



**NEXT GENERATION
ONLINE BANKING**

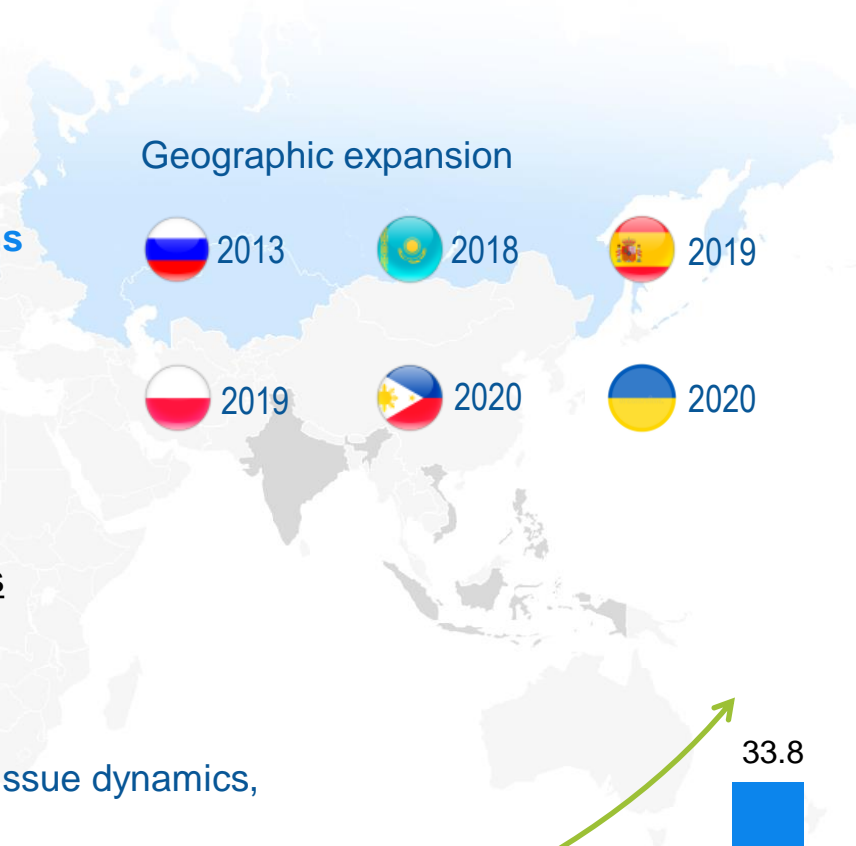
Investor presentation

2020

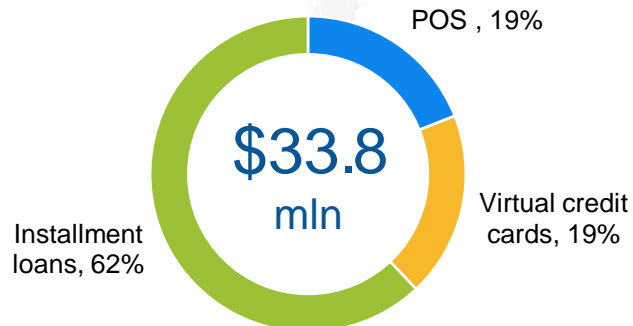
One of the fastest growing Fintech companies



