JET CAR - LOAN LIDER

Easy to buy, easy to drive

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JET CAR IS:

- 5 years of experience
- Own evaluation flow based on data-learning
- High quality customer service
- Own CarPortal and broad partner network
- Efficient processes of debt collection and disposal of pledged cars in short time

JET CAR IN NUMBERS

KZT9billion+
Loans issued

KZT2billion+
Loan portfolio

KZT3billion+
Total assets 2022

KZT 370M+
EBITDA 2022

5000+
Loan count

60+
Partners

30
Employees

JET CAR – AMBITIOUS AND AUTOMATED

HISTORY

- **2018:** Mogo Finance launched branch in Kazakhstan with leasing products

- **2021:** Mogo Kazakhstan gets out of the Mogo Finance group and rebrands to Jet Car; mobile branches at auto-markets launch
  - ✓ Disbursement in 2021: 5,4M€

- **2022:** Launch a branch in Almaty, available online customer service for existing clients.
  - ✓ Disbursement in 2019-2022 г.: 19M€

COMPETITIVE ADVANTAGES

- Flexible, fast and only one step offline
- Only two gaps to fill in application
- Instant scoring and automated evaluation flow
- Scalable proprietary IT systems
- Partnership with 60+ agents and car dealers, including taxi companies
- Marketing diversity and effective sales strategy
- High quality customer service: personal assistant for every customer
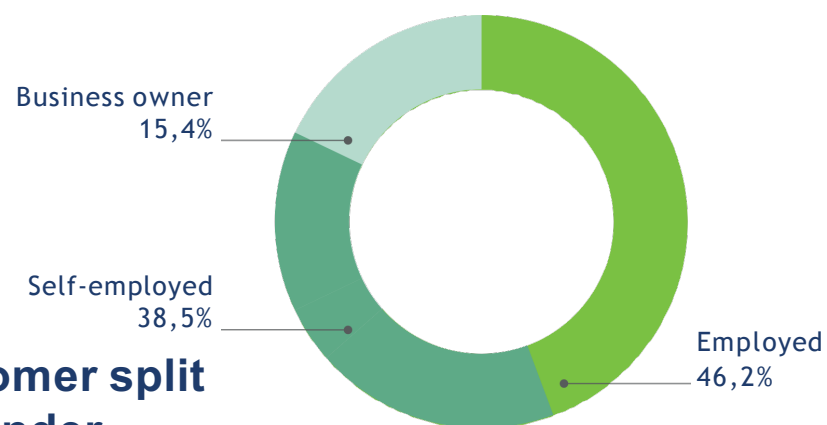- Highly experienced management team with a proven track record

STRATEGIC GOALS

- Net portfolio increase annually - 30%
- Partnership scale across the Kazakhstan
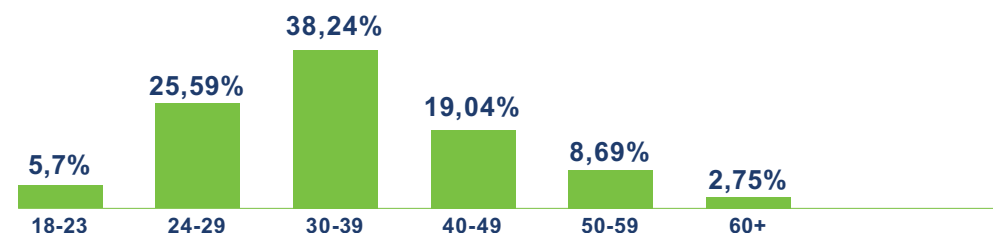- EBITDA increase 10%

