



RapiCredit

CRÉDITO CUANDO LO NECESITAS

April 2023

According to the World Bank: Financial Inclusion is a key element in achieving 6 of the 17 Sustainable Development Goals.

No poverty



Ability to address unforeseen expenses

Good health and Well-being



Ability to address medical expenses

Quality Education



Ability to plan and address educational expenses.

Climate action



Our 100% digital operation, and no paper policy, has preserved the equivalent 5,000 trees.

Zero Hunger



Farmers with access to financial services produce larger harvests. Access to credit increases spending in equipment and fertilizers, which in turn result in increased production.

Reduced inequalities



Access to financial services levels the playing field and reduces inequalities.


Rapicredit promotes Financial Inclusion; making a positive impact in the lives of our clients



Member of the **COUNCIL FOR SOCIAL INCLUSIVE CAPITALISM**



During 2023 Rapicredit will do transactions including collections and origination for approximately US 1 thousand billion, **this resources have been retrieved from the informal economy** and will compute for taxes.



Bancarisation, For clients with good payment behavior, Rapicredit does a positive report in Credit Bureaus which helps clients access the traditional financial system, **approximately 35%** of our current clients have gotten access to traditional bank loans after the journey with Rapicredit.



Access: Easy access to the product through the phone, **100% Digital product.**



0 Discrimination: The decision model for Rapicredit is based mainly in the payment capacity.



Rapicredit has a **0 carbon footprint** issued by Almavest which is a social and enviromental impact investment bank.

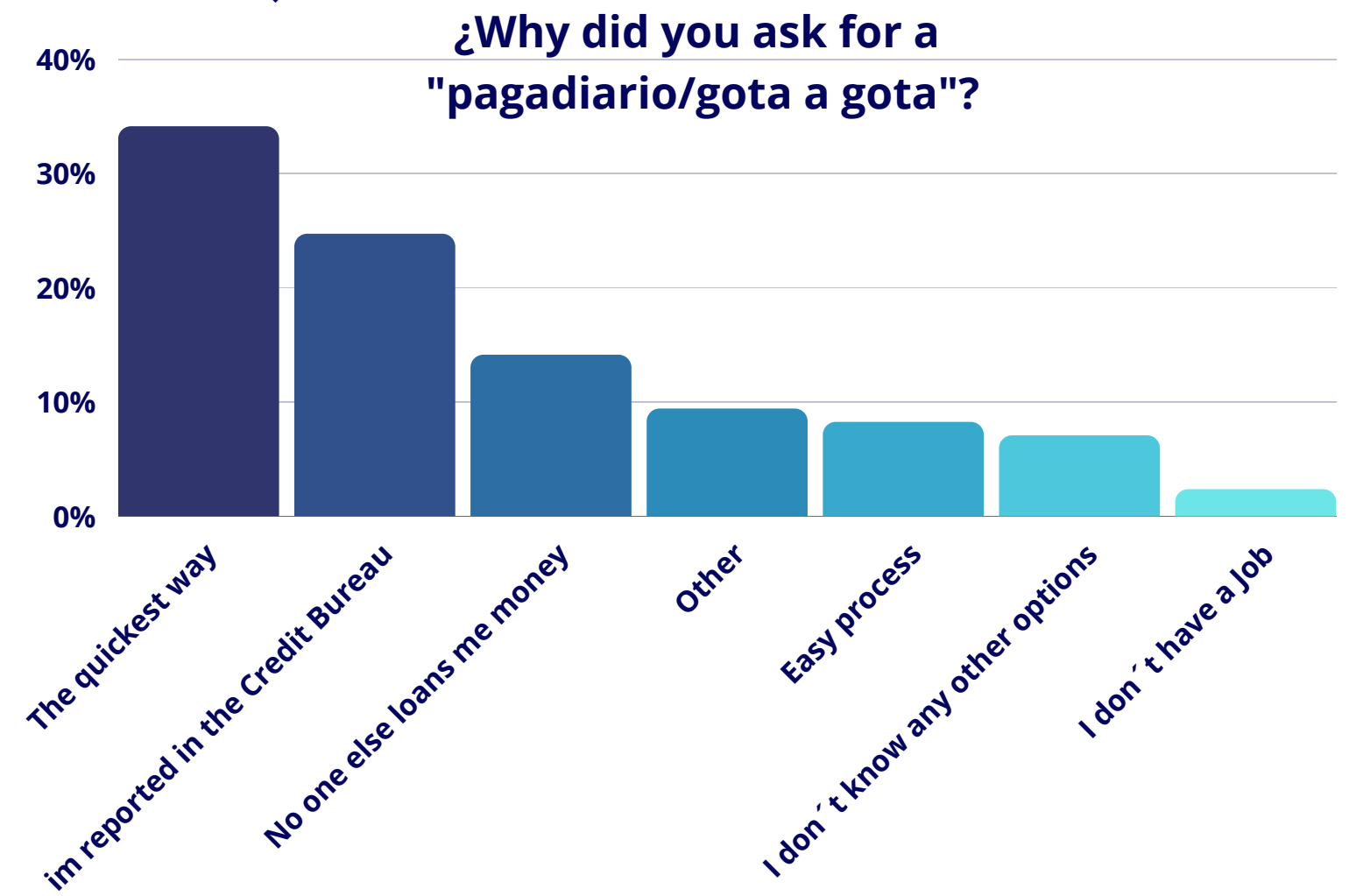
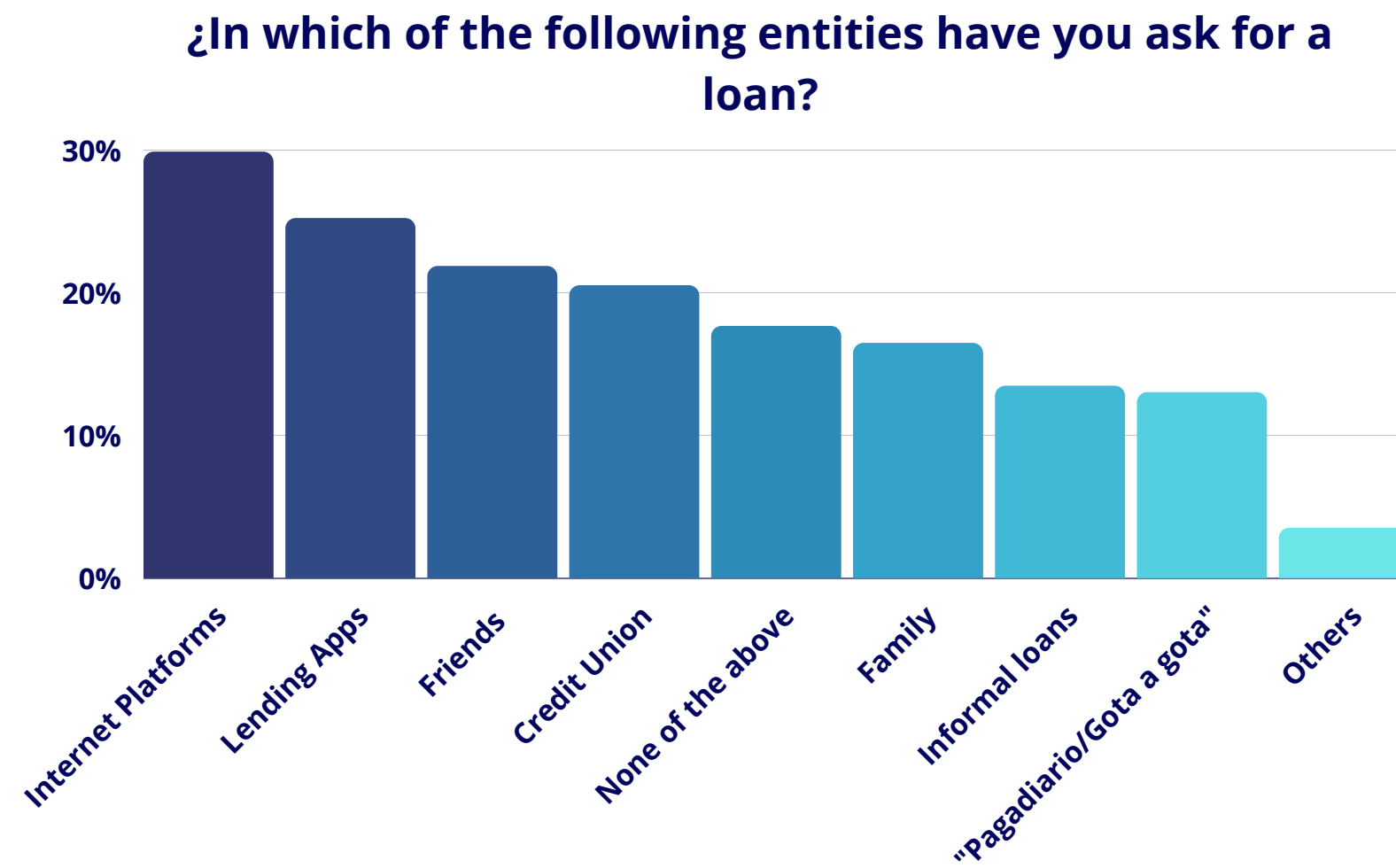
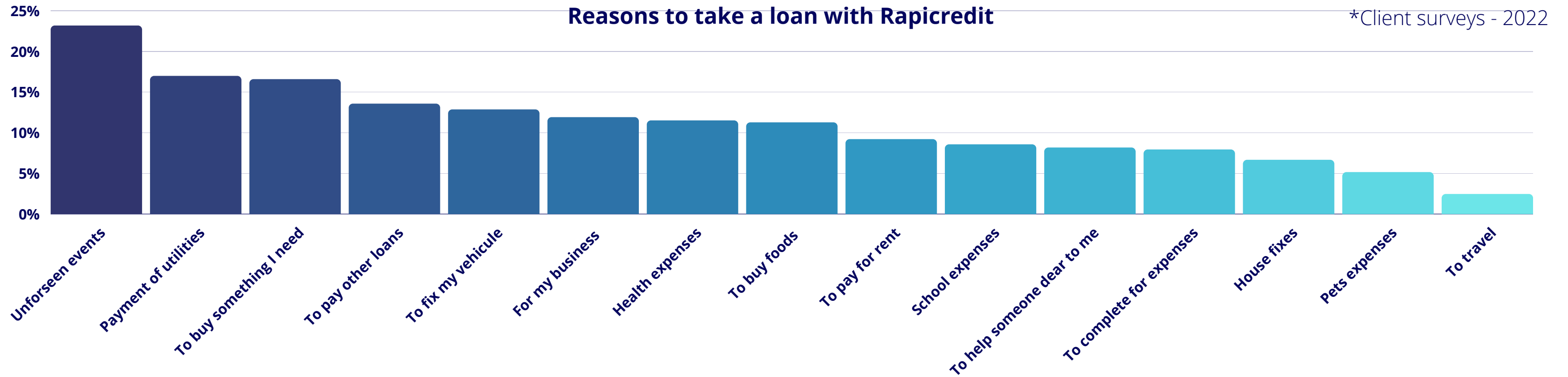


