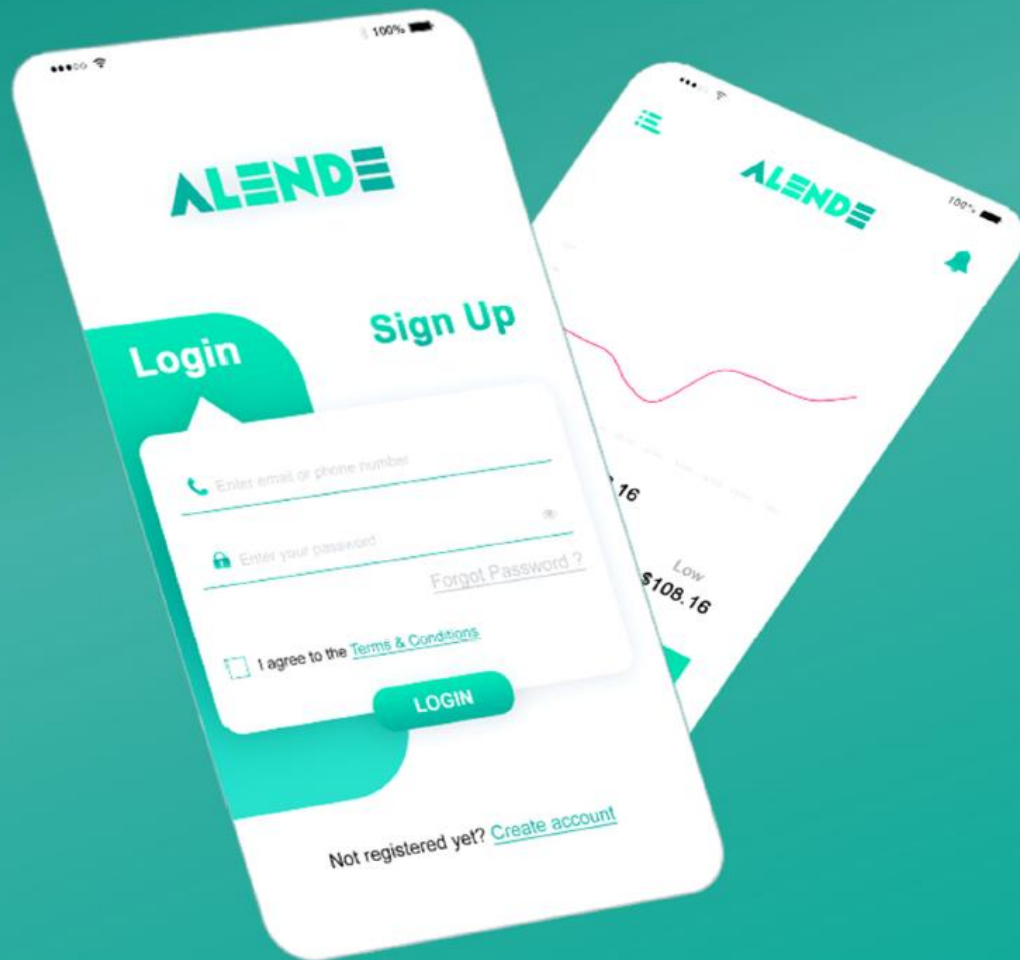


ALENDE

COMPANY PROFILE MARCH 2022



COMPANY PROFILE FOR:

BONDSTER

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ABOUT ALLENDE

OUR VISION



**A FINANCIALLY
SUSTAINABLE,
SOCIOALLY RESPONSIBLE
FINTECH COMPANY**

ABOUT US

Alende is a FinTech company that provides financial products and services to those who have been neglected by the traditional banking sector. Alende's end objective is to promote financial inclusion across the world as a means to enhance economic development.

Alende is financially supported by a holding group with over 40 years of experience in different sectors and a sound financial position that helps us back all our initiatives.

