

Smart Billment for growth

Stefan Kempf
CEO and founder



Mission

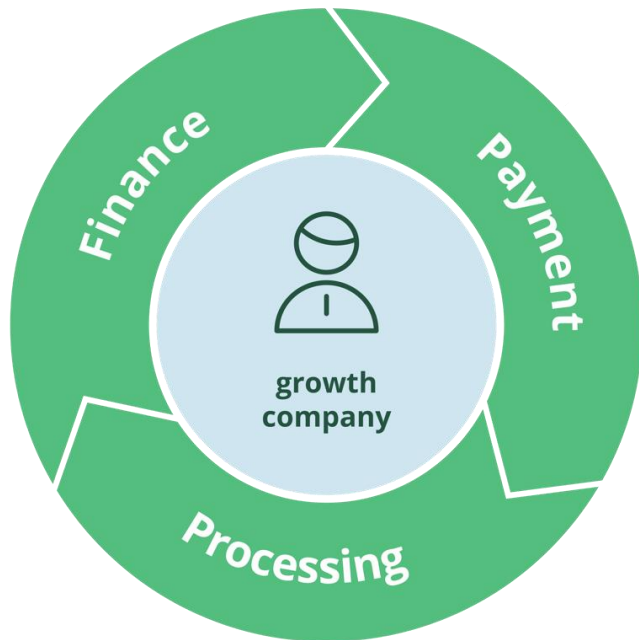
„We want to enable entrepreneurs to focus on their business and be more successful by supporting with fast, smooth and intelligent financial solutions.“

aifinyo at a glance



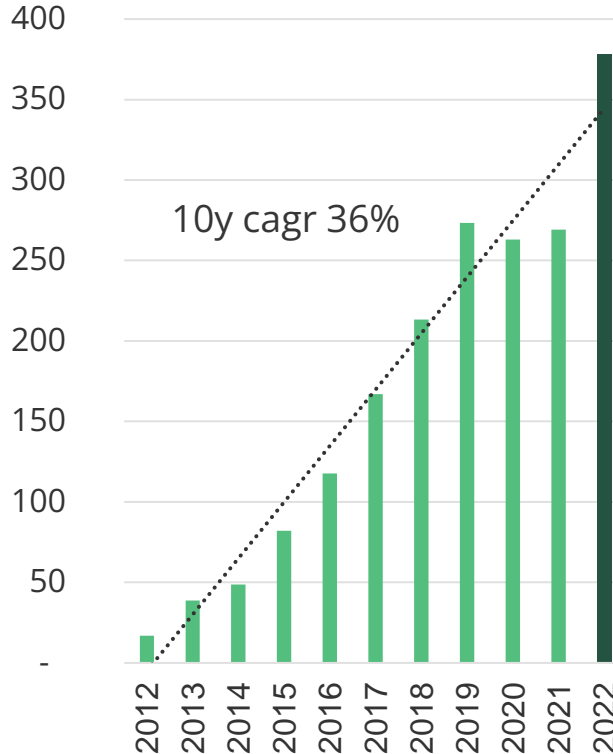
B2B ecosystem

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



transaction volume in EUR m

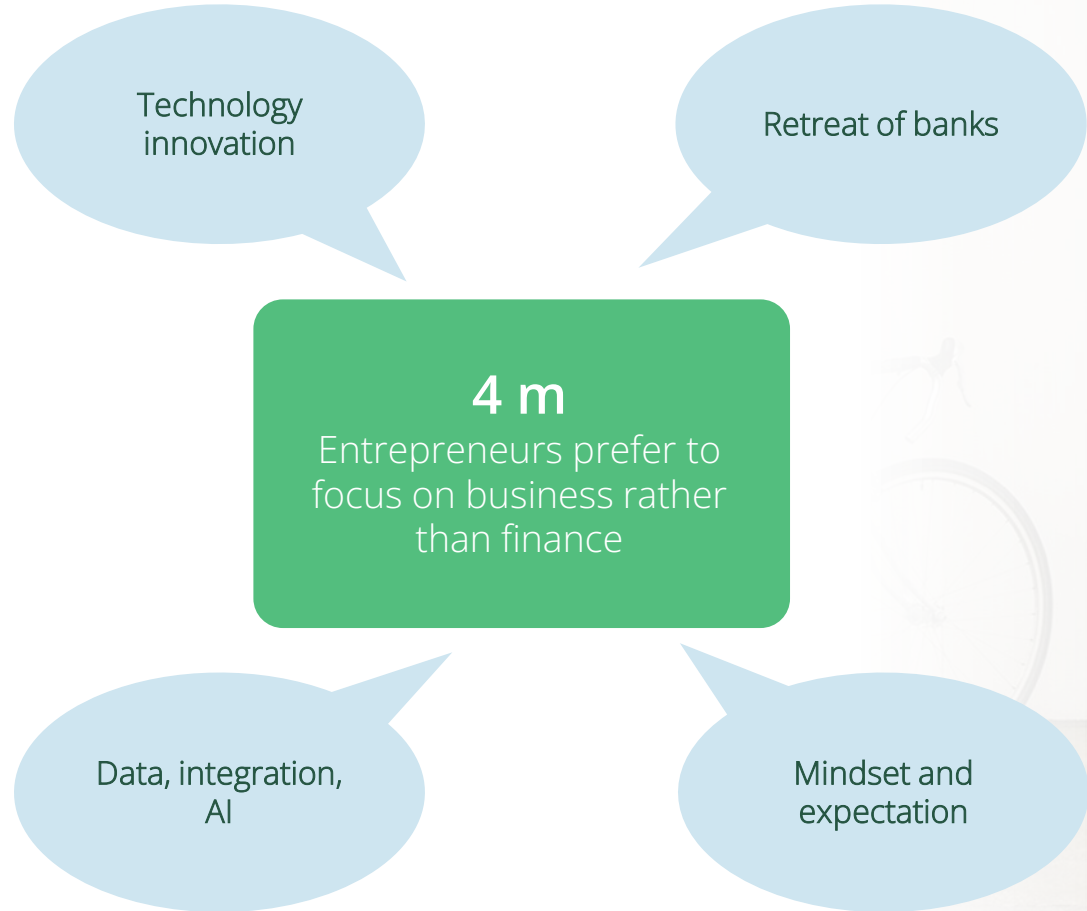
Track record of long term extraordinary growth.