Program for inclusive capitalism of the governement initiative **BICENTENARY GROUP**



To contribute with tha latest technology to the financial inclusion in a rural and city basis.

RapiCredit is focused on solving credit needs for people without access to traditional financial services.



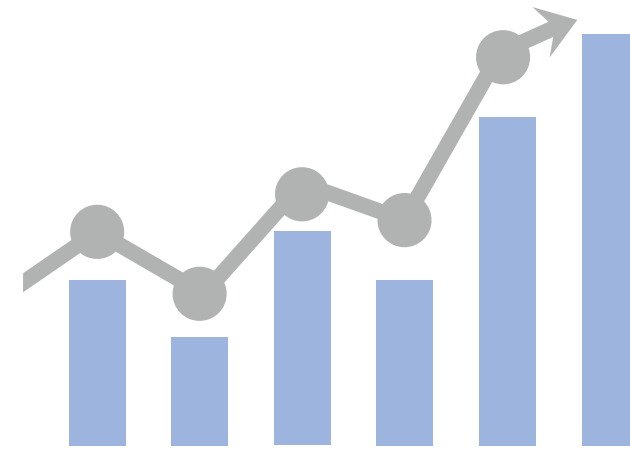
¿Why should you invest in Rapicredit?

Social impact



Rapicredit wants to procure financial inclusion through providing loans of low amount (*approximately 3000 daily solutions*) to sub-banked people **When they need it.**

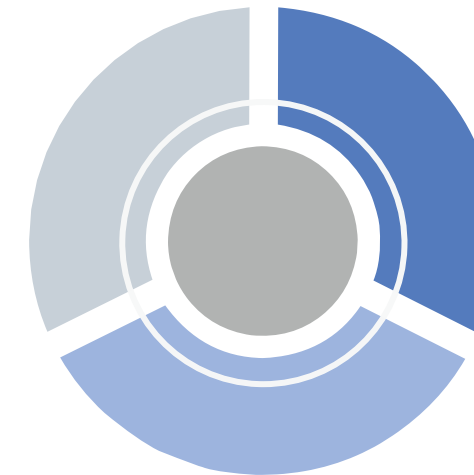
Profitability



EBITDA Margin = 19%

Origination monthly growth = between 8% and 10%.

Sustainability



Positive EBITDA and net income since 2019

External resources to keep growing loan origination.

High potential market



Growth potential through product design

1. Higher time frames for the loans.
2. Higher amounts
3. Specific destination. (Education, investment, etc...)

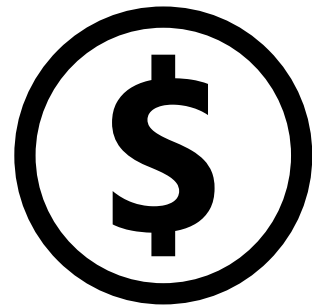
Target profile and Rapicredit Market

Client profile

- People between the ages of 25 and 55
- Colombian
- Strata 2 and 3 in a scale from 1 to 6
- Income +/- US \$370.21
- Small business owners

