

Smart Billment for growth

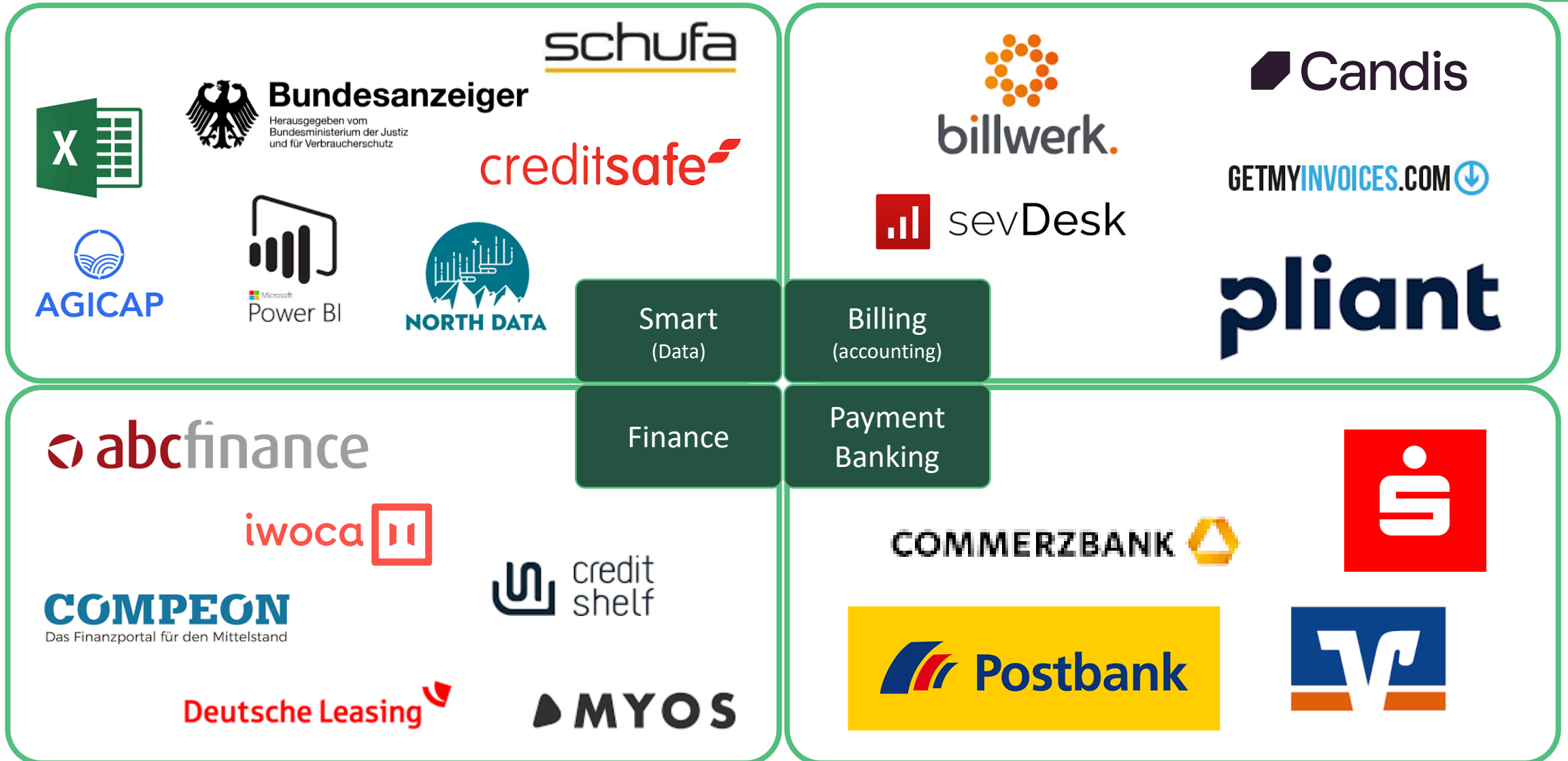
Stefan Kempf
CEO and founder



„I don't know any entrepreneur who started his business because he loves accounting, finance or payments.“

*Over than 90% of companies cannot afford a CFO
to deal properly with financials.*

daily maze of a CFO / entrepreneur





“The dispersion of (digitalized) financial services
is a legacy of ancient professional classes.
Technology can and will bring most of it together.”

power 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

revenue potential commercial clients Europe



<10%
target clients
of banks

24.4 m

European SME –commercial and corporate clients

Fees and interest paid for
B2B-SaaS, banking and
payment solutions.

