



**NEXT GENERATION
ONLINE BANKING**

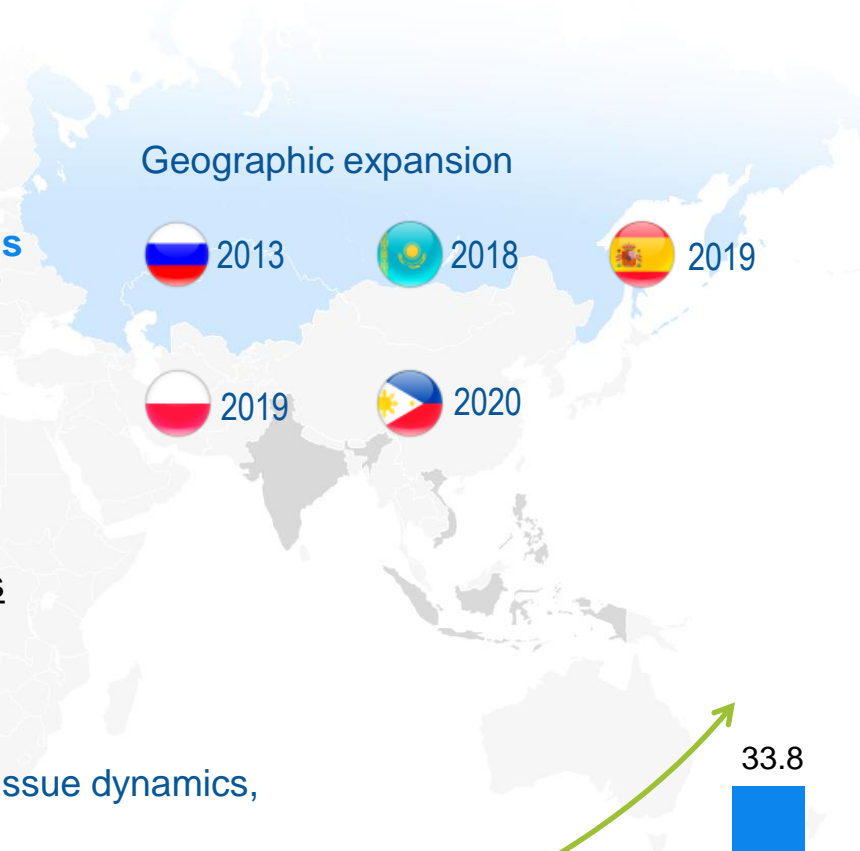
Investor presentation

2020

One of the fastest growing Fintech companies



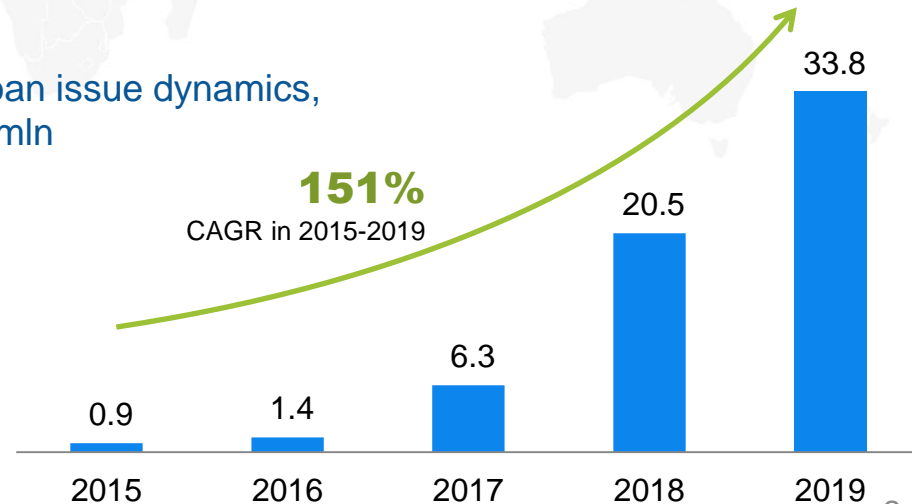
- Kviku is an international **Fintech company** focused on **instant online credit solutions** in Russia, Kazakhstan, Spain, Poland and Philippines.
- Since its launch in 2013, Kviku has received 5 million unique applications and issued more than **1 million loans with total volume over \$70 million**
- The company's shown **2-3x portfolio growth annually** over the recent years and is one of the fastest growing Fintech firms globally
- Key products include:
 - **POS and virtual credit cards** for first-time customers
 - **Installment loans** (cash loans) for returning customers