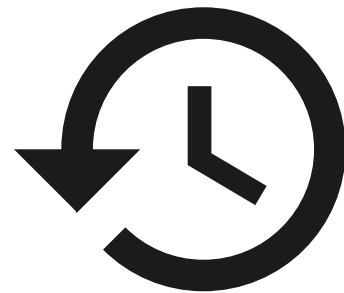


1



What?
Money

2



How?
Easy and fast
100% digital

3

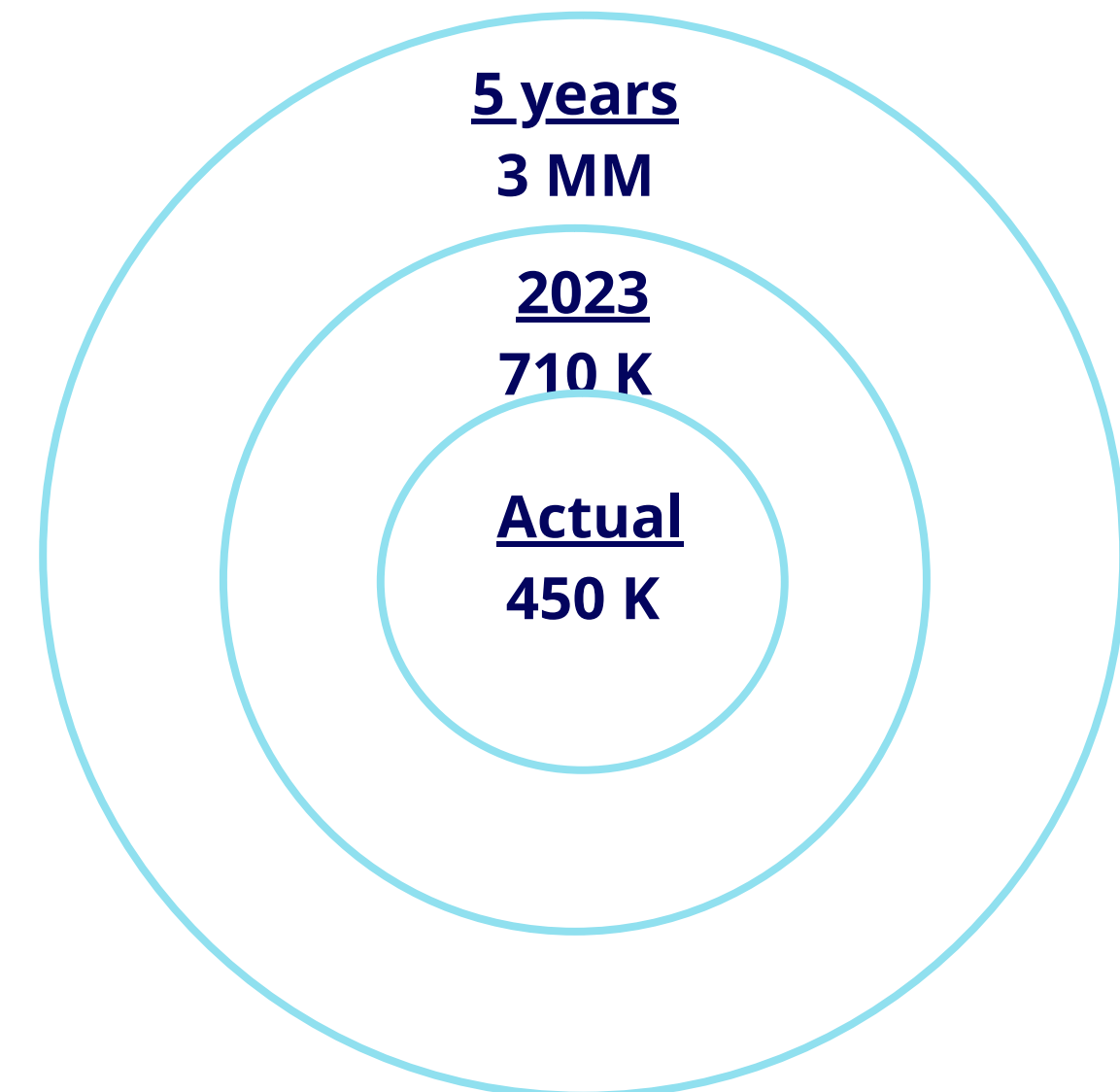


For:
Unforeseen
events

Market size

Potential Market
In Colombia: 5.8 MM of banked adults
without access to lending.

Strategic plan projections



*numbers December 2022

**financial inclusion 89,4% / access to credit 41%



RapiCredit Snapshot

Products

Rapiflex

- ✓ Payment method: one bullet at the end
- ✓ Amount: Between US\$22 and US\$153
- ✓ Timeframe: Between 5 to 30 days
- ✓ With the possibility to extend the payment deadline for a maximum of 5 times
- ✓ Average Ticket of 60 USD

Rapiplazo

- ✓ Payment method: Installments
- ✓ Amount: Between US\$61 and US\$82
- ✓ Timeframe: Between 3 to 4 months
- ✓ Average ticket 80 USD



Recurrence

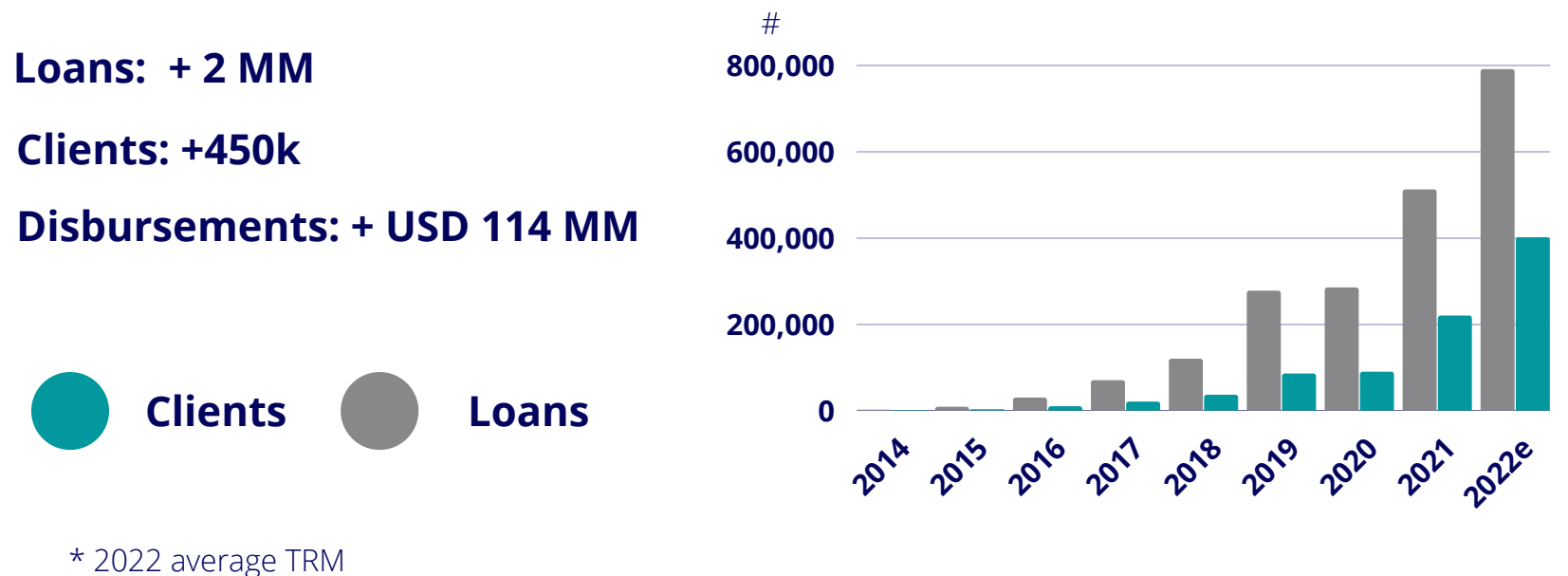
- **8 of 10** clients are recurrent
- **For each client there are 4 loans** on a yearly basis

