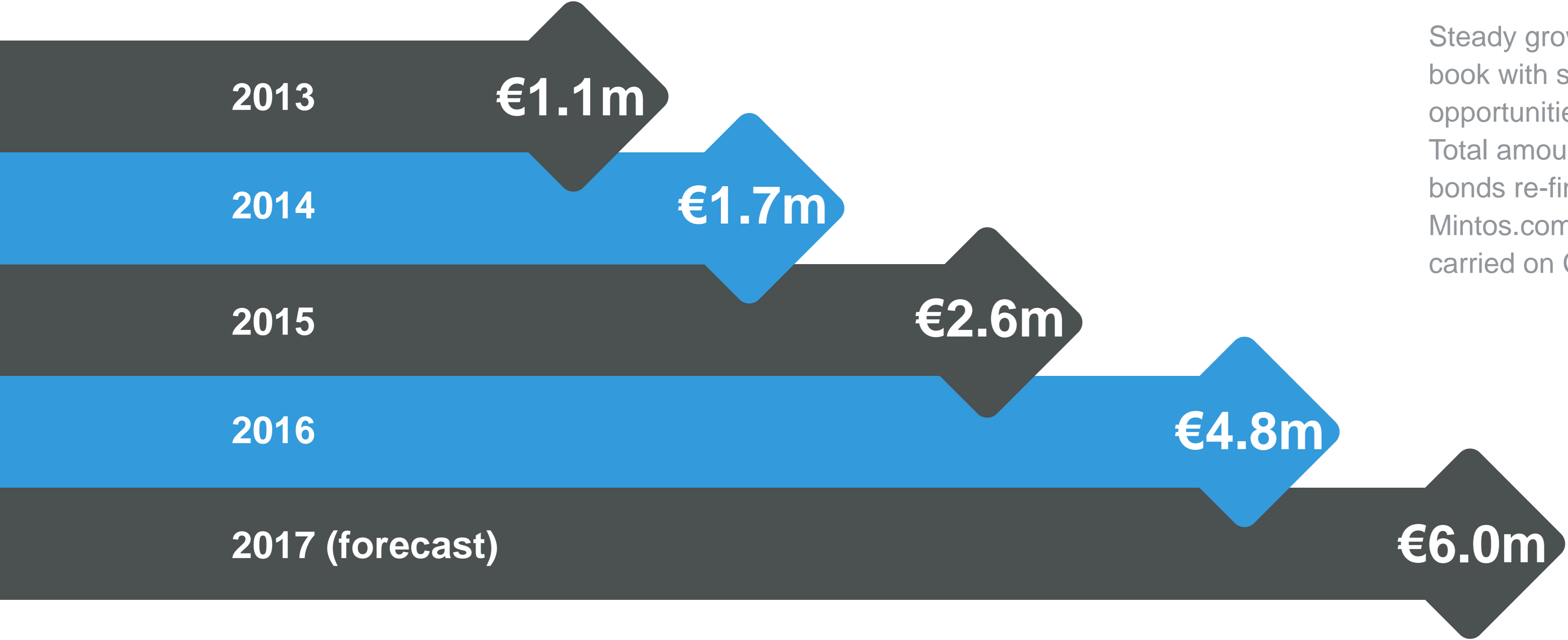
# KEY MILESTONES



# KEY METRICS