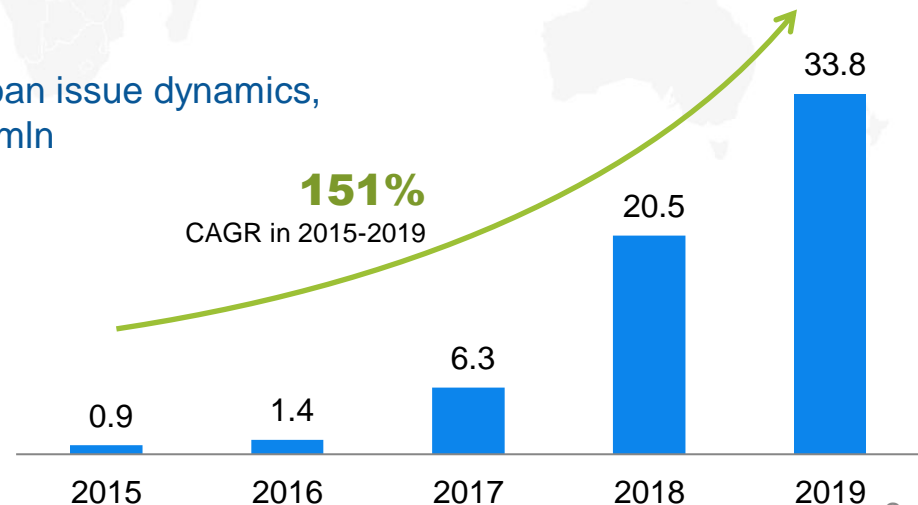
- Kviku is an international **Fintech company** focused on **instant online credit solutions** in Russia, Kazakhstan, Spain, Poland, Philippines and Ukraine
- Since its launch in 2013, Kviku has received 5 million unique applications and issued more than **1 million loans with total volume over \$100 million**
- The company's shown **2-3x portfolio growth annually** over the recent years and is one of the fastest growing Fintech firms globally
- Key products include:
 - **POS and virtual credit cards** for first-time customers
 - **Installment loans** (cash loans) for returning customers



