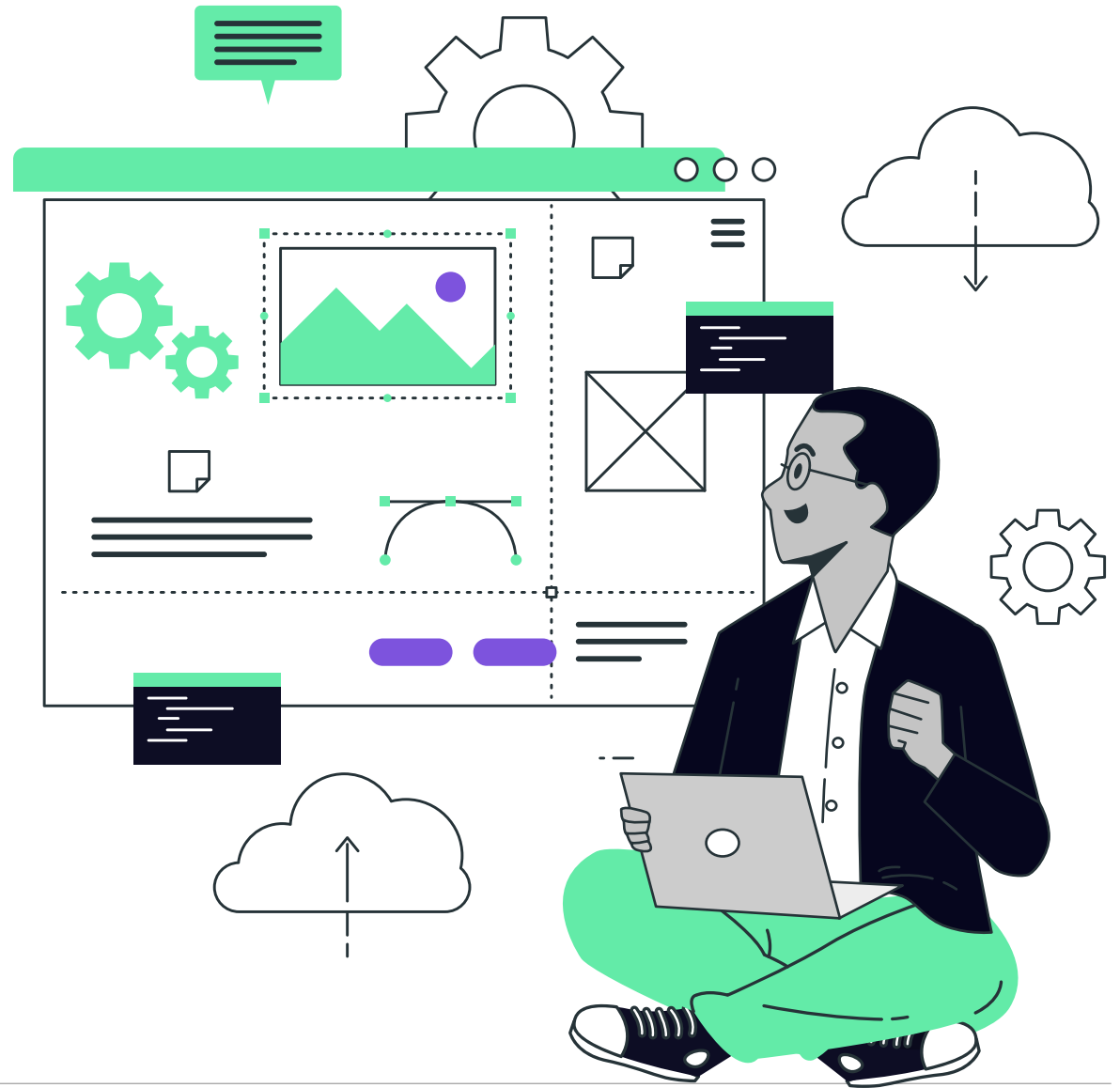




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OVERVIEW

Serving consumers through a partnership driven model.

