

Company presentation



# About OK CREDIT!



- The main activity of the company **OK CREDIT** is to assist in lending to individuals and legal customers. Our main specialization is lending, which offer solutions for occasional and short-term customer needs in cash, as well as loans secured by movable, immovable-(mortgage) property.
- We operate on the Moldavian market since 2014 and we have bold plans for global expansion.
- We do this responsibly, using our experience and real-time loan process automation that processes data to make objective lending decisions.
- **OK CREDIT** is recommended to friends and acquaintances by its customers.
- In the realization of its projects, the company relies both on its own funds and actively cooperates with private investors and banks. We try to bring new credit technologies to **Moldova**, customer-friendly. We are always open for cooperation, we value our business reputation and bear full responsibility for each operation. The key to our success is an individual approach to each client. There are situations in life when you need money quickly.
- There are situations in life when you need money quickly. You can try borrowing from friends or a cash loan from a bank, but you don't always get approved. **OK CREDIT** offers you instant help and loans without references and additional documents. Taking care of you, we work accurately, quickly and safely.
- There is always free consultation on all credit issues, fast decision making, payment of money within a day and handling of complicated situations. We strive to make the process of granting loans as fast and convenient as possible.

# Our advantages

- A user friendly online service for obtaining microloans.
- **OK CREDIT** is a service for everyone. **OK CREDIT** supports clients in all life situations when they need money immediately. We have made a user-friendly online service for microloans. And we are ready to meet our clients' needs - to take risks and grant loans even in cases when banks and other microfinance organizations deny them. Modern technology and experience in the financial sector enable us to do this.
- **Who are we?** We are specialists in microfinance and banking.
- Individual approach. We are small - so we respond quickly to client needs.
- We consider each case individually, so a bad credit history will not always be a barrier to getting a loan from **OK CREDIT**.
- The decision in 10 minutes.
- Loan amounts start from 50 EUR to 10,000 EUR. It takes no more than five minutes to process a request; you don't need any documents - just a copy of your passport.
- The client receives money - in cash at the cashier's bank partners or on the card.
- 24 hours a day and 7 days a week.
- We issue loans throughout **Moldova**. Our support service will promptly answer any questions, help you make a request and advise you on the terms and conditions of repayment. We guarantee transparency of work, no hidden fees and additional payments.
- **Why you should trust us?** We have 19 years of experience in microfinance, which allows us to identify all the risks associated with microloans and respond quickly to all the challenges that arise in this type of business.



