Russia

LIME LOANS

MULTI-MARKET ONLINE CONSUMER LENDING

MAY 2021

bondster

LIME

CORPORATE MILESTONES

Russia Launch 4/2014

South Africa Launch 7/2016

Installment loans introduced 4/2017

Machine Learning lab founded with local technical university 6/2017

Mexico Launch 12/2018

Insurance introduced 5/2019

Joined Bondster P2P Platform 12/2019

Over 0,5 bln RUB Originated 4/2021

100K Loans 6/2016

200K Loans 4/2017

300K Loans 10/2017

500K Loans 5/2019

1,4M Loans 04/2021

Corporate partners

mastercard

МИР

VISA

QIWI

Яндекс Деньги

PCI DSS Certified

Коммерсант.ru

MobileScoring

EQUIFAX

Национальное Бюро Кредитных Историй

Российская Газета RG.RU

НГС НОВОСИБИРСК

Forbes

интерфакс INTERFAX

ЭКСПЕРТ РА РЕЙТИНГОВОЕ АГЕНТСТВО

Year 2020

Effective interest rate	
PDL	363%
Installments	325%

Vintage total recovery
6M
131%

- **9 years on market**
- Internal **fintech tools** automating business processes

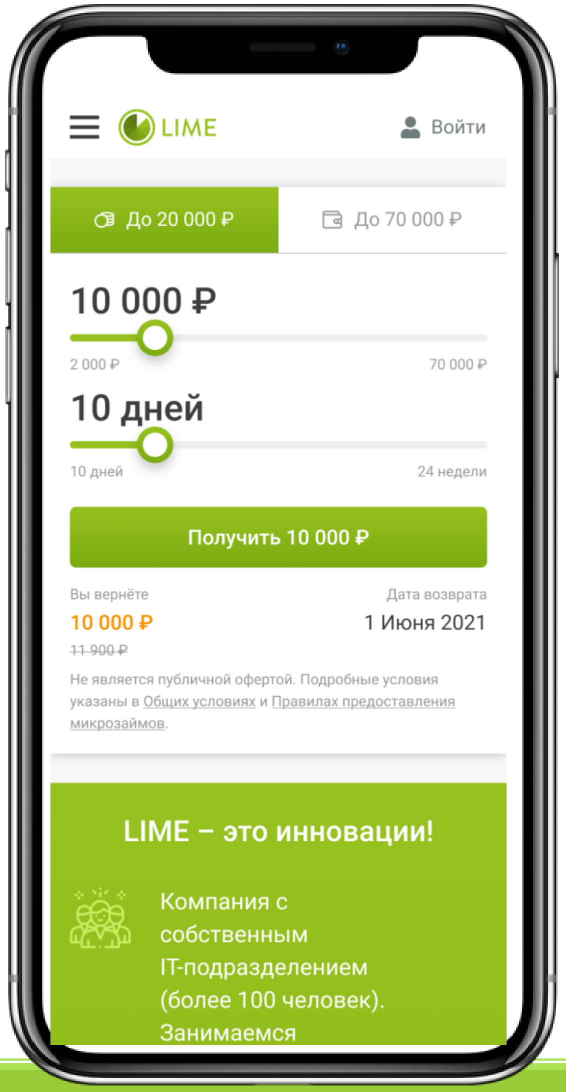
Established in 2013

187 employees

46,2 M EUR issued since **January 2020 to March 2021**

LIME

2 MAIN PRODUCTS: PDL AND INSTALLMENT LOANS



PDL

- To get money for shortterm goals

INSTALLMENTS

- Loans with annuity schedule up to 6 month

Partnered cross products

Insurance

Tele-health

Easy and fast from any point for RU citizens

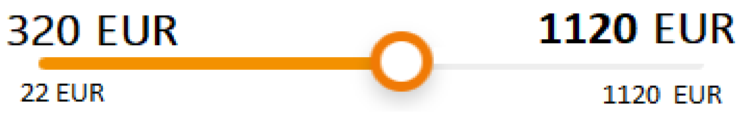
LIME

BENEFITS OF INSTALLMENT LOANS

Annuity predictable payment schedule:

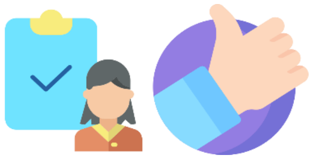
A set term: six or twenty four weeks:

A set sum of loan: from ~ 320 to ~ 1 120 euros:



Due to predictable annuity payment schedule clients definitely know when and in what amount to make a payment

Approval of higher quality clients



Only clients with a high credit score and meeting the pool of additional criteria are approved for installment loans

Significantly lower level of fraud

LIME

2020-2021 HIGHLIGHTS

YonY Originations up By 60%	Originated 13,4 M EUR in Q1 2021 vs 8,0 M EUR in Q1 2020
Increased Principal Recovery	Principal Recovery 60 dpd +8 p.p. in Q1 2021 vs Q1 2020
Increased Loan amount	Average loan amount +7% in Q1 2021 by changing the approach to limit policy
Increased LTV	LTV +15% in Q1 2021 vs Q1 2020 due to an overall improvement in product quality

LIME

LENDING KPIS - RUSSIA

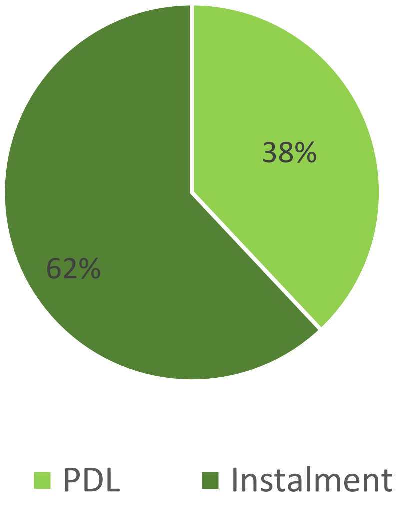
Annual Quantities and Values of Loans

	Qty of loans	% changes	Total originations (EUR)	% changes
2014	7 769		450 219	
2015	50 782	554%	2 465 398	448%
2016	88 614	74%	5 010 293	103%
2017	163 493	85%	14 172 854	183%
2018	295 776	81%	34 377 067	43%
2019	340 066	15%	51 584 176	50%
2020	306 366	-10%	33 271 418	-35%
Q1 2021	114 756	60%	13 429 060	60%