Relevant facts since 2014

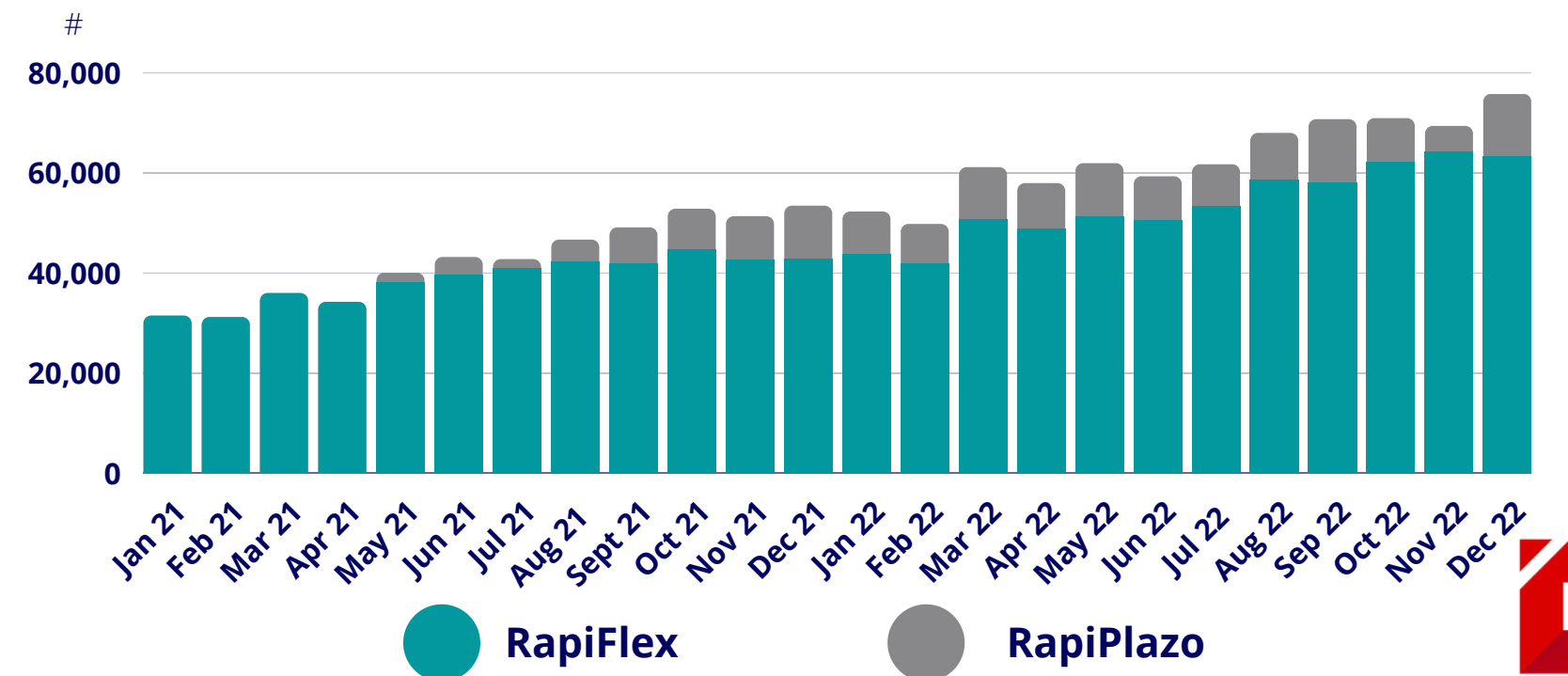
Loans: + 2 MM

Clients: +450k

Disbursements: + USD 114 MM

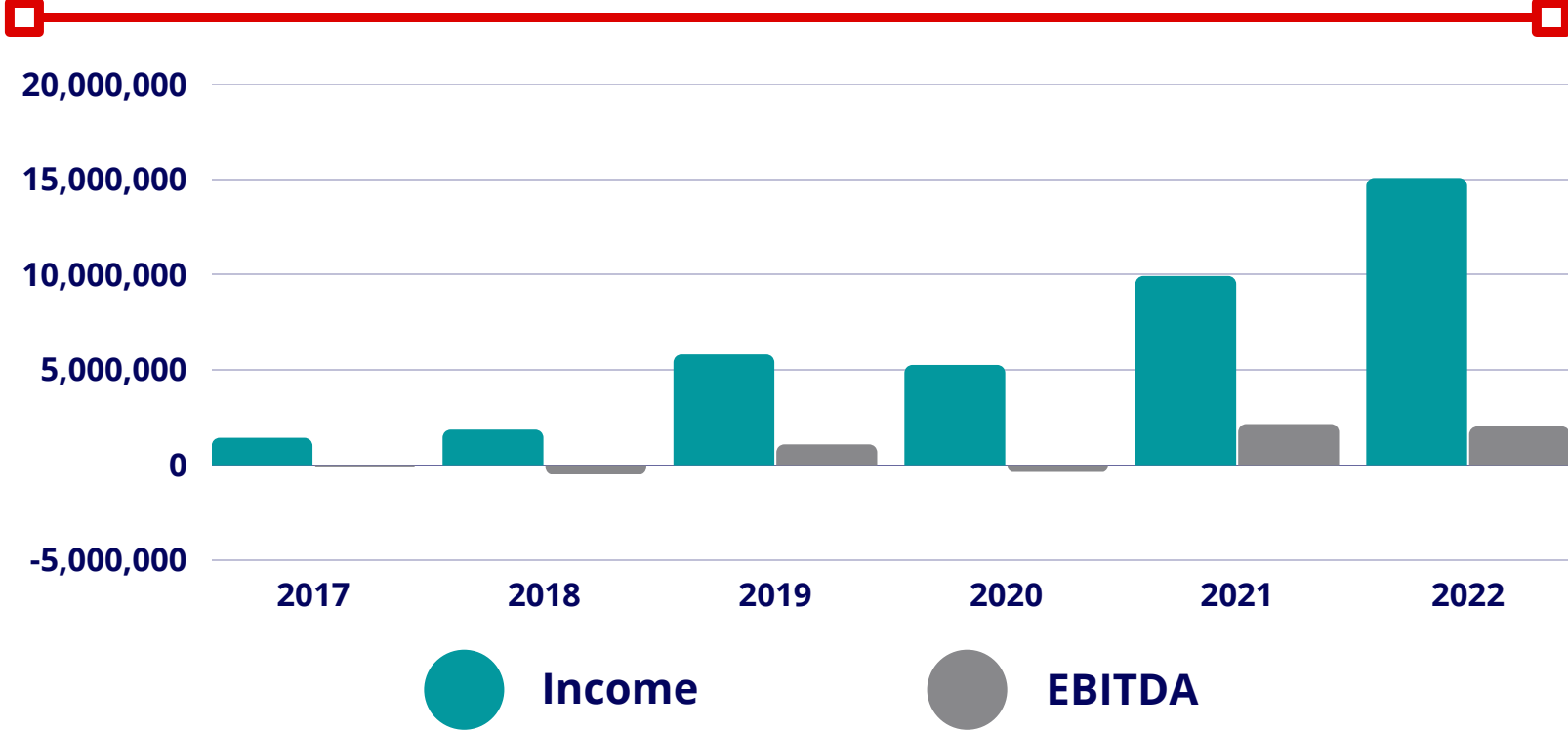


Disbursements for the last 2 years

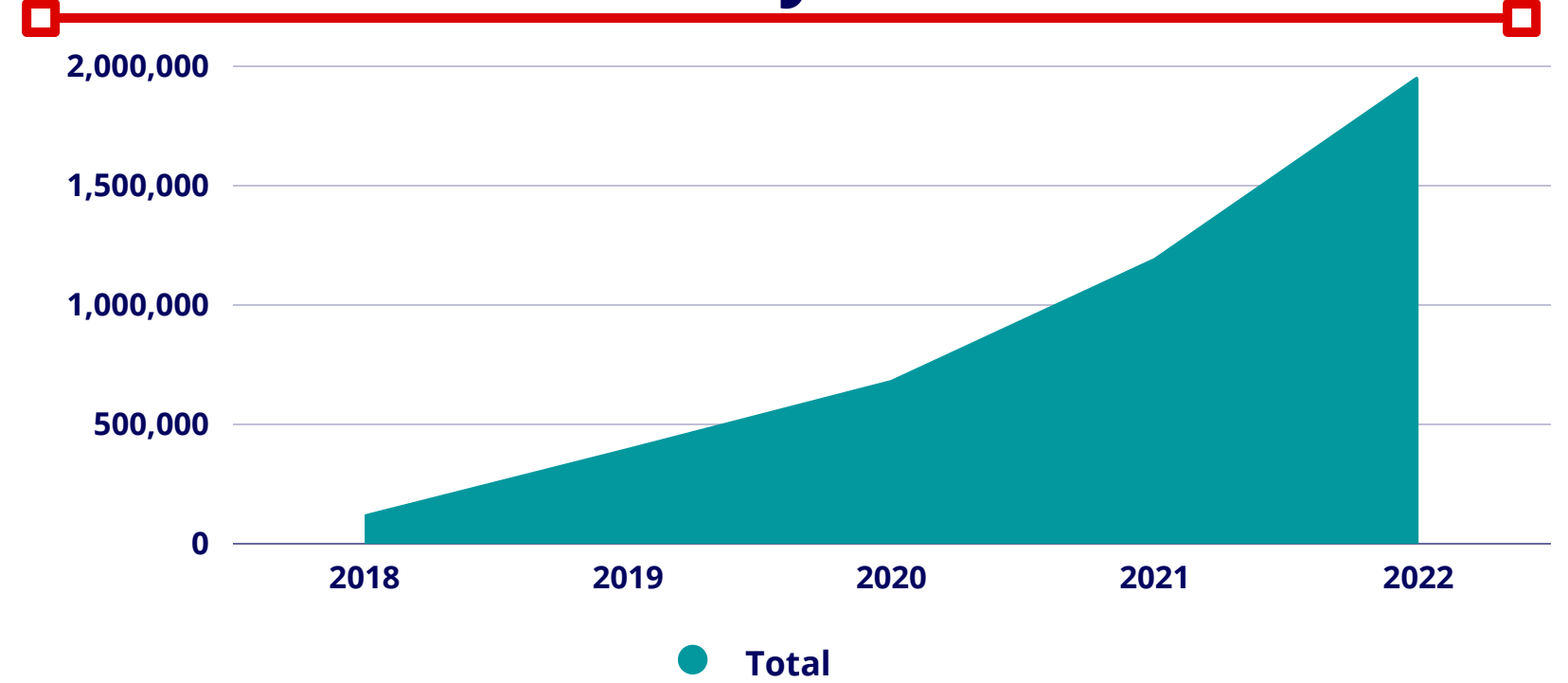


In the last 12 months the income has increased by 78%, and the disbursed loans by 55%