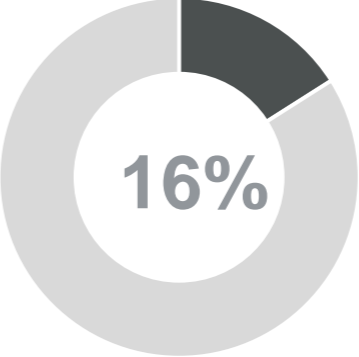
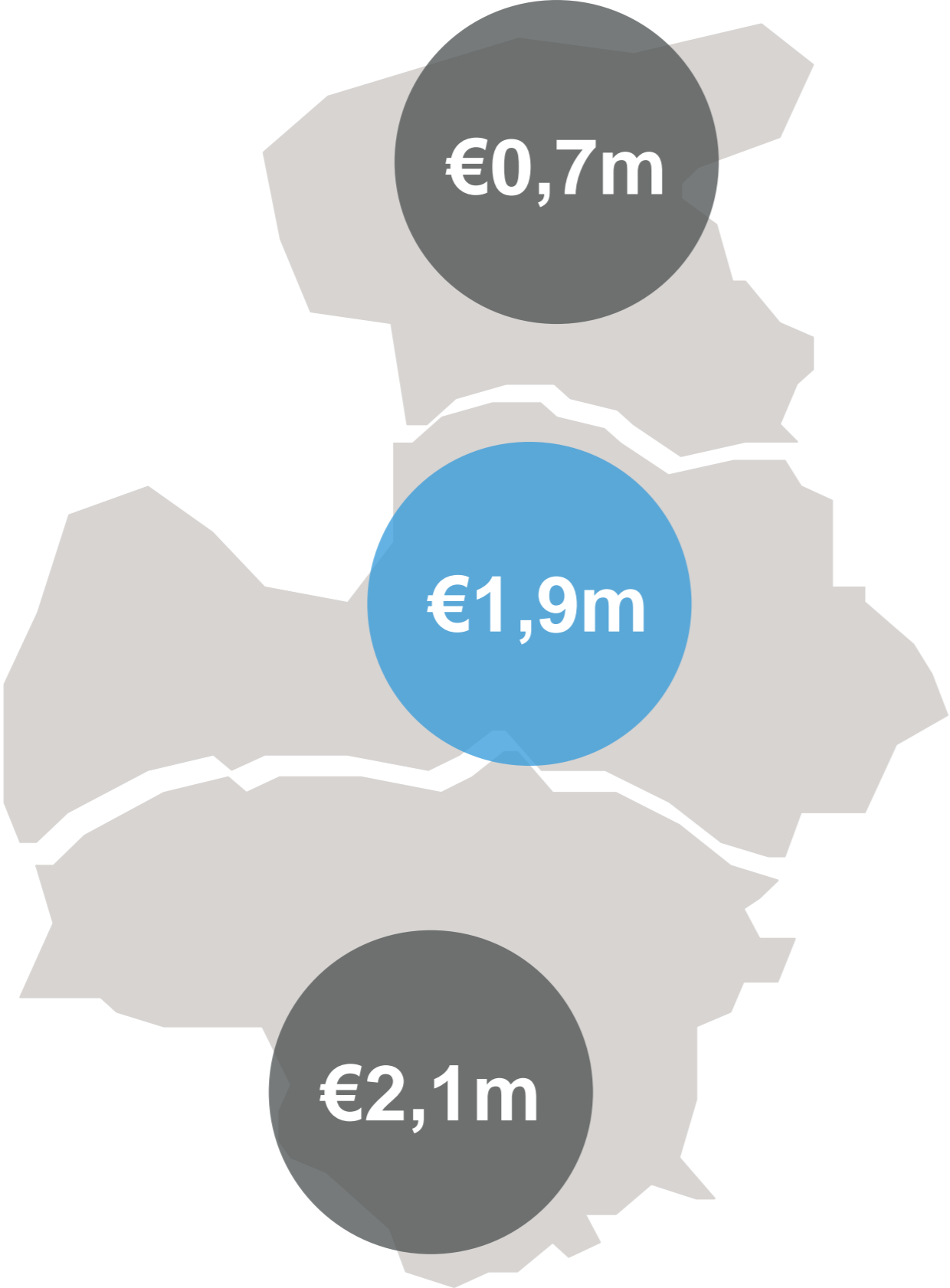
# PORTFOLIO GROWTH