Average Loan Size (EUR)

	Blended	PDL	Instalment
2014	60	60	
2015	49	49	
2016	57	57	
2017	87	78	304
2018	122	82	332
2019	151	121	333
2020	107	85	186
Q1 2021	113	80	195

Current Working Capital structure



LIME

Cumulative Recovery (as % of Originations), *figures as of 31.12.2020 and 31.03.2021 at historical FX, *money-weighted average

PDL

2020	Originations (EUR)	M1	M2	M3	M4	M5	M6	M12
Q1	5 078 755	118	122	123	124	124	125	125
Q2	4 132 212	131	135	136	137	138	138	
Q3	4 418 397	125	128	129	130	130		
Q4	5 802 093	117	119	120	121			
2021	**Originations (EUR)**	**M1**	**M2**	**M3**	**M4**	**M5**	**M6**	**M12**
FY expectations	34 625 000	123	126	127	128	129	130	136

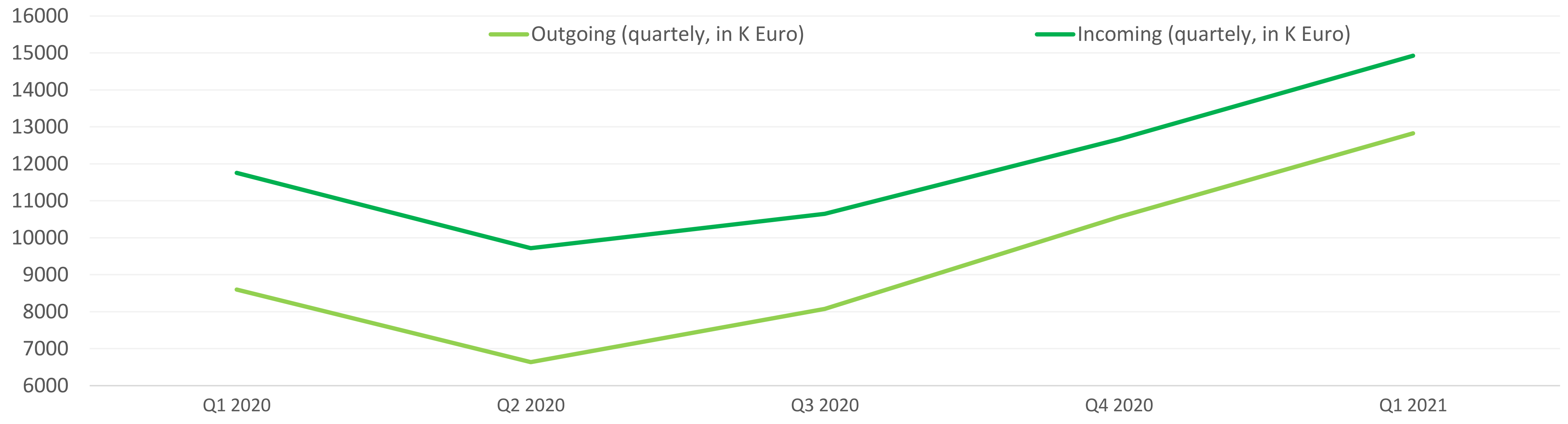
IL

2020	Originations (EUR)	M1	M2	M3	M4	M5	M6	M12
Q1	2 506 683	127	129	130	130	131	131	132
Q2	2 069 649	141	143	145	145	145	146	
Q3	3 878 743	132	134	134	135	135		
Q4	5 384 886	128	129	130	130			
2021	**Originations (EUR)**	**M1**	**M2**	**M3**	**M4**	**M5**	**M6**	**M12**
FY expectations	32 727 000	131	134	135	135	136	137	141

* Implies vintage analysis by loan generations: the financial results of clients (took a loan, for example, in Feb'20 then M3 is May'20). Thus Q1 2021 will appear at the end of Q2 2021.

LIME

PAYMENT FLOW



Before

- Planned increase of originations
- Planned introduction of new products

During pandemic

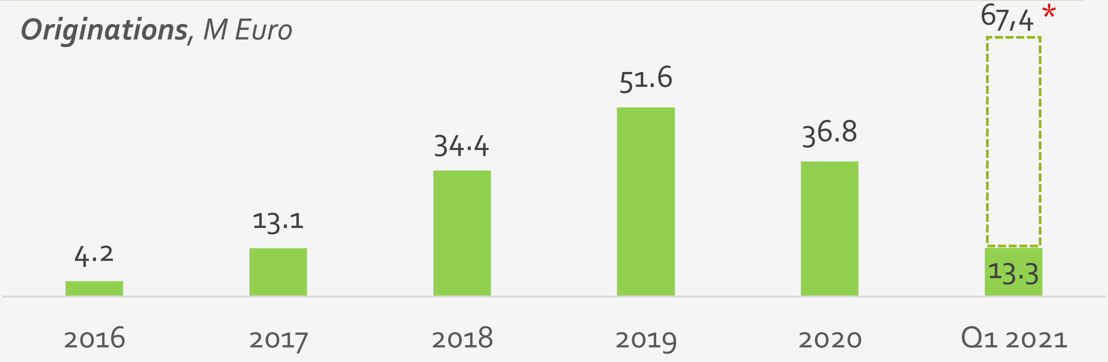
- NPL increased
- Originations decreased because of Stricter Scoring
- Funding deficit on P2P platforms
- Reduced fixed costs