Loan issue breakdown, 2019



Loan issue dynamics, \$ mln





2013

company
launch



5

operating
countries



50%

returning
customers



40

employees
globally



5 mln

applications



\$70 mln

loans issued



\$25 mln

current loan
portfolio*



\$2 mln

net income**

* Net of reserves, as of end of December 2019

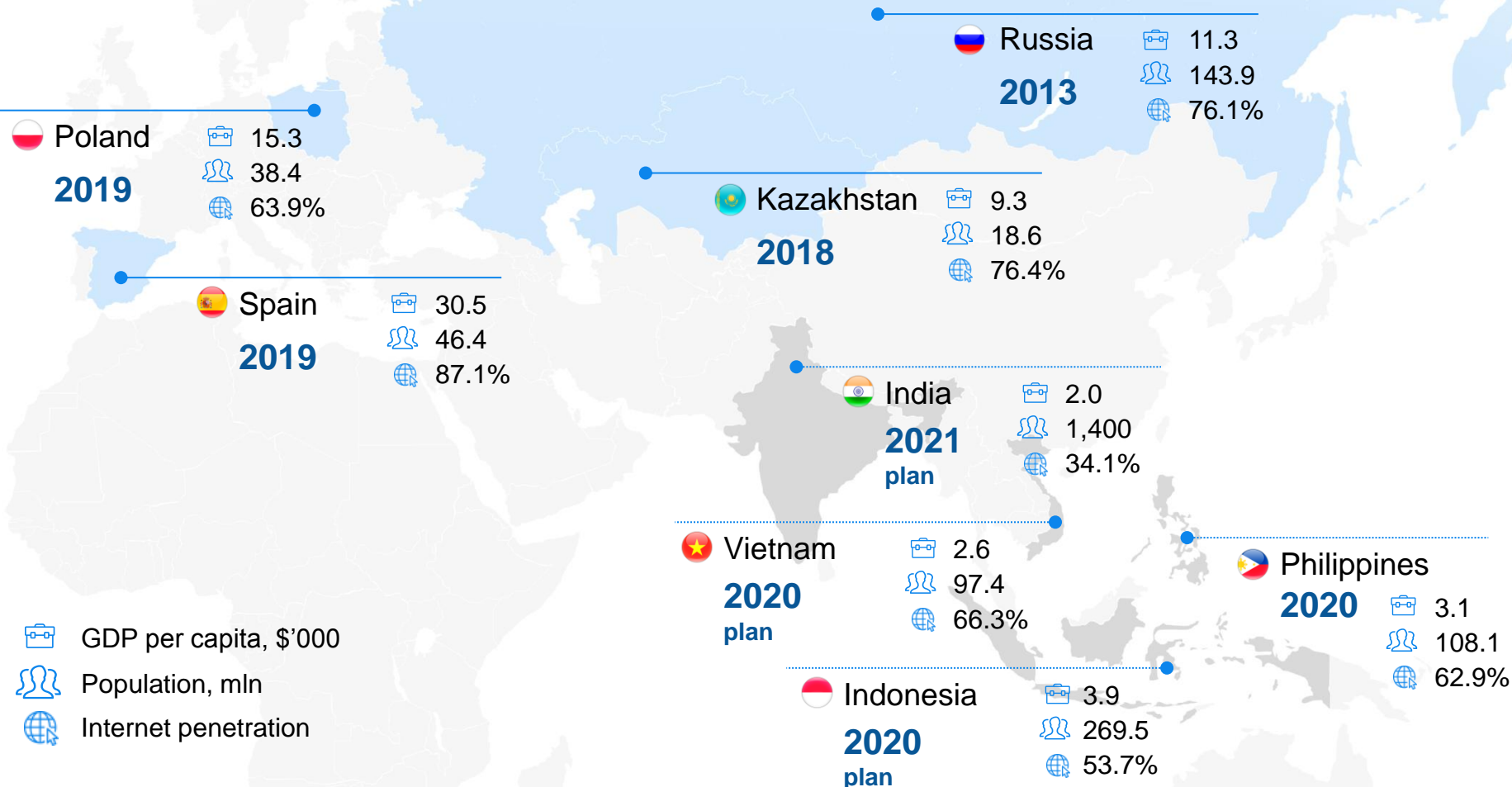
** In 2019

Geographical diversification

Focus on Europe and Asia



- Kviku is a **global company** developing its operations in **regions with the highest perspectives** for online lending market growth
- The target markets for Kviku are countries in **Europe** and **Asia**