DIVERSE CUSTOMER PROFILE
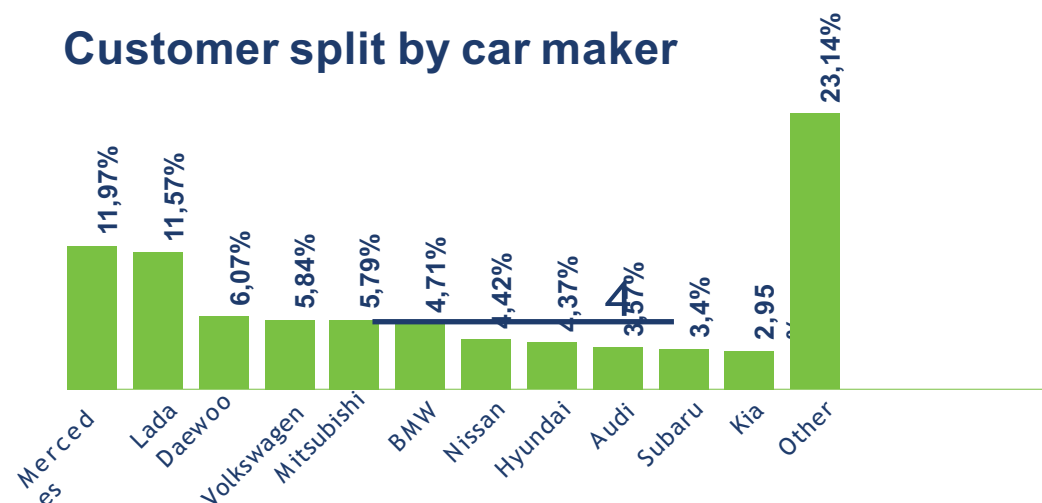
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Customer split by employment

Business owner
15,4%

Self-employed
38,5%

Employed
46,2%

Customer split by gender

Female
27,7%

Male
72,4%

Customer split by age

18-23	24-29	30-39	40-49	50-59	60+
5,7%	25,59%	38,24%	19,04%	8,69%	2,75%

Customer split by car maker

Mercedes	Lada	Daewoo	Volkswagen	Mitsubishi	BMW	Nissan	Hyundai	Audi	Subaru	Kia	Other
11,97%	11,57%	6,07%	5,84%	5,79%	4,71%	4,42%	4,37%	3,57%	3,4%	2,95	23,14%

BALANCE BETWEEN INCOME AND RISKS

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LOAN PORTFOLIO – 2BILLION+ KZT

- Partnership with 60+ agents and car dealers, including taxi companies allows client find new car in few days
- Efficient marketing channels (target, search and contexual advertising)
- Automated sales funnel
- Monthly increase of the loan portfolio – 400M KZT

FPD34 – 1,82%

- Own car evaluation system based on 5 000+ car loans and created by machine-learning
- Car evaluation with market prices
- Online-scoring of the borrower including behavioral score-models
- Permanent update of scoring systems

THREE LEVELS OF DC

- Personal approach for each customer
- Efficient debt collection processes
- Own website and carlot for pledged cars disposal
- GPS-traction of pledged cars in real-time
- Historical ECL <5%

IT

- In-house development team
- Automated loan issue process
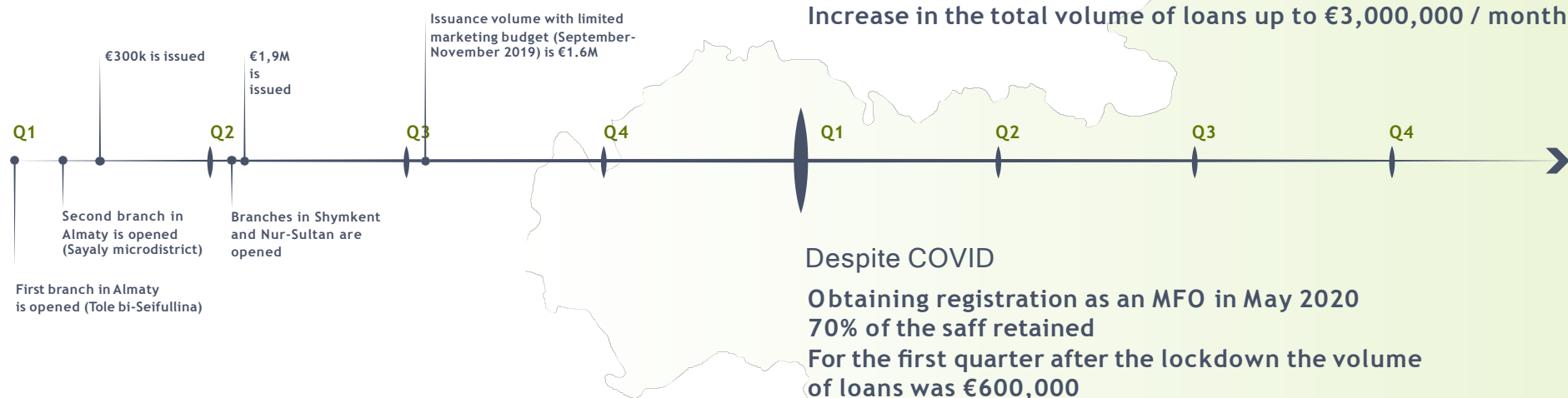- Integration with local private and state data-bases
- Own GSP-monitoring system

