



COMPANY PRESENTATION
APRIL 2019



Winner
2017



Winner
2018



Runner up
2018

Luxembourg Finance
Awards

Winner
2018



Introduction

MyBucks is a determined growing digital banking group in Sub-Saharan Africa

Banking the unbanked

MyBucks is a **digital banking group** with the vision to be the leading provider of financial services and products to the underbanked and unbanked customers in Africa using technology



MyBucks provides **banking, credit and insurance products** through both digital and traditional channels to **c.374k active clients** in Sub-Saharan Africa today



MyBucks uses in-house, proven successful, advanced proprietary **A.I. algorithms** for credit granting and fraud prevention



Since inception, MyBucks has disbursed in excess of **2.9m loans** for a total value that exceeds **EUR971m** to date



First to launch a full bank branch with refugee banking services unlocking local economy and providing financial literacy courses



Internationally awarded:



As featured in:



127m

Population within reach of MyBucks

374k

Active clients

€83.3m

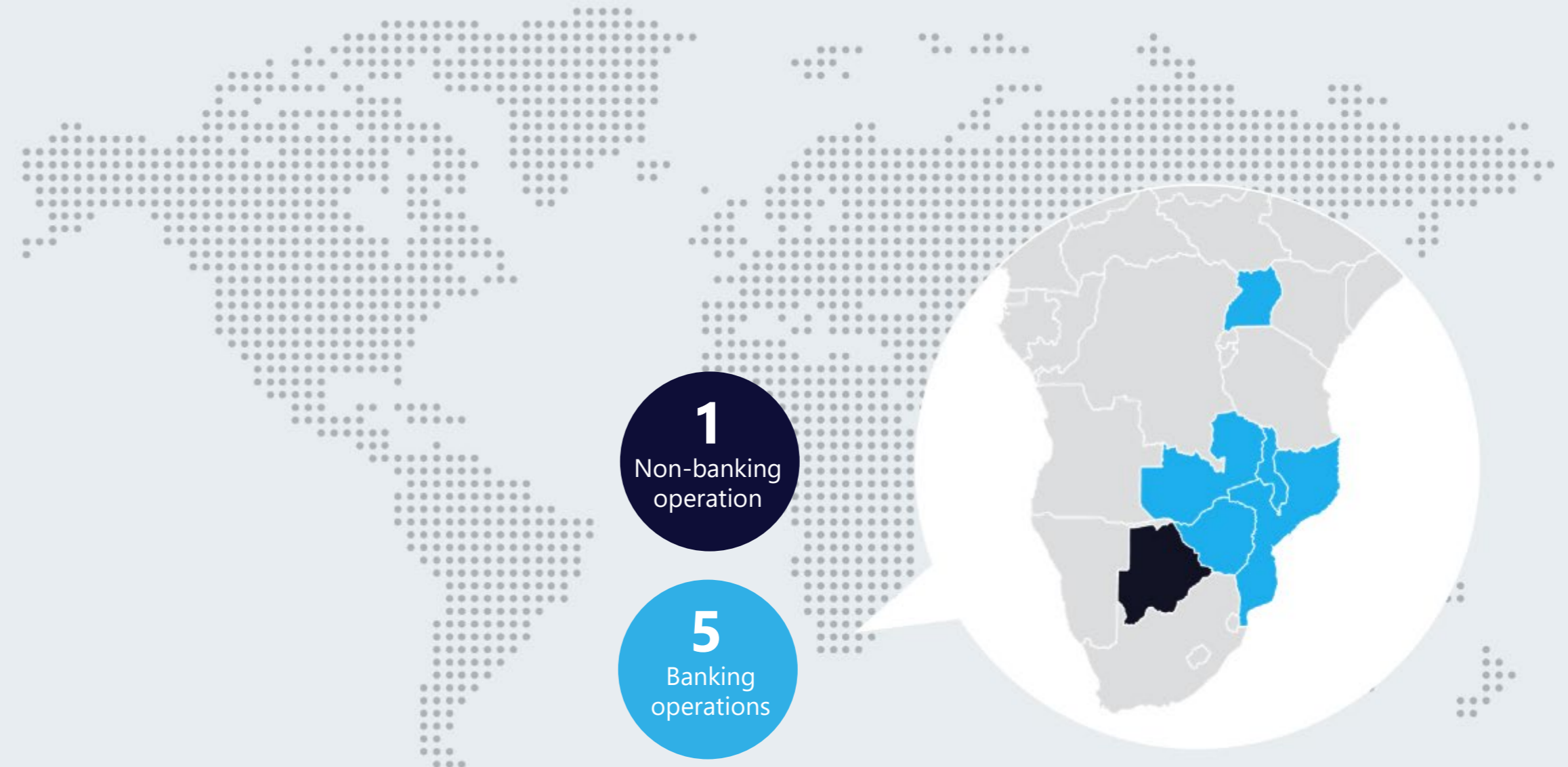
Combined loan book*

€63.9m

Debt recapitalisation

7.13%

Default rate



Our banking footprint

73

Branches

898

Employees

1,815

Agents

*Pro forma combined inclusive of Zambia and Uganda without South Africa, Kenya

Evolution of the MyBucks group

The improved MyBucks platform is in position for future growth



Early Years – Profitability Driven

MyBucks' first five years of operations were driven by operating profitability – and deploying all financial capital into its loan book.

Significant growth was noted, however, Founders did not dilute their shareholding and the growth was funded with expensive mezzanine capital.

Capital structure issues originated with an interest bill at group level of c. US\$8m p.a.

Growth Phase – Banking Transformation

Initiated a successful strategy of converting the operating businesses into banks – significant growth in profitability in underlying financial institutions.

Technology launched ahead of the market and competition in Africa.

Significant capital lost in over-expansion into Poland, Spain and Australia (non-core geographies) as global expansion pushed by original founders.

Significant operational growth, with a continued highly leveraged balance sheet at high funding costs

Liquidity crunch

Dave van Niekerk assumed both Executive Chairman and CEO role, to drive expansion and TN departed for strategic differences.

Significant additional overhead expenses incurred and expansion of group staff to >100 people, and an office complex "FinTech Campus" constructed in South Africa. Following a failed capital raise, the business effectively ran out of money and into negative capital in excess of EUR40m.

Excessive and inflated overhead structure created, without significantly growing operations ballooning gross holding company debt to c. EUR108m.

Group Restructuring

- Disposal of non-core lending assets in Australia, East Africa, Poland, South Africa and Spain
- Debt recapitalization of EUR65m returning the company to positive equity
- Strengthen and improved the board of directors focussing on good corporate governance principles as well as changed key management

The improved strategy is...

The future will be driven by

01

Focus on Banking

- Expansion on wholesale and retail banking in all our markets
- Leverage on technology as an enabler to drive business growth
- Provide easily accessible digital basic financial services to bottom and middle of the pyramid

02

Focus on Growth

- Expanding existing banking operations to Top 5 positions by retail market share by 2024

03

Focus on Efficiency

- Target cost to income ratio of 40% in the existing banking operations in the medium term

04

Focus on Profitability

- Sustainable and stable earnings, with a target return on equity (ROE) of 30% p.a.

...this strategy is complemented by

01

Raising additional debt and equity capital to drive growth

- Rights offering planned for 2020 to bolster balance sheet
- Further debt raising to grow asset yielding portfolio

02

Harnessing the software ecosystem

- While the focus will be on banking, MyBucks will leverage from the in-house technology which had been developed over the last 3 years to provide cutting edge digital banking solutions to retail and Small and Medium Enterprises ("SME") clients

