

START, IT'S YOUR CREDIT.

Investor Update
June 2019

Agenda

1 Overview

2 Financial figures Q1 2019

3 Outlook

1 Overview

Our business model: shaping SME financing

SME borrowers

- Significant short / medium-term financing needs
- No access to capital market funding
- No access to unsecured bank lending
- Less attractive economics of alternatives
- Lengthy credit process

**Fee
1-5 %**

Lack of loan supply (credit gap)



Acquisition



Analysis



Selection



Pricing



Servicing

Institutional & professional investors

- No efficient access to SMEs
- Ticket size issue of existing debt funds
- Limited access to unsecured loans
- Unattractive yield of traditional debt products

**Fee
1% p.a.**

Lack of investment opportunities

Run by an experienced management team

C-Level

Executive Board

Dr. Tim Thabe



Co-founder &
Chief Executive Officer

Dr. Daniel Bartsch



Co-founder &
Chief Operating Officer

Dr. Mark Währisch



Chief Risk Officer

Dr. Gregor Heinrich



Chief Technology Officer

Fabian Brüggmann



Chief Financial Officer

We address an attractive, but largely underpenetrated market ...

Addressable market potential for FinTechs in the German SME segment ⁽¹⁾

Total SME bank lending volume in Germany in 2016⁽¹⁾:

EUR 293 billion



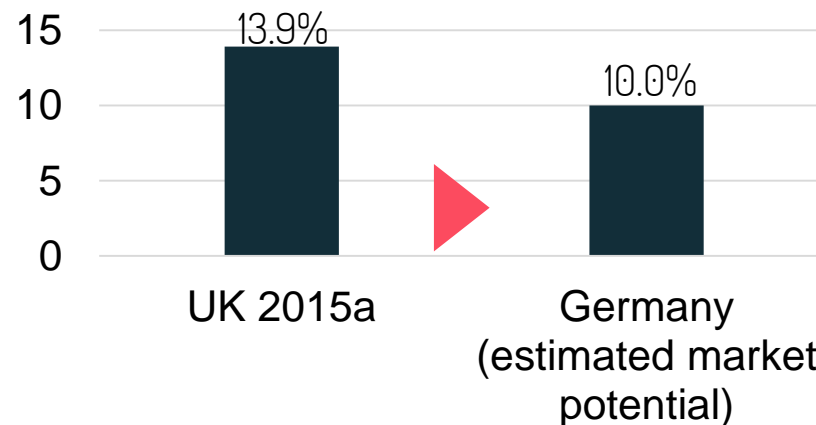
Implied SME credit gap in Germany in 2016⁽¹⁾:

EUR 100 billion



FinTech penetration rate in SME lending⁽¹⁾:

Rather conservative estimate of German market penetration potential



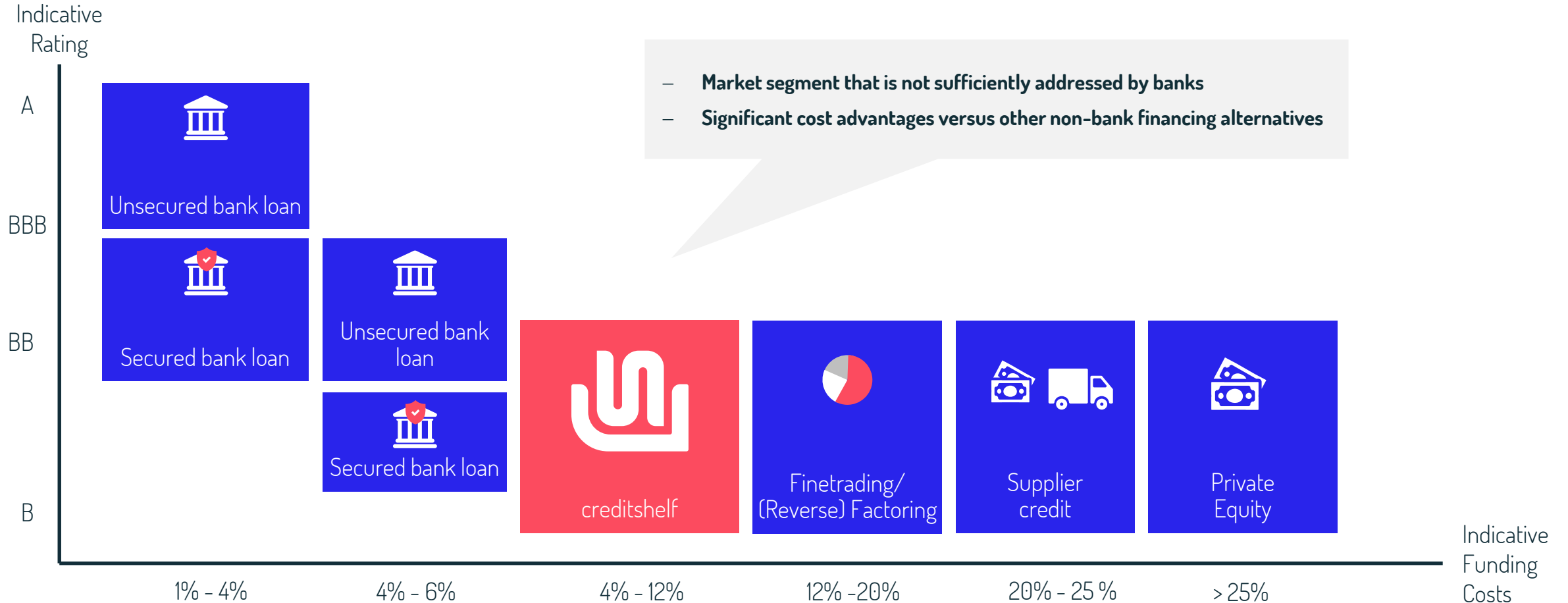
Resulting potential addressable target market:

EUR 39 billion

Additional market potential from corporates with more than EUR 50 million annual revenues

⁽¹⁾ SME defined as corporates with annual revenues below EUR 50 million; Source: "Working Paper: Die globale FinTech-Revolution: eine Chance für KMUs?" (Prof. Mark Mietzner, 2018), "FinTech-Markt in Deutschland" (Gregor Dorfleiter, Lars Hornuf, 2016); "IMF, World Economic Outlook Database, April 2018" (IMF, 2018)

... by extending the SME financing mix through a transparent and easy to access offering



creditshef holds an attractive and differentiated market position ...

Geography	Focusing exclusively on German „Mittelstand“...
Target borrower size (by revenue)	...with an appropriate company size
Seniority of loan	Creditshef-borrowers are established players...
Ticket size in EUR	...with a need for senior unsecured loans and large tickets
Investor min. ticket size	creditshef-investors start with business size tickets...
Investors	... and are exclusively finance professionals




> EUR 2,500,000 - ~100,000,000

Senior unsecured



100,000 - 5,000,000

EUR 10,000

Professional and institutional investors

Unique market position

Key factors protecting creditshef's market position

-  Technological advantage based on next generation risk model
-  Unrivalled intelligence due to comprehensive and growing high-quality database
-  First mover advantage leading to strong brand awareness
-  Well-established, high-quality investor base
-  Strong track-record of recurring borrowers
-  Obotritia Capital as anchor investor with potential to act as a backstop
-  Longstanding and proven fronting-bank relationship

... and utilises a unique proprietary, scalable and cloud based platform.

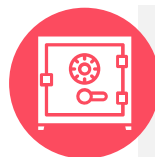
Interfaces

- ✓ Borrower
- ✓ Partner
- ✓ Investor
- ✓ Fronting Bank



Data Analysis / Data Management

- ✓ Risk management / Credit assessment
- ✓ Data analysis
- ✓ Document management
- ✓ CRM / Report-builder / Monitoring



- Access to data pool as appropriate / required
- Data not manipulatable / tracking system
- Secure access with complex password & token features

Next generation credit risk analysis expands analytics compared to traditional credit models

Traditional credit analysis

- Linear risk analysis model with limited scope
- Focus on quantitative factors
- Limited basis for analysis:
 - Mainly historic annual reports
 - 3rd party credit data (CreFo, Bürgel, etc.)

