



NúNú





About Us

NÚNÚ is an Icelandic player providing short maturity consumer financial services to the subprime and near prime segments. We specialize on fully automated, data-driven approach to risk management and lending to serve a large market untapped by competitors.

NÚNÚ is part of Orka Ventures, a group with over a decade of experience in providing instant online loans in the Nordics.

€ 128,000,000
Volume of Instant Loans

30 000
Customers Served

20
FTE

11
Years of Operations

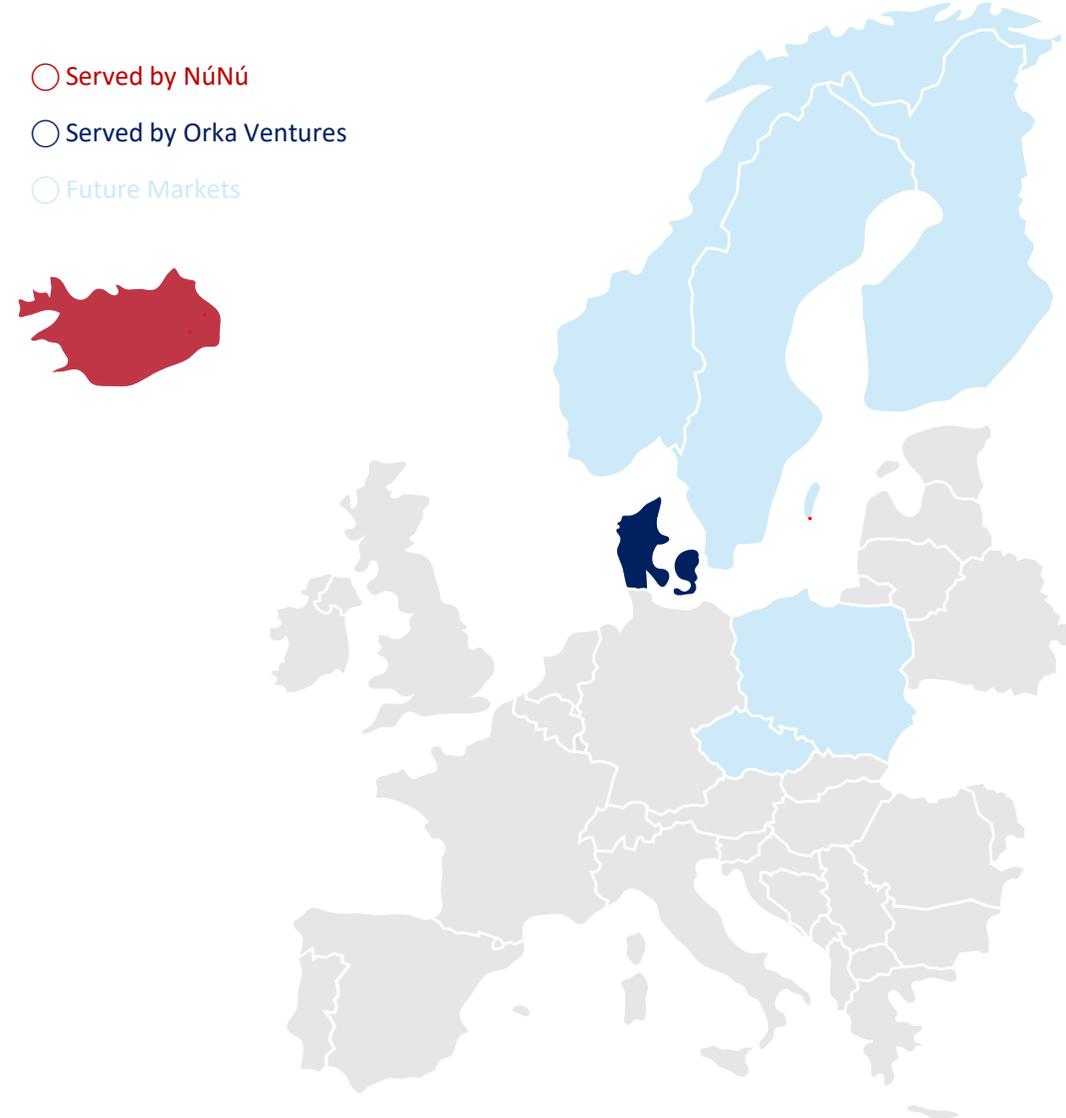
5
Nationalities

3
Brands

**Authorized by the Icelandic
Consumer Authority**



- Served by NÚNÚ
- Served by Orka Ventures
- Future Markets





Market

Iceland has a mixed economy with high levels of free trade, and its citizens enjoy one of the world's highest levels of economic and civil freedoms. It ranks 6th globally in GDP Per capita rank (Above Singapore, Australia, Germany, Canada).

Target Customer

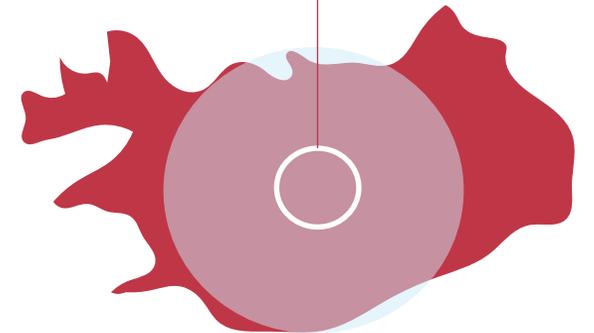


Iceland

Population: 350,700
GDP (PPP): \$18 Bn
Per Capita (PPP): \$52,00
Economically Active: 198 700
Internet Users: 340 117

Near Prime or Sub Prime

20 – 55 years old
Regular, average of below average income
No credit history or mildly adverse credit history
Little or no savings



Target Country



Key People



Ondrej Smakal
Group CEO & Partner

Formerly managing Director at CreditOn, KPS and Viva Credit. Over 20 years of experience in finance and marketing. Group CEO at Orka Ventures since 2017, he's responsible for leading the company into new markets and new product offerings



Leifur Haraldsson
Partner

Founder and Chairman of over a dozen successful companies in Iceland and Czech Republic. Partner and Chairman at Orka Holding and Eldar Ventures.



Management Team



Jiri Sykora

Finance

Former Head of Finance at PwC, Regional Manager at Accenture, and several managerial roles at African and European-based NGOs over a 20-year career.

Simone Bertolone

Marketing and Sales

7 years experience in sales and marketing, focused on early-stage development strategies for FinTech enterprises, fellow at Singularity University (CA) and MBA from Chapman University.

Jaromir Vsetecka

Operations and CS

Former Risk Analyst at GE Money Bank, Ops Manager and Global COO at Profi Credit.

