



NEXT GENERATION ONLINE BANKING

Investor presentation

2021

One of the fastest growing Fintech companies globally

- Kviku is an international Fintech company focused on instant online credit solutions in Russia, Kazakhstan, Spain, Poland, Ukraine and the Philippines.
- Since its launch in 2013, Kviku has received over 5 million unique applications and issued more than 2 million loans with total volume over \$150 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 new customers
 - Installment loans (cash loans) for returning customers

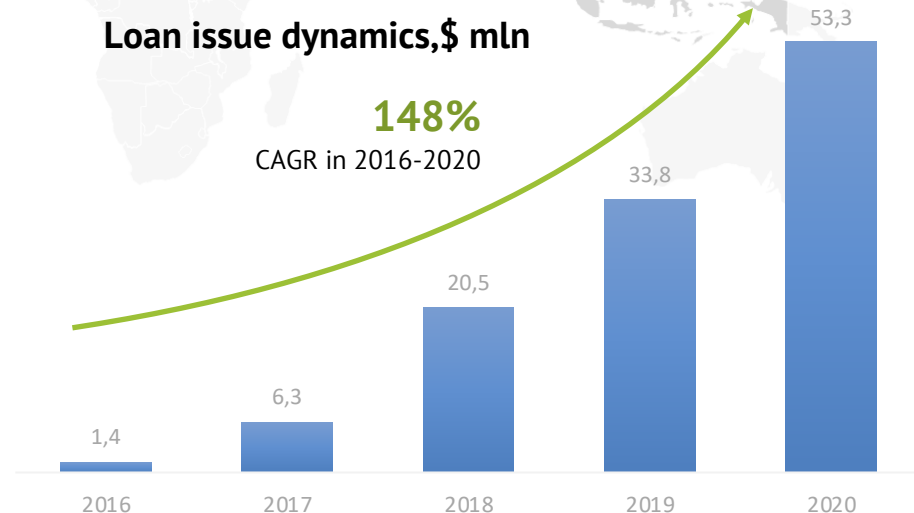
Geographic expansion



Loan issue breakdown, 2020



Loan issue dynamics, \$ mln



Key operating figures

Sustainable growth and financial stability



2013

company
launch



6

operating
countries



50%

returning
customers



80

employees
globally



5+ mln

applications



\$150+ mln

Loans issued



\$25 mln

current loan
portfolio*



\$2 mln

net income**

* Net of reserves, as of end of December 2020

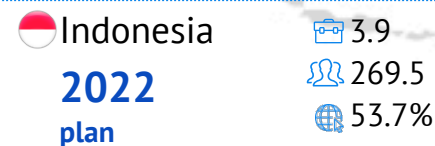
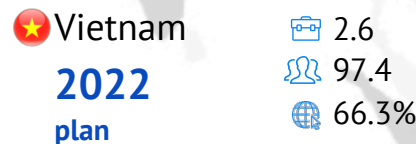
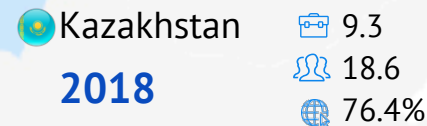
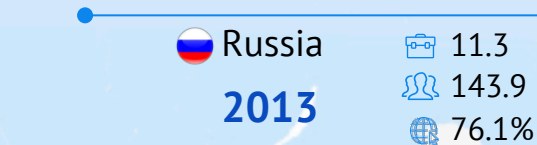
** In 2020

Geographical diversification

Focus on Europe and Asia



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



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

Core credit and investment products





Diversified product range



- Ca. 50% of Kviku portfolio consists of long-term loans to returning customers (installment loans)

