



**INVESTMENT ANALYSIS AND RATING
ASSIGNMENT OF THE HOUSERS
BUSINESS DEVELOPMENT PROJECT**

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March 11, 2020

DOCUMENT'S OBJECTIVE

Investment analysis and rating assignment of Housers Business Development Project (Housers Corporate). It includes equipment, digital ecosystem and marketing investments.

NATURE AND SCOPE OF OUR SERVICES

Project investment analysis based on the information provided on the main business plan's parameters, the market situation and the risk rating assignment through a standardized system (scoring) aimed at taking an investment decision.

Our work has been based on unaudited information provided by Housers who receives the information from the Project developer. We want to underline that we didn't make any verification on our own, neither Audit, nor review, nor evaluation of the accounting, fiscal, legal, labour and environmental situation of the development loan Project object of this analysis. We assumed that the information we received was exhaustive and precise. Therefore, the possible risks that could occur, have not been taking into consideration in the analysis we made.

To carry out our work we have used information obtained by public sources and we assumed that it is fair and true, although we cannot guarantee the non-existence of any errors.

The information contained in the business plan fully belongs to the Project developer, although, for the purpose of our work, we have globally contrasted its coherence. We also want to point out that the Business Plan shouldn't be used in order to make an opinion about the whole Project, therefore, we avoid any responsibilities of any possible errors that could have an impact on the results of our work.

AUTONOMY

Silva & Asociados notes that the information contained in this document is independent and should not be used as a recommendation for those that want to invest.

This investment analysis has been made exclusively to provide Housers and its users with an independent opinion on the project which is the only purpose of our work and, therefore, another use of this document is not permitted without our prior consent.

CONFIDENTIALITY

Silva & Asociados authorizes the publication of this investment analysis on Housers' website www.housers.com.

DESCRIPTION OF THE PROJECT

The investment project has the following main characteristics:

- The project under investment consists on a new line of work development: Housers Corporate. The investment focusses on equipment (business developers and financial risk analysis), digital ecosystem (support materials, web and App adaptation) and marketing (advertising campaign and promotion)
- For the purposes of calculations in this report, we have evaluated conservative hypothesis (18 months duration) and the 12 months duration alternative.
- The total need for project financing amounts to € 350,000.

INVESTMENT ANALYSIS AND RATING ASSIGNMENT

COMPANY'S DESCRIPTION

Spanish SME born in 2015, with the following objectives:

- Democratize investment
- Finance business investment needs
- Use of technology

HUSERS has developed a platform that connects **companies** with **investors**. A Market place in which the main parameters of the investment projects are defined (typology, duration, profit).

The platform provides an ecosystem with online transactions.

SECTOR

Crowdfunding in the U.E. is an advanced and regulated market.

Local operations.

Forecasts indicate an increasement around 1,5x in the next 5 years.

Industry leaders are companies located in the UK and Latvia.

COMPANY EVOLUTION

HUSERS operates in several countries and regulators at the same time.

In less than 3 years it has positioned itself as one of the main European real estate investment platforms.

It currently has more than 115,000 active users from more than 155 different nationalities and receives more than 10,000,000 visits to its digital ecosystem.

The company has more than 65 projects with completed return (€ 35,000,000) and a cumulative investment of more than € 100,000,000.

Since the end of 2019, HUSERS launched 2 new lines of business: **energy projects** (HUSERS GREEN) and **corporate projects** (HUSERS CORPORATE).

Its growth strategy is based on the following fundamental aspects:

- Developing and consolidating current markets
- Expansion into new markets
- Launch of new crowdfunding modalities
- Increase in users and investors
- Growth in the number of projects financed

BUSINESS PLAN

Un resumen del Plan de Negocio del Proyecto de inversión es el siguiente:

	Historical			Projected		
	2017	2018	2019	2020	2021	2022
Balance Sheet - (€)						
Non-current Assets	634.256	730.317	1.053.727	1.120.189	1.422.123	1.719.305
Current Assets	308.348	735.895	737.951	1.957.248	1.147.678	1.244.010
Total	942.604	1.466.213	1.791.677	3.077.437	2.569.802	2.963.315
Equity	-706.980	288.926	507.818	1.154.275	1.677.054	2.337.571
Non-current Liabilities	505.125	503.641	501.774	985.107	168.440	1.774
Current Liabilities	1.144.460	673.646	782.085	938.055	724.307	623.970
Total	942.604	1.466.213	1.791.677	3.077.437	2.569.802	2.963.315

