

AIFFIN × LENDERMARKET



Vehicle finance built for the businesses banks don't understand

We finance cars and commercial vehicles for micro-businesses in France using proprietary AI underwriting and real asset collateral

**18 YEARS
SECTOR EXPERIENCE**

**PROPRIETARY AI
UNDERWRITING - OrbitScore**

0 NET CREDIT LOSSES



Vehicles are essential assets for drivers, couriers, artisans and small fleets to make money

We finance the asset that makes money

Cars and commercial vehicles are working tools. The vehicle generates the cash flow that repays the contract

01



MICRO-BUSINESS

Needs a car or van to earn income

02



AIFFIN UNDERWRITES

OrbitScore analyses real activity

03



AIFFIN BUYS VEHICLE

Aiffin controls the asset

04



CLIENT PAYS

Downpayment + monthly lease

05



VEHICLE WORKS

Income supports repayment



The borrower has skin in the game before we deploy capital

France alone has 4.4 million entrepreneurs who live on the road. VTC drivers, couriers, artisans, and small fleets

Banks reject 80% of mobility entrepreneurs.

We offer them leasing products - profitably, safely, and backed by vehicles you can touch

Every euro you invest is backed by a real, insured, income-generating asset



Why cars and commercial vehicles?

Because wheels are Europe's most liquid assets

Core facts & analytics:

Vehicles hold residual value better than most collateral

According to Eurostat and ACEA data, the **average resale value of commercial vehicles remains above 60% after three years**, outperforming industrial machinery and electronics

Repossessable within days

Cars are mobile, traceable, and easy to seize compared to real estate

Strong secondary market

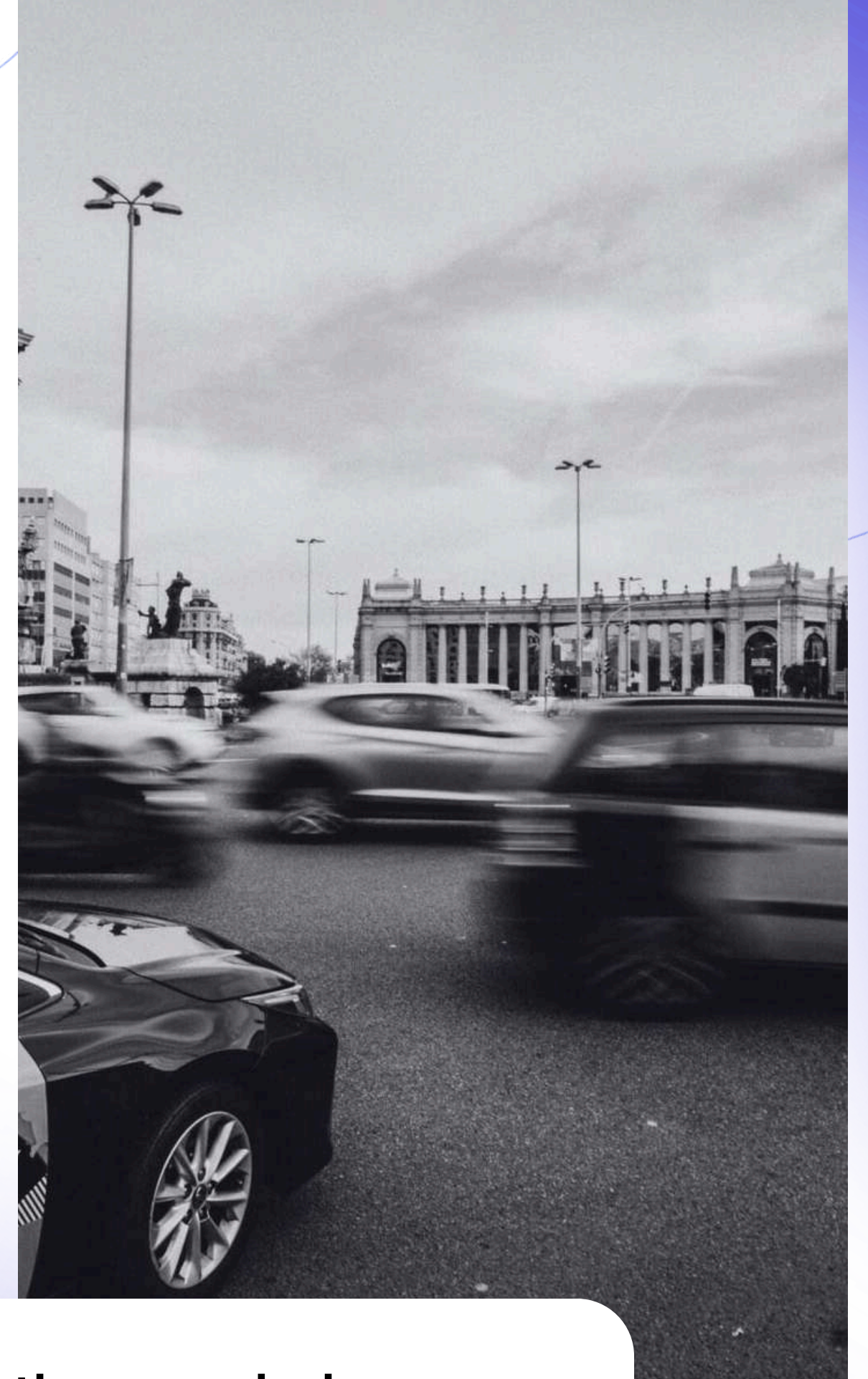
Over **6 million used vehicles sold annually** in France - the largest market in the EU