# History of OK Credit

## Development of branch network



HO Chisinau - 2014



Branch Drochia - 2018



Branch Cahul - 2018



Branch Balti - 2019

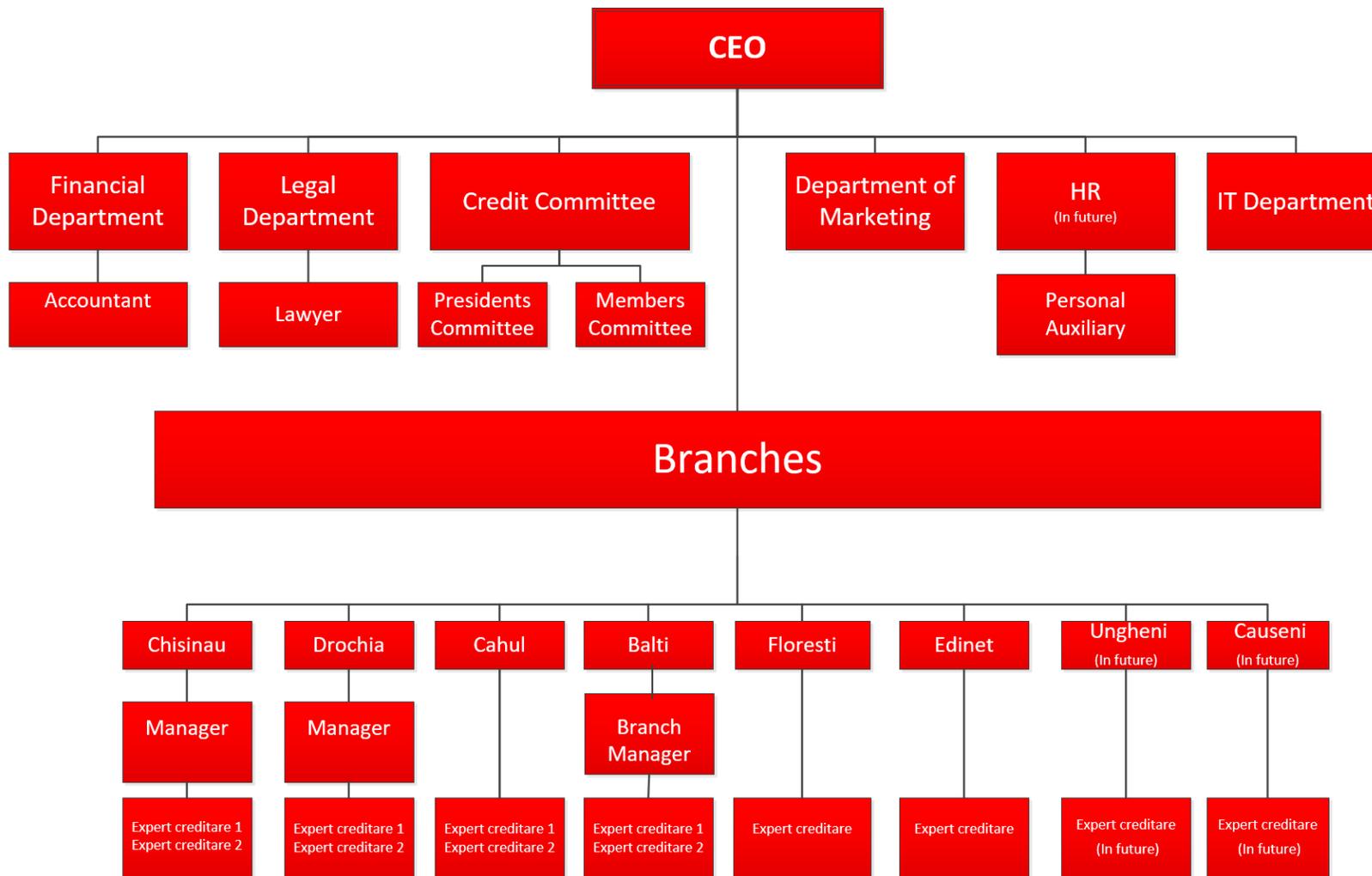


Branch Edinet - 2019



Branch Floresti - 2020

# Organizational chart



# The Team

## Key people at OK Credit



**Prisacari Vadim**

Managing Director  
Co-Founder

- Senior executive from over 19 years of experience in the banking sector and microcredit.
- Key person to solve the tasks and goals. Work on the result.
- Experience to launch new projects with "0".
- Graduated from the Polytechnic College with a degree in Software Control Machines and Academy of Economic Studies of Moldova with a degree in Economics, specializing in Corporate Finance



**Spicica Ion**

Co-Founder

- Competent FinTech entrepreneur with more than 13 years of experience in the non-bank lending sector
- Marvelous IT projects professional who makes OK CREDIT a fast and easy-to-use platform.
- Successful Experience In Credit Analyst
- Graduated from the Academy of Economic Studies of Moldova with a degree in Economics, specializing in IT.



**Roman Nicu**

Chief Financial Officer

- He graduated from Academy of Economic Studies of Moldova as Accountant, Audit and Economic Analysis
- 5 years as an accountant and experience in finance over 3 years
- Financial Specialist in the Head Office
- Member of the Financial Analysis Committee
- Credit Analyst
- Risk Manager and Member of the Credit Committee



**Dogari Elena**

Branch Manager

- Certificate in History and Philosophy, currently a student at USM Faculty of Law
- 2 years experience in banking sector and microfinance
- Manager of Balti Branch
- Credit Analyst
- Member of the Credit Committee



**Pavlic Tatiana**

Regional Manager

- Certified in the Economics and previous 1-year internship as an accounting, experience in lending over 5 years in the microfinance field.
- Manager of Drochia Branch and Regional Manager North
- Credit Analyst
- Risk Manager and Member of the Credit Committee