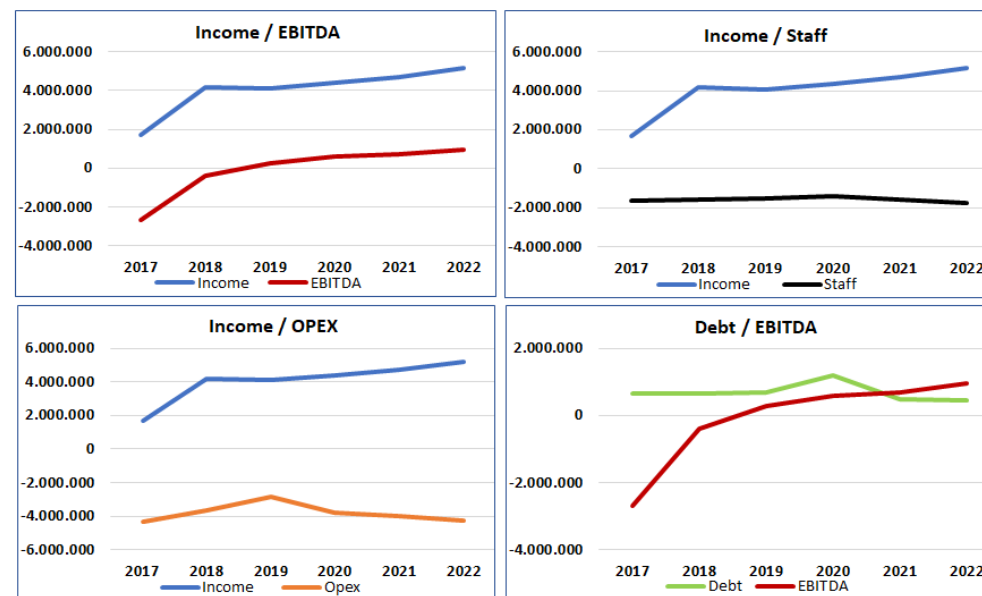
Source: Project Promoters

The new loan will have the consideration of participative loan and its included in the non-current liabilities.

INVESTMENT ANALYSIS AND RATING ASSIGNMENT

	Historical			Projected		
	2017	2018	2019	2020	2021	2022
Profit and Loss - €						
Income	1.691.556	4.154.317	4.079.525	4.368.340	4.705.247	5.160.071
Selling Cost	-61.539	-873.447	-981.429	0	0	0
Gross Margin	1.630.017	3.280.869	3.098.097	4.368.340	4.705.247	5.160.071
Staff	-1.634.198	-1.561.592	-1.551.899	-1.432.243	-1.575.431	-1.732.702
Other operating Expenses	-2.685.221	-2.102.981	-1.270.350	-2.338.326	-2.432.539	-2.486.690
EBITDA	-2.689.402	-383.703	275.848	597.770	697.277	940.679
Amortization	-94.558	-111.911	-91.613	-90.538	-95.065	-99.818
EBIT	-2.783.960	-495.614	184.235	507.232	602.212	840.861
Financial Result	-30.290	-13.197	-8.642	-60.776	-53.135	-41.816
EBT	-2.814.250	-508.811	175.592	446.456	549.077	799.045
Tax	-6.540	2.657	0	0	78	222
EAT	-2.820.790	-506.154	175.592	446.456	549.155	799.267

best judgment on the future events planned for the Company. In this regard, we point out that, due to the uncertainties inherent in the future, the results could be different from those projected and this could cause variations that affect cash generation and debt repayment.



