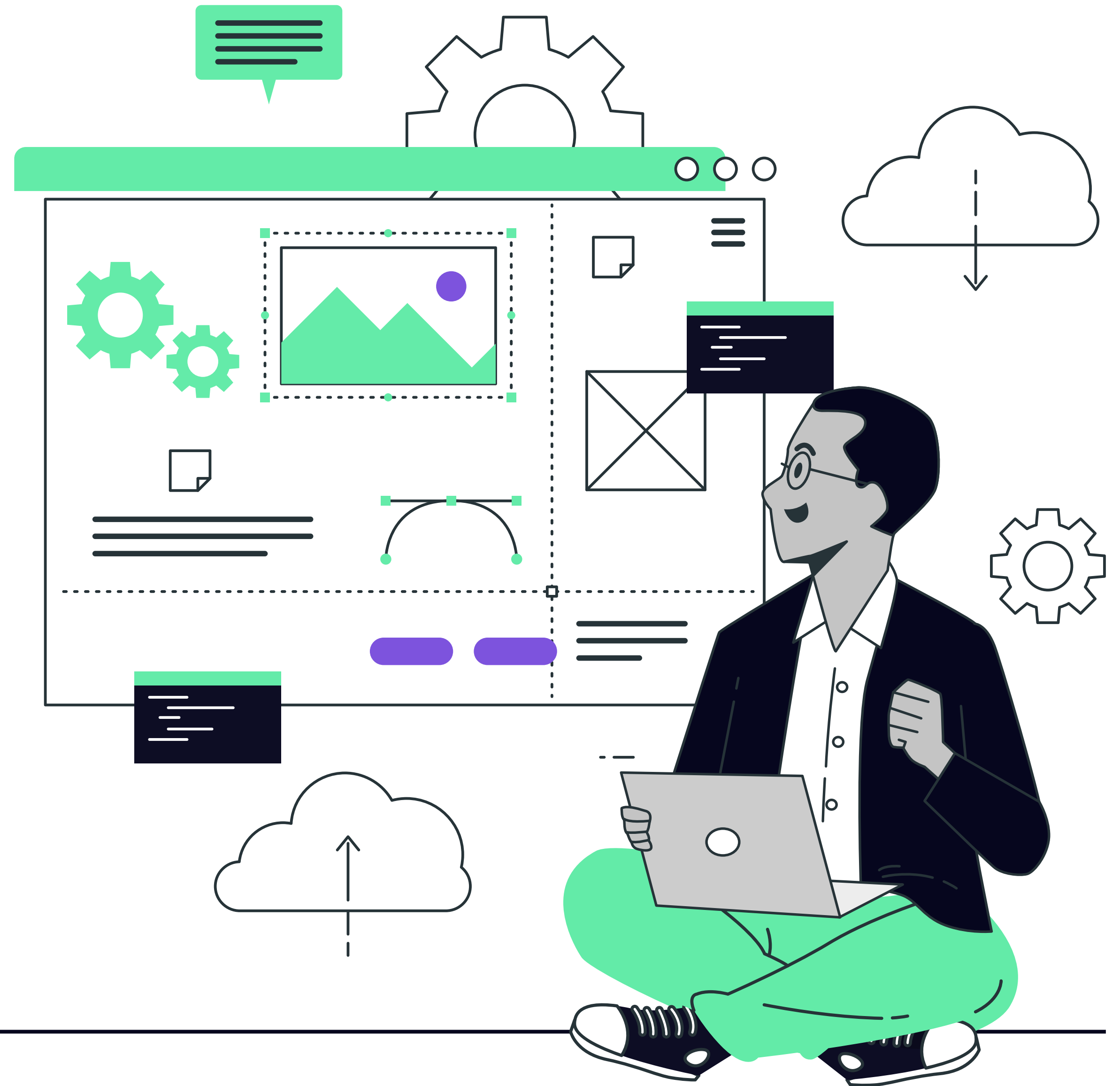


www.fin.africa

Company profile

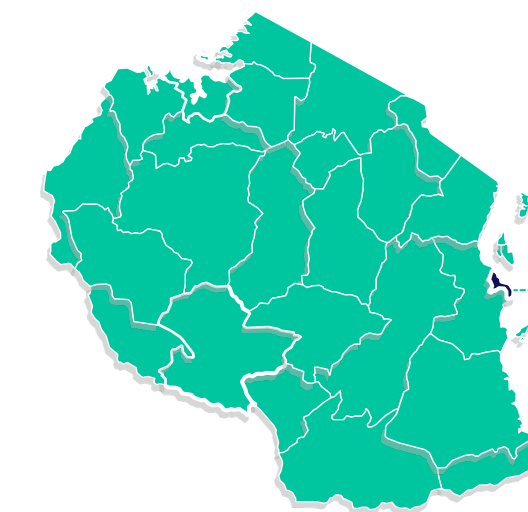


OVERVIEW

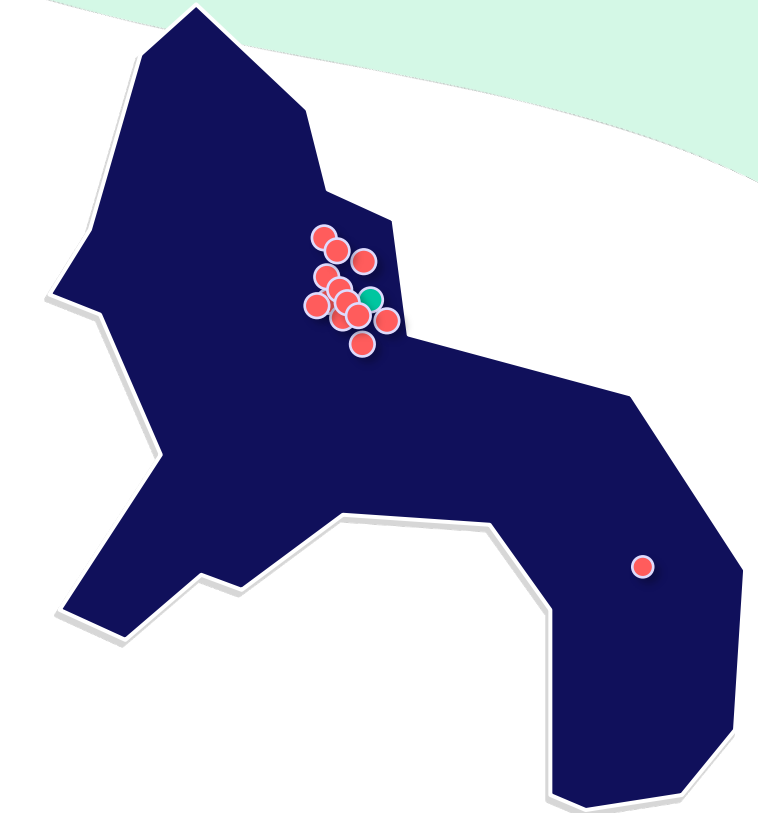
Most of the dealers are located close to our Dar es Salaam office with a sample below

Serving MSMEs through a partnership driven model.