Inflation hedge

Vehicle values adjust naturally with replacement cost inflation

Stable demand

E-commerce, logistics, and ride-hailing platforms sustain year-round utilization



Cars don't sit still. They work, earn, and hold value. That's why we like them - and why your investment stays in motion. Vehicles remain the fastest and most predictable collateral class

**Not abstract
credit**

**Not payday
loan**

**Not invoice
financing**

Steel, engines, contracts - and your interest payments



Each leased car or van becomes part of a secured portfolio generating stable and predictable cash flows under long-term (LLD) leasing contracts

Traditional lenders read documents. We read the business

OrbitScore converts real economic activity into a financing decision

BANK CASH FLOWS

Recurring income, overdrafts, direct-debit behaviour

BUSINESS NETWORK

Who pays the client, concentration, supplier credibility

BEHAVIOUR

Payment discipline and operating stability

VEHICLE DATA

Market value, liquidity, depreciation, recovery profile

SECTOR LOGIC

Does this vehicle actually create cash in this business?

AI is not the moat. 18 years experience of underwriting, operating and managing recovery is

Anyone can buy an AI model. They cannot copy the business process, recovery discipline and proprietary repayment data behind it

EXPERIENCE

18 years in micro-SME and
vehicle finance

PROPRIETARY DATA

Bank flows + repayment
behaviour + recoveries

LIVE FEEDBACK

Every contract improves
future decisions

RECOVERY KNOW-HOW

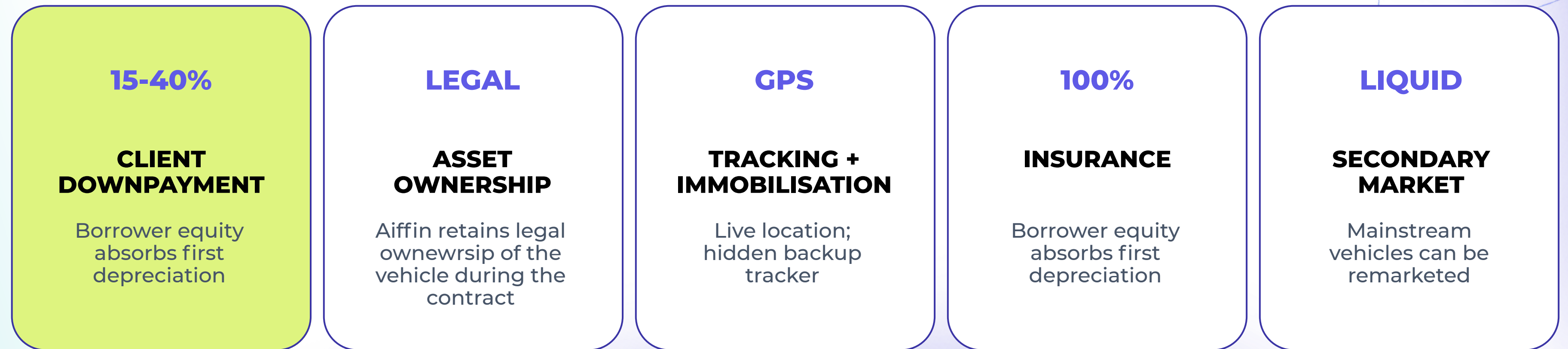
We know what to do when a
borrower stops paying



More contracts → more real repayment data → better decisions → lower loss severity

Every deal starts with protection

Cars and commercial vehicles are working tools. The vehicle generates the cash flow that repays the contract



