



ACCESS
FINANCE

AXI CARD SPAIN MONTHLY REVIEW

NOVEMBER, 2023

The background features a light blue grid of dots on the left, transitioning into a darker blue area with a network of white lines and geometric shapes on the right. A large, dark blue arrow points upwards and to the right, partially obscured by the network lines.

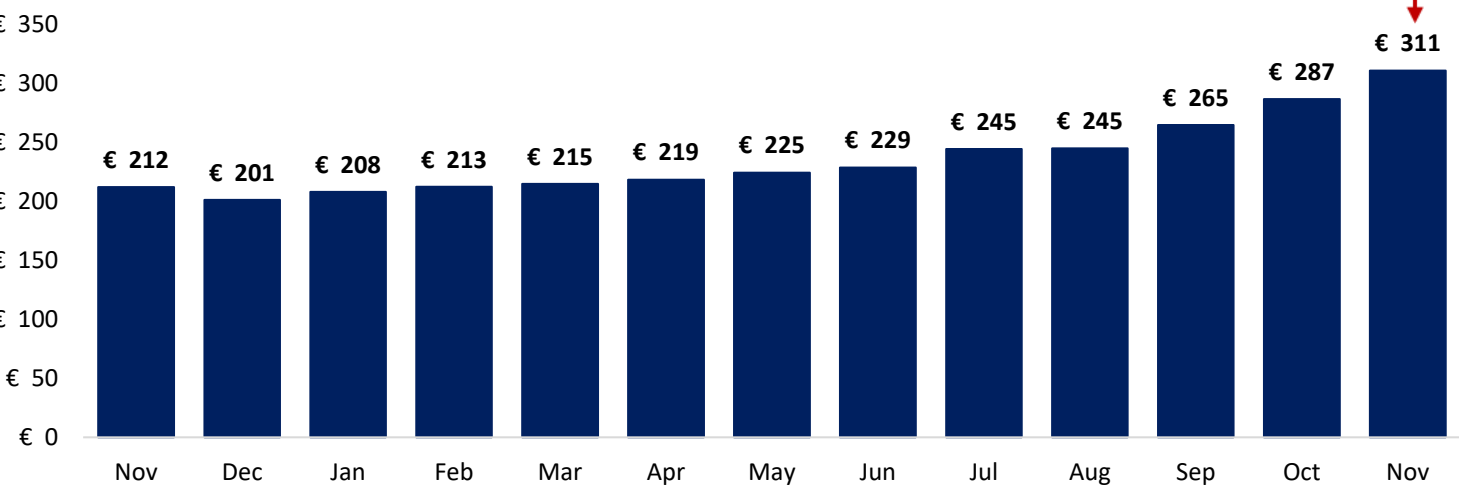
1. REVENUE

2. COLLECTION

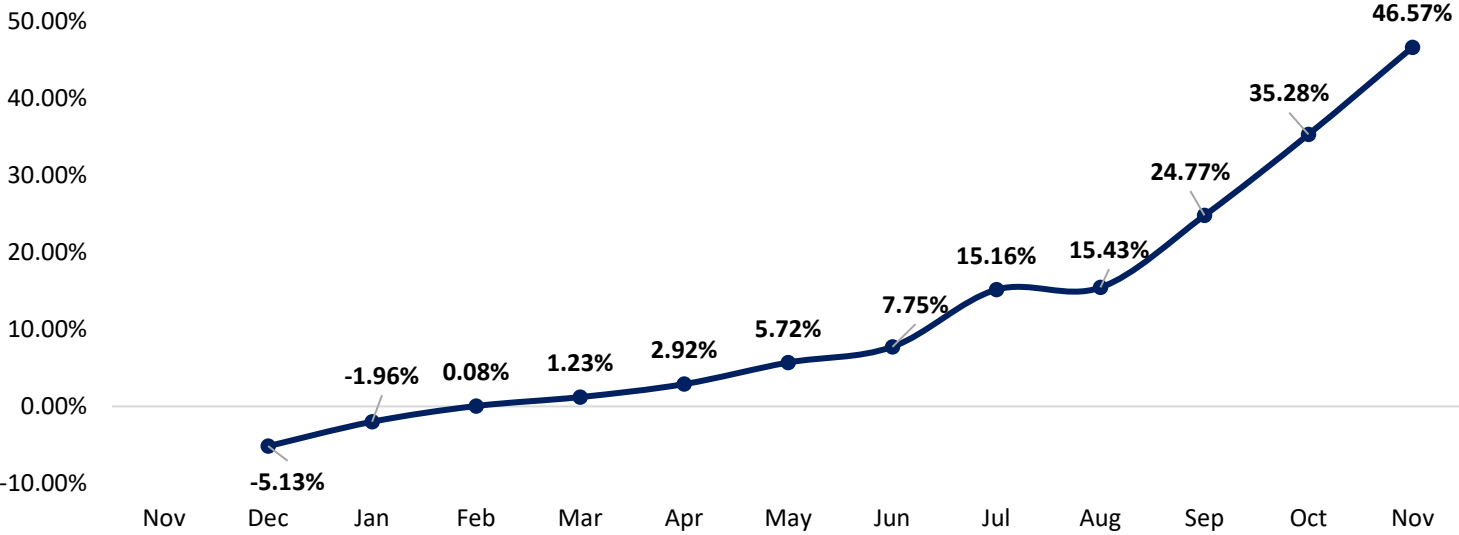
3. SALES

4. COLLECTED vs. WITHDRAWAL

11.2023 Total Revenue - Monthly Charges (€ K)



11.2023 Revenue Trend - Monthly Changes (%)



The total revenue in November shows an YoY increase of 46.57%, which indicates a strong growth trajectory. Starting from July, the revenue have been going up steadily, with a really big rise between September and November.

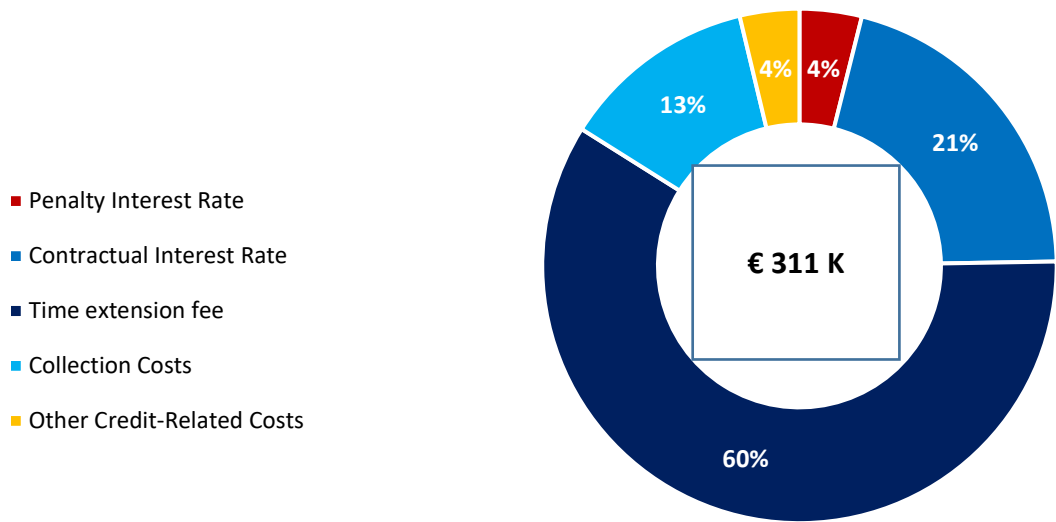
Revenue Breakdown by Main Charges (see slide 4)

Time Extension Fee (TEF): There's a significant rise from €170 to €187. This is the most substantial part of the revenue, and increases here have a significant impact on the total revenue.

