



ACCESS
FINANCE

AXI CARD SPAIN MONTHLY REVIEW

AUGUST, 2023

The background features a light blue grid of dots on the left side, transitioning into a darker blue area on the right. The right side is decorated with a complex network of thin white lines forming a web-like pattern, and several large, overlapping geometric shapes in shades of blue, including triangles and polygons, some of which contain smaller white dots.

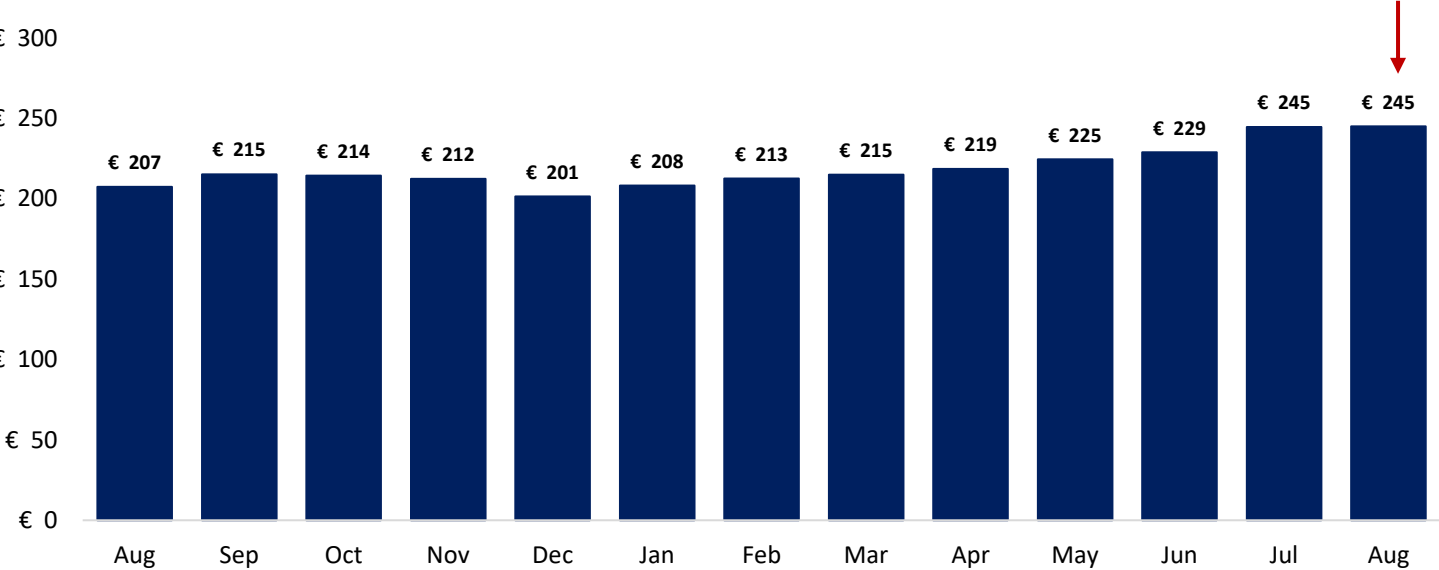
1. REVENUE

2. COLLECTION

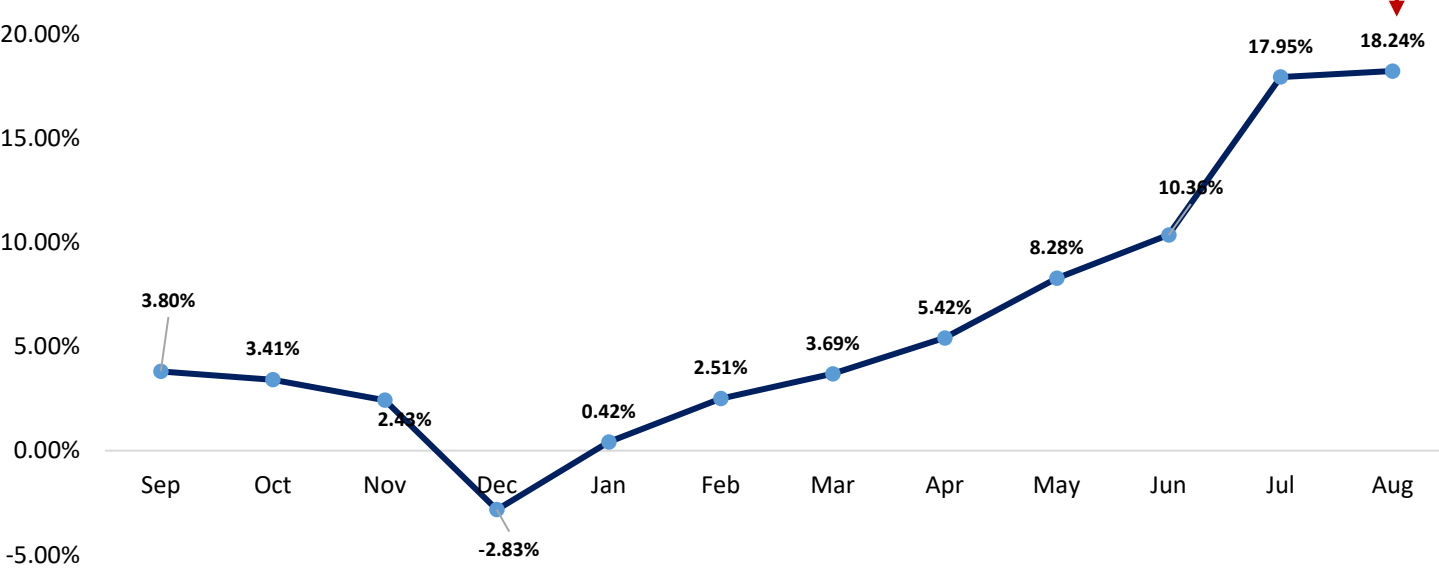
3. SALES

4. COLLECTED vs. WITHDRAWAL

08.2023 Total Revenue - Monthly Charges (€ K)



08.2023 Revenue Trend - Monthly Changes (%)



In August 2023, we note that total revenue remained consistent with the previous month at €245K. This represents a substantial increase compared to August 2022, highlighting the positive trajectory of the business. It's noteworthy that in August 2023, we observed a significant year-over-year growth of 13.90%.

Main Charges (see slide 4)

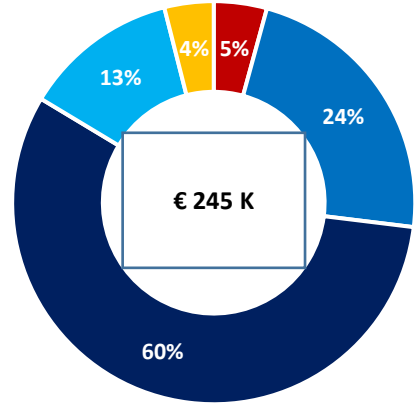
Time Extension Fee (TEF): The time extension fee demonstrated steady growth, reaching €147K in August 2023. August 2023 stands out because of the substantial contribution of the time extension fee (TEF) to the revenue, emphasizing its significance as a revenue driver.

Collection Costs (CC): Collection costs remained stable at €32K in August 2023, maintaining their consistency.