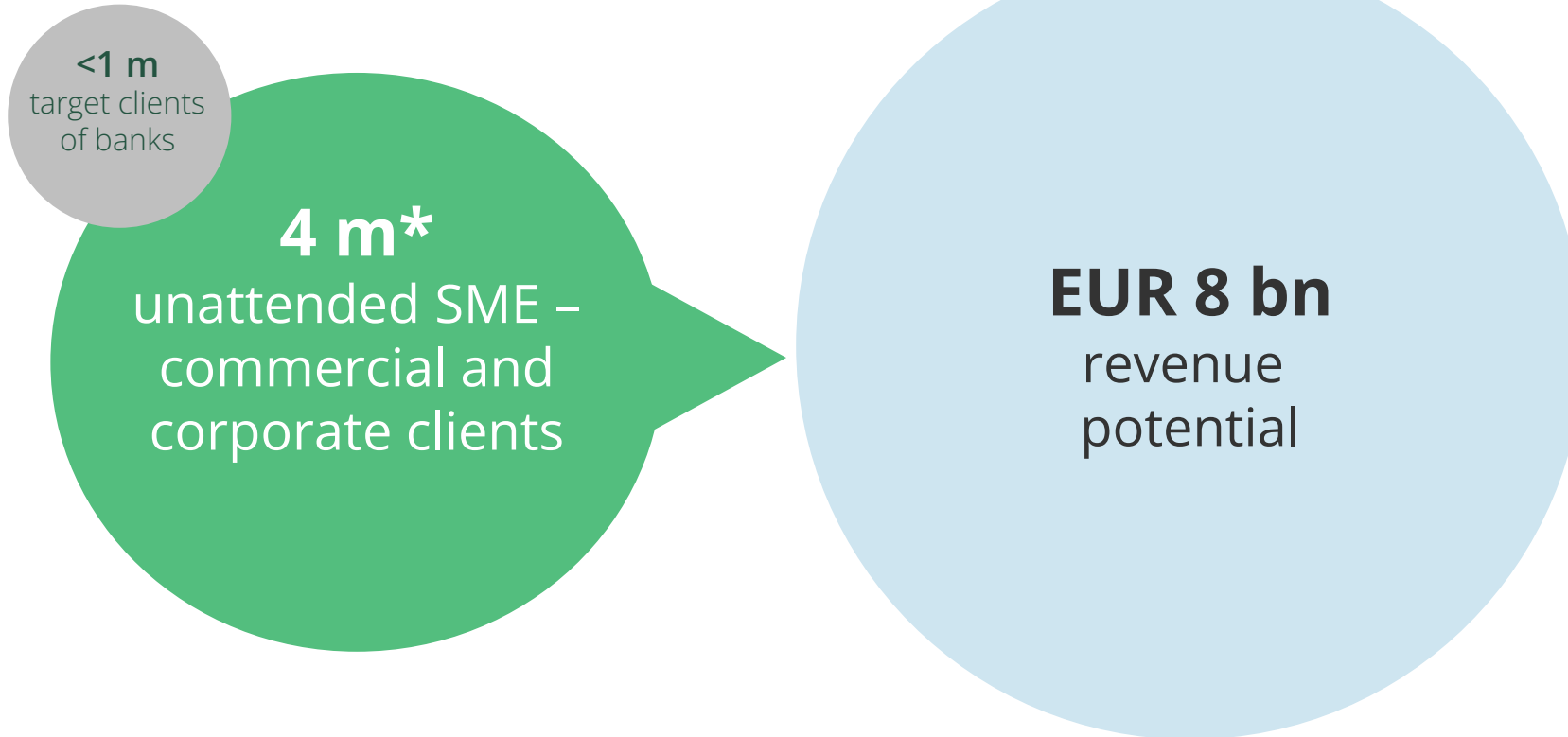
milestones

- 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

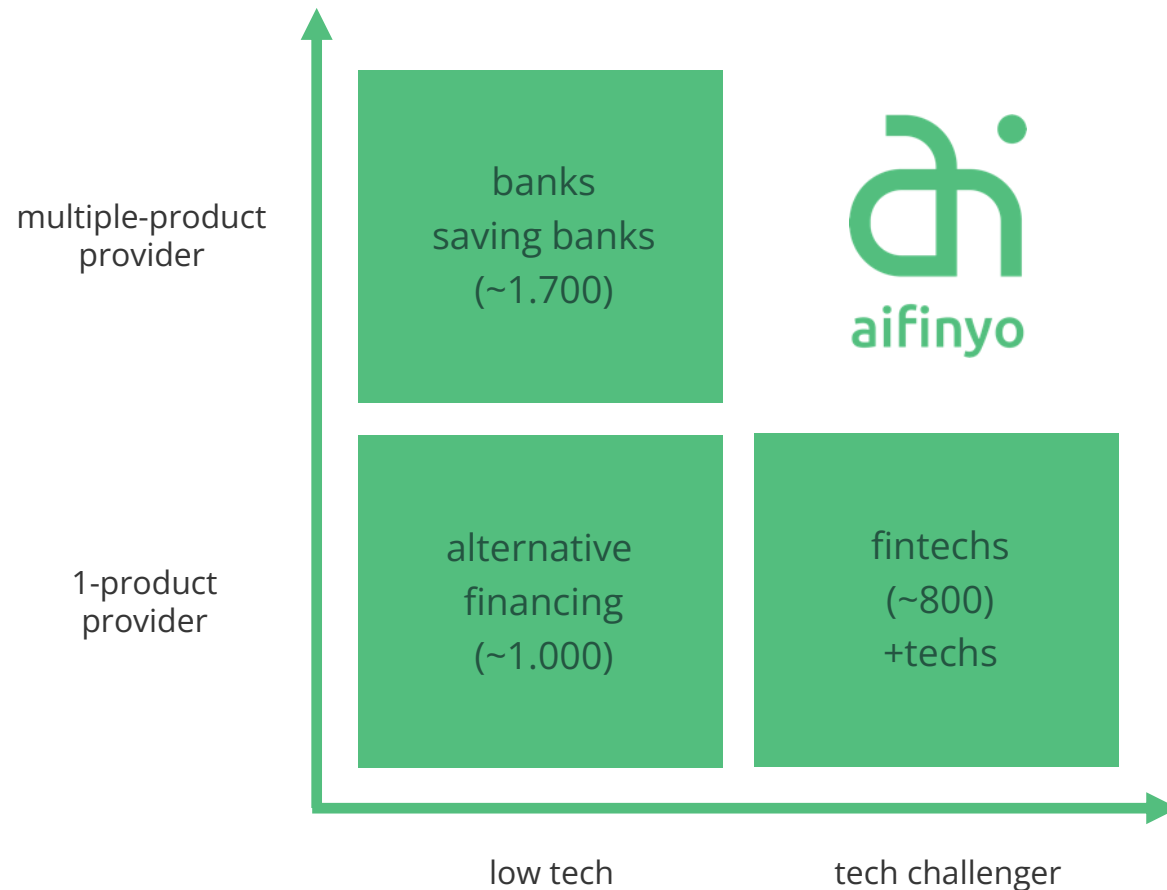


revenue potential commercial clients Germany