Low credit limits
and no access to cash
for first-time customers

Access to cash
only for low-risk repeat customers

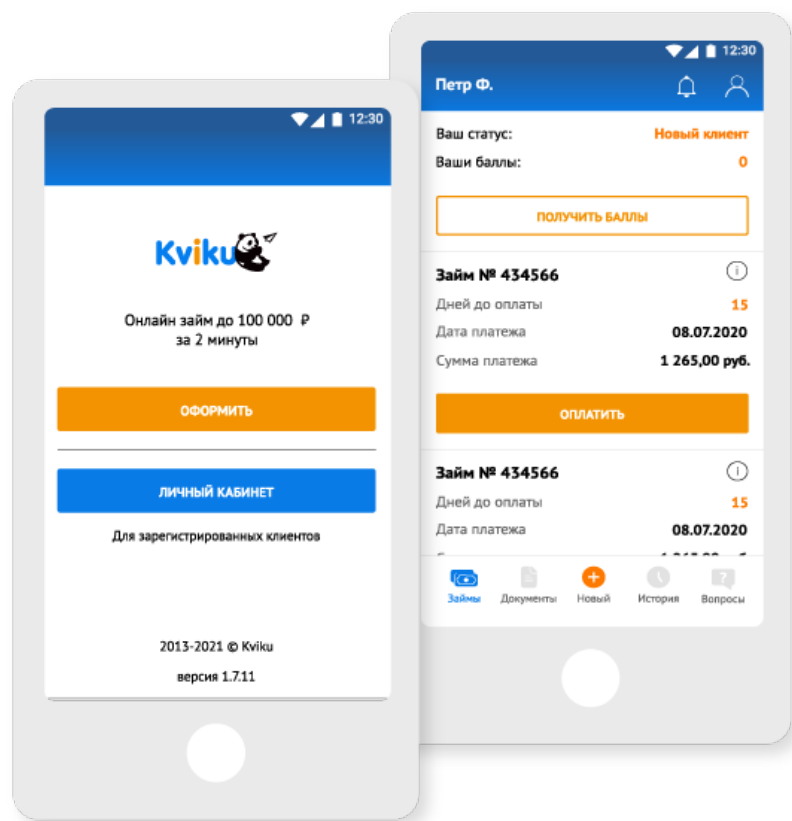
| | Virtual credit cards | POS-crediting | Installment loans | P2P loans |
|---------------------|---|---|---|---|
| |  |  |  |  |
| Loan amount | < \$50 | < \$300 | < \$1,500 | Investment product for individual investors |
| Term | < 2 months | < 12 months | < 6 months | |
| APR | up to 30% | up to 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 |

Online lending trends

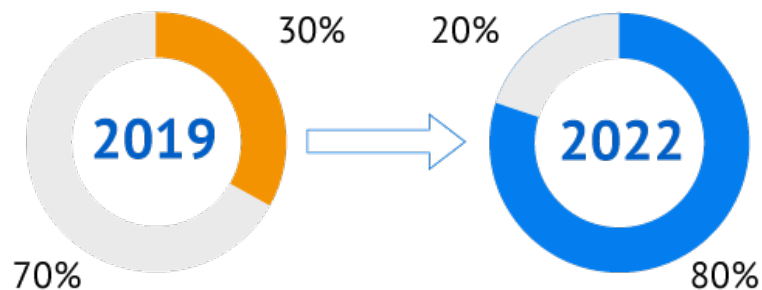
Mobile traffic development



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



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



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



* Cisco VNI Forecast, February 2019

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

- ① Online identification
- ② Fraud prevention
- ③ Credit risk analysis
- ④ Conversion vs application rates

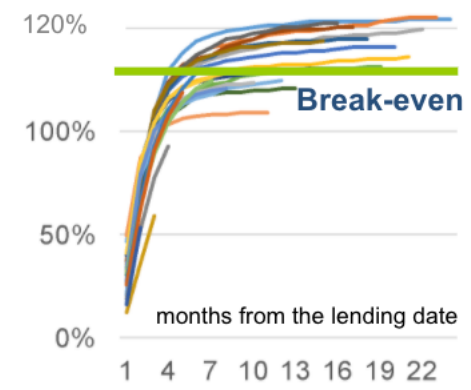
7 fields only – the shortest application form **20** Seconds to process

