



Financial Solutions for Business

- MSME-focused Bank of the Philippines
- Global Payments & Disbursements
- Remittances

Information Memorandum

May 2022

Strictly confidential

The RCC Group Story



We started in the Philippines, wanting to help MSME's and their staff, by providing much needed credit facilities. From there, we recognized that the problem was bigger than just credit, these businesses also needed better ways to digitize, to make and receive payments, both domestically and internationally, and this problem extended far beyond the borders of the Philippines.

Over the last 6 years we have upgraded our existing licenses, acquired new licenses, created and acquired technology platforms, and developed strategic partnerships, all while maintaining profitable core businesses.

With our licenses and platforms now fully in place, we are in a unique position to further scale our operations to serve MSME's, their staff, customers, and suppliers with better solutions in our core verticals:

- ✓ **Banking & Lending,**
- ✓ **Digitization/SAAS,**
- ✓ **Remittances, and**
- ✓ **Payments & Disbursements**



Our target market is significantly growing

Our Business



Banking and Lending, our CORE business



Remittances



Payments, our fastest growing revenue stream

Market Potential

US\$220 Bn – US\$1 Tn

In the Philippines alone, there is an untapped personal lending demand for MSMEs with a market size of US\$220 Bn. Similarly but on a bigger scale, ASEAN region with a market size of US\$1 Tn. (IFC 2017 MSME financing gap)

US\$320 Bn – US\$325 Bn

ASIA has the highest remittance transactions in the world with US\$302 Bn in 2018. World Bank is expecting a growth of 7.5% in 2021 amidst the pandemic.

US\$23 Tn – US\$52 Tn

The global market for electronic payments was approximately US\$23 trillion in 2017 and forecasted to grow to US\$52 trillion by 2026 (CAGR of 9.6%) according to Nielson

RCC Products

RIGHT
CHOICE
FINANCE

Business Solutions Ecosystem

Business Loan

Non-Collateral Business Loan

- Loan up to Php 3M
- No Collateral & No Guarantor required
- Interest Rates: 1.5% to 3.5%

Secured Business Loan

- Loan Php 300k up to Php 3M
- Customizable loan options
- Interest Rates: 0.99% to 2.5%

- Get a Cash Loan starting from Php 10k and up!
- Interest rate of 1.5% to 5% with rebate of up to 1.5% (subject to terms & conditions)

SALARY LOAN

- Borrow for as low as Php 25k and as high as Php 250k
- Customizable terms and interest rates
- Fast approval

Mortgage

Car Loan

- We can finance up to 70% of its appraised value.
- Term: 3 years
- Interest rate: as low as 0.99%

Home Loan

- We can finance up to 70% of its appraised value.
- High Appraisal Value
- Term: 3 years
- Interest rate: as low as 0.99%

QuickCash



- Your employees' emergency button for their urgent cash needs!
- Bundled with HRBuddy
- Enables Cash Advance Feature and Salary Loan with our HR automation integration.



BSP licensed with over 50 years of banking history



Savings, time deposits, loans



RCF serves as RBSL's marketing, customer acquisition and loan collection arm



Smart and affordable all-in-one HR platform you can lean on.

For Php 48/employee only!



- QuickCash - Easy access to Cash Advance and Salary Loan
- Payroll and Benefits Automation
- QuickCash and Salary Loan Features
- Timekeeping and Attendance Management
- Leaves Scheduling
- 201 File Management
- Payslip Generation
- Accounting Feature and Software Integrations (XERO, MYOB, Quickbooks, etc.)

- Biometrics Integration
- Mobile App Availability
- Customizable (we can accommodate minor tweaks to the features to meet your corporate requirements)
- Cloud-based, fully online
- No installation fee, No hidden charges

30-day FREE Trial Available
www.HRBuddy.ph

RCF Mobile App

Access and manage your finances in just a few taps!

RCF Mobile App features a full e-wallet experience for online fund transfer, bills payment, investment portfolio, and more.

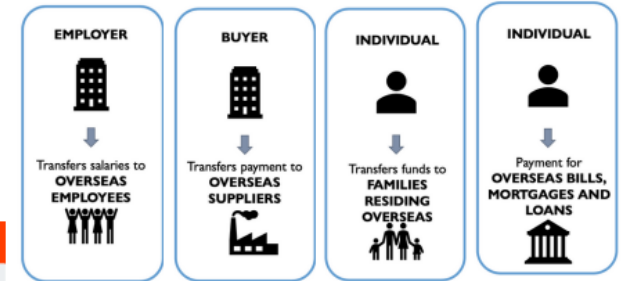
RCF Mobile App provides users to have instant access to LOAN PRODUCTS for secured and fast processing!