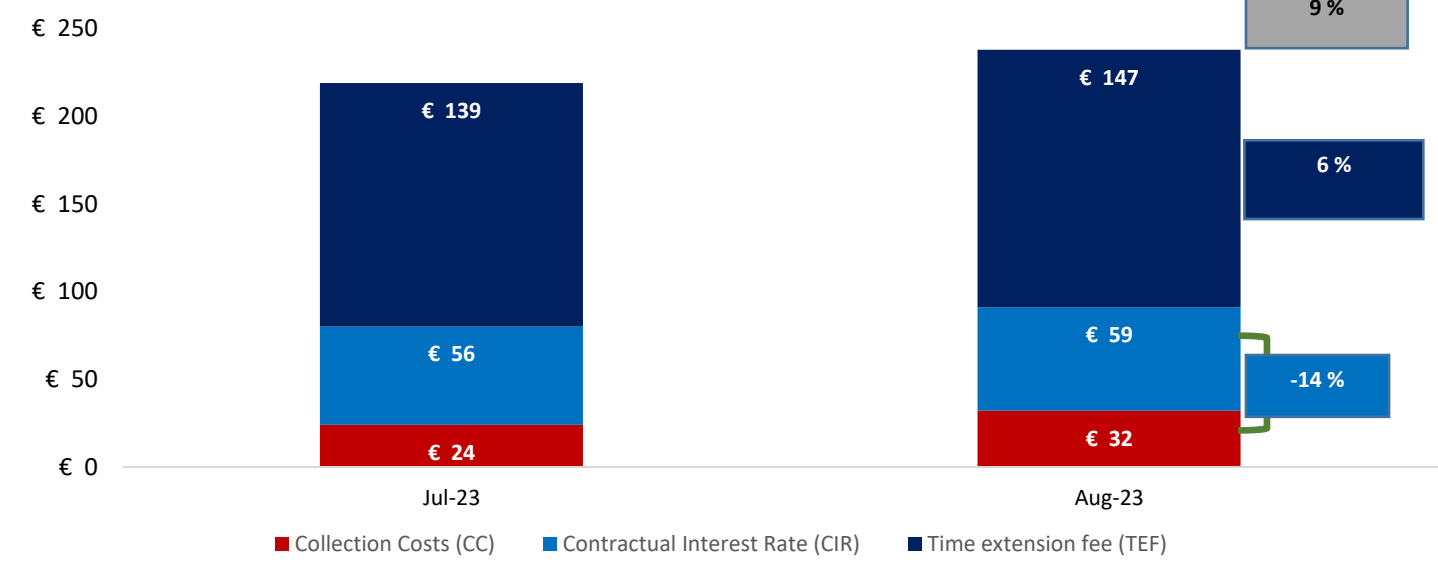
Contractual Interest Rate (CIR): The contractual interest rate charges increased slightly from €56K in July 2023 to €59K in August 2023.

08.2023 Revenue Breakdown by Charges - Current Month (%)

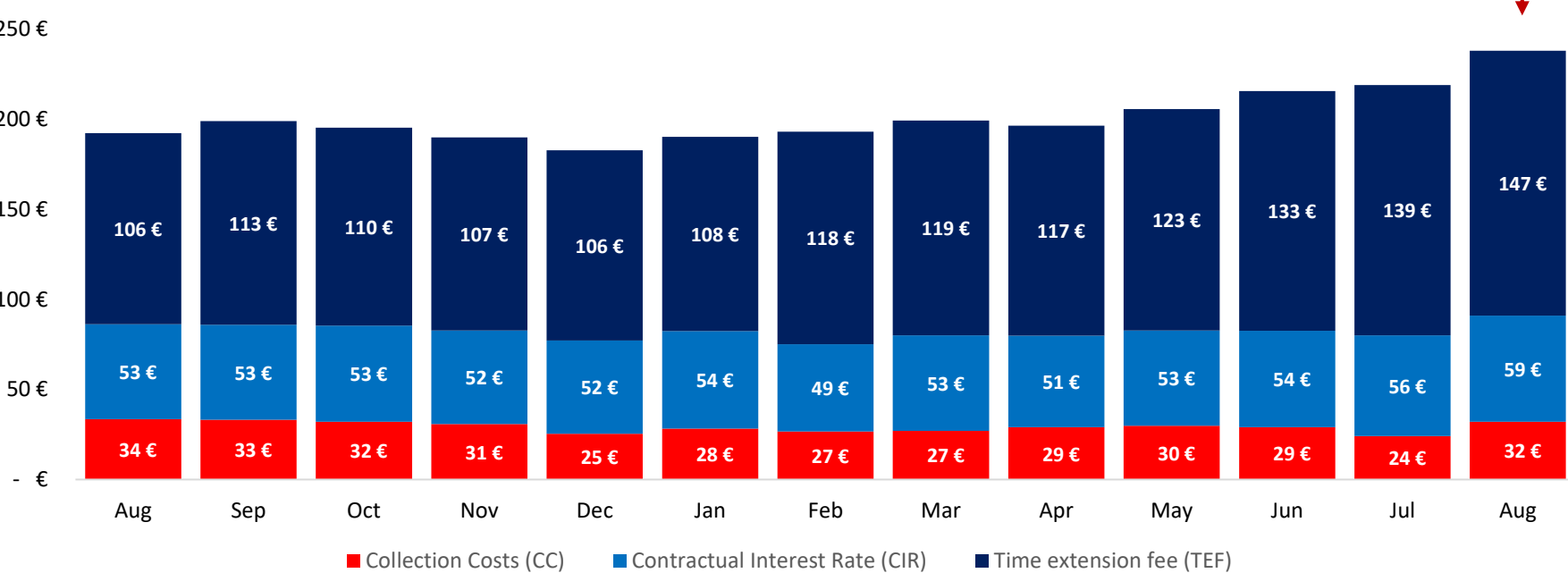
- Penalty Interest Rate (PIR)
- Contractual Interest Rate (CIR)
- Time extension fee (TEF)
- Collection Costs (CC)
- Other Credit-Related Costs (OCRS)



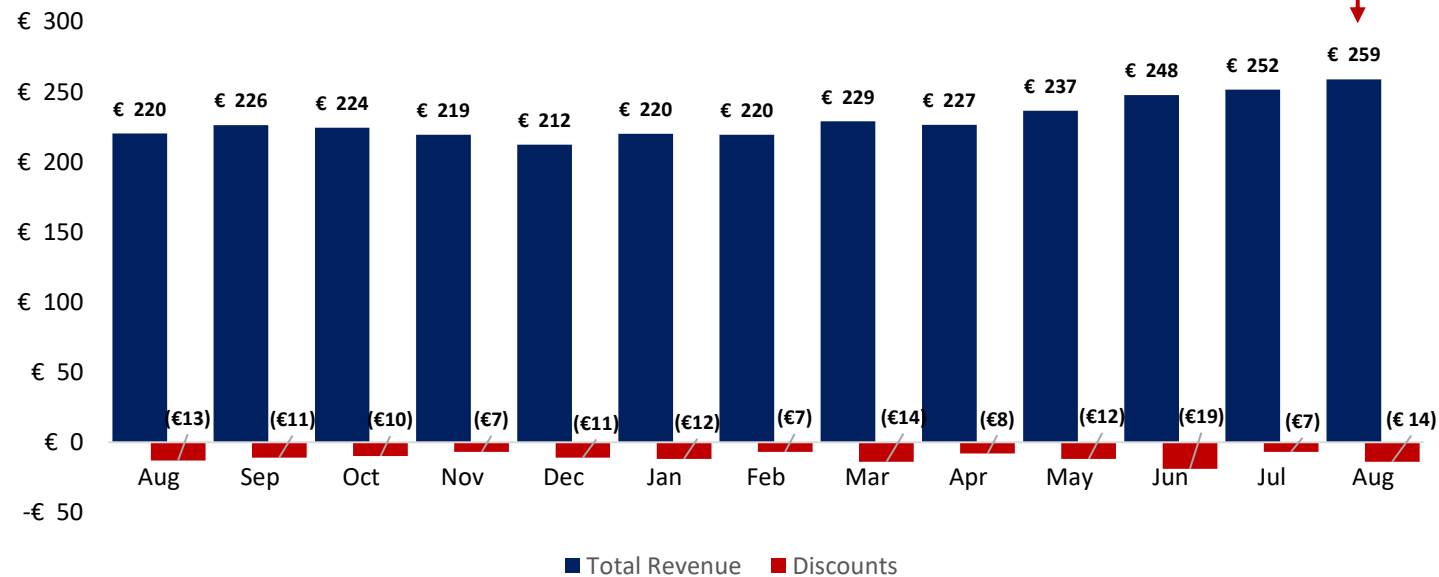
08.2023 Revenue Breakdown by Main Charges vs. PM (€ K)



