



INVOICE FINANCING

Flexible working capital solutions to small and medium enterprises in Lithuania!

About DEBIFO - Summary



- Invoice financing product launch in May 2015
- Over EUR 50.0 million of invoices have been funded to date,
- More than 250 clients have used invoice finance facility
- Hybrid lending model – combination of balance sheet and marketplace lending



- DEBIFO finances invoices (i.e. accounts receivable) issued to large and creditworthy corporations
- Standard credit limit for one client is up to EUR 100 000, usual invoice terms are 15-90 days
- 97% of clients would recommend DEBIFO invoice financing services



- Management team:
 - Justas Šaltinis (CEO, finance, sales)
 - Mārtiņš Liberts (IT solutions, business development)
 - Donatas Juodelis (legal, business development)

mintos

- In January 2016, DEBIFO has entered into the cooperation with Mintos, the largest peer-to-peer platform in the Baltics. The partnership allows DEBIFO to offer investment in originated and pre-funded invoices issued by small and medium enterprises to large corporates.

MUNDUS
ASSET MANAGEMENT

- In October 2016, DEBIFO has entered into strategic partnership with institutional investor MUNDUS, which agreed to provide up to EUR 10 million of debt financing to support DEBIFO portfolio growth.

ADVANCE
GLOBAL
CAPITAL

- In September 2017, DEBIFO has entered into financing agreement with institutional investor Advance Global Capital, which agreed to provided up to EUR 2 million of revolving credit line to finance portfolio.

Forbes

- DEBIFO was mentioned among the top 5 European fintech startups to watch.

Management team



Justas Šaltinis – CEO, credit risk, business development

Education – SSE Riga (BSc), CFA institute (CFA)
Work experience – DEBIFO, invoice financing / factoring (3 y)
Orion Securities, investment banking and corporate finance (4 y)
Other experience – investments in stock markets (13 y), p2p loans (6 y)



