

We solve personal
finance gaps, 24/7

Tenge **Da**

Kazakhstan: Market Landscape

The banking penetration rate is only **59%** (% of adults owning a transaction account), relatively low compared to other countries in the world, leaving a considerable number of citizens without access to formal financial services such as credits and investments. This provides a huge opportunity for the Fintech players.

26%

Avg. quarterly growth rate of online lending industry



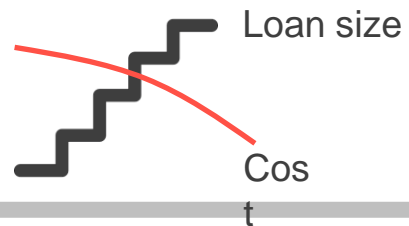
19,6m
Population

18,2m
Internet users

31,9y
Median age

\$10963
GDP per capita

The "Credit Ladder" concept



We believe that borrowers are not born equal and their needs and creditworthiness varies over time. We all can grow mentally and financially, so can our credit rating.

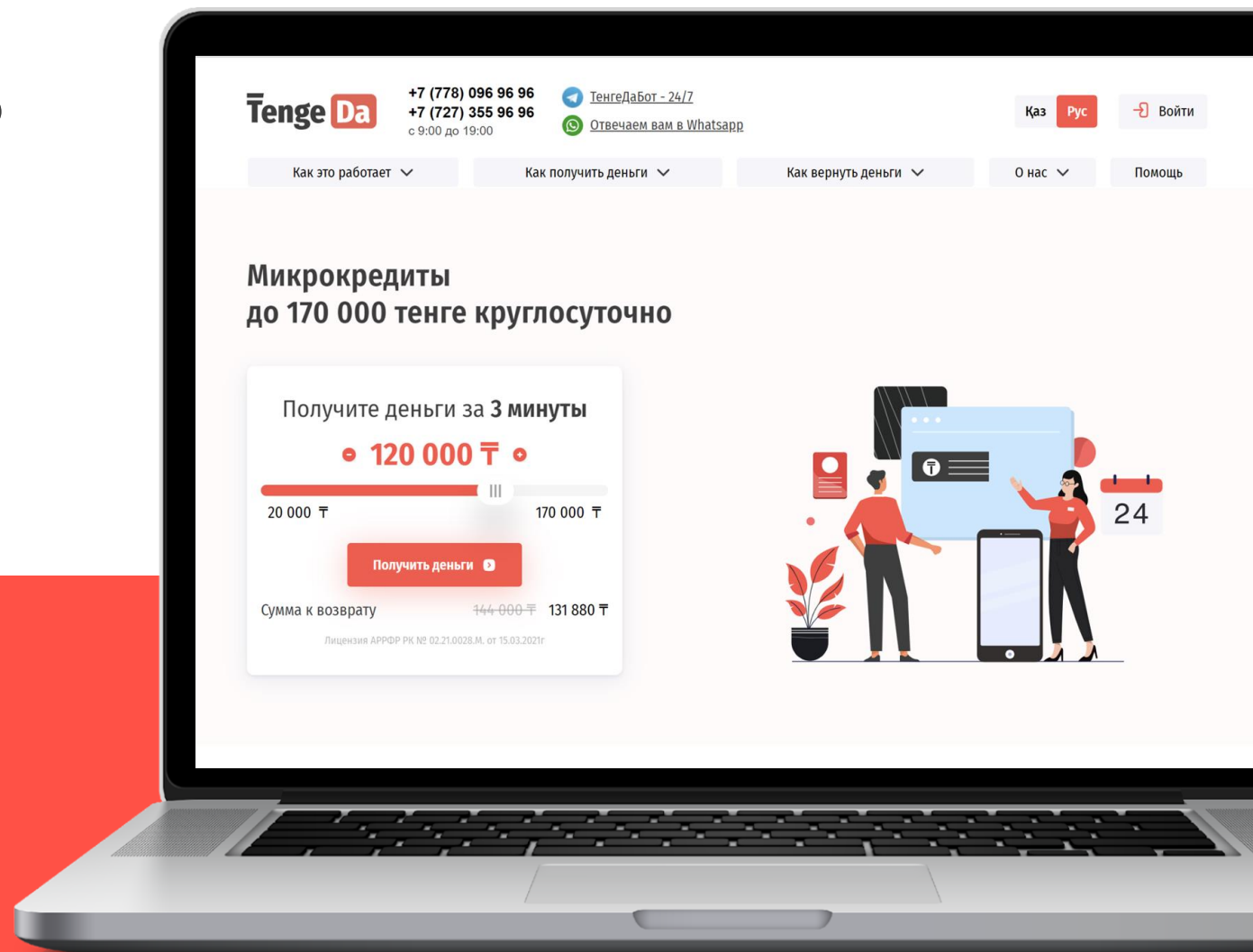
THAT'S WHY WE DEVELOPED THE CREDIT LADDER CONCEPT, WHICH MEANS:

- We help build up a personal credit rating
- Starting with the first loan our customers gradually improve credit and reduce finance cost
- Credit ladder enables long-term recurring access to credit even to consumers without credit rating

Online microloans

- Big data driven scoring
- 100% online and easy to use
- Super fast and 24/7
- Socially responsible

tengeda.kz



Our product range

Single payment loan (SPL)

Core business

- \$10 to \$300 equivalent in LCY*
- Up to 20 days
- For retail consumers in subprime segment

Personal installment loan (IL)

Launched in 2Q 2022

- \$300 to \$3000 equivalent in LCY*
- Up to 12 months
- For retail consumers in near-prime segment

Small business installment loan (IL)

In development

- \$600 to \$5000 equivalent in LCY*
- Up to 24 months
- For micropreneurs/ small businesses

*LCY- Local currency

Operational indicators

2020-1Q2023

\$35,6m

Value of loans issued

133%
Surplus

20,4%
Approval rate

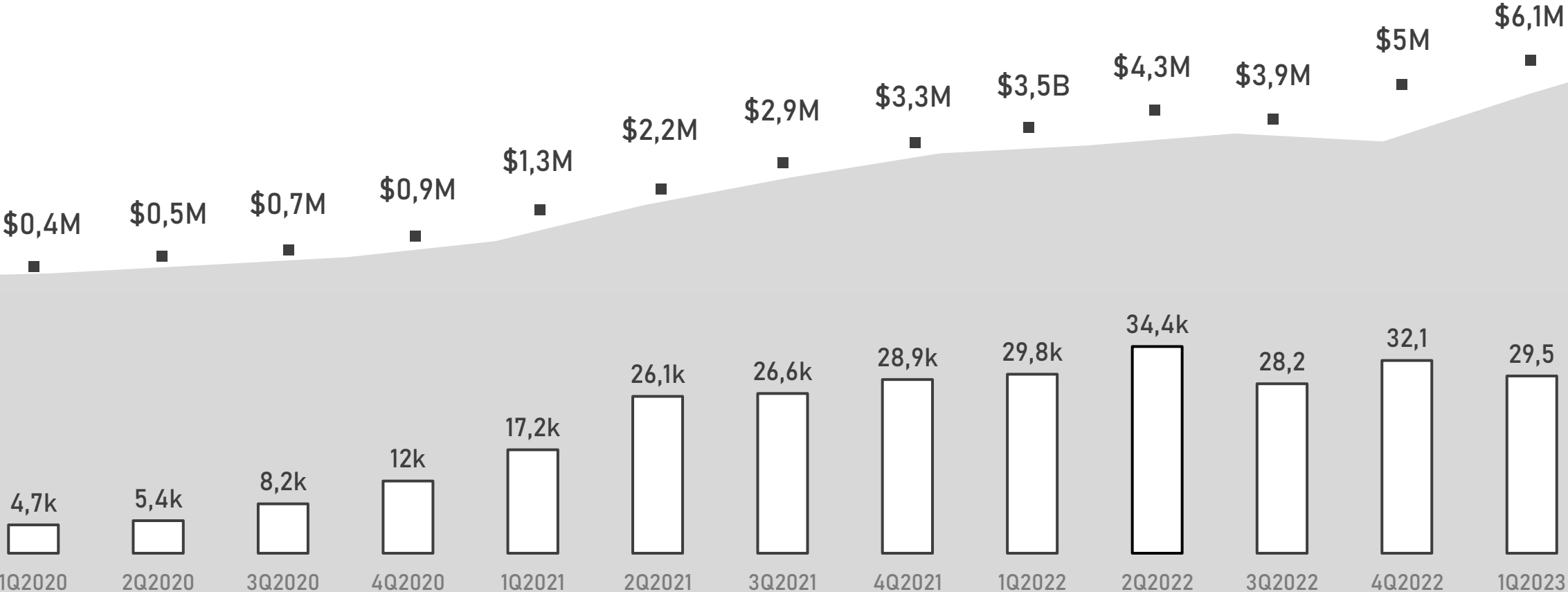
\$7,4m
Loan portfolio

\$145
Avg loan size

290k
Loans issued

1,4 m
Applications scored

Loan Issuance Dynamics



Financial indicators

	2020	2021	2022	1Q2023
<u>Gross revenue</u>	<u>\$1m</u>	<u>\$4,3m</u>	<u>\$6,5m</u>	<u>\$1,1m</u>
Provisions & Write-offs expenses	\$409k	\$691k	\$1,9m	\$264k
Operating expenses	\$178k	\$670k	\$1,332k	\$344k
Inc. client identification and scoring, processing fees	\$72k	\$287k	\$390k	\$129k
Inc. customer acquisition costs	\$19k	\$212k	\$227k	\$41k
Payroll	\$115k	\$721k	\$930k	\$225k
Administrative cost	\$24k	\$152k	\$152k	\$36k
<u>Profit before tax</u>	<u>\$352k</u>	<u>\$1,7m</u>	<u>\$2,0m</u>	<u>\$182k</u>