03

Lean and focused Management structure

- A lean, experienced and focused management team

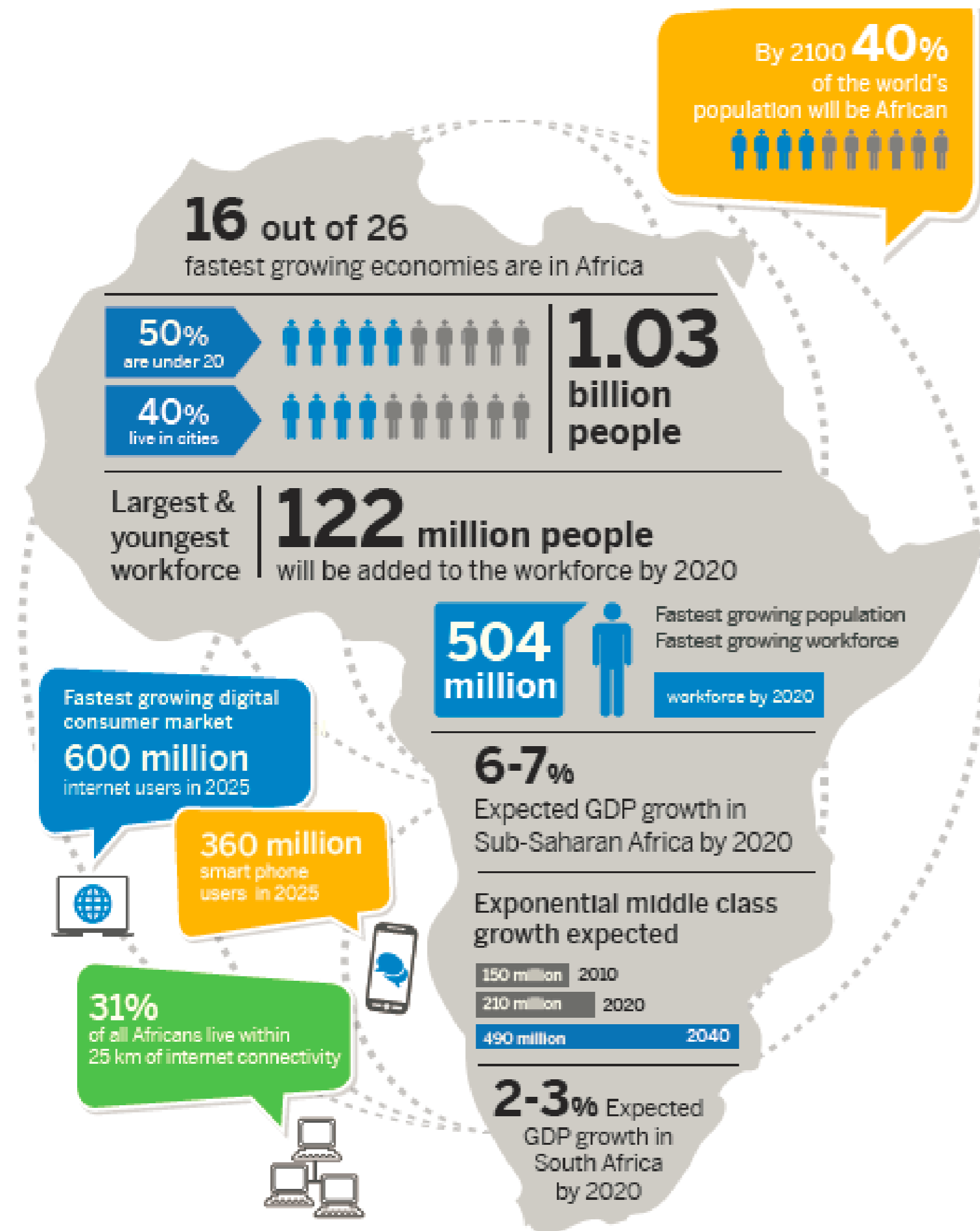
04

Bank regulated HoldCo

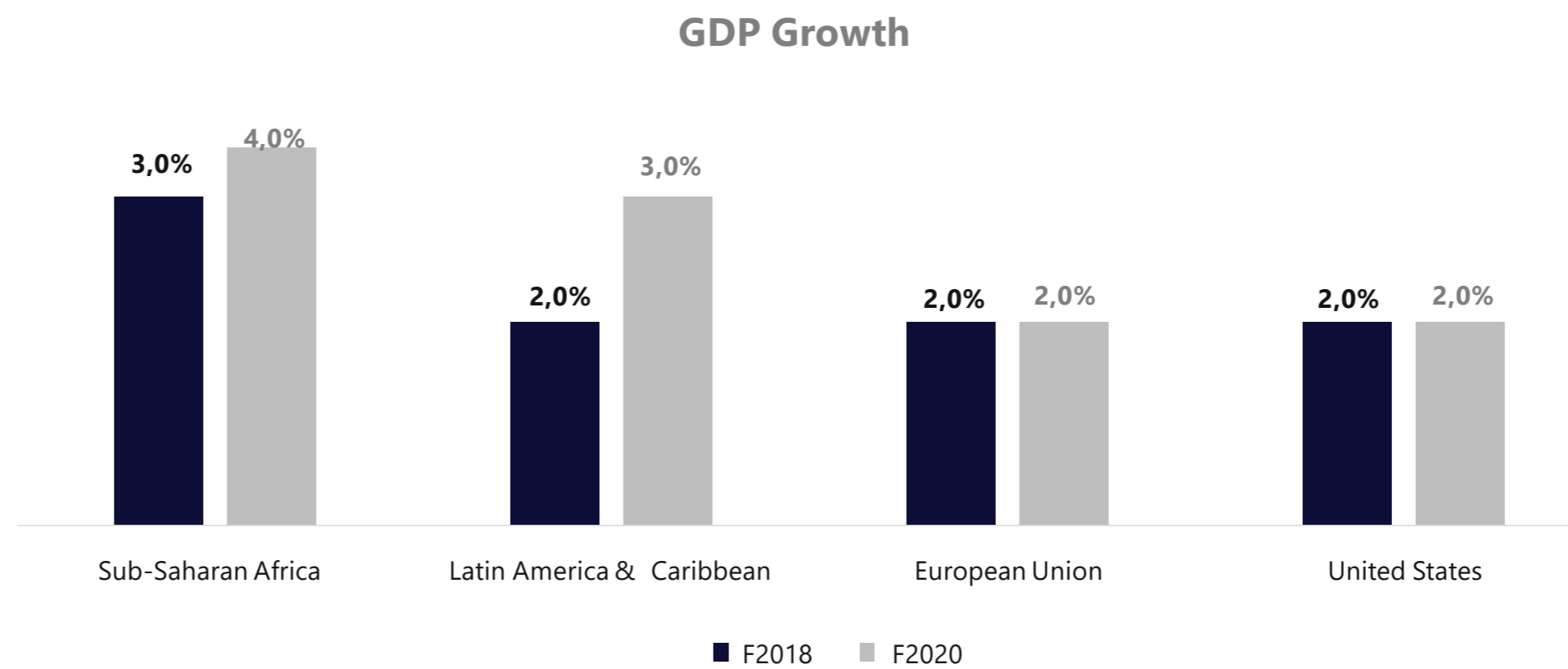
- Increased governance by being regulated as a Bank Holding Company in Botswana

Why Africa and Financial Inclusion?

Building a SME and Individual focused banking group in Sub-Saharan Africa



Africa is the fastest growing continent in the world and has the best growth prospects:

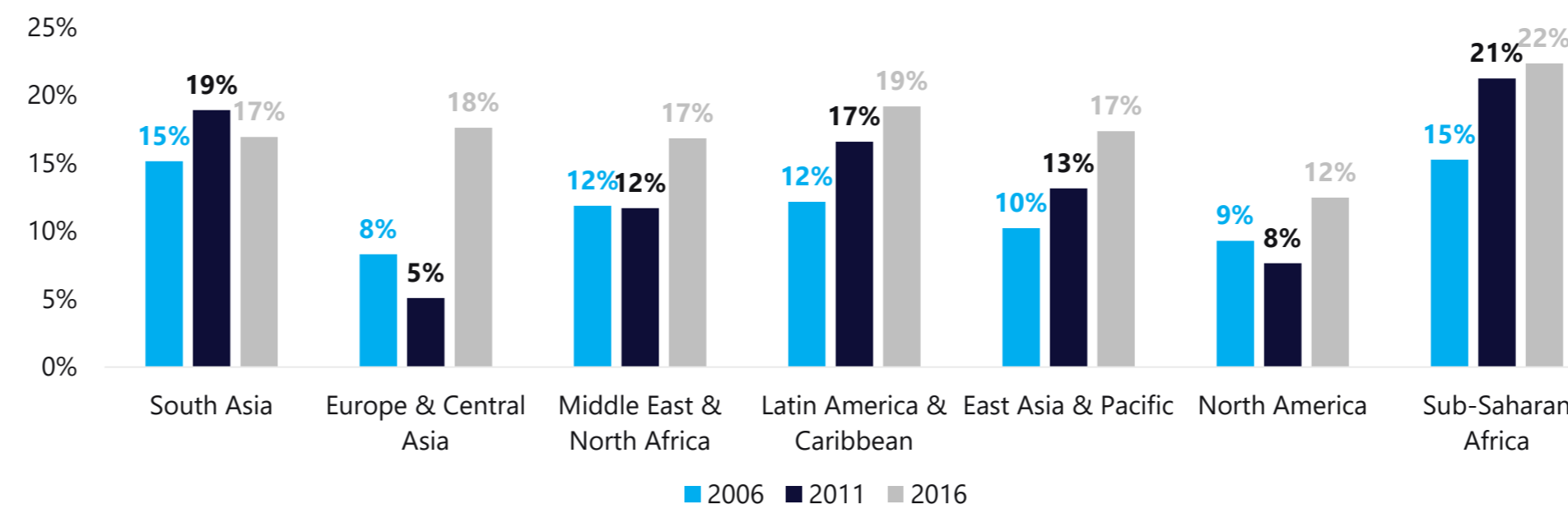


Africa the young continent

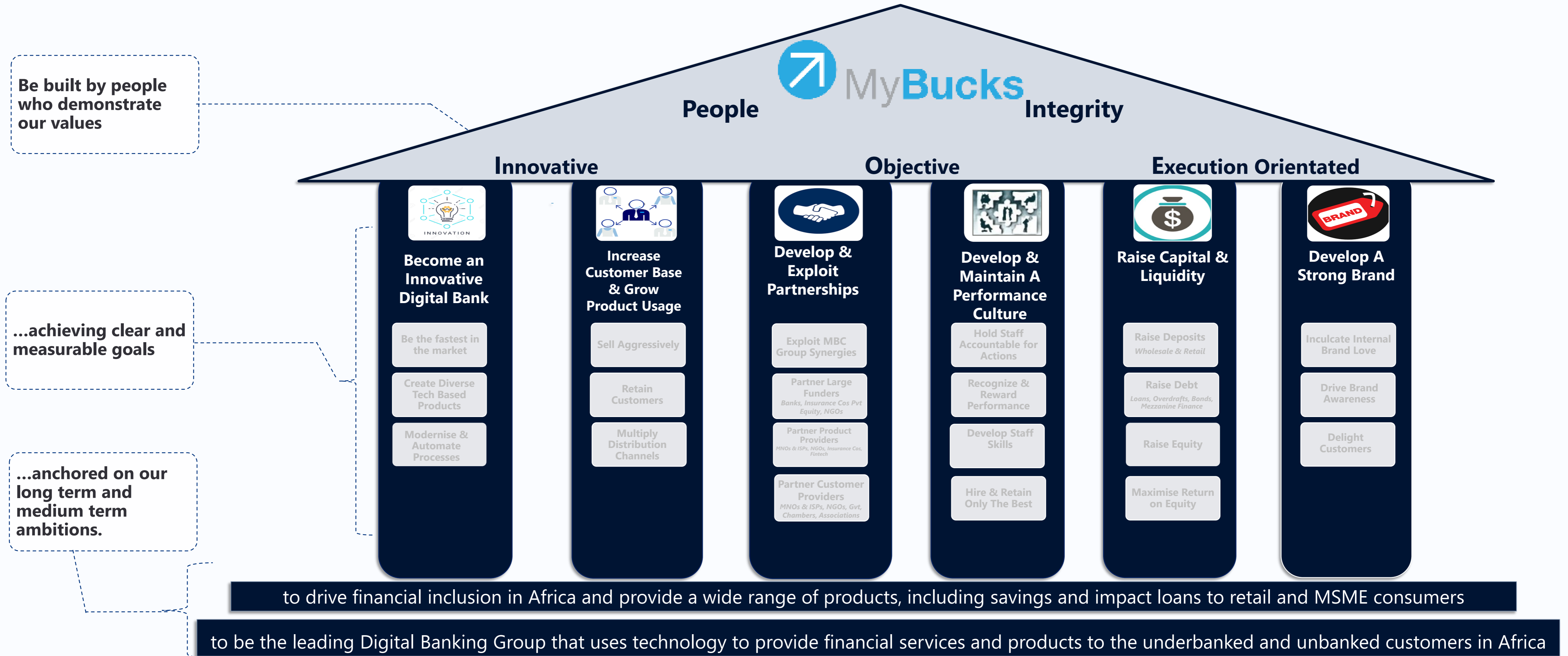
The 2nd largest and 2nd most populous continent

c.41% of the population are under the age of 15

Return on equity in the banking sector ¹



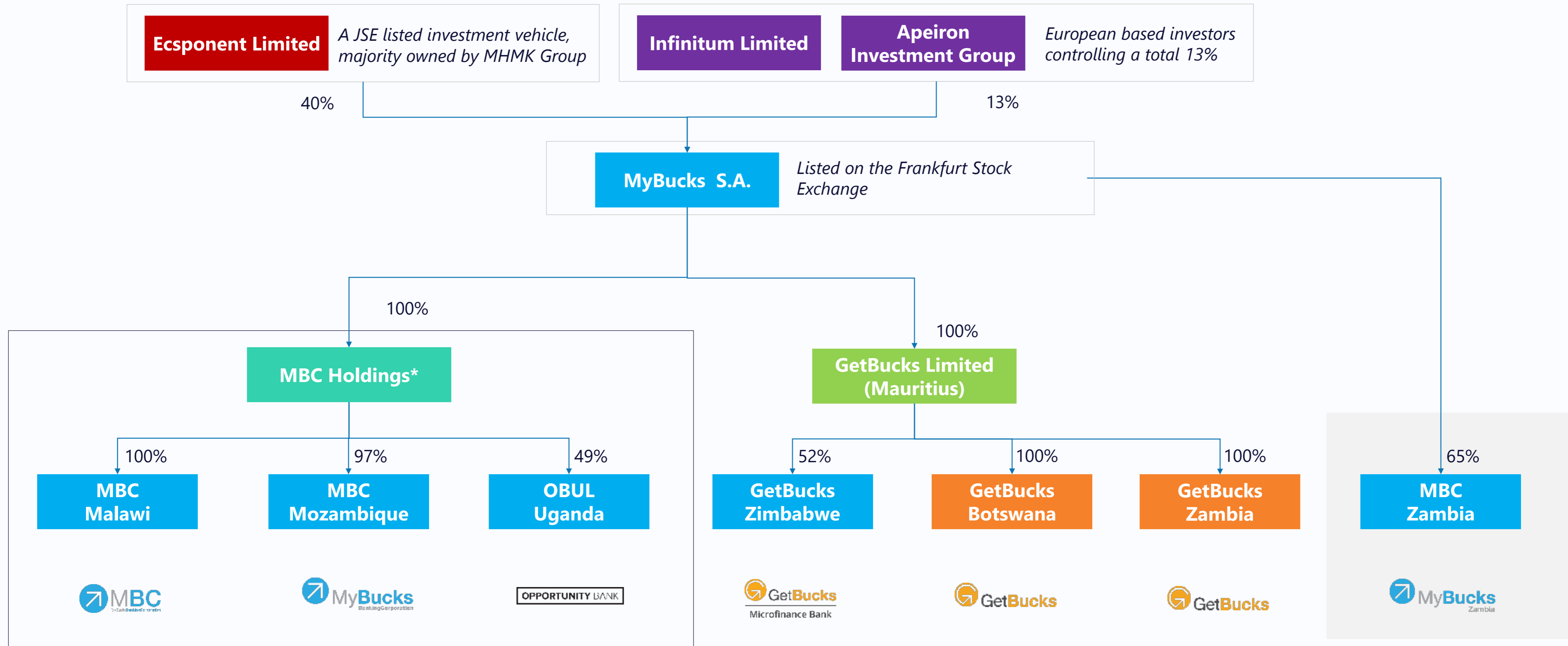
MyBucks Mission and Vision











Operations

MyBucks and MBCH Structure



* This entity is intended to be incorporated eventually as a regulated bank holding company, today – these entities are held directly by MyBucks S.A.