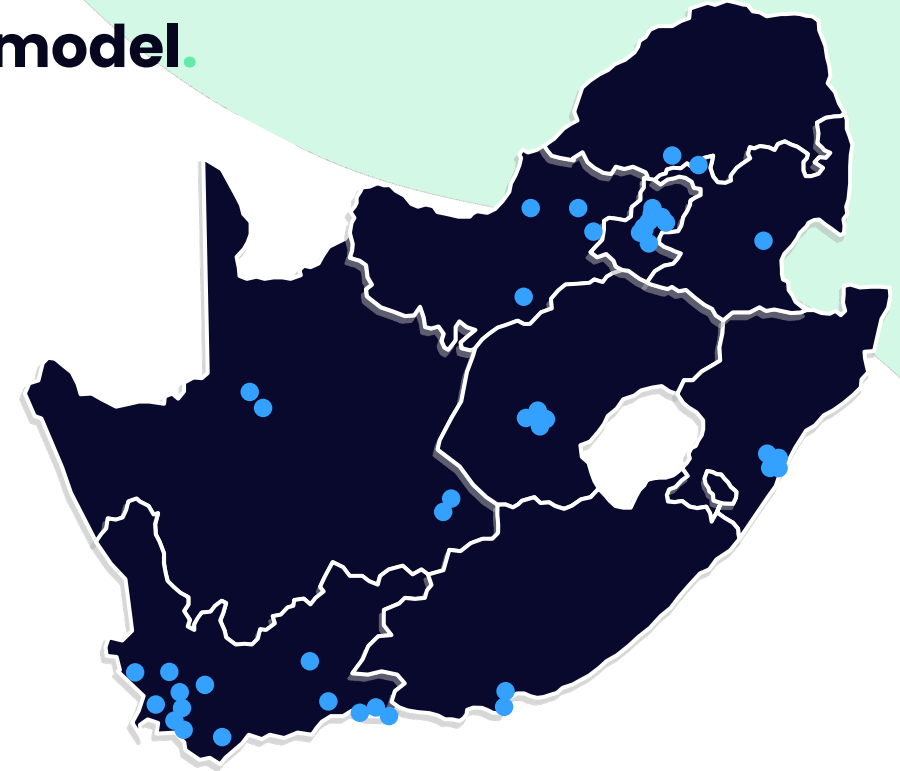
Fin Payroll Loans is a provider of financial wellness solutions that empower employees and permanently employed individuals to uplift themselves by enabling access to safe and affordable financial products and services.

Through our partner network of over **40 private employers**, Fin Payroll Loans is able to reach all 9 provinces, with clients accessing our products through multiple digital touch-points.

In addition to **term loans**, Fin Payroll Loans offers; **earned wage access**, **insurance**, **debt rehabilitation**, and **financial education**.

Fin Payroll Loans enable employers to facilitate **financial stability**, **reduce bad debt**, **improve employee credit scores** and **reduce personal stress** – resulting in more productive employees.

Our payroll partners give us reach across all 9 South African provinces.



Active Clients:

9,660

Partners:

40

Potential partner outreach:

>121,000

APR:

37%

Loan book:

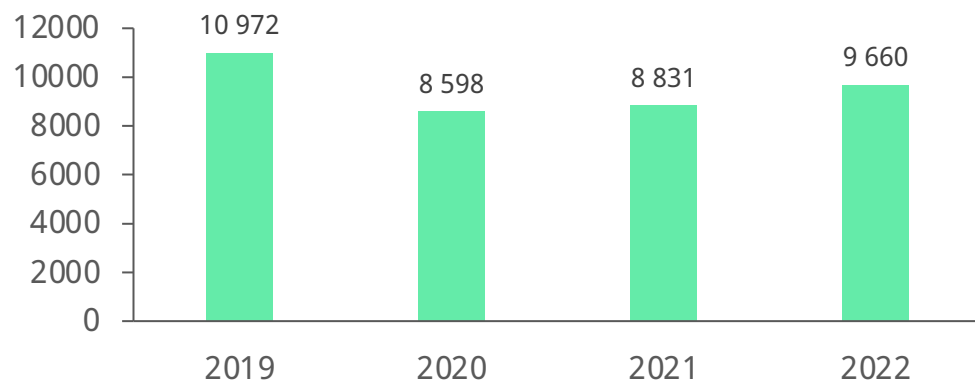
ZAR137.4m

Partner distribution network



With a growing customer base, Fin Employee Loans has the potential to expand its partner network and achieve further growth.

Number of customers served



- **Payroll loans:** Fin Employee Loans are term loans repaid directly through their employer's payroll process. These loans range from **R1,000 to R30,000**, with repayment terms ranging from **1-to-24-months**.
- **Earned wage access:** Providing employees with access to their already earned wages through a **fixed fee, 1-month** cash flow management product allowing them to avoid unnecessary term loans just to meet a monthly emergency.
- **Online loans:** These are unsecured loans offered to permanently employed individuals, leveraging automated collection mechanisms to provide quick and easy access to cash for consumers for **1-to-6-month** terms and up to **R12,000**.