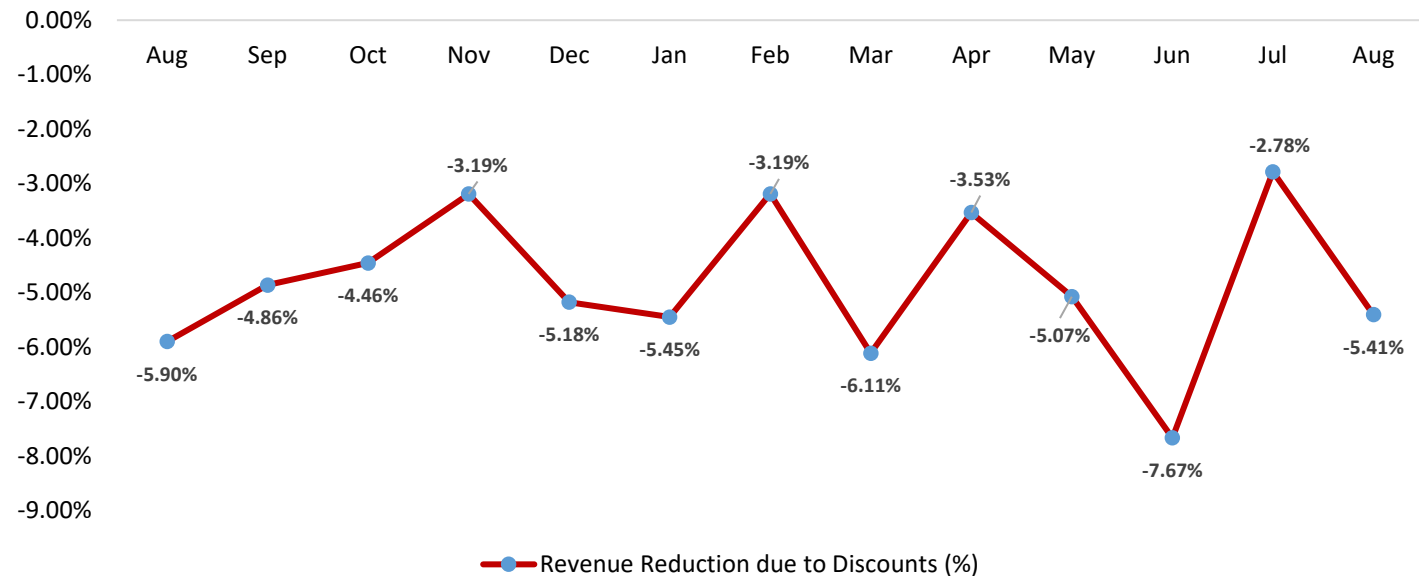
08.2023 Revenue Breakdown by Main Charges - Monthly Changes (€ K)



08.2023 Discounts Effect on Total Revenue - Monthly Changes (€ K)



08.2023 Discounts Effect on Total Revenue - Monthly Changes (%)



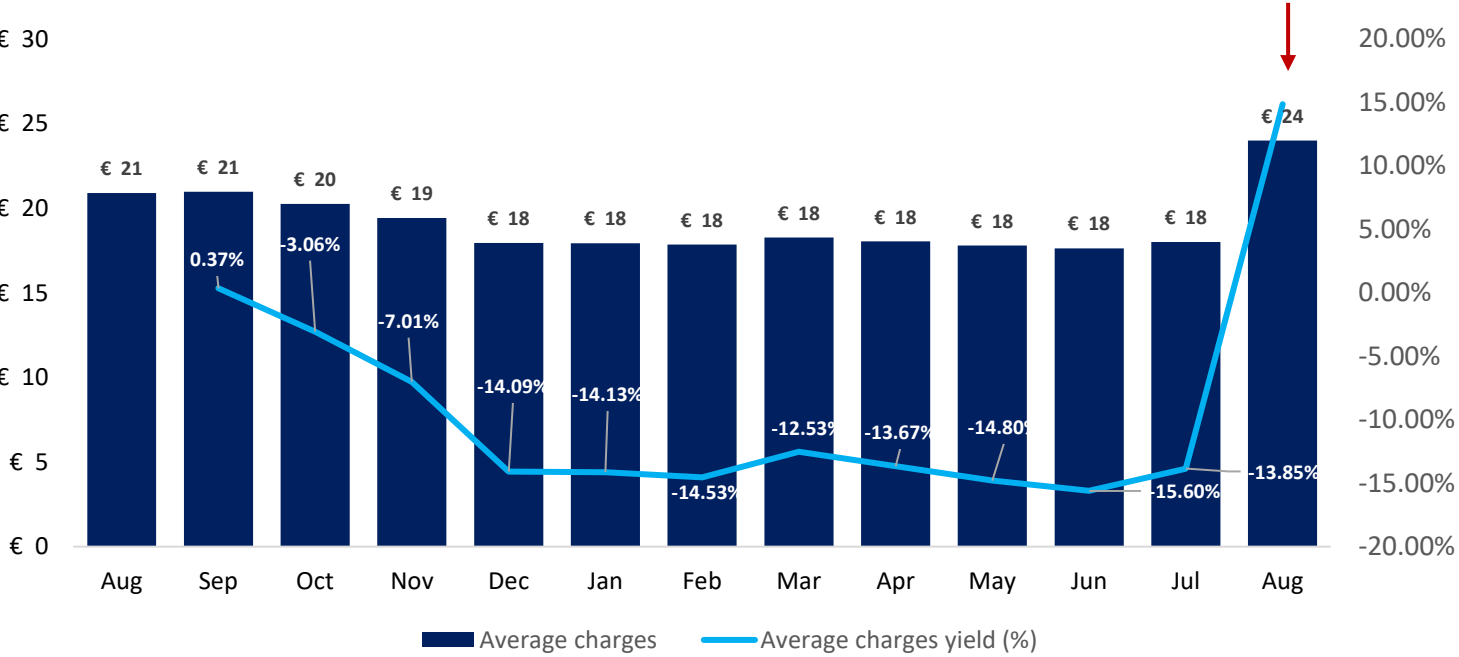
Discounts play a significant role in influencing the total revenue. We've calculated the effect of discounts on total revenue using the following methodology:

$$\text{Discount Effect} = \left(\frac{\text{Discount Amount}}{\text{Total Revenue} + \text{Discount Amount}} \right) * 100$$

This method ensures that the discounts are included in the total revenue calculation, providing a more accurate representation of their influence.

The discounts offered in August 2023 amounted to €14K, which is relatively consistent with previous months. However, what's particularly noteworthy is the effect these discounts had on our revenue. August 2023 witnessed a substantial revenue reduction of -5.41%, making it one of the months with the most significant negative impact. This indicates that while the absolute value of discounts remained steady, their relative influence on revenue fluctuated significantly.

08.2023 Average Charges per Card - Monthly Changes (€ K)



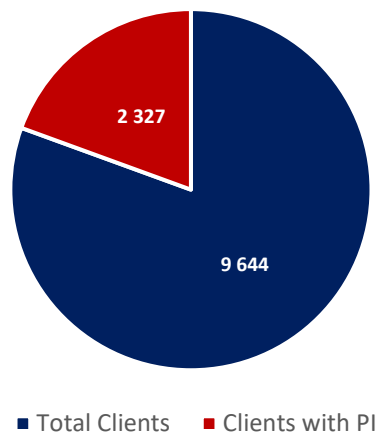
In August 2023, the average charges per card surged to €24, marking a significant increase from the previous month, July 2023, where it was €18. It's important to note that this substantial change is entirely attributed to the 4 218 ceded customers.

Within the client base of 9 644 customers, it is noteworthy that 2 327 clients had Penalty Interest (PI) until August 2023. The presence of clients with PI can have an impact on the Average Charges per Card (ACC), as it may affect the overall revenue earned from those particular clients. However, it is important to consider that other factors, such as cession lack, may offset the influence of clients with PI on the ACC.

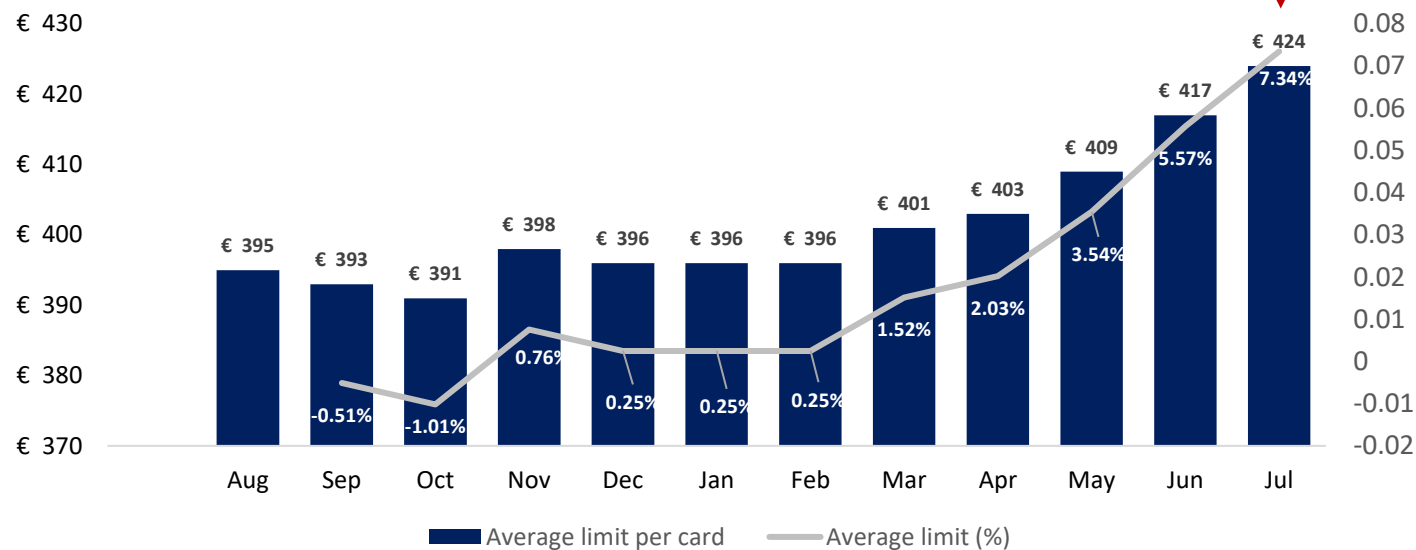
The relationship between the number of clients with PI and the ACC is complex and can be influenced by the following factors:

- Decreased spending: If a large number of clients have PI, they may be less likely to use their cards, leading to a decrease in ACC.
- Increased defaults: If a significant portion of clients are unable to pay their bills, including the PI, they may default on their debts, which can lead to a decrease in ACC.

08.2023 Total Clients vs Clients on PI



08.2023 Average Limit per Card - Monthly Changes (€ K)

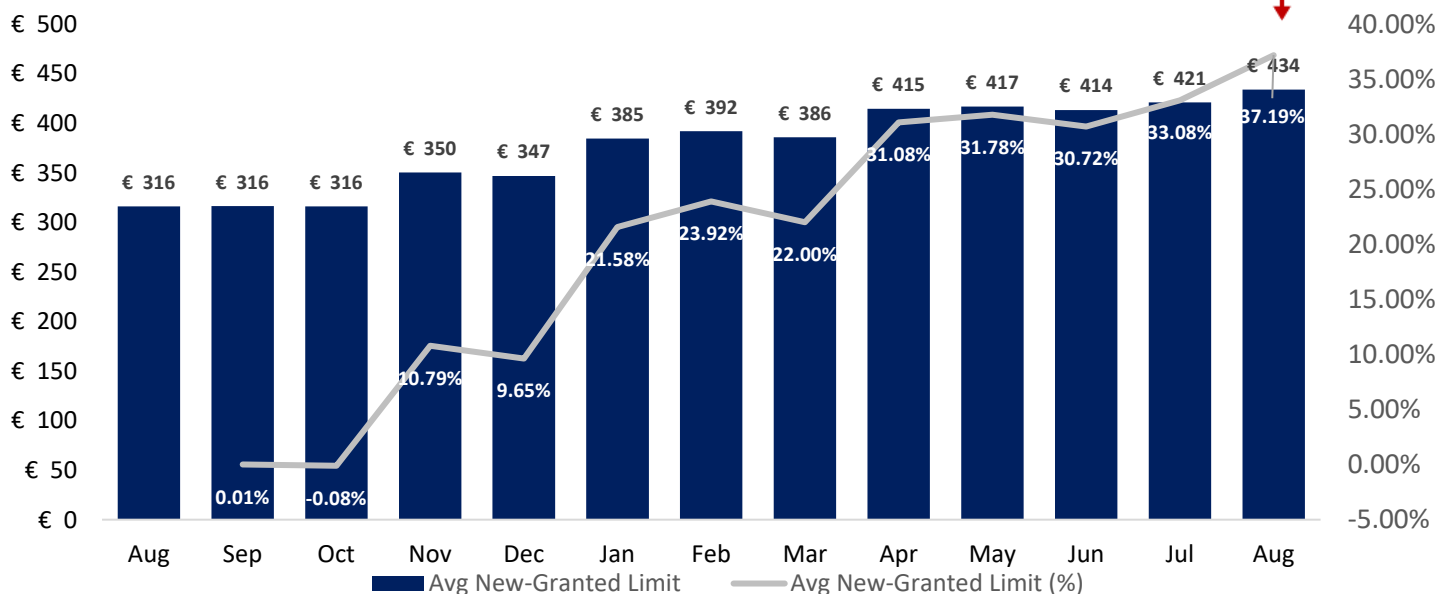


In August 2023, there was a notable increase in average credit limits per card, accompanied by the maintenance of stability in newly granted limits.

The average credit limit per card reached €463, continuing its upward trend. Over the past year, the average limit per card has consistently grown. From August 2022 to August 2023, it has seen a substantial ascent from €395 to €424.

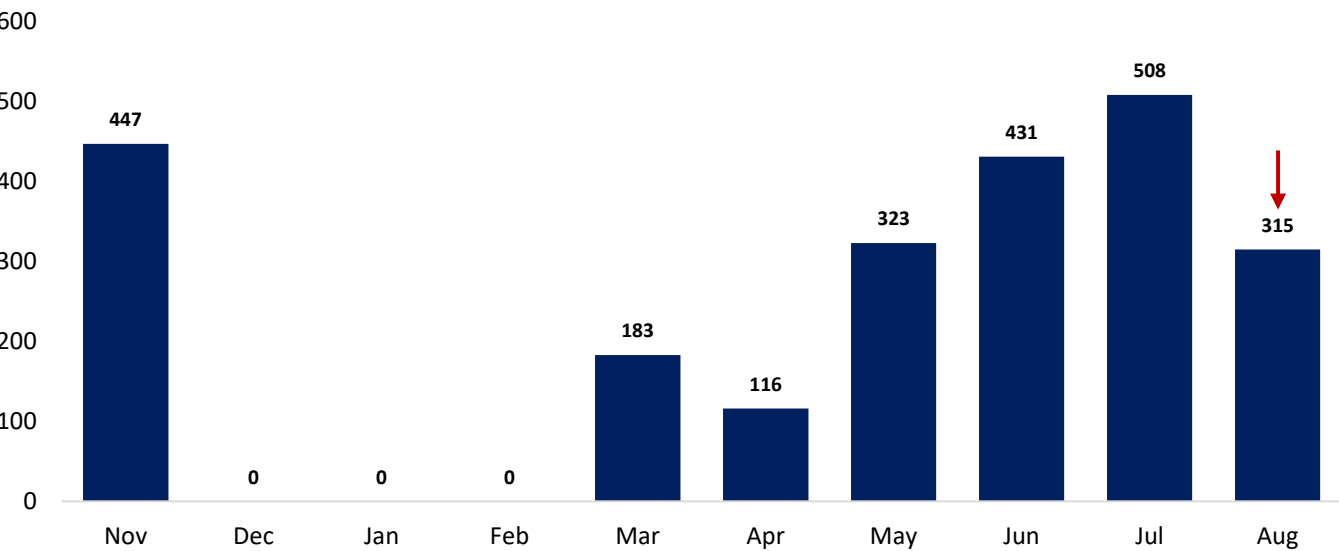
However, despite this progress, it is crucial for the company to strike a careful balance between granting higher limits and safeguarding against potential credit risks.

08.2023 Average New-Granted Limit - Monthly Changes (€ K)



The average newly granted limit per card stood at €434. This figure signifies the average limit extended to new clients during that month.