Out of the crisis

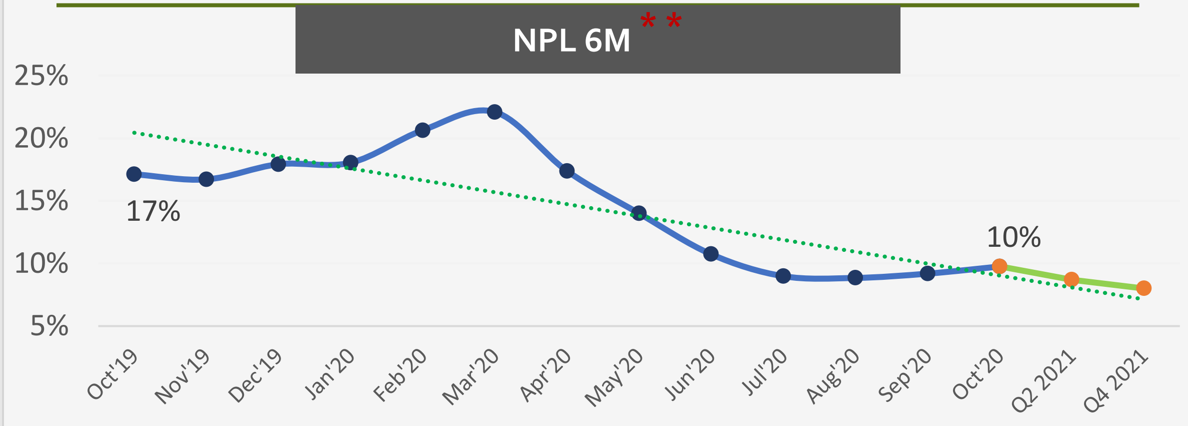
- Full repayment of debt to investors
- Increase in operational efficiency
- Increasing originations without increasing cost

LIME CREDIT GROUP DEMONSTRATES STABLE GROWTH ON THE RUSSIAN MARKET

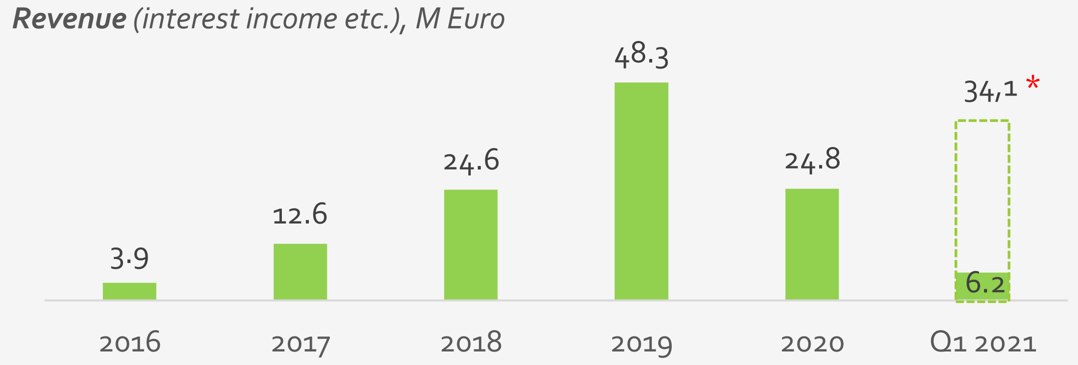
LCG is growing in the volume of loans to customers without reducing the quality of the loan portfolio: Q1 2021 vs. Q1 2020 – increase 60%



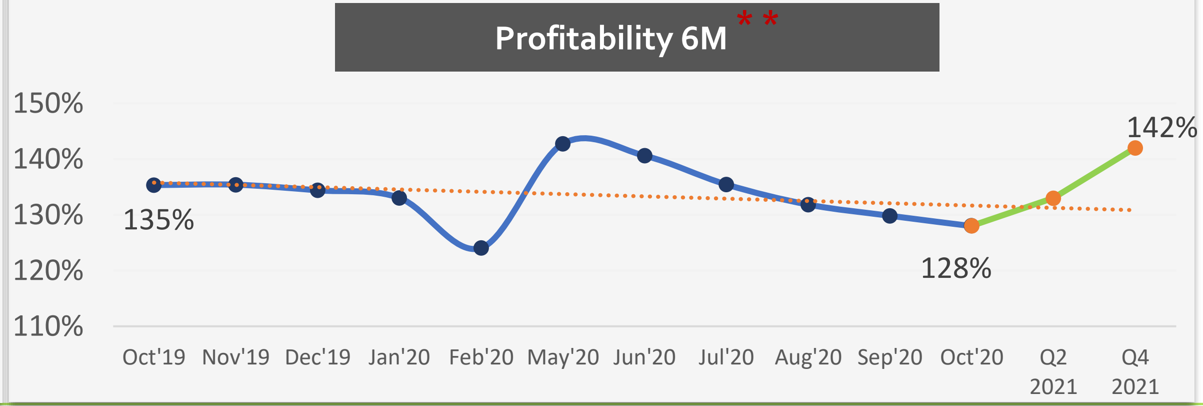
Despite the significant growth in originations, LCG managed to reduce NPL across the year



Revenue dynamics despite Regulatory restrictions
Max Revenue 250% in 2019 => 150% in 2020
Max interest rate 2% in 2018 => 1% in 2019



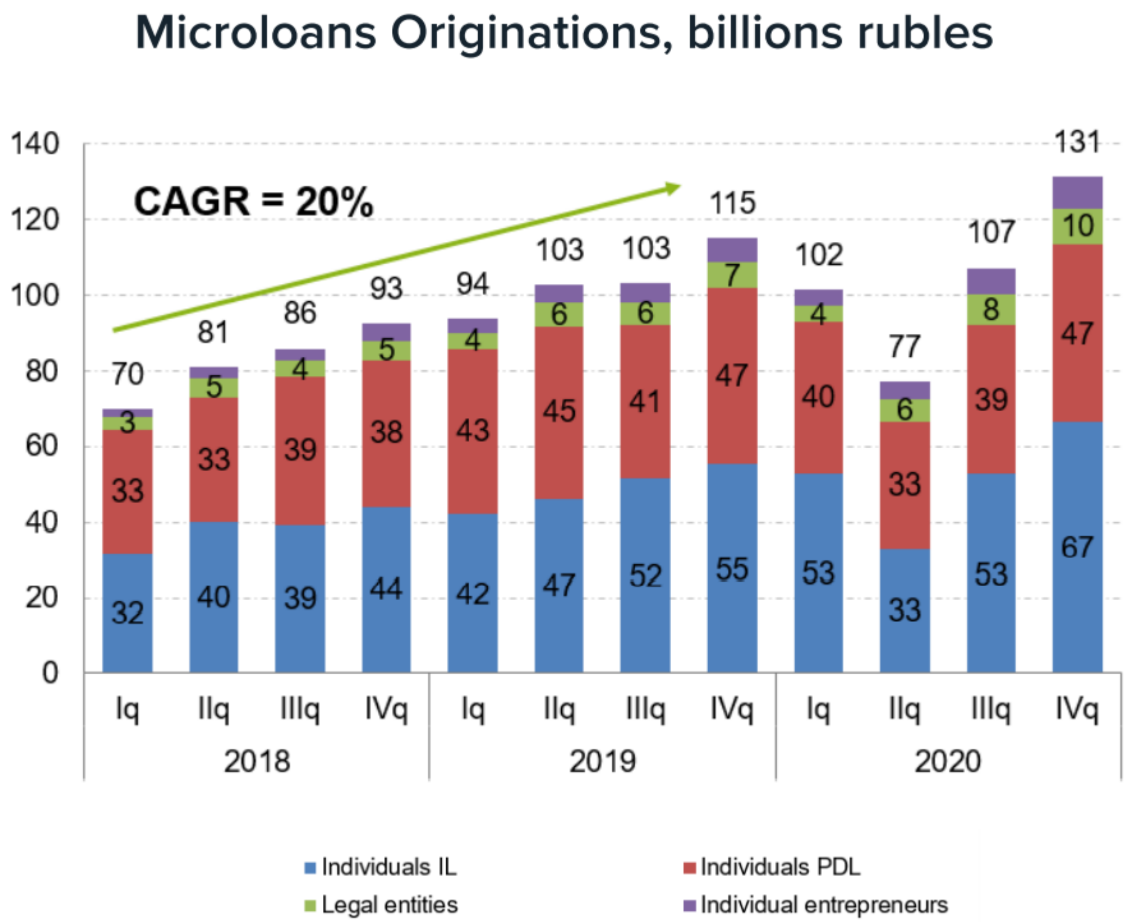
Despite a tightened regulatory restrictions in 2020-2021, the company maintains its Total Profitability



