



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

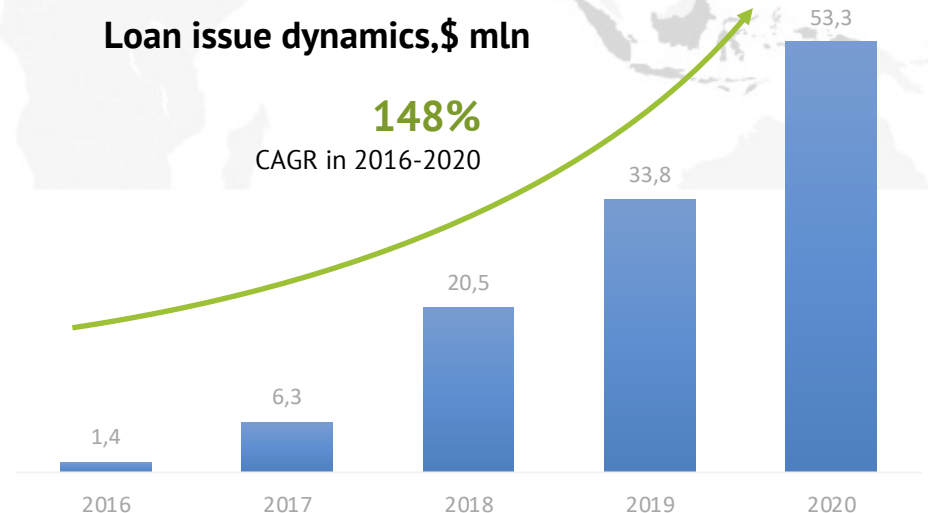
Geographic expansion



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

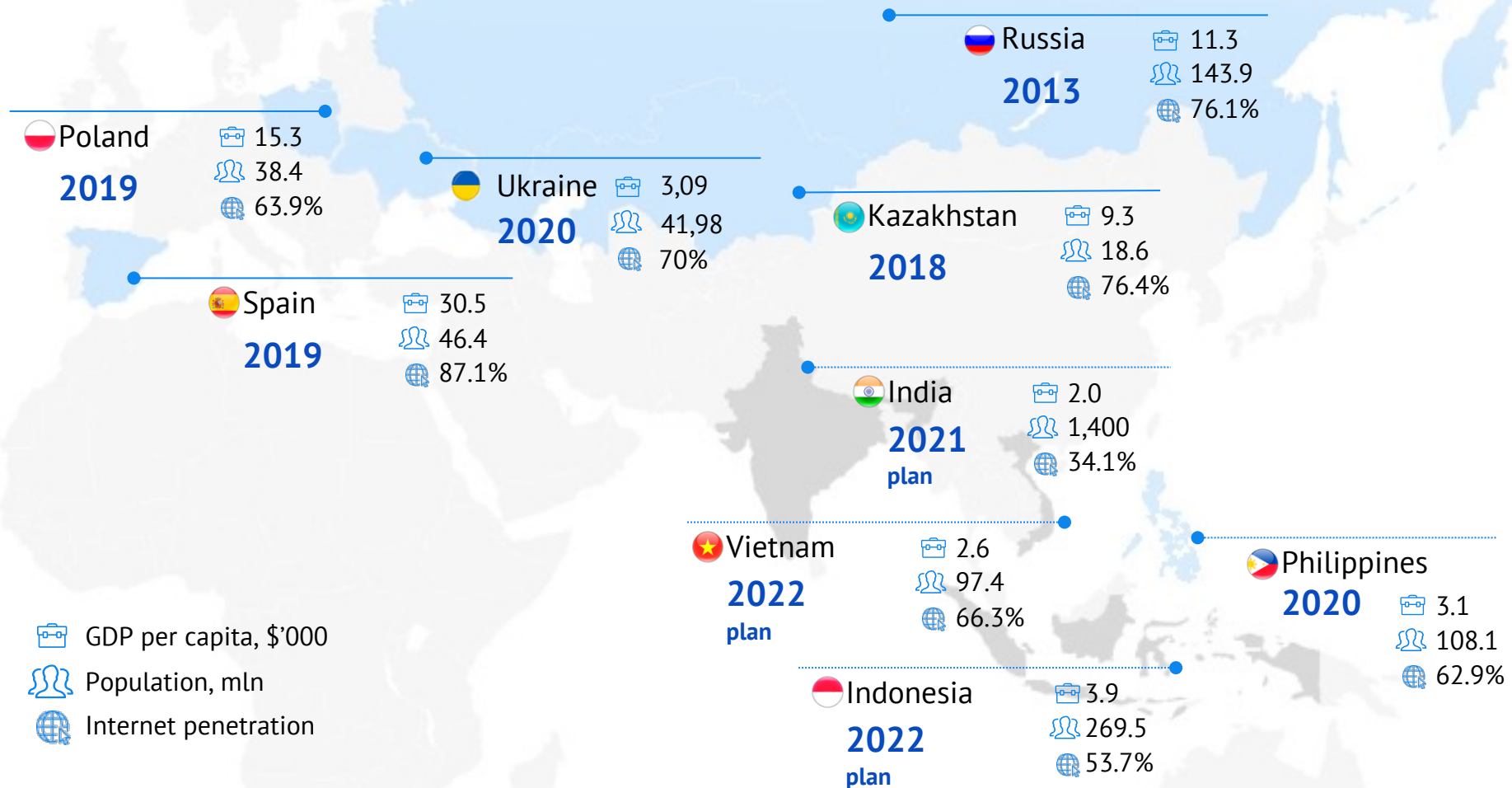
** In 2020

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



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

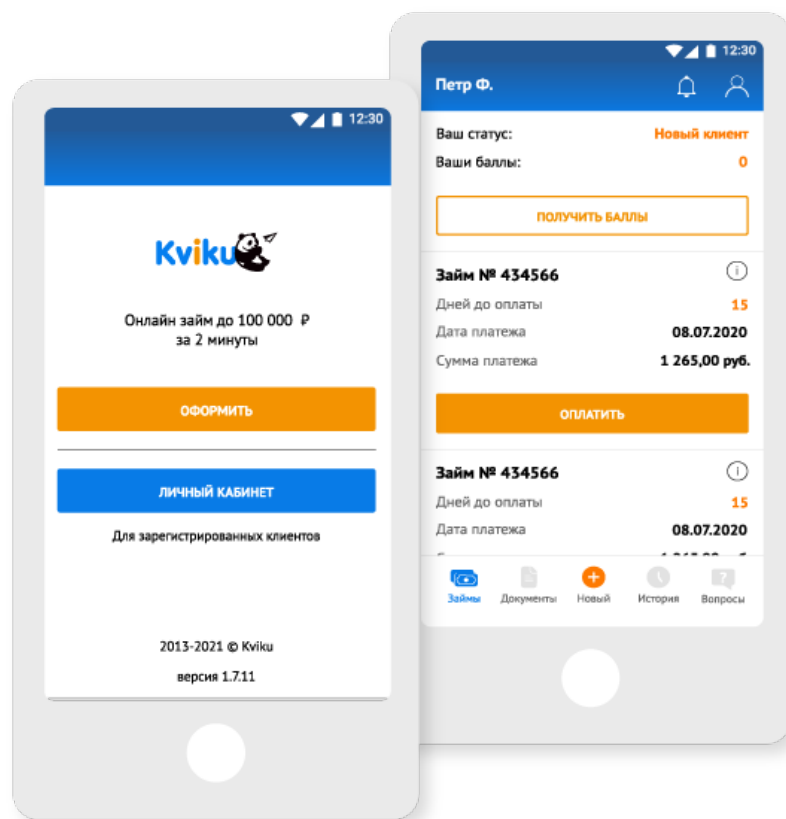
	Virtual credit cards	POS-crediting	Installment loans	P2P loans
				
Loan amount	< \$50	< \$300	< \$1,500	Investment product for individual investors
Term	< 2 months	< 12 months	< 6 months	
APR	up to 30%	up to 30%	up to 300%	
Payment	once per 2 weeks	once per month	once per 2 weeks	
Additional products	P2P money transfers	Life insurance	Virtual debit cards	Other non-banking services

Online lending trends

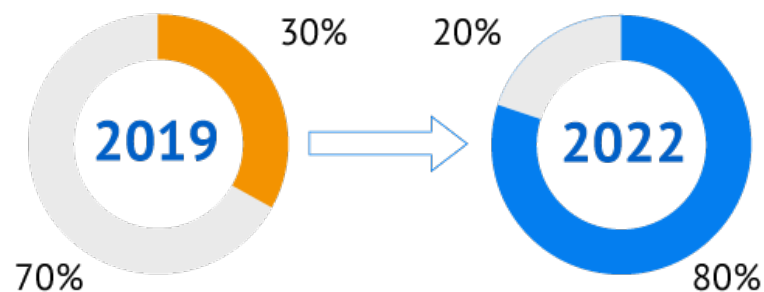
Mobile traffic development



- 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
annually of mobile Traffic
in 2019-2022**



