



**LendSecured**

Real Estate  
Crowdfunding Platform



# Who are we?



## NIKITA GONCARS

Co-founder/CEO

- 10 years in mortgage lending and real estate in Latvia
- FinTech and innovation enthusiast
- ACAMS training certificate
- Bachelor in Finance from BA School of Business and Finance



## EDGARS TALUMS

Co-founder

- 16 years in mortgage lending and real estate in Latvia
- Founded his first real estate business in 2008
- Founder of successful mortgage lending company
- Studied Finance in BA School of Business and Finance and Science of Law in Turība University.

# Team



## ZANE SNIEDZE

CMO

- Responsible for managing brands, building brand awareness and taking care of marketing channels.
- With a budget of 300k yearly, Zane in a course of 6 years, has managed to design 4 brands, do a re-branding and create an affiliate network.



## JANIS LAIVINS

CLO

- Leading lawyer for LendSecured and its associated companies since 2013.
- Responsible for managing and implementing company's legal policy, ensure compliance according to existing laws and regulations.



## OLEGS DAVIDOVS

CTO

- During his 7 year experience has worked with increased security and heavy duty projects.
- Responsible for building IT processes and platform of LendSecured.



## ALISE IGALE

Leading lawyer

- Holds Bachelor's degree in Law and diplomacy from Riga Graduate School of Law and Master's degree in Law from Latvian University.
- Personal data specialist course certificate. Responsible for data protection, preparation of legal documentation.

# Our key achievements

We are a group of companies working in the field of Real Estate, mortgage lending and construction, with 2 beneficial owners – Edgars Talums and Nikita Goncars.