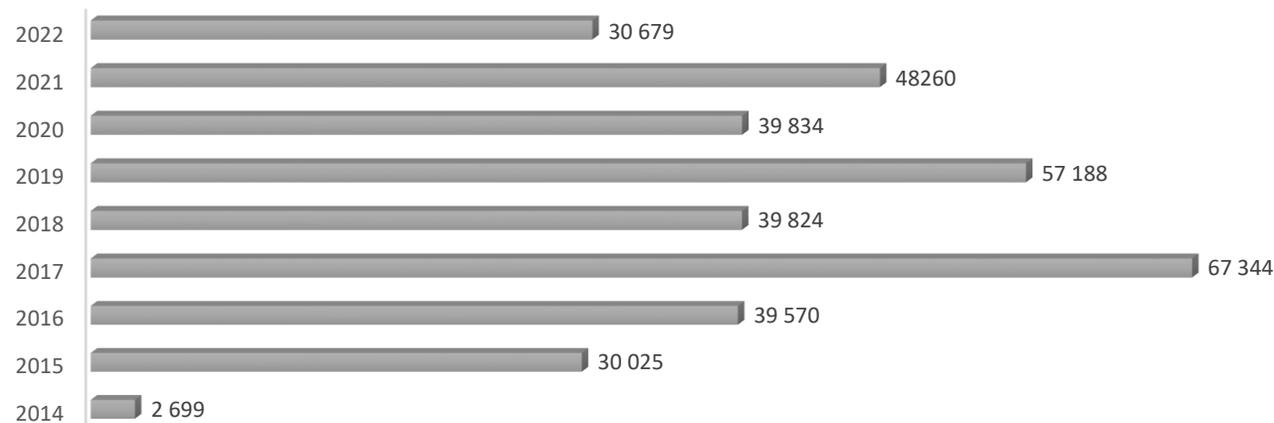
# Financial dynamics results

## Growth and profitability



- OK Credit have proven our capability to steer our company towards the most profitable path not only in good times, but also in difficult times.
- Despite the slower than expected revenue growth in 2021, we have been able to maintain a healthy profit with a 8,4k net profit increase vs. 2020. What cannot be said about 2022, where after changing the legislation for consumer loans, the profit was reduced by -17.6k.
- OK Credit company has not passed simple years of 2019-2021 - Covid -19, 2022 - world economic difficulties. Despite difficulties, we proved our foundation to difficulties and the ability to respond to any external and inside factors.