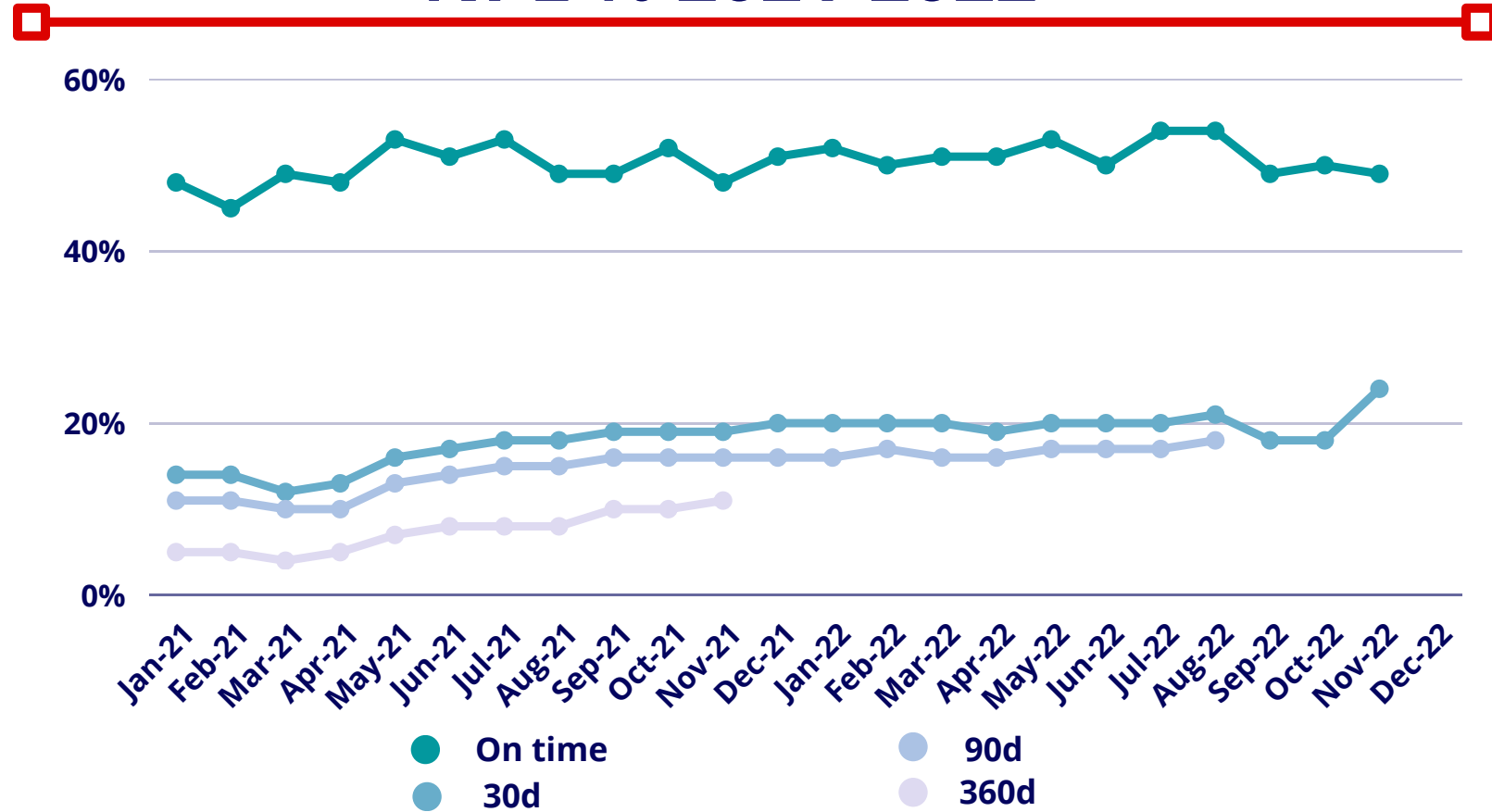
Income and EBITDA USD 2017-2022



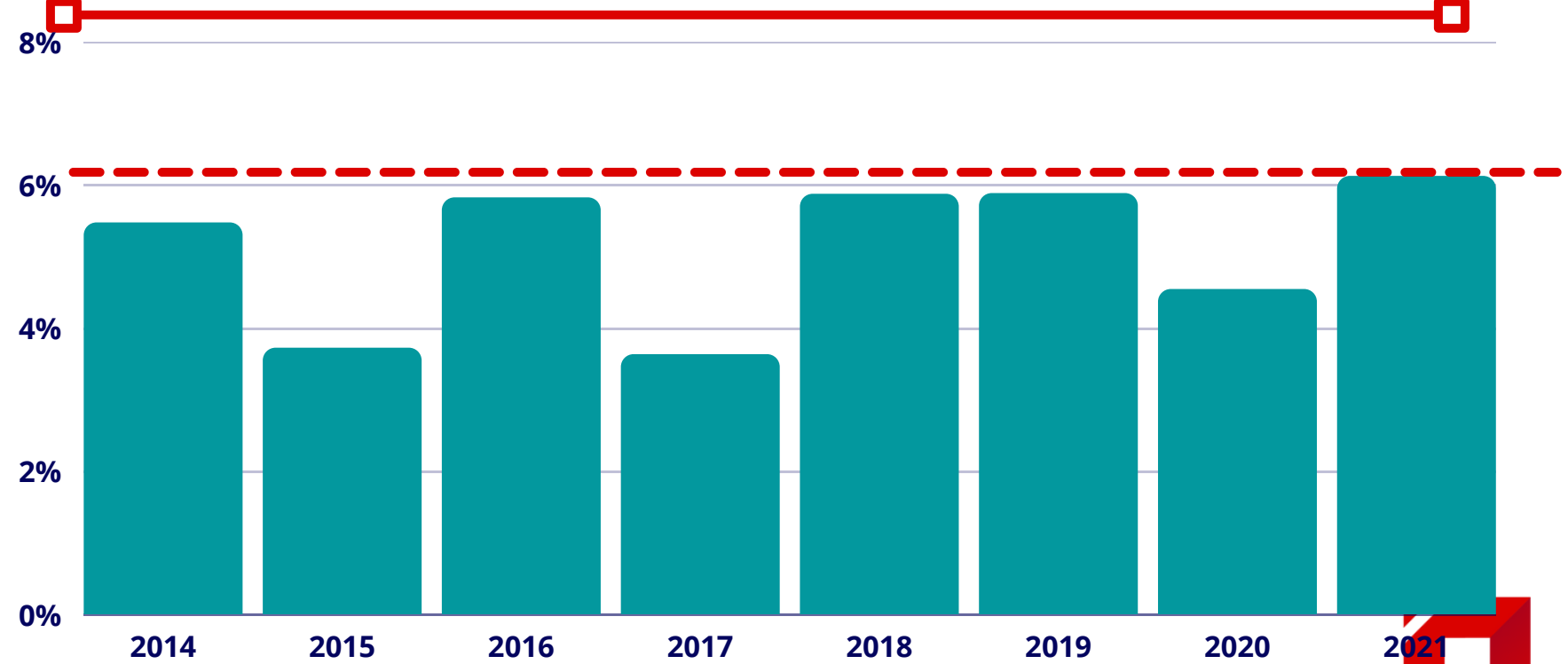
Loans history 2018 - 2022



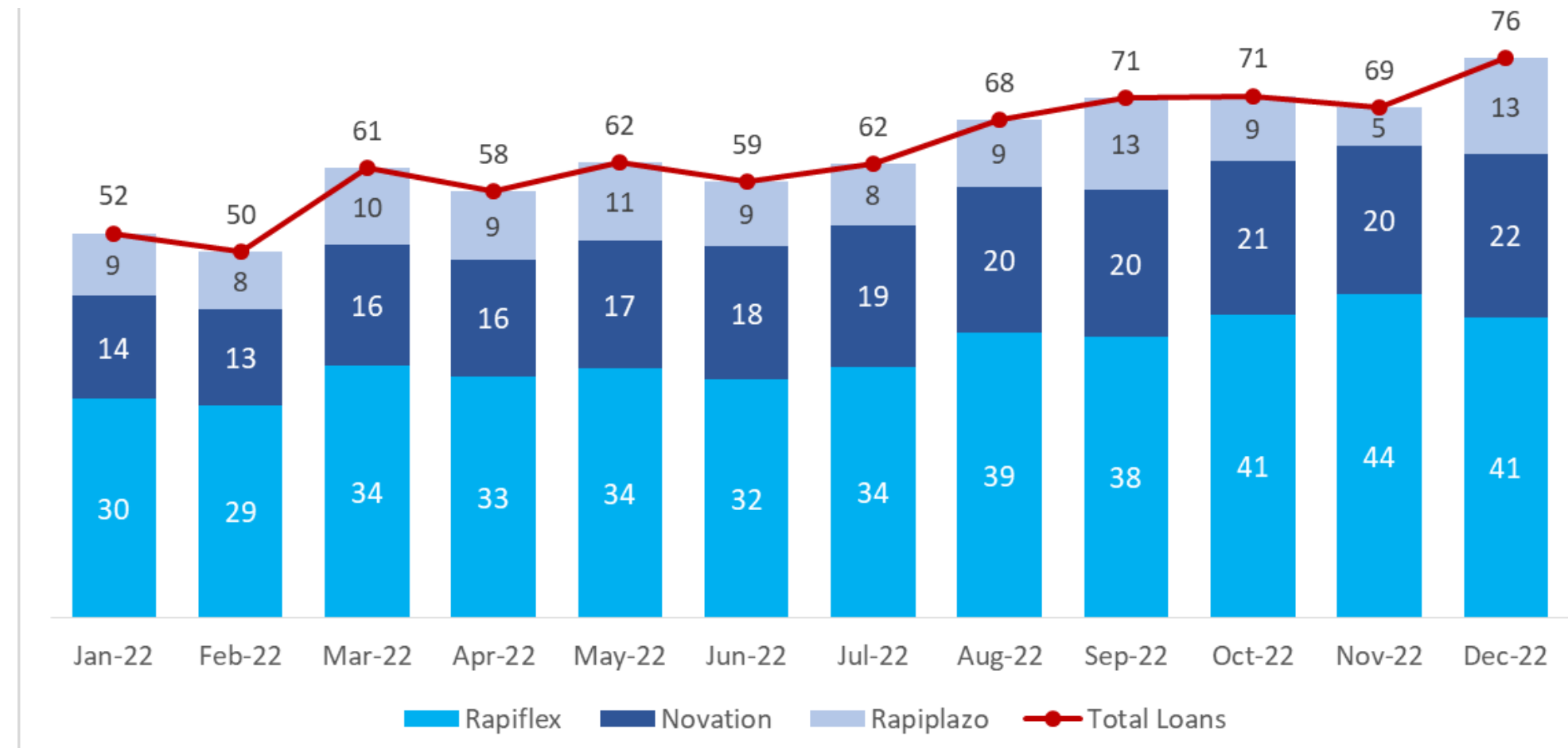
NPL % 2021-2022



Historic Annual NPL >360 días