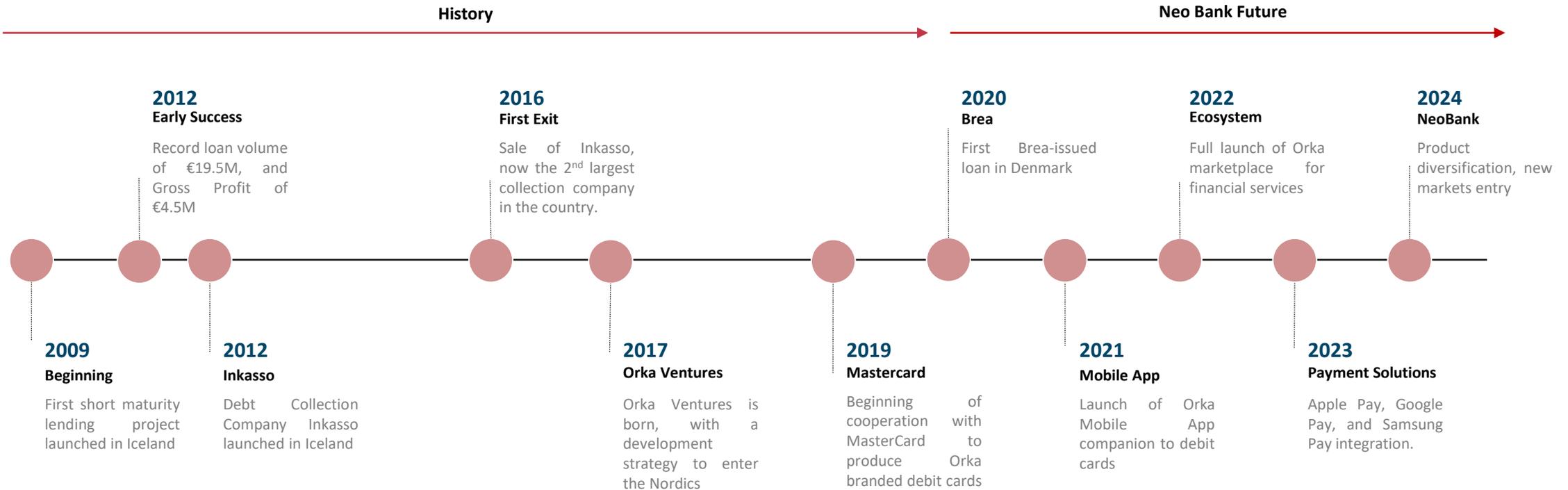
Janos Lucansky

IT

15 years of experience in senior developer roles in successful e-commerce and fintech products, such as Slevin, Asko, Dedra, Hopkaup, Heimkaup and Leit



