

ID FINANCE

MEXICO OVERVIEW
MAY 2020



TOP-250 FINTECH
COMPANIES



100 HOTTEST
STARTUPS IN
EUROPE



TOP-50
FASTEST GROWING
COMPANY IN
EUROPE



MEMBER OF
TECHSHARE,
PRE-IPO PROGRAMME
OF EURONEXT FOR
TECH COMPANIES



FASTEST
GROWING
FINTECH COMPANY
IN SPAIN



SOCIALLY
RESPONSIBLE
ENTERPRISE AWARD
BY CEMEFI



200 MOST EXCITING
TECH BUSINESSES IN
EUROPE

ID Finance 2019 highlights

ID FINANCE

Highlights for 2019

- **Record-breaking \$6m** equity crowdfunding round in Spain at \$100m valuation, 250% oversubscribed



- **Fastest growing fintech** in Spain by FT



- **Became member of Techshare, Euronext pre-IPO programme** for tech companies



- **Strengthening Moneyman market position:** became #2 brand in Spain and Mexico
- Group achieved **operational profitability**
- ID Finance featured in the list of Top Spanish startups to follow in 2020 by Sifted



ID Finance Mexico – Empowering the Underbanked

A leading digital finance provider in Mexico



Top-2

alternative lending brand in Mexico



\$41m

consumer loans issued since launch in Mexico



\$23m

gross loan portfolio in Mexico

Recent awards

- **Socially responsible enterprise** award in 2019 by ESR

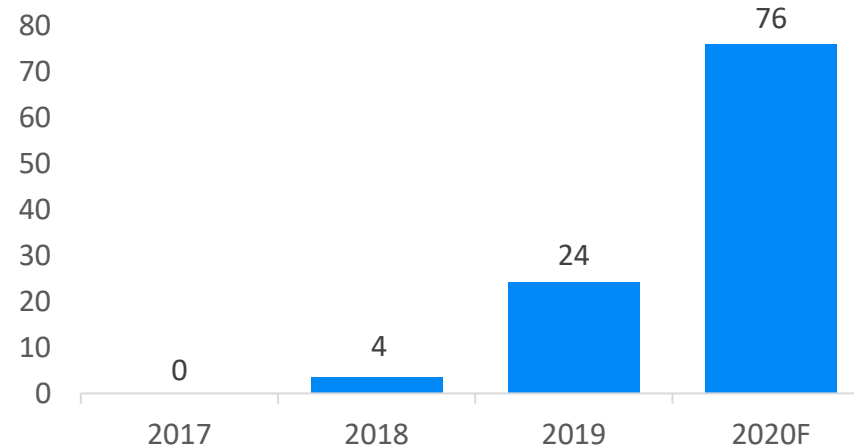


- **Outstanding participation in social responsibility** award from AMFE

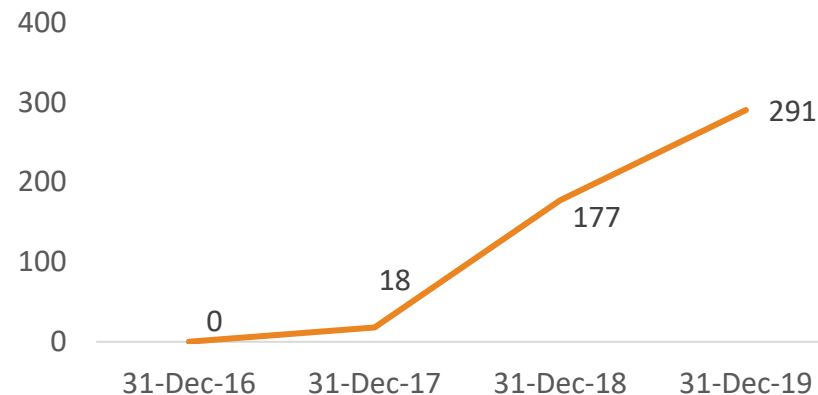


- **NPS of 78**, higher than any bank

Issuance, USD M



Registered users ('000)



Product Portfolio Aligned with Market Demand

Customized products and solutions targeted to specific markets and client groups

- Helps people solve **short-term** cash flow needs
- **Fully automated** lending service operating online 24/7
- **Fast and convenient** financial services via web and mobile platforms
- **Proprietary** IT-stack
- Credit scoring using **alternative data** sources

Loan size	up to \$MXN18k
Term	up to 3 months
Average Interest rate	~1% per day

MoneyMan



Core of Our Business – Artificial Intelligence (AI)

