

# Smart Billment for growth

Stefan Kempf  
CEO and founder



## ***Mission***

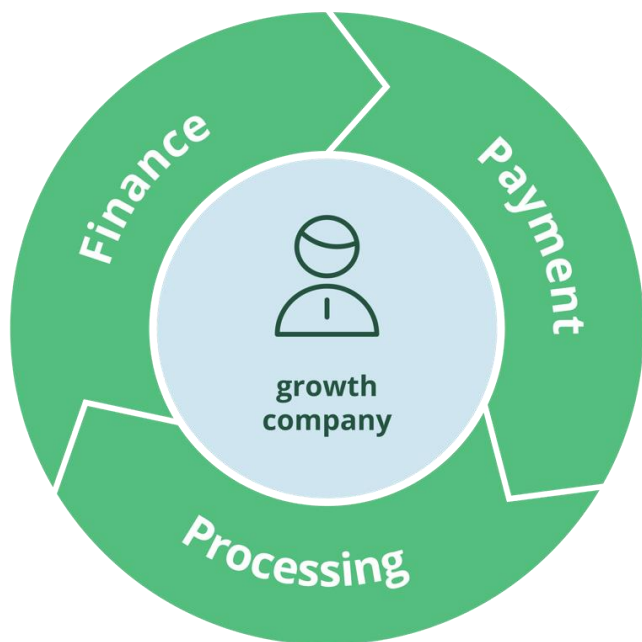
*„We want to enable entrepreneurs to focus on their business and be more successful by supporting with fast, smooth and intelligent financial solutions.“*

# aifinyo at a glance



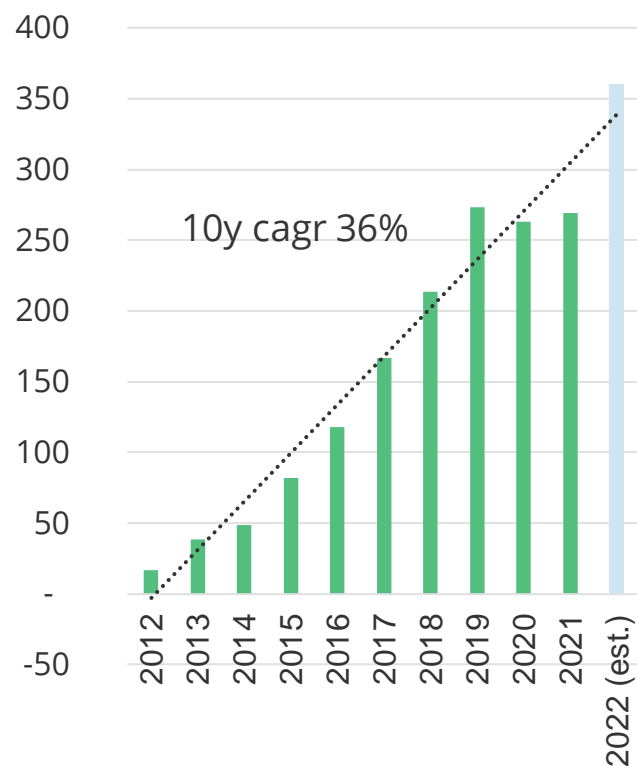
## B2B ecosystem

For entrepreneurs to focus on business growth, we process, finance and pay their bills.



## transaction volume in EUR m

Track record of long term extraordinary growth.



## milestones

- 2012 start receivables financing
- 2014 first freelancer factoring solution
- 2015 Introducing SME trade financing
- 2015 entering leasing market
- 2016 adding debt collection service
- 2017 small ticket finetrading (e-com)
- 2018 stock listing m:access
- 2019 rebranding to aifinyo
- 2020 merger with Decimo and Pagido
- 2021 liquidity tool & payment license
- 2022 merger with Fundflow, entering billing by merger with Billomat

# market opportunity driven by megatrends



Technology  
innovation

Retreat of banks

**4 m**

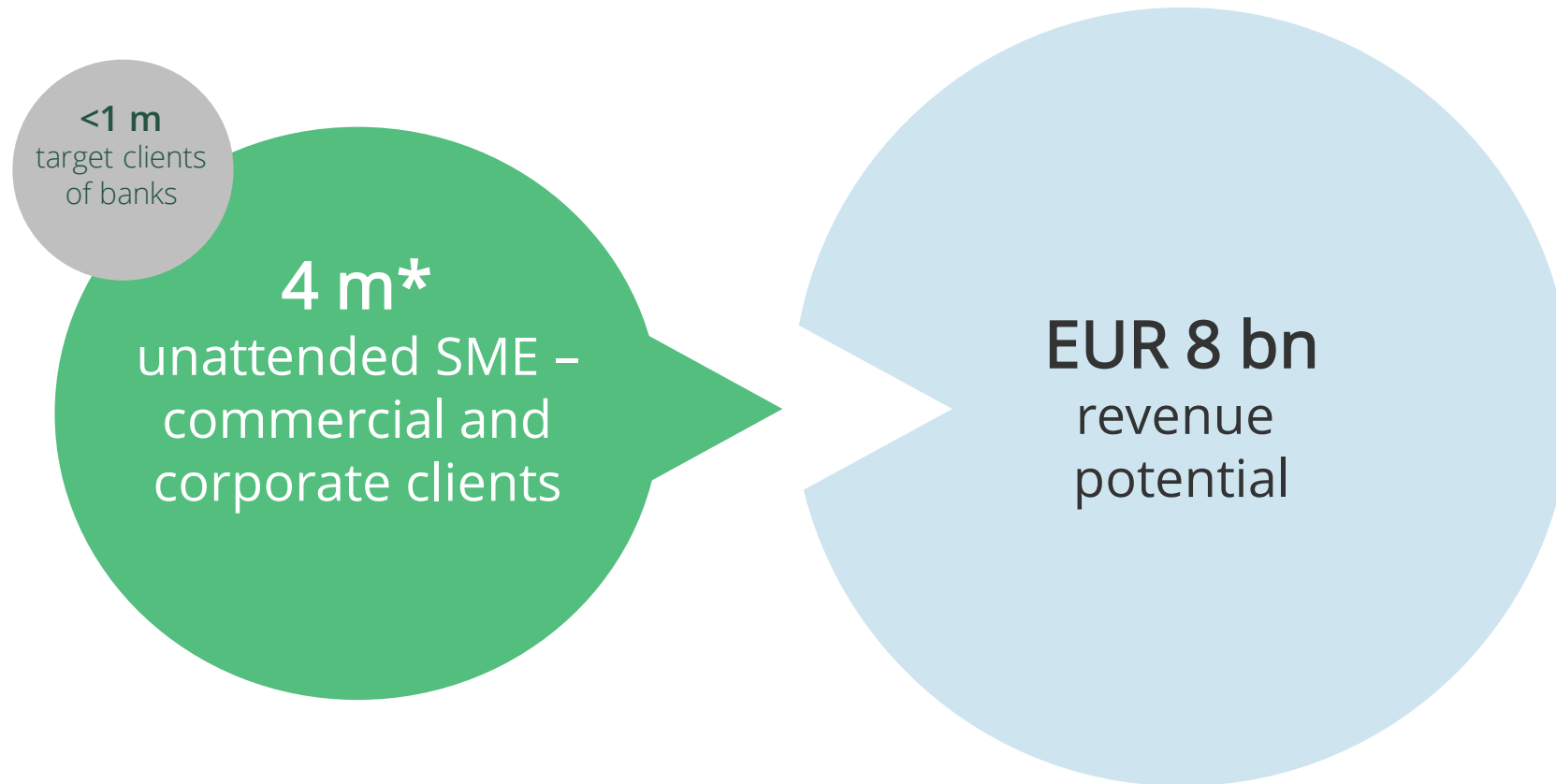
Entrepreneurs prefer to  
focus on business rather  
than finance