* Cisco VNI Forecast, February 2019

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

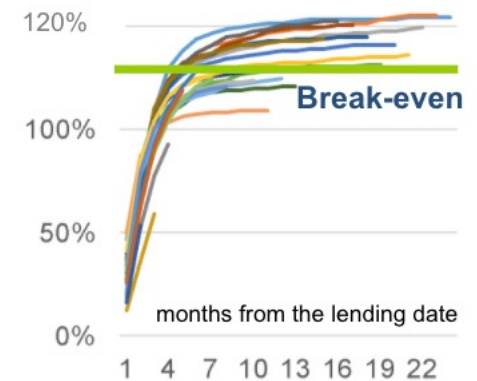
Black lists **Bank accounts**
Geolocation **Devices**
Social networks **Open data**
Mobile operators **Credit Bureau records**
Payments **Behavior**
Big data



Monthly recovery rates of over 120% (vintage analysis)



Average duration – 6 months

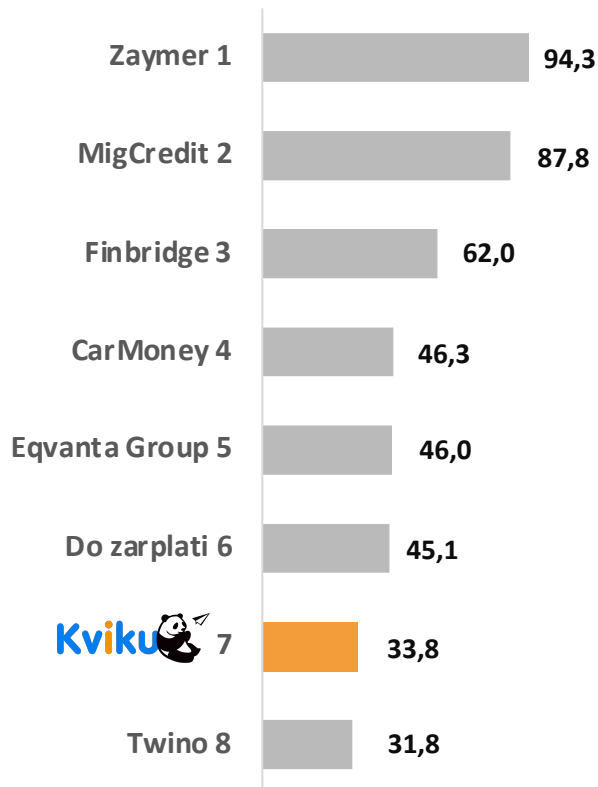


- After 5 years of operations in the Russian market, Kviku has taken the **1st place in POS-lending** among micro finance online companies and the 5th place in installment loans segment

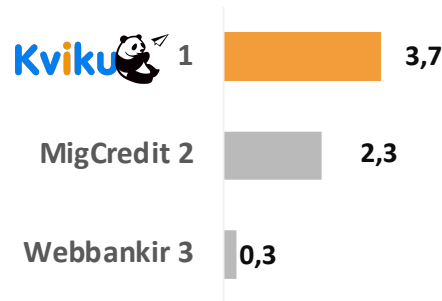


Ranking of online-MFOs by microloans issued on 01.01.2021 (in \$ mln)