STRONG BUSINESS CASE FOR FUTURE GROWTH

2019

2020

Plans before COVID
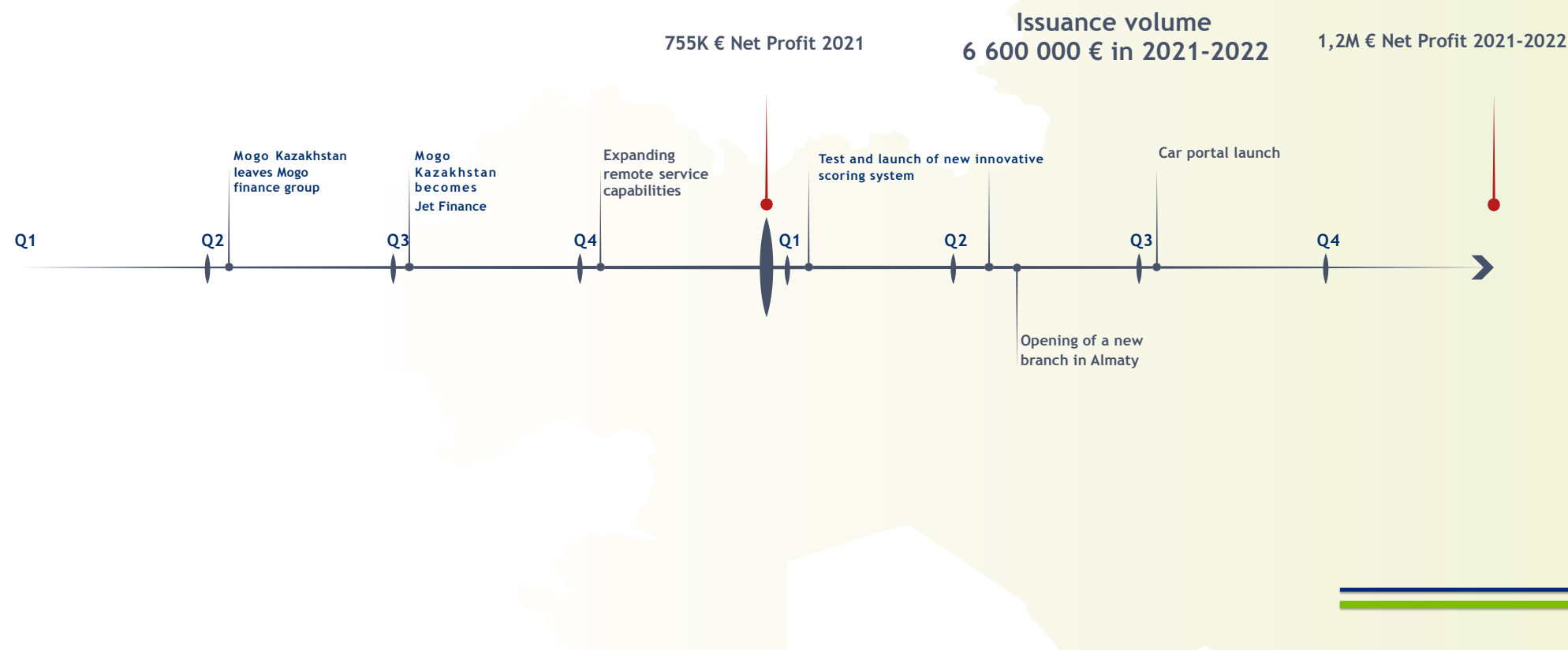**Opening of branches in Ust-Kamenogorsk**
Opening of branches in Karaganda
Increase in the total volume of loans up to €3,000,000 / month