* 2021 Budget Forecast

** Implies vintage analysis by loan generations: NPL and Profit in 6 months

MFI MARKET DYNAMICS IN RUSSIA

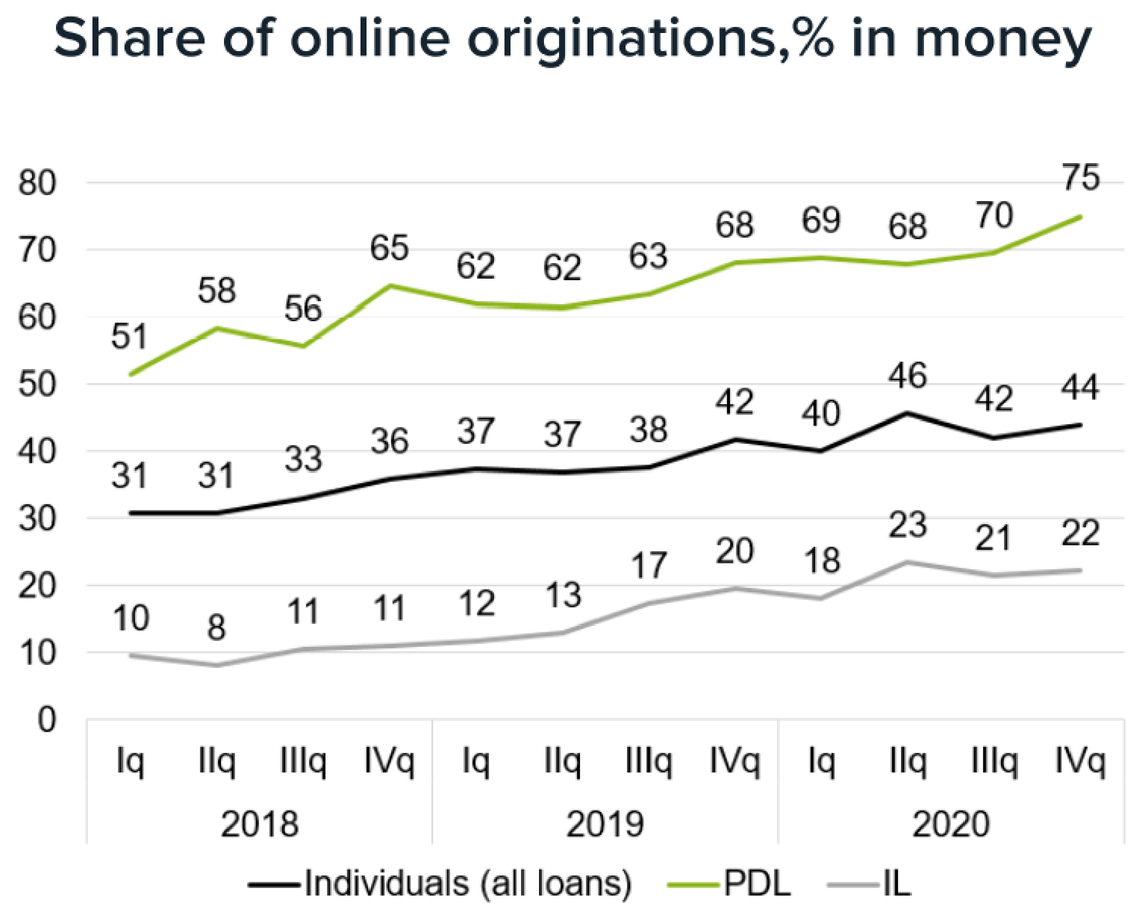


- MFI market has been booming in Russia in recent years;
- For the first time, fall of volumes occurred in H1 2020, but already in H2 2020 all indicators recovered, and in 2021 there is already a widespread growth;
- Next year, market growth will be around 15%. Volume of loans will come close to 0.5 trillion, that is, more than 1.3 billion rubles in loans per day. 85% of this volume - individuals;