EUR 40 bn
revenue
potential

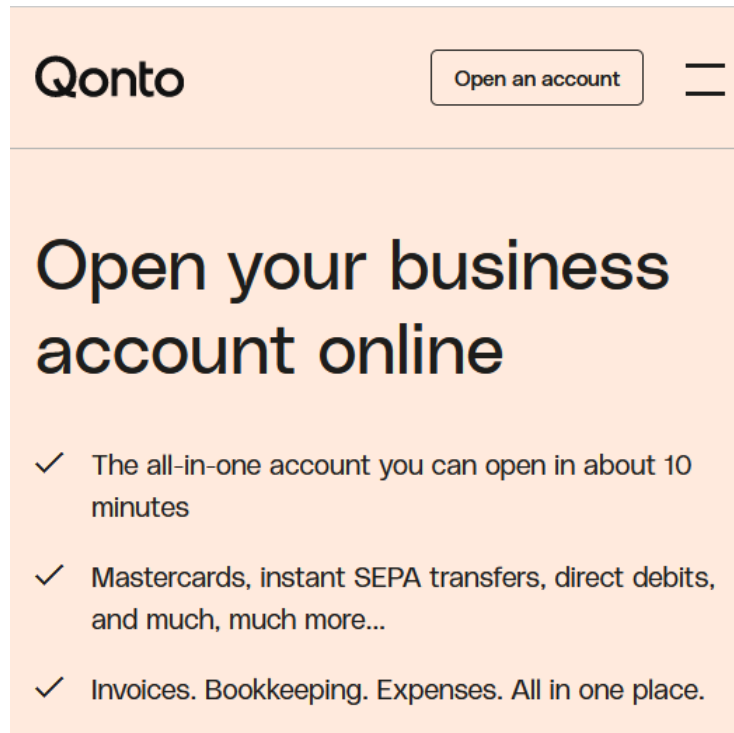
Bundling of SME
finance needs will
not only give
access to a huge
market, but it will
also increase it by
at least 5x.

Reduce time of corporates
spent with finance and
enable smarter decisions.

EUR 200 bn
revenue
potential

Big players in Europe, Germany with huge potential

France: qonto
~400K customers



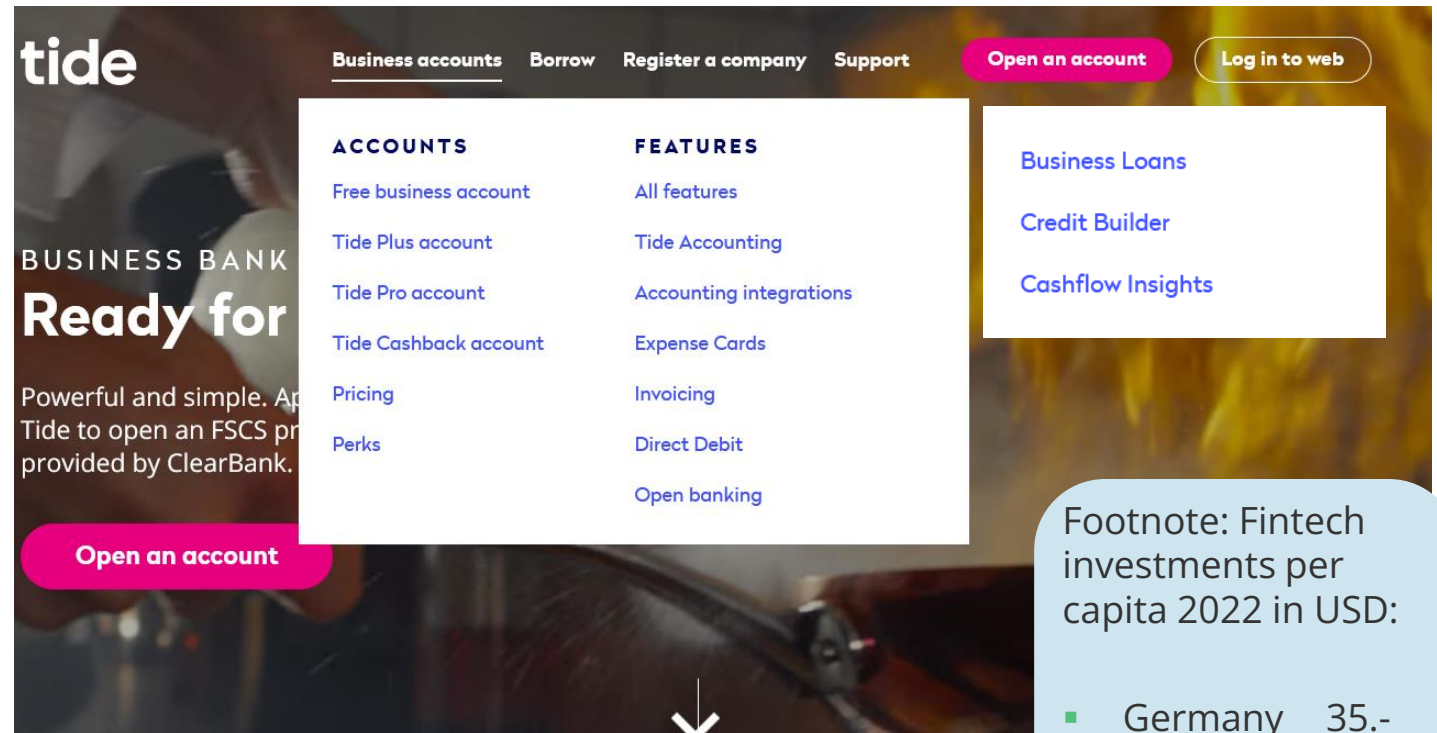
Qonto

Open an account

Open your business account online

- ✓ The all-in-one account you can open in about 10 minutes
- ✓ Mastercards, instant SEPA transfers, direct debits, and much, much more...
- ✓ Invoices. Bookkeeping. Expenses. All in one place.