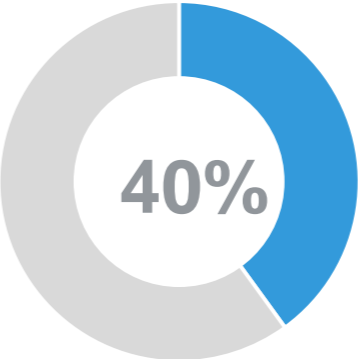
Steady growth of the loan book with significant opportunities still present. Total amount includes bonds re-financed through Mintos.com and not carried on Capitalia books



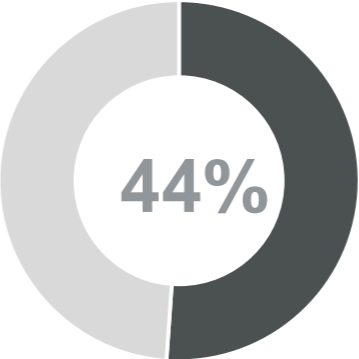
# PORTFOLIO COMPOSITION



**ESTONIA**  
Market with the most growth opportunities



**LATVIA**  
Our oldest and most stable market



**LITHUANIA**  
Largest but most competitive market

# MANAGEMENT

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## **JURIS GRIŠINS**

Chief Executive Officer

Previously investment banker  
and venture capital fund  
manager



## **PĀVELS ŠNEJERSONS**

Chief Risk Officer

Previously loan department  
manager at leading bank  
in Latvia



## **GINTARAS MATUZAS**

Chief Lending Officer

With over 6 years at Capitalia  
the most experienced loan  
manager

# SUMMARY OF FINANCIALS

Selected Financial Data, €	2015	2016	2017, Q1
Total assets	2 623 207	3 984 473	4 155 924
Equity	173 156	435 276	467 776
Issued bonds	2 498 973	1 753 656	2 139 398
Other liabilities	1 485 500	2 230 817	2 016 526
Total revenue	574 568	924 909	293 239
Interest expenses	-211 639	-328 933	-87 640
Impairment	-64 891	-88 928	-32 004
Sales expenses	-41 354	-124 688	-23 218
Administration	-195 984	-359 165	103 168
Net profit	48 587	-11 390	32 500

# INVESTMENT OPPORTUNITIES

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**Collateralized  
bonds**

**8% apr**

**Maturity:** Oct 25, 2019

**Coupon:** quarterly

**Collateral:** first pledge  
on all assets



**NASDAQ Baltic  
listed bonds**

**12% apr**

**Maturity:** Oct 25, 2018

**Coupon:** quarterly

**Collateral:** second  
pledge on all assets



**Co-financing of  
loans to SMEs**

**10-16% apr**

Co-invest in loans  
managed by Capitala on  
**Capitalia.com** or  
**Mintos.com**

# INVESTMENT HIGHLIGHTS

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## Market leader

Market leader in non-bank small business financing in the Baltic States;



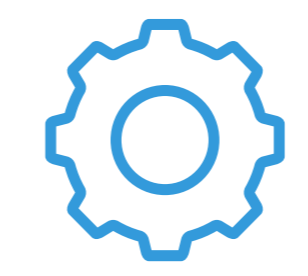
## NASDAQ listing

Transparent and regular reporting through NASDAQ Baltic stock exchange;



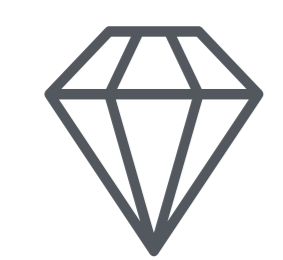
## Ethical financing

Attracted financing goes to small businesses, helping them grow;



## Flexible investments

Flexible investment opportunities to suit any investor's timeframe;



## Great returns

Great returns outperforming other fixed income investment opportunities.



## Safe

Investment opportunities with excellent security offered

# CONTACTUS

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