Key Metrics

Loan book Size	ZAR 137.4m
Max. loan size	ZAR 30k
Avg. loan size	ZAR 18.1k
Maximum tenure	24 months
Avg. tenure	18.7 months

Unit economics per dollar disbursed

(+) Yield	37%
(-) Credit losses	-9%
(-) Cost of funding	-13%
(-) FX losses	-6%
(-) Customer Acquisition cost	-4%
Unit net profit	5%

How we are positively impacting our clients and driving loyalty.



Financial education

Provide the tools to educate clients on financial basics, enabling them to make better financial solutions for the future.



Education loans

Offering education loans at a lower interest rate to those that wish to further their education.



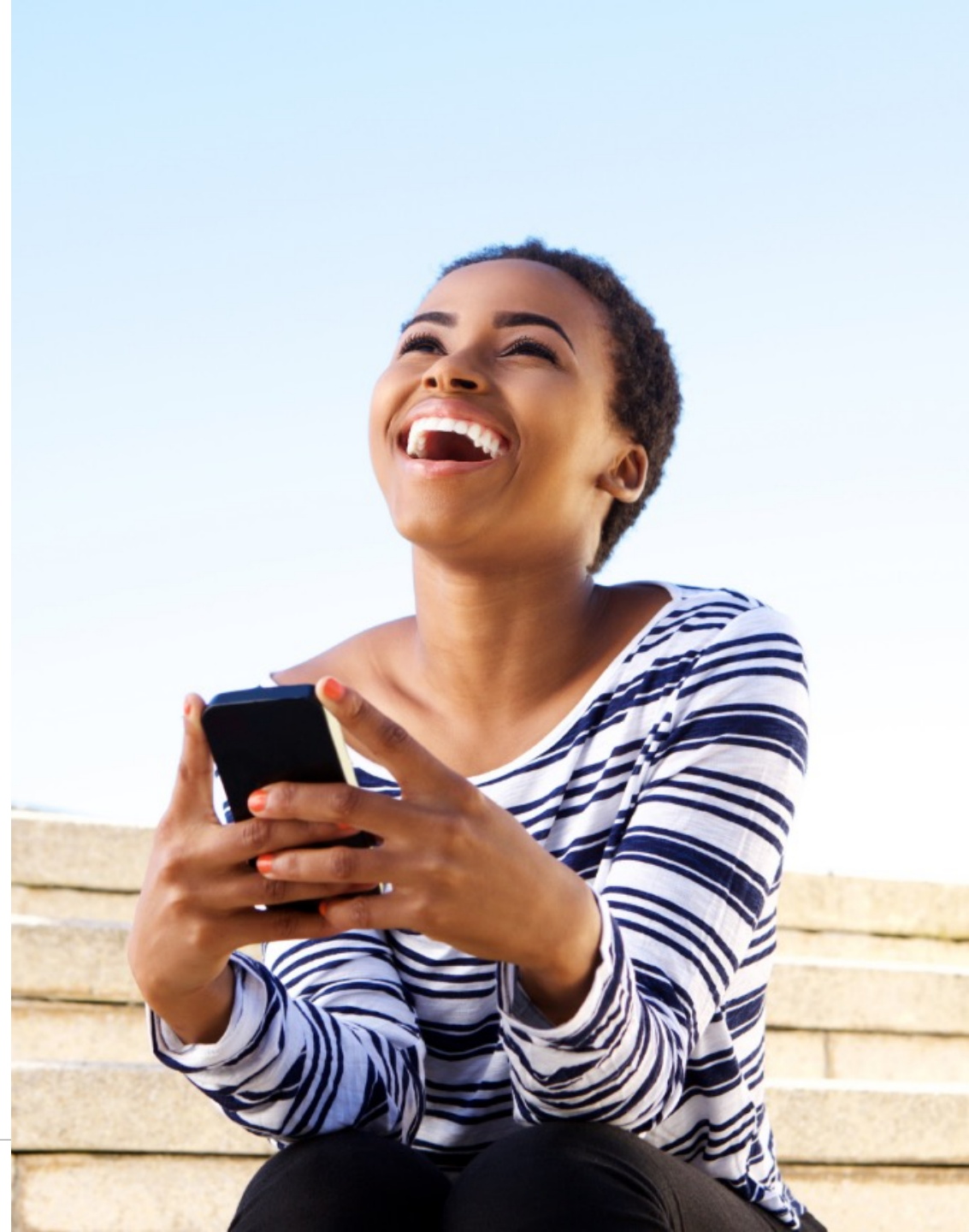
Credit rehabilitation

Provide products which assist with over-indebtedness, backlisting and judgements through tailored financial products.