*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

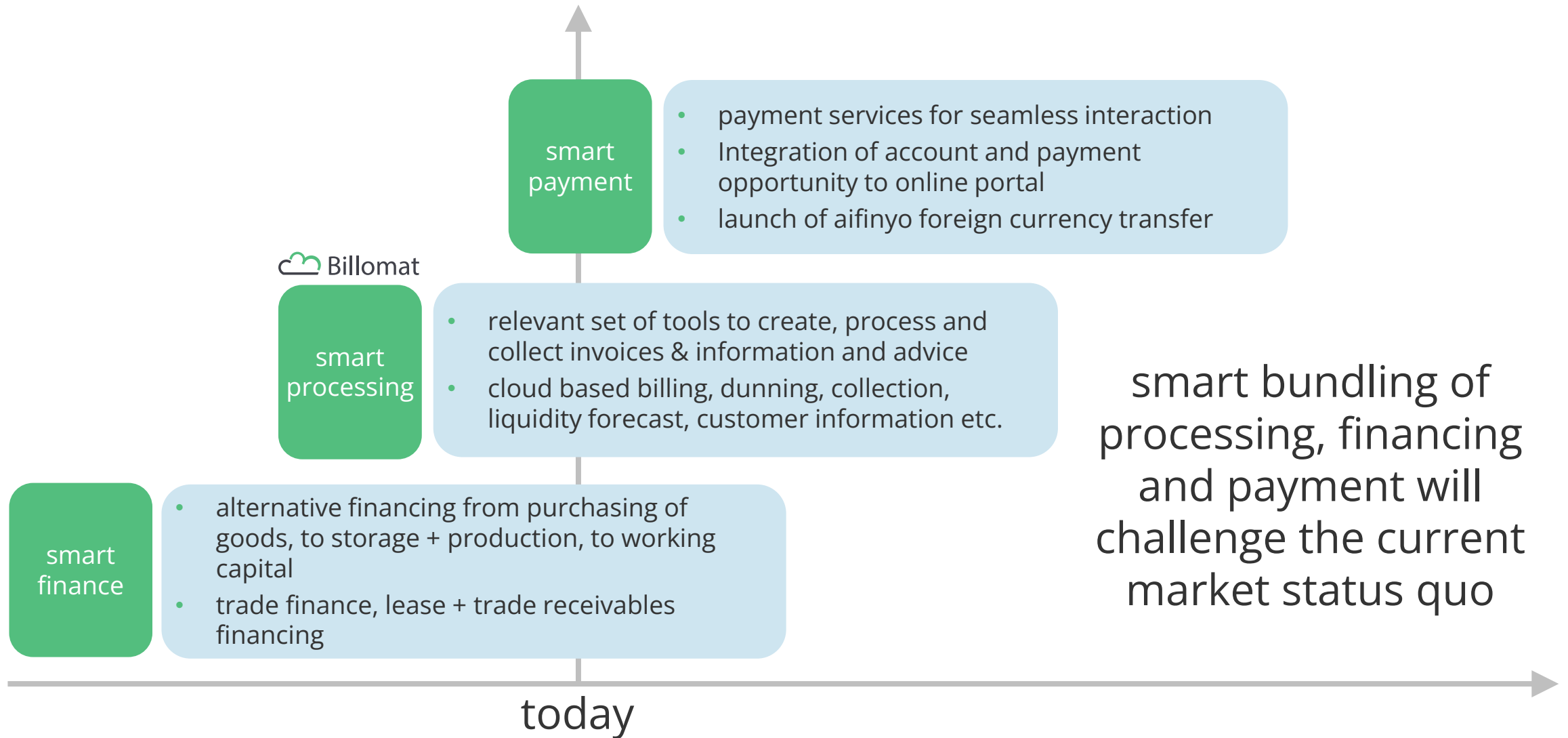
great bundling examples

- Microsoft Office + Microsoft Teams
- Thermomix
- Smartphone

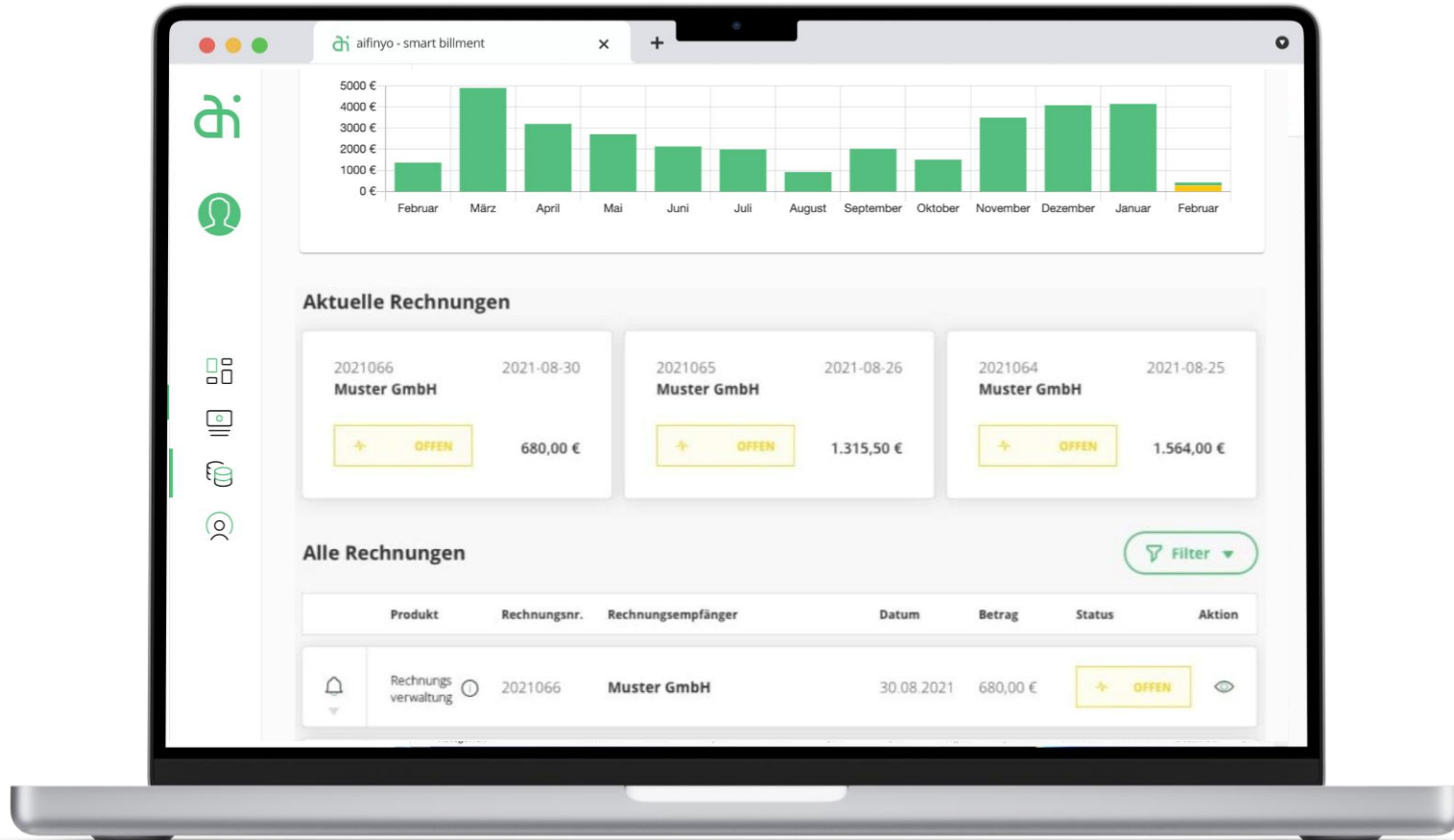