ID Finance is well positioned for global expansion

- Deep expertise in both IT and data science
- **IT team** is a resident in Hi-Tech Park in Belarus - one of the leaders among innovative IT clusters in Europe
- Our IT team constantly improves AI expertise at Hi-Tech Park
- **Data science** team is expert in statistics, data analysis, machine learning and related methods
- The effective combination of both teams drives product innovation and transforms customer experience using modern AI technologies

IT department



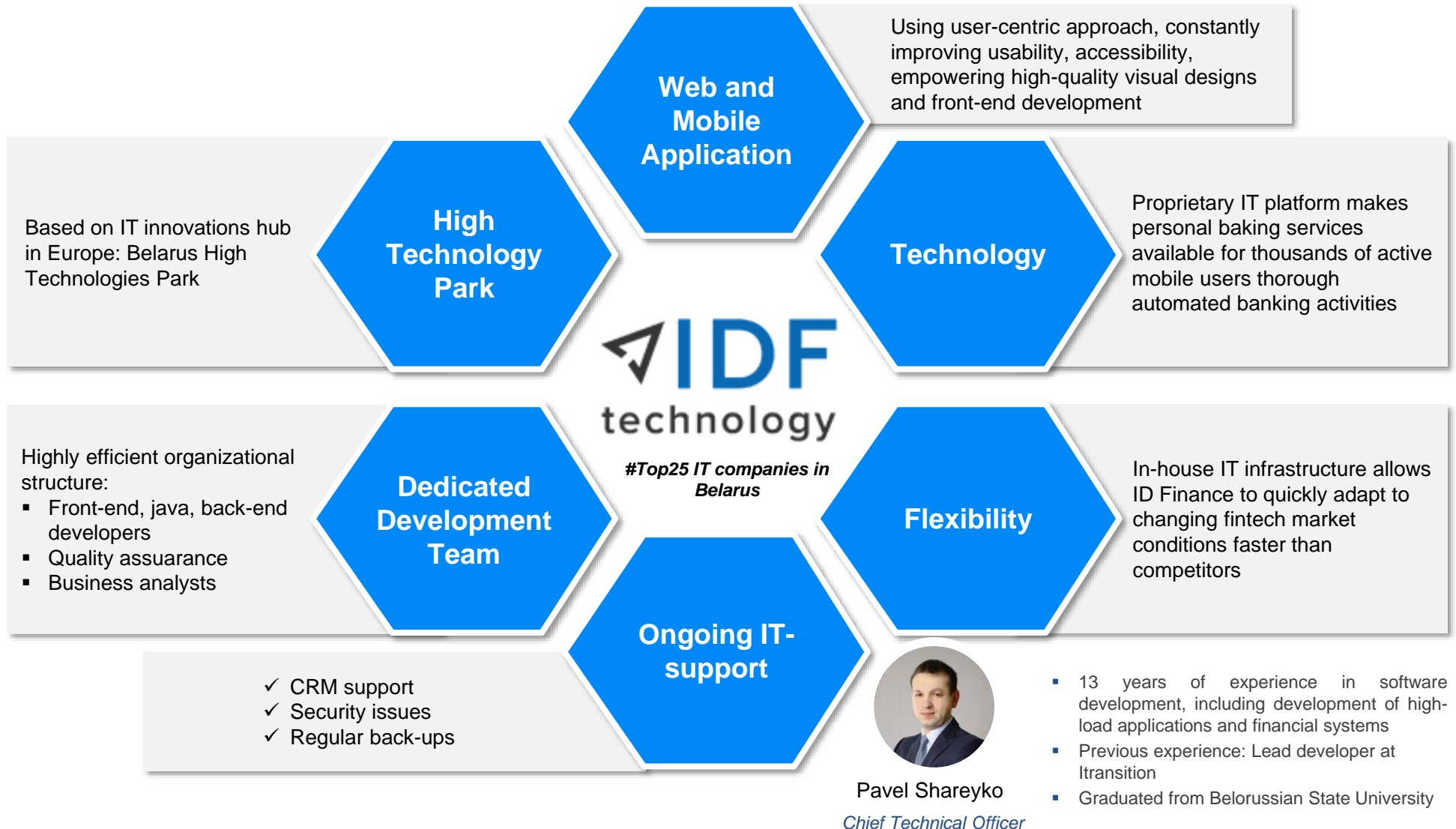
Risk and Data analytics department



AI expertise – a core of IDF business

State-of-the-art Proprietary IT Platform

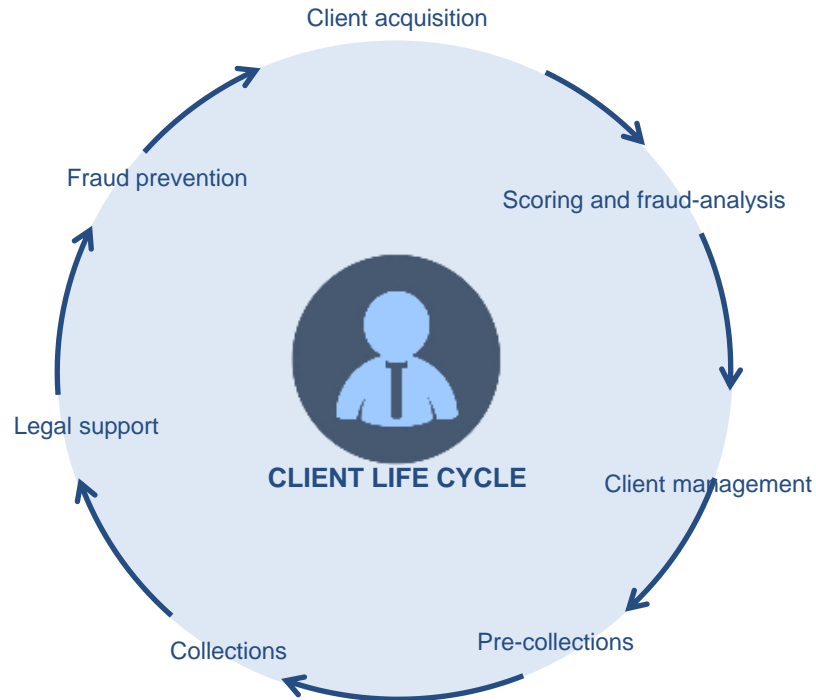
One of the largest IT companies in Belarus



World's Best Practices in Risk Management and Data Science Technologies