Traditional credit analysis challenges



- ⚡ Static model
- ⚡ Manual data process
- ⚡ Lack of transparency
- ⚡ Focus on quantitative data
- ⚡ Prone to adverse selection

Next level credit risk analysis approach

creditshelf's multi-dimensional credit risk analysis

- Multi-dimensional credit risk analysis and scoring model that goes beyond traditional bank and rating agency approach
- Comprehensive analysis combining traditional quantitative analysis with next level, data-driven approach



Credit and forensic analysis

Accounting information	Cash transactions	Network analysis
<ul style="list-style-type: none"> – Analysis of comprehensive accounting data – Deep dive on single account level 	<ul style="list-style-type: none"> – Analysis of cash accounts – Cross-referencing to accounting 	<ul style="list-style-type: none"> – Identification of legal interdependencies with stakeholders – Identification of economic relationships throughout the value chain

- Artificial intelligence
- Big data analysis
- Machine learning
- Automation
- Digitalisation



- ✓ Highly automated
- ✓ Highly transparent
- ✓ Dynamic model
- ✓ Quantitative and qualitative approach
- ✓ Data-driven approach

Multi-dimensional growth strategy

Three primary growth pillars:



Software development

Further development of the software, proprietary, data-driven credit decisioning support and credit scoring algorithms.

Repeat business and grow organically



Cooperation with banks

Strategic cooperations with banks regarding the referral of potential borrowers from their networks to creditshef.

Increase ticket size and extend duration

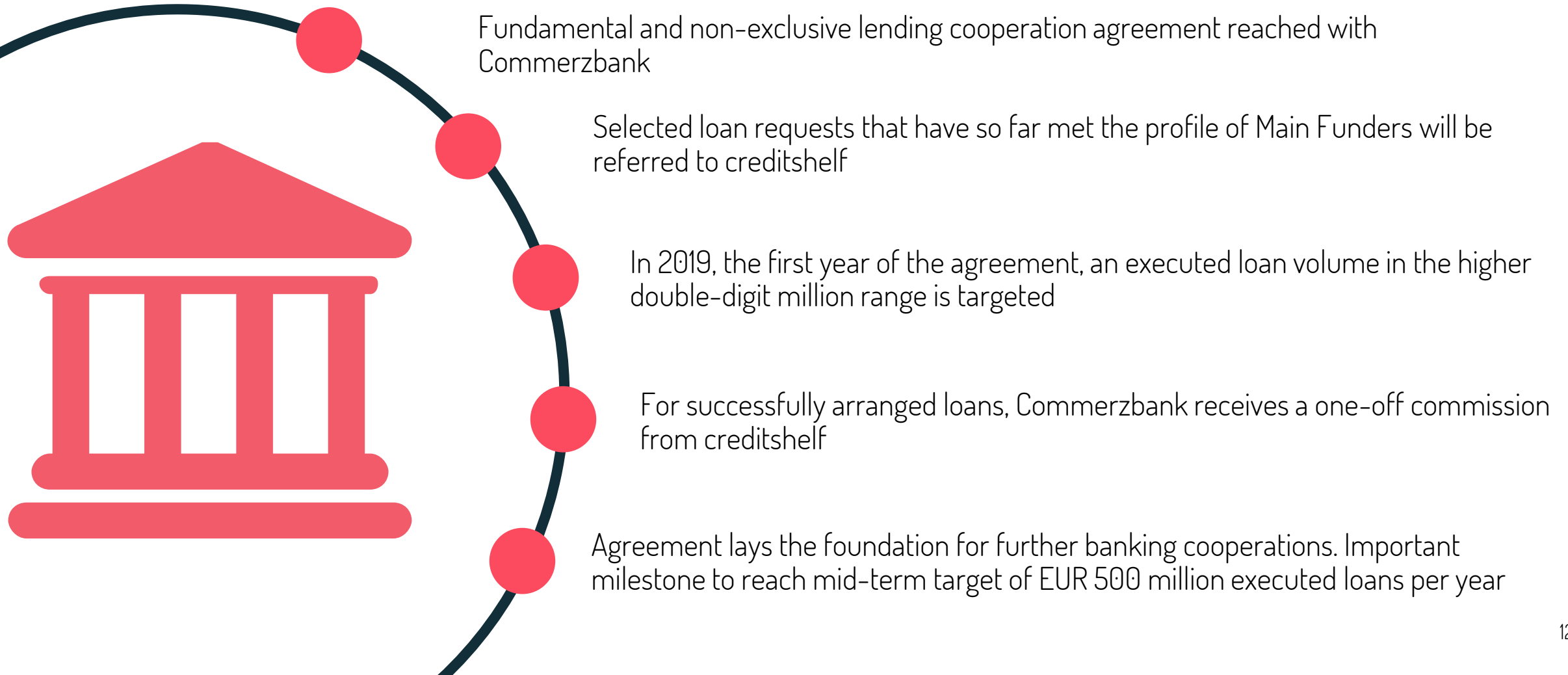


Expansion of the product portfolio

Enhancement of product portfolio by complementary products such as factoring or analysis-as-a-service.

Create new opportunities by broadening product portfolio

Cooperation with Commerzbank has started



2 Q1 2019 Financial Figures

Highlights Q1 2019

We are constantly working on our platform and business and continue the growth story from the successful IPO

Platform

+27% growth in the aggregated volume of **loans requested** in Q1 2019 to EUR 319.3 million (Q1 2018: EUR 251.5 million)

+145% growth in total **credit volume arranged** in Q1 2019 to EUR 16.9 million (Q1 2018: EUR 6.9 million)

26.1 months of **average tenor** (Q1 2018: 14.6 months)

EUR 805 thousand average **ticket size** in Q1 2019 (Q1 2018: EUR 571 thousand)

+51% newly registered **platform borrowers** in Q1 2019 compared to Q1 2018

Financials

+196% **revenue growth** in Q1 2019 to EUR 937 thousand (Q1 2018: EUR 317 thousand)

EUR 595 thousand from **borrower fees**

EUR 342 thousand from **investor fees**

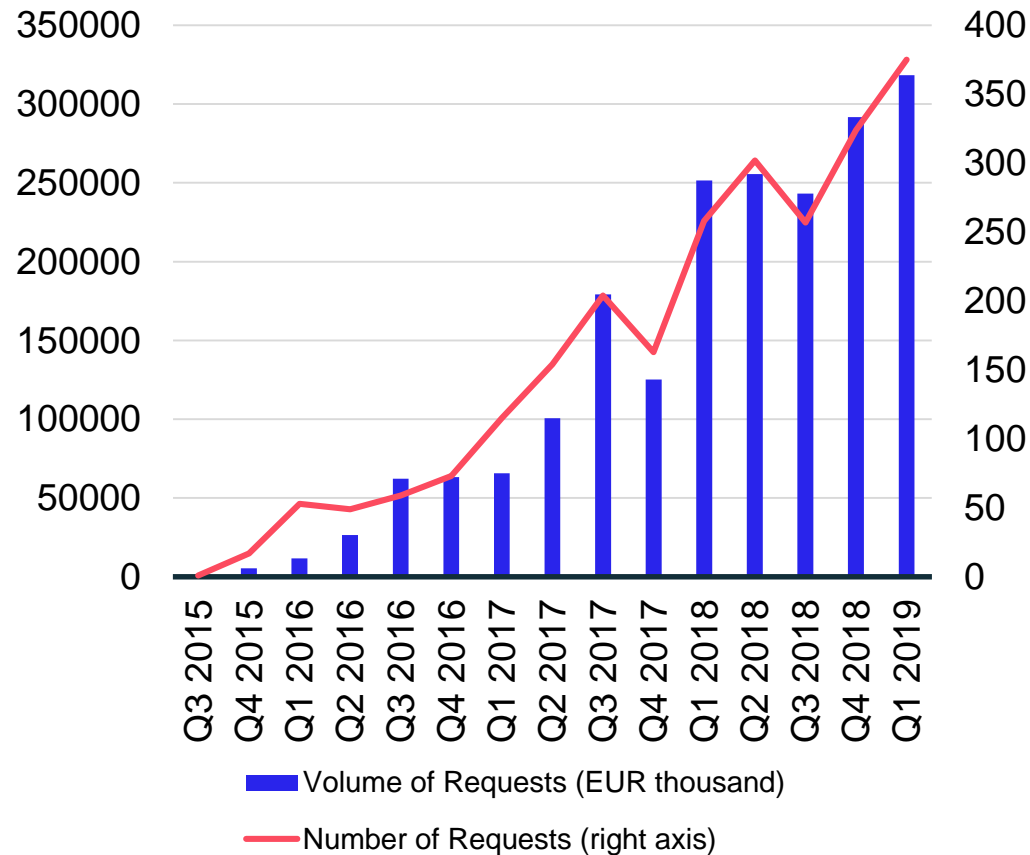
EUR -931 thousand **EBIT** reflects ongoing investments in the growth of our platform