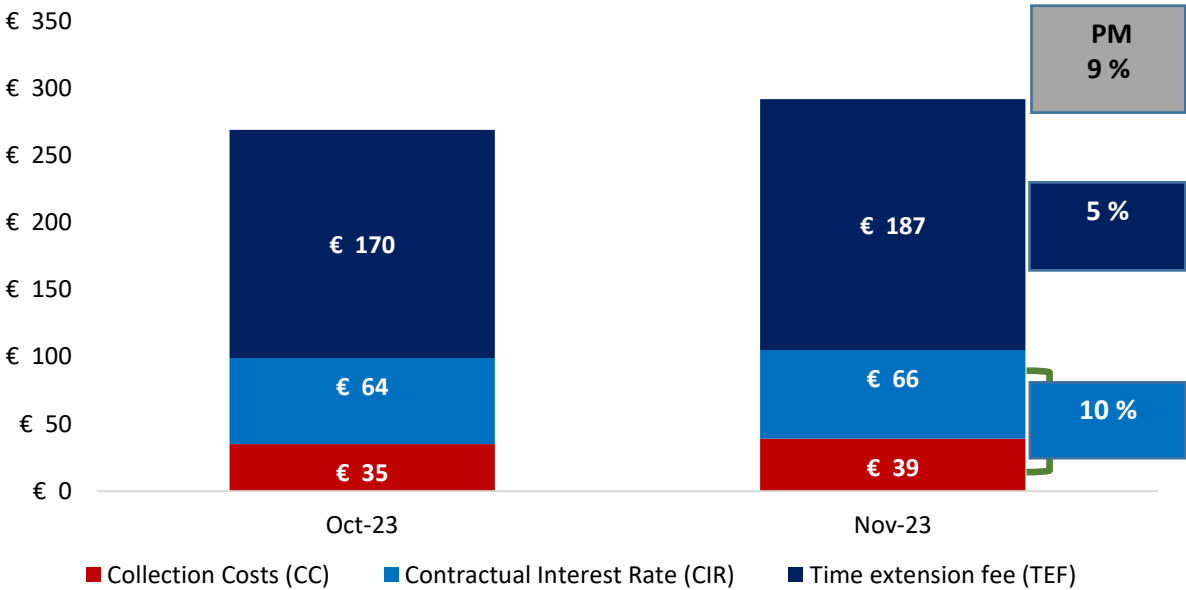
Collection Costs (CC): Increased from €35 to €39. Since this is the smallest portion of the revenue, the growth here is less impactful overall.

Contractual Interest Rate (CIR): The increase from €64 to €66 might reflect a rise in the average outstanding balances or an adjustment in the interest rates. Given that the CIR forms a moderate part of the revenue, changes here can have a noteworthy effect on the total revenue.

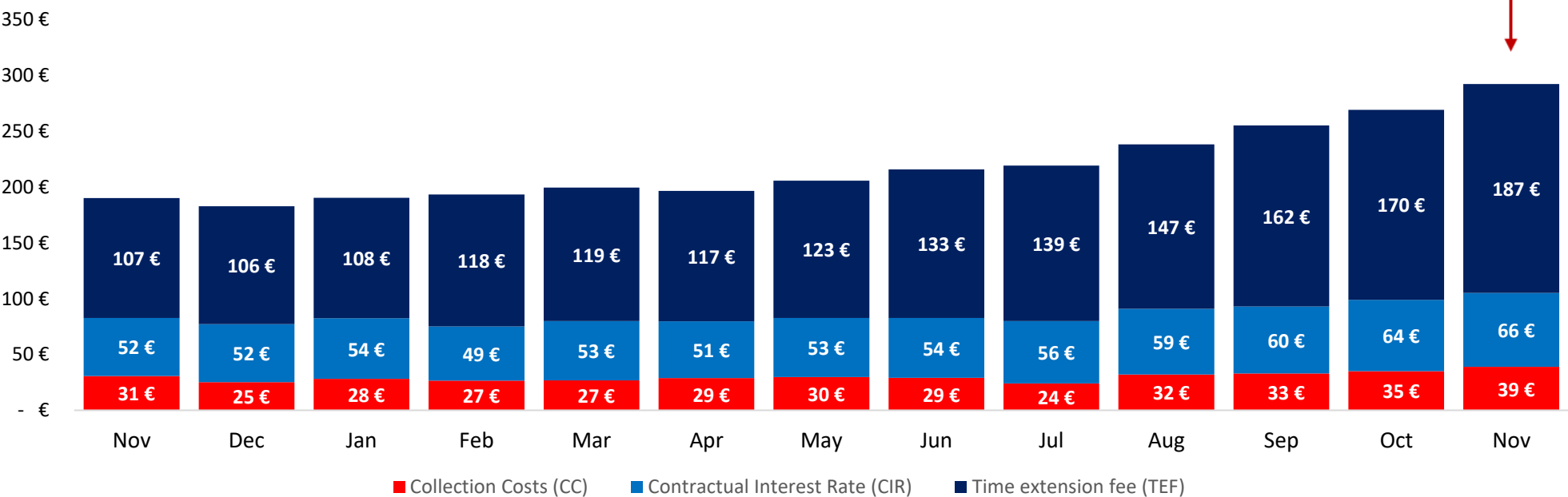
11.2023 Revenue Breakdown by Charges - Current Month (%)



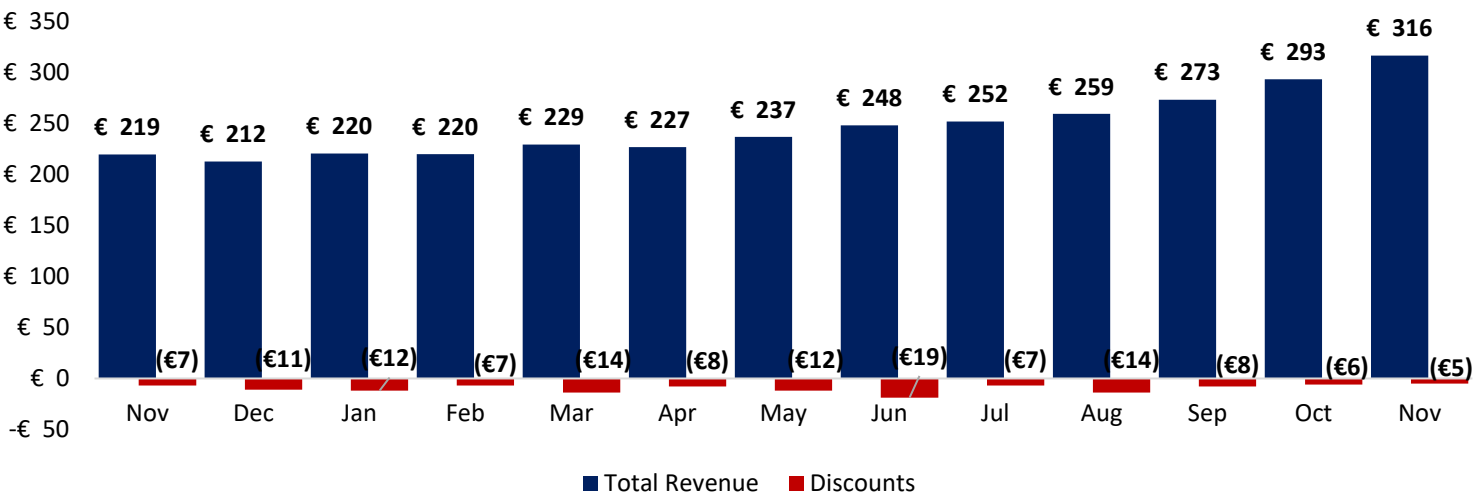
11.2023 Revenue Breakdown by Main Charges (€ K)