Typical target: downpayment + resale value $\geq$ 120% of net exposure

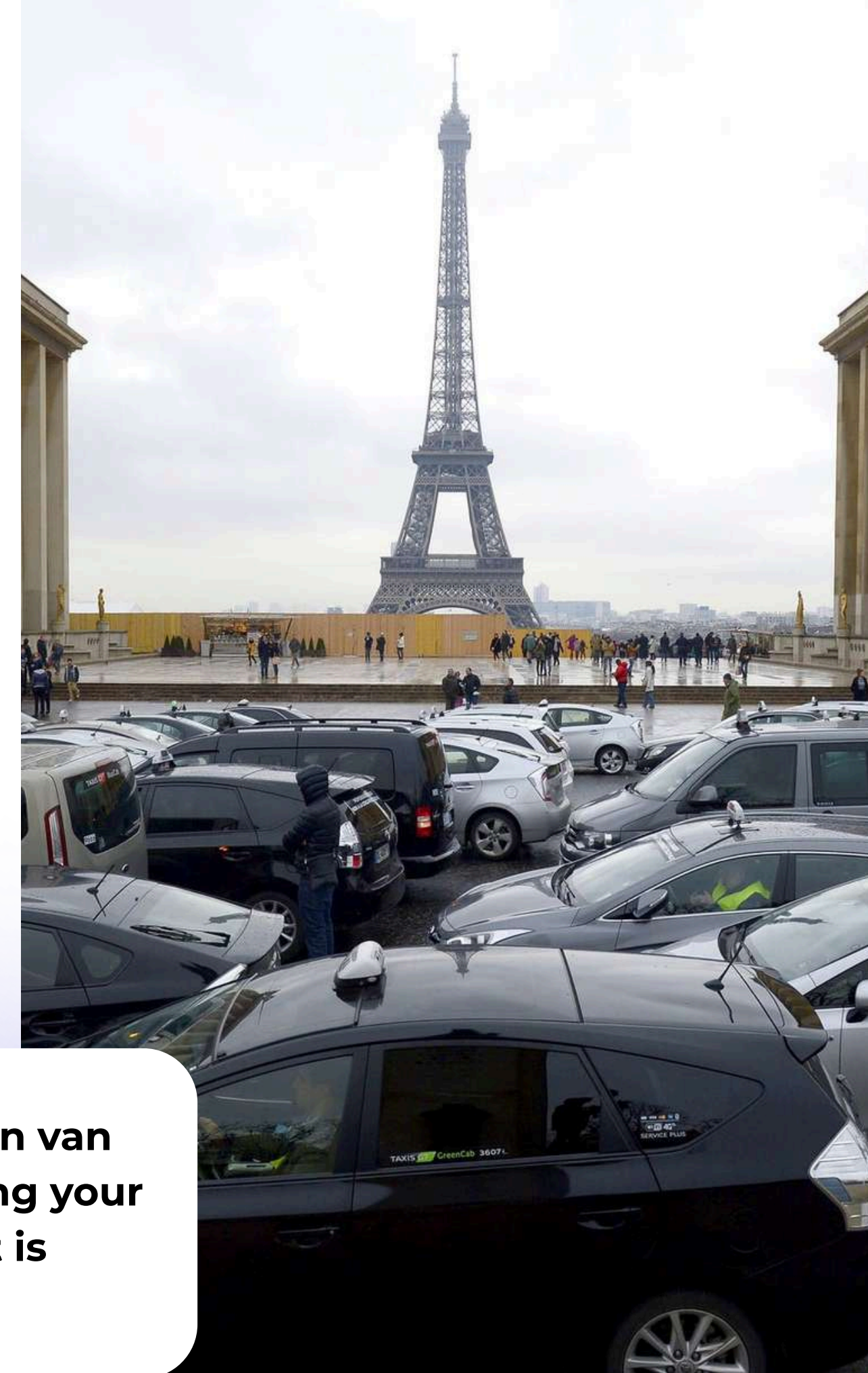
Every euro secured by horsepower - and you've probably ridden in it

Your capital is protected by:

- Cars and commercial vehicles legally owned by Aifin until contracts end
- LLD receivables - long-term leasing contracts generating fixed income
- Full coverage Insurance on every vehicle
- GPS tracking
- Diversified sector risk across VTCs, couriers, artisans, small fleets
- Market value cushion: each vehicle worth minimum 120% of the financed amount



You can literally touch your collateral. That Uber in Paris, that Amazon van in Lyon delivering your parcel - it might be one of ours, quietly earning your 12%. Look around... your money is already working... your investment is already on the move



Simple. Transparent. Predictable

Our own loan-management platform monitors payments, borrower performance and asset status in real time