Data, integration,  
AI

Mindset and  
expectation

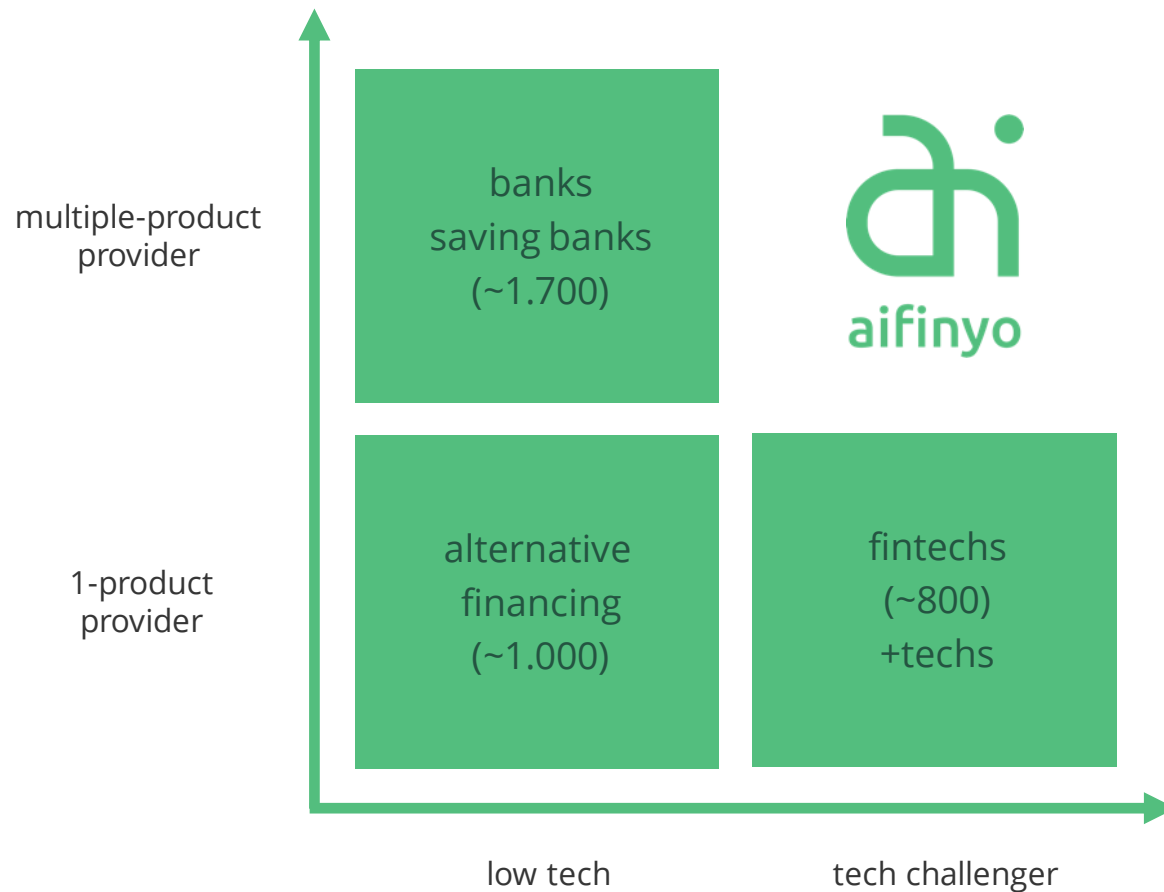


# revenue potential commercial clients Germany



\*European market is about 5-times the size

# current market with unique opportunities



- finance and tech markets are converging
- currently high lucrative situation for consolidation
- aifinyo is well positioned, due to product range, size and tech focus
- successful merger with Decimo, Pagido, Fundflow & Billomat

- highly fragmented market, huge number of competitors
- banks lack technology and focus, regulatory burden
- alternative financing competitors lack product range and small ticket expertise
- fintechs are mainly too small for platform cost and lack product range



“aifinyo will define the new category Smart Billment by creating an ecosystem for processing, finance and payment of invoices in the B2B market.”



# benefit of bundles



## client perspective

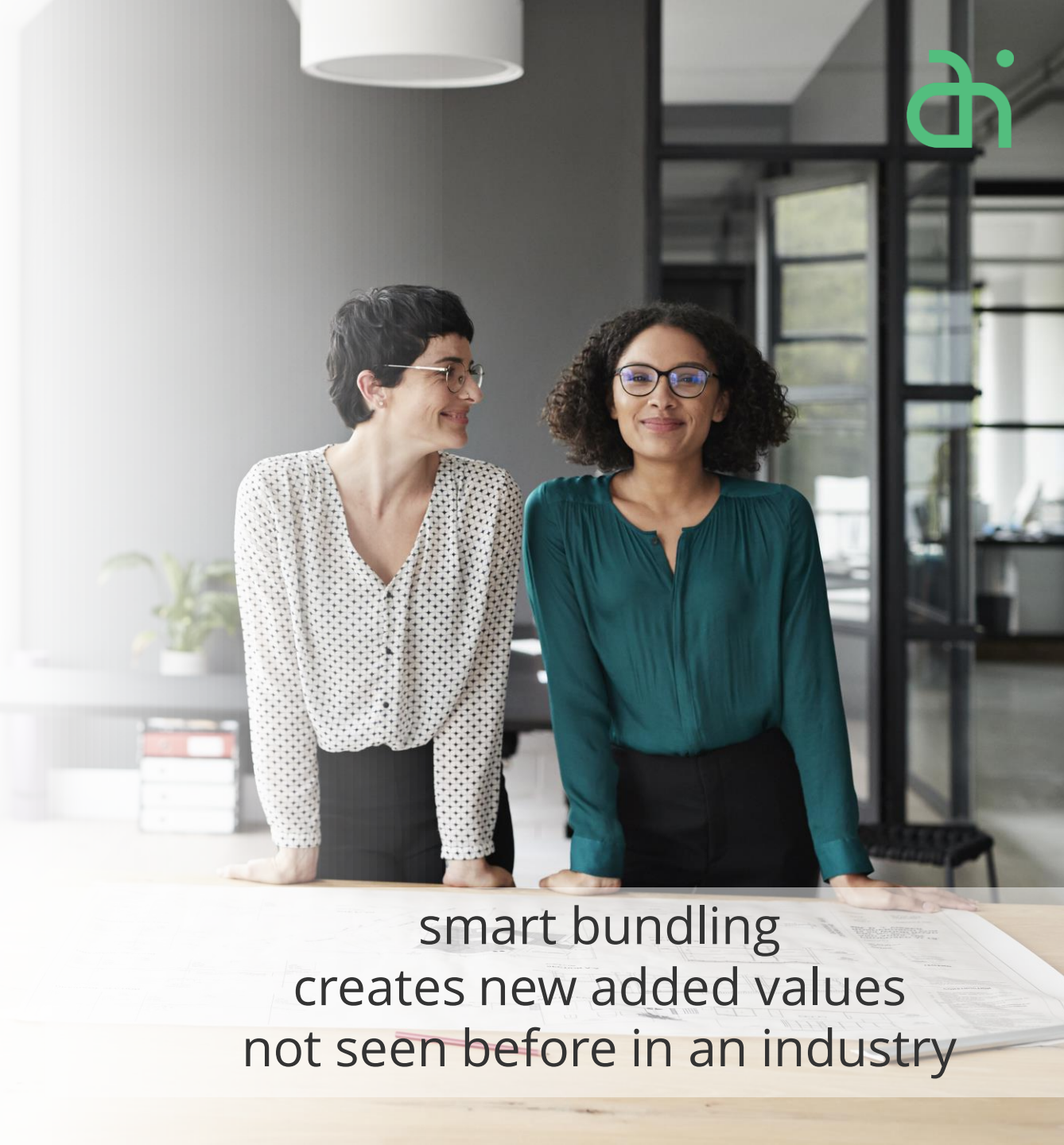
- one solution for one set of needs
- less systems / SaaS solutions / interfaces
- more time efficient, easier to use
- seamless interactions between related tasks