- Fin Tanzania is a non-deposit-taking microfinance institution incorporated in Tanzania in the year 2020.
- Together with our partners, we provide credit, insurance and more: fast, convenient and reliable.
- Fin Tanzania aims to service MSMEs with the asset finance loans and vehicle logbook loans; MSMEs in Tanzania account for 90% of businesses and contribute to more than 27% of GDP in Tanzania, hence powering the Tanzanian economy.
- We provide our car dealer partners with a solution of receiving cash for their sales while we provide credit to the MSMEs to free up their cash resources.



Dar es Salaam Region



Active clients:

927

APR:

50.5%

Employees:

17

Loan Book:

US\$ 1.9M

Partners:

51

Head office



Partners



Simply smarter finance.

OVERVIEW

With our quick TAT, we have created a relationship with our partners as their preferred credit company.



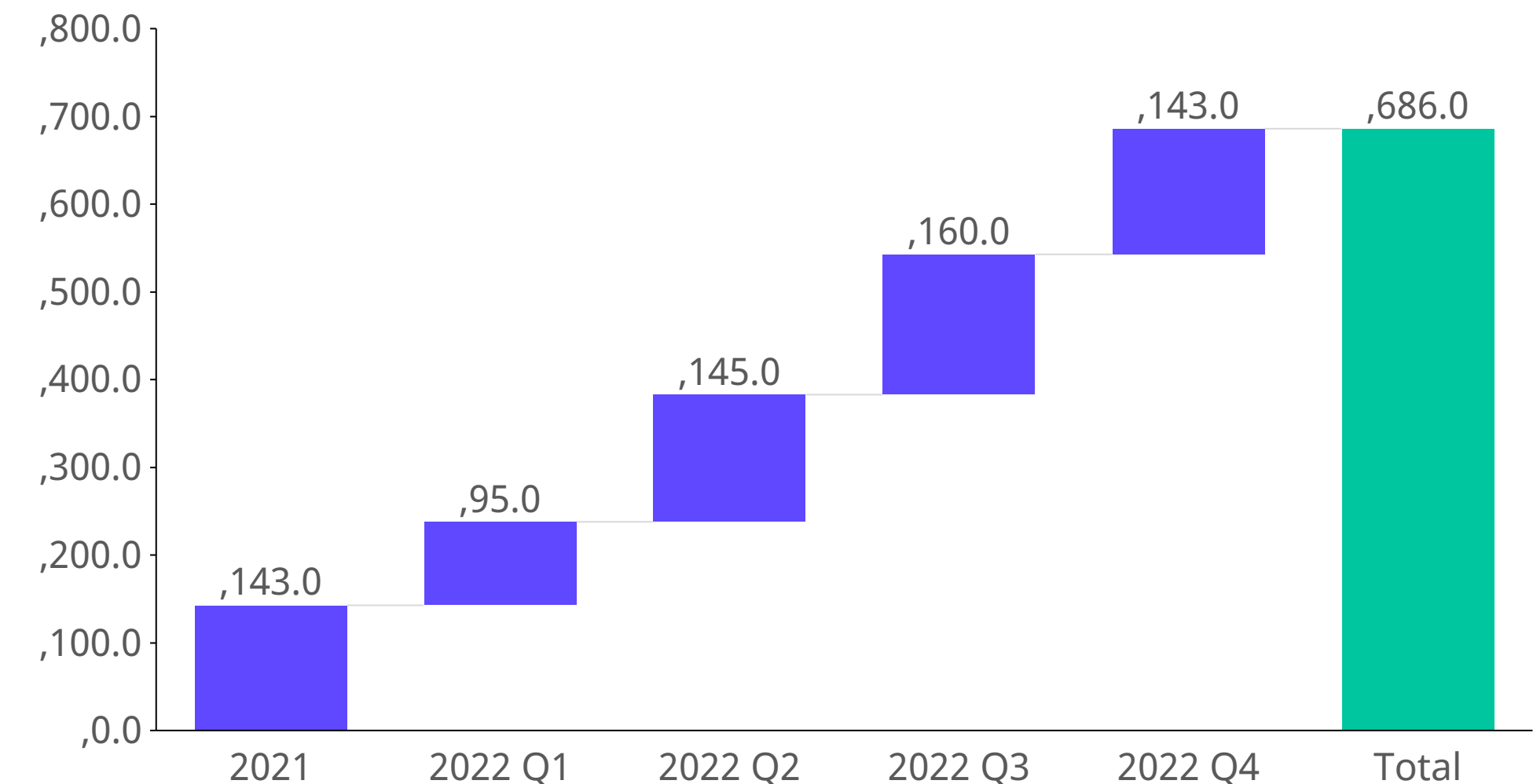
Signage in some of our car dealer partners

CORE PRODUCT

Our core product grew by 650% with a focus in serving MSMEs.

- Vehicle financing and productive asset financing
- **Target** MSMEs and individuals potentially with a sizeable vehicle loan
- **Purpose:** *we have positively impacted MSMEs and partners*
 - To help MSMEs free up their cashflows that would have been tied up in assets if bought cash; this enables them to deploy the resources to other areas of the business
 - To provide our **43** car dealer partners with a solution of receiving cash for their sales and focus more on their core business of importing/selling cars as Fin Tanzania focuses on its core business of lending; this improves their cashflows and business productivity