smart bundling
creates new added values
not seen before in an industry

roadmap to leading ecosystem in Smart Billment



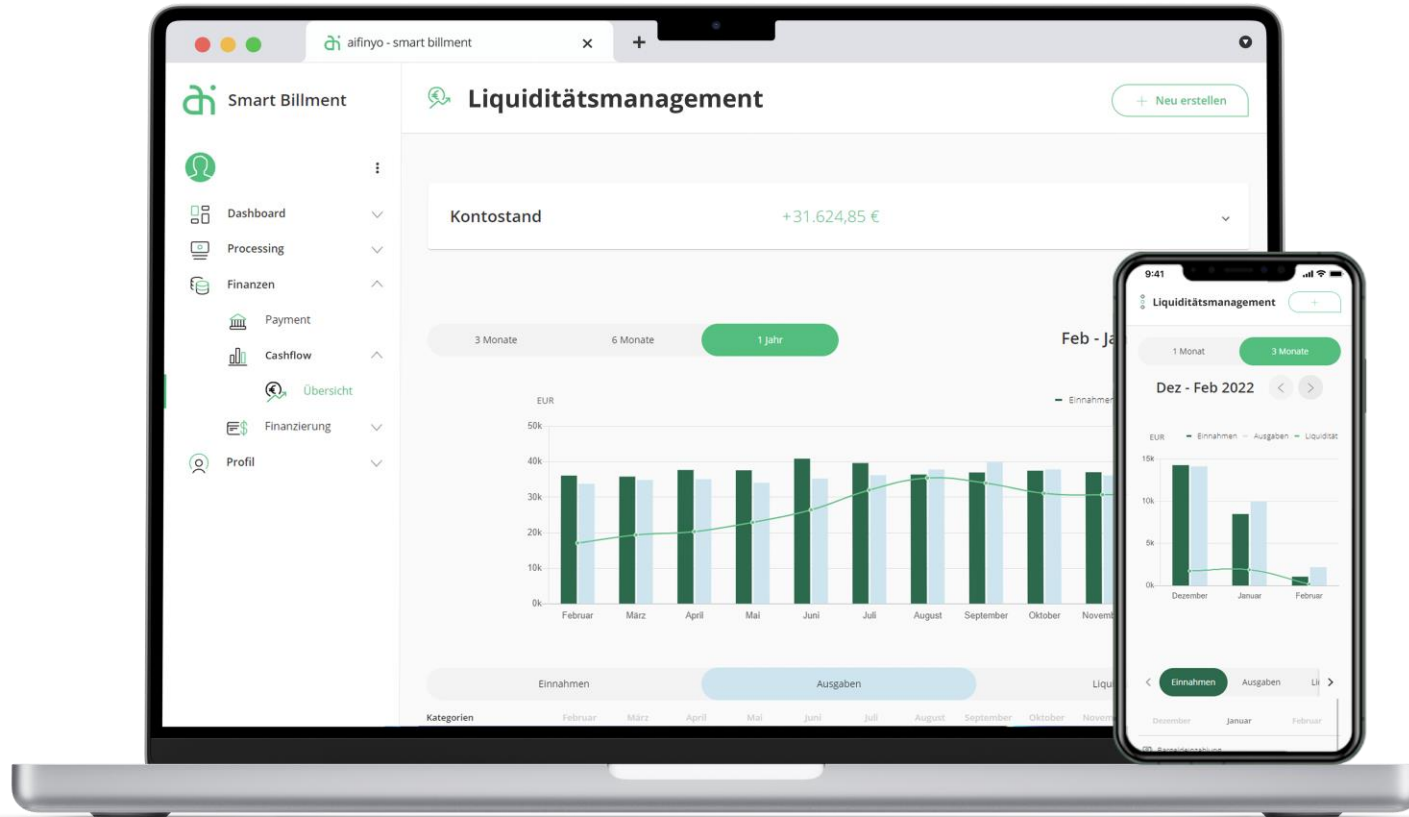
one ecosystem for billing, financing & payment