11.2023 Revenue Breakdown by Main Charges - Monthly Changes (€ K)

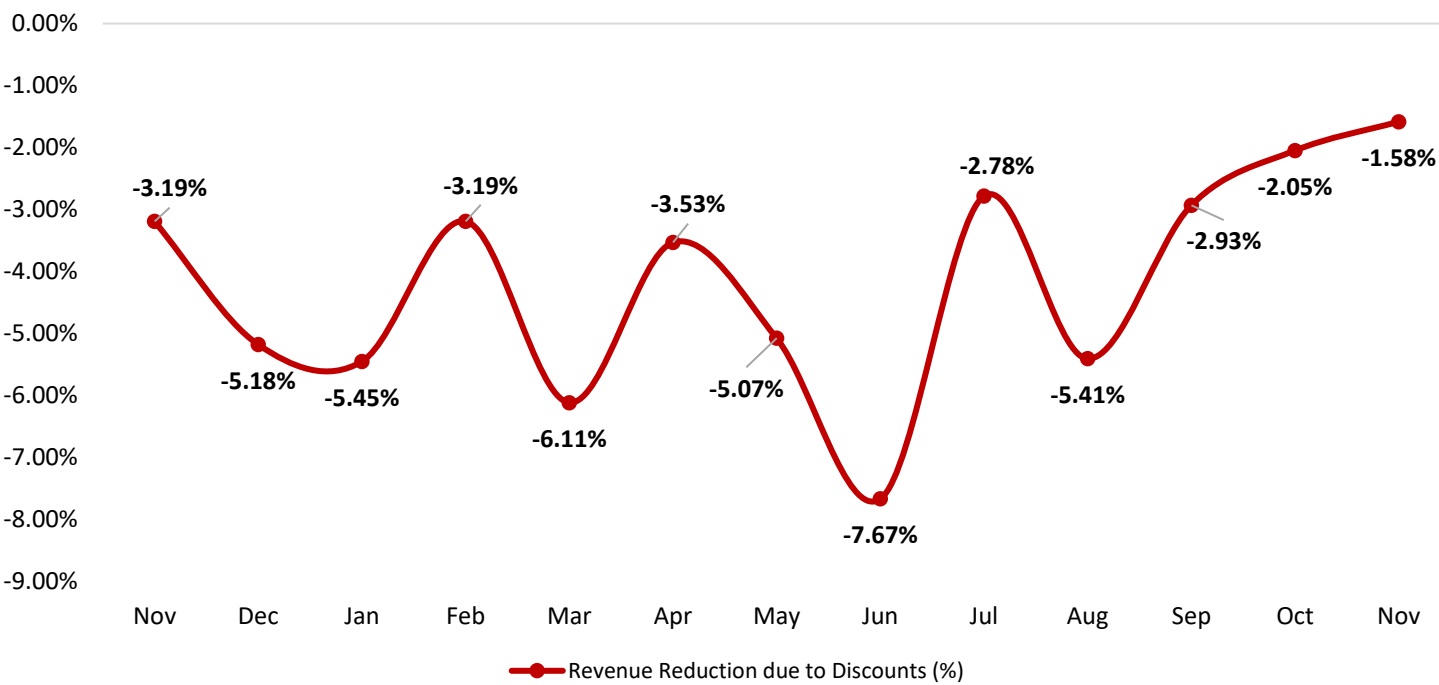


11.2023 Discounts Effect on Total Revenue - Monthly Changes (€ K)



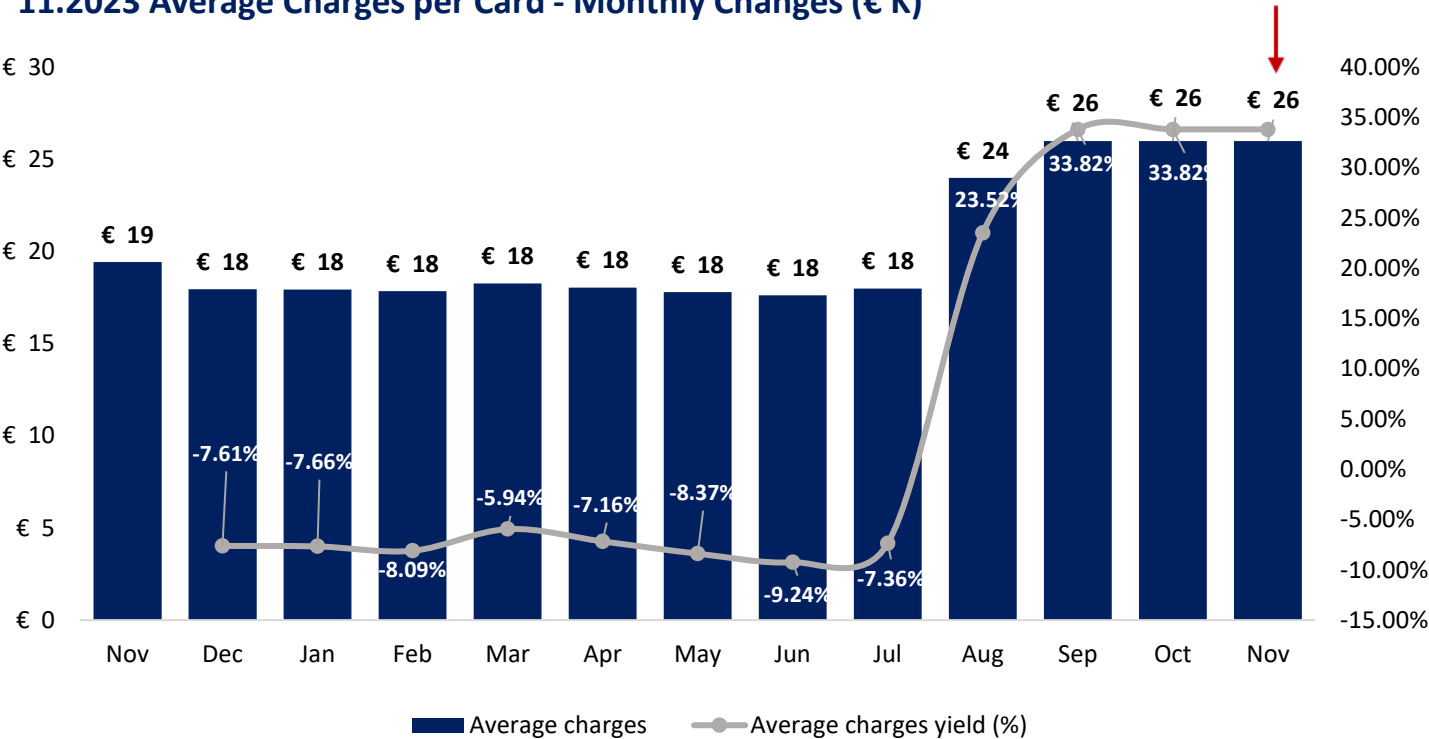
In November 2023, we observed a significant uptrend in Total Revenue, reaching €316K. As far as to discounts, November 2023 demonstrated an effective strategy with €5K allocated to discounts. This is a decrease from the €7K allocated in November 2022. It is particularly noteworthy that while Total Revenue increased, the discount amount was efficiently reduced.

11.2023 Discounts Effect on Total Revenue - Monthly Changes (%)



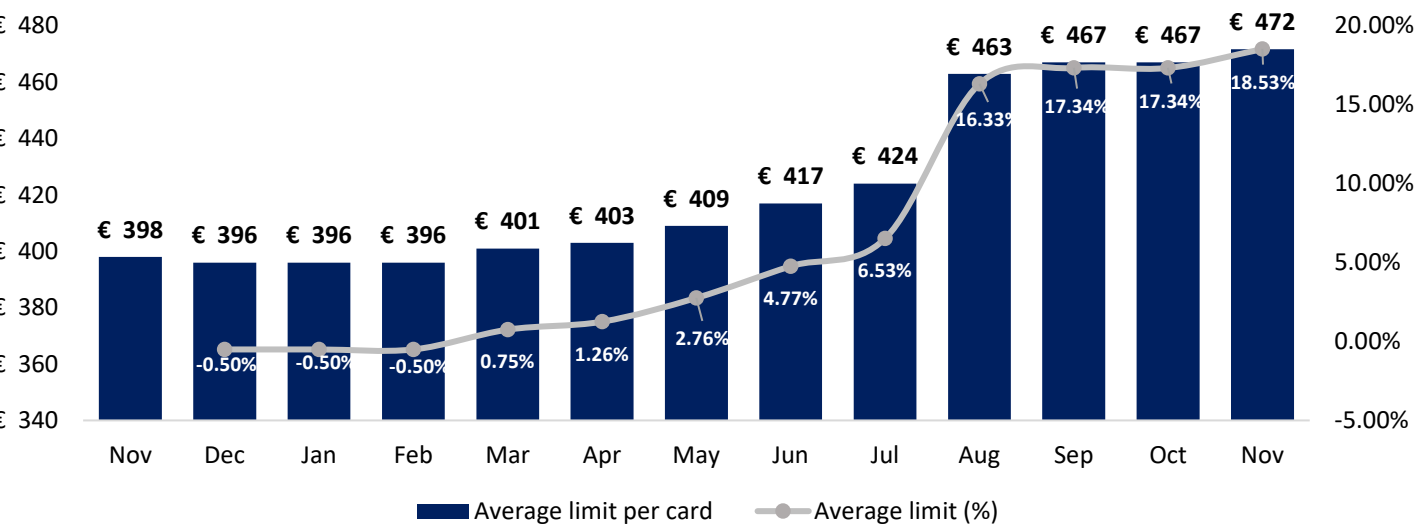
When we include discounts in the total income, our numbers show that the discounts in November 2023 had a very small effect on our earnings, reducing them by only 1.58%.