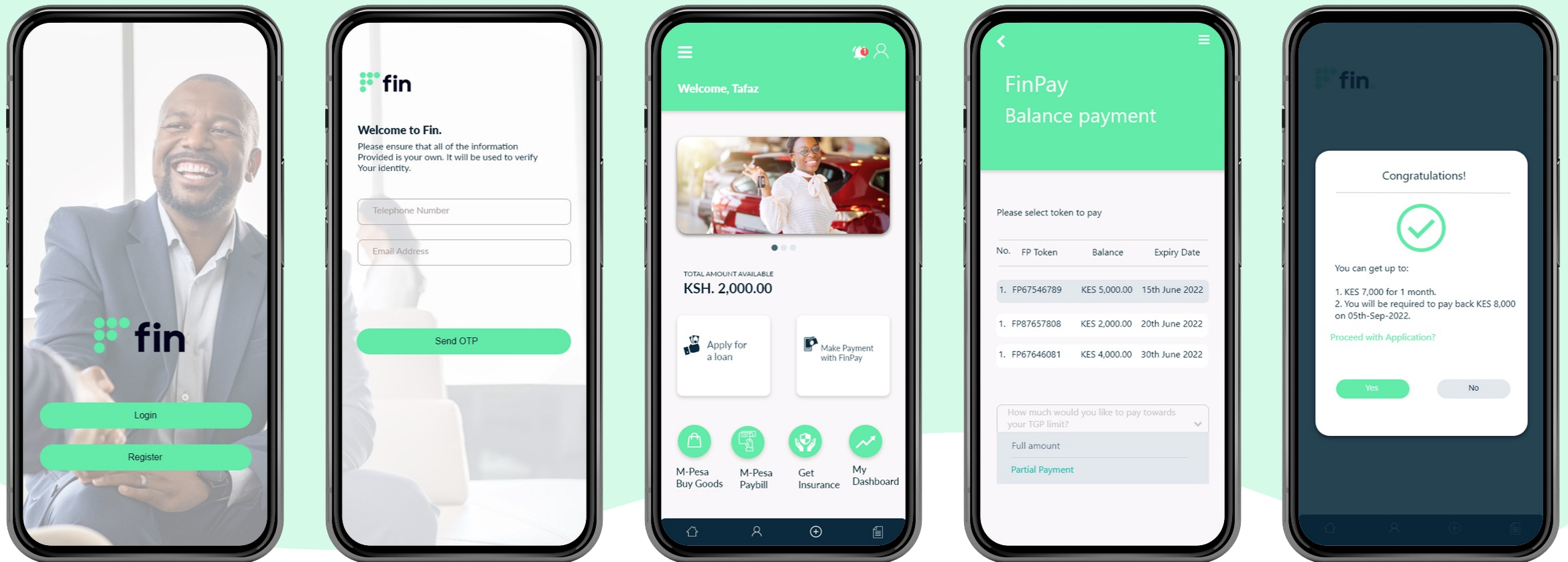


Funeral cover

Customers have access to funeral cover tailored to suit family and financial needs that will ease financial stress in future.



Allowing our customers to seamlessly access credit when they need.



COMPETITION

Fin Employee Loans through the expansion of our partner network and leveraging our digital distribution channels.



Short term loans	○			○	○
Instalment loans	○	○	○		○
Max loan size	ZAR 100k	ZAR 50k	ZAR 4k	N/A	Scaling
Rates	47% - 34%	87.62%	511%	240%	23.91%
Stage	Seed	Established	Established	Seed	Established
Distribution model	Digital Partnership	Web and retail stores	Online distribution	Employer	Merchant
Distribution partners	40 employers	PEP & Ackerman's	N/A	Sea Harvest, City Lodge	+28,000* (As of April 2021)
Mobile application	Yes	No	No	Yes	Yes

Fin differentiates by offering a partnership-driven digital distribution model

TEAM

Highly qualified and experienced in financial services across multiple markets.