Number of loan disbursements



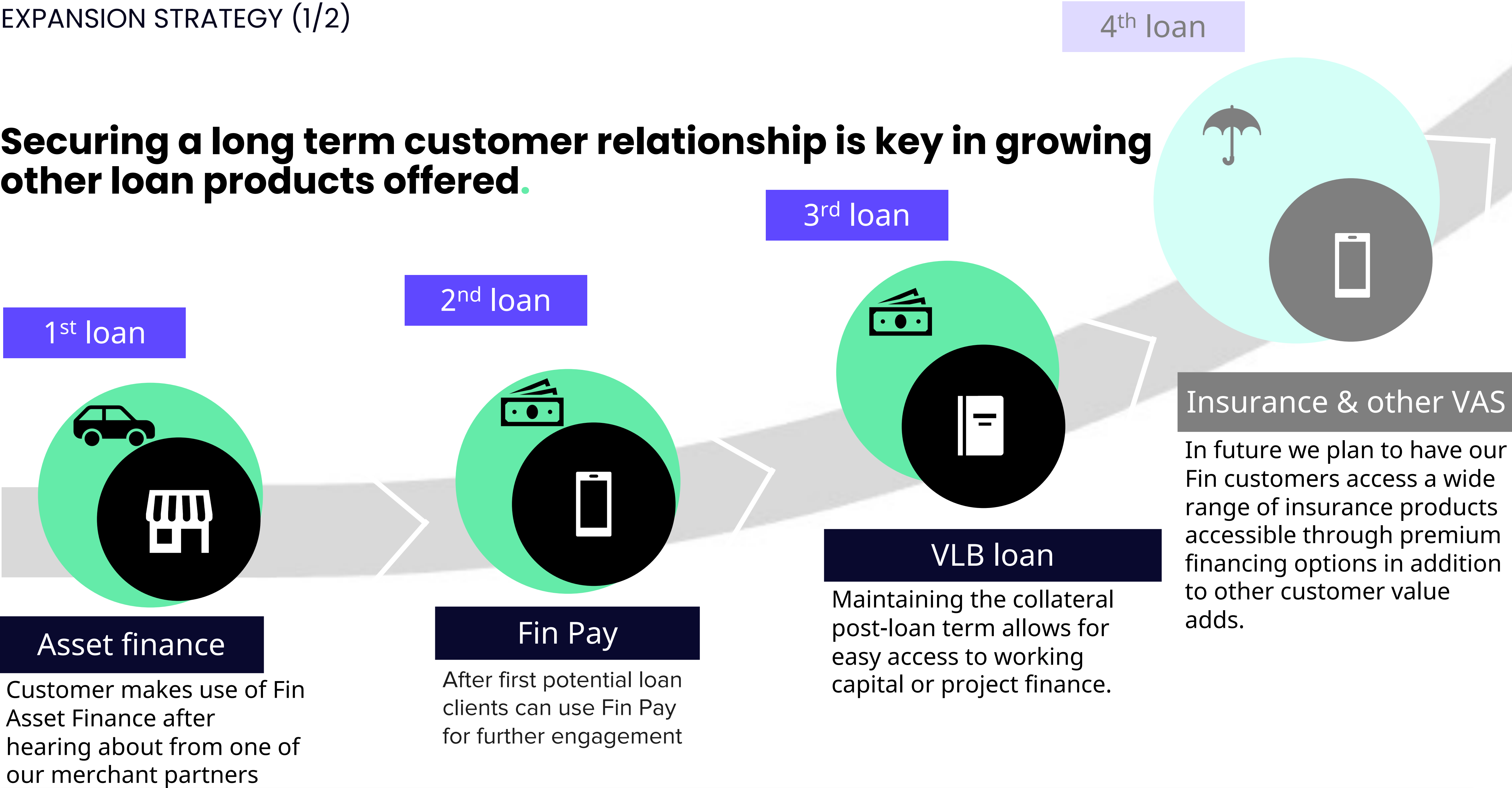
Key Metrics

Loan book Size	TZS 3.5B
Avg. loan size	TZS 11M
Avg. tenure	18 months
Expected Credit Loss (ECL)	0.48%
YTD Growth	650%

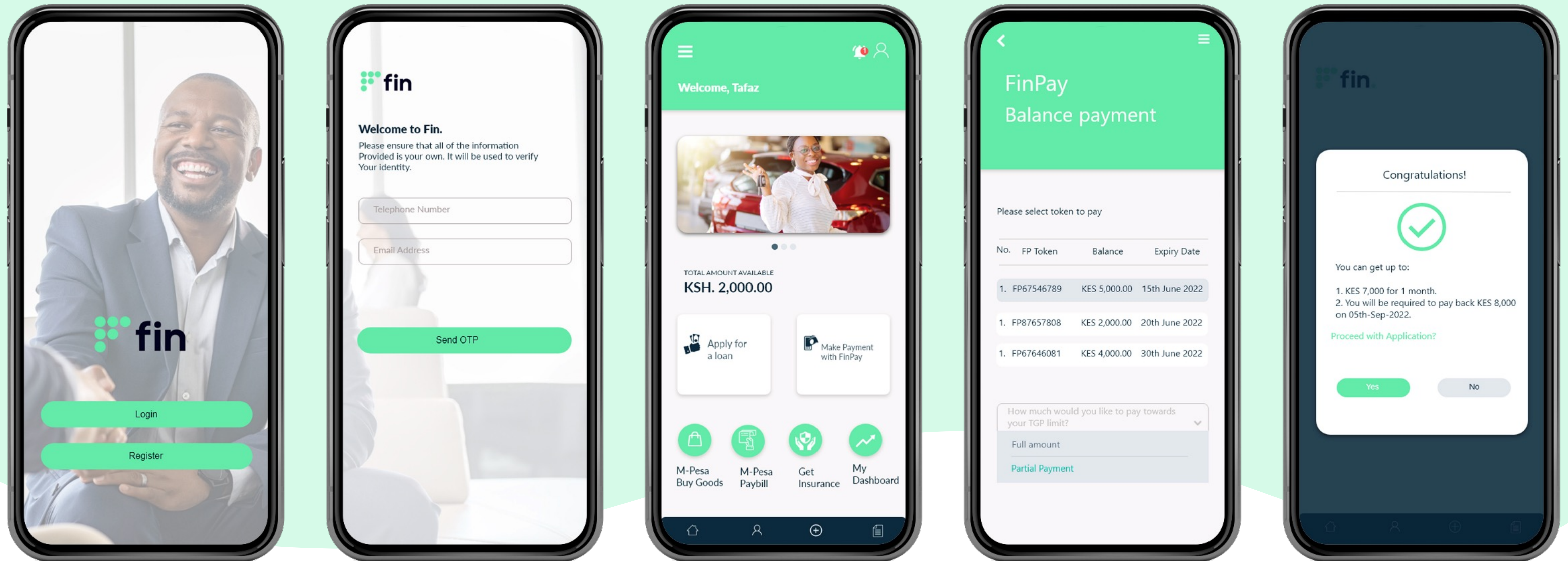
Unit economics per dollar disbursed

(+) Yield	50.50%
(-) Credit losses	-0.48%
(-) Cost of funding	-22.10%
(-) Customer Acquisition cost	-0.02%
Unit net profit	27.90%

Securing a long term customer relationship is key in growing other loan products offered.









Allowing MSMEs to seamlessly access credit when they need.



OUR COMPETITORS

Our competitive edge is a partnership-driven distribution model.

						
Wallet	○	○		○	○	
Asset finance	○		○		○	○
Max loan size	TZS 50m	TZS 50m	TZS 100m	TZS 700k	TZS 30m	TZS 1.5bn
Rates	50.5%	51%	39%	53% – 319%	47%	39%
Cars financed 2022	420	N/A	77	N/A	257	341
Distribution model	Digital Partnership	Physical	Digital and physical	Digital	Physical	Physical
Distribution partners	51 merchant partners	28 branches	5 branches	Vodacom, Tigo and Airtel	99 branches	8 branches
Mobile application	Yes	No	Yes	Yes	No	No

OUR TEAM

Fin Tanzania is made up of a young dynamic team of industry professionals.