ID Finance controls the entire customer journey through highly efficient risk management

Risk management present at every step of client life cycle



Proprietary scoring engine that analyses vast amounts of data (including behavioral biometrics), identifies anomalies and increases risk assessment efficiency by 50%

Data driven approach

Global solutions



Local solutions



- Rating models covering life cycle
- In house Web analytics module
- Credit history consolidation
- Client card transactions information
- Application inconsistencies
- X-matches
- Phones information
- Device analysis and identity
- Browsing history and searches
- Service behavior information collection and internal credit history
- Over 10,000 data points are collected



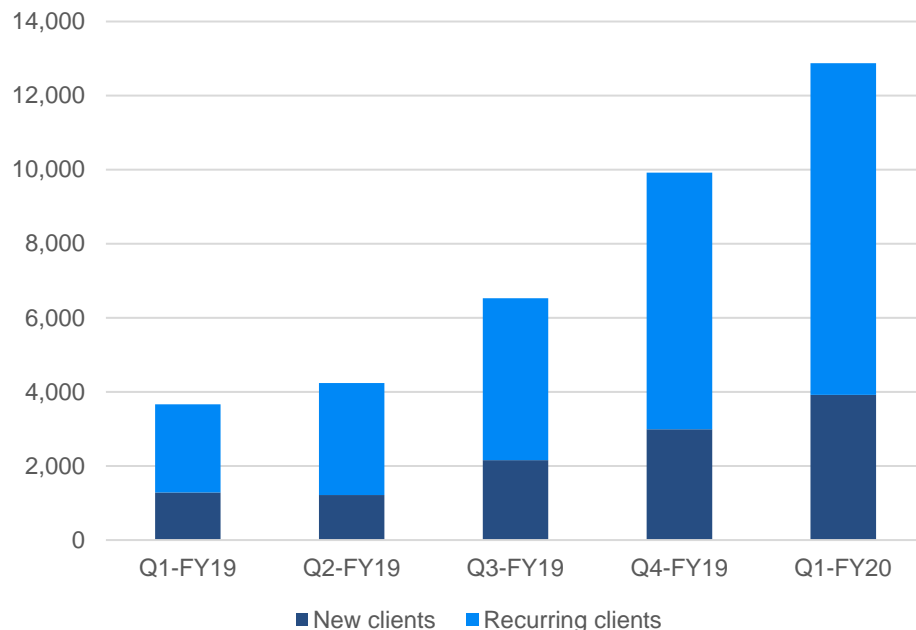
Tim Kostin

Chief Risk Officer (CRO)