# Our brands

 **LendSecured**  
Crowdfunding platform


Register Data 

 **Lande**  
TOP agricultural brand

Register Data 

 **Latvijas Hipoteka**  
Established in the 2008.  
Consumer credit license (250k) since 2013.

Register Data 

 **atrahipoteka.lv**  
Brand for Real estate developers

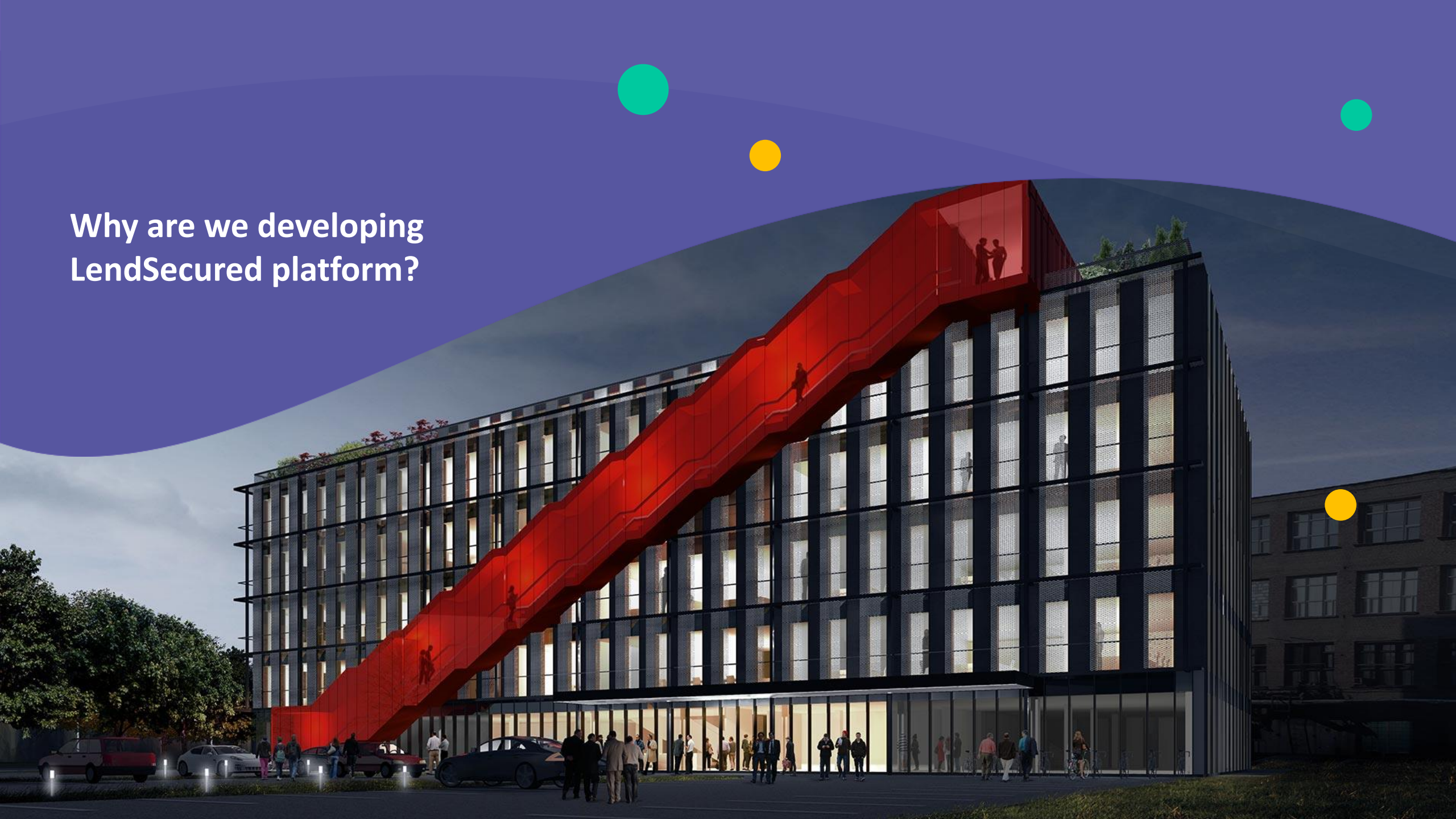
Register Data 

**Loan MGMT**  
Debt collection licence since 2018

Register Data 



Why are we developing  
LendSecured platform?





Launching our own crowdfunding platform is a part of our Long-term group growth strategy.







Diversify funding sources.



Digitalization.



Expand to new markets.



Launch new loan-products.



Provide access of our HIGH QUALITY projects to retail investors.



## Our strengths



**5%** co-funding for every project.



Avg. **LTV 37 %**



Partner with Lemonway, all investments held on a segregated account on the BNP Paribas.



Certificated real estate appraisal in English.






Secondary Market.





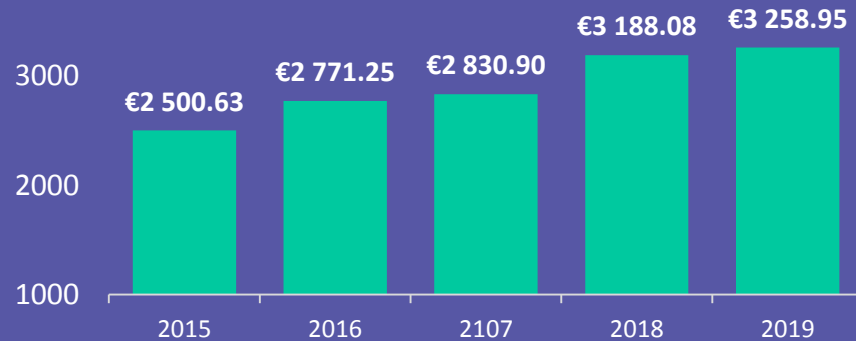
# What are Loan-products provided on LendSecured?