Chris Rwechungura - Founder

- Previous work experience in BancABC Tanzania as a Corporate credit analyst and as Country Manager, Sales and Channels
- Chris also has experience in project management and marketing
- Chris holds an MBA and a Bachelor's degree in Accounts and Finance



Our team's core skills:

- Banking and finance
- Project management
- Sales and marketing

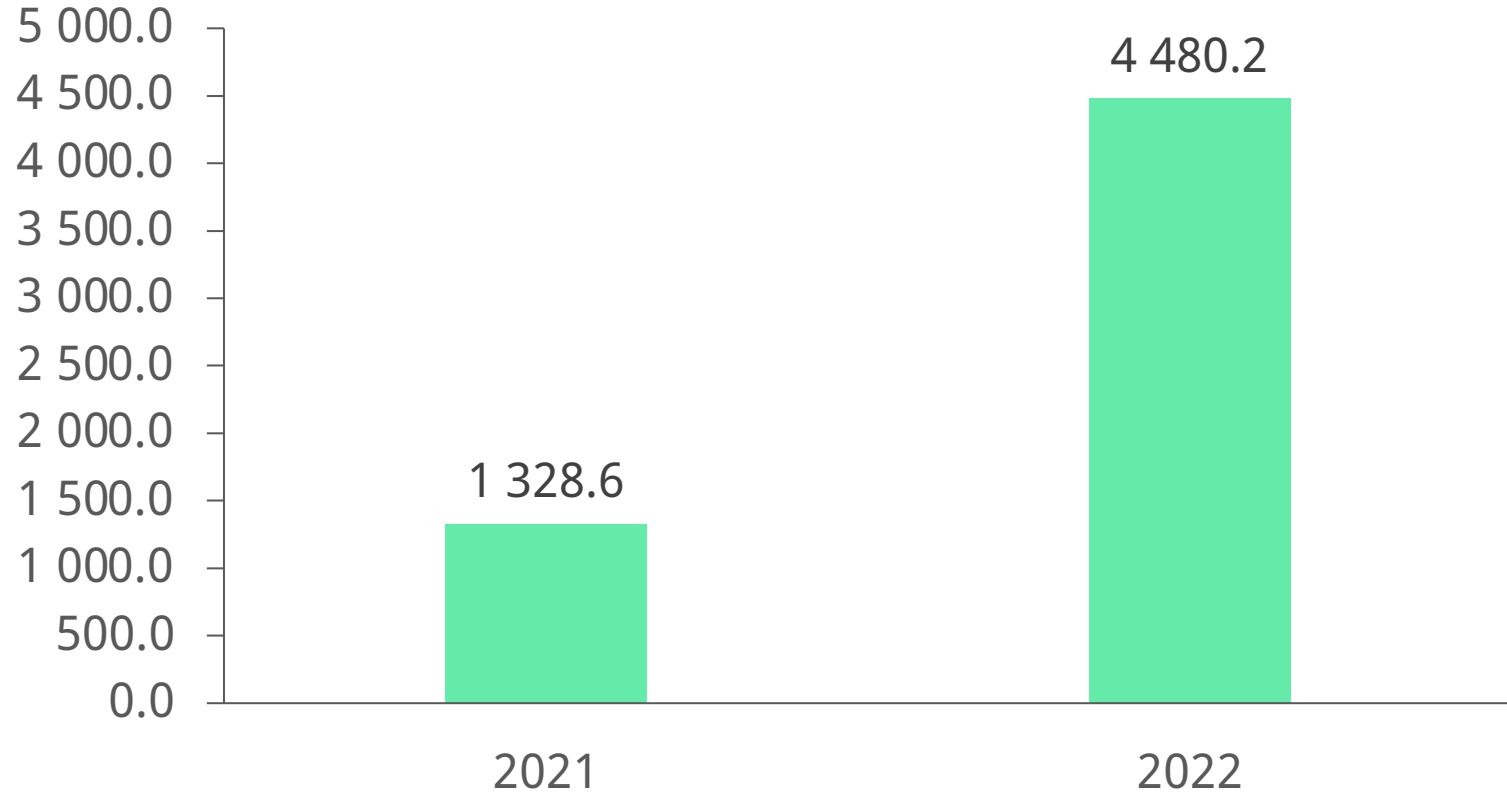
Staff base

Number of employees

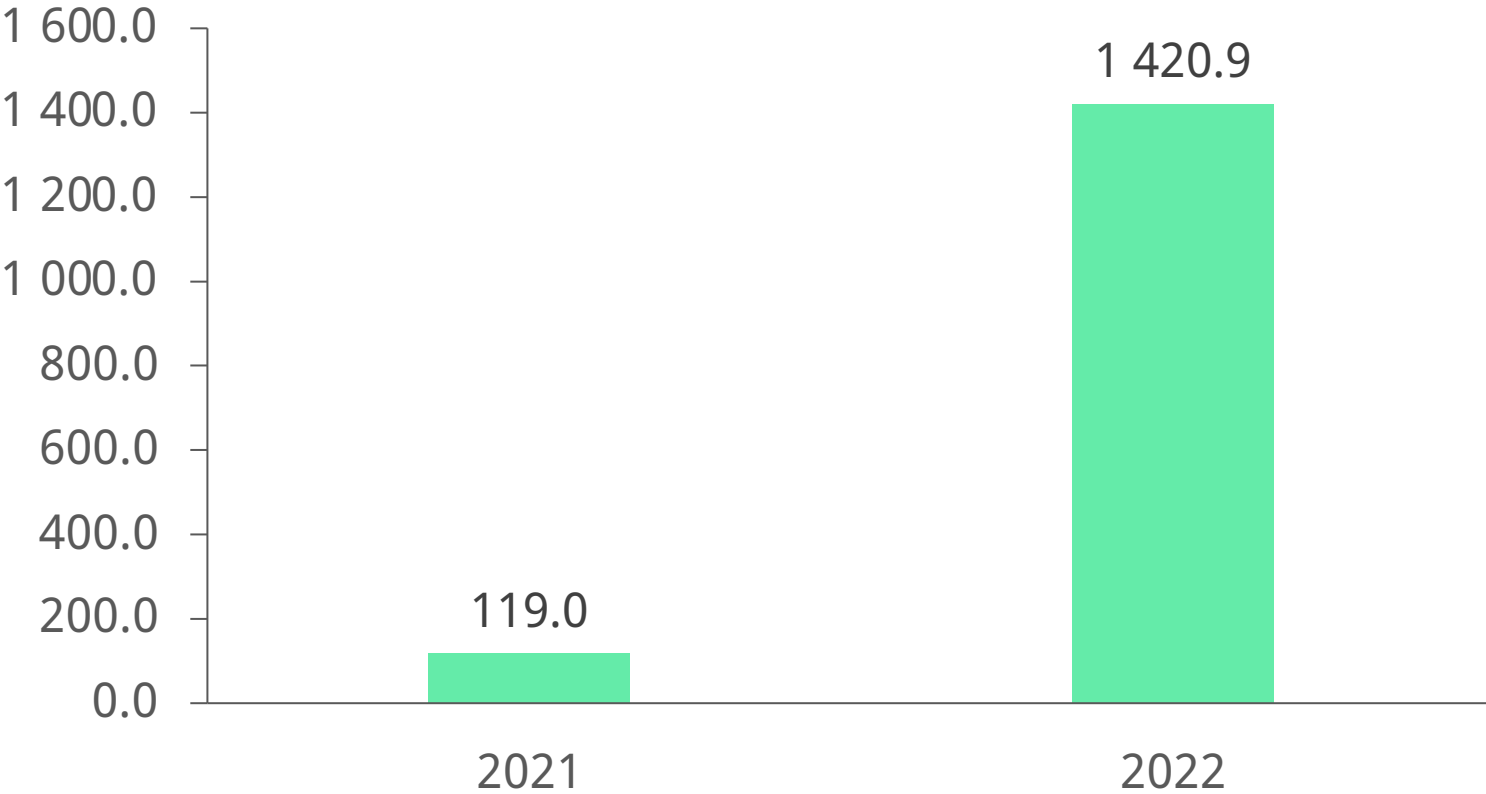


We are profitable within 2 years of starting operations.