UK: tide
~500K customers



tide

Business accounts Borrow Register a company Support

Open an account Log in to web

ACCOUNTS

- Free business account
- Tide Plus account
- Tide Pro account
- Tide Cashback account
- Pricing
- Perks

FEATURES

- All features
- Tide Accounting
- Accounting integrations
- Expense Cards
- Invoicing
- Direct Debit
- Open banking

BUSINESS BANK

Ready for

Powerful and simple. Apply with Tide to open an FSCS protected business account provided by ClearBank.

Open an account

Business Loans

Credit Builder

Cashflow Insights

Footnote: Fintech investments per capita 2022 in USD:

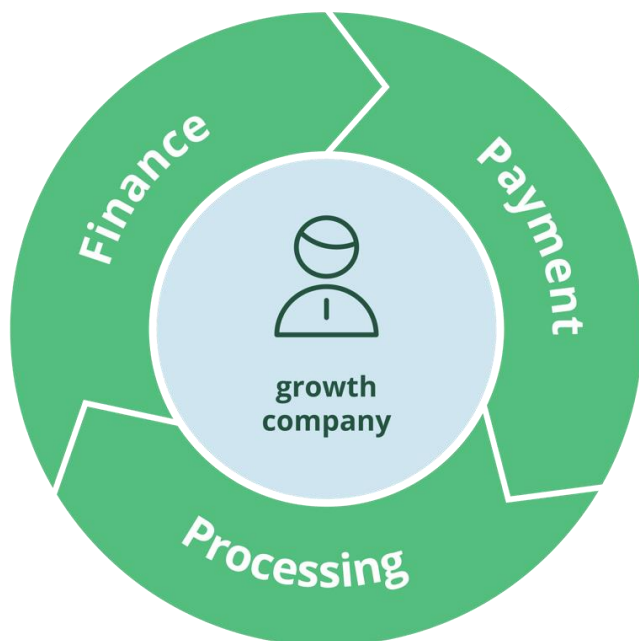
Germany	35.-
USA	118.-
UK	187.-
Estonia	385.-