Nothing exotic.
Just modern
leasing done right

You invest

The funds go to an SPV to purchase and lease cars and commercial vehicles

Every vehicle is insured, GPS-tracked, and remains Aiffin's property until full repayment

Our clients repay under LLD contracts. Lease payments feed back into the SPV, covering interest payments to investors

You receive interest every month

Vehicles remain under Aiffin ownership until full repayment

In case of client default vehicles can be repossessed and resold at 120% of net exposure value

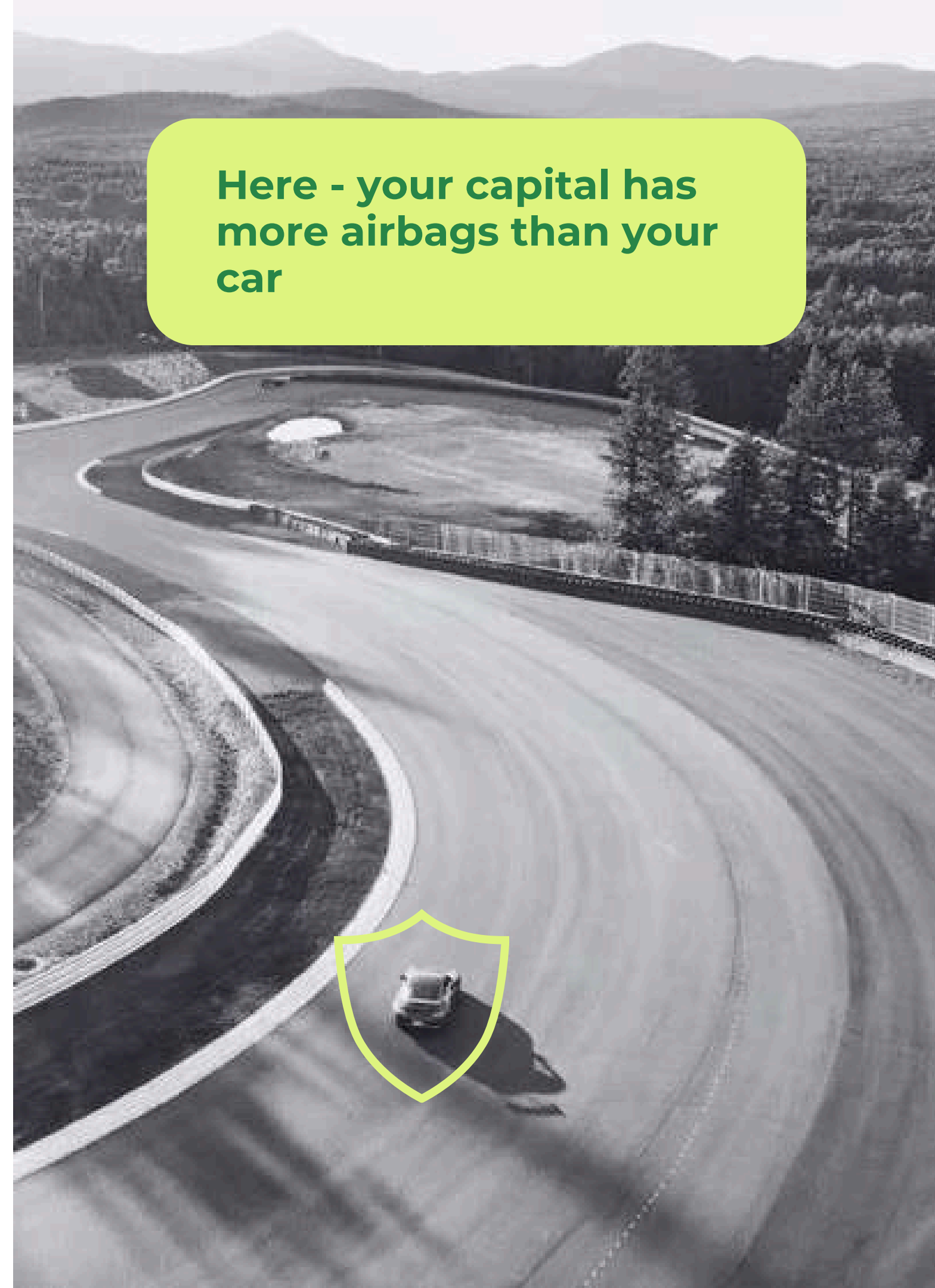
All seatbelts fastened.