40 FTE's of **highly qualified staff** at the end of Q1 2019

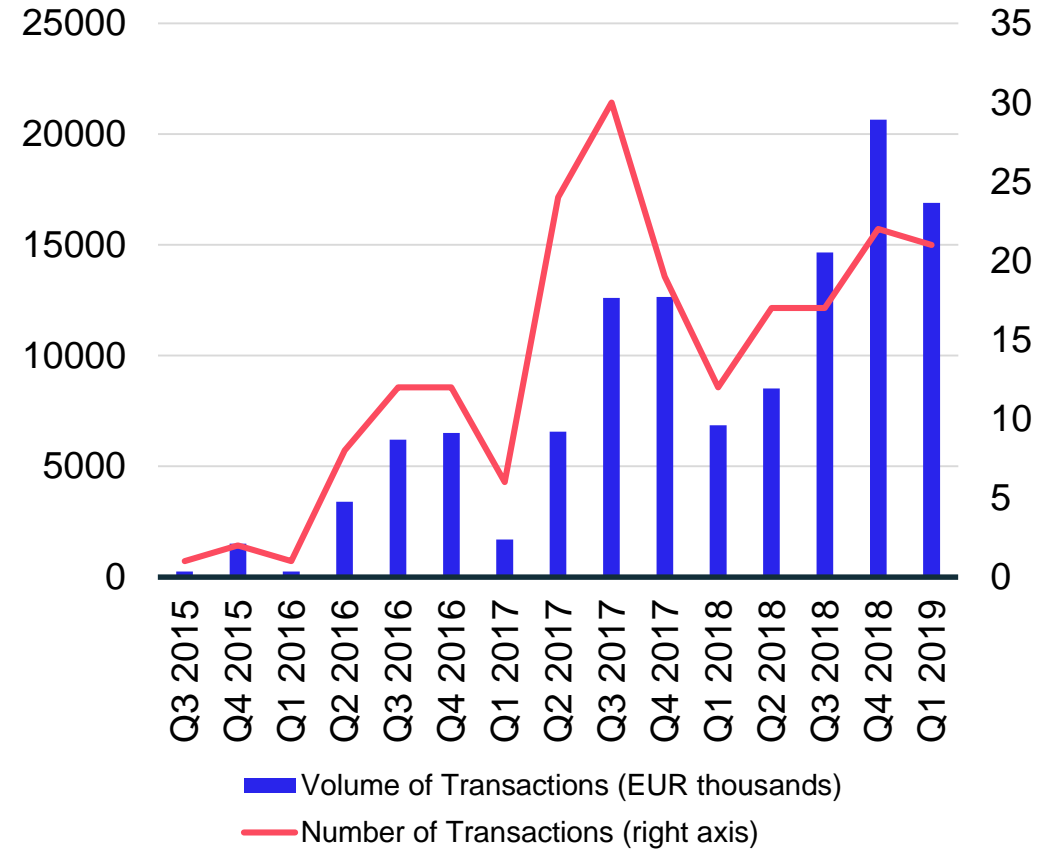
Growth in requests and arranged transactions



Loan Requests*



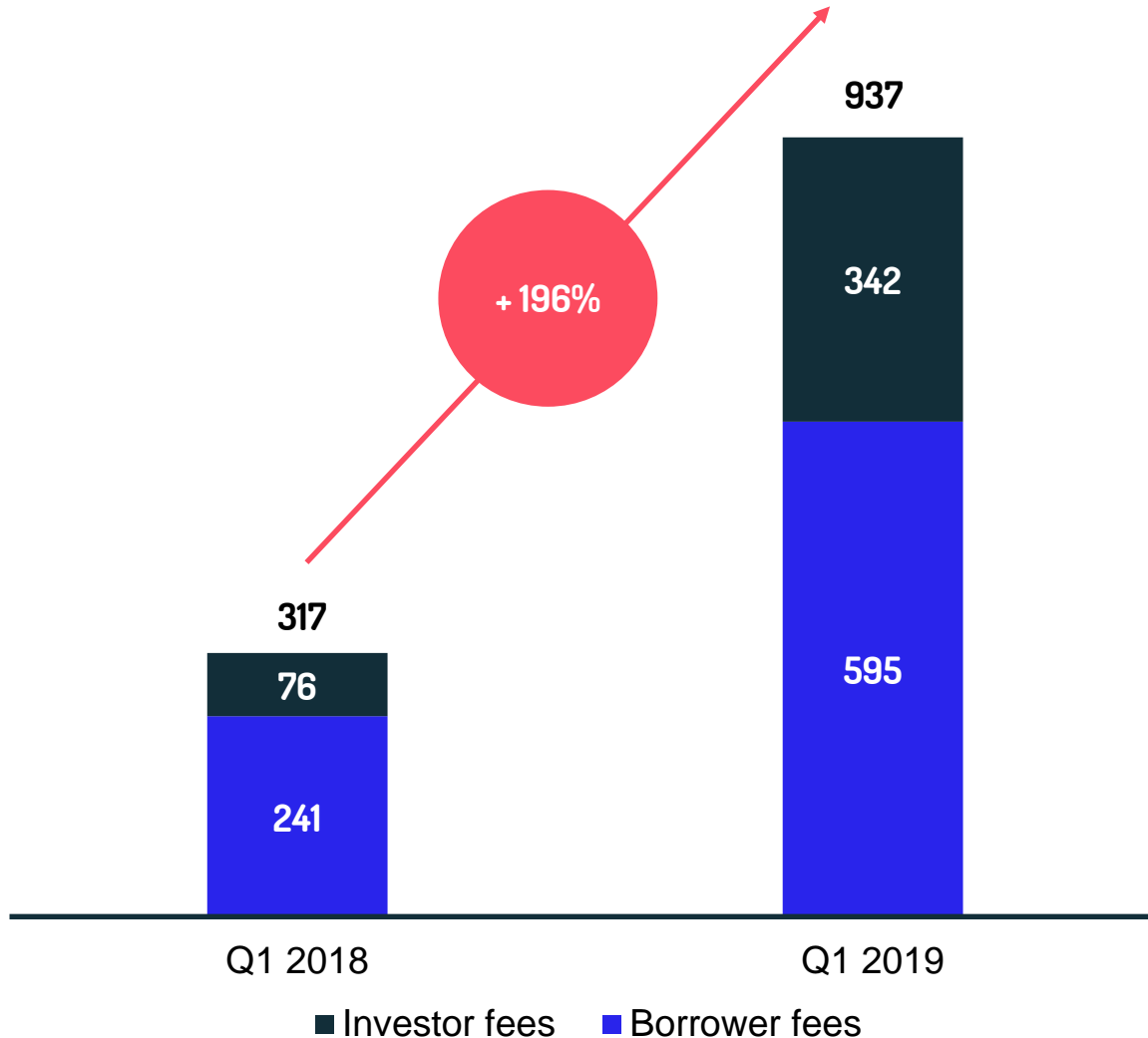
Executed Transactions**



* creditshelf defines "Loan Requests" as credit project applications the company has received in the respective period. creditshelf defines "Number of Requests" as the total number of credit project applications it has received. creditshelf defines "Volume of Requests" as the total loan volume requested by potential borrowers in their initial credit project applications.