## aifinyo perspective

- increasing touch points & customer lifetime
- more data for better/new services
- ability to create smart new services
- unique set of products increases barriers to entry

## great bundling examples

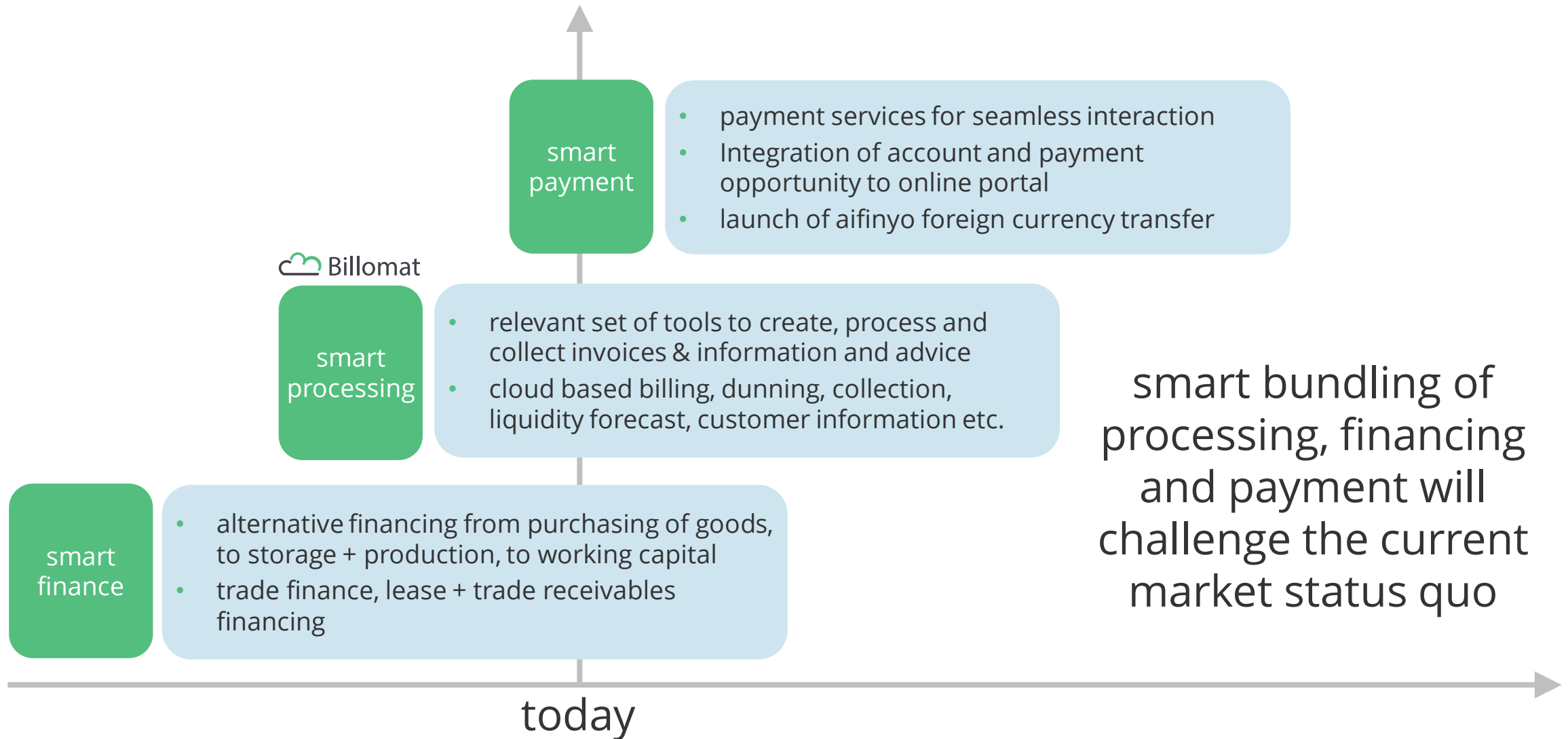
- Microsoft Office + Microsoft Teams
- Thermomix
- Smartphone