Your preferred remittance partner.

FAST - SECURE - AFFORDABLE

Send and Receive Money (REALTIME) from the Philippines to Singapore and vice-versa



Exclusive payment service provider for Right Choice Payments offering merchants with global issuing and acquiring solutions



Virtual or Physical

Customize virtual or physical cards, use your own branding, and control where and how cards can be used



Tokenization

Increase the adoption and fraud mitigation of your payment solution by provisioning cards into digital wallets

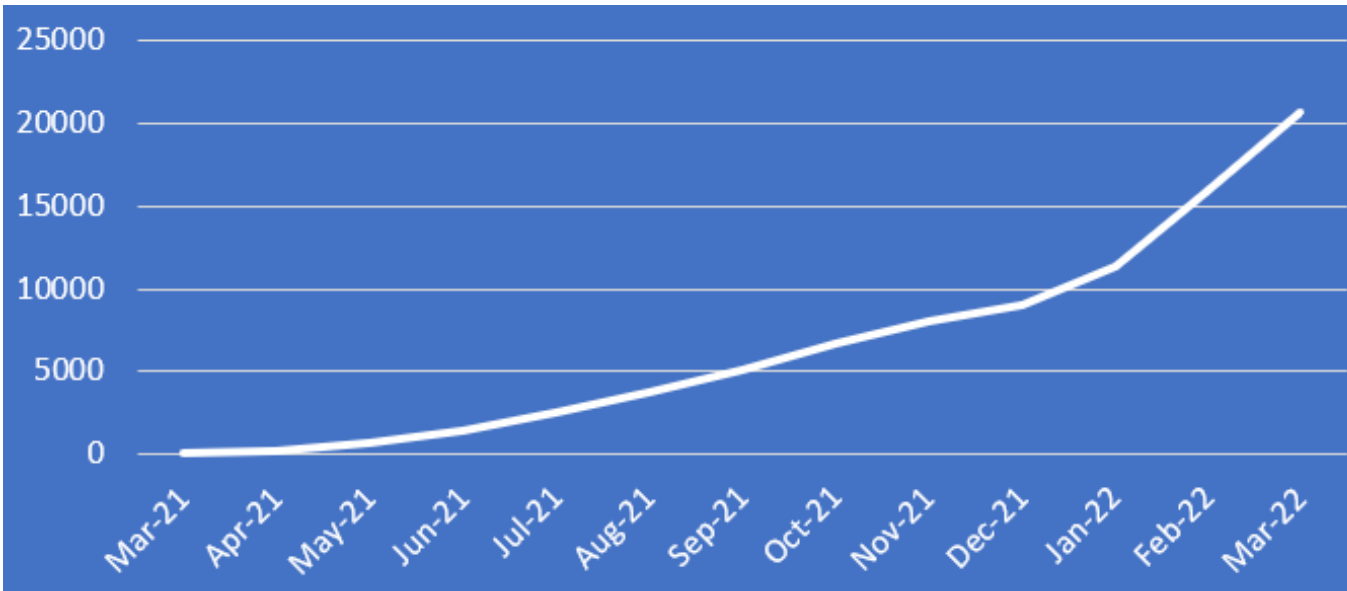


Card Management

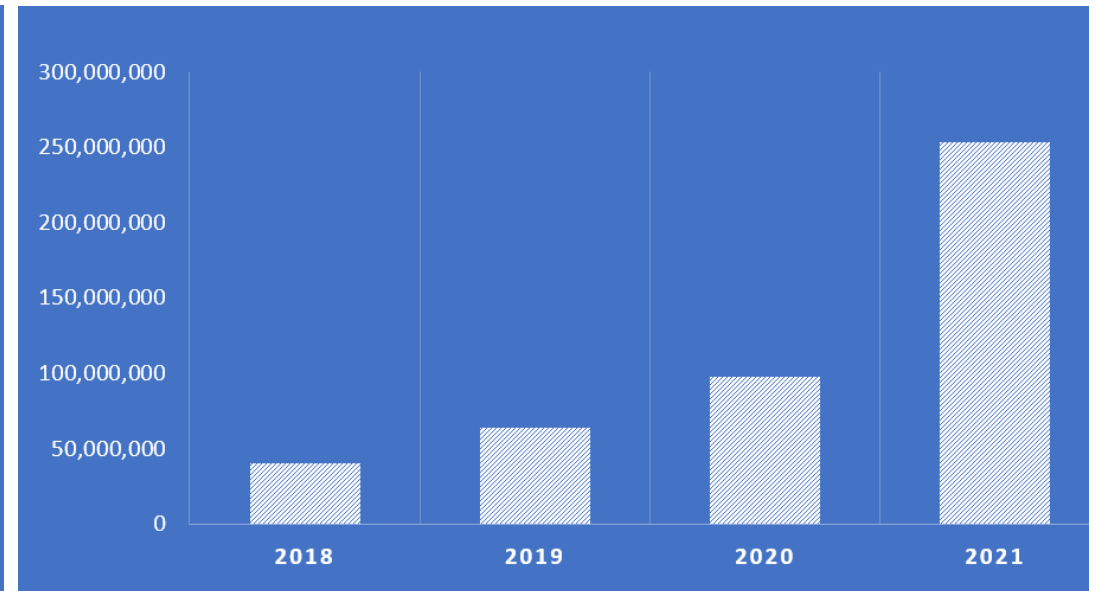
Optimize your card program by managing users, card inventory, and fulfillment all in one place

Our Stats

RCF App downloads from App launch in March - avg 161% month-to-month growth rate.