Our history so far



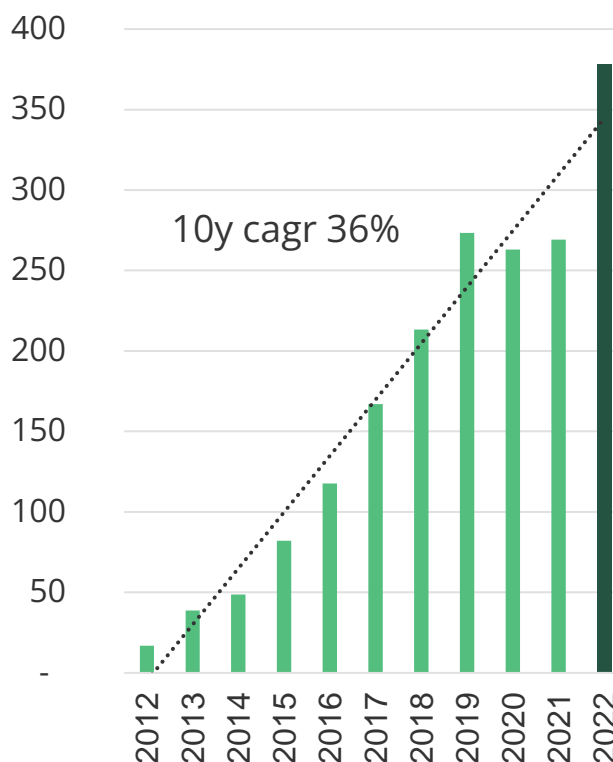
B2B ecosystem

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



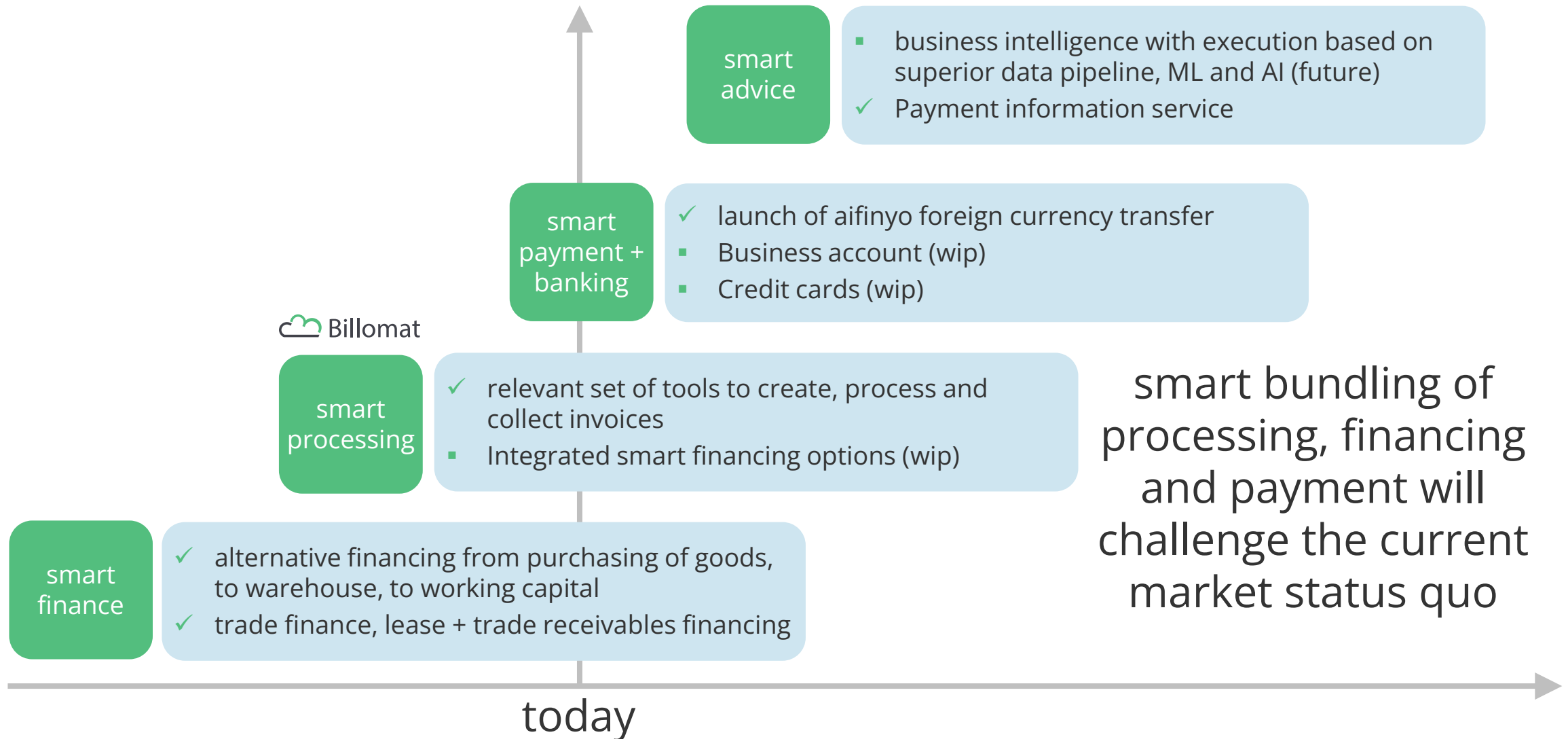
Mission

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

For the tech guys:

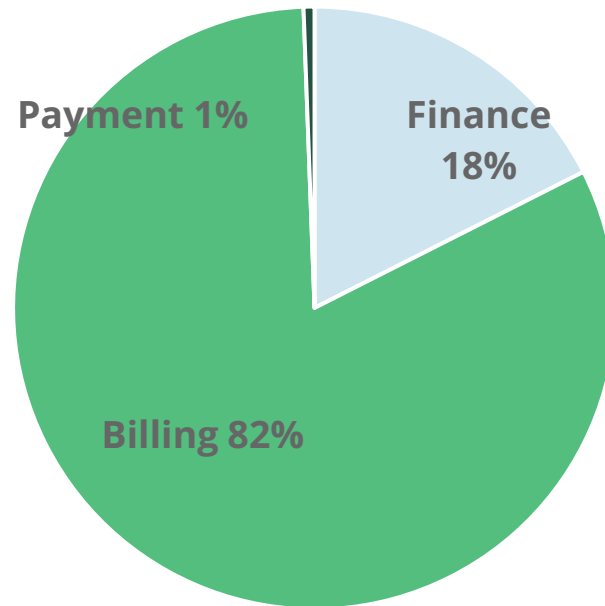
„Be the financial operating system for businesses, because they really need one like any other complex system.“

our roadmap to success



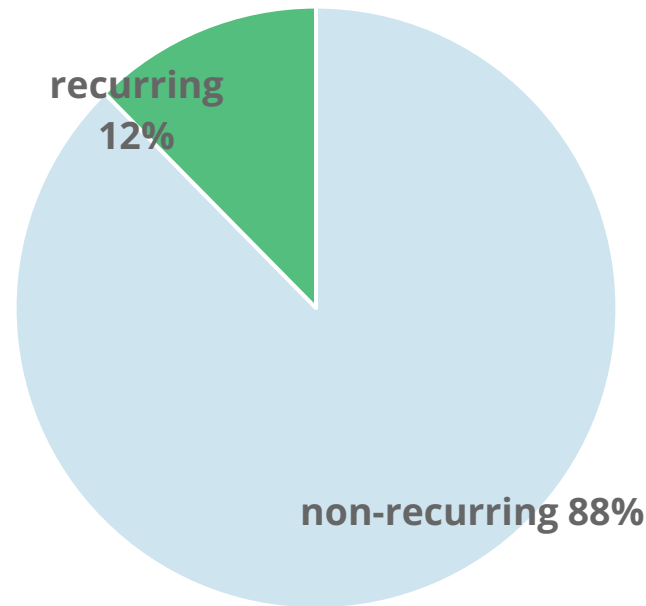
key facts on segments by clients, revenue & billing