Net profit in years

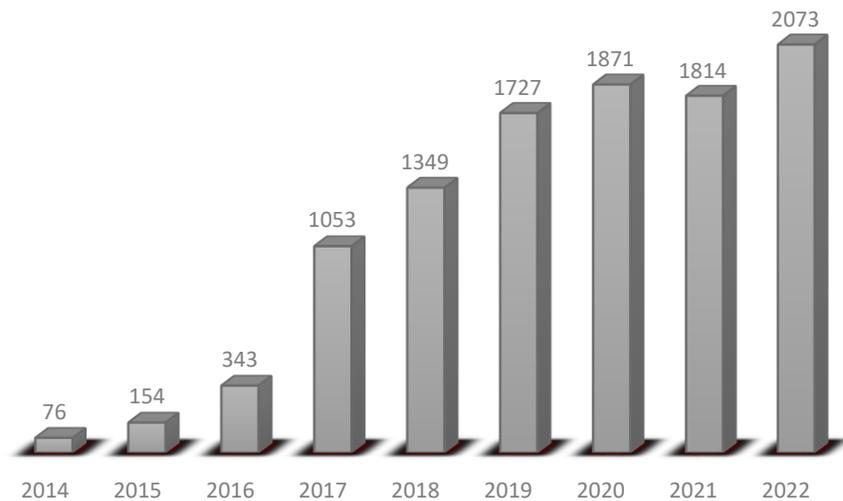


Statement of profit or loss	2021 EUR	2021 EUR	2020 EUR
Interest income	288906	322924	343488
Interest expense	76532	66816	67008
<b>Net interest income</b>	<b>212374</b>	<b>256108</b>	<b>276480</b>
Fee and commission income	105004	90104	144230
Income from provisions	130804	99103	43975
Fee and commission expense	0	0	0
<b>Net fee and commission income</b>	<b>235808</b>	<b>189207</b>	<b>188205</b>
Other revenue	0	9837	207
Personnel expenses	74317	76886	60136
Operating lease expenses	0	572	402
Depreciation and amortisation	4974	5293	3909
Other expenses:	333943	317920	354892
<i>provisions expenses</i>	214421	194199	239677
<i>advertising expenses</i>	7347	5363	2563
<i>offices rent expenses</i>	37756	38148	31472
<i>court and enforcement costs</i>	13759	13832	31335
<i>utilities expense</i>	6606	5160	3648
<i>communication expense</i>	8792	7953	7570
<i>car fuel expense</i>	2866	1753	1518
<i>IT expense</i>	4331	3657	7693
<i>office supplies and inventory</i>	2310	2652	5752
<i>bank fees</i>	1833	1979	2594
<i>maintenance of fixed assets</i>	3283	3476	1554
<i>other expenses</i>	30639	28150	19516
<i>cost of the car sold</i>		11598	
<b>Profit from operational activities</b>	<b>34948</b>	<b>54481</b>	<b>45553</b>
<b>Loss/(profit) before tax</b>	<b>34948</b>	<b>54481</b>	<b>45553</b>
Income tax expense	4269	6221	5719
<b>Net loss /(profit) for the period</b>	<b>30679</b>	<b>48260</b>	<b>39834</b>