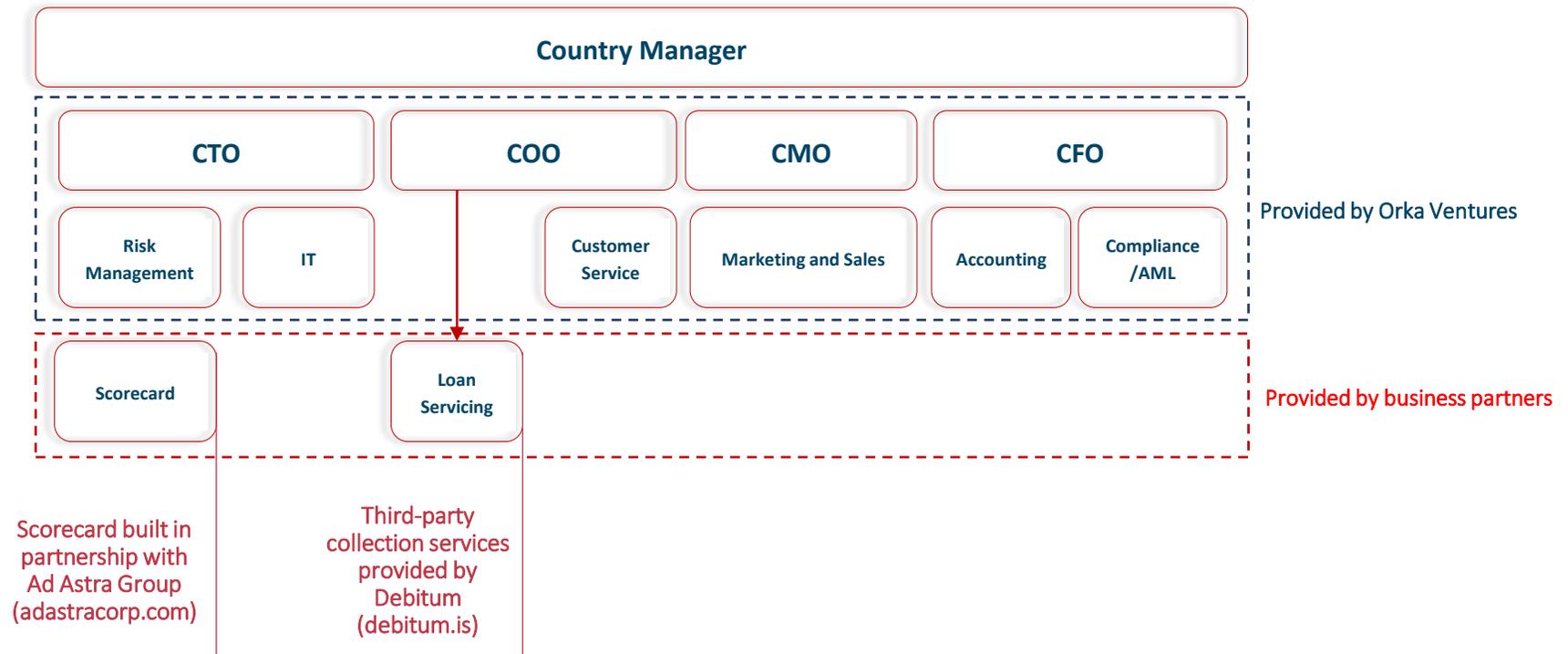
History and Future of the group





Organizational Structure

NÚNÚ adopts a highly replicable, low-cost organizational structure with shared service center providing operational, admin and marketing services.





Product

NúNú provides products that satisfy our customers' financial needs. The entire application and disbursement process happens online, powered by a strong proprietary risk module.

Single Payment Loan

- 15-, 22- and 30-Days Maturity
- 36% Max APR
- Fully automated process
- €80 to 160 SPLs