Country Highlights

	Malawi	Mozambique	Uganda	Zambia	Zimbabwe	Botswana
						
Total Assets	US\$107.8 mn.	US\$50.7 mn.	US\$42.0 mn.	US\$13.4 mn.	US\$6.9 mn.	US\$20m mn.
Total Equity	US\$9.6 mn.	US\$8.1 mn.	US\$8.2 mn.	US\$5.9 mn.	US\$2.8 mn.	US\$8 mn.
Total Deposits	US\$77.3 mn.	US\$23.1 mn.	US\$21.4 mn.	US\$6.4 mn.	US\$1.0 mn.	n.a.
Total Loans	US\$34.0 mn.	US\$29.5 mn.	US\$27.9 mn.	US\$8.2 mn.	US\$1.9 mn.	US\$16.7 mn.
# of Branches	9	13	23	1	14	15
# of Active Loans	39,482	35,793	32,525	12,897	79,876	8,310

* December 2019 proforma numbers

MyBucks market share analysis

Botswana

MyBucks loans market share

GetBucks Botswana 0,2%

Top Banks loans market share – 89,3%

FNB	26,5%
Barclays	20,3%
Stanbic	19,7%
Standard Chartered	12,7%
Africa Banking Corporation	10,1%

Malawi

MyBucks loans market share

MBC Malawi 3,7%

Top Banks loans market share – 67,2%

National Bank of Malawi	34,1%
Standard Bank Malawi	16,7%
FDH Bank	8,9%
NBS Bank	3,8%

Mozambique

MyBucks loans market share

MBC Mozambique 0,6%

Top Banks loans market share – 65,8%

BCI Commercial & Investment Bank	26,9%
Mozambique International Bank	20,7%
Standard Bank	11,6%
Barclays Mozambique	4,9%
BancABC	1,7%

Uganda

MyBucks loans market share

Opportunity Bank Uganda 0,7%

Top Banks loans market share – 58,8%

Stanbic	18,6%
Centenary Bank	11,3%
Development Finance Company	10,4%
Standard Chartered Bank	9,7%
Barclays Bank	8,7%

Zambia

MyBucks loans market share

MyBucks Zambia 0,8%

Top Banks loans market share - 55,9%

Stanbic Zambia	18,1%
Zambia National Commercial Bank	14,4%
Madison Finance	11,2%
Standard Chartered Zambia	9,9%
Cavmot Capital Holdings	2,2%

Zimbabwe

MyBucks loans market share

GetBucks Microfinance Bank 0,8%

Top Banks loans market share – 56,8%

CABS	19,2%
Commercial Bank of Zimbabwe	12,0%
Stanbic	9,5%
Standard Chartered Bank	8,6%
FBC	7,4%



Team

Group Leadership

Board of Directors



Dirk Harbecke
Chairman
German



Timothy Nuy
Chief Executive Officer
Dutch



Riaan Paul
Chief Financial Officer
South African



Frédéric Bidet
Non-Executive Director
French/British



Markus Schachner
Non-Executive Director
Austrian



Loc Nguyen
Non-Executive Director
Swiss



- >25 years financial services experience
- Formerly, Founder and CEO of ADC African Development Corporation, Consultant at BCG
- Current Chairman of RockTech Lithium, a TSX listed mining company

- > 10 years financial services experience of which 8 in Sub-Saharan Africa
- Formerly, Investment Director at ADC African Development Corporation AG successfully sold to Atlas Mara
- CFA Charterholder

- > 10 years financial services experienced in South Africa
- Formerly, Finance Executive at Freyssinet and audit manager at E&Y
- CA(SA) and MBA

- > 15 years financial services experience
- Chief Operating Officer at TLG Capital
- Deep treasury and hedging expertise
- CFA Charterholder

- > 15 years of financial services experience
- Managing Director at Schütz Family Office and personal advisor to Alex Schütz (Founder of C-Quadrat and Supervisory Board Member Deutsche Bank AG)
- Former McKinsey partner in Zurich
- PhD from University of Vienna

- >25 years global financial services experience across Europe, US and Asia
- Previously, MD at Barclays Wealth focus on HNWI in Africa
- Graduate of the Swiss Federal Institute of Technology in Zurich. He holds an MBA from the Kellogg School of Management, Northwestern University

EXECUTIVE

Group Leadership

Banking Management



Dudu Garekwe
Chief Executive Officer
Motswana



Paul Soko
Chief Finance Officer
Zimbabwean



Patrick Matute
Chief Operating Officer
Zimbabwean



Martin Tirigo
Chief Technology Officer
Zimbabwean



Susan Zindoga
Chief Risk Officer
Zimbabwean



- >30 years of financial services experience
- Former Head Listing and Trading functions of the Botswana Stock Exchange
- Finance & Banking MBA - University of Manchester Business School



- >10 years banking experience
- Previously Head of Finance Africa at ADC African Development Corporation and Chief Finance Officer for GetBucks Zimbabwe
- CA (Z), MBA



- >10 years financial services experienced in Sub-Saharan Africa
- Formerly, Head of Advisory at Brainworks Capital and Managing Director at Dawn Properties Limited
- B Com (Finance), MBA



- > 10 years' experience in digital systems
- BSc. Computing Science and MBA from the University of Zimbabwe, various certifications in the field of IT including project management, cybersecurity and large data.



- >12 years experience in financial services industry
- Chief Risk Officer at Ecsponent Limited
- BSc (Hons) Applied Mathematics and Member of the Global Association of Risk Professionals



Zandile Shaba
Chief Executive Officer
Malawi



George Nheweyembwa
Designated Chief Executive Officer
Mozambique



Tineyi Mawocha
Chief Executive Officer
Uganda



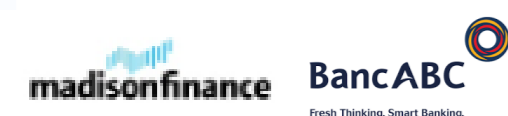
Barkat Ali
Chief Executive Officer
Zambia



Terrence Mudangwe
Chief Executive Officer
Zimbabwe



Marshal Chimedza
Deputy-CEO
Botswana



Bank Management



Zandile Shaba
Chief Executive Officer
(Malawi)
MBA, DBA



George Nheweyembwa
Chief Executive Officer
(Mozambique)
MBA, CA(Z)



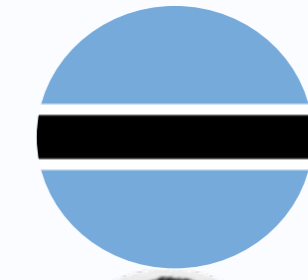
Tineyi Mawocha
Chief Executive Officer
(Uganda)
MBA, MDevF



Barkat Ali
Chief Executive Officer
(Zambia)
Bcom – LLB, FZIB, JAIBP



Terrence Mudangwe
Chief Executive Officer
(Zimbabwe)
MSM



Dudu Garekwe
Chief Executive Officer
(Botswana)
BCom, MBA, ACCA



Samson Kamkosi
Chief Operating Officer
(Malawi)
BSoc, CIB, MBA



Gerrie Fourie
Chief Operating Officer
(South African)



Christopher Geriga
Chief Operating Officer
(Uganda)
Bcom Hons (MUK)



t.b.a
Chief Operating Officer



Tatenda Savanhu
Chief Operating Officer
(Zimbabwe)
BEC, BEc(Hons), MCom



Marshal Chimedza
Deputy CEO
(Botswana)
CA(SA), CA(Z)



Thomson Kumwenda
Chief Financial Officer
(Malawi)
MA(Econs), ACCA, CA(M)



Martin Nyandima
Chief Financial Officer
(Mozambique)
ACCA,



Owen Amany
Chief Financial Officer
(Uganda)
Bcom, FCCA, ICPAU, MBA



Aswell Moonga
Chief Financial Officer
(Zambia)
NATECH, ACCA



Patrick Mashinga
Chief Financial Officer
(Zimbabwe)
CA (Z)



Moathudi Olebile
Chief Financial Officer
(Botswana)