Babylon Mukunga
Chief Executive Officer
14 years of experience



Vanessa Saayman
Chief Financial Officer
15 years of experience



Adelle Van Zyl
Head of Credit
23 years of experience



Gerrie Fourie
Head of Sales
15 years of experience



Matthew Schulz
Chief Marketing Officer
10 years of experience

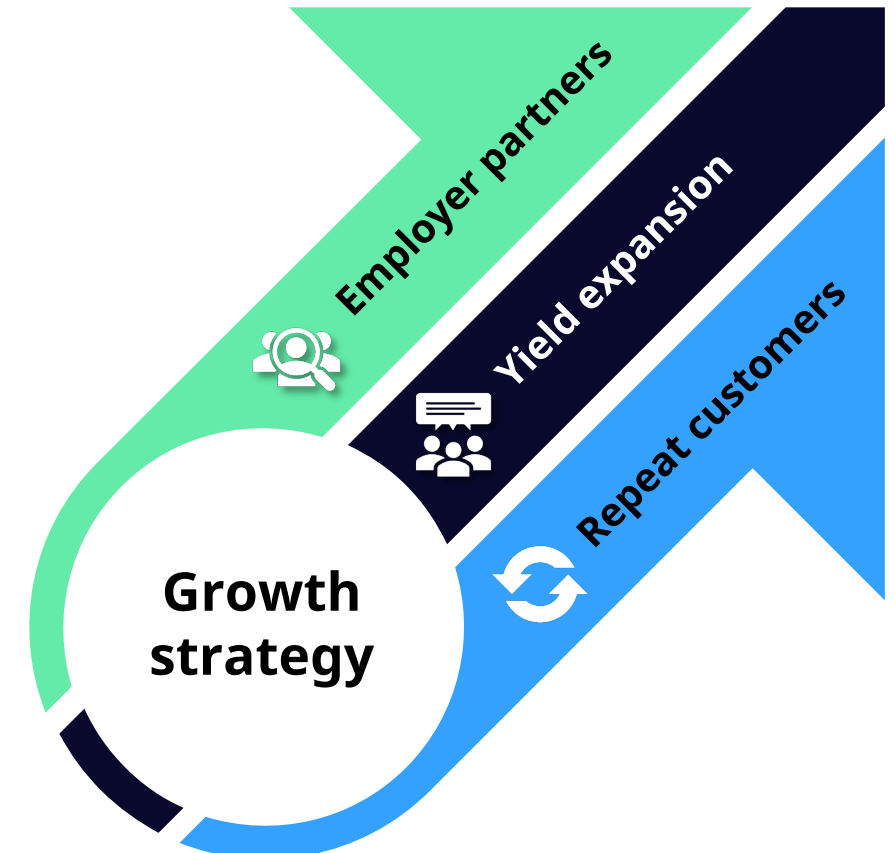


Geoffrey Ferrier
Head of Insurance
17 years of experience



Fin Payroll Loans growth is underpinned through the expansion of our partner network and securing repeat customer engagement.

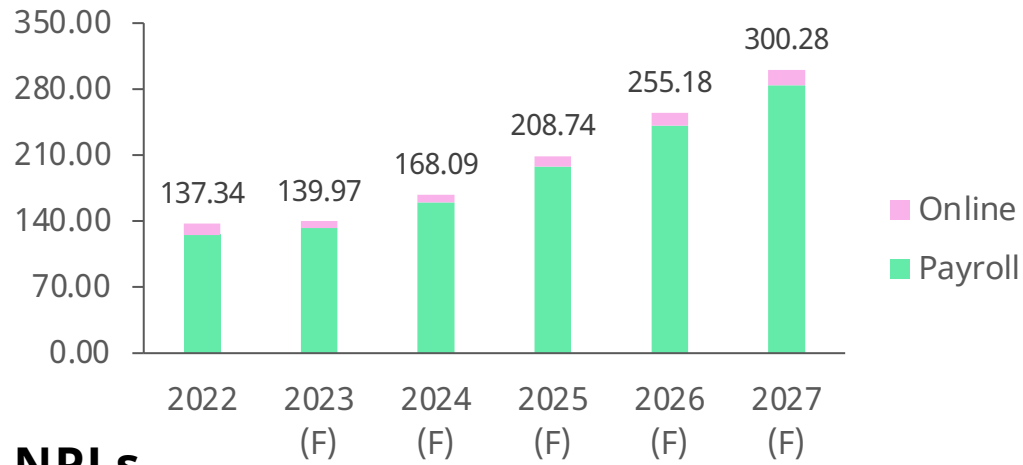
- 1 Employer network**
Our growing network of **40+ employers** grants access to **120k+ customers**, **secures our collections** and provides a **low-cost distribution** network to scale our portfolio.
- 2 Yield expansion**
By offering **value-added services**, Fin enhances clients' revenue potential **beyond interest and loan fees**, **maximizing the lifetime value** for each client onboarded.
- 3 Repeat customers**
Leveraging **digital channels** fosters **recurring customer engagement**, through a **holistic-ecosystem** addressing clients' **diverse financial needs**.