11.2023 Average Charges per Card - Monthly Changes (€ K)



Average Charges for November 2023 remained stable at €26, maintaining the same level as October and September.

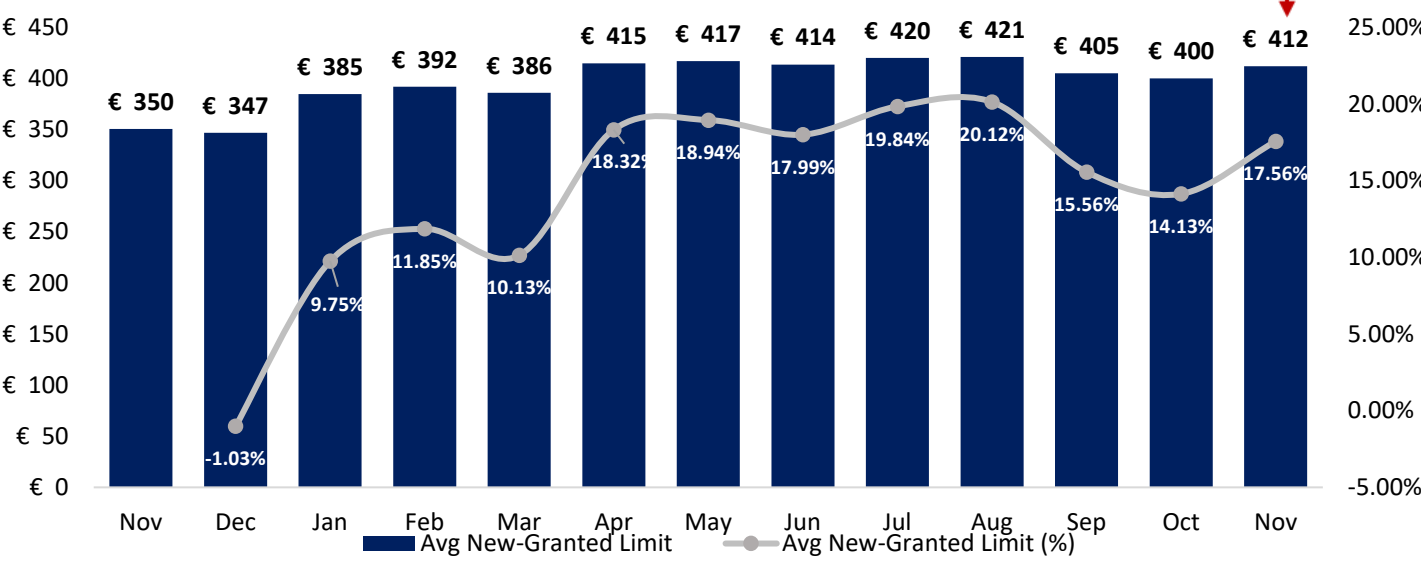
11.2023 Average Limit per Card - Monthly Changes (€ K)



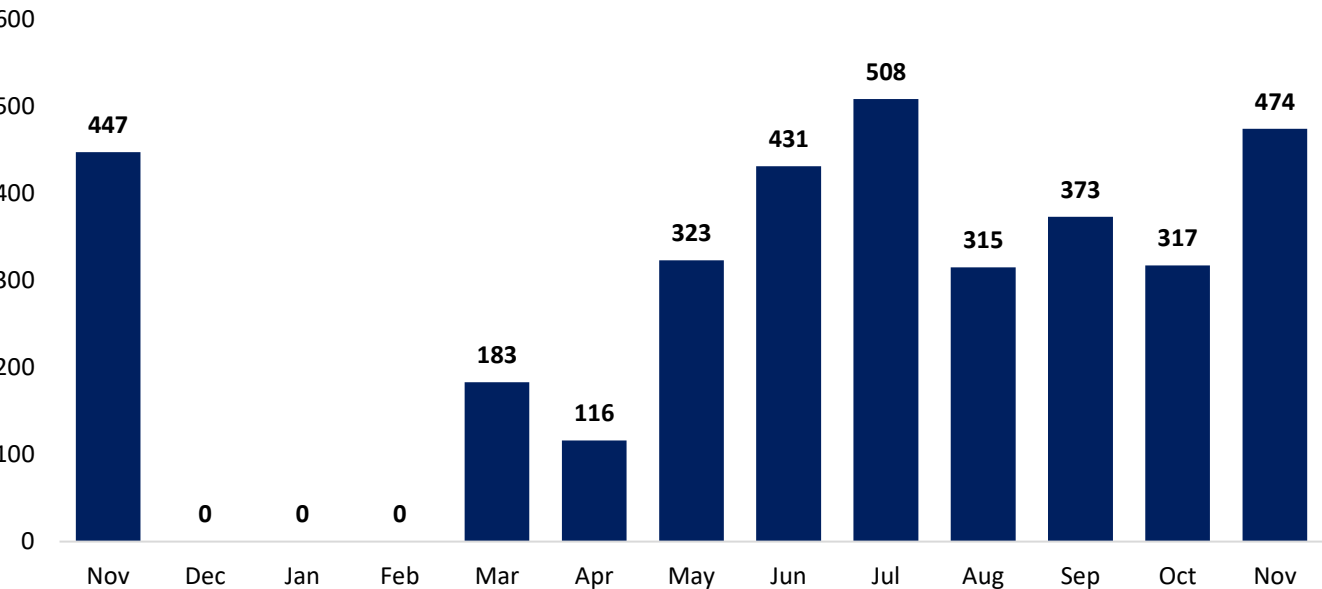
In November, the average limit per card increased to €472, which indicates that there was a positive change in the credit limits during this month.

On the other hand, when we look at the average new-granted limit, we observe a decrease from €405 in September to €400 in October and went back to €412 In November.