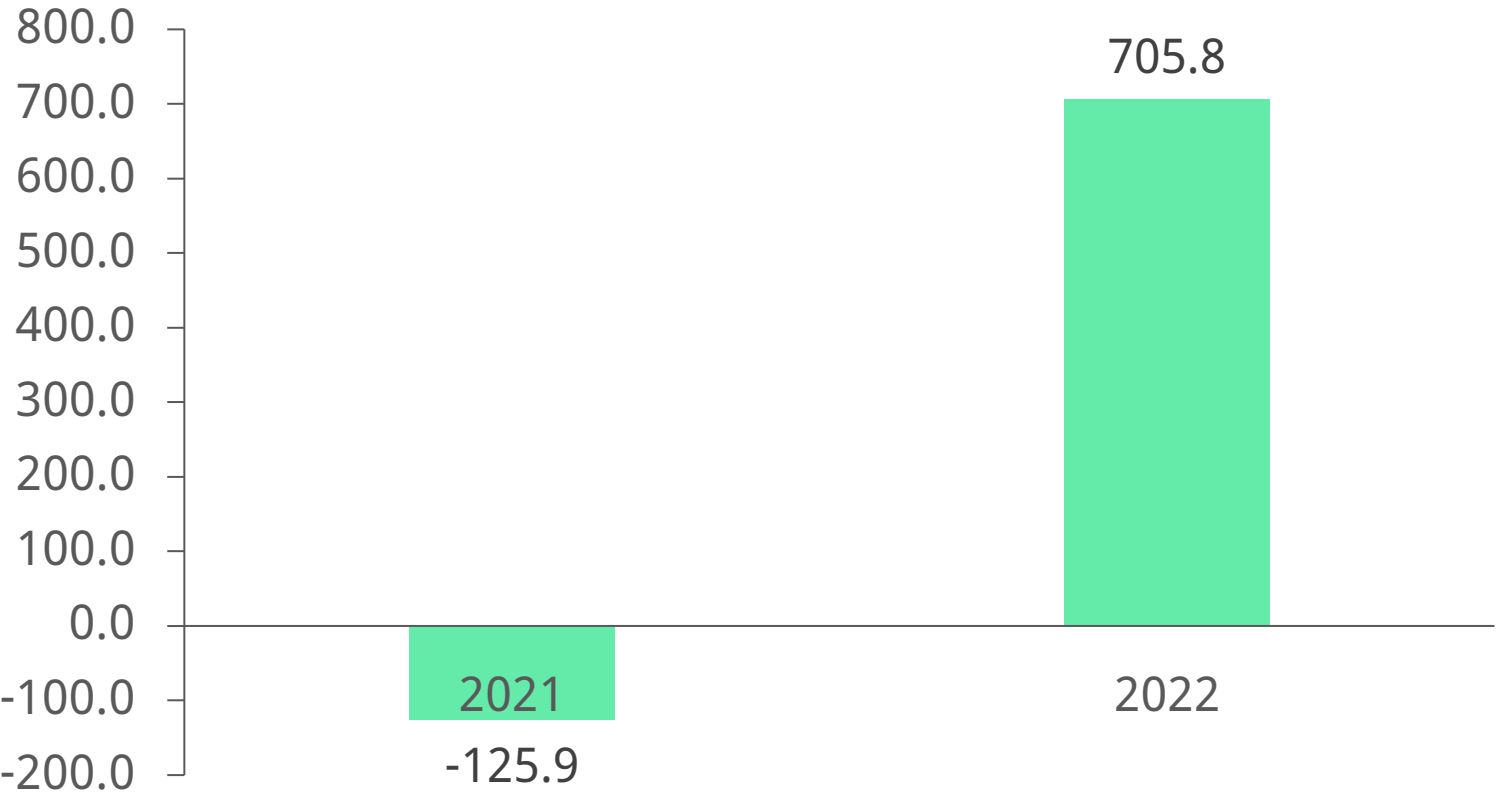
Gross loan book (TZSm)



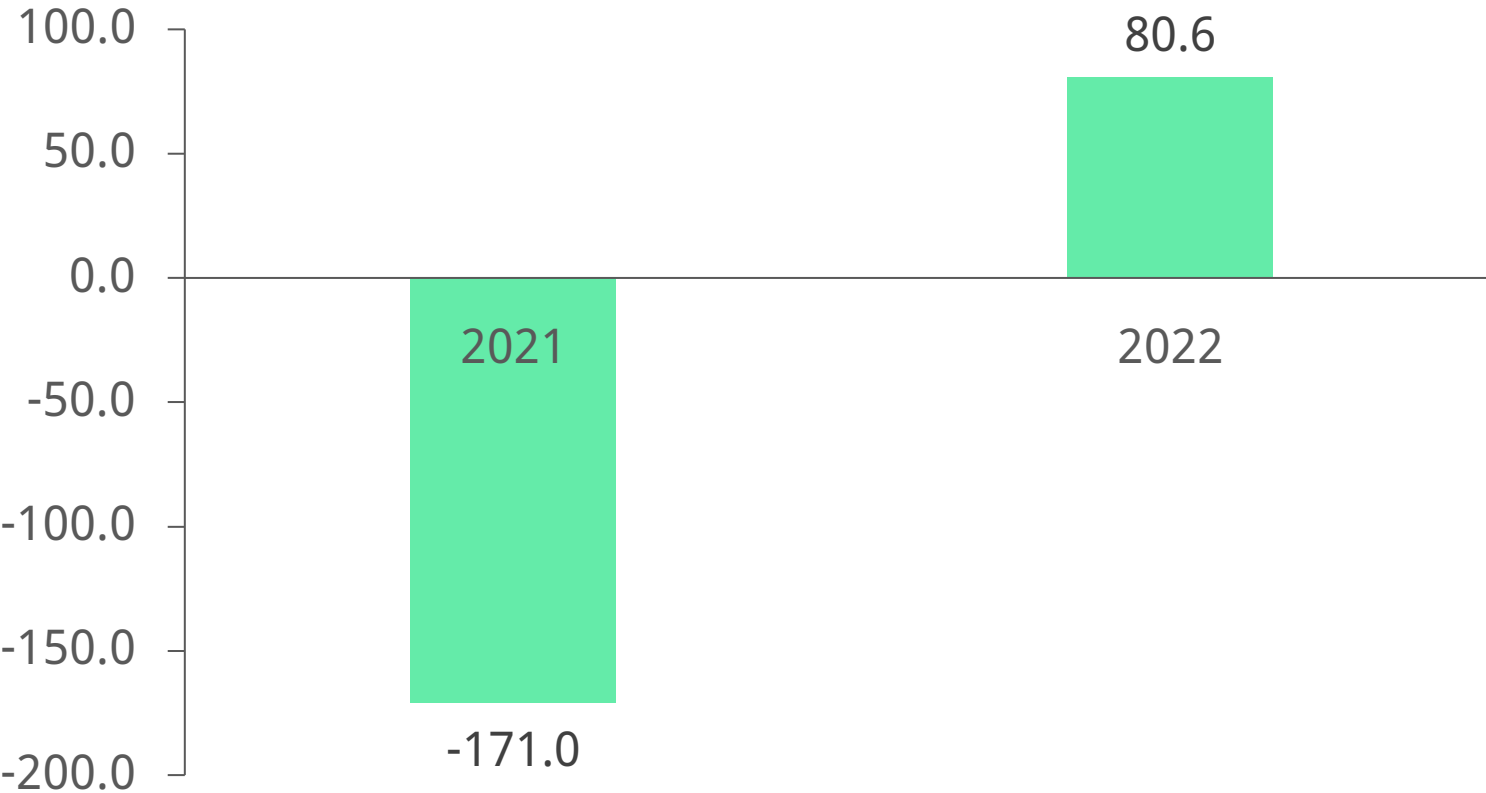
Revenue (TZSm)