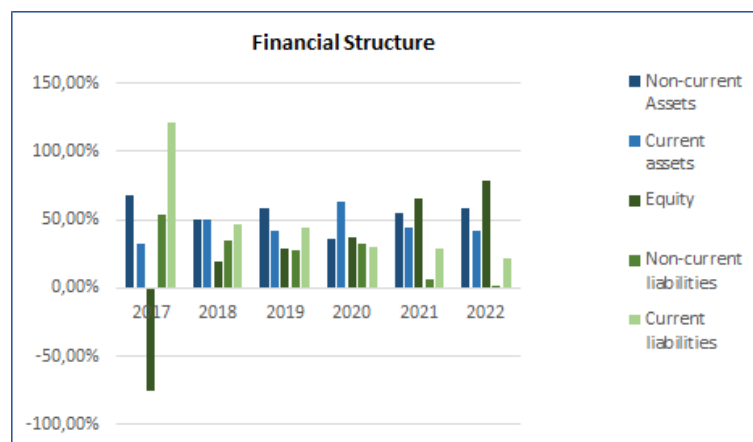
Source: Project Promoters

A detail of the evolution of the Financial Structure during the analysis period is as follows:

EBITDA / Financial Result		31,92 X	9,84 X	13,12 X	22,5 X
Financial Debt / EBITDA		2,433	2,001	0,715	0,495

- **Income / EBITDA:** Both parameters show a very favorable evolution. EBITDA Margin (EBITDA / Sales) experiences an exponential increase over the analysis period.
- **Income / Staff Cost:** A positive evolution of Billing is shown with a stable Personnel expense.
- **Income / OPEX:** From 2020 on, Structure expenses are gradually reducing its weight on Billing.
- **Debt / EBITDA:** Debt remains stable for the first few years and from 2020 ones it is reduced. EBITDA evolves positively throughout the Business Plan.
- For the performance of our work, we have mainly used the historical information provided that refers to the 2017-2019 financial years and to the Business Plan for the 2020/2022 financial years, which is the exclusive responsibility of HOUSERS Management and represents the

INVESTMENT ANALYSIS AND RATING ASSIGNMENT



Source: Project Promoters

- Investment with optimal and high quality: AAA (optimal) - AA and A (High)
- Investment with Good quality (BBB) and satisfactory (BB and B)
- Investment with low quality (CCC) and questionable (CC and C)

Score	Quality
AAA	Optimal
AA	High +
A	High
BBB	Good
BB	Satisfactory +
B	Satisfactory
CCC	Minimal
CC	Questionable
C	Questionable -

BENCHMARKING

Company	Total Investment (MM€)	Minimum (€)
Lendinvest	2.821	5.642
Exporo	587	500
Property Partner	164	1.128
Housers	113	50
Crowdestate	89	100
Capital Rise	61	1.128
Walliance	19	500
Civislend	9	250

Source: Own elaboration

PROJECT'S RATING (SCORING)

The purpose of scoring is to qualify the investment project and is carried out by performing a static and dynamic analysis of the company.

The assignment considers 3 levels of investment quality:

STATIC ANALYSIS

According to the result of the analysis carried out on the history of the company we have assigned a scoring A according to the following parameters evaluated:

STATIC	C	CC	CCC	B	BB	BBB	A	AA	AAA
Track Record									
Positioning									
Liquidity Ratios									
Debt Ratios									
Asset Management Key Figures									
Deadline Key Figures									
Profitability Ratios									

A

Source: Own elaboration

INVESTMENT ANALYSIS AND RATING ASSIGNMENT

The new debt is considered a participative loan and its regulation is included in article 20 of Royal Decree-Law 7/1996, of June 7, on urgent measures of a fiscal nature and the promotion and liberalization of economic activity that it establishes. which is computed as the Net Equity of a Company for the purposes of capital reduction or liquidation of the company.

We have considered the risk derived from the new financing by lowering the debt scoring, going from BB to B, being behind the common creditors in order of priority of credits.

DYNAMIC ANALYSIS

According to the analysis carried out, we have assigned to the foreseeable evolution of the company a **scoring A** considering the result of the weight obtained on the following parameters evaluated:

DINÁMICO	C	CC	CCC	B	BB	BBB	A	AA	AAA
Business Plan Hypothesis									
Sector Forecast									
Income									
EBITDA									
Structure									
Debt									
Cash Generation / Financial Debt									

A

Source: Own elaboration

GLOBAL EVALUATION

The overall rating of the investment project is determined by assigning a weight of **40%** to the static scoring and the remaining **60%** to the dynamic scoring, which have been indicated of A and A, respectively and, therefore, we have assigned the **HOUSERS BUSINESS DEVELOPMENT PROJECT investment project a global scoring A, indicating a HIGH rating.**

SCORING

A

Silva & Asociados, Asesores Financieros, S.A.

March 11, 2020



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