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GENERALFINANCE

2023 ITALIAN EXCELLENCES Mid Corporate Conference October 11, 2023



October 2023

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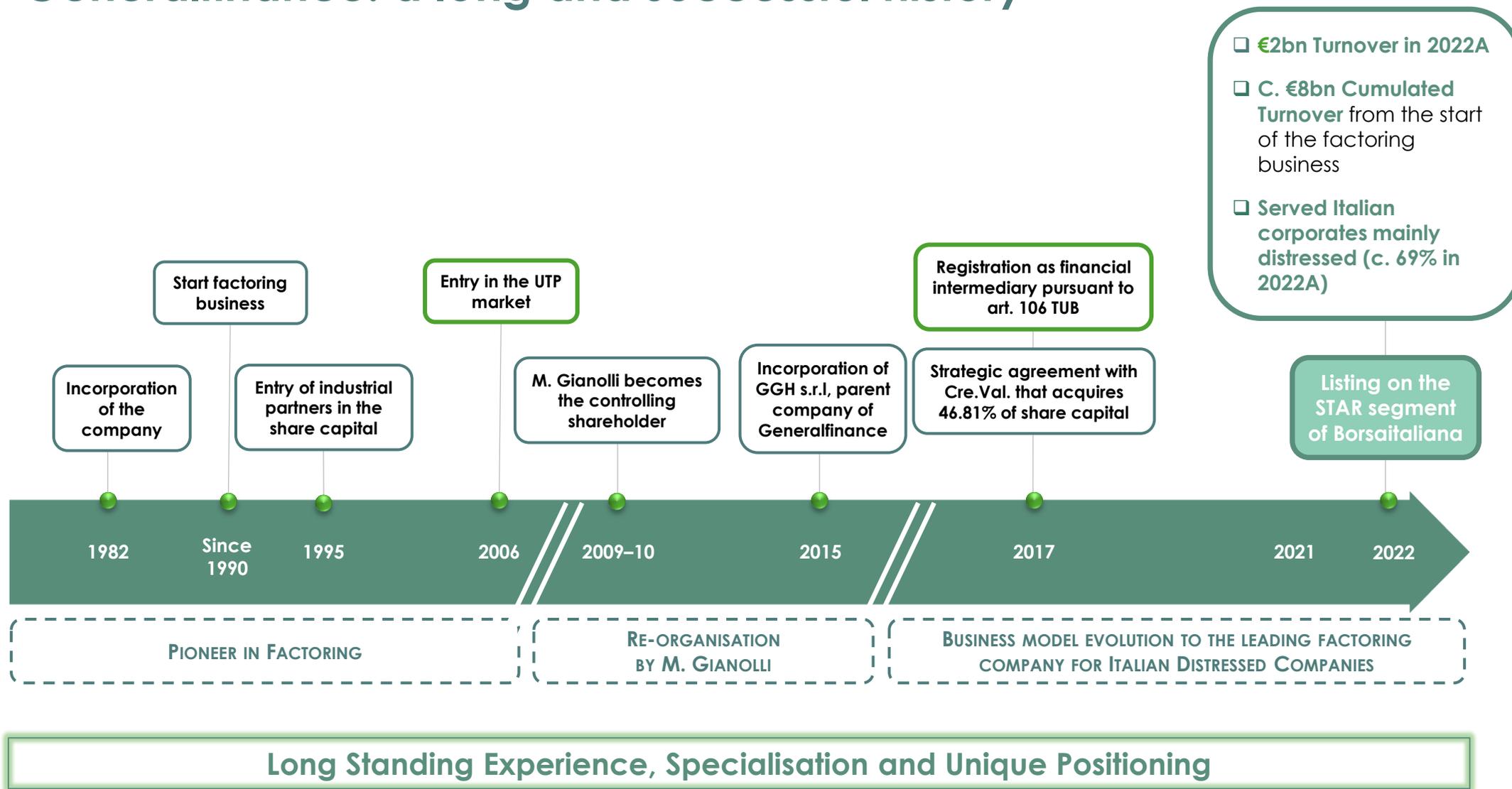
Pursuant the consolidated law on financial intermediation of 24 February 1998 (article 154-bis, paragraph 2) Ugo Colombo, in his capacity as manager responsible for the preparation of the Company's financial reports declares that the accounting information contained in this Presentation reflects the Generalfinance documented results, financial accounts and accounting records. Neither the Company nor any of its or their respective representatives, directors or employees accept any liability whatsoever in connection with this Presentation or any of its contents or in relation to any loss arising from its use or from any reliance placed upon it.

Agenda

- **Generalfinance: Overview**
- **Factoring Market and Distressed Financing**
- **Digital, Low Risk Player**
- **Main 1H 2023 Results**
- **Focus on Asset Quality and Digital Factoring**
- **1H 23 Results: Balance Sheet, P&L, Funding and Capital**
- **Annex**

Generalfinance: Overview

Generalfinance: a long and successful history



Generalfinance: Overview

- ✓ **Leading independent player** in the white space of **factoring for Distressed Italian SMEs**, unserved by traditional banks, with no comparable companies
- ✓ **Digital platform** enables unique efficiency, knowledge of clients (competitive advantage) and better risk management
- ✓ **Competitive advantage** with tailor-made services to customers by using a unique in-house Scoring and Rating system and **high sector diversification**
- ✓ **Excellent risk management** due to digital platform data management and managerial proven experience
- ✓ **Strong growth opportunities** supported by sound capital and excellent funding structure
- ✓ **Management with a solid experience in financial services** to distressed companies, as well as significant skills in business development

KEY FIGURES H1 2023

Turnover € 1,140M

+22%
vs H1 2022

Net Income € 6.7M

+35%
vs H1 2022

Gross NPE ratio
0.25%
(vs 3.62% Avg market)

CET1 ratio
14.4%
(vs 4.5% Regulatory req.)

ROE
26.1%

Cost Income Ratio
39.1%

Shareholder base

IPO main results

29th June 2022

FIRST DAY OF TRADING

€ 38.5 M

CAPITAL RAISED¹

€ 20.2 M

CAPITAL INCREASE

€ 65.8 M

TOTAL DEMAND

€ 91.0 M

MARKET CAPITALIZATION
AT IPO

Placement of CAI's stake

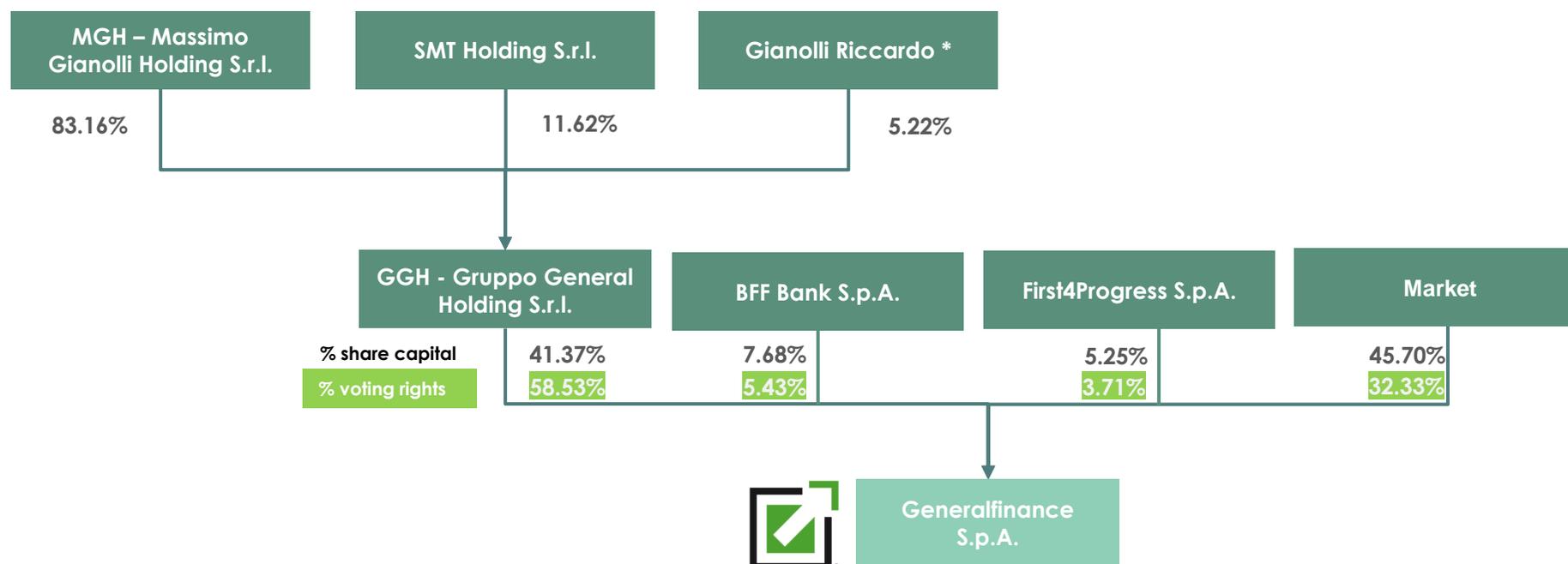
**4th October
2023**

DAY OF THE PLACEMENT

€ 15.0 M

DEAL VALUE

Shareholders' structure



Generalfinance
S.p.A.



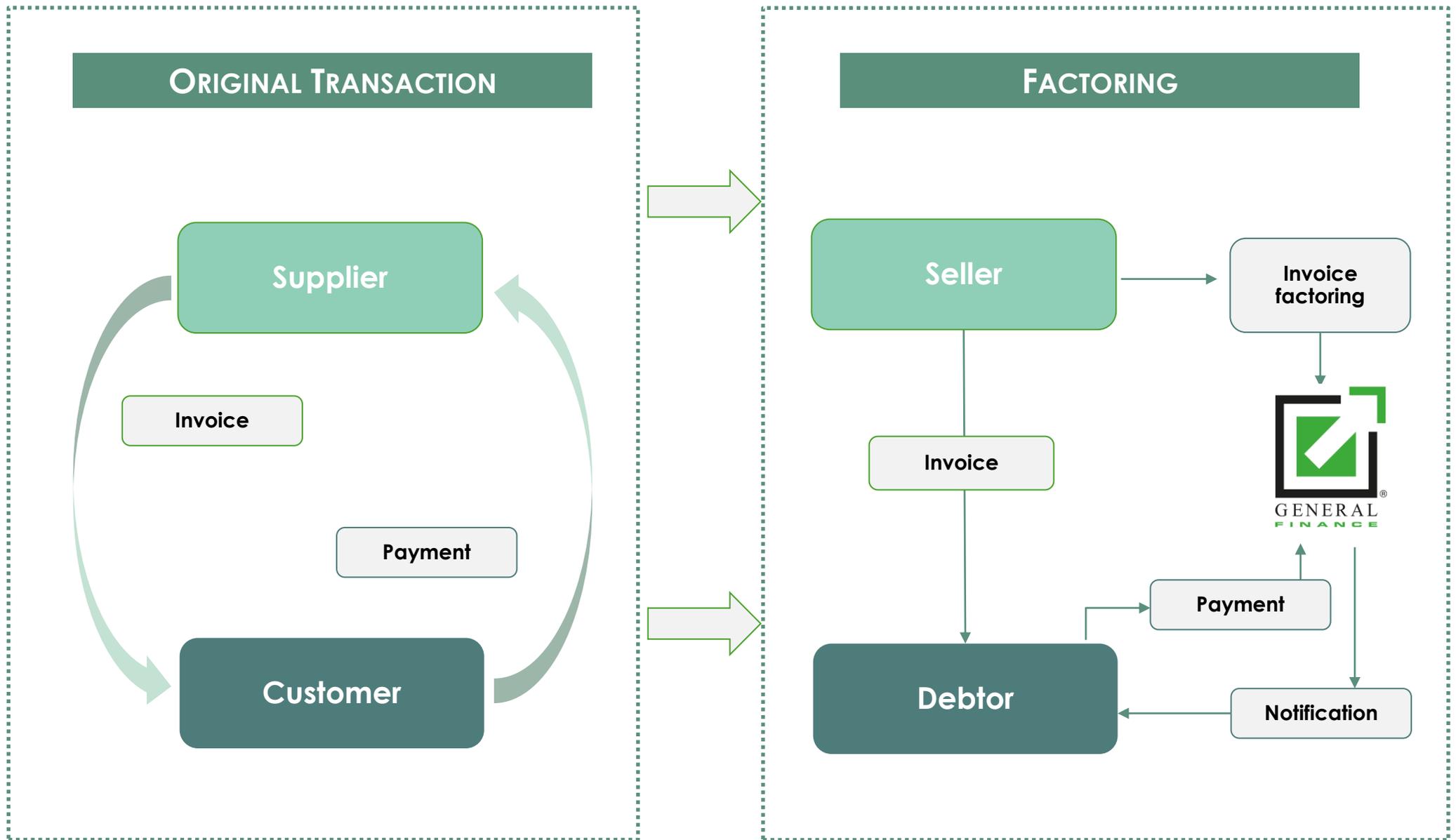
Information base currently available to the issuer

Gianolli Riccardo: Usufruct

(1) Including Greenshoe

Factoring Market and Distressed Financing

What is Factoring? (1/2)



What is Factoring? (2/2)

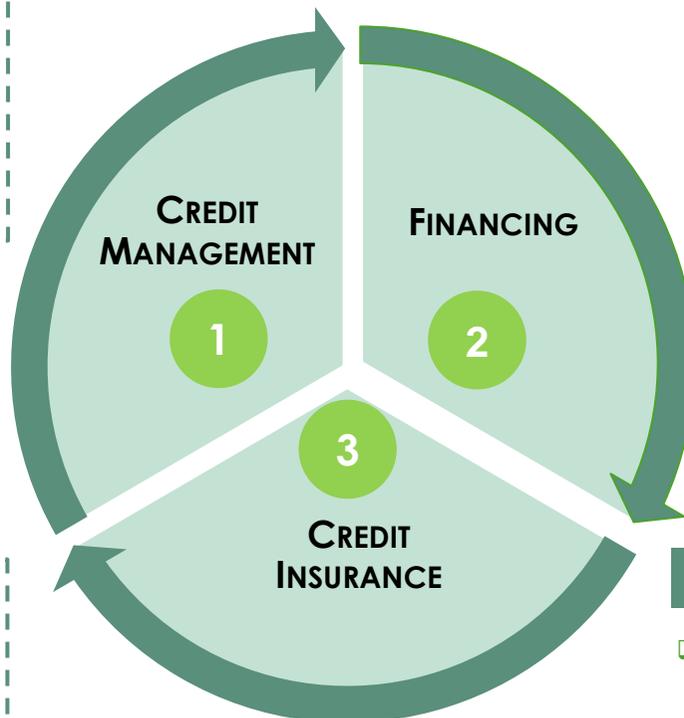
Credit management (debtor management and payment collection) is the **core business** of a factoring company and allows the creditor to outsource activities that are usually carried out in-house, thus achieving:

- Greater **effectiveness** (credit management is the core business of a Factor)
- Greater **efficiency** (a Factor can leverage on economies of scale)

1

In the **working capital financing service**, the Factor differs from a bank since it analyses the assigned receivables/debtors in addition to performing the usual creditworthiness assessments

2



In the **credit insurance** service, the Factor analyses the **specific features of the assigned receivables** and can issue a solvency guarantee

3

FURTHER KEY TAKEAWAYS ON FACTORING

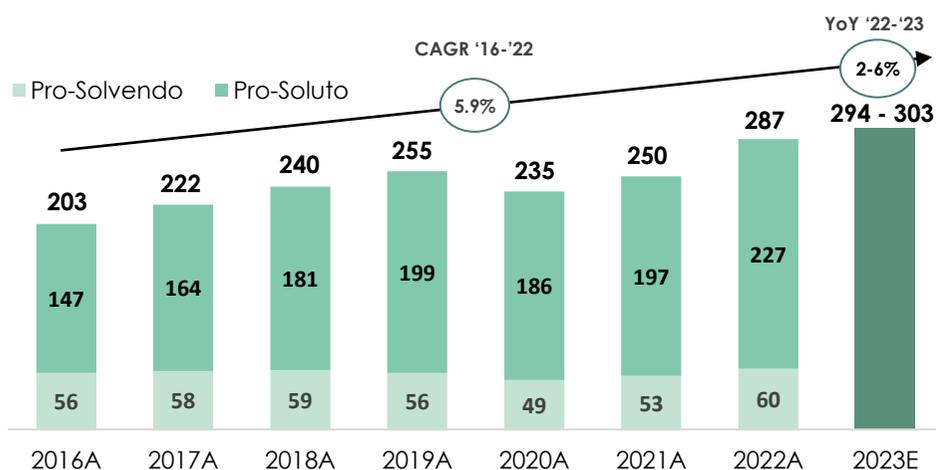
- ❑ Factoring is a **flexible tool** for the **management of working capital**, offering a wide range of services to release, manage and successfully deliver trade receivables;
- ❑ The **legal instrument underpinning factoring** is the **assignment of receivables in accordance with Law no. 52 of 21 February 1991** (Law on the assignment of receivables).

Source: Management

Leader in the high-growth distressed market segment

In the overall fast growing factoring market (turnover in Italy is expected to grow from € 287bn in 2022 up to €294-€303bn in 2023) Generalfinance focuses on distressed sellers (UTP, forborne and past due) with a portfolio of performing debtors (in bonis)

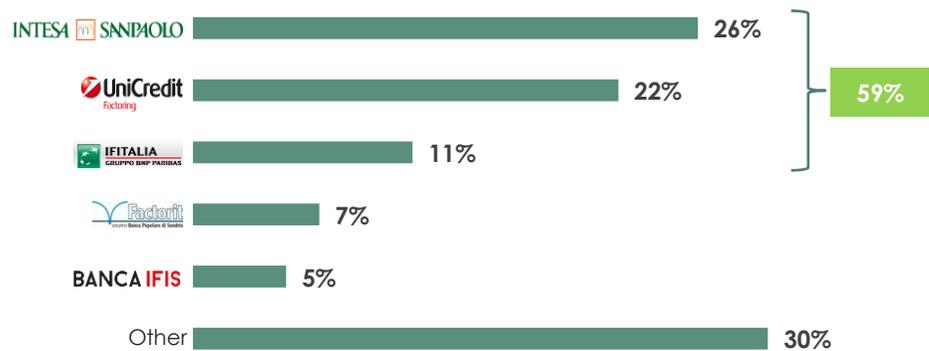
Evolution of Turnover in Italy (€bn)



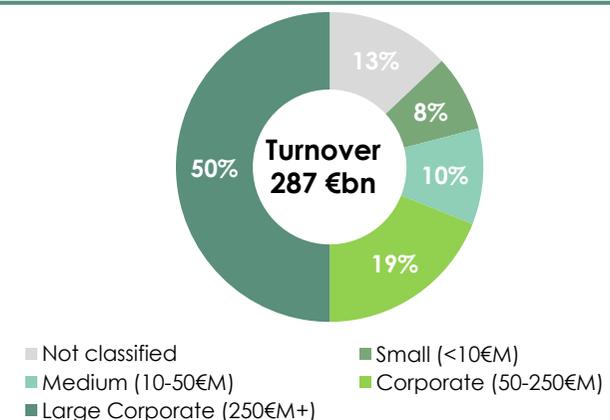
Generalfinance's Market Key Drivers

- 1 Impact of Covid-19 on non-performing loans
- 2 Vulnerable companies and new non-bankruptcy procedures
- 3 Regulatory framework affecting banks and NPE

Ranking of the Italian factoring market – 2022 (%)



Sellers by Size – 2022

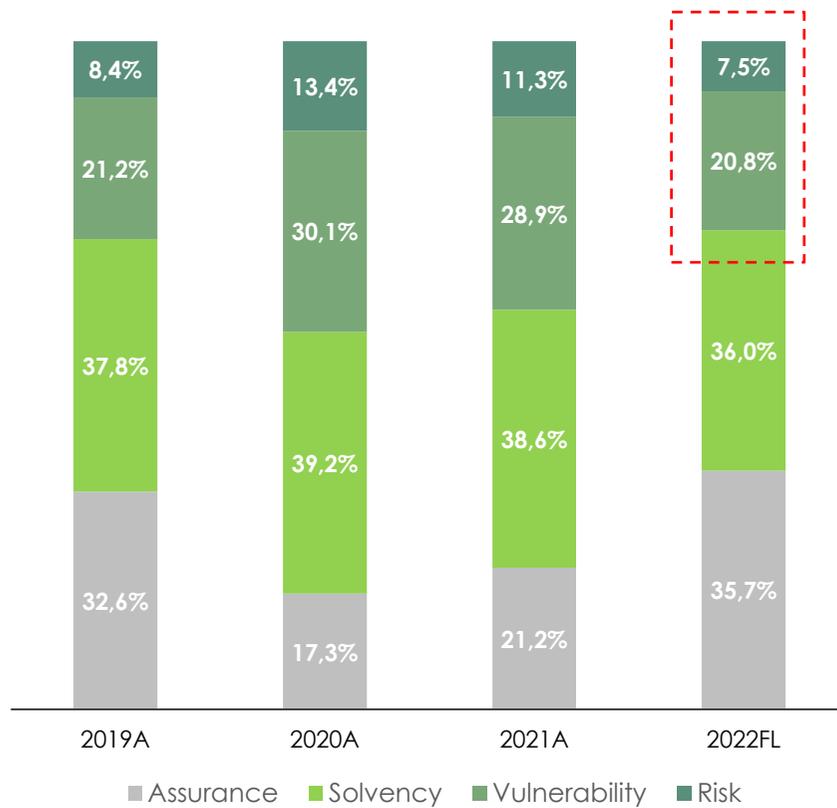


Notes: (1) range of values estimated in the last Assifact report «ForeFact» 23 n.1

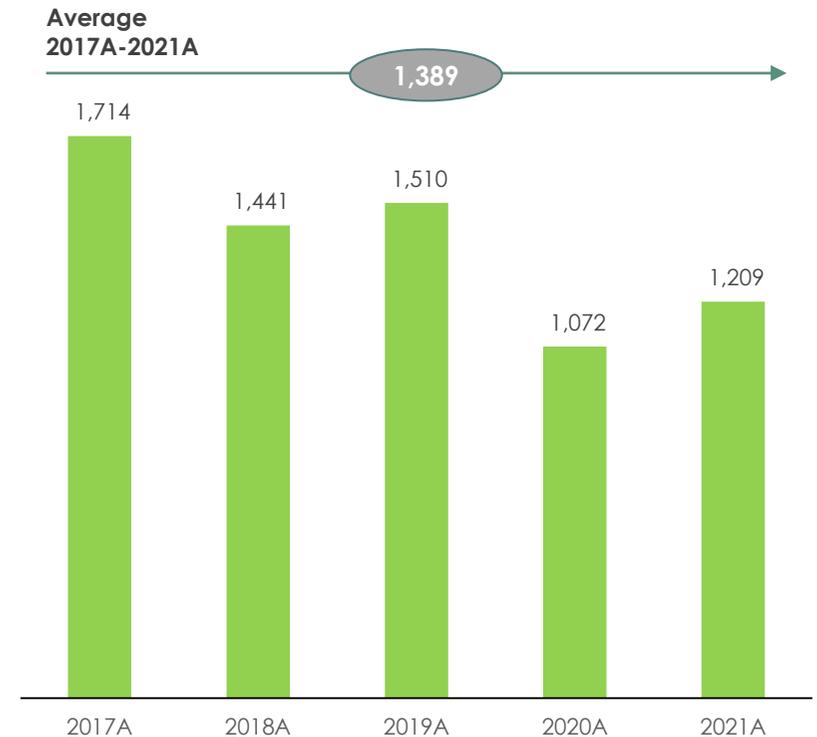
Source: Assifact, Banca d'Italia, Banca IFIS Market Watch, report PWC, company balance sheets and website

Vulnerable companies and new non-bankruptcy procedures

CERVED GROUP SCORE (CGS)



NON-BANKRUPTCY PROCEDURES

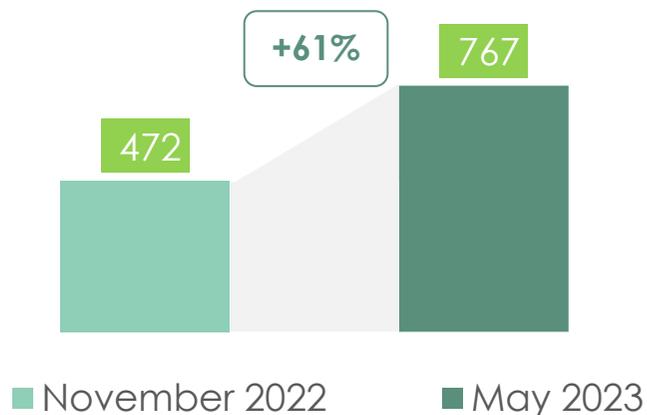


More than 28% of SMEs are in vulnerability or risk condition

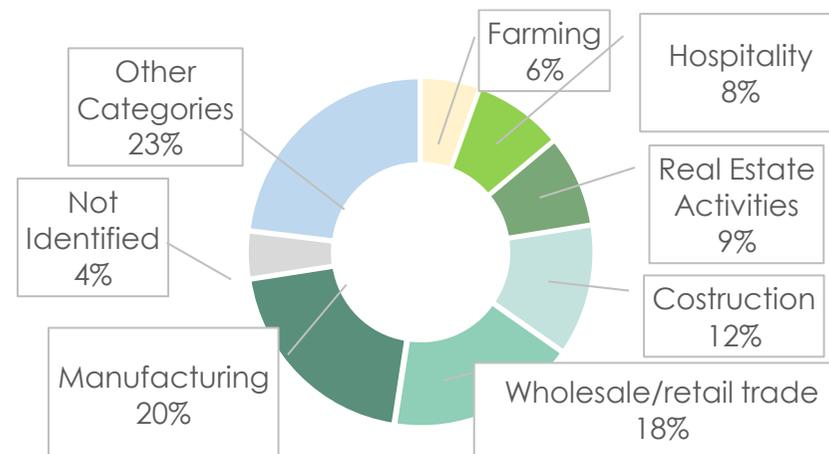
An annual average (2017-2021) of 1,389 companies entered non-bankruptcy procedures

Negotiated Business Crisis Settlement

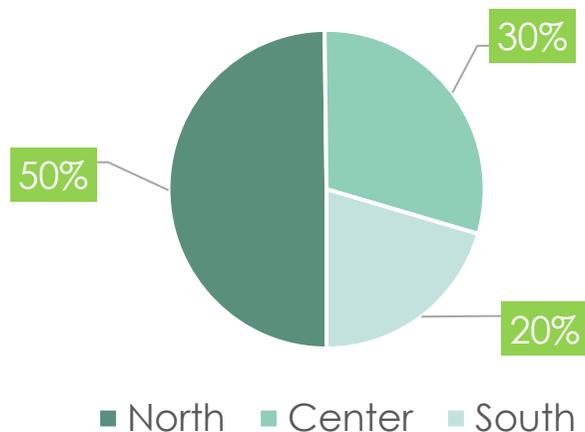
Negotiated Settlement Applications



Distribution of Instances by Commodity Sector



Geographical breakdown of Instances of Negotiated Settlement



Legal form adopted by enterprises in Negotiated Composition

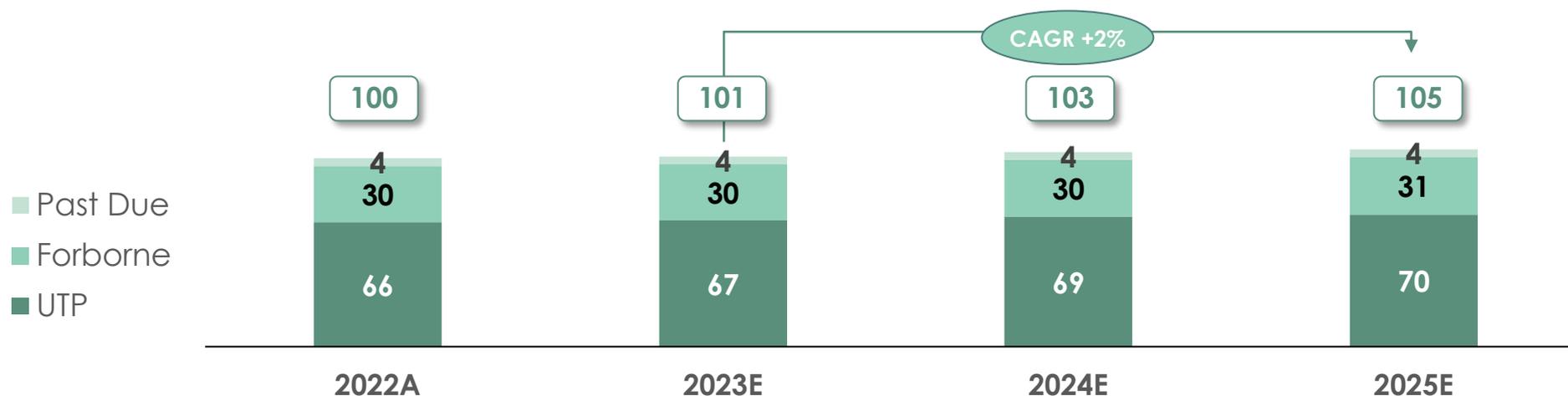
80%
Capital Companies

Source: Semiannual Observatory «La Composizione negoziata della Crisi d'impresa» - Unioncamere