Operational footprint

MyBucks - Financial information

Historic unaudited results

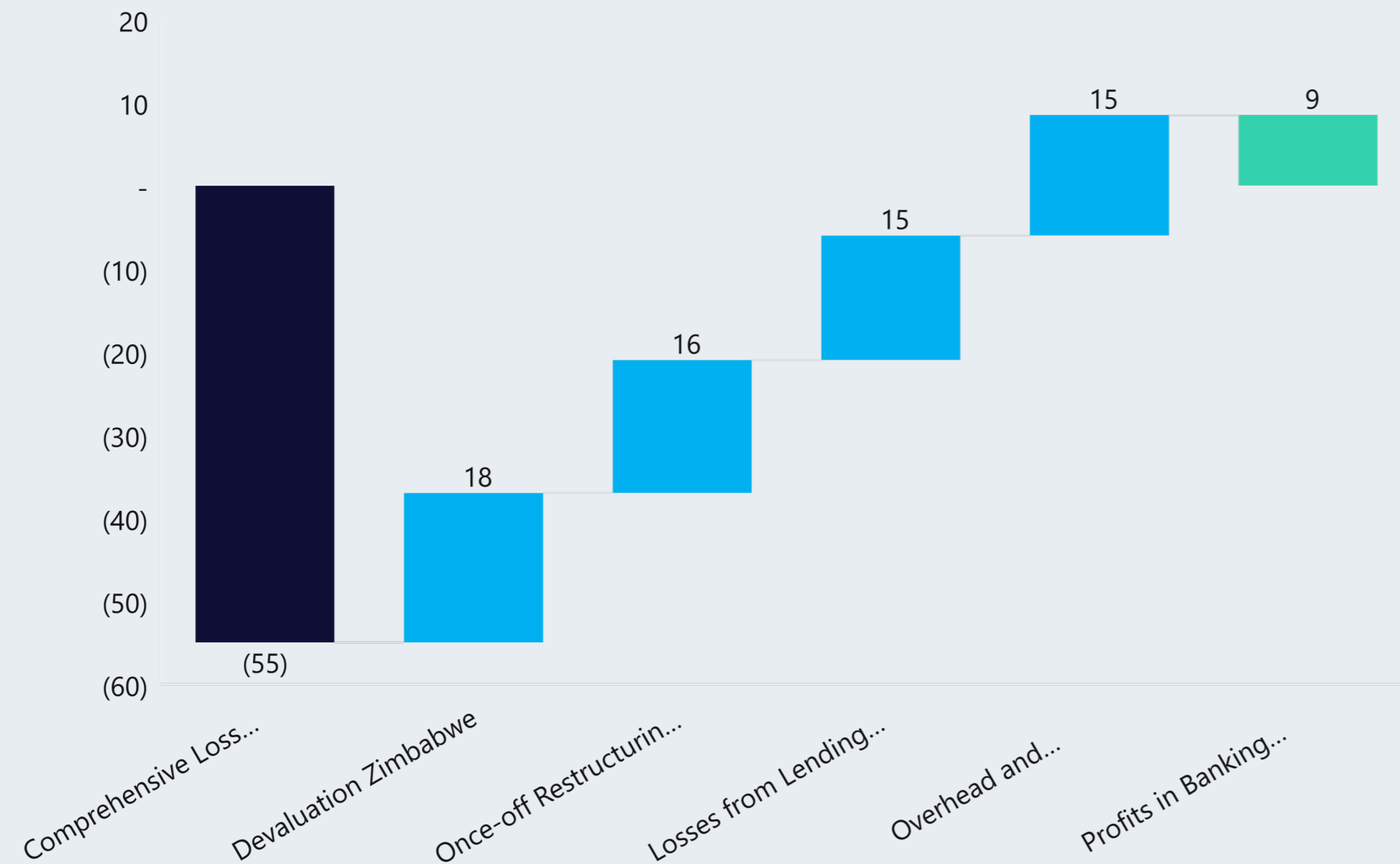
Figures in €m	2015	2016	2017	2018	2019
Statement of Financial Position					
Cash and balances with other financial institutions	8	19	15	13	13
Loans and advances to customers and other loans granted	41	45	84	99	91
Financial investments	-	-	-	15	67
Intangibles and goodwill	3	3	9	9	18
Other assets	13	18	48	39	19
Total assets	65	85	156	175	208
Customer deposits	-	-	11	21	60
Financial liabilities	46	59	110	120	157
Other liabilities	7	9	15	10	32
Total liabilities	53	68	136	151	249
Parent equity	10	14	11	7	(43)
Non-controlling interest	2	3	9	17	1
Total Equity	12	17	20	24	(42)
Statement of Comprehensive Income					
Interest income	26	27	39	42	45
Interest expense	(6)	(12)	(20)	(23)	(21)
Net interest income	20	15	19	19	24
Other income and sales expenses	6	11	20	12	16
Impairments of loan book and financial assets	(7)	(10)	(13)	(10)	(15)
Net operating income	19	16	26	21	25
Operating expenses	(13)	(18)	(34)	(23)	(35)
Loss before tax	6	(2)	(8)	(2)	(10)
Taxes	(2)	(2)	(3)	(2)	(4)
Loss after tax from continuing operations	3	(4)	(11)	(4)	(14)
Discontinued operations	-	-	(2)	(4)	(10)
Loss for the year	3	(4)	(13)	(8)	(24)
Total comprehensive loss for the year	5	(5)	(12)	(10)	(51)

- During the financial year ending 30 June 2019, MyBucks S.A. recorded a record total comprehensive loss of c. EUR55m predominantly driven by:
 - Currency losses (predominantly resulting from the devaluation of its operation in Zimbabwe) equivalent to c. EUR18m (remaining carrying value of Zimbabwe now EUR2.9m (30 June 2019). This number will be impacted by the change in the preparation of accounting in Zimbabwe with the application of Hyperinflation as required by IAS 29
 - Losses originating from its lending segment equivalent to c. EUR15m (operations disposed off subsequent to year-end)
 - Once-off expenses and impairments related to the restructuring equivalent to c. EUR16m
 - High group operational and refinancing costs as a result of the inefficient capital structure and excessive overhead layer
- Despite the challenges operationally, MyBucks, however grew its customer deposit base from c. EUR21m as of 30 June 2018 to c. EUR60m as of 30 June 2019 – predominantly driven by its operations in Malawi and Mozambique
- Its core banking segment recorded a profit of EUR9m for the period ending 30 June 2019, and is expected to continue its profitability
- MyBucks managed to maintain a loan book of EUR88m, despite the devaluation of Zimbabwe – effectively growing the loan book in its other key jurisdictions
- MyBucks ended the year – as a result of these losses with a negative equity position of c. EUR45m, which it is in the process of rectifying through a EUR64m Debt Recapitalization
- MyBucks expects to still record a loss for the period ending 31 December 2019, as a result of the Recapitalization only being concluded towards the end of the period

MyBucks - Financial assessment

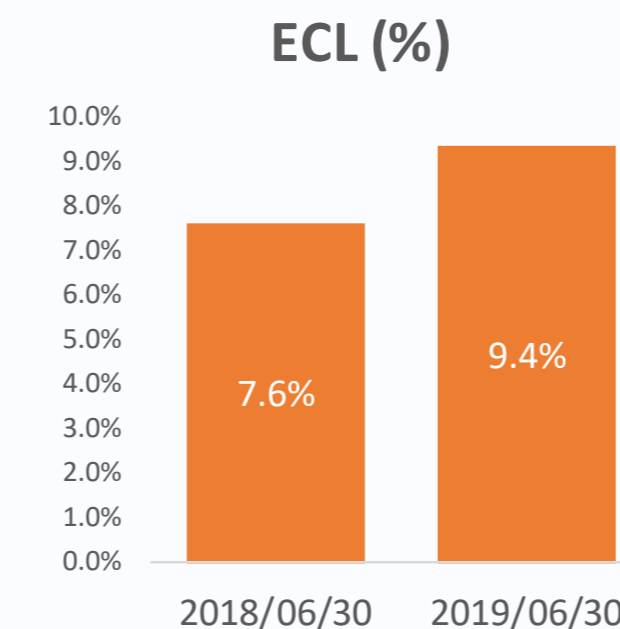
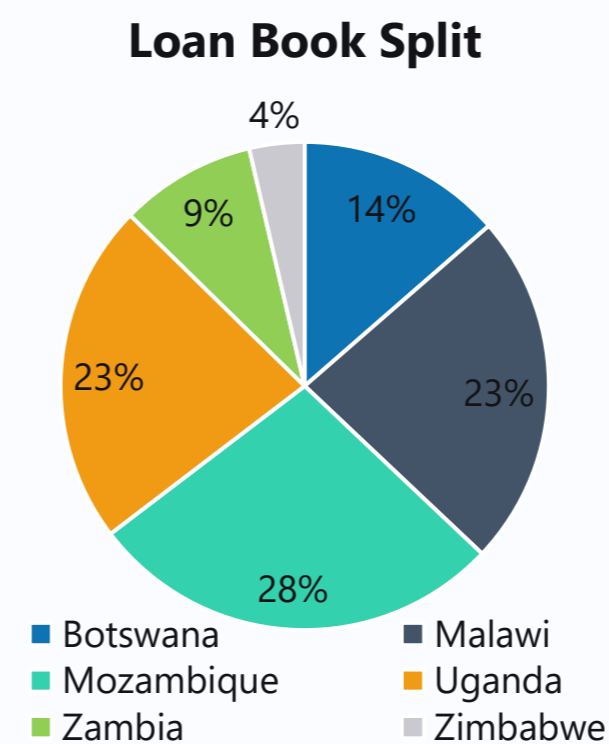
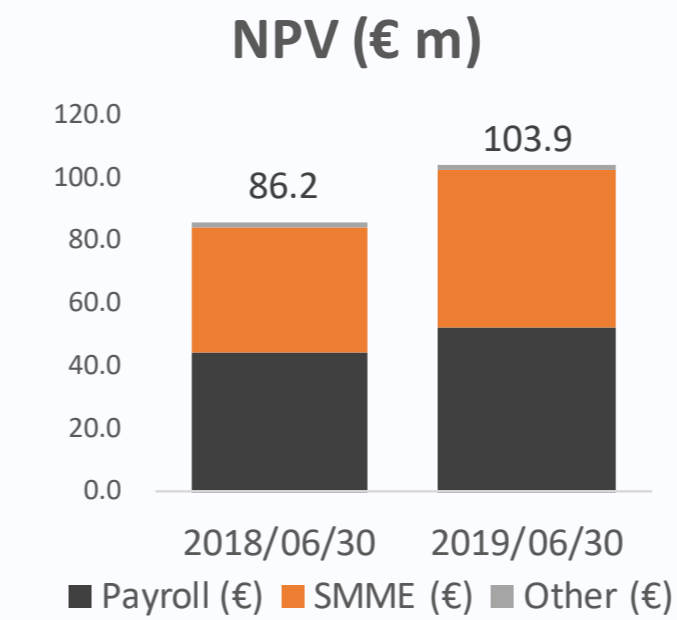
Highlights

BANKING PROFITABILITY



- Despite recording significant group losses in the past, MyBucks key operating subsidiaries expects to be profitable going forward
- Period ending 31 December 2019 remains loss making, as the Debt Recapitalization was only concluded towards the end of the financial year
- Long-term strategic ambition is to limit group overhead expenses and refinancing costs to approximately EUR4m per annum combined (vis-à-vis historic pre restructuring values of c. EUR11m for the period 1 July 2017 to 30 June 2018, and EUR10m for the period 1 July 2018 until 31 December 2018) – whilst significantly growing the profitability of the underlying subsidiaries

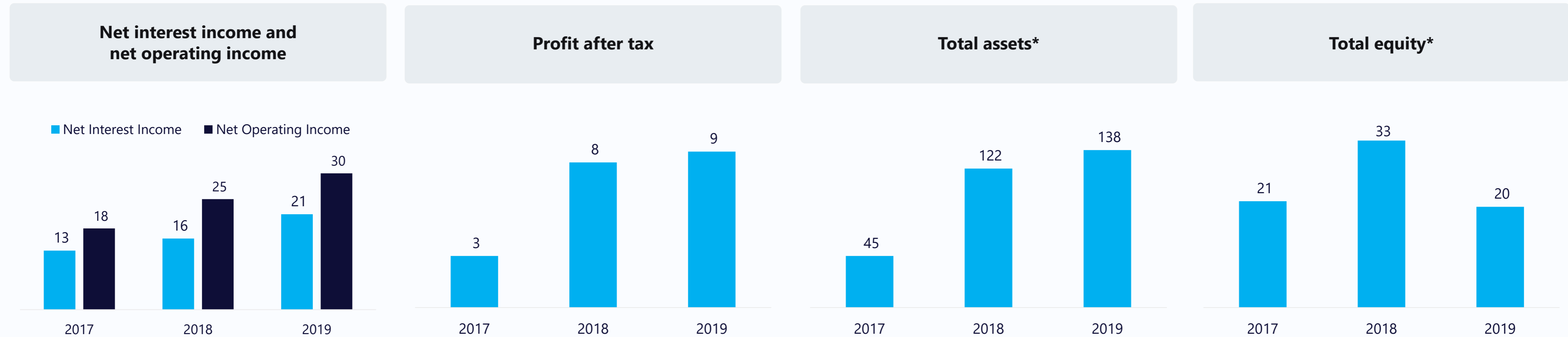
BANKING CREDIT QUALITY



- Combined loan book amongst the six banking entities increased by c. EUR27.7m despite a c. EUR15 devaluation drop in Zimbabwe (Malawi included not previously included)
- Portfolio well diversified, with strong exposure to Malawi, Mozambique and Uganda – being among the faster growing economies in the region
- Credit statistics of the loan book slightly deteriorated due to once-off effects that have been mitigated:
 - Cyclone in Mozambique impacting its SMME book in FY2019 (once-off)
 - Aggressive payroll lending expansion in Mozambique, using brokers without quality control (structures adjusted)
 - Significant short-term unsecured lending in Zambia outside normal approval procedures (identified, impaired and new management installed)
- MyBucks expects the loan book quality to improve over the next twelve-month period – and the diversification of the business to strengthen against a growth in its Zambia and Zimbabwe banking businesses
- Note: Numbers are pro forma combination of the six entities that will remain in the Group