Alende is currently in the process of acquiring 2 regulated entities that provide short-term secured loans to underbanked individuals and small businesses. Alende is supporting portfolio growth at present for these entities through intercompany loans. Alende is also expected to launch greenfield operations in 2 new markets during the second half of 2022.

ABOUT ALLENDE

PURPOSE & PRINCIPLES

OUR VISION

- Alende is a FinTech company that aims to support microfinance entities in their work to promote financial inclusion across the world as a means to enhance economic development.
- Alende's vision is to become a large-scale promoter of financial inclusion through the use of technology, to bring excess resources from developed countries into less developed areas of the world.

OUR MISSION

- Alende's objective is to provide funding and resources in jurisdictions where additional credit resources are needed. We provide talented, experienced teams in the microfinance space with all the necessary resources to perfection and improve their processes, to eventually grow their activities exponentially.

OUR VALUES

- Forwardness.
- Integrity.
- Nobleness.
- Efficiency.
- Compromise.
- Respect.
- Excellence.
- Work ethic.

ABOUT ALENDE

MANAGEMENT TEAM



Denis Bobrovskij
Interim Country Manager

Denis Bobrovskij is a business manager with over 14 years of professional experience in the field of finance, with proven knowledge and demonstrated results as COO and Managing Director for other financial services companies in the past. Denis also has an entrepreneurial mindset and he is a founder of financial consultancy firm Star Legal. Denis holds a Master's degree in Financial Economics from ISM University of Management and Economics in Lithuania, and he is fluent in Lithuanian, English and Russian.



Medea Svanishvili
Head of Compliance

Medea Svanishvili has 15 years of experience working as a lawyer in the banking and financial services sector. Medea has worked with 4 different commercial banks in Georgia and more recently, with the National Bank of Georgia, where she was responsible for different business and corporate legal and regulatory compliance processes, as Lead Director. Medea holds a Master's degree in Law from the Ivane Javakhishvili Tbilisi State University, and she is fluent in Georgian, English and Russian.

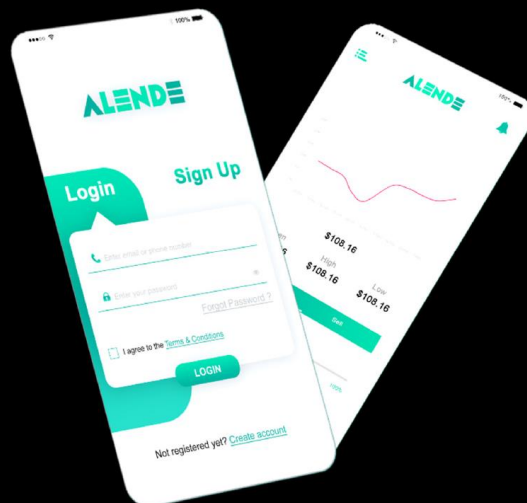


Akaki Peikrishvili
Project Manager

Akaki Peikrishvili is a professional technology expert with over 7 years of experience in IT development projects. For the last 4 years, Akaki has worked for Bank of Georgia as Digital Banking Ecosystem Manager, leading high-value initiatives to enhance the digital processes of the bank and acting as Project Manager for some of the +500 FinTech initiatives of the bank. Akaki holds a Bachelor's degree in Liberal Arts & Social Sciences from the Ilia State University, and he is fluent in Georgian and English.