Mārtiņš Liberts – IT solutions, business development

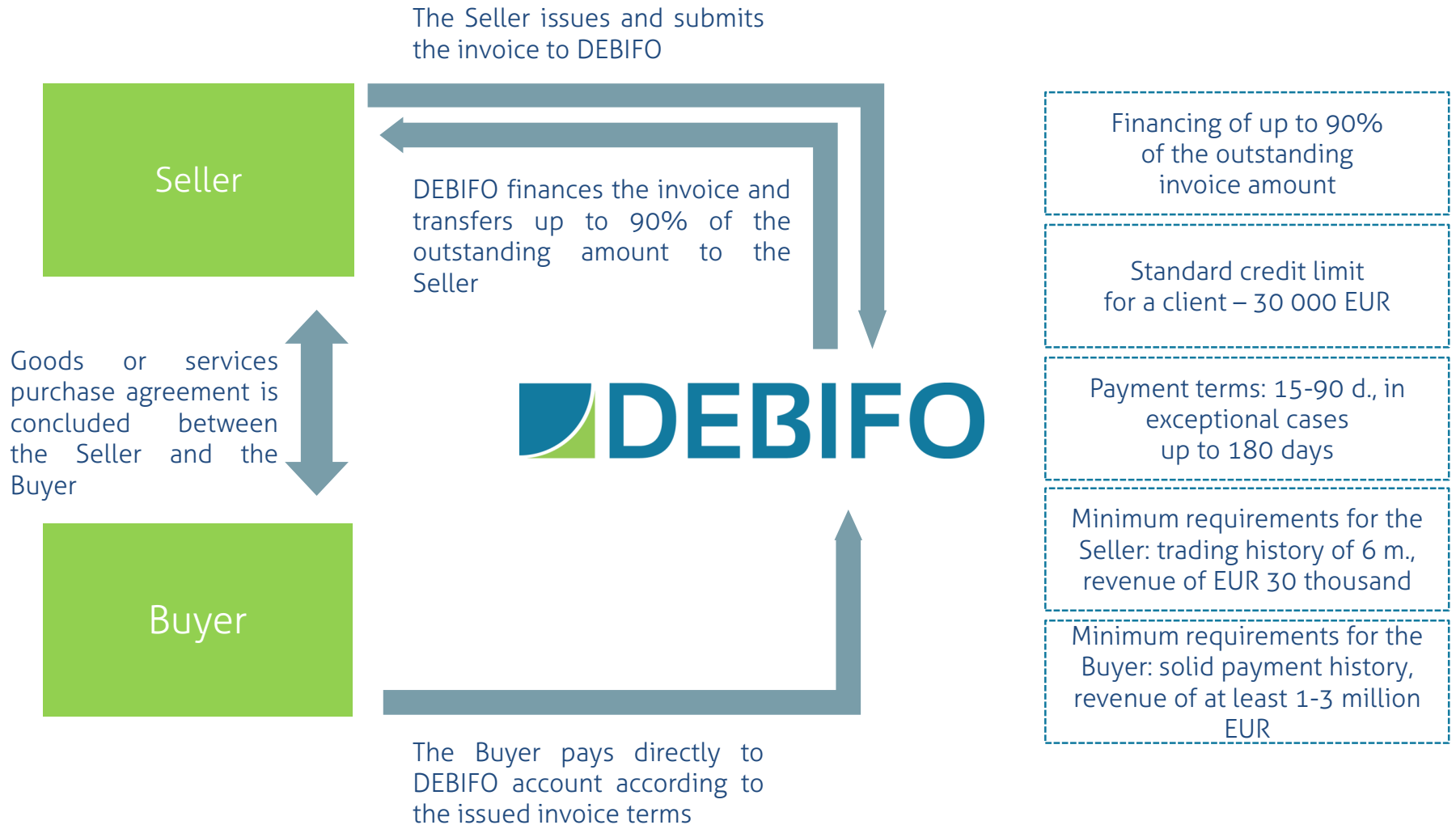
Education – SSE Riga (BSc), Latvijas Universitāte (MSc), BMI (EMBA)
Work experience – INNTEC, CEO, co-founder (5y), hired and managed team of 25 employees
Tieto, managing director (2 y), board member (5y) head of sales (5 y)
Other experience – president of SSE Riga debate society, lecturer of argumentation and sales



Donatas Juodelis – legal, business development

Education – VU (LLM)
Work experience – INNTEC, business development (7 y), co-founded successful IT company
Beata Amber Holding Company, board member (3 y)
Attorney's associate (3 y), participated in transactions, dispute resolutions
Other experience – investments in private companies and debt instruments (6 y)

Invoice financing solution



Why clients choose DEBIFO?

Financing without additional asset collateral or personal guarantees

Quick financing decisions (in 24-48 hours)

Flexible financing solution – no long-term agreements



Possibility to provide information online (note: face-to-face signing)

Attractive financing terms (up to 90% of invoice amount, up to 180 days)

Transparency – clear pricing structure and no hidden fees

Credit risk management

Information collected and reviewed

2 credit bureaus (arrests, courts, unpaid liabilities, payment delays, social security debts and other information)

Shareholders' and/or directors' historical connections to other companies and persons

Detailed financial information of the Seller's company

Agreement details between the Seller and the Buyer

Bank statement analysis and payment history between the Seller and the Buyer

Other public information and inside insights

Entities reviewed

Seller (company)

Seller (shareholder)

Buyer (company)

Monitoring

Daily monitoring (arrests, courts, social security debts, public information)

Weekly meetings with risk (red flags) and legal (recovery status and actions) team

Monthly monitoring (portfolio structure review, DD selection, sectors' limits)

Quarterly review of the Seller's financial information

Invoice portfolio (KPIs)

Financed invoices	52 611 033 EUR
Loans issued	40 729 682 EUR
Outstanding loans	6 224 890 EUR

Number of financed invoices	7 797
Average invoice amount	4 850 EUR
Average financing term	53 d.



Justas Šaltinis, CFA

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Appendix: Selected invoices (buyers)



Sanitex



Kauno Grūdai



MAXIMA



neogroup^o