clients by segments



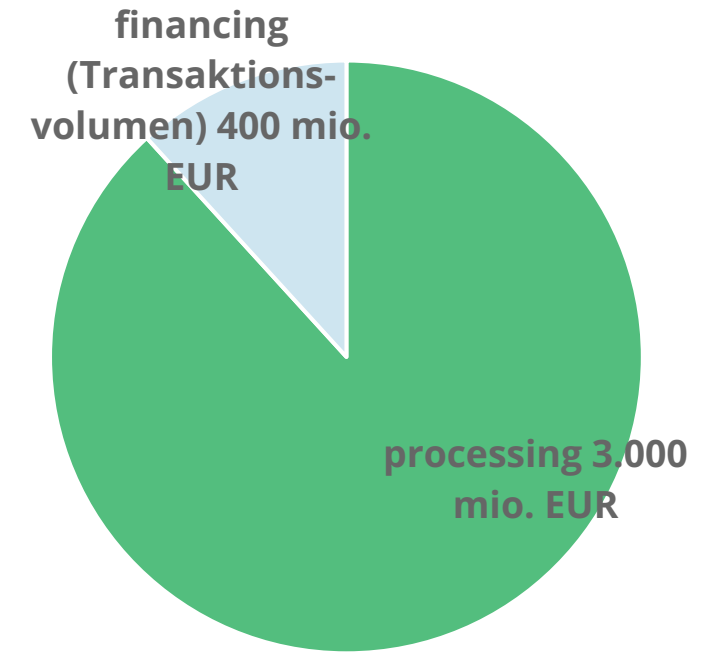
- In total about 10,000 active / paying clients
- Most customers in billing segment
- Payment with biggest potential

recurring vs. pay per use revenue



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

Invoicing volumen



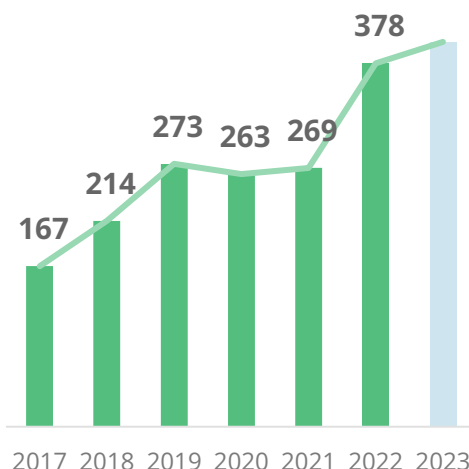
- In total aifinyo processes invoices with denominated with about 3,3 bn EUR
- 10% are currently financed (transaction volume)
- Huge remaining cross selling potential

“aifinyo achieved strong long-term growth,
and was in 10 out of 11 years profitable.”

key (annual) financial figures incl. 2023 est.*

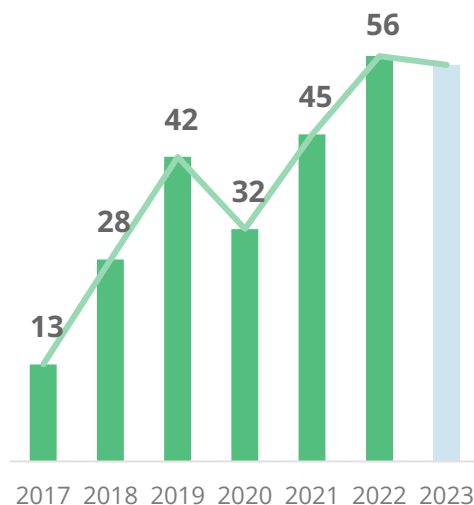


transaction volume
in EUR m



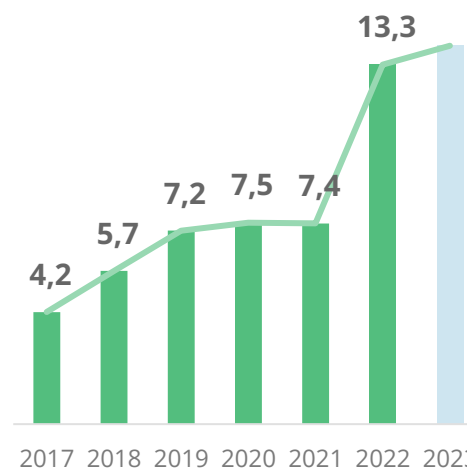
- Strong growth in transaction (financing) volume in long run
- Dominated by factoring, followed by finetrading and leasing

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)

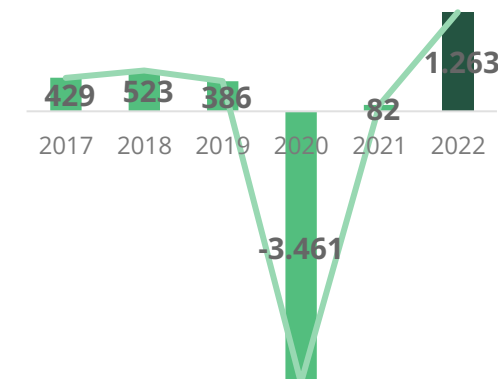
gross profit*
in EUR m



- Adj. revenues is most important internal financial KPI with +79% in 2022 and cagr of 26% / 5y
- Revenues are adjusted for cost for purchased goods and leasing depreciation