3 Year historical financial performance of the banking entities

Stable growth and sustainable earnings



* 2019 Balance sheet based on June pro-forma amounts and group NAV as acquisition values

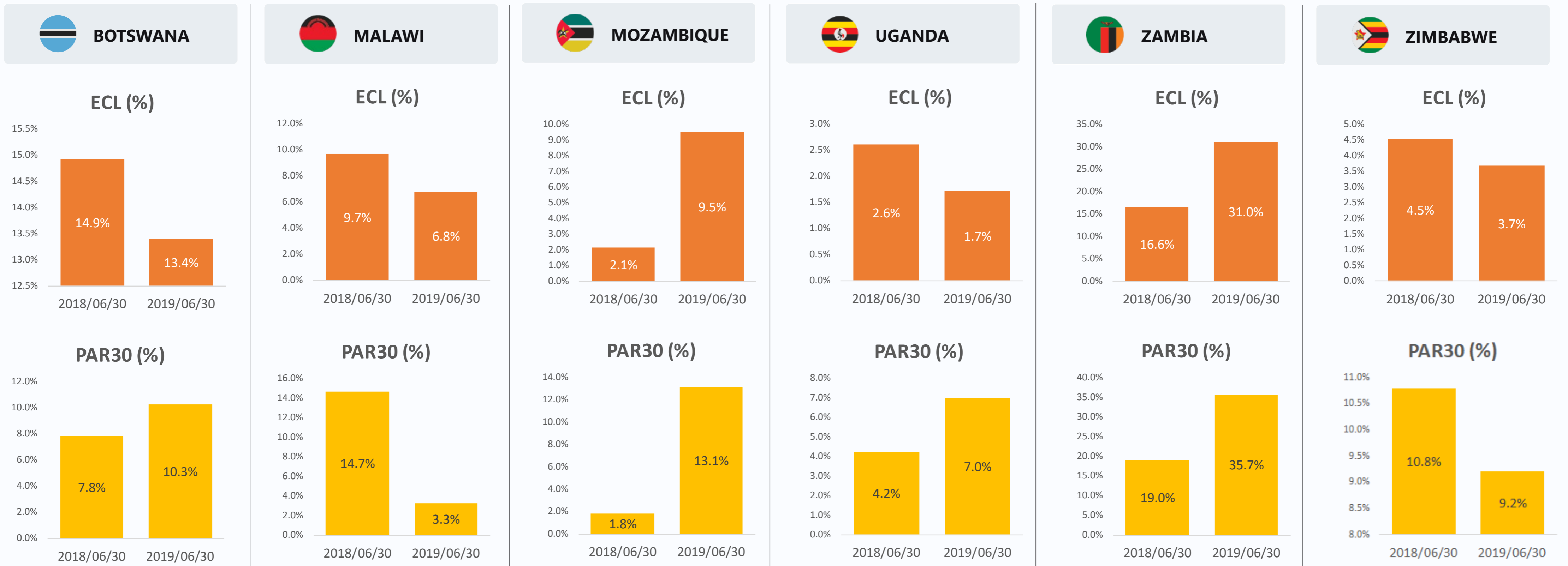


On a Standalone basis, the 6 countries within the MyBucks Group not only delivered profit over the last years, but showed consistent growth on all key metrics

	Net Operating Income				Profit After Tax				Total Assets				Total Equity			
	2017	2018	2019	CAGR	2017	2018	2019	CAGR	2017	2018	2019	CAGR	2017	2018	2019	CAGR
Zimbabwe	9.78	9.66	10.6	6.34%	3.33	3.81	4.68	18.41%	18.93	26.60	7.64	-29.72%	11.81	14.24	3.36	-33.85%
Uganda	4.18	6.31	7.86	3.80%	0.27	0.96	0.68	29.54%	18.18	26.64	34.3	23.60%	6.29	6.85	8.08	9.48%
Mozambique	2.66	4.63	6.98	47.26%	-0.95	1.32	0.63	-207.49%	9.14	19.50	41.6	68.81%	3.82	6.08	7.61	29.52%
Malawi	-	3.33	8.37		-	0.22	3.71		-	56.14	68.8		-	4.58	7.88	
Botswana	5.66	5.17	2.76	-11.50%	0.62	1.63	0.01	-8.62%	14.26	15.40	20.2	-3.52%	2.36	3.84	3.71	19.70%
Zambia	3.12	5.96	(0.24)	18.74%	-0.50	1.57	(0.34)	206.81%	14.95	15.77	10.1	-6.16%	-0.37	1.64	4.09	336.67%

MyBucks credit quality

Historic audited results

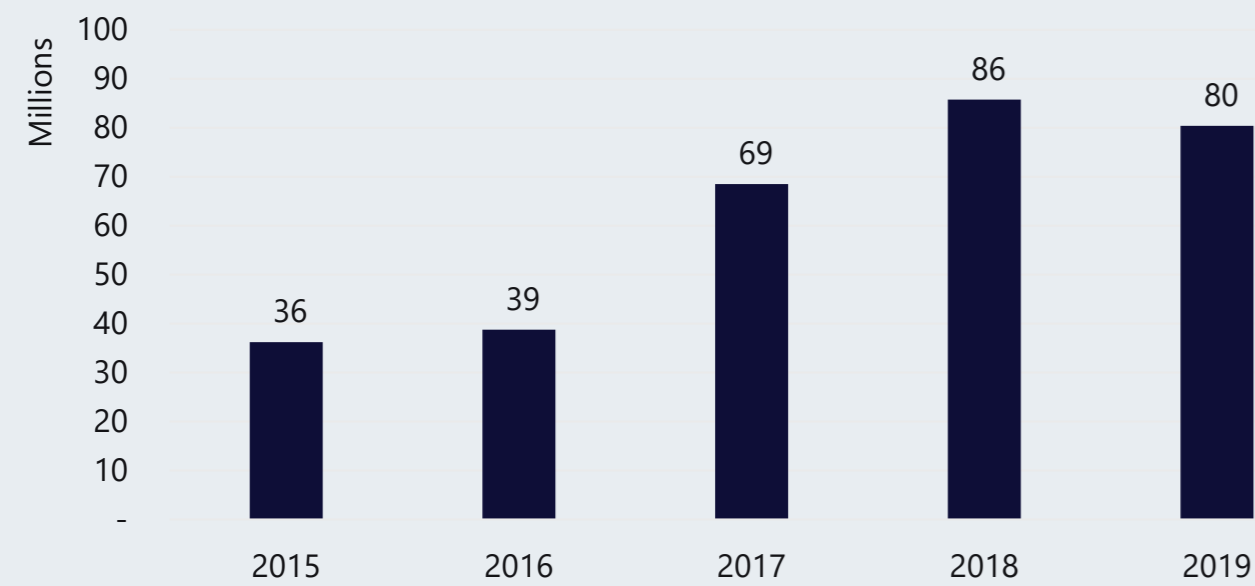


- Improvement in Expected Credit Loss (ECL) across 4 countries – Botswana, Malawi, Uganda and Zimbabwe.
- Deterioration noted in Mozambique as a result of the credit loss experienced at the time of the Cyclone Idai natural disaster. Zambia experienced unexpected delays in payments from the Central Government payroll

Loan book analysis

Consistent growth

Net loan book



As at June 2019
(EUR value)

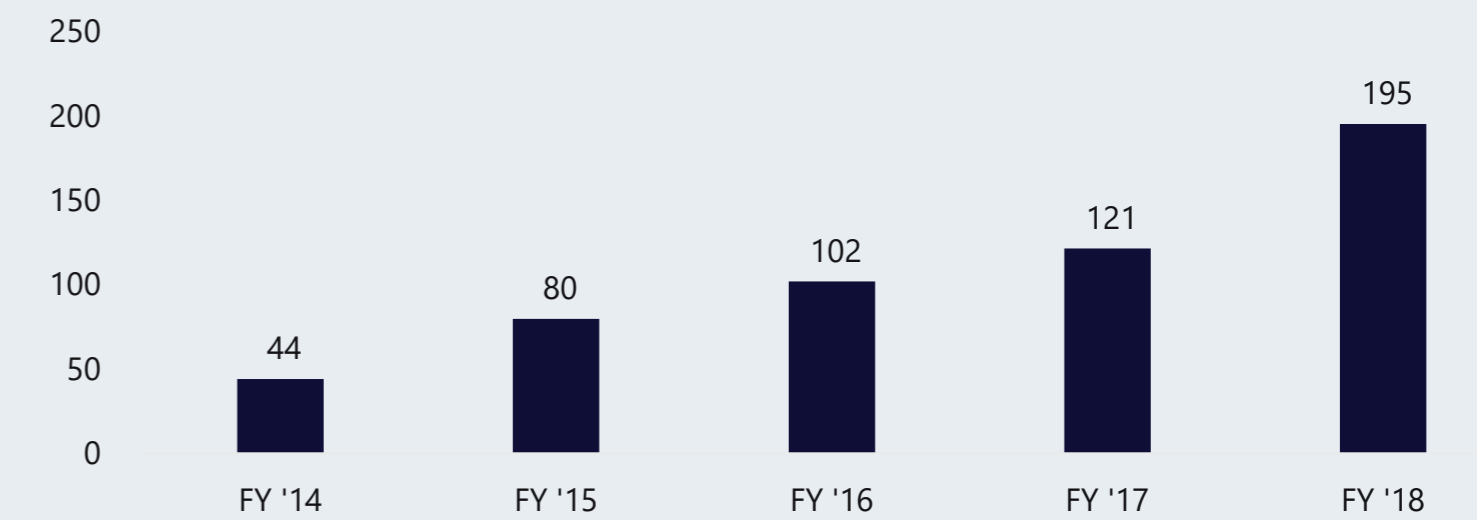
Gross loan book
C93.3m
Active loans
273,913