Potential market

The trend of total UTP/Past Due/Forborne, which is the best indicator for estimating Generalfinance's market niche, is estimated with an expected growth-from 101 billion in 2023 to 105 billion in 2025 of the stock

EVOLUTION OF NON-PERFORMING EXPOSURES IN ITALY (€bn)

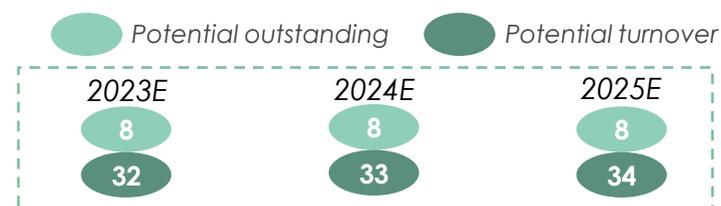


ASSUMPTIONS FOR ESTIMATING POTENTIAL OUTSTANDING OF DISTRESSED FACTORING

Short-term loans vs companies on total loans

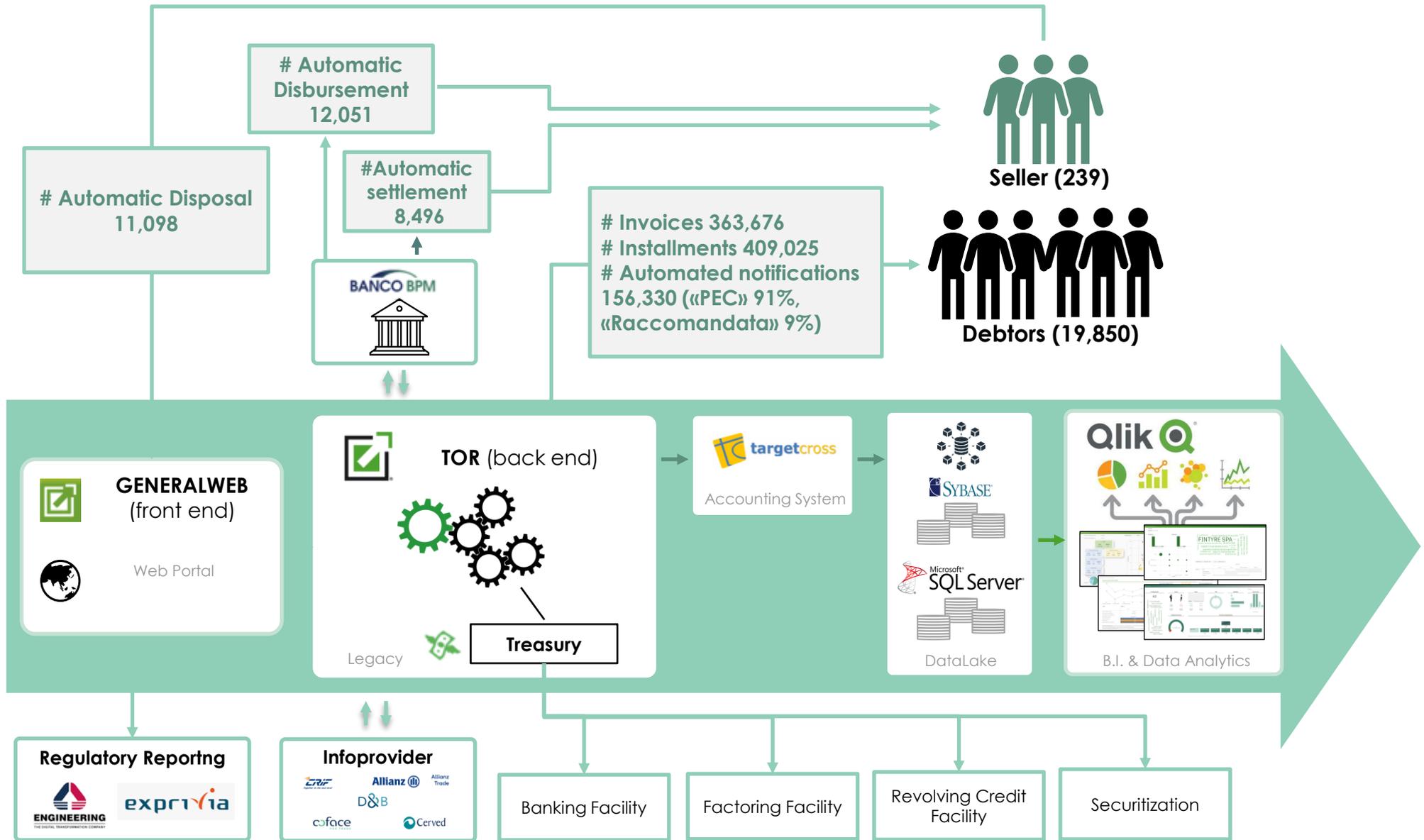
6.4% of the total amount of loans¹

POTENTIAL DISTRESSED FACTORING MARKET ESTIMATES (€bn)



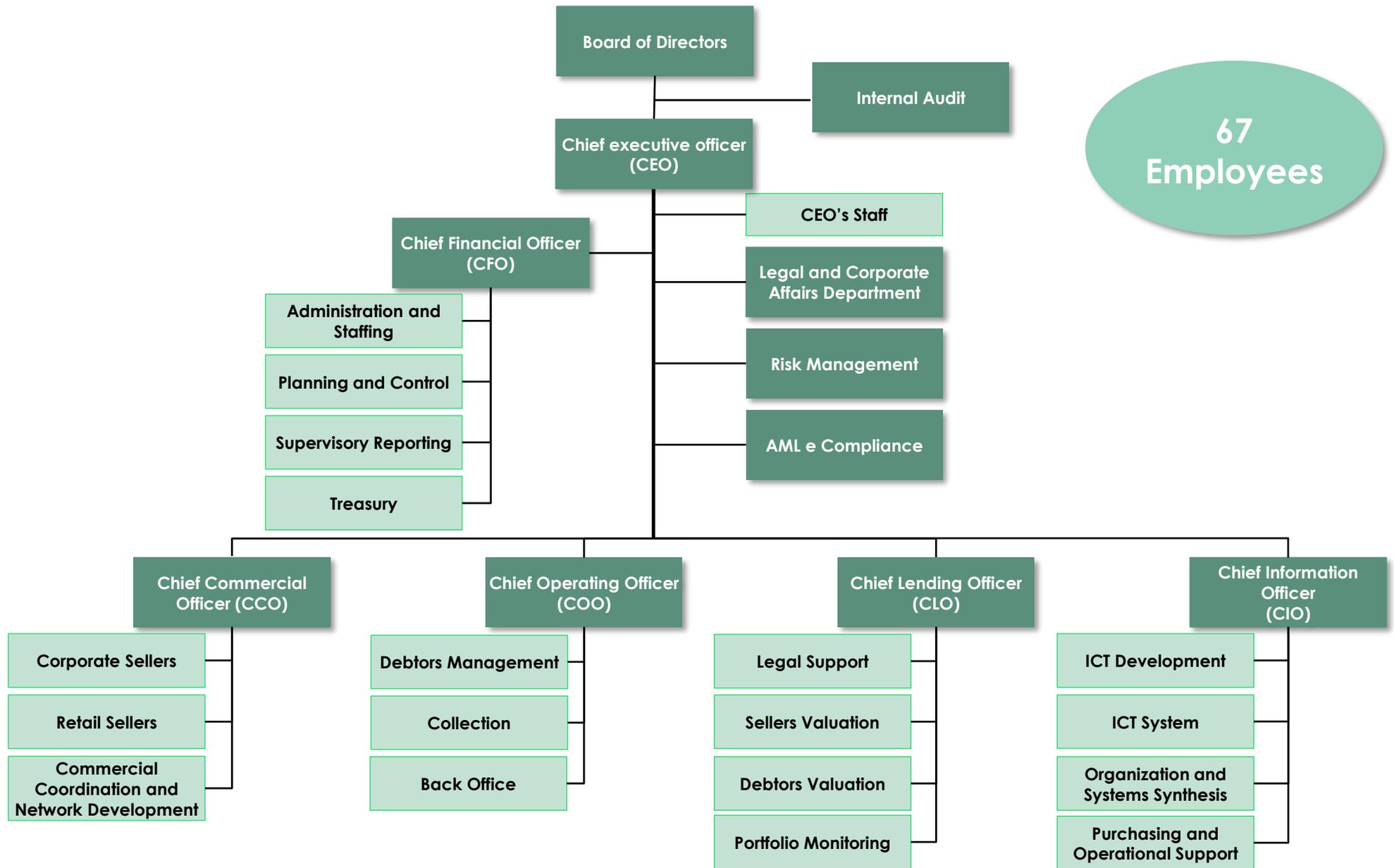
Digital, Low Risk Player

A strategic asset: the proprietary digital platform



Data LTM, as of June 2023

An organization oriented to risk control and business

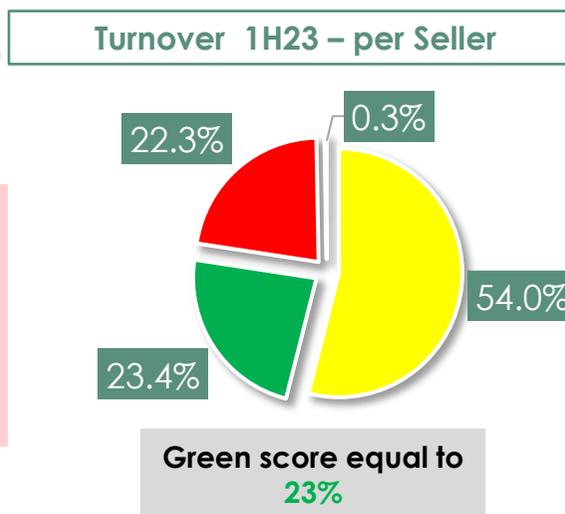
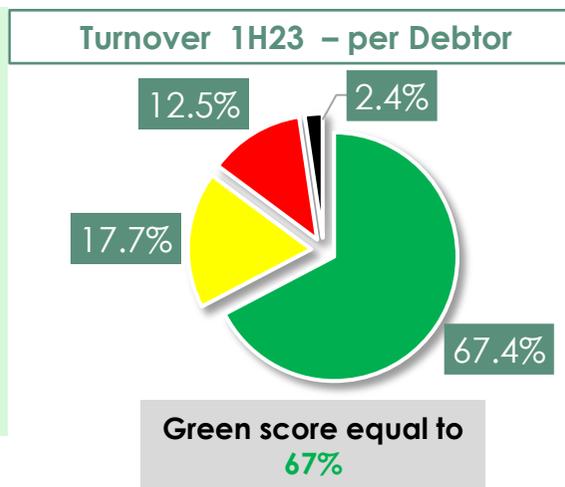
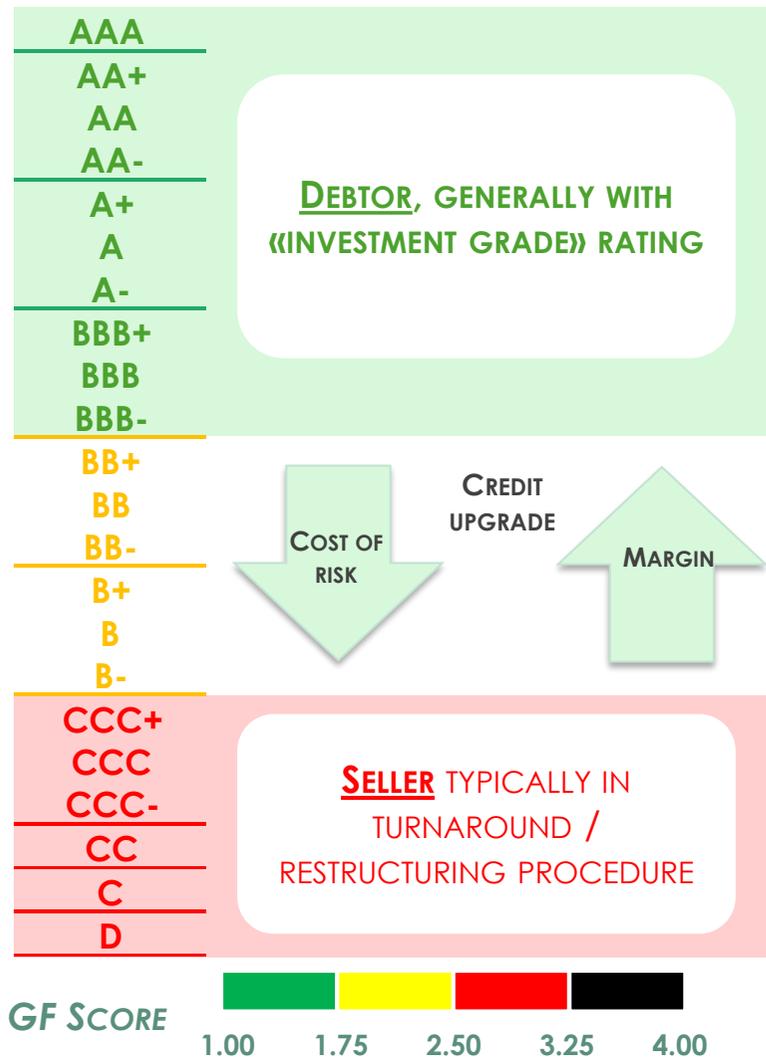


67
Employees

Organizational chart as of June 30, 2023

A unique business model, leveraging the factoring features

The peculiarity of Generalfinance's business model is the choice of Seller-Debtor, where clients (**Sellers**) typically have a **low credit rating** (turnaround situation) while the **Debtors** underlying customer loans refer to a **high credit rating** (normally investment grade)



HIGHLIGHTS FOR GENERALFINANCE¹

PRODUCTS

- ✓ Pro-solvendo factoring (c. **86%** of turnover; vs 21% Assifact average)
- ✓ Pro-soluto factoring (c. **14%** of turnover; vs 79% Assifact)
- ✓ Reverse factoring
- ✓ C. **80%** of turnover covered by insurance with Allianz Trade
- ✓ **82%** LTV in 1H 2023, adjustable according to credit risk

CUSTOMERS

- ✓ High ratio Debtor/Seller (~**83 vs 9** of Assifact average²)
- ✓ Average Seller **retention about 6 years**

■ Bonis ■ Distressed

Notes: 1) Generalfinance data refers to 1H 2023 (LTM); Assifact data refers to March 31, 2023; 2) Assifact data net of household debtors.