€300k is issued

€1,9M is issued

Issuance volume with limited marketing budget (September-November 2019) is €1.6M

Q1   **Q2**   **Q3**   **Q4**   **Q1**   **Q2**   **Q3**   **Q4**

Second branch in Almaty is opened (Sayaly microdistrict)

Branches in Shymkent and Nur-Sultan are opened

First branch in Almaty is opened (Tole bi-Seifullina)

Despite COVID

Obtaining registration as an MFO in May 2020
70% of the saff retained
For the first quarter after the lockdown the volume of loans was €600,000

STRONG BUSINESS CASE FOR FUTURE GROWTH

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2021   **2022**

755K € Net Profit 2021

Issuance volume
6 600 000 € in 2021-2022

1,2M € Net Profit 2021-2022

Q1   Q2   Q3   Q4   Q1   Q2   Q3   Q4

Mogo Kazakhstan leaves Mogo finance group

Mogo Kazakhstan becomes Jet Finance

Expanding remote service capabilities

Test and launch of new innovative scoring system

Car portal launch

Opening of a new branch in Almaty

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LOAN PORTFOLIO

PORTFOLIO ANALYSIS

Product overview

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Product structure	Finance lease or vehicle sale Leaseback
Loan portfolio breakout (% of portfolio)	61% Finance lease 39% Leaseback
Loan amount	300 000 - 15 000 000 KZT
Average loan amount	Leasing: 2 943 153 KZT (6262 EUR) Leaseback: 3 039 682 KZT (6467 EUR)
Average term	40 months
Average LTV	78%
Average car age	10 years
Average interest rate	3,7%
Repayment schedule	Fixed monthly payments

Loan amount (KZT)

4+M

2-4M

0,3-2M

Term (months)

0-12	13-24	25-36	37-48	49-60	61-72	73+
11,70%	22,07%	28,24%	10,21%	18,84%	0,16%	8,79%
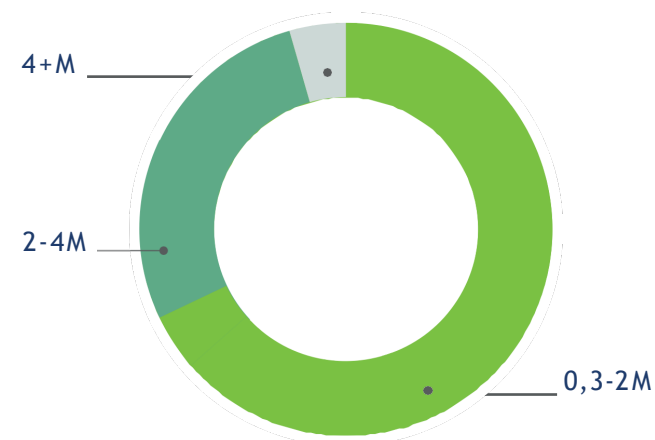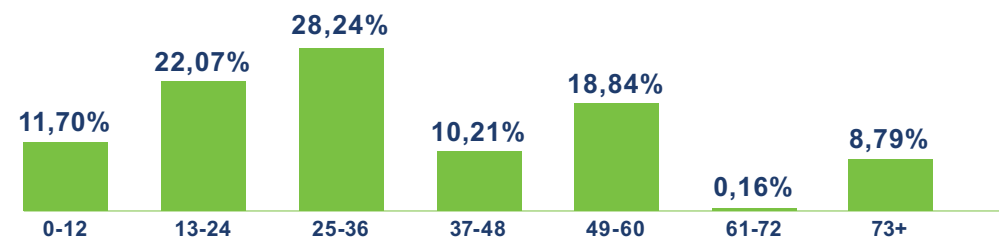
MARKETING AND SALES CHANNELS