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

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

Big data

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

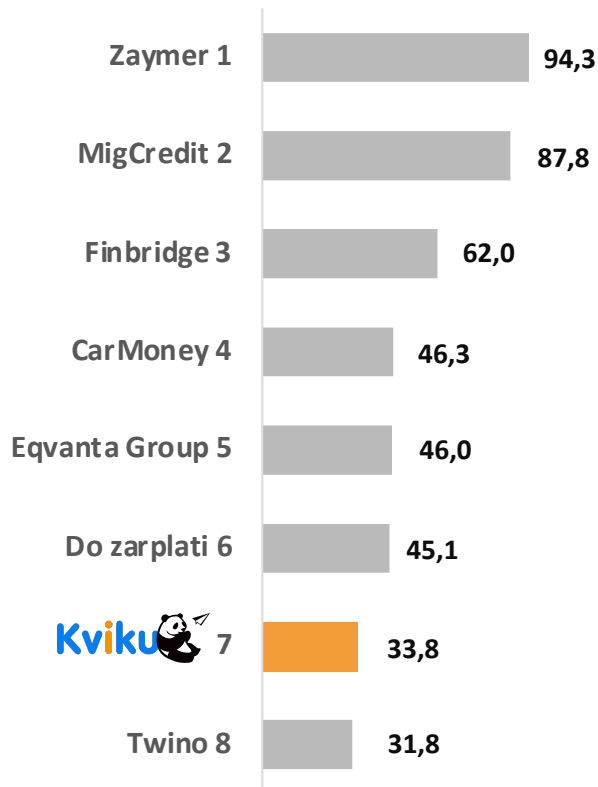


- After 5 years of operations in the Russian market, Kviku has taken the **1st place in POS-lending** among micro finance online companies and the 5th place in installment loans segment

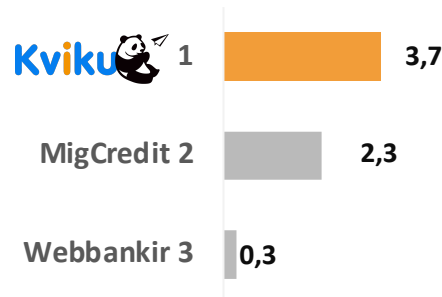


Ranking of online-MFOs by microloans issued on 01.01.2021 (in \$ mln)