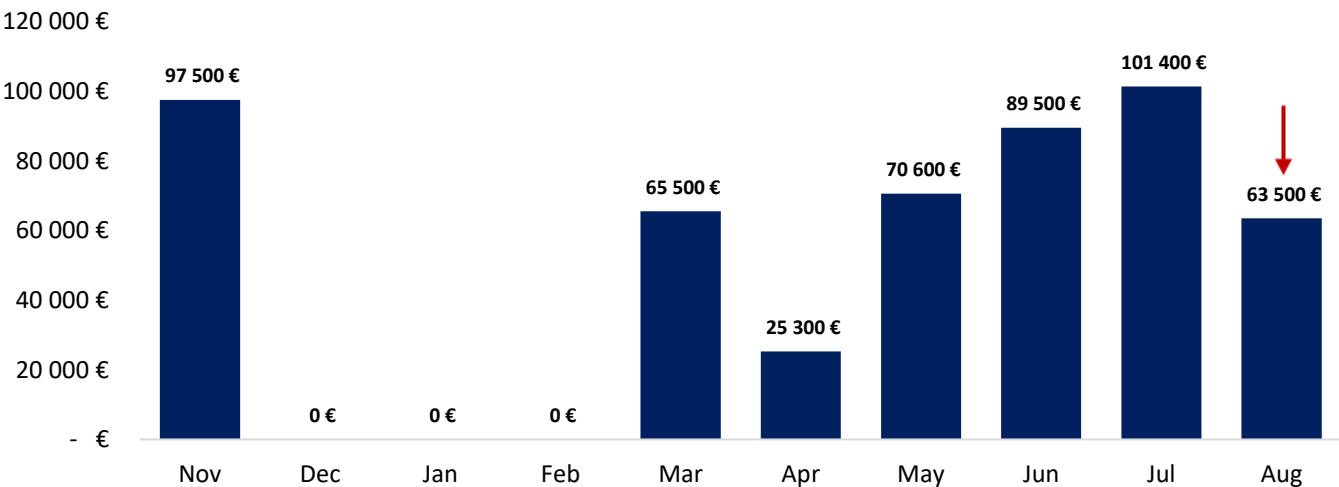
08.2023 Credit Limit Campaign Results: Customer Count



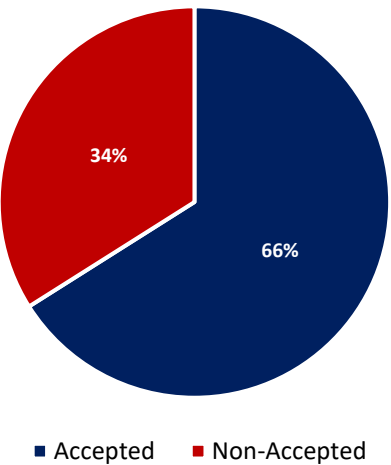
Out of the clients approached in August, 315 accepted the credit limit increase offer, representing a 66% acceptance rate. 162 customers did not accept the offer, accounting for the remaining 34%.

August had a slightly lower increase compared to previous months. The acceptance rate in August was relatively high at 66%, indicating a positive response from customers. In terms of the campaign's performance, August showed a relatively stable outcome compared to previous months.

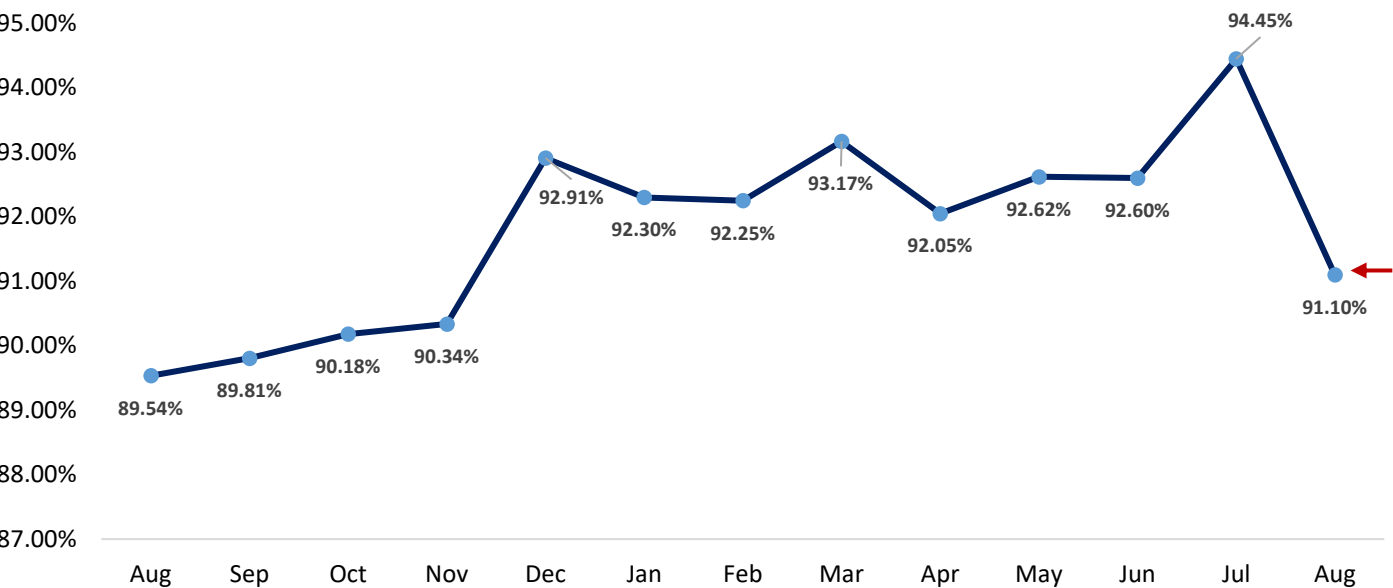
08.2023 Credit Limit Campaign Results: Limit Amount – Monthly (€ K)



08.2023 Credit Limit Increase Acceptance (%)



08.2023 Collection by Bucket 1 (%)

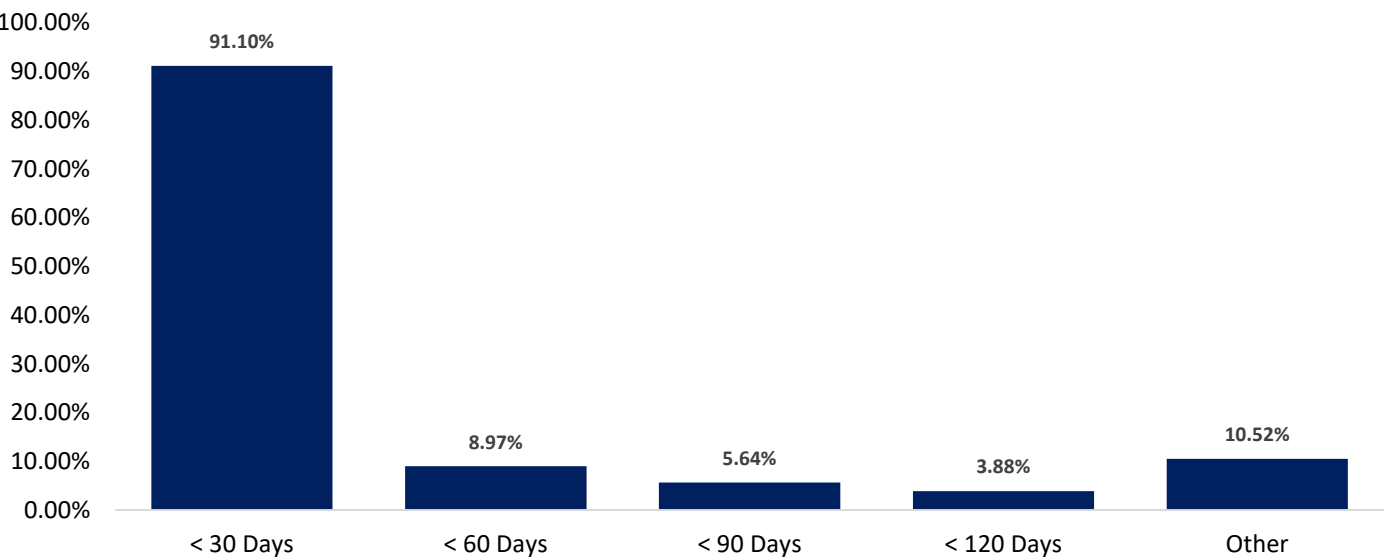


In August 2023, the collection rate in Bucket 1 was 91.10%. While there was a decrease compared to the exceptionally high collection rate of 94.45% observed in July 2023, the August 2023 rate of 91.10% is still strong.