EBITDA (TZSm)



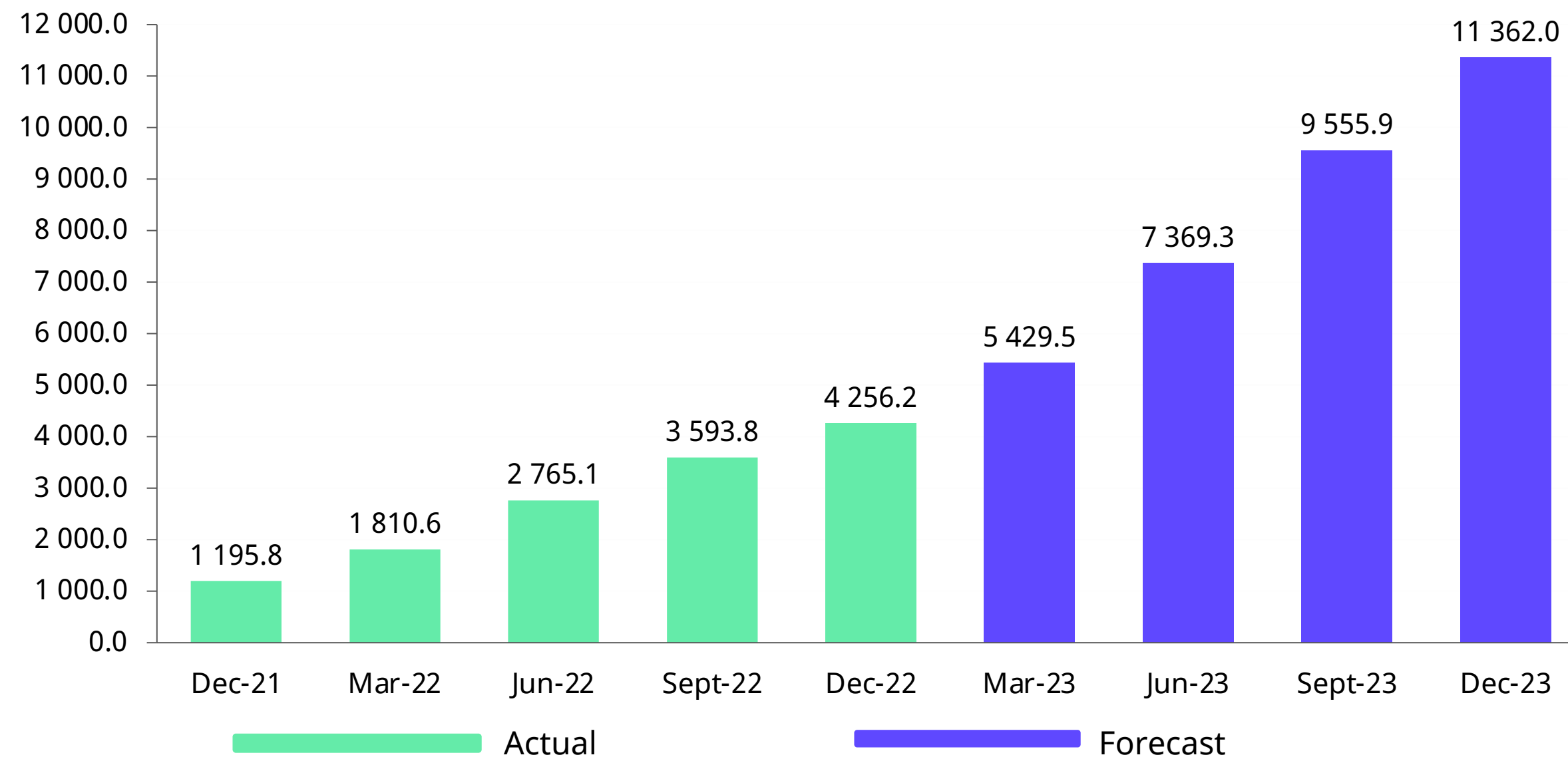
Profit after tax (TZSm)



- Despite starting operations in 2021, Fin Tanzania has delivered a strong growth becoming **profitable in 2022**.
- 2022 has seen a **2.4X** increase in the loan book with VPL and VLB being the key drivers of growth.
- Profitability and EBITDA have grown from negative to positive as a result of the aggressive growth in loan books where Fin Tanzania has been able to finance cars up to 20 years old making them unique to do so in the market.
- This has set a good foundation for 2023 to even perform better.
- Fin Tanzania has an equity capitalization of **1.42X** (Debt to Equity).