GDP per capita, \$'000
 Population, mln
 Internet penetration

Core credit and investment products

Diversified product range



- Ca. **50% of Kviku portfolio** consists of long-term loans to returning customers (installment loans)

Low credit limits and no access to cash
for first-time customers

Access to cash
only for low-risk repeat customers

Virtual credit
cards



POS-
crediting



Installment
loans



Loan amount

< \$50

< \$300

< \$1,500

Term

< 3 months

< 12 months

< 6 months

APR

up to 30%

up to 30%

up to 300%

Payment

once per 2 weeks

once per month

once per 2 weeks

Additional products

P2P
money transfers

Life
insurance

Virtual debit
cards*

Online lending trends

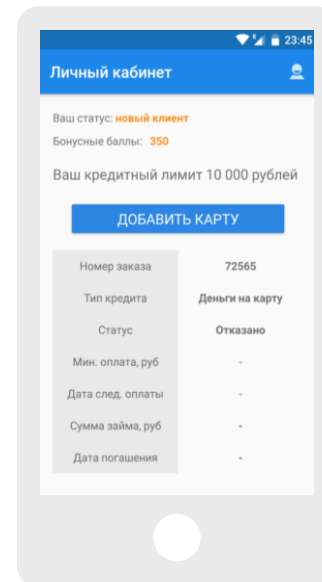
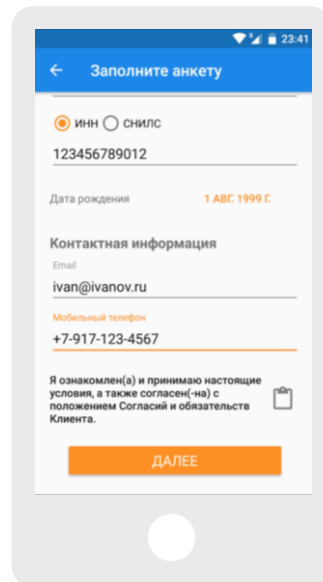
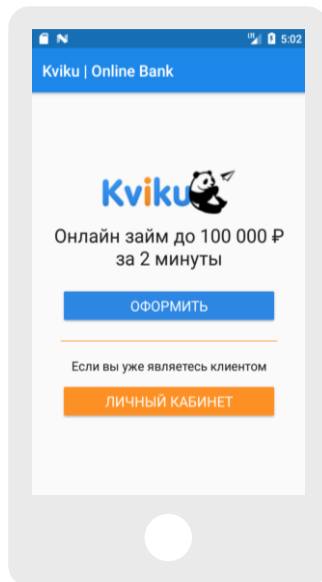
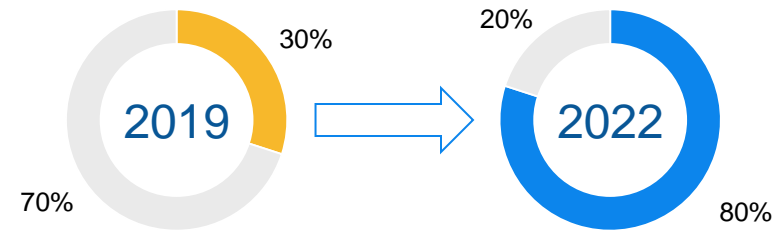
Mobile traffic development



- Online lending services are **moving towards mobile traffic** globally
- **Kviku is keeping up with the trend** and develops its proprietary mobile apps

38% annually forecasted CAGR of mobile traffic in 2019-2022*

Share of mobile traffic in Kviku operations is expected to grow to 80% by 2022



Available on the  **App Store**

GET IT ON  **Google play**

* Cisco VNI Forecast, February 2019

Cutting edge credit scoring model



Tasks

Solution: **Machine-learning credit scoring by Kviku**

Result

- ⓪ Online identification
- ⓪ Fraud prevention
- ⓪ Credit risk analysis
- ⓪ Conversion vs application rates

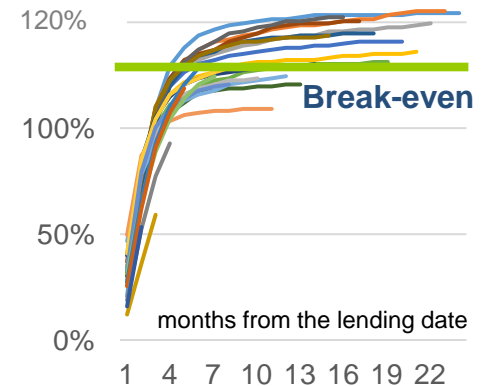
7 fields only – the shortest application form **20** seconds to process