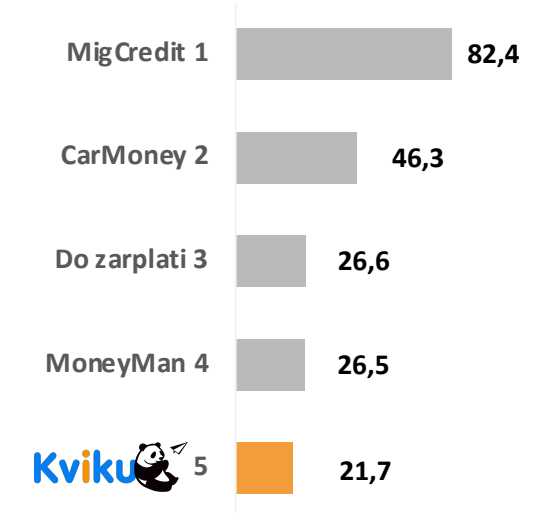
All loans



POS loans *



Installment loans



* data in 1h 2020

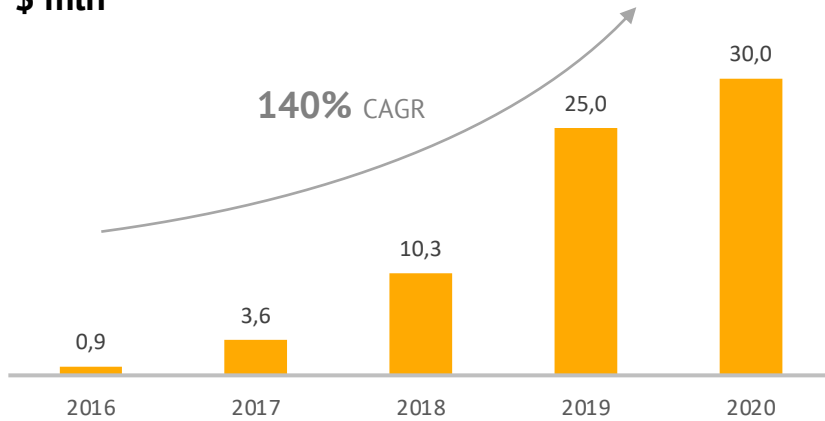
Financial dynamics results

Strong growth and profitability

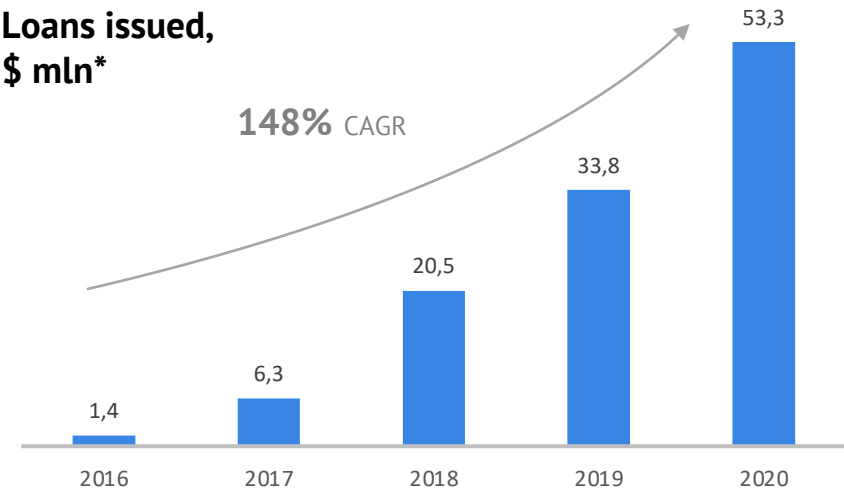


- In 2016-2020, financials **grew over 140% annually**

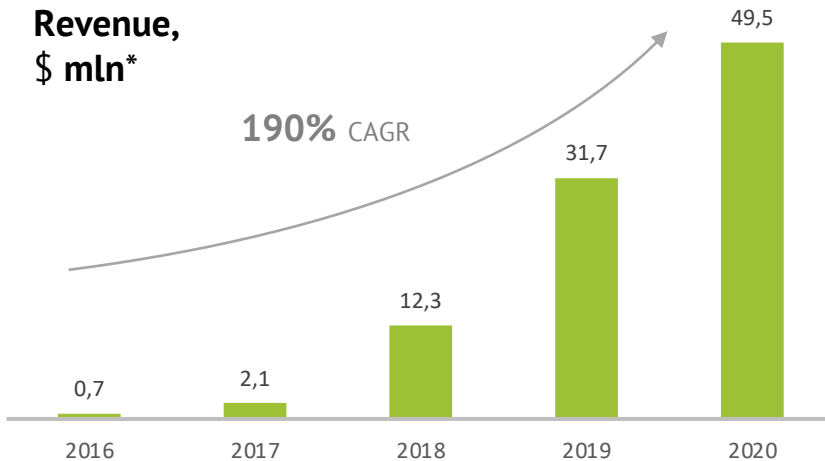
Assets, \$ mln*



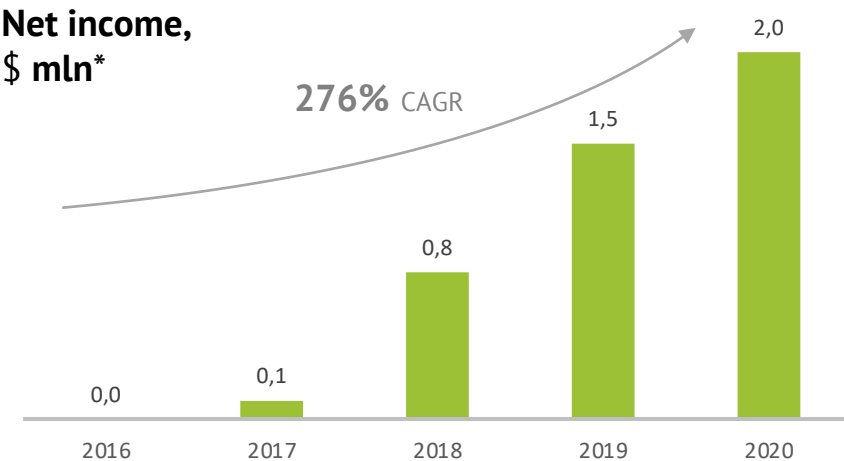
Loans issued, \$ mln*



Revenue, \$ mln*



Net income, \$ mln*



*2016 – Russian accounting standards, 2017-2020 – 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**



Nikita Lomakin, CEO

Veniamin Lipskiy, CFO

- 10 years of experience in debt capital markets and derivative 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

| | | |
|-----------------------|-----------|-----------------------|
| Team (persons) | 9 | Technical department |
| | 7 | Collecting department |
| | 36 | Customers service |
| | 4 | Legal department |
| | 4 | Finance department |

Staff in Poland, Spain, Kazakhstan, Philippines, Ukraine

Russia:
60 employees

Globally:
20 employees

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

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