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

EBT
In K EUR

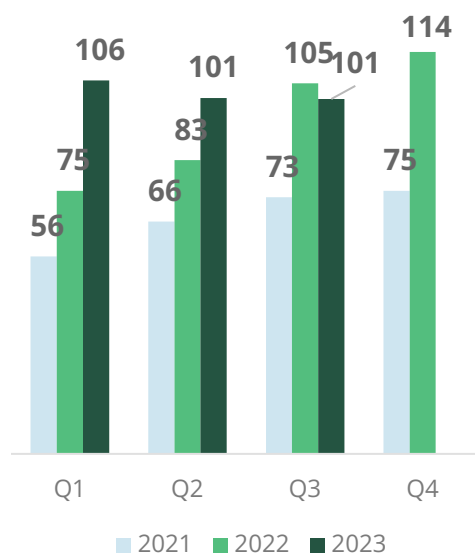


- Despite high IT/R&D spending's aifinyo in 10 out of 11 years profitable
- Unexpected loss in corona (defaults, merger, less rev.), now profitable again

quarterly financial figures as of Q3/23*

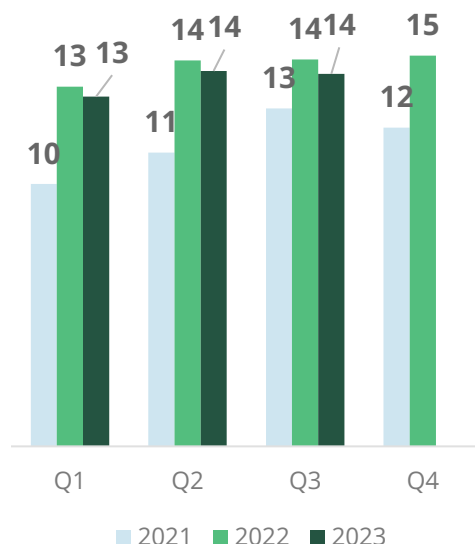


transaction volume
in EUR m



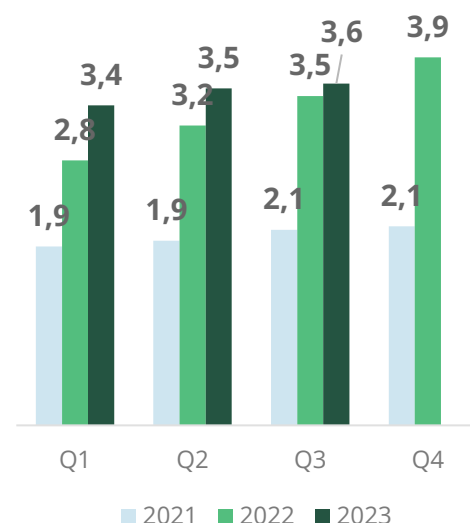
- strong increase of transaction volume (financed invoices / pay per use) over the last three years
- In Q3 consolidation of volume due to more restrictive credit rules and weaker economic situation

turnover
in EUR m



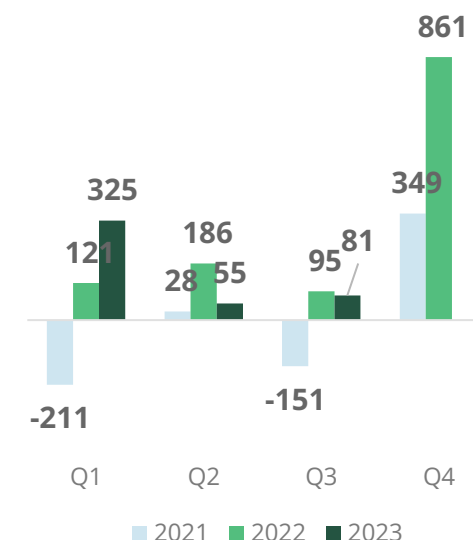
- Total turnover flat due to different product mix (less low volume in trade finance with low margins on turnover)
- turnover includes revenues and amortized R&D

gross profit**
in EUR m



- Quarterly gross profit almost doubled within 2 years
- Relevant increase in gross profit despite high integration efforts and challenging market environment

EBT
In K EUR



- EBT in 9m23 with 461 KEUR slightly below 607 KEUR in 9m2023.
- We continue to focus on growth now and on profitability later

*based on preliminary, unaudited results

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

Highlights 2023 so far



market	Despite challenging market profitable growth and gross profit.
buy & build	Integration of cloud-based accounting and financing in progress. Talks to several potential partners.
licence	We handed in application for an upgrade of our payment license to e-money license
product	Extended product offering by payment experience data
financial	Improvement of almost all financial KPI's
stock	General assembly voted for change to registered shares (Namensaktie)

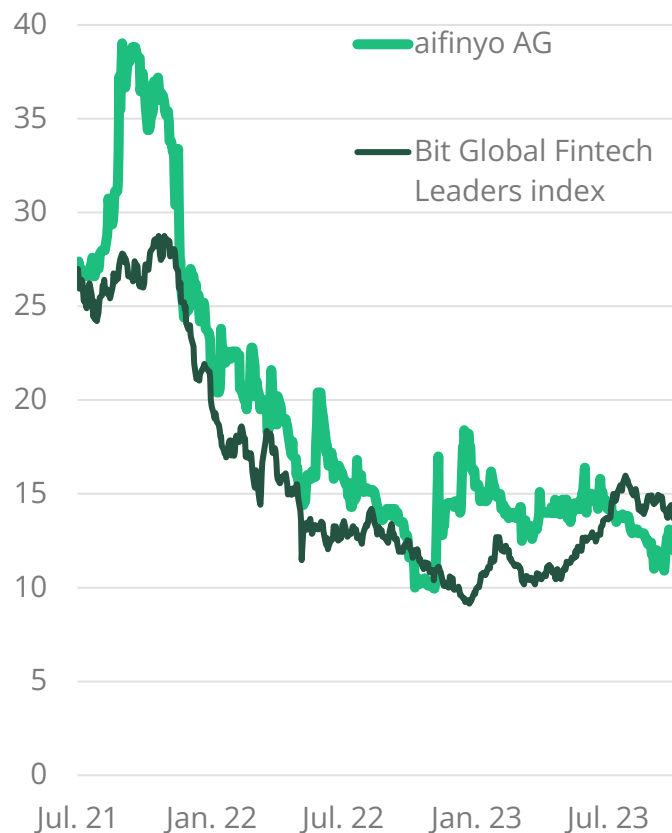


“aifinyo is a well-positioned B2B fintech in a rapidly changing market that leads to long term growth opportunities.”