Protection is not a slogan - it's a system

- **Real-time risk monitoring and AI-powered** credit scoring (OrbitScore) for client performance
- Legal ownership of all leased assets
- **Average downpayment:** 20-40%
- Market value of vehicles exceeds **120% of financed amount**
- Diversified portfolio across sectors and vehicle types
- Continuous **GPS tracking**
- Continuous residual value checks
- **100% insurance coverage**
- **Historical NPL rate:** 0% across all previous portfolios

Here - your capital has more airbags than your car



We do not let arrears age quietly

30 days past due is the recovery trigger, not the start of another negotiation cycle



Current operations: typical recovery $\approx$ 5 days after the 30-DPD trigger

When the borrower fails, the collateral starts working

The investor question is simple: how much principal can we recover, and how fast?

01 **LOCATE** →

GPS + servicing platform

02 **CONTROL** →

Immoblilise / repossess

03 **REMARKET** →

Sell into the used-vehicle
market

04 **RECOVER**

Apply proceeds against
exposure



Mainstream vehicles + borrower downpayment + early recovery = lower loss severity

Who we are

Repeat founders in SME lending, vehicle finance & tech



SERGII VASKOV

SME lending, vehicle finance,
structured finance

18 years building SME lending
and vehicle-finance businesses.
2 successful exits



VALENTIN GROS

Partnerships, enterprise distribution,
commercial channels

Built and scaled business development functions
at Orya and Square Management. Holds Master's
degrees from EDHEC and KEDGE



IGOR NIKOLAEV

Fintech infrastructure, AI/data
architecture, APIs

10+ years in Fintech, AI &
Blockchain.
Former Wirex, Velitech

WE COMBINE UNDERWRITING EXPERTISE, DISTRIBUTION, AND TECHNOLOGY

Earn from something useful

Fixed Annual Return



Fully Secured -

every euro backed by physical cars and signed lease contracts.



Zero Leverage, Zero Guesswork -

we don't speculate;
we know who and what we lease.



Stable Cashflows:

recurring lease payments, predictable depreciation, and insured assets.



Diversified Portfolio:

passenger cars, LCVs, trucks - diversified risk base across sectors



Experienced Team:

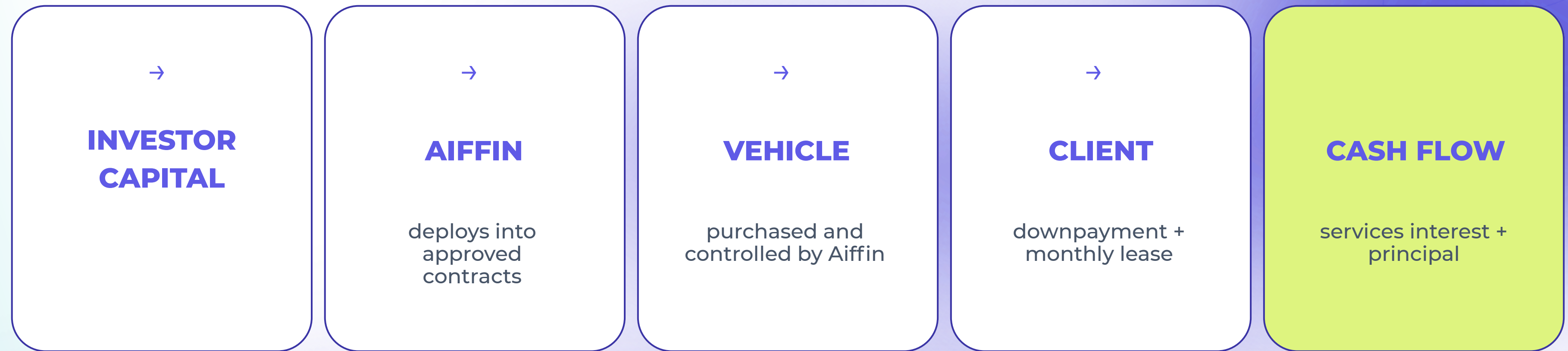
18 years in auto finance and leasing across EU



**HIGH-YIELD
INVESTMENT
INSTRUMENT THAT
DOESN'T LOOK LIKE
GAMBLING**

Investor cash flow is tied to real lease cash flow

A diversified book of monthly vehicle payments supports financing obligations



Our own loan-management platform monitors payments, borrower performance and asset status in real time

What you are actually financing

A BORROWER WHO NEEDS THE ASSET TO EARN

The vehicle is productive,
not discretionary

A VEHICLE WITH BORROWER EQUITY ALREADY IN IT

Downpayment creates
alignment and a first-loss
buffer

AN OPERATOR BUILT AROUND UNDERWRITING + RECOVERY

18 years of experience, AI
decisioning, live monitoring
and asset control

**Not an unsecured promise. A monitored, asset-backed financing book with
borrowers who have skin in the game**