



NEXT GENERATION ONLINE BANKING

Investor presentation

2022

One of the fastest growing Fintech companies globally

- Kviku is an international Fintech company focused on instant online credit solutions in Europe and Asia
- Since its launch in 2013, Kviku has received over 9 million unique applications and issued more than 3 million loans with total volume over \$300 million
- Key products include:
 - BNPL loans (buy-now-pay-later loans) for new borrowers
 - Installment loans (cash loans) for repeat borrowers

Geographic expansion



Loans issue breakdown, 2021



Loans issue dynamics, \$ mln



Proven track record and financial stability

- Kviku Group has shown 1.5-2x growth annually over the recent years and is one of the fastest emerging Fintech firms globally



2013

First country
launched



6

Operating
countries



70%

Returning
customers



108

Employees
globally



9+ mln

Applications
scored



\$300+ mln

Loans issued



\$100 mln

Loan portfolio



\$11 mln

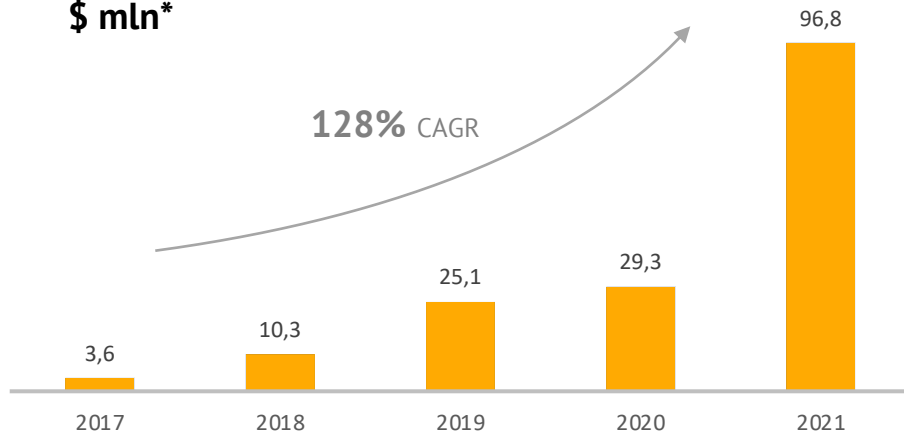
Net income
in 2021

Strong growth and profitability

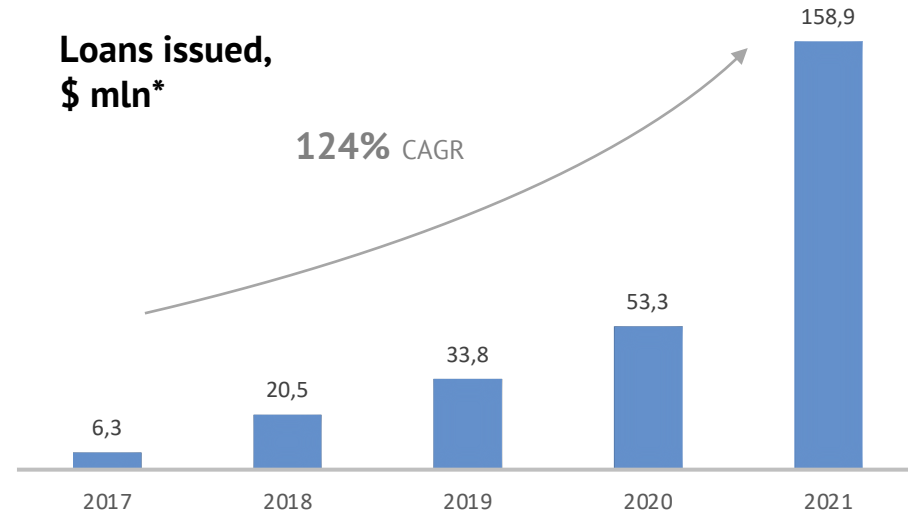


- Solid growth coupled with retained earnings over the last years allows to attract additional funding to fuel further expansion