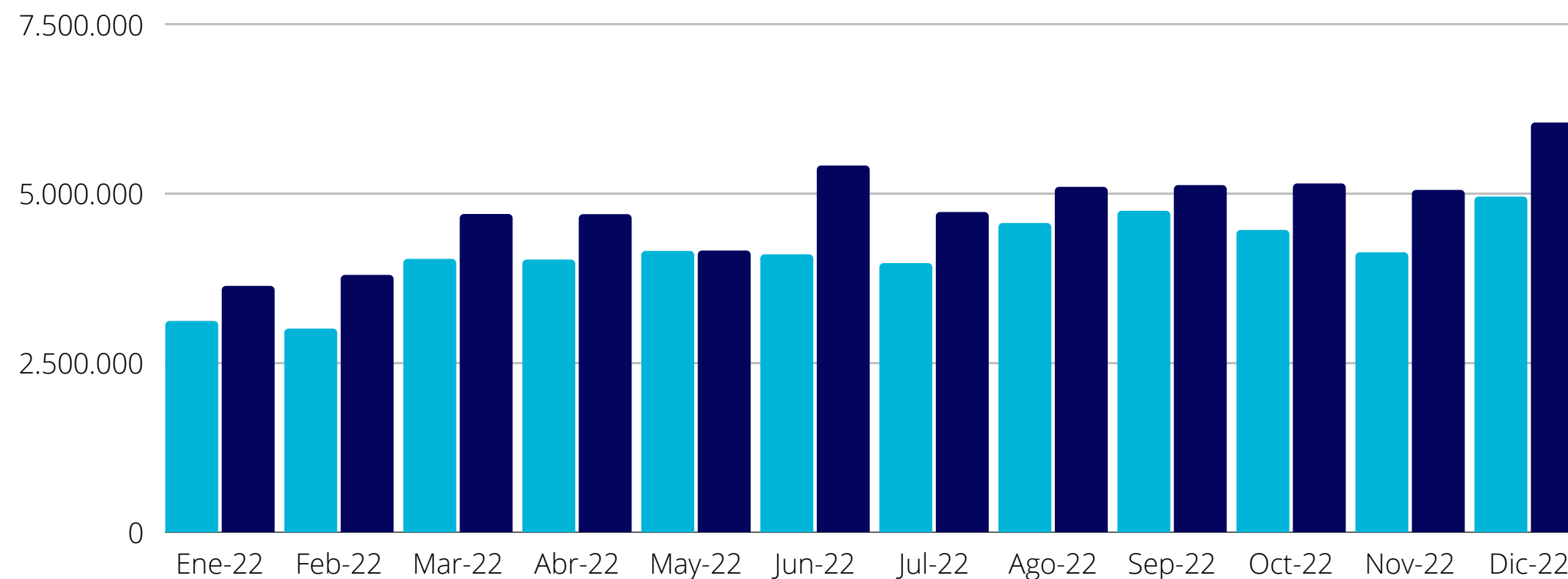


Loan origination - 2022



Loans: 759k
Installments: 1.053k

Disbursement vs. Collections (\$US) - 2022



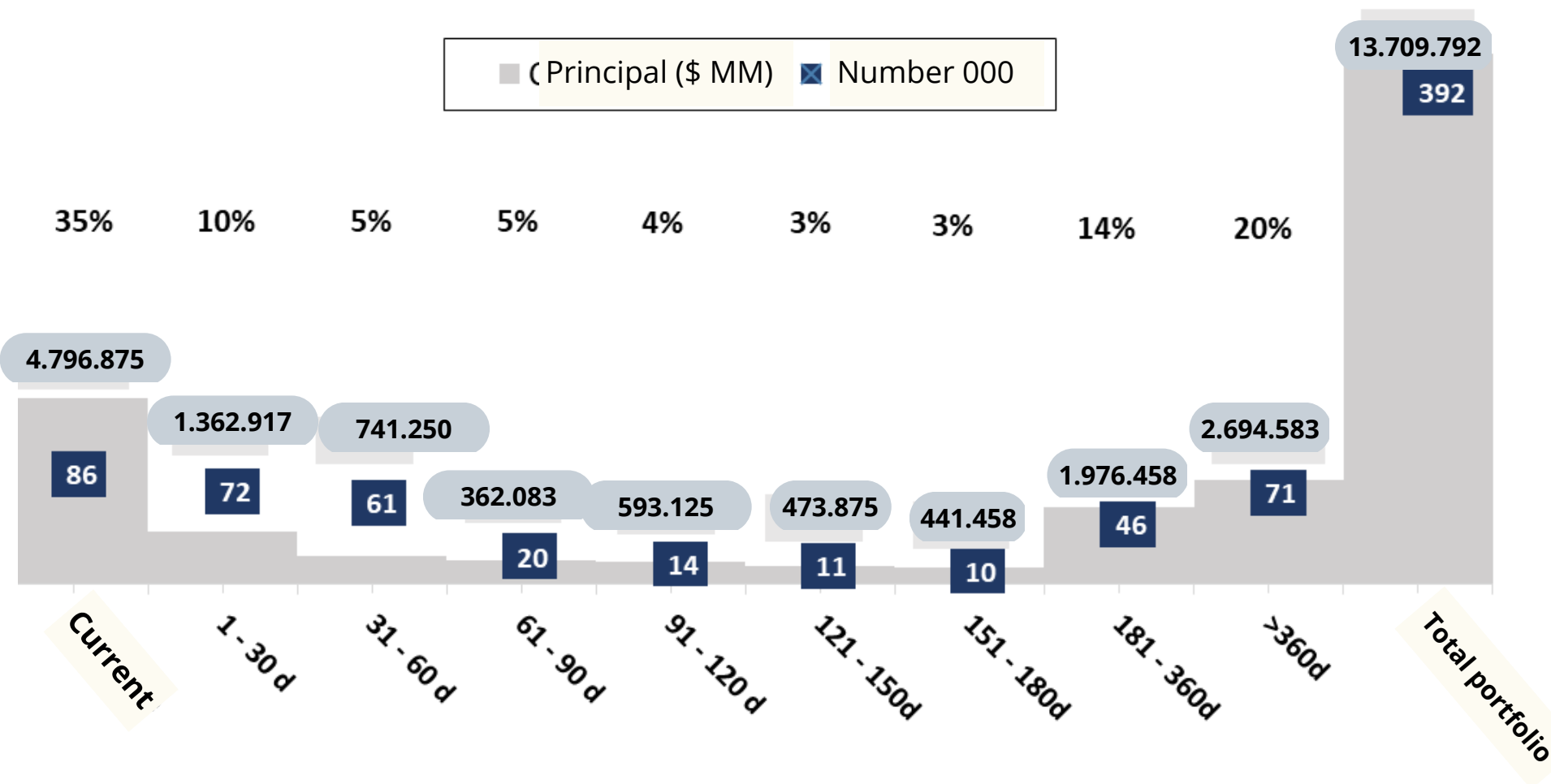
Disbursements: \$49 M
Collections: \$57 M