- Despite the slowdown in growth rates, the MFI market in Russia will only grow

Source: CBR industry reviews; Expert RA MFI-industry analytics

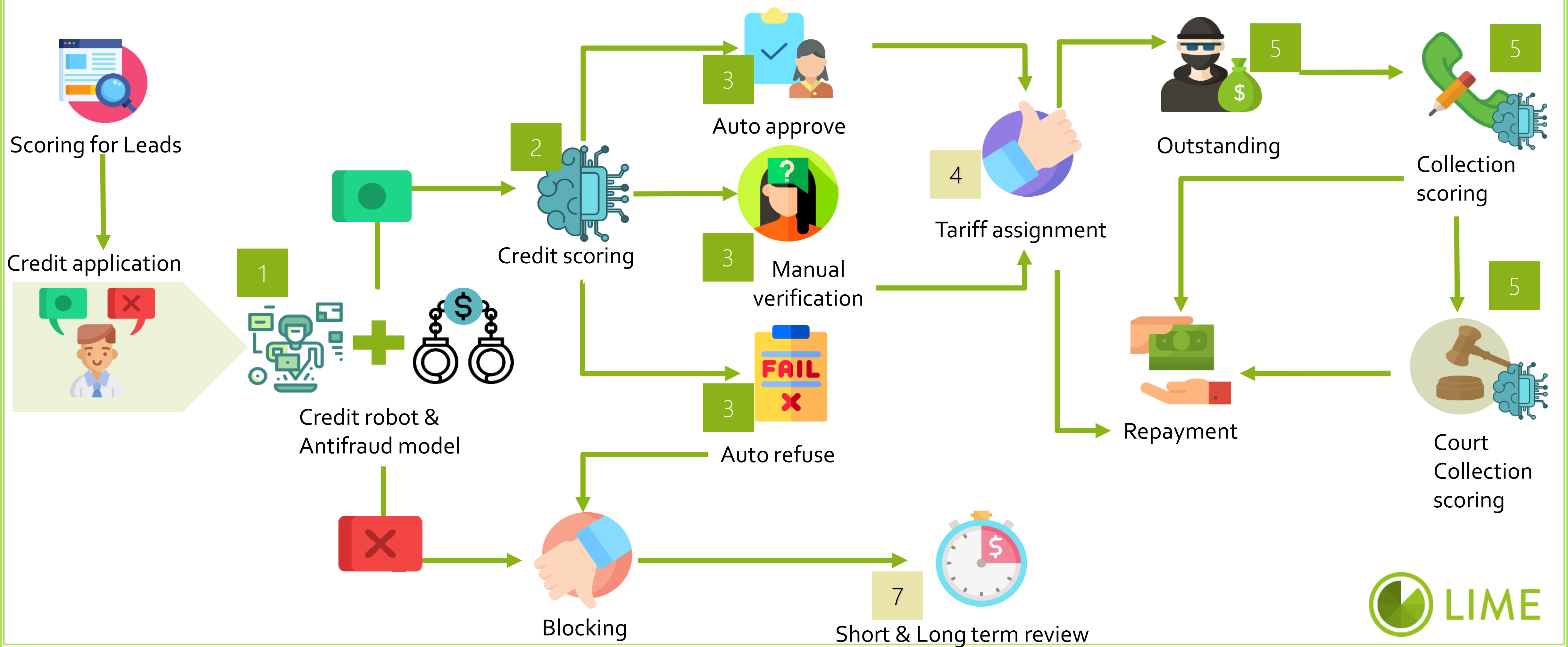
MFI MARKET DYNAMICS IN RUSSIA. ONLINE DOMINATION



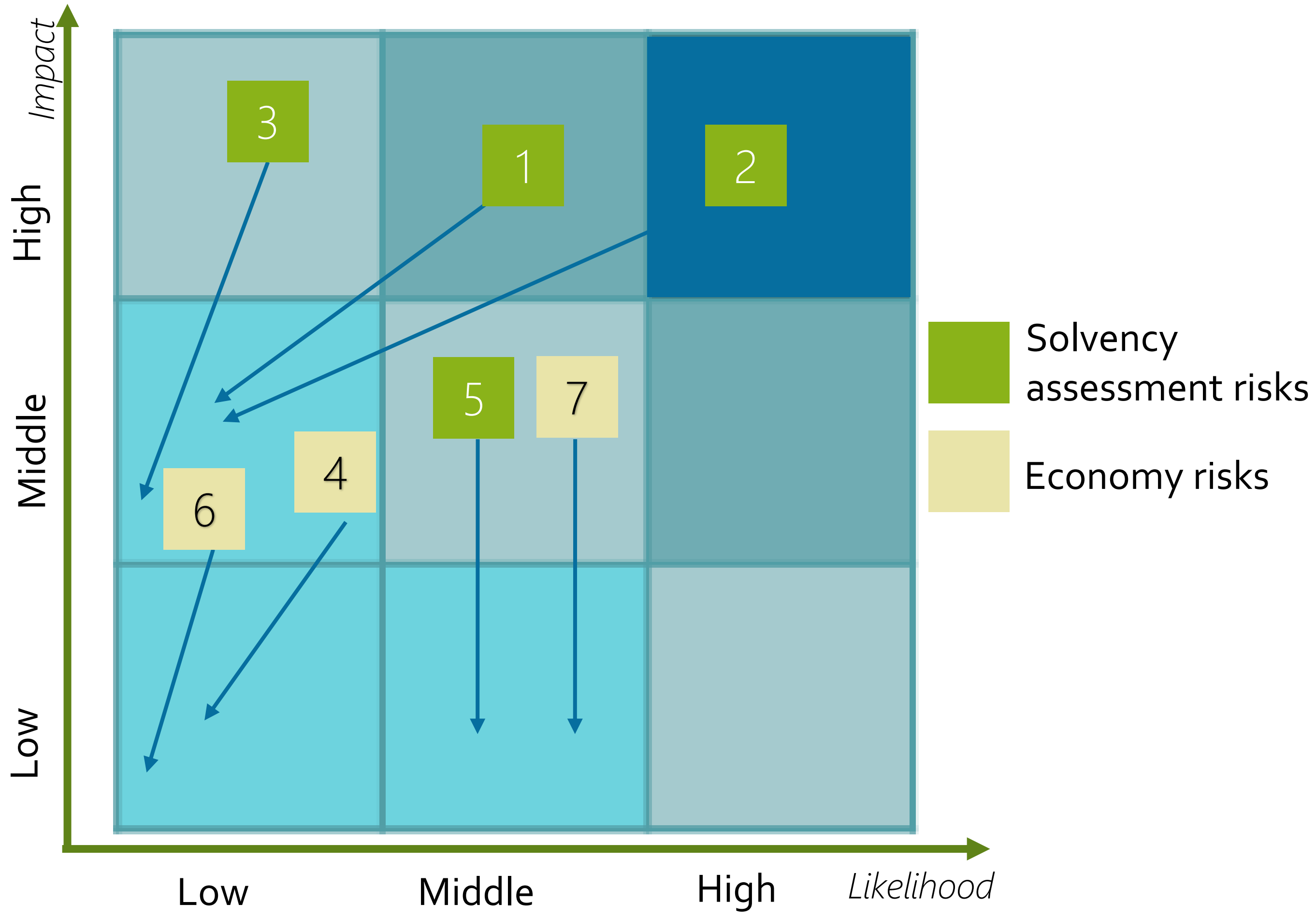
- First online MFOs began to appear in Russia in 2015, then no one believed in this segment - risks were too high. But over time, share of such companies only grew
- Now 44% of microloans are issued online. If we estimate in pieces, more than 70% of loans are originated in online
- Growth stimulus of online segment is high operational efficiency, customer friendliness, easy scaling and of course COVID
- Current challenge for online is to learn how to originate not only small PDLs, but also to cope with risks in IL segment