11.2023 Average New-Granted Limit - Monthly Changes (€ K)



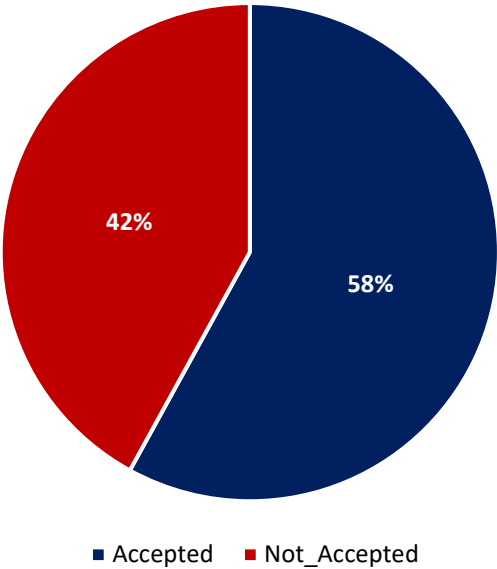
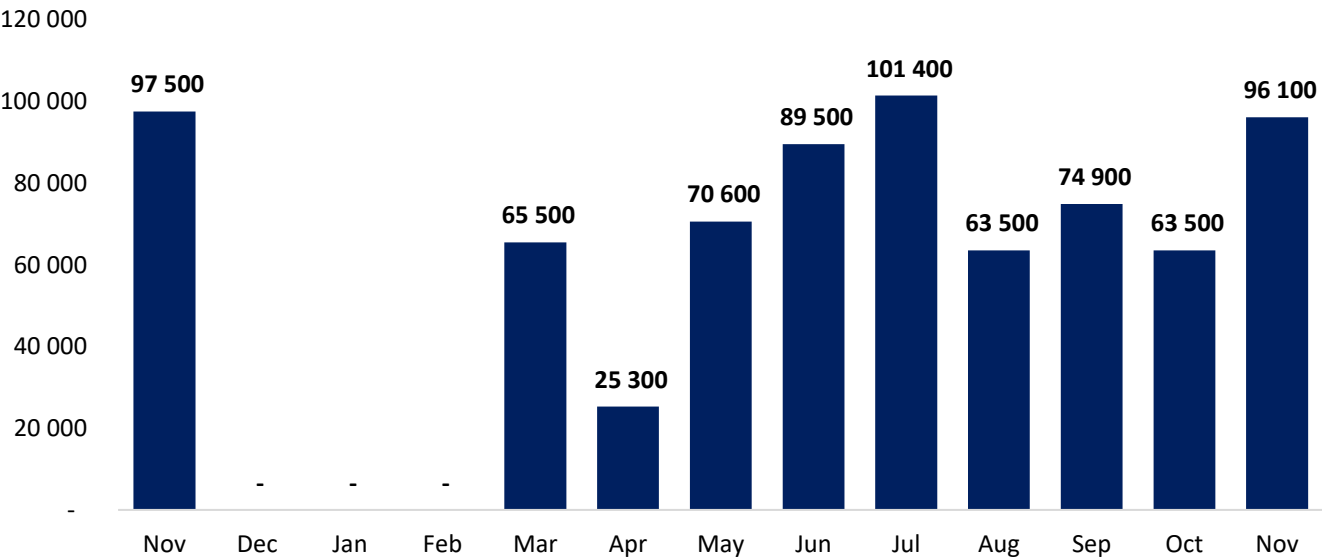
11.2023 Credit Limit Campaign Results: Customer Count



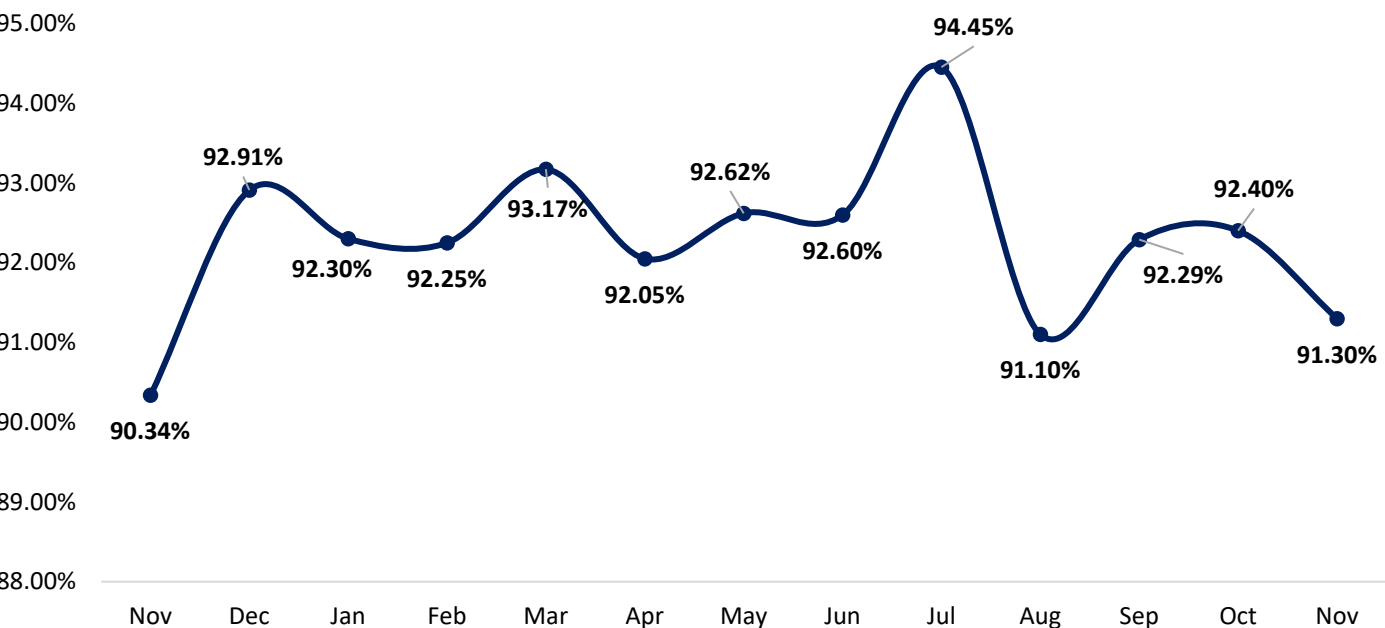
Out of the clients approached in November, 474 accepted the credit limit increase offer, representing a 58% acceptance rate. 344 customers did not accept the offer, accounting for the remaining 42%. The number of clients accepting the offer in November is higher compared to the last three months, suggesting an overall successful month for the campaign. In terms of the credit limit amount, November saw a total increase of €96 100 granted to customers, demonstrating a robust level of increase.

11.2023 Credit Limit Increase Acceptance (%)

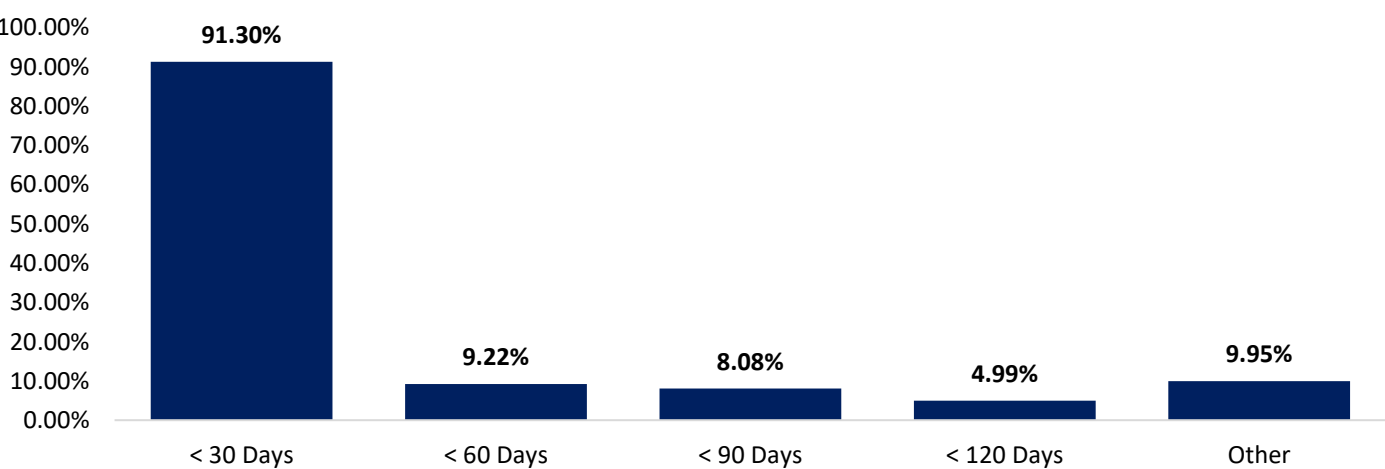
11.2023 Credit Limit Campaign Results: Limit Amount