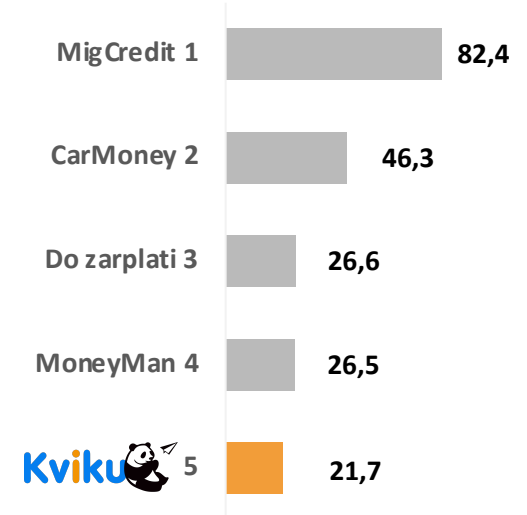
All loans



POS loans *



Installment loans



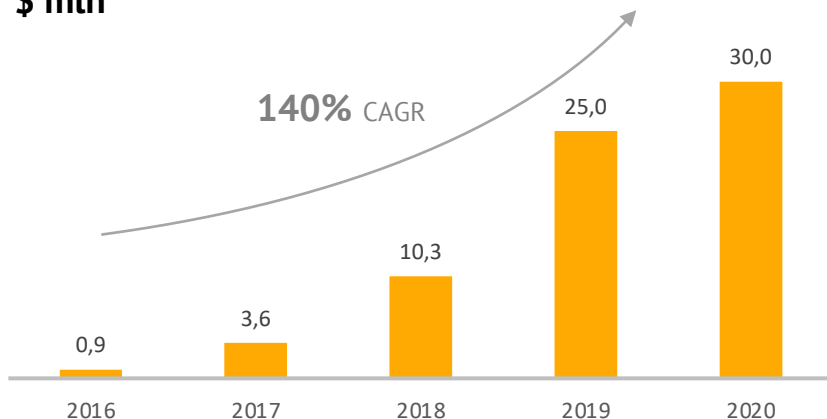
Financial dynamics results

Strong growth and profitability

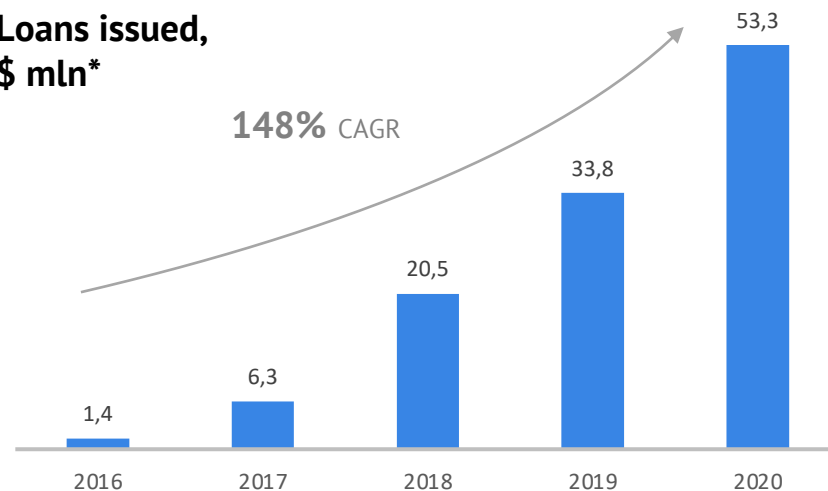


- In 2016-2020, financials **grew over 150% annually**

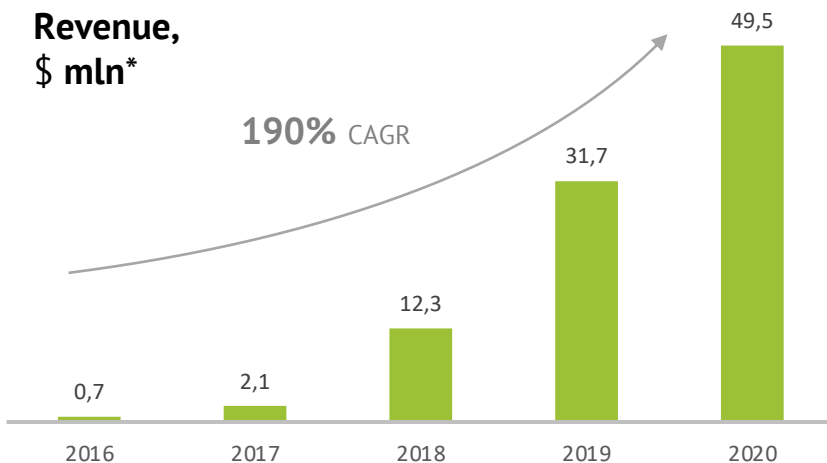
**Assets,
\$ mln***



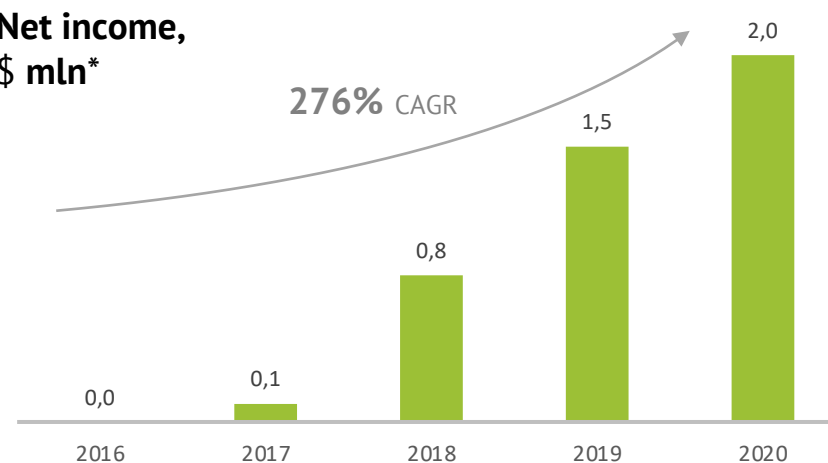
**Loans issued,
\$ mln***



**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**



- 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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