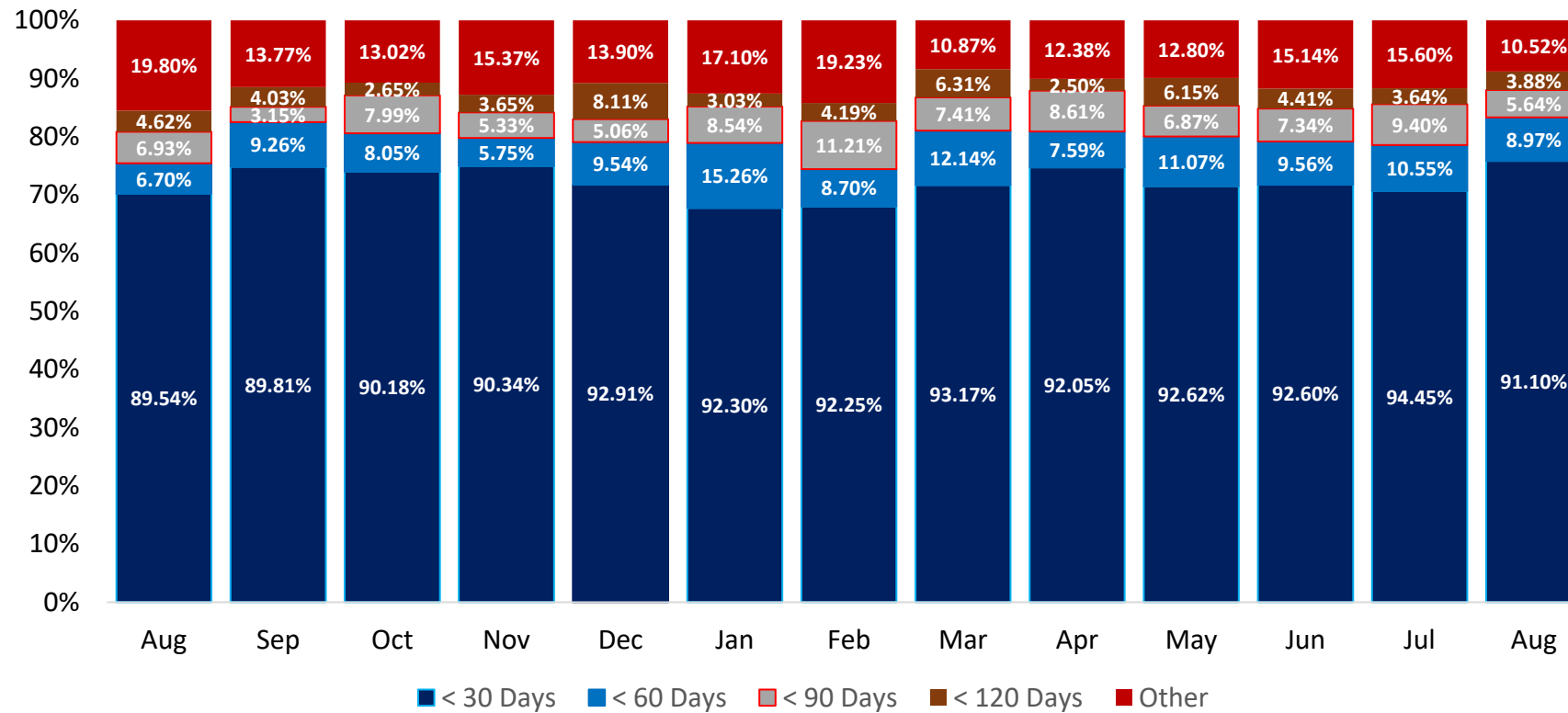
However, other collection buckets showed varying fluctuations in performance, indicating a need for continued monitoring and adjustment in credit collection strategies.

This highlights the importance of maintaining a balanced approach to credit management to ensure stable collections across different timeframes and scenarios.

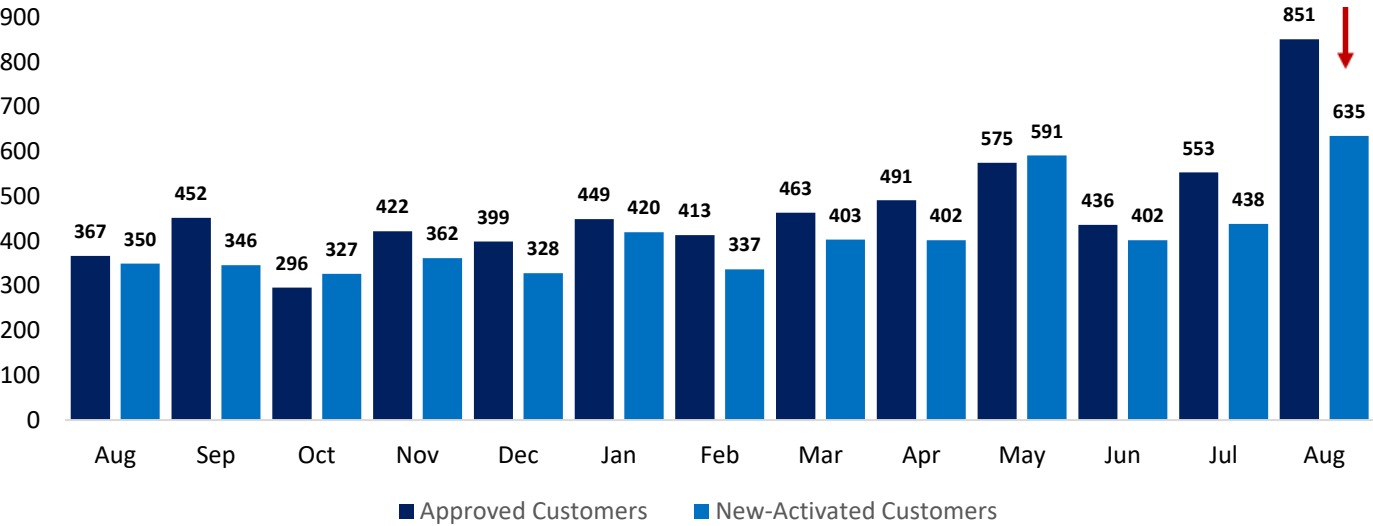
08.2023 Credit Collection Based on Number of Days - Current Month (%)



08.2023 Credit Collection Based on Number of Days - Monthly Changes (%)



08.2023 Approved Customers - Monthly Changes (count)



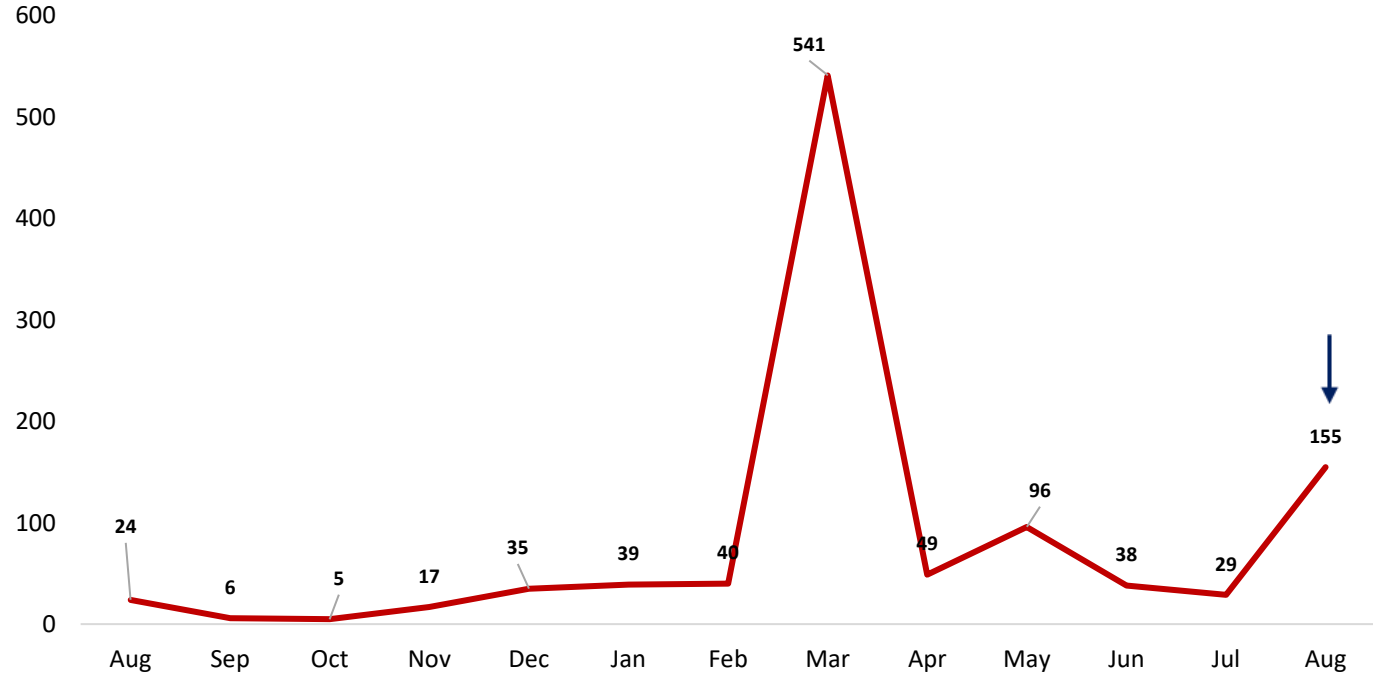
In August 2023, the company experienced a significant increase in approved customers, reaching a total of 851. This marked a substantial growth compared to the previous month, July 2023, where the count was 553.