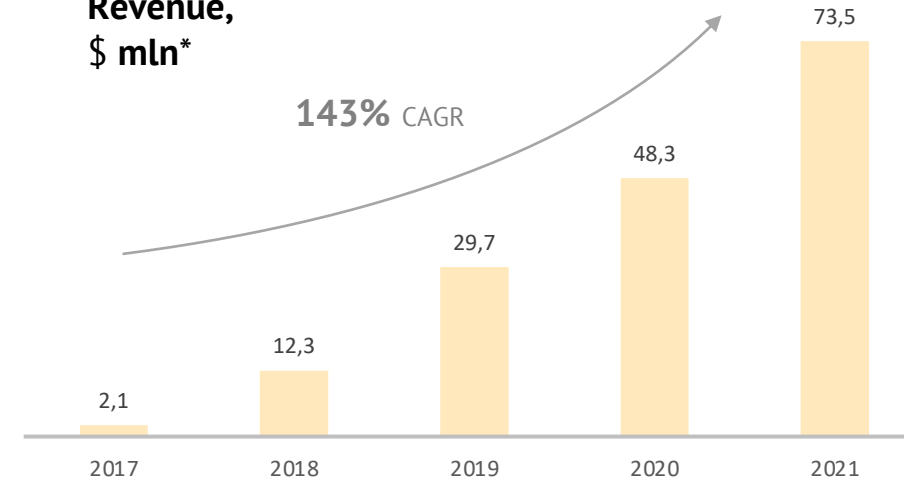
**Assets,
\$ mln***



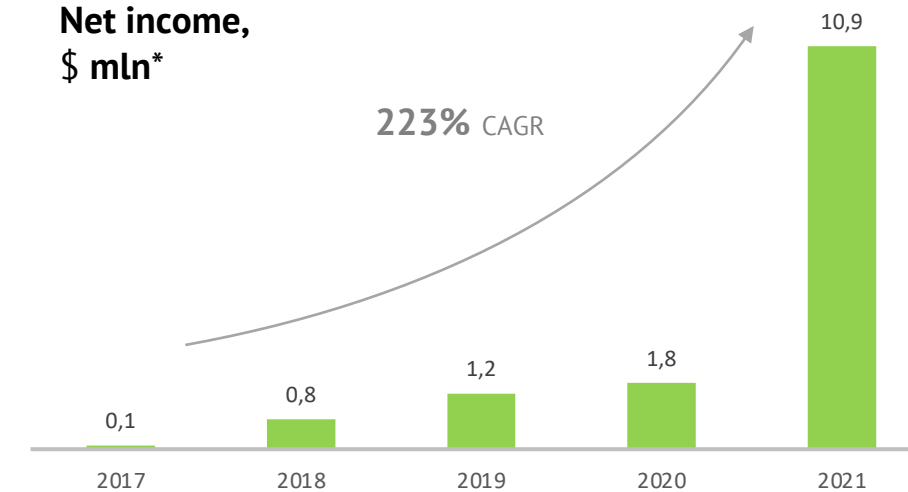
**Loans issued,
\$ mln***



**Revenue,
\$ mln***



**Net income,
\$ mln***



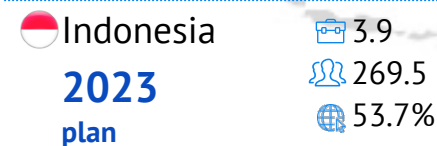
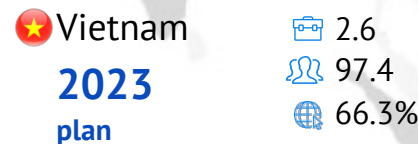
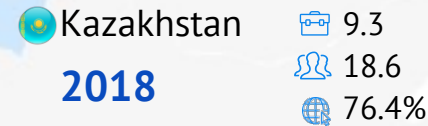
* Based on Consolidated Group accounts

Geographical diversification

Focus on Europe and Asia



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



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

- The average duration of Kviku loan portfolio is 6 months
- APR is subject to regulation in each country of operation and ranges from 20% to 300%+