11.2023 Collection by Bucket 1 (%)



11.2023 Credit Collection Based on Number of Days - Current Month (%)



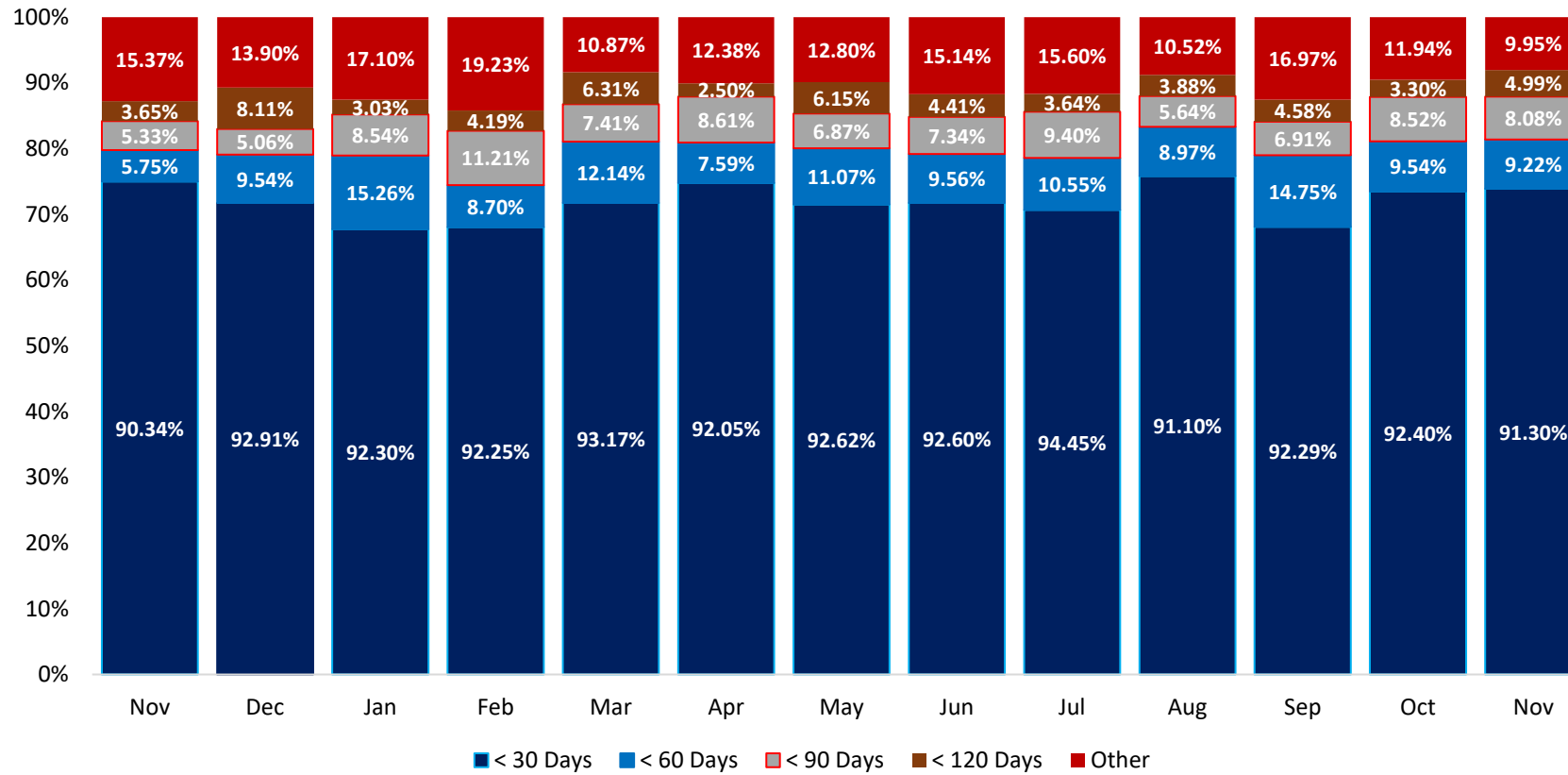
In November 2023, the collection rate for Bucket 1 experienced a decrease, recording a 91.30% collection rate. This represents a step back from the 92.40% observed in October.

For accounts with balances due for less than 60 days, the collection rate also saw a decrease to 9.22%.

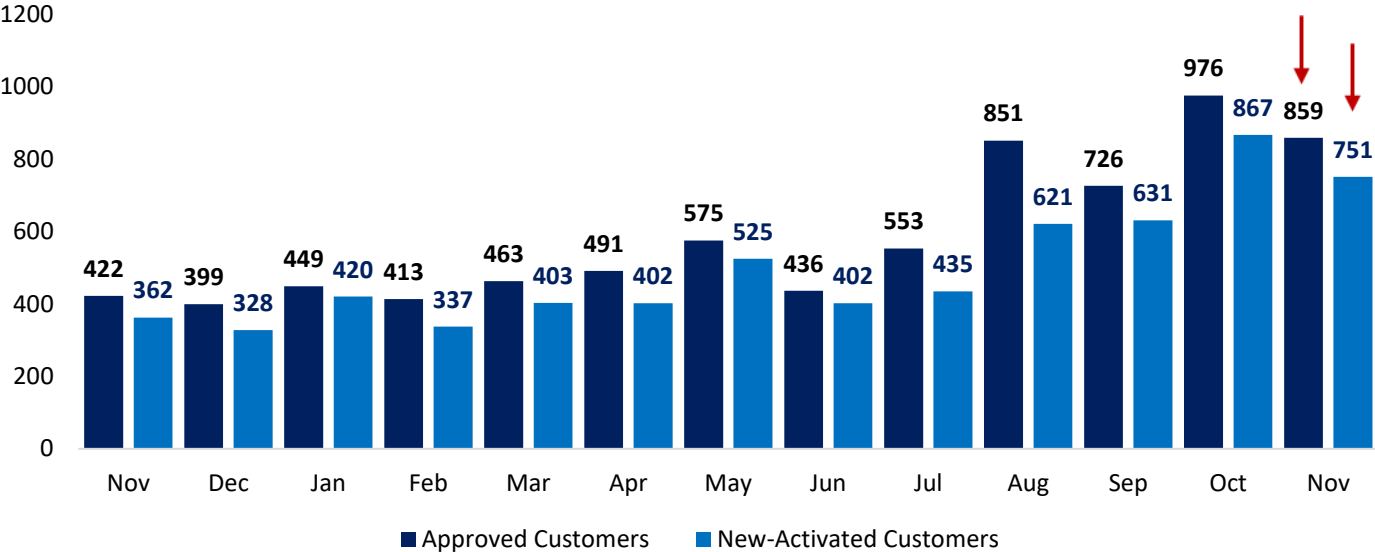
The collection rates for longer delinquency periods varied, with the 90-day delinquency rate seeing an increase to 8.08%, while the 120-day category saw a more notable decrease to 4.99%.

The "Other" category, which typically includes accounts with balances due for the longest time, showed an improved collection rate of 9.95%, down from 11.94% in October.

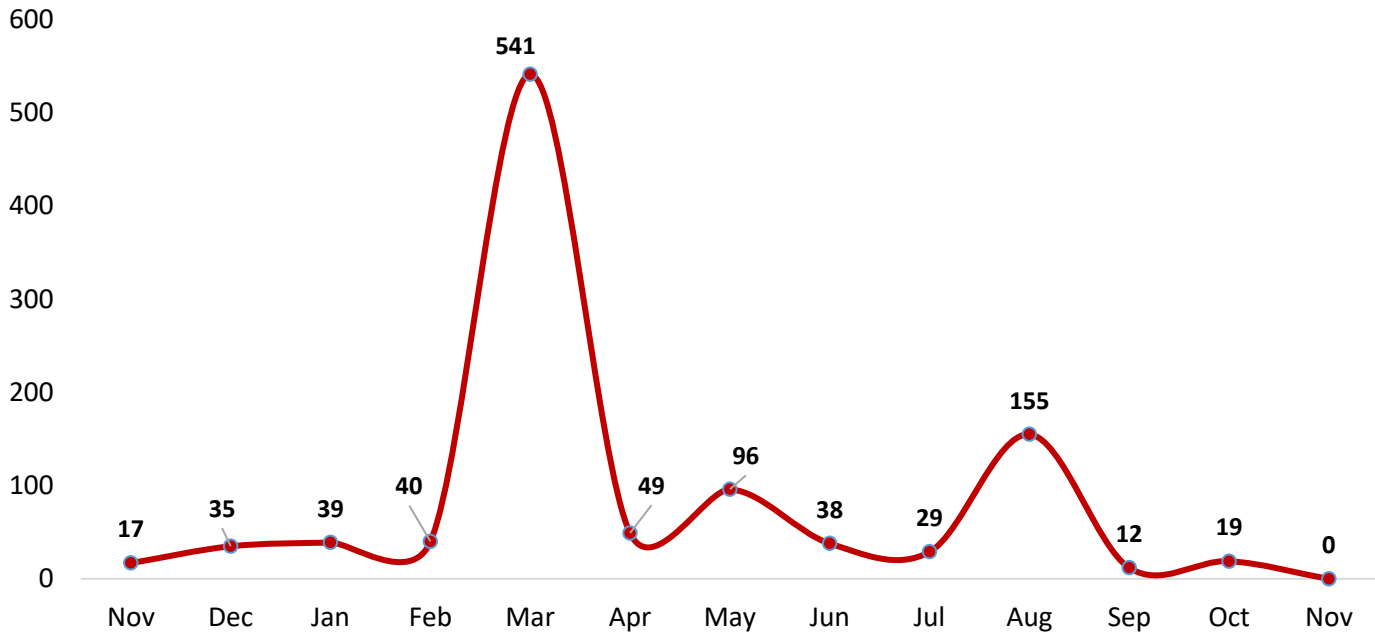
11.2023 Credit Collection Based on Number of Days - Monthly Changes (%)