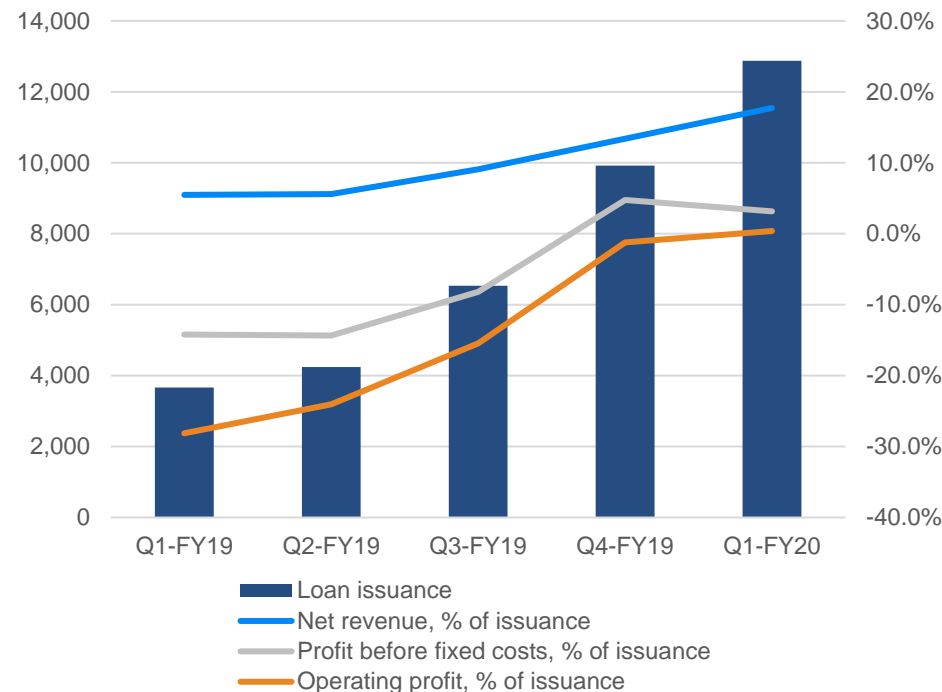
- 12+ years of work experience in Banking, 8+ years in risk, marketing and CRM
- Previously held senior roles at Top-2 Russian Bank VTB, CRO at Trust Bank, MTS (telecom), SAS
- Extensive experience in project management

Expected to achieve net profitability in 2020

Loan issuance, USD'000



Profitability measures, USD'000



- Breakeven on operational level achieved in 4Q2019, and in 1Q2020 managed to cover all fixed costs. Given strong positive trend, IDF Mexico is on track to breakeven on net income level in 2020
- Aimed to diversify product range and funding sources in 2020, focusing on local funding sources

Strong improving trend - operating profitability achieved in 2019

USD'000	<u>Q1-FY19</u>	<u>Q2-FY19</u>	<u>Q3-FY19</u>	<u>Q4-FY19</u>	<u>Q1-FY20</u>
Issuance Amount	3,665	4,242	6,532	9,920	12,876
New clients	1,287	1,216	2,157	2,992	3,922
Recurring clients	2,378	3,026	4,374	6,927	8,954
<i>% recurring</i>	64.9%	71.3%	67.0%	69.8%	69.5%
Income statement					
Total Revenue	2,346	3,893	6,004	9,598	8,294
Net Impairment Charges	-2,146	-3,656	-5,410	-8,269	-6,013
Revenue after provision	200	237	594	1,328	2,281
Financial Interest Expenses (CoF), incl:	-86	-137	-192	-117	-346
Net revenue	115	100	402	1,212	1,935
Operating Expenses	-636	-709	-938	-739	-1,528
Operating income	-521	-609	-535	473	407
Administrative Expenses	-510	-411	-475	-593	-357
Net operating income	-1,030	-1,020	-1,010	-121	50
EBIT (for reference)	-945	-882	-818	-4	396
<i>Net revenue, % of revenue</i>	4.9%	2.6%	6.7%	12.6%	23.3%
<i>Operating income, % of revenue</i>	-22.2%	-15.6%	-8.9%	4.9%	4.9%
<i>EBIT, % of revenue</i>	-40.3%	-22.7%	-13.6%	0.0%	4.8%



ID FINANCE

Thank you



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