	Who is the borrower	Target	Source of repayment	Project evaluation
 <p><b>FARMERS</b></p>	<ul style="list-style-type: none"> <li>• Small/medium farms;</li> <li>• 10 – 50 ha (86.6 % of all LV farms).</li> </ul>	<ul style="list-style-type: none"> <li>• Machinery;</li> <li>• Fertilizers;</li> <li>• Grain seeds.</li> </ul>	<ul style="list-style-type: none"> <li>• Sell of crops;</li> <li>• EU subsidies;</li> <li>• Other farm profits.</li> </ul>	<ul style="list-style-type: none"> <li>• Only Land plots in regions with high activity, liquid;</li> <li>• EU subsidies improves loan repayment possibility.</li> </ul>
<p><i>EU subsidies guaranteed. Agriculture is a fast growing industry. Agricultural land has become very liquid asset, even despite rising prices. At present, demand in Latvia for Agricultural land exceeds supply. During 8 years in agricultural financing we have 0 capital loss, and big experience.</i></p>				
 <p><b>REAL ESTATE DEVELOPERS</b></p>	<ul style="list-style-type: none"> <li>• Rapid developer;</li> <li>• Early stage development projects;</li> <li>• Low LTV insures possible loss in case of business bankruptcy.</li> </ul>	<ul style="list-style-type: none"> <li>• Bridge loan;</li> <li>• Small – medium size, liquid construction projects.</li> </ul>	<ul style="list-style-type: none"> <li>• Sale of collateral;</li> <li>• Refinancing to the bank.</li> </ul>	<ul style="list-style-type: none"> <li>• Small liquid projects, max 250-300 m<sup>2</sup></li> <li>• More potential buyers;</li> <li>• Better chances and easier to refinance, sell, recover loan.</li> </ul>
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 <p><b>SME LOANS</b></p>	<ul style="list-style-type: none"> <li>• SMEs with RE collateral;</li> <li>• 93 % of business in LV are SMEs;</li> <li>• Start-up with RE collateral .</li> </ul>	<ul style="list-style-type: none"> <li>• Working capital;</li> <li>• Development.</li> </ul>	<ul style="list-style-type: none"> <li>• Profit;</li> <li>• Refinancing to the bank.</li> </ul>	<ul style="list-style-type: none"> <li>• Look at the history of business. Due diligence on business.</li> </ul>
<p><i>Backbone of economy – SMEs comprise 93% of all businesses in Latvia.</i></p>				

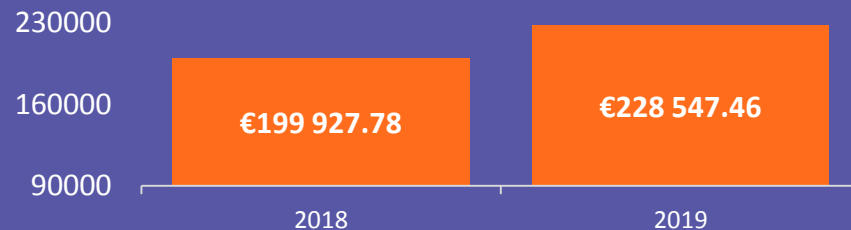
# Market overview (land and forest)



## LIG160. Purchase of agricultural land In statical regions (EUR per ha). LATVIA\*



## Purchase volume of total transaction, EUR ('000)\*\*



Moderate growth in market prices.

## Promotion of agricultural lending

### How do we reach clients (Farmers)

- lande.lv agricultural brand with ads on local media: TV, radio, internet, newspapers;
- 6% acceptance rate;
- 95% of applications are decided within 1 day

### 3 ways to apply for a loan:



Call



Meeting



Online meeting

### We undertake to obtain all necessary details such as:

- borrower financial situation;
- register collateral in landbook;
- visiting object;
- ordering certificate mortgage appraisal.

During our experience in agricultural financing, we have managed to obtain zero capital loss, as EU subsidies guarantees loan repayment and growing demand provides sale opportunities for collateral.

Source: \*[https://data.csb.gov.lv/pxweb/en/lauks/lauks\\_LS\\_cenas\\_ikgad/LIG160.px/](https://data.csb.gov.lv/pxweb/en/lauks/lauks_LS_cenas_ikgad/LIG160.px/)

\*\*[http://kadastralavertiba.lv/nitis/publish\\_statistika\\_NILM\\_summa\\_gads.html](http://kadastralavertiba.lv/nitis/publish_statistika_NILM_summa_gads.html)