FY2023 forecast

\$7,0m
Gross revenue

\$1,9m
Profit before tax

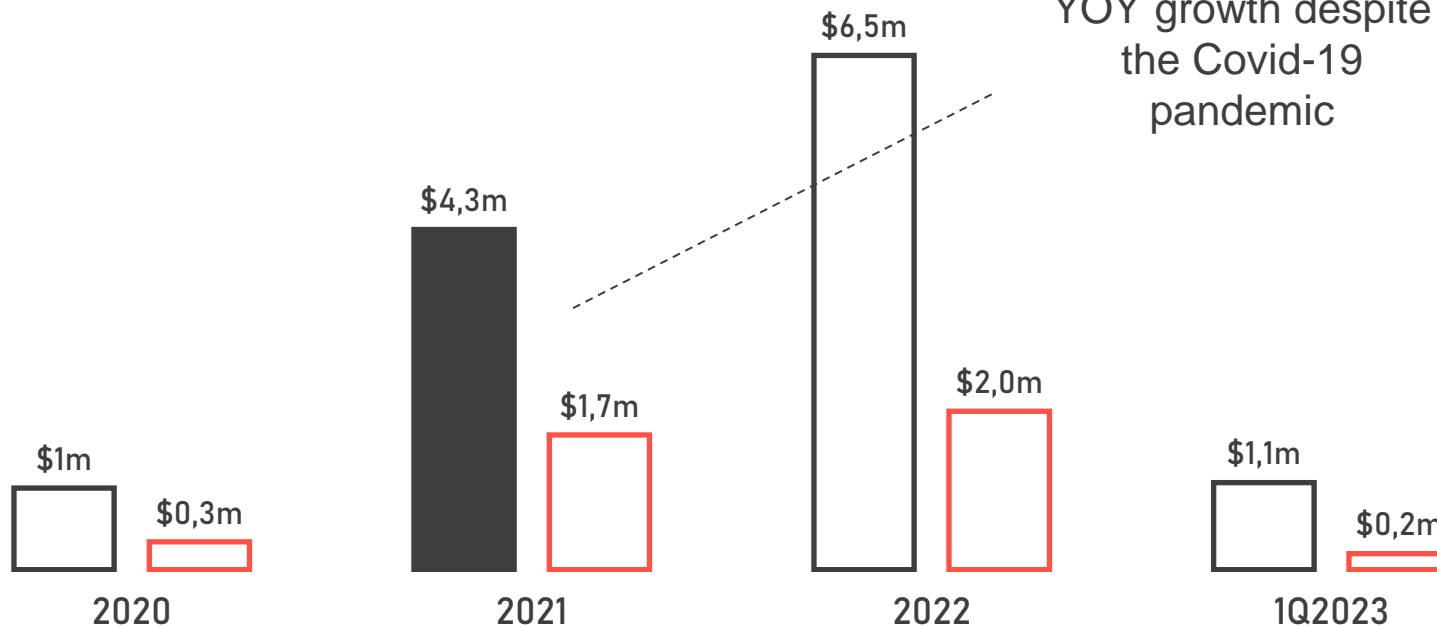
\$10m
Loan portfolio

We grow fast profitably year on year

■ Revenue
■ Net profit before tax

x3

YOY growth despite
the Covid-19
pandemic

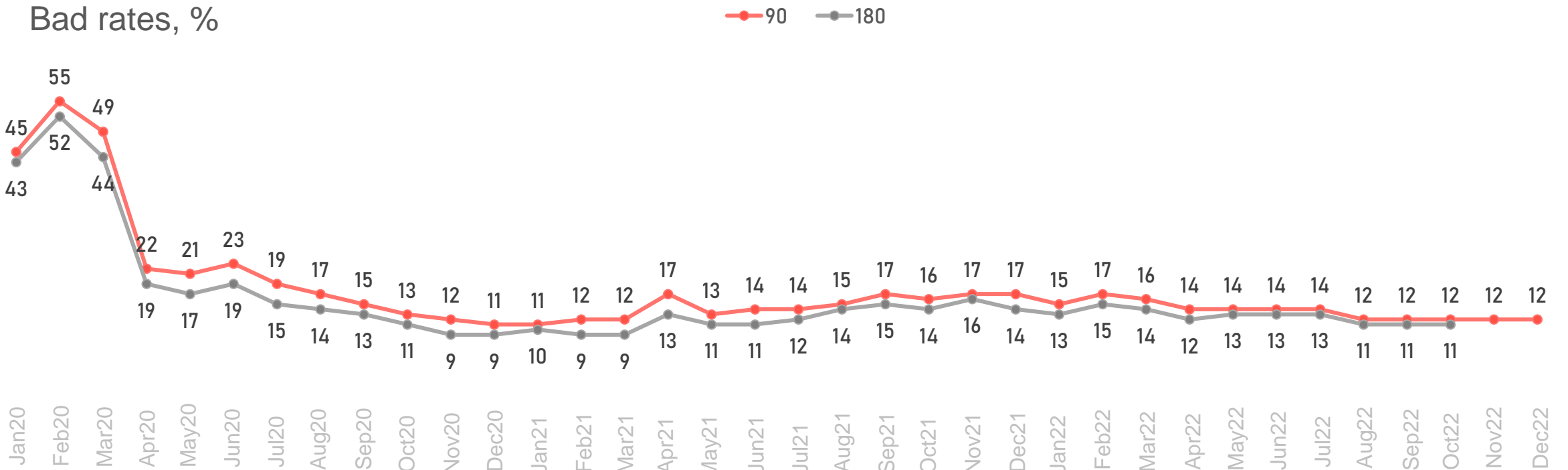


“ The true statesman is the one who is willing to take risks.

Charles de Gaulle

52%
Recovery rate

14%
NPL





We are
130+
employees

In-depth experience
in fintech, data science, retail
banking, risks & IT
management



Our Top management



Alexey Sidorov

Founder & Group
shareholder



Baglan Telman

CEO/CFO



Maya Kalugina

Head of Risks and
Compliance



Aidar Akhanov

Head of Operations



Sofya Zakaryan

Head of Products



Dinara Shalbayeva

Head of Business
Development



Aziza Zhilgildina

Head of CX



Dinara Istekova

Head of Accountant

Why us?

Loved by customers

Big data driven

Technology enabled

Fast & easy

Operating 24/7

We offer user-friendly way to get instant cash loans and improve credit rating. Our NPS is **80%** as of 2021.

Strategy for 2022

1 CX

- Website optimization and redesign
- Mobile app development
- Extended working hours
- Improved customer support chatbot

2 Product

- Launch of installment loan product for 100K-500K KZT
- Flexible repayment terms for defaulted borrowers
- Loans issuance growth X2

3 Funding

- KZT bond issuance
- Credit line increase from Shinhan Bank Kazakhstan
- Funding facility increase from Bondster platform
- Funding facility from new crowd-funding platform