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Promotion strategy

Online
Demand driven marketing (Search advertising and remarketing)

Demand forming marketing (Target and banner advertising, LAL) Userfriendly web-site, loan calculator and only two gaps to fill for application

Offline
CS: telephone calls, Whatsapp chats, branded branches and CarLot

Regular offline flights (Radio, TV, OOH)
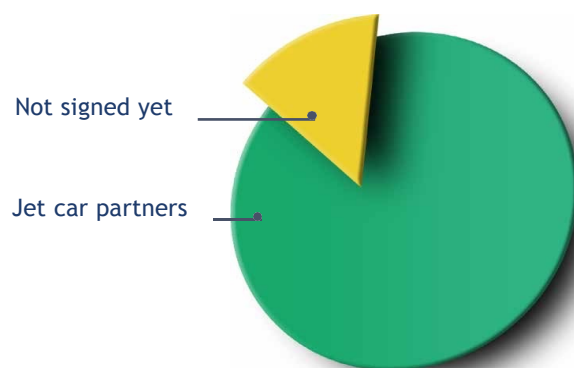
Partners
POS-materials and instructions for dealers

Target auditory is achieved efficiently through the focused strategy and wide communication channels

PARTNERSHIPS WITH LEADING CAR DEALERS

Car sales through dealerships

Not signed yet

Jet car partners

60+

Jet car works with over 60 partners in Kazakhstan

Large dealerships such as Aster auto, Astana motors, Orbis group, Toyota, Crystal Auto, Infinity, Bipek auto.

Small dealerships with up to 50 used cars on sale.

We give loans for both used cars and new ones, working with dealerships.

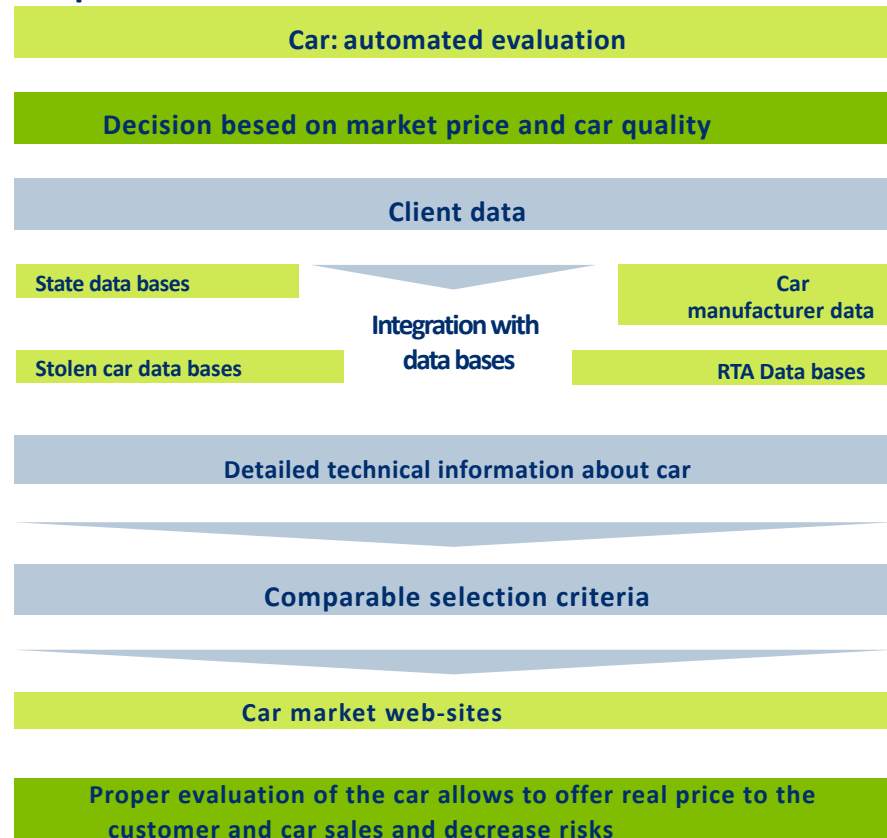We have a wide partner network of taxi companies, i ncluding direct agreements with Yandex taxi