11.2023 Approved Customers - Monthly Changes (count)



11.2023 Voluntary Churn - Monthly Changes (count)



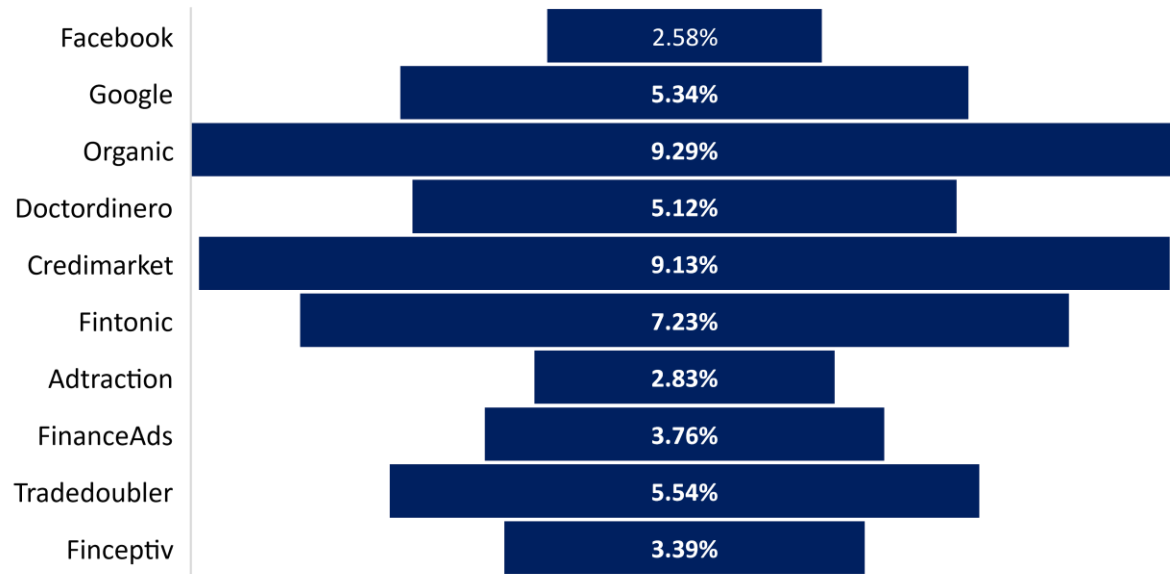
Approved Customers

In November 2023, the number of Approved Customers saw a decrease to 859, compared to the peak in October. This reduction indicates a small shift in the approval trend but still signifies a strong performance in customer acquisition.

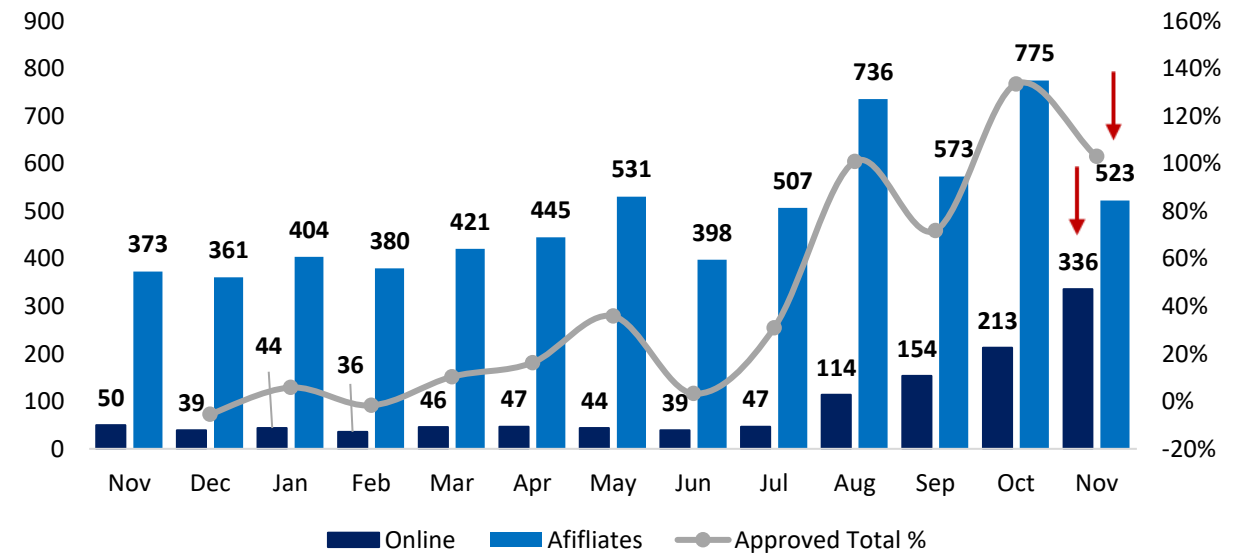
New-Activated Customers

For New-Activated Customers in November, the numbers remained high with 751 activations. Although this is a reduction from October's surge, the figure demonstrates the company's effectiveness in not only approving but also successfully onboarding a significant number of new customers.

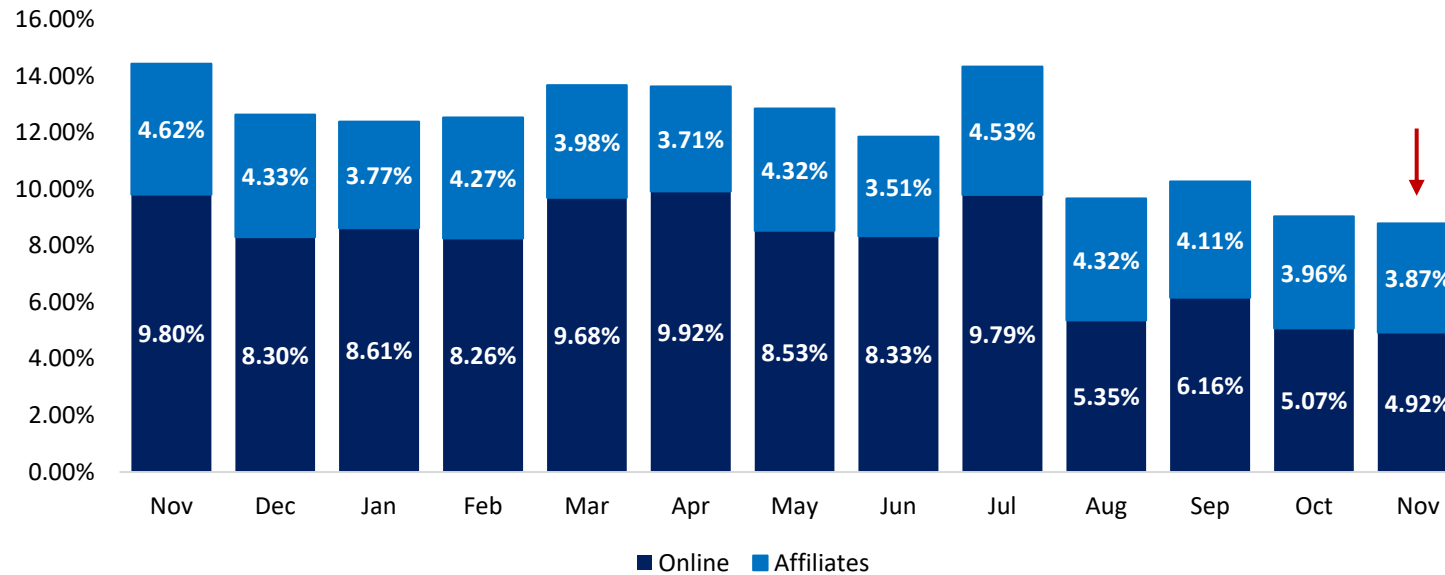
11.2023 Conversion Rate by Channels - Current Month (%)