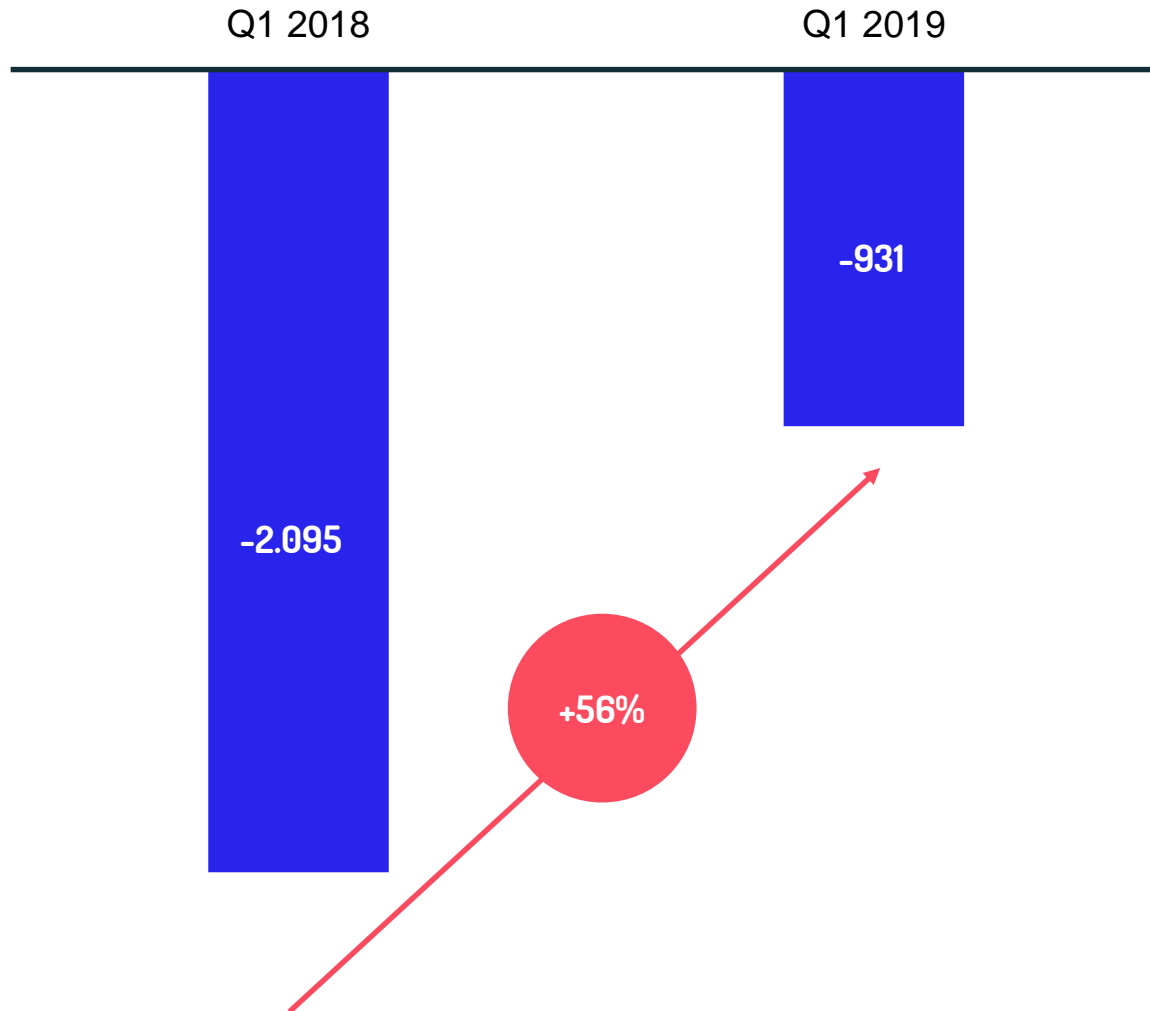
** creditshelf defines "Executed Transactions" as transactions in which a loan arranged through the creditshelf Platform was disbursed. creditshelf defines "Number of transactions" as the number of Executed Transactions.

Revenue (in EUR thousand)



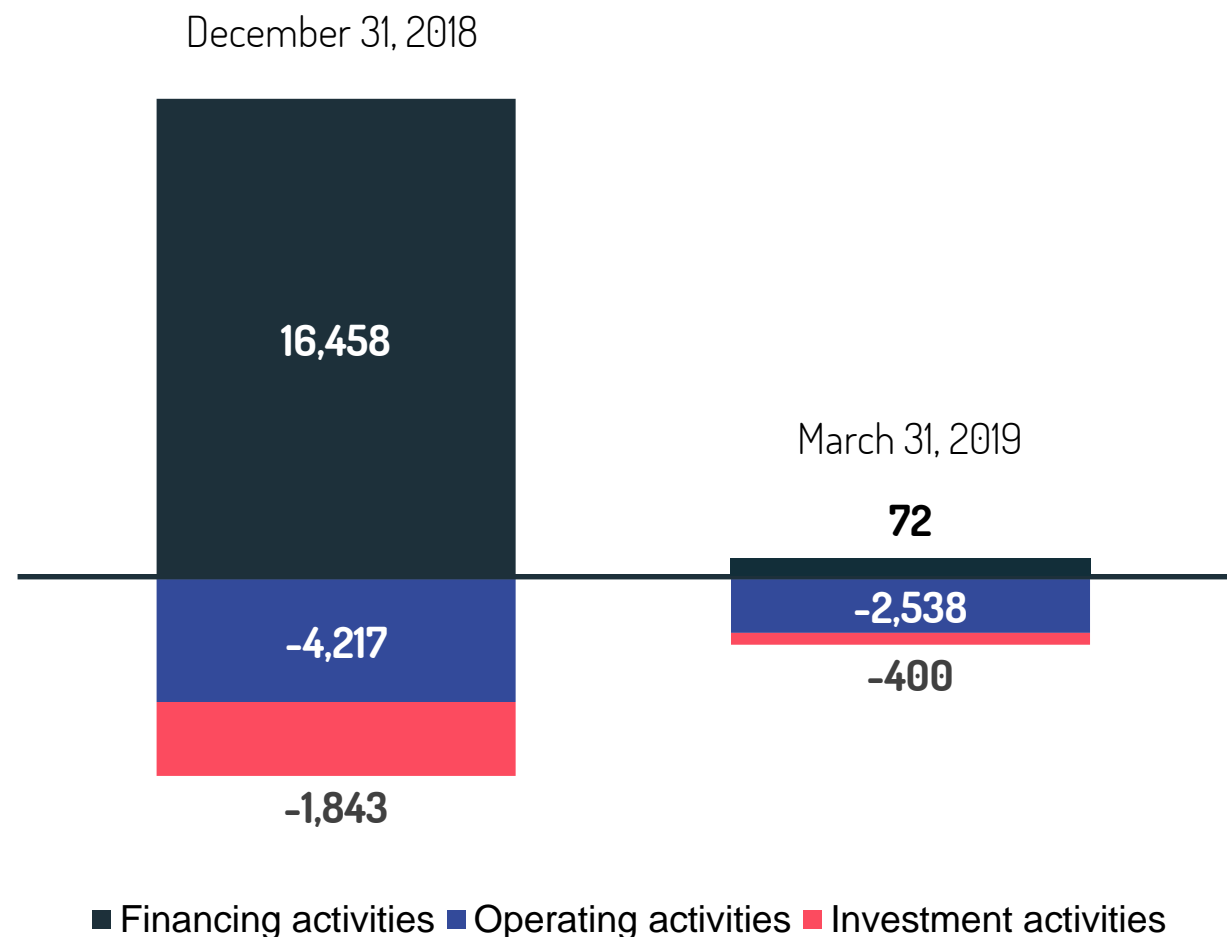
- **Strong Y-o-Y revenue growth** to EUR 937 thousand from higher receipts of borrower and investor fees
- Main growth driver: **increase in credit volume arranged at increased gross margins**
- **Increased gross margins** due to longer average tenor of 26.1 months (vs. 14.6 months in Q1 2018)

EBIT (in EUR thousand)