Value proposition, distinctive features and value chain

1 Value proposition

Generalfinance offers its customers (mostly companies under financial stress) rapid and customized interventions for the financing of the working capital and trade receivables, covering the entire supply chain finance



2 Distinctive skills

- **Consolidated expertise** throughout the entire process
- **End-to-end in-house valuation process**, tailored to customer specifications
- **Strong risk reduction and diversification mechanisms**
- **In-house-developed proprietary factoring platform** to support business specifications
- **Fast operational processes** and capability to **provide bridge financing** within turnaround processes

3 Generalfinance masters all the crossroads of the value chain

- All operational steps and core activities are **carried out internally** by Generalfinance's dedicated structures
- Generalfinance does not rely on external consultants to assess the creditworthiness of sellers and debtors but **owns all the skills**
- The process is reinforced by **credit insurance policies** provided by Allianz Trade insurance company which, during the risk acquisition phase, performs an independent assessment of the assigned debtors, providing Generalfinance a feedback on the results of their assessment



Valuation Framework

Distressed Client



- Key Factors for Valuation**
- Industrial market position and client portfolio
 - Recovery plan credibility and sustainability of the repayment plan of the previous debt position
 - Standing and profile of the Seller's legal/financial advisors
 - Feasibility of the financial measures and presence of legal protections
 - Presence of financial support (Equity/Debt) from investors/shareholders

- Output**
- **Distressed Seller's quantitative score** (green, yellow, red)
 - **Debtor's score**
 - **Seller's portfolio score**
 - **Overall valuation (Seller + Debtor)**
- Grant To be evaluated Reject

Performing Client



- Key Factors for Valuation**
- Economic and financial analysis of the Balance Sheet/P&L/Cash Flow Statement
 - Positioning in the sector
 - Sustainability of the debt position (Debt-Service Coverage Ratio)
 - Credibility of the management

- Output**
- **Performing Seller's quantitative score**
 - **Debtor's score**
 - **Seller's portfolio score**
 - **Overall valuation (Seller + Debtor)**
- Grant To be evaluated Reject

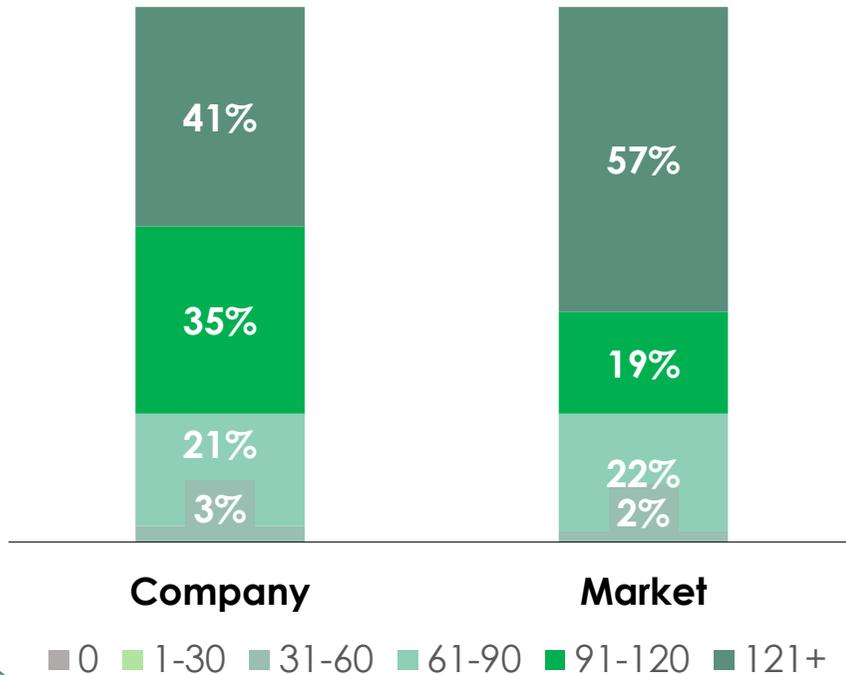
Debtor Scoring

Macro score	Indicator	Assessment details
1 Commercial score	BRI 	<ul style="list-style-type: none"> Counterparty summary assessment considering the economic and financial aspects, the history of the company, the shareholders structure, etc.
	CGS 	<ul style="list-style-type: none"> Counterparty summary assessment considering the economic and financial aspects, the history of the company, the shareholders structure, etc.
	Rating Score 	<ul style="list-style-type: none"> Counterparty summary assessment considering the economic and financial aspects, the history of the company, the shareholders structure, etc.
	Delinquency Score 	<ul style="list-style-type: none"> Probability of late payments over the next 12 months
	Failure Score 	<ul style="list-style-type: none"> Company probability of default over the next 12 months
2 Payments score	Paydex 	<ul style="list-style-type: none"> Score on the counterparty's payment performance
	Payline 	<ul style="list-style-type: none"> Score on the counterparty's payment performance
3 Credit insurability score	Grade Allianz Trade 	<ul style="list-style-type: none"> Degree of credit insurability
	DRA 	<ul style="list-style-type: none"> Degree of credit insurability Coface – <i>in progress</i>
4 Credit insurance	Insurance 	<ul style="list-style-type: none"> Insurance partnership with Allianz Trade to insure up to 100% of the credit cross, starting from amounts above 30k

A Model Difficult-to-Replicate

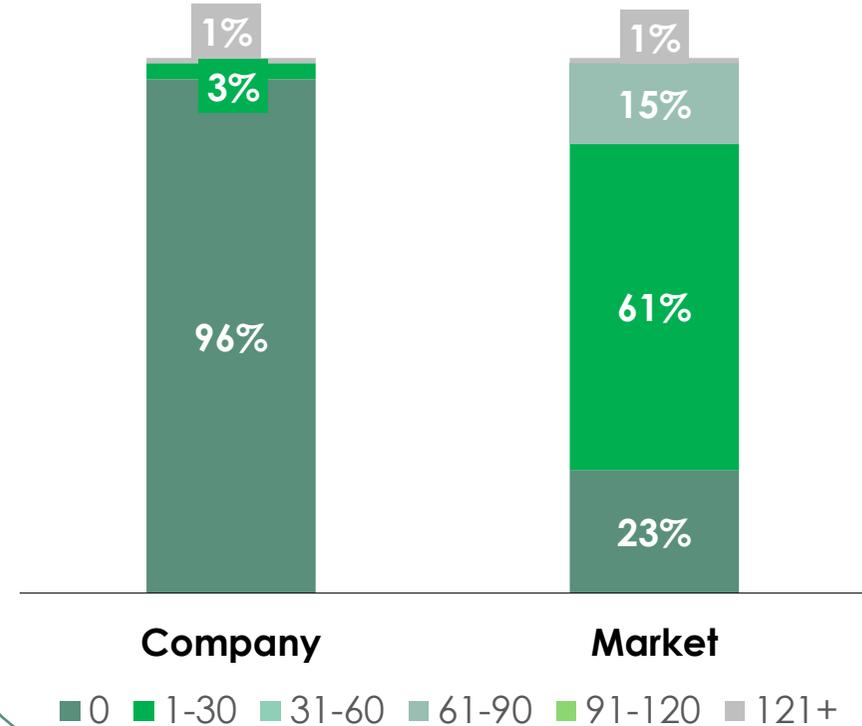
Payment Conditions (DSO)

Only **41%** of Generalfinance's portfolio has payment conditions exceeding 120 days (**vs 57% of the market**)



Payment Delays (days)

96% of Generalfinance's portfolio has **no payment delays** (**vs 23% of the market**)



Generalfinance boasts a portfolio quality, both in terms of Payment Conditions and Payment Delays, better than the rest of the market

Risk reduction in Distressed Factoring

Given that the majority of Generalfinance's turnover is realized towards distressed Sellers, the Company can benefit from a reduction in risk, because of 3 main factors



Lower Credit Risk

- Effects of insolvency proceedings on financial position (ex. credit write-offs)
- Recovery and relaunch plan
- Possible change in the Governance
- Possible capital injection or new financing
- Preeductibility (i.e., superpriority) of receivables arising from loans disbursed in execution of the plan and loans disbursed prior to the submission of the composition with creditors plan, respectively, if the conditions provided by the regulations are met



Lower Operating Risk

- Court approval (arrangement with creditors, restructuring agreement)
- Supervision by the court commissioner (arrangement with creditors)
- Presence of high standing Financial Advisors and Legal Counsels
- Management change



Lower Risk of Clawback Action

- Financial assistance for the implementation of the agreement / plan / arrangement with creditors with exemptions from clawback actions
- Authorization for bridge financing (in these cases, the risk of clawback actions is excluded on a *de facto* basis)
- Factoring law and related protections (clawback actions regarding collections from assigned debtors)

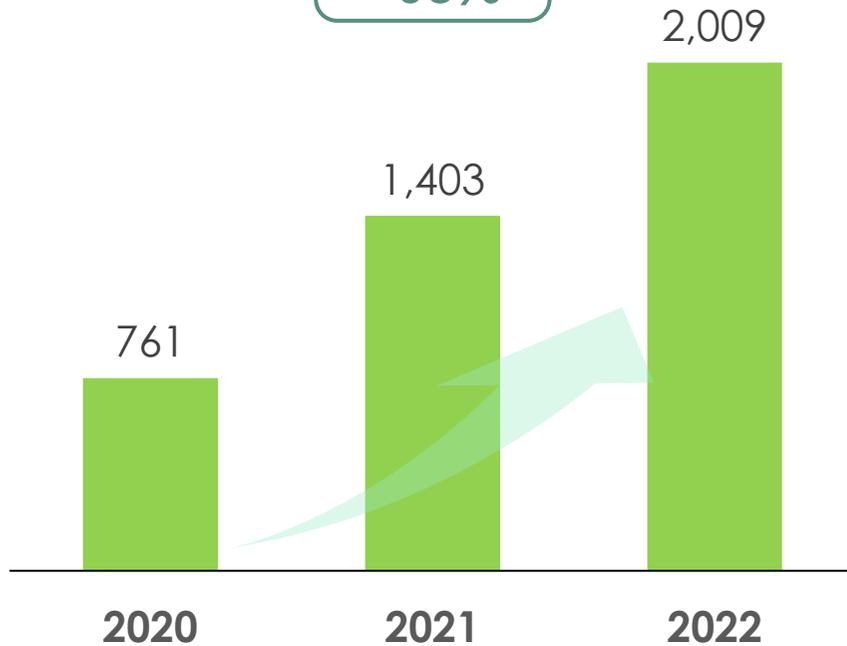
Main 1H 2023 Results

Turnover witnessing a strong growth story

Growth in Turnover Volume (€M)

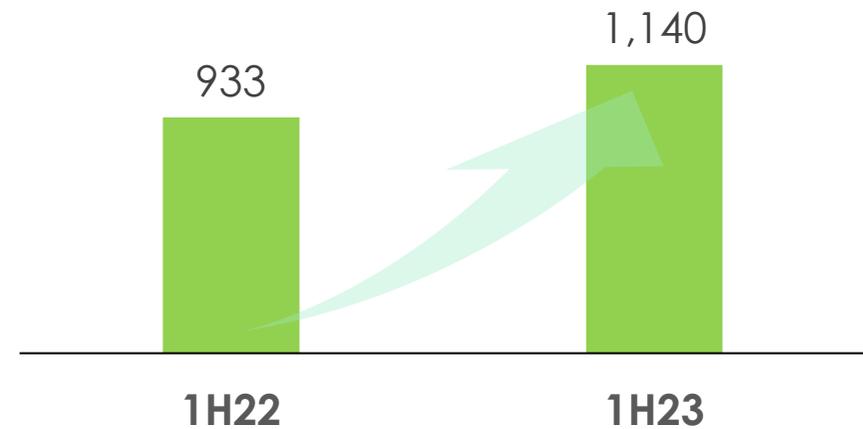
Data in €mln

**CAGR
'20-'22
+63%**



Data in €mln

**VAR. YOY
22-23
+22%**



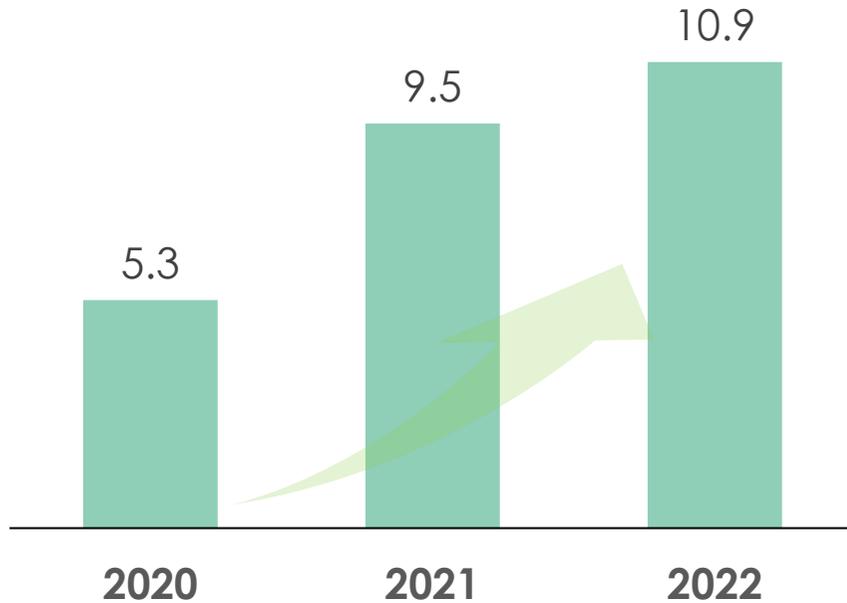
2023 annual growth rate (22%) above the market average (+3%)