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

MKK/München	03.-04.05.2023
Equityforum	15.-17.05.2023
Börse München	11.10.2023
Equityforum	04.-05.09.2023
MKK/München	15.-16.11.2023
Eigenkapitalforum	27.11.2023

research

SMC (10/2023) buy 32.40 EUR

designated sponsor

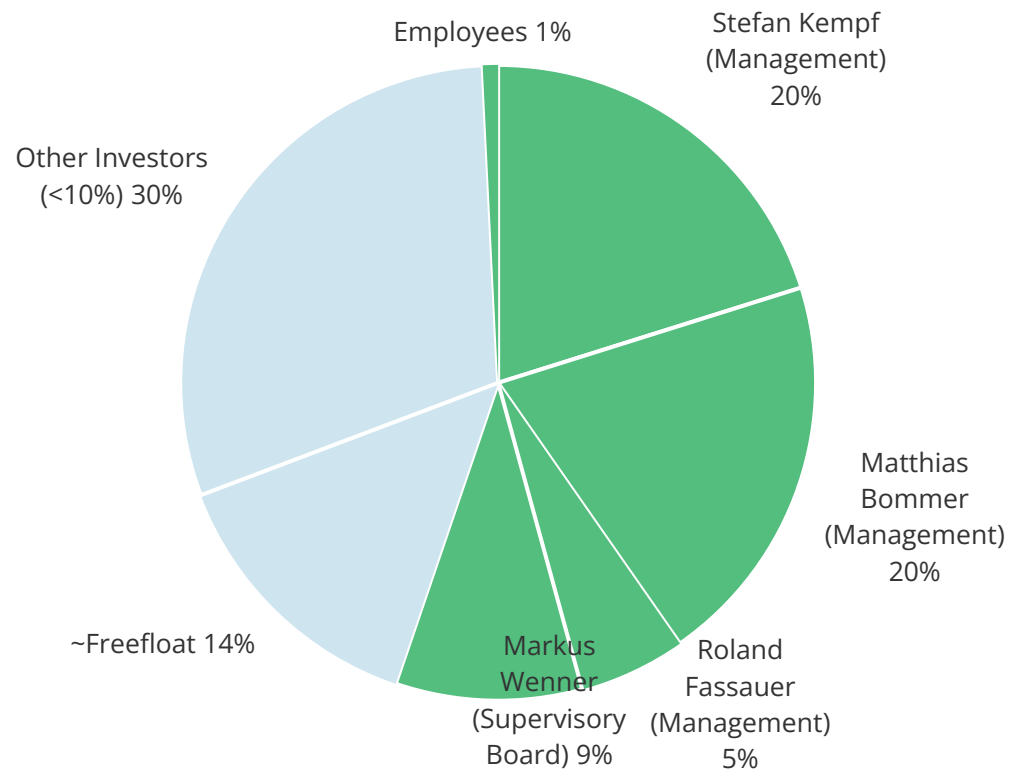
Oddo BHF

stable shareholder structure



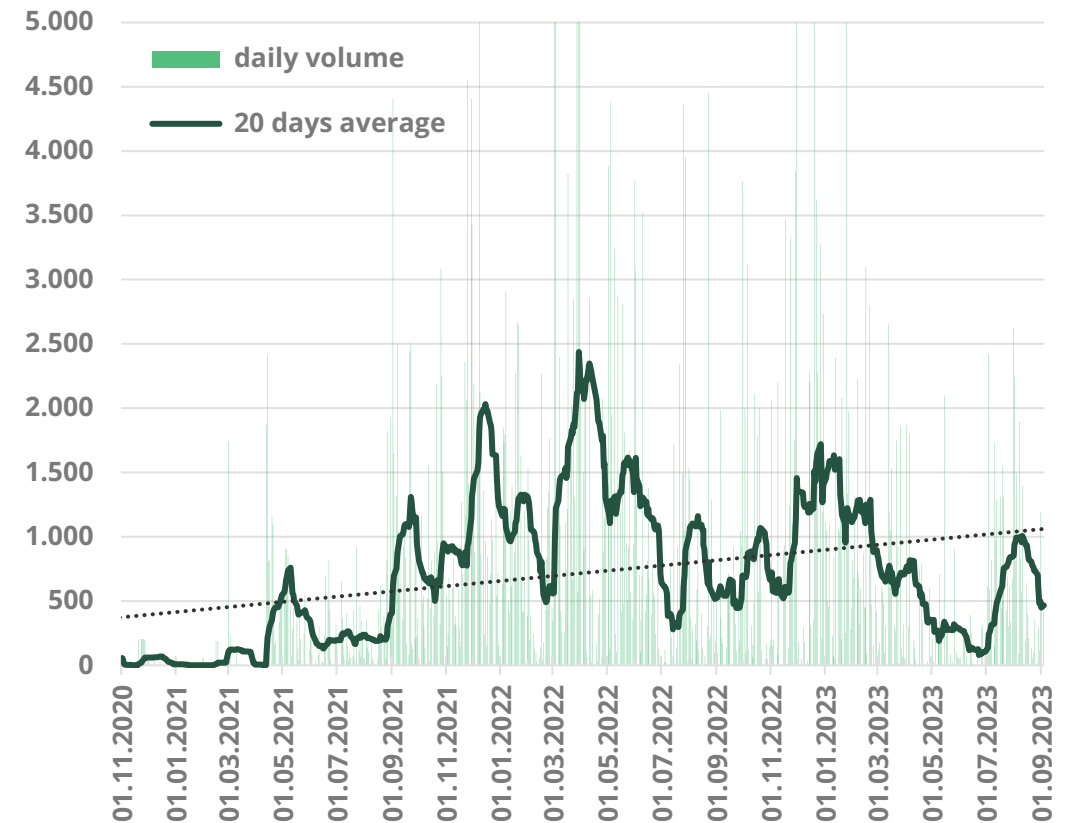
shareholder structure shows strong management commitment