Since inception as
at June 2019

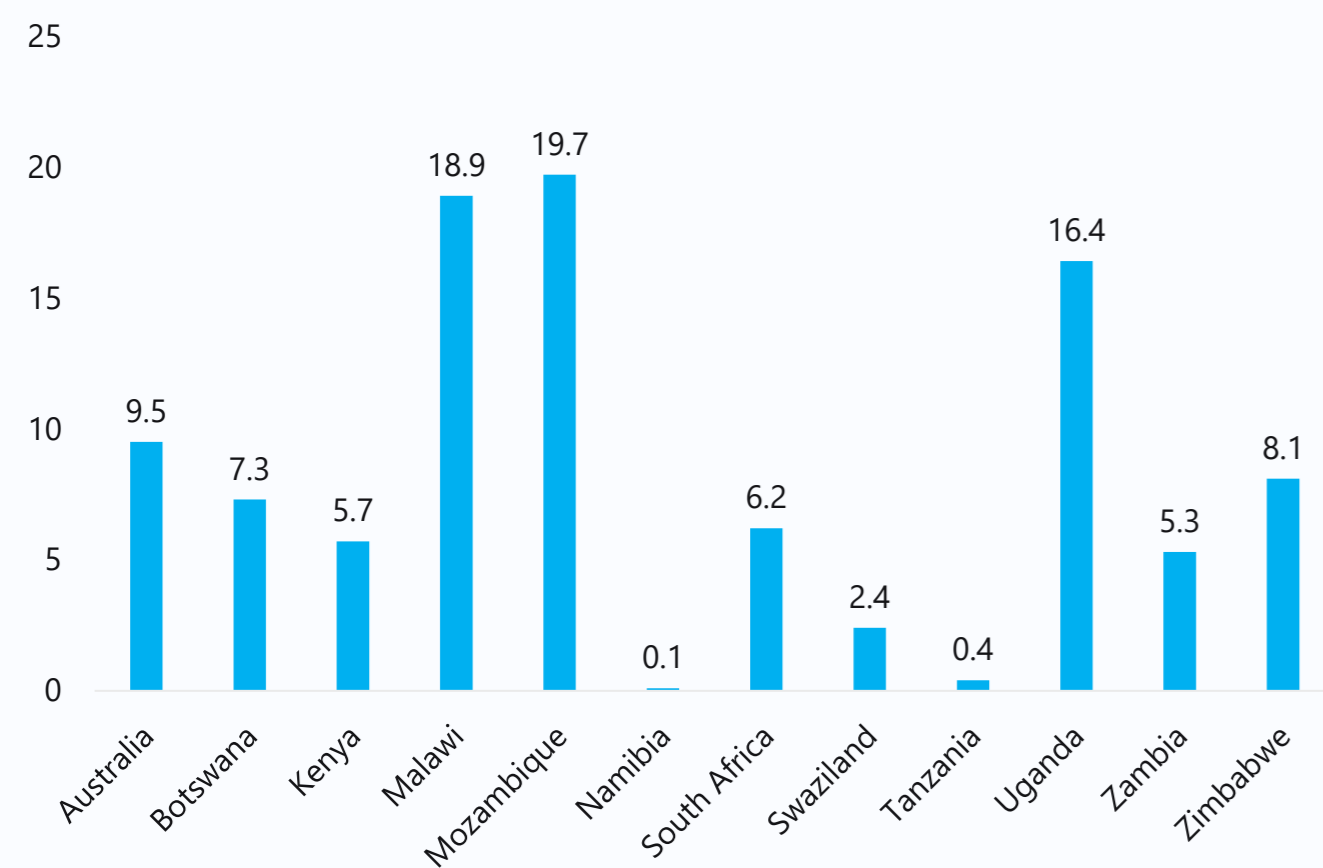
Total disbursed
€970.1m
Total loans issued
2,852,064

2019 Disbursed = €201 932 873

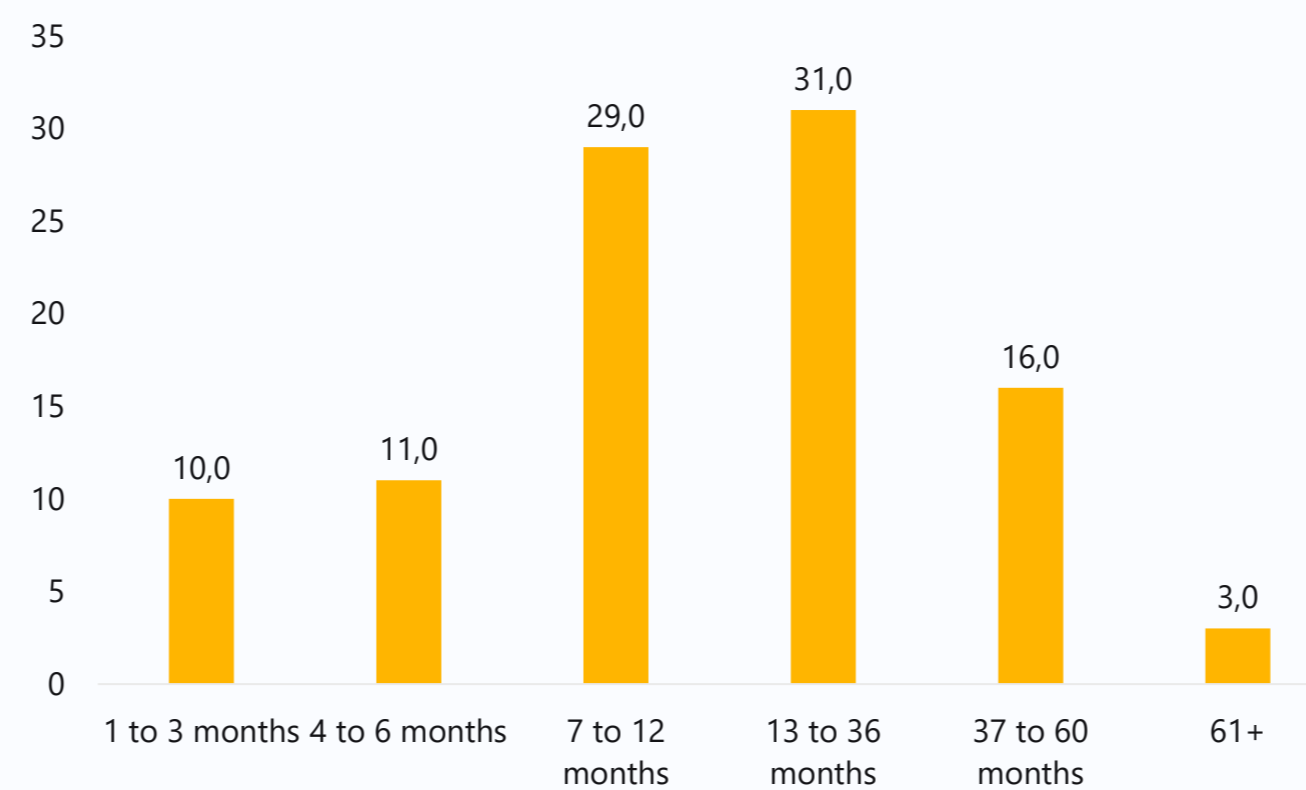
Annual disbursements (EUR m)



Country split (%)



Loan term categorisation (%)



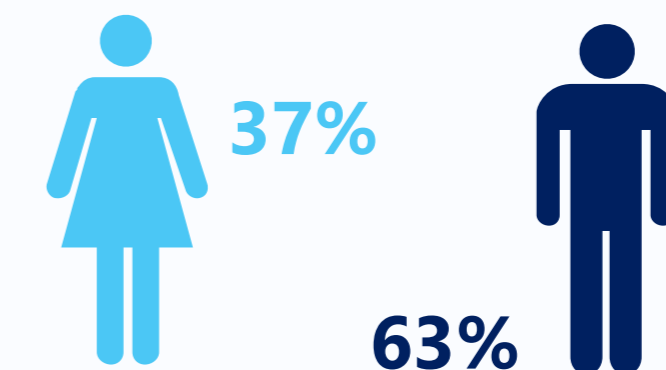
Average loan tenure

29 months

Value Weighted

Average age

39



Average Euro balance (EIR € valued)

€737

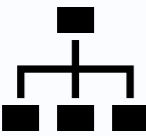
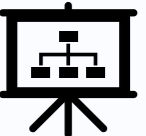
Value Weighted



Group Restructuring

Group Restructuring

Key changes implemented to return the group to positive financial health.

	Before 31 st of March 2019	Action Taken Post 31 March 2019 To Date
 Governance	<ul style="list-style-type: none"> ➤ Founder (Dave van Niekerk) chaired board ➤ No separation of duties, no compliance with board charter ➤ No appointed CFO on Board 	<ul style="list-style-type: none"> ➤ Dismissal of Dave van Niekerk and his key staff and management team (about 100 individuals) ➤ Implementation of new Board Charter ➤ Appointment of professional management (CEO and CFO) ➤ Appointment of Non-Executive Chairman
 HQ Cost	<ul style="list-style-type: none"> ➤ Large and expensive support structure (Head office) with c. 108 staff members established by former Chairman ➤ Large HQ constructed in SA 	<ul style="list-style-type: none"> ➤ Retrenchment of over 100 staff resulting in (including select new hires) a lean head-office of 10 staff ➤ South African office park disposed for c. EUR10m, and management services entity closed to avoid excessive spending ➤ Ancillary costs curtailed significantly and reduced to bare minimum
 Strategy	<ul style="list-style-type: none"> ➤ No clear strategic focus with global operations ➤ Significant innovation expenses without focus on financial return ➤ Continuous losses as a tech business considered acceptable in trying to build a unicorn 	<ul style="list-style-type: none"> ➤ Divestment from non-core markets (Poland, Australia) and focus on Africa, with application of proceeds to debt reduction ➤ Divestment from lending-only operation with no outlook to upgrading to a deposit-taking license (South Africa, Swaziland, Kenya and Tanzania) through a structured disposal ➤ Building a digital bank offering basic financial services with technology subject to consolidated supervision
 Capital	<ul style="list-style-type: none"> ➤ Negative parent equity of (+/-)EUR46m ➤ EUR95.5m net holding co debt at annual cost of c. EUR16.5m 	<ul style="list-style-type: none"> ➤ Converted EUR63.9m of claims into equity leading to positive pro forma parent equity of c. EUR18m ➤ Remaining net holding co debt of c. EUR39m at annual cost of c. EUR7m, for which a shareholder approval is in place to issue sufficient shares at EUR1 per share to achieve repayment of conversion

MyBucks has retained:

- Profitable banking and Deposit taking operations in key growth markets in Africa
- Ability to utilize the Group's digital tech ahead of the competition

Financial Status Quo

Balance sheet returned to positive equity with remaining c. EUR51m debt



Lenders holding c.EUR64m worth of claims have converted their debt to equity as of 31 December 2019



Remaining net holding company debt is c. EUR39m, whilst the Company has authority to issue further 43,358,009 shares (sufficient to cover the residual holding debt)



Target rights issue in 2020, with rump private placement to find investors for the balance – in light of the recent developments around Covid-19, this timing is now uncertain and delayed.