Net Income: high profitability from the operations

Growth in net income (€M)

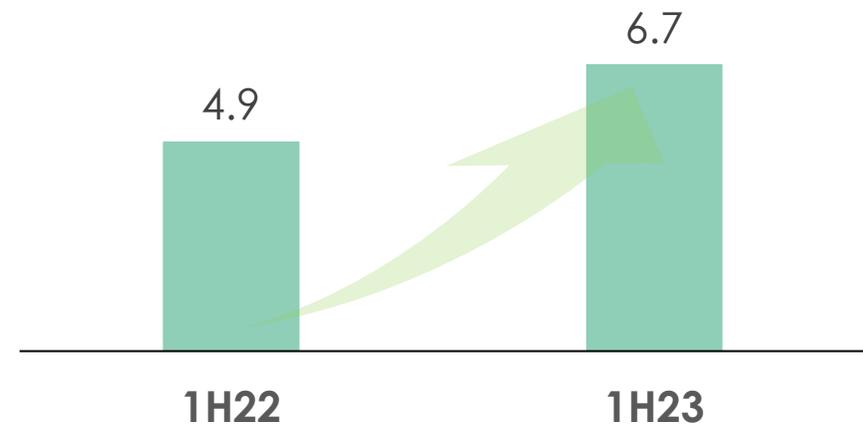
Data in €mln

**CAGR
'20-'22
+43%**



Data in €mln

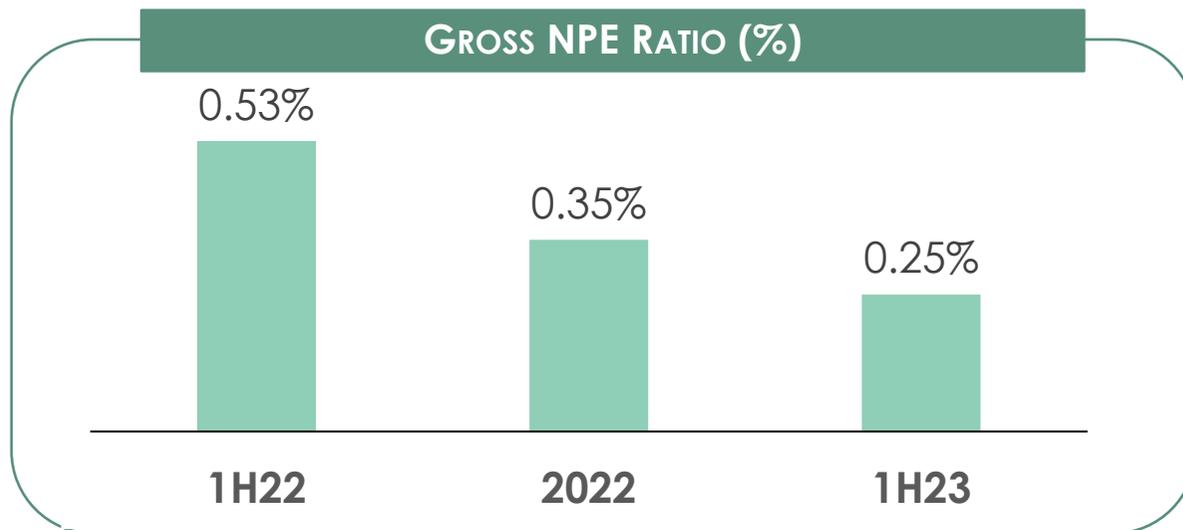
**VAR. YOY
22-23
+35%**



Profitability level in line with 2023 Budget

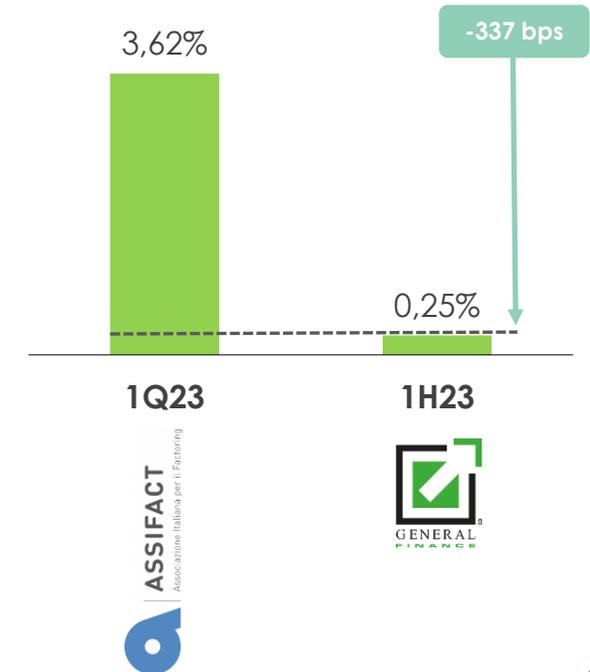
Focus on Asset Quality and Digital Factoring

A low risk model with a best in class asset quality



Gross NPE Ratio Benchmarking

Generalfinance has **lower cost of risk and non-performing exposure compared to the market** thanks to its unique and effective business model enabling a constant **mitigation of credit risk**

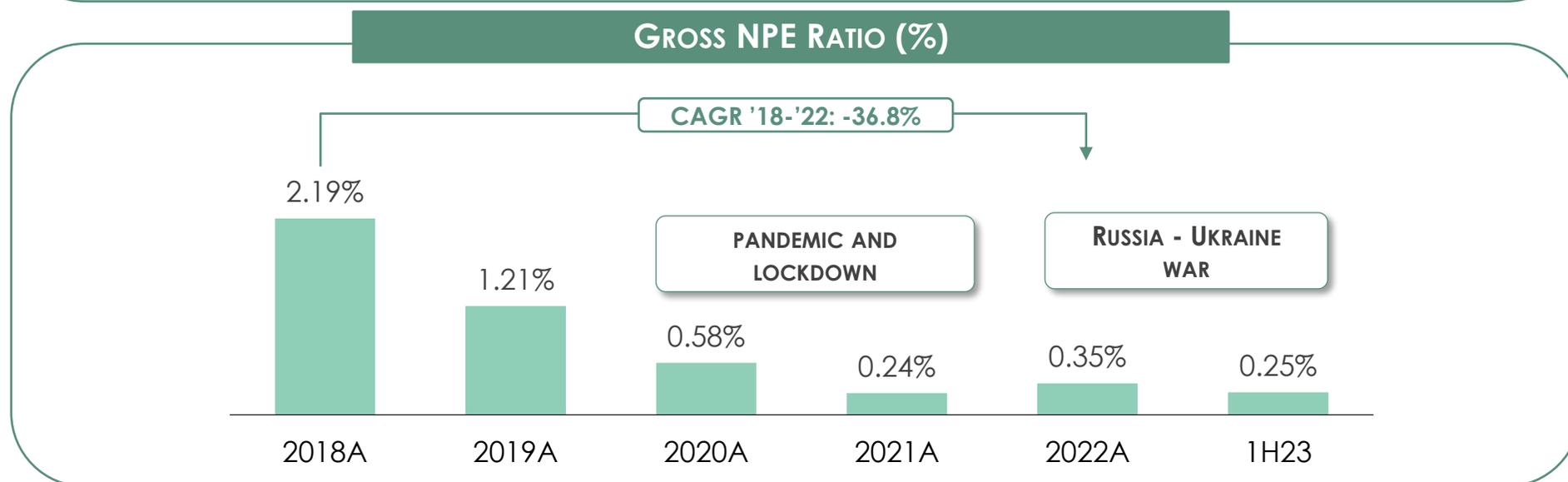
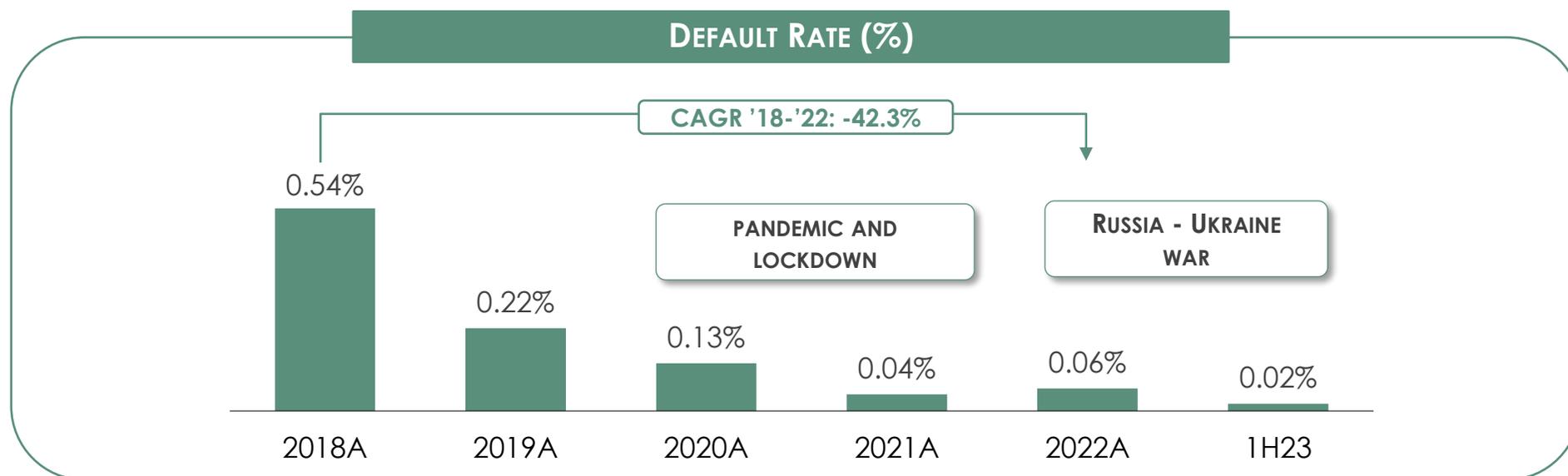


Assifact NPE Ratio (%) as at June, 30 2023

Cost of Risk has been computed as Credit Risk Adjustments / Annual Disbursed Loans;

Gross NPE («Non-Performing Exposure») Ratio has been computed as Gross NPE / Gross Loans to Customers

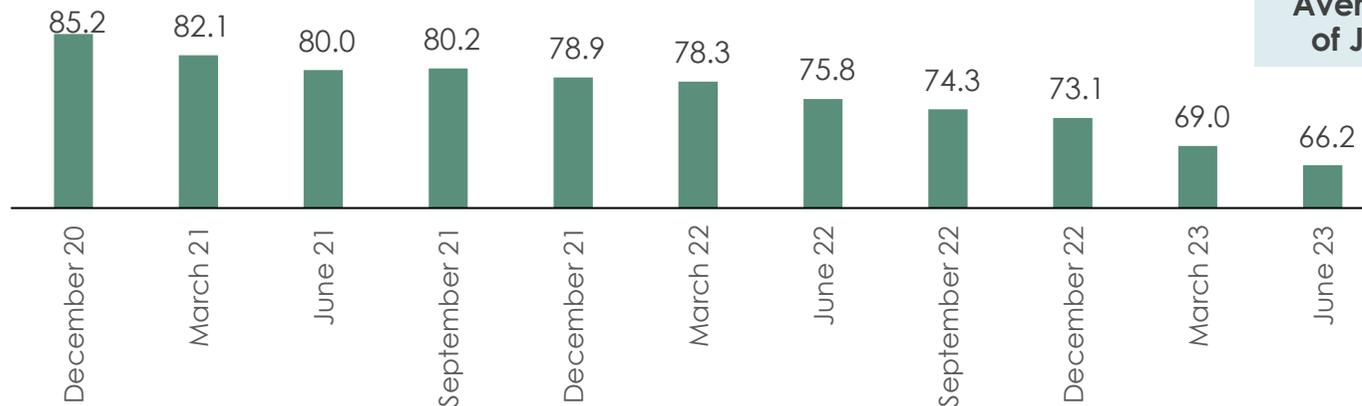
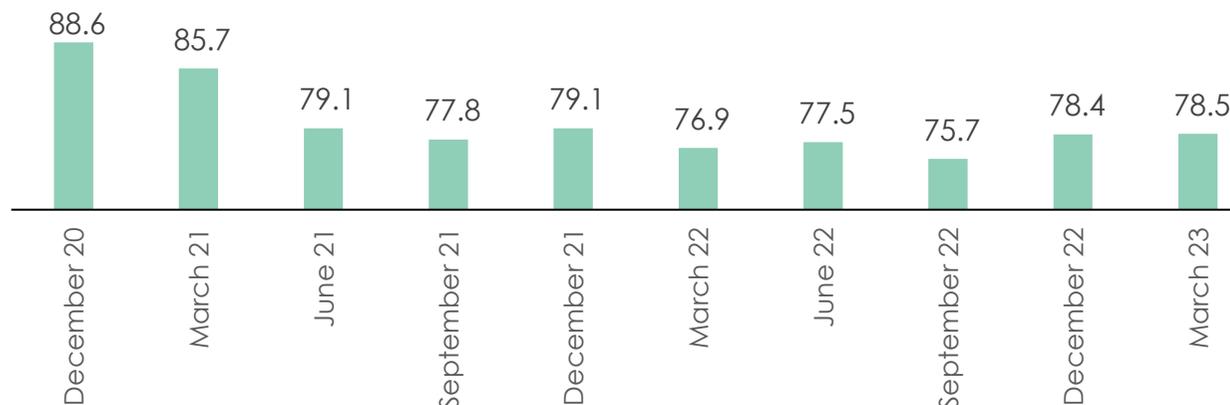
Default Rate and NPE Ratio constantly improving



Default rate: NPE inflow of the year / loans disbursement flow of the year

Company's DSO expressing a very low duration of the portfolio

Days Sales Outstanding (DSO) – Receivables from private companies



Source: Assifact monthly and quarterly statistics; excluding public sector.