Loan issue breakdown, 2019



Loan issue dynamics, \$ mln





2013

company
launch



6

operating
countries



50%

returning
customers



40

employees
globally



5 mln

applications



\$100 mln

loans issued



\$25 mln

current loan
portfolio*



\$2 mln

net income**

* Net of reserves, as of end of December 2019

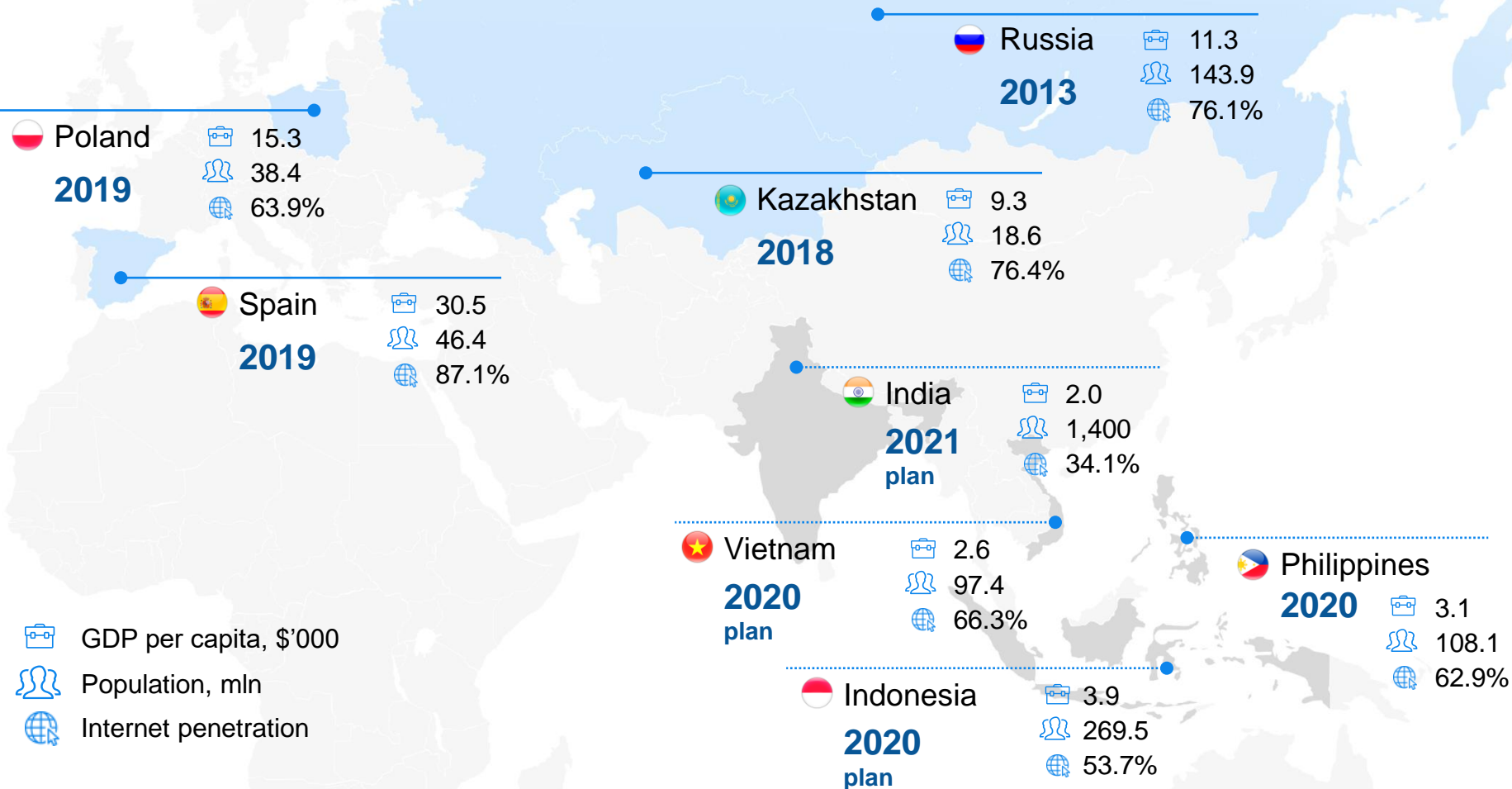
** In 2019

Geographical diversification

Focus on Europe and Asia



- Kviku is a **global company** developing its operations in **regions with the highest perspectives** for online lending market growth
- The target markets for Kviku are countries in **Europe** and **Asia**







GDP per capita, \$'000
 Population, mln
 Internet penetration

Diversified product range



- Ca. **50% of Kviku portfolio** consists of long-term loans to returning customers (installment loans)
- Investment products (p2p) to be introduced in 4Q 2019 for individual investors globally

	Low credit limits and no access to cash for <u>first-time customers</u>		Access to cash only for <u>low-risk repeat customers</u>		Launch in 4Q 2019
	Virtual credit cards	POS-crediting	Installment loans	+	P2P-loans
					
Loan amount	< \$50	< \$300	< \$1,500		Investment product for individual investors
Term	< 3 months	< 12 months	< 6 months		
APR	up to 30%	up to 30%	up to 300%		
Payment	once per 2 weeks	once per month	once per 2 weeks		
Additional products	P2P money transfers	Life insurance	Virtual debit cards*		Other non-banking services*

* Launch in 2020

Online lending trends

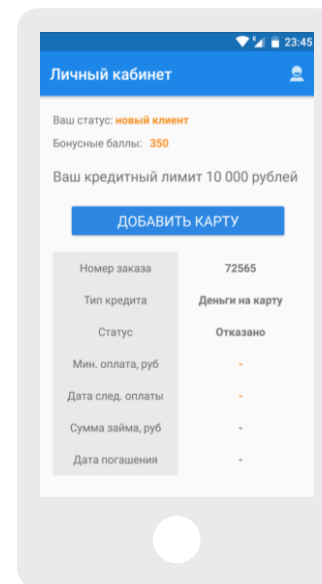
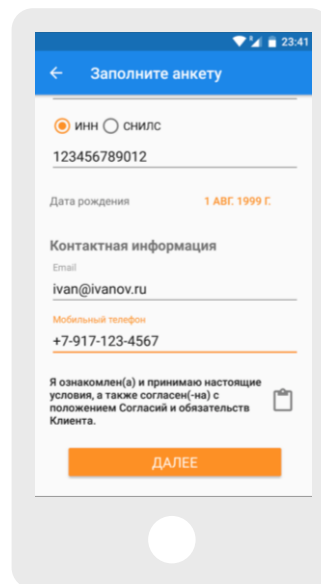
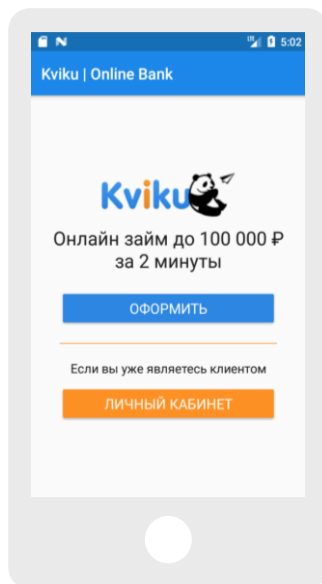
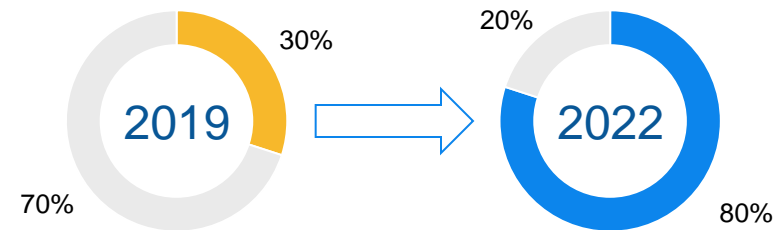
Mobile traffic development