● Disbursements
● Collections



The portfolio is carefully monitored according to the tolerance standards of the Company.

Portfolio (Principal) by aging DEC 2022



- The >360 portfolio includes the hole history of RapiCredit origination since it s beggings in 2014.
- RapiCredit keeps its hole portfolio in collection process regardelss its aging.
- The provision is made according to the monthly origination and corresponds to an 11% even when NPL >360 days is roughly 6.5%.

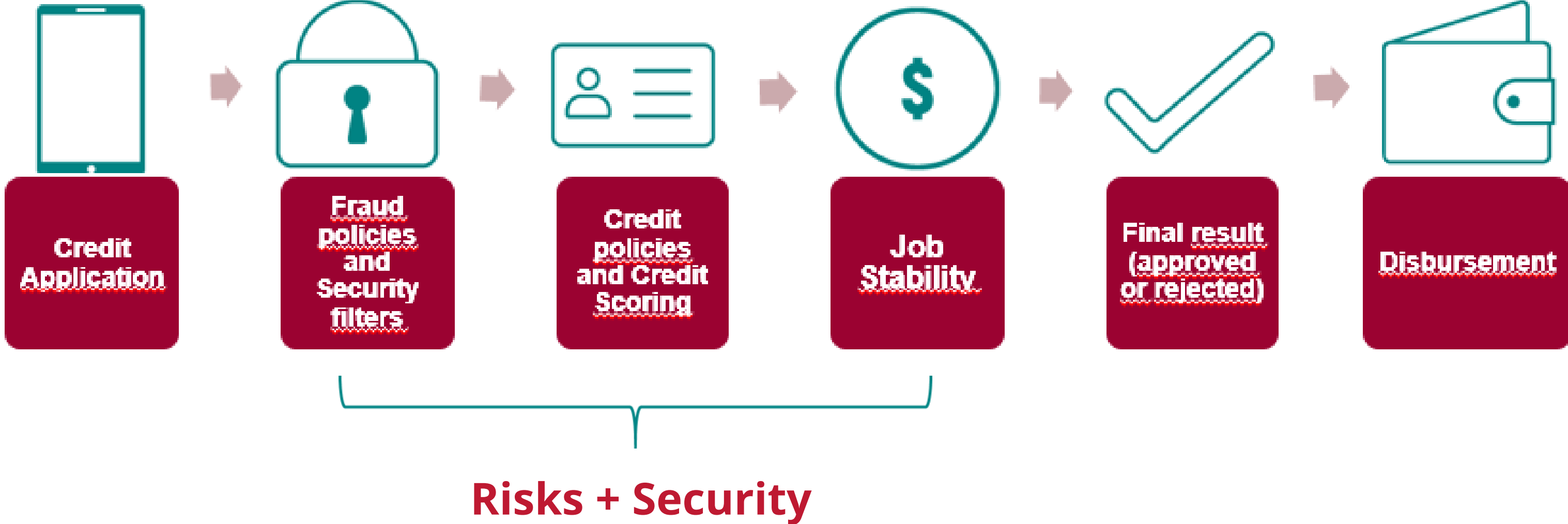
Annual NPL by aging

- The decision model is made inhouse and reacts very quickly to the Company NPL.
- During RapiCredit's history it has NEVER recover less than the placed principal.
- The capital cycle for RapiCredit is an average of 90 days.
- During RapiCredits life it has recover **119% of the placed principal**.

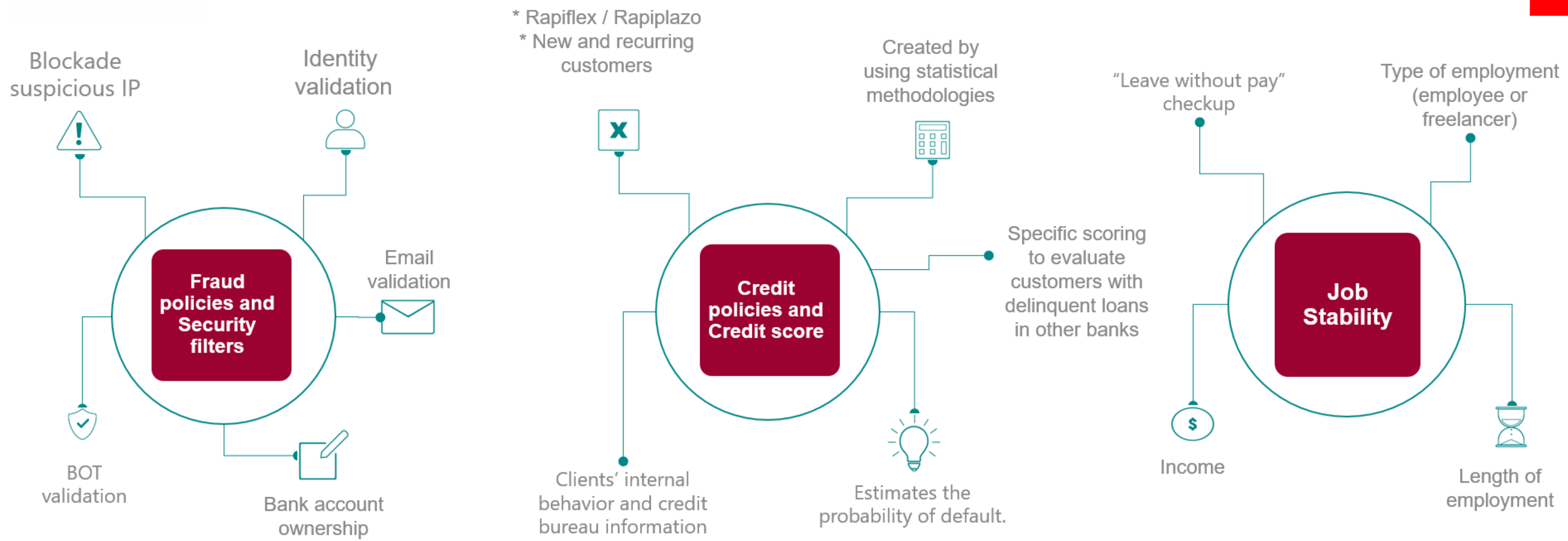
NPL	2014	2015	2016	2017	2018	2019	2020	2021
Current NPL	48%	37%	39%	42%	44%	53%	50%	50%
NPL 31-60d	17%	13%	16%	13%	14%	18%	15%	15%
NPL 61-90d	14%	12%	16%	12%	12%	16%	13%	13%
NPL 91-120d	13%	11%	15%	11%	12%	15%	11%	12%
NPL 121-150d	13%	11%	15%	10%	11%	14%	10%	12%
NPL 151-180d	12%	10%	14%	10%	11%	14%	10%	11%
NPL 181-270d	11%	10%	13%	9%	10%	12%	8%	9%
NPL 271-360d	11%	9%	12%	8%	9%	11%	7%	8%
NPL>360d	5%	4%	6%	4%	6%	6%	5%	7%