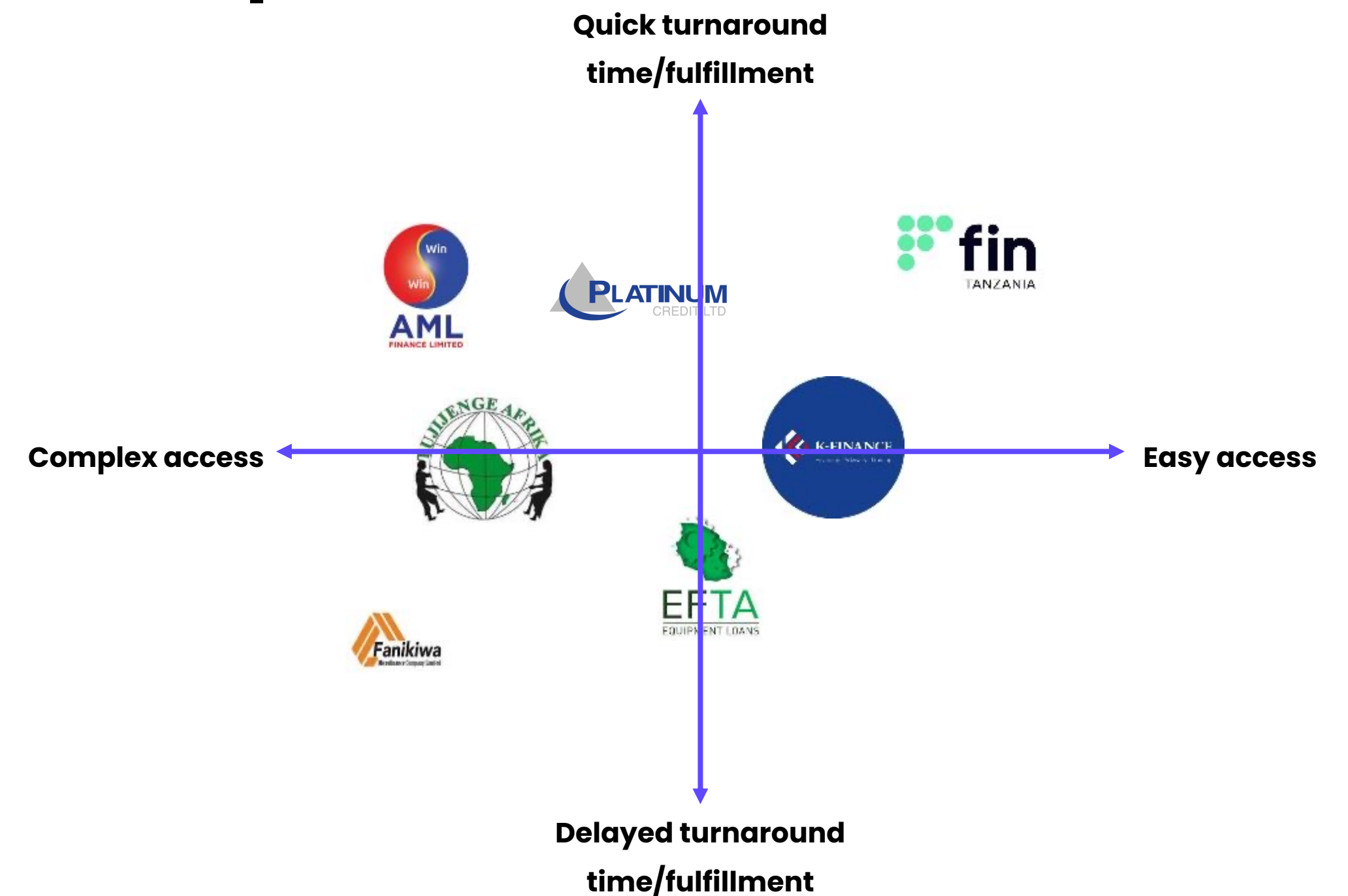
Growth strategy underpinned by MSME product portfolio.

MSME secured portfolio (TZS'million)*



The **partnership model** has largely driven the hyper-growth within the industry and Fin Tanzania plans to partner with motor vehicle importers to facilitate MSMEs or individuals with sizeable vehicle loan that will need to source vehicles from abroad.

Keeping the client's logbook post repayment of VPL, allows for a quick turnaround time on VLB loan processing, maintaining a **long-term** client relationship.



With quick TAT and ease of access, Fin Tanzania has become a market leader in the vehicle finance market within just **c.18 months**.

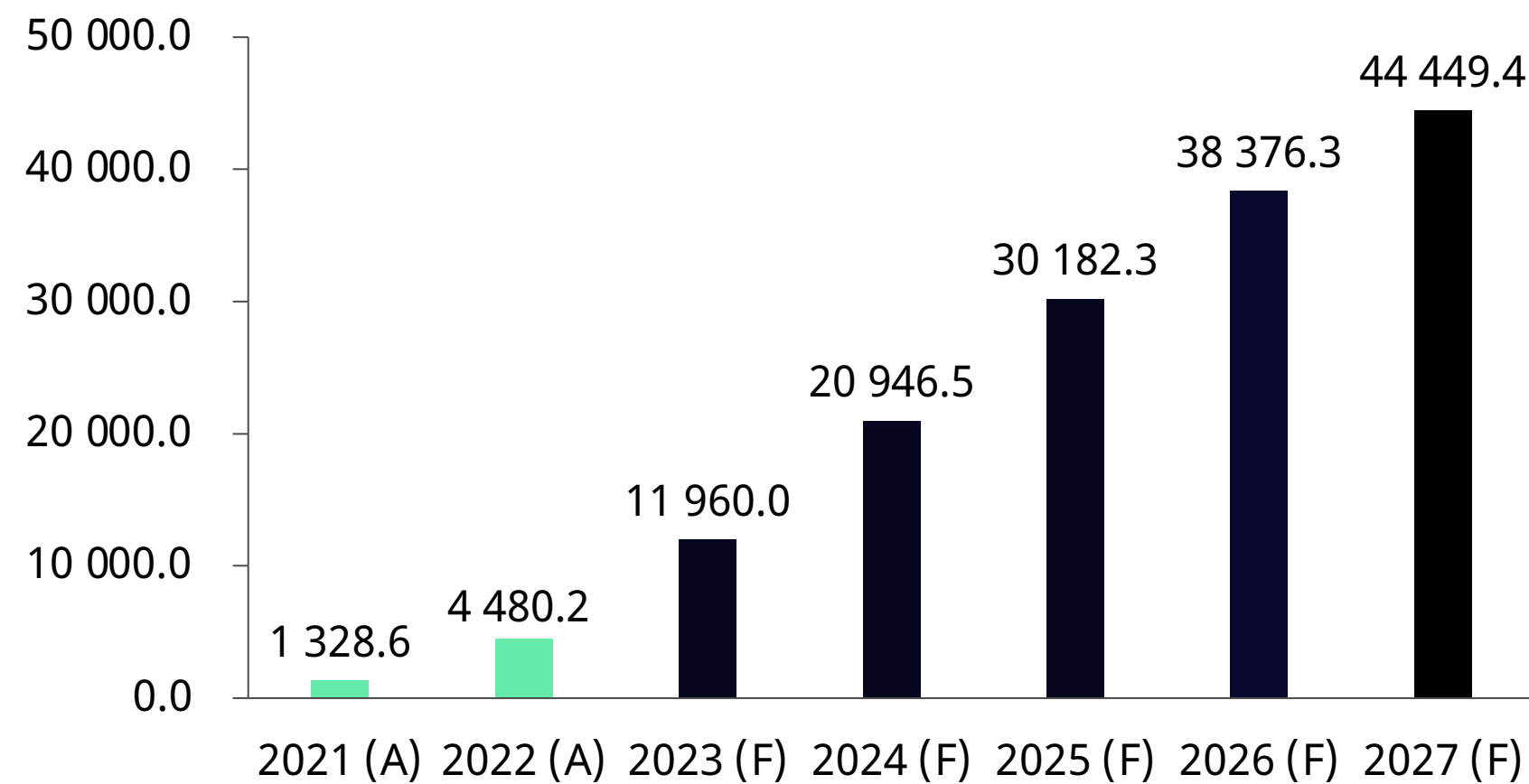
In 2021 Fin Tanzania only had 17 motor vehicle partners whose number has more than doubled in 2022 through a partner-driven growth strategy which has seen Fin Tanzania partner with **43** used vehicle car yards.