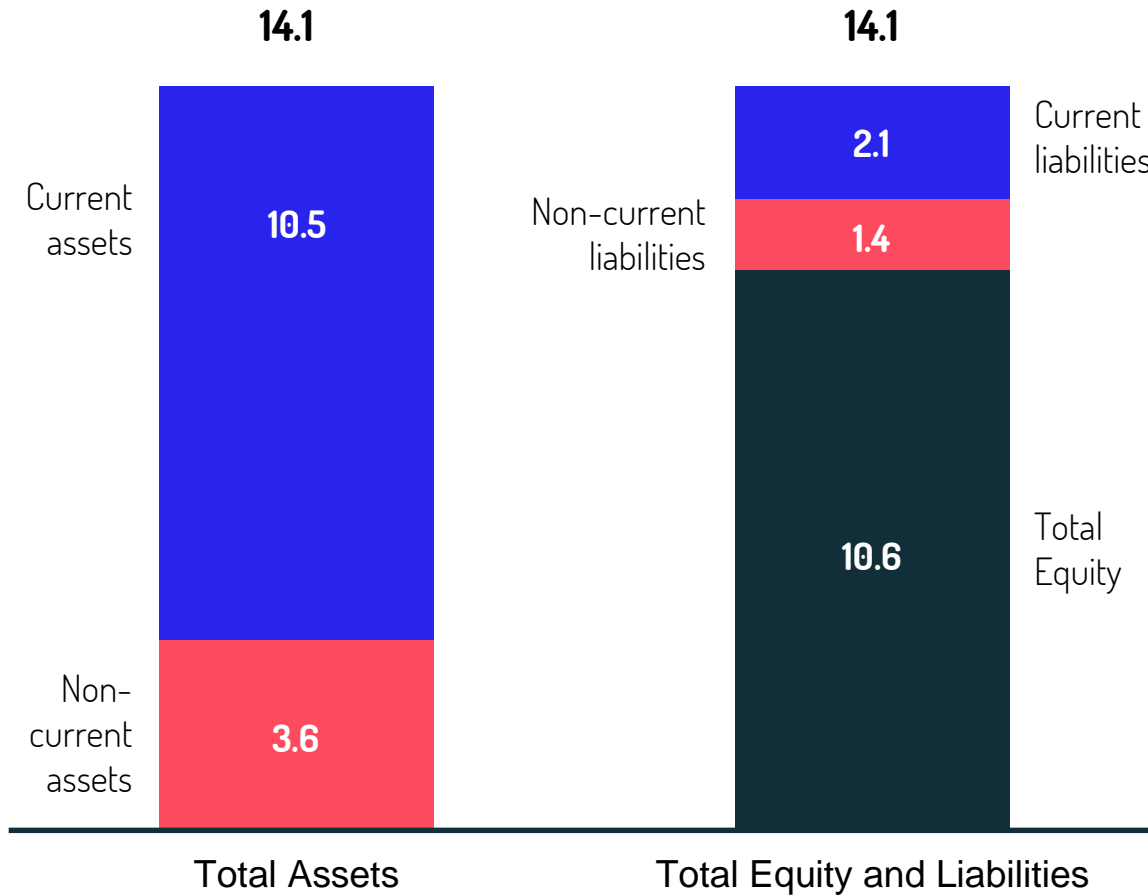
- **Negative EBIT of EUR 931 thousand** for Q1 2019 reflects higher **expenditures to enhance growth**:
 - Personnel expenses of EUR 979 thousand
 - Marketing expenses of EUR 501 thousand
- Q1 2018 EBIT included one-off expenses for virtual participation programs of EUR 1.7 million

Cash Flow (in EUR thousand)



- **Gross cash flow** at EUR -1,121 thousand (December 31, 2018: -4,571 thousand) mainly due to cash outflow from change in provisions and other assets
- **Cash flow from operating activities** stood at EUR -2,538 thousand (December 31, 2018: -4,217 thousand)
- **Cash flow from investment activities** amounted to EUR -400 thousand (December 31, 2018: -1,843 thousand)
- **Cash flow from financing activities** was EUR 72 thousand after last years peak due to the IPO (December 31, 2018: 16,458 thousand)
- **Cash and cash equivalents** stood at EUR 9,559 thousand as of March 31, 2019 (December 31, 2018: 12,425 thousand)

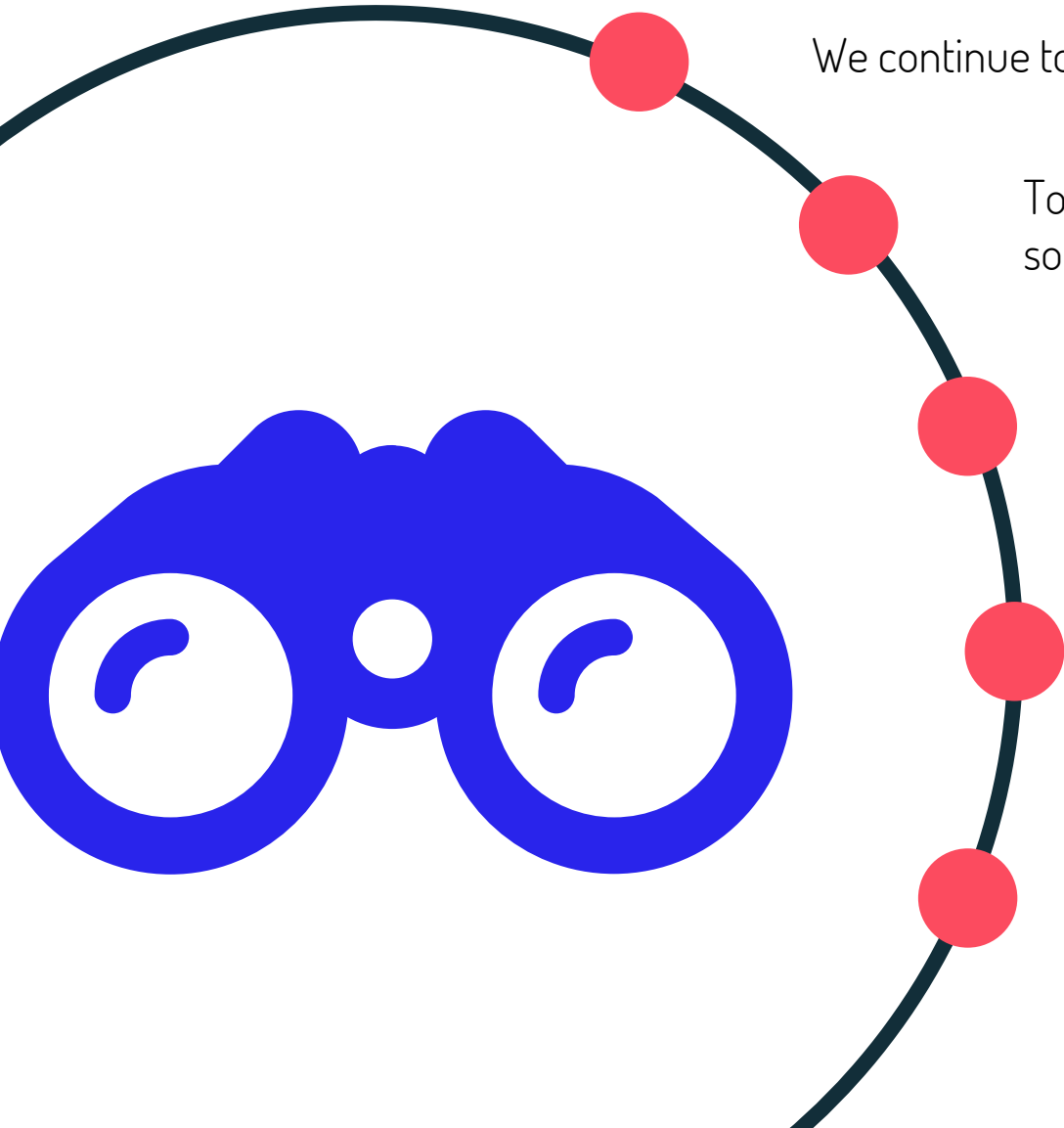
Balance Sheet (as of March 31, 2019; in EUR million)



- **Total current assets** of EUR 10.5 million, 91% of which are cash or cash equivalents
- **Non-current assets** increased to EUR 3.6 million (YE 2018: 3.2) driven by higher software related intangible assets
- **Total equity** of EUR 10.6 million (YE 2018: 11.5) resulting in an equity ratio of 75%
- **Capital reserves** end of March of EUR 18.4 million, slight increase vs. year-end due to employee share program
- **Financial liabilities** decreased to EUR 3.5 million (YE 2018: 5.0) driven by lower current liabilities

