

\*\*\*Press release\*\*\*

## **Anadi Bank reaches new highs in digital consumer lending**

- **Record growth of digital consumer credit with rising margins**
- **Very low risk costs thanks to excellent risk management and high portfolio quality**
- **In-house FinTech as a powerful and efficient driver of dynamic growth**

*Klagenfurt, 1 June 2022* - Anadi Bank is once again increasing the pace of growth of its digital consumer loan portfolio. The positive trends of the previous year in terms of margins and volume are accelerating: after the loan portfolio and new business volume for fully automated and paperless consumer loans almost doubled in 2021, contrary to the market trend, this pleasing development is continuing at an accelerated pace in 2022. In the first four months of 2022 alone, the volume of new business - with a significant expansion of the interest margin - increased by around 80% and the loan portfolio by around 30% to over EUR 50 million. This growth was achieved through the high degree of digitalisation of the underlying processes. Digitalisation also enables easy scalability without additional resources, while at the same time reducing acquisition costs and risk costs, which are already low compared to the market. As a result, the corresponding income was almost doubled year-on-year. Anadi Bank anticipates continued strong growth momentum and expects a digital consumer loan portfolio of around EUR 80 million by the end of the year. In total, the bank is thus targeting a digital loan book of around EUR 100 million by the end of the year. Alp Dalkilic, Chief Digital Officer on the Management Board of Anadi Bank, explains: *"With our easily scalable, end-to-end digitised credit platform in Anadi FinTech, we are optimally positioned to tap the high growth potential in the digital credit area. In doing so, we will continue to operate in an efficient and risk-conscious manner. The banking industry and clients also reward Anadi Bank's services and product offerings: in December 2021, the bank was voted the most innovative bank in Austria in the "Börsianer" industry ranking. The bank has received top marks in several consumer surveys, most recently this year as the winner of the ÖGVS (Society for Consumer Studies) test for online instalment loans.*

### **Rollout of further services on the digital platform is imminent**

Most recently, Anadi Bank rolled out digital business models such as the digital SME loan in Germany and the tablet-based banking MARIE in Austrian tobacconists. The innovations run on the modern and scalable Digital Banking Platform, on which further services and products will be launched in 2022 and 2023. Other innovations include Banking as a Service (BaaS) and Software as a Service (SaaS) for partners, which will be focused on credit and account. *"Our digital roadmap is bulging. We will expand the existing portfolio of offerings and implement the next innovations in the coming months,"* explains Alp Dalkilic.

### **About Anadi Bank**

Anadi Bank is an Austrian hybrid bank with the business segments Retail Banking, Digital Banking, Corporate Banking and Public Finance. With its unique value proposition, Anadi Bank challenges traditional banking models: on the one hand, it offers personalised customer care via a multi-channel approach with 11 branches in Carinthia and Vienna and a team of customer care agents. On the other hand, Anadi Bank focuses on easy-to-use digital services and is developing its portfolio into a top online banking offering for the German-speaking region: most recently with the

launch of a digital SME loan as part of its expansion into Germany, as well as with the start of a unique sales cooperation under the MARIE brand, which brings banking services to tobacconists. The digital DNA of the institution is visible in the bank's internal FinTech, in which about 40% (excluding the branch network) of the total of about 250 employees of Anadi Bank are already working. For its approximately 58,000 customers and as the principal bank of numerous companies in trade, industry and real estate, as well as a large number of municipalities and public institutions, the bank makes targeted use of the advantages of its lean structure and high decision-making speed.