GROWTH STRATEGY (2/2)

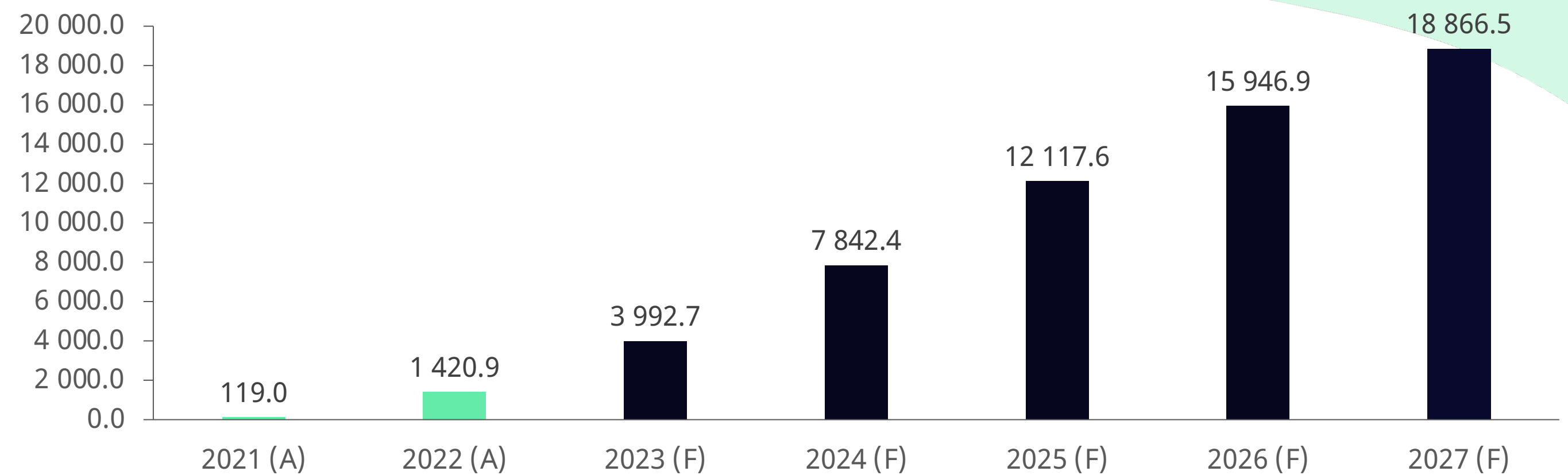
Our future growth will be driven by the expansion of our secured **MSME** portfolio

We are scaling our loan book sustainably to TZS44bn by 2027.

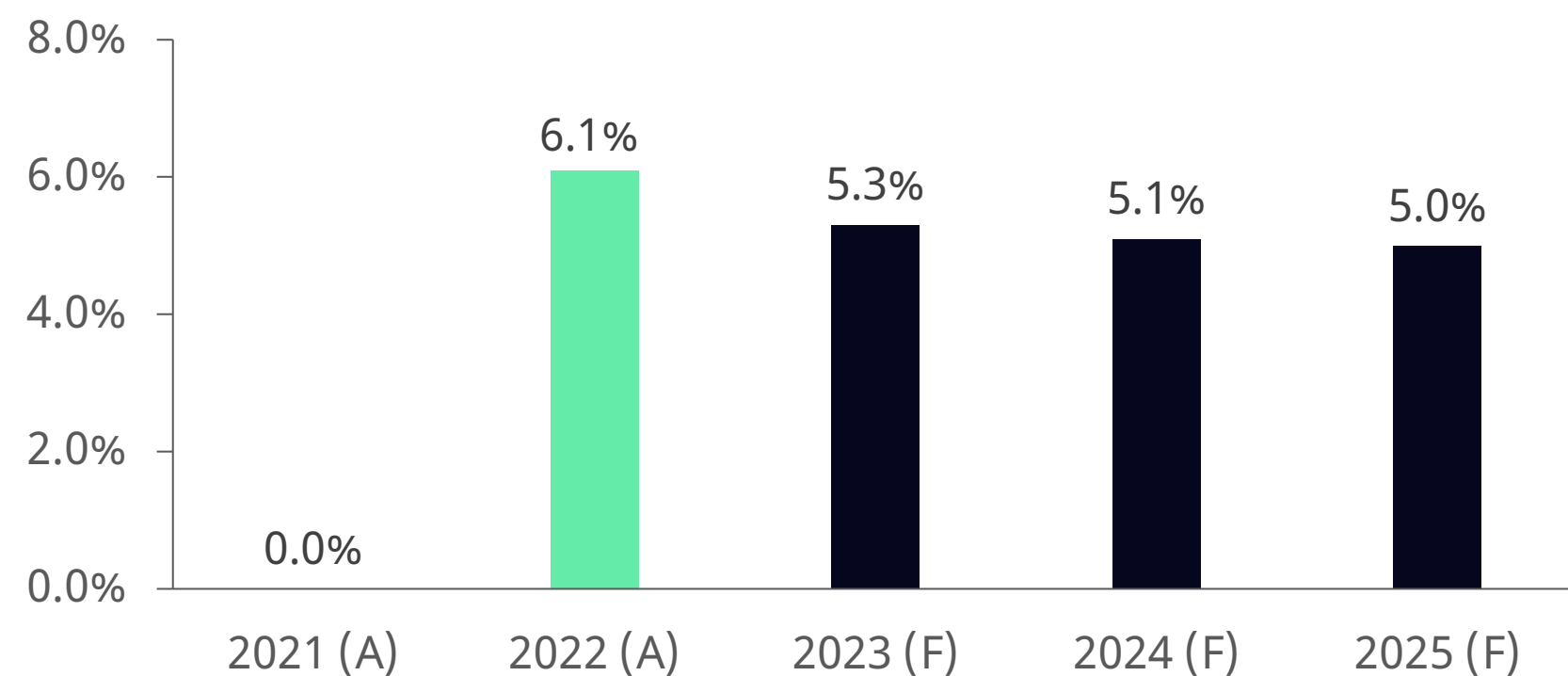
Gross loan book TZSm



Total revenue TZSm



NPLs



	2021 (A)	2022 (A)	2023	2024	2025	2026	2027
Financial forecasts (in TZS '000 000)							
Revenues	119.0	1,420.9	3,992.7	7,842.4	12,117.6	15,946.9	18,866.5
Expenses	(290.0)	(1,340.3)	(2,871.0)	(5,049.7)	(8,019.7)	(10,557.5)	(11,123.9)
Net Income	(171.0)	80.6	1,121.7	2,792.7	4,097.9	5,389.4	7,742.6
Loans PF	1,328.5	4,489.7	11,960.0	20,946.5	30,182.3	38,376.3	44,449.4
# Loans	282	796	1,335	2,149	3,079	3,572	3,815



Simply Smarter Finance