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



commitment to increase trading volume

Long-term positive trend in trading volume, with setback in Q2 2023



roadmap for growth

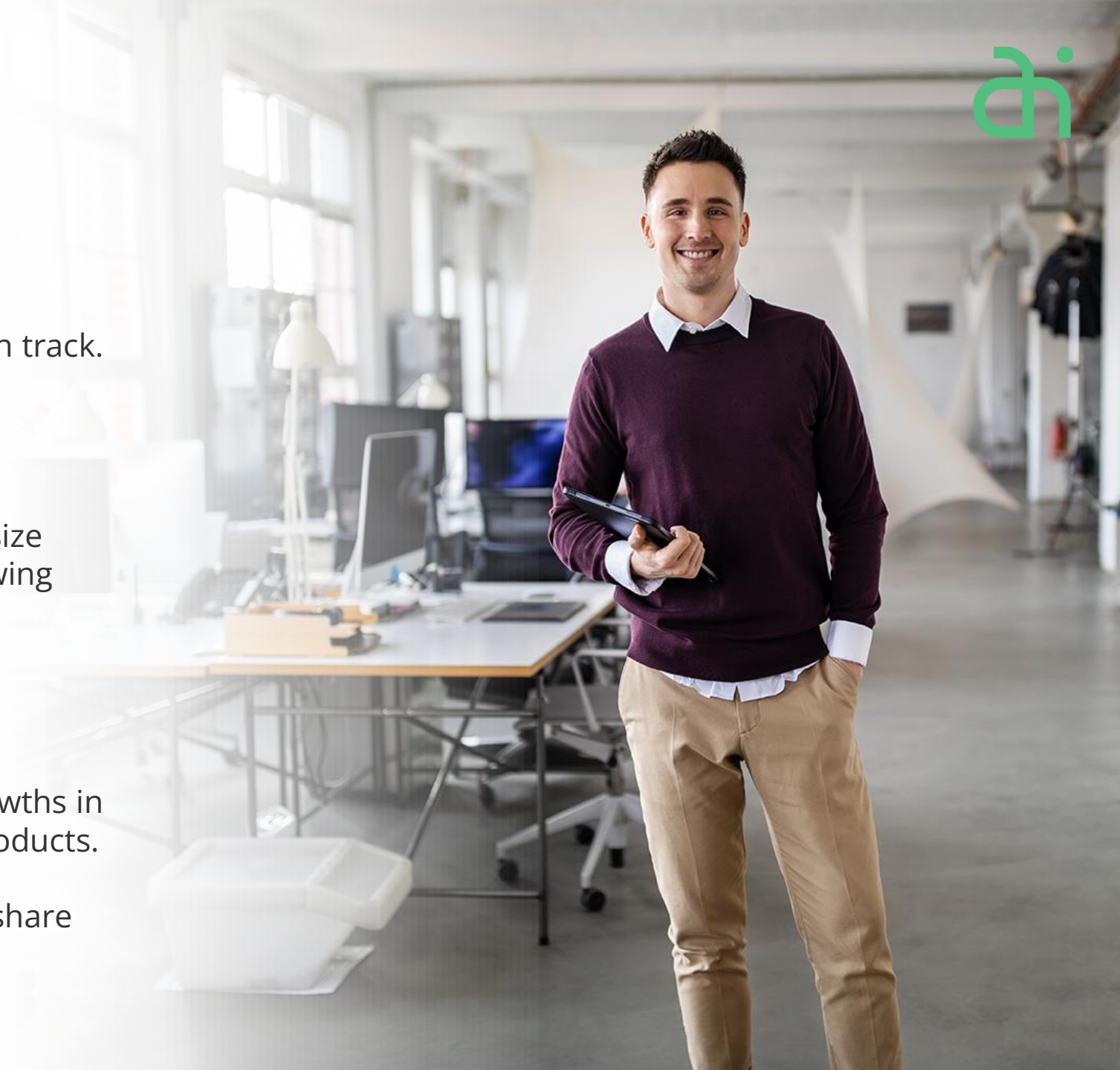


key takeaways



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.



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.

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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