3 Outlook FY 2019

Outlook FY 2019



We continue to work on the improvement of our risk analysis tools and platform

To broaden our product portfolio, we develop new attractive solutions for SME financing

With growth continuing we expect group full year 2019 revenues of EUR 4.5 to 5.5 million

We expect a group full year 2019 EBIT of EUR -3.5 to -4.5 million reflecting ongoing investments in our platform

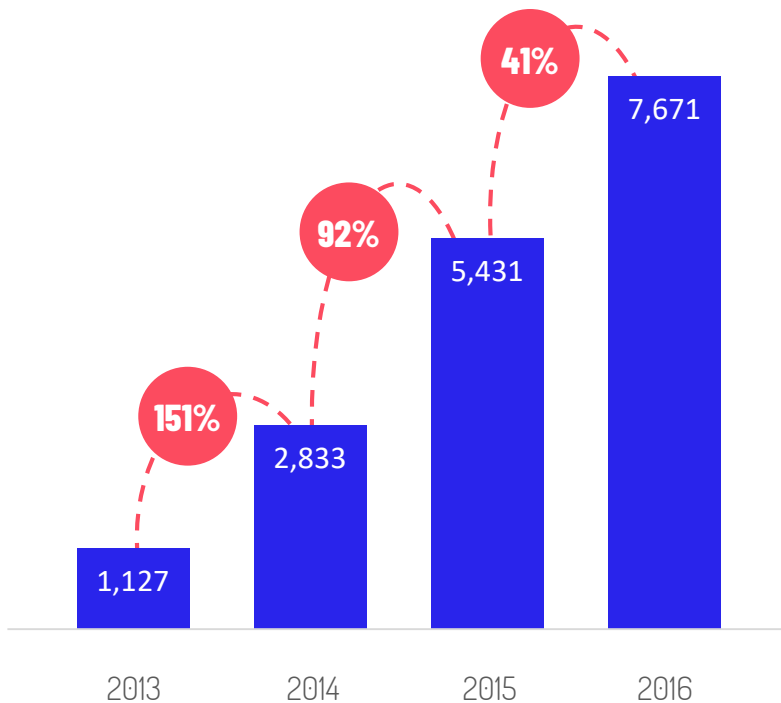
Mid-term ambition confirmed: EUR 500 million loans arranged p.a. and a conversion rate of around 10%

Appendix

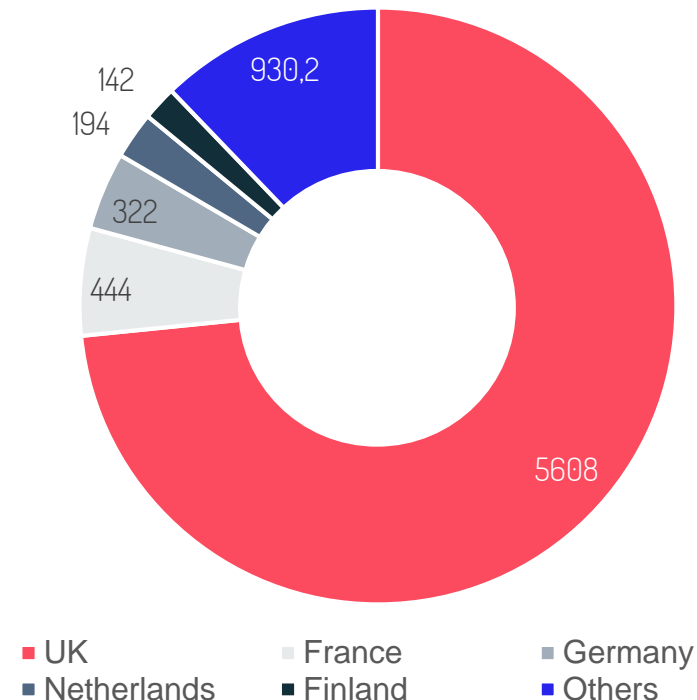
European market for alternative finance

European Online Alternative Finance market with strong growth driven by UK, Germany with much higher potential

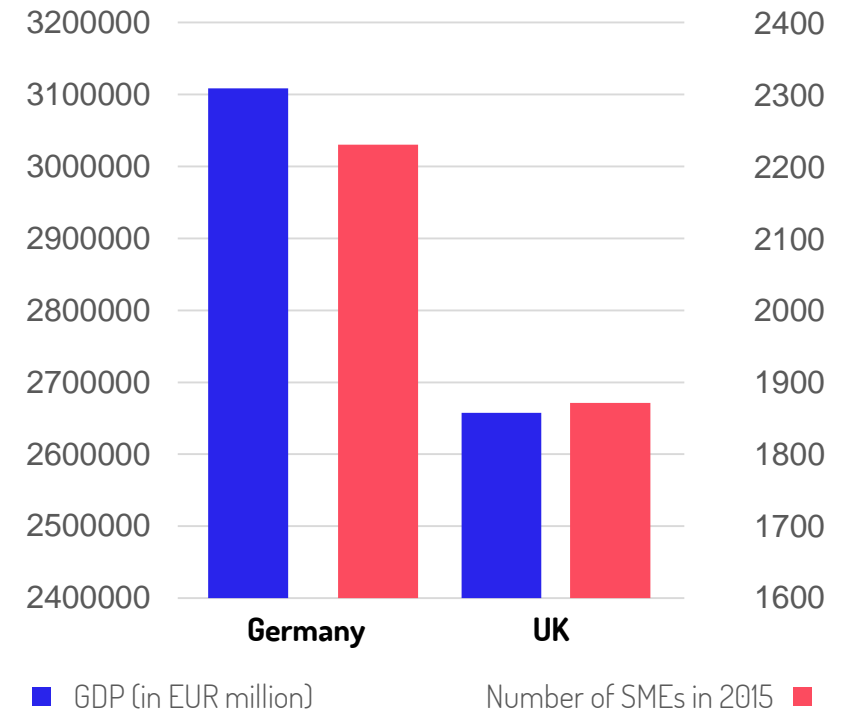
European Online Alternative Finance Market Volumes 2013-2016 (in EUR million)



Online Alternative Finance Volume by Country (in EUR million)



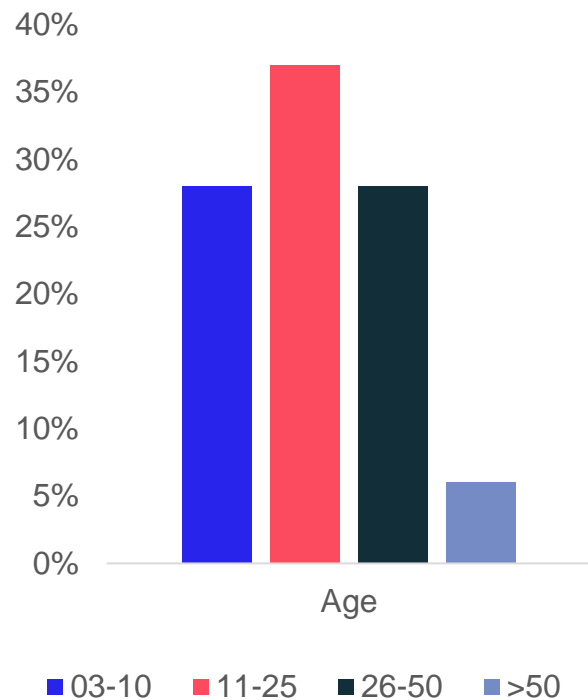
German and UK Economy compared



Sources: The 3rd European Alternative Finance Industry Report (Cambridge Centre for Alternative Finance, 2018); European SME Policy. Recommendations for a Growth-Oriented Agenda (Klaus-Heiner Rohl, Cologne Institute for Economic Research, 2017); GDP - World Bank national accounts data, an OECD National Accounts data files (<https://data.worldbank.org/indicator/NY.GDP.MKTP.CD?end=2017&start=2015>)