smart bundling  
creates new added values  
not seen before in an industry



# roadmap to leading ecosystem in Smart Billment

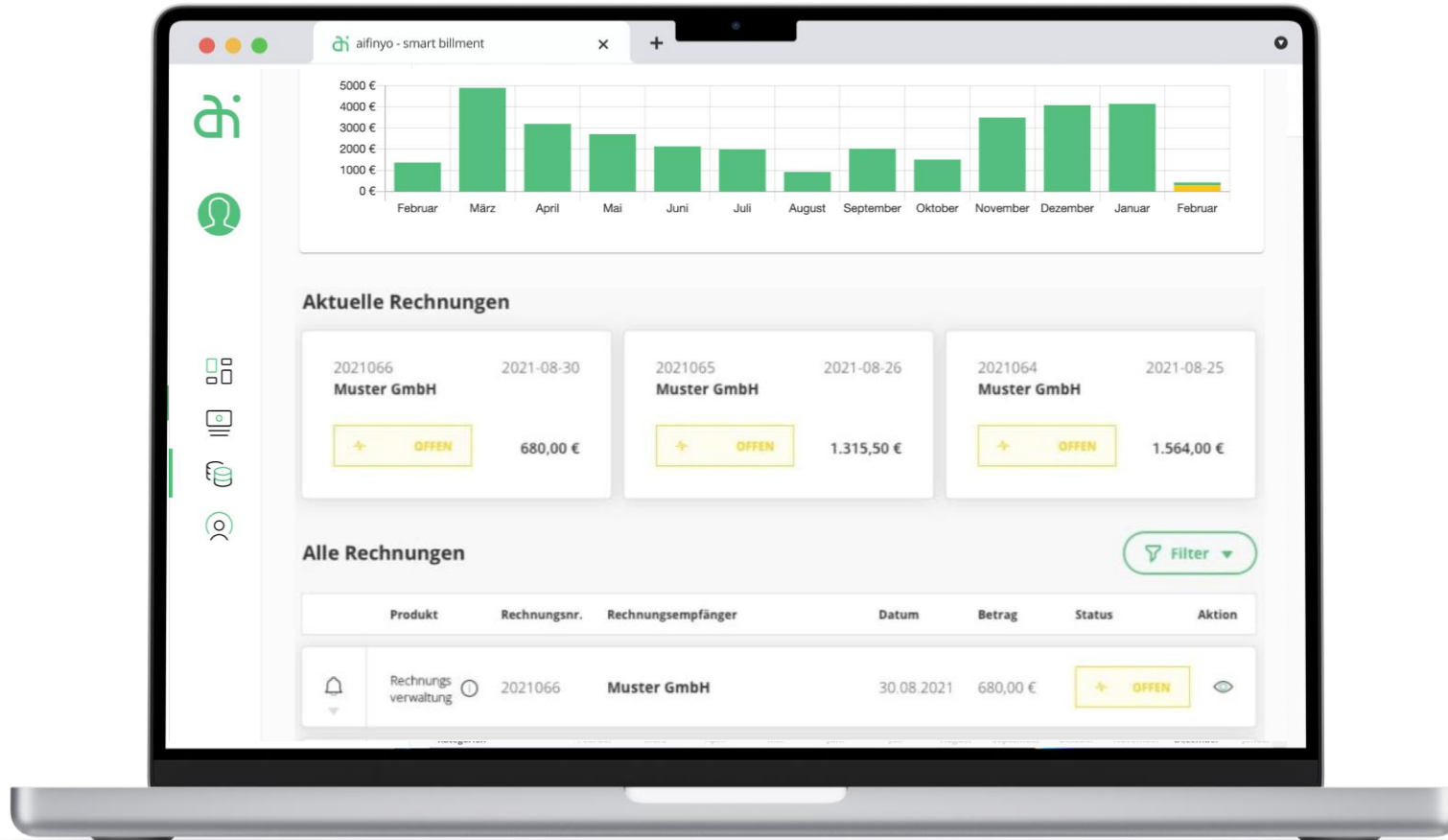


# one ecosystem for billing, financing & payment

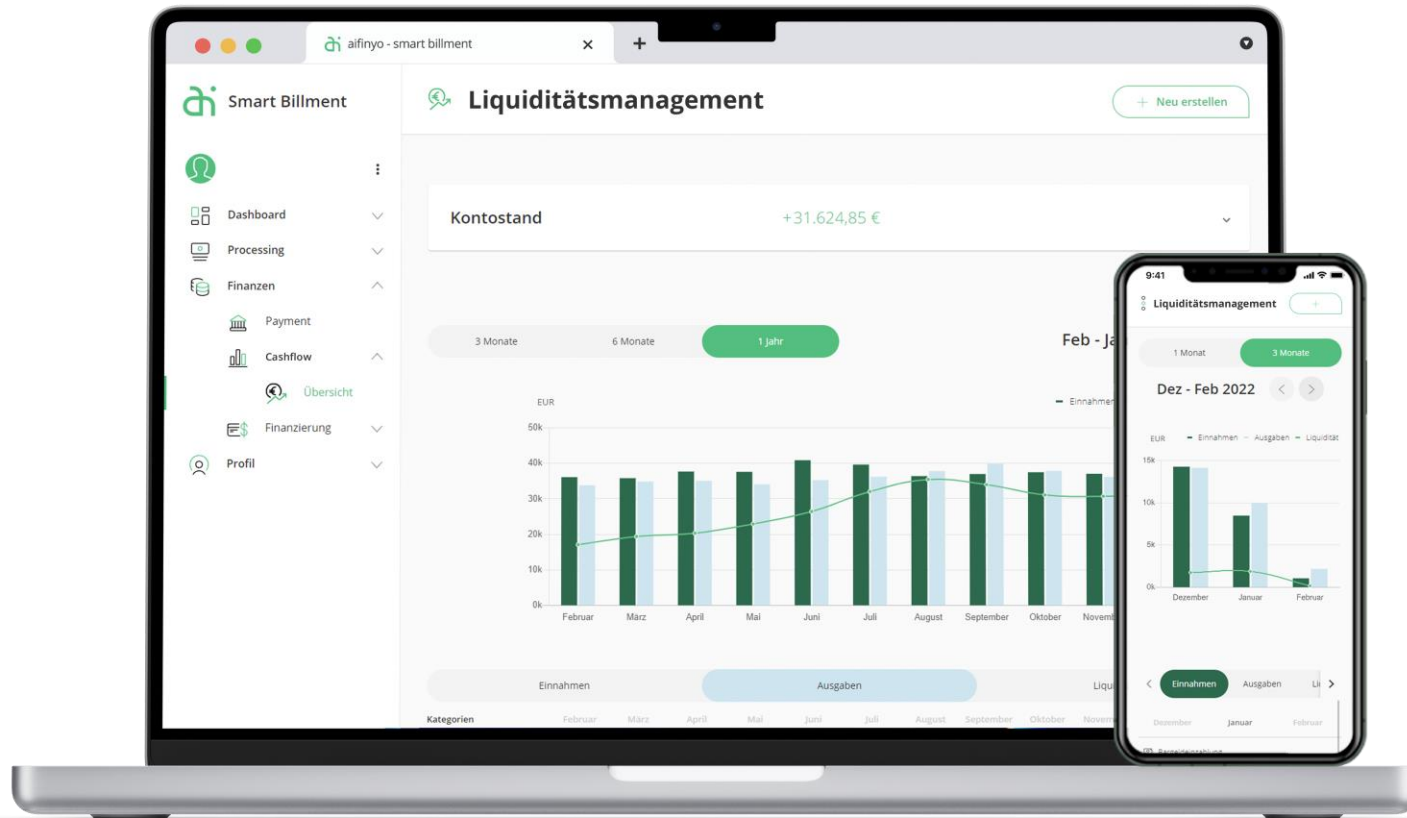


currently offered services:

- dashboard
- current account overview
- account transactions
- manage contacts
- offer
- time tracking
- delivery note
- invoicing
- recurring invoices
- credit notes
- incoming invoices
- financing of invoices
  - receivables Financing,
  - trade Financing
  - leasing
- foreign currency transfer
- dunning
- Datev Export / Interface



# example of great bundling effect



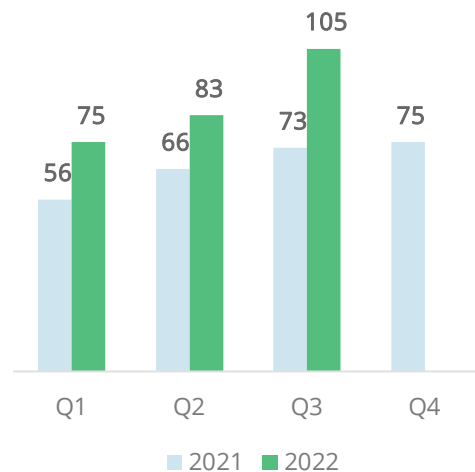
- Current accounts are integrated via PSD2 to show account status and transactions
- Account transactions are pre categorised via machine learning approach and displayed as a cash flow statement
- aifinyo derives a forecast out of cash flow status (wip)
- Changes in invoice status will instantly affect the liquidity forecast (wip)
- in case of liquidity shortfall customers are informed and might get a financing offer
- account data is basis for liquidity tool and for aifinyo's credit decision

“aifinyo achieved strong long-term (profitable) growth,  
which was recently affected by corona.”