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



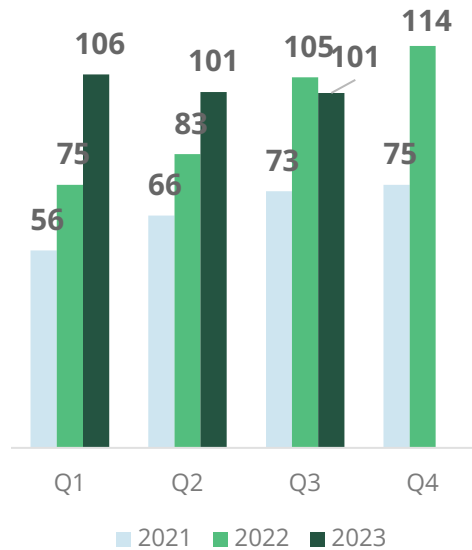
- Customer creates invoice
- Payment experience from aifinyo data base indicate payment time
- Client oversees all his current account balances on aifinyo portal
- Client is able to prefinance invoice with few clicks if improvement of liquidity is desired
- aifinyo derives financing decision among other from clients account data (credit decision)
- Payment of invoice improves aifinyo's data base for payment experience

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

quarterly financial figures as of Q3/23*

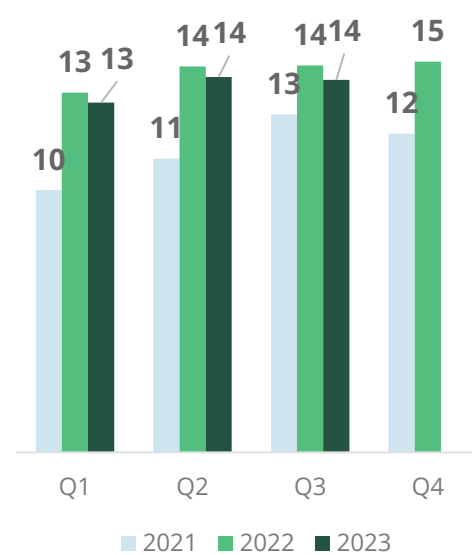


transaction volume
in EUR m



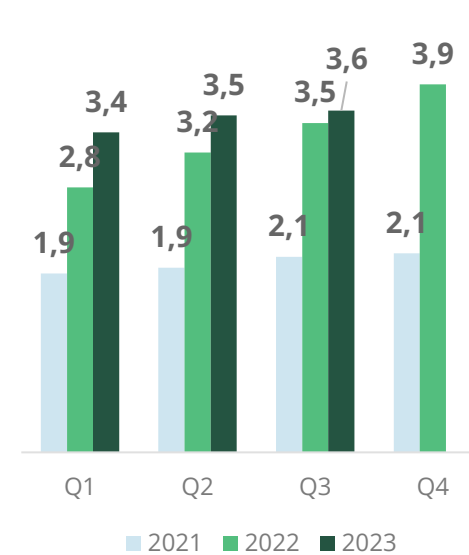
- strong increase of transaction volume (financed invoices / pay per use) over the last three years
- In Q3 consolidation of volume due to more restrictive credit rules and weaker economic situation

turnover
in EUR m



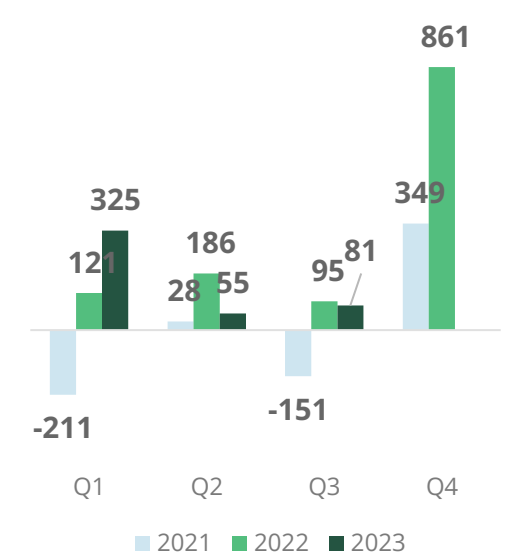
- Total turnover flat due to different product mix (less low volume in trade finance with low margins on turnover)
- turnover includes revenues and amortized R&D

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

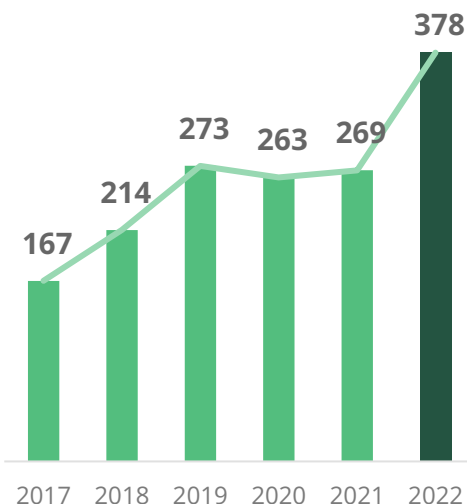
*based on preliminary, unaudited results