30 databases (big data) **10k+** parameters for analysis

Black lists Bank accounts
 Geolocation Devices
 Social networks Open data
 Mobile operators Credit Bureau records
 Payments Behavior

Big data

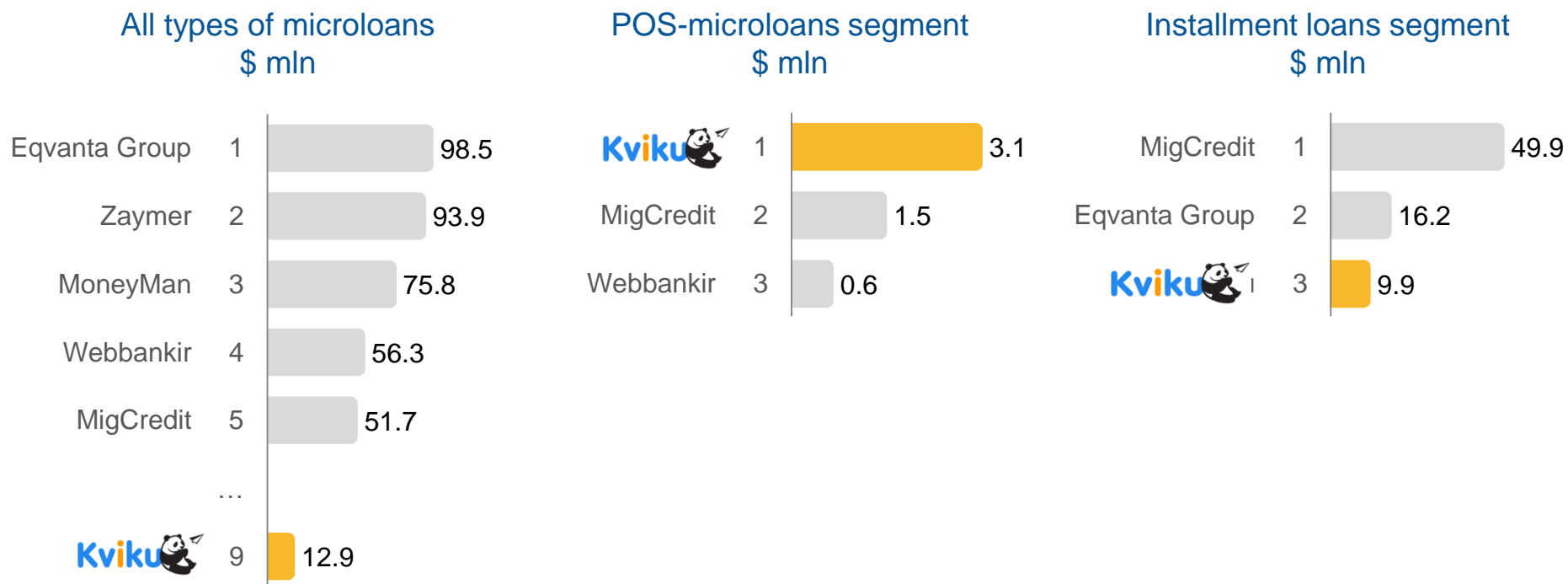
- ✓ Monthly recovery rates of over 120% (vintage analysis)
- ✓ Average duration – 6 months



- After 5 years of operations in the Russian market, Kviku has taken the **1st place in POS-lending** among micro finance online companies and the 3rd place in installment loans segment