1H 23 Results: Balance Sheet, P&L, Funding and Capital

Main KPIs behind our business

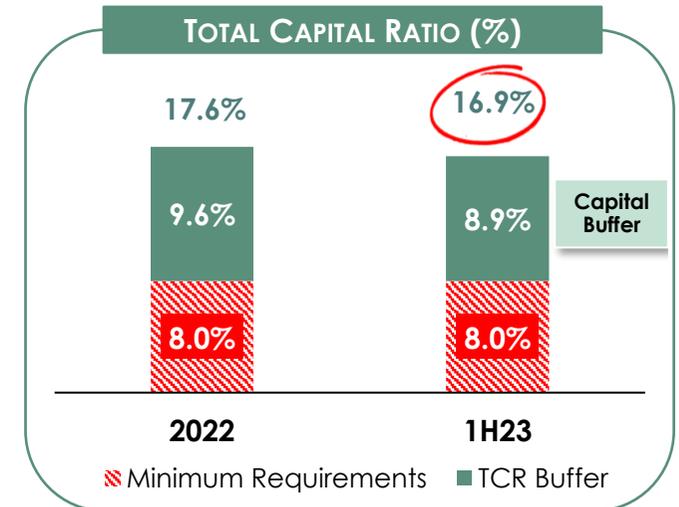
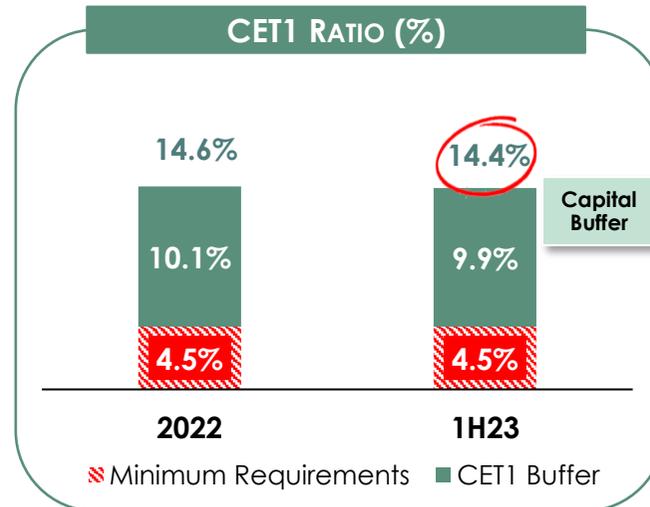
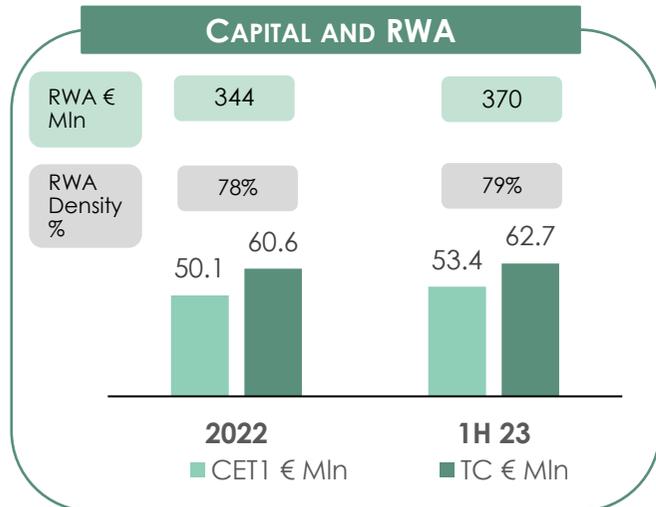
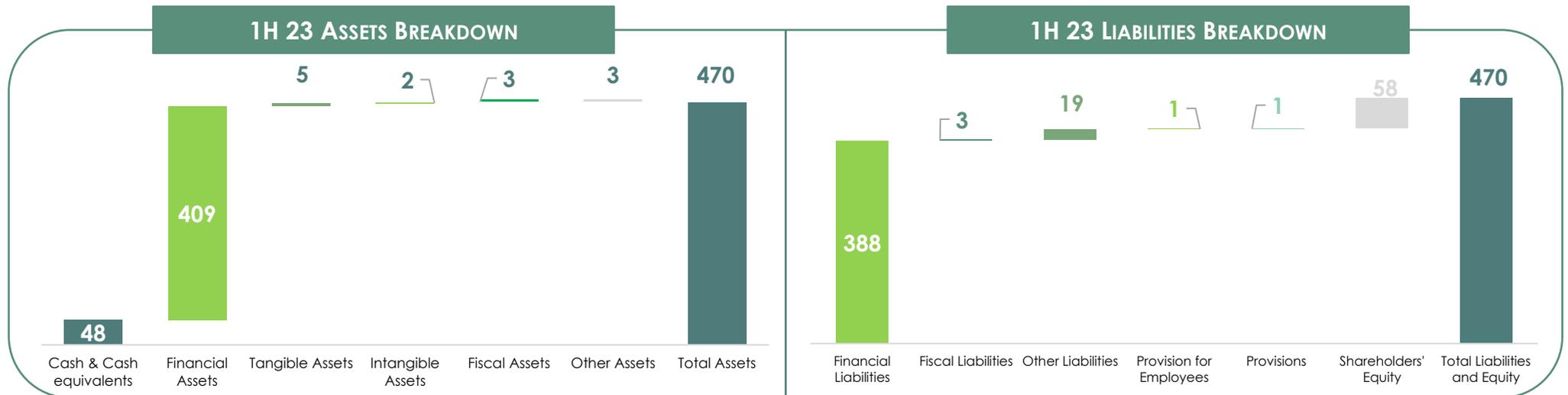
Income Statement (€m)	2020A	2021A	2022A	CAGR '20-'22	1H22	1H23	YoY%
Interest Margin	4.1	6.2	7.3	33.2%	3.8	3.8	2.1%
Net Commission	13.1	17.7	23.6	34.1%	10.8	12.5	15.0%
Net Banking Income	17.2	23.9	30.9	33.9%	14.6	16.3	11.7%
Net value adjustments / write-backs for credit risk	(0.7)	(0.2)	(1.2)	30.0%	(0.2)	(0.3)	31.4%
Operating Costs	(8.4)	(9.8)	(13.2)	25.4%	(7.0)	(6.4)	(8.6%)
Net Profit	5.3	9.5	10.9	42.9%	4.9	6.7	35.4%

(€m)	2020A	2021A	2022A	CAGR '20-'22	1H22	1H23	YoY%
Turnover	760.7	1,402.9	2,009.4	62.5%	932.6	1,140.1	22.2%
Allocated Amount	562.0	1,118.5	1,674.0	72.6%	776.8	931.7	19.9%
LTV	73.9%	79.7%	83.3%	6.2%	83.3%	81.7%	-1.9%

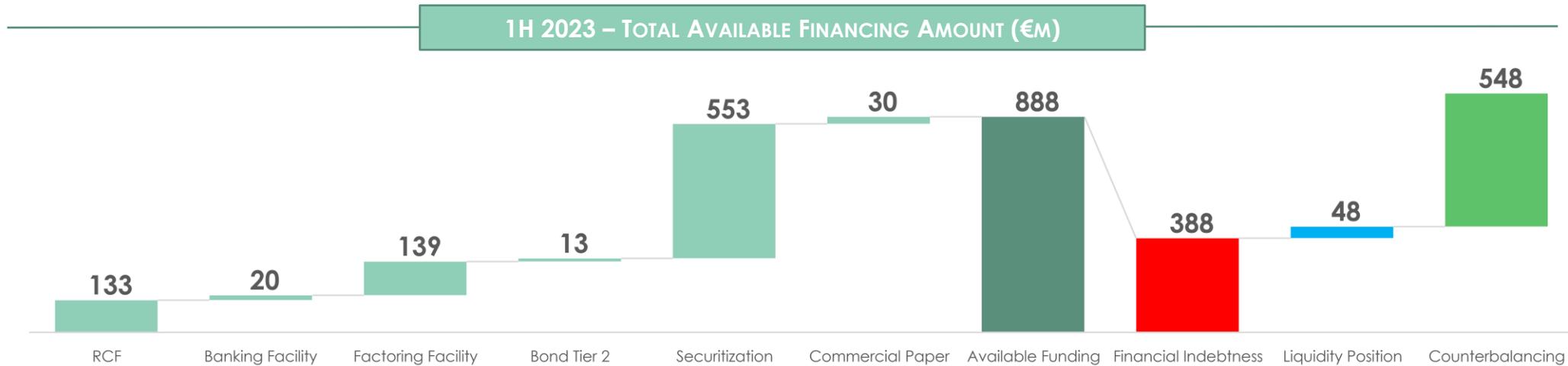
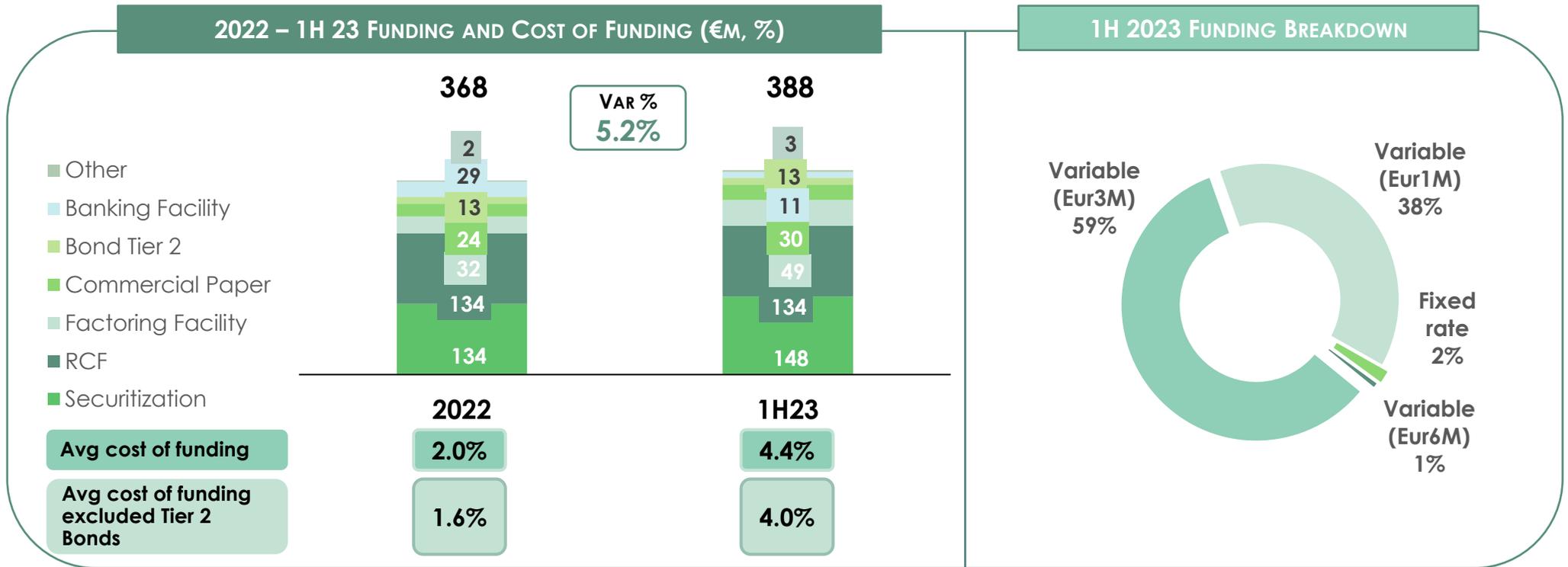
Net Banking Income / Average Loan (%)	11.2%	9.6%	8.7%	(11.5%)	8.6%	8.2%	(4.0%)
Interest Margin / Net Banking Income (%)	23.8%	26.0%	23.5%	(0.5%)	25.8%	23.6%	(8.6%)
Cost Income Ratio	48.7%	40.9%	42.7%	(6.4%)	47.7%	39.1%	(18.2%)
ROE (%)	30.9%	42.0%	23.7%	(12.4%)	21.6%	26.1%	20.6%

Balance Sheet (€m)	2020A	2021A	2022A	CAGR '20-'22	1H22	1H23	YoY%
Cash & Cash Equivalents	24.2	33.5	43.7	34.3%	32.3	48.0	48.7%
Financial Assets	176.5	321.0	385.4	47.8%	361.7	408.7	13.0%
Other Assets	9.5	10.8	14.7	24.8%	13.2	13.3	0.3%
Total Assets	210.2	365.3	443.8	45.3%	407.2	470.0	15.4%
Financial Liabilities	175.4	314.6	368.4	44.9%	332.5	387.7	16.6%
Other Liabilities	12.2	18.7	18.6	23.1%	24.0	24.2	0.7%
Total Liabilities	187.6	333.3	387.0	43.6%	356.5	411.9	15.5%
Shareholder's Equity	22.6	32.0	56.8	58.6%	50.7	58.1	14.5%

A very simple balance sheet with a strong capital position...