- Online lending services are **moving towards mobile traffic** globally
- **Kviku is keeping up with the trend** and develops its proprietary mobile apps

38% annually forecasted CAGR of mobile traffic in 2019-2022*

Share of mobile traffic in Kviku operations is expected to grow to 80% by 2022



Available on the **App Store**

GET IT ON **Google play**

* Cisco VNI Forecast, February 2019

Cutting edge credit scoring model



Tasks → *Solution: Machine-learning credit scoring by Kviku* → **Result**

- ? Online identification
- ? Fraud prevention
- ? Credit risk analysis
- ? Conversion vs application rates

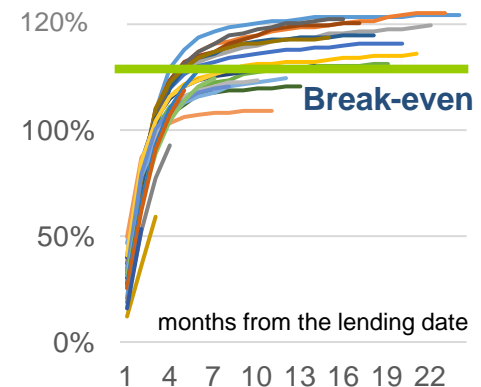
7 fields only – the shortest application form **20** seconds to process

30 databases (big data) **10k+** parameters for analysis

Black lists Bank accounts
Geolocation Devices Open data
Social networks Credit Bureau records
Mobile operators Behavior
Payments