# quarterly financial figures 2020/2021\*

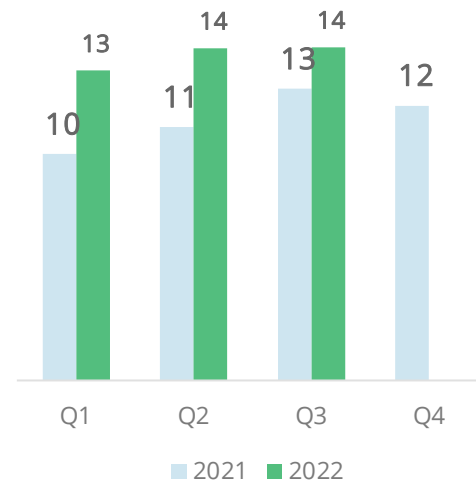


transaction volume  
in EUR m



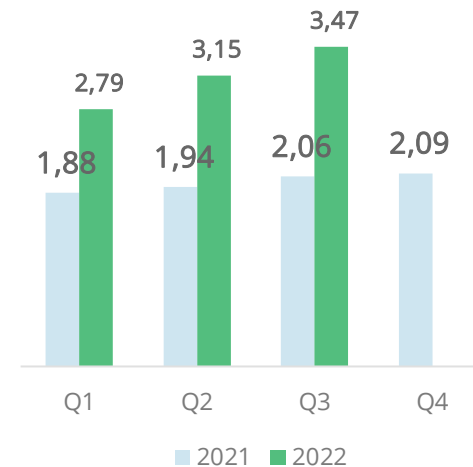
- Continuous increase of revenue for 8 quarters
- Transaction volume reflects mainly financing activities (pay per use)

turnover  
in EUR m



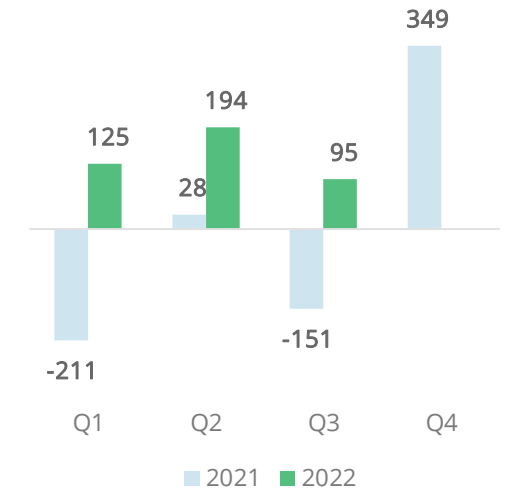
- Strong increase in turnover, driven by trade finance
- turnover includes revenues and amortized R&D

gross profit\*\*  
in EUR m



- 68% increase of gross profit in q3 compared to year before
- 8 quarters in a row positive trend in gross profit

EBT  
In K EUR



- Positive first 9 month with appr. 400 K EUR EBT
- We continue to focus now on growth and on increase in profitability later

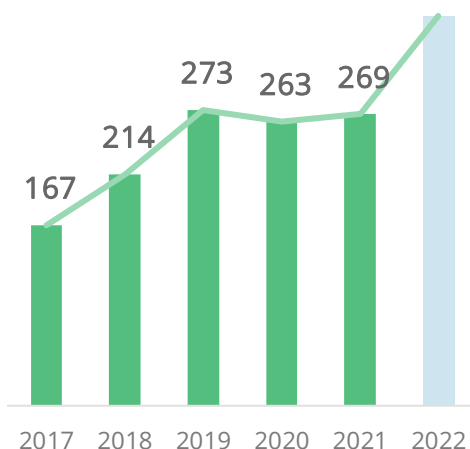
\*based on preliminary, unaudited results

\*\*net of cost for purchased goods and depreciation for leased assets related to customer lending business

# 5y-key (annual) financial figures incl. forecast\*\*

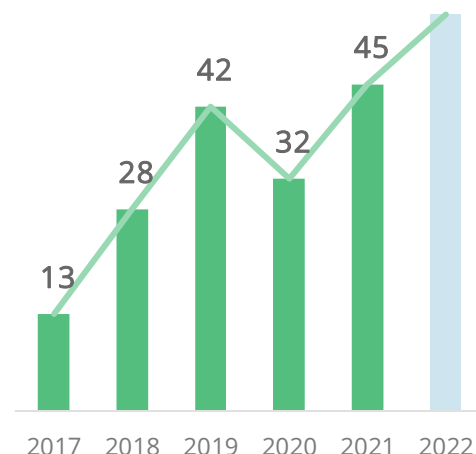


transaction volume  
in EUR m



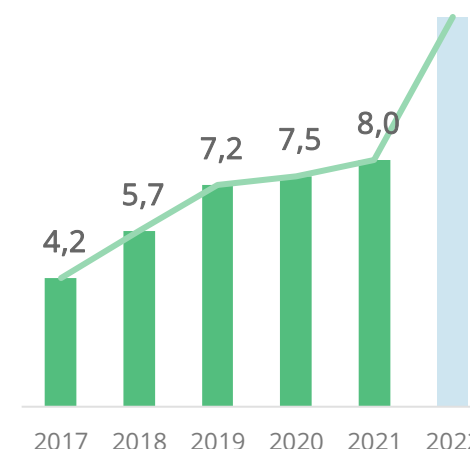
- Strong growth in transaction (financing) volume
- Dominated by factoring, followed by finetrading and leasing

turnover  
in EUR m



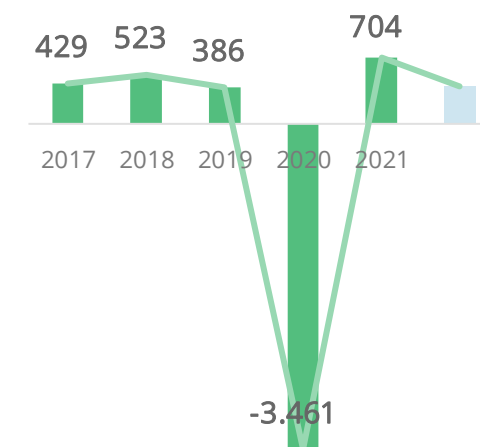
- Strong growth as well in turnover
- Dominated by finetrading (gross accounted for in turnover, vs. e.g. factoring only accounts for the fee)

gross profit\*  
in EUR m



- Adj. revenues is most important internal financial KPI
- Revenues are adjusted for cost for purchased goods and leasing depreciation

EBT  
In K EUR



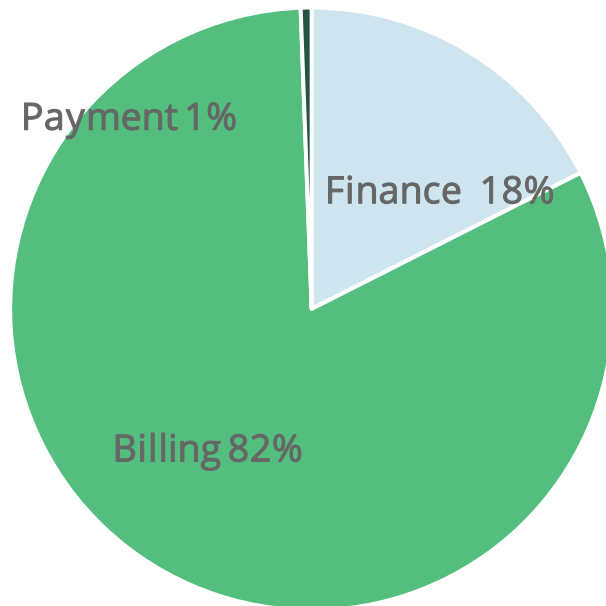
- Despite high IT/R&D spending's aifinyo was always profitable
- Unexpected loss in corona (defaults, merger, less rev.), now profitable again