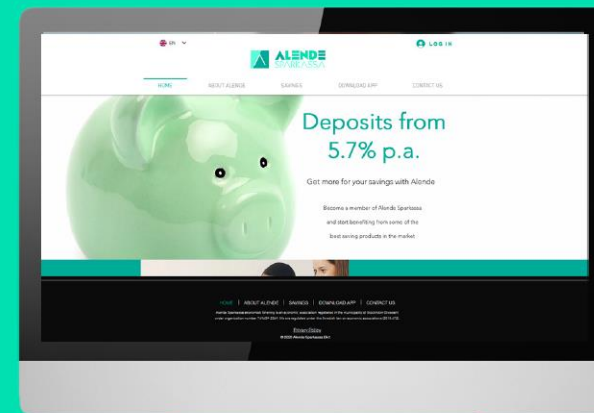
STRATEGY

THE ALLENDE DIGITAL PLATFORM



ONLINE & MOBILE

- Alende plans to use technology not only to be able to reach a larger number of customers, but also as a means to provide them with a better service and an overall better customer experience through intuitive, easy-to-use platforms with appealing designs.
- Alende will use both proprietary and third-party technology as part of its lean, cost-efficient business model. We expect to be able to provide a full digital banking offering in Brazil, Georgia and Mexico by H2 2022 through both online (websites) and mobile (apps) channels.

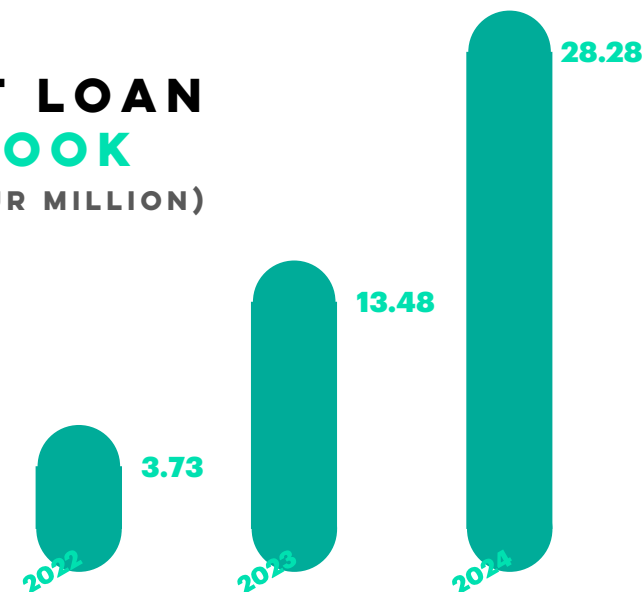


PROJECTIONS

BALANCE SHEET

Fiscal year	2022	2023	2024
Period (as of)	31st Dec	31st Dec	31st Dec
BALANCE SHEET	EUR	EUR	EUR
Cash and cash equivalents	185,073	1,398,547	2,897,567
Gross loan book	4,251,297	15,546,689	32,597,419
Net loan book	3,730,668	13,480,668	28,278,254
Other assets	507,495	632,163	739,904
Total assets	4,423,236	15,511,378	31,915,725
Loans	2,601,744	8,675,328	17,841,995
Other liabilities	459,438	316,843	1,258,509
Total liabilities	3,061,182	8,992,171	19,100,504
Total equity	1,362,054	6,519,207	12,815,220
Total equity and liabilities	4,423,236	15,511,378	31,915,724

NET LOAN BOOK (IN EUR MILLION)



30%
provisions
(projection)

10%
NPLs
(projection)

8%
PAR90
(projection)

14%
PAR30
(projection)