Source: CBR industry reviews; Expert RA MFI-industry analytics

AUTOMATED SCORING



RISK MATRIX



Lime Credit group manage risks on all of the operation stages. Main risks mitigation strategy connected to solvency assessment. It is important to mitigate economy risks too

1	Fraud risk
2	Credit risk
3	Model mistake risk
4	Loyalty risk
5	Collection risk
6	Lost profit risk
7	Monetary risk

LIME

CREDIT ROBOT & ANTIFRAUD MODEL

Firstly, applications are processed by the Credit Robot's checkpoints to block the criminal and clients with false data

Credit robot based on integrations and static risk rules verifies the authenticity of client information in loan applications

Antifraud system is based on ML algorithms model that performs dynamic verification based on open sources data and borrower's device data (blacklist and etc.)

What we do for improvement

- Develop potential checkpoints
- Retro-testing checkpoints for target results to confirm efficiency
- Periodically re-analysis the checkpoints.

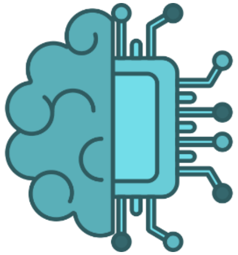
Checkpoints examples

- terrorists
- risk PANs / bill numbers
- loosed document
- match table
- age limits
- data from credit bureaus
- name from filled bank account owner differs from name filled in application form

LIME

CREDIT SCORING ML SERVICE

Automatic estimation for the probability of loan repayment by this client based on ML algorithms



Services performs step-by-step estimation result of these model is the clients score that normalized from 0 to 1. Client's score is a probability of repayment

1 On the first step model:

- Use only free data sources
- Rating clients on these data
- Passes on the next stage only clients with good rating

2 The second consists few iterations

At each iteration model use new NON FREE data source and:

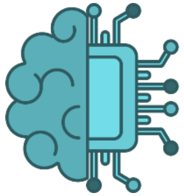
- Rating clients on these data
- Passes on the next stage only clients with good rating

... then additional, more expensive data are requested, and the check is carried out again

Step-by-step estimation advantages

Less mistakes due to fraud blocking by Credit Robot and Anti Fraud Model

Less money spend on pay data



Scoring model could be retrained on the better quality train

CREDIT SCORING ML SERVICE

Combination of different data sources increases model's quality rapidly

- **Black lists**
  - Terrorists
  - Extremists
  - Clients at risk of money laundering

- **The Federal Tax Service reports**

- **Clients application**

- **Intersection of personal data of the application with the current database**

- **Bank transactions' sources**

- **Credit history bureaus**

- **Anti-fraud sources**

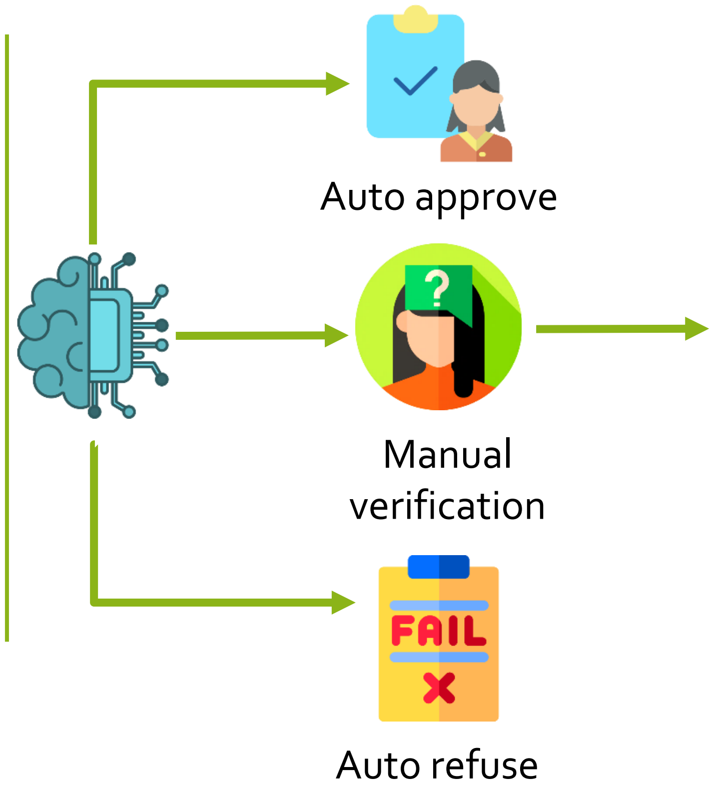
- **Mobile operators**
  - complex to get sensitive data

- **Borrower's device data**
  - no personal data, only technical variables

- **UI-telemetry**

ADDITIONAL DATA SOURCES AND MANUAL VERIFICATION

Verifiers complement application with manually found data so model could make a concrete decision



Model makes this decision when It is hard to tell is this client reliable or not: chances are the same

Manual verification process

1. Verifiers review client's applications and look through needed data, check photos of documents
2. Personal verification that could not be automated. Mostly calls to clients or to client's employer/ confidant
3. Fulfilling the or correction the application data
4. Checks on a sources that has not yet been automated - Quick Payments System, Kronos

LIME

Lime credit group mitigate loyalty risk by offering individual terms and discounts to clients

Important to give clients what they need so they'll stay loyal and regular. In other case clients will prefer competitors services

Individual tariff assignment

- Dynamic calculation Sums/Periods/Rates in according to score and customer needs
- With every successful paid loan client rise available sums and decline rate for next loan

Loyalty program

- Most attractive terms for the first loan allows to get acquainted with our services
- With every successful loan client rises discount rate for the next loan

Behavioral marketing

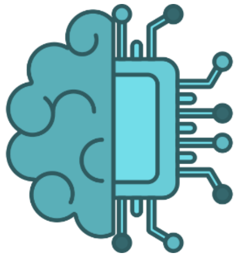
- We use RFM behavioral analysis to drive desirable behavior

General idea: regularly make optimization: retro-test for previous credits by using all the combinations sum-percent-score match table to maximize received profit \ complex metric

LIME

COLLECTION SCORING AS OUTSTANDING'S MANAGEMENT

Collection scoring provides most efficient strategies for non-performing clients



Collection scoring gives probability of repayment the outstanding by this concrete client. Collection score provides the communication strategy that is the most efficient for this deb loan.