...coupled with a robust funding and liquidity position

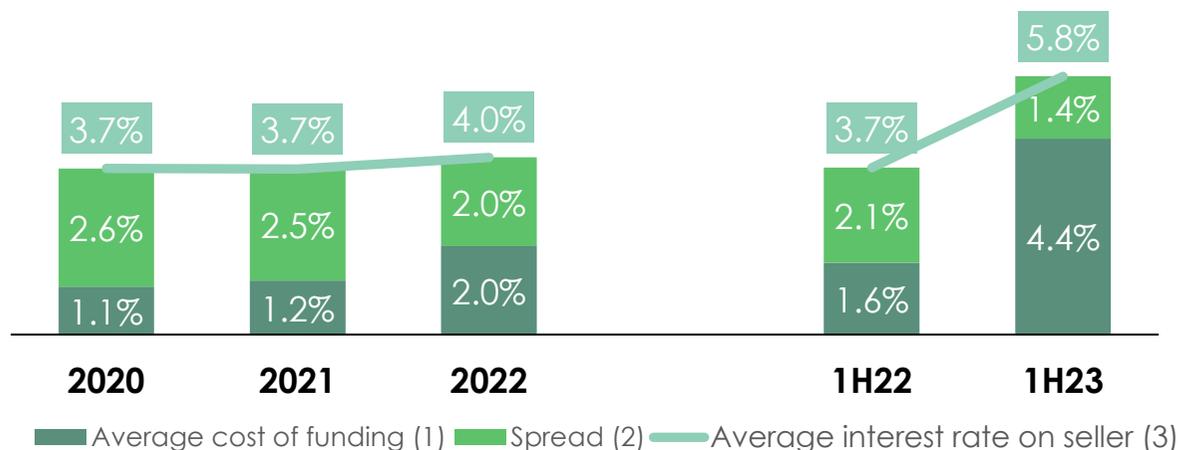


Note: Commercial Papers included in «Fixed Rate»

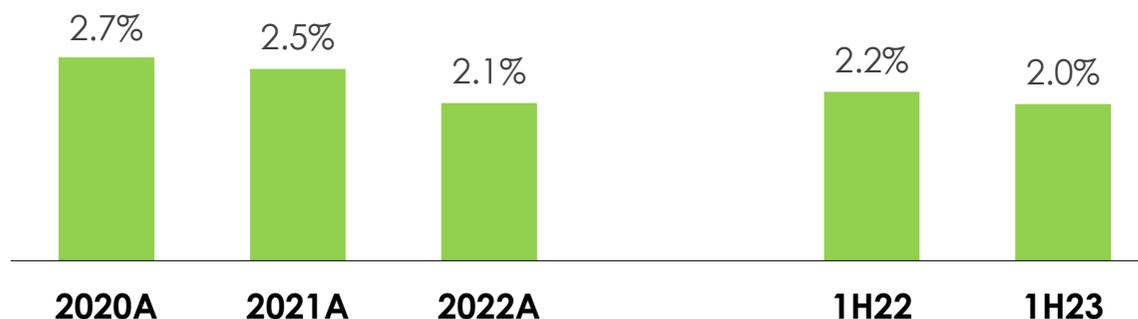
Net interest Income, «hedged» against interest rate rises

- Net Interest Income ~**24%** of the Net Banking Income
- Almost all **funding** available at **variable rates (Euribor 1M, 3M and 6M)**
- Around **99%** of the factoring contracts have been renegotiated, changing the calculated interest rate from fixed to **variable (based on Euribor 3M)**

Commercial Spread (%)



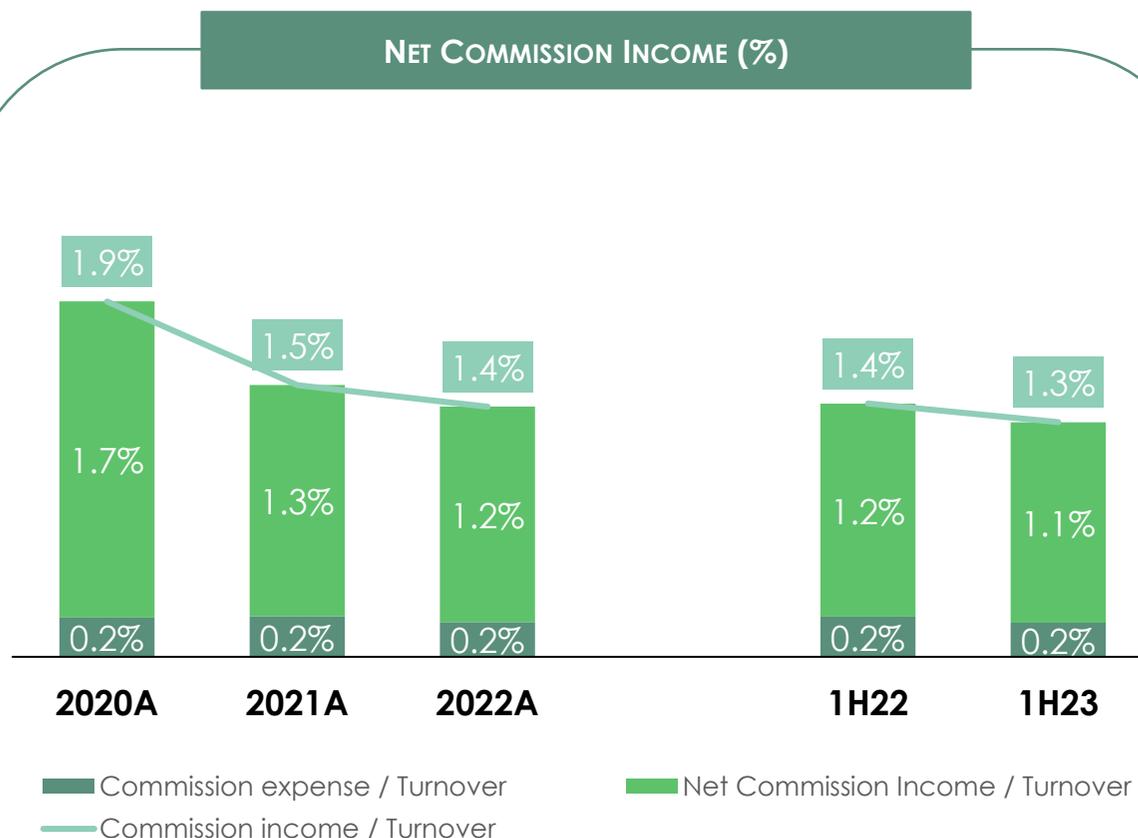
Net Interest Margin⁽⁴⁾(%)



Notes: (1) Calculated as interest expense / average financial liabilities (current and previous year); (2) Spread: average interest rate on seller – average cost of funding (3) Interest income + Delayed payment Interest / average loans (current and previous year); (4) Calculated as Net Interest income / average loans (current and previous year)

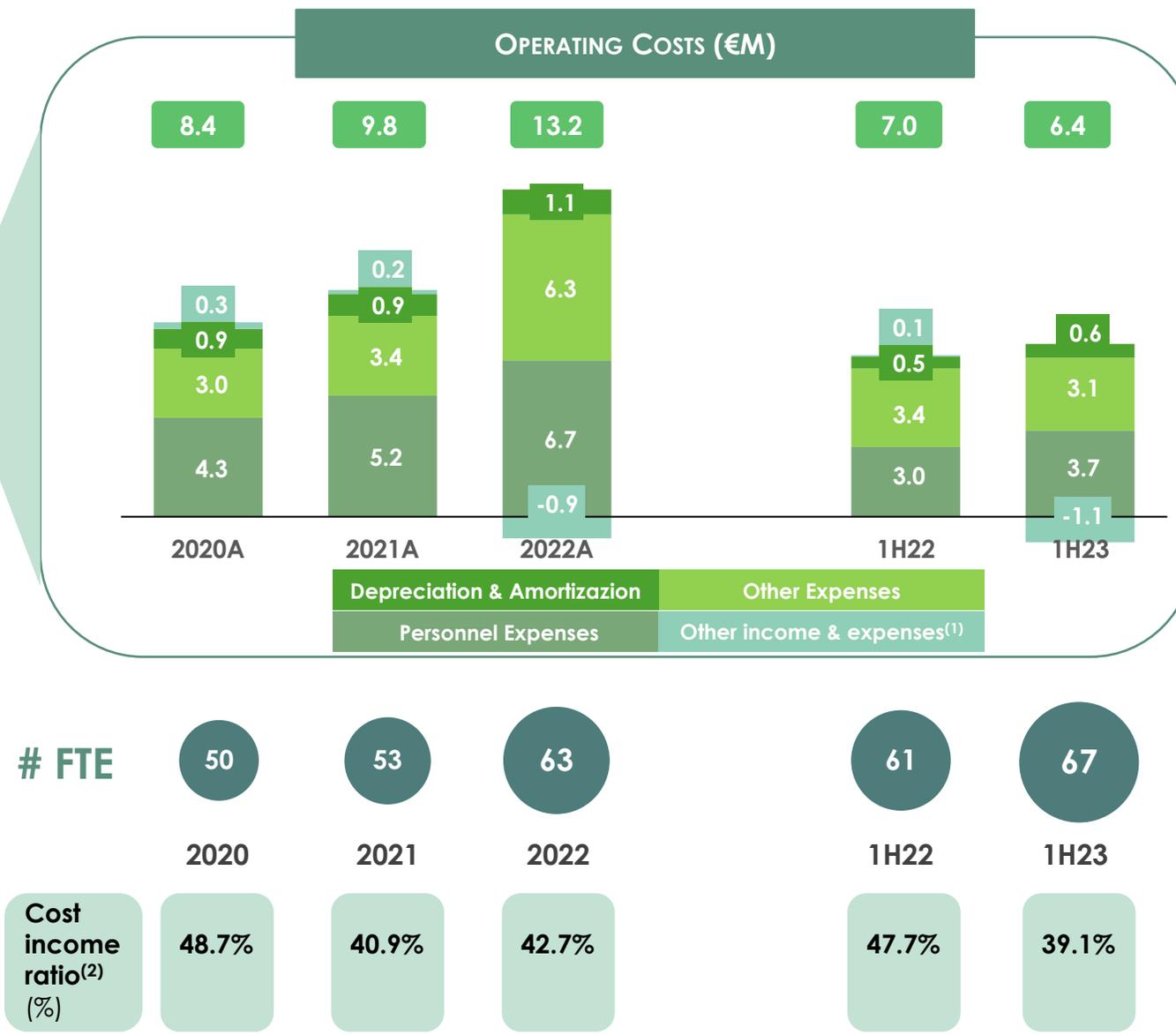
Net commission income, the primary source of profitability

- Net Commission Income **~76%** of the Net Banking Income
- Commission Income/Turnover substantially stable YoY, even with the **different mix of the portfolio** (Corporate Sellers vs Retail Sellers)
- **Stable commission expense rate** thank to optimization of insurance costs and banking fees



Cost / Income reflecting the efficiency of the operating machine

- **#67 FTE** as of 1H 23
- **Cost income remaining at excellent levels** from the high **efficiency** of the operating machine and the **economy of scale (IT proprietary platform)**



Annex

Income Statement

Income Statement (€m)	1H22	1H23	YoY%
Interest income and similar income	6.4	12.1	90.4%
Interest expense and similar charges	(2.6)	(8.3)	218.3%
INTEREST MARGIN	3.8	3.8	2.1%
Fee and commission income	12.8	14.6	13.2%
Fee and commission expense	(2.0)	(2.1)	4.0%
NET FEE AND COMMISSION INCOME	10.8	12.5	15.0%
Dividends and similar income	0.0	0.0	(100.0%)
Net profit (loss) from trading	(0.0)	0.0	(294.1%)
Net results of other financial a/l measured at fv	0.0	0.0	(100.0%)
NET INTEREST AND OTHER BANKING INCOME	14.6	16.3	11.7%
Net value adjustments / write-backs for credit risk	(0.2)	(0.3)	31.4%
a) Financial assets measured at amortised cost	(0.2)	(0.3)	31.4%
NET PROFIT (LOSS) FROM FINANCIAL MANAGEMENT	14.4	16.0	11.4%
Administrative expenses	(6.4)	(6.9)	7.4%
a) Personnel expenses	(3.0)	(3.7)	23.7%
b) Other administrative expenses	(3.4)	(3.2)	(7.2%)
Net provision for risks and charges	(0.0)	(0.0)	(13.1%)
b) Other net provisions	(0.0)	(0.0)	(13.1%)
Net value adjustments / write-backs on pppe	(0.4)	(0.4)	9.5%
Net value adjustments / write-backs on int. Ass.	(0.1)	(0.2)	28.1%
Other operating income and expenses	(0.1)	1.1	(2246.0%)
OPERATING COSTS	(7.0)	(6.4)	(8.6%)
PRE-TAX PROFIT (LOSS) FROM CURRENT OPERATIONS	7.4	9.7	30.2%
Income tax for the year on current operations	(2.5)	(3.0)	19.7%
PROFIT (LOSS) FOR THE YEAR	4.9	6.7	35.4%

Balance Sheet

Balance Sheet (€m)	2022A	1H23	Var% YTD
Cash and cash equivalents	43.7	48.0	9.7%
Financial assets measured at fair value through p/l	0.0	0.0	14.7%
Financial assets measured at amortised cost	385.4	408.7	6.0%
Equity investments	0.0	0.0	-
Property, Plan and Equipment (PPE)	4.9	5.2	6.2%
Intangible assets	2.0	2.3	10.6%
Tax assets	4.6	3.2	(30.6%)
a) current	4.1	2.7	(35.3%)
b) deferred	0.5	0.5	15.1%
Other assets	3.2	2.6	(16.2%)
TOTAL ASSETS	443.8	470.0	5.9%
Financial liabilities measured at amortised cost	368.4	387.7	5.2%
a) payables	331.2	345.2	4.2%
b) outstanding securities	37.2	42.5	14.3%
Tax liabilities	4.9	3.1	(37.0%)
Other liabilities	11.6	18.6	59.9%
Severance pay	1.3	1.4	2.6%
Provision for risk and charges	0.8	1.2	42.1%
Share capital	4.2	4.2	0.0%
Share premium reserve	25.4	25.4	0.0%
Reserves	16.2	21.6	33.7%
Valuation reserves	0.1	0.1	47.1%
Profit (loss) for the year	10.9	6.7	(38.5%)
TOTAL LIABILITIES AND SHAREHOLDERS'S EQUITY	443.8	470.0	5.9%

Business Plan 2022-2024 KPIs

Top Line (€ bn)	2021A	2022A ADJ	2024E	CAGR '21-'24
Turnover	1,4	2,0	3,4	34%
Allocated Amount	1,1	1,7	2,8	36%
LTV⁽²⁾	80%	83%	83%	n.a.