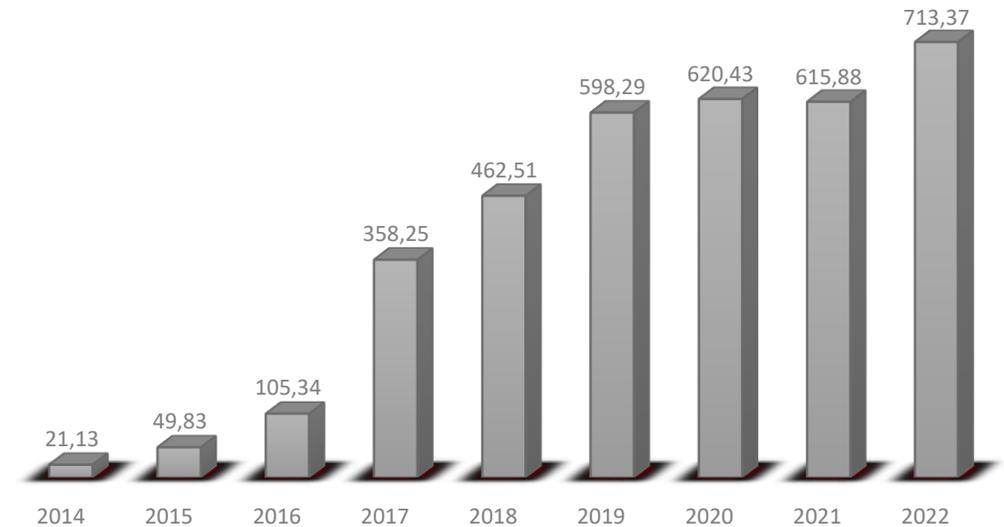
# Executive summary

## Development of the loan portfolio

Loan issue dynamics, by quantity

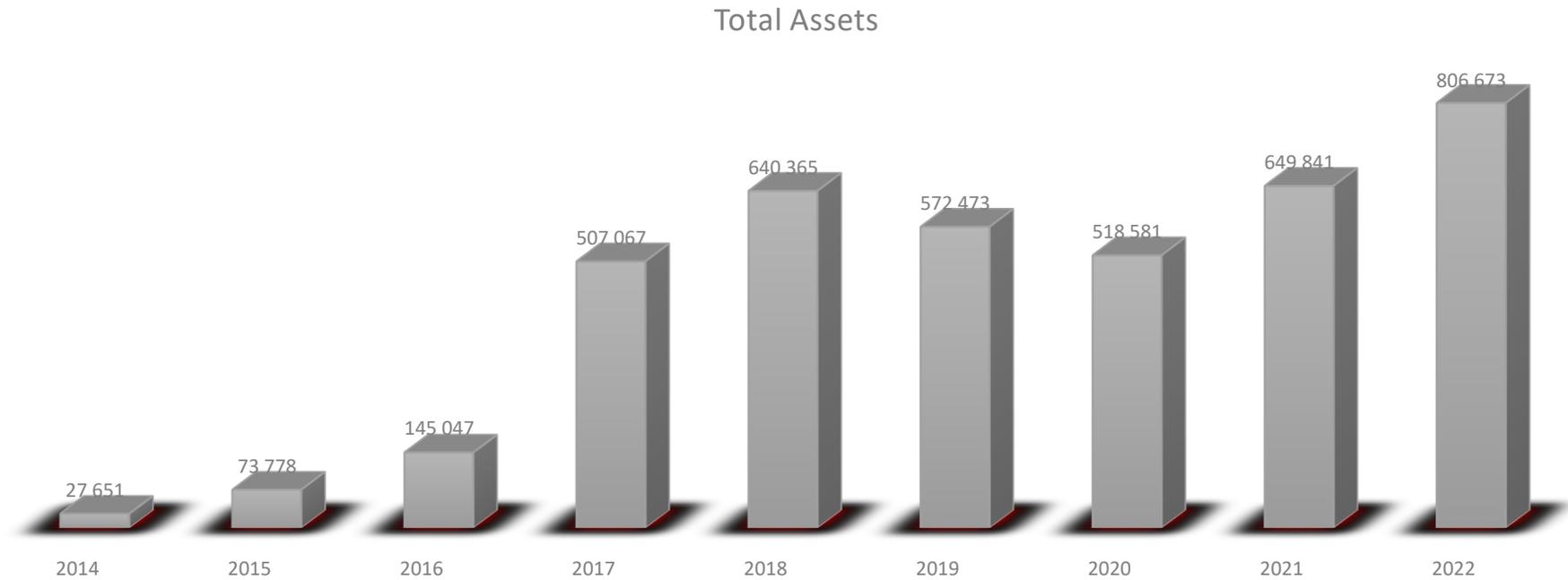


Loan issue dynamics, EUR ths



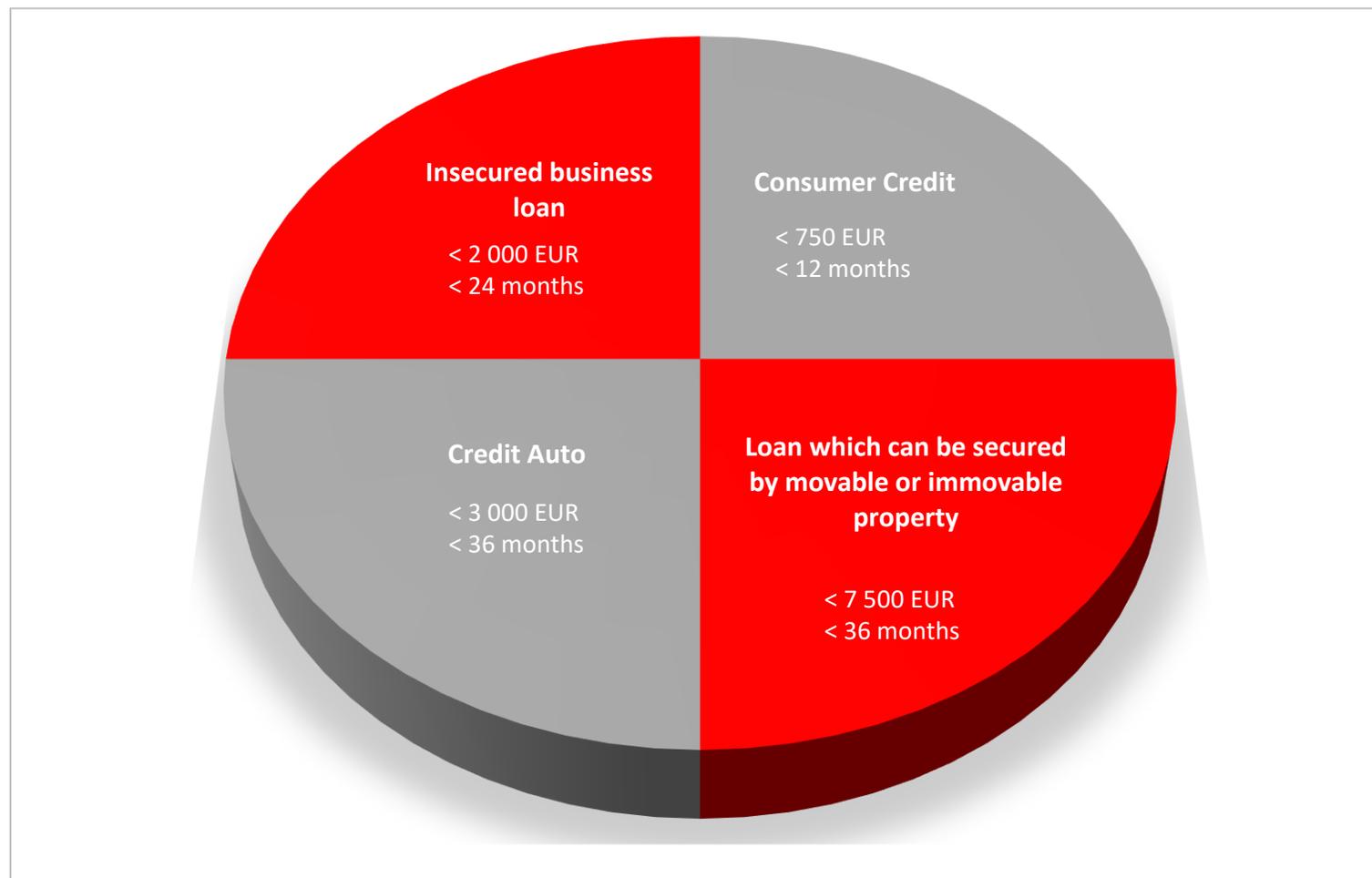
# Executive summary

## Total Assets



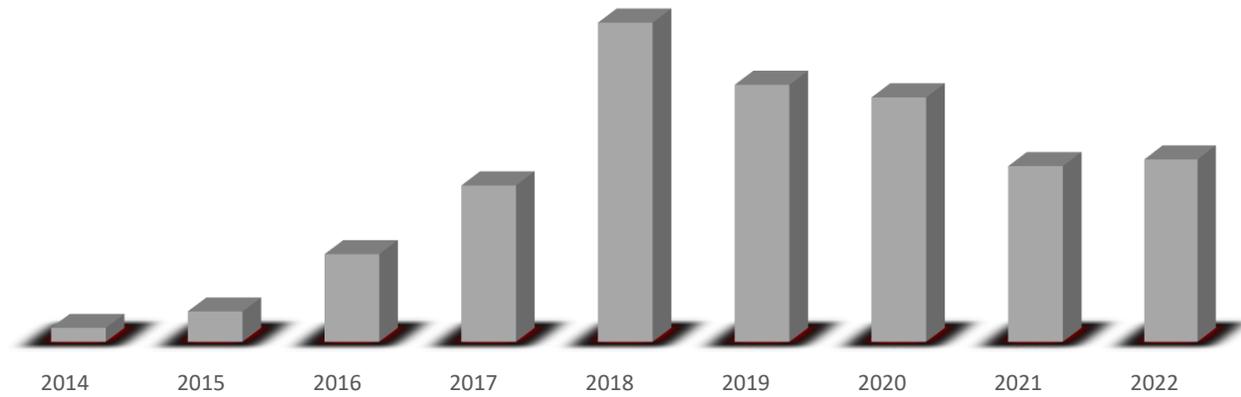
# Core credit and investment products

## Our products

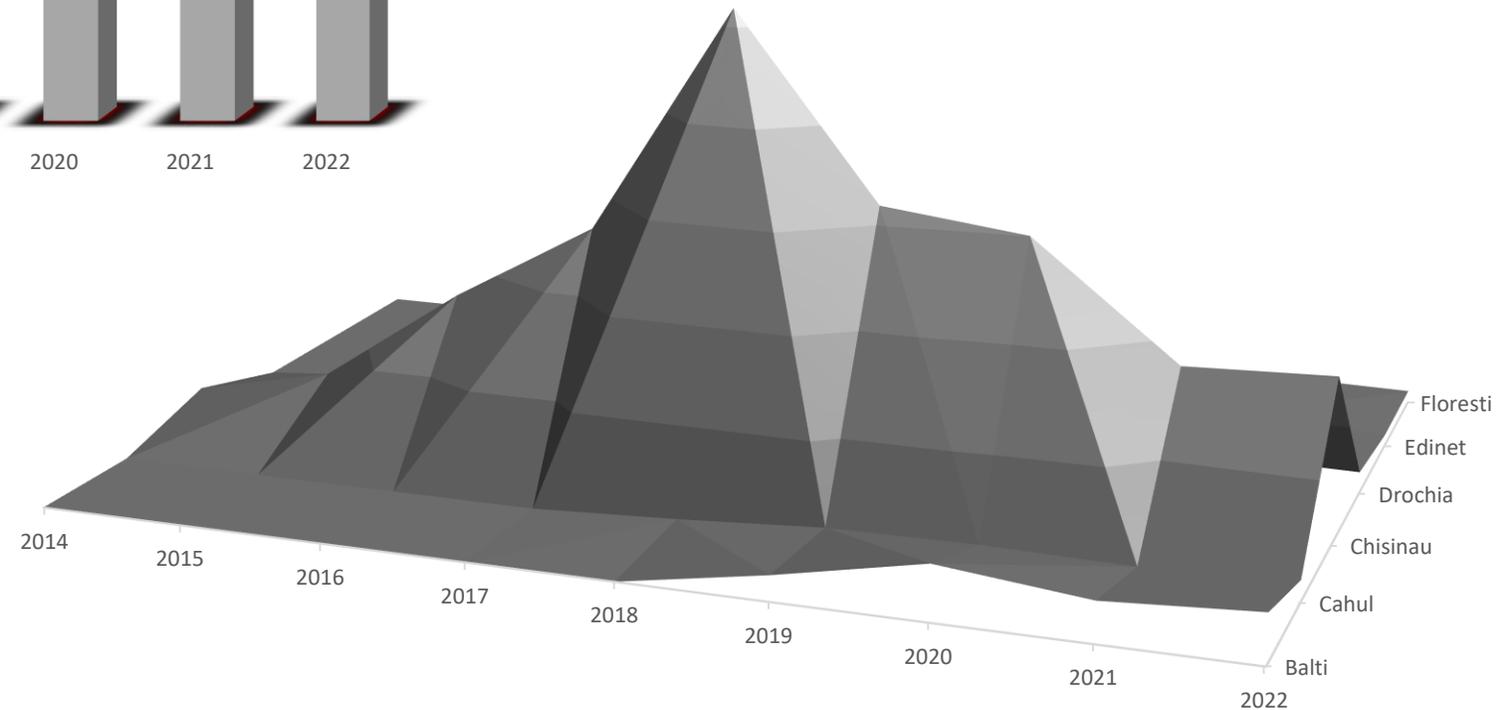


# Segmentation of OK Credit clients by regions and traffic at customer requests

Traffic customers