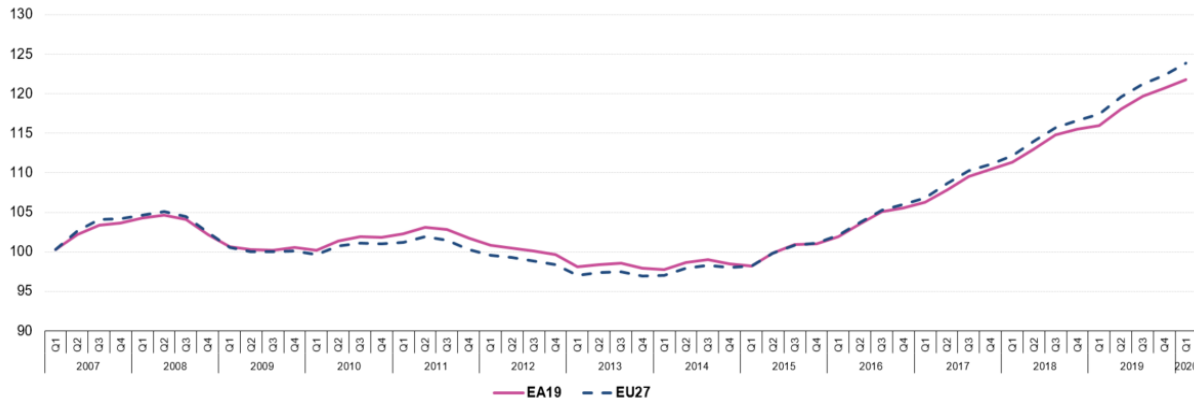


# SMEs and Real estate developers



## House prices steadily rises within EU over the years \*

House Prices - euro area (EA19) and EU27 aggregates - Index levels (2015 = 100), 2007Q1-2020Q1 (%)



Source: Eurostat (online data code: prc\_hpi\_q)

eurostat

We choose quality over quantity. Smaller projects give investors greater assurance that the investment will be recovered. Such collaterals have more potential buyers, with better chances at refinancing or quick sale.

### How do we reach clients (SMEs):

- latvijashipoteka.lv brand with ads on local media: TV, radio, internet, newspapers; 6.5% acceptance rate;
- 95% of applications are decided within 1 day.

### How do we reach clients (Real estate developers):

- atrahipoteka.lv brand with ads on local media: mainly internet;
- 5.8% acceptance rate;
- 95% of applications are decided within 1 day.

### 3 ways to apply for a loan:



Call



Meeting

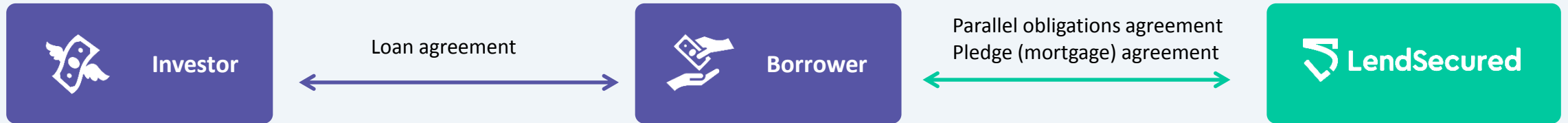


Online meeting

### We undertake to obtain all necessary details such as:

- borrower financial situation;
- register collateral in landbook;
- visiting object ;
- ordering certificate mortgage appraisal.