Big data

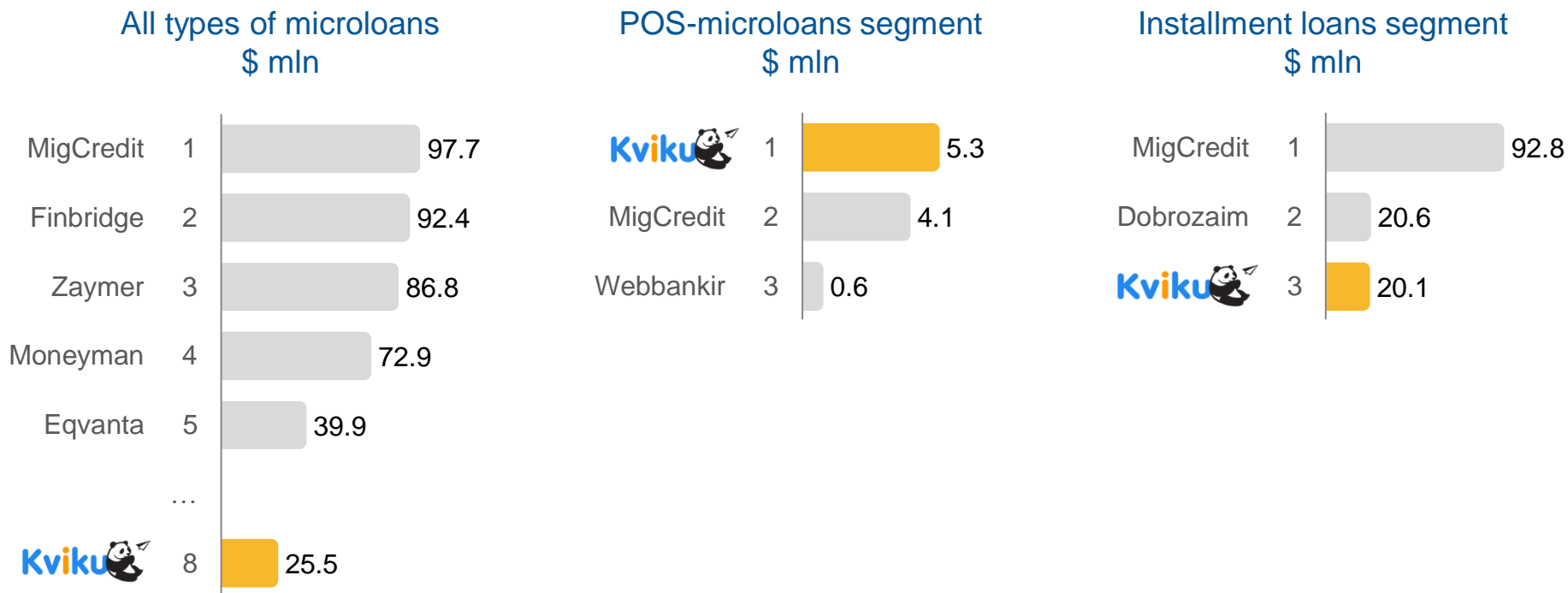
- ✓ Monthly recovery rates of over 120% (vintage analysis)
- ✓ Average duration – 6 months



- After 5 years of operations in the Russian market, Kviku has taken the **1st place in POS-lending** among micro finance online companies and the 3rd place in installment loans segment