\*based on preliminary, unaudited results, forecast based on current estimates

\*\*net of cost for purchased goods and depreciation for leased assets related to customer lending business

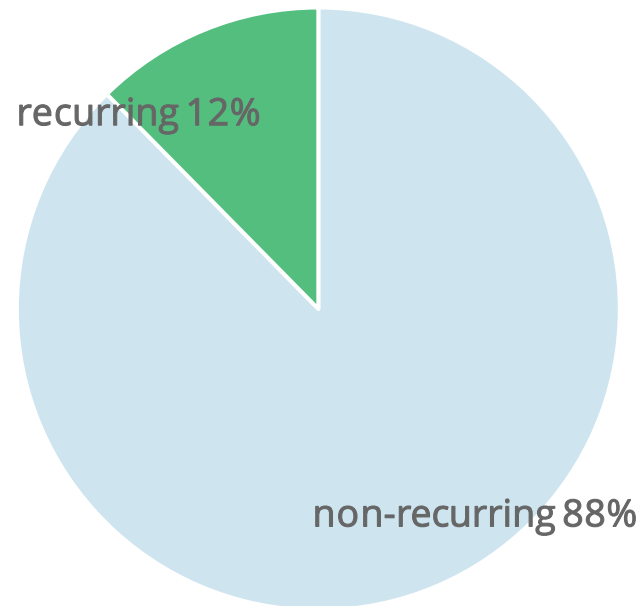
# key facts on segments by clients, revenue and invoicing

clients by segments



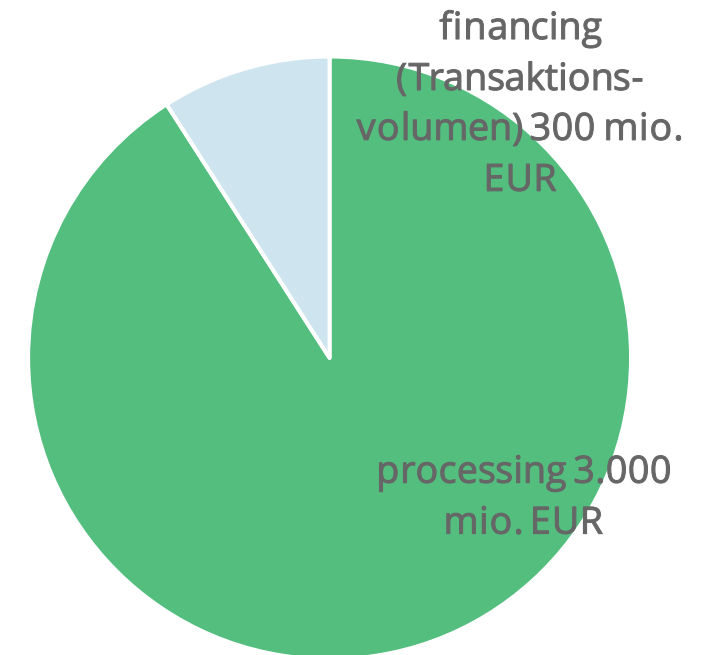
- In total about 10,000 active / paying clients
- Most customers in billing segment
- Payment with biggest potential

recurring vs. Pay per use revenue



- recurring revenues about 12%
- till 2020 share was 0%

Invoicing volumen



- In total aifinyo processes invoices with denominated with about 3,3 bn EUR
- 10% are currently financed (transaction volume)
- Huge remaining cross selling potential



# Highlights 2022



|             |   |
|-------------|---|
| market      | Current environment (interest rates, inflation, war) leads to demand for liquidity but also increased business risk |
| relocation  | Relocation of head office to Berlin (already existing branch)   |
| buy & build | Merger Fundflow (Fintech Factoring) and Billomat (cloud-based accounting)   |
| regulatory  | Payment Institute License (aifinyo payments GmbH, payment transactions involving the granting of credit)            |
| product     | Cash-Flow-Tool and foreign currency transfer  |
| financial   | Improvement of all relevant KPI, profitable growth  |

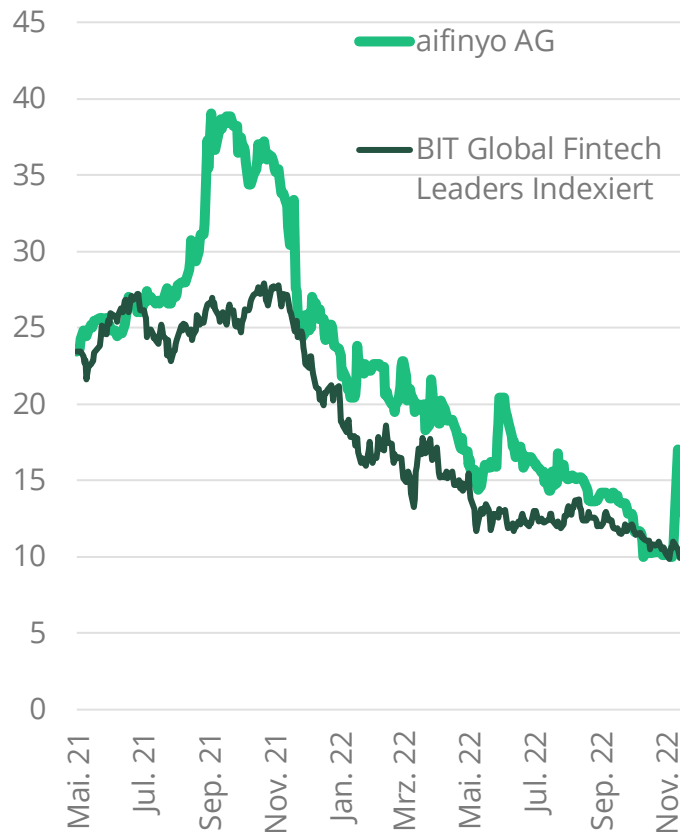


“aifinyo is a well positioned B2B fintech in a rapidly changing market that leads to long term growth opportunities.”

# share price with upside potential



## share price in EUR



## key facts

number of shares: 4,048,670  
market cap: ~ EUR 50 m  
ISIN: DE000A2G8XP9  
ticker: ebe  
segment: m:access  
indices: m:access All-Share  
Listing: Xetra, Frankfurt, Munich, Tradegate

## conferences

|                   |                |
|-------------------|----------------|
| Equityforum       | 05.09.2022     |
| Börse München     | 12.10.2022     |
| MKK/München       | 15.11.2022     |
| Eigenkapitalforum | 28.-30.11.2022 |

## research

|               |     |           |
|---------------|-----|-----------|
| SMC (10/2022) | buy | 42.80 EUR |
|---------------|-----|-----------|