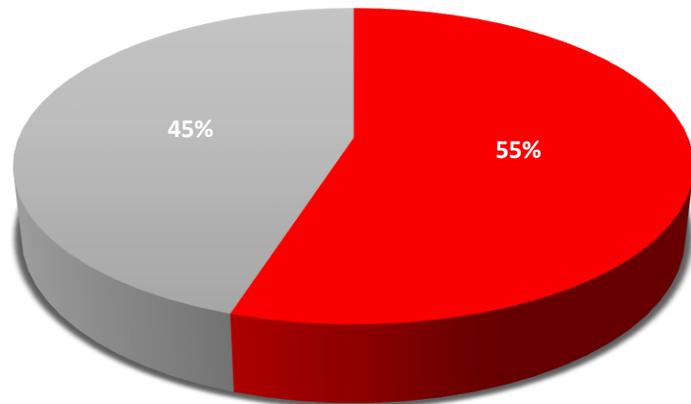
Segmentation of clients by regions



## Who is customers OK Credit?

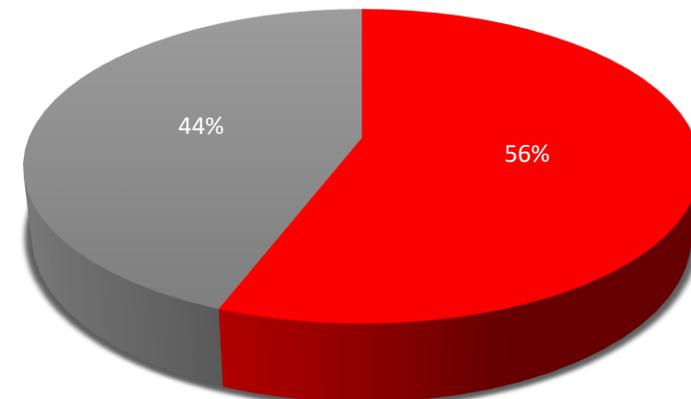
- A typical OK Credit client is a man or a woman from 25 to 55 years old, with an average education living in villages and cities, with income below average, working mainly in the field of services, trade, agriculture or direct production.
- About 55% of customers – women and 45% of customers – men, who appealed for loans. Today OK Credit has 56% of customers- women and 44% of customers - men in a loan portfolio.
- Most often by customers the most relevant part of the population: 22-35 years (48%) and 36-45 years (25%).
- The main goals of obtaining a loan - the repair of cottages or apartment (36%), urgent needs: car repair, treatment, family events (8%), the acquisition of household appliances (8%), pay for training or kindergarten (7%) on Vacation or vacation (5%), to buy furniture (3%), buying a gift (3%), buying clothes (3%).
- The average loan amount is 360 EUR.
- The average loan term is 18 months.