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

Access to instant cash
 only for low-risk
repeat customers

Loan amount

Term

APR

Payment

BNPL loans



< \$2,000

6-12 months

up to 50%

once per month

Installment loans



< \$3,000

2-6 months

up to 300%

twice per month

P2P Investments



Investment
 product
 for individual
 investors

Additional
 non-interest
 products

P2P
 money transfers

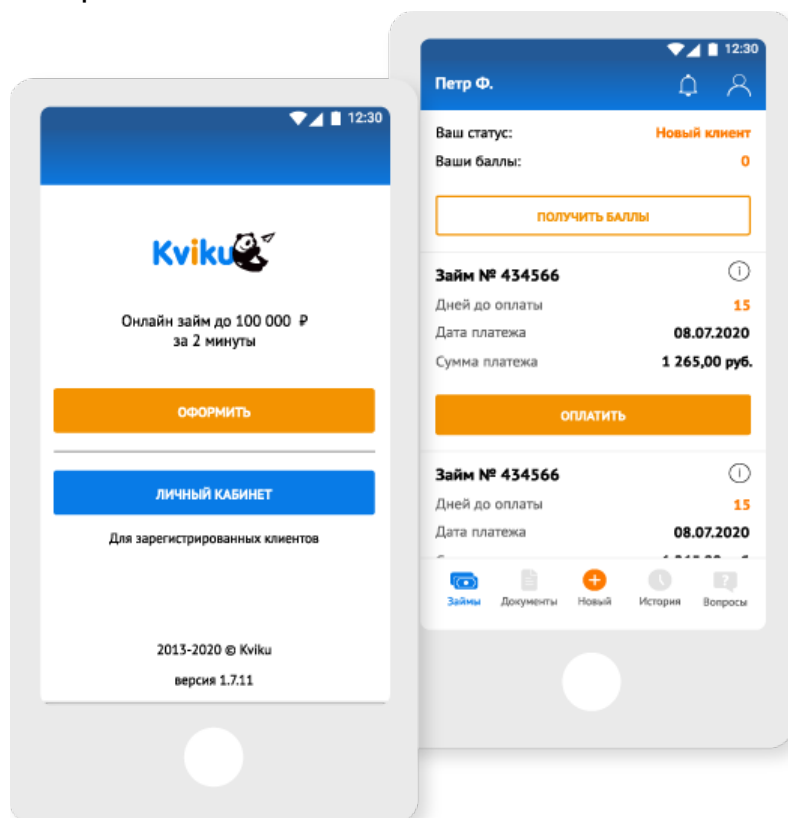
Life
 insurance

Virtual debit
 cards

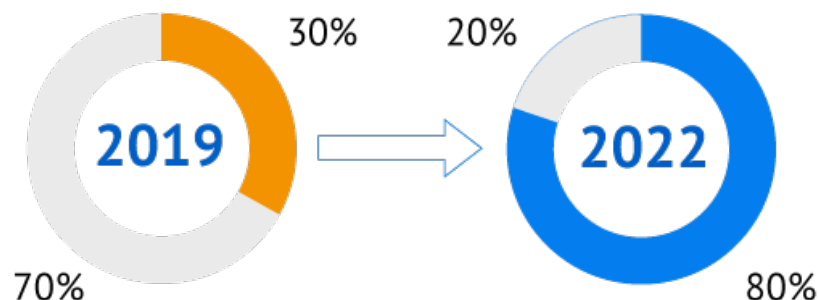
- In 2020, Kviku launched its own product for private investors globally – a **peer-to-peer investment platform**
- Kviku.Finance platform is based on fully automated investments into loan portfolios in all countries of Kviku Group's presence and offers attractive terms for investors in EUR
- Additional funding sources include: retail deposits, credit lines with banks, public bonds, institutional investors, crypto funds and others



- Online lending services are moving towards mobile traffic globally
- Kviku is keeping up with the trend and maintains its proprietary mobile application in each country of operation



Share of mobile traffic in Kviku operations has grown to 80% by 2022



Tasks → *Solution: Machine-learning credit scoring by Kviku* → **Result**

- ① Online identification
- ② Fraud prevention
- ③ Credit risk analysis
- ④ Conversion vs application rates

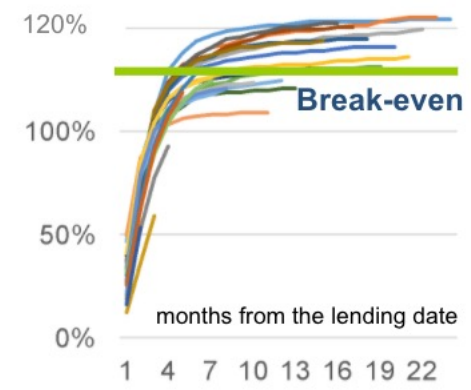
7 fields only – the shortest application form **20** Seconds to process

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 110% (vintage analysis)
- ✓ Average duration – 6 months



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 10-15 additional employees**
- Effective business model allows to launch a new country within **6 months, with breakeven in 12 months**



Nikita Lomakin, CEO

Veniamin Lipskiy, CFO

- 10 years of experience in debt capital markets and derivative in Morgan Stanley, VTB Capital, E&Y
- Participated in Eurobond issuance of total volume over \$50 bn
- Masters 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
- Masters degree in Economics, specializing in Corporate Finance

Team	11	IT department
(persons)	10	Collection department
	57	Customers service
	15	Legal department
	9	Finance department
	6	Risk department

Total:
108 employees

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

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