Ranking of online-MFOs by microloans issued in 1H 2019

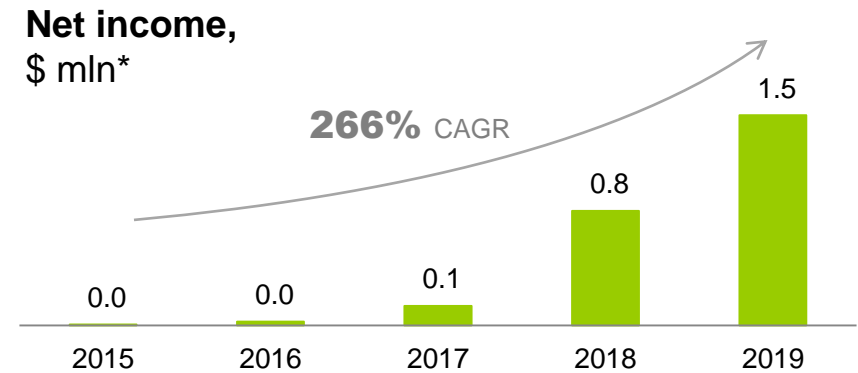
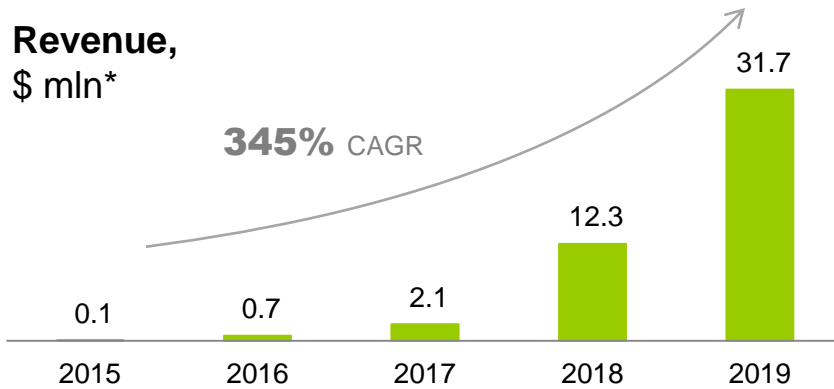
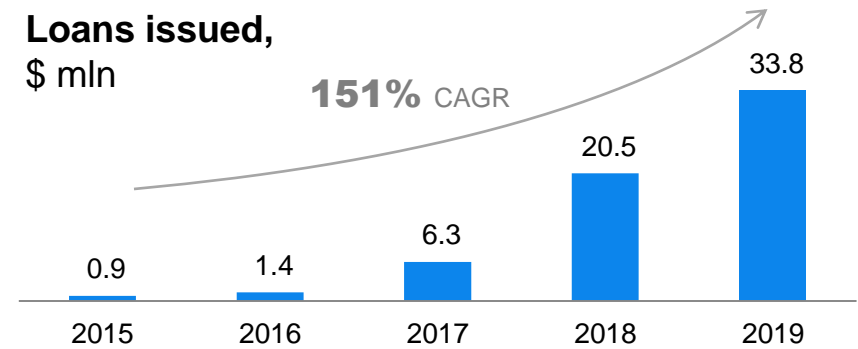
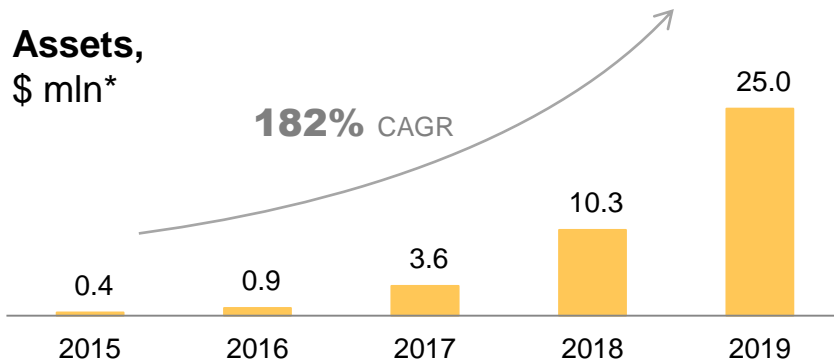


Financial dynamics results

Strong growth and profitability



- In 2015-2019, financials **grew over 150% annually**



* 2015 and 2016 – Russian accounting standards, 2017-2019 – IFRS

Effective team with solid background



- **The highest possible technical automation** of all in-house processes allows to maintain the most effective team of remotely working employees*
- A 2-3 times growth of business requires **no more than 5-10 additional employees**
- Effective business model allows to launch a new country within **3 months, with breakeven in 6 months**



Team (persons)

- 9 Technical department
- 7 Collecting department
- 9 Customers service
- 3 Legal department
- 2 Finance department

Russia:
30 employees

- 10 years of experience in debt capital markets and derivatives in Morgan Stanley, VTB Capital, E&Y
- Participated in Eurobond issuance of total volume over \$50 bn
- Graduated from the Moscow State University with a degree in Mathematics and Cybernetics

- 10 years of experience in corporate finance in Sputnik Group and E&Y
- Track record of over 20 M&A and fundraising transactions
- Graduated from the Moscow State University with a degree in Economics, specializing in Corporate Finance

Staff in
Poland, Spain,
Kazakhstan,
Philippines

Globally:
10 employees

* The company leads the market in terms of "lending volumes per employee" ratio (\$1 mln per 1 employee yearly)

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