

Key Information Document

Purpose

This document provides you with key information about this investment product. It is not marketing material. The information is required by law to help you understand the nature, risks, costs, potential gains and losses of this product and to help you compare it with other products.

You are about to purchase a product that is not simple and may be difficult to understand.

Product

Name:	Note with the underlying loans issued by ESTO AS
Manufacturer:	AS Mintos Marketplace
Contacting the manufacturer:	info@mintos.com, (+371) 66 164 466
Competent authority:	Financial and Capital Markets Commission, Latvia
Date of production of this document:	03/06/2022

What is this product?

Type: A Note is an interest-bearing debt security backed by a pool of loans. Purchasing Notes entitles you to receive repayments and interest payments for the Notes whenever payments are made on the underlying loans.

Objectives: Notes provide investors with a way to earn interest income from loans issued to borrowers in a wide range of geographies. They provide a fixed rate of return based on the cashflows of the underlying loans.

When you invest in Notes, you purchase exposure to a small pool of loans (usually 6-20) issued to the borrowers by the lending company (ESTO AS). These loans serve as underlying assets, which are repaid over time. You receive principal repayments and interest payments when borrowers make payments on the underlying loans, or when the lending company repurchases underlying loans in case the borrower is more than 60 days late. Consequently, return on investment in Notes depends on the borrowers' ability to repay the loans, and on the lending companies ability to repurchase the loans in case the loan becomes more than 60 days late.

The lending company is a personal loan provider based in Tallinn, Estonia, established in 2017. The lending company started its business with a pay-over-time solution at e-commerce platforms and has since continued to innovate and expand its product line. The lending company offers merchants highly effective e-commerce solutions that facilitate demand generation and customer acquisition. Its e-commerce solutions enable merchants to advertise and sell their products more effectively, optimize customer acquisition strategies, and increase sales. Lending company's flexible e-commerce solutions allow merchants to reach their customers at an affordable price and increase revenue while avoiding discounts and other costly marketing and advertising channels.

Intended retail investors: The product is intended for retail investors who are looking to earn fixed interest income from their investment and want to diversify their investment portfolio. Given that there is no capital protection, investors should be able to bear losses up to the full amount of their investment. The product is designed for retail investors who have appropriate financial knowledge and experience.

Term: The maturity date of the Note is determined individually for each issue. Neither the issuer, nor the investor may unilaterally change the maturity date. Still, the Note may be subject to unilaterally early redemption by the issuer on the one hand or redemption prolongation on the other hand for several reasons provided in the base prospectus.

Detailed information on the underlying loans can be found in the Final Terms.

What are the risks and what could I get in return?



The summary risk indicator is a guide to the level of risk of this product compared to other products. It shows how likely it is that the product will lose money because of movements in the markets or because we are not able to pay you.

We have classified this product as 5 out of 7, which is a medium-high risk class. This rates the potential losses from future performance at a medium-high level, and poor market conditions will likely impact the capacity of Borrowers and/or Lending Company to pay. This classification takes into consideration the credit and market risks relating to the Notes as described in detail in the base prospectus.*

You may not be able to cash in early or you may have to sell the investment at a discount to cash in early. This product does not include any protection from future market performance so you could lose some or all of your investment. If we are not able to pay you what is owed, you could lose your entire investment.

Performance Scenarios: Market developments in the future cannot be accurately predicted. The scenarios shown are only an indication of some of the possible outcomes based on recent returns. Actual returns could be lower.

Scenarios (Nominal amount 10 000 EUR)		3 Months	1 Year	3 Years	5 Years
Stress scenario	What you might get back after costs	1,667.32	0.00	0.00	958.50
	Average performance (^)	-100%	-100%	-100%	-37%
Unfavourable scenario	What you might get back after costs	10,058.28	10,718.91	12,847.09	15,545.27
	Average performance (^)	2.36%	7.19%	8.71%	9.22%
Moderate scenario	What you might get back after costs	10,182.45	10,954.85	13,308.28	16,248.42
	Average performance (^)	7.52%	9.55%	10.00%	10.20%
Favourable scenario	What you might get back after costs	10,229.78	11,110.87	13,681.33	16,855.31
	Average performance (^)	9.54%	11.11%	11.01%	11.01%

This table shows the money you could get back over the loan maturity, under different scenarios, assuming that you invest EUR 10 000. The scenarios shown illustrate how your investment could perform. You can compare them with the scenarios of other products. The scenarios presented are an estimate of future performance based on evidence from the past on how the value of this investment varies and are not an exact indicator. What you get will vary depending on how the market performs and how long you keep the investment/product. The stress scenario shows what you might get back in extreme market circumstances, and it does not consider the situation where we are not able to pay you. The figures shown include all the costs of the product itself. The figures do not consider your personal tax situation, which may also affect how much you get back.

What happens if AS Mintos Marketplace is unable to pay out?

If AS Mintos Marketplace fails to pass payments received from the lending company or issuer to you, you are entitled to compensation under the investor protection scheme. The scheme covers situations that typically arise from operational errors, for example, if Mintos is involved in fraud or administrative malpractice, or if Mintos goes out of business. The maximum compensation investors can claim under the compensation scheme is 90% of their net loss, up to a maximum of €20 000.

If the lending company or the issuer is unable to pay out, you may lose some or all of your investment.

What are the costs?

The Reduction in Yield (RIY) shows what impact the total costs you pay will have on the investment return you might get. The total costs consider one-off, ongoing and incidental costs.

The amounts shown here are the cumulative costs of the product itself, for three different holding periods. They include potential early exit costs. The figures assume you invest EUR 10 000. The figures are estimates and may change in the future.

The person selling you or advising you about this product may charge you other costs. If so, this person will provide you with information about these costs and show you the impact that all costs will have on your investment over time.

Costs over time – investment EUR 10,000*

Scenarios	If you cash in after one year	If you cash in three years	If you hold investment till maturity (five years)
Total costs	85 EUR	85 EUR	0 EUR
Impact on return (RIY)	1.61%	0.48%	0

* Impact on return is calculated assuming that Note's partial principal repayment amount, if any, is fully reinvested.

Composition of costs

The table shows:

- the impact each year of the different types of costs on the investment return you might get at the end of the recommended holding period;
- the meaning of the different cost categories.

This table shows the impact on return

One-off costs	Entry costs	0.00%	The impact of the costs you pay when entering your investment
	Exit costs	0.85%	The impact of the costs of exiting your investment before maturity, which consists of selling the Notes on secondary market and is calculated on the sales price.
On-going costs	Portfolio transaction costs	0.00%	The impact of the costs of us buying and selling underlying investments for the product.
	Other ongoing costs	0.00%	The impact of the costs that we take each year for managing your products.
Incidental costs	Performance fees	0.00%	There is no performance fee.
	Carried interests	0.00%	There are no carried interests.

How long should I hold it, and can I take money out early?

This product has no required or recommended holding period. However, Notes have been designed to be mainly held to maturity. If you want to exit early, you may sell the investment on the Secondary Market with a Secondary Market fee of 0.85%. Selling is subject to demand from other investors, and at certain times you may only be able to sell the Note at a discount, which would reduce the return on investment.

How can I complain?

If you have any complaints, please email us at complaints@mintos.com or send us a letter to the Mintos office at Skanstes iela 50, Riga, LV-1013, Latvia. You can find more information on mintos.com/en/submit-complaint/.

Other relevant information

You can find more information about each Note, including the base prospectus and Final Terms, in the Note details on mintos.com.