## designated sponsor

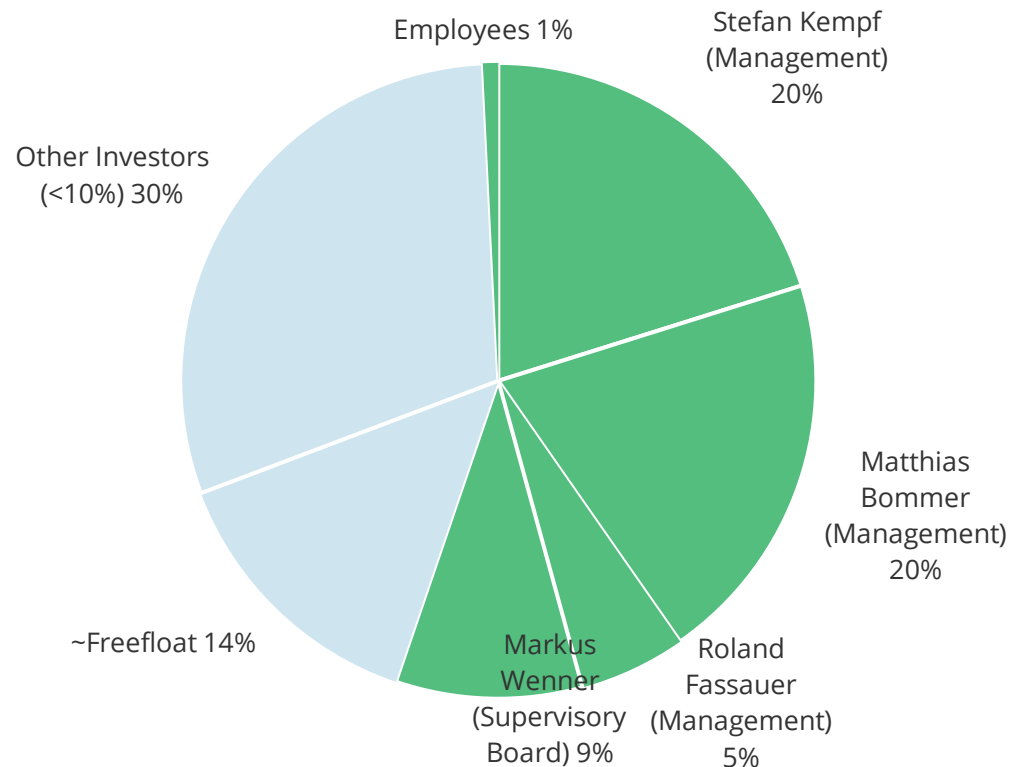
Oddo BHF

# stable shareholder structure



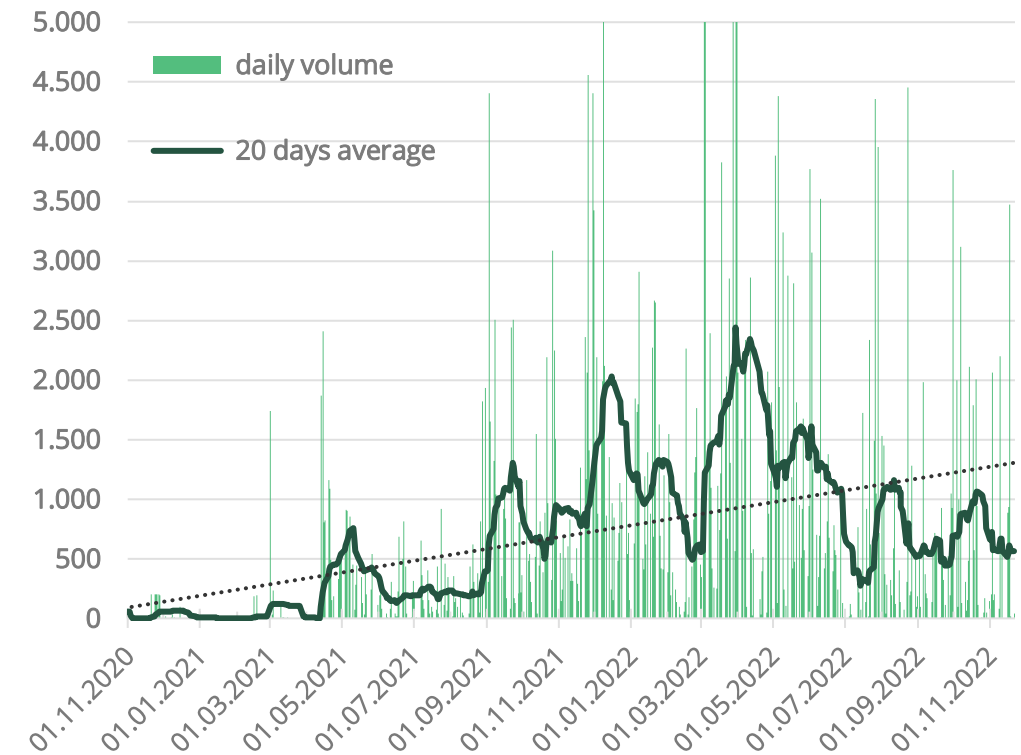
shareholder structure shows  
strong management commitment

Management and founding partners are highly committed  
with a high stake in ownership structure



Fokus bleibt steigerung des Handelsvolumen

Significant increase of trading volume in 2021 with current  
backslide in 2 HY 2022



# complimentary management team



## Strategy & Finance

Stefan Kempf



Co-partner and founder of aifinyo.

M.Sc. in Banking and Finance as well as a Law Master LL.M. from Frankfurt School of Finance.

Before founding aifinyo, working in capital markets for a major bank and in the German leasing and trade receivables industry.

## Tech

Prof. Dr. Roland Fassauer



Joining aifinyo from Decimo

Serial Entrepreneur (INTERSHOP, Pixaco, Mobizcorp), Institute for Applied Informatics (InfAI) at the University of Leipzig.

Expert in machine Learning and decision Systems.

## Sales & Marketing

Matthias Bommer



Co-partner and founder of aifinyo.

Masters degree in finance and controlling from the University of Applied Sciences in Mainz.

Before founding aifinyo, managing director and executive board member for several German factoring companies.