Approval process - Decision model

Approval loan process RapiFlex & RapiPlazo



Approval process for both products - Risks + Security

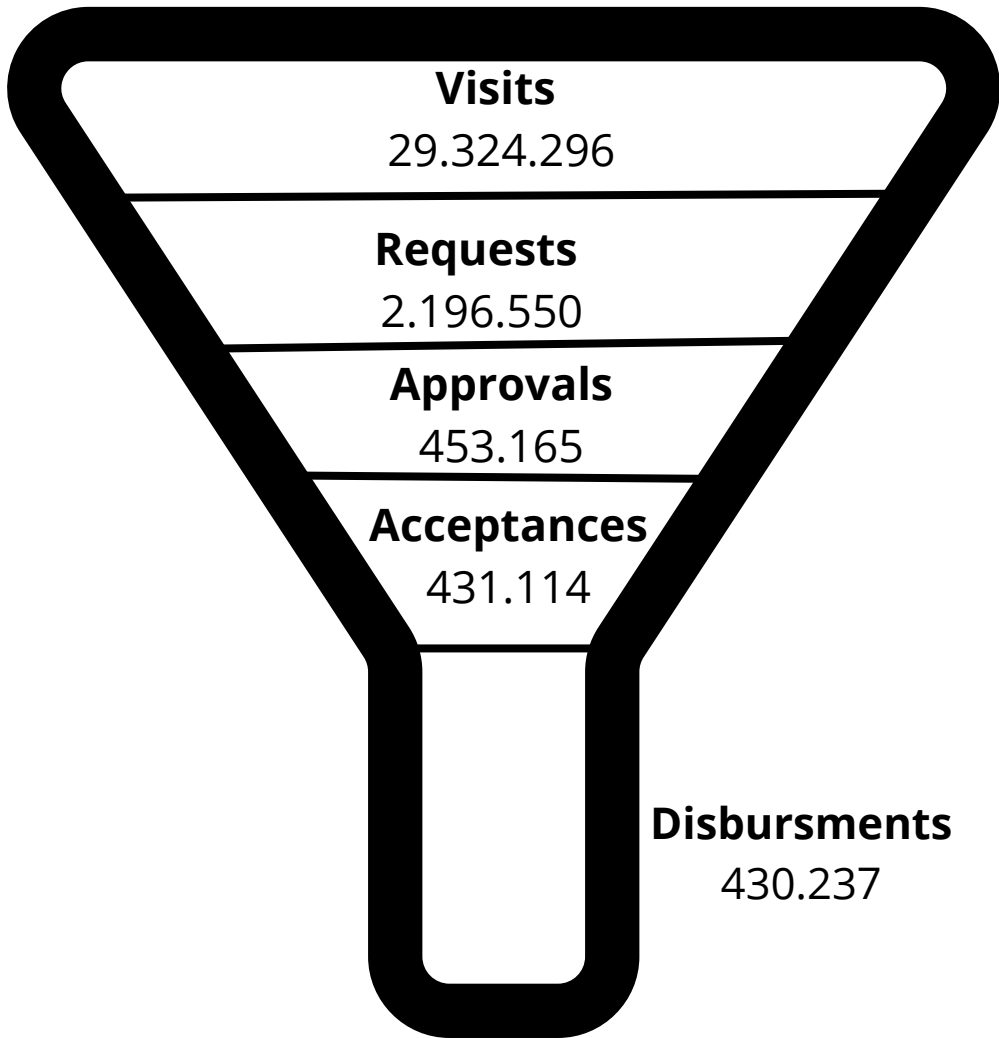


Funnel by product

Rapiflex

Rapiplazo

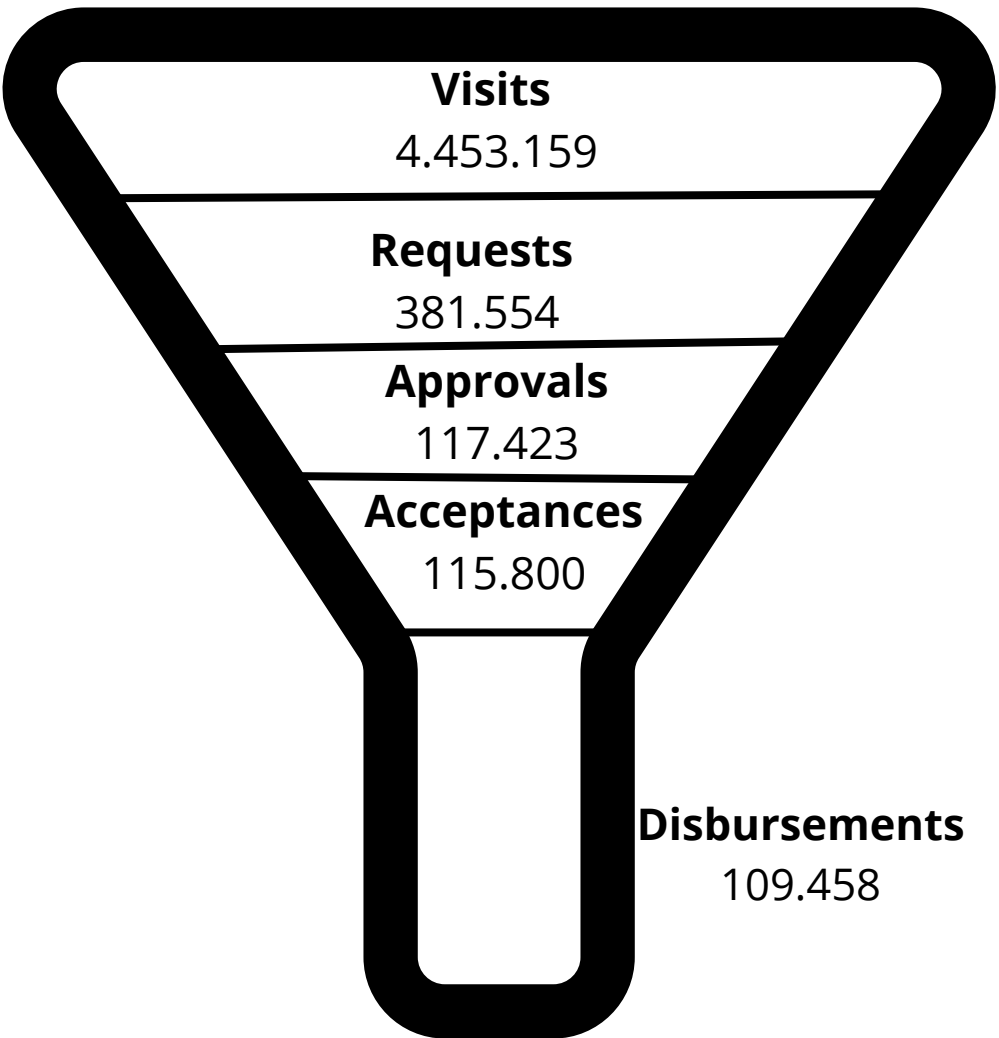
2022
Jan - Dec



Rates

7.49%
20.6%
95.1%
99.7%
99.7%

2022
Jan - Dec



Rates

8.6%
30.7%
98.6%
94.5%

80% Current clients approvals
20% New clients (Disbursements/Requests)



Founders focused on promoting financial inclusion in Colombia



Daniel Materón
CEO y Co-Founder

Daniel Materón has more than 20 years of experience in leading roles. Daniel is an engineer in computing sciences from EAFIT University in Medellín and has a Masters Degree in Marketing from CESA University. Daniel also has a Masters Degree in Social Security from Alcalá University in Spain. He has a remarkable experience in management, direction and leadership to develop new businesses. The experience and knowledge he acquired at Suramericana de seguros and Liberty seguros led him to become an entrepreneur and founder of RapiCredit.



Juan Esteban Saldarriaga
BDM y Co-Founder

Juan Esteban has more than 20 years of experience in the Loans and PDL segment. Co Founder in Colombia Fintech and VP of Alianza Iberoamericana de Fintech. Juan is a Business Management Engineer from Escuela de Ingenieros de Antioquia, and was COO for Suramericana de Seguros. Juan has been a consultant for the World Bank and created the MYPYME portal that was sold to FUNDES. He founded Factoring Market, the first web factoring platform in Colombia. Juan cofounded Asofactoring and has been the president of its board of directors.



The expansion plan includes offering new products and opening operations in other countries

- Gateway Payment
- Output Products
- BNPL - New Alliances
- More Benefits for our customers
- New Financing Products
- Market Place
- Digital Wallet



Thank you



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