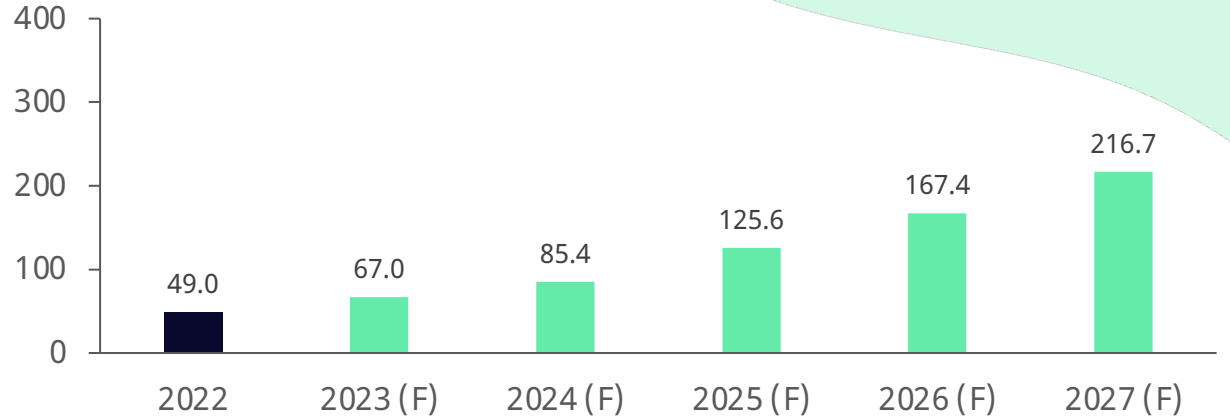
ZAR500m portfolio by 2027 through a partner-driven approach.

We are scaling our loan book sustainably to ZAR128m by 2027.

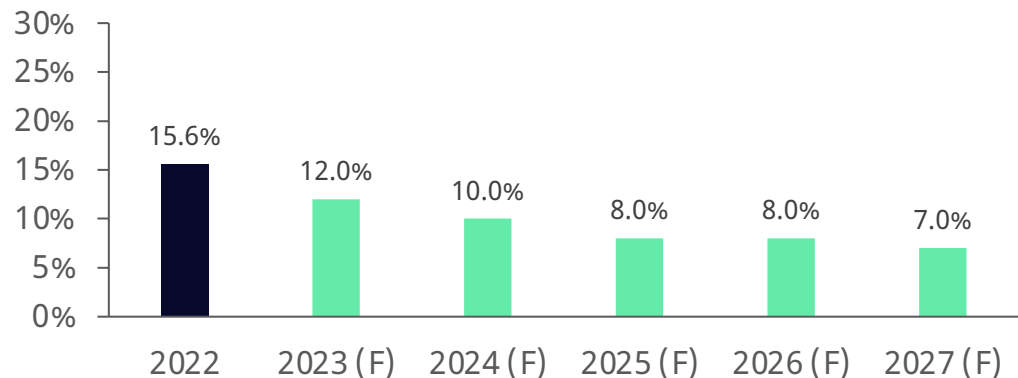
Gross loan book ZARm



Revenue ZARm



NPLs



	2022	2023	2024	2025	2026	2027
Financial forecasts (in ZAR '000 000)						
Revenues	49.0	67.0	85.4	125.6	167.4	216.7
Expenses	(78.2)	(66.3)	(80.5)	(98.1)	(131.0)	(160.2)
Net Income	(29.2)	0.6	4.9	27.4	36.4	56.5
Loans PF	137.3	140.0	168.1	208.7	255.2	300.3
# Loans	7 630	7 776	9 338	11 597	14 177	16 682



Simply Smarter Finance