# sustainability – we make the difference

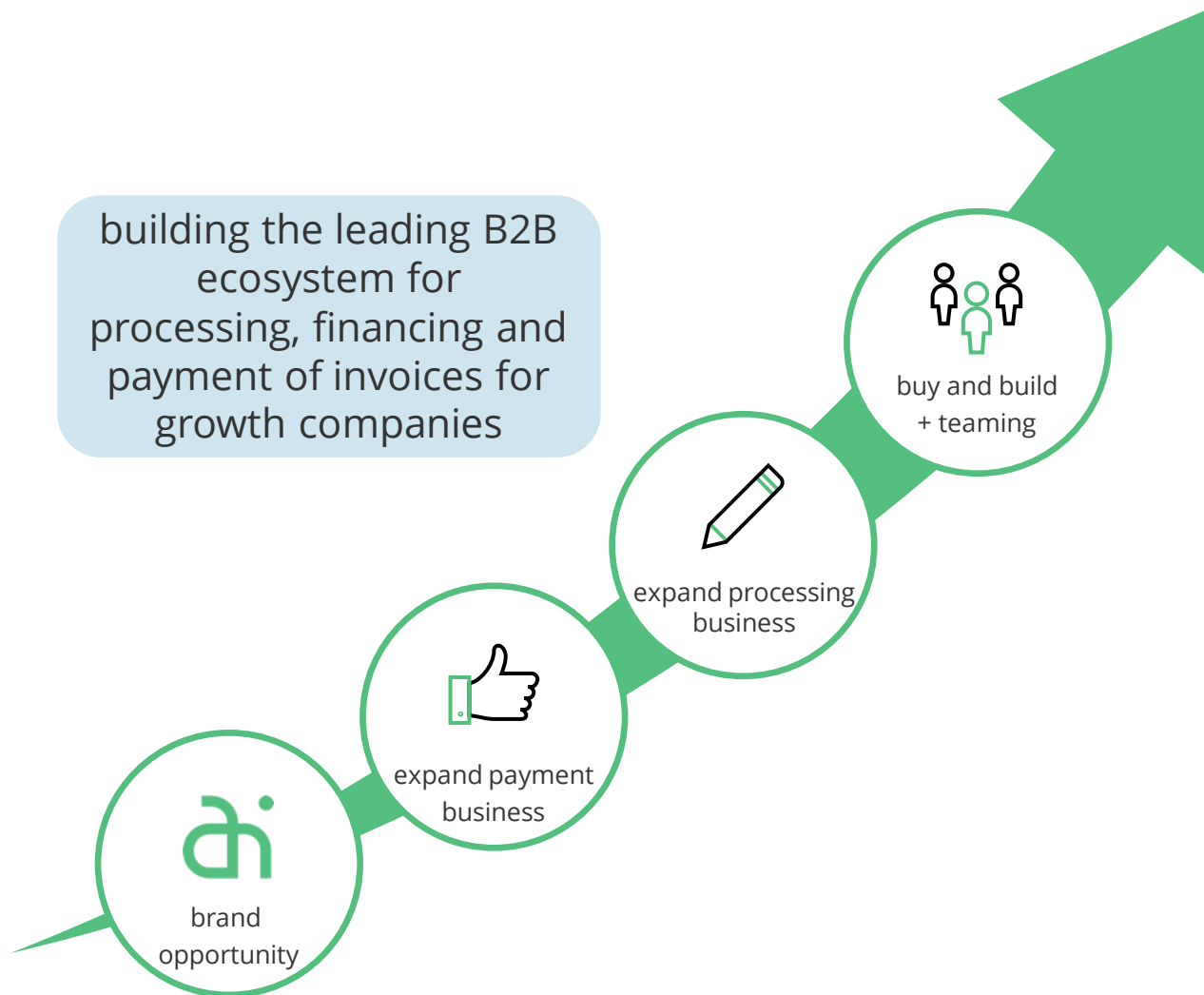


aifinyo supports the sustainable development goals of the United Nations. Especially:

- 4 improving education and lifelong learning for our employees
- 5 gender equality
- 7 clean energy in our offices
- 8 economic growth by supporting small business
- 9 innovation by strongly investing in digitalization and R&D
- 11 sustainable cities by offering home office if possible
- 12 responsible Consumption through recycling
- 13 climate action by using green energy
- 16 strong institutions by our code of conduct

Besides, aifinyo has established investment guidelines that favour investments in initiatives supporting the SDG and prevent investments in projects in contrast to the SDG.

# roadmap for growth



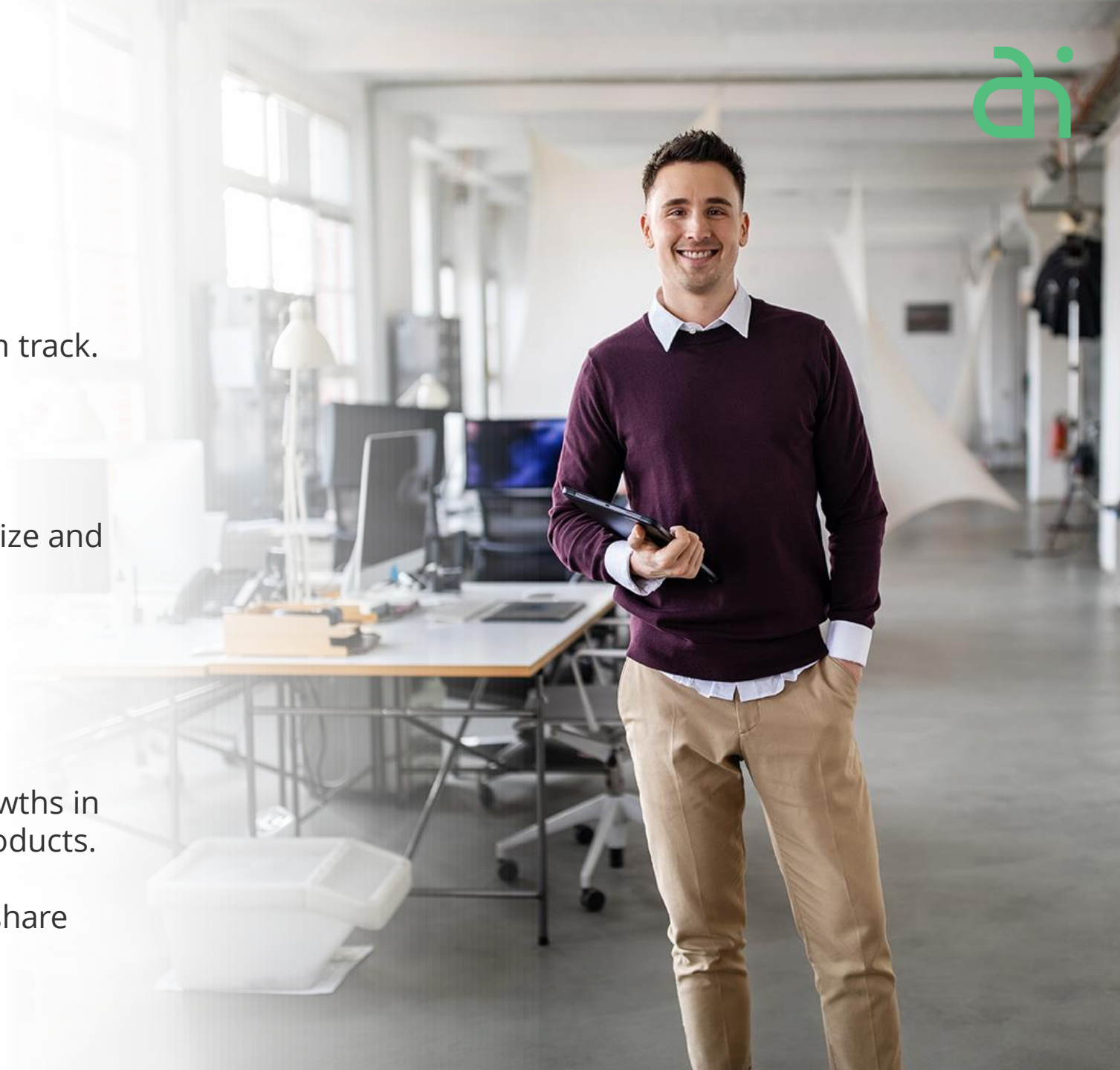


# key takeaways



aifinyo...

- is a fintech pure play on a profitable growth track.
- operates in an billion euro market (only in Germany).
- is well positioned – due to product range, size and tech focus – in a rapidly changing/growing market.
- has sharpened the business model during corona.
- sees significant revenues and earnings growths in the coming years with existing and new products.
- works to increase the attractiveness of its share for investors.



# disclaimer



This presentation contains forward-looking statements. Forward-looking statements are statements that are neither facts nor a description of past events; they comprise statements relating to our assumptions and expectations. Each statement made in this presentation that reflects our intentions, assumptions, expectations or forecasts as well as the underlying presumptions is a forward-looking statement. These statements are based on planning figures, estimates and forecasts currently available to the Board of Directors of aifinyo AG. Accordingly, forward-looking statements refer exclusively to planning data, estimates and forecasts at the time at which they are made.

We assume no responsibility to further develop or modify such statements in the event of fresh information being available or future events occurring. By their very nature, forward-looking statements imply risks and uncertainty factors. A large number of key factors can contribute towards actual events varying quite substantially from forward-looking statements. Such factors include the condition of the financial markets and the regional focal points of our investment activities.

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