11.2023 Share of Approved - Monthly Charges (Count)



11.2023 Conversion Rate by Channels - Monthly Changes (%)



- Withdrawal amount
 - Increased 2.70 % from the Previous month.
- Collected amount
 - Increased 8.73 % from the Previous month.

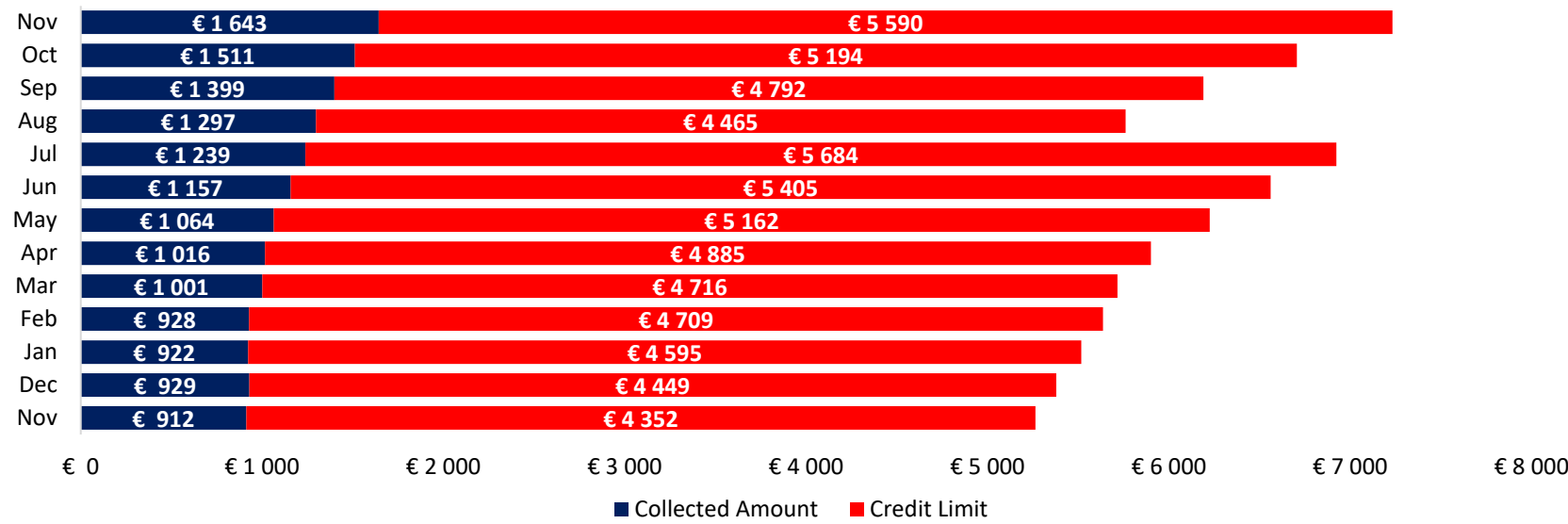
In November 2023, the activity on use of credits remained high, with withdrawals totaling €1 671 K against a credit limit of €4 136 K. Despite the collection resulting in €1 643 K , withdrawals still exceeded collections by € 29 K.

Withdrawal amount
€ 1 671 K

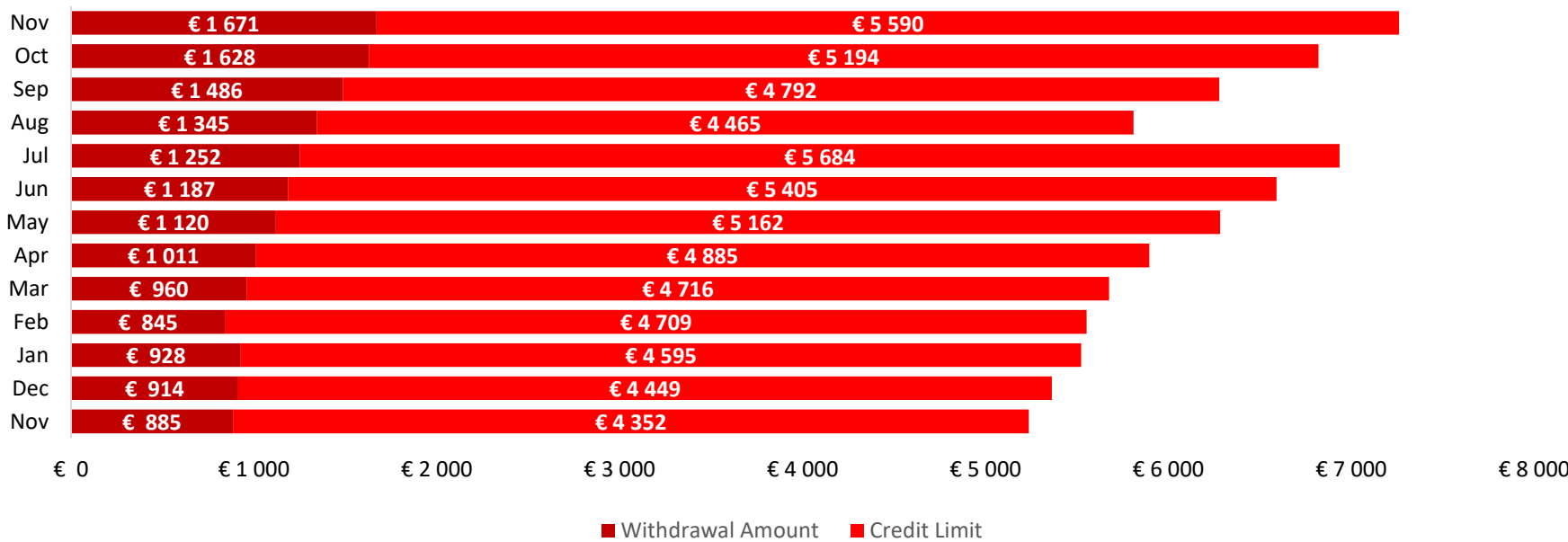
Collected amount
€ 1 643 K

Net Cash Generated
- € 29 K

11.2023 Collection Amount vs Credit Limit - Monthly Changes (€ K)



11.2023 Withdrawal Amount vs Credit Limit - Monthly Changes (€ K)



2022/2023	Collected amount	Withdrawal amount	Difference
Nov	912 090.00	885 340.00	26 750.00
Dec	954 612.00	928 802.00	25 810.00
Jan	922 301.00	928 058.00	- 5 757.00
Feb	927 807.96	844 616.92	83 191.04
Mar	1 000 937.77	960 436.71	40 501.06
Apr	1 015 893.60	1 010 950.81	4 942.79
May	1 063 530.02	1 120 417.94	- 56 887.92
Jun	1 156 530.33	1 186 669.31	- 30 138.98
Jul	1 238 932.50	1 252 297.53	- 13 365.03
Aug	1 296 668.40	1 345 242.97	- 48 574.57
Sep	1 398 695.57	1 486 420.66	- 87 725.09
Oct	1 510 884.43	1 627 579.56	- 116 695.13
Nov	1 642 766.90	1 671 491.94	- 28 725.04