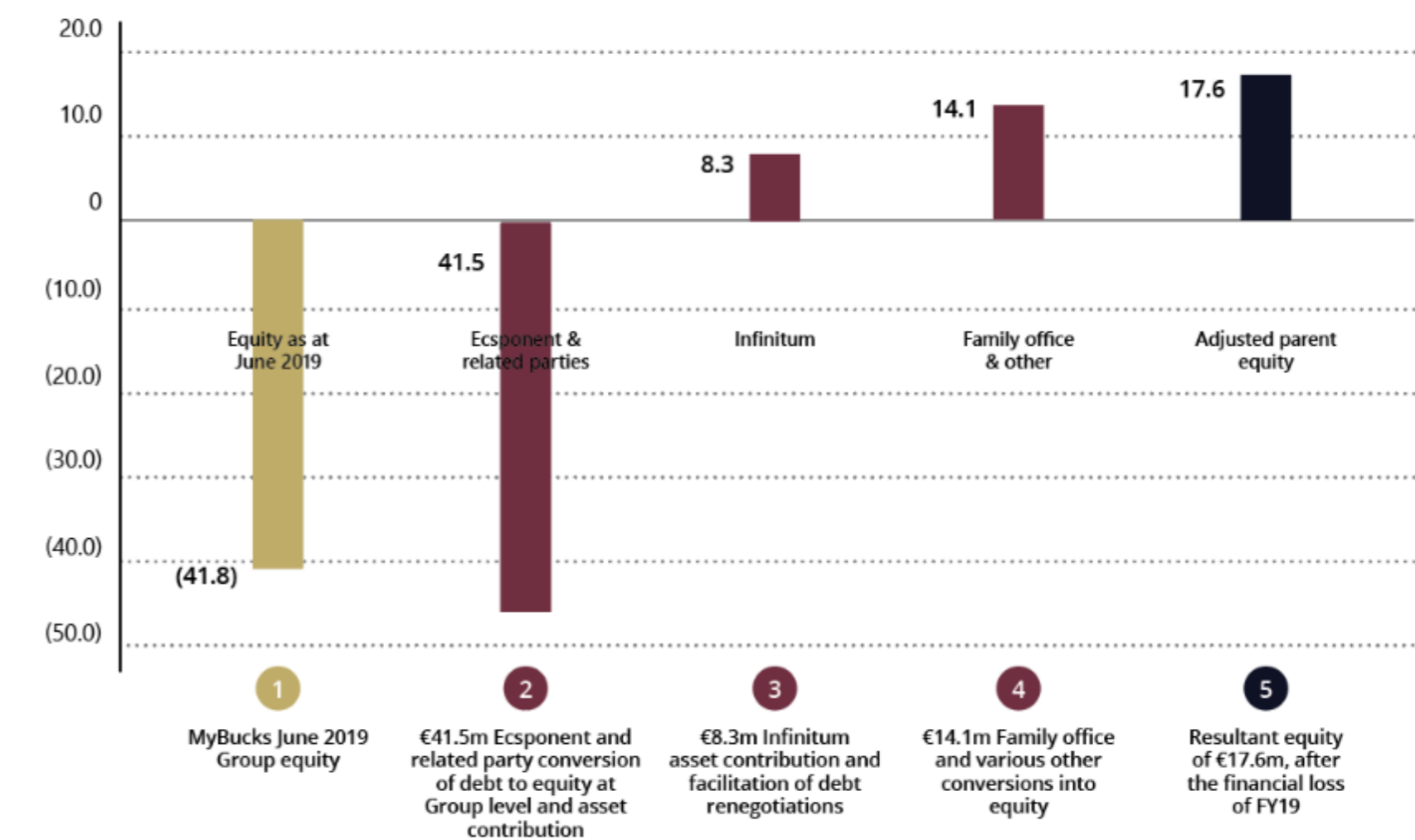
RESIDUAL HOLDING COMPANY DEBT

- c. EUR10m due to RBC Cees
- c. EUR10m due to Everprosperous Worldwide Limited (secured over shares in subsidiaries)
- c. EUR8.5m due through a Bond issued on the Vienna Stock Exchange
- c. EUR6.5m due to Solanum GmbH
- c. EUR5.0m due to Norsad
- c. EUR3.5m due to TLG Capital, due by 30 June 2020
- c. EUR2.5m due to various smaller promissory notes
- c. EUR5.0m due to Mintos, on lend to the Group by Zambia
- **Total c. EUR51.0m**
- Against this indebtedness, the Group holds financial assets of c. EUR12m– therefore, net holding company debt is EUR39m

	Pre		Post		% of Authorized
	#	% of Issued	#	% of Issued	
George Manyere & Affiliates					
Ecsponent Limited	5,101,501	40.12%	32,930,814	42.97%	27.44%
MHMK Group Limited	-	0.00%	9,387,762	12.25%	7.82%
	5,101,501	40.12%	42,318,576	55.22%	35.27%
Alexander Schütz & Affiliates					
Infinitem Ltd	1,497,146	11.77%	9,747,146	12.72%	8.12%
Schutz Gerd Alexander	470,000	3.70%	1,000,000	1.30%	0.83%
Apeiron Investments Group	136,784	1.08%	136,784	0.18%	0.11%
	2,103,930	16.55%	10,883,930	14.20%	9.07%
Other significant shareholders					
Leighlinbridge (Rajan Mahtani)	-	0.00%	12,106,002	15.80%	10.09%
Sunblaze (Dave van Niekerk)	1,912,368	15.04%	-	0.00%	0.00%
Redwood Capital (Chris Rokos)	1,199,590	9.43%	1,199,590	1.57%	1.00%
Krohne Fund (Axel Krohne)	-	0.00%	600,000	0.78%	0.50%
TLG Capital (Zain Latif)	-	0.00%	500,000	0.65%	0.42%
Katrami Holdings Ltd (Johan Jonck)	-	0.00%	4,000,000	5.22%	3.33%
TBE Investments Limited (Walter Kambwanji)	-	0.00%	1,890,973	2.47%	1.58%
Finclusion (Timothy Nuy)	-	0.00%	499,494	0.65%	0.42%
Directors	-	0.00%	245,834	0.32%	0.20%
Free float	2,398,224	18.86%	2,397,592	3.13%	2.00%
	5,510,182	43.33%	23,439,485	30.58%	19.53%
Total Issued Capital	12,715,613	100.00%	76,641,991	100.00%	63.87%
Shares under authority of the Board	-		43,358,009		36.13%
Total Authorized Capital post ESO	12,715,613		120,000,000		100.00%

Mybucks Equity Recapitalisation - Completion Q4 2019 (€ million)

- Decrease
- Increase
- Total

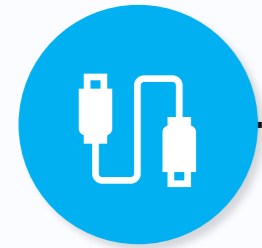




Business model

MyBucks digital banking strategy

Technology allows MyBucks to serve customers largely ignored by traditional banks whilst controlling credit risk



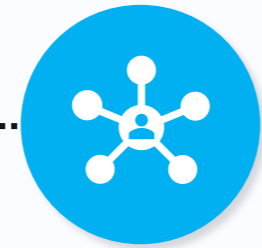
Technology and innovation

- **Customer centric**
- Focus on customer experience and retention
- Greater geographical reach
- Improved credit scoring and reduced provisions



Strong corporate governance

- **Responsible lending**
- Sustainable business model
- Transparency



Operating model

- **Digital bank** providing full array of financial services
- Reduce brick and mortar
- Lower staff and operating expenses



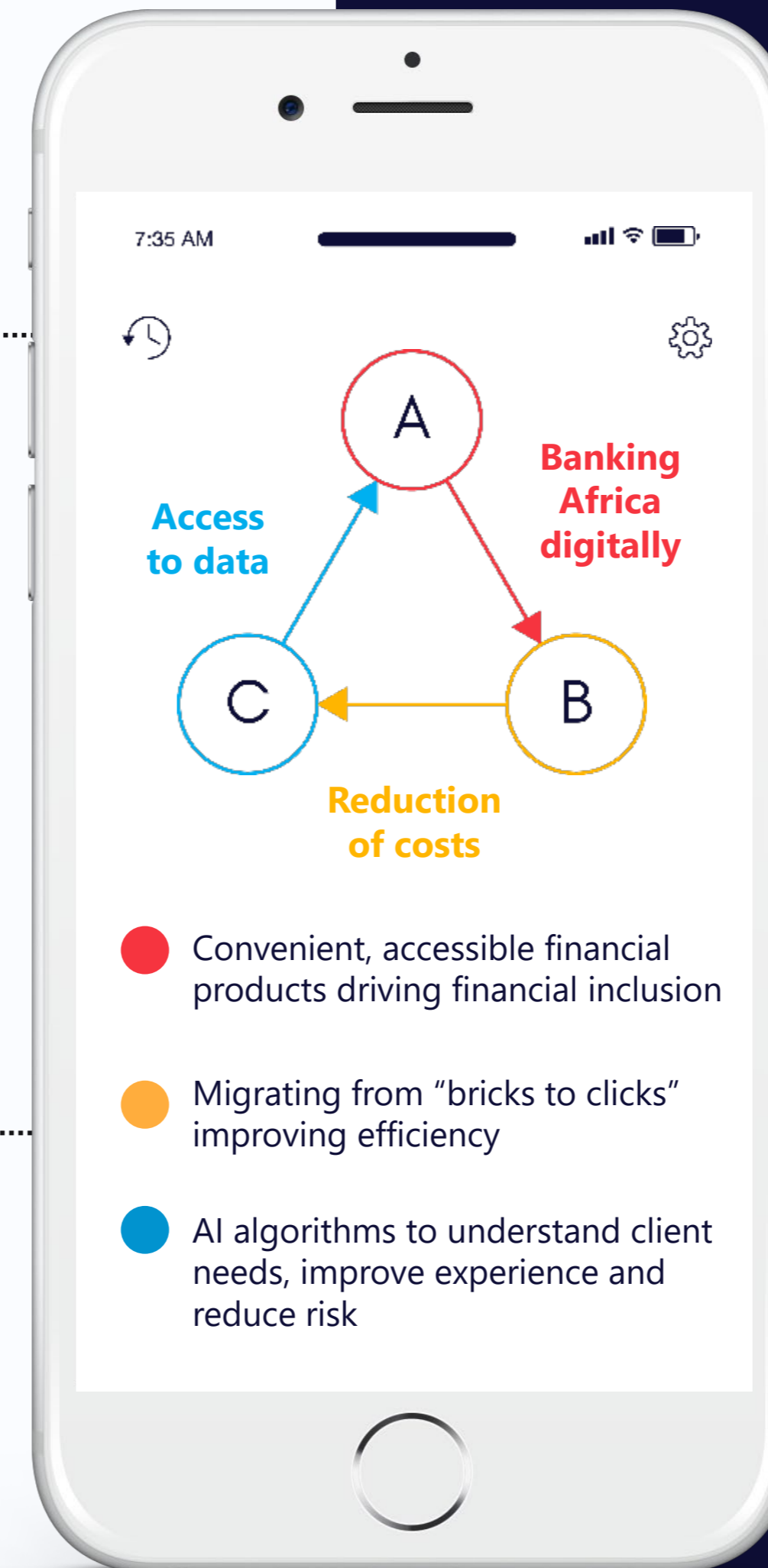
Supportive stakeholders

- Access to capital
- Cross selling opportunities



Our team

- Specialised skillset
- Experience and expertise
- High performance culture



Benefits of Banking

Access to client bank account and **information**

Platform to cross sell **credit, insurance and remittances** digitally

Banks traditionally have **greater access to capital** (> gearing, < risk)

Deposits represent cheaper source of finance

Direct collection mechanism by owning client bank account

Better **client “stickiness”**

Traditional banks in Africa **have executed** digital banking **poorly** – leaving a **window opportunity**

MyBucks' process

Traditional and digital lending channels



What data can be used?