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

6y-key (annual) financial figures incl. 2022*

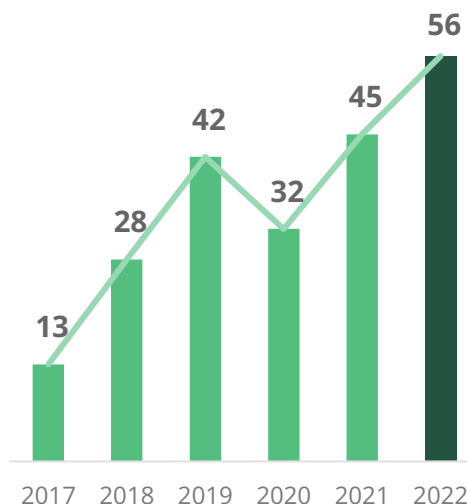


transaction volume
in EUR m



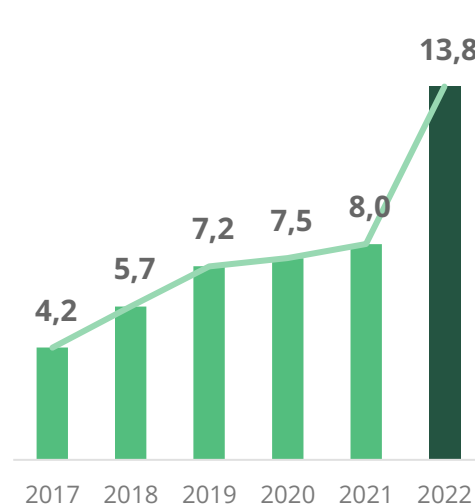
- Strong growth in transaction (financing) volume
- Dominated by factoring, followed by finetrading and leasing

turnover
in EUR m



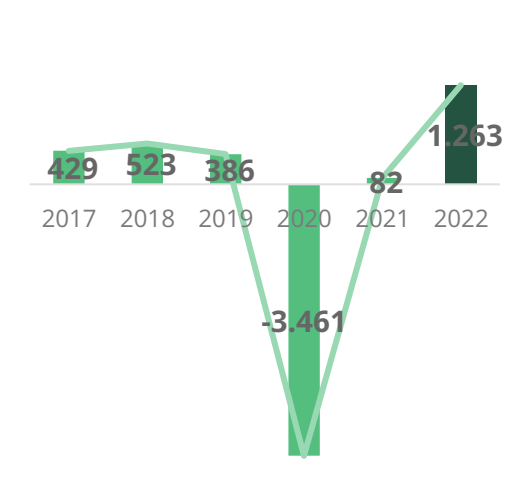
- Strong growth as well in turnover
- Dominated by finetrading (gross accounted for in turnover, vs. e.g. factoring only accounts for the fee)

gross profit*
in EUR m



- Adj. revenues is most important internal financial KPI with +73% in 2022
- Revenues are adjusted for cost for purchased goods and leasing depreciation

EBT
In K EUR

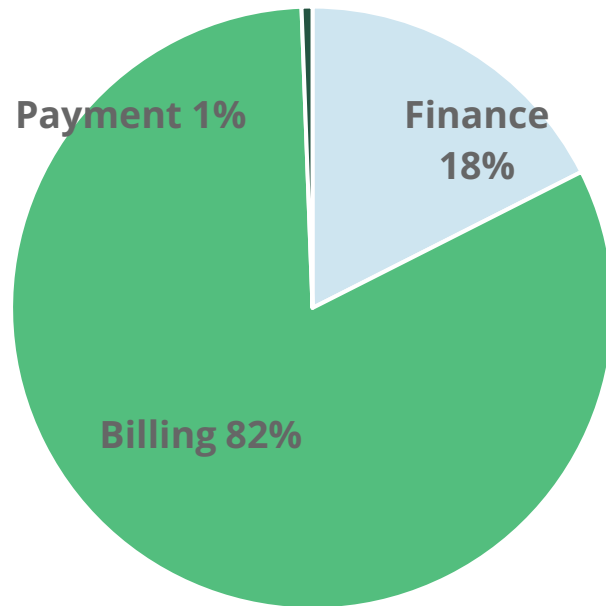


- Despite high IT/R&D spending's aifinyo in 10 out of 11 years profitable
- Unexpected loss in corona (defaults, merger, less rev.), now profitable again

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

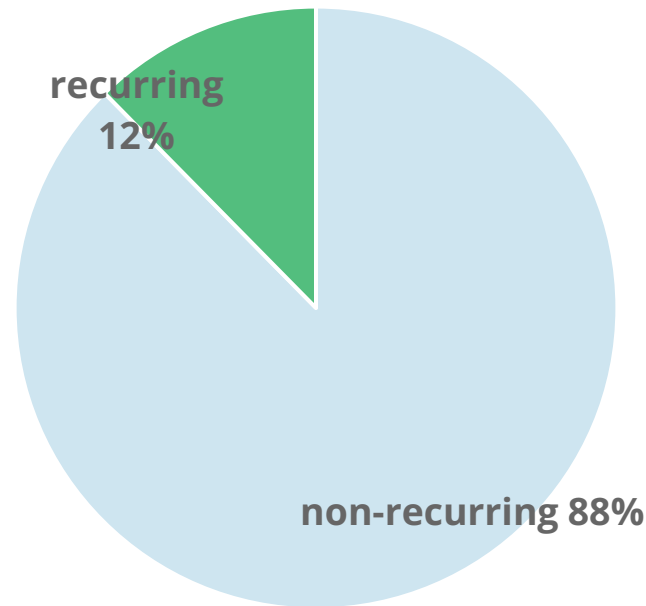
key facts on segments by clients, revenue & billing

clients by segments



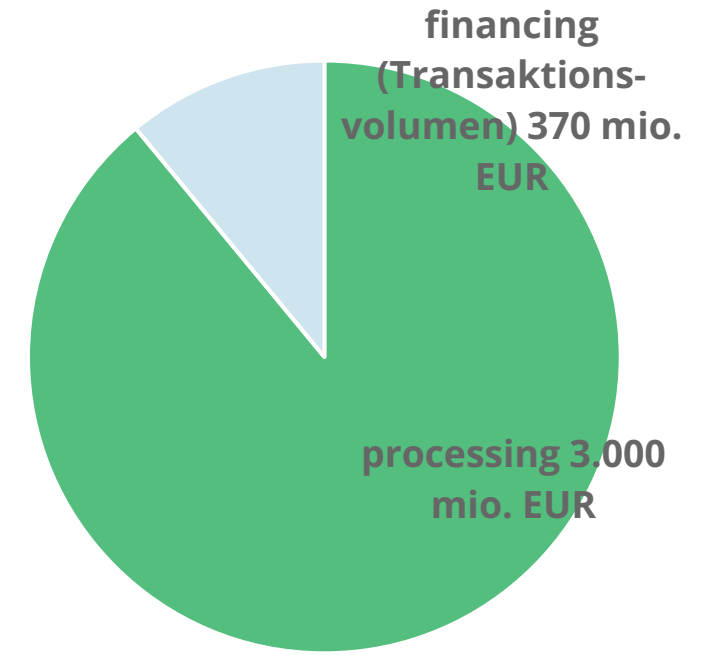
- In total about 10,000 active / paying clients
- Most customers in billing segment
- Payment with biggest potential