1 **First collection score:**

Provides insides for debtor's communication strategy

- On which day to start the automatic newsletter
- On which day to start personal calls
- How much unfulfilled promises could we take before taking case to the court

In progress **Second collection score – court score:**

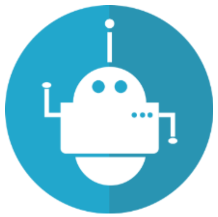
Provides insides for taking case to court

- Trial requests additional costs
- How old should be debt to take this additional costs

Collection scoring advantages

Automation:

Machine learning services is way more efficient then personal estimates



Cost optimization:

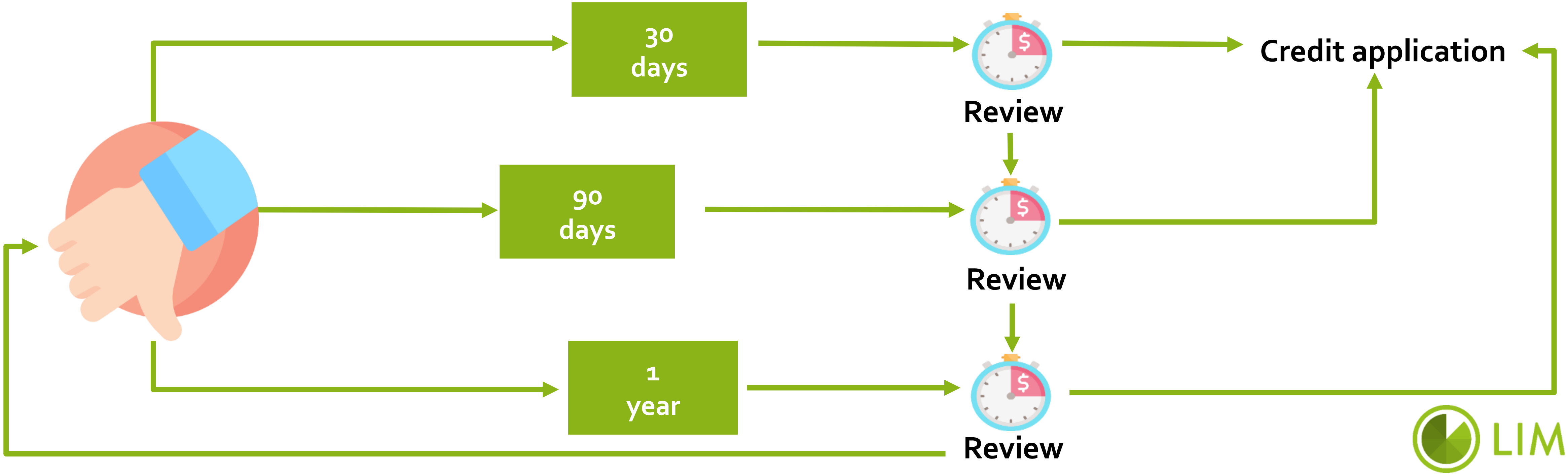
Collection scoring allows to reduce excessive funds spend on personal communication

LIME

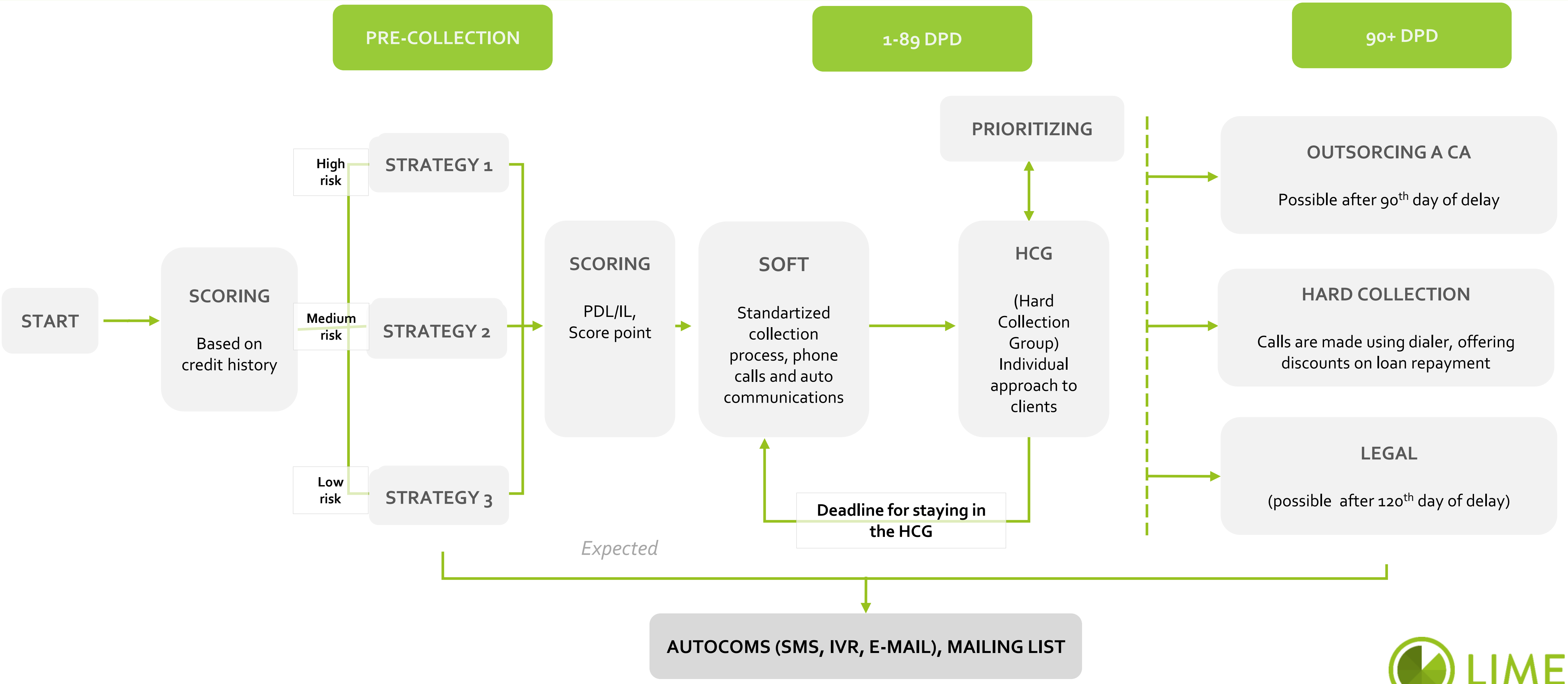
REHABILITATION PROCESS FOR REJECTED CLIENTS