- Credit limits up to €2,000

+ **Subprime Segment**

+ **Affordable Product**

+ **<3% Default Rates**

+ **16 Seconds Average Application Time**

+ **83% Client Approval rate**





Portfolio Performance

Disbursed Loans, Monthly



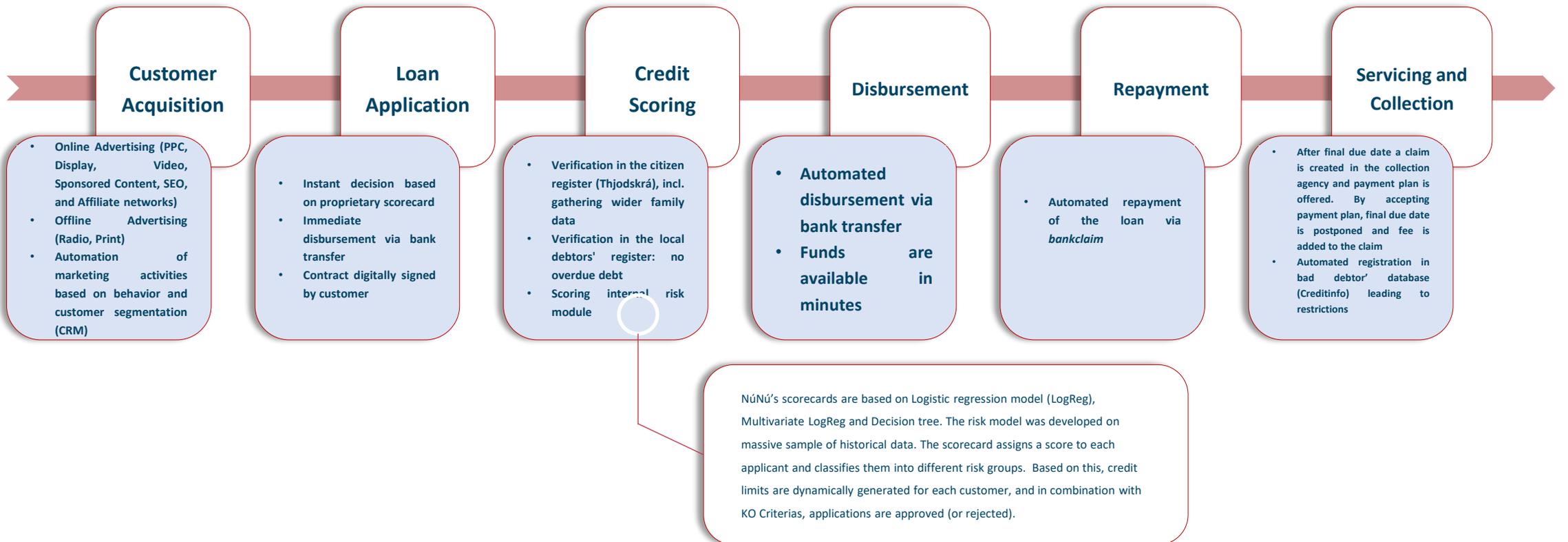
Customer Scoring and Default Rates



- NÚNÚ managed to overcome the Covid crisis and increased its loanbook while simultaneously decrease default rates. Default rates in 2021 dropped to under 3% despite increased lending and the unfavorable macroeconomic scenario.
- Highest possible score is 1000