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

Highlights 2023 so far



market	Despite challenging market profitable and 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)

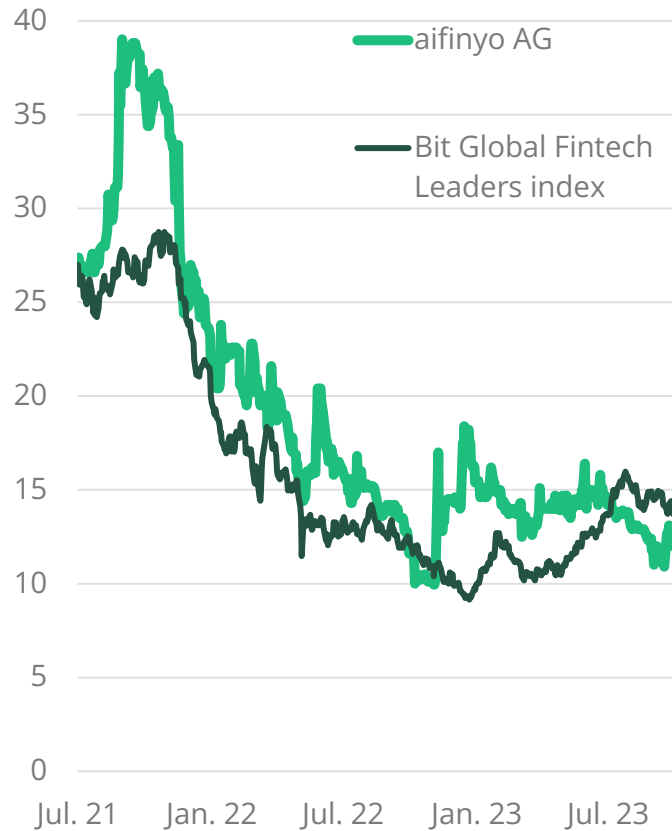


“aifinyo is a well positioned B2B fintech in a rapidly changing market that leads to long term growth opportunities.”

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

research

SMC (08/2023)	buy	32.40 EUR
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designated sponsor