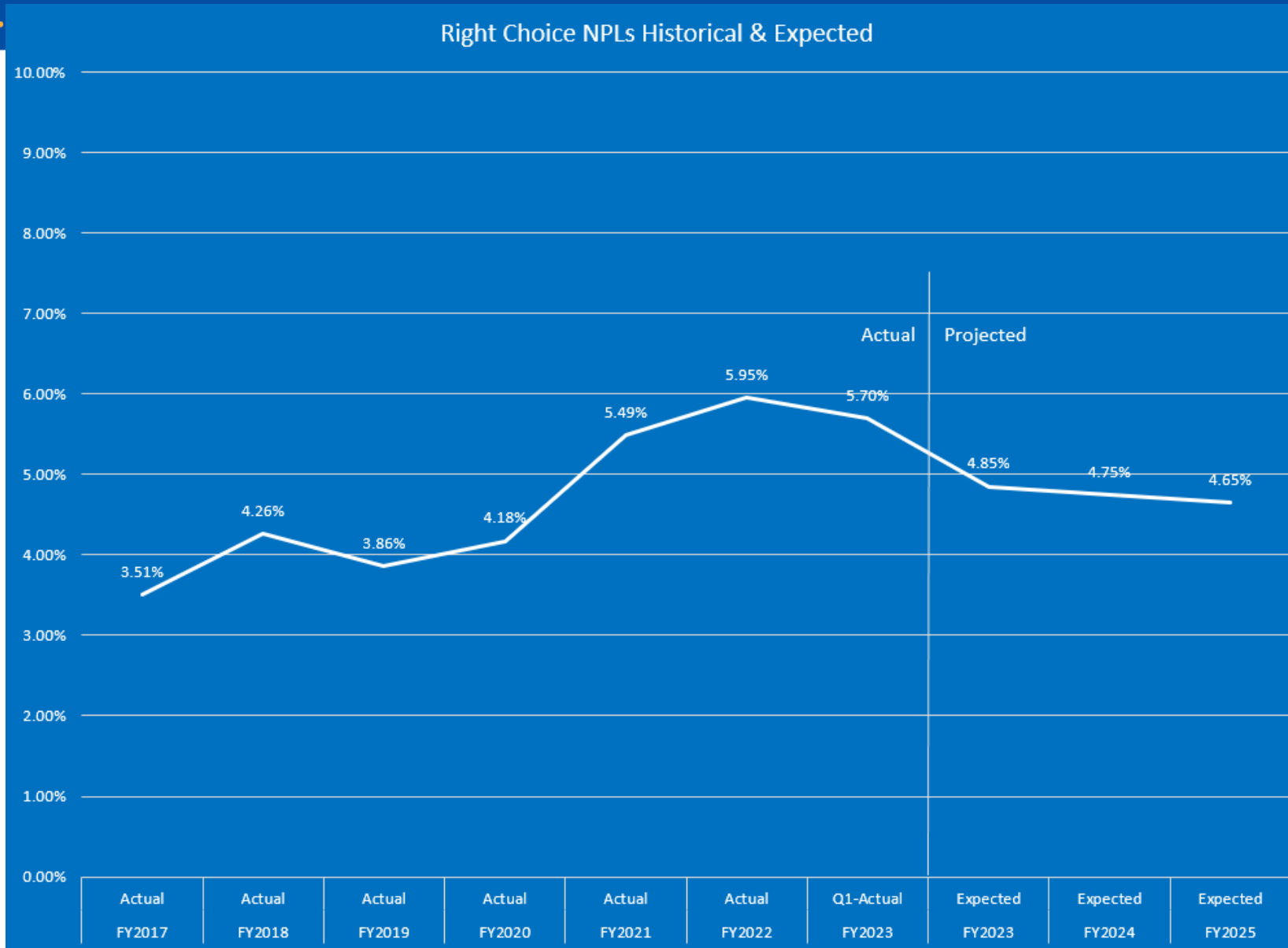


RCF Wallet Transactions Volume (PHP) Last 4 Years



- Over **5,600** active mobile wallet users
- with **24,000** average monthly unique visits and impressions

Non-Performing Loan History



The RCC Team

Key People at Right Choice Capital



Kodi Kodrowski
Managing Director

Engineer turned business entrepreneur with over 15 years experience in business management and ownership across Southeast Asia

- MBA from Heriot-Watt University
- MSc. Eng. From University of Alabama-Huntsville
- BSc. Eng. Mech-Aerospace from University of Alabama-Huntsville



Edgardo Ramos, CPA
Chief Financial Officer

Certified public accountant (CPA) and Masters Degree holder with 20 years of senior management experience in financial services, SAS, technology and financial accounting

- Head of Finance, Home Credit Consumer Finance Philippines
- Chief Financial Officer, Citco International Support Services



Mariecris Fria
Board Member

Senior executive with over 22 years experience as a key person for the complete operation of a remittance company who knows the A-Z of its operation. A well driven person who ensures the company's financial growth and comply with all the policies, procedures and regulatory requirements of MAS

- Managing Director, Right Choice Payments Pte. Ltd.



Jonathan Pollante
Head Business Development

Engineer, turned into Business Development and Management enthusiast with a strong work experience as business development head, organizational leadership, financial services, customer service management and credit evaluation

- Managing Consultant, Metro Apps Corp.
- Asst. Vice President, Philippine National Bank
- Relationship Manager, United Coconut Planters Bank.



Michael Lambert
Board Member

Senior finance executive with over 18 years experience managing equity, fixed income and global hedge fund portfolios

- Chief Financial Officer at Fortrec Capital Pte. Ltd.