The surge in approved customers can be attributed to the company's effective marketing strategies and increased sales during this period.

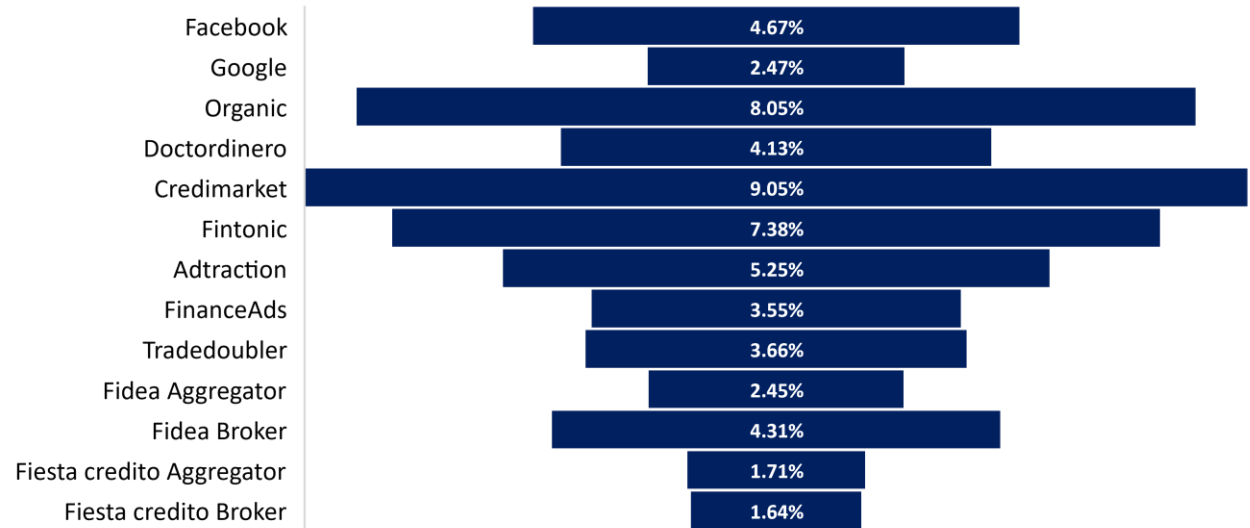
The category of New-Activated Customers also saw an increase, rising to 635 in August 2023. This indicates that a substantial portion of the approved customers quickly activated their credit services, which is a positive sign for the company's conversion rates.

This data underscores the company's ability to attract and convert new customers effectively, and it will be important to maintain this momentum while ensuring responsible lending practices to sustain long-term success.

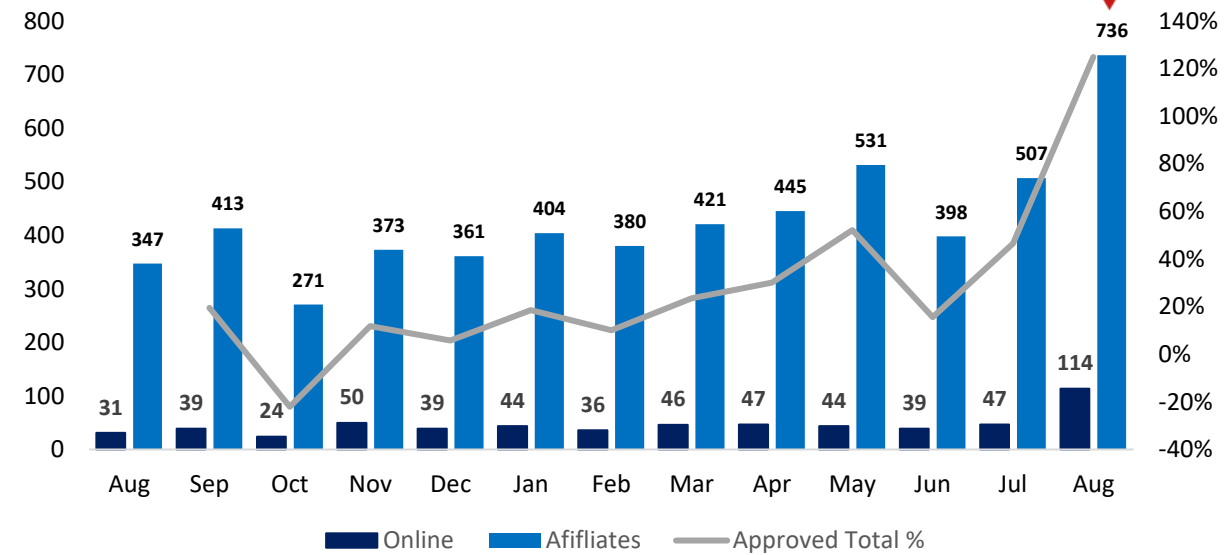
08.2023 Voluntary Churn - Monthly Changes (count)



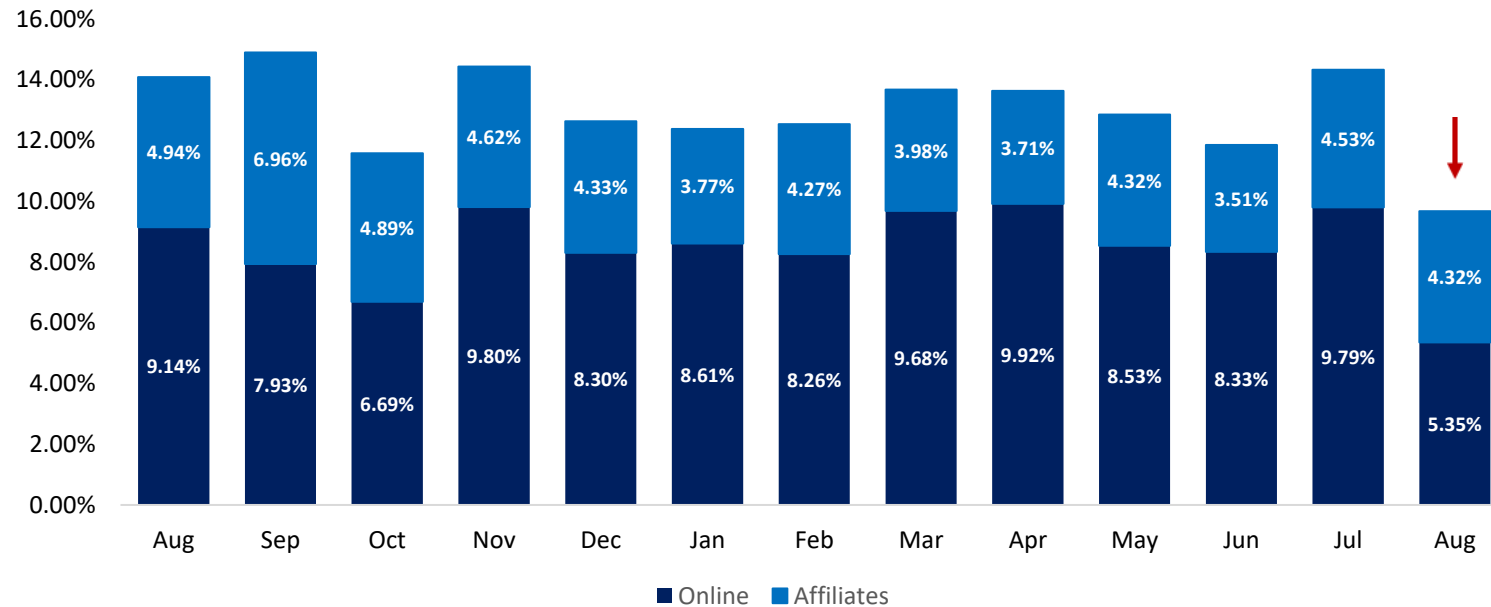
08.2023 Conversion Rate by Channels - Current Month (%)



08.2023 Share of Approved - Monthly Charges (Count)



08.2023 Conversion Rate by Channels - Monthly Changes (%)



- Withdrawal amount
 - Increased 7.42 % from the Previous month.
- Collected amount
 - Increased 4.66 % from the Previous month.