Share of men and female when receiving loans



■ Women ■ Men

Share women and men in loan portfolio



■ Women ■ Men

# Executive summary

## Feedbacks of customers OK Credit?

 **Maksim Tataru**  
1 review  
★★★★★ a year ago

**Positive:** Professionalism, Quality, Responsiveness, Value

Очень хорошие ребята, делают работу свою отлично!  
Всем советую 🍌

(Translated by Google)  
Very nice guys, they do a great job!  
I advise everyone 🍌

👍 1

**Response from the owner** a year ago  
Максим, спасибо большое за положительную оценку.  
С Уважением OK CREDIT.

 **Elena Babitchi**  
Local Guide · 40 reviews · 60 photos  
★★★★★ 4 months ago

Всегда рады помочь, очень вежливый персонал, самое главное быстро рассмотрение заявки и соответственно приемлемые проценты ставки. 🍌🍌🍌

(Translated by Google)  
Always happy to help, very polite staff, most importantly, quickly review the application and, accordingly, acceptable interest rates. 🍌🍌🍌

👍 Like

**Response from the owner** 4 months ago  
спасибо за положительный отзыв 🍌🍌🍌

 **katea b**  
2 photos  
★★★★★ 3 days ago NEW

**Response from the owner** 3 days ago  
Ecaterina ms mult pentru apreciere 😊🍌

 **Pădureac Alexandrina**  
1 review  
★★★★★ 5 months ago

(Translated by Google) I am satisfied with the ok credit company. It jumps to your aid if you need a loan!

(Original)  
Sunt mulțumită de compania ok credit. Îți sare în ajutor dacă ai nevoie de un credit!

👍 Like

**Response from the owner** 5 months ago  
Multumim Alexandrina, cu drag va asteptam in una din filialele noastre orcind aveti necesitate.

 **Vasea Poting**  
6 reviews  
★★★★★ 4 months ago

**Response from the owner** 4 months ago  
Vasea, merci mult pentru apreciere, cu multa stima OK CREDIT! 😊🍌

✎ Edit 🗑 Delete

 **Сергей Прятка**  
★☆☆☆☆ 7 months ago

**Response from the owner** 7 months ago  
Buna ziua, Serghei, da spoate de aflat, de ce numai ☆?

 **Tatiana Patrasco**  
1 review  
★★★★★ a year ago

(Translated by Google) I confidently recommend the OK CREDIT company, working with them is operative, explicit and professional.

(Original)  
Cu incredere recomand compania OK CREDIT,lucrul cu ei e operativ,explicit si profesionist.

## Executive summary

# Management of delinquent receivables and their recovery

### Time period:

- The loan repayment procedure starts the day before the invoice date according to the loan schedule. The client is sent an automatic SMS reminder from the software, which indicates the amount to be paid and the contract number.
- On the billing date, the customer receives a phone call and is informed of the date and amount to be paid.



### Recovery method:

#### In case of overdue from 1 to 10 days

1. The company will contact the debtor directly by phone call, mediators, by sending complaints to the home. The client is contacted and the cause of the delay is clarified it is explained to the debtor what the consequences of the delay may be.
2. The information obtained from the customer is added to the program the company works with.

#### In case of overdue from 10 to 30 days

1. The desire to pay must be established and the problems that have arisen and do not allow the debtor to honour obligations on time must be identified.
2. The company suggests to the debtor real solutions to improve the situation.

#### In case of overdue more than 30 days

1. The case is referred to the organisation's legal representative for examination.  
The average loan term is 12 months.

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