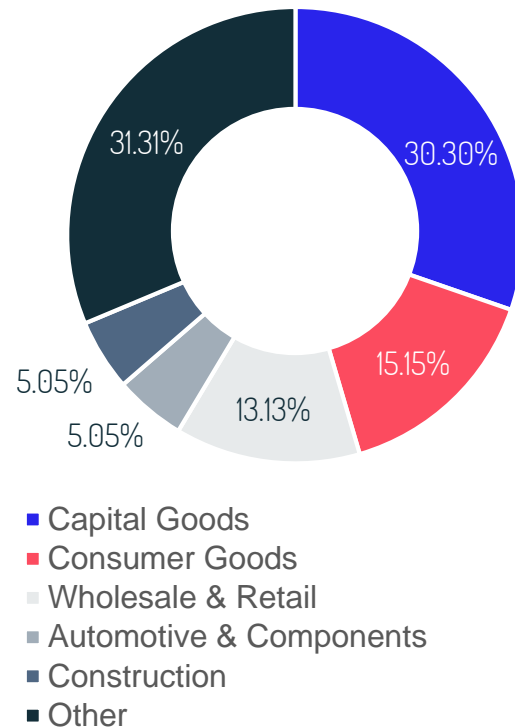
creditshef borrowers at a glance*

Company age

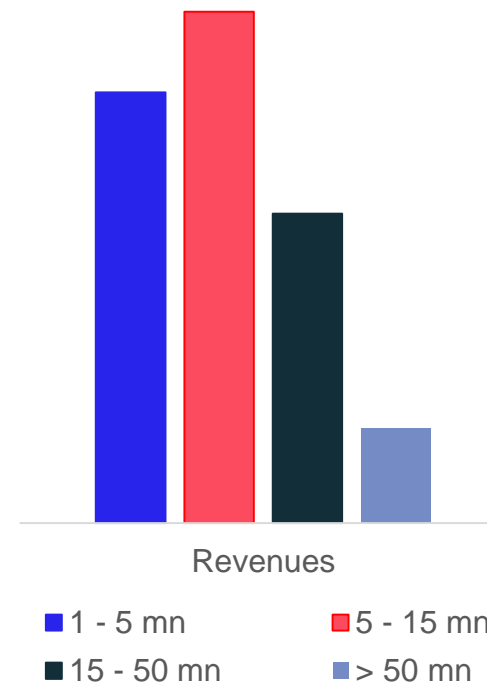


Ø 24 years

Sectors

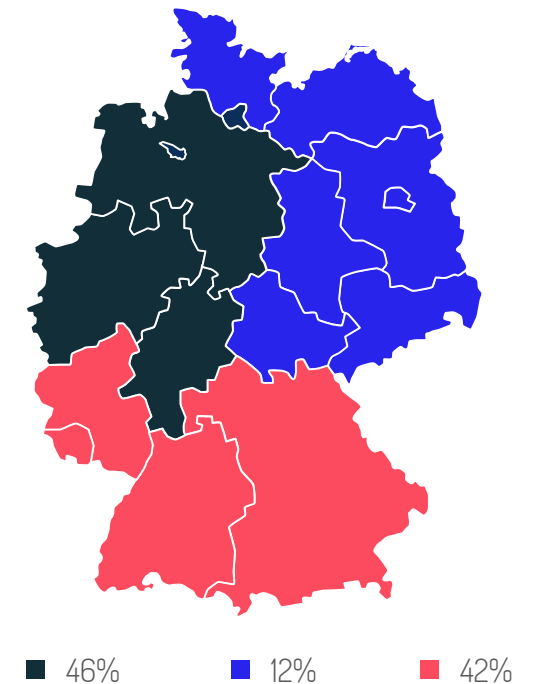


Revenues



Ø EUR 14 million

Origin



*as of 31 December 2018

Selected case studies of our borrowers



Panzer Drehtechnik GmbH



Sector: Capital goods

Demand: Raw material pre-financing

creditshef solution: Assistance in the strong order situation through short-term financing

Tegos GmbH & Co. KG



Sector: Automotive & Components

Demand: Growth financing

creditshef solution: Supporting the strong growth of the company

VELOfactor GmbH



Sector: Consumer goods

Demand: Order pre-financing

creditshef solution: Assistance with the increasing number of major projects through needs-based financing

Baum Zerspanungstechnik e. K.



Sector: Consumer goods

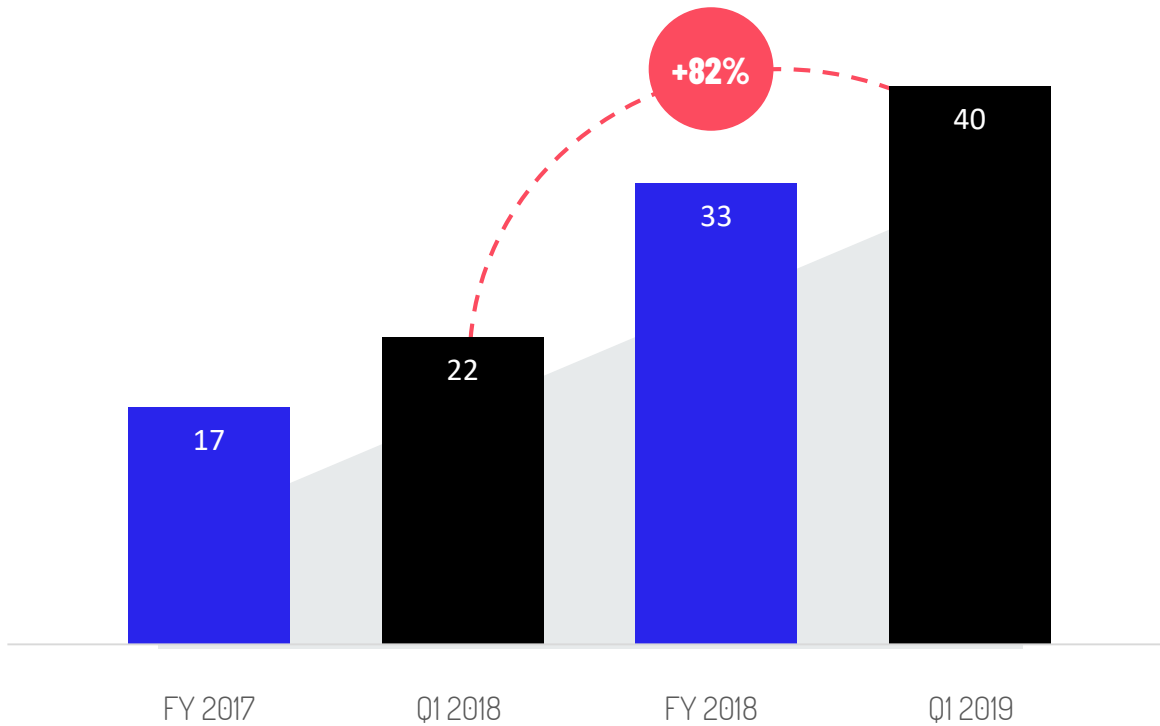
Demand: Financing of stock building

creditshef solution: Implementation of creditshef as a complementary part in the financing mix

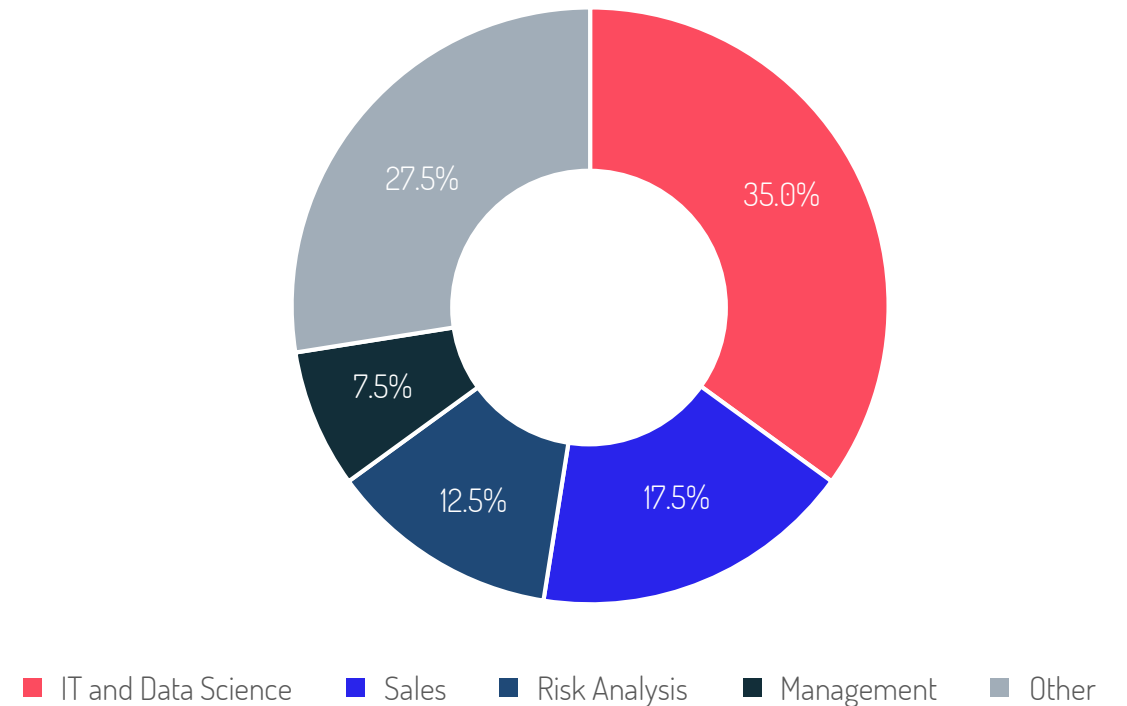
creditshef actively invests into it's staff