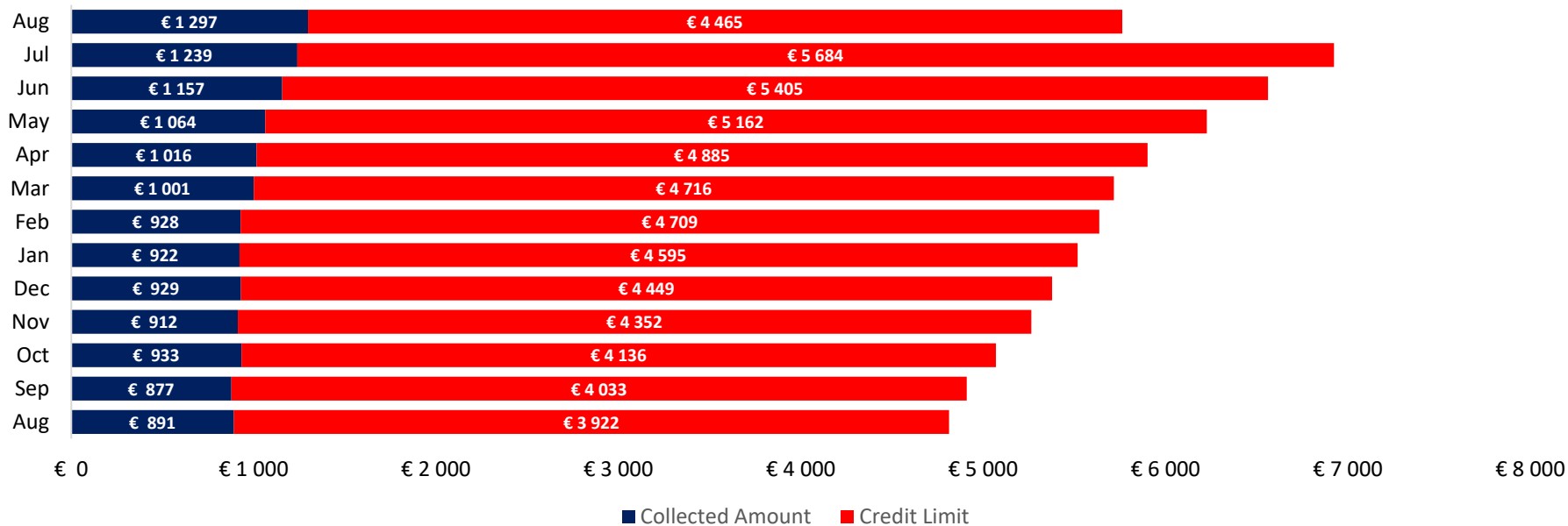
August's KPI report reveals a negative scissor, with a difference of -€49K between the collected and withdrawal amounts. This negative deviation is a notable concern as it indicates a shift in the company's financial performance for the month of August. August's negative scissor value emphasizes the need for a closer examination of financial operations and a strategy to address this deviation.

Withdrawal amount
€ 1 345 K

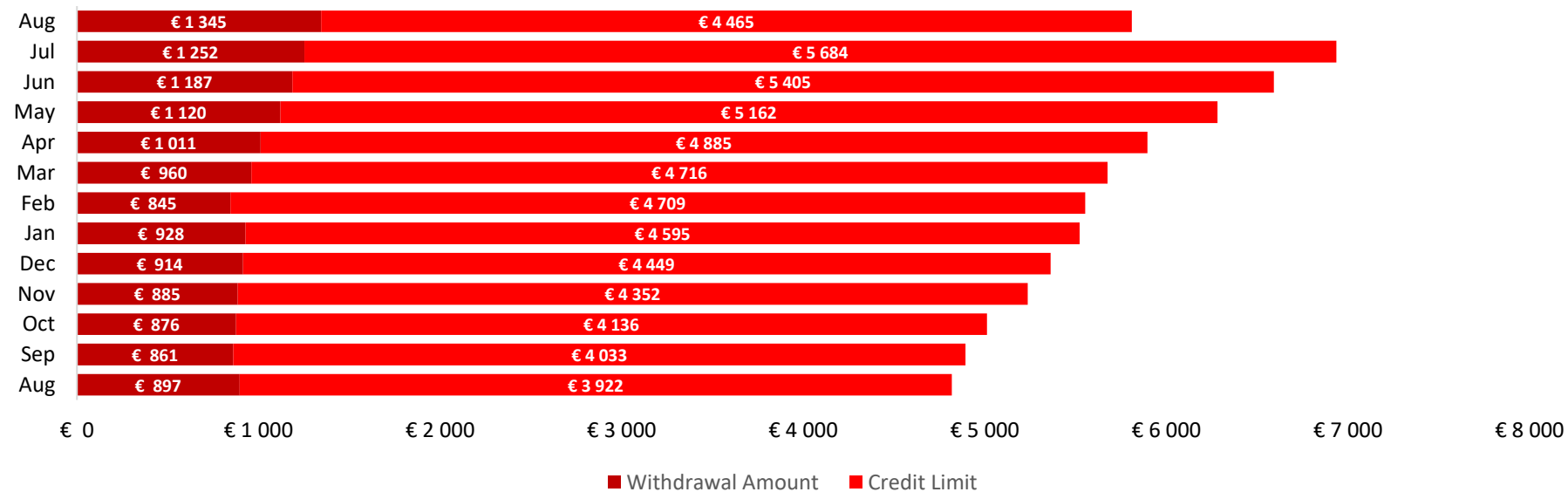
Collected amount
€ 1 297 K

Net Cash Generated
- € 49 K

08.2023 Collection Amount vs Credit Limit - Monthly Changes (€ K)

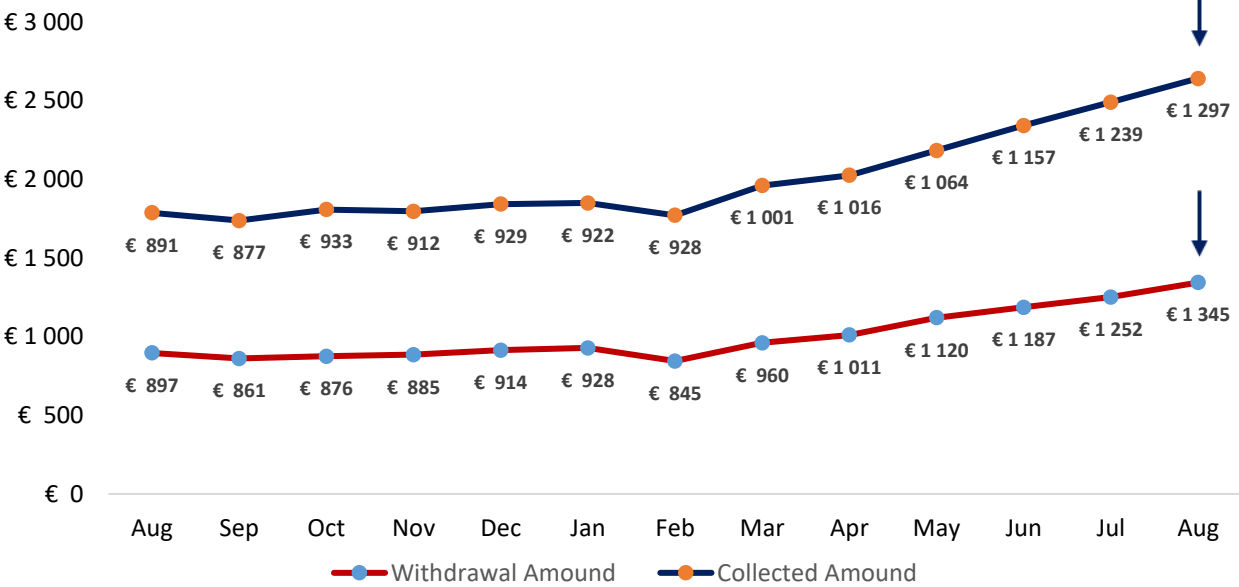


08.2023 Withdrawal Amount vs Credit Limit - Monthly Changes (€ K)



2022/2023	Collected amount	Withdrawal amount	Difference
Aug	€ 891 389.00	€ 896 559.12	-€ 5 170.12
Sep	€ 877 405.43	€ 861 236.18	€ 16 169.25
Oct	€ 933 352.15	€ 875 589.19	€ 57 762.96
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

08.2023 Collected vs Withdrawal Amount (€ K)



08.2023 Collected vs Withdrawal Amount (€ K)