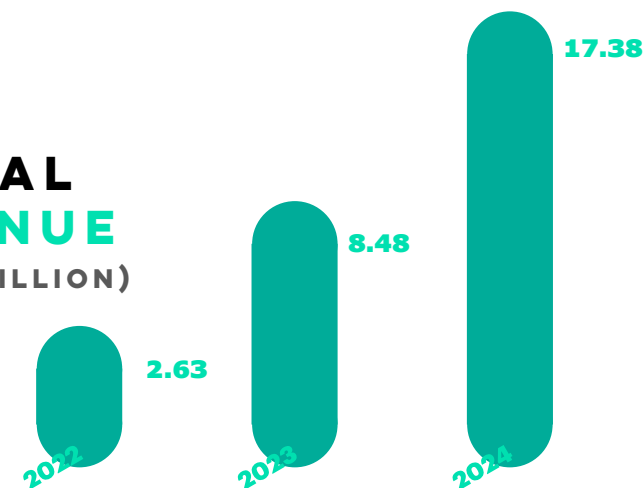
PROJECTIONS

INCOME STATEMENT

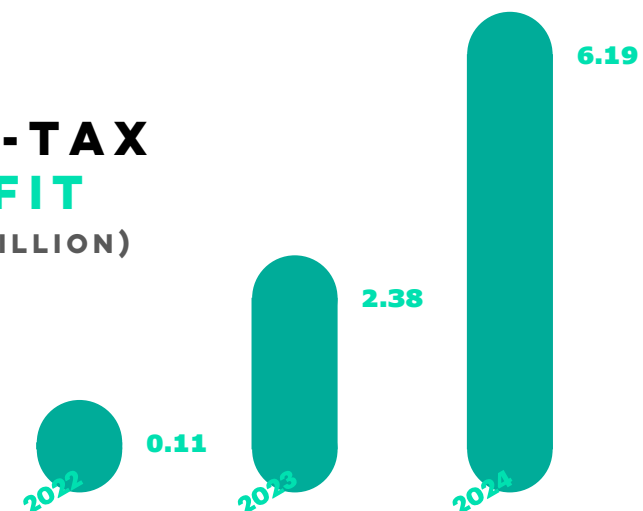
Fiscal year	2022	2023	2024
Period	Full year	Full year	Full year
Currency	EUR	EUR	EUR
INCOME STATEMENT			
Interest income	2,347,405	7,968,937	16,453,817
Other income	281,436	515,516	925,730
Total revenue	2,628,841	8,484,453	17,379,547
Loan impairments	569,165	2,142,424	4,332,020
Finance cost	541,297	1,769,979	3,633,571
Personnel expenses	766,518	1,001,473	1,291,915
Other costs	552,763	711,606	878,979
Operating expenses	1,319,281	1,713,079	2,170,894
Operating profit	199,099	2,858,970	7,243,062
Profit before tax	199,099	2,858,970	7,243,062
Tax	88,313	478,649	1,051,007
Profit after tax	110,785	2,380,321	6,192,055

We expect to conclude 2 acquisitions before the end of 2022 and subsequently continue to grow both organically and inorganically, in Brazil, Georgia and Mexico, and potentially, in other markets. Equity funding will be provided by our partners, while debt funding is expected to be raised through different means, including P2P platforms in Europe like Bondster.

TOTAL REVENUE (IN EUR MILLION)



AFTER-TAX PROFIT (IN EUR MILLION)



SOCIAL RESPONSIBILITY

PROMOTING FINANCIAL INCLUSION

BY PROMOTING FINANCIAL INCLUSION, ALLENDE AIMS TO SUPPORT THE UNITED NATIONS DEVELOPMENT PROGRAMME (UNDP) SUSTAINABLE DEVELOPMENT GOALS, AND THE WORLD BANK'S UNIVERSAL FINANCIAL ACCESS (UFA2020) GOALS



Please visit the UNDP website here for more information on the Sustainable Development Goals:

<https://www.undp.org/content/undp/en/home/sustainable-development-goals.html>

GETTING TO UNIVERSAL FINANCIAL ACCESS 2020



Goal: Adults globally have access to a transaction account



The World Bank Group committed over **\$8B+** in new investments & operations

- The World Bank is a technical partner for 18 priority countries to develop **National Financial Inclusion Strategies**, and for other countries with financial inclusion commitments through the **AFI Maya Declaration**
- Indonesia, Mexico & Mozambique** recently launched their National Financial Inclusion Strategy, with others to follow
- IFC invested** in innovative projects:
 - Ant Financial (China) asset-backed securitization to provide access to **1.75M** new accounts
 - MasterCard (Global) settlement risk-sharing facility to provide access to **5M+** new accounts
 - LAPO (Nigeria) debt facility to expand Nigeria's largest MFI, adding **1M+** new accounts

Please visit the World Bank's UFA2020 website here for more information:

<https://www.worldbank.org/en/topic/financialinclusion/brief/achieving-universal-financial-access-by-2020>

ALENDE