P&L (€ mn)	2021A	2022A ADJ	2024E	CAGR '21-'24
Interest Margin	6,2	7,3	13,7	30%
Net Commision	17,7	23,6	35,7	26%
Net Banking Income	23,9	30,9	49,3	27%
Operating costs	(9,8)	(11,6)	(14,7)	14%
Net Profit	9,5	12,1	21,5	31%

BS (€ mn)	2021A	2022A ADJ	2024E	CAGR '21-'24
Cash & Cash Equivalents	33,5	43,7	54,7	18%
Financial Assets	321,0	385,4	697,9	30%
Other Assets	10,8	14,6	13,8	9%
Total Assets	365,3	443,8	766,5	28%
Financial Liabilities	314,6	368,4	648,5	27%
Other Liabilities	18,7	17,4	36,7	25%
Shareholder's Equity	32,0	58,0	81,3	36%
Total Liabilities	365,3	443,8	766,5	28%

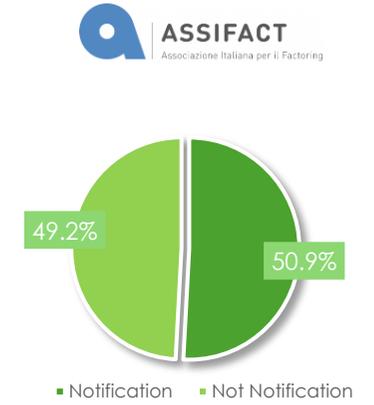
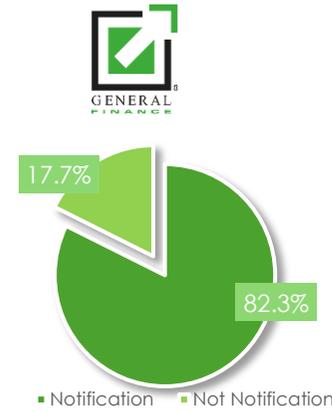
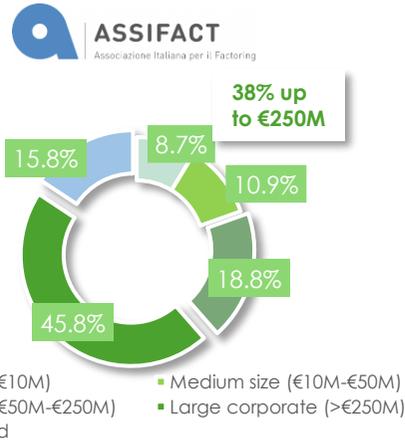
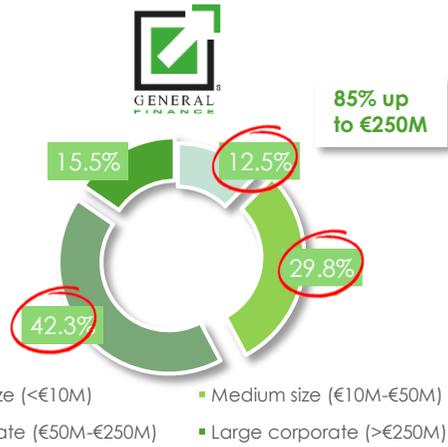
KPI (%)	2021A	2022A ADJ	2024E	CAGR '21-'24
Net Banking Income / Average Loans	9,6%	8,7%	8,0%	n.a.
Interest Margin / Net Banking Income	26,0%	23,5%	27,8%	n.a.
Cost Income Ratio	40,9%	37,7%	29,7%	n.a.
ROE	42,0%	26,3%	36,0%	n.a.
CET1 Ratio	9,4%	14,6%	11,2%	n.a.
Total Capital Ratio	13,7%	17,6%	13,3%	n.a.

Note: 2022A ADJ means that the values are neutralized from IPO costs € 1,6 mn (2) LTV: Loan to Value

Turnover breakdown vs system average 1/2

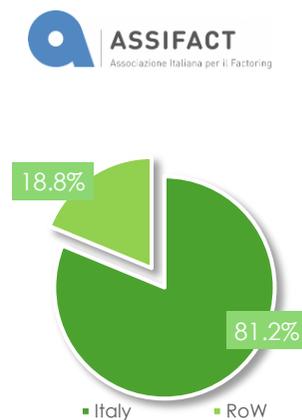
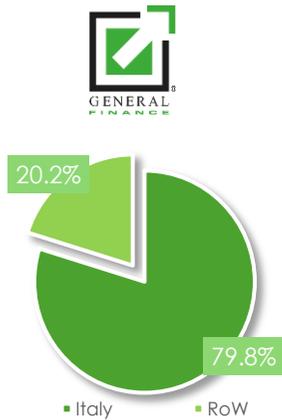
SELLERS' DIVERSIFICATION BY DIMENSION

FACTORING BY NOTIFICATION STATUS



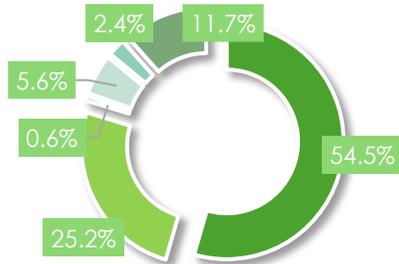
NATIONAL VS INTERNATIONAL TURNOVER

TURNOVER BY PRODUCT

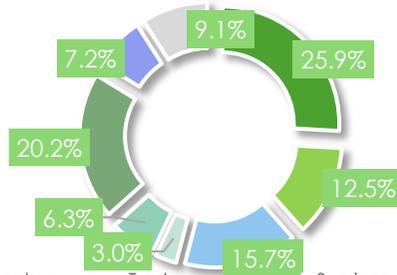


Turnover breakdown vs system average 2/2

SELLERS' DIVERSIFICATION BY SECTOR



- Manufacture
- Trade
- Services
- Transportation
- Construction
- Others

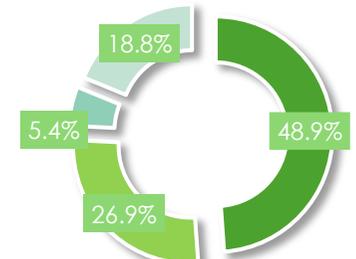


- Manufacture
- Trade
- Services
- Transportation
- Construction
- Others
- Foreign
- Not classified

SELLERS' DIVERSIFICATION BY GEOGRAPHY



- Northern Italy
- Center of Italy
- Southern Italy



- Northern Italy
- Center of Italy
- Southern Italy
- International

HIGHER NUMBER OF DEBTORS PER SELLER



Generalfinance's Turnover data refers to June 30, 2023

Assifact's Turnover data refers to March 31, 2023

1) Household debtors have not been included



Top line components

SINCE 2016, GENERALFINANCE HAS ADOPTED IAS/IFRS ACCOUNTING STANDARDS

PRO SOLVENDO FACTORING

Factoring Commissions

+

Other Commissions

+

Interest Income

+

Interests and commissions derived from delay in payments

- Deducting from allocated amount
- Accounted in financial statements through accrued income or by cash (other commissions)

- Accounted by cash at the payment time
- Settled within the DPP (Deferred Purchase Price) framework

PRO SOLUTO FACTORING¹

Factoring Commissions

+

Other Commissions

+

Interest Income

SIMPLE AND TRANSPARENT P&L PAIRED WITH ALMOST NO VOLATILITY OF FAIR VALUE / CREDIT ADJUSTMENT

Revenues' generation – example

PRO SOLVENDO TRANSACTION		Formula	P&L Accounting
Invoice's nominal value	100,000	a	
Advance rate	80.00%	b	
Gross disbursed amount	80,000	$c = a \times b$	
Maturity of disbursed amount (days)	88	e	
Contractual interest rate	4.00%	f	
Interest revenues	789.04	$g = (c \times f \times (e+2)) / 365$	Prepayment
DSO	90	h	
Monthly commission rate	0.50%	i	
Commission revenues	1500.00	$l = a \times i \times (h/30)$	Prepayment
Total revenues	2289.04	$m = g + l$	Prepayment
Net disbursed amount	77,710.96	$n = c - m$	
Delay in payment (days)	5	o	
Delay in payment interest rate	5.00%	p	
Delay in payment commission rate	0.50%	q	
Delay in payment interest revenues	54.79	$r = (c \times p \times o) / 365$	Cash basis
Delay in payment commission revenues	83.33	$s = a \times q \times (o/30)$	Cash basis
Delay in payment total revenues	138.13	$t = r + s$	Cash basis
Non-advance amount	20,000	$u = a - c$	
Net settlement	19,861.87	$v = u - t$	

Benefits of pro-solvendo lending contract

The offsetting mechanism is a specific technicality of the Factoring Agreement, which is elaborated consistently with the Assifact standard

ARTICLE 28 OF GENERALFINANCE FACTORING AGREEMENT

"The Factor will be entitled to retain sums and set off the debts (of every kind) due by the Factor to the Seller against the Receivables (of every kind) due from the Seller to the Factor, including the Receivables due from the Seller to third parties and assigned to/guaranteed by the Factor.

Should the Seller default on any of its payment obligations, the Factor will be able to treat its Receivables as liquid and payable, even if not already fallen due. Offsets by the Seller require the prior written consent of the Factor".

A PRACTICAL EXAMPLE:

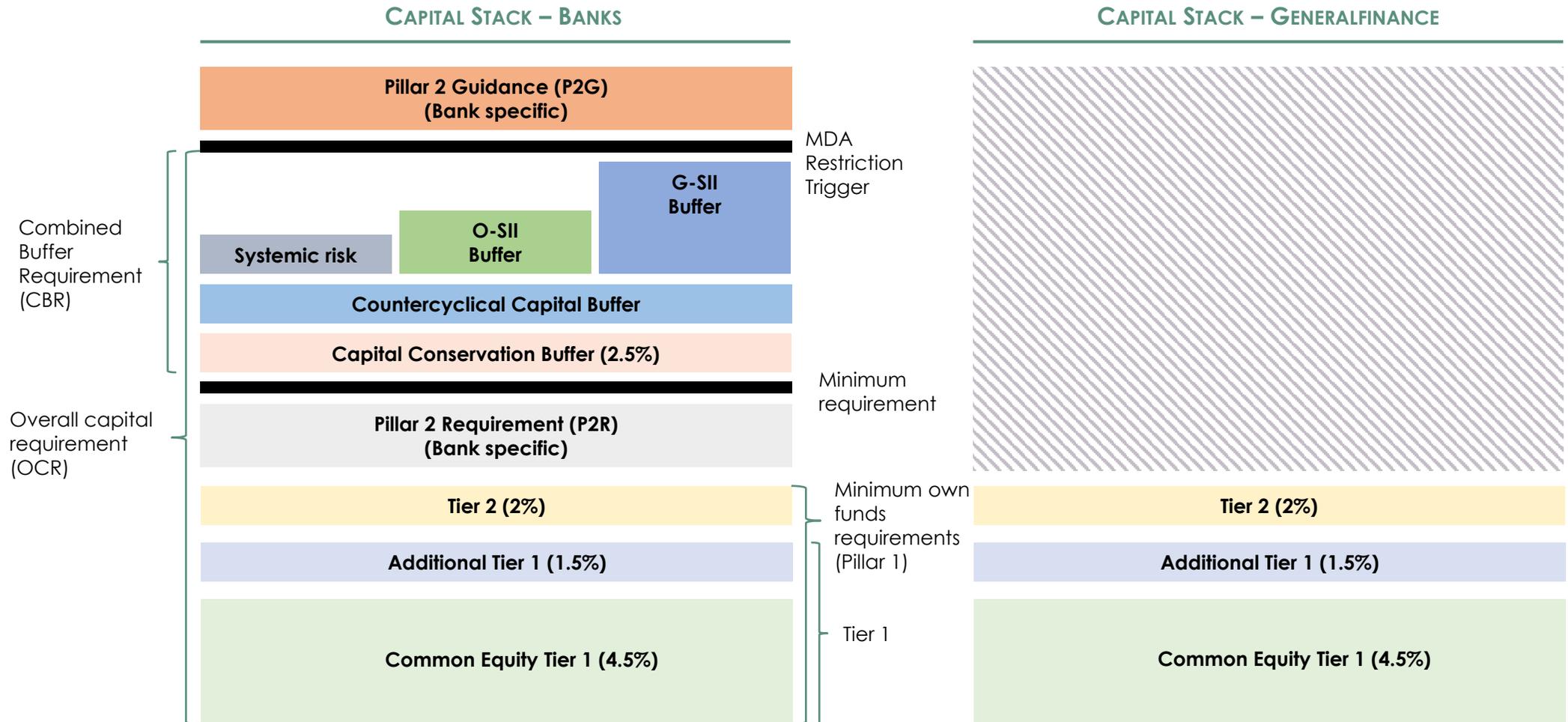
Seller A

ID Borrower	Nominal Value (A)	LTV (B)	Disbursement (C) = (A x B)	Unpaid	Amount Collected (D)	Amounts not advanced to be settled (D - C)
1	100.000,00	80%	80.000,00	Yes	-	-
2	100.000,00	80%	80.000,00	No	100.000,00	20.000,00
3	100.000,00	80%	80.000,00	No	100.000,00	20.000,00
4	100.000,00	80%	80.000,00	No	100.000,00	20.000,00
5	100.000,00	80%	80.000,00	No	100.000,00	20.000,00
6	100.000,00	80%	80.000,00	No	100.000,00	20.000,00
7	100.000,00	80%	80.000,00	No	100.000,00	20.000,00
8	100.000,00	80%	80.000,00	No	100.000,00	20.000,00
9	100.000,00	80%	80.000,00	No	100.000,00	20.000,00
10	100.000,00	80%	80.000,00	No	100.000,00	20.000,00
	1.000.000,00		800.000,00		900.000,00	180.000,00
			Debts of the Factor			180.000,00
			Unpaid debts compensated			80.000,00
			Netting to be liquidated			100.000,00

In FY 2021, Generalfinance paid an average advance equal to **80%** of Turnover. With regard to the pro-solvendo factoring, Generalfinance is entitled to set off amounts owed by the Sellers to it against amounts owed by Generalfinance to the Sellers based on specific clauses included in the factoring agreement.

The Company has a high Debtor/Seller ratio equal to **58**, growing steadily over the last 3 financial years, against an average of the Italian factoring market - calculated excluding private assigned Debtors - equal to 10¹, which expands the possibilities of **offsetting between receivables and debit items against the Sellers as part of pro-solvendo transactions.**

Capital Stack – A capital light lending business



Source: Management

1°
giorno di
quotazione

BORSA ITALIANA Euronext



GENERALFINANCE

BORSA