- Managing Director at Agate Capital Management Pte. Ltd.
- Chief Financial Officer at Central Asia Development Group

The RCC Team

Key People at Right Choice Capital



Chris Adalba
CEO Vasu Pte Ltd

With over 10 years of experience in the field of business development.

Well-versed at crafting business development strategies with proven track record of success in project implementation.

Highly skilled at relationship building with clients and across organizations with an extensive knowledge at assessing needs, generating options in collaboration with the stakeholders.



Heramben Vencatapillay
COO Vasu Pte Ltd

With Almost 16 years experience in national and international payments and banking with proven track records in product management, Business development, Risk Management, Operations and sales of IT solutions and financial products.

Chief Operating Officer,
Red Dot Payment Pte. Ltd.



Reineer Estrellado
Head of Technology

With 17 years of relevant experience in implementing systems improvement projects and automation initiatives. A seasoned IT practitioner with experience in business automation, project management & digital payments.

Unit Head, IT Solutions Delivery,
Retail Banking and Global
Shared Services, Security Bank
Corporation
Head, IT Operations, Fexco
Philippines.
VP IT Group Head, Tiaong
Rural Bank Inc.



Arnold Valenzuela
General Counsel

An experienced lawyer with over 27 years experience in both litigation and corporate set-up.

In-House Legal Counsel for
VSO Group of Companies for
9 years.

Practicing Legal Professional,
Moldez II Aldave &
Valenzuela Law Offices

Human Resource Consultant,
Analog Devices



Roselle Calixihan
President, RCF

An experienced senior executive for more than 15 years. I have a solid background and accomplishments in the Food industry, Financing, Human Resource, and Business Development for over twenty-seven years of my career. I focused on profit maximization through multi-faced business approaches.

