Asset Backed Securities of Signet Bank subsidiary Primero SV1

sprimero

About Primero

- Launched in 2019, Primero Finance is a secured used car financing company that focuses on near-prime customer base and holds a license for provision of consumer credit services. The Group is based in Riga, Latvia.
- Primero offers its clients consumer loans for car purchases, car leasing and loans secured by cars with a term up to 7 years and amounts up to EUR 25 000. Primero had a net portfolio of EUR 22m at the end of Q1 2022.
- Primero works both in online and offline environment, as the Group has more than 200 partners, including not only used car dealers but also official new vehicle dealerships.
- Primero's majority shareholder (51%) is Signet Bank AS, while minority is owned by AS Eleving Stella (49%), providing Primero with access to funding from the Bank and sector know-how and business infrastructure from Eleving Group.
- Primero mainly operates in Latvia, but is planning to expand its operations also in Estonia and Lithuania.
- Historically, the Group's operations have been financed exclusively by loans from Signet Bank. However, to support further growth plans of Primero Group, additional financing will be attracted from investors in the form of asset backed securities.

Transaction Overview

- Primero SV1 OÜ (the Issuer) is a special purpose entity registered in the Republic of Estonia with the sole purpose of issuing the notes, backed by the portfolio of lease and leaseback agreements.
- The Issuer shall use the proceeds from the notes issue to finance the purchase of portfolio from Primero Finance.
 Total portfolio acquisition cost if EUR 9.4 million.
- The Notes will have 2 tranches: Senior Tranche and Junior Tranche (9% of total) that shall provide margin of safety for Senior Tranche noteholders, as any losses shall be first covered by Junior Tranche.
- Only those lease and leaseback agreements that meet certain **eligibility criteria** will be included in the transaction. Most importantly, the loans need to be secured by motor vehicles, the loans are performing receivables (no more than 30 days overdue), and their maturity date does not exceed seven years.
- Primero Finance will continue to service the portfolio according to its existing loan issuance and debt collection policies and procedures, based on servicing agreements between the Issuer and Primero Finance.
- Primero Finance as portfolio servicer shall collect all the payments from the debtors and transfer these to the Issuer, net of servicing costs. On quarterly basis, the Issuer **shall pay interest on the notes** and distribute any remaining amounts as **principal payment** to the noteholders of Senior Tranche Notes (as long as these are outstanding) and Junior Tranche Notes (only if Senior Tranche notes have been redeemed in full).
- During the lifetime of the notes, **Signet Bank shall hold at least 5%** of each Senior Tranche and Junior Tranche notes.
- The Notes will be issued within the framework of the Securitisation Regulation.

Primero Group structure



Key portfolio metrics

Number of agreements	2 290
Total principal due	EUR 8.9 million
Weighted average interest rate	23.8%
Weighted average residual life of agreements (years)	3.8
Type of debtor	Individuals (100%)
Interest type	Fixed
Amortization type	French amortisation
LTV	74.6%

Portfolio breakdown by vehicle make



Source: Primero Finance financial reports and management forecast

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Primero securitisation programme

Issuer	Primero SV1 OÜ					
Security type	Asset backed securities					
Offer type	Private placement					
Collateral	Commercial pledge on the assets of the Issuer					
	Total size: EUR 9.4 m					
Issue size	Senior tranche: EUR 8.6m	Junior tranche: EUR 0.9m				
Interest rate	Senior tranche: 4.5%	Junior tranche: 13.5%				
Eligible investors	Professional, Retail (portfolio management, investment advice)	Professional only				
Payment frequency	Quarterly					
Maturity	7 years Regular principal repayments on Senior Tranche notes, based on portfolio cash flows					
Early redemption	Clean-up Call option: if less than 10% of the initial portfolio remains outstanding					
Nominal value	EUR 1 000					
Minimum subscription	EUR 100 000					
Arranger	Signet Bank AS					
Collateral agent	ZAB Vilgerts SIA					

Notes overview

Weighted average maturity of the Notes ¹				Senior tranche: 1.4 years Junior tranche: 3.3 years			
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		Senior	ranche	Junior Tra	nche		

Transaction structure



Source: Primero Finance financial reports and management forecast

¹Assuming the exercise of Clean-up Call option

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Risk factors

When making an investment in Asset backed securities, investors undertake certain financial risks. The main risks that are related to the availability of funds to pay the Notes are reliance on the Issuer risk, limited resources of the Issuer risk, Junior tranche lower ranking risk, Notes repayment risk, unexpected expenses risk, credit risk on the Originator.

The main risks associated to the Receivables are yield to maturity, amortisation and weighted average maturity of the Notes risk of being influenced by a number of factors, performance of the Aggregate Portfolio risk, no independent investigation in relation to the Receivables risk, Issuer not having any title to the vehicles risk, payment default by the Debtors risk.

Other risks relating to the Notes and the structure are unsuitable investment risk, payment of interest on Junior tranche deferral risk, individual noteholder limited enforcement rights risk, resolutions of noteholders risk.

The counterparty risks include Issuer's dependence on the Servicer to meet its obligations, no back-up servicer risk, performance of other transaction parties risk, conflicts of interest risk, reliance on historical information to assess the future performance risk.

Macro-economic and geopolitical risks are geographic concentration risk, risks related to Covid-19 pandemic, geopolitical risks.

When investing funds in Asset backed securities, investors undertake the following risks related to the Notes: limited liquidity on the secondary market risk, failure of listing risk, unfavourable price development risk, early redemption risk, tax risk, risk that some noteholders might have more preferential terms than others.

The risks related to Security are risks associated with the Security Agent Agreement, enforcement of Security risk, dependence on the Security Agent risk, risk associated with Parallel Debt.

The legal and regulatory risks include no specific securitisation laws in Estonia and Latvia, risks associated with ruling of Higher Court of Latvia, unfavourable changes in tax treatment of the Issuer.

The risks indicated in this section may reduce Primero SV1 OÜ ability to fulfil its obligations and cause its insolvency in the worst-case scenario. This section may not feature all the potential risks, which may affect Primero SV1 OÜ.