Review client's relatability allows to satisfy the maximum requests and get maximum profit

Client could be blocked on different stages. It is important to monitor client's reliability over time. If, for example, a client will fill an application with correct data, relatability will grow and the model will be able to give more positive decisions. Not tracking such changes could lead to losses.



COLLECTION PROCESS



PRODUCT DEVELOPMENT ROADMAP

Lime focuses on the development of consumer credit products. Next 2 years, we do not plan to deviate from this and will increase our market share

Typical Loan Terms (months)

Additional products:

- Health Insurance
- Financial literacy tools
- Products to improve a borrower's credit history

Core products:

	Typical Loan Terms (months)
Installment Loans	9M
«Mini» Installment Loans	3M
Instant Loans	1M
Auto Title Loans (*Expected*)	12M

Consumer Credit

Leverage Client Base

The client base can be leveraged through increasing market awareness and launching new products

The platform will be leveraged by increasing flexibility and speed of development

Data Sources integrations

- SMEV
- Bank IDs
- QPS (SBP)

Client Credit Check

- Collection scoring
- ML scoring models
- Limit-policy model

Information Services

Development of the category of loans with annuity payments

Development of more variability in loan terms

Development Credit

Leverage Platform

LIME

FOUNDERS

Alexey Nefedov
CEO / Co-founder

Before co-founding Lime, Alexey spent a few years working as an implementation consultant for an enterprise applications developer and as a credit card underwriter at a major Russian bank. In his day-to-day role as CEO of Lime, Alexey sets strategic priorities, is the chief system architect, makes most HR decisions, and oversees legal and regulatory compliance. In the three years since its establishment, Alexey has spent time in pretty much every role in the company from collector to underwriter to programmer.

Stanislav Sergushkin
COO / Co-founder

Stanislav and Alexey met at university in the UK, and since both of them had prior experience as underwriters, their ideas about a better on-line lending platform quickly came together. As Lime's COO, Stanislav handles day-to-day operations in addition to leading product development and territorial expansion. The business process flows, risk management procedures, and scoring models in use at Lime are all products of Stanislav's guidance.

LIME

FOUNDERS

Olesya Kiseleva
Managing Director, Russia

Olesya graduated in Applied Informatics from the Siberian State Industrial University. At the beginning of her career in the Lime Credit Group, she held the position of Head of the Project Department and led a team of 40 employees in Moscow and Novosibirsk. Then she moved to the position of Deputy Development Director.
At the moment, Olesya is the Managing Director of Lime in Russia and is responsible for business performance, the development of the company, and maintaining a competitive position in the market.

Kevin Hurley
CFO

Previous to joining Lime Credit Group in 2015, Kevin served for 10 years as the COO of a private equity fund and for 15 years in various roles in management and consulting in IT. Kevin has spent his entire professional career living and working in emerging markets around the world. He is a graduate of the Johns Hopkins University.

LIME

LIME LOANS
MULTI-MARKET ONLINE CONSUMER LENDING

Contact:
Kevin Hurley
CFO
k.hurley@limecreditgroup.com

LIME

LEGAL DISCLAIMER

IFRS Financial Information

In addition to the unaudited financial information prepared in conformity with International Financial Reporting Standards (“IFRS”) included in this presentation and its accompanying supporting documentation, the Company provides details of its operations, calculations, and financial statements that are not considered measures of financial performance under IFRS. Management uses these non-IFRS financial measures for internal managerial purposes and believes that their presentation is meaningful and useful in conveying an understanding of the activities and business metrics of the Company’s operations. Management believes that these non-IFRS financial measures reflect an additional way of viewing aspects of the Company’s business that, when viewed together with the Company’s IFRS results, may provide a more complete understanding of the factors and the trends affecting the Company’s business. Management provides such non-IFRS financial information only to enhance readers' understanding of the Company’s IFRS consolidated financial statements. Readers should consider the information in addition to, but not instead of, the Company’s financial statements prepared in accordance with IFRS. This non-IFRS financial information may be determined or calculated differently by other companies, limiting the usefulness of those measures for comparative purposes.

Risk and Uncertainties that May Affect Performance

This presentation contains forward-looking statements about the business, financial condition, strategy, and prospects of Lime Capital Partners Inc (further “Lime” or “the Company”). These forward-looking statements represent the current expectations or, in some cases, forecasts of future events and reflect the views and assumptions of Lime's management with respect to the business, financial condition and prospects of the Company as of the date of this release and are not guarantees of future performance. Lime's actual results could differ materially from those indicated by such forward-looking statements because of various risks and uncertainties applicable to its business. These risks and uncertainties are beyond the control of Lime, and, in many cases, the Company cannot predict all of the risks and uncertainties that could cause its actual results to differ materially from those indicated by the forward-looking statements. When used in this presentation, the words "believes," "estimates," "plans," "expects," and "anticipates", as well as similar expressions or variations as they relate to Lime or its management are intended to identify forward-looking statements. Lime cautions you not to put undue reliance on these statements. Lime disclaims any intention or obligation to update or revise any forward-looking statements after the date of this release. A more in-depth, though not complete, discussion of some of the risks and uncertainties that may affect Lime's future performance is included as an appendix to this presentation

LIME