DATA-BASED UNDERWRITING

Proper and fast credit decisions

Car: automated evaluation

Decision besed on market price and car quality

Client data

State data bases

Car manufacturer data

Integration with data bases

Stolen car data bases

RTA Data bases

Detailed technical information about car

Comparable selection criteria

Car market web-sites

Proper evaluation of the car allows to offer real price to the customer and car sales and decrease risks

Customer: automated underwriting

Own and third-party score-models

Customer profile

Payment discipline and credit history

Incomes and liabilities

Customer history

Car sales check

Customer scoring

Instant offer based on customer score results and car evaluation provided by self-developed and permanently upgraded credit flow system

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MANAGEMENT

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Azamat Seitbekov
CEO

MBA degree in INSEAD Business School (France)
Extensive experience in corporate and public
administration sectors
Experience in founding and developing start-ups
in e-commerce in Kazakhstan and Central Asian countries

Daniyar Beldeubayev
Head of Business
development

Studied at KAU, got MBA degree in
SBS and in Skolkovo,
Work experience in banks as Trading
and Asset manager,
Experience in developing
microfinance organizations such as
Turbomoney

Aibek Ikramov
Head of Underwriting and Risks

Lomonosov Moscow State University -
"Financial Management"
Experience in building scoring models

Nurgul Batyrbekova
Chief Accountant

University of international Business, Economics
Work experience as Senior Expert at Ernst&Young

Alena Chudinova
Head of operations

Al-Farabi Kazakh National University -
"Management", Erickson coaching school,
Author of the project nominated for the
HR-brand in Chocolife.me

Alexey Pak
Project manager

Member of the Tengri Wallet development team
Launched one of the first Kazakhstani cryptocurrency
exchanges, developed and managed the launch of
cryptocurrency processing.

Svetlana Filina
Head of PAM

Experience in developing e-commerce
business in Kazakhstan and other countries
of Central Asia

ORGANIZATIONAL STRUCTURE
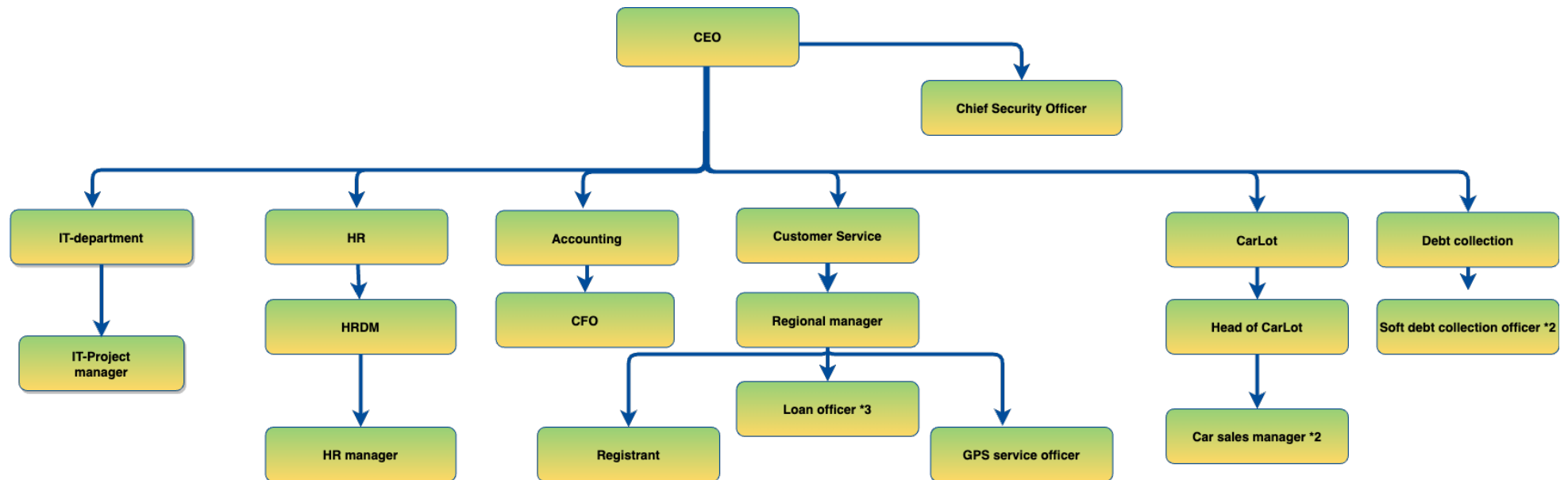
SCALABLE PROPRIETARY IT SYSTEMS