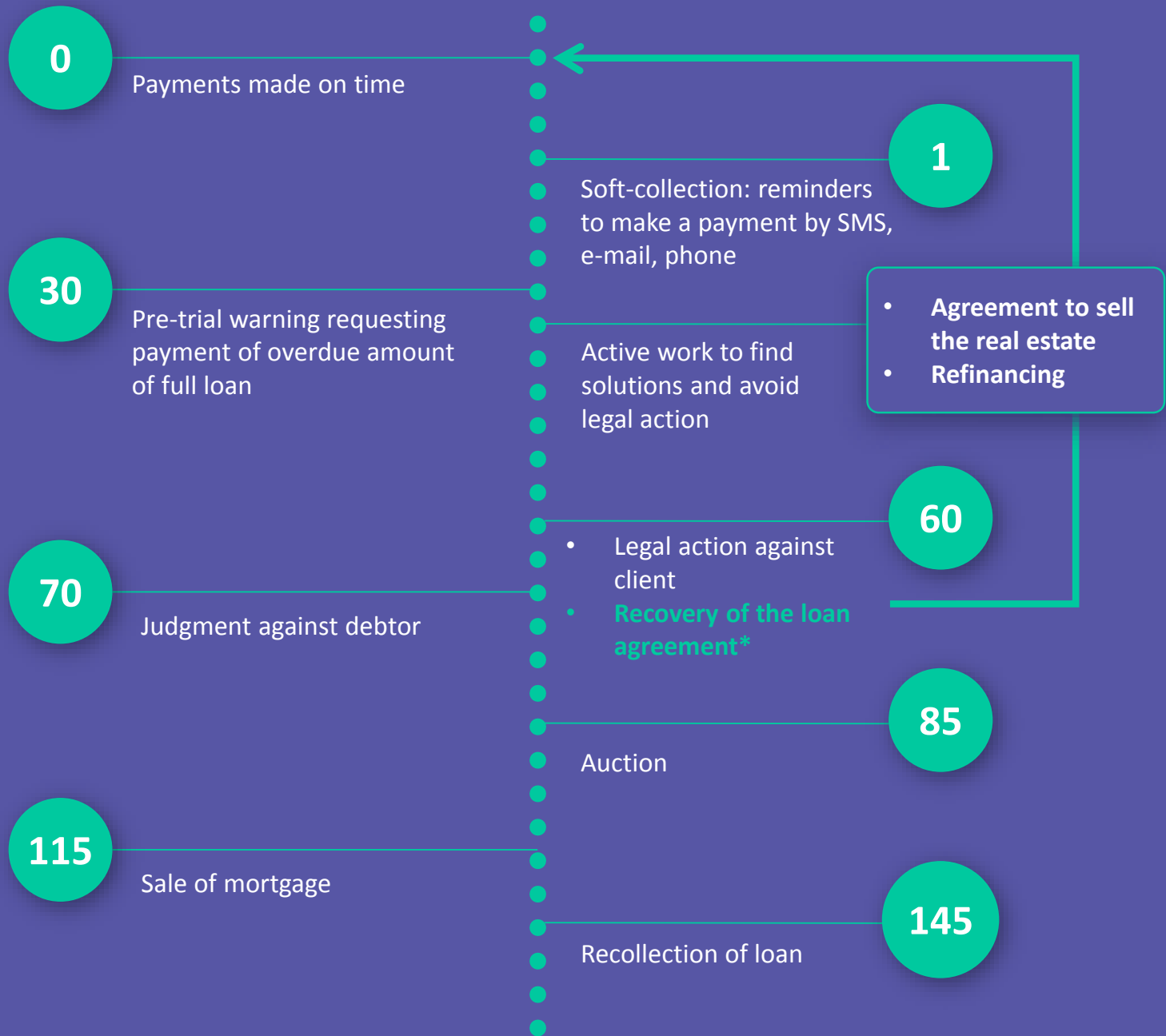
## Agreements concluded



## Investment cash flow







## Debt collection

- Strong in house debt collection;
- Low LTV makes it possible to collect full loan amount, all recovery costs, and any commissions thus making zero capital loss;
- Low LTV enables clients to refinance with other creditor or sell property covering all liabilities.

- \* recovery of the loan agreement – due amount is repaid by day 70

- NOTE: debt recollection process can take up to 365 days if client appeals against the court judgment.

## Our potential investors profile -

We position ourselves as a platform for experienced p2p investors, who understands the importance and value of Real Estate collateral and planning to earn balanced returns **(8-14%)** in the long term.









## OUR OFFICE



RED LINE

Interior

Google Map

## PARTNERS AND MEDIA



altero



forbes



p2pmarketdata

## CERTIFIED EVALUATORS

All signed by E-sign, available in PDF and in English.



latio



arcoreal



ober-haus