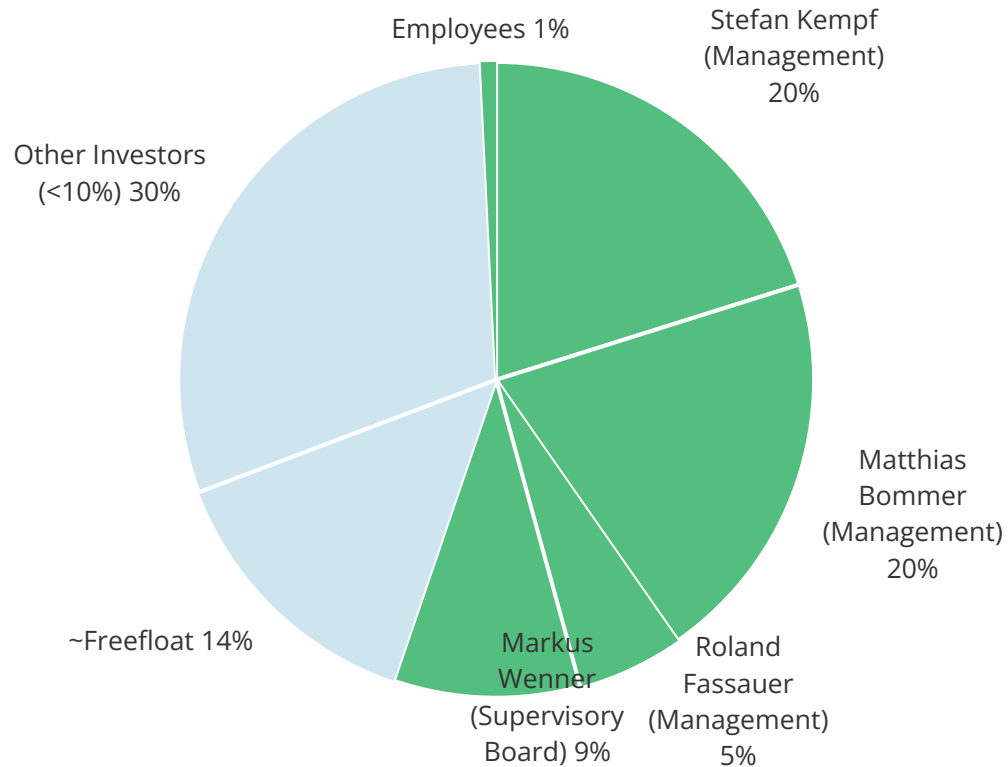
Oddo BHF

stable shareholder structure



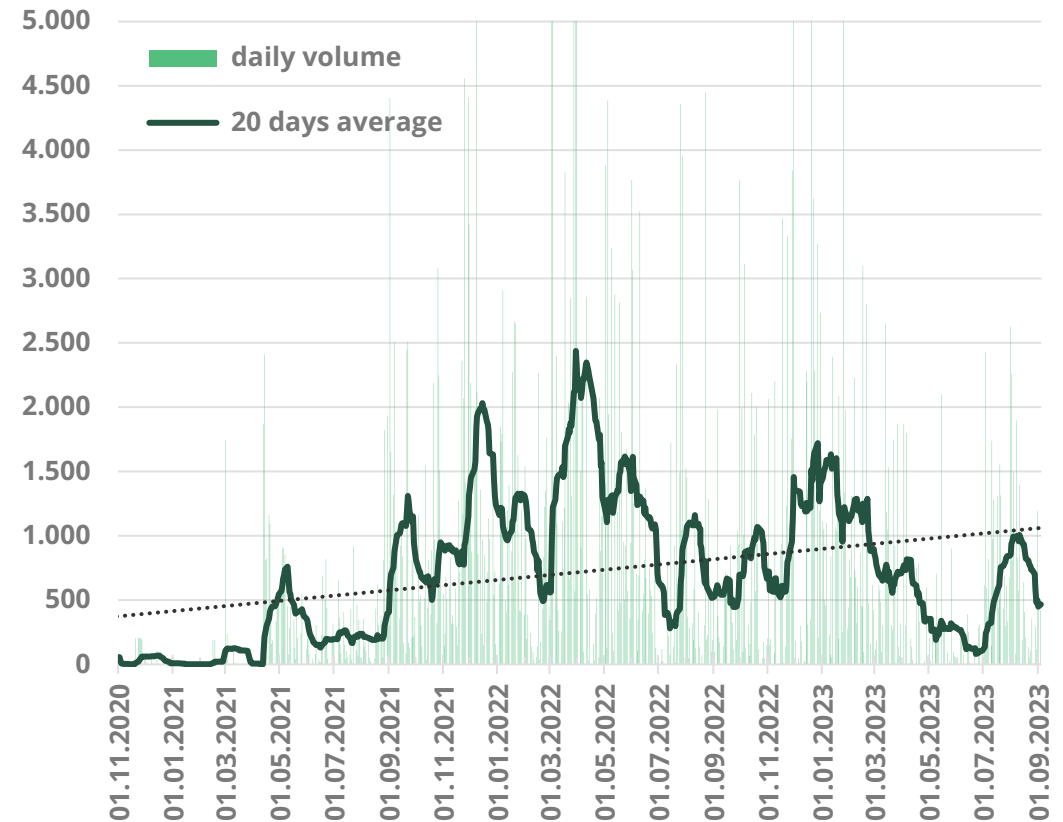
shareholder structure shows strong management commitment

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



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

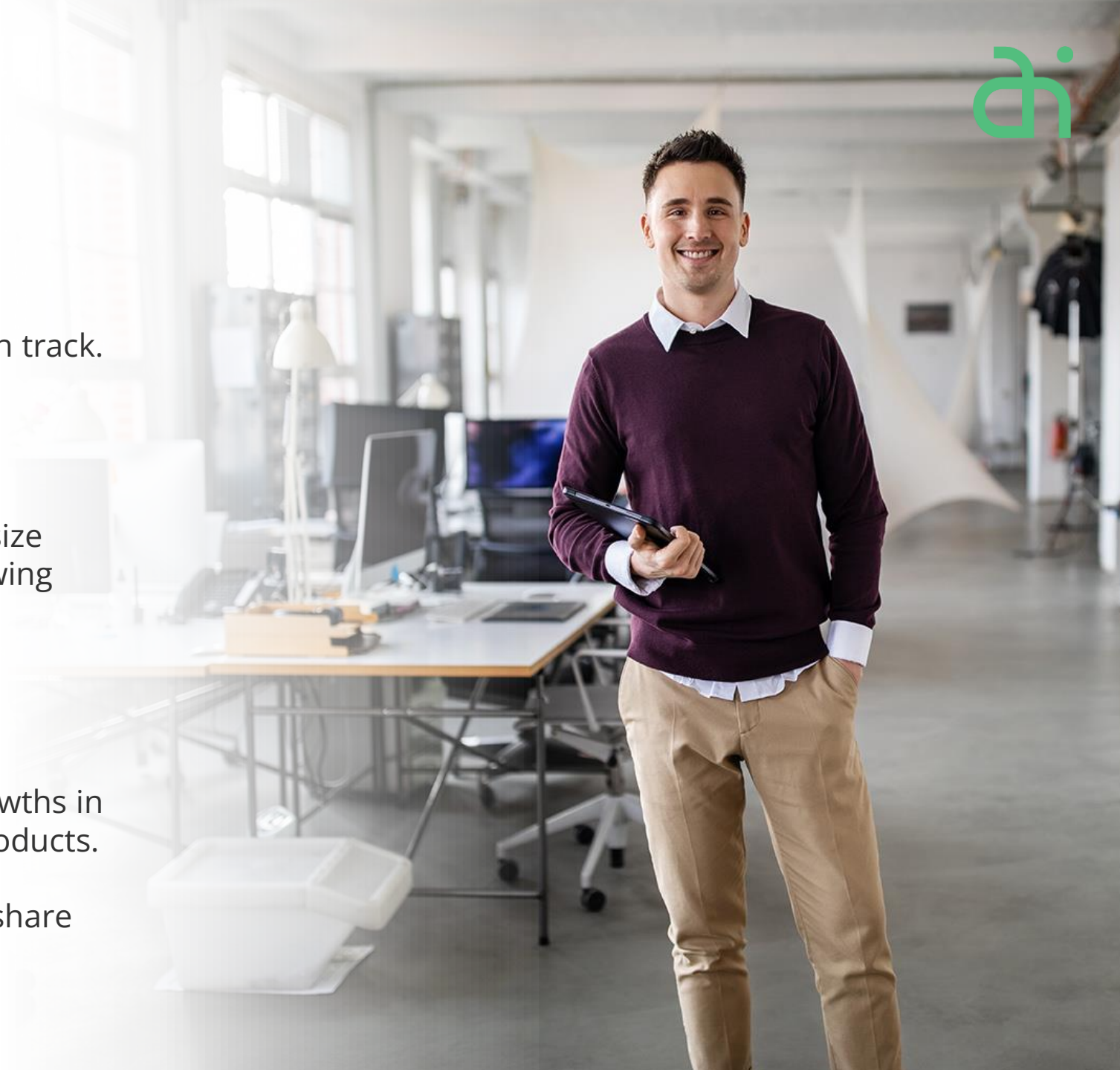


key takeaways



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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