MBA, Far Eastern University,
Makati City, Metro Manila

Key Business Data Points

10

Total Companies
in the Group

5 → Directly
managed by
RCC

5 → managed
by Listed Partner,
Lynx

6.1M EUR

Equity raised to
date in RCC

7.9M EUR

Investor
payments to
date

96

Employees
across our 5
directly managed
entities

7

Office branches
2 in Singapore,
5 in the
Philippines

Financial Performance – Income Statement

Right Choice Capital - Consolidated Profit & Loss (RCC, RCF and RBSL)

In EUR 000s

							Current Fiscal Period		
	FY2017A	FY2018A	FY2019A	FY2020A	FY2021E	FY2022E	FY2023E	FY2024E	FY2025E
Income Statement	Historical							Projected	
Income from Interest and Commissions	47	200	484	1,345	1,439	1,682	7,031	12,710	18,917
Income from Merchant Activities	-	-	-	-	2	(24)	857	4,872	15,213
Total Income	47	200	484	1,345	1,440	1,659	7,888	17,582	34,131
Provisions for Loan Losses	(18)	(48)	-	(218)	(343)	-	(1,317)	(898)	(1,250)
General and Administrative Expenses	(10)	(83)	(246)	(409)	(585)	(690)	(2,337)	(4,268)	(8,902)
EBITDA	19	70	237	717	512	969	4,235	12,416	23,978
Depreciation	-	(1)	(5)	(12)	(40)	(51)	(320)	(482)	(575)
Interest Expense	(18)	(22)	(206)	(686)	(798)	(922)	(1,870)	(2,507)	(3,193)
Income Tax	(1)	23	(21)	(7)	8	(3)	(646)	(2,038)	(3,965)
Net Income	1	69	5	12	(319)	(7)	1,399	7,389	16,245

Financial Performance – Balance Sheet

Right Choice Capital - Balance Sheet (RCC, RCF, RBSL and Vasu)

In EUR 000s

							Current Fiscal Period		
	FY2017A	FY2018A	FY2019A	FY2020A	FY2021E	FY2022E	FY2023E	FY2024E	FY2025E
Balance Sheet	Historical							Projected	
Cash	14	72	138	710	706	254	4,962	9,661	16,998
Loans to Clients	96	1,029	2,706	6,899	7,359	7,586	38,375	53,427	77,374
Other Assets	-	2,237	1,603	2,306	3,770	4,611	9,350	11,392	13,902
Total Assets	110	3,338	4,447	9,914	11,835	12,451	52,687	74,481	108,274
Trade Payable	1	3	21	80	169	197	702	711	720
Deposits	-	-	-	-	-	-	23,504	37,695	49,819
ST and LT Debt	16	217	2,137	5,123	5,386	6,038	11,529	11,722	17,122
Other Liabilities	74	990	32	434	100	38	353	365	380
Total Liabilities	91	1,210	2,190	5,637	5,655	6,274	36,088	50,493	68,041
Capital Stock	18	2,058	2,058	3,447	5,825	6,119	15,107	15,107	15,107
Share Application Money	-	-	-	475	-	-	-	-	-
Translation Reserve	-	-	-	141	116	(38)	(38)	(38)	(38)
Retained Earnings	-	1	122	124	140	168	(7)	1,341	8,212
Net Income	1	69	2	16	28	(175)	1,349	6,871	14,646
Non Controlling Interest	-	-	75	76	72	104	189	707	2,306
Total Stockholder's Equity	19	2,128	2,257	4,278	6,180	6,178	16,599	23,988	40,233
Total Liabilities and Stockholders' Equity	110	3,338	4,447	9,914	11,835	12,451	52,687	74,481	108,274

Why Invest With Right Choice?

Track Record

- Proven, successful 6-year growth story
- Self-sustaining, not cash-burning
- Prudent use of Investment Funds

Investment Background

- > S\$14M invested to date, both Debt & Equity by Private Investors
- Recent investment by prominent Philippines' family
- > S\$11.5M in on-time investor payments (Interest & Principal)
- Investment into Singapore Parent Company, under Singapore law

Competitive Advantage

- Diversified Financial Services Group - 4 separate Business Units
- Holds Valuable Banking & Financial Services licenses
- Full range of Financial Services for MSME's & Retail customers
- Innovative, with strong Technology Platform focus
- Strong market presence & credibility

Management & Team

- Group size: 90+ staff
- Strong management team with relevant Finance Industry experience
- Asian & Western management team
- Seasoned & experienced Board of Directors and Advisory Board



Thank you!

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<https://www.rightchoicecapital.com/>

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