Ranking of online-MFOs by microloans portfolio in 2019

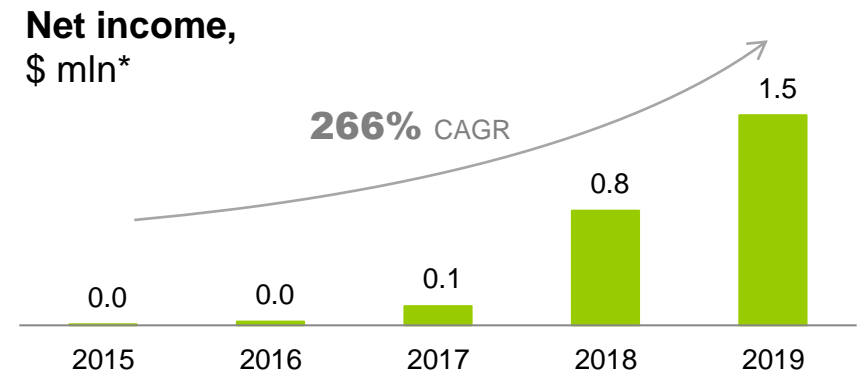
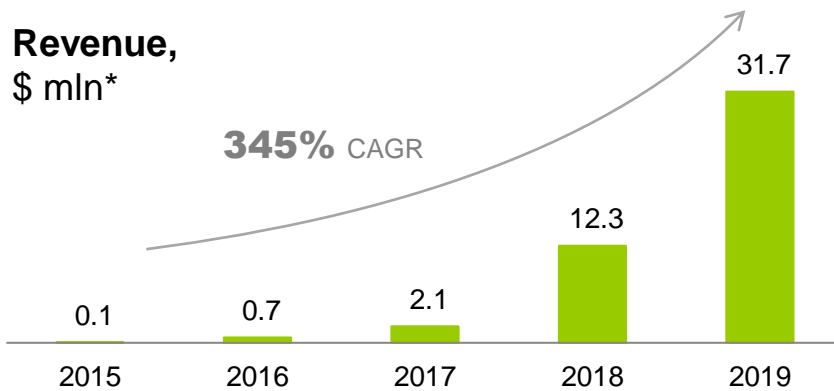
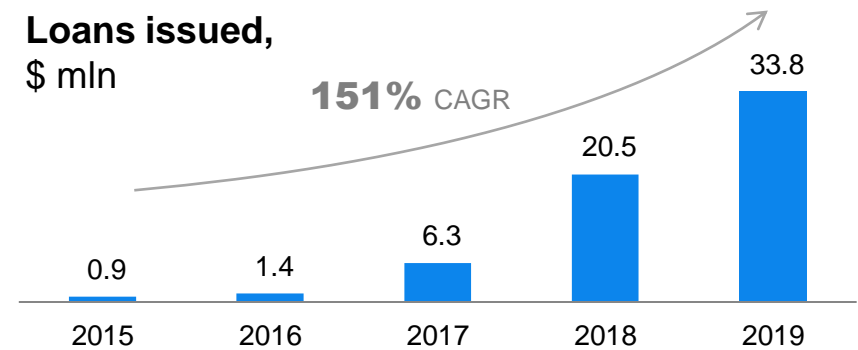
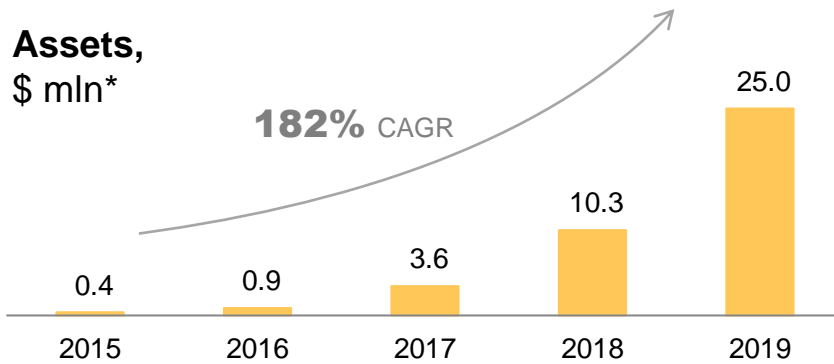


Financial dynamics results

Strong growth and profitability



- In 2015-2019, financials **grew over 150% annually**



* 2015 and 2016 – Russian accounting standards, 2017-2019 – IFRS

Effective team with solid background



- **The highest possible technical automation** of all in-house processes allows to maintain the most effective team of remotely working employees*
- A 2-3 times growth of business requires **no more than 5-10 additional employees**
- Effective business model allows to launch a new country within **3 months, with breakeven in 6 months**



Team (persons)

- 9 Technical department
- 7 Collecting department
- 9 Customers service
- 3 Legal department
- 2 Finance department

Russia:
30 employees

- 10 years of experience in debt capital markets and derivatives in Morgan Stanley, VTB Capital, E&Y
- Participated in Eurobond issuance of total volume over \$50 bn
- Graduated from the Moscow State University with a degree in Mathematics and Cybernetics

- 10 years of experience in corporate finance in Sputnik Group and E&Y
- Track record of over 20 M&A and fundraising transactions
- Graduated from the Moscow State University with a degree in Economics, specializing in Corporate Finance

Staff in
Poland, Spain,
Kazakhstan,
Philippines,
Ukraine

Globally:
10 employees

* The company leads the market in terms of "lending volumes per employee" ratio (\$1 mln per 1 employee yearly)

P2P-lending platform Kviku.Finance



- In the end of 2019, Kviku is launching its own product for private investors globally – a **peer-to-peer lending platform**
- Kviku.Finance platform is based on fully automated investments into loan portfolios in all countries of Kviku Group’s presence and will offer attractive terms for investors in EUR
- The Group has a **proven track record** of cooperation with major P2P-platforms in Europe and Asia



Global partners – P2P-platforms



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