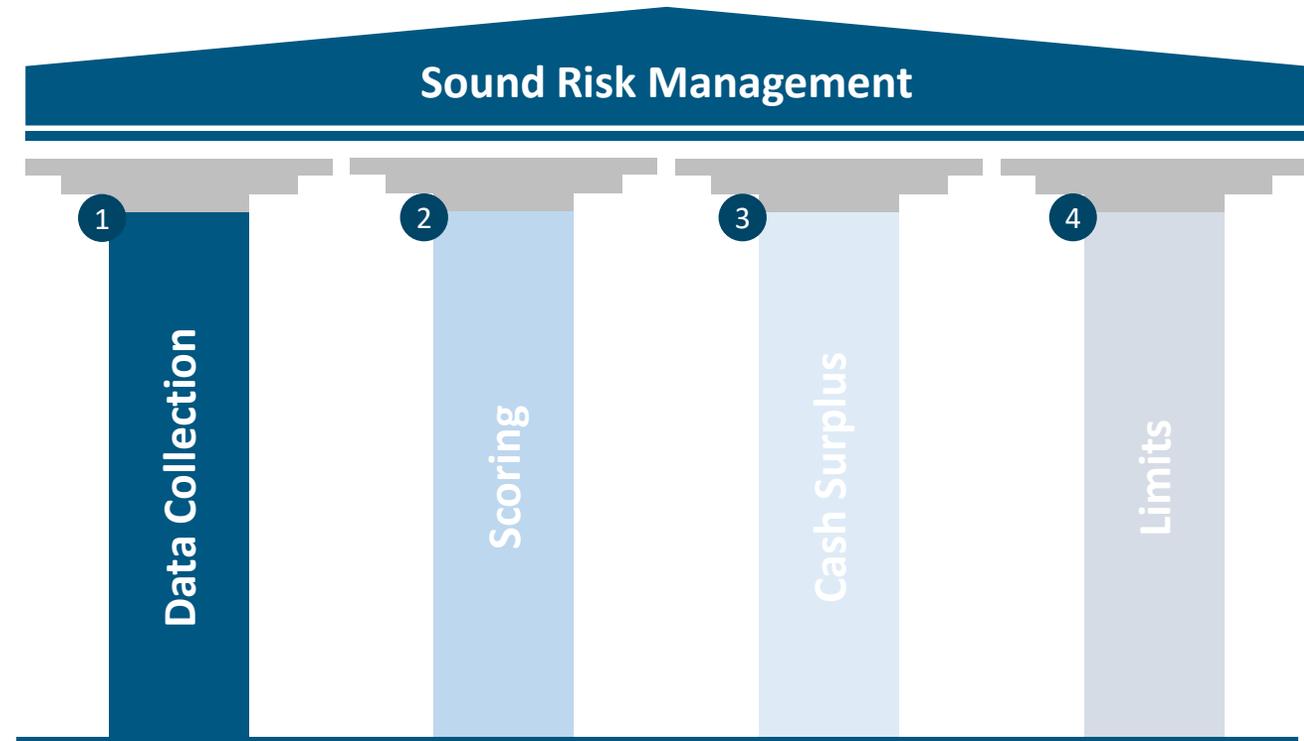
End-to-End Loan Management System





Digitalised Lending Model

- The entirely digital lending platform - from marketing through onboarding and credit risk check to disbursement - minimizes the need of human intervention and reduces decision-to-disbursement time to less than one minute.
- Lending CRM system works with several data sources (from business partners to country authorities) and gathers behavioural data while onboarding the customer
- API integration with local country citizens registers, tax and social security authorities as well as credit bureaus
- Data gathering from onboarding loan application form
- Data search on social networks (Facebook, LinkedIn)
- The state-of-the-art methodology allows serving subprime or near-prime clients on APR restricted market successfully while other players are forced to quit the market or opt out of certain market segments





Get in touch with us for any questions and inquiries:
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