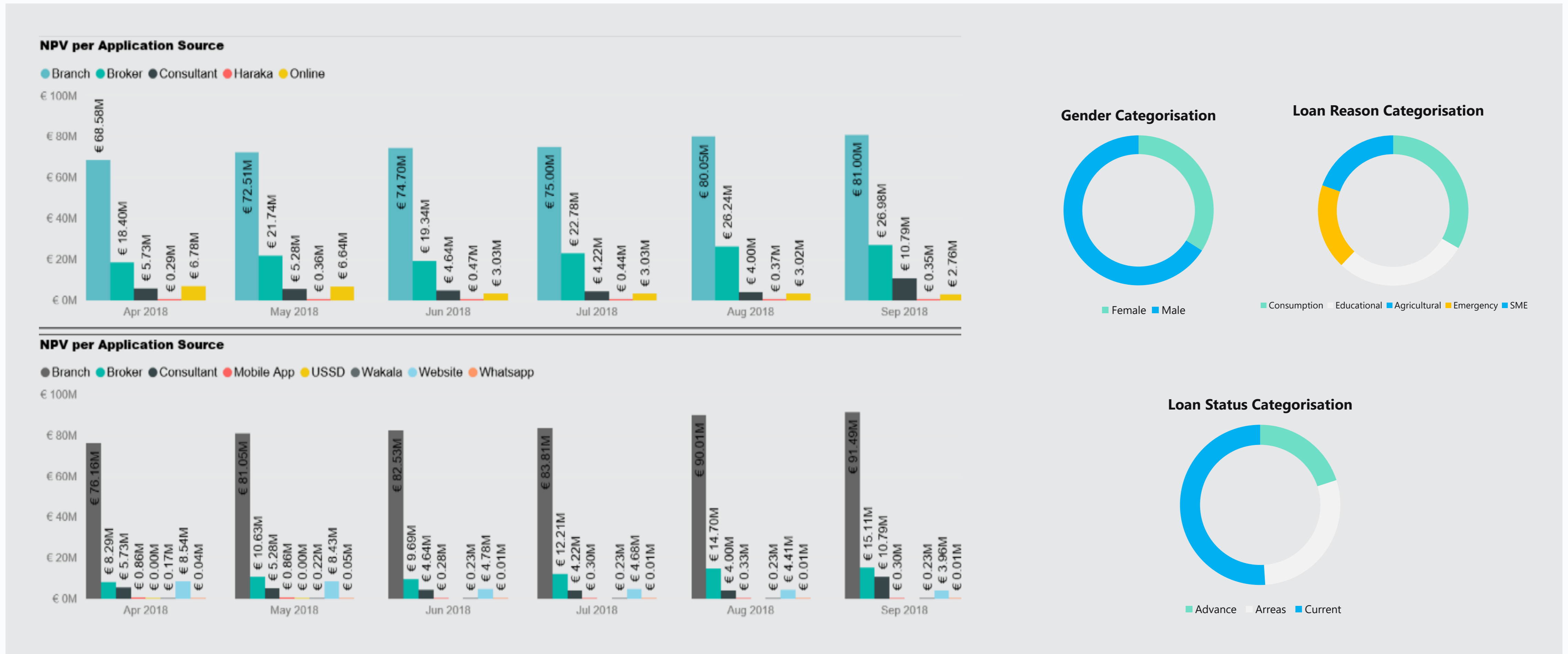
A.I. alternative credit data sources



MyBucks dashboards

Real-time analytics

MyBucks dashboards provide management with real-time company performance information anywhere at any time.





Social impact

Social impact

Doing well by doing good

Social rating

MyBucks business model carries an inherent social mission by providing financial solutions to people that would otherwise be financially excluded. MyBucks is proud to have received validation of three subsidiaries within the group with social impact ratings from international ratings agency MicroFinanza. **GetBucks Botswana** was awarded a **B+ social rating**. **Opportunity Bank Uganda** and **Opportunity Bank Mozambique** were also recognised by the ratings agency with a **BB and B+ rating**, respectively. The social rating looks at social performance management, client protection systems and alignment to the social mission of the companies and group.

Case Studies



Market stand in Malawi

Funds used to pay for a space in the market and buy more stock. "I paid for a space in the market and bought my brother ten crates of eggs." "I am proud that I assisted my younger brother and made his dream come. Thank you GetBucks."



Grocery and logistics shop in Mozambique

Tino Nhingalela from Beira, Mozambique has taken out 16 loans from MyBucks during the financial year to fund the stock of his grocery shop. Tino used the loan finance to build his own shop; continued his studies; and saved money to start a "tchopela" (also known as tuk-tuk) business in addition to his existing business.



Diesel grinding mill in Zimbabwe

Mr G Simango, acquired a loan to invest in a diesel grinding mill. Today his small business thrives and he is thinking of expanding it to more shun areas of his community. Receiving constant praise from his fellow villagers, he has managed to employ 5 people.

World's first banking branch in a refugee camp

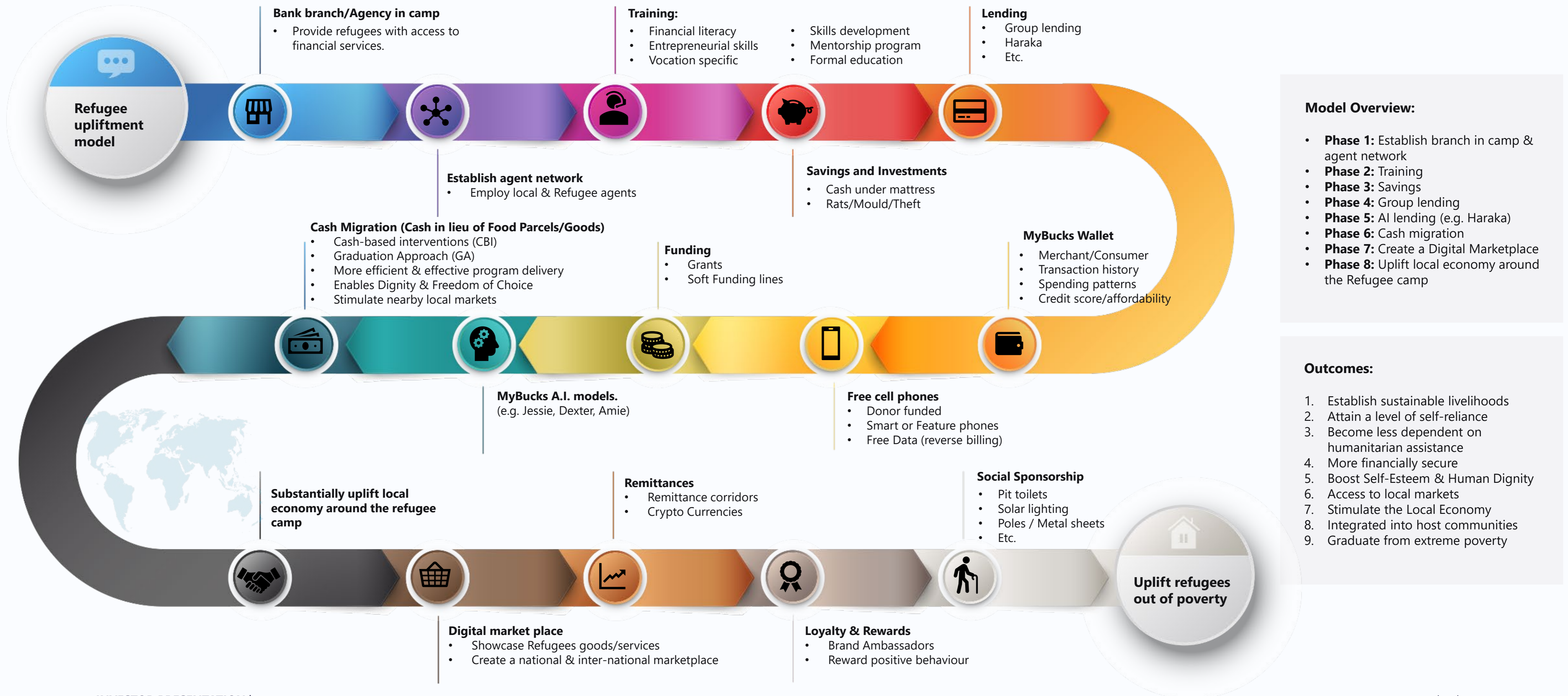
- MyBucks opened the world's first full bank branch in April 2018, in the Dzaleka refugee camp in Malawi. The camp is run by the UNHCR, WFP & the Malawian Government, and located just outside the capital Lilongwe.
- The camp established in 1994 (evolved from an old prison) and is made up of 34,000 displaced Congolese, Rwandans and Burundians, among others, who have experienced the worst distress on the continent, yet have managed to build a vibrant community with their skills as barbers, teachers, tailors, nurses, farmers, and more.
- Refugees are often micro-entrepreneurs, however; their refugee status, high reliance on physical cash, lack of access to financial services, low financial literacy, low self-esteem, and isolation from local markets, amongst others; are deterrents for FSP's to offer refugees access to business capital.
- A total of 5,500 refugees trained in past 6 months (target is 10,000); 5,219 savings accounts opened and 148 Lending Groups activated
- The main objective is to move refugees from a place of dependency and exclusion to self-reliance, and integration within their host communities by developing new business models supported by innovative digital financial products and services



"The Dzaleka initiative is putting financial inclusion through technology into practice in the real world, building up a use case of how important access to finance is for those who have been excluded."

MyBucks refugee upliftment model

Graduating refugees from extreme poverty



Model Overview:

- **Phase 1:** Establish branch in camp & agent network
- **Phase 2:** Training
- **Phase 3:** Savings
- **Phase 4:** Group lending
- **Phase 5:** AI lending (e.g. Haraka)
- **Phase 6:** Cash migration
- **Phase 7:** Create a Digital Marketplace
- **Phase 8:** Uplift local economy around the Refugee camp

Outcomes:

1. Establish sustainable livelihoods
2. Attain a level of self-reliance
3. Become less dependent on humanitarian assistance
4. More financially secure
5. Boost Self-Esteem & Human Dignity
6. Access to local markets
7. Stimulate the Local Economy
8. Integrated into host communities
9. Graduate from extreme poverty

Case studies

Dzaleka Malawi

Client name: Nyabenda Cramentina

Age: 24 years old; married with 1 child

Reason for moving to the camp: Nyabenda arrived in Dzaleka camp in 2002 when she was 8 years old. The 9th child out of 12 children, most of them scattered and two of her siblings killed by soldiers in the Congo

Main products: Loans and savings

Loan cycle: 1 **First amount:** MWK 149,000 (USD\$205)

Activities / Achievements:

- Electronics accessories and shoes business
- Formed a group called Chitukuko and approach NFB for a loan and underwent financial training
- Working capital has grown from \$435 to \$640
- Business capital is now standing at \$1,065 and making profits
- Improved her frequency of travelling to Lilongwe to get customer orders from monthly to weekly



Client name: Judith Bushashire Esther

Age: 26 years old; married mother of two

Reason for moving to the camp: Back home, her husband was a community service provider who stood for people whose rights were being violated. Because of his stance of protecting people's rights and lives, he became a target of tyrannical rule. The situation got worse, It was at this point that Judith and family decided to flee the country to Malawi

Main products: Loans and savings

Loan cycle: 1 **First amount:** MWK 200,000 (USD\$ 272).

Activities / Achievements:

- She had a small shop selling sweets, salt and candles in the camp. Thanks to her NFB loan she has now expanded her business to include handcrafted purses, pillows and earrings.
- Member of Vijana African Entrepreneurs Group



Client name: Elie Zagabe

Age: 34 years old; married; has 1 child

Reason for moving to the camp: Elie started going through life threatening experiences due to growing war tension in his country, he then fled the country in January 2014 and arrived in Dzaleka Camp in February 2014

Main products: Loans and savings

Loan cycle: 1 **First amount:** MWK100,000 (USD\$ 136)

Activities / Achievements:

- Founder of Vijana African Entrepreneurs
- Owns a restaurant which he operates with his wife and relatives
- His restaurant business generates revenue of \$545 (previously \$272)
- He has opened a bank account with NFB and saves money for future use
- Refurbished his house into a restaurant, which made him move out from a rented building, paying MWK8,000 (USD\$11) rent per month. This was eating into his profits.





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