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Car portal

Vehicles from dealer network and Mogo car park in one place, optimizing the process of advertising cars, receiving applications and managing the car lot.

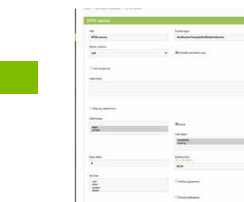Allows Mogo to tap into the huge potential of its dealer network.
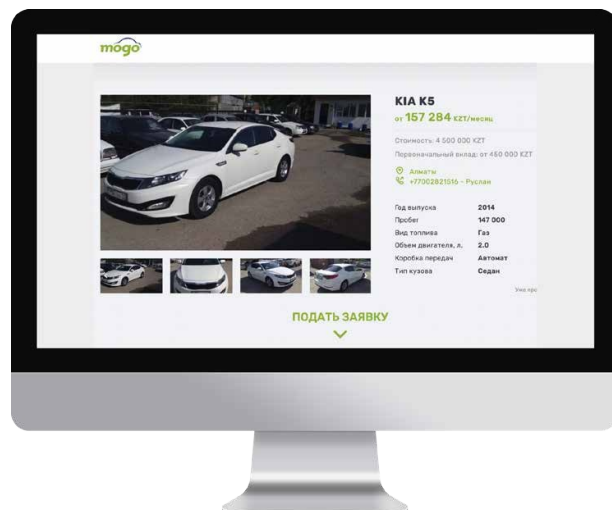
Automated sales process

The application and issuance process is streamlined, fast and convenient.
Convenient a
pplication and pre-approval processes.

Simple application form

One step application submission

Only name, IIN, place of registration and phone number are needed to apply

Flexible and automated UW process

Underwriting is fully regulated without the involvement of IT professionals.
Integration with AZURE for automatic recalibration and self-learning model implementation.
Rules can be enabled / disabled and modified according to market needs.

System for processing applications

Provides the ability to process, track the status of applications
Provides automatic loan calculations, requests credit history and client income

Customizable DC process

The entire process can be fully controlled within the IT system, without the need for IT support to change parameters

Adjustable settings

Management of the entire DC work cycle

DC module covers all stages of the process
One source of data and control

ADVANCED TECHNOLOGIES THROUGH ALL CREDIT FLOW

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IT-system is integrated with different third-party and self-developed services

Automatic
Automated car evaluation service

CarPortal
Website for pledge cars disposal and dealers sales

Web
Jetcar.kz website

ERP
Specialized accounting model

Sage
Accounting

OKtell
Telephony

Confluence
Development service and knowledge base

Rubie
Credit managing system

Spectrum
GPS monitoring system

Kolesa

FCB
Credit history

SCPP
Incom check

Qiwi
Score service

Jusan
Bank

Beeline
Online payments

Pay Box
Online payments

Ministry of Justice
Debtor and bankrupts lists

AML
Black lists check

GetContact
Phone number check service

InfoBip
SMS service

PowerBI
Analysis and dash-boards

O365
E-mail, calendar, cloud solutions

FS
File server

AD
Active directory

DataLab
Behavioral analysis services

Notation

Manual integration

API integration

Integrational services

Third-party systems

Jet Finance developed-in-house solutions

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THANKS FOR YOUR ATTENTION!

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