Staff development over time (FTEs)

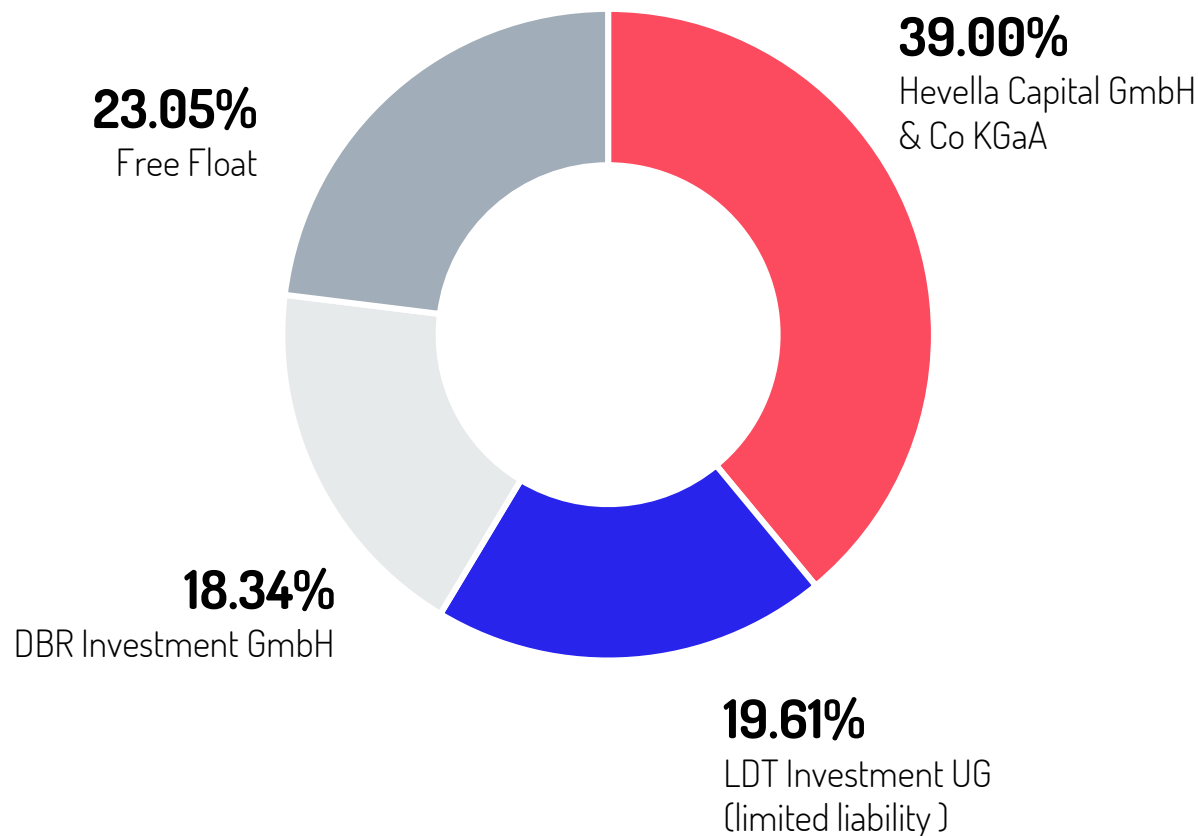


Staff in Q1 2019 by department



The creditshef share

Shareholder structure

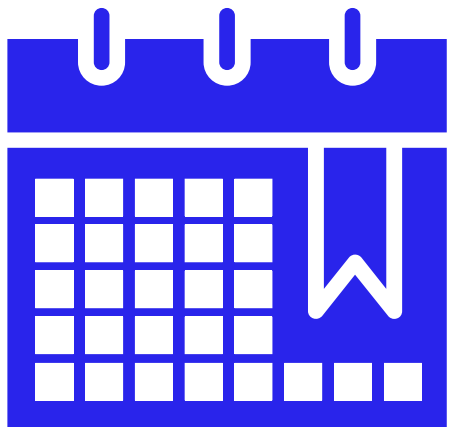


Disclosures based on voting rights notifications >5% received pursuant to the German Securities Trading Act (WpHG).

Share Information

ISIN / WKN	DE000A2LQUA5 / A2LQUA
Stock exchange symbol / Reuters symbol	CSQ
Type of Shares	Ordinary bearer shares with no-par value (auf den Inhaber lautende Stückaktien)
First day of trading	July 25, 2018
Number of Shares	1,331,250
Stock Exchanges	Regulated Market (Prime Standard) of the Frankfurt Stock Exchange
Designated Sponsor	Commerzbank, ODDO Seydler

Overview of Financial Calendar 2019



May 28

Publication Q1 statement

June 4

Prior Capital Markets Conference, Frankfurt / Main

June 6

Deutsche Bank dbAccess Conference, Berlin

June 18

Investor Roadshow, Warsaw

August 29

Commerzbank Sector Conference, Frankfurt / Main

September 2

DVFA German Fall Conference, Frankfurt / Main

September 19

Publication half-yearly financial report

November 21

Publication Q3 statement

November 25

German Equity Forum, Frankfurt / Main

Investor contact



creditshelf Aktiengesellschaft

Fabian Brüggmann (CFO)

E-Mail: ir@creditshelf.com

Phone: +49 (0) 69 348 772 427

cometis AG

Maximilian Franz

E-Mail: ir@creditshelf.com

Phone: +49 (0) 611 20 58 55 22

Disclaimer/legal notice:

Statements in this presentation relating to future status or circumstances, including statements regarding management's plans and objectives for future operations, sales and earning figures, are forward-looking statements of goals and expectations based on estimates, assumptions and the anticipated effects of future events on current and developing circumstances taking into account currently available information and do not necessarily predict future results. Many factors could cause the actual results to be materially different from those that may be expressed or implied by such statements. Various known and unknown risks, uncertainties, unforeseeable developments, changes in the economic and political environment and other currently not yet identifiable effects can cause that future results, the financial situation or the outlook of creditshelf Aktiengesellschaft deviate from the estimates set forth herein. creditshelf Aktiengesellschaft reserves the right to change and complete the information in this presentation without notice. No liability is assumed, and no guarantee given for the completeness, correctness, adequacy, accuracy, fairness or preciseness of any information or opinion contained herein and no obligation exists to update any statement or information in this presentation.

This presentation serves information purposes only and does not constitute of form part of an offer or solicitation to acquire, subscribe to or dispose of any securities of creditshelf Aktiengesellschaft. Hence, the information in this presentation is selective in nature and does not purport to contain all information that may be required to evaluate the creditshelf Aktiengesellschaft and/or its securities.

The securities are also not and will not be registered under the U.S. Securities Act of 1933 and may not be offered or sold in the United States of America or to or for the account of or for the benefit of U.S. Persons (as defined in Regulation S of the U.S. Securities Act), unless this occurs pursuant to an exemption from the registration requirements of the U.S. Securities Act or in a transaction to which the U.S. Securities Act does not apply.